

EXISTING HOME SALES - October 1, 2012 through December 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Oct 1 - Dec 31		Oct 1 - Dec 31		Oct 1 - Dec 31					Dec 2011 vs Dec 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2007	Median \$ 2011	Median \$ 2012	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	58	83	99	84	\$415,000	\$275,500	\$320,000	-22.9%	16.2%	\$260,000	\$318,000
Talent	17	13	71	63	\$225,000	\$144,400	\$175,000	-22.2%	21.2%	\$147,000	\$159,950
Phoenix	6	16	49	55	\$242,863	\$124,950	\$164,950	-32.1%	32.0%	\$98,500	\$184,950
Jacksonville	11	14	159	108	\$455,000	\$240,000	\$265,500	-41.6%	10.6%	N/A	\$248,500
Northwest Medford	16	9	30	98	N/A	\$106,500	\$115,000	N/A	8.0%	\$86,378	N/A
West Medford	48	42	64	49	\$186,250	\$92,750	\$92,950	-50.1%	0.2%	\$114,900	\$95,000
Southwest Medford	28	33	64	41	\$225,250	\$140,000	\$164,000	-27.2%	17.1%	\$151,000	\$167,000
East Medford	141	173	93	60	\$256,250	\$165,000	\$200,000	-22.0%	21.2%	\$165,000	\$215,000
Central Point	58	76	65	40	\$223,950	\$132,000	\$159,950	-28.6%	21.2%	\$128,750	\$160,000
White City	27	23	45	132	\$193,500	\$102,000	\$105,000	-45.7%	2.9%	\$95,000	\$108,000
Eagle Point	22	45	153	56	\$276,640	\$161,500	\$192,000	-30.6%	18.9%	\$184,875	\$200,000
Shady Cove / Trail	5	13	171	144	\$225,000	\$117,000	\$175,000	-22.2%	49.6%	N/A	N/A
Gold Hill & Rogue River	17	14	62	82	\$210,000	\$92,000	\$150,500	-28.3%	63.6%	\$105,250	\$193,500
COUNTY TOTALS	454	555	83	66	\$238,000	\$144,000	\$183,000	-23.1%	27.1%	\$134,000	\$187,000

NEW HOME SALES - October 1, 2012 through December 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Oct 1 - Dec 31		Oct 1 - Dec 31		Oct 1 - Dec 31					Dec 2011 vs Dec 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2007	Median \$ 2011	Median \$ 2012	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	1	4	N/A	66	\$578,000	N/A	\$422,450	-26.9%	N/A	N/A	N/A
Talent	3	2	2	N/A	N/A	N/A	N/A	N/A	N/A	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	0	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	0	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	5	0	72	N/A	\$243,950	\$168,300	N/A	N/A	N/A	N/A	N/A
Southwest Medford	2	4	N/A	58	\$237,900	N/A	\$193,700	-18.6%	N/A	N/A	N/A
East Medford	3	12	55	46	\$290,000	N/A	\$335,327	15.6%	N/A	N/A	N/A
Central Point	2	1	N/A	N/A	\$243,783	N/A	N/A	N/A	N/A	N/A	N/A
White City	4	6	141	18	\$214,525	\$142,700	\$158,750	-26.0%	11.2%	N/A	N/A
Eagle Point	0	0	N/A	N/A	N/A	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	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COUNTY TOTALS	22	33	82	52	\$257,665	\$169,950	\$258,000	0.1%	51.8%	\$165,000	\$258,000

ALL HOMES ON MARKET (includes rural)

Area	Active 12/31/11	Active 12/31/12	% Change
Ashland	193	159	-17.6%
Talent	36	33	-8.3%
Phoenix	23	15	-34.8%
Jacksonville	74	44	-40.5%
Northwest Medford	23	4	-82.6%
West Medford	81	38	-53.1%
Southwest Medford	55	33	-40.0%
East Medford	276	127	-54.0%
Central Point	134	79	-41.0%
White City	48	20	-58.3%
Eagle Point	111	71	-36.0%
Shady Cove / Trail	60	55	-8.3%
Gold Hill & Rogue River	99	86	-13.1%
Other Areas	97	74	-23.7%
COUNTY TOTALS	1310	838	-36.0%

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 - October 1, 2012 through December 31, 2012

