

# MARKET ACTION

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

Residential Review: Lane County, Oregon

November 2017 Reporting Period

## November Residential Highlights

Lane County saw gains this November compared to November 2016, despite some cooling from last month. New listings, at 345, ended 25.0% ahead of November 2016 (276) and were the best November for new listings in the county since 2009, when 355 were offered.

Pending sales, at 366, outpaced November 2016 (327) by 11.9% despite a 23.3% decrease from October 2017 (477). Similarly, closed sales (394) saw a 4.8% increase over November 2016 (376) but a 7.9% decrease compared to last month in October 2017 (428).

Inventory in Lane County held steady in November at 2.0 months, with total market time increasing slightly to 45 days.

## Year to Date Summary

Comparing the first eleven months in 2017 to the same period in 2016, new listings (6,142) have increased 3.4% and closed sales (4,808) have increased 0.8%, while pending sales (4,968) have decreased 0.9%.

## Average and Median Sale Prices

Comparing 2017 to 2016 through November of each year, the average sale price rose 9.4% from \$263,500 to \$288,300. In the same comparison, the median sale price rose 9.9% from \$236,500 to \$260,000.

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	2.2
October	2.7	2.1	2.0
November	3.4	1.9	2.0
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	
<b>Average Sale Price % Change:</b>	+9.4% (\$286,600 v. \$261,900)
<b>Median Sale Price % Change:</b>	+10.6% (\$260,000 v. \$235,000)

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	November	345	366	394	288,400	265,000	45
	October	446	477	428	284,600	265,000	39
	Year-to-date	6,142	4,968	4,808	288,300	260,000	49
2016	November	276	327	376	268,900	244,500	60
	Year-to-date	5,940	5,013	4,771	263,500	236,500	61
Change	November	25.0%	11.9%	4.8%	7.3%	8.4%	-24.8%
	Prev Mo 2017	-22.6%	-23.3%	-7.9%	1.3%	0.0%	15.4%
	Year-to-date	3.4%	-0.9%	0.8%	9.4%	9.9%	-19.6%

