

MARKET ACTION



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

Residential Review: Lane County, Oregon

January 2012 Reporting Period

January Residential Highlights

Comparing January 2012 with January 2011, sales activity showed strong gains. Closed sales rose 28.6% (198 v. 154), which represents the most closed sales for January in the last five years (see graph on page 4). Pending sales also increased from 222 to 249 (12.2%). New listings fell 19% (375 v. 463).

The combination of higher sales and fewer new listings created a much lower listing inventory for this season than seen in the previous two years. At January's rate of sales, the active listing count of 1,542 would be exhausted in only 7.8 months. (See chart to the right.)

A comparison of December 2011 with January 2012 shows a decrease in closed sales from 230 to 198 (-13.9%). Pending sales rose 9.21% from 228 to 249. New listings also increased by 62.3% (231 v. 375).

Sale Prices

When comparing January 2011 to January 2012, the average sale price varied less than one percent, while the median sale price increased by 1.2%.

Comparing January with the previous month of December 2011 also shows a very small variation in the average price (-1.6%), but the median price declined 5.4% in the same comparison. Over the rolling twelve month calculation shown below, which compares February 2010-January 2011 with February 2011-January 2012, the median price dropped 10.3% and the average price declined 6.3%.

| Percent Change of 12-Month Sale Price Compared With The Previous 12 Months | |
|--|---------------------------------|
| Average Sale Price % Change: | -6.3% (\$202,200 v. \$215,900) |
| Median Sale Price % Change: | -10.3% (\$174,900 v. \$195,000) |

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 | |
| March | 7.8 | 8.6 | |
| April | 7.3 | 8.0 | |
| May | 7.2 | 7.6 | |
| June | 7.2 | 7.0 | |
| July | 11.9 | 8.6 | |
| August | 10.7 | 7.7 | |
| 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.

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 | January | 375 | 249 | 198 | 196,000 | 169,000 | 125 |
| | Year-to-date | 375 | 249 | 198 | 196,000 | 169,000 | 125 |
| 2011 | January | 463 | 222 | 154 | 197,800 | 167,000 | 143 |
| | Year-to-date | 463 | 222 | 154 | 197,800 | 167,000 | 143 |
| Change | January | -19.0% | 12.2% | 28.6% | -0.9% | 1.2% | -12.9% |
| | Year-to-date | -19.0% | 12.2% | 28.6% | -0.9% | 1.2% | -12.9% |

*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.

