MARKET ACTION REPORT

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

Polk and Marion Counties January 2025 Reporting Period

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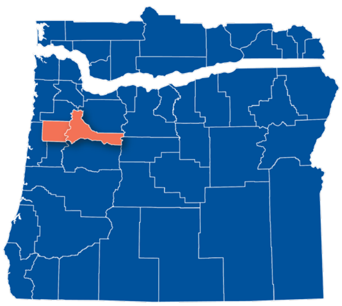
Note: RMLS is a supplementary MLS for Polk and Marion counties, so data reported will not reflect the entire market.



Residential Highlights

New Listings

New listings (221) increased 10.5% from the 200 listed in January 2024, and increased 43.5% from the 154 listed in December 2024.

Pending Sales

Pending sales (171) decreased 10.0% from the 190 offers accepted in January 2024, and increased 9.6% from the 156 offers accepted in December 2024.

Closed Sales

Closed sales (135) increased 10.7% from the 122 closings in January 2024, and decreased 33.8% from the 204 closings in December 2024.

Inventory and Time on Market

Inventory increased to 3.7 months in January. Total market time increased to 77 days.

Year-to-Date Summary

Comparing the first month of 2025 to the same period in 2024, new listings (221) increased 10.5%, pending sales (171) decreased 10.0%, and closed sales (135) increased 10.7%.

Average and Median Sale Prices

Comparing 2025 to 2024 through January, the average sale price has increased 2.5% from $456,600 to $468,000. In the same comparison, the median sale price has increased 4.7% from $430,000 to $450,000.

Sale Price Percent Change vs Previous 12 Months
Average Sale Price % Change: +0.9% ($466,300 v. $462,300)
Median Sale Price % Change: +1.1% ($439,900 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	2.6	3.5	3.7
February	2.2	2.7	
March	1.8	2.3	
April	2.1	2.7	
May	2.1	2.6	
June	2.0	3.1	
July	2.6	2.9	
August	2.3	2.8	
September	2.7	3.3	
October	3.3	3.2	
November	3.1	2.7	
December	3.5	2.4	

Residential Trends

January 2025 vs. December 2024

New Listings	**+43.5%**
Pending Sales	**+9.6%**
Closed Sales	**-33.8%**
Average Sale Price	**-3.0%**
Median Sale Price	**+2.3%**
Inventory	**+1.3**
Total Market Time	**+11**

January 2025 vs. January 2024

New Listings	**+10.5%**
Pending Sales	**-10.0%**
Closed Sales	**+10.7%**
Average Sale Price	**+2.5%**
Median Sale Price	**+4.7%**
Inventory	**+0.2**
Total Market Time	**+8**

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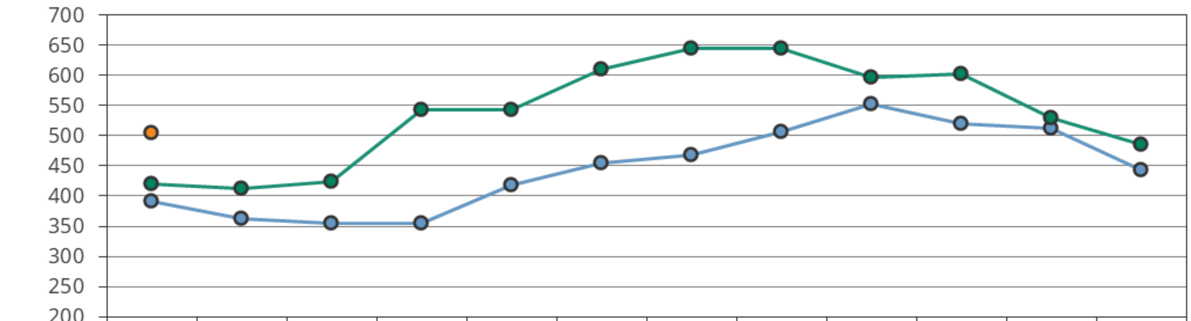
Residential Sales by Price Range

