

**EXISTING HOME SALES - February 1, 2013 through April 30, 2013**

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Feb 1 - Apr 30		Feb 1 - Apr 30		Feb 1 - Apr 30					Apr 2012 vs Apr 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	69	80	118	93	\$355,000	\$280,000	\$331,000	-6.8%	18.2%	\$282,500	\$352,000
Talent	13	18	34	57	\$256,000	\$165,000	\$205,750	-19.6%	24.7%	\$210,000	\$231,000
Phoenix	19	10	58	20	\$250,000	\$166,000	\$187,250	-25.1%	12.8%	\$157,325	N/A
Jacksonville	11	9	67	60	\$357,500	\$260,600	\$295,000	-17.5%	13.2%	N/A	\$375,000
Northwest Medford	25	8	45	27	N/A	\$100,000	\$118,500	N/A	18.5%	\$89,000	\$120,750
West Medford	37	38	50	55	\$164,500	\$63,000	\$85,550	-48.0%	35.8%	\$58,000	\$97,000
Southwest Medford	31	26	60	28	\$210,000	\$137,000	\$129,000	-38.6%	-5.8%	\$137,000	\$121,500
East Medford	148	126	84	55	\$235,900	\$167,750	\$207,450	-12.1%	23.7%	\$175,000	\$227,000
Central Point	93	60	98	48	\$222,000	\$125,000	\$159,000	-28.4%	27.2%	\$128,000	\$196,000
White City	34	14	43	30	\$147,500	\$99,450	\$114,000	-22.7%	14.6%	\$100,000	\$122,000
Eagle Point	31	42	91	84	\$267,000	\$187,500	\$188,500	-29.4%	0.5%	\$241,500	\$256,500
Shady Cove / Trail	5	8	109	168	N/A	\$145,000	\$135,500	N/A	-6.6%	N/A	\$105,800
Gold Hill & Rogue River	11	6	125	52	\$172,500	\$74,100	\$106,450	-38.3%	43.7%	\$92,500	N/A
<b>COUNTY TOTALS</b>	<b>527</b>	<b>445</b>	<b>82</b>	<b>62</b>	<b>\$235,000</b>	<b>\$149,000</b>	<b>\$190,000</b>	<b>-19.1%</b>	<b>27.5%</b>	<b>\$160,000</b>	<b>\$189,000</b>

**NEW HOME SALES - February 1, 2013 through April 30, 2013**

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Feb 1 - Apr 30		Feb 1 - Apr 30		Feb 1 - Apr 30					Apr 2012 vs Apr 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	131	\$420,750	N/A	\$275,000	-34.6%	N/A	N/A	N/A
Talent	2	2	N/A	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	2	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	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	1	3	N/A	32	\$195,000	N/A	N/A	N/A	N/A	N/A	N/A
Southwest Medford	3	4	131	32	\$239,950	N/A	\$184,900	-22.9%	N/A	N/A	N/A
East Medford	2	13	N/A	18	\$276,450	N/A	\$335,425	21.3%	N/A	N/A	\$327,800
Central Point	5	6	86	93	\$245,000	\$199,900	\$194,450	-20.6%	-2.7%	N/A	N/A
White City	5	6	34	47	\$201,000	\$149,500	\$160,450	-20.2%	7.3%	\$148,450	N/A
Eagle Point	0	3	N/A	28	N/A	N/A	N/A	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
<b>COUNTY TOTALS</b>	<b>25</b>	<b>47</b>	<b>139</b>	<b>57</b>	<b>\$249,950</b>	<b>\$196,000</b>	<b>\$218,900</b>	<b>-12.4%</b>	<b>11.7%</b>	<b>\$187,500</b>	<b>\$218,900</b>

**ALL HOMES ON MARKET (includes rural)**

Area	Active 04/30/12	Active 04/30/13	% Change
Ashland	186	168	-9.7%
Talent	42	29	-31.0%
Phoenix	19	13	-31.6%
Jacksonville	71	61	-14.1%
Northwest Medford	19	13	-31.6%
West Medford	71	38	-46.5%
Southwest Medford	51	32	-37.3%
East Medford	200	183	-8.5%
Central Point	101	97	-4.0%
White City	43	26	-39.5%
Eagle Point	100	70	-30.0%
Shady Cove / Trail	53	58	9.4%
Gold Hill & Rogue River	93	108	16.1%
Other Areas	93	79	-15.1%
<b>COUNTY TOTALS</b>	<b>1142</b>	<b>975</b>	<b>-14.6%</b>

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 - February 1, 2013 through April 30, 2013

