

# MARKET ACTION

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

Residential Review: Lane County, Oregon

March 2016 Reporting Period

## March Residential Highlights

Lane County saw some seasonal upturns this March and most measures are up for the year overall. Pending sales (518) showed a 9.7% increase over March 2015 (472) and a 23.3% increase over February 2016 (420). This is the strongest March for pending sales in Lane County on the RMLS™ record, the closest being 2005, when 507 accepted offers were recorded for the month.

Closed sales (367) rose 7.6% over the 341 closings posted in March 2015 and 29.2% over the 284 closings recorded last month in February 2016. The last March closed sales were higher in the county was in 2006, when 409 were posted for the month.

New listings (558) fell 2.8% short of the 574 new listings posted last year in March 2015, but showed a 34.1%

increase from the 416 new listings posted last month in February 2016.

## Average and Median Sale Prices

Comparing the average price of homes in the twelve months ending March 31st of this year (\$244,600) with the average price of homes sold in the twelve months ending March 2015 (\$237,700) shows an increase of 2.9%. The same comparison of the median shows an increase of 4.0% over that same period.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
<b>Average Sale Price % Change:</b>	+2.9% (\$244,600 v. \$237,700)
<b>Median Sale Price % Change:</b>	+4.0% (\$222,500 v. \$214,000)

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

Inventory in Months*			
	2014	2015	2016
January	7.0	5.5	3.3
February	5.7	5.9	2.8
March	4.9	3.7	2.2
April	4.9	3.4	
May	4.9	3.3	
June	4.3	2.6	
July	4.6	2.7	
August	5.0	3.2	
September	4.9	3.0	
October	3.8	2.7	
November	5.5	3.4	
December	4.1	2.2	

\*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.

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
2016	March	558	518	367	244,900	227,000	86
	February	416	420	284	235,800	211,000	81
	Year-to-date	1,418	1,246	936	243,500	222,500	85
2015	March	574	472	341	242,900	217,000	106
	Year-to-date	1,503	1,110	783	236,100	210,000	111
Change	March	-2.8%	9.7%	7.6%	0.8%	4.6%	-18.8%
	Prev Mo 2016	34.1%	23.3%	29.2%	3.9%	7.6%	6.2%
	Year-to-date	-5.7%	12.3%	19.5%	3.1%	6.0%	-23.9%

