



MARKET ACTION REPORT

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

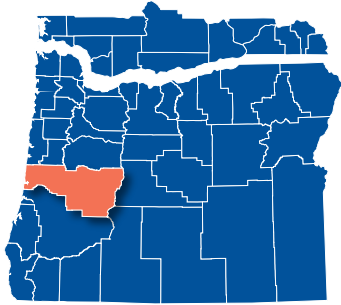
Lane County November 2025 Reporting Period

Lane County

November 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 (251) increased 2.4% from the 245 listed in November 2024, and decreased 23.7% from the 329 listed in October 2025.

Pending Sales

Pending sales (275) decreased 1.4% from the 279 offers accepted in November 2024, and decreased 15.9% from the 327 offers accepted in October 2025.

Closed Sales

Closed sales (259) decreased 8.5% from the 283 closings in November 2024, and decreased 27.0% from the 355 closings in October 2025.

Inventory and Time on Market

Inventory increased to 3.2 months in November. Total market time increased to 66 days.

Year-to-Date Summary

Comparing the first eleven months of 2025 to the same period in 2024, new listings (4,784) increased 2.5%, pending sales (3,703) increased 3.6%, and closed sales (3,574) increased 4.5%.

Average and Median Sale Prices

Comparing 2025 to 2024 through November, the average sale price has increased 1.3% from \$475,500 to \$481,900. In the same comparison, the median sale price has increased 1.1% from \$440,000 to \$443,600.

Sale Price Percent Change vs Previous 12 Months

Average Sale Price % Change: +1.9% (\$481,700 v. \$472,700)

Median Sale Price % Change: +1.3% (\$443,600 v. \$438,000)

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	2.8
June	1.6	2.6	3.0
July	1.9	2.5	2.8
August	2.2	2.5	2.8
September	2.4	3.2	2.8
October	2.5	3.0	2.5
November	2.9	2.9	3.2
December	2.7	2.5	

Residential Trends

November 2025 vs. October 2025

New Listings **-23.7%** ↓

Pending Sales **-15.9%** ↓

Closed Sales **-27.0%** ↓

Average Sale Price **-0.7%** ↓

Median Sale Price **-1.8%** ↓

Inventory **+0.7** ↑

Total Market Time **+7** ↑

November 2025 vs. November 2024

New Listings **+2.4%** ↑

Pending Sales **-1.4%** ↓

Closed Sales **-8.5%** ↓

Average Sale Price **+0.3%** ↑

Median Sale Price **+3.5%** ↑

Inventory **+0.3** ↑

Total Market Time **+5** ↑

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Residential Sales by Price Range

Price Range	Nov 2023		Nov 2024		Nov 2025	
0K-100K	17	6.0%	10	2.9%	9	3.2%
100K-200K	27	9.6%	10	2.9%	12	4.2%
200K-300K	79	28.1%	37	10.6%	16	5.6%
300K-400K	76	27.0%	76	21.7%	69	24.3%
400K-500K	30	10.7%	90	25.7%	72	25.4%
500K-600K	23	8.2%	45	12.9%	49	17.3%
600K-700K	12	4.3%	29	8.3%	21	7.4%
700K-800K	6	2.1%	21	6.0%	19	6.7%
800K-900K	1	0.4%	10	2.9%	9	3.2%
900K-1M	2	0.7%	7	2.0%	3	1.1%
1MM-1.1MM	4	1.4%	3	0.9%	1	0.4%
1.1MM-1.2MM	0	0.0%	4	1.1%	3	1.1%
1.2MM-1.3MM	1	0.4%	4	1.1%	0	0.0%
1.3MM-1.4MM	1	0.4%	0	0.0%	1	0.4%
1.4MM-1.5MM	0	0.0%	2	0.6%	0	0.0%
1.5MM-1.6MM	1	0.4%	1	0.3%	0	0.0%
1.6MM-1.7MM	0	0.0%	1	0.3%	0	0.0%
1.7MM-1.8MM	1	0.4%	0	0.0%	0	0.0%
1.8MM-1.9MM	0	0.0%	0	0.0%	0	0.0%
1.9MM-2MM	0	0.0%	0	0.0%	0	0.0%
2MM+	0	0.0%	0	0.0%	0	0.0%
Total Closed Sales	281		350		284	

