

# MARKET ACTION

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

Residential Review: Lane County, Oregon

December 2009 Reporting Period

## December Residential Highlights

Sales activity this December in Greater Lane County continued to grow when compared to last December. Closed sales rose 38.4% and pending sales were up 24%. New listings also increased 26.9%.

Comparing December 2009 with November 2009, closed sales dropped 3.5% (245 v. 254) and pending sales fell 7.7% (181 v. 196). New listings declined 14.9% (302 v. 355).

At the month's rate of sales, the 1,738 active residential listings would last approximately 7.1 months.

## 2009 Summary

Comparing market activity for 2009 with 2008, pending sales increased 3.3%. Closed sales were off last year's pace by 1.3%. New listings fell 12.4%. Total sales volume for 2009 was \$669 million, down from \$740 million in 2008 (see graph on page 5).

## Sale Prices

The average sale price for December 2009 was down 5.6% compared to December 2008, while the median sale price dropped 2.6%. See residential highlights table below.

For the year, the average sale price was down 8.5% compared to the 2008 level. The median sale price fell 9.1%. See year-to-date information in the residential highlights table below.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2007 | 2008 | 2009 |
| January              | 5.6  | 10.2 | 20.6 |
| February             | 4.9  | 9    | 13.1 |
| March                | 4.5  | 8.4  | 9.7  |
| April                | 4.7  | 9.5  | 10.5 |
| May                  | 4.5  | 8.6  | 8.1  |
| June                 | 4.6  | 8.1  | 6.8  |
| July                 | 6    | 8.8  | 6.2  |
| August               | 5.1  | 8.1  | 7.8  |
| September            | 8    | 10.2 | 6.8  |
| October              | 7.2  | 9.2  | 6.2  |
| November             | 8.3  | 11.4 | 7.3  |
| December             | 7    | 10.7 | 7.1  |

\*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.

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

**Average Sale Price % Change:**  
-8.5% (\$225,700 v. \$246,800)

**Median Sale Price % Change:**  
-9.1% (\$200,000 v. \$220,000)

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 |
|--|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2009   | December     | 302          | 181           | 245          | 220,600            | 194,900           | 118               |
|  | Year-to-date | 6,050        | 3,120         | 2,963        | 225,700            | 200,000           | 128               |
| 2008   | December     | 238          | 146           | 177          | 233,800            | 200,000           | 126               |
|  | Year-to-date | 6,905        | 3,019         | 3,001        | 246,800            | 220,000           | 114               |
| Change   | December     | 26.9%        | 24.0%         | 38.4%        | -5.6%              | -2.6%             | -6.0%             |
|  | Year-to-date | -12.4%       | 3.3%          | -1.3%        | -8.5%              | -9.1%             | 12.0%             |