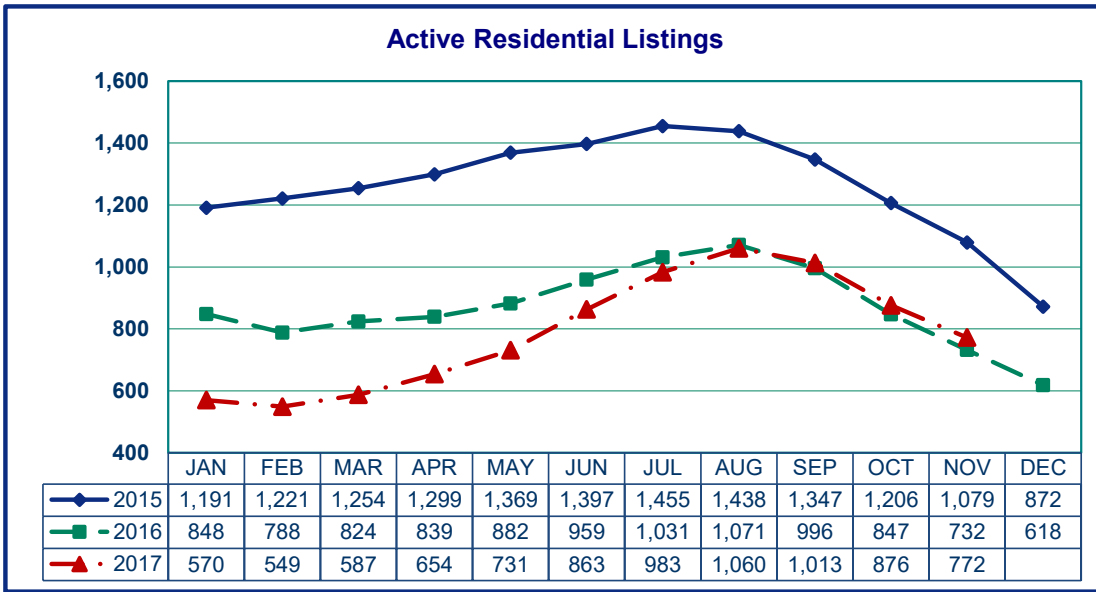
# AREA REPORT • 11/2017

## 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 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2017 v. 2016 <sup>1</sup>	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change <sup>2</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
225	Florence Coast Village	8	5	0	1	0.0%	2	50,300	42	32	28	75.0%	26	76,300	65,000	121	1.8%	-	-	6	51,400	-	-
226	Florence Green Trees	8	4	1	1	-66.7%	4	124,500	9	63	54	31.7%	49	131,900	132,500	63	23.5%	-	-	-	-	-	-
227	Florence Florentine	8	4	1	1	-50.0%	6	240,200	100	40	39	69.6%	40	259,500	248,300	125	8.0%	-	-	1	64,000	-	-
228	Florence Town	51	10	-	15	-11.8%	14	279,700	62	195	159	-16.8%	149	244,500	235,000	104	10.0%	6	194,000	15	42,700	9	377,500
229	Florence Beach	28	7	4	6	50.0%	11	330,900	102	104	80	17.6%	72	290,900	255,500	120	15.5%	1	1,250,000	15	60,300	-	-
230	Florence North	22	1	4	3	200.0%	7	348,900	115	63	48	2.1%	45	276,300	299,000	153	-7.3%	1	1,700,000	10	81,700	-	-
231	Florence South/Dunes City	23	3	4	-	-100.0%	5	273,200	826	59	40	-18.4%	43	348,100	310,000	245	6.6%	2	250,000	14	72,800	-	-
232	Florence East/Mapleton	22	4	2	6	500.0%	4	199,600	47	62	31	3.3%	28	236,500	245,000	98	12.8%	1	700,000	7	135,700	1	105,000
	Grand Total	170	38	16	33	10.0%	53	268,000	148	618	479	3.0%	452	243,900	225,000	123	6.7%	11	483,100	68	69,200	10	350,300
232	Hayden Bridge	20	10	4	11	0.0%	16	249,200	54	165	135	1.5%	128	271,600	260,000	48	10.4%	1	430,000	1	95,000	14	259,600
233	McKenzie Valley	38	5	8	9	125.0%	7	393,600	76	153	110	-1.8%	102	382,200	329,500	106	19.6%	-	-	13	128,100	-	-
234	Pleasant Hill/Oak	38	3	4	11	10.0%	12	296,700	31	207	153	-22.3%	148	256,300	222,000	79	2.9%	1	100,000	28	105,600	6	256,900
235	South Lane Properties	100	39	16	46	39.4%	40	278,300	65	618	474	2.6%	447	258,000	235,000	62	11.5%	6	706,900	46	133,500	6	251,200
236	West Lane Properties	49	20	6	17	30.8%	18	390,900	72	320	246	-9.6%	234	291,000	250,500	62	21.8%	-	-	31	128,900	1	221,000
237	Junction City	40	15	8	18	20.0%	11	218,800	22	236	194	-5.4%	182	273,600	259,800	72	2.5%	2	1,196,300	26	138,500	3	382,700
239	Thurston	41	22	9	30	66.7%	36	257,600	49	428	373	-2.4%	362	264,000	249,900	43	15.7%	1	500,000	19	65,800	20	260,800
240	Coburg I-5	6	3	-	3	0.0%	2	195,500	16	54	40	29.0%	37	422,200	355,000	53	8.7%	1	90,000	3	378,300	-	-
241	N Gilham	34	14	6	10	-23.1%	14	445,300	46	253	200	11.7%	201	363,500	322,500	54	8.4%	-	-	1	55,000	3	362,000
242	Ferry Street Bridge	47	22	4	20	-20.0%	36	315,500	38	430	348	-4.9%	369	328,800	301,500	47	4.4%	-	-	7	115,000	8	359,200
243	E Eugene	52	22	9	31	24.0%	32	328,400	48	484	376	0.0%	364	363,800	324,600	42	2.9%	5	696,600	29	135,600	13	410,500
244	SW Eugene	94	43	15	36	0.0%	41	347,000	52	711	561	0.5%	536	366,500	325,000	61	10.0%	-	-	30	227,600	8	370,400
245	W Eugene	24	13	5	14	27.3%	14	238,400	40	203	162	3.8%	151	242,300	215,000	35	5.3%	4	1,215,400	4	149,700	20	345,800
246	Danebo	50	48	5	41	5.1%	37	214,900	40	636	564	6.0%	552	215,100	228,000	29	12.9%	1	244,000	6	38,600	9	239,700
247	River Road	16	10	3	13	-43.5%	10	272,800	39	210	180	-27.4%	175	250,800	240,000	34	11.6%	-	-	2	127,500	9	371,400
248	Santa Clara	56	30	13	28	40.0%	26	295,600	39	476	389	6.0%	372	289,400	283,100	35	9.4%	1	1,675,000	17	97,000	6	261,200
249	Springfield	57	25	7	25	-3.8%	38	201,200	22	502	414	5.3%	403	210,200	200,000	34	10.6%	4	302,500	13	146,400	35	371,700
250	Mohawk Valley	10	1	0	3	50.0%	4	356,100	55	56	49	11.4%	45	337,000	317,000	103	3.0%	-	-	9	181,400	-	-
	Grand Total	772	345	122	366	11.9%	394	288,400	45	6,142	4,968	-0.9%	4,808	288,300	260,000	49	9.4%	27	712,100	285	135,900	161	326,200

