

EXISTING HOME SALES - January 1, 2013 through March 31, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31					Mar 2012 vs Mar 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	65	64	119	76	\$342,500	\$255,000	\$318,250	-7.1%	24.8%	\$275,000	\$325,750
Talent	10	14	86	62	\$255,950	\$155,750	\$186,250	-27.2%	19.6%	\$157,500	\$208,500
Phoenix	12	8	67	18	\$237,000	\$144,750	\$187,250	-21.0%	29.4%	\$100,500	N/A
Jacksonville	10	4	69	179	\$398,750	\$257,800	\$242,500	-39.2%	-5.9%	\$260,600	N/A
Northwest Medford	23	8	54	49	N/A	\$108,199	\$132,550	N/A	22.5%	N/A	N/A
West Medford	36	38	50	67	\$185,000	\$67,200	\$77,500	-58.1%	15.3%	\$65,000	\$75,000
Southwest Medford	27	20	58	37	\$227,500	\$132,500	\$140,250	-38.4%	5.8%	\$133,000	\$144,750
East Medford	135	112	80	64	\$235,900	\$159,900	\$200,000	-15.2%	25.1%	\$157,000	\$205,011
Central Point	94	47	76	36	\$223,500	\$125,000	\$163,500	-26.8%	30.8%	\$134,000	\$140,000
White City	26	10	42	40	\$147,450	\$101,450	\$100,000	-32.2%	-1.4%	\$107,500	\$96,500
Eagle Point	31	38	78	59	\$300,000	\$180,000	\$162,500	-45.8%	-9.7%	\$180,000	\$147,553
Shady Cove / Trail	4	6	78	111	\$207,500	\$127,500	\$180,000	-13.3%	41.2%	N/A	N/A
Gold Hill & Rogue River	12	9	115	67	\$199,000	\$89,500	\$124,500	-37.4%	39.1%	\$120,250	\$106,450
COUNTY TOTALS	485	378	78	61	\$236,900	\$145,000	\$182,750	-22.9%	26.0%	\$149,000	\$181,500

NEW HOME SALES - January 1, 2013 through March 31, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31					Mar 2012 vs Mar 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	3	6	29	99	N/A	N/A	\$269,950	N/A	N/A	N/A	N/A
Talent	1	2	N/A	N/A	\$319,500	N/A	N/A	N/A	N/A	N/A	N/A
Phoenix	0	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	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	1	4	N/A	30	N/A	N/A	\$168,750	N/A	N/A	N/A	N/A
Southwest Medford	2	3	N/A	36	\$242,400	N/A	N/A	N/A	N/A	N/A	N/A
East Medford	4	8	27	22	\$320,000	\$310,000	\$365,213	14.1%	17.8%	N/A	\$437,000
Central Point	4	4	63	62	N/A	\$194,700	\$191,200	N/A	-1.8%	N/A	N/A
White City	1	8	N/A	52	\$193,695	N/A	\$160,450	-17.2%	N/A	N/A	\$151,800
Eagle Point	0	2	N/A	76	N/A	N/A	\$215,900	N/A	N/A	N/A	N/A
Shady Cove / Trail	0	1	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	17	40	75	60	\$263,000	\$231,000	\$210,574	-19.9%	-8.8%	\$189,500	\$215,900

ALL HOMES ON MARKET (includes rural)

Area	Active 03/31/12	Active 03/31/13	% Change
Ashland	180	158	-12.2%
Talent	41	31	-24.4%
Phoenix	20	11	-45.0%
Jacksonville	67	56	-16.4%
Northwest Medford	8	12	50.0%
West Medford	67	31	-53.7%
Southwest Medford	50	27	-46.0%
East Medford	204	156	-23.5%
Central Point	100	94	-6.0%
White City	44	25	-43.2%
Eagle Point	106	71	-33.0%
Shady Cove / Trail	50	59	18.0%
Gold Hill & Rogue River	98	82	-16.3%
Other Areas	95	76	-20.0%
COUNTY TOTALS	1130	889	-21.3%

