

MARKET ACTION

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

Residential Review: Polk and Marion Counties, Oregon

September 2011 Reporting Period

September Residential Highlights

Sales activity in Polk and Marion Counties experienced a growth in September 2011 compared with the same month a year prior, as closed and pending sales both increased.

Comparing September 2010 with September 2011, closed sales grew from 61 to 74, while pending sales went up from 58 to 78. New listings stayed even at 156.

A comparison of August 2011 with September 2011 shows closed sales decreased from 95 to 74 (-22.1%). Pending sales decreased from 91 to 78 (-14.3%), while new listings fell from 177 to 156 (-11.9%).

At the month's rate of sales, the 987 active residential properties would last about 13.3 months, a drop of 5.8 months compared with the inventory level in September 2010.

Sale Prices

Average sale price decreased by

10.7%, when comparing September 2011 to September 2010, while the median sale price went down by 17.2%.

When comparing the previous month of August 2011 with September 2011, the average sale price increased from \$168,100 to \$193,900 (15.4%), while the median sale price grew from \$150,000 to \$169,500 (13%).

Third Quarter Report

A comparison of the third quarter of 2011 with the same period in 2010 is not possible at this time, due to limited historical data.

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

Average Sale Price % Change:
-13.1% (\$175,400 v. \$201,800)
Median Sale Price % Change:
-14.3% (\$149,900 v. \$175,000)

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

Inventory in Months*			
	2009	2010	2011
January	27.7	23.8	19.1
February	30.2	25.5	19.5
March	25.1	14.8	11.2
April	28.7	19.5	11.2
May	20.1	15.1	10.7
June	15.6	14	9.8
July	13.3	24.2	13
August	16.8	21	10.8
September	16.8	19.1	13.3
October	11.1	17.8	
November	11.6	21.2	
December	12.8	15.9	

*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.

The Area Report on page 2 now shows data for the city of Woodburn separate from data for the rest of Area 170. Woodburn data is still included in Polk & Marion totals.

Note: RMLS™ is a supplementary MLS for Polk and Marion counties, so data reported will not reflect the entire market.

Polk & Marion Counties Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2011	September	156	78	74	193,900	145,700	215
	Year-to-date	1,624	878	826	174,200	145,700	130
2010	September	156	58	61	217,100	175,900	151
	Year-to-date	2,019	671	628	201,500	176,900	121
Change	September	0.0%	34.5%	21.3%	-10.7%	-17.2%	42.3%
	Year-to-date	-19.6%	30.8%	31.5%	-13.5%	-17.6%	7.1%

*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 • 9/2011

Polk & Marion Counties, 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
167	Polk County Except Salem	98	7	8	9	350.0%	11	182,500	229	153	77	32.8%	71	173,400	140,000	-17.9%	3	444,700	5	85,000	1	93,500
168	West Salem N	61	10	9	1	-75.0%	8	267,300	344	99	51	54.5%	51	229,600	206,000	-13.2%	-	-	-	-	-	-
169	West Salem S	14	6	1	2	-	2	176,800	31	18	9	-18.2%	8	204,400	220,900	-10.2%	-	-	-	-	-	-
170	Woodburn	174	28	22	20	-	14	208,600	430	264	170	-	156	154,100	124,700	-6.6%	1	695,000	-	-	-	-
	Except Woodburn	273	39	49	23	-	17	185,400	123	484	219	-	194	206,400	172,900	-8.6%	3	151,400	14	208,300	1	249,000
170	Marion Except Salem/Keizer	447	67	71	43	48.3%	31	195,900	262	748	389	18.6%	350	183,100	147,300	-9.2%	4	287,300	14	208,300	1	249,000
171	Southwest Salem	1	0	3	-	-100.0%	1	180,000	250	4	6	50.0%	8	178,600	180,000	-20.6%	-	-	-	-	-	-
172	South Salem	57	6	9	6	0.0%	5	145,000	113	85	45	9.8%	45	223,100	194,800	-7.1%	-	-	5	32,600	1	615,000
173	Southeast Salem	90	18	8	5	-16.7%	5	304,300	71	152	74	64.4%	67	182,300	164,000	-12.2%	-	-	1	25,000	4	416,200
174	Central Salem	66	6	16	3	50.0%	0	-	-	79	57	72.7%	57	122,700	107,000	-16.9%	2	173,000	-	-	1	163,000
175	East Salem S	26	2	4	1	-50.0%	2	103,000	353	42	33	37.5%	34	121,500	103,200	-27.8%	-	-	-	-	-	-
176	East Salem N	61	15	3	7	133.3%	7	110,600	62	116	73	62.2%	72	118,700	117,000	-22.2%	1	2,620,000	-	-	2	192,500
177	South Keizer	8	1	1	-	-100.0%	0	-	-	17	10	100.0%	10	125,200	110,700	-15.3%	-	-	-	-	1	153,000
178	North Keizer	58	18	9	1	-50.0%	2	183,800	81	111	54	22.7%	53	180,400	159,500	-16.2%	-	-	2	91,300	1	145,000
167-169	Polk Total	173	23	18	12	100.0%	21	214,300	254	270	137	34.3%	130	197,400	170,000	-13.8%	3	444,700	5	85,000	1	93,500
170-178	Marion Total	814	133	124	66	26.9%	53	185,800	200	1,354	741	30.2%	696	169,900	143,500	-12.9%	7	587,900	22	149,400	11	306,800
	Polk & Marion Grand Total	987	156	142	78	34.5%	74	193,900	215	1,624	878	30.8%	826	174,200	145,700	-13.1%	10	544,900	27	137,500	12	289,000

