

# MARKET ACTION



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

Residential Review: Polk and Marion Counties, Oregon

December 2015 Reporting Period

## December Residential Highlights

Polk and Marion Counties ended 2015 with an uptick in closed sales this December. At 150 posted closings, activity ended 30.4% higher than in December 2014 (115) and 33.9% higher than in November 2015 (112). Pending sales (127) fared 29.6% better than in December 2014, when 98 offers were accepted for the month, although falling 8.0% short of the 138 offers accepted last month in November 2015. Similarly, new listings (120) decreased 18.9% from November 2014 (148) but still ended 26.3% ahead of December 2014 (95).

Inventory decreased in December to 2.7 months, and total market time decreased to 73 days.

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

## Year to Date Summary

Activity ended ahead across the board in 2015 compared to 2014. Pending sales (1,919) rose 36.8%, closed sales (1,788) rose 36.6%, and new listings (2,446) rose 8.5%.

## Average and Median Sale Prices

Comparing 2015 to 2014 through the end of each year, the average sale price increased 9.4% from \$216,900 to \$237,300. In the same comparison, the median sale price increased 12.5% from \$187,900 to \$211,400.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
<b>Average Sale Price % Change:</b>	+9.2% (\$237,300 v. \$217,300)
<b>Median Sale Price % Change:</b>	+12.6% (\$211,400 v. \$187,700)

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

Inventory in Months*			
	2013	2014	2015
January	8.9	8.9	6.1
February	7.4	7.1	5.9
March	8.1	6.2	4.6
April	6.7	6.6	3.8
May	6.3	6.3	4.3
June	6.1	8.3	4.4
July	6.2	6.6	4.8
August	5.3	6.5	4.5
September	6.7	7.5	4.3
October	5.7	6.0	3.3
November	7.2	8.5	4.3
December	8.1	5.2	2.7

\*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 includes proposed and under construction homes.

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

Polk & Marion Co. Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2015	December	120	127	150	231,400	212,300	73
	November	148	138	112	272,600	196,000	87
	Year-to-date	2,446	1,919	1,788	237,300	211,400	96
2014	December	95	98	115	235,500	191,900	125
	Year-to-date	2,255	1,403	1,309	216,900	187,900	105
Change	December	26.3%	29.6%	30.4%	-1.7%	10.6%	-41.4%
	Prev Mo 2015	-18.9%	-8.0%	33.9%	-15.1%	8.3%	-16.1%
	Year-to-date	8.5%	36.8%	36.6%	9.4%	12.5%	-8.7%

# AREA REPORT • 12/2015

## Polk & Marion Counties, Oregon

		RESIDENTIAL													Avg. Sale Price % Change <sup>2</sup>	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 2015 v. 2014 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2015 v. 2014 <sup>1</sup>	Closed Sales	Average Sale Price		Median Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
167	Polk County Except Salem	57	14	11	7	-22.2%	9	188,400	66	250	182	65.5%	172	265,100	228,800	26.3%	4	170,300	11	193,400	12	404,900
168	West Salem N	22	6	1	4	-42.9%	9	243,800	63	120	90	42.9%	84	258,100	233,000	-4.1%	-	-	11	64,500	-	-
169	West Salem S	6	0	2	1	-	4	238,900	45	48	33	3.1%	31	249,600	243,000	13.5%	-	0	2	17,500	-	-

170	Woodburn	61	35	7	32	28.0%	28	173,300	56	410	376	9.6%	357	192,700	175,000	9.9%	2	350,000	15	95,900	3	254,000
	Except Woodburn	109	28	30	37	85.0%	38	278,000	116	675	525	36.4%	486	279,900	239,000	5.6%	6	224,200	28	253,000	6	526,800

