



Willamette Valley MLS

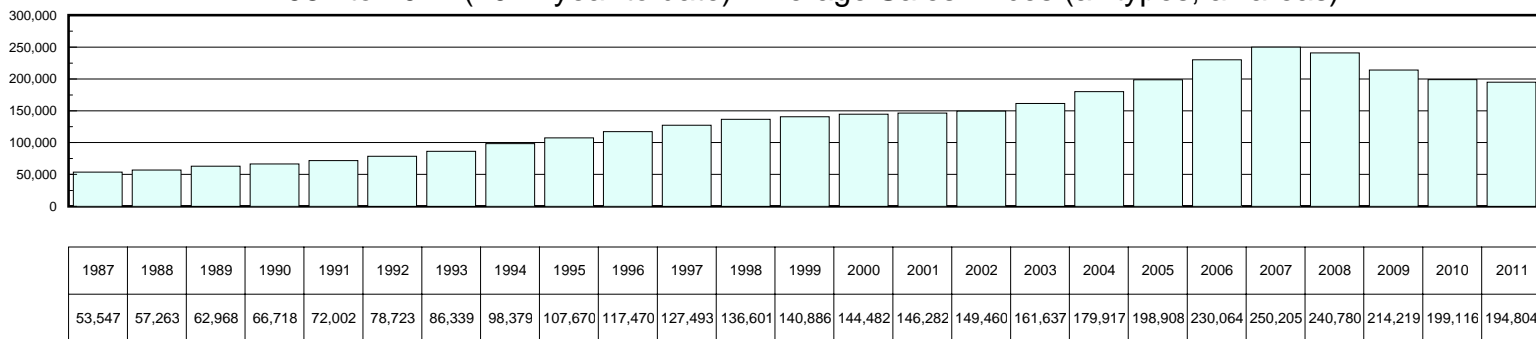
December 2011

Active Listings	2010	2011	% of Change
	6,451	5,008	-28.81%
Months of Inventory	13.41	10.39	-29.07%

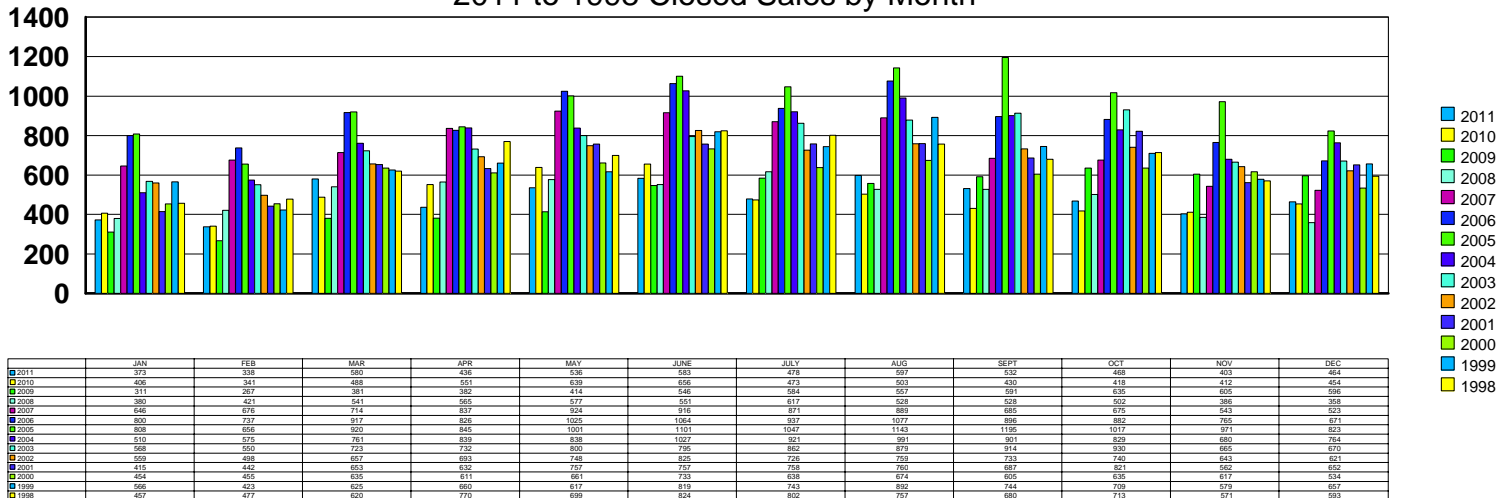
Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2003	359	1,488	14,377	9,084	\$1,468,312,025
2004	392	1,618	15,105	9,894	\$1,761,745,381
2005	442	1,898	15,307	11,576	\$2,302,562,120
2006	487	2,131	16,585	10,587	\$2,435,687,568
2007	505	2,194	18,425	8,899	\$2,226,574,295
2008	481	1,898	16,957	5,954	\$1,433,604,120
2009	493	1,725	14,807	5,869	\$1,257,251,311
2010	484	1,607	14,870	5,772	\$1,149,297,552
2011 YTD	456	1,433	11,783	5,788	\$1,127,525,552

