

MARKET ACTION



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

Residential Review: Lane County, Oregon

August 2017 Reporting Period

August Residential Highlights

New listings saw some gains this August in Lane County. There were 680 new listings offered, a 4.6% increase over the 650 new listings offered last year in August 2016 and a 0.3% increase over the 678 offered last month in July 2017. This was the strongest August for new listings in Lane County since 2007, when 736 were offered in the month.

Closed sales (519) increased 3.4% from the 502 closings recorded last month in July 2017, but fell 3.2% short of the 536 closings recorded last year in August 2016.

Pending sales, at 525, showed a 6.6% decrease from the 562 offers accepted in August 2016 and a 3.0% decrease from the 541 offers accepted last month in July 2017.

Year to Date Summary

Comparing the first eight months in 2017 to the same period in 2016, closed sales (3,422) have increased 0.4% and new listings (4,783) have increased 0.3%, while pending sales (3,737) have decreased 4.2%.

Average and Median Sale Prices

Comparing 2017 to 2016 through August of each year, the average sale price rose 10.4% from \$261,700 to \$288,900. In the same comparison, the median sale price rose 10.6% from \$235,000 to \$259,900.

| Inventory in Months* | | | |
|----------------------|------|------|------|
| | 2015 | 2016 | 2017 |
| January | 5.5 | 3.3 | 2.1 |
| February | 5.9 | 2.8 | 2.2 |
| March | 3.7 | 2.2 | 1.7 |
| April | 3.4 | 2.1 | 1.8 |
| May | 3.3 | 2.0 | 1.6 |
| June | 2.6 | 1.8 | 1.7 |
| July | 2.7 | 2.5 | 2.0 |
| August | 3.2 | 2.0 | 2.0 |
| September | 3.0 | 2.0 | |
| October | 2.7 | 2.1 | |
| November | 3.4 | 1.9 | |
| December | 2.2 | 1.7 | |

*Inventory in Months is calculated by dividing the Active Residential 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.

| Percent Change of 12-Month Sale Price Compared With The Previous 12 Months | |
|--|---------------------------------|
| Average Sale Price % Change: | +10.4% (\$281,900 v. \$255,400) |
| Median Sale Price % Change: | +10.4% (\$254,000 v. \$230,000) |

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

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 Co. Residential Highlights | | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2017 | August | 680 | 525 | 519 | 313,500 | 275,000 | 37 |
| | July | 678 | 541 | 502 | 295,800 | 269,900 | 36 |
| | Year-to-date | 4,783 | 3,737 | 3,422 | 288,900 | 259,900 | 51 |
| 2016 | August | 650 | 562 | 536 | 273,100 | 239,900 | 45 |
| | Year-to-date | 4,768 | 3,901 | 3,407 | 261,700 | 235,000 | 65 |
| Change | August | 4.6% | -6.6% | -3.2% | 14.8% | 14.6% | -16.2% |
| | Prev Mo 2017 | 0.3% | -3.0% | 3.4% | 6.0% | 1.9% | 2.8% |
| | Year-to-date | 0.3% | -4.2% | 0.4% | 10.4% | 10.6% | -21.7% |

