

MARKET ACTION

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

Residential Review: Lane County, Oregon

August 2012 Reporting Period

August Residential Highlights

Improvement in the Lane County real estate market continued in August. At 355, closed sales topped the 273 sales in the comparable month of 2011 by 30.0% and improved on July sales of 314 by 13.1%. August sales reached the highest level for a single month period in five years, since August 2007 posted 446 sales.

The 368 pending sales are a promising indicator for healthy closings well into the fall months. While only slightly edging the 365 accepted offers reported the previous month, this level of pending activity improved on August 2011 by 9.5%.

New listings were down from the previous month by 13.7% and down compared to August 2011 by 5.7%. Fewer new listings and more closed sales are factors which contribute to an unsold inventory of 5.1 months,

lower than at any time since it was also 5.1 months in August 2007.

Year-To-Date Trends

In the first eight months of 2012, there have been 4.7% fewer new listings, 9.7% more accepted offers, and 11.5% more closed sales. Prices are stabilizing. The average sales price of \$198,800 this year through August is 2.5% below the average sales price in the same period last year, and the median is identical at \$175,000. At 125 days, total market time for the properties sold thus far in 2012 has dropped 12.7% from the 144 days needed last year.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
Average Sale Price % Change:	-3.0% (\$198,900 v. \$205,100)
Median Sale Price % Change:	-3.1% (\$174,500 v. \$180,000)

For further explanation of this measure, see the second footnote on page 3.

Inventory in Months*			
	2010	2011	2012
January	14.1	12.4	7.8
February	10.9	11.9	8.8
March	7.8	8.6	6.3
April	7.3	8.0	6.9
May	7.2	7.6	5.8
June	7.2	7.0	6.7
July	11.9	8.6	5.9
August	10.7	7.7	5.1
September	10.4	7.7	
October	10.8	7.6	
November	9.2	8.2	
December	8.1	6.4	

*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month. This number includes proposed and under construction homes.

Data for Florence is reported separately from Greater Lane County. The Residential Review on pages 1, 3, 4, and 6 does not include data from Florence. For data on Florence, see the Area Report on page 2, or the graphs on page 5.

Greater Lane County, Oregon Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2012	August	446	368	355	208,600	184,900	106
	July	517	365	314	206,200	181,500	100
	Year-to-date	3,711	2,406	2,159	198,800	175,000	125
2011	August	473	336	273	199,600	175,000	135
	Year-to-date	3,896	2,193	1,937	204,000	175,000	144
Change	August	-5.7%	9.5%	30.0%	4.5%	5.7%	-21.1%
	Prev Mo 2012	-13.7%	0.8%	13.1%	1.2%	1.9%	6.0%
	Year-to-date	-4.7%	9.7%	11.5%	-2.5%	0.0%	-12.7%

