



JACKSON CO EXISTING HOME SALES - January 1, 2020 through March 31, 2020											
AREA	ACTIVITY		DAYS ON MKT		PRICING					Mar 2019 vs Mar 2020	
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31						
	# Sold 2019	# Sold 2020	Average 2019	Average 2020	Median \$ 2015	Median \$ 2019	Median \$ 2020	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	49	65	89	66	\$327,000	\$480,000	\$415,000	26.9%	-13.5%	\$460,000	\$415,000
Talent	11	18	75	46	\$219,000	\$260,000	\$309,500	41.3%	19.0%	\$225,275	\$316,500
Phoenix	14	6	52	136	\$250,000	\$303,950	\$297,250	18.9%	-2.2%	\$310,000	N/A
Jacksonville	6	17	105	72	\$368,000	\$523,125	\$456,500	24.0%	-12.7%	N/A	\$498,750
Northwest Medford	21	25	31	34	\$148,000	\$236,000	\$264,500	78.7%	12.1%	\$212,000	\$310,000
West Medford	40	37	47	37	\$136,000	\$200,000	\$220,000	61.8%	10.0%	\$197,500	\$187,000
Southwest Medford	25	36	47	47	\$207,000	\$245,000	\$292,500	41.3%	19.4%	\$246,500	\$278,000
East Medford	170	167	55	48	\$235,200	\$305,000	\$310,000	31.8%	1.6%	\$310,750	\$325,500
Central Point	58	64	37	32	\$180,000	\$266,500	\$301,000	67.2%	12.9%	\$291,000	\$307,000
White City	26	23	37	22	\$141,000	\$225,000	\$245,000	73.8%	8.9%	\$205,000	\$252,000
Eagle Point	33	36	53	45	\$239,000	\$264,000	\$318,500	33.3%	20.6%	\$280,000	\$322,000
Shady Cove / Trail	13	5	46	32	\$174,450	\$268,000	\$344,900	97.7%	28.7%	N/A	N/A
Gold Hill & Rogue River	24	13	34	44	\$154,750	\$220,000	\$277,000	79.0%	25.9%	\$215,000	\$262,000
<b>URBAN TOTALS</b>	<b>490</b>	<b>512</b>	<b>53</b>	<b>47</b>	<b>\$214,950</b>	<b>\$272,500</b>	<b>\$304,950</b>	<b>41.9%</b>	<b>11.9%</b>	<b>\$280,000</b>	<b>\$310,500</b>

JACKSON CO NEW HOME SALES - January 1, 2020 through March 31, 2020											
AREA	ACTIVITY		DAYS ON MKT		PRICING					Mar 2019 vs Mar 2020	
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31						
	# Sold 2019	# Sold 2020	Average 2019	Average 2020	Median \$ 2015	Median \$ 2019	Median \$ 2020	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	6	4	116	1	\$449,593	\$628,118	\$471,450	4.9%	-24.9%	N/A	N/A
Talent	4	4	158	47	N/A	\$362,385	\$397,000	N/A	9.6%	N/A	N/A
Phoenix	2	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jacksonville	1	1	N/A	N/A	\$280,750	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	1	1	N/A	N/A	\$210,500	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	4	5	38	40	N/A	\$274,900	\$285,000	N/A	3.7%	N/A	N/A
Southwest Medford	14	5	124	65	N/A	\$322,050	\$360,500	N/A	11.9%	\$310,000	N/A
East Medford	30	45	30	68	\$351,750	\$389,900	\$375,000	6.6%	-3.8%	\$394,900	\$414,000
Central Point	5	5	0	72	\$229,900	\$339,310	\$375,000	63.1%	10.5%	N/A	N/A
White City	10	8	28	49	N/A	\$258,450	\$254,950	N/A	-1.4%	\$193,900	N/A
Eagle Point	6	7	54	70	\$240,450	\$384,900	\$314,900	31.0%	-18.2%	N/A	N/A
Shady Cove / Trail	1	0	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	\$188,700	N/A	N/A	N/A	N/A	N/A	N/A
<b>URBAN TOTALS</b>	<b>85</b>	<b>85</b>	<b>64</b>	<b>62</b>	<b>\$291,500</b>	<b>\$340,000</b>	<b>\$360,990</b>	<b>23.8%</b>	<b>6.2%</b>	<b>\$334,500</b>	<b>\$375,000</b>

JACKSON CO RURAL HOME SALES - January 1, 2020 through March 31, 2020											
ACREAGE	ACTIVITY		DAYS ON MKT		PRICING					Mar 2019 vs Mar 2020	
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31						
	# Sold 2019	# Sold 2020	Average 2019	Average 2020	Median \$ 2015	Median \$ 2019	Median \$ 2020	5-year % Change	1-year % Change	Median \$	Median \$
Under 5 Acres	41	48	77	89	\$265,000	\$325,000	\$349,000	31.7%	7.4%	\$362,500	\$349,000
5 - 10 Acres	34	25	105	104	\$297,000	\$375,000	\$465,000	56.6%	24.0%	\$350,000	\$465,000
Over 10 Acres	18	30	88	123	\$375,000	\$422,500	\$547,500	46.0%	29.6%	\$395,000	\$502,500
<b>RURAL TOTALS</b>	<b>93</b>	<b>101</b>	<b>89</b>	<b>102</b>	<b>\$292,500</b>	<b>\$370,000</b>	<b>\$445,000</b>	<b>52.1%</b>	<b>20.3%</b>	<b>\$372,500</b>	<b>\$465,000</b>

ALL HOMES ON MARKET (includes rural)			
Area	Active 03/31/19	Active 03/31/20	% Change
Ashland	210	157	-25.2%
Talent	34	36	5.9%
Phoenix	29	21	-27.6%
Jacksonville	51	40	-21.6%
Northwest Medford	14	9	-35.7%
West Medford	28	24	-14.3%
Southwest Medford	49	33	-32.7%
East Medford	211	147	-30.3%
Central Point	84	57	-32.1%
White City	19	21	10.5%
Eagle Point	90	51	-43.3%
Shady Cove / Trail	40	37	-7.5%
Gold Hill & Rogue River	85	74	-12.9%
Other Areas	86	71	-17.4%
<b>COUNTY TOTALS</b>	<b>1030</b>	<b>778</b>	<b>-24.5%</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 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.

