

EXISTING HOME SALES - July 1, 2013 through September 30, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jul 1 - Sep 30		Jul 1 - Sep 30		Jul 1 - Sep 30					Sep 2012 vs Sep 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	83	93	76	59	\$396,000	\$307,000	\$325,000	-17.9%	5.9%	\$299,500	\$290,000
Talent	19	10	101	19	\$254,000	\$139,000	\$166,500	-34.4%	19.8%	\$132,000	N/A
Phoenix	13	17	72	17	\$163,900	\$189,900	\$199,000	21.4%	4.8%	\$164,900	\$201,000
Jacksonville	22	14	79	102	\$475,000	\$218,500	\$355,000	-25.3%	62.5%	\$208,000	N/A
Northwest Medford	15	20	23	33	N/A	\$145,000	\$123,750	N/A	-14.7%	N/A	\$129,000
West Medford	49	42	44	35	\$156,950	\$92,000	\$119,300	-24.0%	29.7%	\$145,000	\$139,500
Southwest Medford	32	29	44	26	\$207,500	\$159,000	\$180,000	-13.3%	13.2%	\$157,450	\$172,950
East Medford	173	155	61	50	\$250,000	\$180,000	\$222,000	-11.2%	23.3%	\$193,500	\$222,000
Central Point	93	64	40	32	\$215,100	\$140,000	\$171,500	-20.3%	22.5%	\$136,000	\$210,000
White City	26	18	44	28	\$190,000	\$107,500	\$133,000	-30.0%	23.7%	\$108,500	N/A
Eagle Point	34	42	44	38	\$267,750	\$205,000	\$203,500	-24.0%	-0.7%	\$174,000	\$212,150
Shady Cove / Trail	5	6	157	97	\$233,000	\$169,900	\$164,000	-29.6%	-3.5%	N/A	N/A
Gold Hill & Rogue River	14	12	74	88	\$147,500	\$110,200	\$179,500	21.7%	62.9%	\$180,000	\$165,000
COUNTY TOTALS	578	522	58	46	\$227,000	\$169,900	\$200,000	-11.9%	17.7%	\$172,000	\$210,000

NEW HOME SALES - July 1, 2013 through September 30, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jul 1 - Sep 30		Jul 1 - Sep 30		Jul 1 - Sep 30					Sep 2012 vs Sep 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	5	1	63	N/A	N/A	\$323,900	N/A	N/A	N/A	N/A	N/A
Talent	4	9	93	67	\$261,750	\$242,450	\$239,900	-8.3%	-1.1%	N/A	N/A
Phoenix	1	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jacksonville	1	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	5	1	34	N/A	N/A	\$169,000	N/A	N/A	N/A	N/A	N/A
West Medford	3	4	210	40	\$213,150	N/A	\$184,400	-13.5%	N/A	N/A	\$188,900
Southwest Medford	5	7	96	55	\$240,000	\$189,900	\$199,000	-17.1%	4.8%	N/A	N/A
East Medford	16	10	55	68	\$350,000	\$311,625	\$334,750	-4.4%	7.4%	\$324,250	\$323,200
Central Point	5	9	158	49	N/A	\$209,000	\$221,696	N/A	6.1%	N/A	N/A
White City	4	7	182	36	\$184,890	\$167,000	\$174,900	-5.4%	4.7%	N/A	N/A
Eagle Point	3	2	58	N/A	\$240,950	N/A	N/A	N/A	N/A	\$215,900	N/A
Shady Cove / Trail	1	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COUNTY TOTALS	53	51	98	63	\$243,900	\$223,000	\$215,200	-11.8%	-3.5%	\$270,450	\$218,500

ALL HOMES ON MARKET (includes rural)

Area	Active 09/30/12	Active 09/30/13	% Change
Ashland	224	246	9.8%
Talent	36	30	-16.7%
Phoenix	18	19	5.6%
Jacksonville	67	69	3.0%
Northwest Medford	12	26	116.7%
West Medford	58	55	-5.2%
Southwest Medford	42	38	-9.5%
East Medford	200	209	4.5%
Central Point	82	96	17.1%
White City	30	27	-10.0%
Eagle Point	92	92	0.0%
Shady Cove / Trail	58	72	24.1%
Gold Hill & Rogue River	124	115	-7.3%
Other Areas	96	84	-12.5%
COUNTY TOTALS	1139	1178	3.4%

The statistics in the top two charts represent urban area homes and exclude rural properties. N/A means "No or Insufficient Activity" in the reporting period.

Northwest Medford was split from West Medford in January 2009, therefore has limited sales history.

Median price means the midpoint, with half of the sales being above and half below the listed number; *it is not the same as average.*

Median prices reflect overall market trends and are not a measure of pricing for individual properties. Small sampling sizes can lead to wide variances in year to year comparisons.

Statistics are based on reporting by REALTORS® to the Southern Oregon Multiple Listing Service.

