

EXISTING HOME SALES - December 1, 2012 through February 28, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Dec 1 - Feb 28		Dec 1 - Feb 28		Dec 1 - Feb 28					Feb 2012 vs Feb 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	56	52	118	84	\$340,000	\$245,000	\$319,000	-6.2%	30.2%	\$274,500	\$302,500
Talent	11	16	83	69	\$278,450	\$154,000	\$172,000	-38.2%	11.7%	N/A	\$186,250
Phoenix	12	9	49	34	\$233,250	\$128,250	\$202,500	-13.2%	57.9%	\$175,000	\$202,500
Jacksonville	8	11	96	130	\$445,000	\$247,500	\$245,000	-44.9%	-1.0%	\$215,000	N/A
Northwest Medford	26	9	52	54	N/A	\$107,600	\$125,100	N/A	16.3%	\$100,000	N/A
West Medford	39	42	40	58	\$187,500	\$93,000	\$87,000	-53.6%	-6.5%	\$70,000	\$90,250
Southwest Medford	27	26	50	31	\$231,500	\$140,000	\$161,950	-30.0%	15.7%	\$155,750	\$119,700
East Medford	132	128	80	65	\$235,000	\$163,500	\$204,550	-13.0%	25.1%	\$169,500	\$205,000
Central Point	82	53	69	28	\$235,500	\$125,500	\$169,000	-28.2%	34.7%	\$115,250	\$222,000
White City	23	11	28	65	\$168,750	\$95,000	\$108,000	-36.0%	13.7%	\$90,000	N/A
Eagle Point	28	32	82	67	\$281,500	\$180,500	\$191,000	-32.1%	5.8%	\$166,500	\$216,500
Shady Cove / Trail	4	6	37	90	\$239,000	\$83,500	\$125,500	-47.5%	50.3%	N/A	N/A
Gold Hill & Rogue River	12	10	97	103	\$196,000	\$96,500	\$128,500	-34.4%	33.2%	N/A	N/A
COUNTY TOTALS	460	405	73	62	\$235,000	\$140,000	\$185,000	-21.3%	32.1%	\$140,300	\$201,250

NEW HOME SALES - December 1, 2012 through February 28, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Dec 1 - Feb 28		Dec 1 - Feb 28		Dec 1 - Feb 28					Feb 2012 vs Feb 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	4	3	36	56	\$382,000	\$356,500	N/A	N/A	N/A	N/A	N/A
Talent	2	4	N/A	78	\$326,950	N/A	\$248,550	-24.0%	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	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	0	2	N/A	34	N/A	N/A	\$179,700	N/A	N/A	N/A	N/A
West Medford	0	3	N/A	39	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Southwest Medford	1	2	N/A	N/A	\$255,950	N/A	N/A	N/A	N/A	N/A	N/A
East Medford	3	6	25	20	\$339,800	N/A	\$344,513	1.4%	N/A	N/A	N/A
Central Point	2	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
White City	1	6	N/A	45	\$209,900	N/A	\$166,250	-20.8%	N/A	N/A	N/A
Eagle Point	0	1	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	15	29	52	41	\$263,750	\$231,000	\$215,900	-18.1%	-6.5%	\$268,950	\$230,224

ALL HOMES ON MARKET (includes rural)

Area	Active 02/29/12	Active 02/28/13	% Change
Ashland	180	135	-25.0%
Talent	36	31	-13.9%
Phoenix	30	15	-50.0%
Jacksonville	74	48	-35.1%
Northwest Medford	18	10	-44.4%
West Medford	67	37	-44.8%
Southwest Medford	57	26	-54.4%
East Medford	220	149	-32.3%
Central Point	115	79	-31.3%
White City	46	22	-52.2%
Eagle Point	107	58	-45.8%
Shady Cove / Trail	48	47	-2.1%
Gold Hill & Rogue River	97	85	-12.4%
Other Areas	90	81	-10.0%
COUNTY TOTALS	1185	823	-30.5%

