

# MARKET ACTION



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

Residential Review: Lane County, Oregon

March 2018 Reporting Period

## March Residential Highlights

March brought gains nearly across the board in Lane County, with closings taking an impressive lead. Closed sales (404) ended 13.8% ahead of March 2017 (355) and 36.9% ahead of February 2018 (295). It was the strongest March for closings in the county since 2006, when 409 were recorded.

Pending sales (489) edged 2.3% ahead of March 2017 (478) and outpaced February 2018 (392) by 24.7%.

New listings, at 531, fell six short of last year in March 2017 (537, -1.1%) but warmed 42.7% from last month in February 2018 (372).

Total market time decreased by three days to end at 61 days this March, with inventory creeping downward to 1.4 months.

## Average and Median Sale Prices

Comparing the average price of homes in the twelve months ending March 31st of this year (\$292,800) with the average price of homes sold in the twelve months ending March 2017 (\$268,000) shows an increase of 9.3%. The same comparison of the median shows an increase of 10.4% over that same period.

Inventory in Months*			
	2016	2017	2018
January	3.3	2.1	1.7
February	2.8	2.2	1.8
March	2.2	1.7	1.4
April	2.1	1.8	
May	2.0	1.6	
June	1.8	1.7	
July	2.5	2.0	
August	2.0	2.0	
September	2.0	2.2	
October	2.1	2.0	
November	1.9	2.0	
December	1.7	1.7	

\*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 number includes proposed and under construction homes.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
<b>Average Sale Price % Change:</b>	+9.3% (\$292,800 v. \$268,000)
<b>Median Sale Price % Change:</b>	+10.4% (\$265,000 v. \$240,000)

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

Data for Florence is reported separately from Greater Lane County. The Residential Review on pages 1, 3, 4, and 6 does not include data from Florence. For data on Florence, see the Area Report on page 2, or the graphs on page 5.

Greater Lane Co. Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2018	March	531	489	404	303,800	266,500	61
	February	372	392	295	282,300	278,000	64
	Year-to-date	1,349	1,270	1,059	292,400	268,000	63
2017	March	537	478	355	272,900	250,000	69
	Year-to-date	1,272	1,133	912	265,400	244,000	70
Change	March	-1.1%	2.3%	13.8%	11.3%	6.6%	-11.1%
	Prev Mo 2018	42.7%	24.7%	36.9%	7.6%	-4.1%	-4.7%
	Year-to-date	6.1%	12.1%	16.1%	10.2%	9.8%	-9.5%

