Northwest Real Estate



September 30, 2019

Market Snapshot | Single Family Residential Benton, Linn, Marion, and Polk Counties

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	24	71	1.5	7	29.2%	16	96	\$126,068	\$119,469	\$110,882	92.8%	85
\$150,000 - \$199,999	94	69	2.4	16	17.0%	36	239	\$184,617	\$180,434	\$179,542	99.5%	69
\$200,000 - \$224,999	91	49	2.1	11	12.1%	26	261	\$215,439	\$213,262	\$212,488	99.6%	66
\$225,000 - \$249,999	162	53	2.3	28	17.3%	40	427	\$237,760	\$235,414	\$236,680	100.5%	62
\$250,000 - \$274,999	195	47	2.0	17	8.7%	42	571	\$263,950	\$261,300	\$261,777	100.2%	62
\$275,000 - \$299,999	285	56	3.0	31	10.9%	45	578	\$289,378	\$286,459	\$286,621	100.1%	65
\$300,000 - \$324,999	182	59	2.3	26	14.3%	35	479	\$315,373	\$311,559	\$311,423	100.0%	74
\$325,000 - \$349,999	245	63	3.5	35	14.3%	44	423	\$341,569	\$337,571	\$336,897	99.8%	83
\$350,000 - \$374,999	173	73	3.1	26	15.0%	25	333	\$368,374	\$363,086	\$361,451	99.5%	100
\$375,000 - \$399,999	217	77	3.9	31	14.3%	44	332	\$391,558	\$386,862	\$386,121	99.8%	106
\$400,000 - \$424,999	105	89	3.2	11	10.5%	19	195	\$416,204	\$412,225	\$410,447	99.6%	91
\$425,000 - \$449,999	137	85	4.8	11	8.0%	22	172	\$441,957	\$437,512	\$436,523	99.8%	79
\$450,000 - \$474,999	93	92	5.3	5	5.4%	16	106	\$465,369	\$461,524	\$460,782	99.8%	91
\$475,000 - \$499,999	89	69	5.6	9	10.1%	16	95	\$499,854	\$489,404	\$487,431	99.6%	98
\$500,000 - \$524,999	42	56	4.1	0	0.0%	9	62	\$522,561	\$517,304	\$511,312	98.8%	107
\$525,000 - \$549,999	77	83	7.8	4	5.2%	5	59	\$549,303	\$542,167	\$536,377	98.9%	104
\$550,000 - \$574,999	35	95	4.6	3	8.6%	6	46	\$565,904	\$560,569	\$558,622	99.7%	75
\$575,000 - \$599,999	58	110	6.8	1	1.7%	14	51	\$608,066	\$599,551	\$586,354	97.8%	127
\$600,000 - \$649,999	44	79	4.5	2	4.5%	9	59	\$634,025	\$628,426	\$620,433	98.7%	94
\$650,000 - \$699,999	58	106	8.5	5	8.6%	18	41	\$698,454	\$687,939	\$672,102	97.7%	108
\$700,000 - \$799,999	60	108	10.6	3	5.0%	8	34	\$768,079	\$761,751	\$748,154	98.2%	84
\$800,000 - \$899,999	32	142	8.7	2	6.3%	12	22	\$915,814	\$877,600	\$854,955	97.4%	121
\$900,000 - \$999,999	24	136	16.0	1	4.2%	6	9	\$957,088	\$933,744	\$918,333	98.3%	83
\$1,000,000 - \$1,499,999	37	169	20.2	1	2.7%	11	11	\$1,236,718	\$1,225,354	\$1,140,273	93.1%	189
\$1,500,000 +	22	275	44.0	1	4.5%	8	3	\$3,228,333	\$3,228,333	\$3,175,000	98.3%	36
Market Totals	2581	74	3.3	287	11.1%	532	4704	\$340,183	\$335,982	\$334,483	99.6%	79