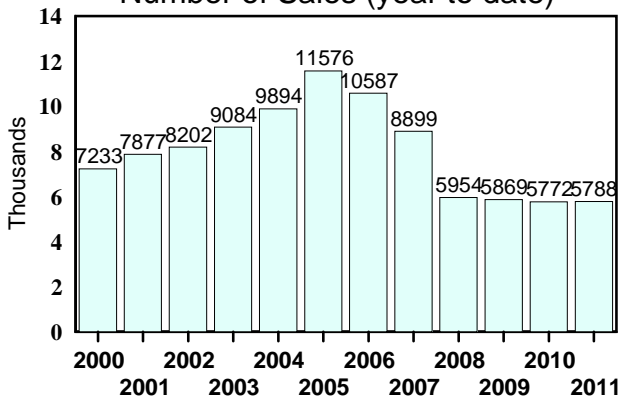
1987 to 2011 (2011 year to date) Average Sales Prices (all types, all areas)



2011 to 1998 Closed Sales by Month

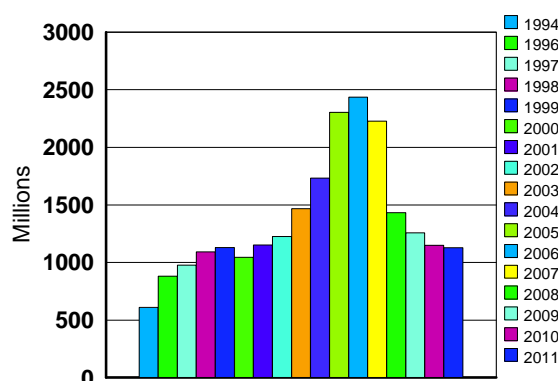


Number of Sales (year to date)

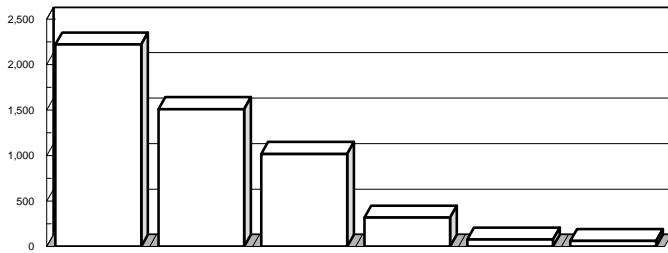


Year	Percent Increase/Decrease From Previous Year
2004	8.92%
2005	17.00%
2006	-8.54%
2007	-15.94%
2008	-33.09%
2009	-1.43%
2010	-1.65%
2011	0.28%

Total Annual Dollar Volume

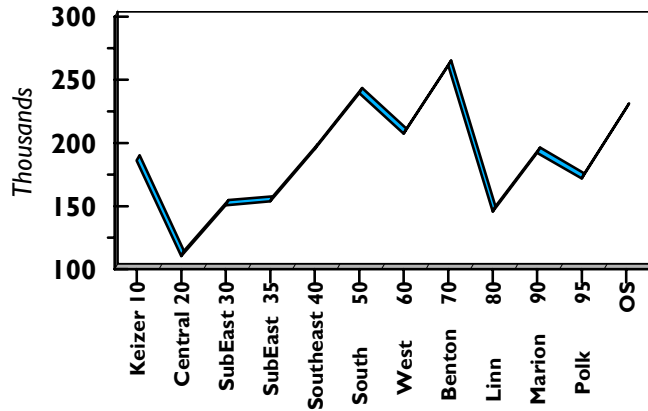


Top Sales Terms (Year to Date)



