

MARKET ACTION

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

Residential Review: Lane County, Oregon

December 2011 Reporting Period

December Residential Highlights

Comparing December 2010 with December 2011, closed sales remained the same at 230 sales. Pending sales increased 28.8% (117 v. 228) and new listings fell 5.3% (244 v. 231). See residential highlights table below.

A comparison of November 2011 with December 2011 shows an increase in closed sales from 214 to 230 (7.5%). Pending sales also grew 1.8% from 224 to 228. New listings, however, declined by 30% (328 v. 231).

At December rate of sales, the 1,479 active residential listings would last approximately 6.4 months.

2010 Summary

Comparing market activity for 2011 with 2010, closed sales were down 3.4%. Pending sales dipped 0.6%, while new listings saw a decline of 20.1%. Total sales volume

for 2011 was \$633 million, down from \$702 million in 2010 (see graph on page 6).

Sale Prices

When comparing December 2010 to December 2011, the average sale price decreased by 3.3%, while the median sale price also went down 2.6%. See residential highlights table below.

Comparing November 2011 to December 2011, the average sale price rose from \$191,700 to \$199,100 (3.9%), and the median sale price grew from \$165,500 to \$178,700 (8%).

For the year, the average sale price was down 6.6% compared to 2010, and the median sale price fell 10.7%.

Inventory in Months*			
	2009	2010	2011
January	20.6	14.1	12.4
February	13.1	10.9	11.9
March	9.7	7.8	8.6
April	10.5	7.3	8.0
May	8.1	7.2	7.6
June	6.8	7.2	7.0
July	6.2	11.9	8.6
August	7.8	10.7	7.7
September	6.8	10.4	7.7
October	6.2	10.8	7.6
November	7.3	9.2	8.2
December	7.1	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.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

Average Sale Price % Change:
-6.6% (\$202,500 v. \$216,900)
Median Sale Price % Change:
-10.7% (\$174,900 v. \$195,800)

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

Greater Lane County, Oregon Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2011	December	231	228	230	199,100	178,700	130
	Year-to-date	5,194	3,068	2,914	202,500	174,900	140
2010	December	244	177	230	205,800	183,400	127
	Year-to-date	6,501	3,085	3,017	216,900	195,800	120
Change	December	-5.3%	28.8%	0.0%	-3.3%	-2.6%	2.7%
	Year-to-date	-20.1%	-0.6%	-3.4%	-6.6%	-10.7%	16.4%

