



MARKET ACTION REPORT

A Publication of RMLS, the Source for Real Estate Statistics in Your Community

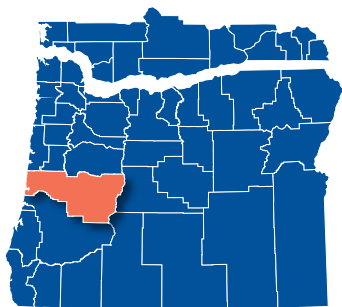
Lane County April 2025 Reporting Period

Lane County

April 2025 Reporting Period

MARKET ACTION REPORT

Note: Data for Florence is reported separately from Greater Lane County. For data on Florence, see the charts on pages 7-9.



Residential Highlights

New Listings

New listings (556) increased 21.7% from the 457 listed in April 2024, and increased 35.3% from the 411 listed in March 2025.

Pending Sales

Pending sales (372) decreased 1.8% from the 379 offers accepted in April 2024, and decreased 2.4% from the 381 offers accepted in March 2025.

Closed Sales

Closed sales (295) increased 5.0% from the 281 closings in April 2024, and increased 17.1% from the 252 closings in March 2025.

Inventory and Time on Market

Inventory increased to 2.9 months in April. Total market time decreased to 54 days.

Year-to-Date Summary

Comparing the first four months of 2025 to the same period in 2024, new listings (1,661) increased 9.3%, pending sales (1,265) decreased 0.6%, and closed sales (1,044) increased 2.1%.

Average and Median Sale Prices

Comparing 2025 to 2024 through April, the average sale price has increased 1.0% from \$466,000 to \$470,800. In the same comparison, the median sale price has increased 0.7% from \$431,500 to \$434,500.

Sale Price Percent Change vs Previous 12 Months

Average Sale Price % Change: +0.5% (\$477,600 v. \$475,200)

Median Sale Price % Change: +1.1% (\$440,000 v. \$435,000)

Note: This data compares the rolling average sale price for the last 12 months (ex: 2/1/22-1/31/23) with 12 months before (ex: 2/1/21-1/31/22).

Inventory in Months

| | 2023 | 2024 | 2025 |
|-----------|------|------|------|
| January | 2.3 | 3.2 | 2.8 |
| February | 1.7 | 2.3 | 3.1 |
| March | 1.4 | 2.0 | 2.8 |
| April | 1.5 | 2.4 | 2.9 |
| May | 1.7 | 2.0 | |
| June | 1.6 | 2.6 | |
| July | 1.9 | 2.5 | |
| August | 2.2 | 2.5 | |
| September | 2.4 | 3.2 | |
| October | 2.5 | 3.0 | |
| November | 2.9 | 2.9 | |
| December | 2.7 | 2.5 | |

Residential Trends

April 2025 vs. March 2025

New Listings **+35.3%** ↑

Pending Sales **-2.4%** ↓

Closed Sales **+17.1%** ↑

Average Sale Price **-0.8%** ↓

Median Sale Price **0.0%** —

Inventory **+0.1** ↑

Total Market Time **-17** ↓

April 2025 vs. April 2024

New Listings **+21.7%** ↑

Pending Sales **-1.8%** ↓

Closed Sales **+5.0%** ↑

Average Sale Price **+1.8%** ↑

Median Sale Price **0.0%** —

Inventory **+0.5** ↑

Total Market Time **0** —

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Residential Sales by Price Range

| Price Range | Apr 2023 | | Apr 2024 | | Apr 2025 | |
|---------------------------|------------|-------|------------|-------|------------|-------|
| 0K-100K | 18 | 5.8% | 12 | 3.9% | 16 | 5.0% |
| 100K-200K | 22 | 7.0% | 9 | 2.9% | 13 | 4.0% |
| 200K-300K | 72 | 23.0% | 22 | 7.1% | 29 | 9.0% |
| 300K-400K | 97 | 31.0% | 72 | 23.2% | 61 | 19.0% |
| 400K-500K | 50 | 16.0% | 97 | 31.3% | 84 | 26.2% |
| 500K-600K | 22 | 7.0% | 34 | 11.0% | 49 | 15.3% |
| 600K-700K | 14 | 4.5% | 25 | 8.1% | 22 | 6.9% |
| 700K-800K | 6 | 1.9% | 20 | 6.5% | 22 | 6.9% |
| 800K-900K | 3 | 1.0% | 8 | 2.6% | 15 | 4.7% |
| 900K-1M | 2 | 0.6% | 5 | 1.6% | 3 | 0.9% |
| 1MM-1.1MM | 0 | 0.0% | 2 | 0.6% | 0 | 0.0% |
| 1.1MM-1.2MM | 1 | 0.3% | 1 | 0.3% | 2 | 0.6% |
| 1.2MM-1.3MM | 1 | 0.3% | 2 | 0.6% | 2 | 0.6% |
| 1.3MM-1.4MM | 2 | 0.6% | 1 | 0.3% | 1 | 0.3% |
| 1.4MM-1.5MM | 1 | 0.3% | 0 | 0.0% | 1 | 0.3% |
| 1.5MM-1.6MM | 1 | 0.3% | 0 | 0.0% | 0 | 0.0% |
| 1.6MM-1.7MM | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| 1.7MM-1.8MM | 0 | 0.0% | 0 | 0.0% | 1 | 0.3% |
| 1.8MM-1.9MM | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| 1.9MM-2MM | 1 | 0.3% | 0 | 0.0% | 0 | 0.0% |
| 2MM+ | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| Total Closed Sales | 313 | | 310 | | 321 | |

