

MARKET ACTION

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

Residential Review: Polk and Marion Counties, Oregon

September 2012 Reporting Period

September Residential Highlights

Real estate activity cooled compared to August's robust performance, but was similar to the same month in the previous year. Accepted offers dropped 34.5% from 119 in August to 78, but were identical to pendings in September 2011. Closed sales dropped 23.2% from August to September (95 v. 73), but were only one fewer than closings in the comparable month last year. The 134 new listings were 7.6% off the August pace and 14.1% lower than new listings in September 2011.

1,569 are 3.4% fewer than the 1,624 registered in the first nine months of last year. At 876, accepted offers are virtually identical to the 878 recorded in the same period of 2011, and closed sales of 796 this year are 3.6% under the 826 last.

Prices continue to stabilize. The average sales price through September of this year is \$170,300, 2.2% under the average price for the first three quarters last year, while the 2012 year-to-date median sale price of \$150,000 is 3.0% higher than the median last year.

Inventory in Months*			
	2010	2011	2012
January	23.8	19.1	11.5
February	25.5	19.5	13.8
March	14.8	11.2	11
April	19.5	11.2	11.1
May	15.1	10.7	10.7
June	14	10	10.4
July	24.2	13	8.8
August	21	10.8	9.5
September	19.1	13.3	11.8
October	17.8	14.5	
November	21.2	15.5	
December	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. This includes proposed and under construction homes.

Year-To-Date Trends

With three-quarters of the year gone, the total new listings of

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

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

Average Sale Price % Change:
-3.0% (\$171,800 v. \$177,100)
Median Sale Price % Change:
0% (\$150,000 v. \$150,000)

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

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 Counties Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2012	September	134	78	73	168,100	169,000	168
	August	145	119	95	181,800	156,000	132
	Year-to-date	1,569	876	796	170,300	150,000	150
2011	September	156	78	74	193,900	169,500	215
	Year-to-date	1,624	878	826	174,200	145,700	130
Change	September	-14.1%	0.0%	-1.4%	-13.3%	-0.3%	-22.0%
	Prev Mo 2012	-7.6%	-34.5%	-23.2%	-7.5%	8.3%	27.3%
	Year-to-date	-3.4%	-0.2%	-3.6%	-2.2%	3.0%	15.6%

AREA REPORT • 9/2012

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/Canceled Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011	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	87	9	9	5	-44.4%	6	184,100	67	151	67	-13.0%	62	174,700	149,500	1.2%	2	272,600	8	224,300	-	-
168	West Salem N	41	11	11	5	400.0%	9	178,400	94	91	57	11.8%	54	200,200	191,000	-12.7%	-	-	-	-	-	-
169	West Salem S	12	2	2	-	-100.0%	1	330,000	928	21	10	11.1%	11	240,800	242,000	3.6%	-	-	-	-	-	-
170	Woodburn	184	24	16	16	-20.0%	12	110,600	318	300	171	0.6%	153	125,700	115,000	-17.2%	2	337,500	1	20,000	2	175,000
	Except Woodburn	246	33	37	25	8.7%	13	184,400	116	443	232	5.9%	194	199,600	176,000	-2.9%	7	461,000	14	183,300	1	200,000
170	Marion Except Salem/Keizer	430	57	53	41	-4.7%	25	149,000	213	743	403	3.6%	347	167,000	150,000	-7.6%	9	433,600	15	172,400	3	183,300
171	Southwest Salem	6	0	1	1	-	0	-	-	8	2	-66.7%	1	249,000	249,000	22.9%	-	-	-	-	-	-
172	South Salem	58	3	7	2	-66.7%	7	200,300	113	101	56	24.4%	53	262,100	205,000	17.0%	-	-	-	-	1	160,000
173	Southeast Salem	71	21	7	7	40.0%	7	187,400	219	137	74	0.0%	70	165,200	157,000	-7.1%	1	840,000	1	110,000	1	204,000
174	Central Salem	51	6	5	3	0.0%	3	92,700	89	79	49	-14.0%	47	98,200	90,000	-20.8%	-	-	-	-	-	-
175	East Salem S	16	5	3	2	100.0%	2	199,800	222	42	28	-15.2%	26	140,400	122,500	17.5%	-	-	-	-	-	-
176	East Salem N	44	11	3	5	-28.6%	9	145,200	145	95	64	-12.3%	58	131,400	124,800	6.0%	-	-	1	19,000	1	170,900
177	South Keizer	10	2	-	1	-	0	-	-	14	9	-10.0%	9	126,000	117,900	-4.3%	-	-	1	735,000	1	235,000
178	North Keizer	38	7	6	6	500.0%	4	201,800	101	87	57	5.6%	58	183,000	160,500	1.7%	-	-	-	-	1	255,000
167-169	Polk Total	140	22	22	10	-16.7%	16	190,000	136	263	134	-2.2%	127	191,300	171,000	-4.4%	2	272,600	8	224,300	-	-
170-178	Marion Total	724	112	85	68	3.0%	57	161,900	177	1,306	742	0.1%	669	166,400	145,000	-2.8%	10	474,200	18	191,700	8	196,900
	Polk & Marion Grand Total	864	134	107	78	0.0%	73	168,100	168	1,569	876	-0.2%	796	170,300	150,000	-3.0%	12	440,600	26	201,700	8	196,900

