

MARKET ACTION

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

Residential Review: Lane County, Oregon

February 2017 Reporting Period

February Residential Highlights

Activity in Lane County continued a cooling trend this February, but some numbers showed gains over January. New listings (393) showed a 22.8% gain over January 2017, but ended 5.5% below the 416 new listings offered last year in February 2016.

Similarly, pending sales (369) rose 16.0% above the 318 offers accepted last month in January 2017, but were 12.1% under the 420 offers accepted last year in February 2016.

Closed sales, at 247, ended 13.0% under February 2016 (284) and 9.5% under January 2017 (273).

February saw inventory in Lane County rise just slightly to 2.2 months. Total market time during the same period rose three days to 75 days.

Average and Median Sale Prices

Comparing the average price of homes in the twelve months ending February 28th of this year (\$266,000) with the average price of homes sold in the twelve months ending February 2016 (\$244,400) shows an increase of 8.8%. The same comparison of the median shows an increase of 8.3% over that same period.

| 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 | |
| April | 3.4 | 2.1 | |
| May | 3.3 | 2.0 | |
| June | 2.6 | 1.8 | |
| July | 2.7 | 2.5 | |
| August | 3.2 | 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: | +8.8% (\$266,000 v. \$244,400) |
| Median Sale Price % Change: | +8.3% (\$239,900 v. \$221,500) |

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 | February | 393 | 369 | 247 | 256,800 | 245,000 | 75 |
| | January | 320 | 318 | 273 | 266,500 | 232,900 | 72 |
| | Year-to-date | 719 | 673 | 528 | 260,800 | 239,000 | 72 |
| 2016 | February | 416 | 420 | 284 | 235,800 | 211,000 | 81 |
| | Year-to-date | 848 | 750 | 551 | 241,200 | 215,000 | 83 |
| Change | February | -5.5% | -12.1% | -13.0% | 8.9% | 16.1% | -7.8% |
| | Prev Mo 2016 | 22.8% | 16.0% | -9.5% | -3.6% | 5.2% | 4.2% |
| | Year-to-date | -15.2% | -10.3% | -4.2% | 8.1% | 11.2% | -12.6% |