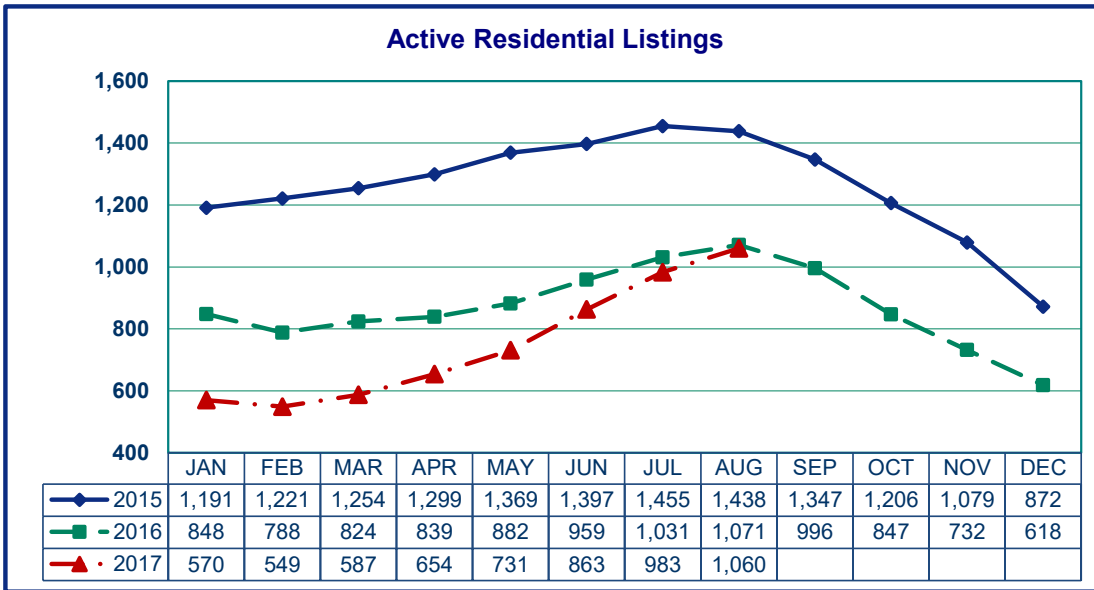
AREA REPORT • 8/2017

Lane County, Oregon

| | 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 2017 v. 2016 ¹ | Closed Sales | Average Sale Price | Total Market Time ³ | New Listings | Pending Sales | Pending Sales 2017 v. 2016 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 | 9 | 2 | 0 | 2 | 100.0% | 4 | 104,400 | 105 | 24 | 22 | 100.0% | 20 | 80,400 | 66,500 | 121 | 9.5% | - | - | 3 | 54,200 | - | - |
| 226 | Florence Green Trees | 9 | 7 | 1 | 8 | 100.0% | 4 | 174,600 | 47 | 48 | 40 | 33.3% | 26 | 133,200 | 137,500 | 68 | 22.7% | - | - | - | - | - | - |
| 227 | Florence Florentine | 10 | 5 | 0 | 3 | 0.0% | 3 | 202,300 | 157 | 30 | 29 | 70.6% | 24 | 261,900 | 243,200 | 89 | 16.9% | - | - | 1 | 64,000 | - | - |
| 228 | Florence Town | 67 | 27 | 3 | 14 | -41.7% | 15 | 289,200 | 72 | 146 | 106 | -27.9% | 101 | 246,700 | 235,000 | 119 | 11.1% | 5 | 224,800 | 11 | 42,900 | 6 | 428,800 |
| 229 | Florence Beach | 35 | 14 | 1 | 9 | -18.2% | 9 | 353,200 | 53 | 78 | 52 | -3.7% | 42 | 302,000 | 257,000 | 122 | 11.0% | 1 | 1,250,000 | 13 | 55,000 | - | - |
| 230 | Florence North | 38 | 6 | 2 | 4 | 0.0% | 4 | 410,200 | 203 | 56 | 32 | -17.9% | 29 | 247,800 | 260,000 | 160 | -14.9% | - | - | 8 | 88,700 | - | - |
| 231 | Florence South/ Dunes City | 36 | 5 | 2 | 4 | -42.9% | 2 | 595,000 | 203 | 53 | 29 | -21.6% | 26 | 352,000 | 307,000 | 190 | 5.4% | 2 | 250,000 | 13 | 73,600 | - | - |
| 238 | Florence East/ Mapleton | 27 | 7 | - | 6 | 50.0% | 1 | 120,000 | 133 | 51 | 22 | 0.0% | 19 | 234,400 | 240,000 | 117 | -8.3% | - | - | 4 | 190,100 | 1 | 105,000 |
| | Grand Total | 231 | 73 | 9 | 50 | -13.8% | 42 | 290,300 | 95 | 486 | 332 | -7.0% | 287 | 243,000 | 225,000 | 123 | 3.4% | 8 | 359,300 | 53 | 72,500 | 7 | 382,500 |
| 232 | Hayden Bridge | 26 | 14 | 3 | 16 | 14.3% | 10 | 281,700 | 34 | 117 | 88 | -6.4% | 81 | 267,900 | 260,000 | 53 | 13.1% | - | - | - | - | 9 | 236,900 |
| 233 | McKenzie Valley | 47 | 15 | 4 | 10 | -37.5% | 13 | 368,100 | 78 | 123 | 85 | 0.0% | 72 | 381,000 | 329,000 | 105 | 15.6% | - | - | 11 | 138,600 | - | - |
| 234 | Pleasant Hill/Oak | 54 | 19 | 4 | 17 | -29.2% | 19 | 258,500 | 48 | 167 | 120 | -22.6% | 106 | 254,000 | 220,000 | 82 | 4.2% | - | - | 20 | 119,500 | 4 | 234,100 |
| 235 | South Lane Properties | 129 | 61 | 19 | 45 | -6.3% | 43 | 278,100 | 35 | 481 | 352 | -1.4% | 317 | 253,900 | 233,000 | 65 | 9.4% | 5 | 791,300 | 36 | 120,600 | 4 | 256,800 |