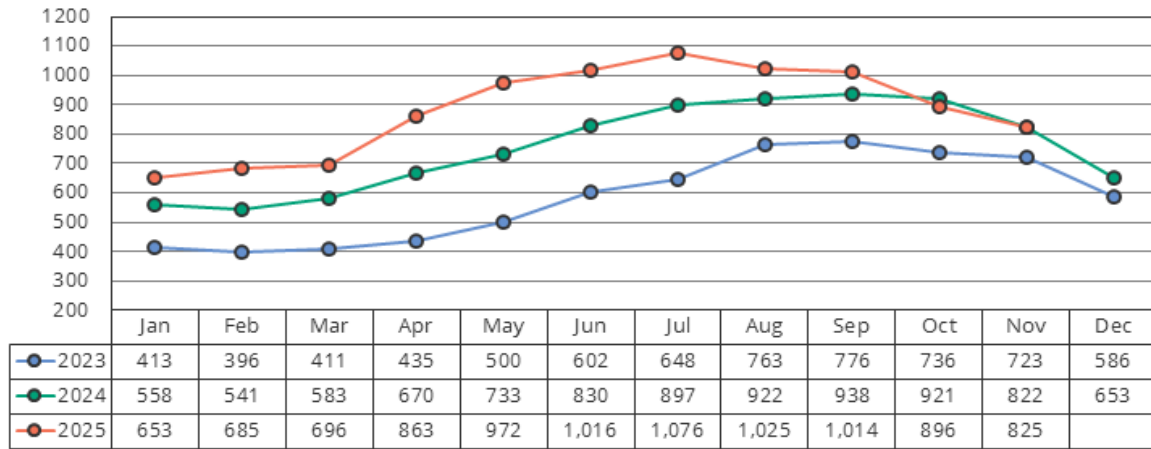
90th Percentile
 50th Percentile
 10th Percentile

Greater Lane Co. Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2025	November	251	275	259	470,500	440,000	66
	October	329	327	355	473,900	448,000	59
	Year-To-Date	4,784	3,703	3,574	481,900	444,900	57
2024	November	245	279	283	469,200	425,000	61
	Year-To-Date	4,669	3,574	3,420	475,500	440,000	53
Change	November 2024	2.4%	-1.4%	-8.5%	0.3%	3.5%	8.2%
	Prev Mo 2025	-23.7%	-15.9%	-27.0%	-0.7%	-1.8%	11.9%
	Year-To-Date	2.5%	3.6%	4.5%	1.3%	1.1%	7.5%

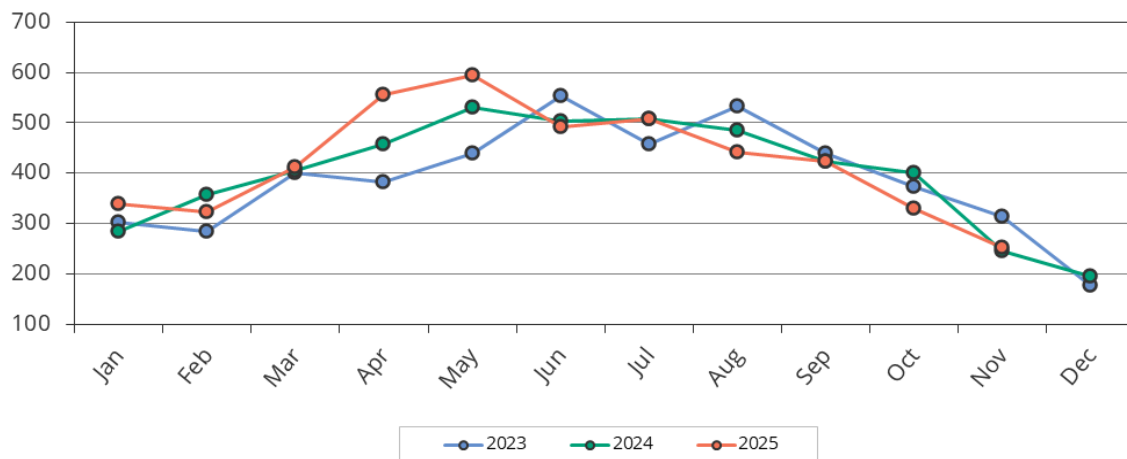
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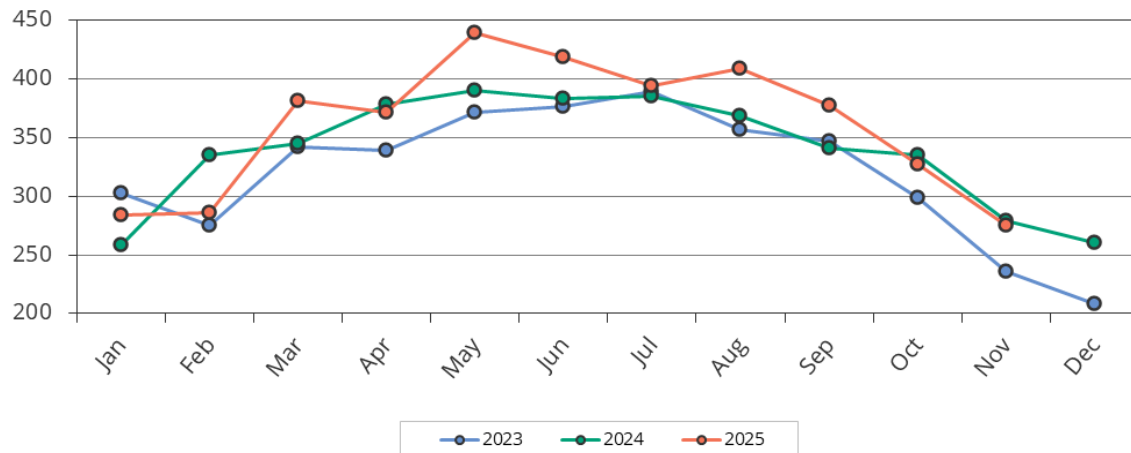
Active Residential Listings