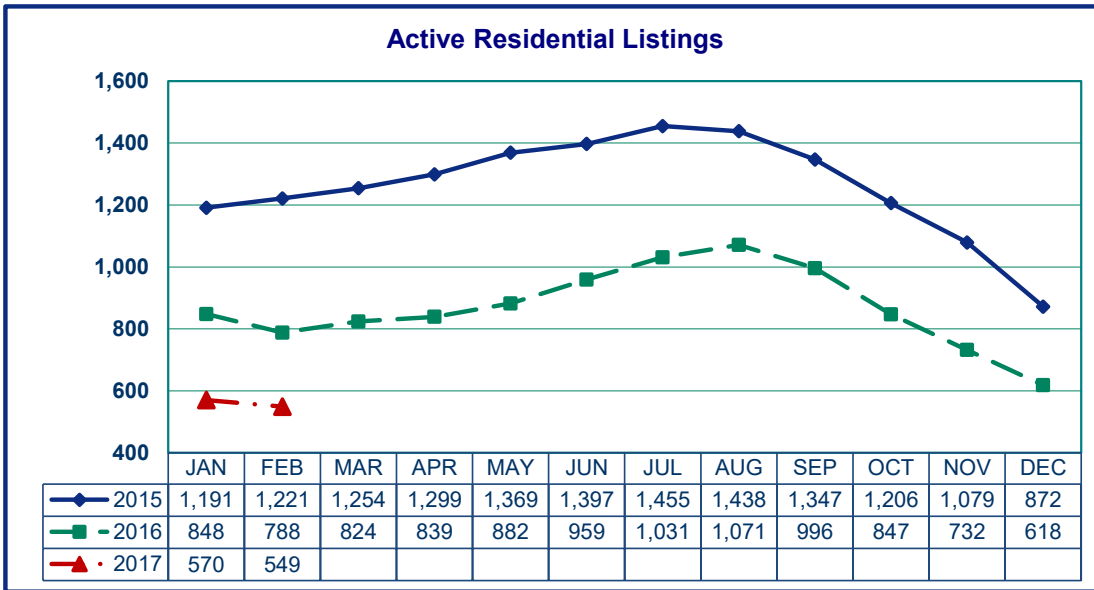
AREA REPORT • 2/2017

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/Cancelled 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 | 11 | 4 | 2 | 3 | 200.0% | 0 | - | - | 7 | 4 | 33.3% | 1 | 65,000 | 65,000 | 184 | 3.7% | - | - | - | - | - | - |
| 226 | Florence Green Trees | 11 | 4 | 1 | 4 | -20.0% | 2 | 99,800 | 187 | 10 | 7 | -12.5% | 2 | 99,800 | 99,800 | 187 | 0.1% | - | - | - | - | - | - |
| 227 | Florence Florentine | 8 | 4 | 0 | 4 | 300.0% | 3 | 274,600 | 91 | 7 | 7 | 600.0% | 5 | 264,700 | 259,500 | 95 | 20.0% | - | - | - | - | - | - |
| 228 | Florence Town | 49 | 22 | - | 14 | -44.0% | 15 | 248,000 | 100 | 32 | 29 | -9.4% | 25 | 237,200 | 207,000 | 118 | 11.4% | 1 | 300,000 | 4 | 37,800 | - | - |
| 229 | Florence Beach | 20 | 7 | 2 | 4 | 0.0% | 6 | 199,600 | 200 | 14 | 10 | 0.0% | 9 | 234,700 | 192,000 | 171 | -1.4% | - | - | 5 | 46,000 | - | - |
| 230 | Florence North | 27 | 5 | - | 5 | 150.0% | 2 | 240,100 | 63 | 8 | 7 | 40.0% | 5 | 231,700 | 260,000 | 88 | 10.4% | - | - | 1 | 99,900 | - | - |
| 231 | Florence South/ Dunes City | 22 | 2 | 2 | 2 | -33.3% | 3 | 199,800 | 359 | 5 | 7 | -12.5% | 7 | 251,900 | 185,000 | 298 | 6.5% | - | - | 2 | 147,800 | - | - |
| 238 | Florence East/ Mapleton | 15 | 3 | 2 | 3 | -40.0% | 1 | 155,000 | 221 | 11 | 5 | -28.6% | 1 | 155,000 | 155,000 | 221 | 3.5% | - | - | 1 | 240,000 | 1 | 105,000 |
| | Grand Total | 163 | 51 | 9 | 39 | -15.2% | 32 | 224,200 | 149 | 94 | 76 | 2.7% | 55 | 231,000 | 207,000 | 150 | 10.3% | 1 | 300,000 | 13 | 78,200 | 1 | 105,000 |
| 232 | Hayden Bridge | 8 | 11 | 1 | 15 | 66.7% | 10 | 281,100 | 205 | 18 | 22 | 37.5% | 18 | 253,600 | 248,500 | 140 | 10.2% | - | - | - | - | 2 | 227,500 |
| 233 | McKenzie Valley | 35 | 8 | 1 | 7 | -12.5% | 1 | 330,000 | 1 | 18 | 14 | -6.7% | 5 | 332,800 | 330,000 | 31 | -1.7% | - | - | 3 | 142,300 | - | - |
| 234 | Pleasant Hill/Oak | 32 | 10 | 8 | 9 | -52.6% | 6 | 179,800 | 71 | 20 | 17 | -46.9% | 15 | 251,700 | 165,000 | 130 | 9.7% | - | - | 2 | 530,300 | 1 | 215,000 |
| 235 | South Lane Properties | 79 | 42 | 7 | 36 | -23.4% | 25 | 203,000 | 128 | 74 | 63 | -14.9% | 51 | 218,800 | 200,000 | 113 | 7.8% | 1 | 555,000 | 8 | 104,200 | 1 | 220,000 |