170	Marion Except Salem/Keizer	170	63	37	69	53.3%	66	233,600	90	1,085	901	23.8%	843	243,000	215,400	8.8%	8	255,600	43	198,200	9	435,900
171	Southwest Salem	6	2	2	0	-100.0%	1	342,200	22	27	15	0.0%	15	431,000	339,000	36.3%	-	-	-	-	-	-
172	South Salem	24	5	9	12	140.0%	17	272,600	96	177	142	79.7%	129	274,100	244,000	6.2%	-	-	3	115,000	3	176,200
173	Southeast Salem	39	5	3	2	-71.4%	12	211,400	37	209	134	54.0%	125	237,700	224,900	2.7%	2	215,000	10	44,600	8	247,000
174	Central Salem	16	4	4	5	25.0%	3	181,500	34	121	92	64.3%	85	153,200	148,500	19.9%	2	178,000	2	37,200	3	294,300
175	East Salem S	11	2	4	4	-20.0%	5	200,800	39	61	50	28.2%	48	174,600	155,700	-14.5%	-	-	4	93,100	2	224,300
176	East Salem N	22	10	1	11	10.0%	9	187,300	54	139	116	39.8%	108	172,700	172,000	18.0%	1	324,300	3	52,500	6	443,100
177	South Keizer	5	0	-	1	0.0%	2	111,500	68	26	19	0.0%	20	154,400	157,000	-10.8%	1	85,000	-	-	-	-
178	North Keizer	34	9	3	11	175.0%	13	267,000	50	183	145	57.6%	128	233,000	230,000	11.6%	2	339,400	1	215,000	3	555,000

167-169	Polk Co. Grand Total	85	20	14	12	-25.0%	22	220,200	61	418	305	48.8%	287	261,400	230,000	13.9%	4	170,300	24	119,700	12	404,900
170-178	Marion Co. Grand Total	327	100	63	115	40.2%	128	233,300	75	2028	1614	34.7%	1501	232,700	207,900	8.1%	16	244,900	66	153,500	34	355,400
	Polk & Marion Grand Total	412	120	77	127	29.6%	150	231,400	73	2446	1919	36.8%	1788	237,300	211,400	9.2%	20	230,000	90	144,500	46	368,300

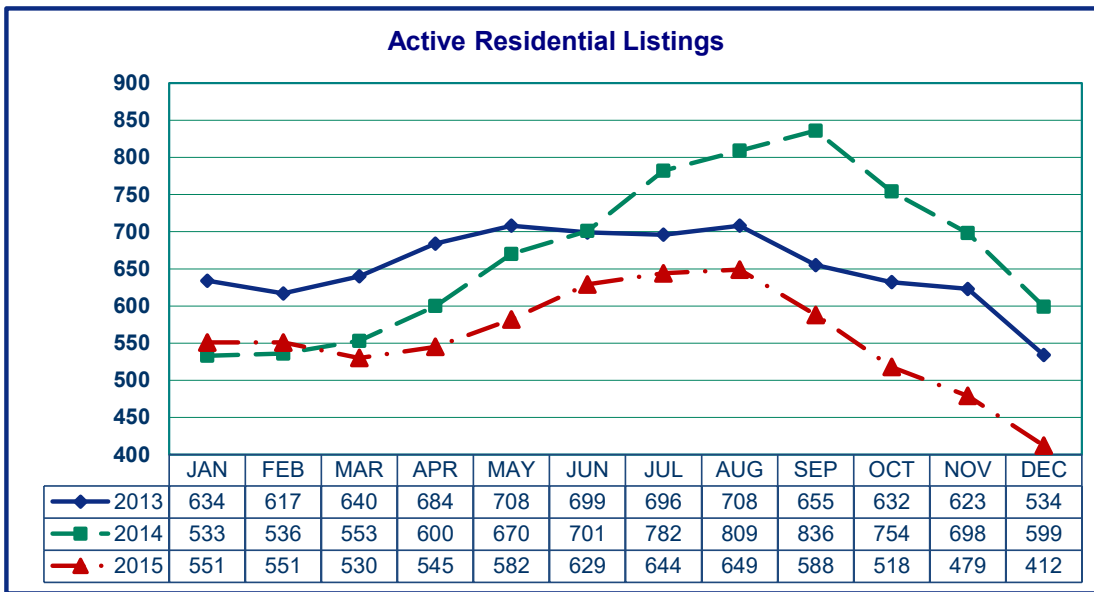
## Benton & Linn Counties, Oregon

220	Benton County	39	7	9	5	-37.5%	9	202,100	36	160	96	10.3%	97	276,100	255,000	-2.6%	1	650,000	12	208,500	3	402,500
221	Linn County	137	41	44	38	52.0%	47	214,900	66	725	533	46.0%	490	216,400	179,900	13.4%	10	184,600	61	112,800	14	212,800