AREA REPORT • 1/2012

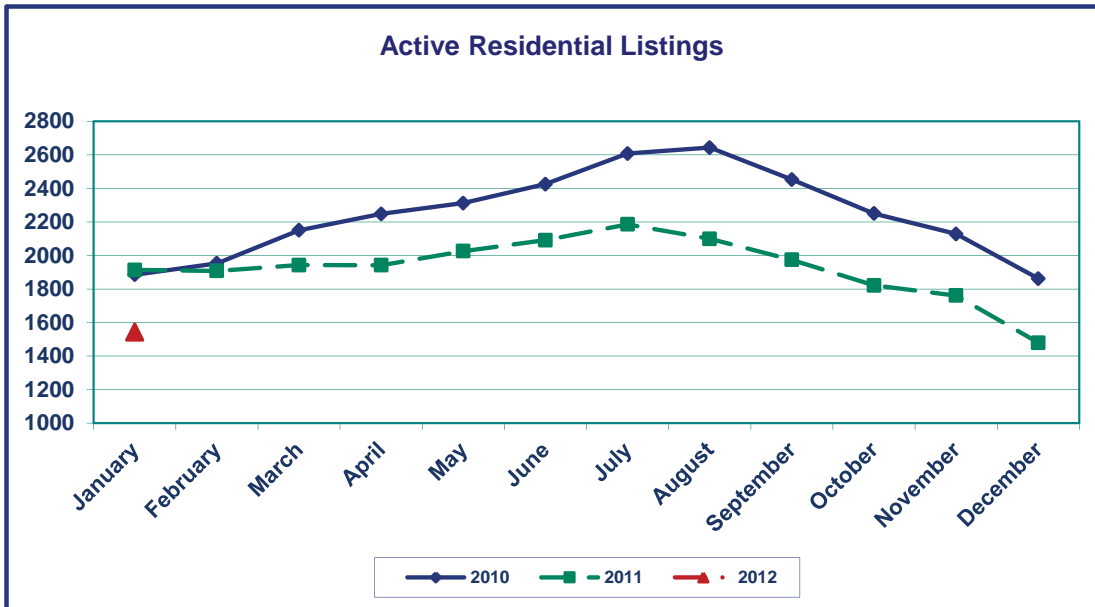
Lane County, Oregon

| | | 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 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 | Avg. Sale Price % Change ² | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 225 | Florence Coast Village | 21 | 1 | - | - | -100.0% | - | - | - | 1 | - | - | - | - | - | 1.7% | - | - | - | - | - | - |
| 226 | Florence Green Trees | 38 | 6 | 1 | 3 | 0.0% | 1 | 220,000 | 111 | 6 | 3 | 0.0% | 1 | 220,000 | 220,000 | -1.7% | - | - | - | - | - | - |
| 227 | Florence Florentine | 29 | 1 | 2 | 1 | 0.0% | 1 | 115,000 | 563 | 1 | 1 | 0.0% | 1 | 115,000 | 115,000 | -9.7% | - | - | - | - | - | - |
| 228 | Florence Town | 132 | 17 | 9 | 9 | 125.0% | 11 | 144,500 | 316 | 17 | 9 | 125.0% | 11 | 144,500 | 129,000 | -6.6% | - | - | - | - | - | - |
| 229 | Florence Beach | 54 | 2 | 4 | 2 | -50.0% | 6 | 189,500 | 173 | 2 | 2 | -50.0% | 6 | 189,500 | 177,000 | -12.0% | - | - | 1 | 42,500 | - | - |
| 230 | Florence North | 38 | 1 | 3 | 3 | 50.0% | 2 | 60,000 | 195 | 1 | 3 | 50.0% | 2 | 60,000 | 60,000 | -22.5% | - | - | - | - | - | - |
| 231 | Florence South/ Dunes City | 51 | 4 | 4 | 2 | - | 3 | 90,000 | 109 | 4 | 2 | - | 3 | 90,000 | 95,000 | 0.2% | - | - | - | - | - | - |
| 238 | Florence East/ Mapleton | 32 | 7 | 2 | 2 | - | - | 0 | - | 7 | 2 | - | 0 | 0 | - | 2.2% | - | - | 2 | 104,000 | - | - |
| | Grand Total | 395 | 39 | 25 | 22 | 46.7% | 24 | 143,800 | 246 | 39 | 22 | 46.7% | 24 | 143,800 | 137,000 | -5.2% | - | - | 3 | 83,500 | - | - |
| 232 | Hayden Bridge | 33 | 6 | 6 | 3 | -66.7% | 6 | 171,500 | 123 | 6 | 3 | -66.7% | 6 | 171,500 | 168,500 | -9.8% | - | - | - | - | 0 | - |
| 233 | McKenzie Valley | 72 | 12 | 8 | 8 | 700.0% | 4 | 300,100 | 182 | 12 | 8 | 700.0% | 4 | 300,100 | 303,500 | 3.8% | - | - | 1 | 86,500 | 0 | - |
| 234 | Pleasant Hill/Oak | 109 | 13 | 16 | 15 | 25.0% | 10 | 211,400 | 154 | 13 | 15 | 25.0% | 10 | 211,400 | 149,800 | 7.9% | - | - | 1 | 35,000 | 0 | - |
| 235 | South Lane Properties | 202 | 40 | 28 | 17 | -5.6% | 23 | 176,500 | 117 | 40 | 17 | -5.6% | 23 | 176,500 | 155,000 | -6.6% | - | - | 1 | 38,000 | 1 | 153,000 |
| 236 | West Lane Properties | 87 | 18 | 17 | 12 | 0.0% | 9 | 158,800 | 153 | 18 | 12 | 0.0% | 9 | 158,800 | 107,500 | -15.6% | 1 | 140,000 | - | - | 0 | - |
| 237 | Junction City | 102 | 13 | 11 | 10 | 25.0% | 9 | 207,900 | 182 | 13 | 10 | 25.0% | 9 | 207,900 | 155,000 | -4.1% | 1 | 95,500 | - | - | 0 | - |
| 239 | Thurston | 106 | 35 | 9 | 29 | 61.1% | 20 | 158,700 | 84 | 35 | 29 | 61.1% | 20 | 158,700 | 151,500 | -3.6% | - | - | 1 | 70,000 | 0 | - |
| 240 | Coburg I-5 | 22 | 2 | 2 | 4 | -20.0% | 4 | 257,300 | 151 | 2 | 4 | -20.0% | 4 | 257,300 | 165,200 | 4.8% | - | - | - | - | 0 | - |
| 241 | N Gilham | 58 | 16 | 9 | 12 | 71.4% | 13 | 284,600 | 177 | 16 | 12 | 71.4% | 13 | 284,600 | 280,000 | 1.3% | - | - | - | - | 0 | - |
| 242 | Ferry Street Bridge | 91 | 22 | 8 | 22 | 57.1% | 18 | 260,100 | 141 | 22 | 22 | 57.1% | 18 | 260,100 | 211,000 | -5.7% | - | - | - | - | 0 | - |
| 243 | E Eugene | 94 | 28 | 6 | 17 | 21.4% | 8 | 292,900 | 190 | 28 | 17 | 21.4% | 8 | 292,900 | 272,500 | -0.1% | - | - | - | - | 0 | - |
| 244 | SW Eugene | 156 | 35 | 17 | 19 | 26.7% | 17 | 232,900 | 132 | 35 | 19 | 26.7% | 17 | 232,900 | 198,000 | -7.7% | - | - | 1 | 69,900 | 1 | 210,000 |
| 245 | W Eugene | 31 | 9 | 4 | 6 | -33.3% | 2 | 135,500 | 211 | 9 | 6 | -33.3% | 2 | 135,500 | 135,500 | -16.7% | - | - | - | - | 1 | 349,900 |
| 246 | Danebo | 136 | 48 | 14 | 19 | -38.7% | 22 | 130,100 | 78 | 48 | 19 | -38.7% | 22 | 130,100 | 128,800 | -11.2% | - | - | - | - | 1 | 110,000 |
| 247 | River Road | 40 | 15 | 3 | 12 | 20.0% | 7 | 122,500 | 159 | 15 | 12 | 20.0% | 7 | 122,500 | 125,000 | -12.7% | - | - | - | - | 0 | - |
| 248 | Santa Clara | 86 | 28 | 8 | 16 | -5.9% | 11 | 195,200 | 89 | 28 | 16 | -5.9% | 11 | 195,200 | 172,000 | -8.3% | - | - | - | - | 0 | - |
| 249 | Springfield | 93 | 32 | 9 | 25 | 25.0% | 12 | 122,200 | 38 | 32 | 25 | 25.0% | 12 | 122,200 | 110,100 | -11.7% | - | - | - | - | 3 | 153,600 |
| 250 | Mohawk Valley | 24 | 3 | 2 | 3 | 50.0% | 3 | 203,700 | 147 | 3 | 3 | 50.0% | 3 | 203,700 | 260,000 | -3.5% | - | - | - | - | 0 | - |
| | Grand Total | 1,542 | 375 | 177 | 249 | 12.2% | 198 | 196,000 | 125 | 375 | 249 | 12.2% | 198 | 196,000 | 169,000 | -6.4% | 2 | 117,800 | 5 | 59,900 | 7 | 183,400 |

