

EXISTING HOME SALES - January 1, 2011 through March 31, 2011											
AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31					Mar 2010 vs Mar 2011	
	# Sold 2010	# Sold 2011	Average 2010	Average 2011	Median \$ 2006	Median \$ 2010	Median \$ 2011	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	40	46	131	178	\$402,500	\$263,500	\$264,500	-34.3%	0.4%	\$229,300	\$230,000
Talent	8	10	111	133	\$298,000	\$140,500	\$148,600	-50.1%	5.8%	\$155,000	N/A
Phoenix	7	12	143	81	\$251,950	\$155,000	\$156,000	-38.1%	0.6%	N/A	\$152,000
Jacksonville	12	6	145	75	\$360,000	\$220,000	\$302,000	-16.1%	37.3%	\$201,950	N/A
Northwest Medford	9	14	64	67	N/A	\$152,000	\$111,570	N/A	-26.6%	\$190,000	\$104,320
West Medford	38	53	81	75	\$215,000	\$107,550	\$80,000	-62.8%	-25.6%	\$99,750	\$79,250
Southwest Medford	22	22	61	86	\$263,000	\$159,500	\$145,000	-44.9%	-9.1%	\$163,000	\$135,000
East Medford	103	132	106	102	\$319,000	\$192,000	\$173,283	-45.7%	-9.7%	\$191,000	\$172,900
Central Point	48	53	66	80	\$264,950	\$159,950	\$120,500	-54.5%	-24.7%	\$168,000	\$119,900
White City	26	18	67	119	\$223,250	\$132,525	\$103,300	-53.7%	-22.1%	\$141,000	\$87,000
Eagle Point	22	28	100	114	\$225,000	\$198,950	\$151,500	-32.7%	-23.9%	\$220,900	\$165,000
Shady Cove / Trail	10	8	143	46	\$219,000	\$138,500	\$106,000	-51.6%	-23.5%	N/A	N/A
Gold Hill & Rogue River	13	14	116	70	\$203,600	\$131,175	\$135,580	-33.4%	3.4%	\$130,500	\$120,000
COUNTY TOTALS	358	416	97	101	\$273,000	\$169,500	\$140,000	-48.7%	-17.4%	\$162,000	\$135,050

NEW HOME SALES - January 1, 2011 through March 31, 2011											
AREA	ACTIVITY		DAYS ON MKT		PRICING						
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31					Mar 2010 vs Mar 2011	
	# Sold 2010	# Sold 2011	Average 2010	Average 2011	Median \$ 2006	Median \$ 2010	Median \$ 2011	5-year % Change	1-year % Change	Median \$	Median \$
Ashland	0	0	N/A	N/A	\$532,000	N/A	N/A	N/A	N/A	N/A	N/A
Talent	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Phoenix	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jacksonville	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	2	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Medford	3	1	162	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Southwest Medford	1	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
East Medford	9	3	130	205	\$296,900	\$279,000	N/A	N/A	N/A	\$250,500	N/A
Central Point	0	2	N/A	N/A	\$308,900	N/A	N/A	N/A	N/A	N/A	N/A
White City	2	4	N/A	51	\$259,900	N/A	\$150,750	-42.0%	N/A	N/A	N/A
Eagle Point	2	1	N/A	N/A	\$430,000	N/A	N/A	N/A	N/A	N/A	N/A
Shady Cove / Trail	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gold Hill & Rogue River	3	0	177	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COUNTY TOTALS	22	13	117	117	\$343,675	\$223,875	\$180,000	-47.6%	-19.6%	\$228,000	\$204,950

ALL HOMES ON MARKET (includes rural)			
Area	Active 03/31/10	Active 03/31/11	% Change
Ashland	267	224	-16.1%
Talent	55	55	0.0%
Phoenix	37	38	2.7%
Jacksonville	81	92	13.6%
Northwest Medford	37	27	-27.0%
West Medford	157	79	-49.7%
Southwest Medford	114	79	-30.7%
East Medford	443	355	-19.9%
Central Point	197	167	-15.2%
White City	77	52	-32.5%
Eagle Point	152	110	-27.6%
Shady Cove / Trail	86	56	-34.9%
Gold Hill & Rogue River	166	126	-24.1%
Other Areas	109	116	6.4%
COUNTY TOTALS	1978	1576	-20.3%

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.

Northwest Medford was split from West Medford in January 2009, therefore has limited sales history.

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.