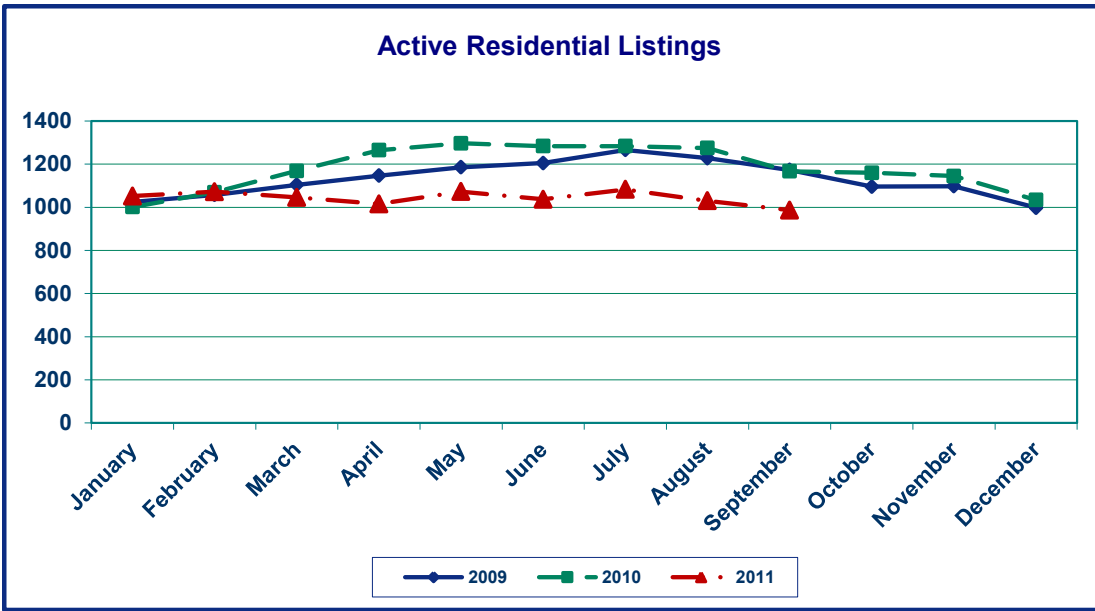
Benton & Linn Counties, Oregon

220	Benton County	74	8	8	7	-	6	237,000	74	131	55	-	50	239,900	226,000	11.4%	3	185,000	2	604,000	1	52,000
221	Linn County	236	33	21	15	-	13	201,200	105	398	177	-	162	137,000	118,100	-9.8%	5	120,800	7	152,400	3	219,300