Price Range	Jan 2023		Jan 2024		Jan 2025	
0K-100K	0	0.0%	0	0.0%	0	0.0%
100K-200K	8	3.8%	5	2.8%	8	4.4%
200K-300K	10	4.8%	6	3.3%	6	3.3%
300K-400K	26	12.4%	11	6.1%	9	4.9%
400K-500K	63	30.1%	48	26.7%	42	23.0%
500K-600K	54	25.8%	66	36.7%	57	31.1%
600K-700K	19	9.1%	24	13.3%	28	15.3%
700K-800K	14	6.7%	6	3.3%	13	7.1%
800K-900K	6	2.9%	4	2.2%	9	4.9%
900K-1M	1	0.5%	3	1.7%	2	1.1%
1MM-1.1MM	3	1.4%	2	1.1%	5	2.7%
1.1MM-1.2MM	1	0.5%	0	0.0%	0	0.0%
1.2MM-1. 3MM	0	0.0%	3	1.7%	0	0.0%
1.3MM-1.4MM	1	0.5%	0	0.0%	1	0.5%
1.4MM-1.5MM	1	0.5%	0	0.0%	1	0.5%
1.5MM-1.6MM	0	0.0%	1	0.6%	1	0.5%
1.6MM-1.7MM	0	0.0%	0	0.0%	1	0.5%
1.7MM-1.8MM	2	1.0%	0	0.0%	0	0.0%
1.8MM-1.9MM	0	0.0%	1	0.6%	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	209		180		183	

90th Percentile 50th Percentile 10th Percentile

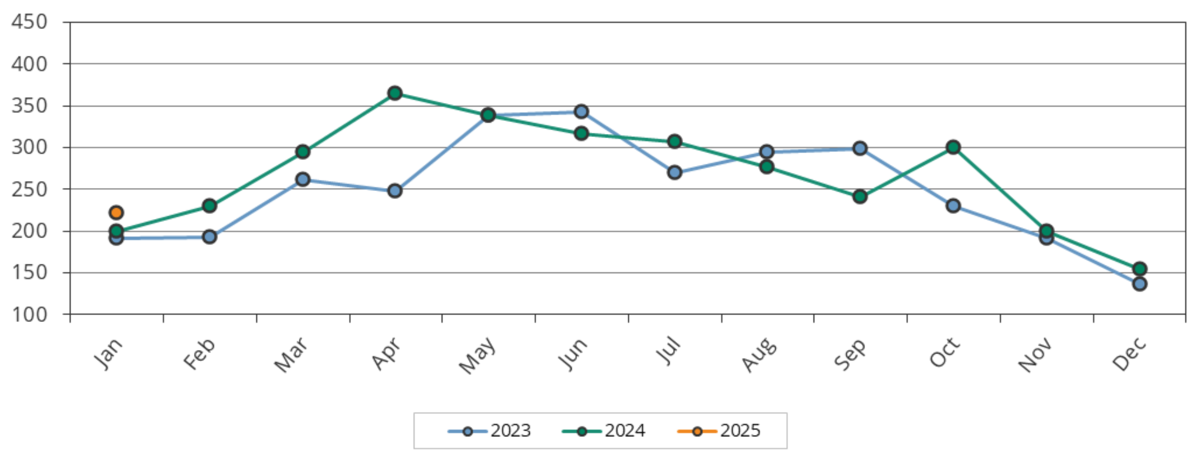
	Polk & Marion Co. Residential Highlights	New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2025	January	221	171	135	468,000	450,000	77
	December	154	156	204	482,600	440,000	66
	Year-To-Date	221	171	135	468,000	450,000	77
2024	January	200	190	122	456,600	430,000	69
	Year-To-Date	200	190	122	456,600	430,000	69
Change	January 2024	10.5%	-10.0%	10.7%	2.5%	4.7%	11.4%
	Prev Mo 2024	43.5%	9.6%	-33.8%	-3.0%	2.3%	17.0%
	Year-To-Date	10.5%	-10.0%	10.7%	2.5%	4.7%	11.7%

