



# Willamette Valley MLS

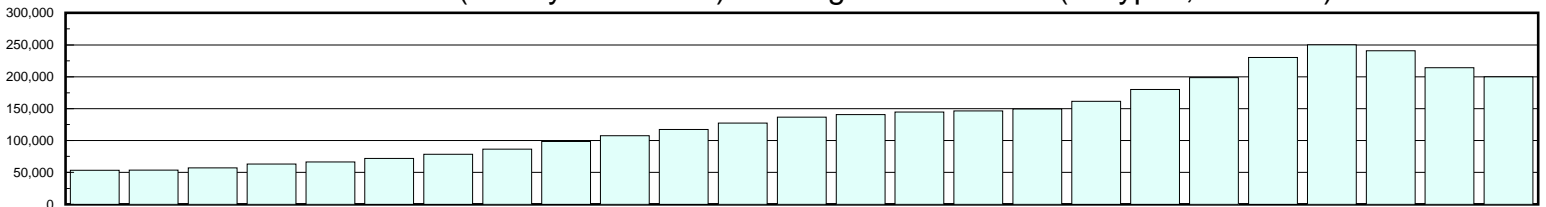
July 2010

# Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2002	338	1,395	13,869	8,202	\$1,225,870,920
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 YTD	495	1,693	9,733	3,554	\$710,906,620

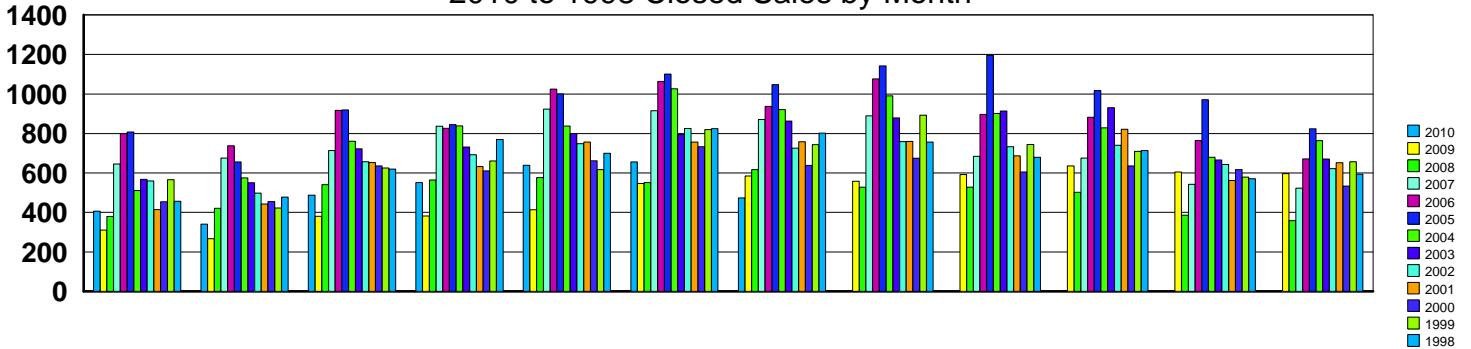
Active Listings	2009	2010	% of Change
	7,521	7,825	+4.04%

1986 to 2010 (2010 year to date) Average Sales Prices (all types, all areas)



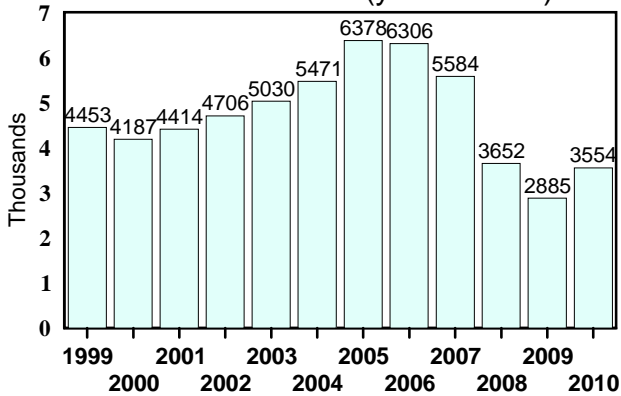
Year	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Average Sales Price	53,279	53,547	57,263	62,968	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	200,030