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JACKSON CO EXISTING HOME SALES: DISTRESSED - January 1, 2020 through March 31, 2020									
AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31			Mar 2019 vs Mar 2020	
	# Sold 2019	# Sold 2020	Average 2019	Average 2020	Median \$ 2019	Median \$ 2020	1-year % Change	Median \$	Median \$
Ashland	0	4	N/A	39	N/A	\$461,000	N/A	N/A	N/A
Talent	1	1	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
Jacksonville	1	1	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
West Medford	7	2	36	N/A	\$161,000	N/A	N/A	N/A	N/A
Southwest Medford	3	0	48	N/A	N/A	N/A	N/A	N/A	N/A
East Medford	3	5	111	45	N/A	\$275,000	N/A	N/A	N/A
Central Point	6	1	74	N/A	\$188,500	N/A	N/A	N/A	N/A
White City	4	0	54	N/A	\$175,000	N/A	N/A	N/A	N/A
Eagle Point	2	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Shady Cove / Trail	1	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	2	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>URBAN TOTALS</b>	<b>30</b>	<b>19</b>	<b>70</b>	<b>44</b>	<b>\$188,500</b>	<b>\$258,000</b>	<b>36.9%</b>	<b>\$210,000</b>	<b>\$200,000</b>

JACKSON CO EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - January 1, 2020 through March 31, 2020															
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	61	93.8%	4	6.2%	0	0.0%	65	68	39	N/A	66	\$410,000	\$461,000	N/A	\$415,000
Talent	17	94.4%	1	5.6%	0	0.0%	18	48	N/A	N/A	46	\$309,000	N/A	N/A	\$309,500
Phoenix	5	83.3%	0	0.0%	1	16.7%	6	132	N/A	N/A	136	\$317,500	N/A	N/A	\$297,250
Jacksonville	16	94.1%	1	5.9%	0	0.0%	17	66	N/A	N/A	72	\$456,750	N/A	N/A	\$456,500
Northwest Medford	23	92.0%	2	8.0%	0	0.0%	25	35	N/A	N/A	34	\$270,000	N/A	N/A	\$264,500
West Medford	35	94.6%	2	5.4%	0	0.0%	37	37	N/A	N/A	37	\$220,000	N/A	N/A	\$220,000
Southwest Medford	36	100.0%	0	0.0%	0	0.0%	36	47	N/A	N/A	47	\$292,500	N/A	N/A	\$292,500
East Medford	162	97.0%	4	2.4%	1	0.6%	167	48	50	N/A	48	\$311,300	\$266,500	N/A	\$310,000
Central Point	63	98.4%	1	1.6%	0	0.0%	64	33	N/A	N/A	32	\$302,000	N/A	N/A	\$301,000
White City	23	100.0%	0	0.0%	0	0.0%	23	22	N/A	N/A	22	\$245,000	N/A	N/A	\$245,000
Eagle Point	36	100.0%	0	0.0%	0	0.0%	36	45	N/A	N/A	45	\$318,500	N/A	N/A	\$318,500
Shady Cove / Trail	5	100.0%	0	0.0%	0	0.0%	5	32	N/A	N/A	32	\$344,900	N/A	N/A	\$344,900
Gold Hill & Rogue River	11	84.6%	2	15.4%	0	0.0%	13	51	N/A	N/A	44	\$277,000	N/A	N/A	\$277,000
<b>URBAN TOTALS</b>	<b>493</b>	<b>96.3%</b>	<b>17</b>	<b>3.3%</b>	<b>2</b>	<b>0.4%</b>	<b>512</b>	<b>47</b>	<b>38</b>	<b>N/A</b>	<b>47</b>	<b>\$305,000</b>	<b>\$244,125</b>	<b>N/A</b>	<b>\$304,950</b>

ALL HOMES ON MARKET (including rural) - 03/31/20							
AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	156	99.4%	1	0.6%	0	0.0%	157
Talent	36	100.0%	0	0.0%	0	0.0%	36
Phoenix	19	90.5%	2	9.5%	0	0.0%	21
Jacksonville	40	100.0%	0	0.0%	0	0.0%	40
Northwest Medford	9	100.0%	0	0.0%	0	0.0%	9
West Medford	22	91.7%	2	8.3%	0	0.0%	24
Southwest Medford	32	97.0%	1	3.0%	0	0.0%	33
East Medford	141	95.9%	6	4.1%	0	0.0%	147
Central Point	54	94.7%	3	5.3%	0	0.0%	57
White City	19	90.5%	1	4.8%	1	4.8%	21
Eagle Point	50	98.0%	0	0.0%	1	2.0%	51
Shady Cove / Trail	35	94.6%	2	5.4%	0	0.0%	37
Gold Hill & Rogue River	73	98.6%	1	1.4%	0	0.0%	74
Other Areas	70	98.6%	1	1.4%	0	0.0%	71
<b>COUNTY TOTALS</b>	<b>756</b>	<b>97.2%</b>	<b>20</b>	<b>2.6%</b>	<b>2</b>	<b>0.3%</b>	<b>778</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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## Jackson County Residential Market Trends