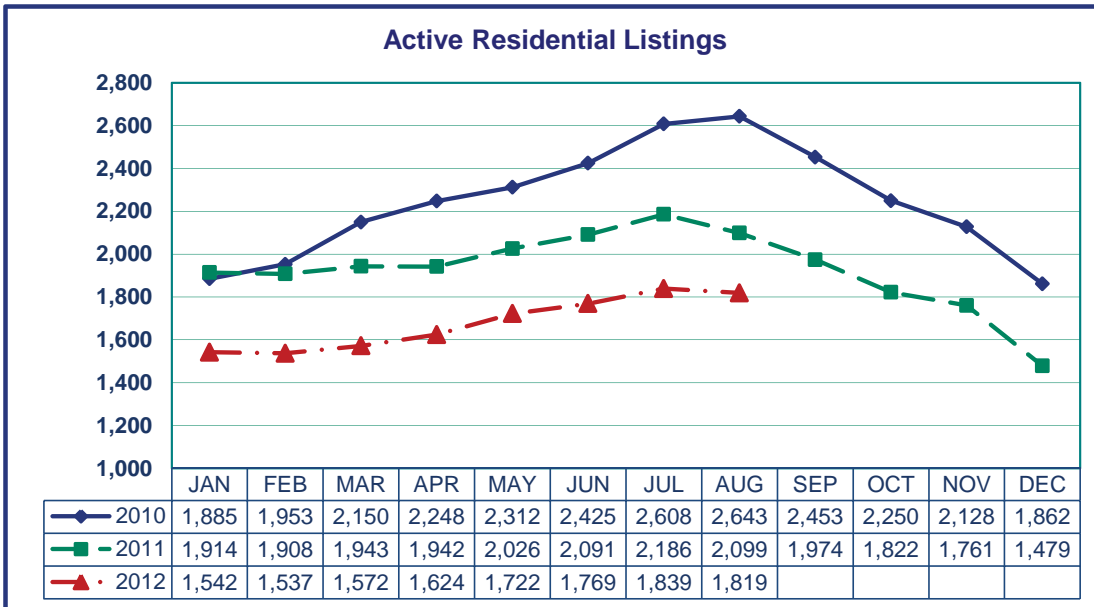
AREA REPORT • 8/2012

Lane County, Oregon

	RESIDENTIAL														Avg. Sale Price % Change ²	COMMERCIAL		LAND		MULTIFAMILY		
	Current Month							Year-To-Date								Year-To-Date		Year-To-Date		Year-To-Date		
	Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011	Closed Sales	Average Sale Price	Median Sale Price		Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
225	Florence Coast Village	23	-	-	3	200.0%	3	52,800	288	15	7	40.0%	5	51,300	42,500	-18.0%	-	-	3	22,300	-	-
226	Florence Green Trees	50	8	2	4	-20.0%	2	60,000	327	45	20	17.6%	18	67,900	47,500	-38.1%	-	-	1	32,000	-	-
227	Florence Florentine	40	10	5	1	0.0%	-	-	-	34	6	-25.0%	5	136,600	140,000	-20.1%	-	-	-	-	-	-
228	Florence Town	133	20	7	13	-23.5%	13	163,000	290	136	89	48.3%	84	152,000	149,000	-8.4%	3	327,500	6	55,300	2	150,000
229	Florence Beach	60	10	5	9	800.0%	4	161,900	384	56	33	22.2%	28	214,000	198,500	-7.2%	-	-	5	38,000	-	-
230	Florence North	49	4	1	6	100.0%	4	206,700	434	47	25	31.6%	22	173,700	145,400	-4.6%	1	199,000	3	96,700	-	-
231	Florence South/ Dunes City	64	6	3	2	-66.7%	3	174,300	139	54	22	-4.3%	22	221,900	222,500	-0.7%	-	-	2	52,000	-	-
238	Florence East/ Mapleton	36	5	6	3	-	2	298,800	774	41	15	50.0%	11	228,600	229,000	25.7%	-	-	2	104,000	-	-
	Grand Total	455	63	29	41	20.6%	31	161,000	339	428	217	28.4%	195	164,800	156,000	-6.2%	4	295,400	22	55,600	2	150,000
232	Hayden Bridge	52	15	7	6	-40.0%	7	209,300	50	108	57	1.8%	56	173,000	163,000	-3.3%	-	-	-	-	0	-
233	McKenzie Valley	105	6	1	5	-58.3%	5	200,600	135	113	44	25.7%	40	249,700	218,800	-11.6%	1	206,000	5	141,700	0	-
234	Pleasant Hill/Oak	117	19	17	13	-7.1%	16	249,900	187	175	103	18.4%	97	200,300	165,000	-5.3%	2	57,800	6	105,600	2	74,000
235	South Lane Properties	221	41	15	30	-3.2%	26	196,600	119	333	207	11.3%	184	176,000	152,300	0.0%	3	152,500	9	96,500	4	192,000
236	West Lane Properties	90	14	11	23	15.0%	14	211,000	158	156	102	-12.8%	88	200,300	154,000	-2.4%	2	140,000	7	227,800	2	133,300
237	Junction City	122	29	11	16	14.3%	8	215,600	200	162	89	-1.1%	74	190,300	171,700	11.7%	2	69,000	2	252,500	2	1,171,000
239	Thurston	114	36	7	28	0.0%	29	160,500	147	270	199	15.0%	176	164,400	158,300	-2.4%	-	-	6	53,600	6	170,400
240	Coburg I-5	21	4	1	8	166.7%	7	292,900	154	49	37	19.4%	31	236,200	157,500	11.5%	-	-	3	293,300	1	285,000
241	N Gilham	63	14	4	10	-28.6%	8	275,900	75	142	101	-8.2%	99	269,000	240,000	1.9%	-	-	1	450,000	2	249,000
242	Ferry Street Bridge	121	47	12	29	31.8%	30	261,600	77	295	205	22.0%	185	247,300	230,000	-2.9%	-	-	10	72,300	2	229,800
243	E Eugene	128	38	14	29	0.0%	30	256,600	78	314	182	9.6%	154	274,100	251,000	-7.4%	-	-	8	312,100	9	378,700
244	SW Eugene	213	49	15	48	92.0%	45	276,500	74	451	283	37.4%	240	254,700	220,000	-8.8%	1	242,500	7	107,700	9	240,200
245	W Eugene	37	11	7	20	42.9%	20	187,500	129	99	65	3.2%	52	178,100	150,000	8.7%	2	107,500	1	220,000	15	293,900
246	Danebo	146	50	17	37	-7.5%	29	118,200	105	354	235	-6.0%	223	132,800	135,000	-3.9%	-	-	7	51,400	5	143,000
247	River Road	54	17	1	14	16.7%	19	142,600	71	122	82	-2.4%	73	152,600	150,000	-4.7%	-	-	-	-	4	205,200
248	Santa Clara	84	24	9	23	-4.2%	33	205,100	89	254	191	9.8%	178	203,400	188,000	0.7%	1	172,000	1	80,000	1	244,900
249	Springfield	100	29	14	25	13.6%	26	130,500	92	272	200	15.6%	189	121,600	115,000	-6.0%	2	208,000	3	61,500	13	245,200
250	Mohawk Valley	31	3	2	4	100.0%	3	283,300	179	42	24	0.0%	20	236,500	255,000	-14.6%	-	-	2	129,300	0	-
	Grand Total	1,819	446	165	368	9.5%	355	208,600	106	3,711	2,406	9.7%	2,159	198,800	175,000	-3.0%	16	140,200	78	141,500	77	269,300