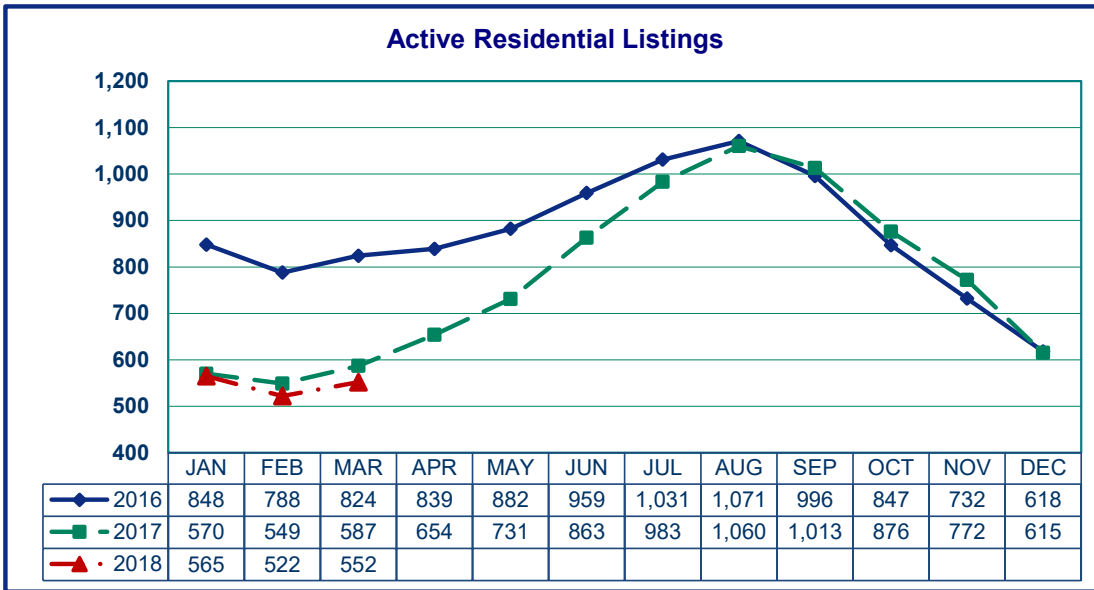
# AREA REPORT • 3/2018

## Lane County, 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	Pending Sales 2018 v. 2017 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2018 v. 2017 <sup>1</sup>	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change <sup>2</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
225	Florence Coast Village	3	4	0	3	50.0%	5	66,900	151	5	9	80.0%	11	74,200	72,000	154	-9.8%	-	-	1	47,500	-	-
226	Florence Green Trees	3	0	0	1	-66.7%	6	179,300	50	9	13	44.4%	19	154,600	150,000	46	36.7%	-	-	-	-	-	-
227	Florence Florentine	9	5	0	3	50.0%	4	234,700	100	11	8	-11.1%	9	231,500	220,000	110	0.7%	-	-	-	-	-	-
228	Florence Town	40	20	3	17	112.5%	19	240,300	48	49	45	28.6%	38	261,100	254,300	91	13.9%	-	-	6	52,500	1	325,000
229	Florence Beach	17	7	1	7	-30.0%	4	283,800	22	16	16	-23.8%	14	380,100	330,300	122	22.7%	-	-	7	57,000	-	-
230	Florence North	22	8	3	4	-20.0%	-	-	-	15	6	-50.0%	3	378,800	360,000	144	3.7%	-	-	6	63,600	-	-
231	Florence South/ Dunes City	19	9	1	5	-28.6%	5	535,800	159	16	13	-7.1%	9	416,600	363,000	133	27.4%	-	-	2	86,300	-	-
238	Florence East/ Mapleton	18	3	2	6	200.0%	6	238,400	71	18	17	142.9%	16	203,500	227,000	110	-1.1%	-	-	2	80,500	1	114,000
	<b>Grand Total</b>	131	56	10	46	17.9%	49	248,200	75	139	127	13.4%	119	245,600	230,000	102	8.4%	-	-	24	61,500	2	219,500
232	Hayden Bridge	7	12	0	14	75.0%	17	253,400	80	42	42	40.0%	41	261,300	249,200	73	9.1%	-	-	-	-	-	-
233	McKenzie Valley	30	11	2	4	-60.0%	9	329,400	176	27	22	-4.3%	25	311,700	266,500	113	15.8%	-	-	4	166,100	-	-
234	Pleasant Hill/Oak	36	19	7	11	-31.3%	8	246,200	47	44	29	-14.7%	29	298,400	219,000	87	6.3%	-	-	2	41,500	-	-
235	South Lane Properties	93	67	13	48	2.1%	36	259,800	52	153	131	21.3%	107	276,600	258,000	92	14.7%	3	121,600	11	46,200	1	350,000
