



**JOSEPHINE CO EXISTING URBAN HOME SALES - January 1, 2017 through March 31, 2017**

| AREA                  | ACTIVITY       |             | DAYS ON MKT    |              | PRICING          |                  |                  |                 |                 |                      |                  |
|-----------------------|----------------|-------------|----------------|--------------|------------------|------------------|------------------|-----------------|-----------------|----------------------|------------------|
|                       | Jan 1 - Mar 31 |             | Jan 1 - Mar 31 |              | Jan 1 - Mar 31   |                  |                  |                 |                 | Mar 2016 vs Mar 2017 |                  |
|                       | # Sold 2016    | # Sold 2017 | Average 2016   | Average 2017 | Median \$ 2012   | Median \$ 2016   | Median \$ 2017   | 5-year % Change | 1-year % Change | Median \$            | Median \$        |
| Northwest Grants Pass | 30             | 36          | 55             | 37           | \$141,250        | \$190,325        | \$193,500        | 37.0%           | 1.7%            | \$160,000            | \$193,250        |
| Northeast Grants Pass | 21             | 34          | 82             | 50           | \$116,900        | \$185,000        | \$212,500        | 81.8%           | 14.9%           | \$186,400            | \$217,250        |
| Southwest Grants Pass | 60             | 23          | 63             | 44           | \$148,250        | \$209,950        | \$223,900        | 51.0%           | 6.6%            | \$211,000            | \$230,000        |
| Southeast Grants Pass | 28             | 31          | 80             | 47           | \$131,000        | \$215,000        | \$230,000        | 75.6%           | 7.0%            | \$198,000            | \$235,000        |
| Illinois Vly/Cave Jct | 9              | 7           | 154            | 109          | \$110,500        | \$112,350        | \$198,000        | 79.2%           | 76.2%           | \$112,350            | N/A              |
| <b>URBAN TOTALS</b>   | <b>148</b>     | <b>131</b>  | <b>73</b>      | <b>48</b>    | <b>\$140,000</b> | <b>\$196,000</b> | <b>\$211,000</b> | <b>50.7%</b>    | <b>7.7%</b>     | <b>\$185,700</b>     | <b>\$219,500</b> |

**JOSEPHINE CO NEW URBAN HOME SALES - January 1, 2017 through March 31, 2017**

| AREA                  | ACTIVITY       |             | DAYS ON MKT    |              | PRICING        |                  |                  |                 |                 |                      |            |
|-----------------------|----------------|-------------|----------------|--------------|----------------|------------------|------------------|-----------------|-----------------|----------------------|------------|
|                       | Jan 1 - Mar 31 |             | Jan 1 - Mar 31 |              | Jan 1 - Mar 31 |                  |                  |                 |                 | Mar 2016 vs Mar 2017 |            |
|                       | # Sold 2016    | # Sold 2017 | Average 2016   | Average 2017 | Median \$ 2012 | Median \$ 2016   | Median \$ 2017   | 5-year % Change | 1-year % Change | Median \$            | Median \$  |
| Northwest Grants Pass | 0              | 1           | N/A            | N/A          | N/A            | N/A              | N/A              | N/A             | N/A             | N/A                  | N/A        |
| Northeast Grants Pass | 0              | 1           | N/A            | N/A          | N/A            | N/A              | N/A              | N/A             | N/A             | N/A                  | N/A        |
| Southwest Grants Pass | 4              | 3           | 19             | 41           | N/A            | \$244,900        | N/A              | N/A             | N/A             | N/A                  | N/A        |
| Southeast Grants Pass | 1              | 0           | N/A            | N/A          | N/A            | N/A              | N/A              | N/A             | N/A             | N/A                  | N/A        |
| Illinois Vly/Cave Jct | 0              | 0           | N/A            | N/A          | N/A            | N/A              | N/A              | N/A             | N/A             | N/A                  | N/A        |
| <b>URBAN TOTALS</b>   | <b>5</b>       | <b>5</b>    | <b>20</b>      | <b>52</b>    | <b>N/A</b>     | <b>\$245,900</b> | <b>\$249,900</b> | <b>N/A</b>      | <b>1.6%</b>     | <b>N/A</b>           | <b>N/A</b> |