ACTIVE RESIDENTIAL LISTINGS

LANE COUNTY, OR

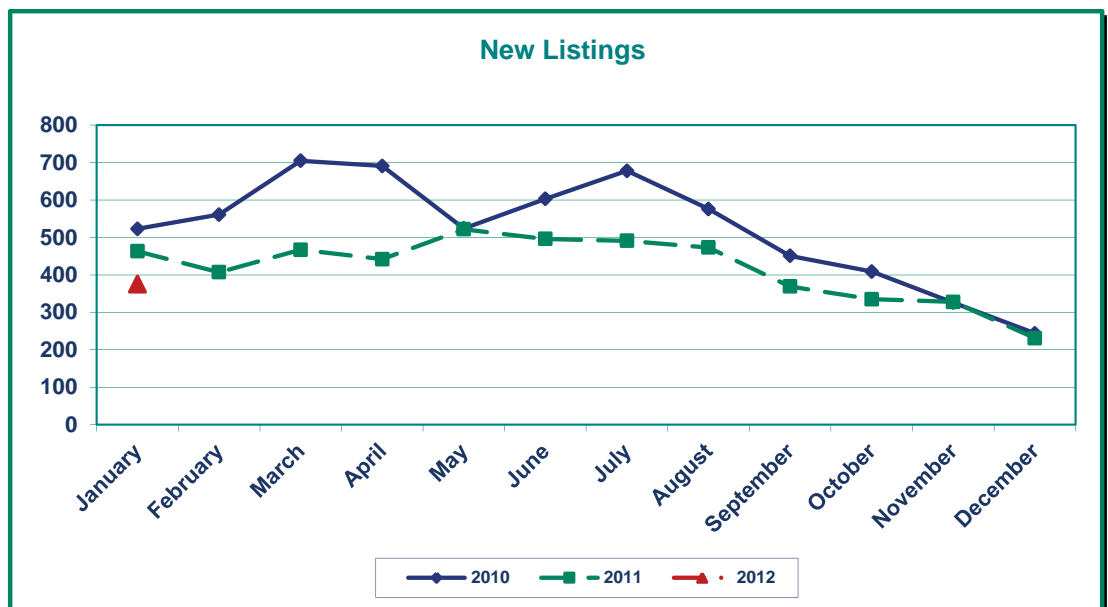
This graph shows the active residential listings over the past three calendar years in Lane County, Oregon.