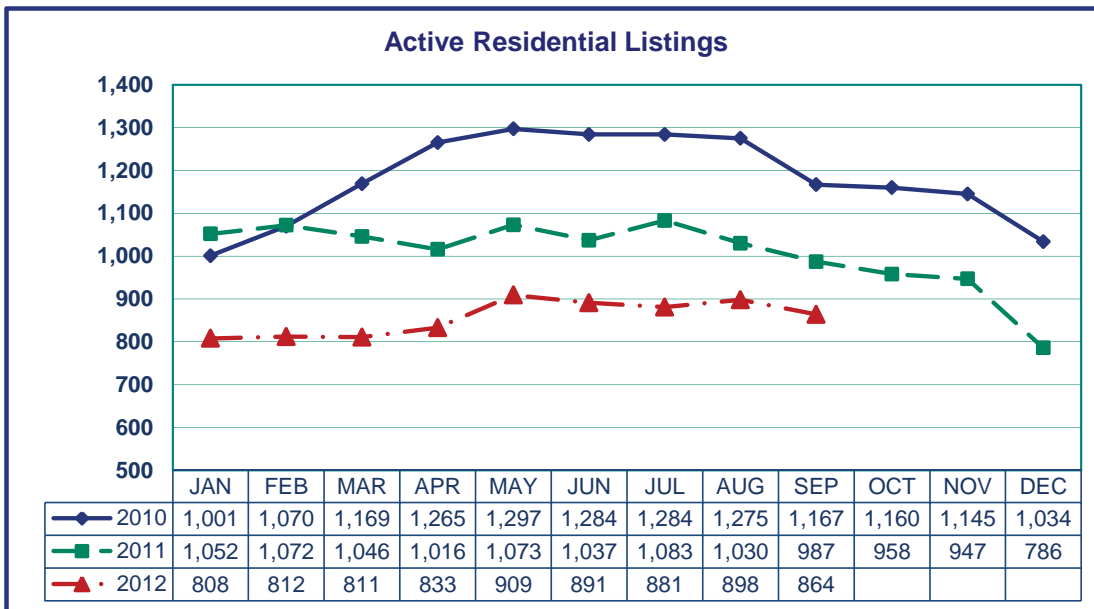
Benton & Linn Counties, Oregon

220	Benton County	63	9	8	8	14.3%	7	199,100	115	115	52	-5.5%	44	227,000	222,300	-3.9%	1	120,000	3	131,700	2	213,000
221	Linn County	195	33	22	19	26.7%	18	145,900	129	387	203	14.7%	188	145,300	132,700	-3.0%	2	397,500	6	53,800	5	141,400