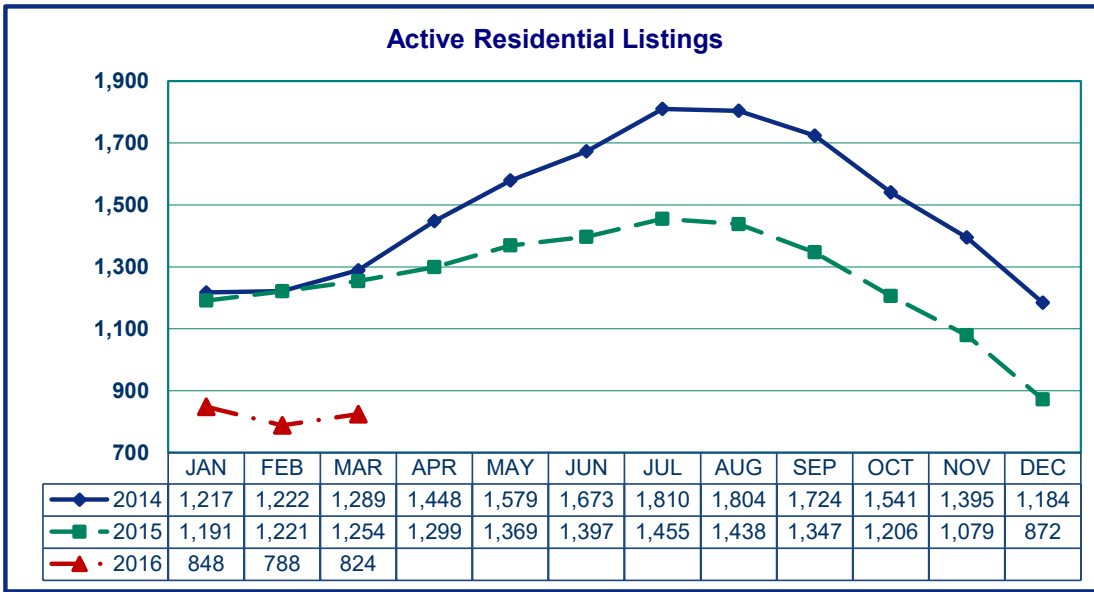
# AREA REPORT • 3/2016

## 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 2016 v. 2015 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2016 v. 2015 <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	6	4	1	1	0.0%	1	38,500	61	10	4	33.3%	4	51,600	49,000	18	49.9%	-	-	-	-	-	-
226	Florence Green Trees	13	1	1	1	-75.0%	1	100,000	100	12	9	-35.7%	6	112,000	105,000	48	15.6%	-	-	1	42,000	-	-
227	Florence Florentine	8	2	1	2	100.0%	0	-	-	4	2	-71.4%	2	209,100	209,100	25	8.2%	-	-	-	-	-	-
228	Florence Town	57	21	9	19	58.3%	20	203,200	105	51	51	45.7%	40	212,900	210,000	112	10.1%	-	-	2	29,600	-	-
229	Florence Beach	29	12	1	6	-25.0%	5	254,500	110	22	16	23.1%	9	298,600	275,000	202	11.0%	-	-	3	91,200	-	-
230	Florence North	29	7	2	7	600.0%	4	215,900	89	14	12	20.0%	9	271,100	305,000	101	27.5%	1	305,000	2	29,000	-	-
231	Florence South/ Dunes City	26	4	2	3	-66.7%	1	250,000	246	16	11	-15.4%	6	299,000	297,500	327	10.3%	1	425,000	2	53,800	-	-
238	Florence East/ Mapleton	22	4	2	2	-50.0%	1	49,900	99	20	9	12.5%	6	182,500	194,500	256	-3.8%	-	-	1	118,000	-	-
	<b>Grand Total</b>	<b>190</b>	<b>55</b>	<b>19</b>	<b>41</b>	<b>2.5%</b>	<b>33</b>	<b>201,200</b>	<b>106</b>	<b>149</b>	<b>114</b>	<b>10.7%</b>	<b>82</b>	<b>217,400</b>	<b>207,000</b>	<b>136</b>	<b>10.7%</b>	<b>2</b>	<b>365,000</b>	<b>11</b>	<b>59,900</b>	<b>-</b>	<b>-</b>
232	Hayden Bridge	26	17	0	16	-5.9%	6	170,600	139	43	31	-16.2%	22	210,100	201,500	73	3.7%	-	-	1	99,400	1	220,000
233	McKenzie Valley	47	20	2	15	36.4%	5	391,000	96	41	30	66.7%	14	313,800	287,500	182	13.2%	1	450,000	5	155,700	-	-
234	Pleasant Hill/Oak	53	24	4	23	91.7%	17	188,800	123	58	54	68.8%	35	213,600	149,500	88	7.3%	1	84,700	7	182,000	-	-
235	South Lane Properties	118	62	12	46	-6.1%	39	233,600	130	138	116	2.7%	80	220,000	201,000	122	8.2%	-	-	8	89,600	-	-
236	West Lane Properties	49	35	1	30	11.1%	18	218,800	69	81	75	7.1%	62	215,300	210,000	98	8.1%	3	228,300	5	170,000	1	1,900,000
237	Junction City	50	19	4	26	36.8%	13	233,900	119	65	56	33.3%	43	239,800	217,500	93	-1.8%	-	-	9	110,600	-	-
239	Thurston	54	32	9	27	17.4%	37	208,900	91	99	94	25.3%	71	208,400	199,000	96	5.8%	1	128,000	2	50,000	1	135,000
240	Coburg I-5	8	2	1	3	50.0%	3	259,000	143	11	11	22.2%	8	363,600	335,000	194	2.3%	-	-	-	-	-	-
241	N Gilham	28	20	0	20	11.1%	17	349,100	68	51	52	18.2%	41	345,800	347,500	68	-6.6%	-	-	-	-	-	-
242	Ferry Street Bridge	61	47	3	40	0.0%	21	309,000	79	116	81	-5.8%	55	291,700	275,000	66	4.3%	-	-	-	-	3	356,300
243	E Eugene	42	49	4	42	68.0%	23	339,800	100	90	88	33.3%	69	315,200	280,000	91	-0.7%	-	-	6	116,100	5	335,700
244	SW Eugene	98	50	13	60	-10.4%	44	292,000	81	160	138	-1.4%	110	315,600	292,000	90	0.0%	-	-	11	108,700	3	259,000
245	W Eugene	20	13	3	13	44.4%	12	174,200	136	42	36	20.0%	31	203,300	178,000	102	-3.4%	1	265,000	1	80,000	2	275,500
246	Danebo	48	63	9	53	-10.2%	32	185,100	47	143	128	-2.3%	94	173,500	184,700	55	7.1%	1	380,000	-	-	1	195,000
247	River Road	24	24	2	23	0.0%	16	248,300	49	54	50	31.6%	35	226,600	213,500	42	8.3%	-	-	-	-	1	175,000
248	Santa Clara	43	41	3	38	26.7%	37	237,400	70	104	94	16.0%	83	245,200	229,900	70	1.5%	-	-	6	83,300	4	251,300
249	Springfield	40	33	7	37	-7.5%	26	198,800	57	102	103	12.0%	79	181,200	168,000	66	6.8%	4	255,600	2	130,000	10	239,100
250	Mohawk Valley	15	7	1	6	500.0%	1	65,000	20	20	9	50.0%	4	130,500	142,500	70	-20.1%	-	-	2	159,500	-	-
	<b>Grand Total</b>	<b>824</b>	<b>558</b>	<b>78</b>	<b>518</b>	<b>9.7%</b>	<b>367</b>	<b>244,900</b>	<b>86</b>	<b>1,418</b>	<b>1,246</b>	<b>12.3%</b>	<b>936</b>	<b>243,500</b>	<b>222,500</b>	<b>85</b>	<b>2.9%</b>	<b>12</b>	<b>251,300</b>	<b>65</b>	<b>121,000</b>	<b>32</b>	<b>315,500</b>