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 January 2012 with January 2011. The Year-To-Date section compares year-to-date statistics from January 2012 with year-to-date statistics from January 2011.

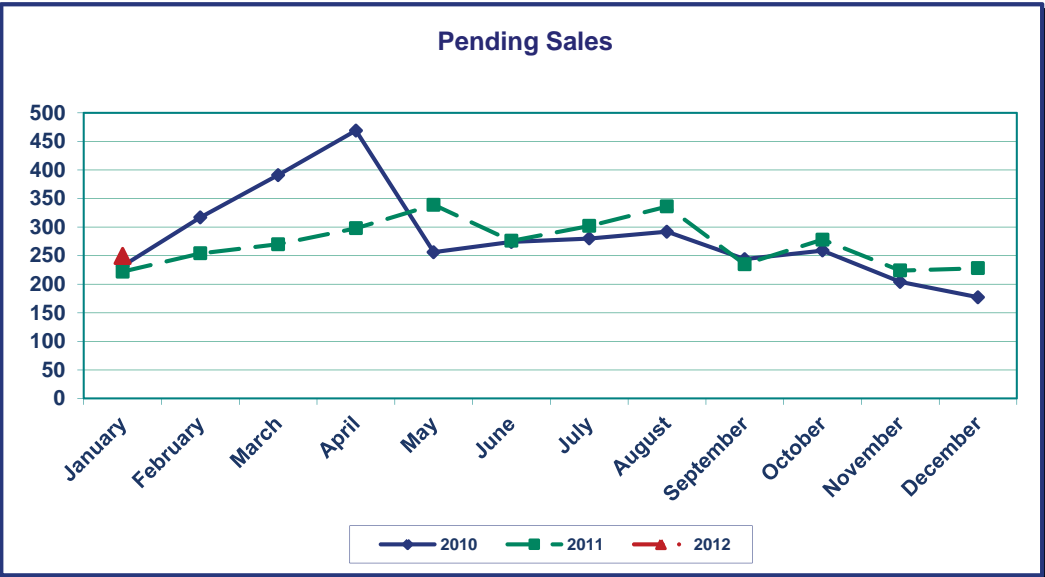
² % Change is based on a comparison of the rolling average sale price for the last 12 months (2/1/11-1/31/12) with 12 months before (2/1/10-1/31/11).

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.