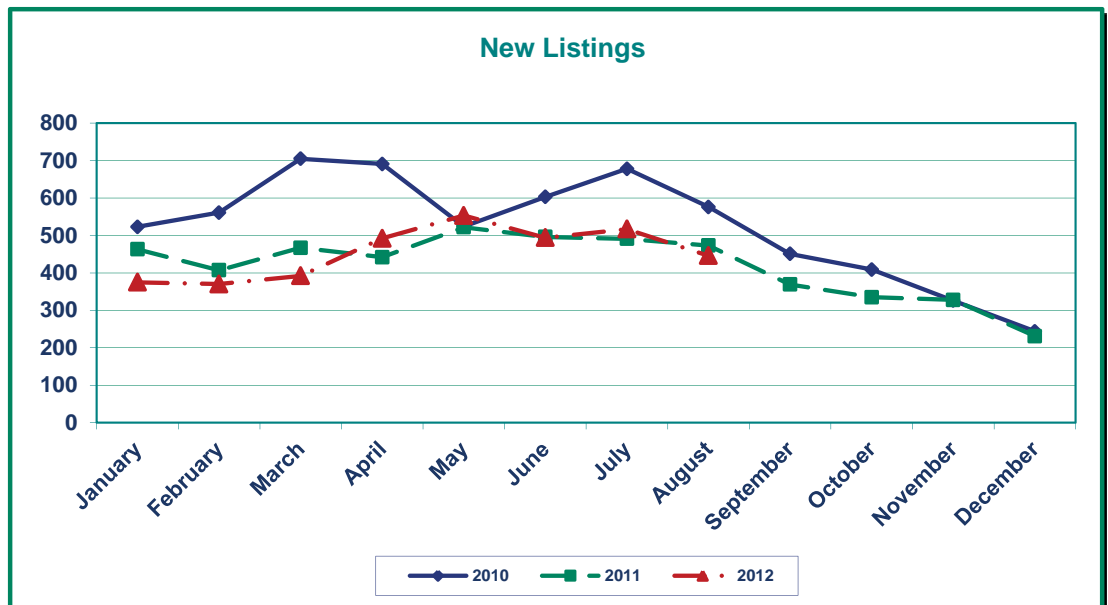
ACTIVE RESIDENTIAL LISTINGS LANE COUNTY, OR