| 236 | West Lane Properties | 38 | 22 | 5 | 18 | -25.0% | 10 | 236,900 | 47 | 45 | 34 | -27.7% | 22 | 225,400 | 198,000 | 53 | 4.8% | - | - | 3 | 162,000 | - | - |
| 237 | Junction City | 32 | 16 | 3 | 18 | 5.9% | 12 | 283,100 | 90 | 29 | 36 | 16.1% | 25 | 260,100 | 265,000 | 75 | 12.5% | - | - | 5 | 135,700 | - | - |
| 239 | Thurston | 39 | 36 | 6 | 31 | -26.2% | 10 | 236,000 | 35 | 56 | 52 | -23.5% | 29 | 239,700 | 220,000 | 42 | 10.3% | - | - | 1 | 44,000 | 2 | 242,500 |
| 240 | Coburg I-5 | 5 | 1 | 1 | 3 | -57.1% | 3 | 356,000 | 58 | 6 | 6 | -33.3% | 5 | 441,800 | 238,000 | 35 | 23.1% | - | - | - | - | - | - |
| 241 | N Gilham | 32 | 15 | 3 | 12 | -40.0% | 10 | 262,300 | 42 | 31 | 23 | -34.3% | 23 | 262,600 | 239,900 | 55 | 8.7% | - | - | - | - | - | - |
| 242 | Ferry Street Bridge | 32 | 32 | 11 | 29 | 20.8% | 24 | 306,100 | 65 | 58 | 45 | 4.7% | 55 | 318,500 | 288,500 | 80 | 8.8% | - | - | - | - | - | - |
| 243 | E Eugene | 32 | 40 | 9 | 27 | 35.0% | 16 | 265,500 | 58 | 54 | 44 | -6.4% | 33 | 314,700 | 290,000 | 72 | 13.1% | - | - | 7 | 100,000 | 1 | 353,000 |
| 244 | SW Eugene | 56 | 32 | 9 | 37 | -17.8% | 30 | 320,700 | 97 | 64 | 70 | -13.6% | 53 | 326,300 | 279,000 | 88 | 7.2% | - | - | 2 | 71,000 | - | - |
| 245 | W Eugene | 19 | 13 | 0 | 8 | -33.3% | 7 | 229,900 | 25 | 25 | 15 | -37.5% | 16 | 221,800 | 156,000 | 44 | 8.1% | - | - | - | - | - | - |
| 246 | Danebo | 32 | 43 | 5 | 44 | 4.8% | 27 | 189,400 | 54 | 77 | 81 | 9.5% | 57 | 196,400 | 200,000 | 50 | 18.6% | - | - | - | - | 3 | 236,600 |
| 247 | River Road | 11 | 11 | 0 | 8 | -55.6% | 10 | 259,200 | 36 | 23 | 24 | -14.3% | 23 | 246,500 | 236,000 | 56 | 9.6% | - | - | - | - | 2 | 767,500 |
| 248 | Santa Clara | 29 | 27 | 2 | 20 | -37.5% | 19 | 298,600 | 43 | 49 | 51 | -8.9% | 45 | 272,200 | 256,900 | 47 | 8.4% | - | - | 3 | 84,300 | 1 | 284,000 |
| 249 | Springfield | 29 | 31 | 5 | 40 | 21.2% | 20 | 184,300 | 38 | 62 | 64 | -5.9% | 43 | 199,500 | 185,000 | 54 | 13.9% | 1 | 228,000 | 3 | 267,700 | 6 | 274,200 |
| 250 | Mohawk Valley | 9 | 3 | 0 | 7 | 600.0% | 7 | 347,100 | 188 | 10 | 12 | 500.0% | 10 | 346,500 | 355,500 | 141 | 25.5% | - | - | 3 | 176,100 | - | - |
| | Grand Total | 549 | 393 | 76 | 369 | -12.1% | 247 | 256,800 | 75 | 719 | 673 | -10.3% | 528 | 260,800 | 239,000 | 72 | 8.8% | 2 | 391,500 | 40 | 148,900 | 19 | 310,600 |