236	West Lane Properties	41	32	6	27	3.8%	16	411,800	145	73	64	4.9%	51	334,000	254,100	115	23.0%	-	-	5	160,400	1	210,000
237	Junction City	29	28	1	34	126.7%	19	273,000	60	69	71	42.0%	42	259,500	268,000	61	0.0%	-	-	5	91,400	-	-
239	Thurston	20	26	5	28	-17.6%	35	255,100	35	83	89	4.7%	80	260,700	251,000	41	9.4%	2	226,000	4	57,300	4	298,200
240	Coburg I-5	7	2	1	4	100.0%	3	994,300	107	19	16	100.0%	6	641,600	308,500	73	20.8%	-	-	1	130,500	1	347,000
241	N Gilham	25	23	1	23	-4.2%	12	361,400	145	56	50	8.7%	39	353,000	330,000	94	8.3%	-	-	2	133,000	1	550,000
242	Ferry Street Bridge	36	53	4	47	46.9%	44	363,900	56	109	107	40.8%	86	364,600	345,000	54	5.4%	1	210,000	1	99,000	3	374,300
243	E Eugene	44	38	3	31	-22.5%	15	336,100	49	87	70	-15.7%	60	320,800	310,000	44	1.2%	2	247,500	5	142,800	8	398,100
244	SW Eugene	68	58	10	47	-17.5%	45	406,300	80	150	129	5.7%	124	363,200	315,200	87	10.3%	-	-	6	169,900	4	363,800
245	W Eugene	15	13	0	10	-33.3%	11	265,500	76	32	35	16.7%	31	269,500	245,000	58	7.2%	2	2,197,500	4	1,006,900	3	224,700
246	Danebo	26	43	4	48	-11.1%	40	225,700	42	120	120	-8.4%	110	217,100	229,000	38	11.9%	-	-	-	-	3	274,100
247	River Road	6	13	4	15	-16.7%	8	248,200	46	29	34	-17.1%	25	254,100	259,800	43	9.8%	-	-	-	-	1	227,000
248	Santa Clara	38	47	2	40	-13.0%	38	302,000	33	122	120	25.0%	89	306,400	306,000	46	10.8%	1	175,000	7	94,700	1	279,700
249	Springfield	24	43	2	54	86.2%	44	223,400	37	125	129	40.2%	105	208,500	200,000	33	6.6%	-	-	6	47,500	7	335,900
250	Mohawk Valley	7	3	1	4	-20.0%	4	388,800	41	9	12	-29.4%	9	338,900	315,000	49	-1.6%	-	-	1	240,000	-	-
	<b>Grand Total</b>	552	531	66	489	2.3%	404	303,800	61	1,349	1,270	12.1%	1,059	292,400	268,000	63	9.3%	11	553,800	64	159,200	38	336,000