ACTIVE RESIDENTIAL LISTINGS

POLK & MARION COUNTIES, OR

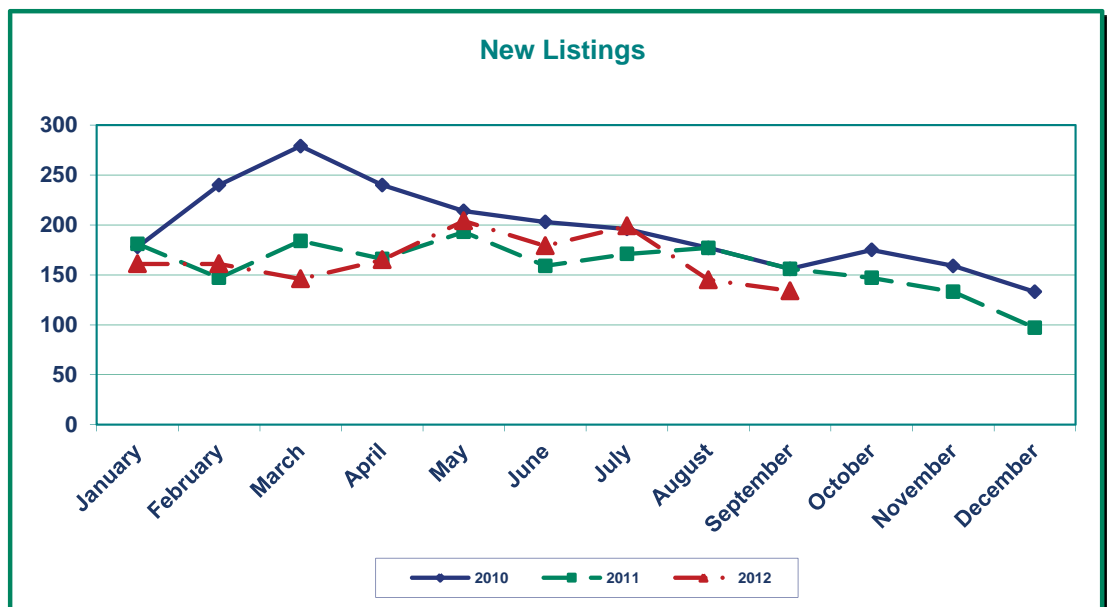
This graph shows the active residential listings over the past three calendar years in Polk and Marion Counties, Oregon.



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 2012 with September 2011. The Year-To-Date section compares 2012 year-to-date statistics through September with 2011 year-to-date statistics through September.

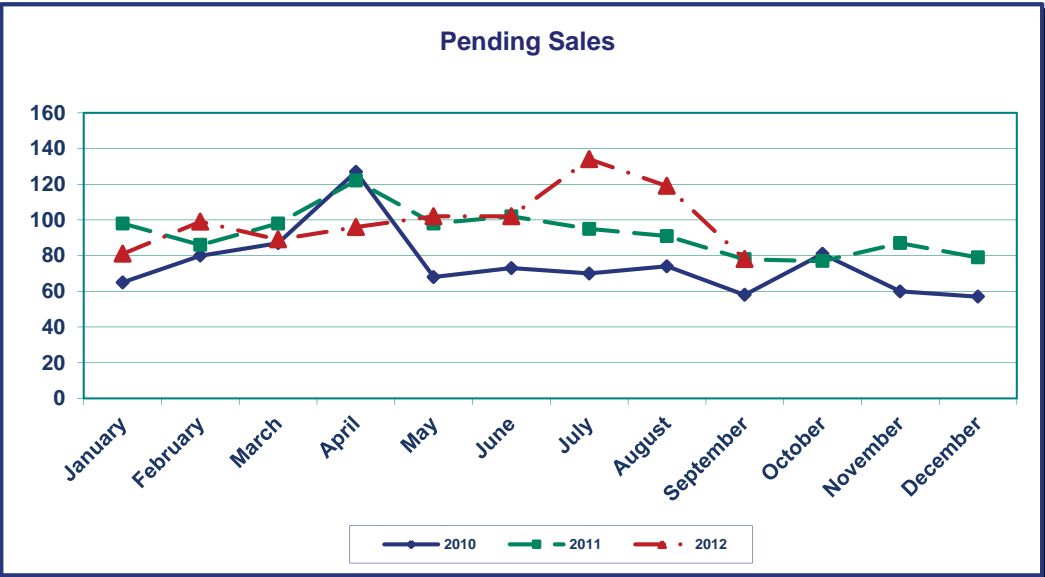
² % Change is based on a comparison of the rolling average sale price for the last 12 months (10/1/11-9/30/12) with 12 months before (10/1/10-9/30/11).

