

EXISTING HOME SALES - March 1, 2012 through May 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Mar 1 - May 31		Mar 1 - May 31		Mar 1 - May 31					May 2011 vs May 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2007	Median \$ 2011	Median \$ 2012	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	63	73	109	118	\$430,000	\$284,450	\$280,000	-34.9%	-1.6%	\$295,000	\$288,000
Talent	12	24	90	63	\$249,000	\$150,750	\$152,250	-38.9%	1.0%	\$156,000	\$137,325
Phoenix	14	20	98	56	\$250,000	\$150,500	\$152,250	-39.1%	1.2%	\$166,950	\$149,500
Jacksonville	6	9	57	79	\$470,000	\$259,300	\$316,000	-32.8%	21.9%	N/A	N/A
Northwest Medford	20	15	87	36	N/A	\$101,450	\$97,900	N/A	-3.5%	\$100,900	\$97,900
West Medford	50	45	67	56	\$200,750	\$80,000	\$70,000	-65.1%	-12.5%	\$82,500	\$77,000
Southwest Medford	27	34	86	54	\$257,620	\$145,000	\$138,450	-46.3%	-4.5%	\$170,000	\$140,000
East Medford	168	159	113	85	\$273,000	\$160,000	\$175,000	-35.9%	9.4%	\$162,500	\$204,000
Central Point	81	85	85	81	\$243,750	\$125,000	\$137,000	-43.8%	9.6%	\$138,000	\$140,000
White City	27	24	87	49	\$199,500	\$94,000	\$104,500	-47.6%	11.2%	\$91,500	N/A
Eagle Point	40	34	103	84	\$269,000	\$131,000	\$188,700	-29.9%	44.0%	\$122,000	\$180,000
Shady Cove / Trail	4	4	64	127	\$236,500	\$127,400	\$182,000	-23.0%	42.9%	N/A	N/A
Gold Hill & Rogue River	11	13	130	133	\$201,250	\$129,000	\$90,000	-55.3%	-30.2%	N/A	\$85,199
COUNTY TOTALS	523	539	97	81	\$260,000	\$141,300	\$155,000	-40.4%	9.7%	\$145,000	\$155,000

NEW HOME SALES - March 1, 2012 through May 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Mar 1 - May 31		Mar 1 - May 31		Mar 1 - May 31					May 2011 vs May 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2007	Median \$ 2011	Median \$ 2012	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	0	0	N/A	N/A	\$319,000	N/A	N/A	N/A	N/A	N/A	N/A
Talent	0	1	N/A	N/A	\$363,783	N/A	N/A	N/A	N/A	N/A	N/A
Phoenix	0	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jacksonville	0	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	2	1	N/A	N/A	\$279,750	N/A	N/A	N/A	N/A	N/A	N/A
Southwest Medford	0	3	N/A	131	\$257,900	N/A	N/A	N/A	N/A	N/A	N/A
East Medford	7	8	273	121	\$385,900	\$264,000	\$296,450	-23.2%	12.3%	\$264,000	\$296,450
Central Point	3	6	197	72	\$248,000	N/A	\$194,700	-21.5%	N/A	N/A	N/A
White City	5	10	87	36	\$220,000	\$149,900	\$147,250	-33.1%	-1.8%	\$156,450	\$145,000
Eagle Point	2	0	N/A	N/A	\$354,000	N/A	N/A	N/A	N/A	N/A	N/A
Shady Cove / Trail	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	1	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COUNTY TOTALS	20	33	195	126	\$292,450	\$202,450	\$189,500	-35.2%	-6.4%	\$209,900	\$201,338

ALL HOMES ON MARKET (includes rural)

Area	Active 05/31/11	Active 05/31/12	% Change
Ashland	274	204	-25.5%
Talent	70	43	-38.6%
Phoenix	30	24	-20.0%
Jacksonville	87	77	-11.5%
Northwest Medford	27	19	-29.6%
West Medford	76	72	-5.3%
Southwest Medford	73	48	-34.2%
East Medford	334	200	-40.1%
Central Point	162	104	-35.8%
White City	53	40	-24.5%
Eagle Point	120	98	-18.3%
Shady Cove / Trail	73	64	-12.3%
Gold Hill & Rogue River	131	97	-26.0%
Other Areas	110	109	-0.9%
COUNTY TOTALS	1620	1199	-26.0%