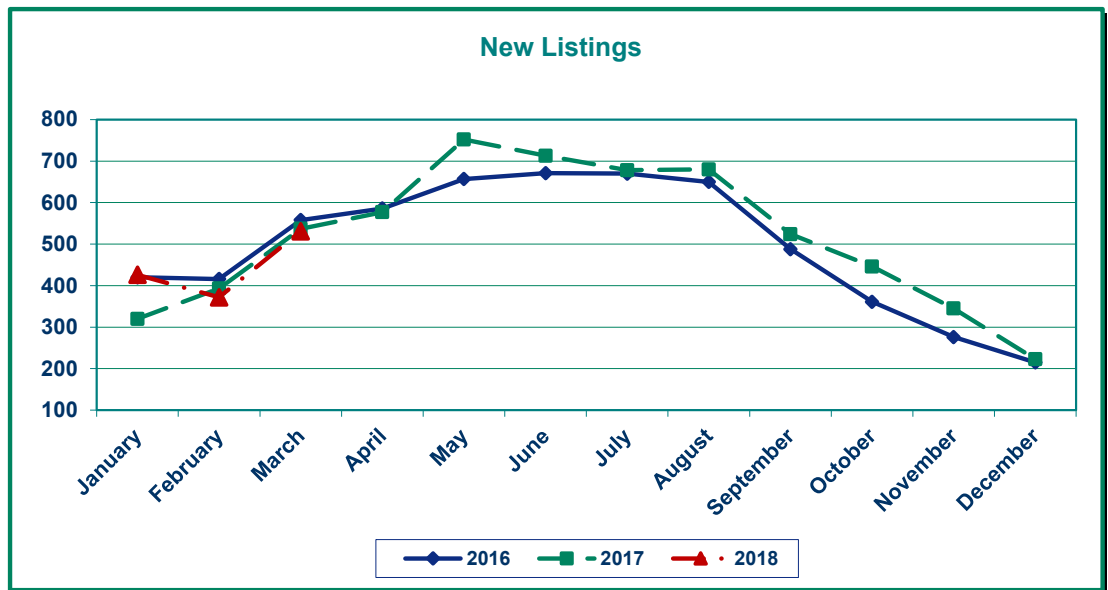
## ACTIVE RESIDENTIAL LISTINGS GREATER LANE COUNTY, OR