New Listings



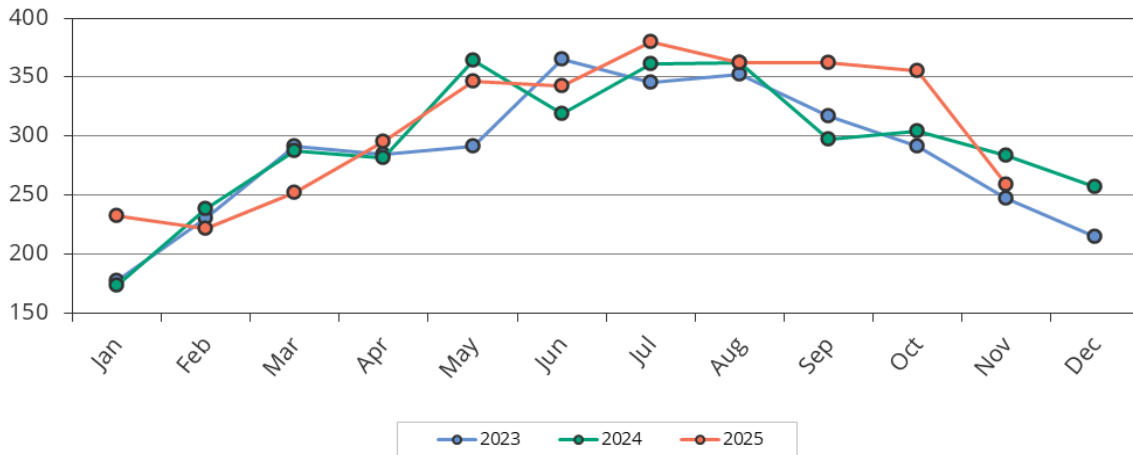
Pending Sales



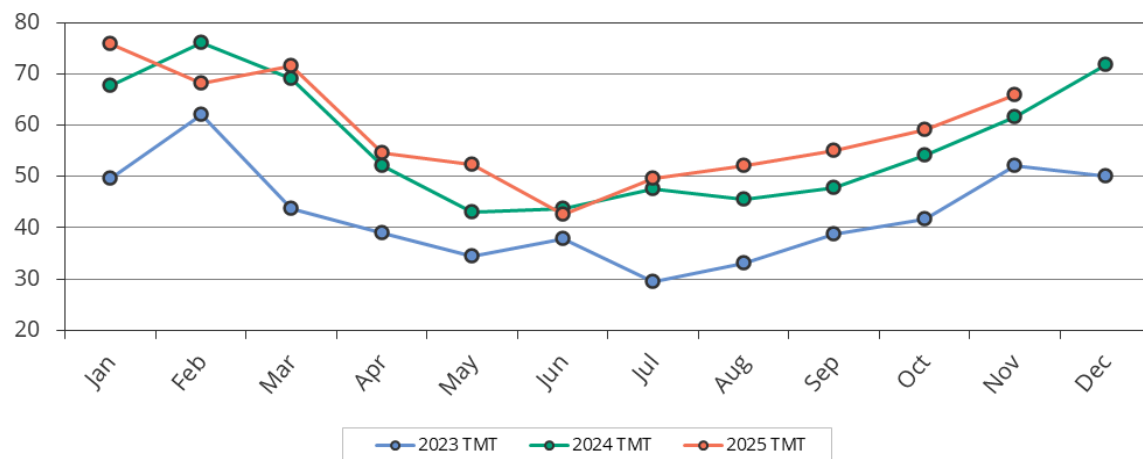
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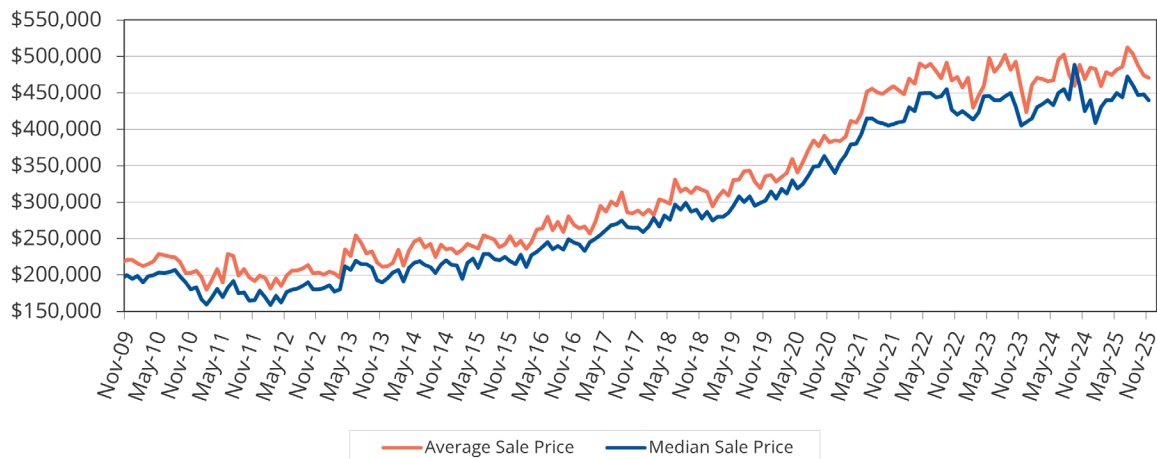
Closed Sales