*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 • 12/2011

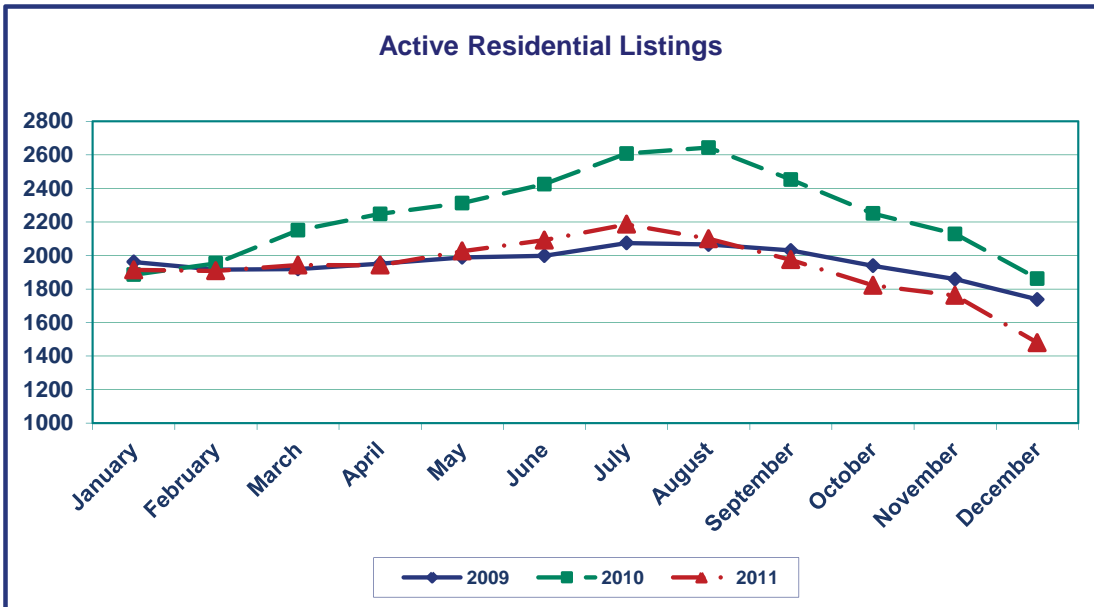
Lane County, Oregon

		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 2011	Pending Sales 2011 v. 2010 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2011	Pending Sales 2011 v. 2010	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	-	-	1	115,000	104	21	7	0.0%	7	69,100	62,000	-11.9%	-	-	1	50,000	-	-
226	Florence Green Trees	33	2	7	2	-	2	62,500	73	51	24	-17.2%	22	86,000	65,000	-8.0%	-	-	-	-	-	-
227	Florence Florentine	30	3	2	-	-	2	198,800	260	37	12	-20.0%	11	199,900	205,000	-6.4%	-	-	-	-	-	-
228	Florence Town	127	6	15	7	-12.5%	4	142,500	120	228	100	-3.8%	93	178,800	158,000	-6.7%	3	563,300	11	48,300	1	175,500
229	Florence Beach	57	7	9	4	0.0%	2	128,800	124	85	36	44.0%	35	223,500	220,000	-6.7%	-	-	10	82,500	-	-
230	Florence North	40	1	9	1	-50.0%	1	100,000	84	59	23	-41.0%	26	176,000	129,300	-11.3%	-	-	11	47,000	-	-
231	Florence South/ Dunes City	46	4	8	3	0.0%	1	410,000	1,521	69	30	-11.8%	27	243,000	250,000	6.9%	1	179,900	5	93,300	-	-
238	Florence East/ Mapleton	30	1	5	1	0.0%	3	185,400	373	37	17	41.7%	15	163,200	125,000	2.7%	-	-	5	44,200	1	74,000
	Grand Total	384	24	56	18	0.0%	16	158,200	264	587	249	-6.0%	236	180,600	160,000	-3.2%	4	467,500	43	60,700	2	124,800
232	Hayden Bridge	33	11	6	10	233.3%	9	181,400	100	131	84	-21.5%	75	181,900	173,000	-11.3%	-	-	-	-	4	236,400
233	McKenzie Valley	73	4	19	5	0.0%	1	191,000	14	157	49	-26.9%	45	246,500	232,500	-0.3%	2	232,500	3	450,000	0	-
234	Pleasant Hill/Oak	119	9	17	15	150.0%	4	270,200	177	253	119	29.3%	103	203,600	159,000	5.9%	3	150,000	6	161,700	0	-
235	South Lane Properties	182	26	32	16	45.5%	18	185,300	118	524	254	0.8%	236	173,000	152,800	-7.0%	2	80,300	21	99,900	3	208,300
236	West Lane Properties	88	9	19	10	-9.1%	9	172,500	167	290	164	3.1%	154	191,000	165,000	-15.6%	5	174,400	14	172,000	0	-
237	Junction City	91	17	25	12	20.0%	15	198,800	217	264	133	-2.2%	126	184,300	177,900	-7.8%	2	172,500	9	132,000	2	146,300
239	Thurston	101	27	23	15	15.4%	18	203,000	186	379	245	-10.6%	240	174,000	161,000	-3.3%	1	249,000	14	62,300	6	178,300
240	Coburg I-5	27	5	6	1	-	3	269,200	98	82	45	50.0%	42	217,900	165,500	-7.3%	-	-	3	200,700	0	-
241	N Gilham	64	11	6	13	85.7%	12	305,500	181	218	151	18.0%	141	289,100	270,000	3.9%	-	-	-	-	1	300,000
242	Ferry Street Bridge	99	13	17	19	11.8%	21	227,800	127	409	247	-2.0%	236	247,600	225,000	-8.1%	-	-	6	139,800	4	355,200
243	E Eugene	86	11	25	12	9.1%	20	264,700	125	388	228	-4.2%	223	299,100	246,000	-0.1%	2	550,000	6	94,400	7	504,700
244	SW Eugene	146	22	46	19	18.8%	27	244,900	103	562	306	-11.6%	297	261,900	225,000	-6.1%	-	-	24	250,900	8	251,800
245	W Eugene	28	3	6	4	33.3%	5	127,000	169	135	78	-23.5%	77	152,700	139,700	-15.7%	7	495,200	-	-	24	228,200
246	Danebo	114	22	19	36	89.5%	26	111,200	125	505	342	15.9%	318	136,900	142,700	-8.8%	-	-	4	35,600	3	210,300
247	River Road	34	4	7	8	60.0%	8	174,300	157	170	121	5.2%	116	160,200	157,500	-12.1%	-	-	1	38,500	5	167,200
248	Santa Clara	78	12	16	10	-44.4%	17	200,100	67	327	234	-2.5%	227	199,600	189,900	-8.3%	-	-	8	69,500	9	239,300
249	Springfield	91	19	14	21	23.5%	16	112,700	75	333	237	8.7%	227	127,600	119,500	-12.7%	1	185,000	4	150,500	12	171,900
250	Mohawk Valley	25	6	-	2	-60.0%	1	86,900	46	67	31	-8.8%	31	264,500	224,500	-5.3%	1	290,000	5	290,300	0	-
	Grand Total	1,479	231	303	228	28.8%	230	199,100	130	5,194	3,068	-0.6%	2,914	202,500	174,900	-6.6%	26	291,700	128	154,000	88	242,700