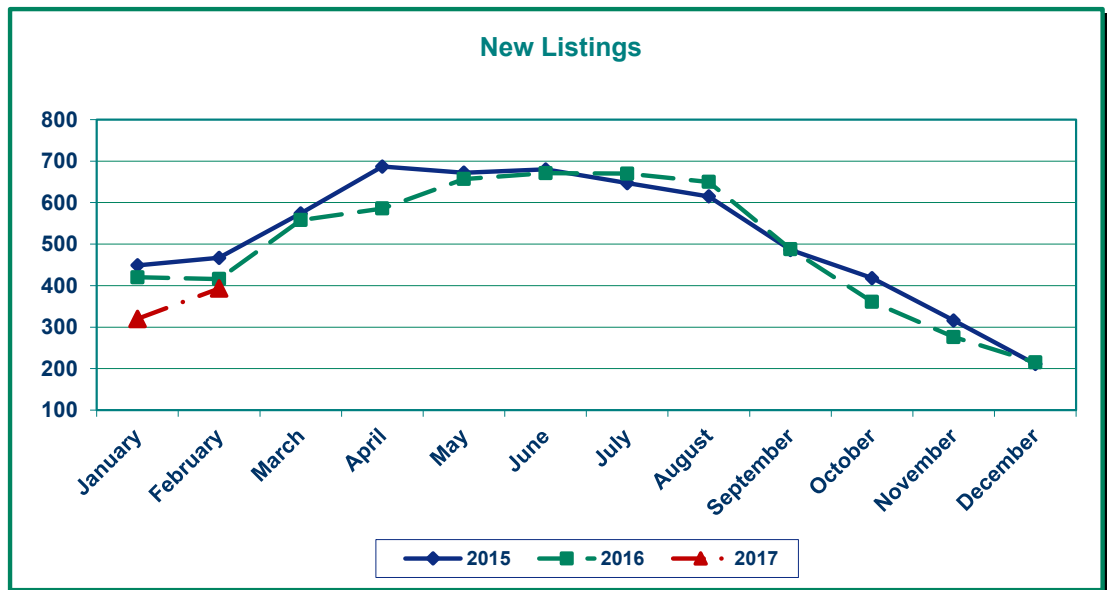
ACTIVE RESIDENTIAL LISTINGS GREATER LANE COUNTY, OR