ACTIVE RESIDENTIAL LISTINGS

POLK & MARION
COUNTIES, OR

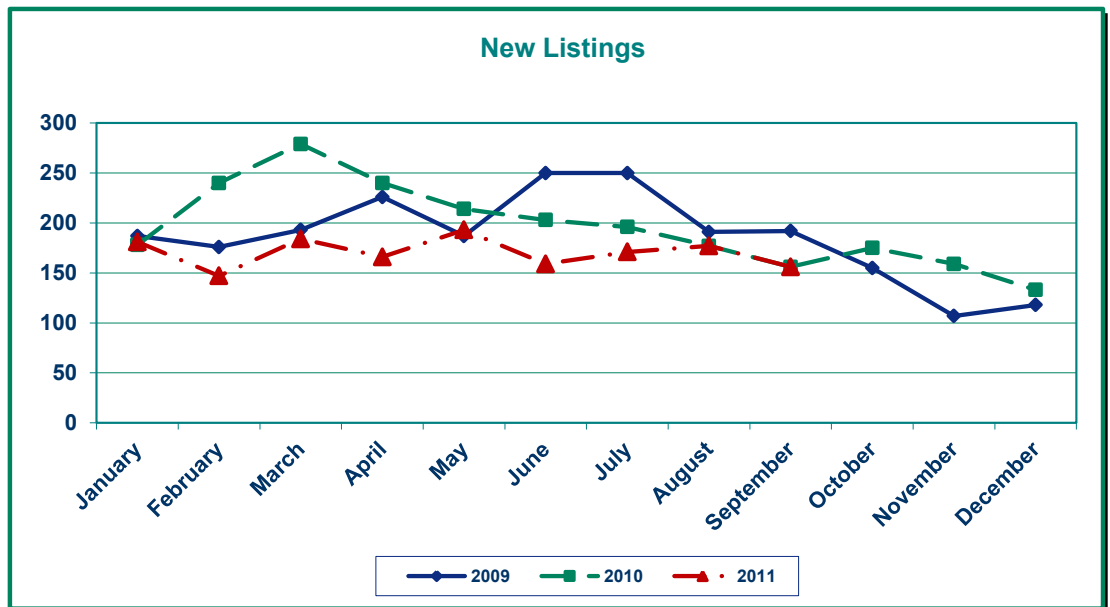
This graph shows the active residential listings over the past three calendar years in Polk and Marion Counties, Oregon.



NEW LISTINGS

POLK & MARION
COUNTIES, OR

This graph shows the new residential listings over the past three calendar years in Polk and Marion Counties, Oregon.



¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares September 2011 with September 2010. The Year-To-Date section compares year-to-date statistics from September 2011 with year-to-date statistics from September 2010.

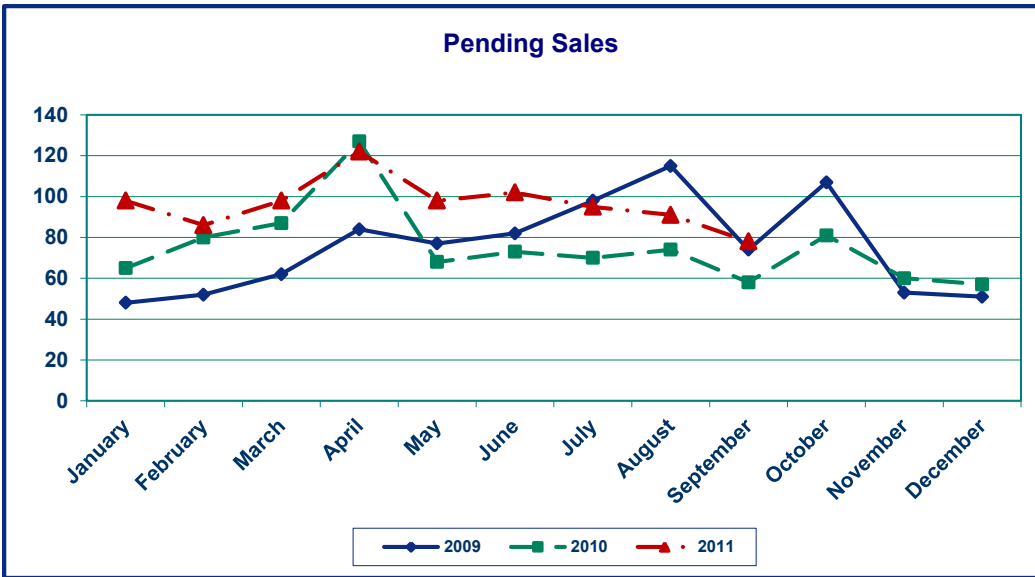
² % Change is based on a comparison of the rolling average sale price for the last 12 months (10/1/10-9/30/11) with 12 months before (10/1/09-9/30/10).