Average Total Market Time



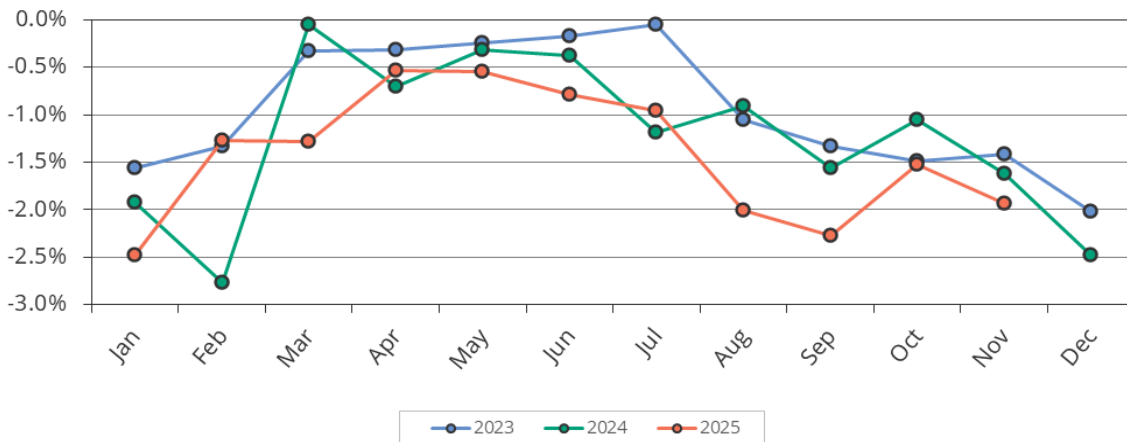
Average and Median Sale Price



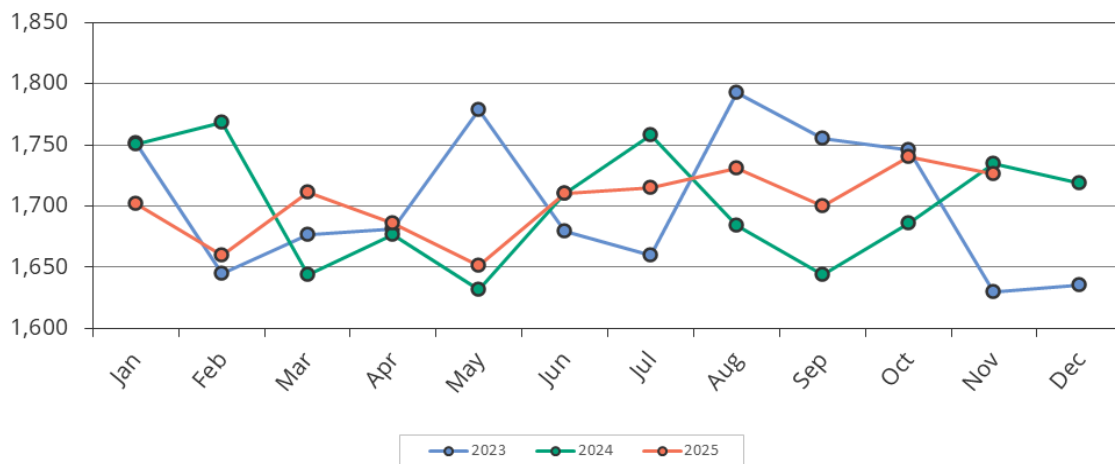
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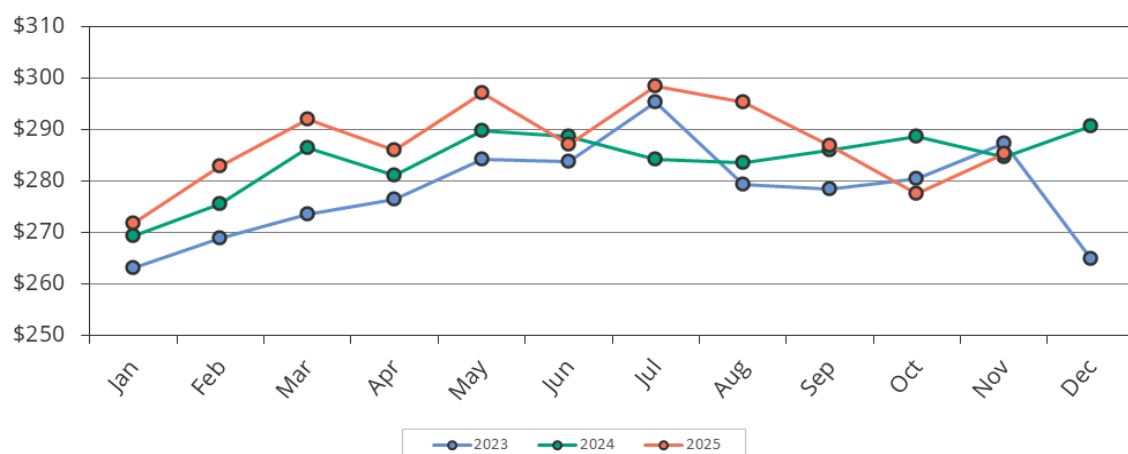
% Difference of Average List Price vs Sale Price