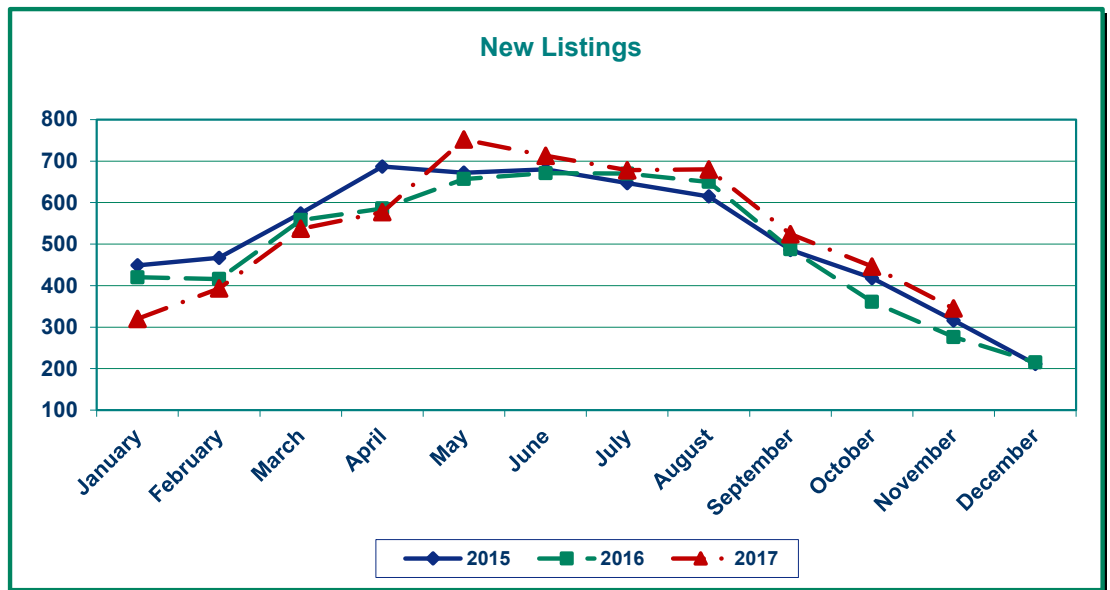
**ACTIVE RESIDENTIAL LISTINGS**  
GREATER LANE COUNTY, OR

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



**NEW LISTINGS**  
GREATER LANE COUNTY, OR

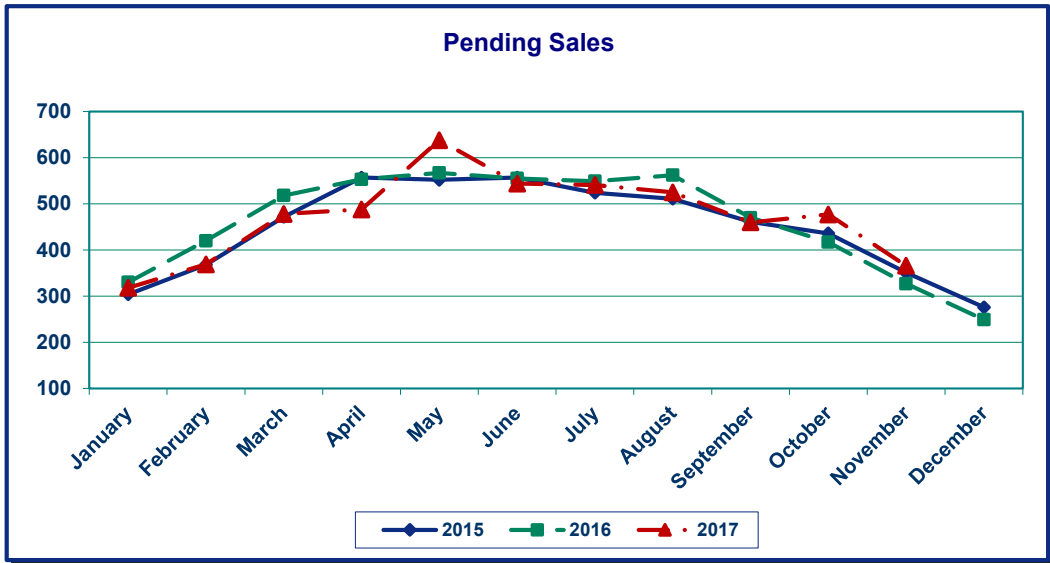
*This graph shows the new residential listings over the past three calendar years in Greater Lane County, Oregon.*



