

Jackson County Residential Market Trends

October 2013

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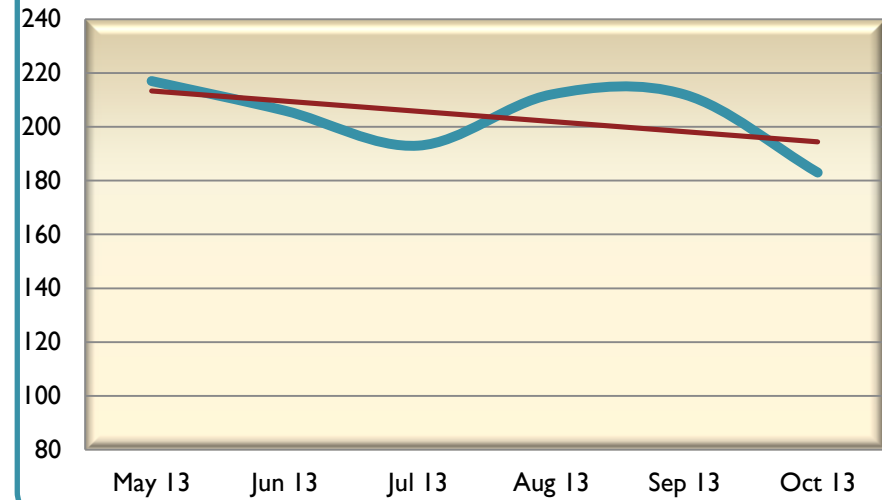
Overall activity trends are not a measure of pricing or value for individual properties. Small Sampling sizes can lead to wide variances in year to year comparisons.

This report represents urban area homes and excludes rural properties. N/A means "No or Insufficient Activity" for the reporting period. All information is based on reporting by REALTORS® to the Southern Oregon Multiple Listing Service.

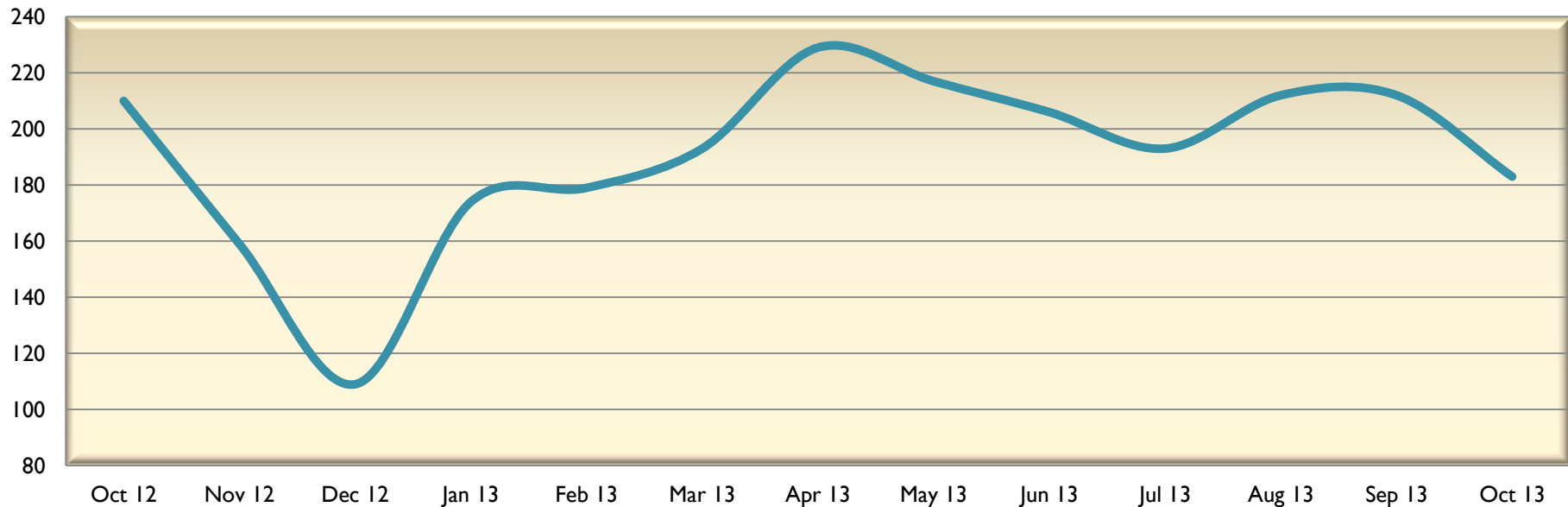
Pending Sales

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|------------|------------|---------------|
| Ashland | 27 | 31 | 14.8% |
| Talent | 5 | 5 | 0.0% |
| Phoenix | 3 | 3 | 0.0% |
| Jacksonville | 6 | 9 | 50.0% |
| West Medford | 39 | 31 | -20.5% |
| East Medford | 66 | 47 | -28.8% |
| Central Point | 23 | 22 | -4.3% |
| White City | 12 | 12 | 0.0% |
| Eagle Point | 18 | 13 | -27.8% |
| Shady Cove / Trail | 2 | 4 | 100.0% |
| Gold Hill & Rogue River | 9 | 6 | -33.3% |
| COUNTY TOTALS | 210 | 183 | -12.9% |