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 February 2017 with February 2016. The Year-To-Date section compares 2017 year-to-date statistics through February with 2016 year-to-date statistics through February.

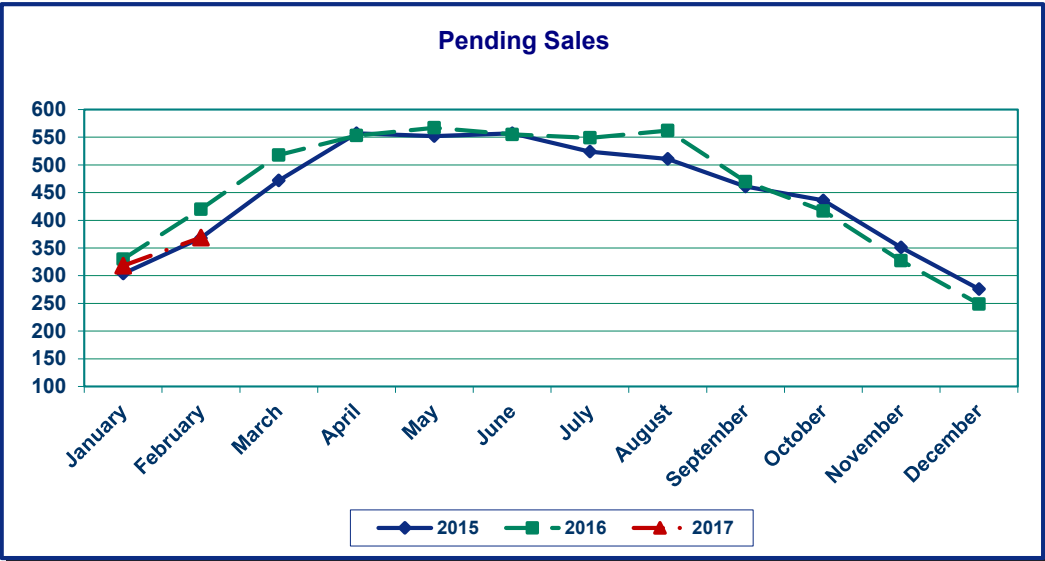
² % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/16-2/28/17) with 12 months before (3/1/15-2/29/16).

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

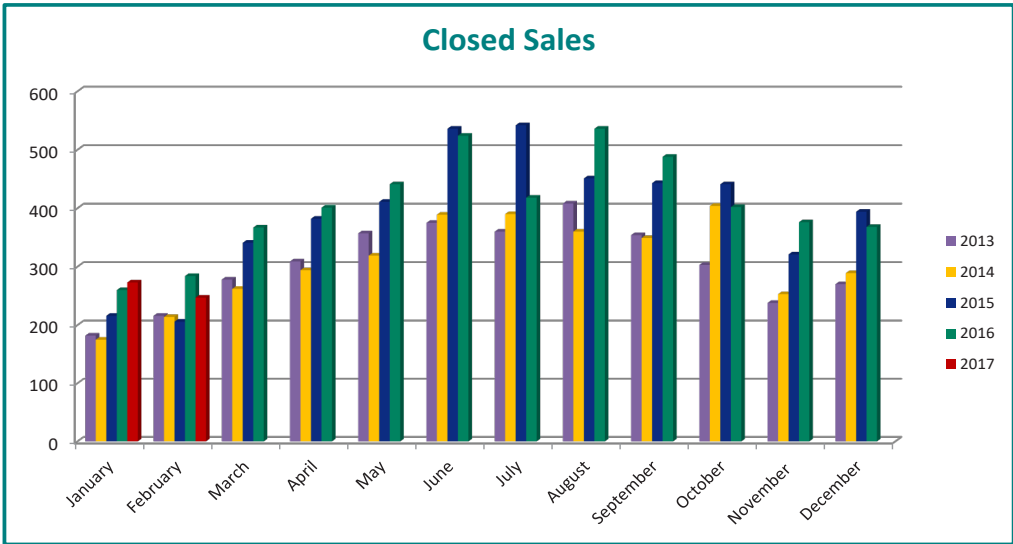
This graph represents monthly accepted offers in Greater Lane County, Oregon, over the past three calendar years.