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**

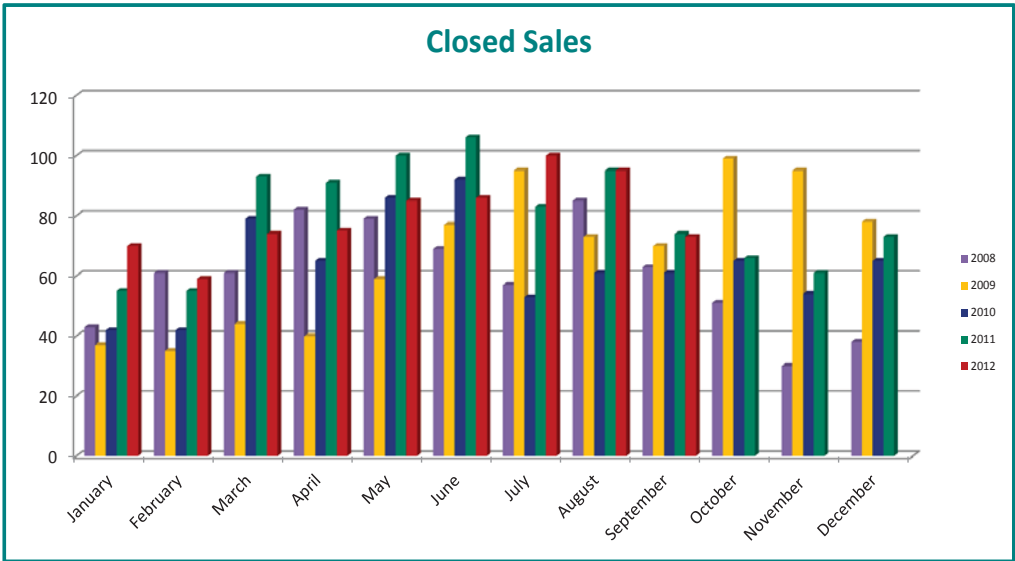
This graph represents monthly accepted offers in Polk and Marion Counties, Oregon, over the past three calendar years.