Six Month Trend

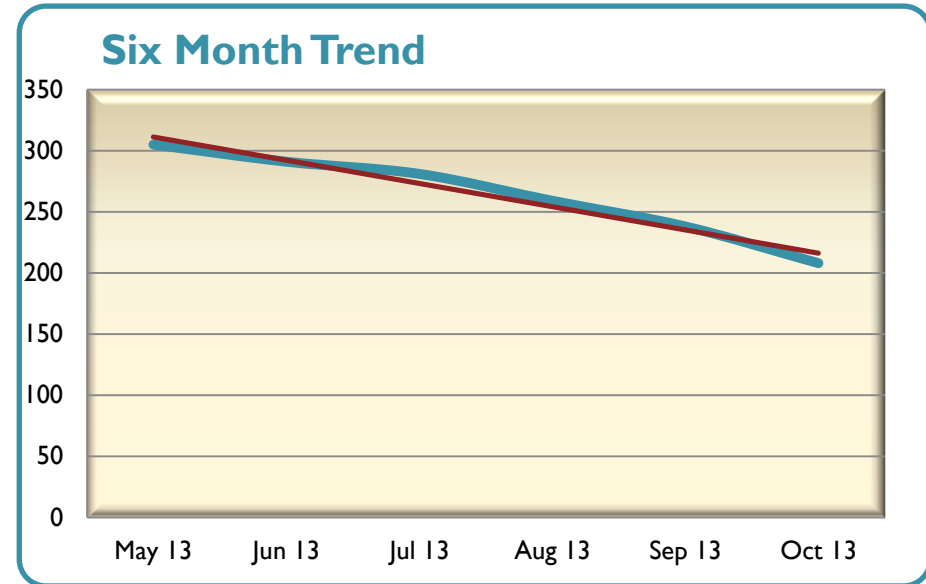


Yearly Snapshot: Pending Sales

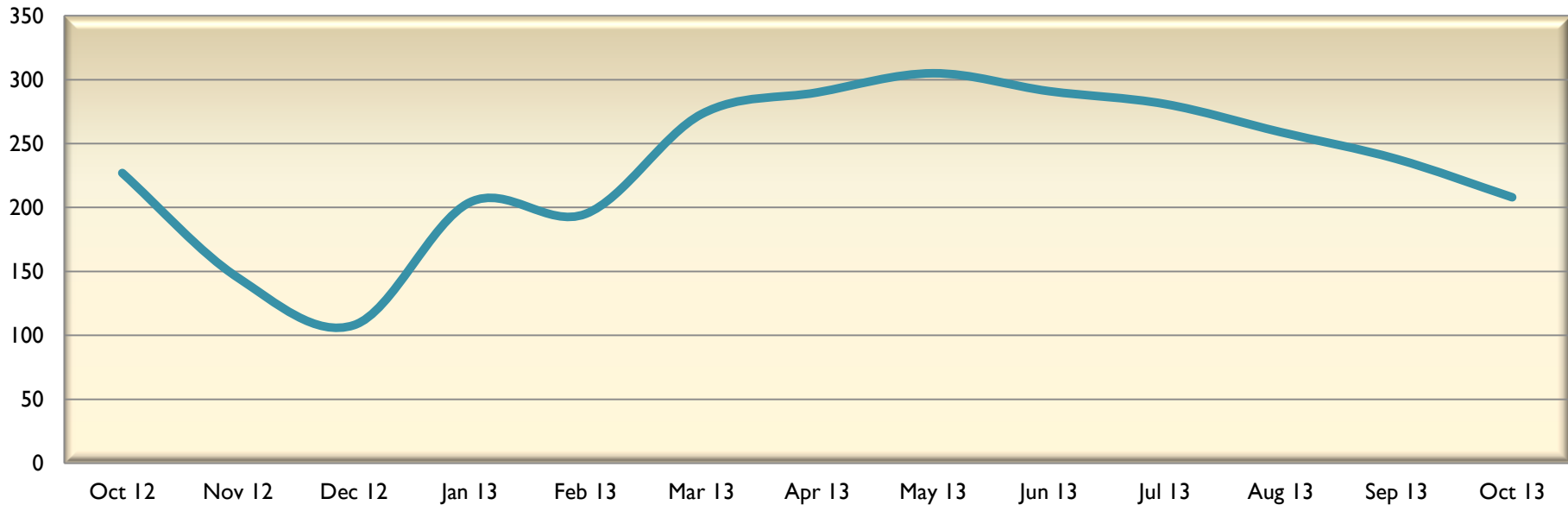


New Listings

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|------------|------------|--------------|
| Ashland | 33 | 41 | 24.2% |
| Talent | 10 | 13 | 30.0% |
| Phoenix | 3 | 3 | 0.0% |
| Jacksonville | 3 | 5 | 66.7% |
| West Medford | 46 | 33 | -28.3% |
| East Medford | 54 | 53 | -1.9% |
| Central Point | 36 | 19 | -47.2% |
| White City | 10 | 11 | 10.0% |
| Eagle Point | 15 | 19 | 26.7% |
| Shady Cove / Trail | 10 | 3 | -70.0% |
| Gold Hill & Rogue River | 7 | 8 | 14.3% |
| COUNTY TOTALS | 227 | 208 | -8.4% |