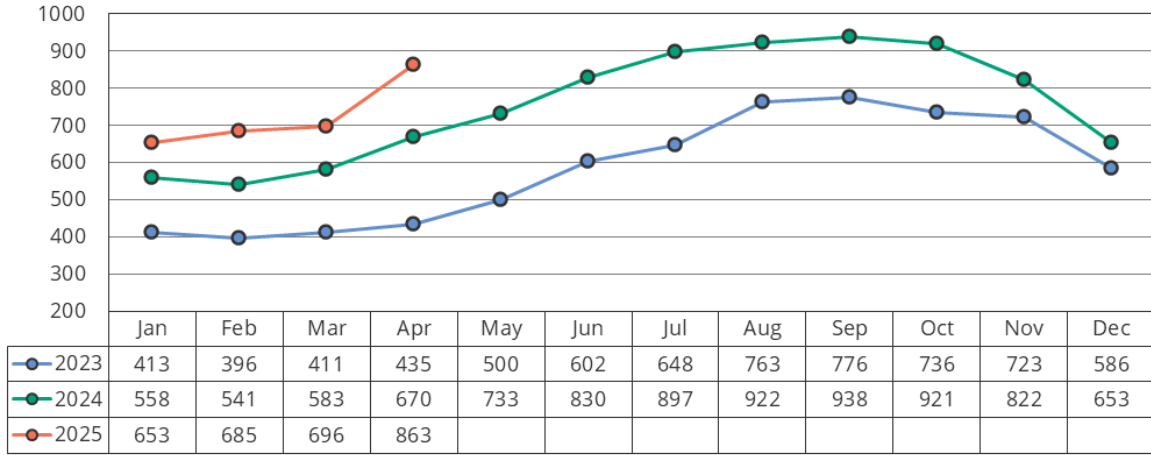
90th Percentile
 50th Percentile
 10th Percentile

| Greater Lane Co. Residential Highlights | | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2025 | April | 556 | 372 | 295 | 474,500 | 440,000 | 54 |
| | March | 411 | 381 | 252 | 478,400 | 440,000 | 71 |
| | Year-To-Date | 1,661 | 1,265 | 1,044 | 470,800 | 434,500 | 66 |
| 2024 | April | 457 | 379 | 281 | 466,100 | 440,000 | 54 |
| | Year-To-Date | 1,519 | 1,272 | 1,023 | 466,000 | 431,500 | 65 |
| Change | April 2024 | 21.7% | -1.8% | 5.0% | 1.8% | 0.0% | 0.9% |
| | Prev Mo 2025 | 35.3% | -2.4% | 17.1% | -0.8% | 0.0% | -23.8% |
| | Year-To-Date | 9.3% | -0.6% | 2.1% | 1.0% | 0.7% | 2.8% |