Active Residential Listings

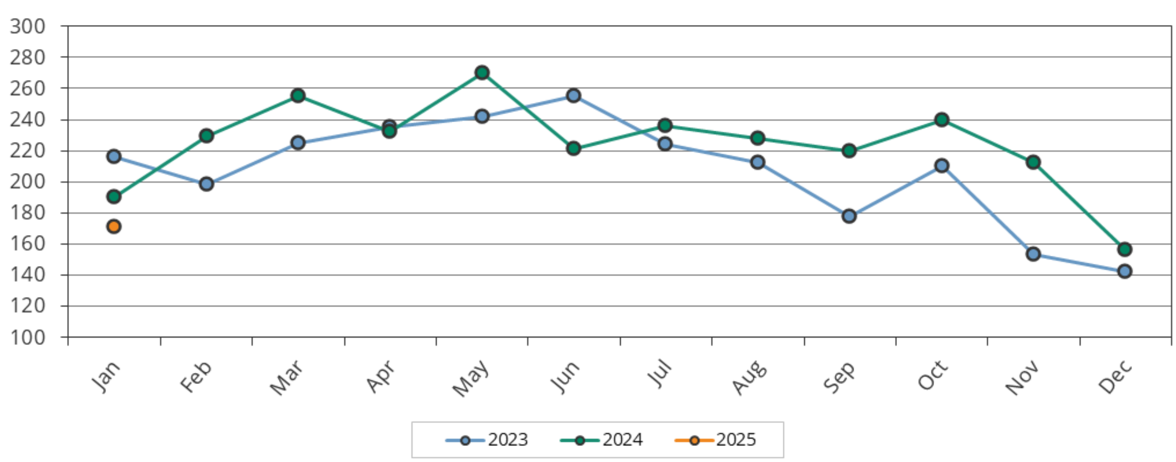


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2023	392	363	355	354	419	454	469	506	552	519	513	444
2024	421	412	423	542	543	611	644	644	596	603	530	486
2025	505											

New Listings



Pending Sales



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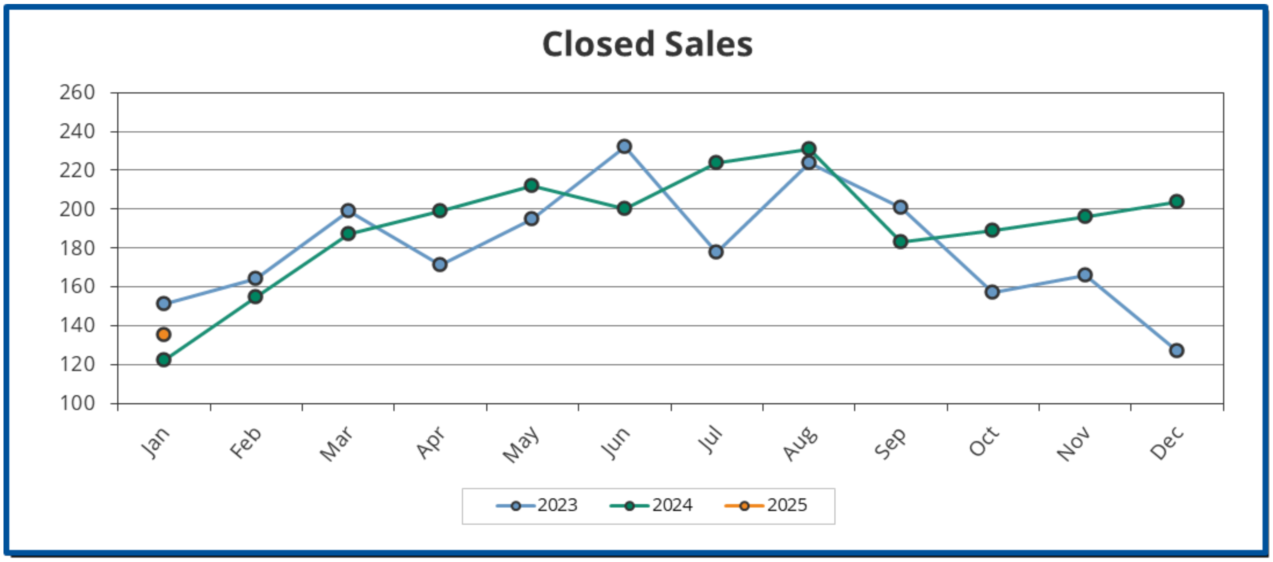