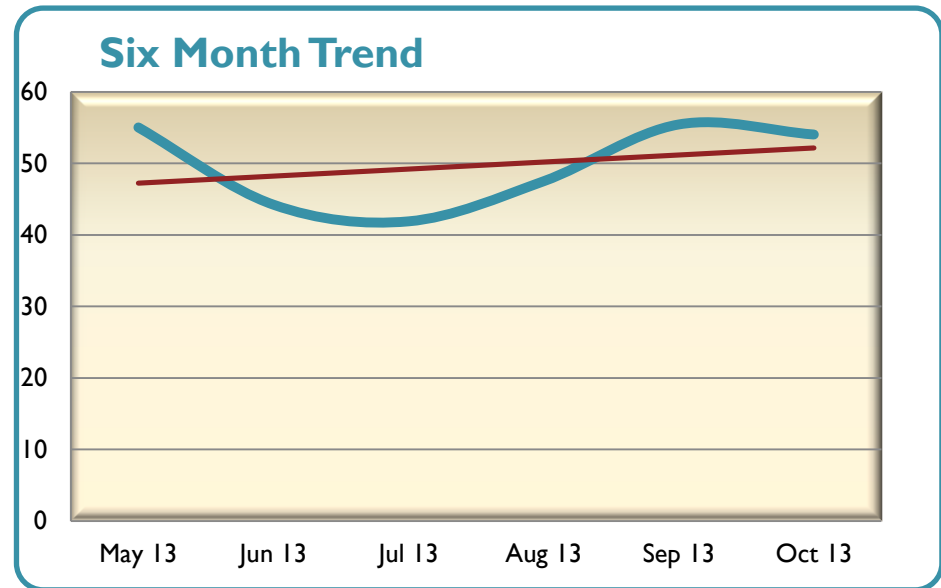


Yearly Snapshot: New Listings

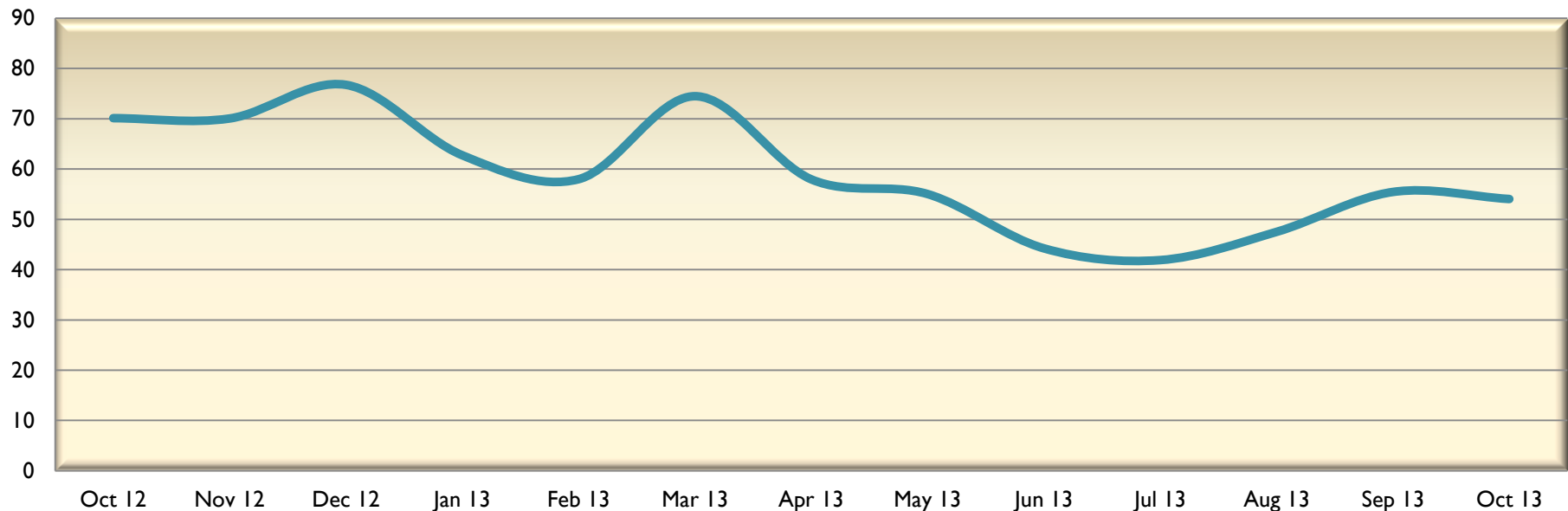


Average Days on Market

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|-----------|-----------|---------------|
| Ashland | 98 | 87 | -10.8% |
| Talent | 71 | 19 | -72.4% |
| Phoenix | 87 | 20 | -77.3% |
| Jacksonville | 75 | 85 | 12.9% |
| West Medford | 51 | 27 | -47.3% |
| East Medford | 54 | 65 | 20.8% |
| Central Point | 68 | 34 | -49.5% |
| White City | 107 | 45 | -58.2% |
| Eagle Point | 57 | 60 | 4.9% |
| Shady Cove / Trail | 150 | 83 | -44.8% |
| Gold Hill & Rogue River | 93 | 86 | -7.1% |
| COUNTY TOTALS | 70 | 54 | -22.9% |