2010 to 1998 Closed Sales by Month



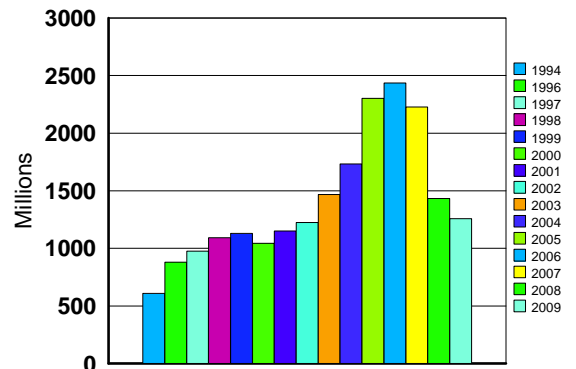
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2010	406	341	488	551	639	656	473					
2009	311	267	381	382	414	546	584	557	591	635	605	596
2008	380	421	541	565	577	551	617	528	528	552	388	358
2007	648	670	714	837	924	910	889	895	875	543	523	523
2006	800	737	917	826	1025	1064	937	1077	896	882	765	871
2005	828	656	650	845	1021	1101	1047	1143	1195	1017	971	823
2004	510	575	761	839	838	1027	921	901	829	680	764	764
2003	568	550	723	732	800	795	862	879	914	930	865	870
2002	550	498	657	693	748	825	726	759	733	749	643	621
2001	415	442	653	652	757	757	758	780	687	821	562	652
2000	454	455	635	611	661	733	638	674	605	617	617	534
1999	466	463	626	650	617	819	743	852	744	709	579	657
1998	457	477	620	770	699	824	802	757	680	713	571	593

Number of Sales (year to date)

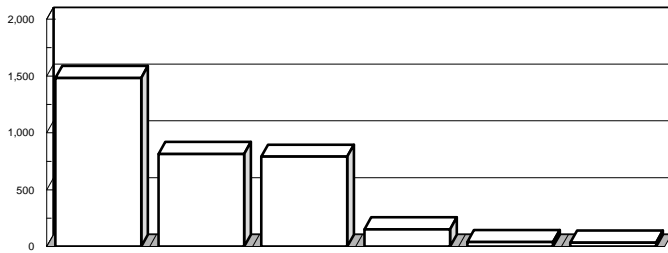


Year	Number of Sales Year to date	Percent Increase/Decrease From Previous Year
2003		6.88%
2004		8.77%
2005		16.58%
2006		-1.13%
2007		-11.45%
2008		-34.60%
2009		-21.00%
2010		23.19%