\*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 • 12/2009

## 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 <sup>3</sup> | Expired/Cancelled Listings | Pending Sales 2009 | Pending Sales 2009 v. 2008 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>4</sup> | New Listings | Pending Sales 2009 | Pending Sales 2009 v. 2008 | Closed Sales | Average Sale Price | Median Sale Price | 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    | 22              | 2                         | 1                          | -                  | -100.0%                                 | -            | -                  | -                              | 18           | 6                  | 20.0%                      | 6            | 100,200            | 93,000            | 19.6%                                 | -            | -                  | 4            | 42,000             | -            | -                  |
| 226 | Florence Green Trees      | 36              | 4                         | 2                          | 1                  | -50.0%                                  | 2            | 102,000            | 226                            | 47           | 24                 | -4.0%                      | 26           | 105,000            | 87,500            | -8.8%                                 | -            | -                  | 1            | 71,000             | -            | -                  |
| 227 | Florence Florentine       | 15              | 2                         | 1                          | 1                  | -                                       | 2            | 195,000            | 370                            | 26           | 15                 | 15.4%                      | 14           | 198,200            | 192,500           | -10.7%                                | -            | -                  | 1            | 74,000             | -            | -                  |
| 228 | Florence Town             | 136             | 13                        | 17                         | 3                  | 0.0%                                    | 12           | 191,800            | 414                            | 171          | 100                | 4.2%                       | 97           | 214,300            | 205,000           | -8.4%                                 | 6            | 423,000            | 8            | 49,800             | 2            | 193,500            |
| 229 | Florence Beach            | 43              | 6                         | 4                          | 2                  | -                                       | 2            | 267,500            | 463                            | 72           | 31                 | 34.8%                      | 28           | 247,700            | 248,300           | -16.2%                                | -            | -                  | 7            | 94,300             | -            | -                  |
| 230 | Florence North            | 51              | 5                         | 6                          | -                  | -                                       | 4            | 297,200            | 174                            | 66           | 16                 | -5.9%                      | 17           | 222,600            | 215,000           | -20.0%                                | -            | -                  | 24           | 76,100             | -            | -                  |
| 231 | Florence South/Dunes City | 56              | 6                         | 8                          | 2                  | 0.0%                                    | 1            | 190,000            | 18                             | 82           | 29                 | 26.1%                      | 26           | 234,200            | 205,500           | -32.0%                                | -            | -                  | 2            | 95,500             | -            | -                  |
| 238 | Florence East/Mapleton    | 28              | -                         | 5                          | 1                  | 0.0%                                    | -            | -                  | -                              | 39           | 12                 | -20.0%                     | 8            | 151,600            | 140,000           | -28.2%                                | -            | -                  | 2            | 49,000             | -            | -                  |
|     | <b>Grand Total</b>        | <b>387</b>      | <b>38</b>                 | <b>44</b>                  | <b>10</b>          | <b>11.1%</b>                            | <b>23</b>    | <b>209,100</b>     | <b>339</b>                     | <b>521</b>   | <b>233</b>         | <b>7.4%</b>                | <b>222</b>   | <b>202,300</b>     | <b>190,000</b>    | <b>-15.7%</b>                         | <b>6</b>     | <b>423,000</b>     | <b>49</b>    | <b>71,200</b>      | <b>2</b>     | <b>193,500</b>     |
| 232 | Hayden Bridge             | 53              | 6                         | 9                          | 3                  | -40.0%                                  | 6            | 189,200            | 49                             | 182          | 97                 | 2.1%                       | 97           | 209,800            | 196,000           | -9.8%                                 | 2            | 457,500            | 4            | 105,400            | 6            | 239,900            |
| 233 | McKenzie Valley           | 78              | 14                        | 19                         | 4                  | 100.0%                                  | 4            | 217,500            | 243                            | 174          | 41                 | 5.1%                       | 39           | 263,200            | 220,000           | -28.5%                                | -            | -                  | 6            | 170,200            | 0            | -                  |
| 234 | Pleasant Hill/Oak         | 96              | 8                         | 33                         | 6                  | 100.0%                                  | 7            | 144,300            | 130                            | 258          | 95                 | 5.6%                       | 87           | 223,300            | 176,700           | -9.4%                                 | 2            | 67,500             | 15           | 92,600             | 1            | 90,000             |
| 235 | South Lane Properties     | 208             | 35                        | 36                         | 13                 | 8.3%                                    | 29           | 200,200            | 166                            | 618          | 269                | 3.1%                       | 252          | 195,900            | 177,500           | -6.8%                                 | 2            | 285,600            | 14           | 118,100            | 2            | 215,000            |
| 236 | West Lane Properties      | 112             | 19                        | 24                         | 9                  | 200.0%                                  | 21           | 183,700            | 89                             | 353          | 163                | 32.5%                      | 146          | 215,900            | 191,200           | -13.6%                                | -            | -                  | 14           | 115,600            | 1            | 201,000            |