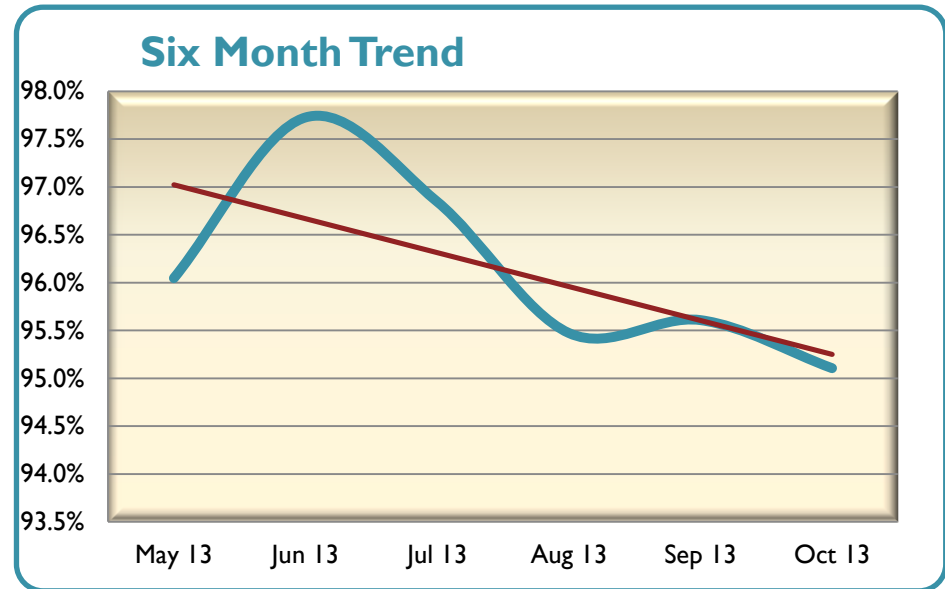


Yearly Snapshot: Average Days on Market

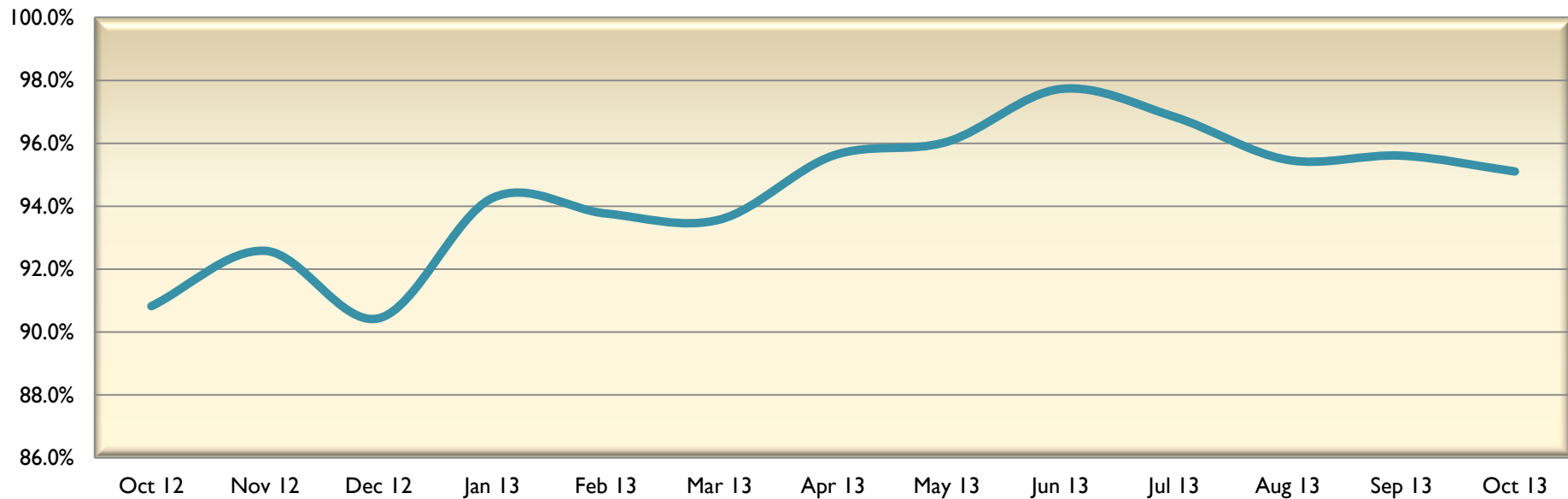


Original List Price vs Selling Price

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|--------------|--------------|-------------|
| Ashland | 92.5% | 95.2% | 3.0% |
| Talent | 91.9% | 96.9% | 5.5% |
| Phoenix | 91.7% | 96.0% | 4.7% |
| Jacksonville | 83.7% | 90.7% | 8.3% |
| West Medford | 95.4% | 98.4% | 3.2% |
| East Medford | 89.4% | 93.6% | 4.8% |
| Central Point | 93.7% | 94.5% | 0.8% |
| White City | 84.3% | 99.4% | 17.9% |
| Eagle Point | 92.5% | 96.8% | 4.6% |
| Shady Cove / Trail | 85.8% | 95.2% | 10.9% |
| Gold Hill & Rogue River | 82.3% | 94.7% | 15.1% |
| COUNTY TOTALS | 90.8% | 95.1% | 4.7% |