Total Annual Dollar Volume

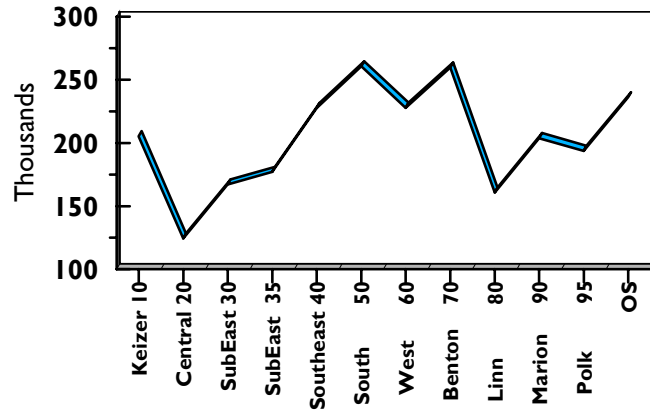


### Top Sales Terms (Year to Date)



CNV	CSH	FHA	VA	1TD	LSC
1,483	815	791	153	42	36

### Residential Average Sales Prices by Area (Year to Date)



% Chg = Percent of change from previous year

### Residential Average Sales Prices by Area

AREA	% Chg 04/2005	2006	% Chg 05/2006	2007	% Chg 06/2007	2008	% Chg 07/2008	2009	% Chg 08/2009	2010 Year to Date
Keizer 10	11.0%	\$225,355	18.82%	\$229,379	1.79%	\$231,879	1.1%	\$204,747	-11.70%	\$205,288
Central 20	12.0%	154,369	20.59%	157,079	1.76%	153,849	-2.1%	144,558	-6.04%	124,436
SubEast 30	7.8%	180,207	13.03%	206,858	14.79%	191,029	-7.7%	172,070	-9.92%	167,020
SubEast 35	9.8%	162,865	14.34%	199,803	22.68%	192,505	-3.7%	184,831	-3.99%	177,088
Southeast 40	14.5%	243,589	17.38%	276,266	13.41%	256,201	-7.3%	225,732	-11.89%	227,800
South 50	12.2%	262,437	20.68%	311,226	18.59%	288,442	-7.3%	259,896	-9.90%	260,623
West 60	18.3%	275,932	18.28%	294,995	6.91%	257,827	-12.6%	246,132	-4.54%	227,867
Benton 70	5.3%	273,058	18.68%	306,557	12.27%	299,687	-2.2%	273,932	-8.59%	259,760
Linn 80	14.8%	167,923	15.33%	194,920	16.08%	191,847	-1.6%	176,117	-8.20%	160,724
Marion 90	10.5%	209,524	20.26%	249,100	18.89%	231,951	-6.9%	210,748	-9.14%	203,814
Polk 95	10.3%	189,622	14.60%	232,396	22.56%	222,252	-4.4%	198,532	-10.67%	193,791
<b>Total Average</b>	<b>10.9%</b>	<b>\$232,943</b>	<b>16.61%</b>	<b>\$249,203</b>	<b>6.98%</b>	<b>\$240,406</b>	<b>-3.5%</b>	<b>\$215,432</b>	<b>-10.39%</b>	<b>\$206,723</b>

July 2010



# 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	48	30	9	11	116	25	37	67	113	54	26
Average Sales Price	\$241,772	\$202,139	\$218,022	\$186,587	\$218,871	\$339,768	\$252,571	\$228,687	\$187,190	\$240,978	\$244,370
Average Square Footage	1,845	1,371	1,785	1,406	1,710	2,492	2,112	1,653	1,600	1,759	1,952
Average Cost per Square Foot	\$131.00	\$147.00	\$122.00	\$133.00	\$128.00	\$136.00	\$120.00	\$138.00	\$117.00	\$137.00	\$125.00
Average Day on the Market	141	382	139	124	133	405	135	130	198	171	157
Currently Active Listings	21	82	7	17	104	28	38	48	74	67	41

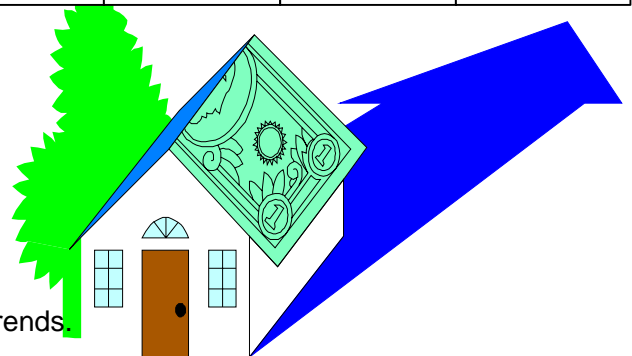
<b>New Construction Residential</b>	Sales 2006	Sales 2007	Sales 2008	Sales 2009	Sales 2010 year to date	Currently Active	Currently Pending
Units	1,812	1,426	864	687	310	578	35
Average Price	\$262,089	\$286,090	\$275,896	\$250,339	\$230,490	\$265,216	\$230,531
Average Square Footage	1,929	2,013	1,995	1,855	1,808	1,808	1,841
Average Cost per Square Foot	\$136.00	\$142.00	\$138.00	\$135.00	\$127.00	\$147.00	\$125.00
Average Days on the Market	162	174	183	182	173	195	148