| 236 | West Lane Properties | 68 | 33 | 8 | 30 | 3.4% | 21 | 305,900 | 76 | 254 | 182 | -15.7% | 162 | 274,400 | 247,000 | 62 | 16.9% | - | - | 23 | 125,900 | 1 | 221,000 |
| 237 | Junction City | 61 | 28 | 2 | 11 | -63.3% | 20 | 294,300 | 64 | 179 | 137 | -14.9% | 138 | 279,900 | 269,500 | 61 | 12.3% | 1 | 192,500 | 20 | 142,600 | 3 | 382,700 |
| 239 | Thurston | 61 | 38 | 5 | 37 | -15.9% | 38 | 249,500 | 60 | 333 | 279 | -11.4% | 259 | 266,100 | 250,000 | 43 | 19.2% | 1 | 500,000 | 14 | 69,200 | 15 | 280,800 |
| 240 | Coburg I-5 | 9 | 6 | 4 | 6 | 100.0% | 4 | 369,500 | 57 | 47 | 32 | 23.1% | 22 | 455,300 | 372,500 | 46 | 10.9% | 1 | 90,000 | 2 | 350,000 | - | - |
| 241 | N Gilham | 44 | 29 | 8 | 18 | -10.0% | 30 | 418,900 | 24 | 203 | 160 | 8.1% | 155 | 364,100 | 319,900 | 60 | 12.5% | - | - | 1 | 55,000 | 2 | 368,000 |
| 242 | Ferry Street Bridge | 61 | 45 | 8 | 41 | -6.8% | 35 | 329,600 | 31 | 331 | 261 | -6.8% | 262 | 332,500 | 301,000 | 50 | 7.3% | - | - | 6 | 124,100 | 4 | 374,000 |
| 243 | E Eugene | 86 | 56 | 10 | 39 | 18.2% | 52 | 410,200 | 42 | 392 | 290 | 5.5% | 261 | 366,900 | 326,000 | 42 | 6.2% | - | - | 26 | 133,400 | 8 | 467,500 |
| 244 | SW Eugene | 145 | 100 | 22 | 67 | 17.5% | 70 | 430,900 | 40 | 571 | 426 | -3.2% | 380 | 376,800 | 330,000 | 67 | 9.8% | - | - | 21 | 219,700 | 5 | 360,400 |
| 245 | W Eugene | 33 | 30 | 2 | 16 | -33.3% | 18 | 241,700 | 12 | 156 | 118 | -7.8% | 108 | 239,500 | 215,000 | 34 | 6.5% | 2 | 1,192,500 | 1 | 137,400 | 10 | 345,300 |
| 246 | Danebo | 57 | 67 | 6 | 57 | 5.6% | 47 | 227,400 | 27 | 487 | 434 | 5.3% | 408 | 215,100 | 227,800 | 26 | 13.4% | 1 | 244,000 | 4 | 39,200 | 6 | 235,200 |
| 247 | River Road | 29 | 24 | 1 | 23 | -28.1% | 22 | 257,300 | 18 | 168 | 137 | -23.9% | 128 | 245,700 | 238,500 | 35 | 11.6% | - | - | 2 | 127,500 | 5 | 440,500 |
| 248 | Santa Clara | 70 | 45 | 6 | 37 | -7.5% | 34 | 277,100 | 18 | 357 | 288 | 0.7% | 257 | 285,300 | 279,900 | 35 | 10.3% | 1 | 1,675,000 | 14 | 101,000 | 5 | 249,400 |
| 249 | Springfield | 65 | 66 | 5 | 52 | 15.6% | 37 | 194,100 | 20 | 373 | 311 | -0.6% | 267 | 209,200 | 195,000 | 39 | 14.0% | 2 | 464,000 | 7 | 170,300 | 24 | 421,600 |
| 250 | Mohawk Valley | 15 | 4 | 1 | 3 | -40.0% | 6 | 341,800 | 26 | 44 | 37 | 23.3% | 39 | 338,100 | 317,000 | 110 | 10.1% | - | - | 8 | 194,700 | - | - |
| | Grand Total | 1,060 | 680 | 118 | 525 | -6.6% | 519 | 313,500 | 37 | 4,783 | 3,737 | -4.2% | 3,422 | 288,900 | 259,900 | 51 | 10.4% | 14 | 712,200 | 216 | 135,500 | 105 | 341,700 |