This graph shows the active residential listings over the past three calendar years in Lane County, Oregon.



NEW LISTINGS LANE COUNTY, OR

This graph shows the new residential listings over the past three calendar years in Lane County, Oregon.



¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2012 with August 2011. The Year-To-Date section compares 2012 year-to-date statistics through August with 2011 year-to-date statistics through August.

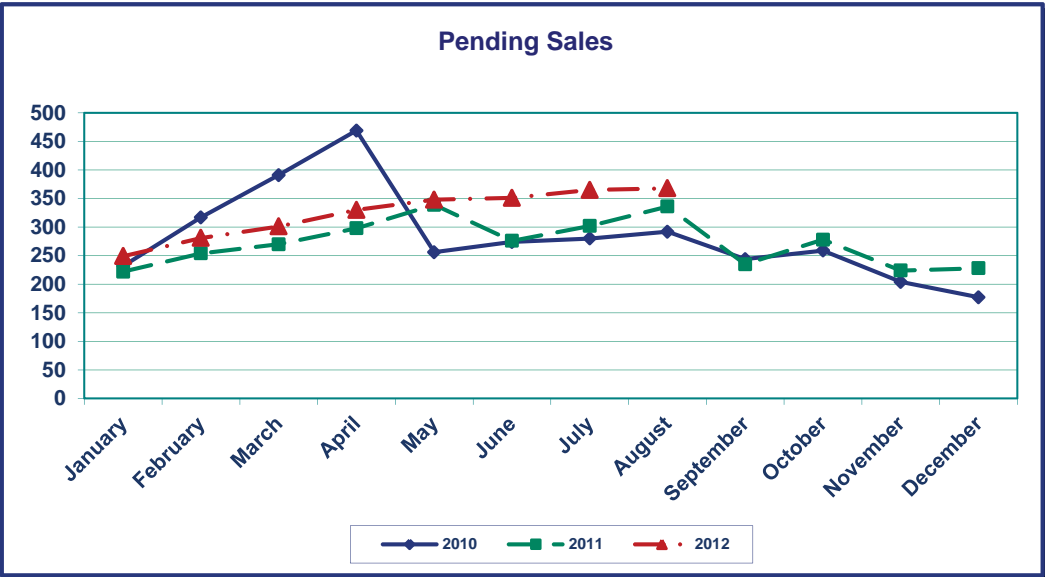
² % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/11-8/31/12) with 12 months before (9/1/10-8/31/11).

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.