Equal Housing Opportunity

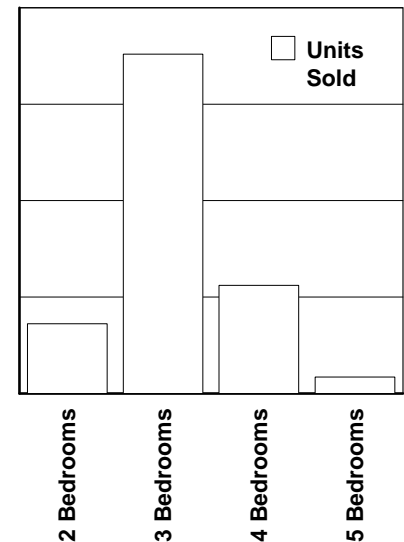
Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

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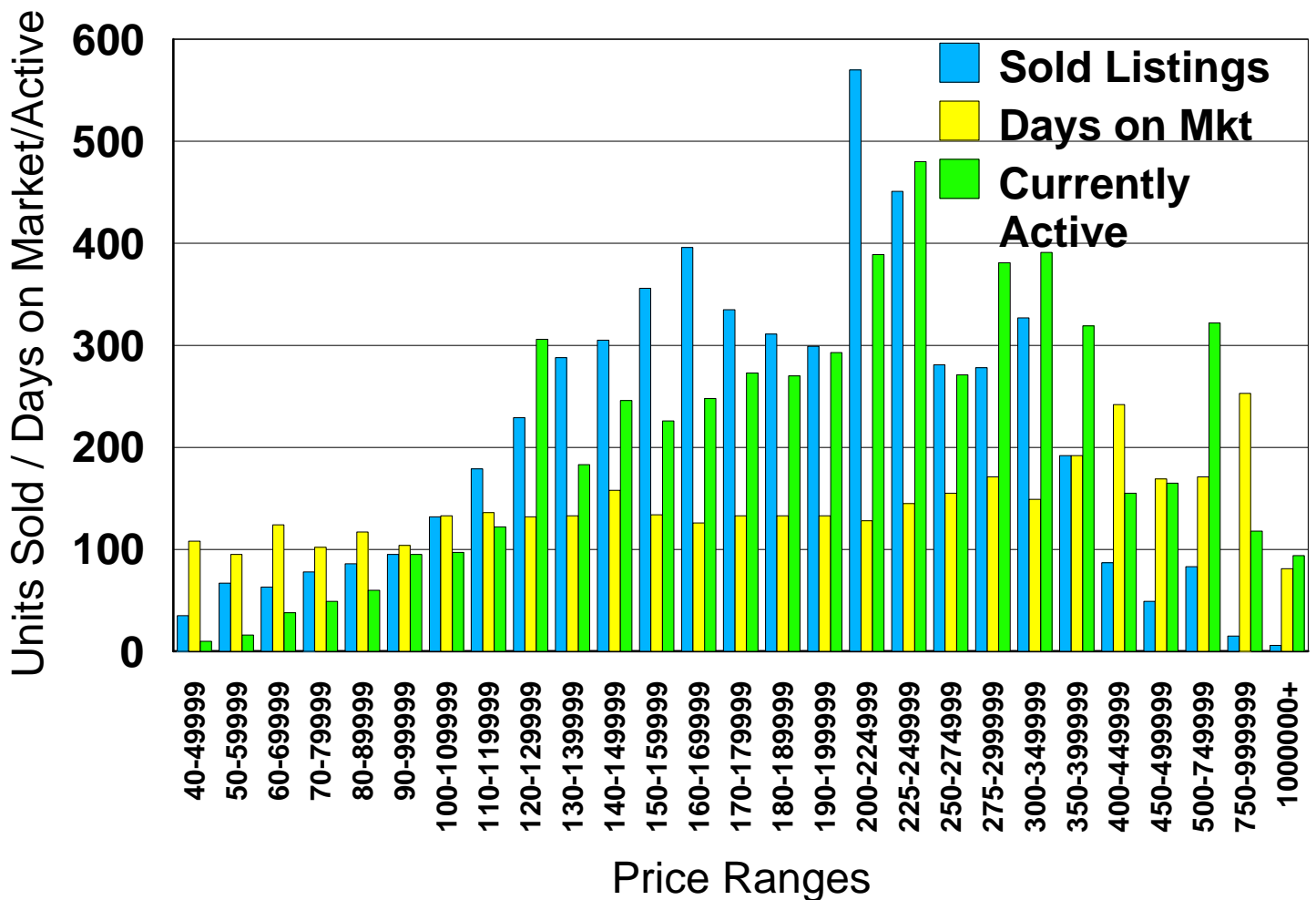


