

# MARKET ACTION



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

Residential Review: Polk and Marion Counties, Oregon

December 2011 Reporting Period

## December Residential Highlights

Sales activity shows improvements in Polk and Marion counties when comparing December 2010 with December 2011. Closed sales increased from 65 to 73, and pending sales rose from 57 to 79. There was, however, a decline in newly listed properties, as new listings fell from 133 to 97.

A month-to-month comparison of November 2011 with December 2011 shows closed sales rose from 61 to 73. Pending sales declined from 87 to 79 and new listings fell from 133 to 97.

## 2011 Summary

Comparing 2010 to 2011, closed sales grew 26.6% and pending sales rose 27.9%. New listings fell 20.3%. See the year-to-date information in the highlights table below.

## Sale Prices

The average sale price fell by 9.4%, when comparing December 2011 to December 2010, and the median sale price decreased 7.4%.

A month-to-month comparison of November 2011 to December 2011 shows a 6% rise in the average sale price and a 14.7% rise in the median sale price. On a year-by-year basis, the average sale price declined 10.1% and the median sale price fell 14.6% when comparing 2010 to 2011.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
<b>Average Sale Price % Change:</b>	-10.1% (\$175,400 v. \$195,100)
<b>Median Sale Price % Change:</b>	-14.6% (\$148,000 v. \$173,400)

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	14.5
November	11.6	21.2	15.5
December	12.8	15.9	10.8

\*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	December	97	79	73	170,200	148,000	182
	Year-to-date	2,014	1,108	1,048	175,400	148,000	127
2010	December	133	57	65	187,900	159,900	154
	Year-to-date	2,527	866	828	195,100	173,400	119
Change	December	-27.1%	38.6%	12.3%	-9.4%	-7.4%	18.3%
	Year-to-date	-20.3%	27.9%	26.6%	-10.1%	-14.6%	7.2%

\*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

## 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 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales 2011	Pending Sales 2011 v. 2010	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
167	Polk County Except Salem	69	9	31	4	300.0%	7	145,700	160	191	99	28.6%	93	169,100	140,000	-8.4%	3	444,700	9	106,400	1	93,500
168	West Salem N	45	6	11	4	0.0%	3	255,700	300	119	64	52.4%	60	232,300	215,500	-16.2%	-	-	2	59,500	-	-
169	West Salem S	6	1	4	1	-	1	105,900	70	22	14	7.7%	12	180,500	169,000	-19.4%	-	-	-	-	-	-
170	Woodburn	146	13	20	12	-	12	86,800	236	326	207	-	201	147,200	121,000	-4.8%	1	695,000	-	-	-	-
	Except Woodburn	213	27	57	15	-	20	202,200	194	588	268	-	254	215,400	173,500	-4.5%	7	209,200	15	200,700	2	274,500
170	Marion Except Salem/Keizer	359	40	77	27	-10.0%	32	159,000	210	914	475	15.0%	455	185,300	146,500	-4.9%	8	269,900	15	200,700	2	274,500
171	Southwest Salem	3	1	-	-	-100.0%	1	310,900	26	7	7	-12.5%	9	193,300	180,000	-36.9%	-	-	-	-	-	-
172	South Salem	56	7	13	5	0.0%	4	201,500	213	111	56	3.7%	56	215,500	193,900	-4.6%	-	-	6	35,500	1	615,000
173	Southeast Salem	65	10	25	9	200.0%	8	190,500	138	188	101	68.3%	94	185,000	175,000	-7.4%	-	-	5	25,000	4	416,200
174	Central Salem	67	8	11	9	350.0%	3	111,700	248	107	74	89.7%	68	118,700	105,500	-19.6%	2	173,000	-	-	1	163,000
175	East Salem S	18	6	11	4	0.0%	2	152,900	124	55	39	14.7%	38	130,000	108,500	-29.5%	-	-	-	-	-	-
176	East Salem N	40	4	14	6	100.0%	4	188,100	109	140	91	42.2%	88	122,300	122,800	-26.4%	1	2,620,000	-	-	2	192,500
177	South Keizer	8	2	-	1	-	0	-	-	20	13	85.7%	12	120,200	110,700	-9.2%	-	-	-	-	1	153,000
178	North Keizer	50	3	7	9	200.0%	8	176,500	138	140	75	36.4%	63	179,300	160,000	-17.3%	-	-	3	77,200	1	145,000
167-169	Polk Total	120	16	46	9	80.0%	11	172,100	190	332	177	34.1%	165	192,900	167,900	-11.2%	3	444,700	11	97,900	1	93,500
170-178	Marion Total	666	81	158	70	34.6%	62	169,900	181	1,682	931	26.8%	883	172,200	144,900	-11.3%	11	465,900	29	123,500	12	306,200
	Polk & Marion Grand Total	786	97	204	79	38.6%	73	170,200	182	2,014	1,108	27.9%	1,048	175,400	148,000	-10.1%	14	461,400	40	116,400	13	289,900