*This graph shows the active residential listings over the past three calendar years in Greater Lane County, Oregon.*



## NEW LISTINGS GREATER LANE COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Greater Lane County, Oregon.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares March 2018 with March 2017. The Year-To-Date section compares 2018 year-to-date statistics through March with 2017 year-to-date statistics through March.

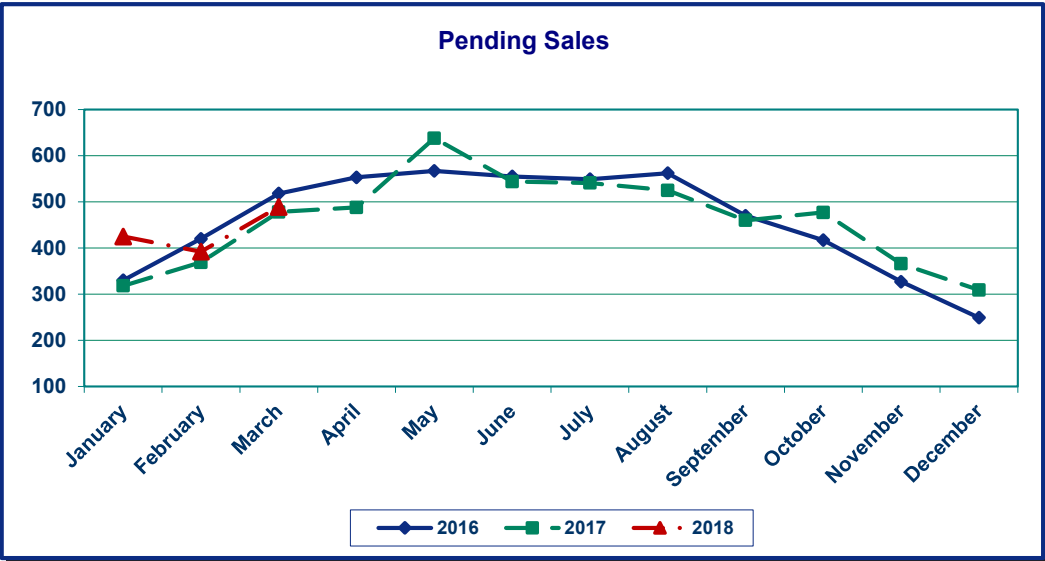
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (4/1/17-3/31/18) with 12 months before (4/1/16-3/31/17).

<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

### GREATER LANE COUNTY, OR

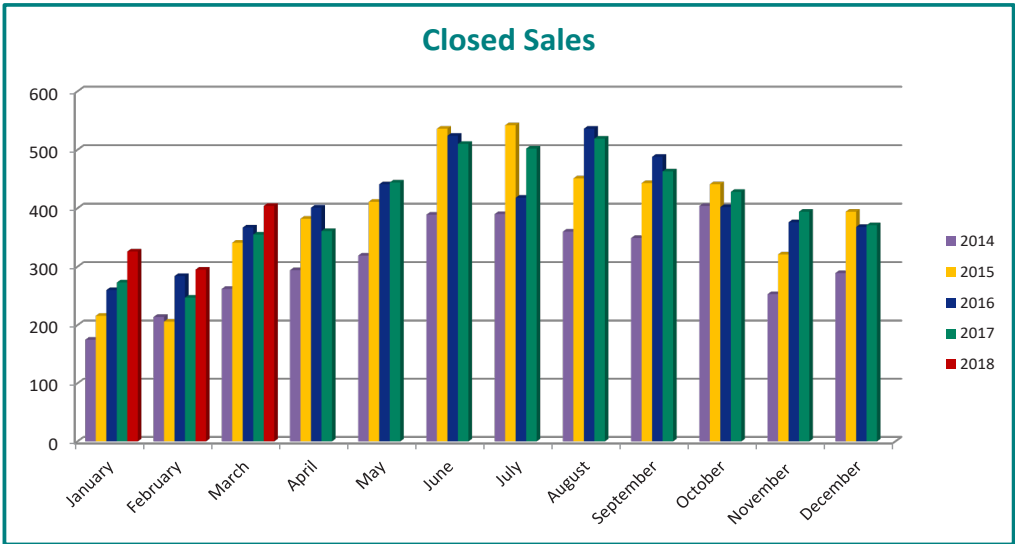
*This graph represents monthly accepted offers in Greater Lane County, Oregon, over the past three calendar years.*