Average Square Footage



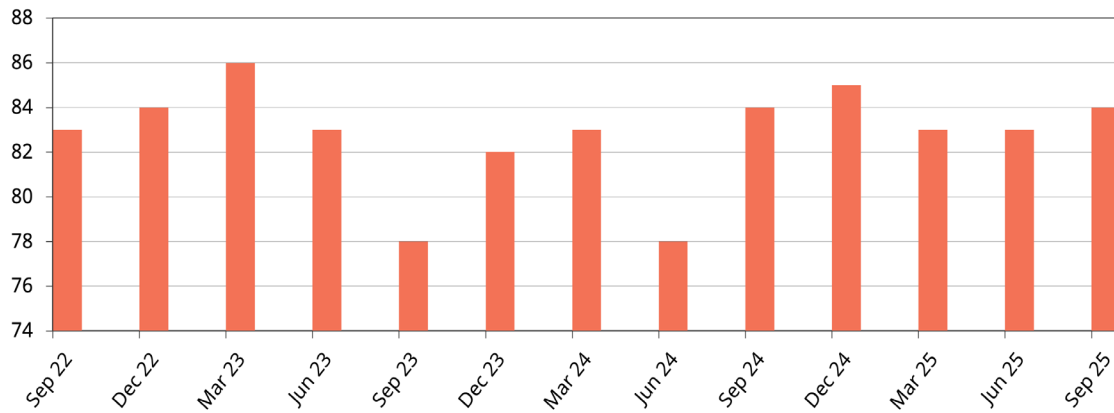
Average Price Per Square Footage



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Affordability Index



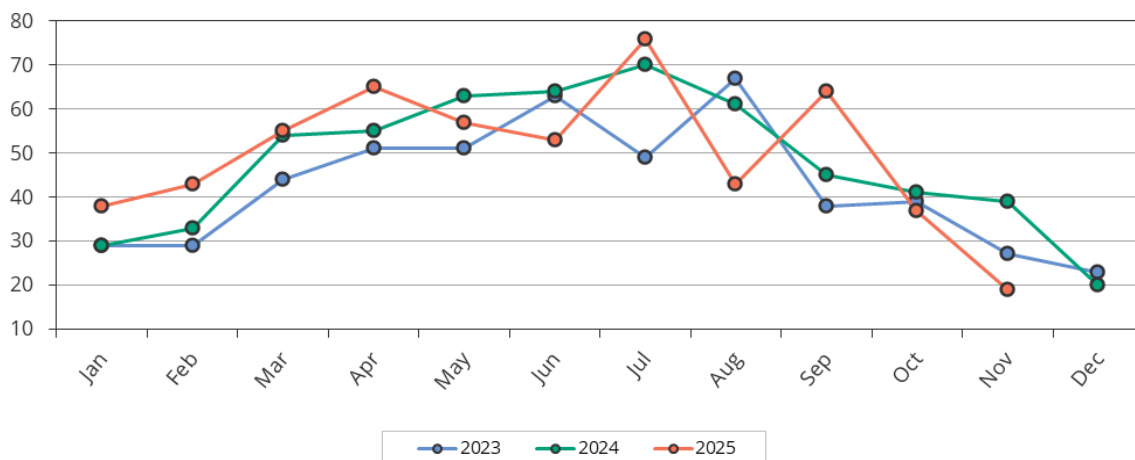
Affordability - The Affordability Index is updated quarterly. According to a formula from the National Association of REALTORS®, buying a house in the Lane County area is affordable for a family earning the median income. A family earning the median income (\$91,700 in 2025, per HUD) can afford 84% of a monthly mortgage payment on a median priced home (\$447,100 in September). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 6.6% (per Freddie Mac).