## ACTIVE RESIDENTIAL LISTINGS

### POLK & MARION COUNTIES, OR

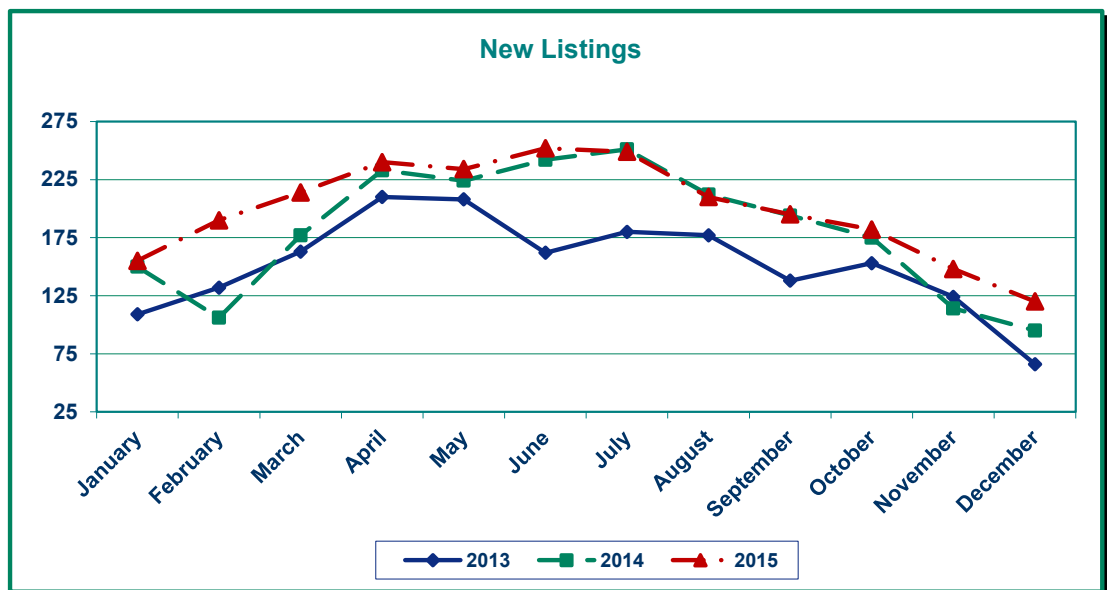
*This graph shows the active residential listings over the past three calendar years in Polk and Marion Counties, Oregon.*



## 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 2015 with December 2014. The Year-To-Date section compares 2015 year-to-date statistics through December with 2014 year-to-date statistics through December.