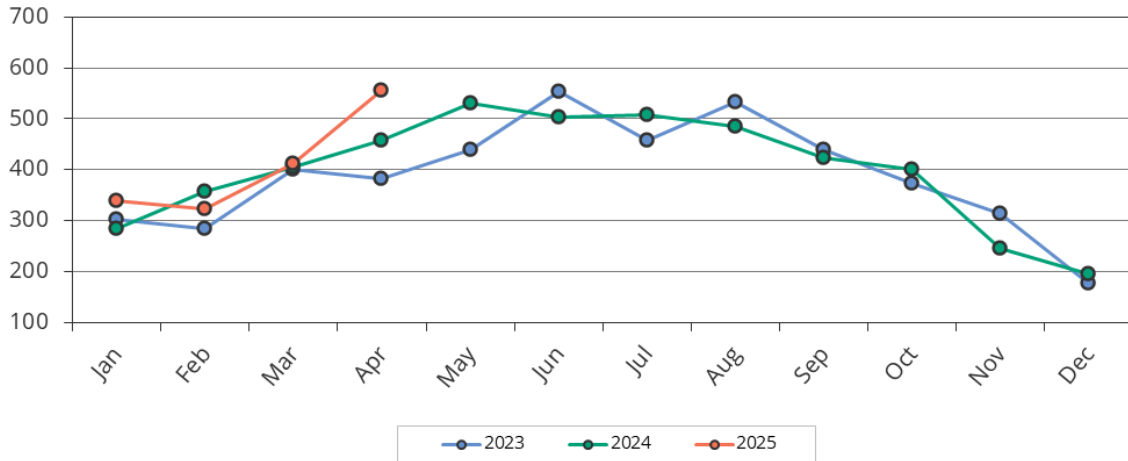
Lane County

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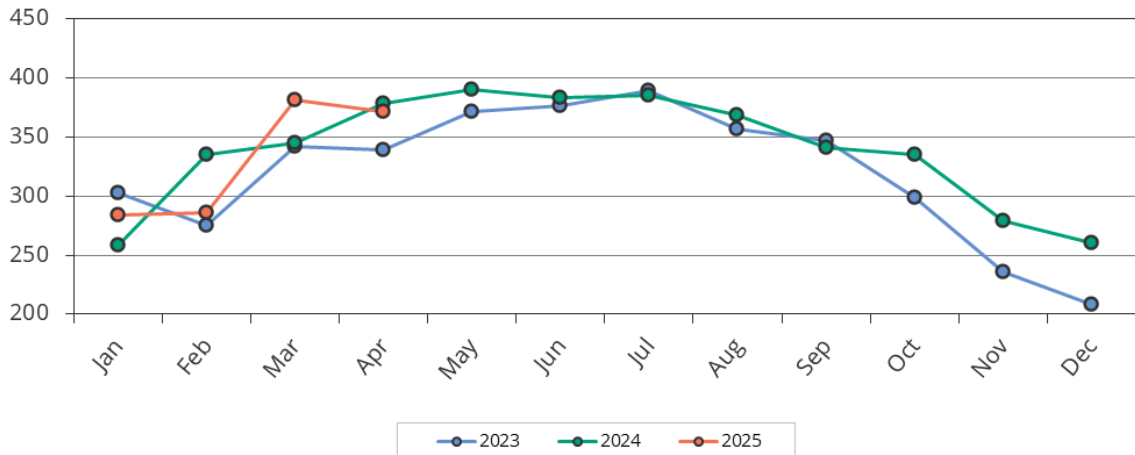
Active Residential Listings



New Listings



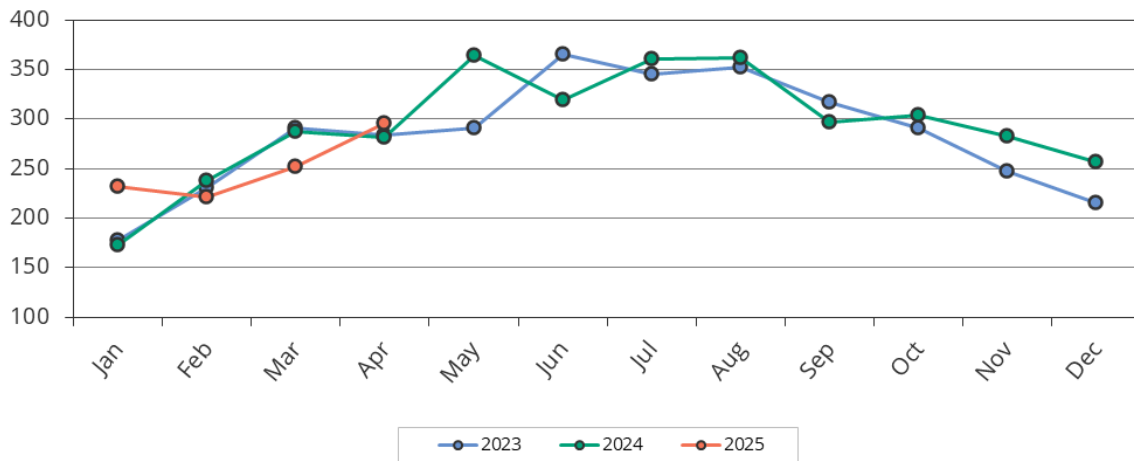
Pending Sales



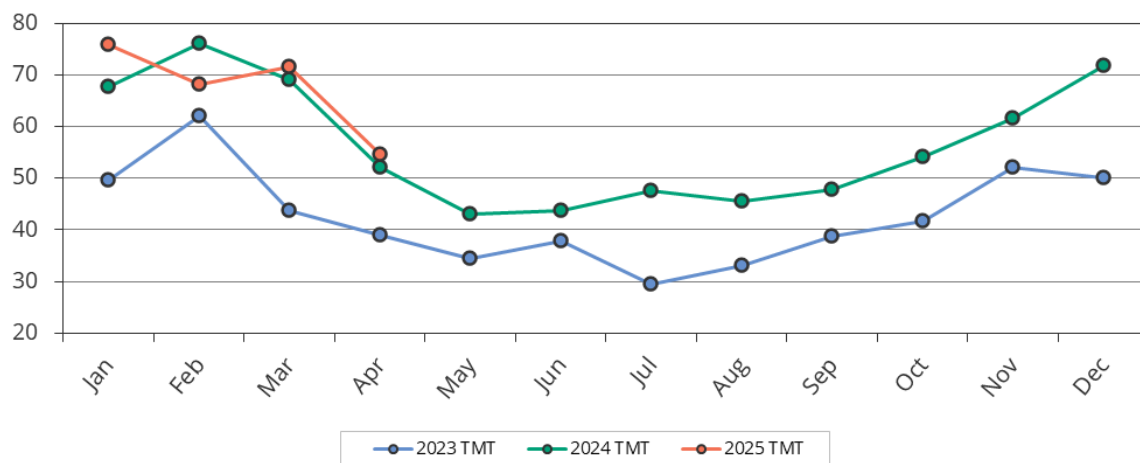
Lane County

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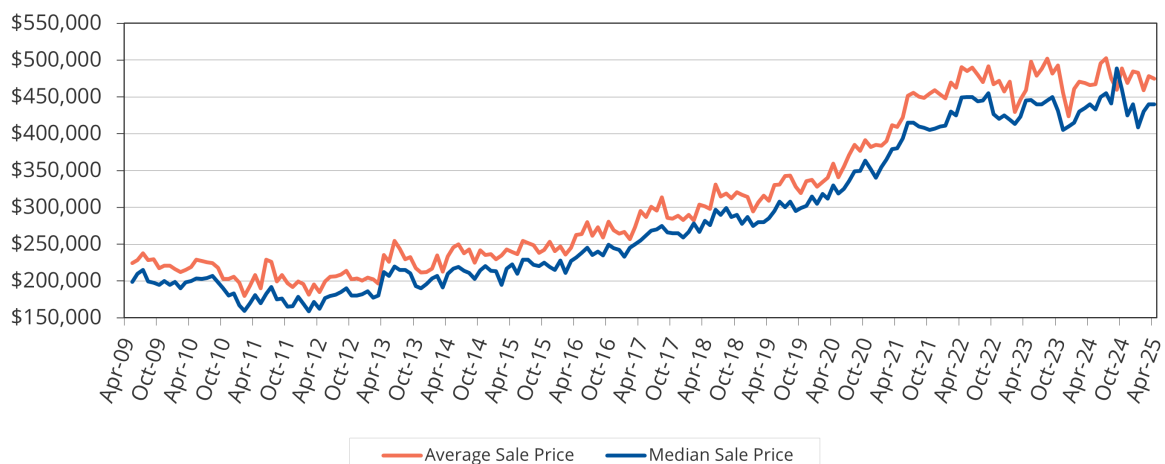
Closed Sales