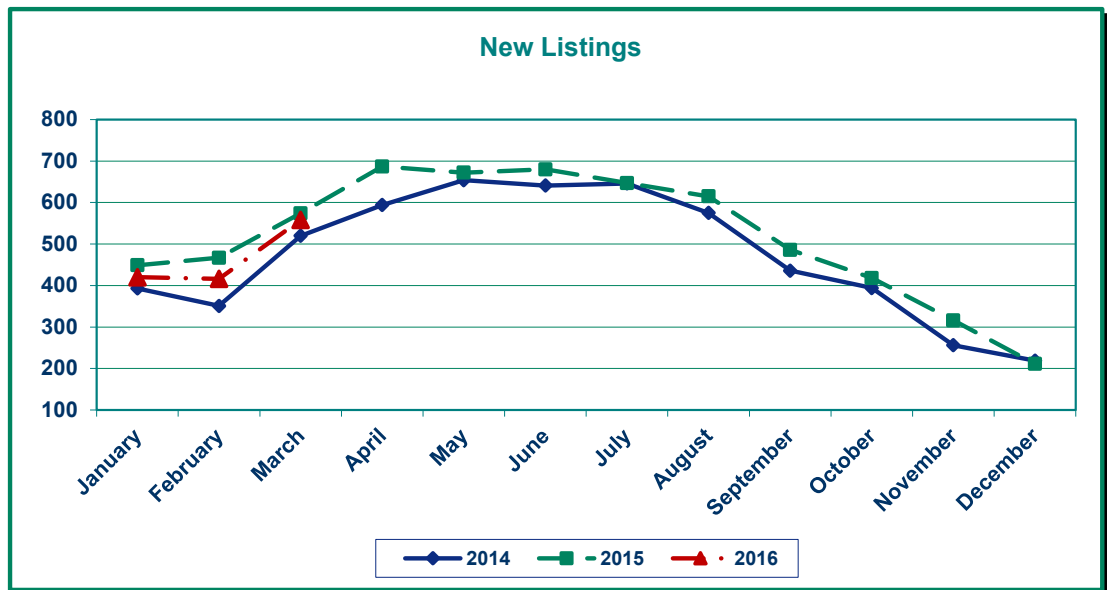
## ACTIVE RESIDENTIAL LISTINGS GREATER LANE COUNTY, OR