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) so

Source: Willamette Valley Multiple Listing Service



September 30, 2019



Market Snapshot | Single Family Residential

Salem

												Salem
Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	4	69	1.2	3	75.0%	2	20	\$147,875	\$138,120	\$122,005	88.3%	59
\$150,000 - \$199,999	28	58	2.6	5	17.9%	10	65	\$181,902	\$178,907	\$178,031	99.5%	63
\$200,000 - \$224,999	42	40	2.8	5	11.9%	12	90	\$212,665	\$211,275	\$212,775	100.7%	66
\$225,000 - \$249,999	57	50	2.2	10	17.5%	14	157	\$238,496	\$235,900	\$237,570	100.7%	57
\$250,000 - \$274,999	78	49	1.8	6	7.7%	20	265	\$264,816	\$261,364	\$261,741	100.1%	63
\$275,000 - \$299,999	117	61	2.9	11	9.4%	21	246	\$290,601	\$286,929	\$286,773	99.9%	62
\$300,000 - \$324,999	81	54	2.6	9	11.1%	14	186	\$316,082	\$312,657	\$312,054	99.8%	68
\$325,000 - \$349,999	78	57	3.1	8	10.3%	15	151	\$341,556	\$337,578	\$337,012	99.8%	75
\$350,000 - \$374,999	52	63	2.5	9	17.3%	8	123	\$367,548	\$361,938	\$361,332	99.8%	85
\$375,000 - \$399,999	77	62	4.1	4	5.2%	17	113	\$392,799	\$386,758	\$385,668	99.7%	107
\$400,000 - \$424,999	38	84	3.9	3	7.9%	9	59	\$415,206	\$411,743	\$411,529	99.9%	67
\$425,000 - \$449,999	59	95	5.8	2	3.4%	10	61	\$447,031	\$439,135	\$436,694	99.4%	91
\$450,000 - \$474,999	28	95	4.3	3	10.7%	6	39	\$463,212	\$460,849	\$459,948	99.8%	119
\$475,000 - \$499,999	26	59	5.0	5	19.2%	4	31	\$499,087	\$489,461	\$488,789	99.9%	107
\$500,000 - \$524,999	12	38	3.8	0	0.0%	2	19	\$520,102	\$512,196	\$511,045	99.8%	100
\$525,000 - \$549,999	27	61	7.4	1	3.7%	1	22	\$551,915	\$541,725	\$535,905	98.9%	132
\$550,000 - \$574,999	15	89	6.0	1	6.7%	4	15	\$574,073	\$566,479	\$562,582	99.3%	77
\$575,000 - \$599,999	19	64	5.4	0	0.0%	3	21	\$622,733	\$608,167	\$586,786	96.5%	132
\$600,000 - \$649,999	19	64	4.8	2	10.5%	2	24	\$630,295	\$625,082	\$617,719	98.8%	81
\$650,000 - \$699,999	17	119	9.3	0	0.0%	6	11	\$679,245	\$678,418	\$664,855	98.0%	91
\$700,000 - \$799,999	33	97	16.5	0	0.0%	1	12	\$757,117	\$752,942	\$741,500	98.5%	69
\$800,000 - \$899,999	9	177	6.8	1	11.1%	1	8	\$894,488	\$860,050	\$852,063	99.1%	100
\$900,000 - \$999,999	11	93	22.0	0	0.0%	2	3	\$949,965	\$949,965	\$935,000	98.4%	72
\$1,000,000 - \$1,499,999	16	135	16.0	0	0.0%	5	6	\$1,236,483	\$1,213,150	\$1,157,167	95.4%	206
\$1,500,000 +	8	125	48.0	1	12.5%	1	1	\$1,795,000	\$1,795,000	\$1,750,000	97.5%	42
Market Totals	951	67	3.3	89	9.4%	190	1748	\$339,193	\$334,718	\$333,492	99.6%	75

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com)

Source: Willamette Valley Multiple Listing Service

NORTHWES



September 30, 2019 Market Snapshot | Single Family Residential Marion and Polk Counties