**JOSEPHINE CO RURAL HOME SALES - January 1, 2017 through March 31, 2017**

| ACREAGE             | ACTIVITY       |             | DAYS ON MKT    |              | PRICING          |                  |                  |                 |                 |                      |                  |
|---------------------|----------------|-------------|----------------|--------------|------------------|------------------|------------------|-----------------|-----------------|----------------------|------------------|
|                     | Jan 1 - Mar 31 |             | Jan 1 - Mar 31 |              | Jan 1 - Mar 31   |                  |                  |                 |                 | Mar 2016 vs Mar 2017 |                  |
|                     | # Sold 2016    | # Sold 2017 | Average 2016   | Average 2017 | Median \$ 2012   | Median \$ 2016   | Median \$ 2017   | 5-year % Change | 1-year % Change | Median \$            | Median \$        |
| Under 5 Acres       | 63             | 57          | 92             | 67           | \$139,500        | \$244,500        | \$282,500        | 102.5%          | 15.5%           | \$204,500            | \$270,000        |
| 5 - 10 Acres        | 30             | 24          | 79             | 88           | \$231,000        | \$243,950        | \$348,500        | 50.9%           | 42.9%           | \$200,000            | \$415,000        |
| Over 10 Acres       | 13             | 18          | 222            | 142          | \$260,000        | \$323,000        | \$410,000        | 57.7%           | 26.9%           | \$452,500            | \$452,500        |
| <b>RURAL TOTALS</b> | <b>106</b>     | <b>99</b>   | <b>104</b>     | <b>86</b>    | <b>\$189,500</b> | <b>\$248,750</b> | <b>\$316,000</b> | <b>66.8%</b>    | <b>27.0%</b>    | <b>\$245,000</b>     | <b>\$318,750</b> |

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

| Area                  | Active 03/31/16 | Active 03/31/17 | % Change      |
|-----------------------|-----------------|-----------------|---------------|
| Northwest Grants Pass | 65              | 53              | -18.5%        |
| Northeast Grants Pass | 29              | 43              | 48.3%         |
| Southwest Grants Pass | 64              | 45              | -29.7%        |
| Southeast Grants Pass | 59              | 40              | -32.2%        |
| Illinois Vly/Cave Jct | 53              | 63              | 18.9%         |
| Other Areas           | 131             | 115             | -12.2%        |
| <b>COUNTY TOTALS</b>  | <b>412</b>      | <b>365</b>      | <b>-11.4%</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.

Median price means the midpoint, with half of the sales being above and half of the sales being below the listed number and 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.

All statistics are based on what is reported by REALTORS® to the Southern Oregon Multiple Listing Service. For more information, visit [roquevalleyrealtors.org](http://roquevalleyrealtors.org).

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**JOSEPHINE CO EXISTING HOME SALES: DISTRESSED - January 1, 2017 through March 31, 2017**

| AREA                  | ACTIVITY       |             | DAYS ON MKT    |              | PRICING          |                  |                 |                      |            |
|-----------------------|----------------|-------------|----------------|--------------|------------------|------------------|-----------------|----------------------|------------|
|                       | Jan 1 - Mar 31 |             | Jan 1 - Mar 31 |              | Jan 1 - Mar 31   |                  |                 | Mar 2016 vs Mar 2017 |            |
|                       | # Sold 2016    | # Sold 2017 | Average 2016   | Average 2017 | Median \$ 2016   | Median \$ 2017   | 1-year % Change | Median \$            | Median \$  |
| Northwest Grants Pass | 6              | 5           | 31             | 70           | \$147,415        | \$110,000        | -25.4%          | N/A                  | N/A        |
| Northeast Grants Pass | 5              | 3           | 62             | 8            | \$178,000        | N/A              | N/A             | N/A                  | N/A        |
| Southwest Grants Pass | 10             | 1           | 60             | N/A          | \$159,750        | N/A              | N/A             | \$176,400            | N/A        |
| Southeast Grants Pass | 6              | 1           | 23             | N/A          | \$122,500        | N/A              | N/A             | N/A                  | N/A        |
| Illinois Vly/Cave Jct | 3              | 1           | 65             | N/A          | N/A              | N/A              | N/A             | N/A                  | N/A        |
| <b>URBAN TOTALS</b>   | <b>24</b>      | <b>9</b>    | <b>53</b>      | <b>52</b>    | <b>\$142,150</b> | <b>\$125,000</b> | <b>-12.1%</b>   | <b>\$132,800</b>     | <b>N/A</b> |