CNV	CSH	FHA	VA	1TD	LSC
2,222	1,511	1,018	319	79	63

Residential Average Sales Prices by Area (Year to Date)



% Chg = Percent of change from previous year

Residential Average Sales Prices by Area

AREA	% Chg 05/2006	2007	% Chg 06/2007	2008	% Chg 07/2008	2009	% Chg 08/2009	2010	% Chg 09/2010	2011 Year to Date
Keizer 10	18.82%	\$229,379	1.79%	\$231,879	1.1%	\$204,747	-11.70%	\$200,449	-2.10%	\$186,257
Central 20	20.59%	157,079	1.76%	153,849	-2.1%	144,558	-6.04%	121,048	-16.26%	110,633
SubEast 30	13.03%	206,858	14.79%	191,029	-7.7%	172,070	-9.92%	164,755	-4.25%	150,713
SubEast 35	14.34%	199,803	22.68%	192,505	-3.7%	184,831	-3.99%	174,089	-5.81%	153,768
Southeast 40	17.38%	276,266	13.41%	256,201	-7.3%	225,732	-11.89%	221,513	-1.87%	195,084
South 50	20.68%	311,226	18.59%	288,442	-7.3%	259,896	-9.90%	254,274	-2.16%	239,344
West 60	18.28%	294,995	6.91%	257,827	-12.6%	246,132	-4.54%	232,493	-5.54%	207,383
Benton 70	18.68%	306,557	12.27%	299,687	-2.2%	273,932	-8.59%	267,076	-2.50%	261,271
Linn 80	15.33%	194,920	16.08%	191,847	-1.6%	176,117	-8.20%	158,356	-10.08%	145,832
Marion 90	20.26%	249,100	18.89%	231,951	-6.9%	210,748	-9.14%	195,465	-7.25%	192,224
Polk 95	14.60%	232,396	22.56%	222,252	-4.4%	198,532	-10.67%	196,252	-1.15%	171,895
Total Average	16.61%	\$249,203	6.98%	\$240,406	-3.5%	\$215,432	-10.39%	205,406	-4.65%	\$193,821

December 2011



New Construction Statistics

A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	17	14	9	8	55	15	28	65	81	39	18
Average Sales Price	\$216,217	\$206,492	\$171,794	\$152,981	\$218,868	\$290,783	\$232,769	\$242,576	\$180,330	\$224,552	\$208,495
Average Square Footage	1,811	1,210	1,490	1,311	1,728	2,360	2,210	1,915	1,657	1,745	1,740
Average Cost per Square Foot	\$119.00	\$171.00	\$115.00	\$117.00	\$127.00	\$123.00	\$105.00	\$127.00	\$109.00	\$129.00	\$120.00
Average Day on the Market	76	665	125	210	203	324	245	197	190	172	152
Currently Active Listings	9	35	4	14	60	18	21	36	46	21	10

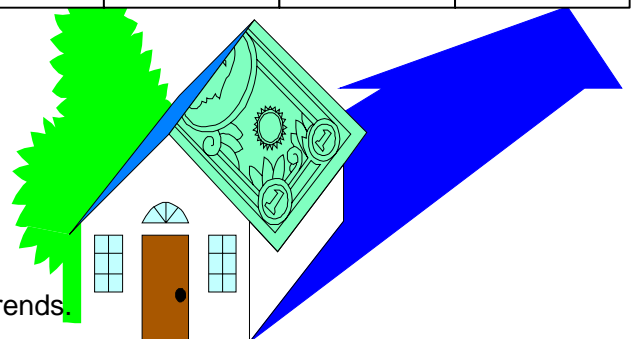
New Construction Residential	Sales 2007	Sales 2008	Sales 2009	Sales 2010	Sales 2011 Year to Date	Currently Active	Currently Pending
Units	1,426	864	687	632	400	304	25
Average Price	\$286,090	\$275,896	\$250,339	\$232,067	\$217,526	\$255,214	\$211,326
Average Square Footage	2,013	1,995	1,855	1,926	1,806	1,799	1,753
Average Cost per Square Foot	\$142.00	\$138.00	\$135.00	\$120.00	\$120.00	\$142.00	\$121.00
Average Days on the Market	174	183	182	183	206	239	79