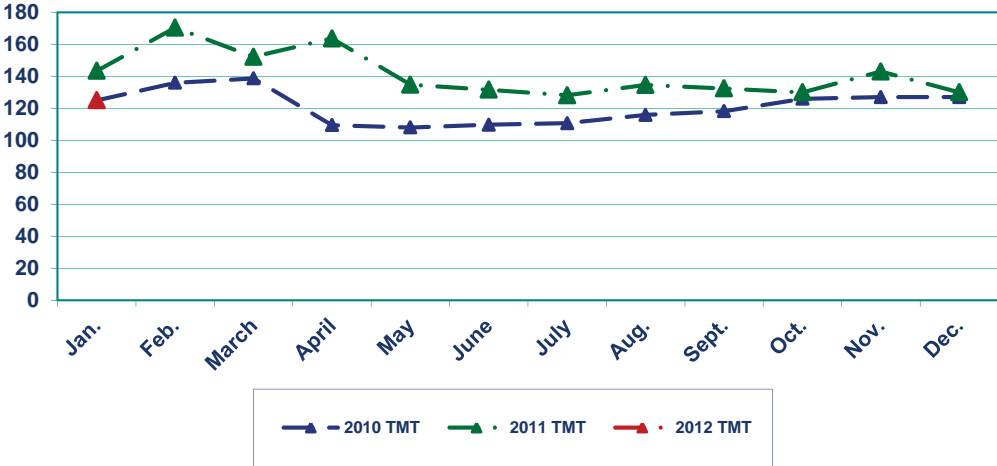
CLOSED SALES

LANE COUNTY, OR

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



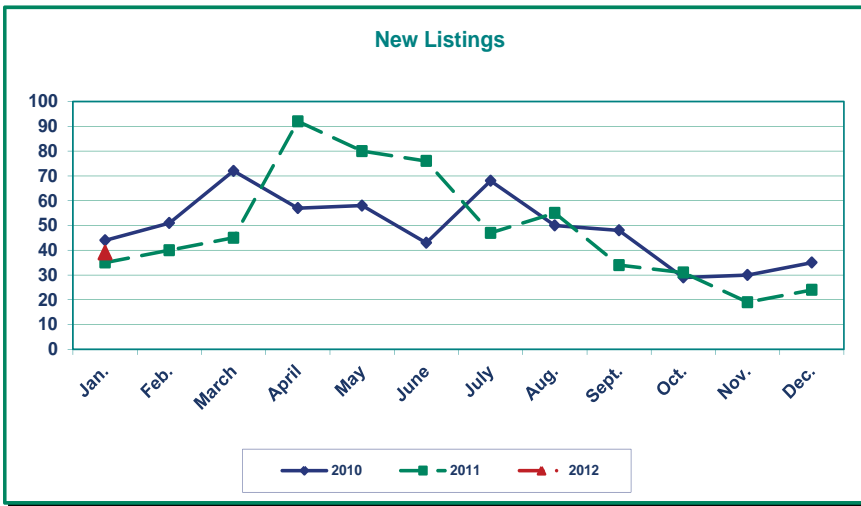
Average Market Time



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

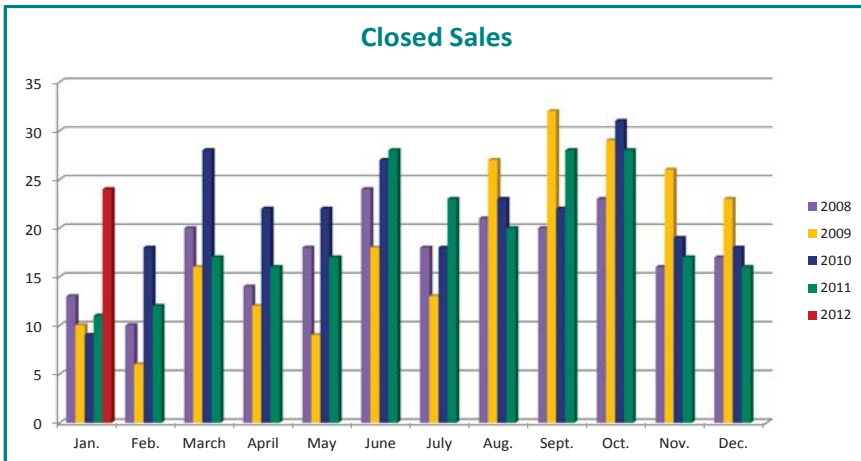
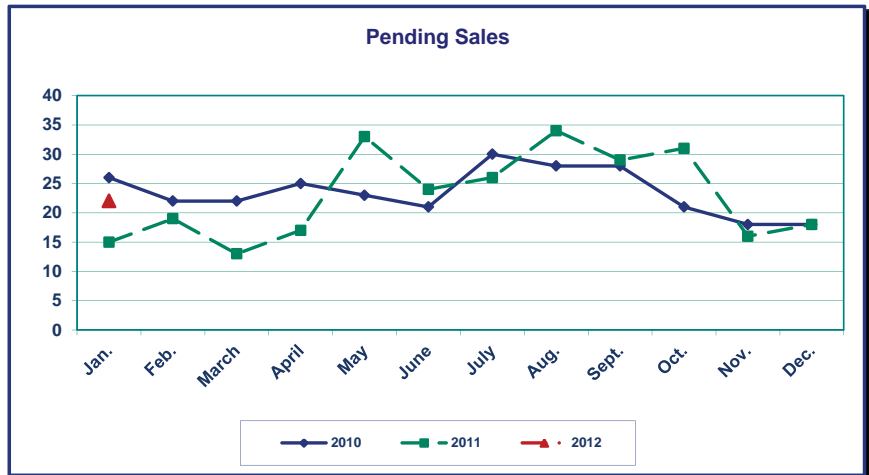
FLORENCE, OR