March 2020

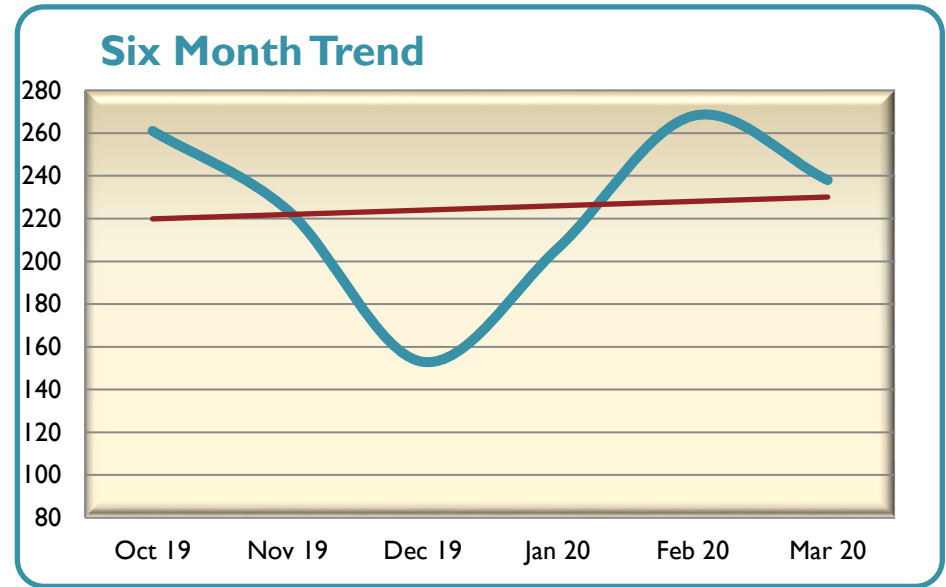
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*Overall activity trends are not a measure of pricing or value for individual properties. Small Sampling sizes can lead to wide variances in year to year comparisons.*

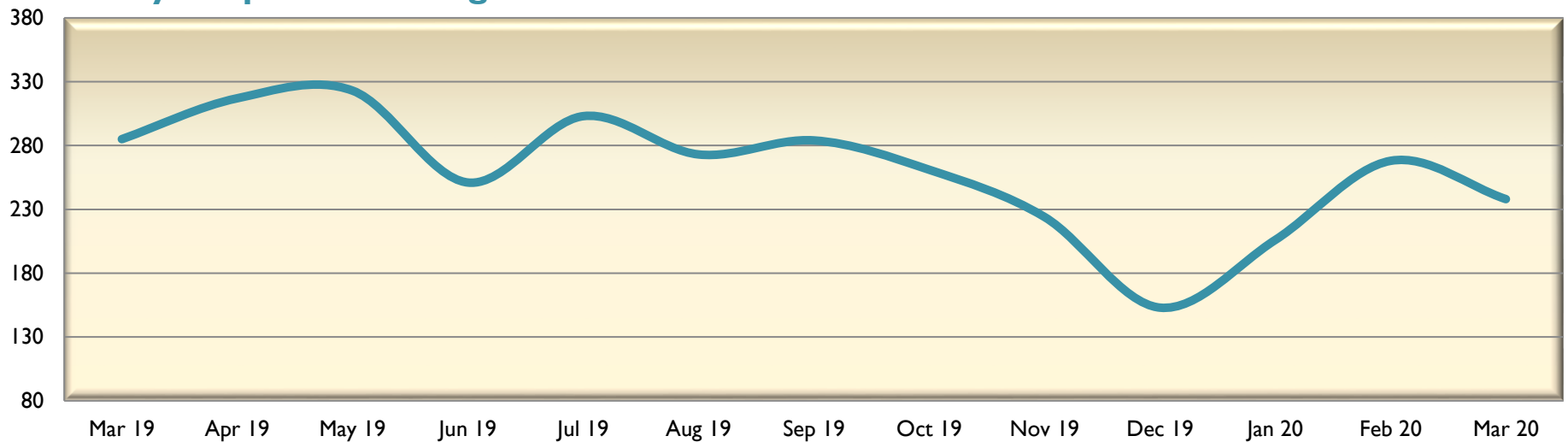
*This report represents urban area homes and excludes rural properties. N/A means "No or Insufficient Activity" for the reporting period. All information is based on reporting by REALTORS® to the Southern Oregon Multiple Listing Service.*

# Pending Sales

Area	Mar 19	Mar 20	Change
Ashland	38	23	-39.5%
Talent	14	6	-57.1%
Phoenix	6	6	0.0%
Jacksonville	6	6	0.0%
Northwest Medford	9	7	-22.2%
West Medford	26	25	-3.8%
Southwest Medford	15	13	-13.3%
East Medford	90	72	-20.0%
Central Point	26	32	23.1%
White City	15	13	-13.3%
Eagle Point	20	19	-5.0%
Shady Cove / Trail	11	6	-45.5%
Gold Hill & Rogue River	9	10	11.1%
<b>COUNTY TOTALS</b>	<b>285</b>	<b>238</b>	<b>-16.5%</b>