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

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (12/1/16-11/30/17) with 12 months before (12/1/15-11/30/16).

<sup>3</sup> 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

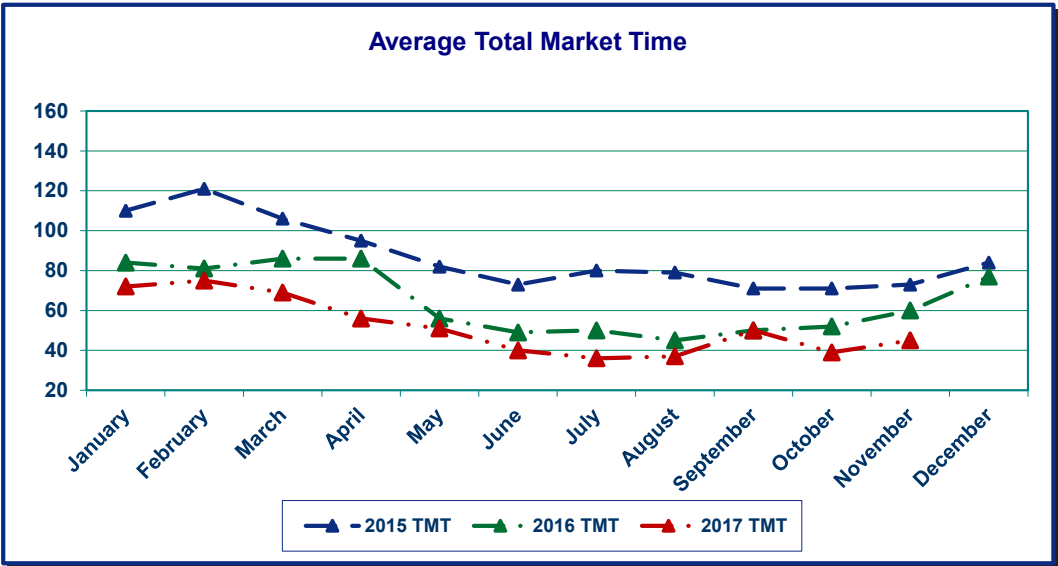
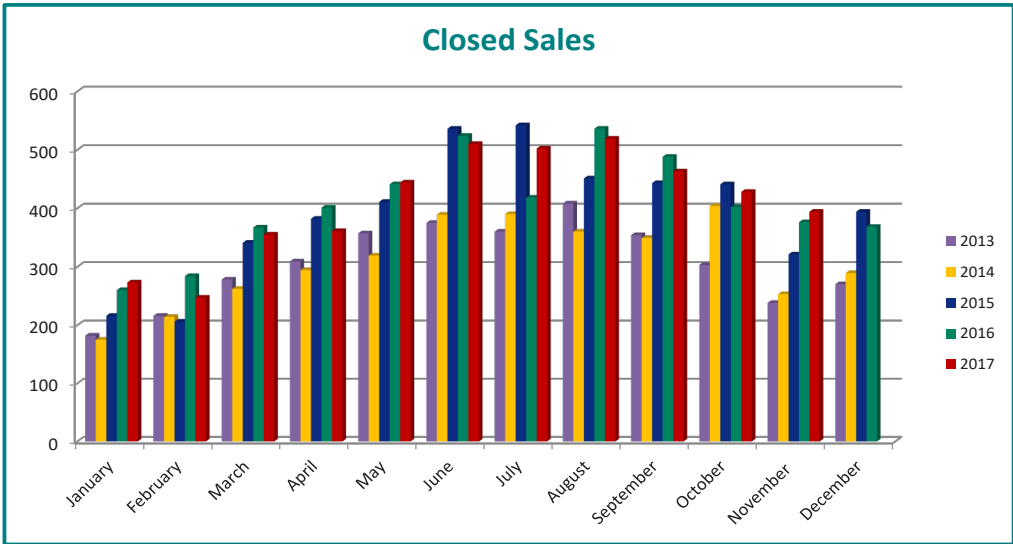
### GREATER LANE COUNTY, OR