CLOSED SALES

**POLK & MARION
COUNTIES, OR**

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

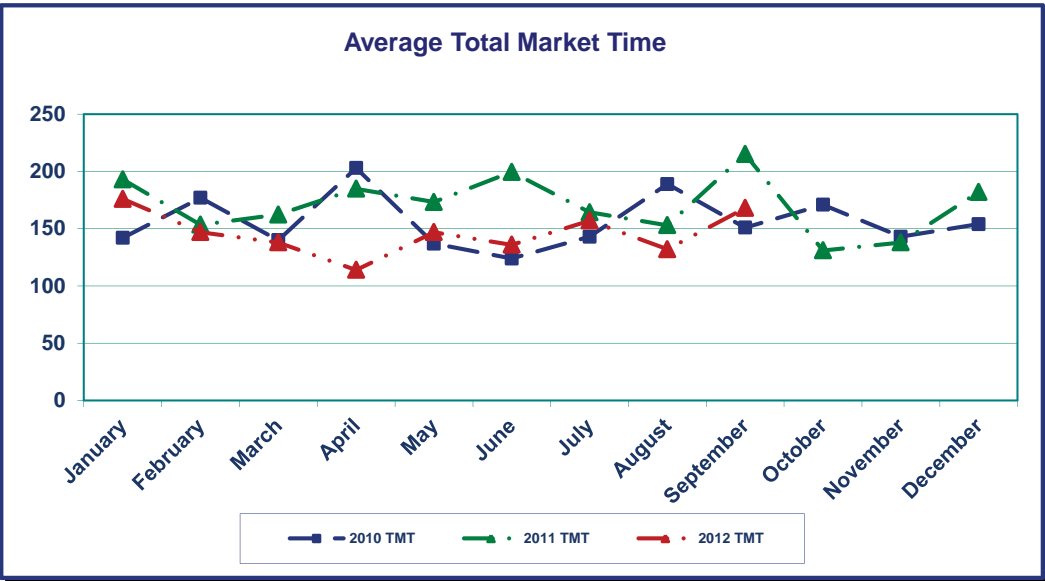


Average Total Market Time

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.





MULTIPLE LISTING SERVICE

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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
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Salem, OR 97302
(503) 587-8810
Fax: (503) 585-3817

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2139 Centennial Plaza
Eugene, OR 97401
(541) 686-2885
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Lane County: Florence
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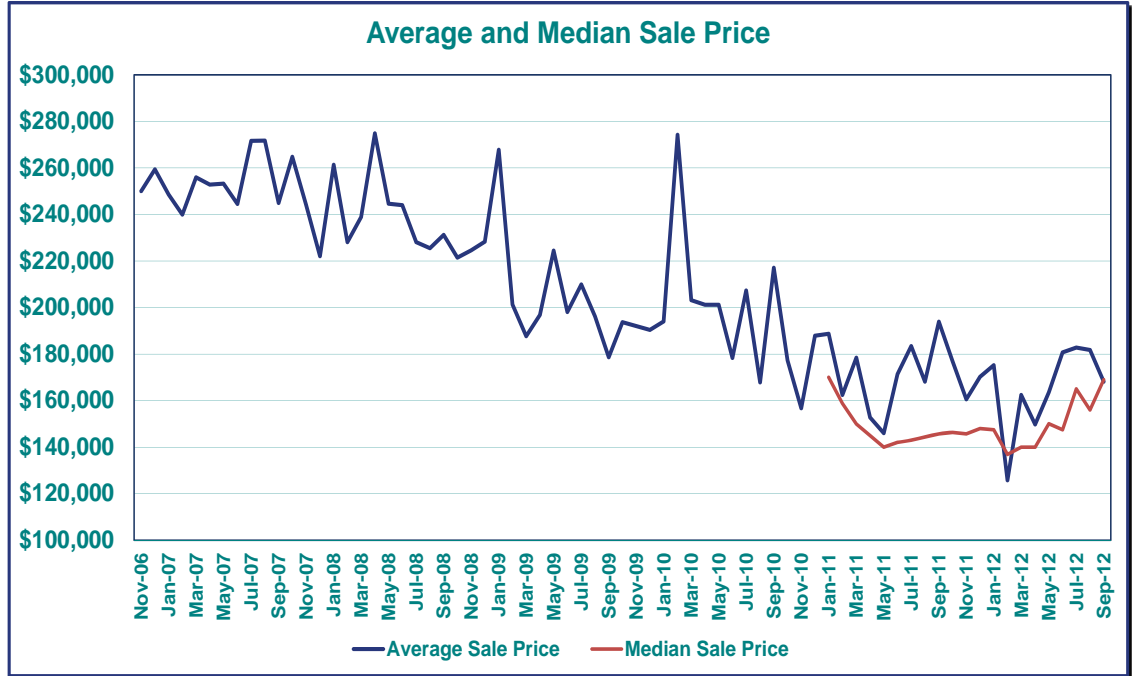
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SALE PRICE POLK & MARION COUNTIES, OR

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



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.

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