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

POLK & MARION
COUNTIES, OR

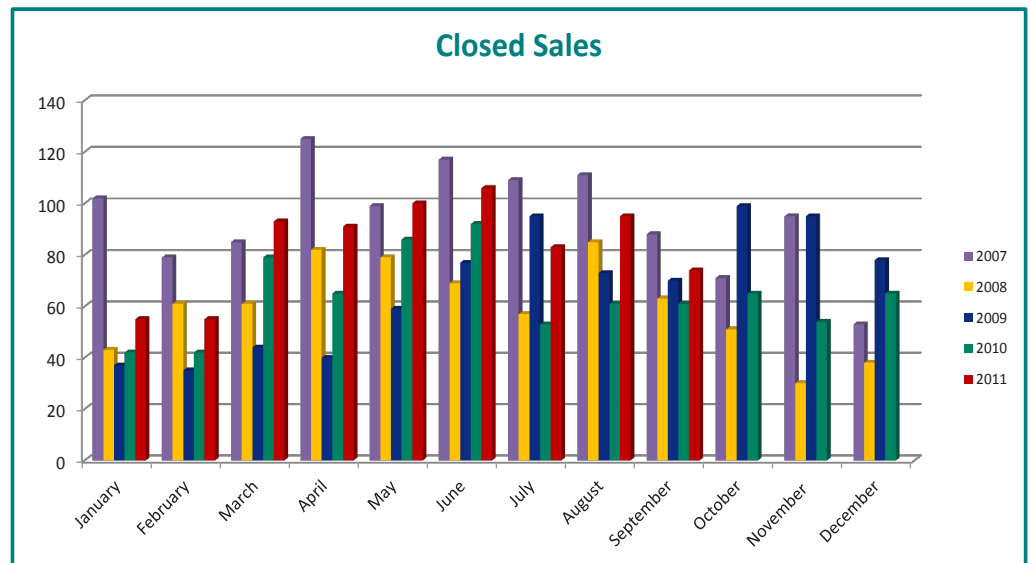
This graph represents monthly accepted offers in Polk and Marion Counties, Oregon, over the past three calendar years.



CLOSED SALES

POLK & MARION
COUNTIES, OR

This graph shows the closed sales over the past five calendar years in Polk and Marion Counties, Oregon.