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Feb 1 - Apr 30		Feb 1 - Apr 30		Feb 1 - Apr 30			Apr 2012 vs Apr 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2012	Median \$ 2013	1-year % Change	Median \$	Median \$
Ashland	22	7	108	143	\$230,500	\$244,900	6.2%	\$250,000	N/A
Talent	8	4	31	49	\$161,250	\$160,000	-0.8%	\$190,000	N/A
Phoenix	11	4	63	28	\$155,000	\$136,500	-11.9%	\$140,000	N/A
Jacksonville	7	0	87	N/A	\$316,000	N/A	N/A	N/A	N/A
Northwest Medford	20	3	43	24	\$90,250	N/A	N/A	\$89,000	N/A
West Medford	27	20	55	55	\$60,000	\$75,000	25.0%	\$57,000	\$75,000
Southwest Medford	20	12	52	42	\$136,000	\$119,700	-12.0%	\$142,500	N/A
East Medford	78	31	71	64	\$162,750	\$164,000	0.8%	\$175,000	\$152,000
Central Point	65	20	76	41	\$122,500	\$130,250	6.3%	\$122,000	\$159,000
White City	27	6	38	56	\$95,000	\$91,500	-3.7%	\$96,500	N/A
Eagle Point	22	12	94	116	\$184,250	\$142,727	-22.5%	\$159,950	N/A
Shady Cove / Trail	3	1	59	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	7	3	76	57	\$71,000	N/A	N/A	N/A	N/A
<b>COUNTY TOTALS</b>	<b>317</b>	<b>123</b>	<b>68</b>	<b>63</b>	<b>\$134,000</b>	<b>\$126,005</b>	<b>-6.0%</b>	<b>\$140,000</b>	<b>\$128,500</b>

### EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - February 1, 2013 through April 30, 2013

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Feb 1 - Apr 30							Feb 1 - Apr 30				Feb 1 - Apr 30			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	72	90.0%	5	6.3%	2	2.5%	80	88	119	N/A	93	\$337,500	\$223,500	N/A	\$331,000
Talent	14	77.8%	2	11.1%	2	11.1%	18	59	N/A	N/A	57	\$231,000	N/A	N/A	\$205,750
Phoenix	6	60.0%	2	20.0%	2	20.0%	10	15	N/A	N/A	20	\$210,200	N/A	N/A	\$187,250
Jacksonville	9	100.0%	0	0.0%	0	0.0%	9	60	N/A	N/A	60	\$295,000	N/A	N/A	\$295,000
Northwest Medford	5	62.5%	1	12.5%	2	25.0%	8	29	N/A	N/A	27	\$112,900	N/A	N/A	\$118,500
West Medford	17	44.7%	12	31.6%	8	21.1%	38	58	39	78	55	\$108,500	\$83,050	\$73,250	\$85,550
Southwest Medford	14	53.8%	5	19.2%	7	26.9%	26	17	36	45	28	\$157,400	\$116,900	\$123,000	\$129,000
East Medford	94	74.6%	10	7.9%	21	16.7%	126	53	45	73	55	\$220,750	\$159,500	\$173,000	\$207,450
Central Point	40	66.7%	6	10.0%	14	23.3%	60	52	21	49	48	\$184,950	\$112,550	\$130,250	\$159,000
White City	8	57.1%	2	14.3%	4	28.6%	14	10	N/A	19	30	\$122,000	N/A	\$100,500	\$114,000
Eagle Point	30	71.4%	3	7.1%	9	21.4%	42	72	N/A	142	84	\$195,500	N/A	\$127,000	\$188,500
Shady Cove / Trail	7	87.5%	1	12.5%	0	0.0%	8	185	N/A	N/A	168	\$155,000	N/A	N/A	\$135,500
Gold Hill & Rogue River	3	50.0%	1	16.7%	2	33.3%	6	N/A	N/A	N/A	52	N/A	N/A	N/A	\$106,450
<b>COUNTY TOTALS</b>	<b>319</b>	<b>71.7%</b>	<b>50</b>	<b>11.2%</b>	<b>73</b>	<b>16.4%</b>	<b>445</b>	<b>62</b>	<b>51</b>	<b>71</b>	<b>62</b>	<b>\$225,000</b>	<b>\$126,753</b>	<b>\$125,000</b>	<b>\$190,000</b>

### ALL HOMES ON MARKET (including rural) - 04/30/13

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	158	94.0%	2	1.2%	7	4.2%	168
Talent	28	96.6%	0	0.0%	1	3.4%	29
Phoenix	12	92.3%	0	0.0%	1	7.7%	13
Jacksonville	58	95.1%	1	1.6%	2	3.3%	61
Northwest Medford	12	92.3%	0	0.0%	1	7.7%	13
West Medford	26	68.4%	3	7.9%	7	18.4%	38
Southwest Medford	26	81.3%	1	3.1%	4	12.5%	32
East Medford	170	92.9%	1	0.5%	12	6.6%	183
Central Point	87	89.7%	1	1.0%	7	7.2%	97
White City	19	73.1%	0	0.0%	6	23.1%	26
Eagle Point	62	88.6%	1	1.4%	6	8.6%	70
Shady Cove / Trail	44	75.9%	7	12.1%	7	12.1%	58
Gold Hill & Rogue River	96	88.9%	2	1.9%	10	9.3%	108
Other Areas	72	91.1%	1	1.3%	5	6.3%	79
<b>COUNTY TOTALS</b>	<b>870</b>	<b>89.2%</b>	<b>20</b>	<b>2.1%</b>	<b>76</b>	<b>7.8%</b>	<b>975</b>

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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