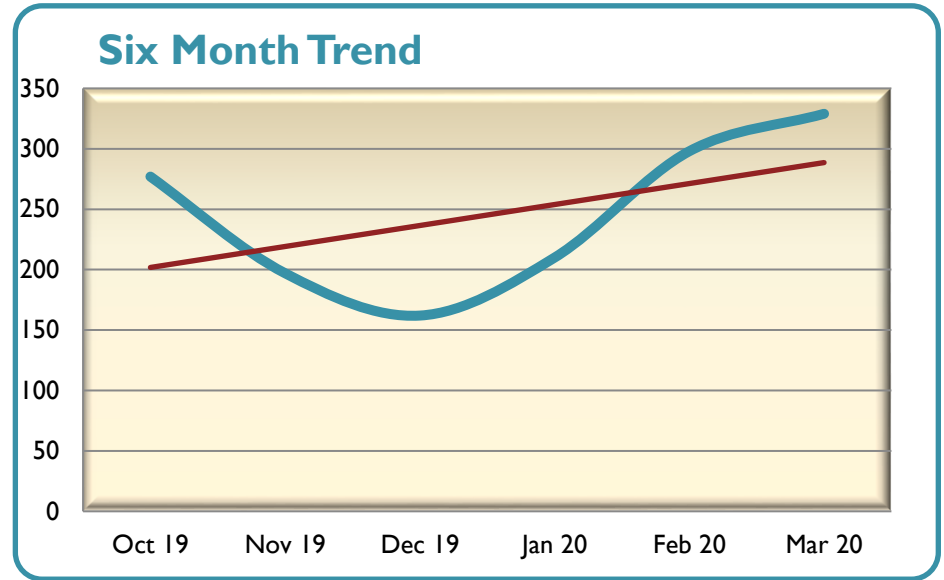
## Yearly Snapshot: Pending Sales



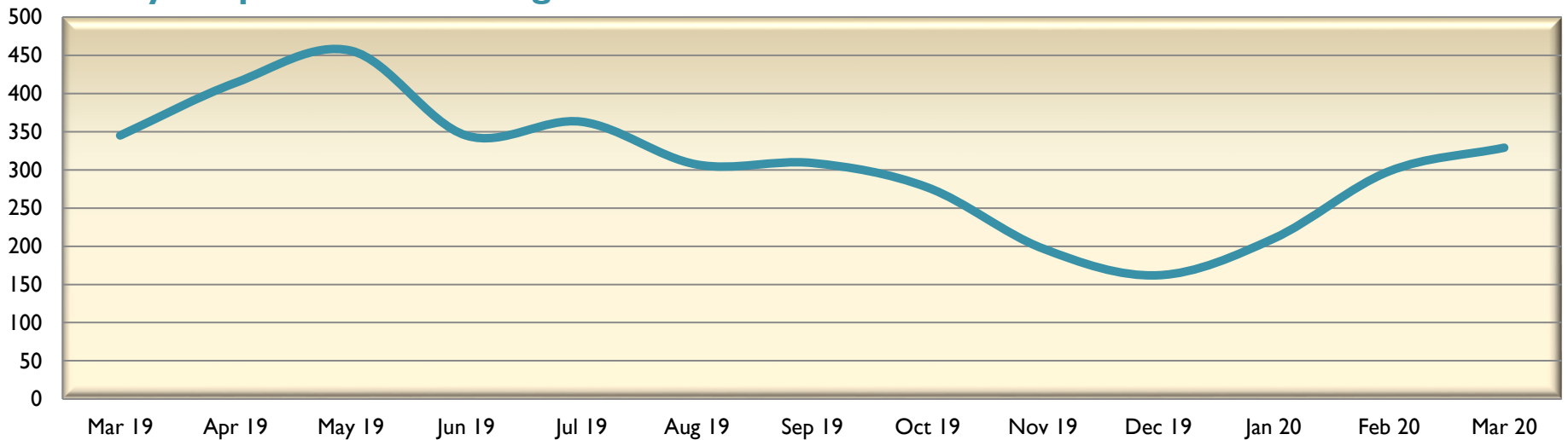
# New Listings



Area	Mar 19	Mar 20	Change
Ashland	59	52	-11.9%
Talent	13	9	-30.8%
Phoenix	6	8	33.3%
Jacksonville	7	12	71.4%
Northwest Medford	11	11	0.0%
West Medford	27	22	-18.5%
Southwest Medford	17	22	29.4%
East Medford	110	98	-10.9%
Central Point	34	37	8.8%
White City	18	14	-22.2%
Eagle Point	27	25	-7.4%
Shady Cove / Trail	8	8	0.0%
Gold Hill & Rogue River	8	11	37.5%
<b>COUNTY TOTALS</b>	<b>345</b>	<b>329</b>	<b>-4.6%</b>



