



Willamette Valley MLS

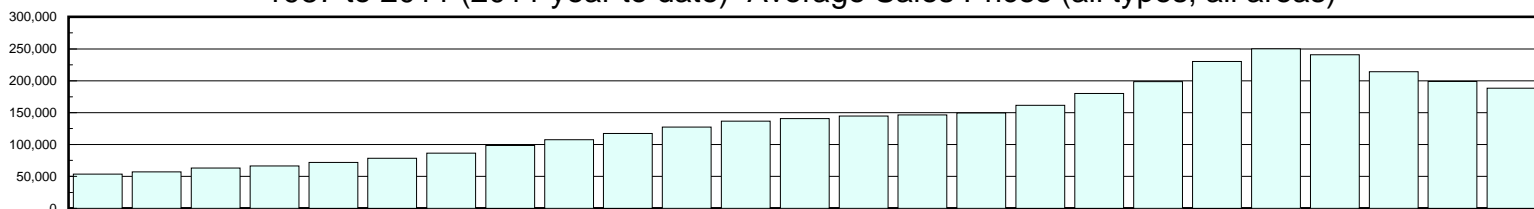
March 2011

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	477	1,530	3,091	1,291	\$243,328,971

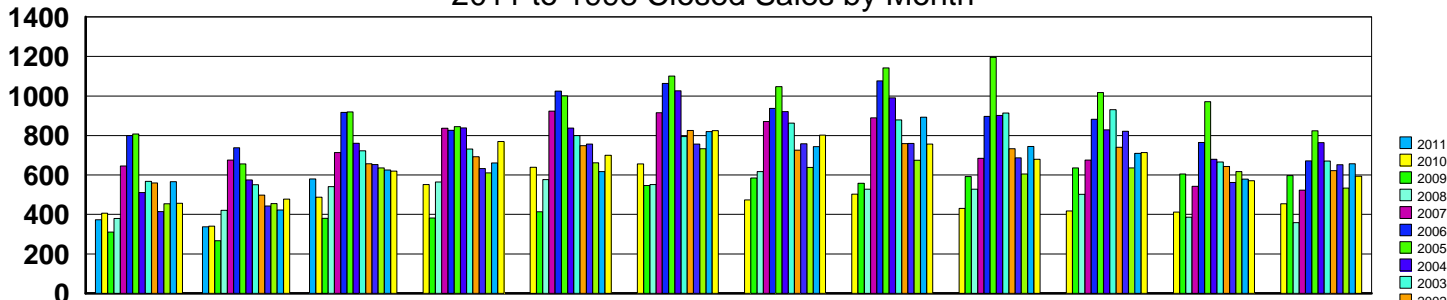
	2010	2011	% of Change
Active Listings	7,009	6,456	-8.57%
Months of Inventory	14.57	12.93	-12.68%

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



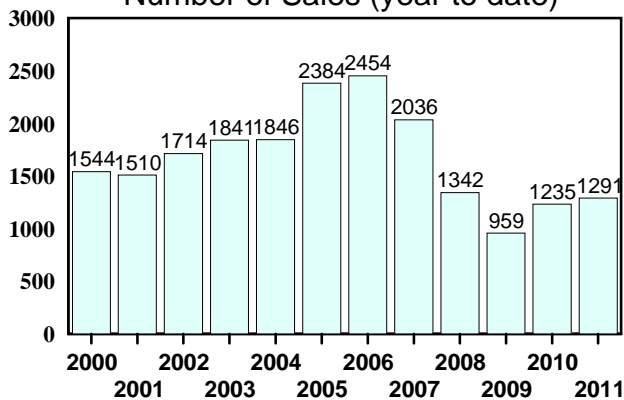
Year	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Average Sales Price	53,547	57,263	62,968	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	188,481