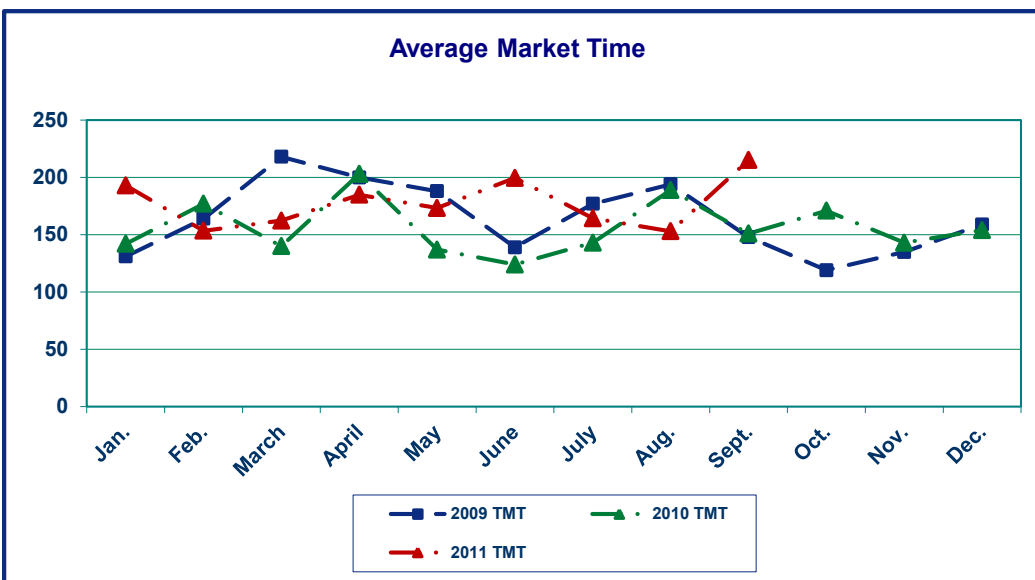


Average Market Time

DAYS ON MARKET

POLK & MARION
COUNTIES, OR

This graph shows the average market time for sales in Polk and Marion Counties, Oregon, over the past three calendar years.





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
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

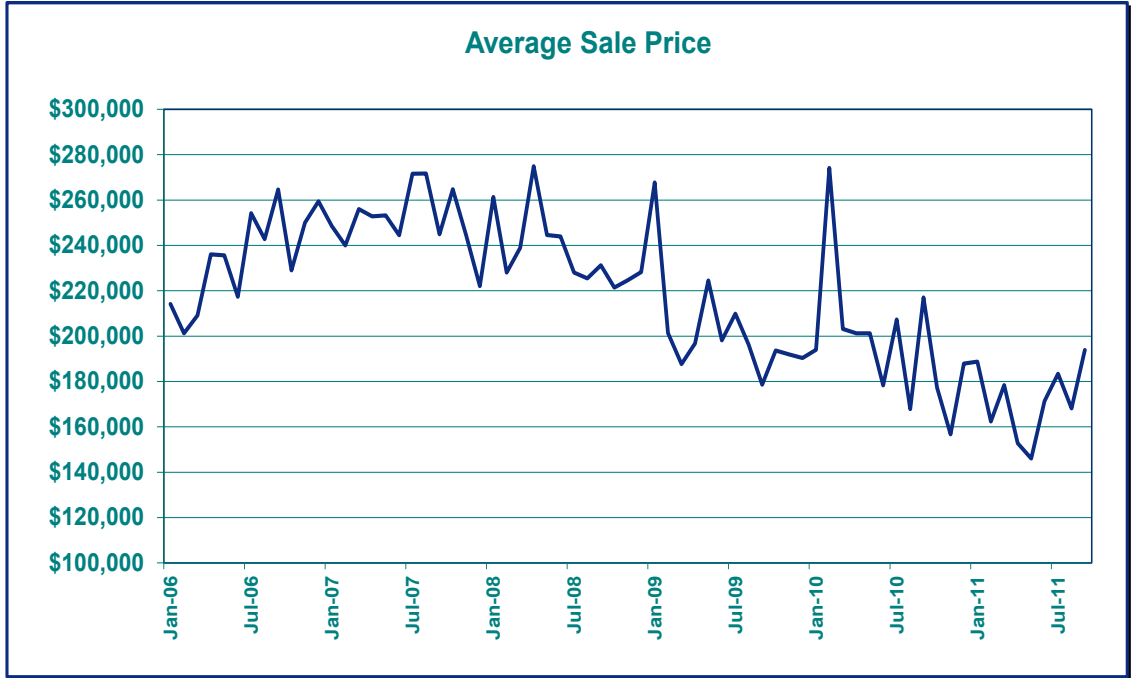
Eastern Oregon
PO Box 751
Hermiston, OR 97838
(541) 567-5186
Fax: (541) 289-7320

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

AVERAGE SALE PRICE

POLK & MARION COUNTIES, OR

This graph represents the average sale price for RMLS™-listed homes sold in Polk and Marion counties in Oregon.



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

Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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™.



Cory Neu, Chairman of the Board
Kurt von Wasmuth, President/CEO
Kelsey Brunson, Editor
Danny Gottleib, Assistant Editor