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

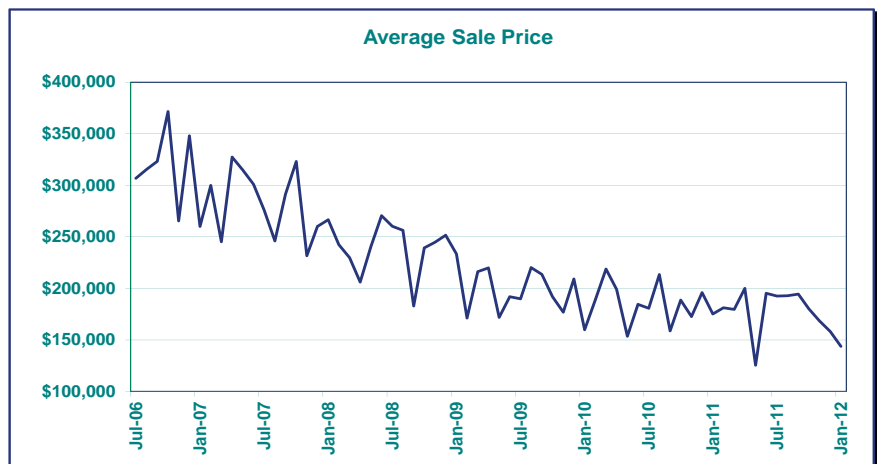
FLORENCE, OR

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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Fax: (503) 230-0689

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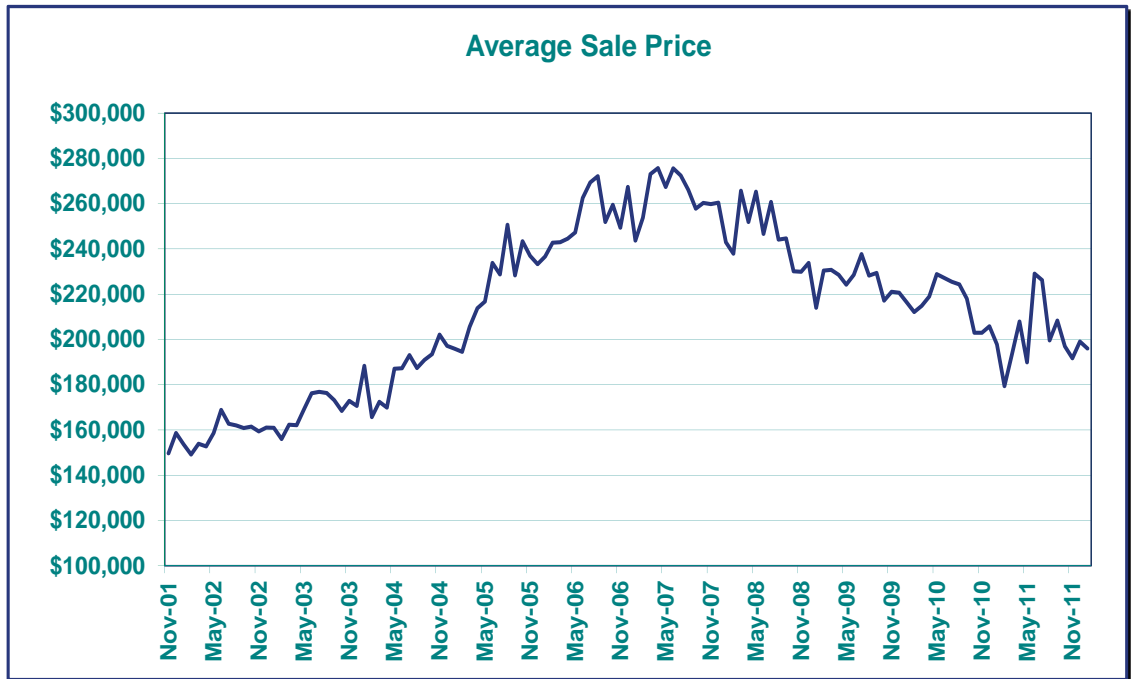
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AVERAGE SALE PRICE

LANE COUNTY, OR

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



AFFORDABILITY

LANE COUNTY, OR

This graph shows the affordability for housing in Lane County, Oregon in December 2011.



AFFORDABILITY - According to a formula from the National Association of REALTORS®, buying a house in Lane County is affordable for a family earning the median income. A family earning the median income (\$58,400 in 2011, per HUD) can afford 179% of a monthly mortgage payment on a median priced home (\$178,700 in December). The formula assumes that the buyer has a 20% down payment and a 30 year fixed rate of 3.96% (per Freddie Mac).



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