

EUGENE, OR 97405

Report for the week of 7-20-2018

- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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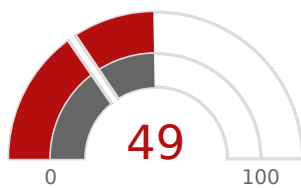
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This week the median list price for Eugene, OR 97405 is \$519,500 with the market action index hovering around 49. This is about the same as last month's market action index of 49. Inventory has held steady at or around 131.

MARKET ACTION INDEX

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

- Today
- Last Month



Strong Seller's Market

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

REAL-TIME MARKET PROFILE

Median List Price		\$519,500
Per Square Foot		\$198
Days on Market		81
Price Decreased		45%
Price Increased		1%
Relisted		8%
Inventory		131
Median House Rent		\$1,800
Most Expensive		\$4,125,000
Least Expensive		\$250,000
Market Action Index		49

Strong Seller's Market

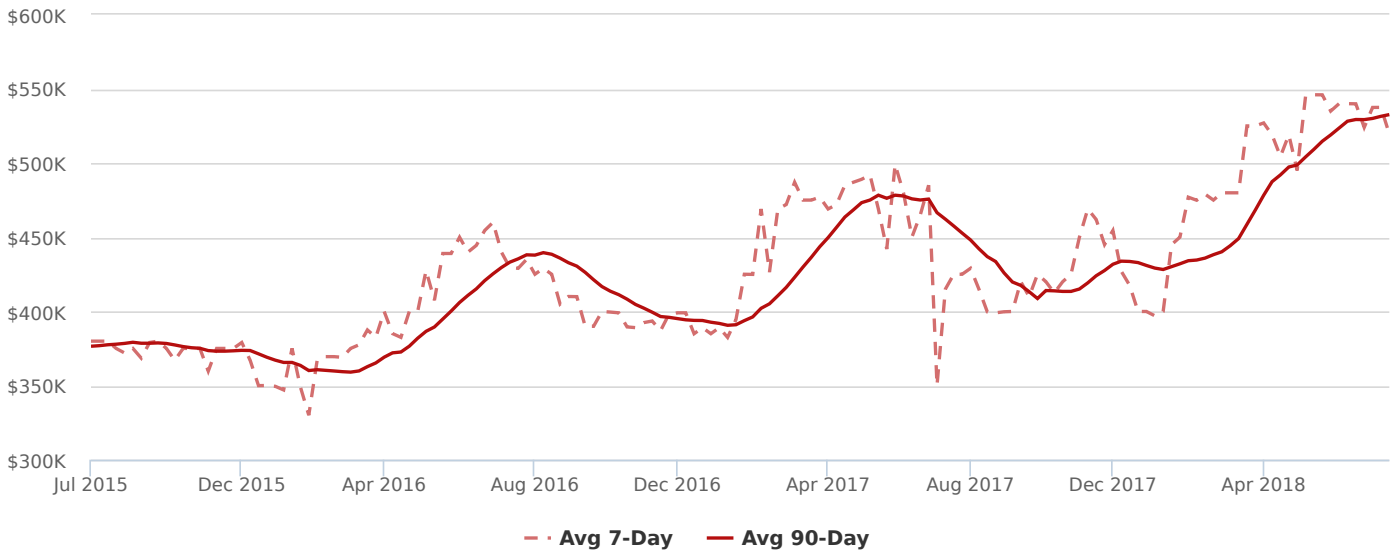
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$775,000	3,814	0.5 - 1 acre	4	3	21	1	0	126
\$599,900	3,440	0.5 - 1 acre	4	3	21	2	3	96
\$429,000	2,158	8,000 - 10,000 sqft	4	2	30	3	2	75
\$330,000	1,722	6,500 - 8,000 sqft	3	2	49	14	12	29