Equal Housing Opportunity

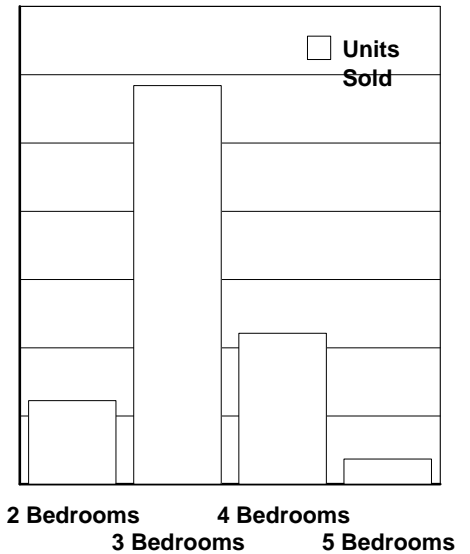
Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

copyright 2012 WVMLS all rights reserved

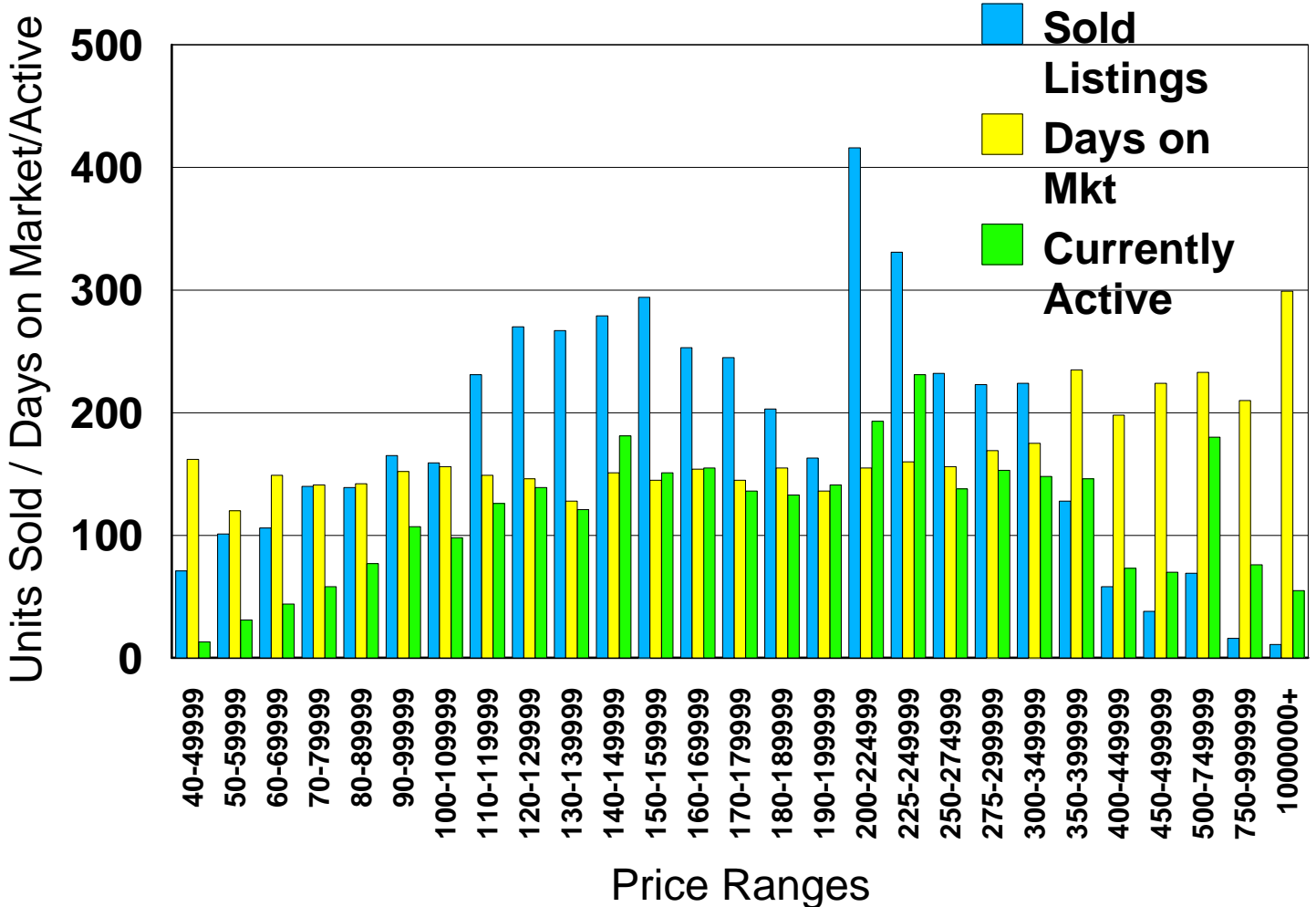


Residential Sales by Number of Bedrooms

	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	612	2,919	1,105	186