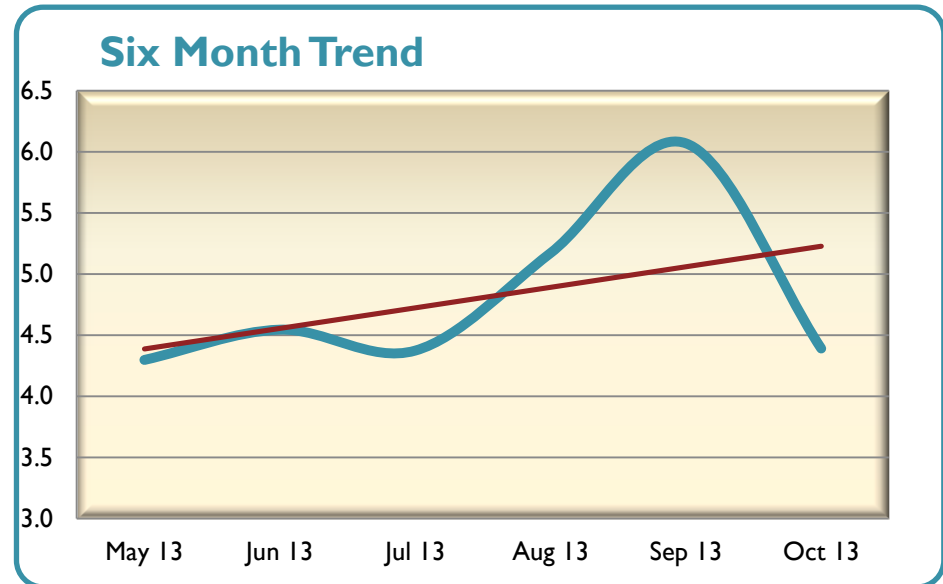


Yearly Snapshot: Original List Price vs Selling Price

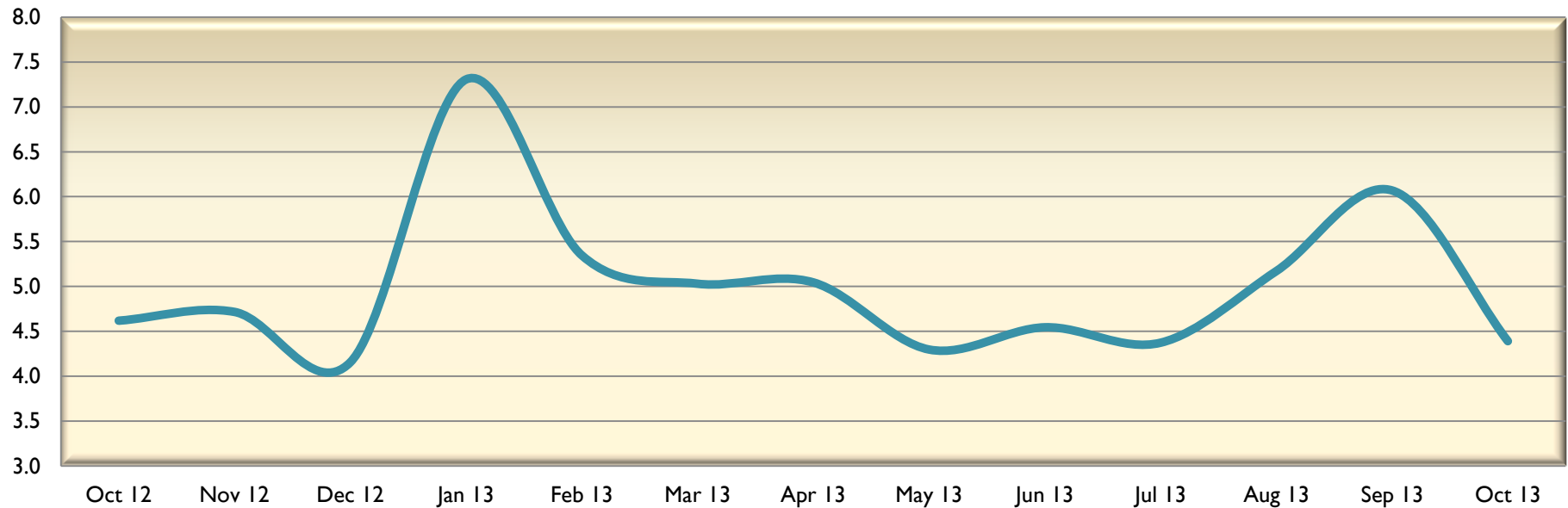


Available Homes per Buyer

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|------------|------------|--------------|
| Ashland | 6.1 | 5.4 | -10.6% |
| Talent | 6.0 | 4.0 | -33.3% |
| Phoenix | 3.2 | 3.4 | 7.4% |
| Jacksonville | 7.6 | 4.6 | -39.1% |
| West Medford | 5.3 | 3.1 | -40.9% |
| East Medford | 4.0 | 4.3 | 6.8% |
| Central Point | 3.1 | 3.5 | 10.6% |
| White City | 6.8 | 4.6 | -32.3% |
| Eagle Point | 3.4 | 6.4 | 92.4% |
| Shady Cove / Trail | 5.1 | 6.3 | 23.6% |
| Gold Hill & Rogue River | 6.7 | 7.6 | 14.0% |
| COUNTY TOTALS | 4.6 | 4.4 | -4.9% |