ACTIVE RESIDENTIAL LISTINGS

LANE COUNTY, OR

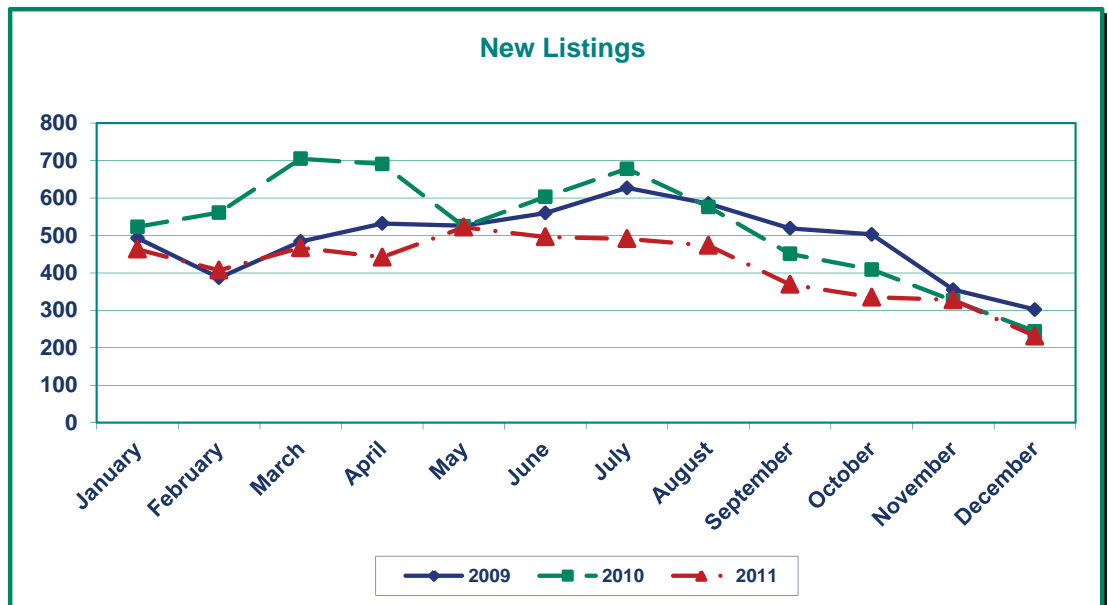
This graph shows the active residential listings over the past three calendar years in Lane County, Oregon.



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 December 2011 with December 2010. The Year-To-Date section compares year-to-date statistics from December 2011 with year-to-date statistics from December 2010.