Average Sales Price	\$120,336	\$177,561	\$242,724	\$291,818
Av. Square Footage	1,140	1,606	2,310	3,015
Average Cost Square Foot	\$106.00	\$111.00	\$105.00	\$97.00
Days on Market	159	148	160	198
Active on the Market	468	1,829	731	155



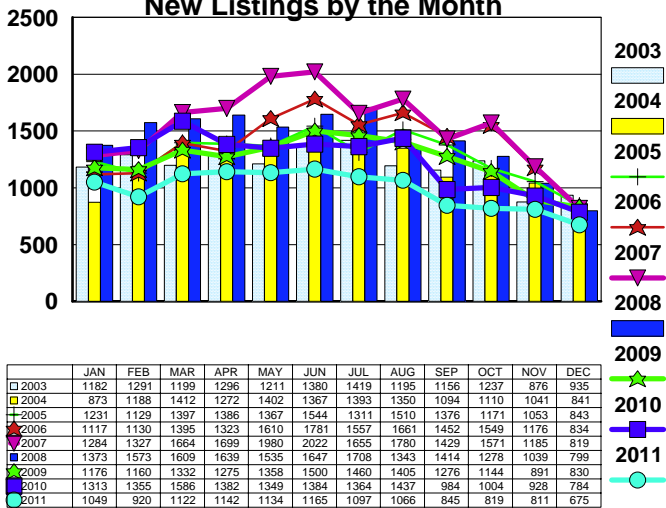
Residential Listings by Price Range 12 Mos