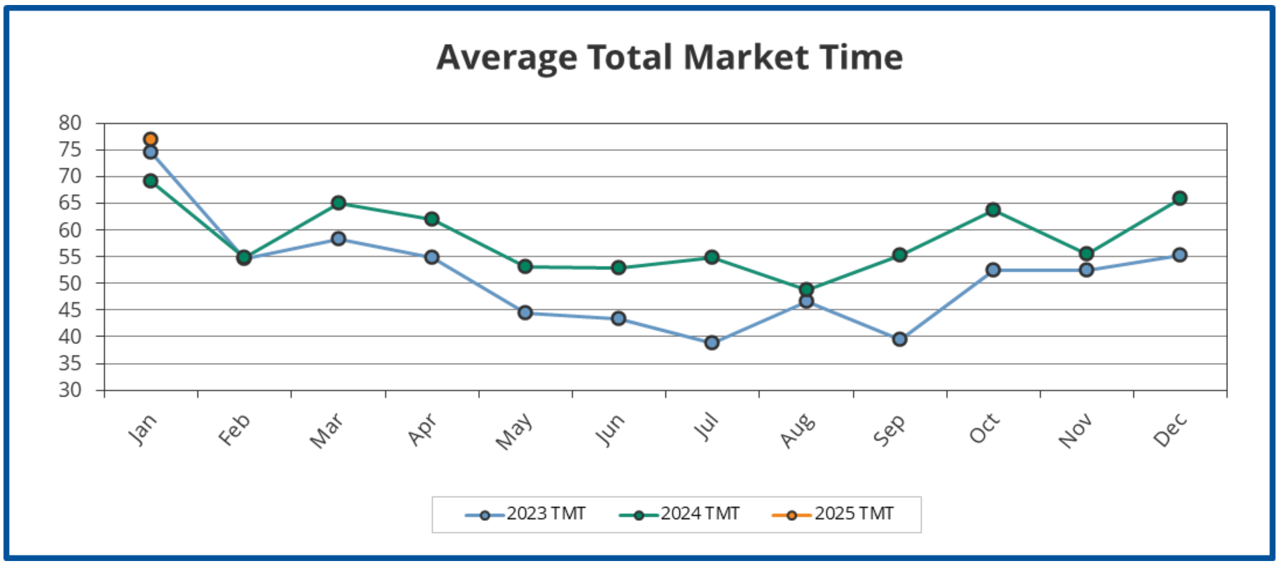

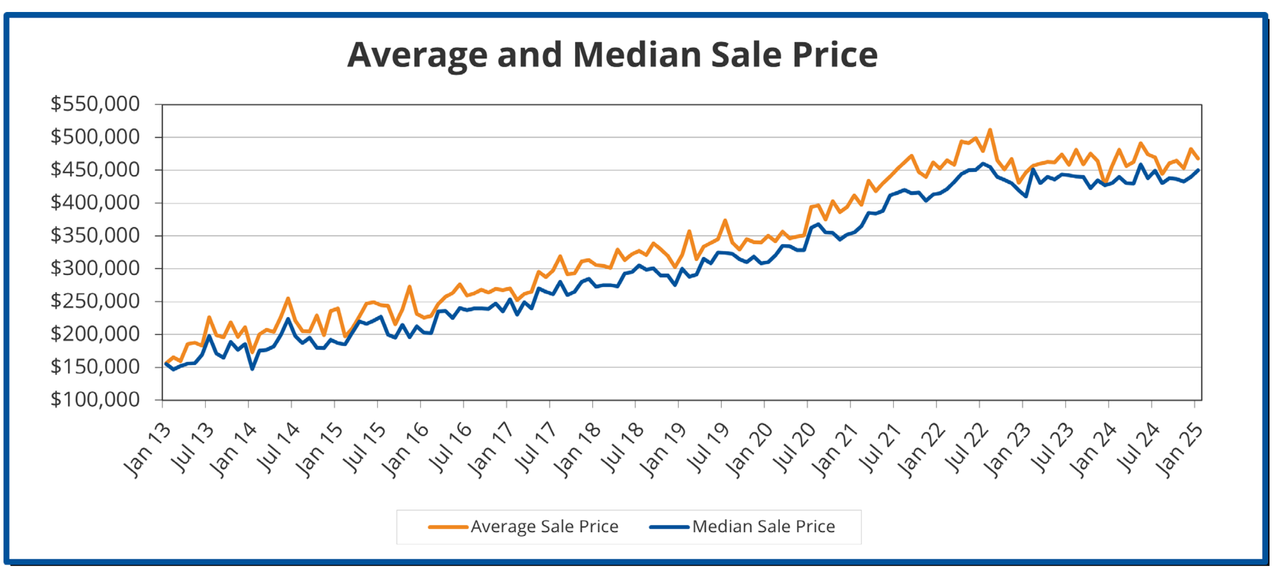