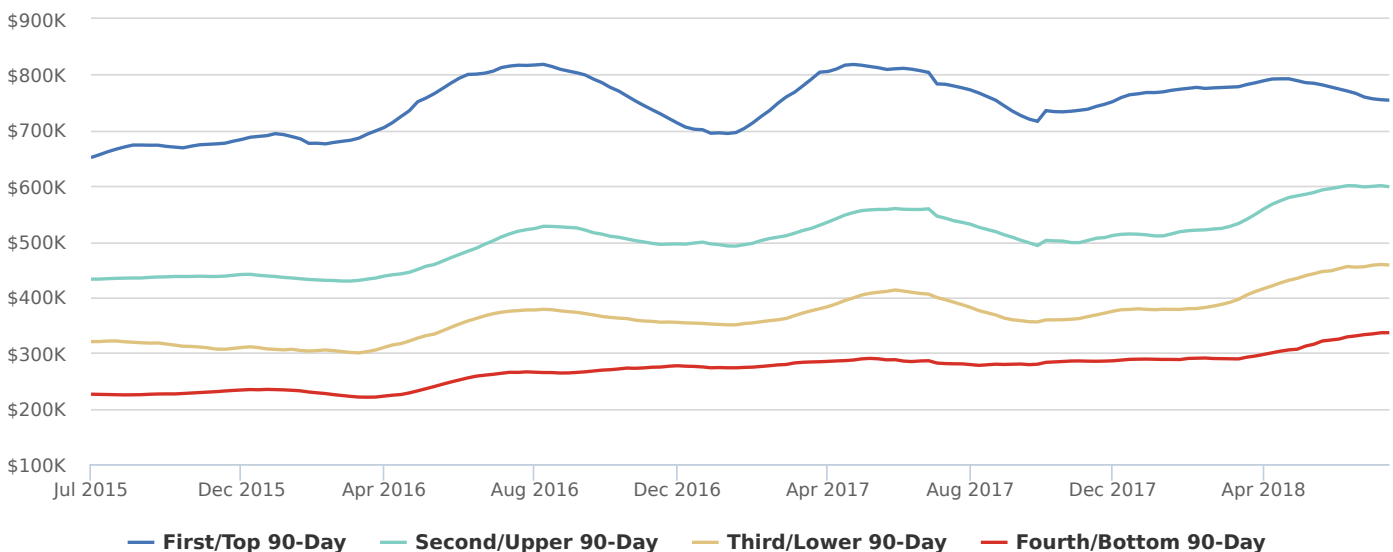
MEDIAN LIST PRICE

While the median price in this zip code hasn't moved much in the last few weeks, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.