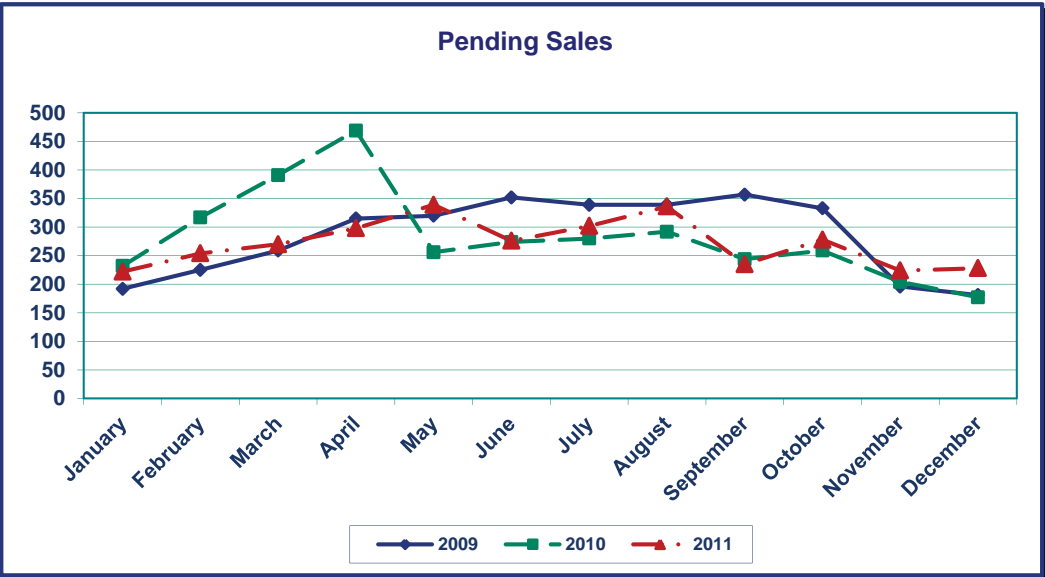
² % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/11-12/31/11) with 12 months before (1/1/10-12/31/10).

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.