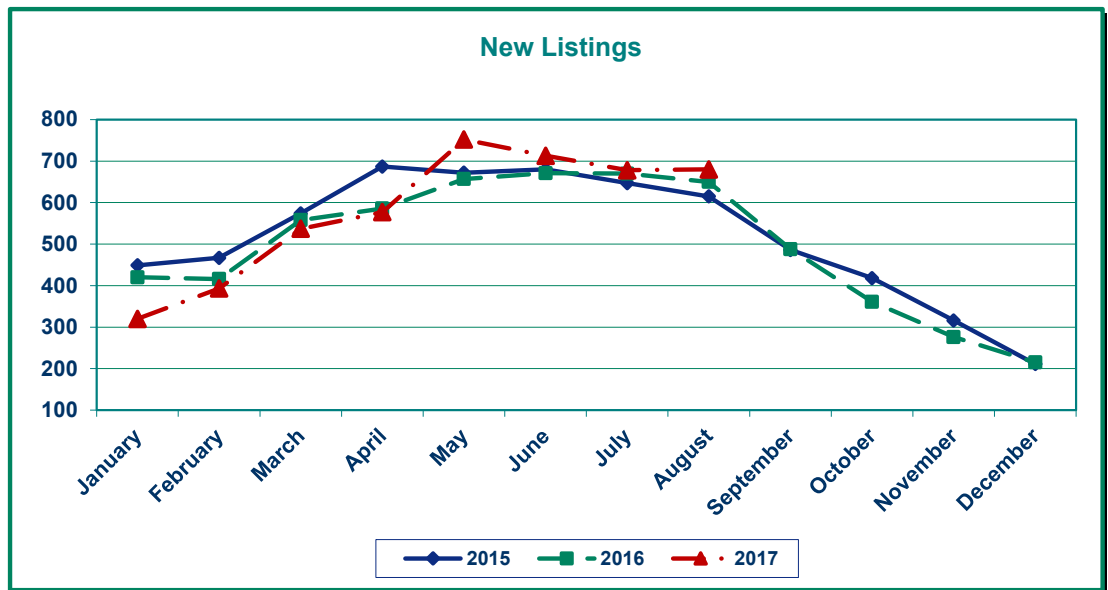
ACTIVE RESIDENTIAL LISTINGS GREATER LANE COUNTY, OR

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



NEW LISTINGS GREATER LANE COUNTY, OR

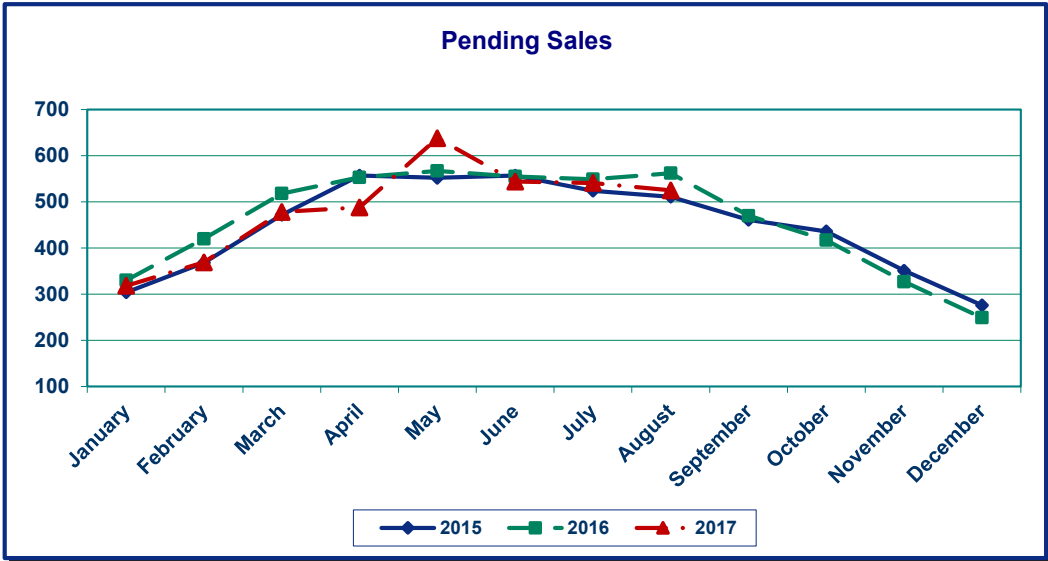
This graph shows the new residential listings over the past three calendar years in Greater Lane County, Oregon.



¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2017 with August 2016. The Year-To-Date section compares 2017 year-to-date statistics through August with 2016 year-to-date statistics through August.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/16-8/31/17) with 12 months before (9/1/15-8/31/16).

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

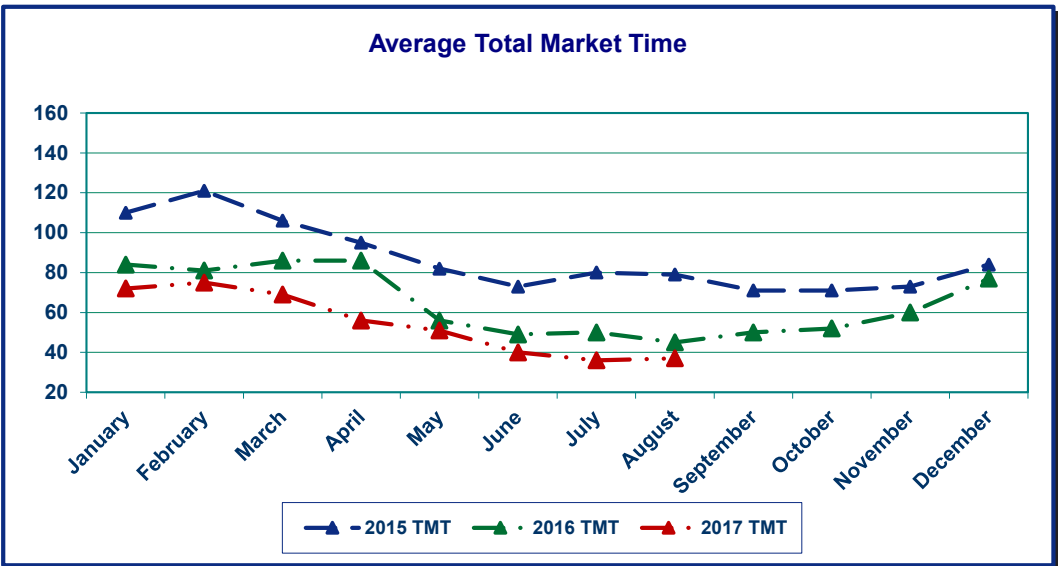
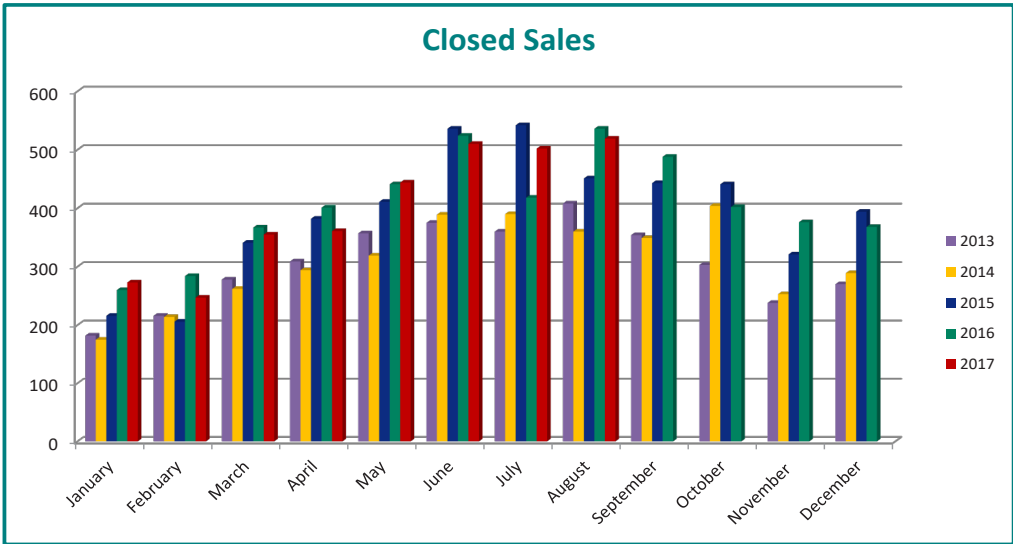
GREATER LANE COUNTY, OR