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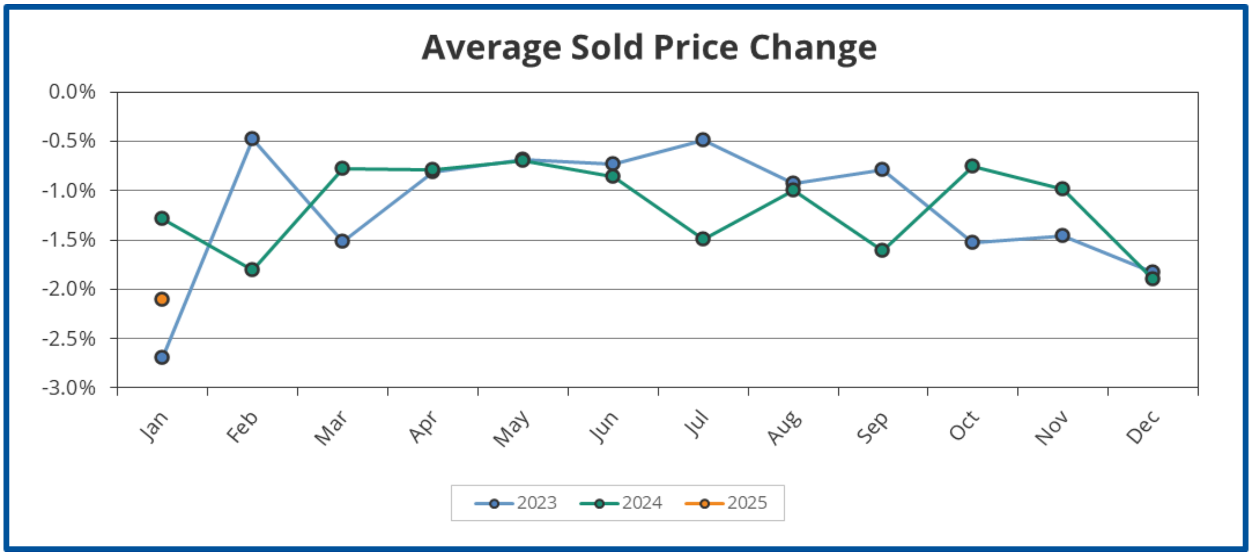