*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 March 2016 with March 2015. The Year-To-Date section compares 2016 year-to-date statistics through March with 2015 year-to-date statistics through March.

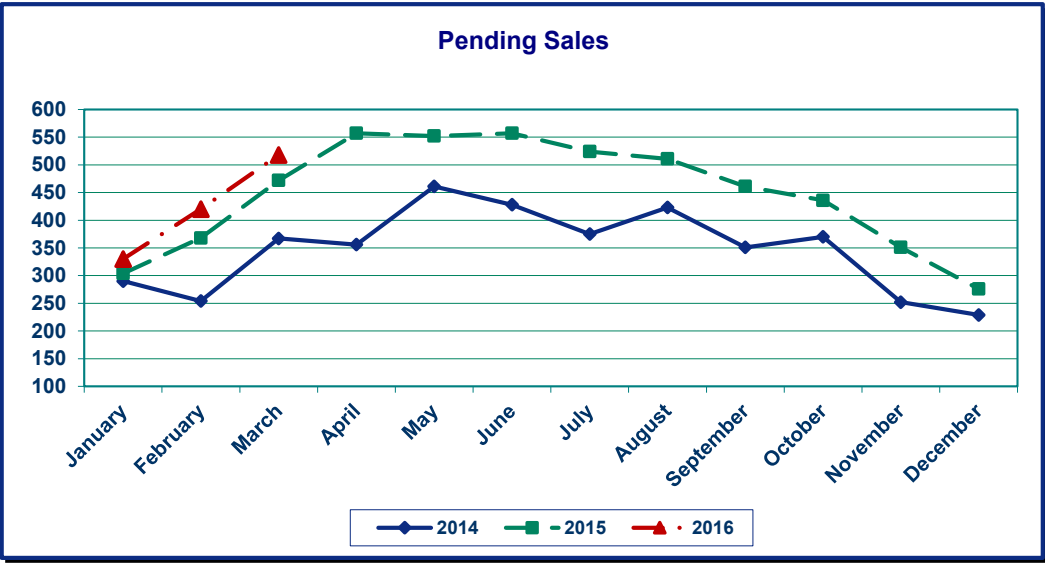
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (4/1/15-3/31/16) with 12 months before (4/1/14-3/31/15).