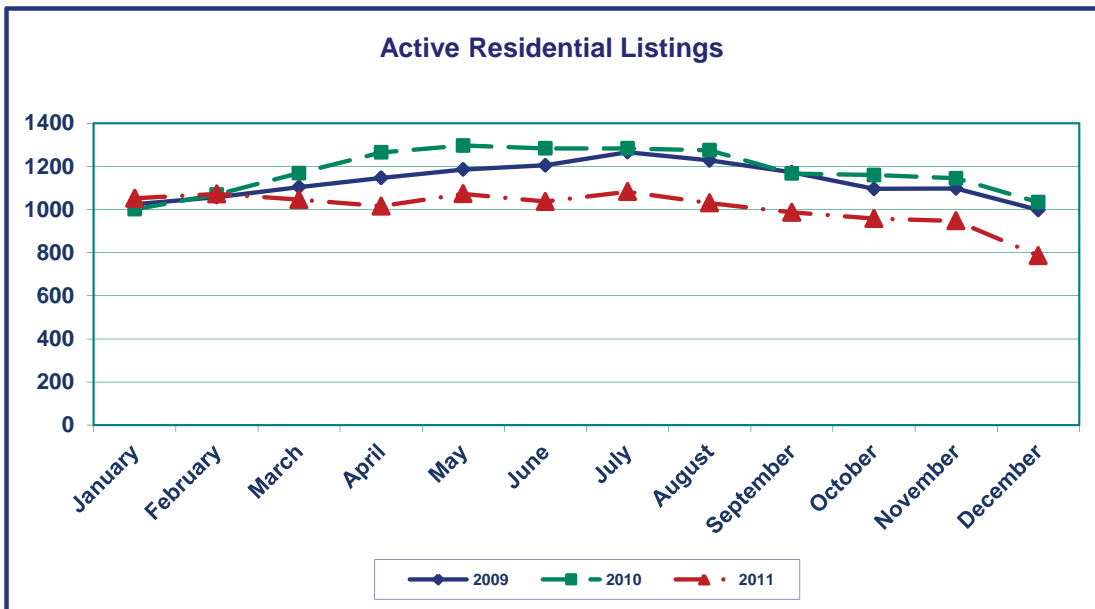
## Benton & Linn Counties, Oregon

220	Benton County	57	2	9	2	-	5	349,700	134	152	71	-	68	257,800	245,500	7.2%	3	185,000	3	541,000	1	52,000
221	Linn County	205	21	33	14	-	13	127,900	176	486	226	-	207	138,700	120,000	-12.4%	7	152,000	10	136,500	3	219,300

## ACTIVE RESIDENTIAL LISTINGS

POLK & MARION COUNTIES, OR

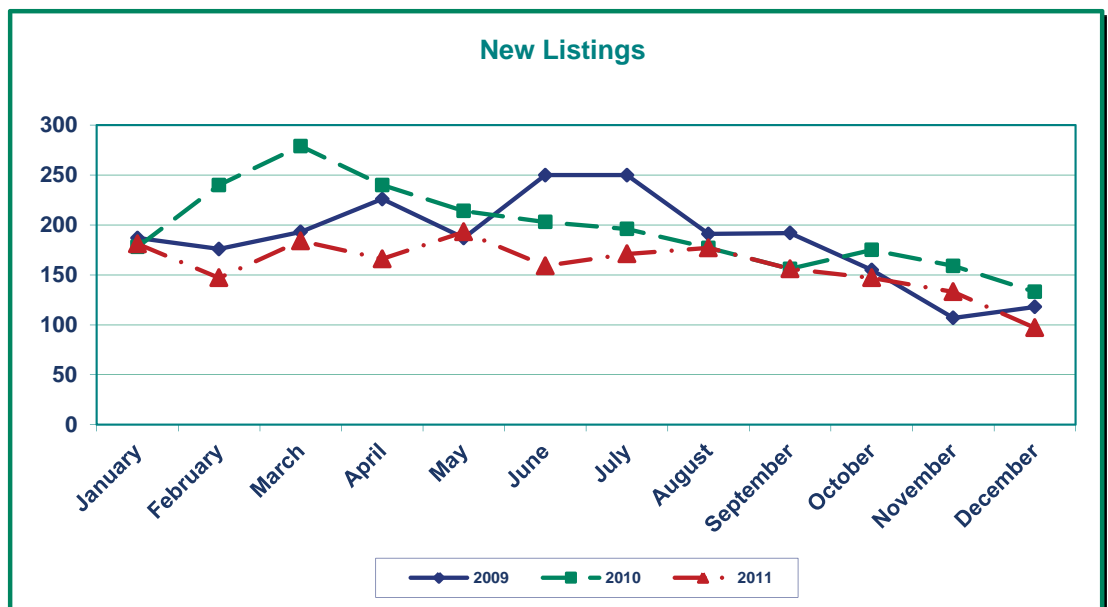
*This graph shows the active residential listings over the past three calendar years in Polk and Marion Counties, Oregon.*