Average Total Market Time



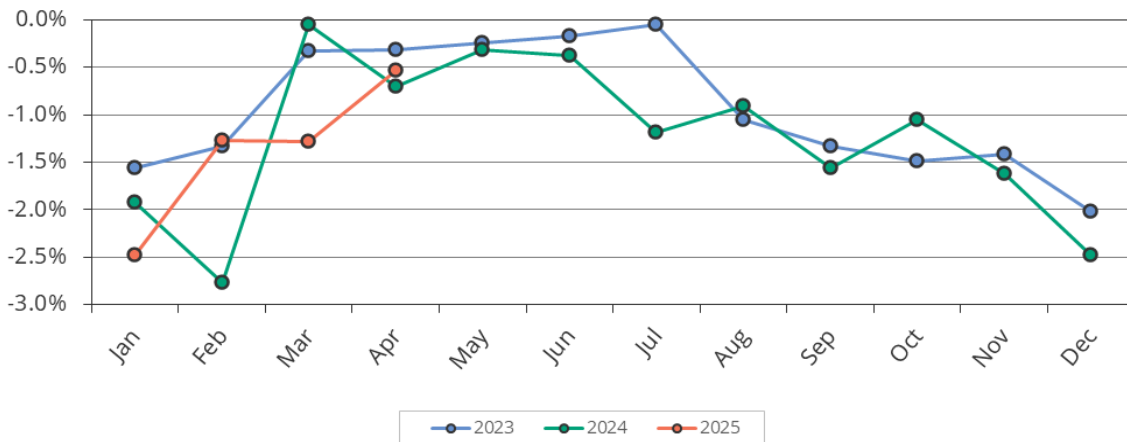
Average and Median Sale Price



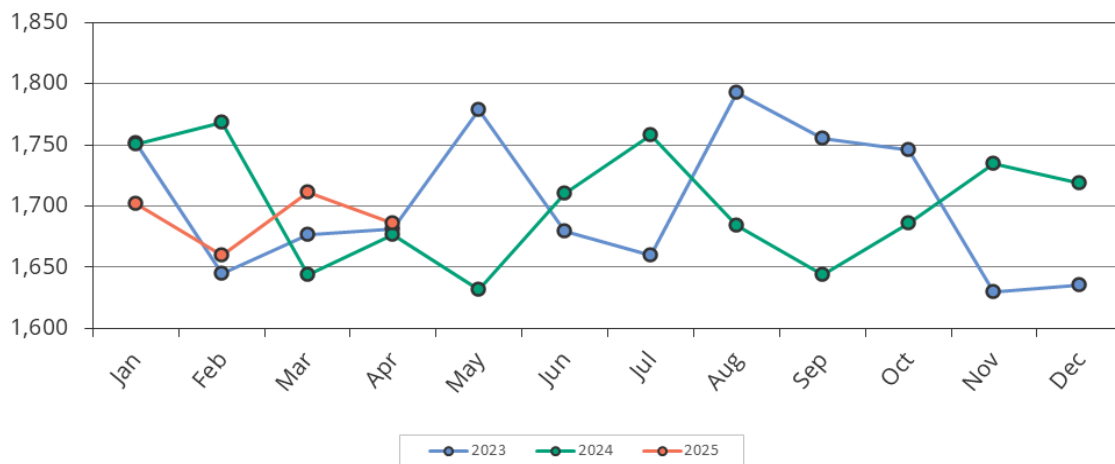
Lane County

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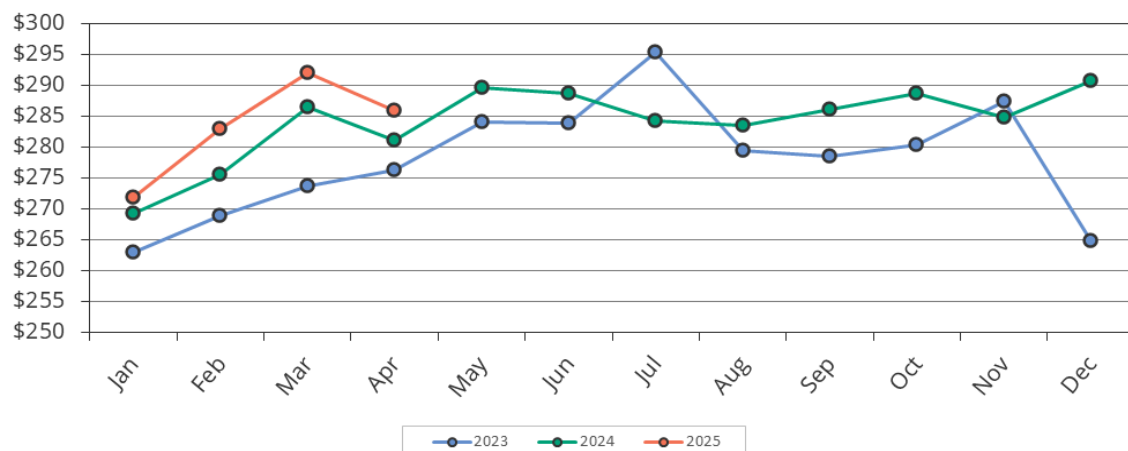
Average Sold Price Change



