

Closing Notes

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MULTNOMAH | CLACKAMAS | WASHINGTON COUNTIES

A LAWYERS TITLE NEWSLETTER

The Holiday Market Is Smaller, but the Buyers Are Serious

November brings a shift in pace across the Portland Metro. The market steps back from its summer and fall peaks, but the buyers still active at this point tend to be highly motivated. They're working toward year-end financial goals, relocation timelines, or family situations with real urgency. These are not casual buyers. They want to close.

It's a quieter time in the business, which often makes it easier to have the relationship-building conversations that pay off in January. This month's tip takes a closer look at the person at the center of every transaction: your escrow officer.

REACH OUT TODAY

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MONTH OVER MONTH / TRI-COUNTY

VIP EDGE Report Summary

Each week, our team creates an exclusive VIP EDGE report with timely insights into the Portland Metro market. This week, as we compare late September with late October, we're seeing prices hold steady while buyer activity slows and homes spend more time on the market. Conditions vary by price range, making strategic pricing and positioning especially important. This premier service helps our VIP clients stay informed, recognize opportunities with ease, and guide client conversations with confidence.

What's Shifting in the Greater Portland Market?

01

Steady prices, changing momentum

Discover why stable average pricing doesn't tell the whole market story.

02

Buyers are taking their time

See how softer pending activity is affecting the pace of the market.

03

Price ranges tell different stories

Understand where competition remains stronger and where activity is slowing.

04

Strategic positioning matters

Explore why pricing, presentation, and responsiveness are key as sellers face a longer wait.

05

Opportunities to negotiate

Learn where buyers may find more flexibility and where competition still calls for decisive action.

Explore the full report for insights you can put to work for your clients.

Want market insights tailored to your area, delivered weekly? Contact your Lawyers Title Sales Executive today. We make it easy to stay informed, guide your clients with confidence, and strengthen your business.

REACH OUT TODAY

AROUND THE PORTLAND METRO

Local Events: November

Here's what's happening across Multnomah, Clackamas, and Washington Counties this month.

OREGON ZOO / OPENS NOVEMBER 20

ZooLights

One of Portland's best-loved holiday traditions returns with more than a million lights across the Oregon Zoo. It opens nightly at 4:30 PM and runs through January 3, with a few closed dates, so check the calendar before you go.

Dates & Tickets ›

DOWNTOWN HILLSBORO / NOVEMBER 21

Holly Days

Hillsboro's holiday kickoff runs from 2-7 PM with an artisan market, live entertainment, family activities, and a community tree lighting at 6 PM. It's a good introduction to downtown Hillsboro for buyers looking on the west side.

Event Details ›

TUALATIN VALLEY / THANKSGIVING WEEKEND

Thanksgiving Wine Weekend

Washington County wineries open their doors over Thanksgiving weekend for special tastings, new releases, and pairings. Wineries are closed on Thanksgiving Day itself.

Participating Wineries ›

MILLENNIUM PLAZA PARK / THANKSGIVING WEEKEND

Lake Oswego Tree Lighting Festival

One of the longest-running tree lightings in the metro traditionally takes place the day after Thanksgiving, with live music, Santa, vendors, and food. It's a signature Clackamas County community event.

Lake Oswego Parks & Rec ›

PORTLAND INTERNATIONAL RACEWAY / OPENS NOVEMBER 27

Winter Wonderland

The drive-through holiday light show on the PIR track opens the day after Thanksgiving and runs nightly through New Year's Eve. It's an easy outing for families and clients alike.

Dates & Tickets ›

Always confirm event dates directly with organizers, as schedules can shift. Links above lead to the most current information.

ESCROW TIP / NOVEMBER

The Role of the Escrow Officer: Who Is Actually Managing Your Transaction?

Agents and lenders work with escrow officers on every transaction, but what an escrow officer actually does is often underappreciated until something goes sideways. Here's a clear picture of the role.

The escrow officer is the neutral third party at the center of every transaction. Their job is to make sure every condition of the purchase agreement is satisfied before any money changes hands or any documents record. In the Portland Metro, where transactions often involve complex financing, urban easements, and many parties, this role carries real weight.

OPENING ESCROW

When a transaction opens, the escrow officer receives the purchase agreement and begins coordinating with the buyer, seller, agents, lender, HOA, and anyone else needed to close. Every piece of information flows through them.

DOCUMENT MANAGEMENT

The escrow officer prepares and collects the closing documents, including the deed, settlement statement, loan documents, title commitment, and required disclosures. With older Multnomah County properties, this often means working with several parties to clear existing liens or encumbrances.

HOLDING AND DISBURSING FUNDS

Escrow holds all funds, including earnest money, the down payment, and lender proceeds. Nothing is disbursed until every condition has been met. No funds leave escrow until the transaction is complete and recorded.

PROACTIVE COMMUNICATION

A great escrow officer doesn't wait for things to go wrong. They spot issues early, flag missing items before they become closing-day emergencies, and keep everyone informed. In a fast Portland Metro market, that approach is what keeps deals from falling apart on the last day.

> Want to meet the team that will be managing your next file? We're always happy to connect. Reach out or visit lawyerstitleoregon.com.

Our Portland Metro escrow officers bring deep experience to every transaction. If you'd like to talk through how we handle a specific transaction type, we'd be glad to connect.

Questions about a transaction or the market?

The Lawyers Title Portland Metro Team

Reach out today and we'll connect you with the right person on our team.

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