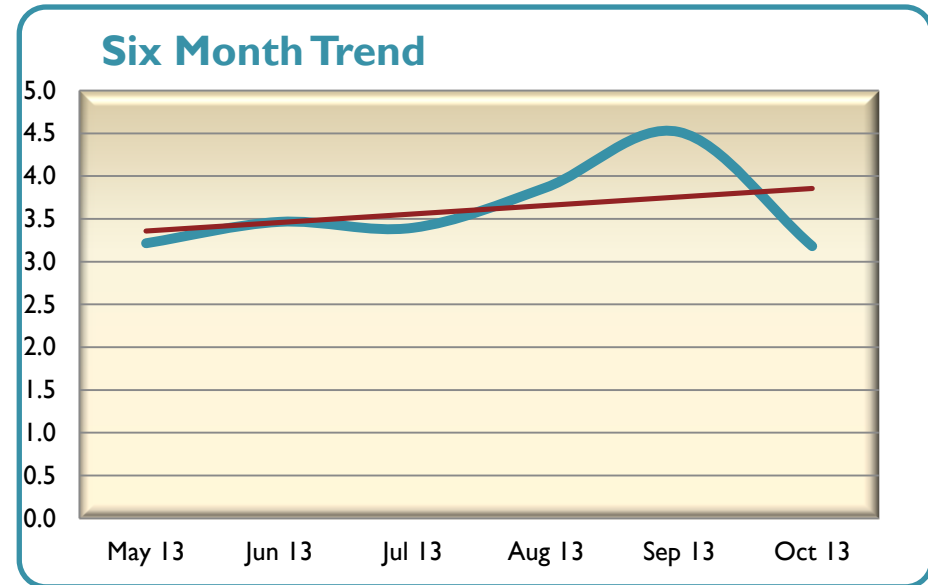


Yearly Snapshot: Available Homes per Buyer

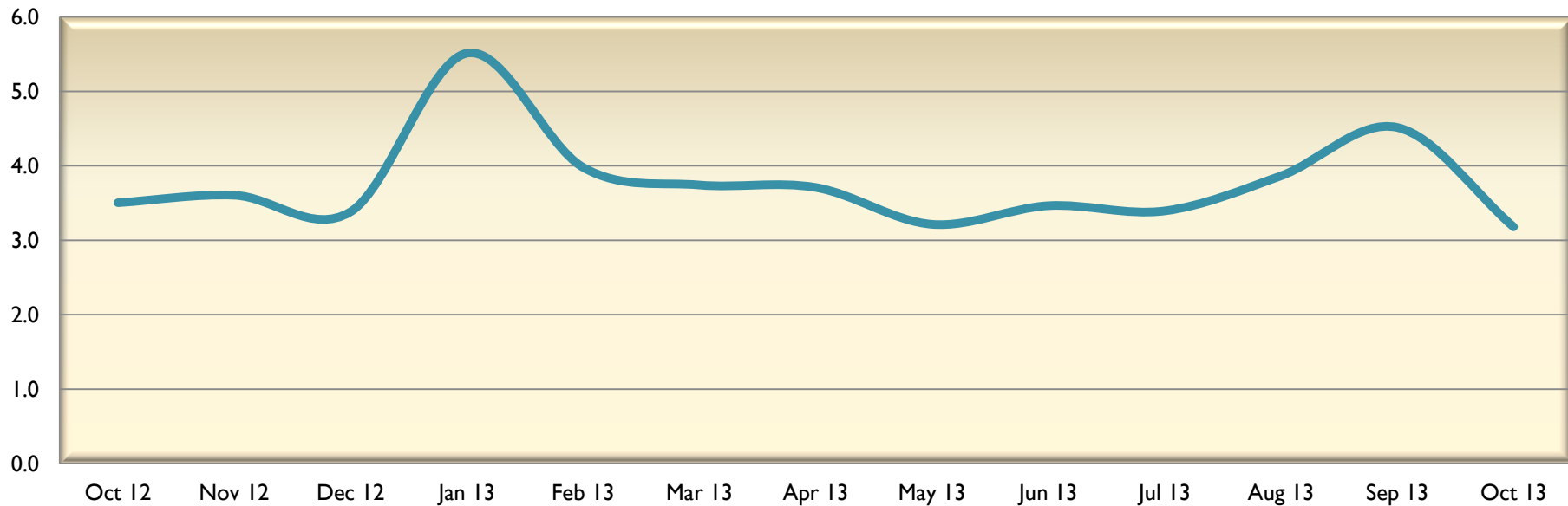


Months Supply of Inventory

| Area | Oct 12 | Oct 13 | Change |
|-------------------------|------------|------------|--------------|
| Ashland | 4.8 | 4.0 | -16.4% |
| Talent | 5.0 | 3.1 | -37.1% |
| Phoenix | 2.5 | 2.4 | -4.0% |
| Jacksonville | 5.8 | 3.0 | -48.3% |
| West Medford | 3.7 | 2.2 | -39.3% |
| East Medford | 2.9 | 3.2 | 9.3% |
| Central Point | 2.5 | 2.3 | -5.9% |
| White City | 5.0 | 2.4 | -52.5% |
| Eagle Point | 2.4 | 4.8 | 99.1% |
| Shady Cove / Trail | 4.9 | 5.0 | 2.6% |
| Gold Hill & Rogue River | 5.2 | 6.0 | 16.1% |
| COUNTY TOTALS | 3.5 | 3.2 | -9.2% |