PENDING LISTINGS

LANE COUNTY, OR

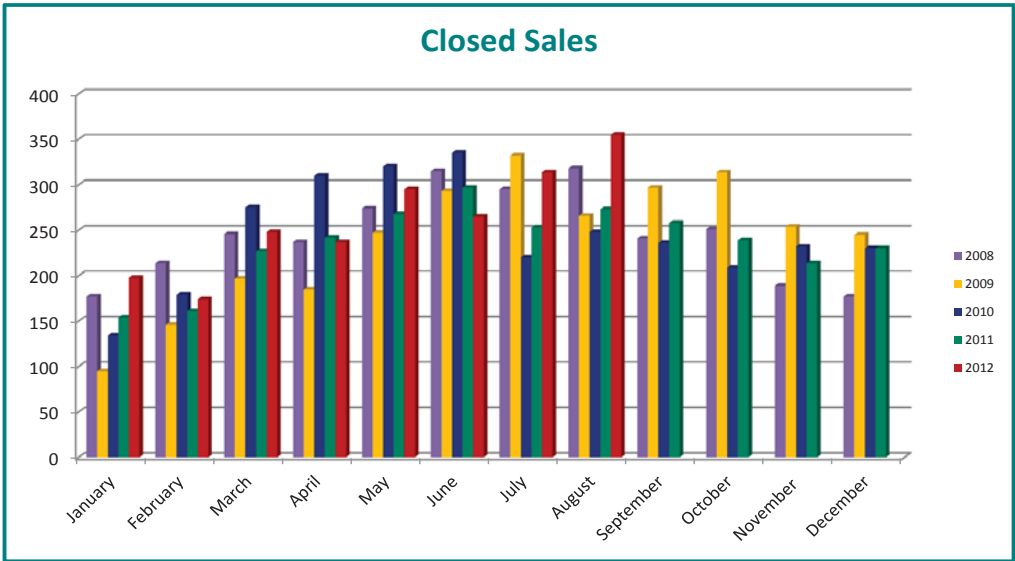
This graph represents monthly accepted offers in Lane County, Oregon over the past three calendar years.



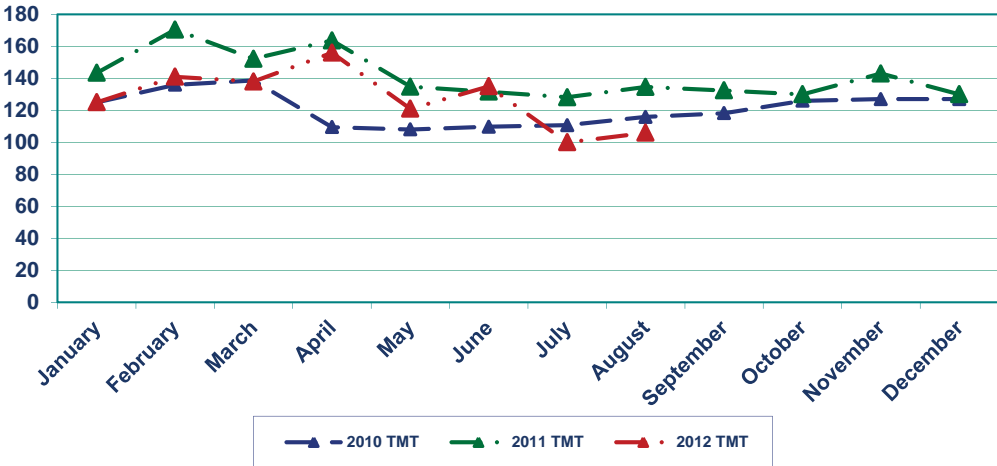
CLOSED SALES

LANE COUNTY, OR

This graph shows the closed sales over the past five calendar years in Lane County, Oregon.



