

**EXISTING HOME SALES - September 1, 2013 through November 30, 2013**

AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Sep 1 - Nov 30		Sep 1 - Nov 30		Sep 1 - Nov 30					Nov 2012 vs Nov 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	92	79	76	70	\$363,225	\$320,950	\$308,000	-15.2%	-4.0%	\$337,500	\$326,500
Talent	14	13	121	19	\$215,000	\$149,750	\$189,000	-12.1%	26.2%	N/A	N/A
Phoenix	19	13	77	26	\$207,450	\$164,900	\$203,000	-2.1%	23.1%	\$164,950	N/A
Jacksonville	14	13	83	99	\$270,000	\$227,000	\$229,500	-15.0%	1.1%	\$257,000	\$296,000
Northwest Medford	10	18	77	29	N/A	\$129,500	\$137,000	N/A	5.8%	\$105,515	N/A
West Medford	34	35	47	42	\$154,500	\$93,425	\$114,990	-25.6%	23.1%	\$95,450	\$110,000
Southwest Medford	26	27	49	36	\$185,000	\$153,950	\$185,500	0.3%	20.5%	\$150,000	\$205,000
East Medford	169	147	50	54	\$239,250	\$189,900	\$225,000	-6.0%	18.5%	\$189,000	\$238,500
Central Point	75	60	47	37	\$179,000	\$150,000	\$177,450	-0.9%	18.3%	\$173,000	\$171,500
White City	27	20	100	35	\$145,000	\$105,000	\$121,500	-16.2%	15.7%	\$88,500	\$125,000
Eagle Point	40	32	45	39	\$225,000	\$182,350	\$202,500	-10.0%	11.1%	\$184,000	\$260,000
Shady Cove / Trail	12	10	136	89	\$168,500	\$195,000	\$212,500	26.1%	9.0%	\$197,500	\$212,500
Gold Hill & Rogue River	15	14	59	116	\$177,500	\$146,000	\$174,600	-1.6%	19.6%	\$118,500	\$219,250
<b>COUNTY TOTALS</b>	<b>547</b>	<b>482</b>	<b>62</b>	<b>52</b>	<b>\$214,900</b>	<b>\$179,900</b>	<b>\$209,475</b>	<b>-2.5%</b>	<b>16.4%</b>	<b>\$185,000</b>	<b>\$205,000</b>

**NEW HOME SALES - September 1, 2013 through November 30, 2013**

AREA	ACTIVITY		DAYS ON MKT		PRICING							
	Sep 1 - Nov 30		Sep 1 - Nov 30		Sep 1 - Nov 30					Nov 2012 vs Nov 2013		
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2008	Median \$ 2012	Median \$ 2013	5-year % Change	1-year % Change	Median \$	Median \$	
Ashland	7	2	61	N/A	N/A	\$399,900	N/A	N/A	N/A	N/A	N/A	N/A
Talent	0	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Phoenix	0	1	N/A	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	N/A
Northwest Medford	1	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	0	6	N/A	63	\$215,000	N/A	\$186,950	-13.0%	N/A	N/A	N/A	N/A
Southwest Medford	7	5	68	55	N/A	\$189,900	\$212,000	N/A	11.6%	N/A	N/A	N/A
East Medford	16	9	48	97	\$343,000	\$325,625	\$289,000	-15.7%	-11.2%	\$344,900	\$217,000	
Central Point	4	7	117	12	\$239,450	\$209,450	\$225,000	-6.0%	7.4%	N/A	N/A	
White City	5	12	98	58	\$199,900	\$171,000	\$172,000	-14.0%	0.6%	N/A	\$168,000	
Eagle Point	2	2	6	N/A	\$233,000	\$215,900	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	N/A
Gold Hill & Rogue River	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>COUNTY TOTALS</b>	<b>44</b>	<b>48</b>	<b>73</b>	<b>72</b>	<b>\$249,950</b>	<b>\$262,500</b>	<b>\$208,500</b>	<b>-16.6%</b>	<b>-20.6%</b>	<b>\$343,653</b>	<b>\$209,000</b>	

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

Area	Active 11/30/12	Active 11/30/13	% Change
Ashland	174	207	19.0%
Talent	32	38	18.8%
Phoenix	11	15	36.4%
Jacksonville	54	48	-11.1%
Northwest Medford	6	23	283.3%
West Medford	44	50	13.6%
Southwest Medford	34	32	-5.9%
East Medford	133	200	50.4%
Central Point	91	91	0.0%
White City	23	38	65.2%
Eagle Point	74	87	17.6%
Shady Cove / Trail	52	50	-3.8%
Gold Hill & Rogue River	100	105	5.0%
Other Areas	75	70	-6.7%
<b>COUNTY TOTALS</b>	<b>903</b>	<b>1054</b>	<b>16.7%</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 - September 1, 2013 through November 30, 2013**

AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Sep 1 - Nov 30		Sep 1 - Nov 30		Sep 1 - Nov 30			Nov 2012 vs Nov 2013	
	# Sold 2012	# Sold 2013	Average 2012	Average 2013	Median \$ 2012	Median \$ 2013	1-year % Change	Median \$	Median \$
Ashland	16	4	62	150	\$226,500	\$293,000	29.4%	\$245,100	N/A
Talent	8	1	67	N/A	\$140,250	N/A	N/A	N/A	N/A
Phoenix	6	0	73	N/A	\$137,950	N/A	N/A	N/A	N/A
Jacksonville	2	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	7	6	102	15	\$115,000	\$130,000	13.0%	\$105,515	N/A
West Medford	13	7	46	87	\$75,000	\$87,500	16.7%	\$111,250	N/A
Southwest Medford	15	6	65	112	\$145,000	\$165,325	14.0%	\$145,000	N/A
East Medford	65	17	47	44	\$173,000	\$197,500	14.2%	\$141,900	\$217,750
Central Point	34	16	48	39	\$122,500	\$153,750	25.5%	\$137,750	\$147,500
White City	12	4	143	22	\$93,600	\$103,000	10.0%	\$80,000	N/A
Eagle Point	21	7	37	31	\$154,000	\$127,000	-17.5%	N/A	\$264,950
Shady Cove / Trail	3	3	68	76	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	4	1	45	N/A	\$75,000	N/A	N/A	N/A	N/A
<b>COUNTY TOTALS</b>	<b>206</b>	<b>72</b>	<b>58</b>	<b>56</b>	<b>\$142,200</b>	<b>\$153,750</b>	<b>8.1%</b>	<b>\$138,000</b>	<b>\$175,750</b>

**EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - September 1, 2013 through November 30, 2013**

AREA	CLOSED TRANSACTIONS							AVERAGE DAYS ON MARKET				MEDIAN PRICING			
	Sep 1 - Nov 30							Sep 1 - Nov 30				Sep 1 - Nov 30			
	Normal	Normal %	REO	REO %	Short	Short %	All	Normal	REO	Short	All	Normal	REO	Short	All
Ashland	75	94.9%	1	1.3%	3	3.8%	79	65	N/A	N/A	70	\$315,000	N/A	N/A	\$308,000
Talent	12	92.3%	0	0.0%	1	7.7%	13	20	N/A	N/A	19	\$207,000	N/A	N/A	\$189,000
Phoenix	13	100.0%	0	0.0%	0	0.0%	13	26	N/A	N/A	26	\$203,000	N/A	N/A	\$203,000
Jacksonville	13	100.0%	0	0.0%	0	0.0%	13	99	N/A	N/A	99	\$229,500	N/A	N/A	\$229,500
Northwest Medford	12	66.7%	2	11.1%	4	22.2%	18	36	N/A	17	29	\$153,750	N/A	\$137,000	\$137,000
West Medford	26	74.3%	0	0.0%	7	20.0%	35	32	N/A	87	42	\$122,000	N/A	\$87,500	\$114,990
Southwest Medford	21	77.8%	1	3.7%	5	18.5%	27	14	N/A	111	36	\$185,500	N/A	\$142,750	\$185,500
East Medford	129	87.8%	9	6.1%	8	5.4%	147	54	27	63	54	\$235,000	\$150,000	\$261,500	\$225,000
Central Point	43	71.7%	5	8.3%	11	18.3%	60	37	53	33	37	\$191,000	\$153,000	\$154,500	\$177,450
White City	15	75.0%	1	5.0%	3	15.0%	20	40	N/A	N/A	35	\$125,000	N/A	N/A	\$121,500
Eagle Point	25	78.1%	4	12.5%	3	9.4%	32	42	42	N/A	39	\$205,000	\$165,450	N/A	\$202,500
Shady Cove / Trail	7	70.0%	1	10.0%	2	20.0%	10	95	N/A	N/A	89	\$185,000	N/A	N/A	\$212,500
Gold Hill & Rogue River	13	92.9%	0	0.0%	1	7.1%	14	111	N/A	N/A	116	\$178,500	N/A	N/A	\$174,600
<b>COUNTY TOTALS</b>	<b>405</b>	<b>84.0%</b>	<b>24</b>	<b>5.0%</b>	<b>48</b>	<b>10.0%</b>	<b>482</b>	<b>51</b>	<b>40</b>	<b>65</b>	<b>52</b>	<b>\$220,000</b>	<b>\$151,500</b>	<b>\$156,750</b>	<b>\$209,475</b>

**ALL HOMES ON MARKET (including rural) - 11/30/13**

AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	196	94.7%	1	0.5%	9	4.3%	207
Talent	36	94.7%	1	2.6%	1	2.6%	38
Phoenix	14	93.3%	0	0.0%	1	6.7%	15
Jacksonville	45	93.8%	0	0.0%	3	6.3%	48
Northwest Medford	21	91.3%	0	0.0%	2	8.7%	23
West Medford	44	88.0%	0	0.0%	5	10.0%	50
Southwest Medford	30	93.8%	2	6.3%	0	0.0%	32
East Medford	181	90.5%	2	1.0%	15	7.5%	200
Central Point	83	91.2%	1	1.1%	6	6.6%	91
White City	32	84.2%	1	2.6%	5	13.2%	38
Eagle Point	80	92.0%	1	1.1%	5	5.7%	87
Shady Cove / Trail	42	84.0%	2	4.0%	6	12.0%	50
Gold Hill & Rogue River	97	92.4%	2	1.9%	5	4.8%	105
Other Areas	68	97.1%	0	0.0%	2	2.9%	70
<b>COUNTY TOTALS</b>	<b>969</b>	<b>91.9%</b>	<b>13</b>	<b>1.2%</b>	<b>65</b>	<b>6.2%</b>	<b>1054</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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