Florence – Lane County, OR

November 2025 Reporting Period

Florence New Listings

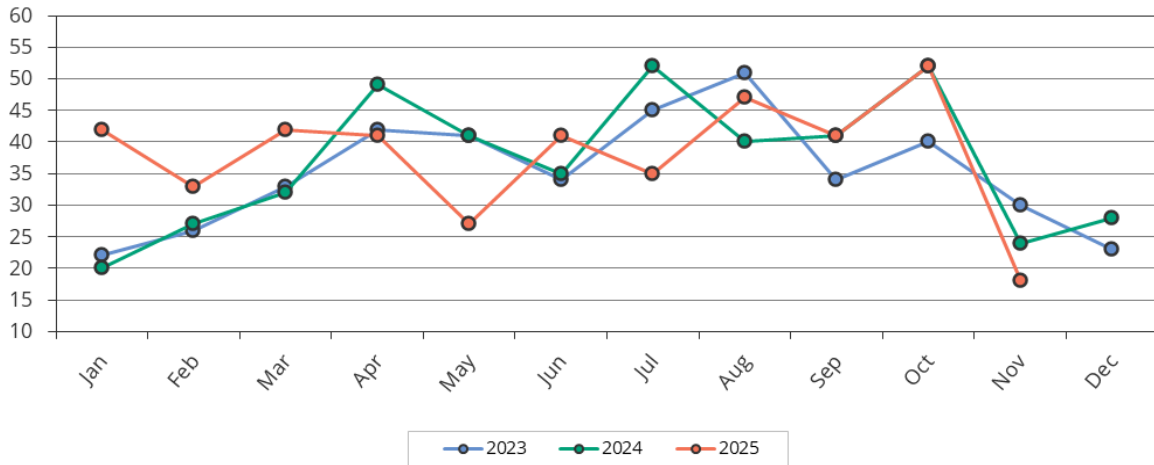




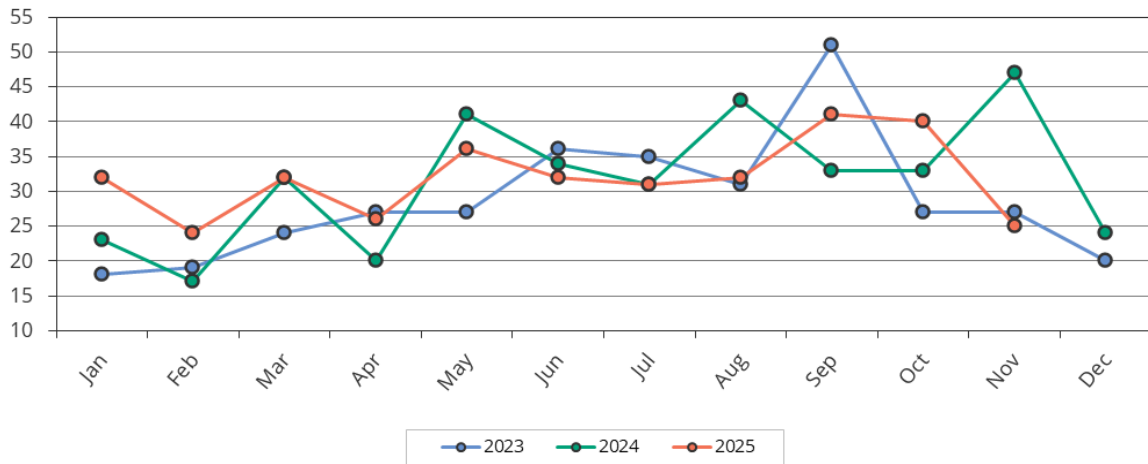
Florence - Lane County

November 2025 Reporting Period

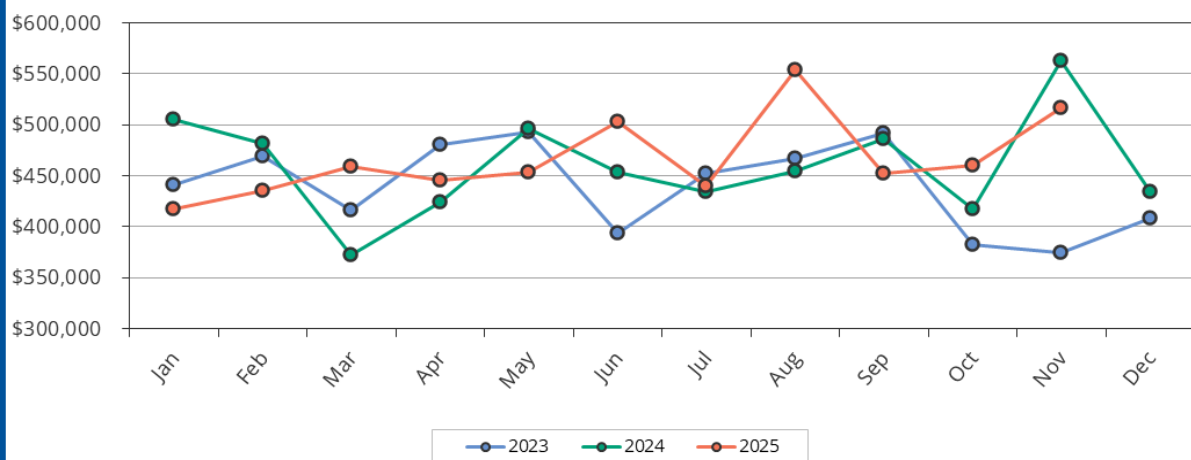
Florence Pending Sales



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								Avg. Sale Price % Change ²	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	Closed Sales		Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
225	Florence Coast Village	10	1	0	1	0.0%	1	212,000	37	17	4	-71.4%	4	213,000	206,000	43	5.7%	-	-	8	137,100	-	-	
226	Florence Green Trees	18	1	2	1	-75.0%	1	325,000	83	44	24	-17.2%	25	273,000	269,900	103	-0.6%	-	-	2	179,500	-	-	
227	Florence Florentine	3	2	0	4	300.0%	2	427,000	208	36	31	14.8%	34	424,600	425,000	80	-0.1%	-	-	1	160,000	-	-	
228	Florence Town	71	10	6	7	16.7%	12	521,300	140	217	159	6.0%	153	444,800	425,000	98	0.1%	6	488,800	10	135,500	3	523,300	
229	Florence Beach	19	1	2	3	-25.0%	3	683,000	217	70	46	-16.4%	44	524,200	537,500	59	-5.3%	-	-	10	z	-	-	
230	Florence North	15	2	-	1	-66.7%	2	329,500	233	64	33	-15.4%	36	446,500	385,000	88	-7.5%	-	-	7	166,900	-	-	
231	Florence South/ Dunes City	16	1	4	0	-100.0%	2	539,500	87	64	39	11.4%	42	600,400	532,500	96	-1.4%	3	443,700	13	147,800	-	-	
238	Florence East/ Mapleton	18	1	-	1	-50.0%	2	735,400	121	44	24	14.3%	23	606,900	544,400	156	27.7%	-	-	5	251,500	-	-	