# Residential Sales by Number of Bedrooms

	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	724	3,519	1,123	171
Average Sales Price	\$139,615	\$197,143	\$261,530	\$330,925
Av. Square Footage	1,139	1,583	2,290	3,088
Average Cost Square Foot	\$123.00	\$125.00	\$114.00	\$107.00
Days on Market	136	139	152	173
Active on the Market	696	3,113	1,284	272



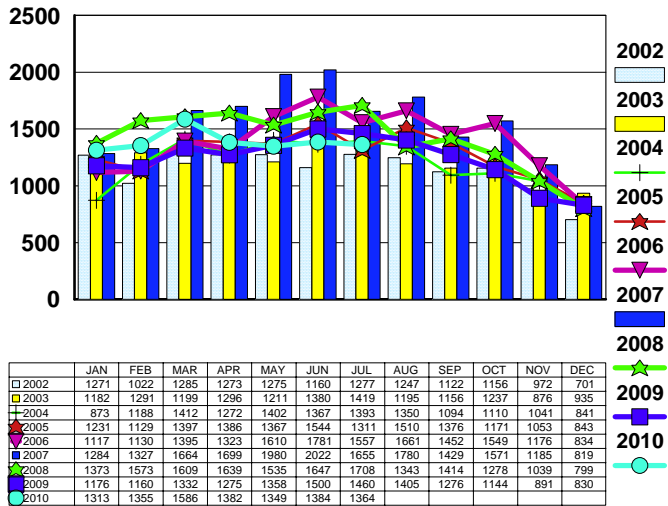
# Residential Listings by Price Range 12 Mos