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

CLOSED SALES

GREATER LANE COUNTY, OR

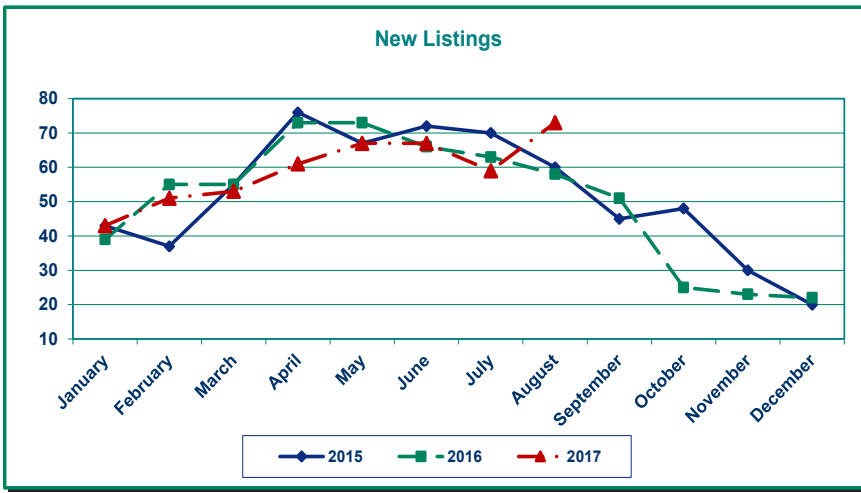
This graph shows the closed sales over the past five calendar years in Greater Lane County, Oregon.



DAYS ON MARKET

GREATER LANE COUNTY, OR

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



NEW LISTINGS

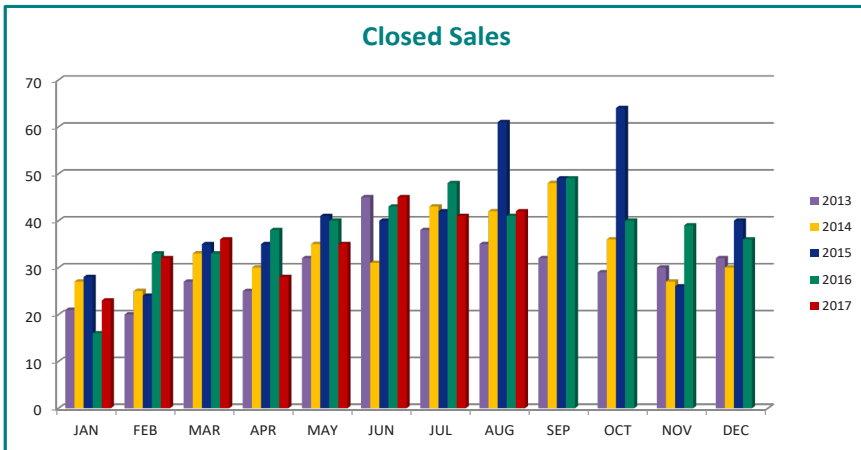
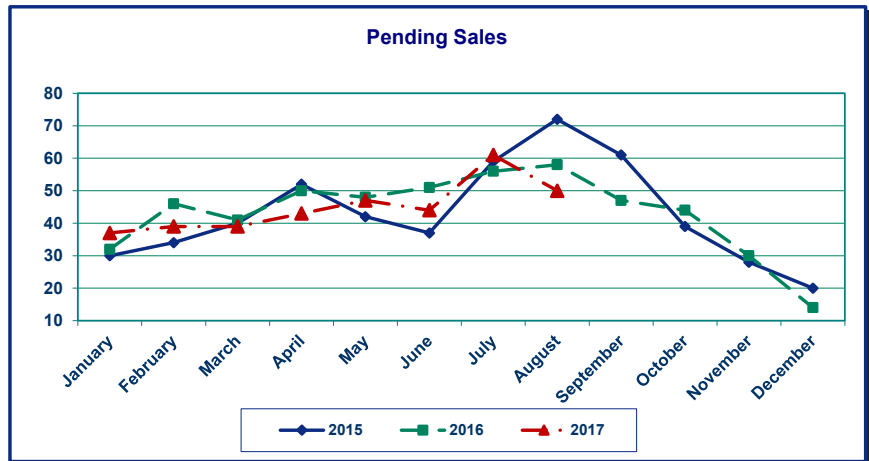
FLORENCE, OR