	Grand Total	170	19	14	18	-25.0%	25	516,200	150	556	360	-2.7%	361	466,700	429,000	94	0.3%	9	473,800	56	155,400	3	523,300	
232	Hayden Bridge	28	13	2	16	23.1%	12	454,600	59	211	174	-16.3%	166	465,600	441,900	41	6.0%	-	-	-	-	2	562,500	
233	McKenzie Valley	24	3	5	3	-25.0%	3	464,300	79	106	66	1.5%	62	602,100	552,500	87	6.7%	1	216,000	20	169,400	1	950,000	
234	Pleasant Hill/Oak	69	18	9	8	0.0%	12	487,900	43	232	153	4.1%	152	475,600	414,600	82	2.4%	-	-	8	181,700	5	362,400	
235	South Lane Properties	87	18	10	28	12.0%	23	443,400	75	420	318	-3.0%	308	437,800	407,500	67	-4.6%	4	355,000	12	253,100	2	431,000	
236	West Lane Properties	45	11	10	10	-16.7%	14	518,700	140	231	164	12.3%	160	536,500	477,500	78	2.4%	-	-	15	328,400	2	489,500	
237	Junction City	48	11	6	14	-17.6%	9	439,300	108	237	182	-15.7%	172	510,200	487,800	70	11.2%	3	385,000	7	277,500	3	461,700	
239	Thurston	43	17	6	16	-27.3%	19	484,000	51	338	278	15.8%	270	442,500	430,000	51	2.5%	2	860,100	1	92,000	14	496,300	
240	Coburg I-5	6	0	0	1	-50.0%	0	-	-	38	29	-12.1%	27	898,800	749,000	44	4.6%	-	-	1	90,000	-	-	
241	N Gilham	30	8	5	7	-56.3%	10	463,800	84	197	159	7.4%	160	534,400	515,000	65	-6.8%	-	-	1	69,900	3	574,000	
242	Ferry Street Bridge	51	13	7	18	-25.0%	19	617,800	84	351	279	12.5%	268	544,100	515,000	44	-1.8%	-	-	3	133,300	6	650,700	
243	E Eugene	72	24	9	21	0.0%	17	532,300	45	433	341	11.8%	339	605,000	566,000	61	0.5%	7	975,000	14	233,400	9	906,600	
244	SW Eugene	60	15	7	34	36.0%	33	556,600	30	458	385	10.3%	375	567,200	534,500	50	0.5%	-	-	14	162,400	6	615,000	