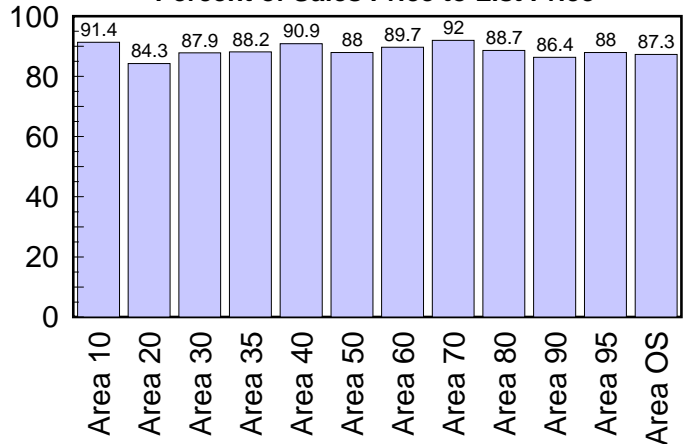
Residential Sold Price Analysis

AREA	2009 Units Sold	2009 Dollar Volume	2010 Units Sold	2010 Dollar Volume	2011 Units Sold YTD	Active on the Mkt	2011 Dollar Volume YTD	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	294	\$60195731	276	\$55323972	279	163	\$51965937	\$203563	\$186257	91.4	129	1749	\$106.00
20	284	41054745	234	28325281	235	167	25998845	131105	110633	84.3	165	1389	80.00
30	249	42845595	216	35587217	242	127	36472714	171373	150713	87.9	139	1605	94.00
35	226	41771905	226	39344297	196	118	30138541	174329	153768	88.2	161	1541	100.00
40	519	117155369	471	104333028	449	337	87592843	214524	195084	90.9	153	1861	105.00
50	229	59516188	217	55177614	205	172	49065569	271679	239344	88.0	172	2262	106.00
60	338	83192679	271	63005847	302	192	62629945	230953	207383	89.7	161	2116	98.00
70	647	177234500	699	186686581	699	342	182628785	283805	261271	92.0	141	1893	138.00
80	971	171010089	1022	161840028	989	673	144227941	164395	145832	88.7	148	1560	93.00
90	584	123077364	537	104965069	572	433	109952632	222351	192224	86.4	166	1781	108.00
95	356	70677626	321	62997045	310	252	53287605	195211	171895	88.0	164	1711	100.00
OS	326	81722479	434	102134255	416	306	94518115	259998	227207	87.3	186	1874	121.00

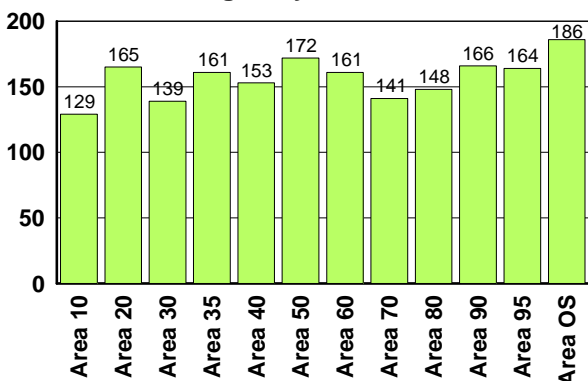
New Listings by the Month



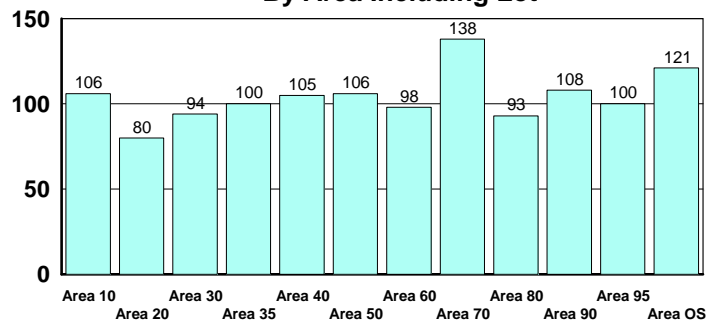
Percent of Sales Price to List Price



Average Days on the Market



Average Sales Price Per Square Foot By Area Including Lot





3421 25th St. SE
 Salem, Oregon 97302-1122
 (503) 399-8657
 1 800 944-3138

The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2012 WVMLS All rights reserved

Executive Vice President/Editor
 Jay A. Gordon
 We welcome your comments and suggestions.

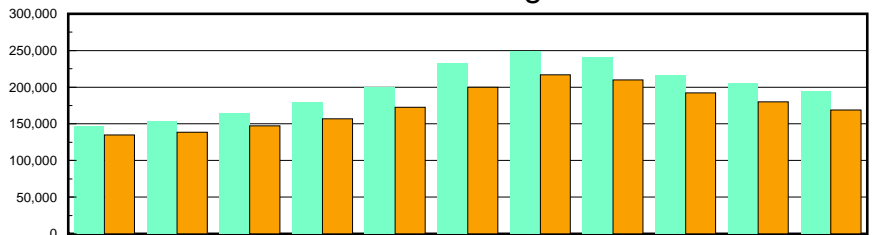


All statistical reports are available on the web at WVMLS.COM

AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95



2000 to 2011 Ytd Residential Average/Median Sales Prices



2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
146,282	153,589	164,103	180,172	199,754	232,943	249,203	240,406	215,432	205,406	193,821
135,000	138,555	147,273	156,900	172,400	199,900	217,000	210,000	192,000	180,050	169,000

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,777 square feet plus a 2 car garage. The average cost per square foot for a new home is \$125.00 including a 6,800 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
November 2011	403	811	687	\$208,200	93.79%
Full Year 2010	5,772	14,870	4,086	\$199,116	94.70%
November 2010	412	928	654	\$189,778	93.60%
Full Year 2009	5,869	14,807	4,282	\$214,219	95.95%