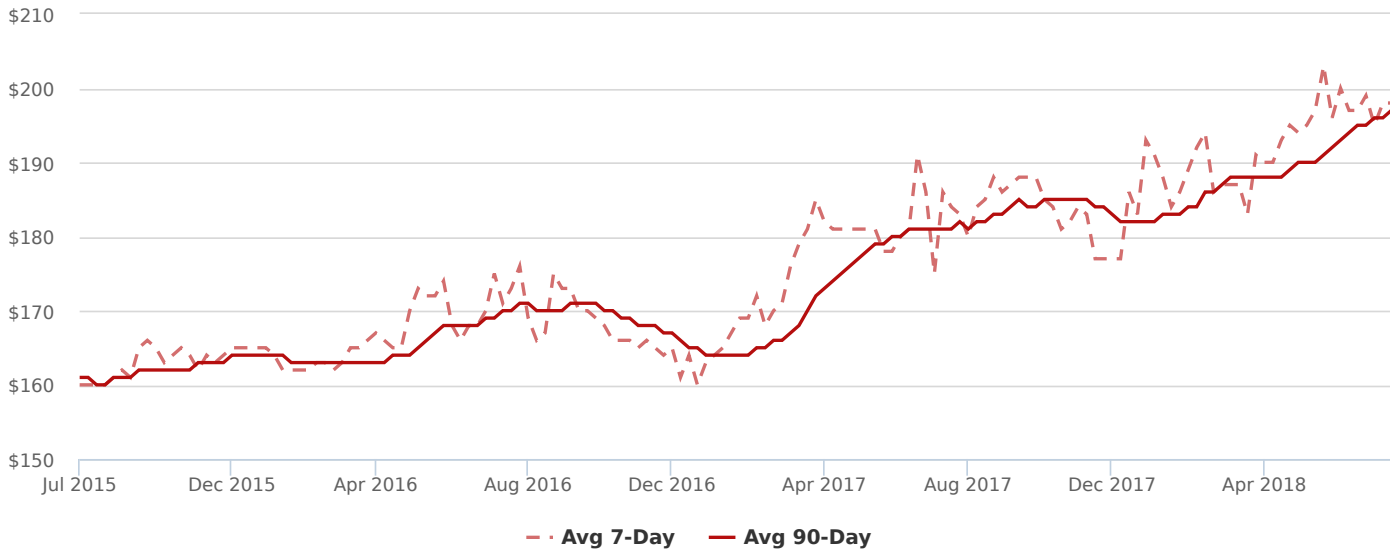
SEGMENTS

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



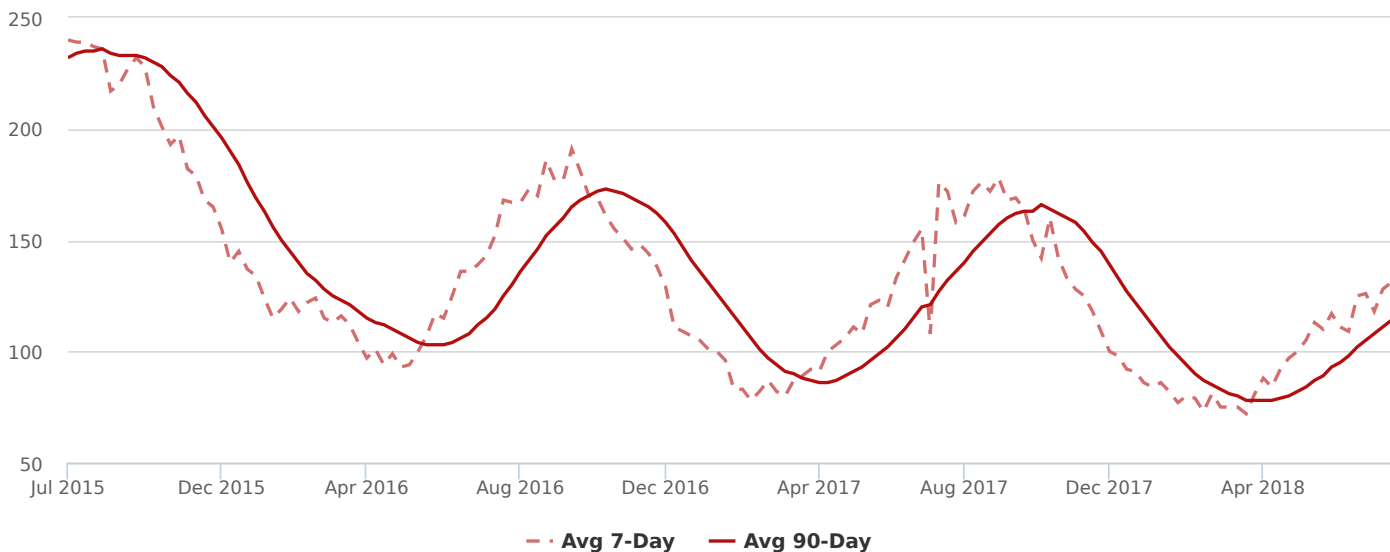
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



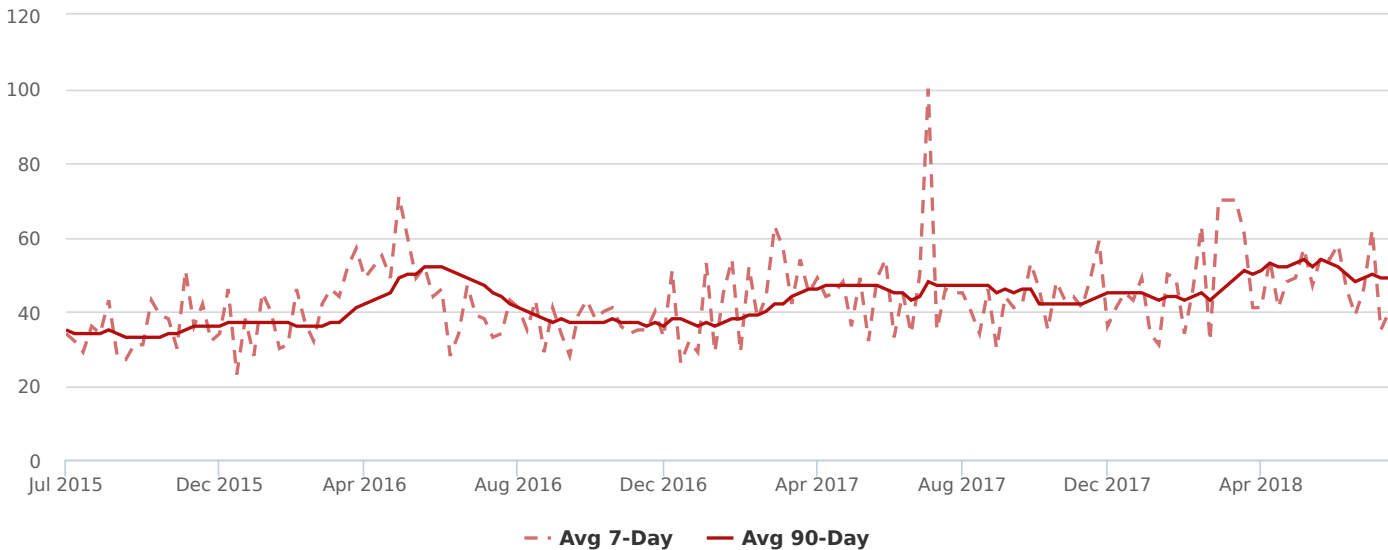
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.