## 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.*



<sup>1</sup> 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.

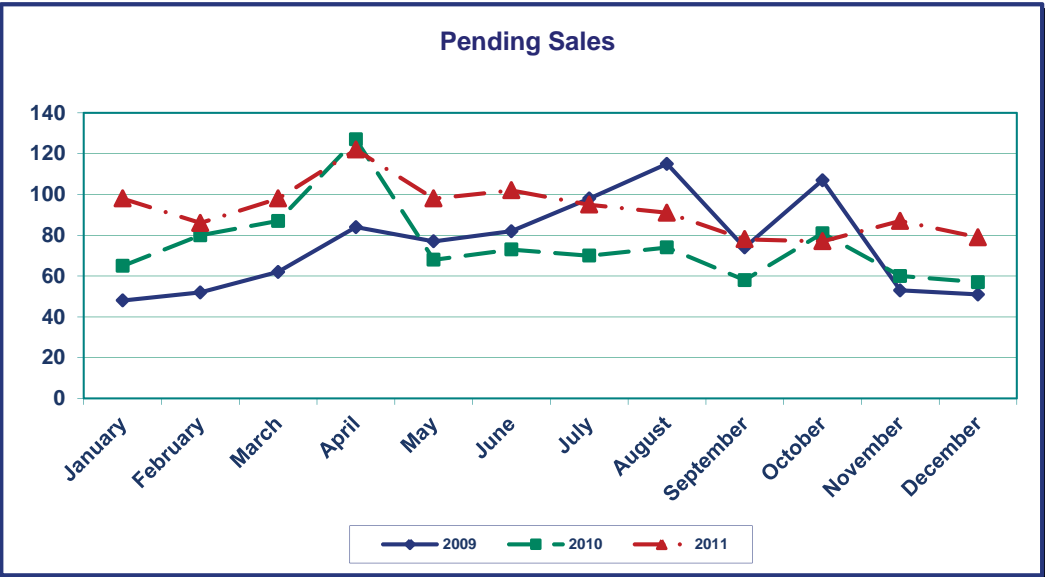
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/11-12/31/11) with 12 months before (1/1/10-12/31/10).