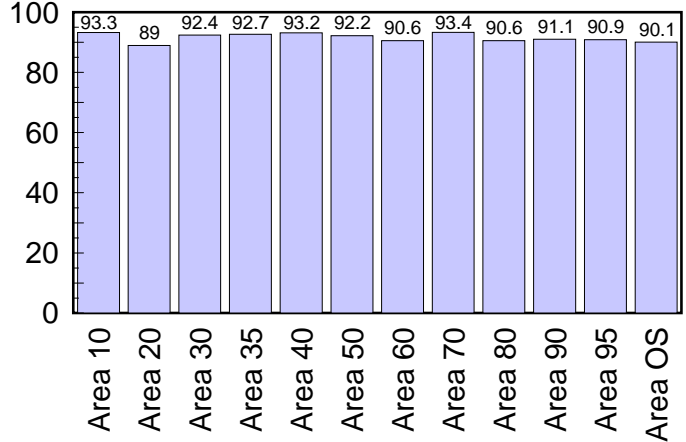
# Residential Sold Price Analysis

AREA	2008 Units Sold	2008 Dollar Volume	2009 Units Sold	2009 Dollar Volume	2010 Units Sold YTD	Active on the Mkt	2010 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	323	\$74897020	294	\$60195731	195	238	\$40031167	\$219801	\$205288	93.3	133	1802	\$114.00
20	274	42154634	284	41054745	163	298	20283075	139680	124436	89.0	141	1333	93.00
30	224	42790668	249	42845595	119	247	19875426	180738	167020	92.4	114	1533	109.00
35	188	36190994	226	41771905	145	227	25677832	190889	177088	92.7	121	1524	116.00
40	524	134249831	519	117155369	288	570	65606509	244254	227800	93.2	122	1937	118.00
50	239	68937767	229	59516188	141	286	36747910	282658	260623	92.2	192	2173	120.00
60	359	92560017	338	83192679	178	347	40560451	251256	227867	90.6	152	2160	105.00
70	694	207983358	647	177234500	434	621	112736005	277980	259760	93.4	137	1822	143.00
80	1001	192039504	971	171010089	645	1020	103667299	177345	160724	90.6	143	1545	104.00
90	544	126181680	584	123077364	350	751	71335051	223667	203814	91.1	161	1692	120.00
95	351	78010797	356	70677626	199	392	38564542	213061	193791	90.9	148	1714	113.00
OS	298	91182903	326	81722479	288	501	68042409	262151	236258	90.1	160	1855	127.00

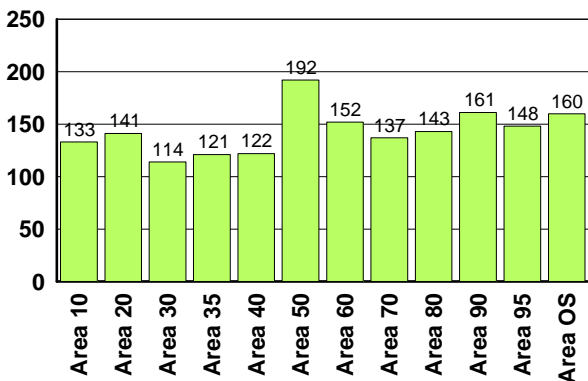
New Listings by the Month



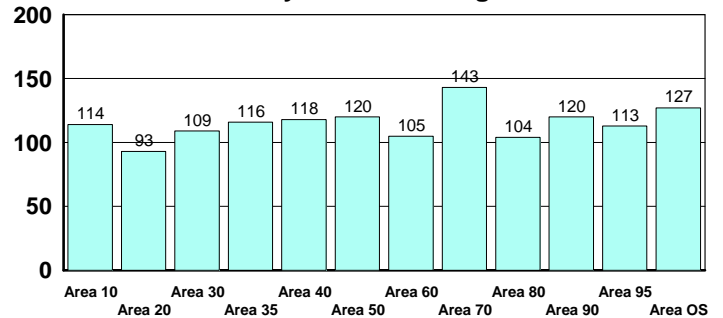
Percent of Sales Price to List Price



Average Days on the Market



Average Sales Price Per Square Foot By Area Including Lot





3421 25th St. SE  
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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 2010 WVMLS All rights reserved

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

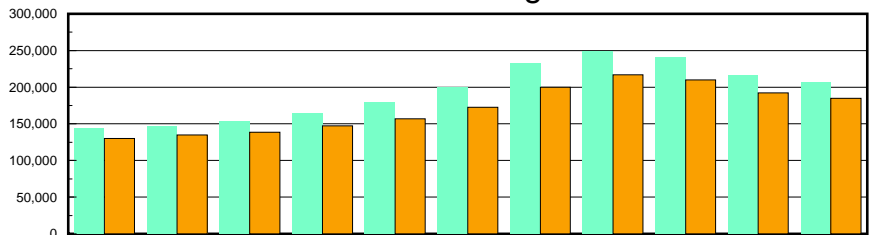


All statistical reports are available on the web at [WVMLS.COM](http://WVMLS.COM)

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 2010 Ytd Residential Average/Median Sales Prices



2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
144,482	146,282	153,589	164,103	180,172	199,754	232,943	249,203	240,406	215,432	206,723
129,900	135,000	138,555	147,273	156,900	172,400	199,900	217,000	210,000	192,000	185,000

**Factoid:** The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,748 square feet plus a 2 car garage. The average cost per square foot for a new home is \$131.00 including a 7,000 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
June 2010	656	1,384	777	\$202,088	95.35%
Full Year 2009	5,869	14,807	4,282	\$214,219	95.95%
June 2009	546	1,500	866	\$217,514	95.81%
Full Year 2008	5,954	16,957	4,056	\$240,780	96.50%