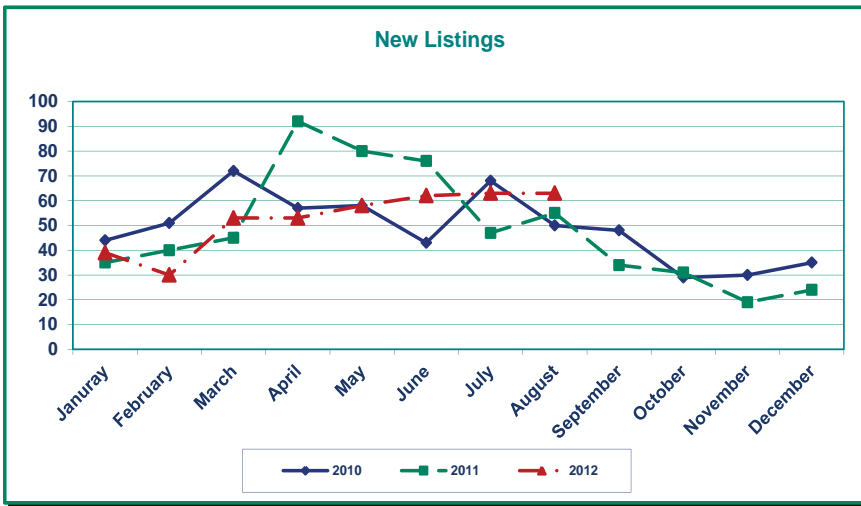
Average Total Market Time



DAYS ON MARKET

LANE COUNTY, OR

This graph shows the average market time for sales in Lane County, Oregon over the past three calendar years.



NEW LISTINGS

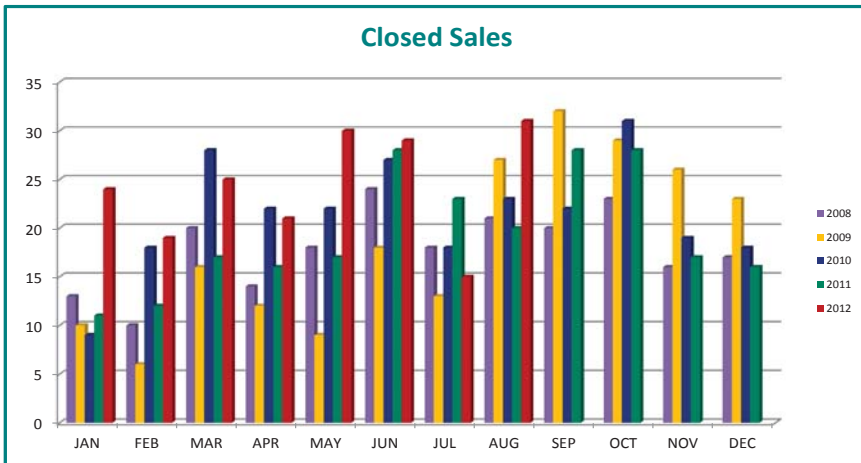
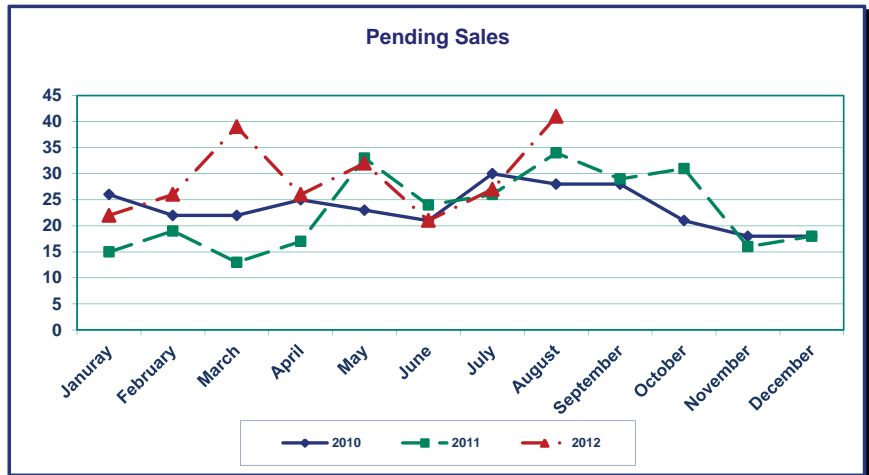
FLORENCE, OR

This graph represents new listings in Florence, Oregon over the past three calendar years.

PENDING LISTINGS

FLORENCE, OR

This graph shows the monthly accepted offers over the past three calendar years in Florence, Oregon.