## CLOSED SALES

### GREATER LANE COUNTY, OR

*This graph shows the closed sales over the past five calendar years in Greater Lane County, Oregon.*

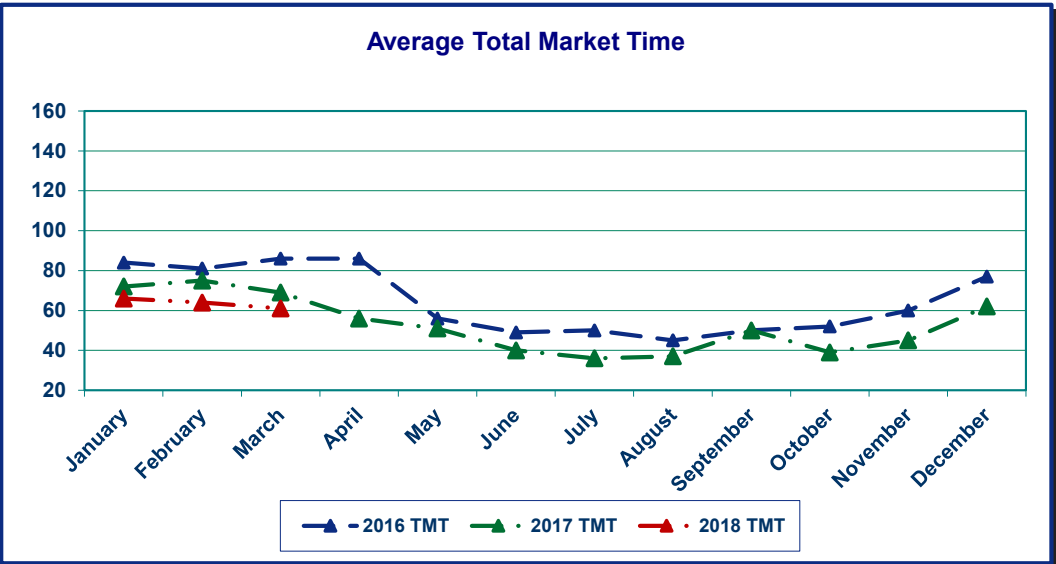


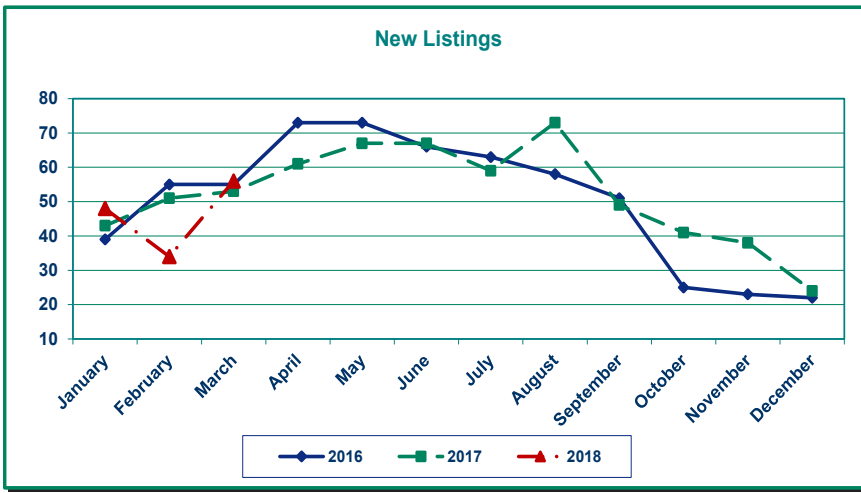
## Average Total Market Time

## DAYS ON MARKET

### GREATER LANE COUNTY, OR

*This graph shows the average market time for sales in Greater Lane County, Oregon, over the past three calendar years.*





## NEW LISTINGS

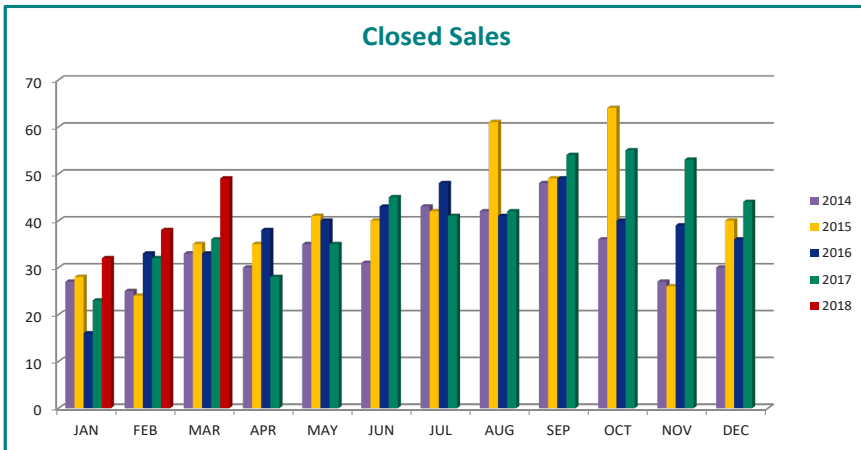
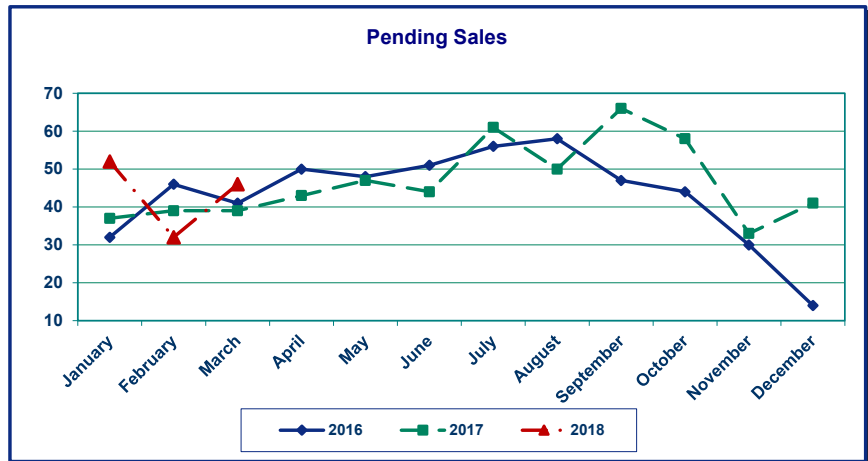
### FLORENCE, OR

*This graph represents new listings in Florence, Oregon over the past three calendar years.*

## PENDING LISTINGS

### FLORENCE, OR

*This graph shows the monthly accepted offers over the past three calendar years in Florence, Oregon.*