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 - December 1, 2012 through February 28, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Dec 1 - Feb 28		Dec 1 - Feb 28		Dec 1 - Feb 28			Feb 2012 vs Feb 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2012	Median \$ 2013	1-year % Change	Median \$	Median \$
Ashland	18	6	109	100	\$252,500	\$234,200	-7.2%	\$182,000	\$234,200
Talent	5	5	27	63	\$136,000	\$169,000	24.3%	N/A	N/A
Phoenix	9	5	49	21	\$122,000	\$159,900	31.1%	N/A	N/A
Jacksonville	3	2	79	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	22	2	54	N/A	\$107,600	N/A	N/A	\$90,500	N/A
West Medford	26	21	38	45	\$65,950	\$75,000	13.7%	\$86,500	\$70,000
Southwest Medford	21	12	48	28	\$132,450	\$126,200	-4.7%	\$132,500	\$100,950
East Medford	82	37	67	36	\$147,750	\$168,000	13.7%	\$164,700	\$185,250
Central Point	58	24	60	21	\$125,500	\$159,950	27.5%	\$118,000	\$219,000
White City	15	8	31	88	\$90,000	\$101,500	12.8%	\$89,250	N/A
Eagle Point	19	12	86	77	\$181,000	\$164,950	-8.9%	\$181,000	N/A
Shady Cove / Trail	4	0	37	N/A	\$83,500	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	9	5	77	111	\$85,000	\$125,000	47.1%	N/A	N/A
COUNTY TOTALS	291	139	61	48	\$126,500	\$137,700	8.9%	\$126,270	\$143,850

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - December 1, 2012 through February 28, 2013

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Dec 1 - Feb 28							Dec 1 - Feb 28				Dec 1 - Feb 28			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	46	88.5%	3	5.8%	3	5.8%	52	82	N/A	N/A	84	\$336,000	N/A	N/A	\$319,000
Talent	11	68.8%	2	12.5%	3	18.8%	16	71	N/A	N/A	69	\$175,000	N/A	N/A	\$172,000
Phoenix	4	44.4%	2	22.2%	3	33.3%	9	51	N/A	N/A	34	\$210,200	N/A	N/A	\$202,500
Jacksonville	9	81.8%	1	9.1%	1	9.1%	11	128	N/A	N/A	130	\$245,000	N/A	N/A	\$245,000
Northwest Medford	7	77.8%	0	0.0%	2	22.2%	9	68	N/A	N/A	54	\$125,000	N/A	N/A	\$125,100
West Medford	19	45.2%	10	23.8%	11	26.2%	42	71	35	55	58	\$99,900	\$84,625	\$70,000	\$87,000
Southwest Medford	14	53.8%	7	26.9%	5	19.2%	26	34	35	17	31	\$190,000	\$122,500	\$129,900	\$161,950
East Medford	89	69.5%	18	14.1%	19	14.8%	128	78	35	37	65	\$215,000	\$157,500	\$187,000	\$204,550
Central Point	29	54.7%	8	15.1%	16	30.2%	53	34	14	25	28	\$183,000	\$189,600	\$147,000	\$169,000
White City	3	27.3%	2	18.2%	6	54.5%	11	N/A	N/A	112	65	N/A	N/A	\$101,500	\$108,000
Eagle Point	20	62.5%	6	18.8%	6	18.8%	32	60	56	99	67	\$225,500	\$79,500	\$230,000	\$191,000
Shady Cove / Trail	6	100.0%	0	0.0%	0	0.0%	6	90	N/A	N/A	90	\$125,500	N/A	N/A	\$125,500
Gold Hill & Rogue River	5	50.0%	3	30.0%	2	20.0%	10	95	N/A	N/A	103	\$132,000	N/A	N/A	\$128,500
COUNTY TOTALS	262	64.7%	62	15.3%	77	19.0%	405	70	36	57	62	\$209,950	\$135,500	\$139,000	\$185,000

ALL HOMES ON MARKET (including rural) - 02/28/13

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	125	92.6%	2	1.5%	7	5.2%	135
Talent	30	96.8%	0	0.0%	1	3.2%	31
Phoenix	14	93.3%	0	0.0%	1	6.7%	15
Jacksonville	46	95.8%	1	2.1%	1	2.1%	48
Northwest Medford	9	90.0%	1	10.0%	0	0.0%	10
West Medford	24	64.9%	3	8.1%	9	24.3%	37
Southwest Medford	23	88.5%	0	0.0%	2	7.7%	26
East Medford	134	89.9%	3	2.0%	12	8.1%	149
Central Point	65	82.3%	4	5.1%	9	11.4%	79
White City	14	63.6%	1	4.5%	6	27.3%	22
Eagle Point	49	84.5%	1	1.7%	7	12.1%	58
Shady Cove / Trail	32	68.1%	8	17.0%	7	14.9%	47
Gold Hill & Rogue River	73	85.9%	3	3.5%	9	10.6%	85
Other Areas	72	88.9%	3	3.7%	5	6.2%	81
COUNTY TOTALS	710	86.3%	30	3.6%	76	9.2%	823

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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