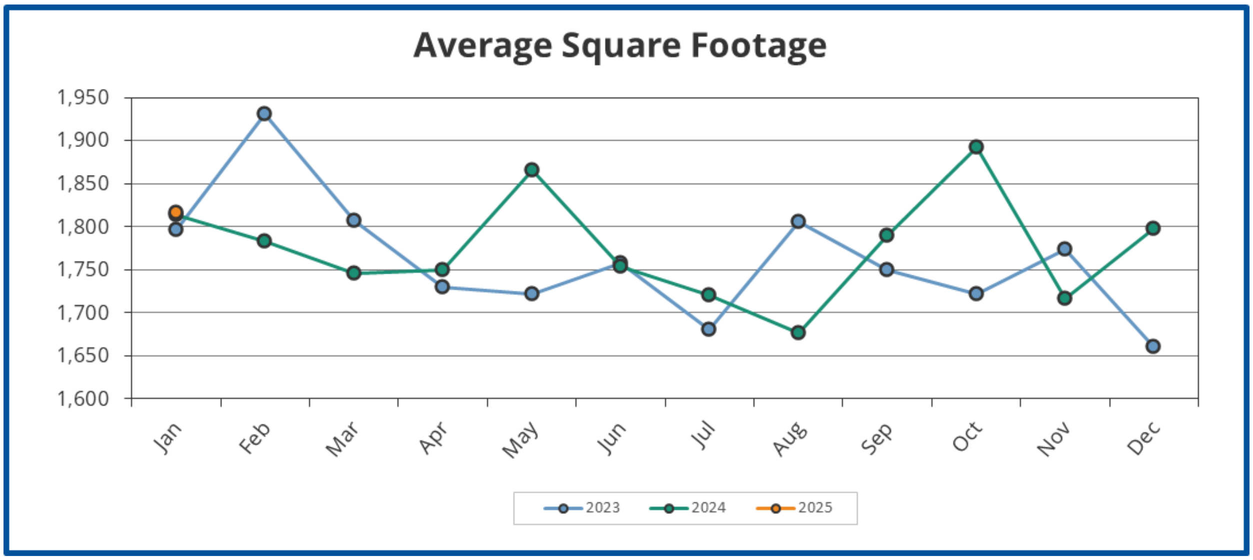

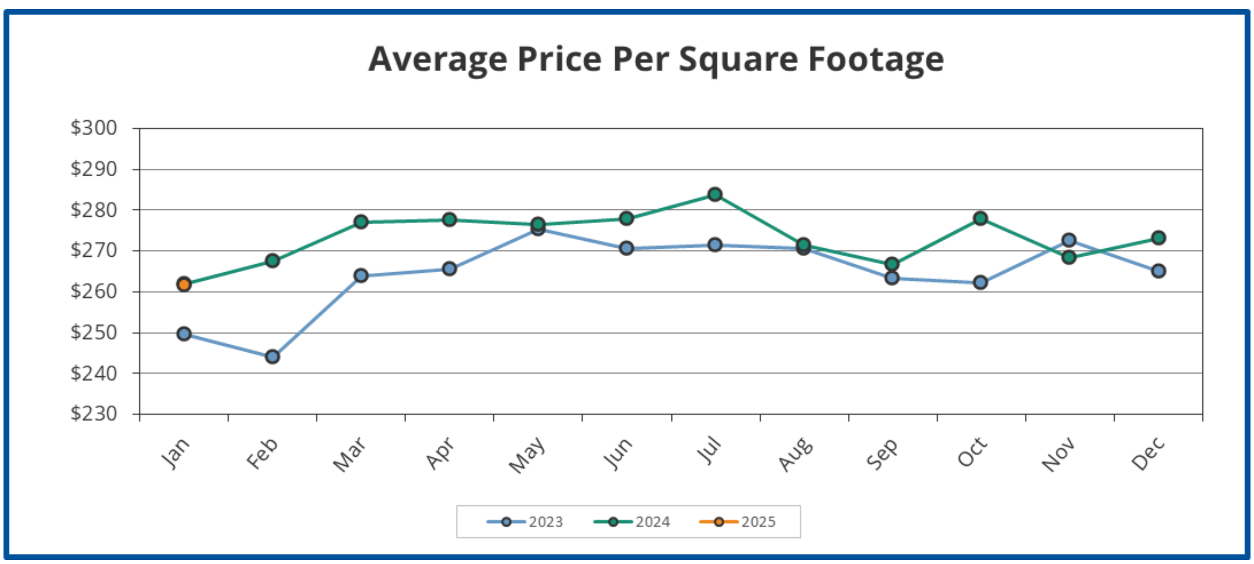

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Area Report

		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	Avg. Sale Price % Change[2]	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
167	Polk County Except Salem	84	22	5	15	-37.5%	10	392,800	105	22	15	-37.5%	10	392,800	368,500	-4.5%	-	-	1	175,000	-	-
168	West Salem N	23	14	4	10	66.7%	9	558,200	83	14	10	66.7%	9	558,200	535,600	3.0%	-	-	-	-	-	-
169	West Salem S	6	3	1	2	-50.0%	4	409,500	37	3	2	-50.0%	4	409,500	391,500	17.4%	-	-	-	-	-	-
170	Woodburn	69	39	6	32	52.4%	19	412,200	65	39	32	52.4%	19	412,200	442,900	-2.5%	-	-	1	250,000	1	650,000
	Except Woodburn	104	38	11	34	-12.8%	23	616,200	86	38	34	-12.8%	23	616,200	605,000	1.8%	1	258,400	6	296,200	-	-
170	Marion Except Salem/Keizer	173	77	17	66	10.0%	42	523,900	76	77	66	10.0%	42	523,900	480,000	0.1%	1	258,400	7	289,600	1	650,000
171	Southwest Salem	5	1	0	0	-100.0%	0	-	-	1	0	-100.0%	0	-	-	4.2%	0	-	0	-	0	-
172	South Salem	48	19	4	20	33.3%	16	521,000	91	19	20	33.3%	16	521,000	485,000	-1.1%	-	-	-	-	1	584,400
173	Southeast Salem	42	16	4	7	-46.2%	10	557,300	85	16	7	-46.2%	10	557,300	499,500	8.8%	-	-	-	-	-	-
174	Central Salem	23	8	1	4	-63.6%	10	359,800	58	8	4	-63.6%	10	359,800	372,000	0.5%	-	-	-	-	-	-
175	East Salem S	18	19	4	20	0.0%	10	363,200	54	19	20	0.0%	10	363,200	430,200	0.1%	-	-	1	340,000	-	-
176	East Salem N	48	24	9	11	-54.2%	11	350,000	98	24	11	-54.2%	11	350,000	350,000	12.3%	-	-	-	-	-	-
177	South Keizer	6	2	2	2	-50.0%	1	387,000	61	2	2	-50.0%	1	387,000	387,000	-8.4%	-	-	-	-	-	-
178	North Keizer	29	16	1	14	75.0%	12	433,700	58	16	14	75.0%	12	433,700	458,500	1.1%	-	-	1	260,000	-	-