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	11	67	1.4	5	45.5%	5	48	\$135,373	\$127,258	\$116,588	91.6%	66
\$150,000 - \$199,999	47	71	2.2	11	23.4%	18	127	\$186,941	\$180,781	\$177,986	98.5%	69
\$200,000 - \$224,999	57	48	2.2	8	14.0%	16	153	\$214,566	\$212,689	\$212,929	100.1%	62
\$225,000 - \$249,999	97	48	2.2	25	25.8%	29	260	\$238,953	\$236,469	\$237,275	100.3%	61
\$250,000 - \$274,999	121	51	1.8	14	11.6%	34	411	\$264,875	\$261,784	\$261,963	100.1%	62
\$275,000 - \$299,999	207	57	2.9	23	11.1%	35	434	\$289,678	\$286,735	\$286,876	100.0%	65
\$300,000 - \$324,999	133	60	2.3	14	10.5%	29	351	\$315,799	\$311,678	\$311,608	100.0%	70
\$325,000 - \$349,999	175	65	3.7	19	10.9%	32	287	\$342,384	\$337,842	\$336,966	99.7%	86
\$350,000 - \$374,999	111	71	2.9	16	14.4%	19	229	\$369,578	\$363,349	\$361,397	99.5%	103
\$375,000 - \$399,999	155	80	4.2	14	9.0%	29	220	\$393,734	\$387,785	\$385,929	99.5%	116
\$400,000 - \$424,999	82	102	3.8	8	9.8%	14	130	\$417,648	\$413,778	\$410,528	99.2%	92
\$425,000 - \$449,999	99	91	5.5	7	7.1%	18	108	\$445,365	\$439,402	\$436,928	99.4%	89
\$450,000 - \$474,999	59	100	5.1	5	8.5%	9	69	\$467,045	\$462,985	\$460,415	99.4%	106
\$475,000 - \$499,999	55	66	5.7	7	12.7%	7	58	\$501,245	\$490,588	\$489,339	99.7%	110
\$500,000 - \$524,999	26	48	4.0	0	0.0%	6	39	\$520,707	\$514,417	\$510,134	99.2%	111
\$525,000 - \$549,999	47	81	8.5	2	4.3%	2	33	\$547,828	\$542,277	\$535,358	98.7%	111
\$550,000 - \$574,999	24	87	4.8	2	8.3%	5	30	\$565,363	\$560,533	\$559,292	99.8%	76
\$575,000 - \$599,999	44	85	7.5	0	0.0%	8	35	\$611,660	\$602,606	\$586,464	97.3%	148
\$600,000 - \$649,999	30	68	4.0	2	6.7%	6	45	\$633,262	\$628,002	\$619,670	98.7%	81
\$650,000 - \$699,999	35	113	7.8	2	5.7%	13	27	\$692,259	\$685,641	\$669,089	97.6%	115
\$700,000 - \$799,999	44	113	12.6	2	4.5%	3	21	\$773,105	\$762,859	\$743,476	97.5%	91
\$800,000 - \$899,999	19	181	9.5	1	5.3%	6	12	\$899,992	\$865,783	\$859,625	99.3%	140
\$900,000 - \$999,999	17	140	20.4	1	5.9%	4	5	\$983,979	\$941,959	\$923,000	98.0%	107
\$1,000,000 - \$1,499,999	26	148	19.5	1	3.8%	9	8	\$1,219,237	\$1,203,612	\$1,149,125	95.5%	174
\$1,500,000 +	11	176	33.0	1	9.1%	2	2	\$3,847,500	\$3,847,500	\$3,825,000	99.4%	42
Market Totals	1732	75	3.3	190	11.0%	358	3142	\$342,833	\$338,235	\$336,506	99.5%	80