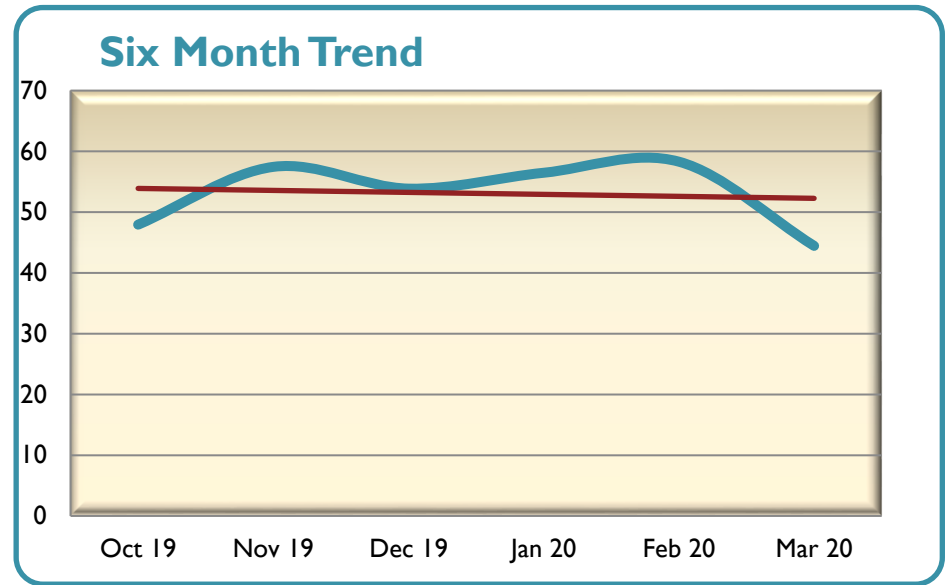
## Yearly Snapshot: New Listings



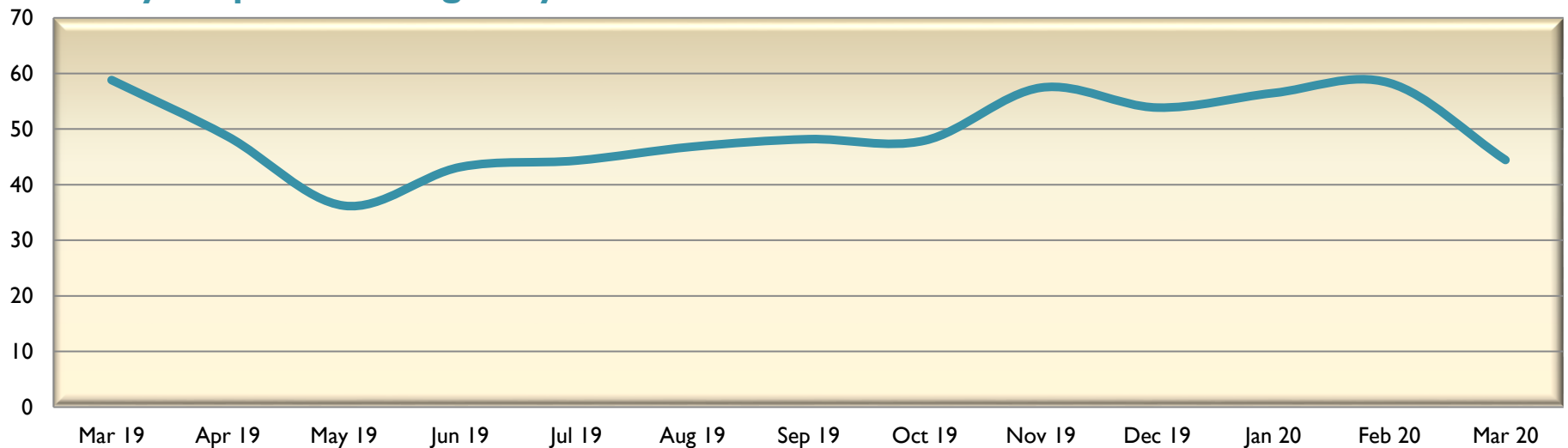
# Average Days on Market



Area	Mar 19	Mar 20	Change
Ashland	110	81	-26.4%
Talent	124	45	-63.7%
Phoenix	95	137	44.2%
Jacksonville	132	59	-55.3%
Northwest Medford	29	26	-10.3%
West Medford	61	26	-57.4%
Southwest Medford	66	75	13.6%
East Medford	55	47	-14.5%
Central Point	38	28	-26.3%
White City	30	56	86.7%
Eagle Point	40	19	-52.5%
Shady Cove / Trail	47	25	-46.8%
Gold Hill & Rogue River	30	46	53.3%
<b>COUNTY TOTALS</b>	<b>59</b>	<b>44</b>	<b>-25.4%</b>



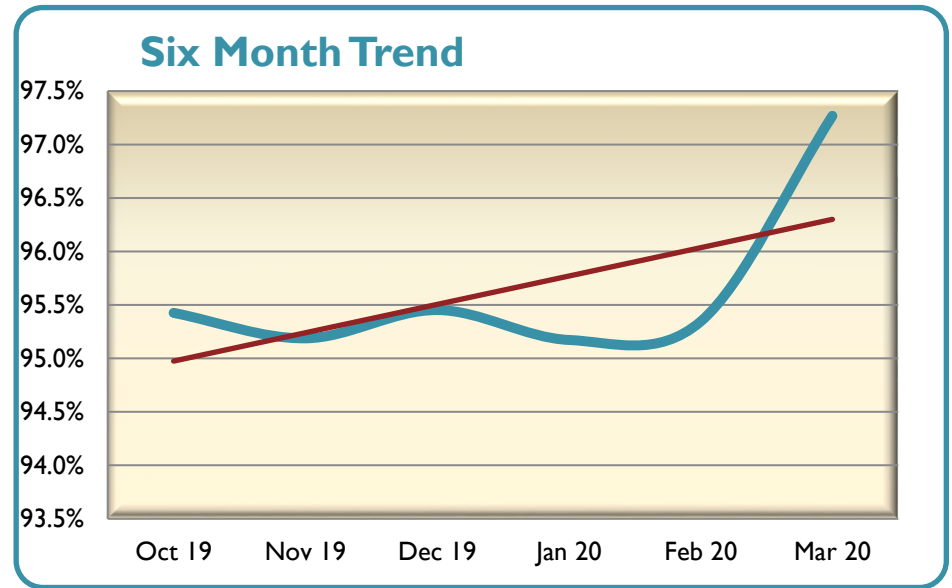
## Yearly Snapshot: Average Days on Market