<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

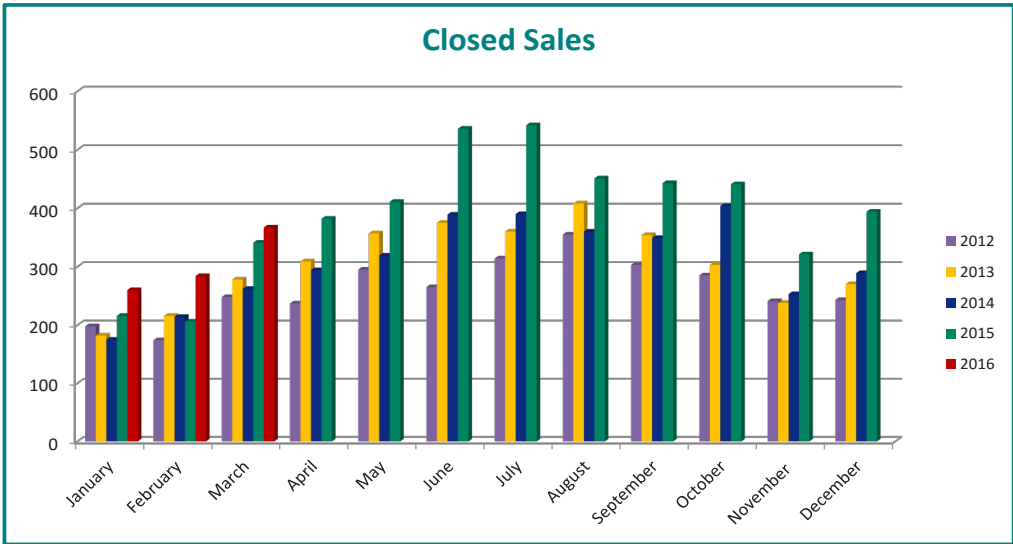
*This graph represents monthly accepted offers in Greater Lane County, Oregon, over the past three calendar years.*