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) sour

Source: Willamette Valley Multiple Listing Service





September 30, 2019

Market Snapshot | Single Family Residential

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	0	N/A	0.0	0	N/A	1	1	\$137,000	\$132,000	\$133,000	100.8%	13
\$150,000 - \$199,999	2	84	4.0	1	50.0%	1	3	\$197,067	\$189,067	\$185,000	97.8%	113
\$200,000 - \$224,999	2	64	1.3	1	50.0%	1	9	\$213,100	\$211,433	\$211,317	99.9%	51
\$225,000 - \$249,999	9	37	3.6	3	33.3%	1	15	\$243,447	\$241,780	\$242,857	100.4%	51
\$250,000 - \$274,999	11	44	2.0	0	0.0%	4	33	\$263,827	\$260,321	\$261,885	100.6%	45
\$275,000 - \$299,999	23	35	2.6	2	8.7%	1	53	\$288,958	\$286,589	\$287,400	100.3%	57
\$300,000 - \$324,999	9	65	1.1	0	0.0%	4	49	\$316,620	\$313,904	\$312,855	99.7%	57
\$325,000 - \$349,999	24	49	4.0	1	4.2%	3	36	\$340,946	\$336,135	\$336,989	100.3%	63
\$350,000 - \$374,999	10	75	1.9	3	30.0%	2	31	\$367,775	\$362,559	\$361,142	99.6%	70
\$375,000 - \$399,999	14	30	7.0	2	14.3%	2	12	\$390,273	\$388,523	\$385,756	99.3%	58
\$400,000 - \$424,999	13	162	6.5	1	7.7%	0	12	\$433,241	\$424,482	\$407,780	96.1%	64
\$425,000 - \$449,999	10	112	4.6	2	20.0%	1	13	\$441,784	\$438,608	\$437,646	99.8%	99
\$450,000 - \$474,999	9	92	27.0	0	0.0%	1	2	\$480,000	\$472,500	\$465,000	98.4%	55
\$475,000 - \$499,999	2	91	6.0	0	0.0%	0	2	\$492,450	\$492,450	\$491,500	99.8%	36
\$500,000 - \$524,999	2	51	2.4	0	0.0%	0	5	\$517,940	\$521,140	\$509,700	97.8%	51
\$525,000 - \$549,999	5	53	6.0	0	0.0%	0	5	\$539,798	\$550,798	\$536,985	97.5%	58
\$550,000 - \$574,999	1	91	2.0	0	0.0%	0	3	\$566,967	\$566,967	\$553,333	97.6%	57
\$575,000 - \$599,999	5	118	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$600,000 - \$649,999	2	120	3.0	0	0.0%	0	4	\$609,725	\$609,725	\$612,500	100.5%	45
\$650,000 - \$699,999	1	179	6.0	0	0.0%	1	1	\$664,900	\$664,900	\$650,000	97.8%	74
\$700,000 - \$799,999	0	N/A	0.0	0	N/A	0	1	\$799,900	\$799,900	\$797,000	99.6%	91
\$800,000 - \$899,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$900,000 - \$999,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	2	210	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$1,500,000 +	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
Market Totals	156	71	3.2	16	10.3%	23	290	\$337,834	\$334,766	\$333,377	99.6%	60

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Source: Willamette Valley Multiple Listing Service



September 30, 2019 Market Snapshot | Single Family Residential

Central Salem

												Salem
Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	1	33	0.5	0	0.0%	0	11	\$151,636	\$136,627	\$119,318	87.3%	69
\$150,000 - \$199,999	18	67	4.2	0	0.0%	4	26	\$180,967	\$181,017	\$180,438	99.7%	54
\$200,000 - \$224,999	23	43	3.3	4	17.4%	3	42	\$210,592	\$209,698	\$213,097	101.6%	53
\$225,000 - \$249,999	22	45	2.8	3	13.6%	6	47	\$237,390	\$235,194	\$236,335	100.5%	53
\$250,000 - \$274,999	18	40	4.0	0	0.0%	3	27	\$261,902	\$259,202	\$260,598	100.5%	67
\$275,000 - \$299,999	18	50	3.3	2	11.1%	5	33	\$292,924	\$286,964	\$287,338	100.1%	80
\$300,000 - \$324,999	14	45	4.4	0	0.0%	0	19	\$317,021	\$313,232	\$312,274	99.7%	72
\$325,000 - \$349,999	2	46	2.0	0	0.0%	3	6	\$333,117	\$331,467	\$337,400	101.8%	62
\$350,000 - \$374,999	2	53	6.0	0	0.0%	0	2	\$367,450	\$367,450	\$357,450	97.3%	49
\$375,000 - \$399,999	2	135	3.0	0	0.0%	1	4	\$380,750	\$380,750	\$375,000	98.5%	69
\$400,000 - \$424,999	0	N/A	0.0	0	N/A	0	1	\$407,000	\$407,000	\$401,500	98.6%	17
\$425,000 - \$449,999	3	185	18.0	0	0.0%	0	1	\$425,000	\$425,000	\$425,000	100.0%	84
\$450,000 - \$474,999	1	276	6.0	0	0.0%	0	1	\$515,000	\$499,900	\$470,000	94.0%	168
\$475,000 - \$499,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$500,000 - \$524,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$525,000 - \$549,999	0	N/A	0.0	0	N/A	0	1	\$610,000	\$550,000	\$535,000	97.3%	640
\$550,000 - \$574,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$575,000 - \$599,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$600,000 - \$649,999	0	N/A	0.0	0	N/A	0	1	\$619,000	\$619,000	\$605,000	97.7%	38
\$650,000 - \$699,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$700,000 - \$799,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$800,000 - \$899,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$900,000 - \$999,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$1,500,000 +	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
Market Totals	124	55	3.4	9	7.3%	25	222	\$252,113	\$248,820	\$248,599	99.9%	65