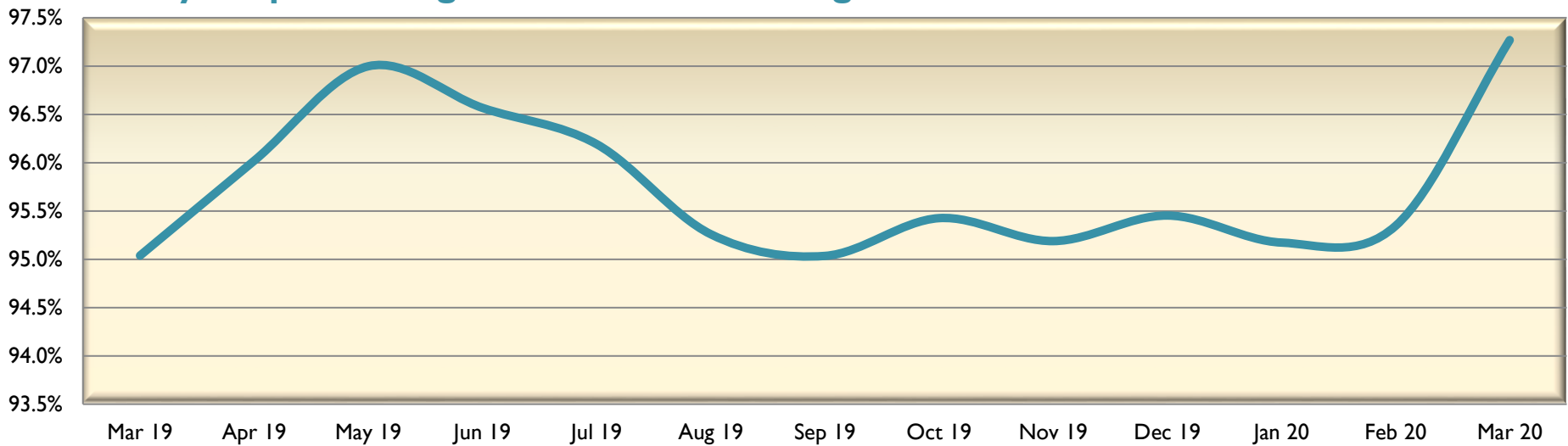
# Original List Price vs Selling Price



Area	Mar 19	Mar 20	Change
Ashland	90.8%	95.2%	4.8%
Talent	96.9%	95.2%	-1.7%
Phoenix	93.3%	95.5%	2.4%
Jacksonville	93.0%	97.9%	5.4%
Northwest Medford	97.4%	99.5%	2.1%
West Medford	93.8%	98.3%	4.8%
Southwest Medford	96.3%	96.1%	-0.2%
East Medford	95.5%	97.1%	1.7%
Central Point	97.0%	97.9%	0.9%
White City	96.0%	99.6%	3.8%
Eagle Point	97.6%	98.8%	1.3%
Shady Cove / Trail	93.5%	96.0%	2.7%
Gold Hill & Rogue River	98.6%	98.3%	-0.3%
<b>COUNTY TOTALS</b>	<b>95.0%</b>	<b>97.3%</b>	<b>2.3%</b>



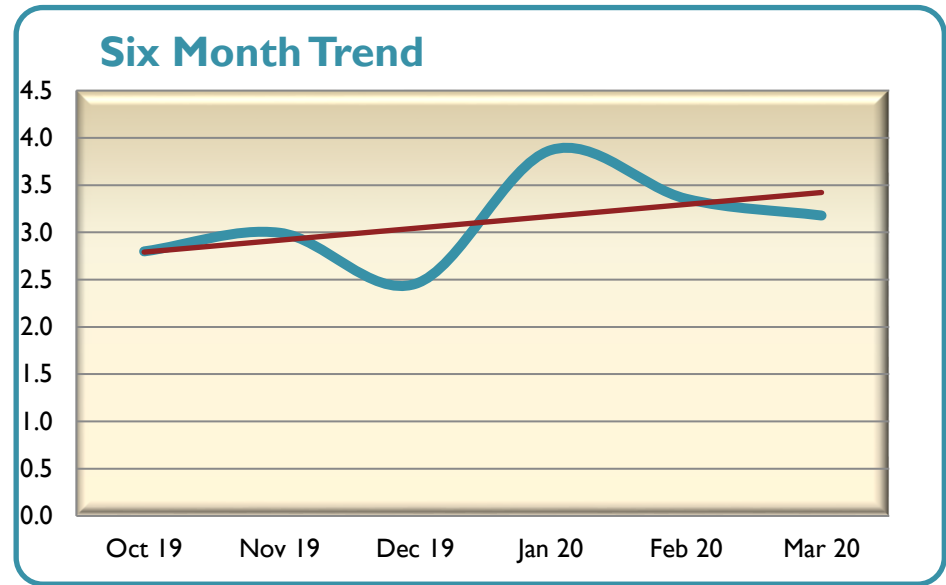
## Yearly Snapshot: Original List Price vs Selling Price