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 - January 1, 2013 through March 31, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31			Mar 2012 vs Mar 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2012	Median \$ 2013	1-year % Change	Median \$	Median \$
Ashland	22	6	112	130	\$230,500	\$234,200	1.6%	\$230,500	N/A
Talent	3	4	44	50	N/A	\$188,500	N/A	N/A	N/A
Phoenix	8	4	79	28	\$128,250	\$136,500	6.4%	N/A	N/A
Jacksonville	5	0	79	N/A	\$260,600	N/A	N/A	N/A	N/A
Northwest Medford	18	2	55	N/A	\$111,600	N/A	N/A	N/A	N/A
West Medford	27	19	52	59	\$60,000	\$71,500	19.2%	\$62,500	\$75,000
Southwest Medford	19	10	60	43	\$130,000	\$119,700	-7.9%	\$129,000	N/A
East Medford	80	34	56	51	\$150,000	\$162,000	8.0%	\$150,000	\$164,000
Central Point	66	18	67	29	\$125,000	\$151,500	21.2%	\$125,000	\$98,075
White City	21	6	42	59	\$95,000	\$91,500	-3.7%	\$105,000	N/A
Eagle Point	23	12	94	108	\$187,500	\$148,777	-20.7%	\$187,500	\$147,553
Shady Cove / Trail	3	0	59	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	7	5	94	42	\$62,000	\$125,000	101.6%	N/A	N/A
COUNTY TOTALS	302	120	66	57	\$129,950	\$125,050	-3.8%	\$129,450	\$120,000

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - January 1, 2013 through March 31, 2013

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Jan 1 - Mar 31							Jan 1 - Mar 31				Jan 1 - Mar 31			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	58	90.6%	5	7.8%	1	1.6%	64	71	119	N/A	76	\$340,000	\$223,500	N/A	\$318,250
Talent	10	71.4%	2	14.3%	2	14.3%	14	66	N/A	N/A	62	\$175,250	N/A	N/A	\$186,250
Phoenix	4	50.0%	2	25.0%	2	25.0%	8	9	N/A	N/A	18	\$210,200	N/A	N/A	\$187,250
Jacksonville	4	100.0%	0	0.0%	0	0.0%	4	179	N/A	N/A	179	\$242,500	N/A	N/A	\$242,500
Northwest Medford	6	75.0%	0	0.0%	2	25.0%	8	63	N/A	N/A	49	\$131,000	N/A	N/A	\$132,550
West Medford	16	42.1%	8	21.1%	11	28.9%	38	78	39	74	67	\$96,750	\$68,800	\$71,500	\$77,500
Southwest Medford	10	50.0%	5	25.0%	5	25.0%	20	30	36	50	37	\$162,400	\$116,900	\$123,000	\$140,250
East Medford	76	67.9%	14	12.5%	20	17.9%	112	71	47	54	64	\$215,000	\$157,500	\$184,250	\$200,000
Central Point	29	61.7%	7	14.9%	11	23.4%	47	41	23	33	36	\$184,900	\$163,500	\$121,500	\$163,500
White City	4	40.0%	2	20.0%	4	40.0%	10	12	N/A	24	40	\$121,000	N/A	\$91,500	\$100,000
Eagle Point	26	68.4%	3	7.9%	9	23.7%	38	37	N/A	135	59	\$182,500	N/A	\$147,553	\$162,500
Shady Cove / Trail	6	100.0%	0	0.0%	0	0.0%	6	111	N/A	N/A	111	\$180,000	N/A	N/A	\$180,000
Gold Hill & Rogue River	4	44.4%	3	33.3%	2	22.2%	9	99	N/A	N/A	67	\$106,200	N/A	N/A	\$124,500
COUNTY TOTALS	253	66.9%	51	13.5%	69	18.3%	378	64	49	62	61	\$205,000	\$127,500	\$123,000	\$182,750

ALL HOMES ON MARKET (including rural) - 03/31/13

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	147	93.0%	1	0.6%	9	5.7%	158
Talent	30	96.8%	0	0.0%	1	3.2%	31
Phoenix	11	100.0%	0	0.0%	0	0.0%	11
Jacksonville	53	94.6%	0	0.0%	3	5.4%	56
Northwest Medford	11	91.7%	1	8.3%	0	0.0%	12
West Medford	21	67.7%	2	6.5%	7	22.6%	31
Southwest Medford	24	88.9%	0	0.0%	2	7.4%	27
East Medford	145	92.9%	2	1.3%	9	5.8%	156
Central Point	81	86.2%	2	2.1%	8	8.5%	94
White City	18	72.0%	2	8.0%	4	16.0%	25
Eagle Point	62	87.3%	1	1.4%	7	9.9%	71
Shady Cove / Trail	42	71.2%	8	13.6%	8	13.6%	59
Gold Hill & Rogue River	72	87.8%	0	0.0%	10	12.2%	82
Other Areas	68	89.5%	1	1.3%	6	7.9%	76
COUNTY TOTALS	785	88.3%	20	2.2%	74	8.3%	889

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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