**JOSEPHINE CO EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - January 1, 2017 through March 31, 2017**

| 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              |
| Northwest Grants Pass | 31                  | 86.1%        | 4        | 11.1%       | 1        | 2.8%        | <b>36</b>  | 32                     | 29        | N/A        | <b>37</b>  | \$202,128        | \$122,500        | N/A        | <b>\$193,500</b> |
| Northeast Grants Pass | 31                  | 91.2%        | 1        | 2.9%        | 2        | 5.9%        | <b>34</b>  | 54                     | N/A       | N/A        | <b>50</b>  | \$219,500        | N/A              | N/A        | <b>\$212,500</b> |
| Southwest Grants Pass | 22                  | 95.7%        | 1        | 4.3%        | 0        | 0.0%        | <b>23</b>  | 44                     | N/A       | N/A        | <b>44</b>  | \$224,400        | N/A              | N/A        | <b>\$223,900</b> |
| Southeast Grants Pass | 30                  | 96.8%        | 1        | 3.2%        | 0        | 0.0%        | <b>31</b>  | 47                     | N/A       | N/A        | <b>47</b>  | \$232,500        | N/A              | N/A        | <b>\$230,000</b> |
| Illinois Vly/Cave Jct | 6                   | 85.7%        | 1        | 14.3%       | 0        | 0.0%        | <b>7</b>   | 118                    | N/A       | N/A        | <b>109</b> | \$199,000        | N/A              | N/A        | <b>\$198,000</b> |
| <b>URBAN TOTALS</b>   | <b>120</b>          | <b>91.6%</b> | <b>8</b> | <b>6.1%</b> | <b>3</b> | <b>2.3%</b> | <b>131</b> | <b>48</b>              | <b>32</b> | <b>N/A</b> | <b>48</b>  | <b>\$219,950</b> | <b>\$137,500</b> | <b>N/A</b> | <b>\$211,000</b> |

**ALL HOMES ON MARKET (including rural) - 03/31/17**

| AREA                  | Normal     | Normal %     | REO       | REO %       | Short    | Short %     | All        |
|-----------------------|------------|--------------|-----------|-------------|----------|-------------|------------|
| Northwest Grants Pass | 51         | 96.2%        | 2         | 3.8%        | 0        | 0.0%        | <b>53</b>  |
| Northeast Grants Pass | 42         | 97.7%        | 1         | 2.3%        | 0        | 0.0%        | <b>43</b>  |
| Southwest Grants Pass | 41         | 91.1%        | 4         | 8.9%        | 0        | 0.0%        | <b>45</b>  |
| Southeast Grants Pass | 34         | 85.0%        | 5         | 12.5%       | 1        | 2.5%        | <b>40</b>  |
| Illinois Vly/Cave Jct | 59         | 93.7%        | 4         | 6.3%        | 0        | 0.0%        | <b>63</b>  |
| Other Areas           | 108        | 93.9%        | 5         | 4.3%        | 2        | 1.7%        | <b>115</b> |
| <b>COUNTY TOTALS</b>  | <b>341</b> | <b>93.4%</b> | <b>21</b> | <b>5.8%</b> | <b>3</b> | <b>0.8%</b> | <b>365</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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