| 237 | Junction City             | 122             | 12                        | 20                         | 6                  | 0.0%                                    | 12           | 251,500            | 100                            | 320          | 125                | 11.6%                      | 117          | 239,300            | 216,800           | -4.3%                                 | 1            | 286,000            | 11           | 169,300            | 3            | 296,300            |
| 239 | Thurston                  | 131             | 32                        | 16                         | 18                 | 28.6%                                   | 17           | 203,900            | 100                            | 437          | 245                | -2.4%                      | 225          | 191,500            | 183,100           | -7.7%                                 | -            | -                  | 6            | 65,700             | 4            | 163,300            |
| 240 | Coburg I-5                | 32              | 3                         | 7                          | 2                  | -                                       | 4            | 172,200            | 162                            | 101          | 49                 | 36.1%                      | 46           | 225,200            | 175,000           | 7.2%                                  | -            | -                  | 5            | 54,800             | 2            | 273,000            |
| 241 | N Gilham                  | 59              | 15                        | 10                         | 6                  | 0.0%                                    | 7            | 292,800            | 169                            | 210          | 122                | 8.9%                       | 117          | 299,000            | 254,000           | -0.7%                                 | -            | -                  | 2            | 178,700            | 3            | 308,000            |
| 242 | Ferry Street Bridge       | 112             | 14                        | 24                         | 13                 | -13.3%                                  | 20           | 277,500            | 144                            | 464          | 267                | 12.2%                      | 269          | 268,900            | 242,000           | -6.6%                                 | -            | -                  | 1            | 175,000            | 9            | 275,100            |
| 243 | E Eugene                  | 98              | 10                        | 16                         | 11                 | 22.2%                                   | 12           | 291,500            | 90                             | 430          | 224                | -0.9%                      | 220          | 312,100            | 270,000           | -6.5%                                 | 9            | 440,400            | 9            | 166,000            | 15           | 347,400            |
| 244 | SW Eugene                 | 170             | 35                        | 31                         | 21                 | 31.3%                                   | 27           | 333,900            | 119                            | 604          | 308                | -14.2%                     | 298          | 296,800            | 275,000           | -5.1%                                 | 1            | 330,000            | 12           | 213,900            | 10           | 253,600            |
| 245 | W Eugene                  | 35              | 12                        | 8                          | 6                  | 100.0%                                  | 5            | 196,000            | 76                             | 178          | 105                | -21.1%                     | 97           | 190,200            | 177,000           | -12.3%                                | 3            | 217,700            | 1            | 518,200            | 6            | 236,000            |
| 246 | Danebo                    | 131             | 31                        | 35                         | 25                 | -10.7%                                  | 20           | 172,700            | 93                             | 584          | 345                | -3.9%                      | 326          | 166,200            | 175,800           | -5.5%                                 | 3            | 439,700            | 4            | 37,500             | 5            | 243,800            |
| 247 | River Road                | 39              | 5                         | 6                          | 8                  | 100.0%                                  | 9            | 199,600            | 103                            | 169          | 100                | 12.4%                      | 94           | 196,000            | 197,700           | -10.1%                                | -            | -                  | 7            | 45,600             | 8            | 217,500            |
| 248 | Santa Clara               | 102             | 19                        | 24                         | 12                 | 0.0%                                    | 22           | 222,600            | 144                            | 438          | 269                | 12.1%                      | 257          | 230,800            | 219,900           | -11.8%                                | -            | -                  | 3            | 55,300             | 7            | 209,000            |
| 249 | Springfield               | 132             | 29                        | 26                         | 18                 | 157.1%                                  | 22           | 128,900            | 86                             | 474          | 276                | 19.0%                      | 261          | 146,800            | 145,000           | -15.4%                                | 6            | 689,200            | 3            | 55,000             | 16           | 466,000            |
| 250 | Mohawk Valley             | 28              | 3                         | 5                          | -                  | -100.0%                                 | 1            | 115,000            | 42                             | 56           | 20                 | -16.7%                     | 15           | 226,700            | 227,500           | -28.9%                                | -            | -                  | 2            | 165,000            | 0            | -                  |
|     | <b>Grand Total</b>        | <b>1,738</b>    | <b>302</b>                | <b>349</b>                 | <b>181</b>         | <b>24.0%</b>                            | <b>245</b>   | <b>220,600</b>     | <b>118</b>                     | <b>6,050</b> | <b>3,120</b>       | <b>3.3%</b>                | <b>2,963</b> | <b>225,700</b>     | <b>200,000</b>    | <b>-8.5%</b>                          | <b>29</b>    | <b>424,400</b>     | <b>119</b>   | <b>125,000</b>     | <b>98</b>    | <b>292,700</b>     |