EXISTING HOME SALES: DISTRESSED - July 1, 2013 through September 30, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Jul 1 - Sep 30		Jul 1 - Sep 30		Jul 1 - Sep 30			Sep 2012 vs Sep 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2012	Median \$ 2013	1-year % Change	Median \$	Median \$
Ashland	10	5	80	63	\$222,250	\$294,000	32.3%	N/A	N/A
Talent	9	2	56	N/A	\$132,000	N/A	N/A	\$132,000	N/A
Phoenix	2	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jacksonville	4	0	101	N/A	\$247,500	N/A	N/A	N/A	N/A
Northwest Medford	4	6	34	19	\$152,500	\$130,000	-14.8%	N/A	N/A
West Medford	28	11	46	65	\$84,000	\$106,000	26.2%	N/A	N/A
Southwest Medford	14	5	40	66	\$142,950	\$187,900	31.4%	\$145,900	N/A
East Medford	73	19	59	36	\$156,500	\$174,900	11.8%	\$215,000	\$144,250
Central Point	49	12	40	38	\$135,000	\$133,600	-1.0%	\$120,500	\$163,500
White City	20	5	36	21	\$106,100	\$120,001	13.1%	\$112,000	N/A
Eagle Point	17	5	48	23	\$154,000	\$151,500	-1.6%	\$115,000	N/A
Shady Cove / Trail	3	1	154	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	3	1	26	N/A	N/A	N/A	N/A	N/A	N/A
COUNTY TOTALS	236	74	51	43	\$140,000	\$150,750	7.7%	\$133,000	\$163,500

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - July 1, 2013 through September 30, 2013

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Jul 1 - Sep 30							Jul 1 - Sep 30				Jul 1 - Sep 30			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	88	94.6%	2	2.2%	3	3.2%	93	59	N/A	N/A	59	\$330,000	N/A	N/A	\$325,000
Talent	8	80.0%	1	10.0%	1	10.0%	10	19	N/A	N/A	19	\$168,750	N/A	N/A	\$166,500
Phoenix	15	88.2%	0	0.0%	2	11.8%	17	18	N/A	N/A	17	\$199,000	N/A	N/A	\$199,000
Jacksonville	14	100.0%	0	0.0%	0	0.0%	14	102	N/A	N/A	102	\$355,000	N/A	N/A	\$355,000
Northwest Medford	13	65.0%	1	5.0%	5	25.0%	20	41	N/A	21	33	\$99,850	N/A	\$135,000	\$123,750
West Medford	30	71.4%	3	7.1%	8	19.0%	42	24	N/A	80	35	\$123,500	N/A	\$143,500	\$119,300
Southwest Medford	23	79.3%	0	0.0%	5	17.2%	29	18	N/A	66	26	\$177,000	N/A	\$187,900	\$180,000
East Medford	132	85.2%	7	4.5%	12	7.7%	155	53	27	41	50	\$230,450	\$150,000	\$179,950	\$222,000
Central Point	52	81.3%	4	6.3%	8	12.5%	64	31	41	36	32	\$179,950	\$133,600	\$136,500	\$171,500
White City	13	72.2%	1	5.6%	4	22.2%	18	30	N/A	23	28	\$137,900	N/A	\$124,501	\$133,000
Eagle Point	37	88.1%	1	2.4%	4	9.5%	42	40	N/A	21	38	\$208,000	N/A	\$174,950	\$203,500
Shady Cove / Trail	5	83.3%	1	16.7%	0	0.0%	6	95	N/A	N/A	97	\$168,000	N/A	N/A	\$164,000
Gold Hill & Rogue River	11	91.7%	0	0.0%	1	8.3%	12	80	N/A	N/A	88	\$192,000	N/A	N/A	\$179,500
COUNTY TOTALS	441	84.5%	21	4.0%	53	10.2%	522	47	41	43	46	\$216,000	\$143,500	\$159,000	\$200,000

ALL HOMES ON MARKET (including rural) - 09/30/13

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	236	95.9%	1	0.4%	8	3.3%	246
Talent	29	96.7%	1	3.3%	0	0.0%	30
Phoenix	19	100.0%	0	0.0%	0	0.0%	19
Jacksonville	66	95.7%	0	0.0%	3	4.3%	69
Northwest Medford	25	96.2%	1	3.8%	0	0.0%	26
West Medford	46	83.6%	2	3.6%	6	10.9%	55
Southwest Medford	36	94.7%	1	2.6%	1	2.6%	38
East Medford	196	93.8%	5	2.4%	7	3.3%	209
Central Point	84	87.5%	1	1.0%	9	9.4%	96
White City	23	85.2%	1	3.7%	3	11.1%	27
Eagle Point	85	92.4%	1	1.1%	6	6.5%	92
Shady Cove / Trail	60	83.3%	6	8.3%	6	8.3%	72
Gold Hill & Rogue River	103	89.6%	1	0.9%	10	8.7%	115
Other Areas	79	94.0%	1	1.2%	4	4.8%	84
COUNTY TOTALS	1087	92.3%	22	1.9%	63	5.3%	1178

REO/Short sales and inventories are not foreclosure rates.

"Normal" indicates properties that do not require third party approval for the transaction.

"REO" means Real Estate Owned, indicating bank or mortgage company ownership.

"Short" stands for Short Sale, where third party approval is required for the transaction.

Percentages of sales and inventories add up across the rows, but may not total exactly 100% due to rounding.

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