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

## CLOSED SALES

### GREATER LANE COUNTY, OR

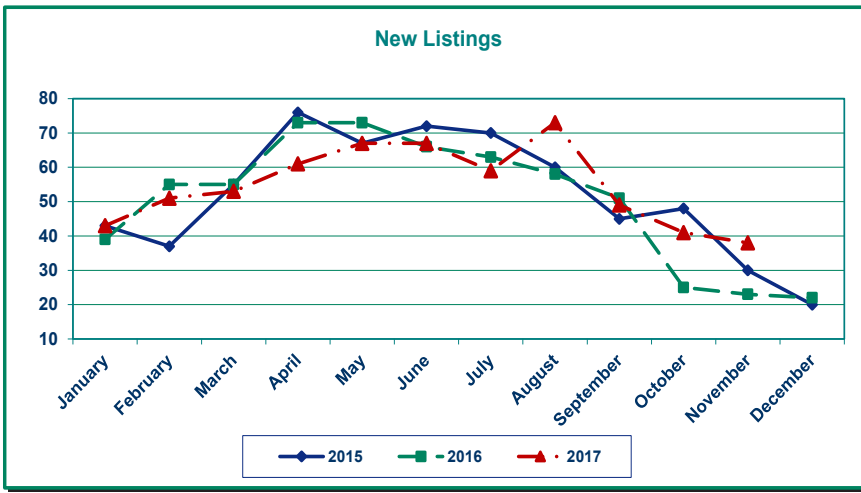
*This graph shows the closed sales over the past five calendar years in Greater Lane County, Oregon.*



## 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

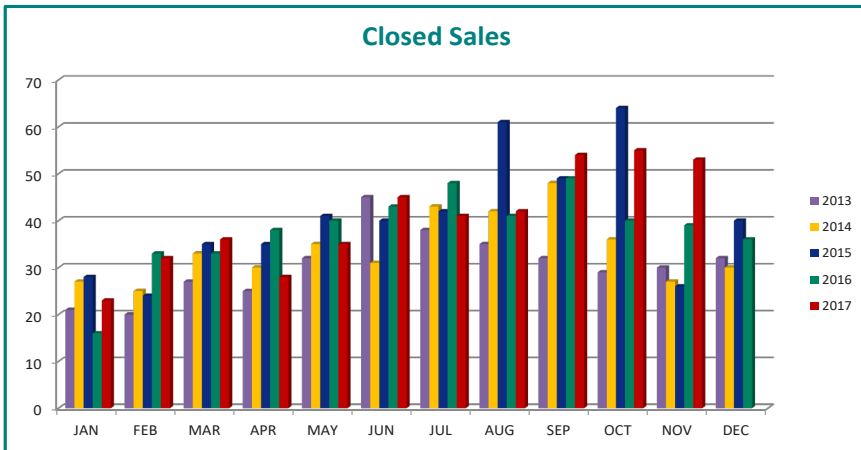
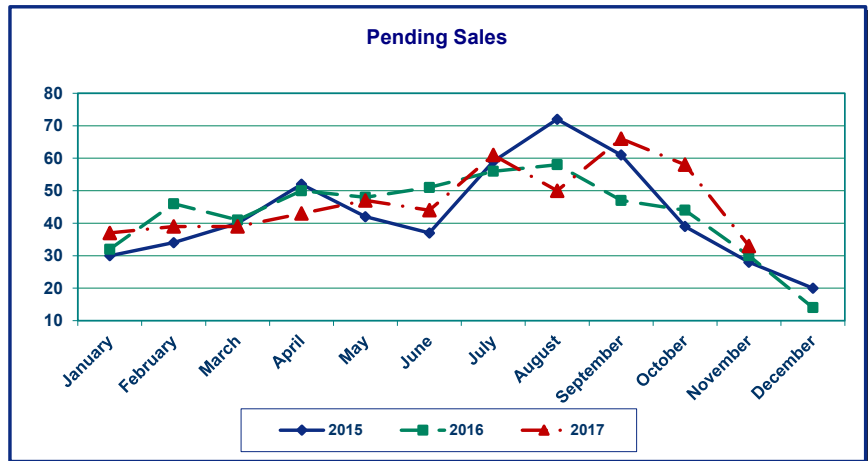
### FLORENCE, OR