## ACTIVE RESIDENTIAL LISTINGS

LANE COUNTY, OR

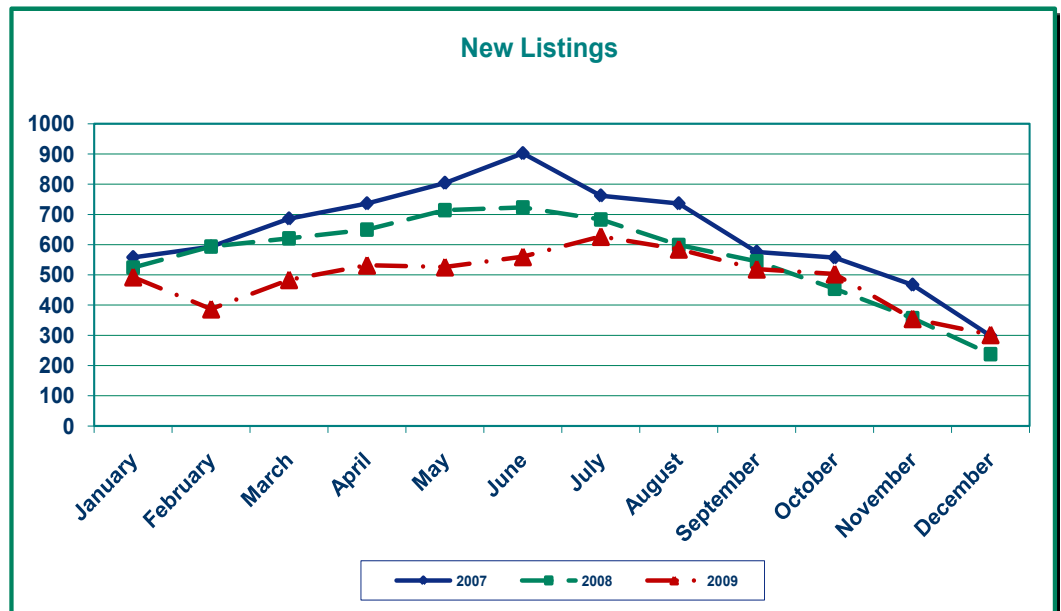
*This graph shows the active residential listings over the past three calendar years in Lane County, Oregon.*



## NEW LISTINGS

LANE COUNTY, OR

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



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares December 2009 with December 2008. The Year-To-Date section compares year-to-date statistics from December 2009 with year-to-date statistics from December 2008.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/09-12/31/09) with 12 months before (1/1/08-12/31/08).

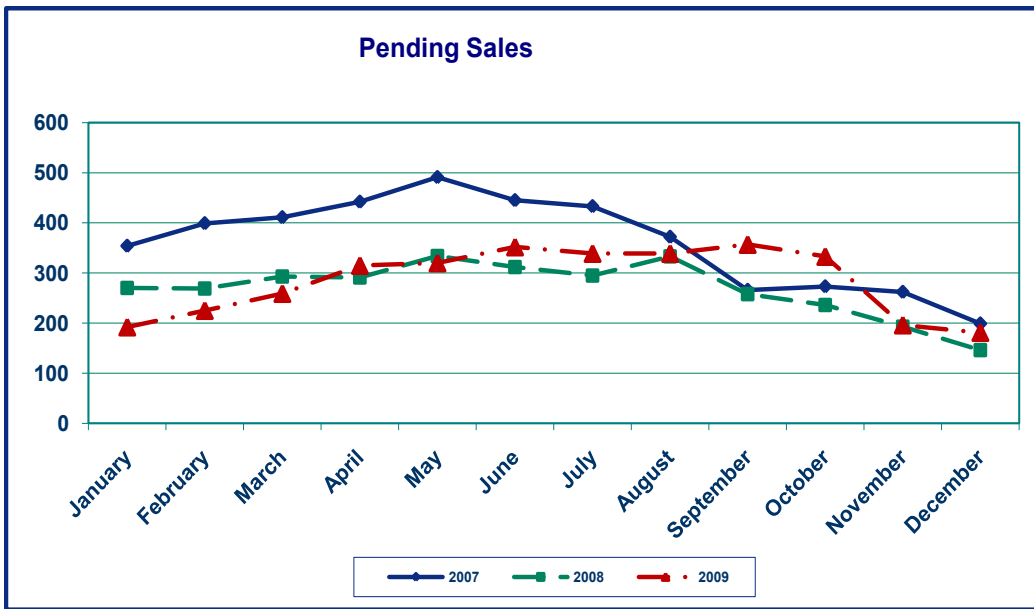
<sup>3</sup> As of October 2007, the way that New Listing data is generated has changed to ensure accuracy.