## CLOSED SALES

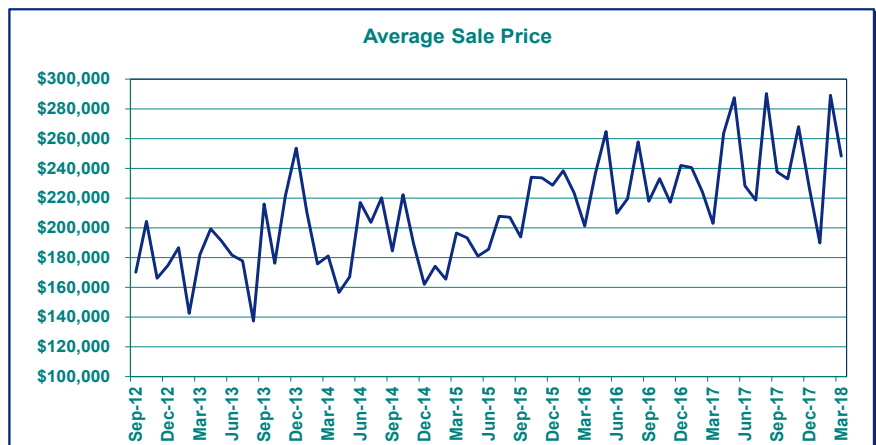
### FLORENCE, OR

*This graph shows the closed sales over the past five calendar years in Florence, Oregon.*

## AVERAGE SALE PRICE

### FLORENCE, OR

*This graph shows the average sale price for all sold homes over the past three calendar years in Florence, Oregon.*



**SALE PRICE**  
**GREATER LANE COUNTY, OR**

*This graph represents the average and median sale price for all homes sold in Greater Lane County, Oregon.*

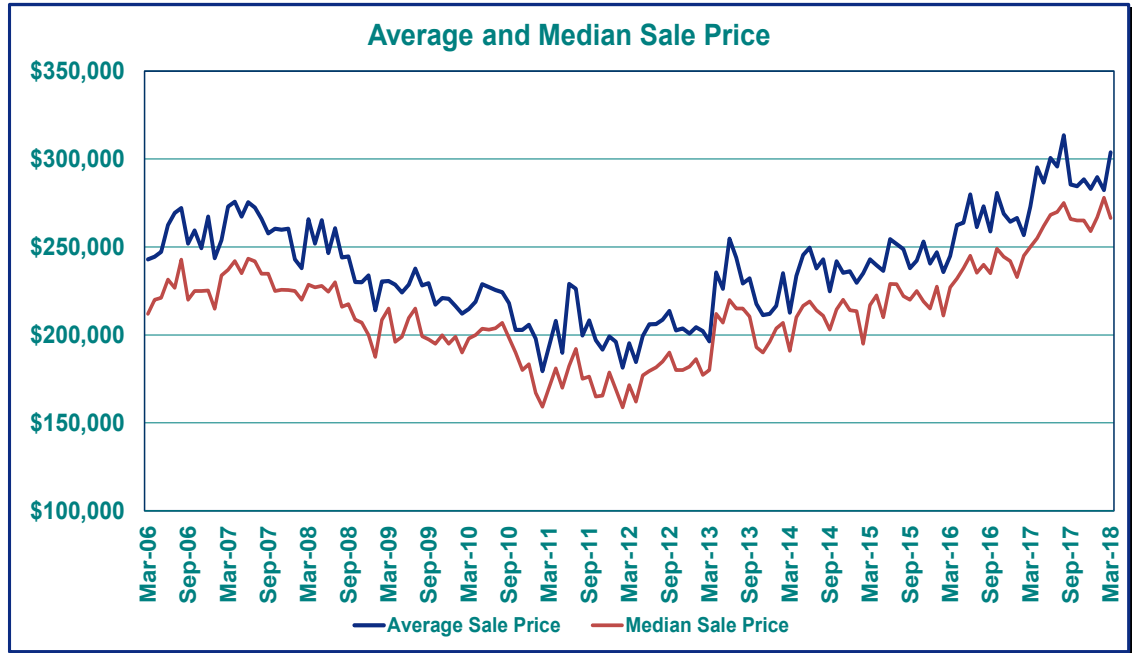
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