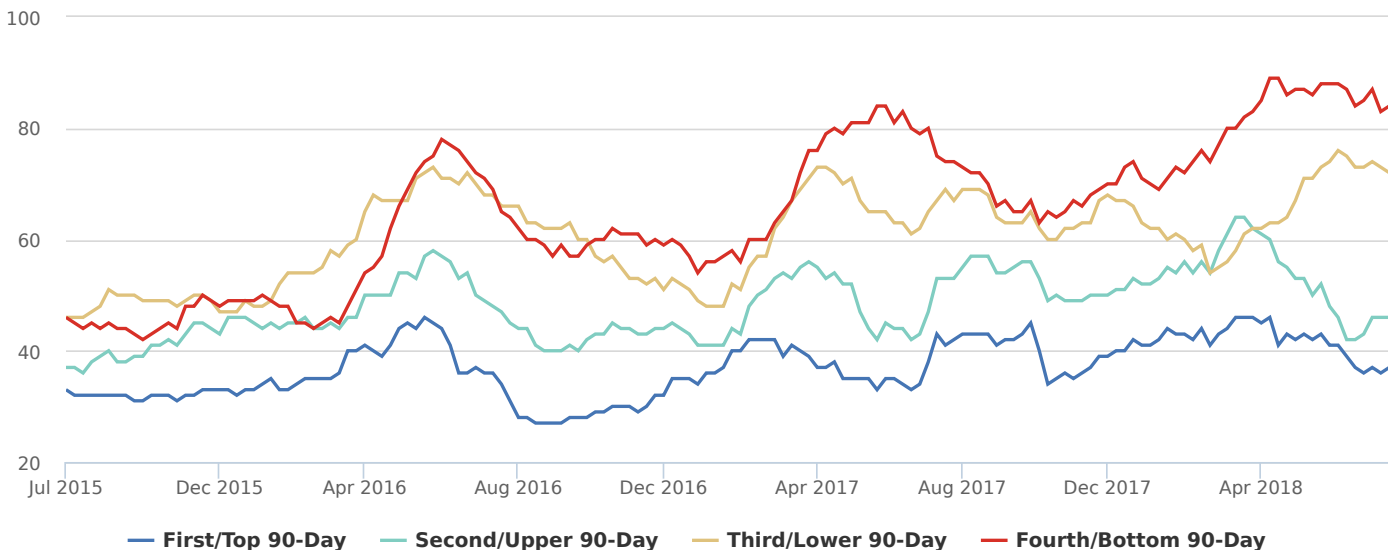


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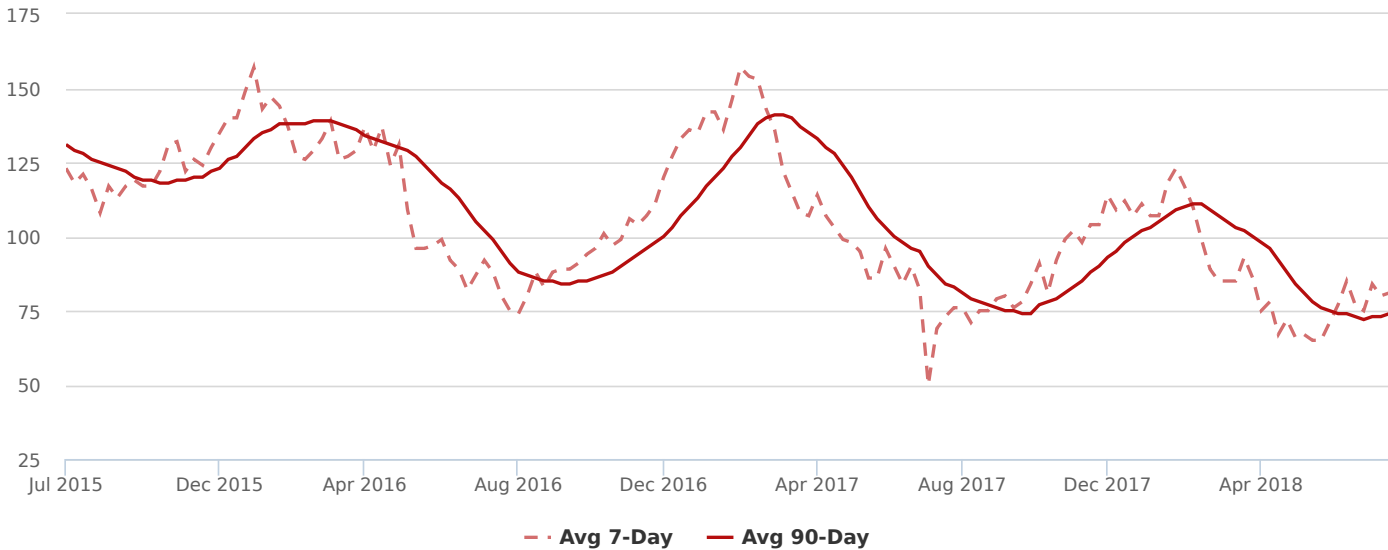
**MARKET ACTION SEGMENTS**

Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 75 days. Half of the listings have come newly on the market in the past 36 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