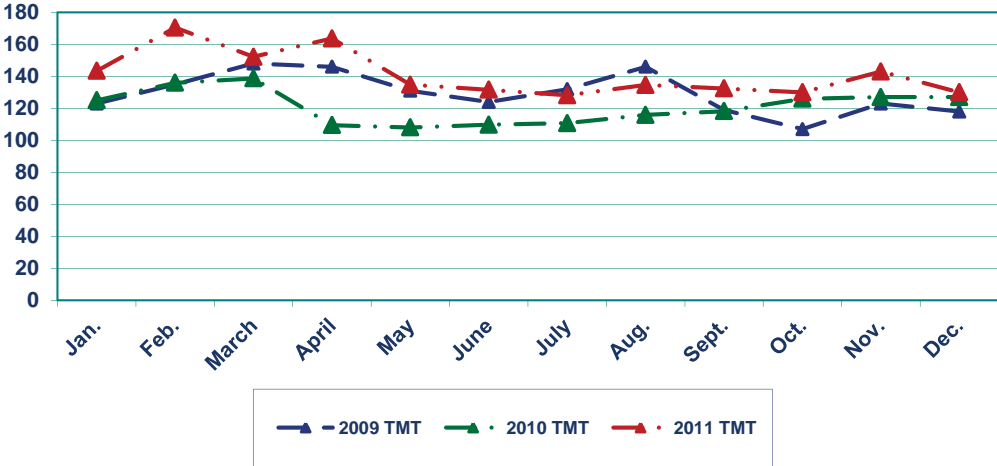
CLOSED SALES

LANE COUNTY, OR

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



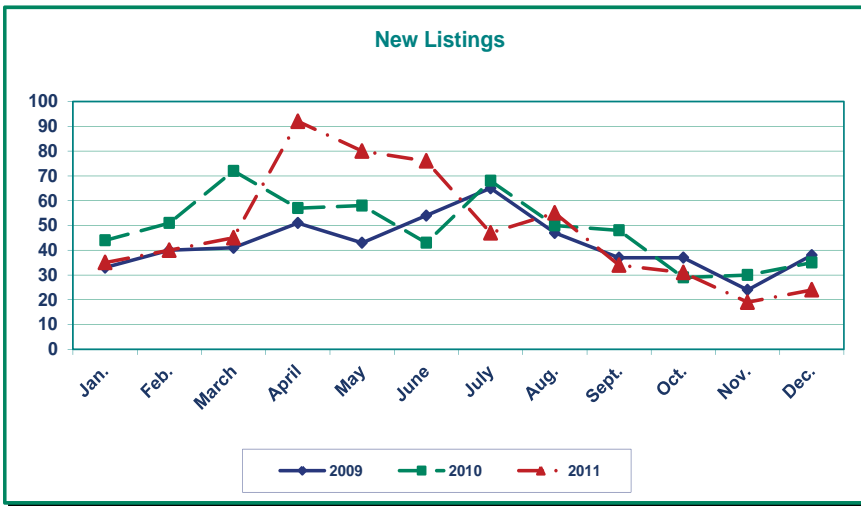
Average Market Time



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

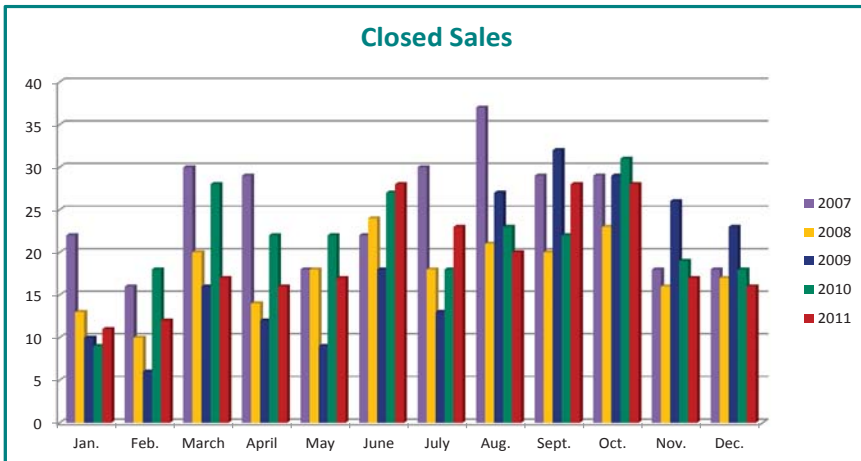
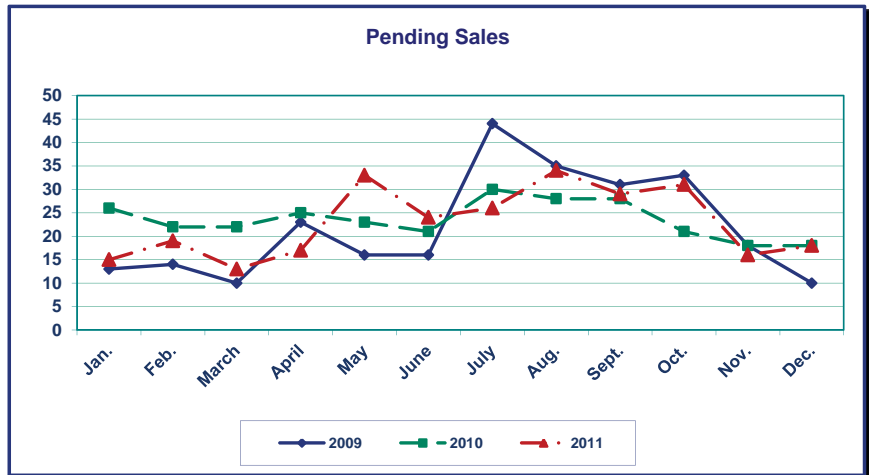
FLORENCE, OR