### CLOSED SALES

#### GREATER LANE COUNTY, OR

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

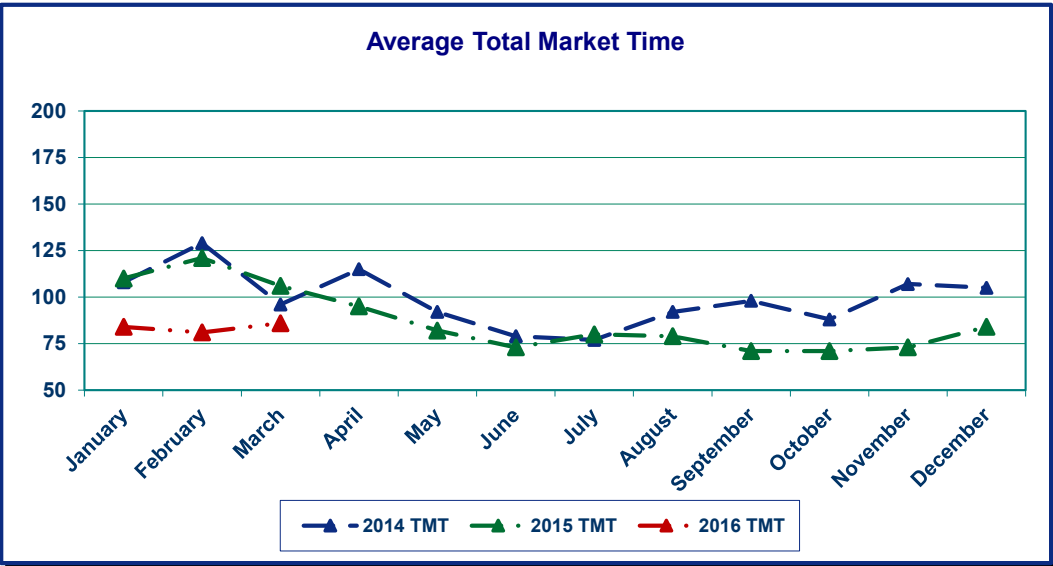


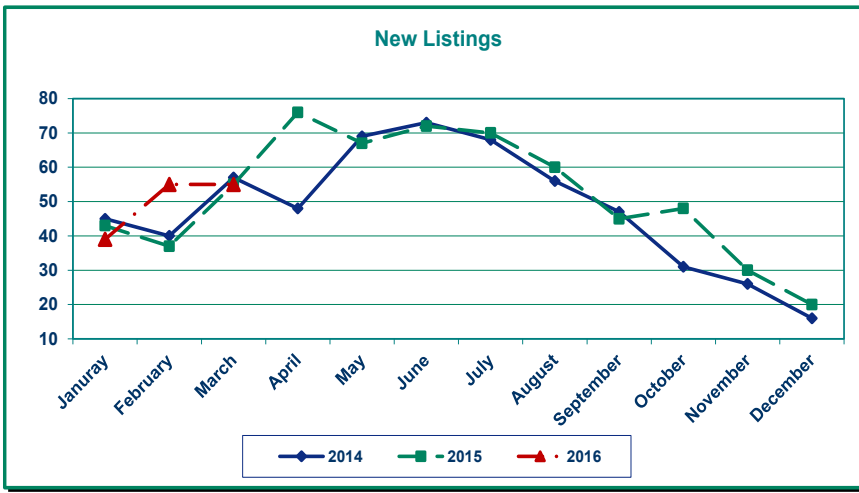
### Average Total Market Time

### 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

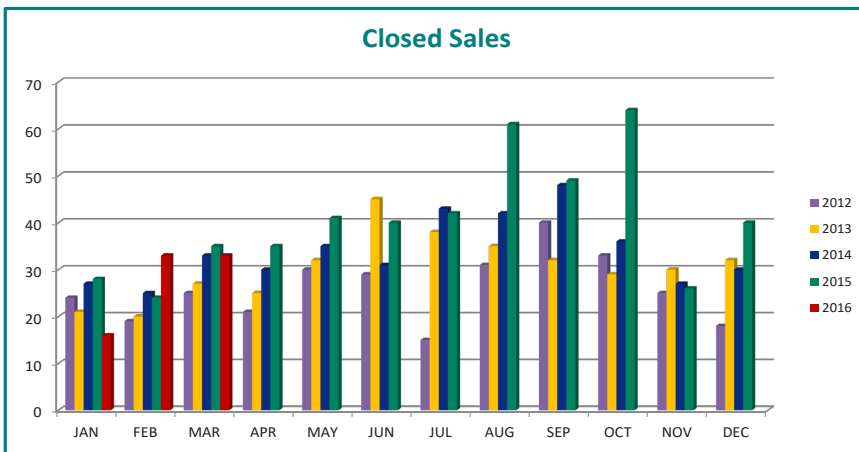
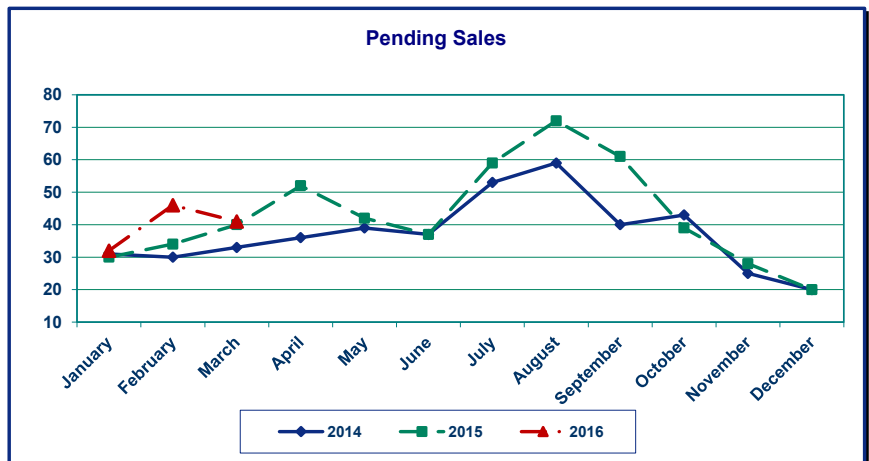
### FLORENCE, OR