2011 to 1998 Closed Sales by Month



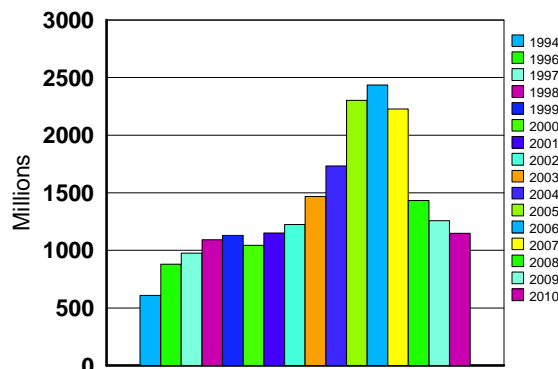
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2011	373	338	580									
2010	406	341	488	551	639	656	473	503	430	418	412	454
2009	311	381	382	444	444	546	557	581	581	636	626	596
2008	380	421	541	565	577	617	528	528	528	396	396	358
2007	448	676	714	837	924	918	871	889	865	675	548	523
2006	800	737	917	826	1025	1064	937	1077	895	765	671	671
2005	808	656	920	845	1001	1101	1047	1143	1195	1017	971	823
2004	510	575	761	839	838	938	921	991	901	829	680	764
2003	568	550	723	732	800	795	862	879	914	930	665	670
2002	559	498	467	681	748	755	738	758	733	740	643	621
2001	415	442	653	632	757	757	758	760	821	687	562	672
2000	454	455	635	611	661	733	638	674	605	635	617	534
1999	496	423	605	650	637	619	743	892	744	709	579	627
1998	457	477	620	770	699	824	802	757	680	699	571	593

Number of Sales (year to date)

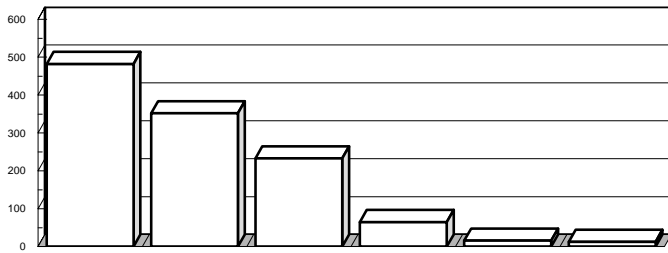


Year	Number of Sales Year to date	Percent Increase/Decrease From Previous Year
2004		0.27%
2005		29.14%
2006		2.94%
2007		-17.03%
2008		-34.09%
2009		-28.54%
2010		28.78%
2011		4.53%

Total Annual Dollar Volume

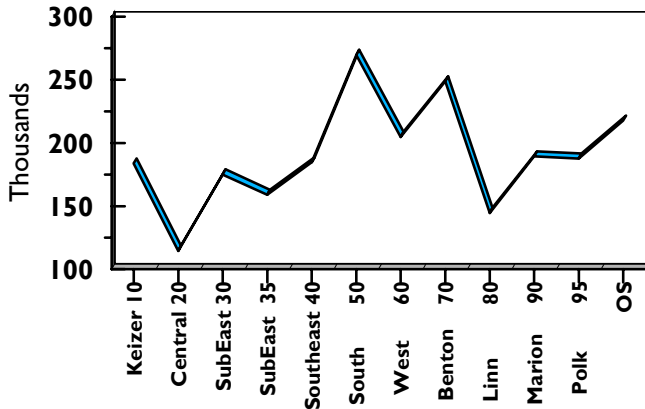


Top Sales Terms (Year to Date)



CNV	CSH	FHA	VA	1TD	LSC
482	352	233	65	16	13

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%	\$183,769
Central 20	20.59%	157,079	1.76%	153,849	-2.1%	144,558	-6.04%	121,048	-16.26%	114,573
SubEast 30	13.03%	206,858	14.79%	191,029	-7.7%	172,070	-9.92%	164,755	-4.25%	174,997
SubEast 35	14.34%	199,803	22.68%	192,505	-3.7%	184,831	-3.99%	174,089	-5.81%	158,963
Southeast 40	17.38%	276,266	13.41%	256,201	-7.3%	225,732	-11.89%	221,513	-1.87%	184,653
South 50	20.68%	311,226	18.59%	288,442	-7.3%	259,896	-9.90%	254,274	-2.16%	269,702
West 60	18.28%	294,995	6.91%	257,827	-12.6%	246,132	-4.54%	232,493	-5.54%	204,802
Benton 70	18.68%	306,557	12.27%	299,687	-2.2%	273,932	-8.59%	267,076	-2.50%	248,804
Linn 80	15.33%	194,920	16.08%	191,847	-1.6%	176,117	-8.20%	158,356	-10.08%	144,619
Marion 90	20.26%	249,100	18.89%	231,951	-6.9%	210,748	-9.14%	195,465	-7.25%	189,421
Polk 95	14.60%	232,396	22.56%	222,252	-4.4%	198,532	-10.67%	196,252	-1.15%	187,706
Total Average	16.61%	\$249,203	6.98%	\$240,406	-3.5%	\$215,432	-10.39%	205,406	-4.65%	\$190,707