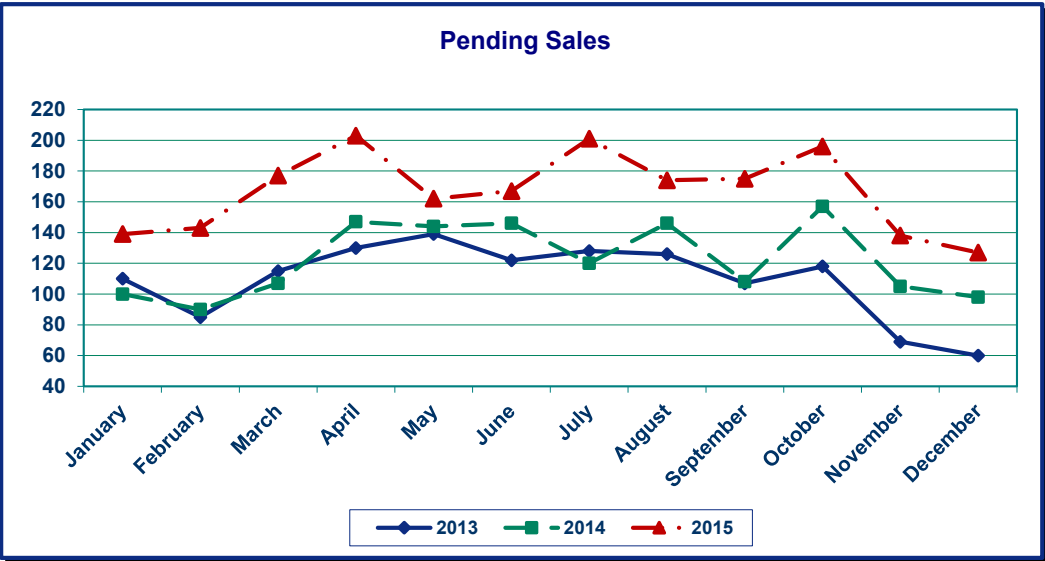
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/15-12/31/15) with 12 months before (1/1/14-12/31/14).

<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

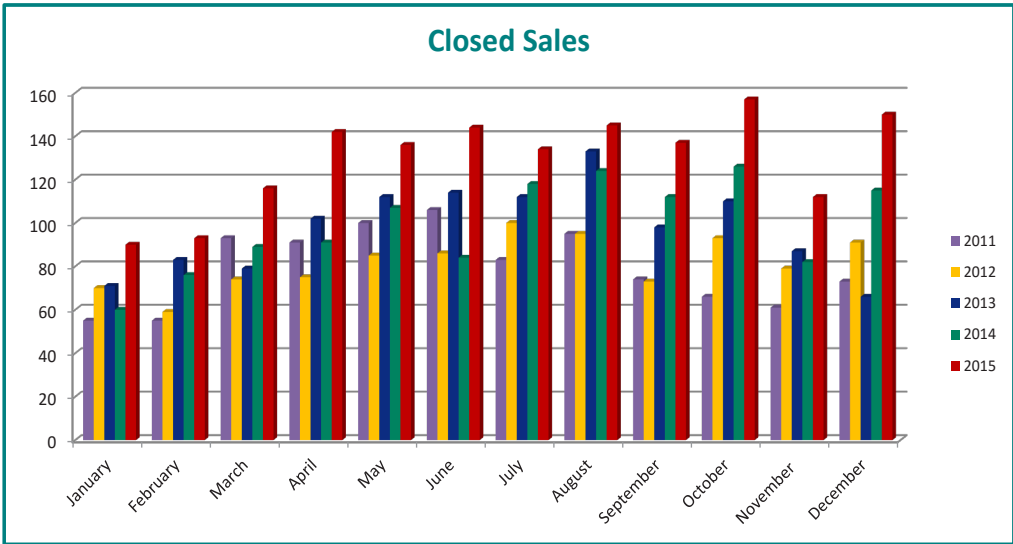
*This graph represents monthly accepted offers in Polk and Marion Counties, Oregon, over the past three calendar years.*