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Oct 1 - Dec 31		Oct 1 - Dec 31		Oct 1 - Dec 31			Dec 2011 vs Dec 2012	
	# Sold 2011	# Sold 2012	Average 2011	Average 2012	Median \$ 2011	Median \$ 2012	1-year % Change	Median \$	Median \$
Ashland	14	16	93	68	\$247,500	\$237,300	-4.1%	\$260,000	N/A
Talent	6	4	100	70	\$122,000	\$165,000	35.2%	N/A	N/A
Phoenix	4	7	37	62	\$108,450	\$159,900	47.4%	N/A	N/A
Jacksonville	2	3	N/A	108	N/A	N/A	N/A	N/A	N/A
Northwest Medford	14	6	33	119	\$106,500	\$112,500	5.6%	\$86,378	N/A
West Medford	31	20	56	43	\$85,000	\$92,950	9.4%	\$125,000	\$93,900
Southwest Medford	16	16	69	57	\$141,000	\$146,500	3.9%	\$162,000	\$149,000
East Medford	68	58	99	46	\$154,950	\$170,000	9.7%	\$132,500	\$168,000
Central Point	37	33	56	38	\$128,235	\$135,000	5.3%	\$126,500	\$159,900
White City	18	10	44	207	\$99,000	\$87,500	-11.6%	\$95,000	\$108,000
Eagle Point	11	22	173	43	\$140,500	\$161,500	14.9%	\$164,000	\$139,400
Shady Cove / Trail	3	2	158	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	10	6	52	113	\$108,057	\$80,000	-26.0%	\$105,250	N/A
COUNTY TOTALS	234	204	77	61	\$128,618	\$143,750	11.8%	\$125,500	\$142,000

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - October 1, 2012 through December 31, 2012

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Oct 1 - Dec 31							Oct 1 - Dec 31				Oct 1 - Dec 31			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	66	79.5%	8	9.6%	8	9.6%	83	87	59	77	84	\$356,500	\$199,750	\$290,000	\$320,000
Talent	9	69.2%	0	0.0%	4	30.8%	13	60	N/A	70	63	\$175,000	N/A	\$165,000	\$175,000
Phoenix	9	56.3%	3	18.8%	4	25.0%	16	49	N/A	70	55	\$177,000	N/A	\$173,400	\$164,950
Jacksonville	11	78.6%	1	7.1%	2	14.3%	14	108	N/A	N/A	108	\$252,000	N/A	N/A	\$265,500
Northwest Medford	3	33.3%	3	33.3%	3	33.3%	9	N/A	N/A	N/A	98	N/A	N/A	N/A	\$115,000
West Medford	22	52.4%	10	23.8%	10	23.8%	42	54	22	64	49	\$89,925	\$107,500	\$70,900	\$92,950
Southwest Medford	17	51.5%	9	27.3%	7	21.2%	33	26	36	84	41	\$190,000	\$148,000	\$145,000	\$164,000
East Medford	115	66.5%	28	16.2%	30	17.3%	173	67	22	68	60	\$219,800	\$169,000	\$171,000	\$200,000
Central Point	43	56.6%	9	11.8%	24	31.6%	76	41	13	48	40	\$185,000	\$156,488	\$134,950	\$159,950
White City	13	56.5%	5	21.7%	5	21.7%	23	75	286	128	132	\$110,000	\$80,000	\$108,000	\$105,000
Eagle Point	23	51.1%	13	28.9%	9	20.0%	45	68	45	41	56	\$230,000	\$154,000	\$169,000	\$192,000
Shady Cove / Trail	11	84.6%	1	7.7%	1	7.7%	13	160	N/A	N/A	144	\$215,000	N/A	N/A	\$175,000
Gold Hill & Rogue River	8	57.1%	3	21.4%	3	21.4%	14	58	N/A	N/A	82	\$201,000	N/A	N/A	\$150,500
COUNTY TOTALS	350	63.1%	94	16.9%	110	19.8%	555	68	46	73	66	\$215,000	\$138,950	\$145,000	\$183,000

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

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	144	90.6%	5	3.1%	9	5.7%	159
Talent	26	78.8%	2	6.1%	5	15.2%	33
Phoenix	11	73.3%	2	13.3%	2	13.3%	15
Jacksonville	44	100.0%	0	0.0%	0	0.0%	44
Northwest Medford	3	75.0%	0	0.0%	1	25.0%	4
West Medford	24	63.2%	5	13.2%	8	21.1%	38
Southwest Medford	25	75.8%	2	6.1%	5	15.2%	33
East Medford	113	89.0%	5	3.9%	8	6.3%	127
Central Point	69	87.3%	1	1.3%	8	10.1%	79
White City	14	70.0%	1	5.0%	5	25.0%	20
Eagle Point	67	94.4%	1	1.4%	2	2.8%	71
Shady Cove / Trail	42	76.4%	8	14.5%	5	9.1%	55
Gold Hill & Rogue River	72	83.7%	7	8.1%	7	8.1%	86
Other Areas	66	89.2%	2	2.7%	5	6.8%	74
COUNTY TOTALS	720	85.9%	41	4.9%	70	8.4%	838

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.