245	W Eugene	39	11	5	13	8.3%	12	454,600	73	197	141	11.0%	128	383,200	375,000	60	3.3%	3	1,308,300	1	120,000	22	492,800	
246	Danebo	100	41	7	33	50.0%	28	341,600	63	483	359	9.8%	335	322,400	364,200	53	-3.4%	-	-	1	70,000	3	493,300	
247	River Road	16	9	1	8	33.3%	4	449,200	69	152	122	10.9%	120	417,400	415,000	48	4.7%	-	-	2	89,800	5	505,000	
248	Santa Clara	40	20	7	18	-25.0%	12	487,000	31	281	220	-5.2%	206	470,600	467,500	47	3.9%	-	-	1	310,000	11	475,700	
249	Springfield	54	18	8	27	17.4%	26	321,600	62	376	298	-3.2%	291	367,100	365,000	45	2.4%	2	559,500	8	170,200	31	598,700	
250	Mohawk Valley	13	1	2	0	-100.0%	6	620,700	143	43	35	-5.4%	35	667,500	675,000	106	14.2%	-	-	4	360,000	-	-	
	Grand Total	825	251	106	275	-1.4%	259	470,500	66	4,784	3,703	3.6%	3,574	481,900	444,900	57	1.9%	22	744,600	113	216,100	125	561,400	

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

² % Change is based on a comparison of the rolling average sale price for the last 12 months (12/1/24-11/30/25) with 12 months before (12/1/23-11/30/24).

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.

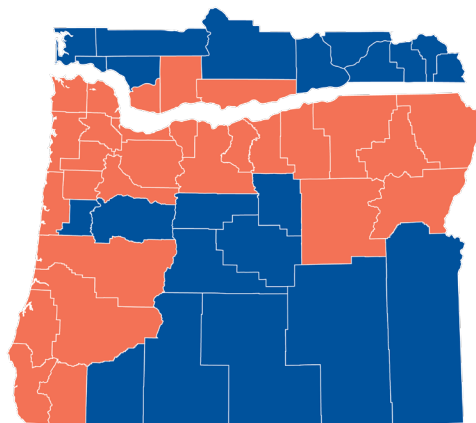
Additional Resources for RMLS Subscribers:

- | | |
|---|--|
| ▶ State Infographics | ▶ Market Statistical Reports |
| ▶ Regional Infographics | ▶ Market Trends |
| ▶ Video Highlights | ▶ Statistical Summaries |

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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