167-169	Polk Co. Grand Total	113	39	10	27	-20.6%	23	460,400	84	39	27	-20.6%	23	460,400	457,000	-1.3%	-	-	1	175,000	-	-
170-178	Marion Co. Grand Total	392	182	42	144	-7.7%	112	469,500	76	182	144	-7.7%	112	469,500	448,500	1.4%	1	258,400	9	291,900	2	617,200
	Polk & Marion Grand Total	505	221	52	171	-10.0%	135	468,000	77	221	171	-10.0%	135	468,000	450,000	0.9%	1	258,400	10	280,200	2	617,200
220	Benton County	60	21	7	18	-5.3%	12	598,600	62	21	18	-5.3%	12	598,600	541,000	14.9%	-	-	2	825,000	1	605,000
221	Linn County	176	81	43	79	51.9%	34	480,700	84	81	79	51.9%	34	480,700	415,000	5.8%	1	600,000	5	413,300	2	1,282,500

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

[2] % Change is based on a comparison of the rolling average sale price for the last 12 months (2/1/24-1/31/25) with 12 months before (2/1/23-1/31/24).

[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: September 2022 vs September 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-September 2021 vs Jan 2022-September 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.

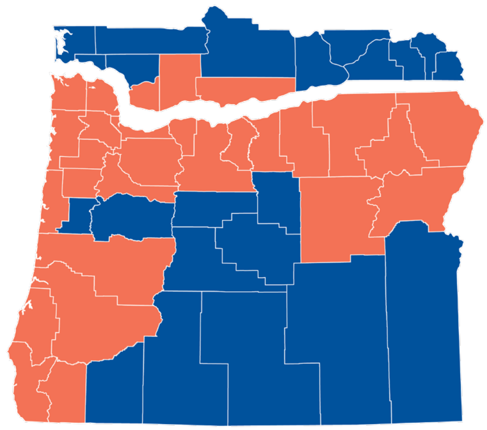
Active Listings:
The Active Listings in the Market Action report include three statuses (ACT, BMP, SSP). Two of these statuses are defined as listings with accepted offers that are still marketed as Active Listings due to the type of offer on the property. These are Bumpable Buyer, which is an offer 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
- Regional Infographics
- Real Talk with RMLS Podcast
- Video Highlights
- Market Statistical Reports
- Market Trends
- 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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