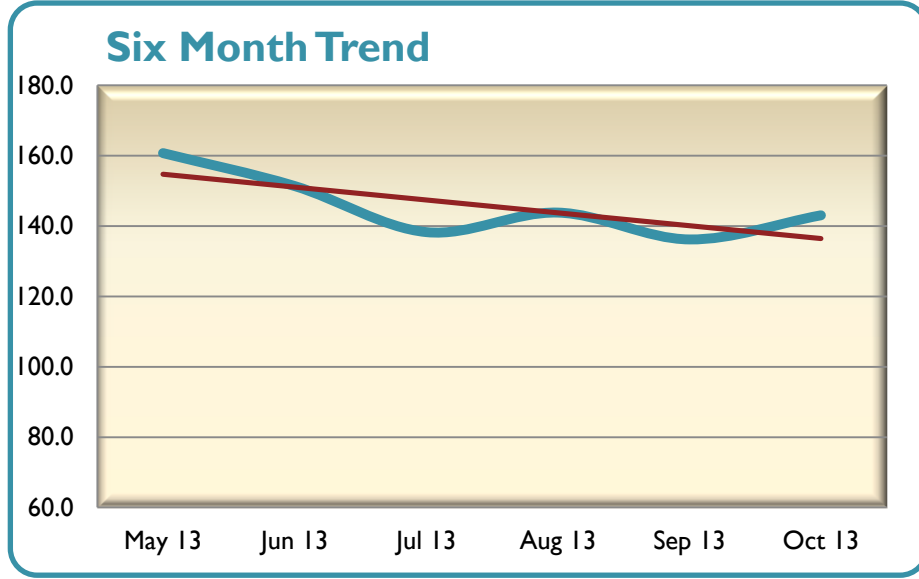
Yearly Snapshot: Months Supply of Inventory



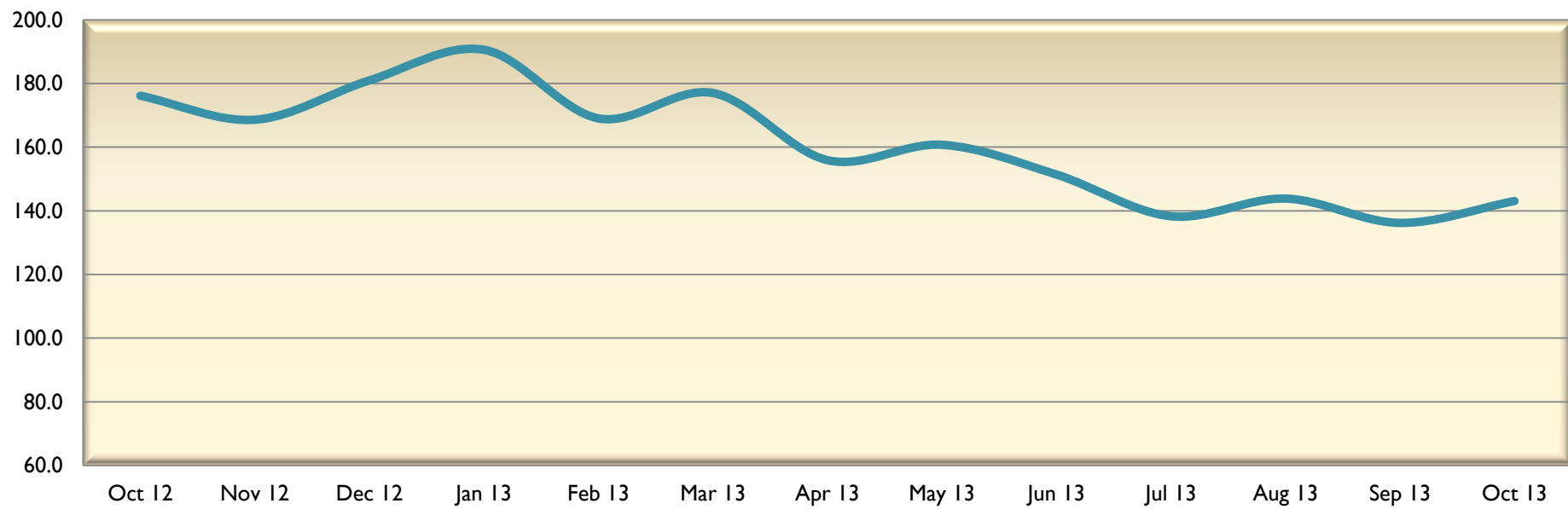
Housing Affordability Index

| Jackson County | Oct 12 | Oct 13 | Change |
|----------------|--------|--------|--------|
| | 176.2 | 143.1 | -18.8% |

The Housing Affordability Index (HAI) measures the ability of a family with median income to afford monthly mortgage payments on a median priced home. The HAI is calculated using the most recent census data for the area and average interest rates reported by Freddie Mac. Index values under 100 indicate less affordability, while values over 100 show increased affordability.



Yearly Snapshot: Housing Affordability Index



Keybox Activity Report

| Keybox Accesses | Oct 12 | Oct 13 | Change |
|-----------------|--------|--------|--------|
| | 6358 | 5777 | -9.1% |