### CLOSED SALES

#### POLK & MARION COUNTIES, OR

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

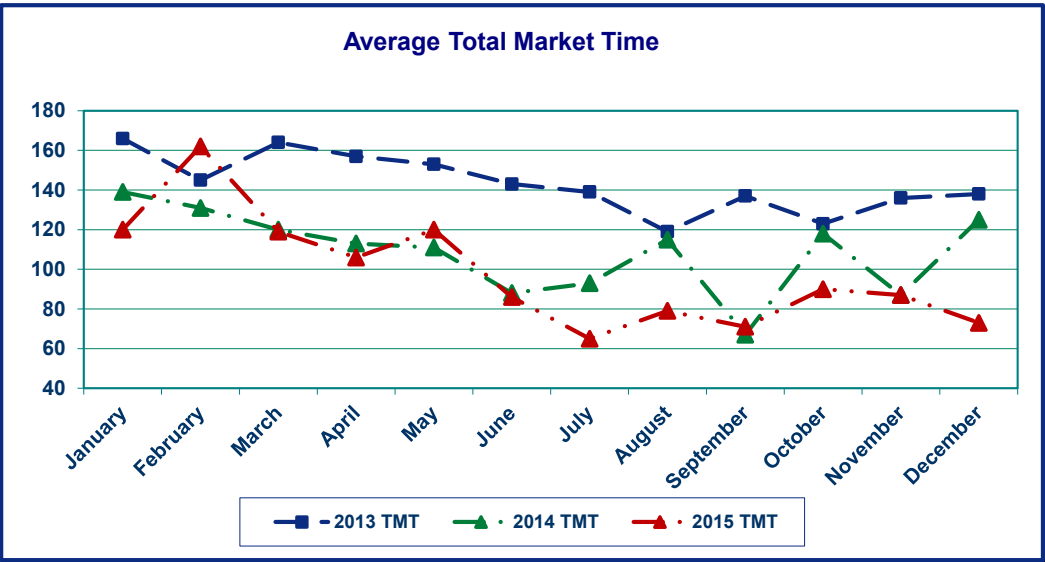


### Average Total Market Time

### 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.*



**SALE PRICE**  
**POLK & MARION**  
**COUNTIES, OR**

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

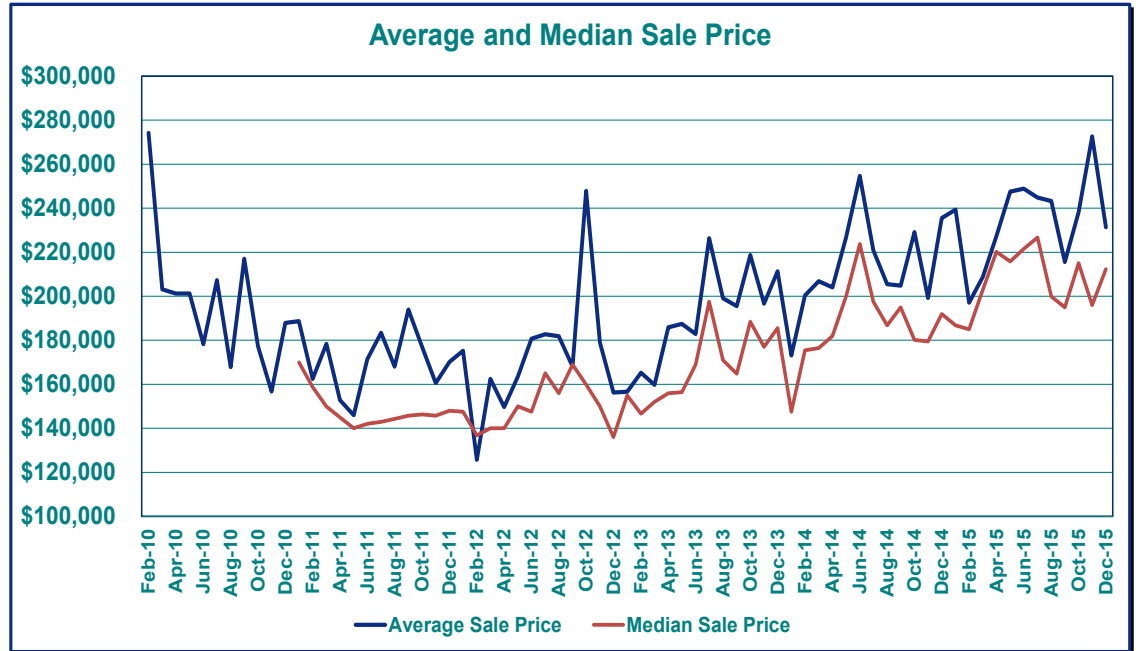
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Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Josephine County, Lane County, North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

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