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

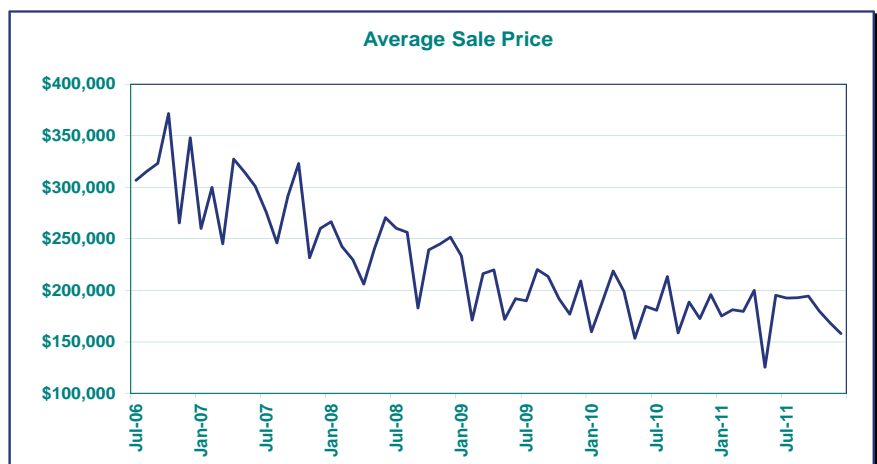
FLORENCE, OR

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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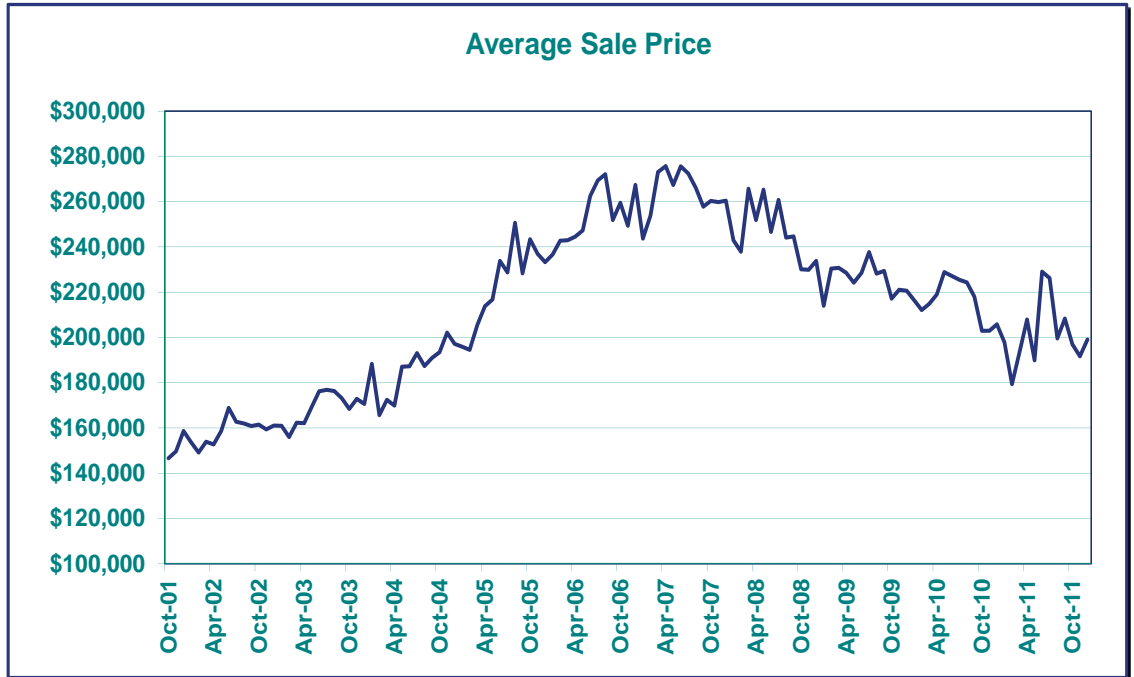
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AVERAGE SALE PRICE

LANE COUNTY, OR

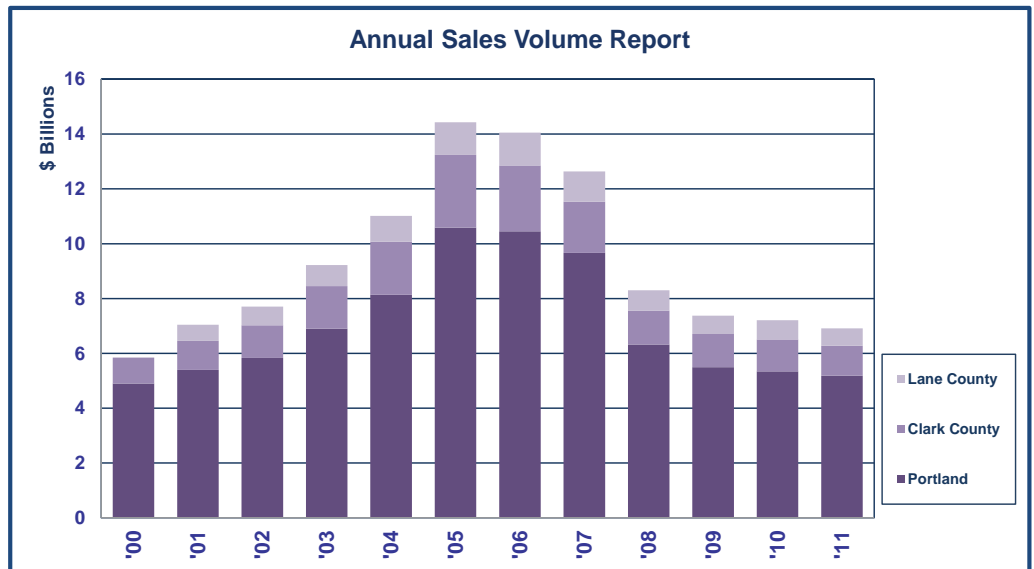
This graph represents the average sale price for all homes sold in Greater Lane County, Oregon.



SALES VOLUME

RESIDENTIAL

This graph shows annual residential sales volume for the Portland Metro area (Oregon), Clark County, Washington and Lane County, Oregon.



Steve Lucas, Chairman of the Board
Kurt von Wasmuth, President/CEO
Kelsey Brunson, Editor