*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

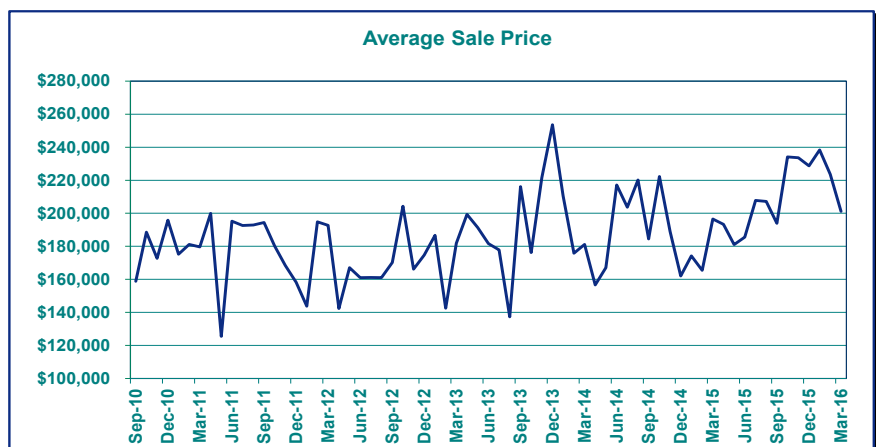
### FLORENCE, OR

*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.*

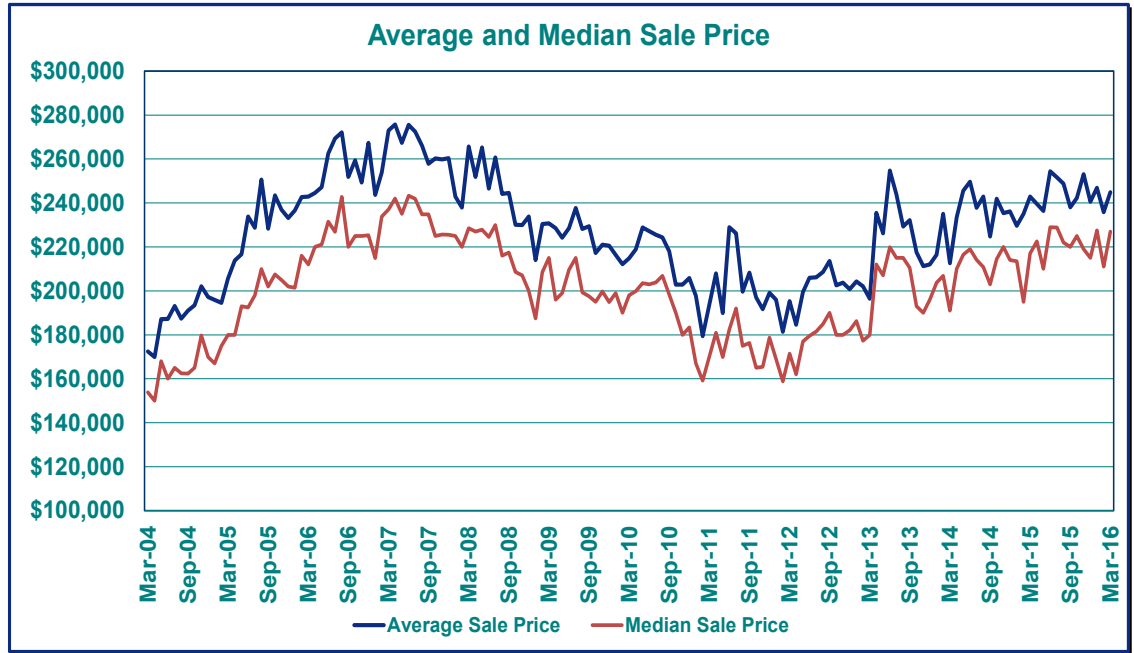
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