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 - March 1, 2012 through May 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Mar 1 - May 31		Mar 1 - May 31		Mar 1 - May 31			May 2011 vs May 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2011	Median \$ 2012	1-year % Change	Median \$	Median \$
Ashland	17	20	121	110	\$220,000	\$240,500	9.3%	\$260,000	\$236,000
Talent	4	12	47	31	\$114,015	\$152,250	33.5%	N/A	\$134,650
Phoenix	9	11	81	44	\$152,000	\$149,500	-1.6%	N/A	N/A
Jacksonville	3	6	49	69	N/A	\$288,300	N/A	N/A	N/A
Northwest Medford	15	13	71	27	\$100,900	\$89,000	-11.8%	N/A	\$78,750
West Medford	40	29	69	69	\$79,125	\$65,000	-17.9%	\$80,000	\$77,000
Southwest Medford	19	23	93	51	\$135,000	\$139,900	3.6%	\$185,000	\$139,950
East Medford	93	82	92	82	\$131,000	\$161,000	22.9%	\$121,635	\$153,500
Central Point	56	57	74	71	\$119,900	\$125,000	4.3%	\$125,000	\$132,000
White City	22	19	87	38	\$91,500	\$104,000	13.7%	\$88,000	N/A
Eagle Point	29	20	98	98	\$118,000	\$183,750	55.7%	\$92,900	\$177,000
Shady Cove / Trail	1	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	6	9	150	140	\$122,500	\$85,199	-30.4%	N/A	\$80,100
COUNTY TOTALS	314	302	86	72	\$118,500	\$134,825	13.8%	\$117,250	\$129,735

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - March 1, 2012 through May 31, 2012

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Mar 1 - May 31							Mar 1 - May 31				Mar 1 - May 31			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	53	72.6%	14	19.2%	6	8.2%	73	121	88	160	118	\$298,000	\$240,500	\$230,500	\$280,000
Talent	11	45.8%	11	45.8%	1	4.2%	24	102	33	N/A	63	\$167,000	\$157,500	N/A	\$152,250
Phoenix	9	45.0%	8	40.0%	3	15.0%	20	70	49	N/A	56	\$166,000	\$147,500	N/A	\$152,250
Jacksonville	3	33.3%	4	44.4%	2	22.2%	9	N/A	48	N/A	79	N/A	\$202,800	N/A	\$316,000
Northwest Medford	2	13.3%	13	86.7%	0	0.0%	15	N/A	27	N/A	36	N/A	\$89,000	N/A	\$97,900
West Medford	16	35.6%	21	46.7%	8	17.8%	45	32	62	86	56	\$92,500	\$62,750	\$84,500	\$70,000
Southwest Medford	11	32.4%	15	44.1%	8	23.5%	34	61	31	89	54	\$137,000	\$145,000	\$130,000	\$138,450
East Medford	77	48.4%	50	31.4%	32	20.1%	159	87	52	129	85	\$194,900	\$158,500	\$168,500	\$175,000
Central Point	28	32.9%	35	41.2%	22	25.9%	85	102	33	131	81	\$166,750	\$125,000	\$149,000	\$137,000
White City	5	20.8%	11	45.8%	8	33.3%	24	94	19	63	49	\$110,000	\$105,000	\$98,500	\$104,500
Eagle Point	14	41.2%	15	44.1%	5	14.7%	34	64	85	136	84	\$199,450	\$177,000	\$235,000	\$188,700
Shady Cove / Trail	3	75.0%	1	25.0%	0	0.0%	4	N/A	N/A	N/A	127	N/A	N/A	N/A	\$182,000
Gold Hill & Rogue River	4	30.8%	6	46.2%	3	23.1%	13	118	65	N/A	133	\$147,250	\$78,100	N/A	\$90,000
COUNTY TOTALS	236	43.8%	204	37.8%	98	18.2%	539	92	49	120	81	\$189,950	\$129,900	\$148,000	\$155,000

ALL HOMES ON MARKET (including rural) - 05/31/12

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	186	91.2%	7	3.4%	9	4.4%	204
Talent	36	83.7%	3	7.0%	4	9.3%	43
Phoenix	19	79.2%	1	4.2%	4	16.7%	24
Jacksonville	69	89.6%	1	1.3%	7	9.1%	77
Northwest Medford	13	68.4%	2	10.5%	4	21.1%	19
West Medford	46	63.9%	11	15.3%	15	20.8%	72
Southwest Medford	39	81.3%	4	8.3%	5	10.4%	48
East Medford	159	79.5%	12	6.0%	29	14.5%	200
Central Point	80	76.9%	8	7.7%	15	14.4%	104
White City	21	52.5%	12	30.0%	7	17.5%	40
Eagle Point	76	77.6%	9	9.2%	11	11.2%	98
Shady Cove / Trail	48	75.0%	11	17.2%	5	7.8%	64
Gold Hill & Rogue River	82	84.5%	9	9.3%	6	6.2%	97
Other Areas	102	93.6%	3	2.8%	3	2.8%	109
COUNTY TOTALS	976	81.4%	93	7.8%	124	10.3%	1199

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.