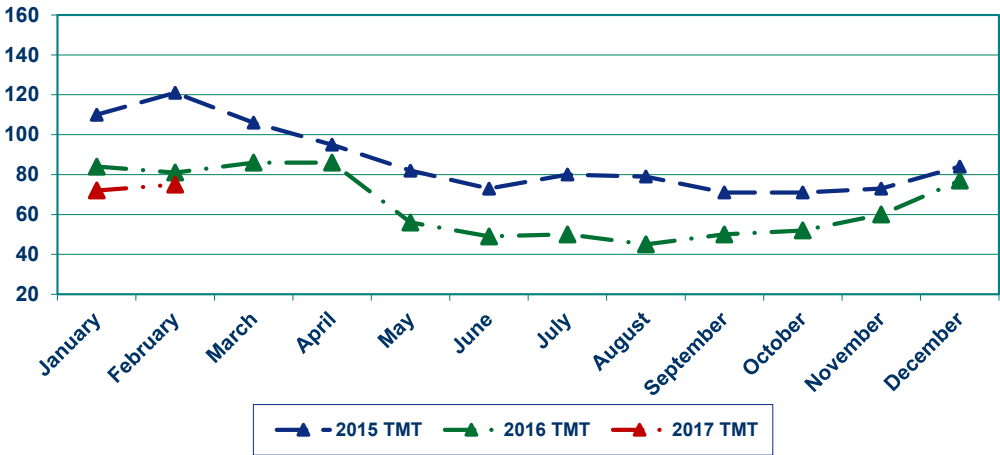
CLOSED SALES

GREATER LANE COUNTY, OR

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



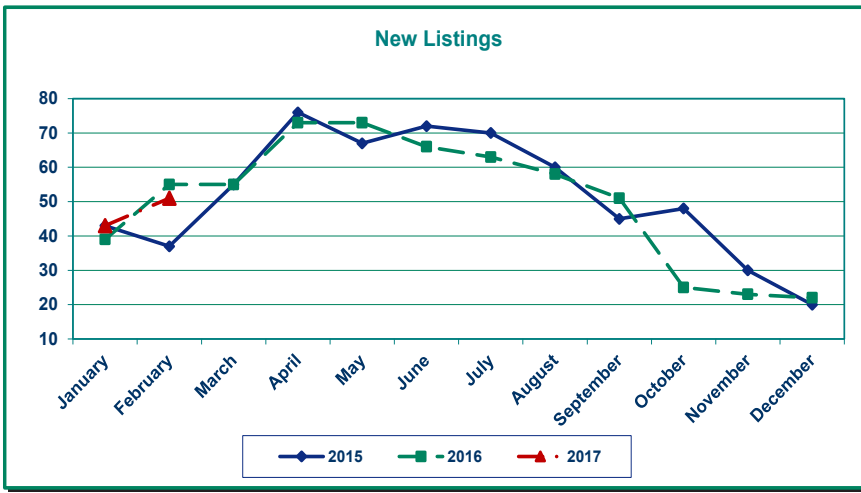
Average Total Market Time



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

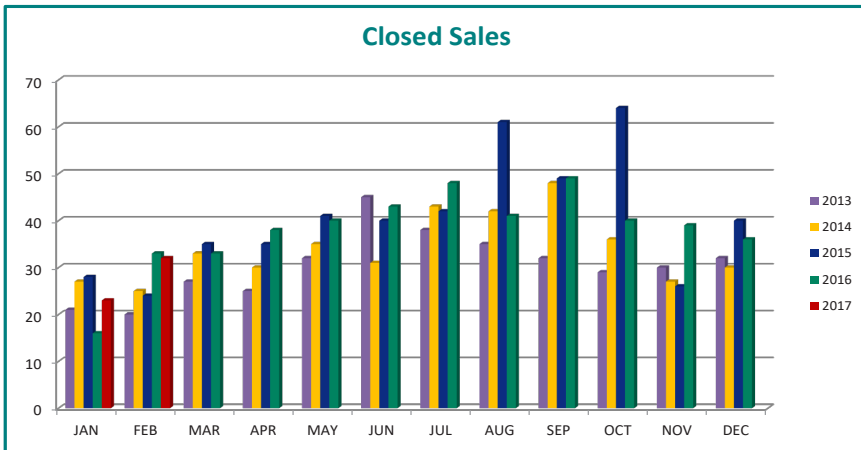
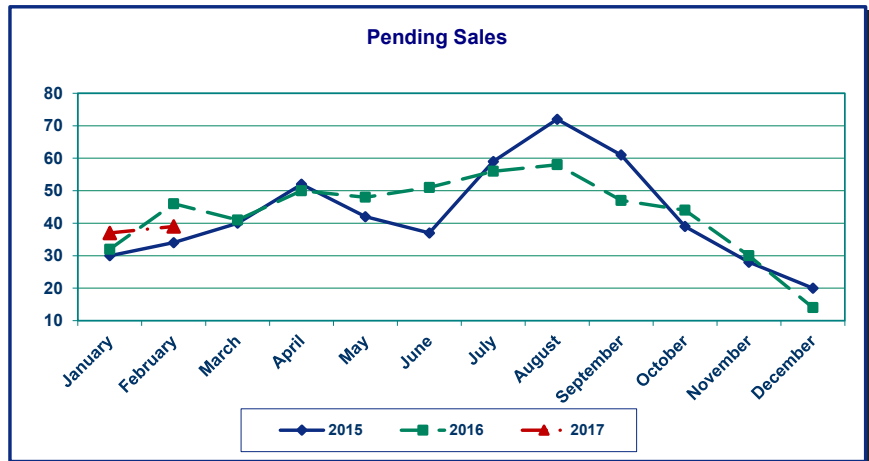
FLORENCE, OR

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.

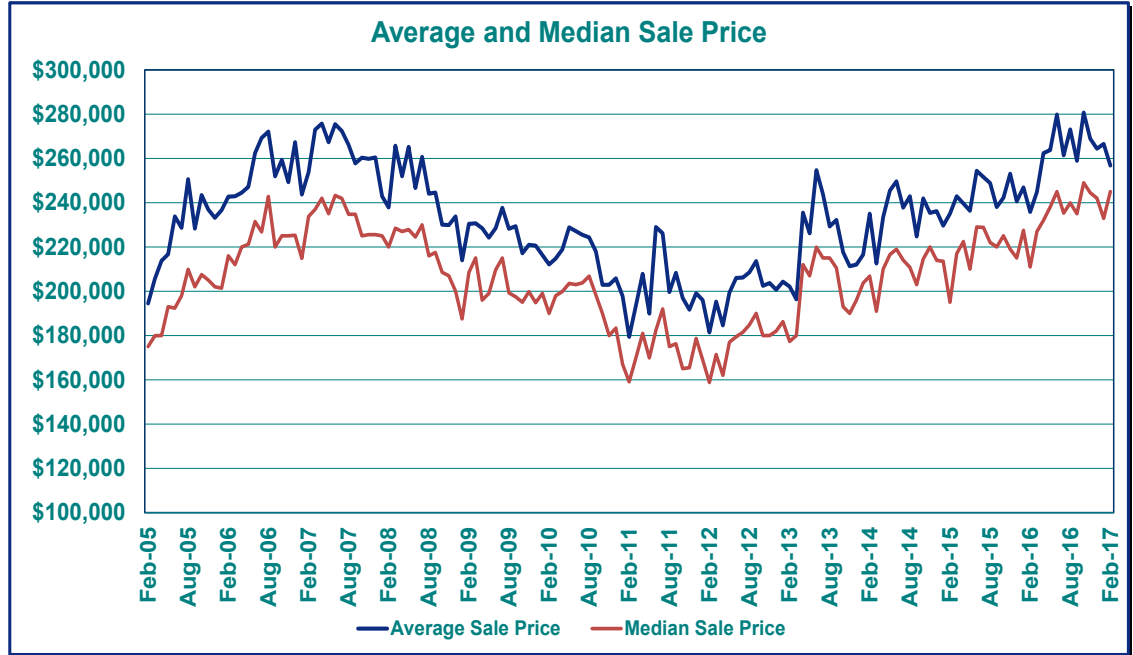
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