<sup>4</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

### LANE COUNTY, OR

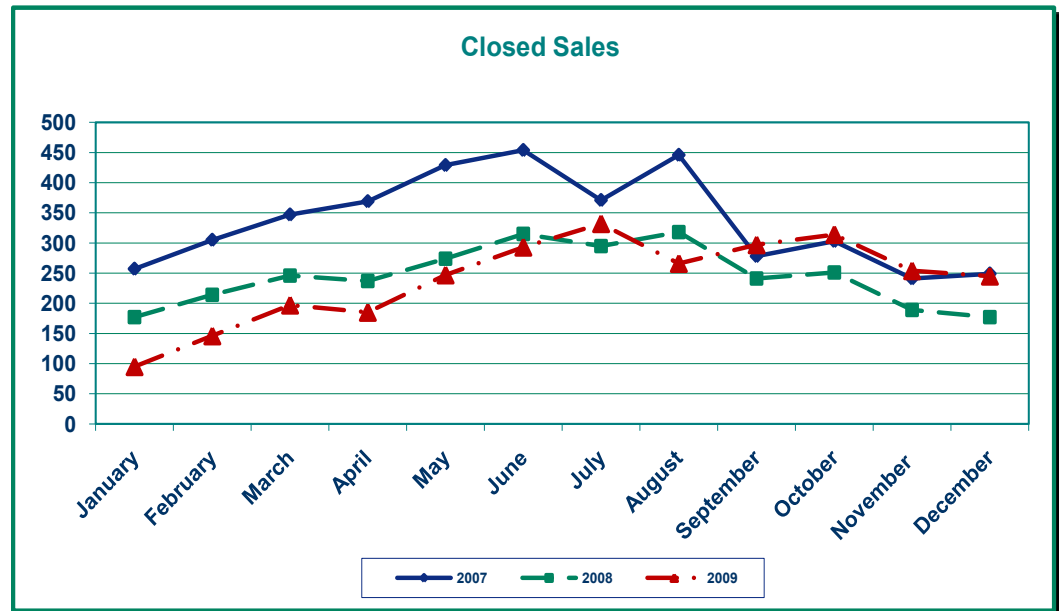
*This graph represents monthly accepted offers in Lane County, Oregon over the past three calendar years.*



## CLOSED SALES

### LANE COUNTY, OR

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

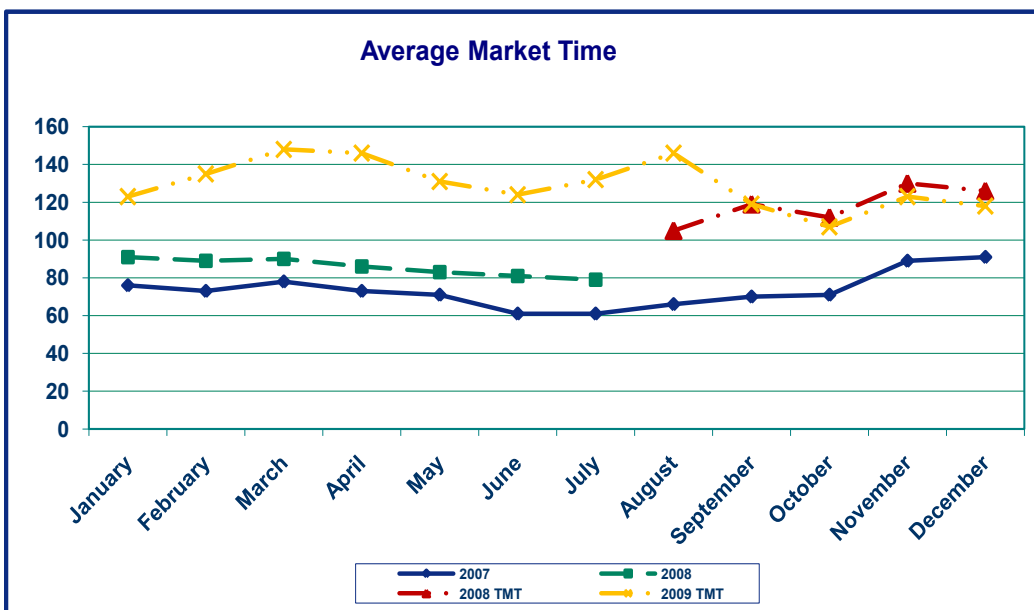


## Average Market Time

## DAYS ON MARKET

### LANE COUNTY, OR

*This graph shows the average market time for sales in Lane County, Oregon. \*As of August 2008, graph now reports "Total Days on Market" - for details read footnotes on page 3.*





MULTIPLE LISTING SERVICE

**Corporate**

825 NE Multnomah, Suite 270  
Portland, OR 97232  
(503) 236-7657  
Fax: (503) 230-0689

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

**Salem**

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

Lane County: Eugene  
2139 Centennial Plaza  
Eugene, OR 97401  
(541) 686-2885  
Fax: (541) 484-3854

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County Oregon  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

**The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.**

Statistics reflect reported activity for the greater Portland, Oregon metropolitan area, to include Multnomah, Washington, Clackamas, Yamhill, & Columbia counties; Lane, Douglas, Coos & Curry Counties in Oregon; portions of other Oregon Counties; and Clark, Cowlitz & Pacific Counties in Washington.