EXISTING HOME SALES: DISTRESSED - January 1, 2011 through March 31, 2011									
AREA	ACTIVITY		DAYS ON MKT		PRICING				
	Jan 1 - Mar 31		Jan 1 - Mar 31		Jan 1 - Mar 31			Mar 2010 vs Mar 2011	
	# Sold 2010	# Sold 2011	Average 2010	Average 2011	Median \$ 2010	Median \$ 2011	1-year % Change	Median \$	Median \$
Ashland	7	12	103	140	\$218,900	\$187,875	-14.2%	N/A	\$181,500
Talent	3	5	38	96	N/A	\$134,900	N/A	N/A	N/A
Phoenix	3	9	192	56	N/A	\$157,224	N/A	N/A	\$157,000
Jacksonville	2	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Medford	6	10	62	59	\$168,500	\$111,570	-33.8%	\$190,000	\$108,640
West Medford	24	40	50	71	\$107,550	\$78,125	-27.4%	\$111,100	\$78,125
Southwest Medford	11	13	69	91	\$148,500	\$135,000	-9.1%	\$140,750	\$109,900
East Medford	52	64	94	86	\$164,450	\$132,000	-19.7%	\$160,950	\$135,050
Central Point	30	44	42	68	\$155,500	\$120,250	-22.7%	\$137,450	\$119,950
White City	23	14	73	131	\$129,400	\$102,300	-20.9%	\$143,000	\$87,000
Eagle Point	11	22	84	131	\$178,400	\$124,900	-30.0%	\$189,000	\$145,900
Shady Cove / Trail	7	5	165	50	\$128,000	\$100,000	-21.9%	N/A	N/A
Gold Hill & Rogue River	8	8	174	75	\$122,750	\$106,500	-13.2%	\$130,500	\$106,463
COUNTY TOTALS	187	248	81	87	\$145,000	\$120,000	-17.2%	\$144,250	\$119,950

EXISTING HOME SALES: REO/SHORT SALE COMPARISONS - January 1, 2011 through March 31, 2011															
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	34	73.9%	12	26.1%	0	0.0%	46	191	140	N/A	178	\$288,500	\$187,875	N/A	\$264,500
Talent	5	50.0%	4	40.0%	1	10.0%	10	170	91	N/A	133	\$180,000	\$110,515	N/A	\$148,600
Phoenix	3	25.0%	7	58.3%	2	16.7%	12	N/A	51	N/A	81	N/A	\$157,000	N/A	\$156,000
Jacksonville	4	66.7%	2	33.3%	0	0.0%	6	77	N/A	N/A	75	\$382,500	N/A	N/A	\$302,000
Northwest Medford	4	28.6%	7	50.0%	3	21.4%	14	88	53	N/A	67	\$139,950	\$114,500	N/A	\$111,570
West Medford	13	24.5%	34	64.2%	6	11.3%	53	89	53	173	75	\$88,500	\$74,000	\$92,000	\$80,000
Southwest Medford	9	40.9%	9	40.9%	4	18.2%	22	78	81	112	86	\$160,500	\$109,900	\$146,600	\$145,000
East Medford	68	51.5%	43	32.6%	21	15.9%	132	117	58	141	102	\$198,750	\$124,900	\$175,000	\$173,283
Central Point	9	17.0%	33	62.3%	11	20.8%	53	134	51	120	80	\$138,000	\$116,200	\$143,000	\$120,500
White City	4	22.2%	11	61.1%	3	16.7%	18	78	85	N/A	119	\$113,500	\$114,900	N/A	\$103,300
Eagle Point	6	21.4%	17	60.7%	5	17.9%	28	51	92	262	114	\$190,000	\$97,900	\$215,000	\$151,500
Shady Cove / Trail	3	37.5%	4	50.0%	1	12.5%	8	N/A	53	N/A	46	N/A	\$101,000	N/A	\$106,000
Gold Hill & Rogue River	6	42.9%	7	50.0%	1	7.1%	14	64	80	N/A	70	\$147,950	\$93,000	N/A	\$135,580
COUNTY TOTALS	168	40.4%	190	45.7%	58	13.9%	416	123	68	147	101	\$182,500	\$112,750	\$149,100	\$140,000

ALL HOMES ON MARKET (including rural) - 03/31/11							
AREA	Normal	Normal %	REO	REO %	Short	Short %	All
Ashland	198	88.4%	11	4.9%	15	6.7%	224
Talent	47	85.5%	1	1.8%	7	12.7%	55
Phoenix	26	68.4%	1	2.6%	11	28.9%	38
Jacksonville	78	84.8%	2	2.2%	12	13.0%	92
Northwest Medford	16	59.3%	2	7.4%	9	33.3%	27
West Medford	42	53.2%	8	10.1%	29	36.7%	79
Southwest Medford	43	54.4%	7	8.9%	29	36.7%	79
East Medford	241	67.9%	28	7.9%	86	24.2%	355
Central Point	100	59.9%	21	12.6%	46	27.5%	167
White City	30	57.7%	4	7.7%	18	34.6%	52
Eagle Point	74	67.3%	7	6.4%	29	26.4%	110
Shady Cove / Trail	42	75.0%	9	16.1%	5	8.9%	56
Gold Hill & Rogue River	107	84.9%	8	6.3%	11	8.7%	126
Other Areas	101	87.1%	5	4.3%	10	8.6%	116
COUNTY TOTALS	1145	72.7%	114	7.2%	317	20.1%	1576

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.