Average Square Footage



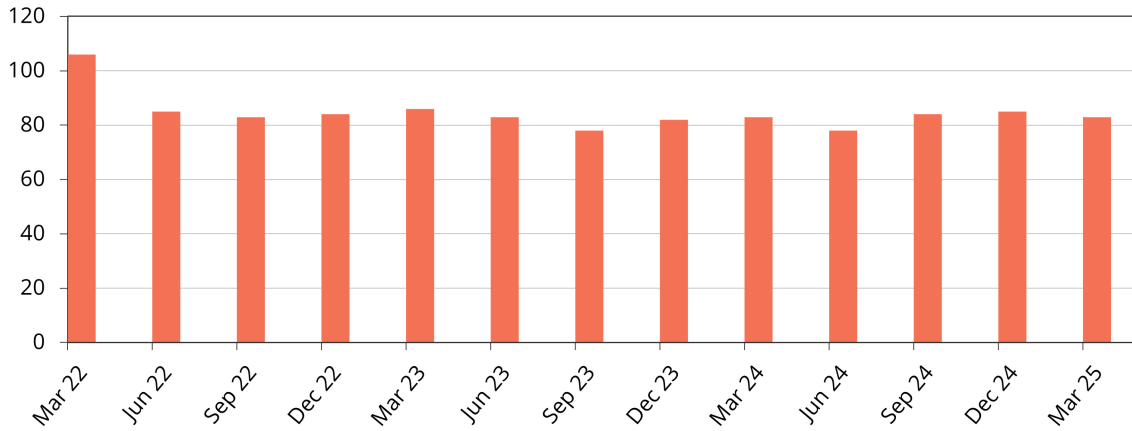
Average Price Per Square Footage



Lane County

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Affordability Index



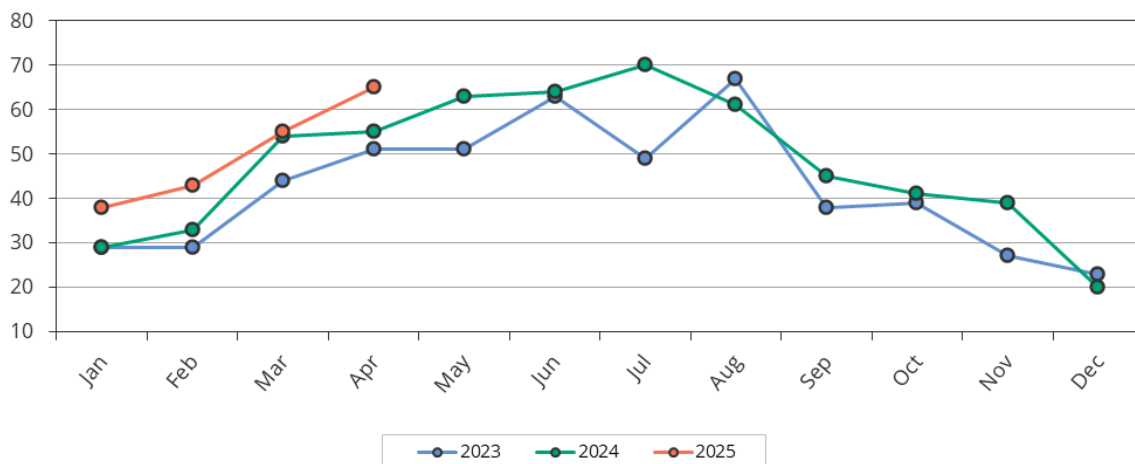
Affordability - The Affordability Index is updated quarterly. According to a formula from the National Association of REALTORS®, buying a house in the Lane County area is affordable for a family earning the median income. A family earning the median income (\$91,700 in 2024, per HUD) can afford 83% of a monthly mortgage payment on a median priced home (\$440,000 in March). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 6.8% (per Freddie Mac).