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

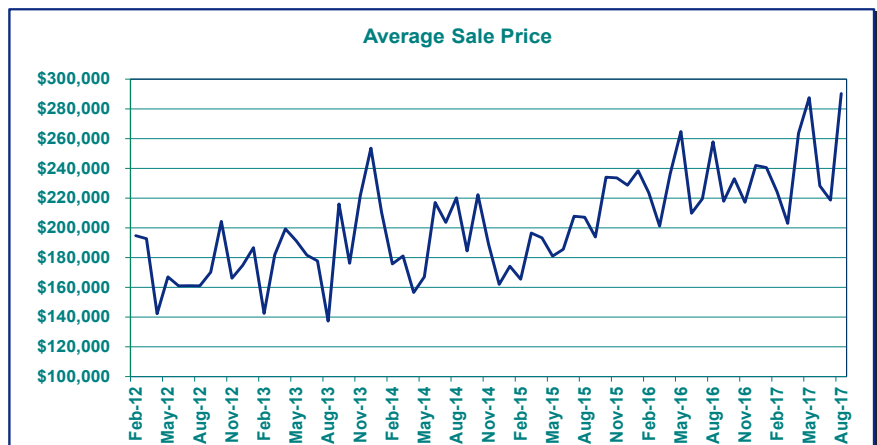
FLORENCE, OR

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.



SALE PRICE
GREATER LANE COUNTY, OR

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

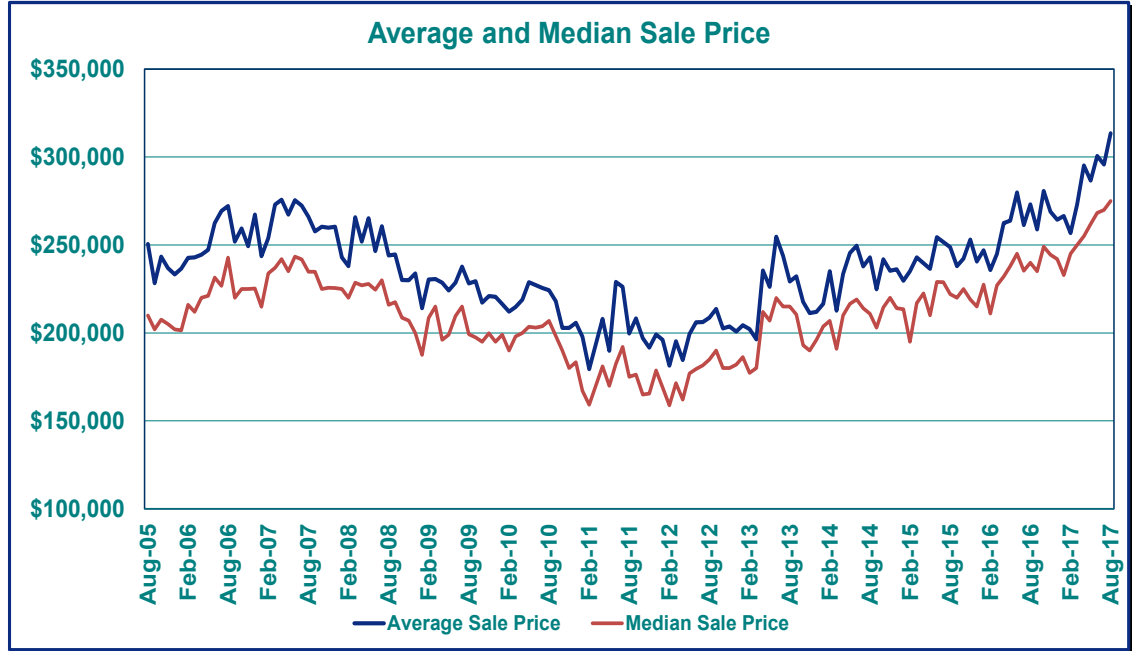
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