March 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	27	20	2	9	72	28	24	54	94	30	18
Average Sales Price	\$229,571	\$203,169	\$177,325	\$185,116	\$223,435	\$305,352	\$236,022	\$238,711	\$180,478	\$227,288	\$253,699
Average Square Footage	1,697	1,403	1,895	1,344	1,691	2,466	2,044	1,834	1,597	1,583	1,926
Average Cost per Square Foot	\$135.00	\$145.00	\$94.00	\$138.00	\$132.00	\$124.00	\$115.00	\$130.00	\$113.00	\$144.00	\$132.00
Average Day on the Market	112	449	115	151	147	441	188	158	201	168	165
Currently Active Listings	17	102	3	10	79	15	38	45	51	53	34

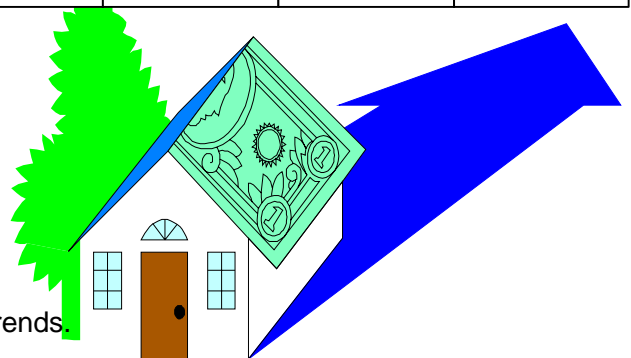
New Construction Residential	Sales 2007	Sales 2008	Sales 2009	Sales 2010	Sales 2011 Year to Date	Currently Active	Currently Pending
Units	1,426	864	687	632	89	491	35
Average Price	\$286,090	\$275,896	\$250,339	\$232,067	\$220,133	\$273,314	\$225,370
Average Square Footage	2,013	1,995	1,855	1,926	1,781	1,818	1,827
Average Cost per Square Foot	\$142.00	\$138.00	\$135.00	\$120.00	\$124.00	\$150.00	\$123.00
Average Days on the Market	174	183	182	183	237	222	173



Equal Housing Opportunity

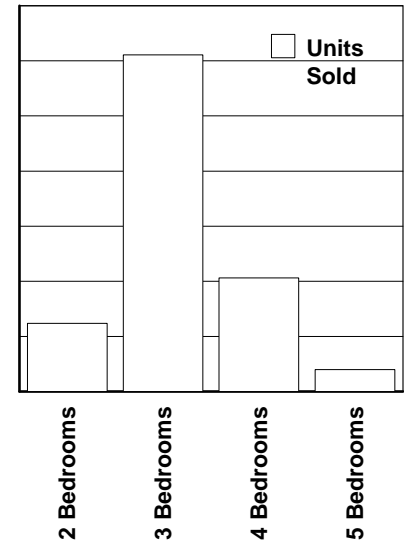
Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