Florence – Lane County, OR

April 2025 Reporting Period

Florence New Listings

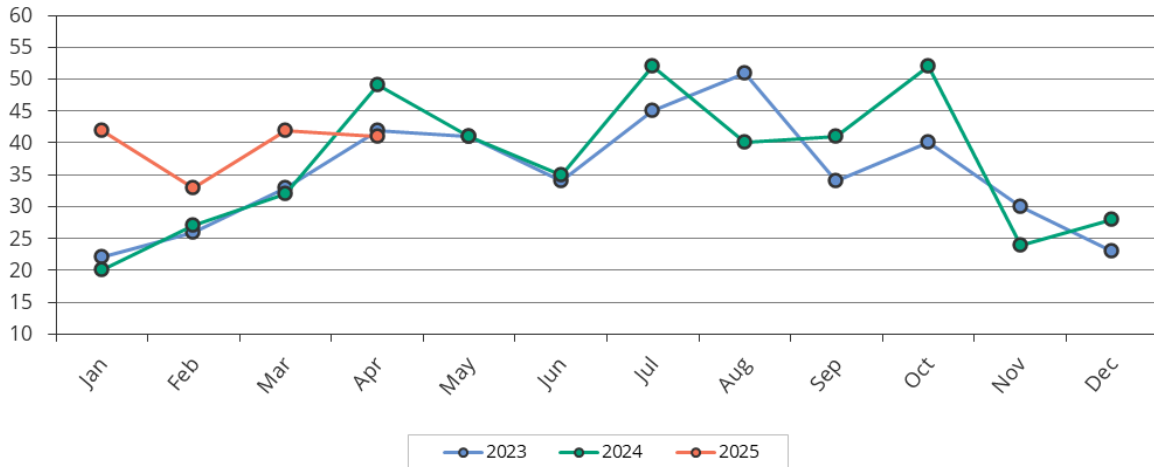




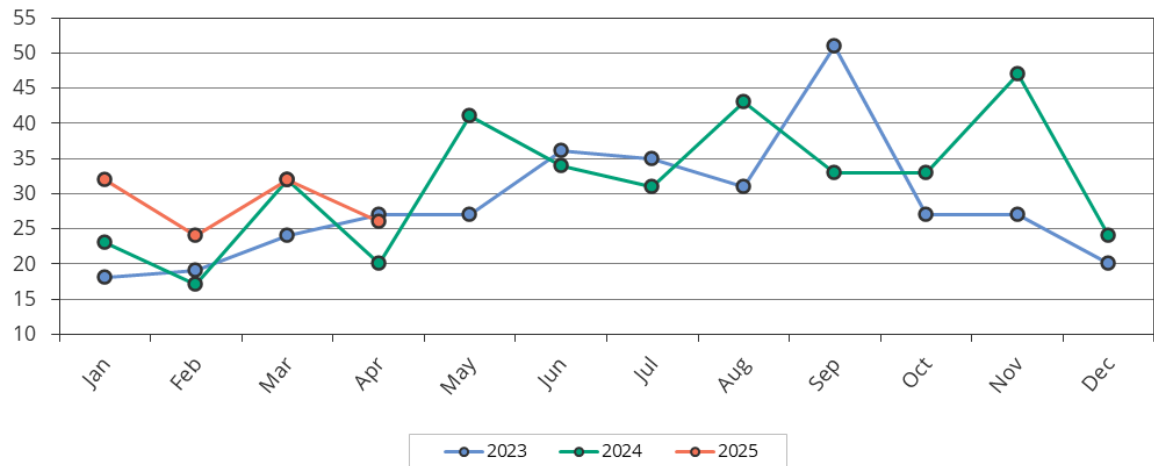
Florence - Lane County

April 2025 Reporting Period

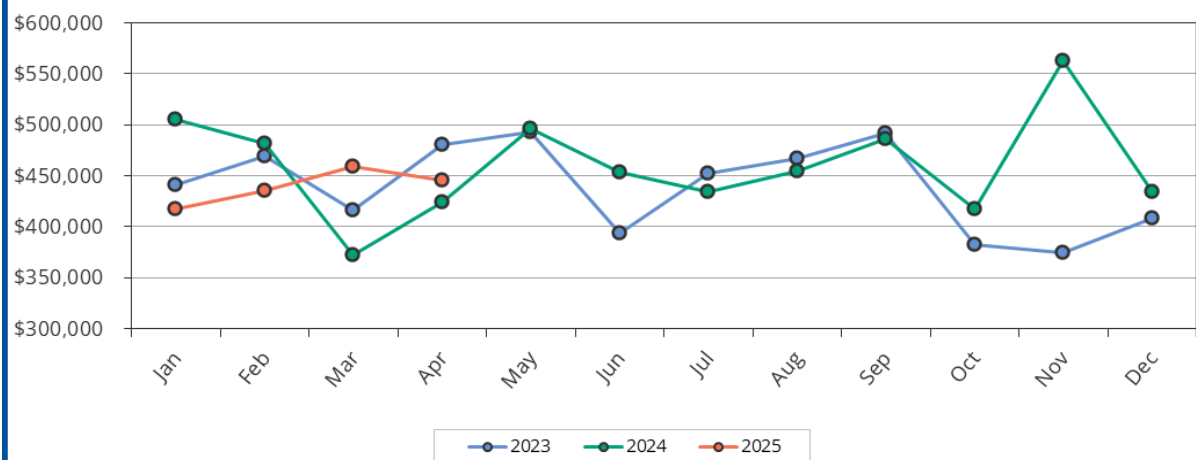
Florence Pending Sales



Florence Closed Sales



Florence Average Sale Price



Lane County

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Area Report

This report includes Florence.