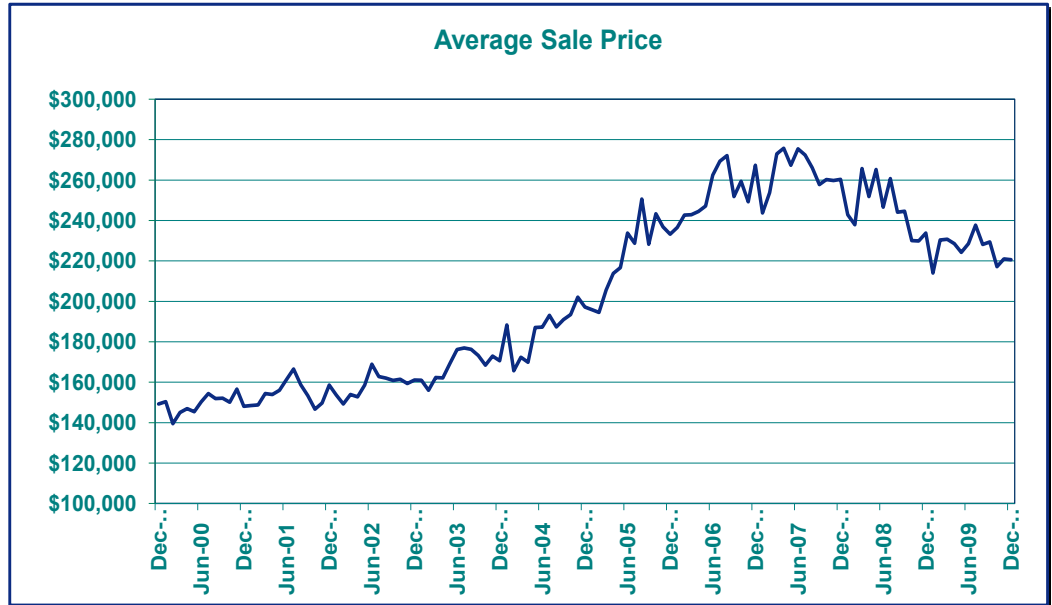
RMLS™ was formed by area Boards and Associations of REALTORS® in 1991.

E-mail subscriptions are available for \$45 per year by contacting RMLS™, (503) 236-7657. Reproduction of any portion of this copyrighted material is prohibited without prior approval of RMLS™.

**AVERAGE SALE PRICE**

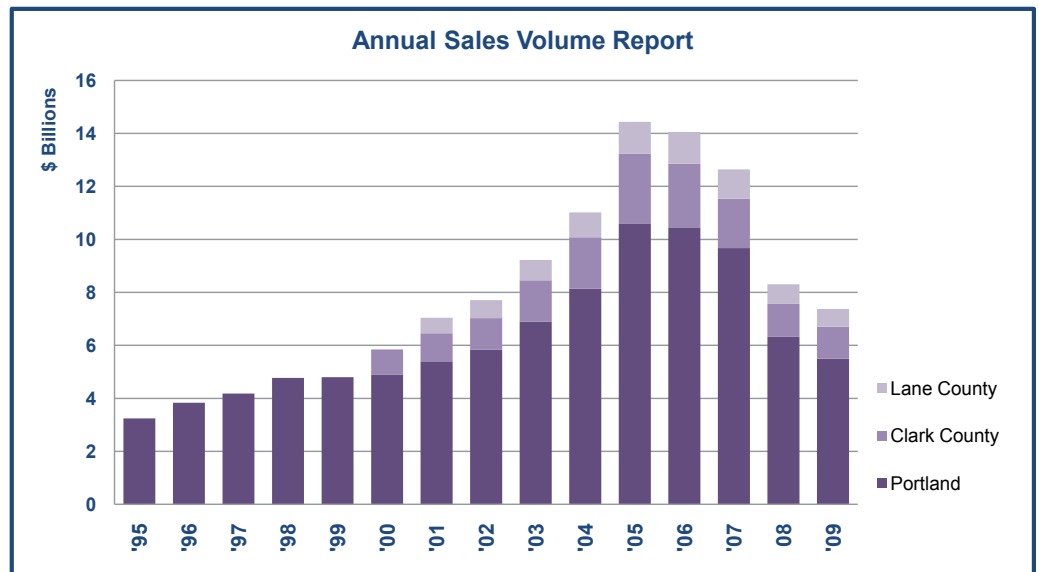
**LANE COUNTY, OR**

*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 Lane County, OR, Clark County, WA and Portland, OR.*



Gary Whiting, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Natalie Middleton, Editor  
Joel Weiler, Assistant Editor