CLOSED SALES

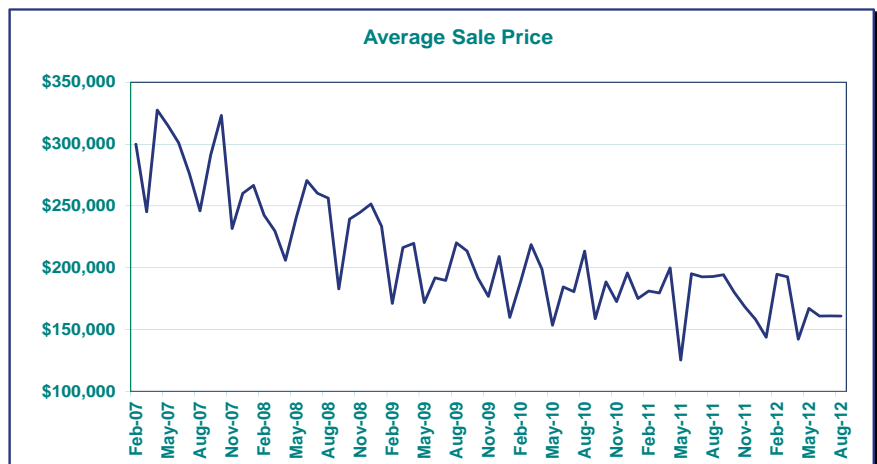
FLORENCE, OR

This graph shows the closed sales over the past five calendar years in Florence, Oregon.

AVERAGE SALE PRICE

FLORENCE, OR

This graph shows the average sale price for all sold homes over the past three calendar years in Florence, Oregon.



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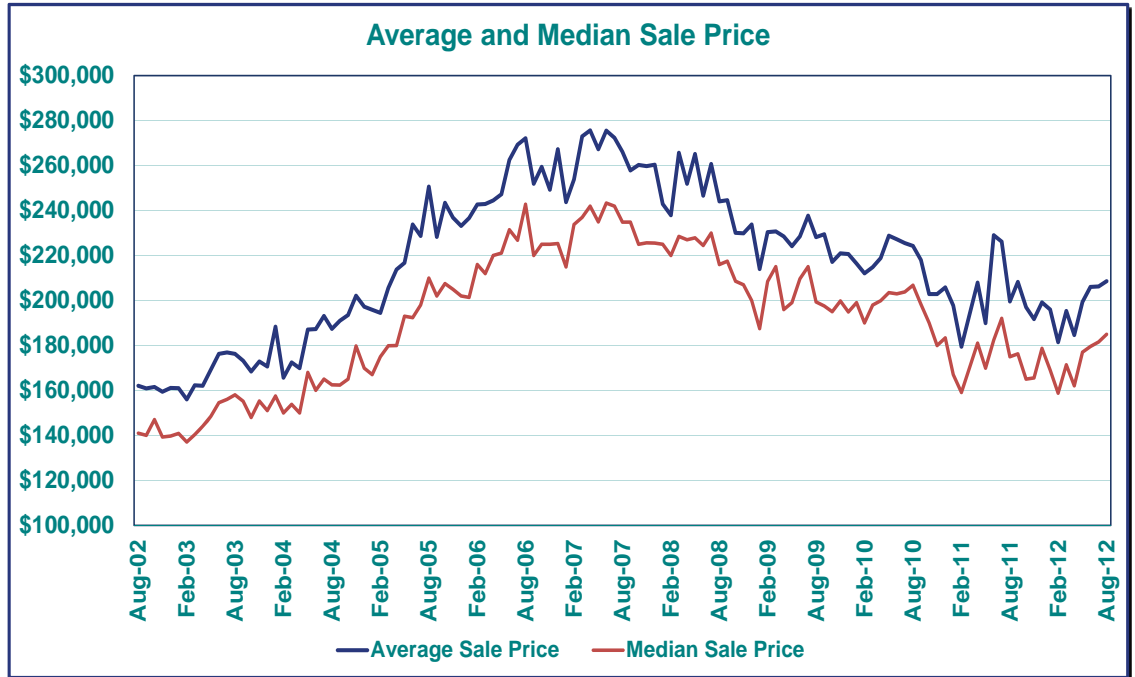
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SALE PRICE LANE COUNTY, OR

This graph represents the average and median sale price for all homes sold in Greater Lane County, Oregon.



The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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