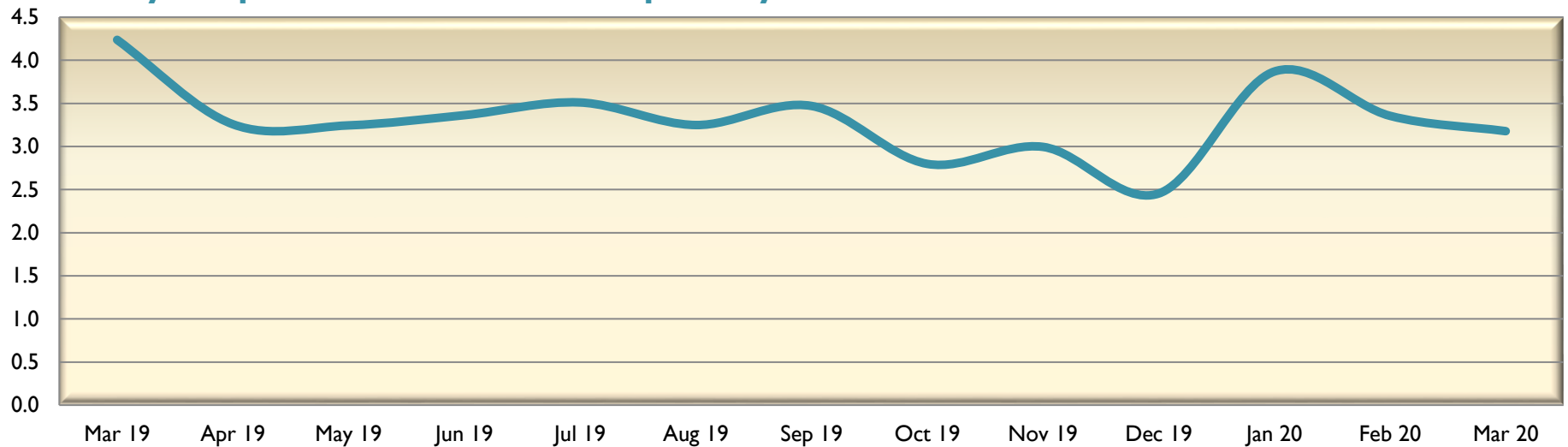
# Available Homes per Buyer



Area	Mar 19	Mar 20	Change
Ashland	10.0	6.0	-40.5%
Talent	7.2	2.4	-67.0%
Phoenix	3.5	19.0	442.9%
Jacksonville	8.0	4.1	-48.2%
Northwest Medford	2.9	1.3	-54.5%
West Medford	2.0	2.5	22.4%
Southwest Medford	2.4	2.3	-6.2%
East Medford	4.1	2.8	-33.2%
Central Point	4.5	2.6	-42.9%
White City	2.6	3.2	22.2%
Eagle Point	4.6	2.8	-39.5%
Shady Cove / Trail	6.0	26.0	333.3%
Gold Hill & Rogue River	2.6	3.4	31.6%
<b>COUNTY TOTALS</b>	<b>4.2</b>	<b>3.2</b>	<b>-25.0%</b>



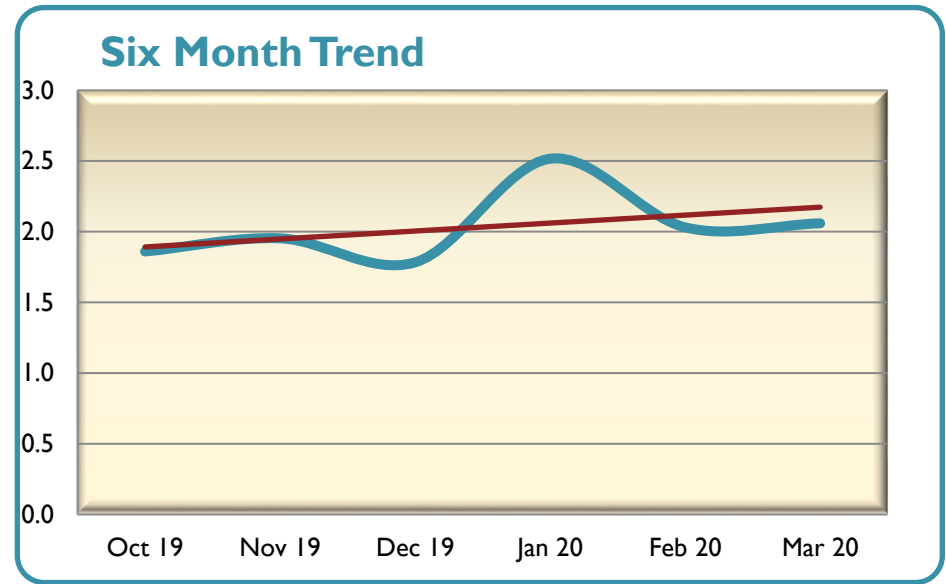
## Yearly Snapshot: Available Homes per Buyer



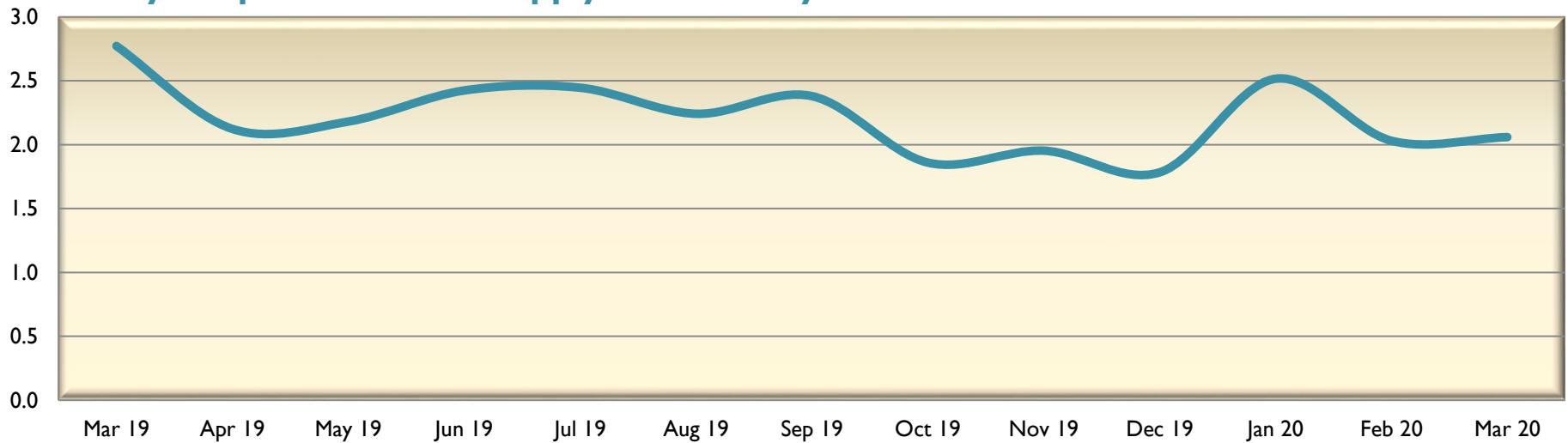


# Months Supply of Inventory

Area	Mar 19	Mar 20	Change
Ashland	7.6	4.8	-36.9%
Talent	4.0	1.6	-59.4%
Phoenix	2.3	15.0	542.9%
Jacksonville	6.5	3.4	-47.3%
Northwest Medford	1.8	0.7	-60.4%
West Medford	1.2	1.0	-14.3%
Southwest Medford	1.6	1.4	-13.1%
East Medford	2.6	1.7	-33.8%
Central Point	2.9	1.4	-51.5%
White City	1.2	1.7	41.0%
Eagle Point	2.9	1.8	-39.7%
Shady Cove / Trail	4.0	19.0	375.0%
Gold Hill & Rogue River	1.8	2.3	25.5%
<b>COUNTY TOTALS</b>	<b>2.8</b>	<b>2.1</b>	<b>-25.7%</b>