*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

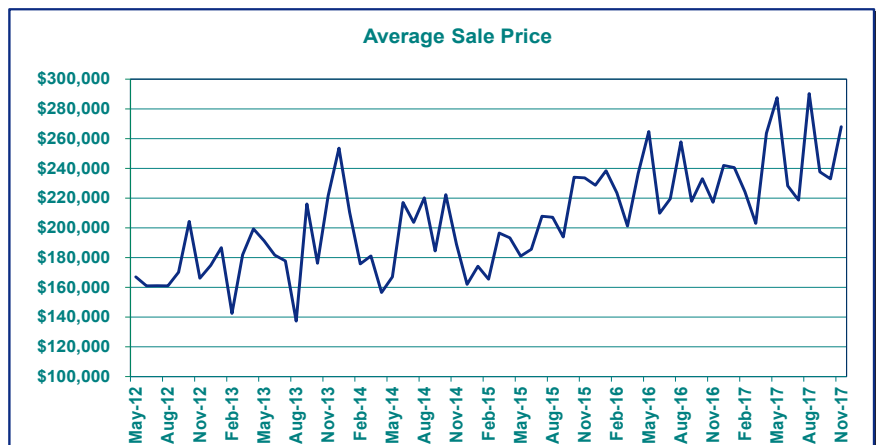
### FLORENCE, OR

*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.*

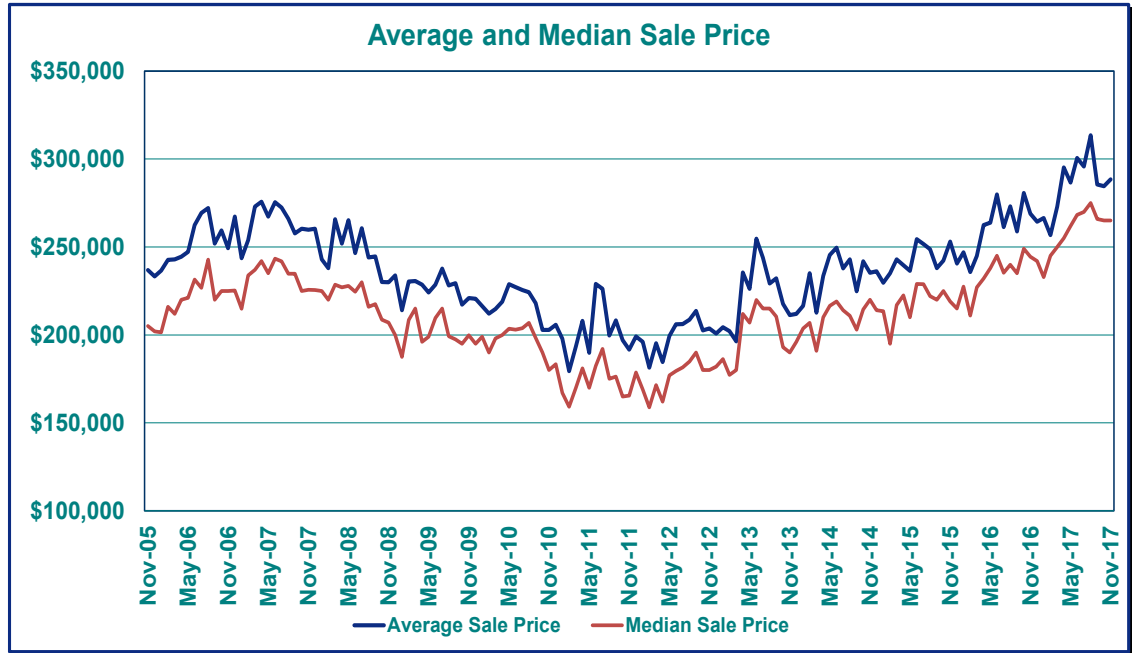
**Contact RMLS™**  
8338 NE Alderwood Rd  
Suite 230  
Portland, OR 97220  
(503) 236-7657  
communications@rmls.com

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