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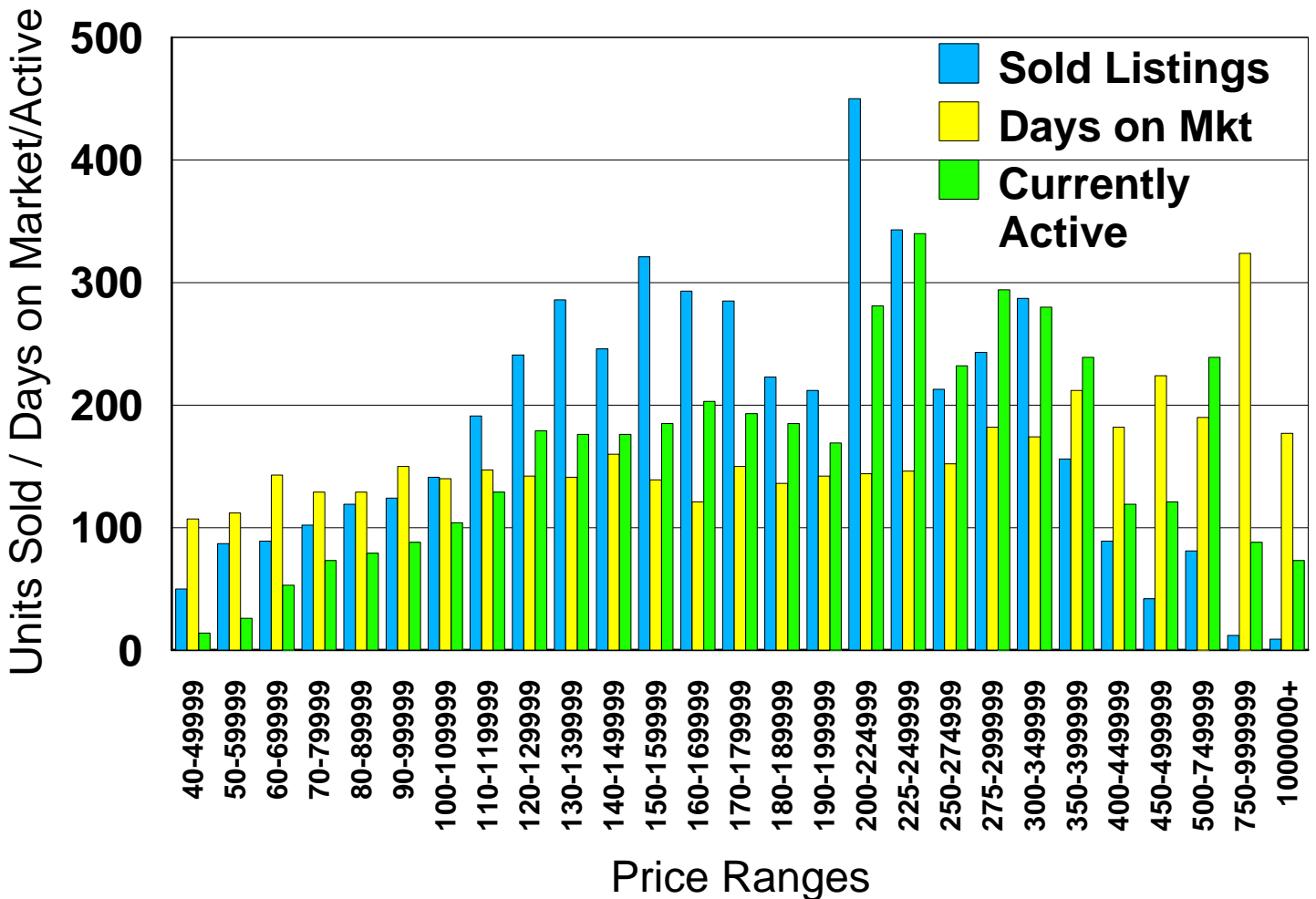


Residential Sales by Number of Bedrooms

	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	619	3,053	1,031	200
Average Sales Price	\$130,478	\$188,746	\$247,753	\$327,456
Av. Square Footage	1,135	1,604	2,298	3,112
Average Cost Square Foot	\$115.00	\$118.00	\$108.00	\$105.00
Days on Market	156	144	159	166
Active on the Market	560	2,442	981	226



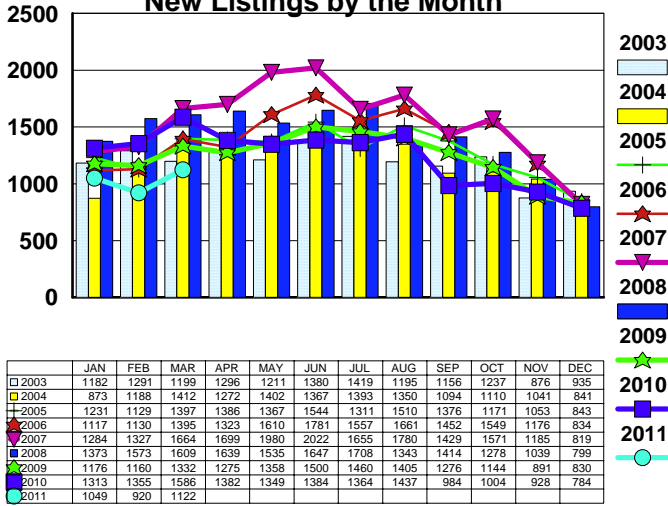
Residential Listings by Price Range 12 Mos