<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**

**POLK & MARION  
COUNTIES, OR**

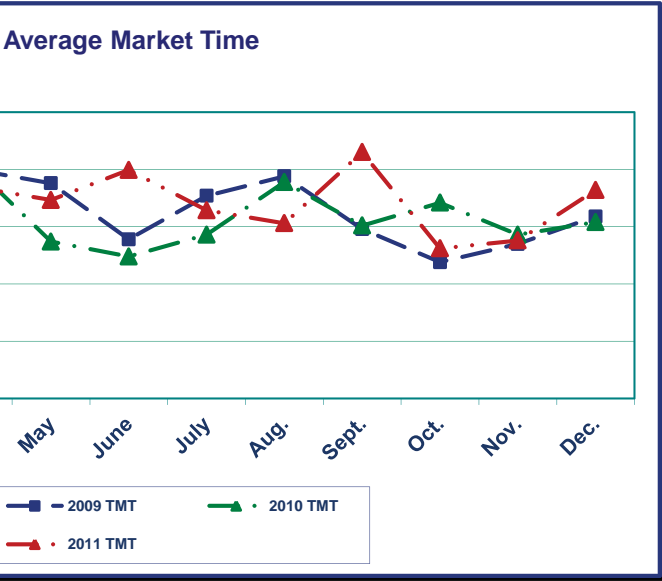
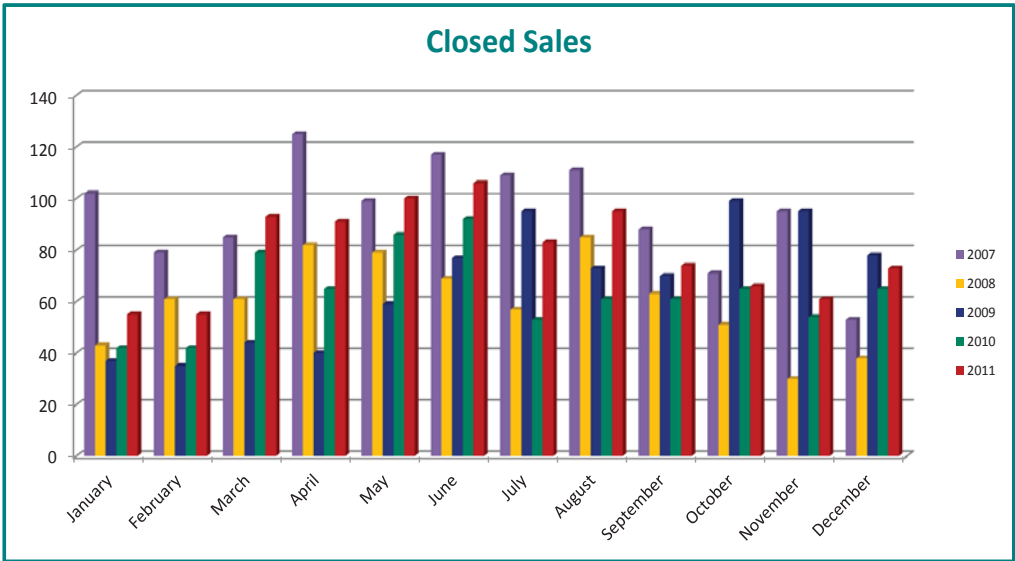
*This graph represents monthly accepted offers in Polk and Marion Counties, Oregon, over the past three calendar years.*



**CLOSED SALES**

**POLK & MARION  
COUNTIES, OR**

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



**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

### 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.*

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Fax: (503) 230-0689

Southwest Washington  
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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

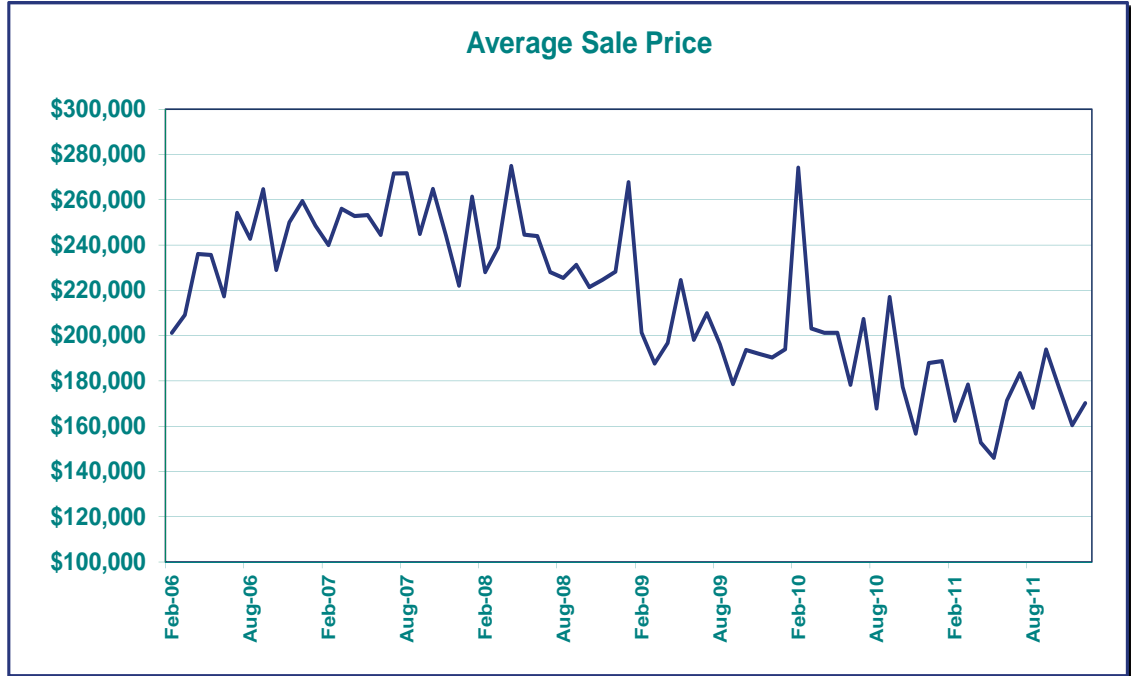
Douglas County  
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