| | | RESIDENTIAL | | | | | | | | | | | | | | | | COMMERCIAL | | LAND | | MULTIFAMILY | |
|-----|---------------------------|-----------------|--------------|---------------------------|---------------|-------------------------------------|--------------|--------------------|--------------------------------|--------------|---------------|-------------------------------------|--------------|--------------------|-------------------|-------------------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
| | | Current Month | | | | | | | | Year-To-Date | | | | | | | | Year-To-Date | | Year-To-Date | | Year-To-Date | |
| | | Active Listings | New Listings | Expired/Canceled Listings | Pending Sales | Pending Sales 25 v. 24 ¹ | Closed Sales | Average Sale Price | Total Market Time ³ | New Listings | Pending Sales | Pending Sales 25 v. 24 ¹ | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time | Avg. Sale Price % Change ² | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 225 | Florence Coast Village | 5 | 2 | 0 | 2 | 100.0% | 1 | 184,000 | 50 | 7 | 3 | 50.0% | 1 | 184,000 | 184,000 | 50 | -4.1% | - | - | 2 | 193,500 | - | - |
| 226 | Florence Green Trees | 10 | 4 | 1 | 2 | -50.0% | 5 | 300,800 | 40 | 12 | 10 | 0.0% | 11 | 278,100 | 254,000 | 75 | 11.3% | - | - | - | - | - | - |
| 227 | Florence Florentine | 5 | 9 | 4 | 4 | -20.0% | 2 | 427,000 | 3 | 16 | 11 | -15.4% | 11 | 420,600 | 420,000 | 100 | 5.6% | - | - | - | - | - | - |
| 228 | Florence Town | 57 | 16 | 5 | 14 | -36.4% | 11 | 442,300 | 64 | 74 | 65 | 22.6% | 50 | 403,400 | 375,000 | 83 | -4.6% | 3 | 474,300 | 5 | 123,000 | 1 | 455,000 |
| 229 | Florence Beach | 21 | 11 | 1 | 4 | -33.3% | 3 | 651,900 | 10 | 27 | 17 | -5.6% | 17 | 592,600 | 545,000 | 50 | 24.5% | - | - | 3 | z | - | - |
| 230 | Florence North | 19 | 7 | 0 | 4 | 0.0% | 1 | 818,000 | 209 | 24 | 8 | 14.3% | 10 | 429,800 | 392,300 | 88 | 10.5% | - | - | 2 | 240,000 | - | - |
| 231 | Florence South/Dunes City | 22 | 8 | 2 | 7 | 75.0% | 1 | 400,000 | 14 | 21 | 15 | 36.4% | 11 | 535,900 | 465,000 | 84 | -6.3% | - | - | 6 | 116,500 | - | - |
| 238 | Florence East/Mapleton | 21 | 8 | 4 | 4 | 33.3% | 2 | 505,000 | 65 | 20 | 9 | 28.6% | 5 | 520,500 | 544,400 | 133 | 45.8% | - | - | 2 | 270,000 | - | - |
| | Grand Total | 160 | 65 | 17 | 41 | -16.3% | 26 | 445,800 | 52 | 201 | 138 | 14.0% | 116 | 438,900 | 407,500 | 81 | 5.0% | 3 | 474,300 | 20 | 164,100 | 1 | 455,000 |
| 232 | Hayden Bridge | 21 | 18 | 0 | 16 | -36.0% | 14 | 496,200 | 47 | 82 | 73 | -5.2% | 60 | 448,000 | 439,800 | 47 | -3.3% | - | - | - | - | 2 | 562,500 |
| 233 | McKenzie Valley | 39 | 21 | 2 | 4 | -42.9% | 4 | 637,000 | 147 | 44 | 20 | 5.3% | 13 | 463,000 | 515,000 | 144 | -6.0% | 1 | 216,000 | 8 | 169,600 | - | - |
| 234 | Pleasant Hill/Oak | 58 | 28 | 6 | 15 | -25.0% | 10 | 470,900 | 77 | 64 | 43 | -25.9% | 42 | 452,600 | 397,000 | 89 | 2.3% | - | - | 1 | 370,000 | 1 | 285,000 |
| 235 | South Lane Properties | 106 | 46 | 10 | 28 | -6.7% | 26 | 465,100 | 56 | 157 | 107 | -7.8% | 93 | 437,800 | 400,000 | 62 | -2.1% | 2 | 300,000 | 2 | 155,000 | 1 | 555,000 |
| 236 | West Lane Properties | 44 | 22 | 2 | 14 | -12.5% | 15 | 501,800 | 95 | 69 | 52 | 13.0% | 43 | 537,900 | 460,000 | 75 | 1.6% | - | - | 9 | 291,000 | - | - |
| 237 | Junction City | 50 | 32 | 3 | 26 | 36.8% | 15 | 444,100 | 57 | 95 | 69 | -14.8% | 45 | 467,500 | 440,000 | 76 | -3.6% | 1 | 435,000 | 3 | 298,300 | 1 | 460,000 |
| 239 | Thurston | 54 | 50 | 2 | 39 | 5.4% | 25 | 399,900 | 36 | 135 | 112 | 28.7% | 78 | 402,500 | 413,700 | 60 | 2.6% | 1 | 1,200,000 | - | - | 6 | 504,800 |
| 240 | Coburg I-5 | 12 | 5 | 0 | 3 | -50.0% | 2 | 699,500 | 10 | 16 | 9 | -18.2% | 7 | 1,592,000 | 875,000 | 89 | 28.5% | - | - | - | - | - | - |
| 241 | N Gilham | 30 | 19 | 3 | 14 | -6.7% | 16 | 574,100 | 89 | 68 | 61 | 24.5% | 57 | 591,600 | 610,000 | 70 | 1.1% | - | - | 1 | 69,900 | - | - |
| 242 | Ferry Street Bridge | 51 | 34 | 6 | 22 | -12.0% | 19 | 558,400 | 26 | 111 | 86 | -3.4% | 71 | 522,900 | 495,000 | 41 | -6.4% | - | - | - | - | 3 | 553,000 |
| 243 | E Eugene | 89 | 55 | 6 | 28 | 0.0% | 23 | 639,100 | 55 | 161 | 113 | 0.0% | 97 | 620,200 | 565,000 | 87 | 7.7% | 4 | 661,300 | 7 | 219,900 | 1 | 680,000 |
| 244 | SW Eugene | 79 | 55 | 2 | 41 | 5.1% | 30 | 610,700 | 44 | 157 | 128 | -3.0% | 112 | 550,900 | 510,800 | 65 | -2.5% | - | - | 2 | 84,000 | 3 | 531,700 |
| 245 | W Eugene | 37 | 14 | 2 | 17 | 21.4% | 15 | 381,300 | 73 | 68 | 52 | 2.0% | 39 | 343,600 | 369,900 | 78 | -5.3% | 1 | 1,000,000 | - | - | 8 | 575,800 |
| 246 | Danebo | 66 | 52 | 7 | 41 | 13.9% | 32 | 288,400 | 44 | 158 | 126 | 7.7% | 105 | 287,400 | 345,000 | 57 | -2.8% | - | - | 1 | 70,000 | 1 | 464,000 |
| 247 | River Road | 23 | 19 | 3 | 13 | 44.4% | 6 | 339,800 | 25 | 53 | 37 | 12.1% | 32 | 394,400 | 395,000 | 73 | 1.7% | - | - | 1 | 79,500 | 4 | 568,700 |
| 248 | Santa Clara | 41 | 33 | 1 | 21 | -8.7% | 11 | 417,300 | 38 | 88 | 65 | -21.7% | 53 | 467,200 | 454,500 | 64 | -0.5% | - | - | - | - | - | - |
| 249 | Springfield | 50 | 47 | 2 | 29 | 11.5% | 27 | 388,500 | 42 | 121 | 101 | 3.1% | 88 | 366,400 | 365,000 | 52 | 4.7% | 1 | 520,000 | 5 | 106,000 | 10 | 632,000 |
| 250 | Mohawk Valley | 13 | 6 | 0 | 1 | -75.0% | 5 | 644,200 | 140 | 14 | 11 | -8.3% | 9 | 694,100 | 760,000 | 133 | 25.0% | - | - | 1 | 270,000 | - | - |
| | Grand Total | 863 | 556 | 57 | 372 | -1.8% | 295 | 474,500 | 54 | 1,661 | 1,265 | -0.6% | 1,044 | 470,800 | 434,500 | 66 | 0.5% | 11 | 601,500 | 41 | 201,900 | 41 | 562,300 |

¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares April 2025 with April 2024. The year-to-date section compares 2025 year-to-date statistics through April with 2024 year-to-date statistics through April.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (5/1/24-4/30/25) with 12 months before (5/1/23-4/30/24).

³ Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



Definitions and Formulas

Additional Resources

Inventory in Months:

Calculated by dividing the Active Residential listing counts at the end of the month in question by the number of Closed Sales for that month. This includes Proposed and Under Construction properties.

Area Report — Pending Sales % Change:

In the Area Report, the Pending Sales percentages indicate the percent change between the number of Pending Sales this year compared to the previous year.

Area Report — Current Month:

The current month section of the Area Report compares the current month with the corresponding month from the previous year (example: July 2022 vs July 2021).

Area Report — Year-To-Date:

This section compares current Year-To-Date statistics through the current month with the previous year's Year-To-Date statistics through the corresponding month of the previous year (example: Jan 2021-July 2021 vs Jan 2022-July 2022).

% Change:

This calculation is based on the comparison of the rolling Average Sale Price for the last 12 months with the previous 12 months (example: 8/1/21-7/31/22 vs 8/1/20-7/31/21).

Total Market Time:

This is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

Affordability:

This is the percentage of a monthly mortgage payment that a family earning a median income can afford. The formula assumes that the buyer has a 20% down payment and a 30-year fixed percentage rate as set by Freddie Mac at the time of publication.

Active Listings:

The Active Listings in the Market Action report include three statuses (ACT, BMP, SSP). Two of these statuses are defined as listings with accepted offers that are still marketed as Active Listings due to the type of offer on the property. These are Bumpable Buyer, which is an offer that is contingent on the sale of the buyer's current home, and Short Sale Pending, where an offer has been accepted by the seller, but the required third-party approvals have not been obtained.

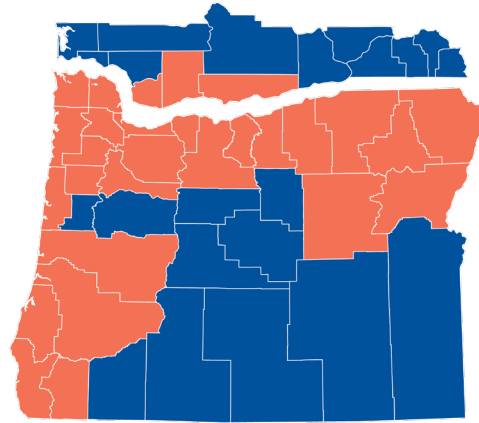
Additional Resources for RMLS Subscribers:

- | | |
|---|--|
| ▶ State Infographics | ▶ Market Statistical Reports |
| ▶ Regional Infographics | ▶ Market Trends |
| ▶ Real Talk with RMLS Podcast | ▶ Statistical Summaries |
| ▶ Video Highlights | |

Market Action Report

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS. Market Action Reports are compiled for the following areas:

- Baker County
- Columbia Basin
- Coos County
- Curry County
- Douglas County
- Grant County
- Josephine County (includes Jackson County)
- Lane County
- Mid-Columbia
- North Coastal Counties
- Polk & Marion Counties (includes Linn County & Benton County)
- Portland Metro
- Southwest Washington
- Union County
- Wallowa County



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