## Yearly Snapshot: Months Supply of Inventory

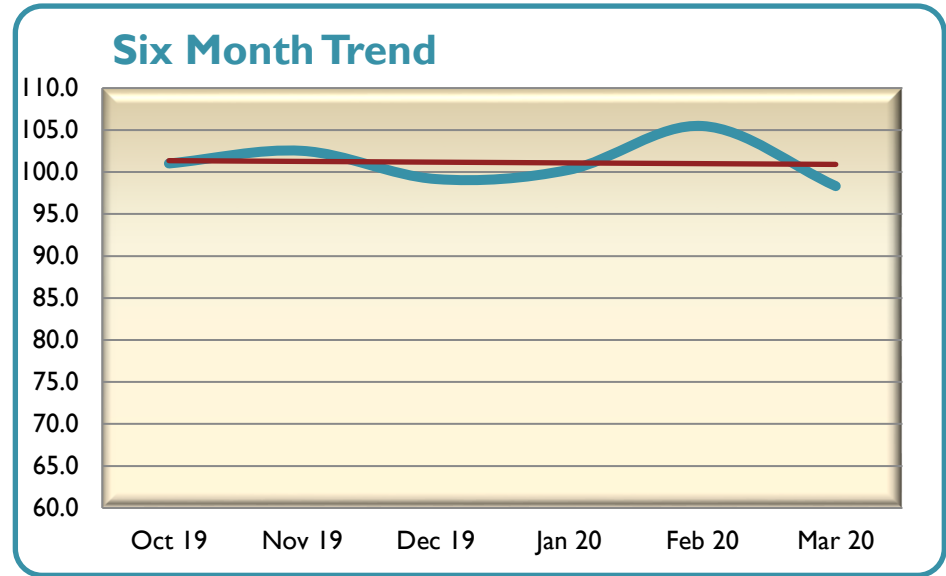


# Housing Affordability Index

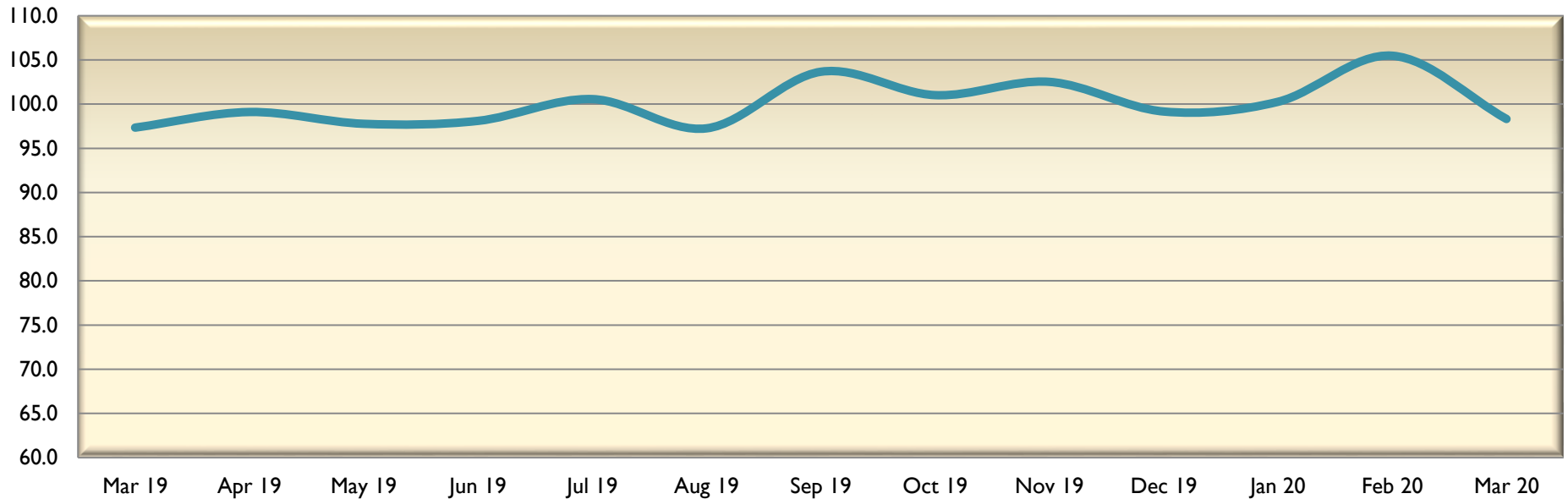


Jackson County	Mar 19	Mar 20	Change
	97.3	98.3	1.0%

The Housing Affordability Index (HAI) measures the ability of a family with median income to afford monthly mortgage payments on a median priced home. The HAI is calculated using the most recent census data for the area and average interest rates reported by Freddie Mac. Index values under 100 indicate less affordability, while values over 100 show increased affordability.



## Yearly Snapshot: Housing Affordability Index



# Keybox Activity Report

Keybox Accesses	Mar 19	Mar 20	Change
	10076	7584	-24.7%