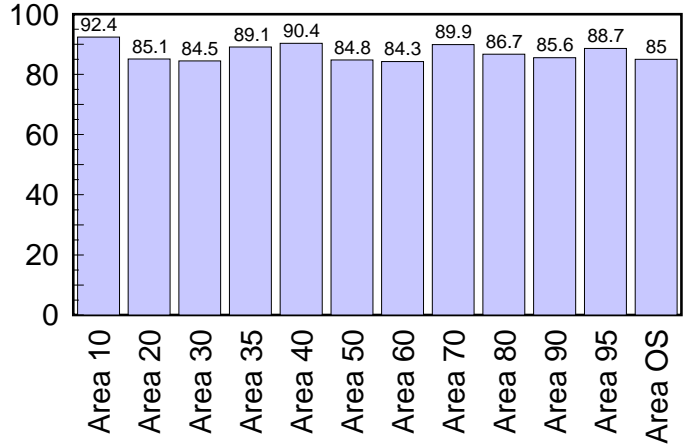
Residential Sold Price Analysis

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	52	215	\$9556016	\$198698	\$183769	92.4	121	1762	\$104.00
20	284	41054745	234	28325281	47	252	5384939	134564	114573	85.1	171	1318	87.00
30	249	42845595	216	35587217	55	160	9624845	206891	174997	84.5	140	1698	103.00
35	226	41771905	226	39344297	46	166	7312300	178270	158963	89.1	150	1584	100.00
40	519	117155369	471	104333028	100	456	18465305	204175	184653	90.4	143	1797	103.00
50	229	59516188	217	55177614	47	226	12676024	317984	269702	84.8	251	2553	106.00
60	338	83192679	271	63005847	83	257	16998622	242773	204802	84.3	204	2080	98.00
70	647	177234500	699	186686581	131	483	32593372	276469	248804	89.9	165	1835	136.00
80	971	171010089	1022	161840028	252	783	36444029	166746	144619	86.7	157	1603	90.00
90	584	123077364	537	104965069	123	616	23298847	221260	189421	85.6	160	1719	110.00
95	356	70677626	321	62997045	60	325	11262365	211489	187706	88.7	146	1766	106.00
OS	326	81722479	434	102134255	95	403	20682635	255938	217711	85.0	187	1836	119.00

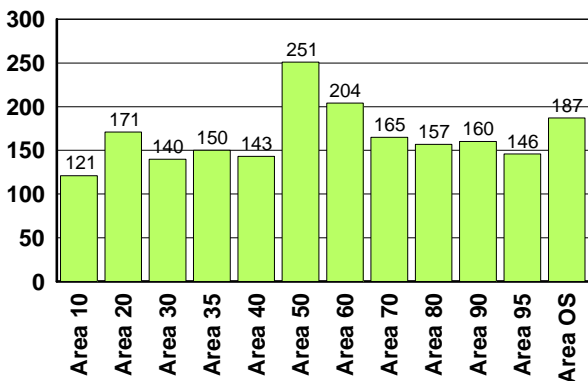
New Listings by the Month



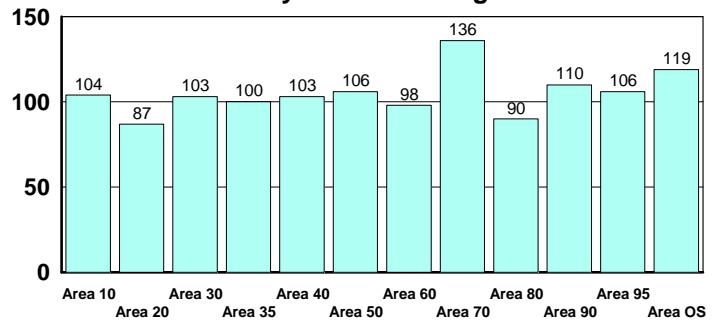
Percent of Sales Price to List Price



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 2011 WVMLS All rights reserved

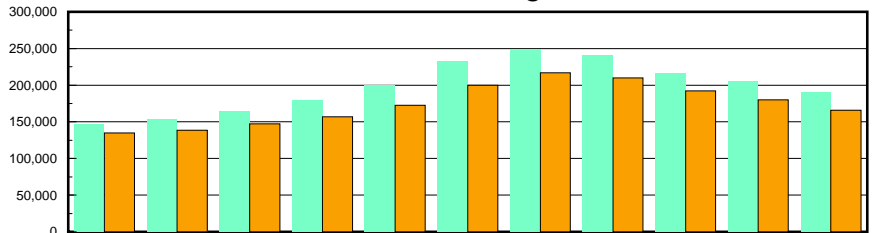
Executive Vice President/Editor
 Jay A. Gordon
 We welcome your comments and suggestions.



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



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	190,707
135,000	138,555	147,273	156,900	172,400	199,900	217,000	210,000	192,000	180,050	165,900

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,743 square feet plus a 2 car garage. The average cost per square foot for a new home is \$132.00 including a 6,800 square foot lot.

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

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
February 2011	338	920	759	\$184,394	93.20%
Full Year 2010	5,772	14,870	4,086	\$199,116	94.70%
February 2010	341	1,355	961	\$204,144	94.62%
Full Year 2009	5,869	14,807	4,282	\$214,219	95.95%