NORTHWEST

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September 30, 2019 Market Snapshot | Single Family Residential Suburban E Salem/North

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	1	216	1.2	0	0.0%	1	5	\$143,960	\$143,960	\$115,400	80.2%	52
\$150,000 - \$199,999	1	165	0.9	0	0.0%	1	7	\$181,186	\$179,757	\$181,786	101.1%	55
\$200,000 - \$224,999	6	40	1.8	0	0.0%	3	20	\$213,981	\$214,136	\$212,494	99.2%	91
\$225,000 - \$249,999	9	45	2.7	1	11.1%	3	20	\$240,865	\$239,115	\$240,105	100.4%	51
\$250,000 - \$274,999	15	43	1.3	2	13.3%	4	67	\$267,304	\$263,500	\$263,125	99.9%	70
\$275,000 - \$299,999	29	65	2.3	3	10.3%	6	76	\$289,487	\$287,309	\$287,199	100.0%	61
\$300,000 - \$324,999	17	72	2.8	3	17.6%	4	37	\$317,158	\$313,104	\$312,392	99.8%	75
\$325,000 - \$349,999	14	47	2.2	4	28.6%	1	38	\$339,281	\$338,348	\$337,656	99.8%	73
\$350,000 - \$374,999	2	74	0.4	2	100.0%	0	29	\$364,445	\$362,097	\$363,163	100.3%	81
\$375,000 - \$399,999	4	64	1.3	1	25.0%	1	19	\$383,181	\$381,281	\$383,183	100.5%	110
\$400,000 - \$424,999	0	N/A	0.0	0	N/A	0	2	\$455,000	\$445,000	\$412,500	92.7%	111
\$425,000 - \$449,999	1	73	6.0	0	0.0%	0	1	\$459,000	\$434,500	\$432,000	99.4%	130
\$450,000 - \$474,999	0	N/A	0.0	0	N/A	0	2	\$449,800	\$449,800	\$450,000	100.0%	38
\$475,000 - \$499,999	1	47	6.0	0	0.0%	0	1	\$524,900	\$499,900	\$499,000	99.8%	44
\$500,000 - \$524,999	0	N/A	0.0	0	N/A	0	1	\$524,900	\$524,900	\$515,000	98.1%	64
\$525,000 - \$549,999	3	84	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$550,000 - \$574,999	1	144	6.0	0	0.0%	0	1	\$559,900	\$559,900	\$560,000	100.0%	50
\$575,000 - \$599,999	3	19	9.0	0	0.0%	1	2	\$594,450	\$586,950	\$584,500	99.6%	88
\$600,000 - \$649,999	0	N/A	0.0	0	N/A	0	1	\$596,600	\$596,600	\$600,000	100.6%	42
\$650,000 - \$699,999	1	37	6.0	0	0.0%	0	1	\$660,000	\$660,000	\$660,000	100.0%	48
\$700,000 - \$799,999	2	165	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$800,000 - \$899,999	2	260	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$900,000 - \$999,999	0	N/A	N/A	0	N/A	0	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	1	10	6.0	0	0.0%	0	1	\$1,229,000	\$1,189,000	\$1,151,000	96.8%	347
\$1,500,000 +	1	48	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
Market Totals	114	64	2.1	16	14.0%	25	331	\$305,212	\$302,564	\$301,724	99.7%	73

NORTHWEST KNOWLEDGE

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) sour

Source: Willamette Valley Multiple Listing Service

September 30, 2019

Suburban E Salem/South



\$899, \$900.0 \$999. \$1,000,0 \$1,499 NORTHWEST KNOWLEDGE

Market Snapshot | Single Family Residential

Price Range	of Active Listings	Days on Market (Actives)	of	of Pending Listings	Pending Ratio	Listings Last Six Months	Last Six Months	Original List Price of Sold Homes	Final List Price of Sold Homes	Sale Price of Sold Homes	to List Ratio	Days on Market (Solds)
\$0 - \$149,999	1	3	6.0	3	300.0%	1	1	\$90,000	\$90,000	\$125,000	138.9%	16
\$150,000 - \$199,999	4	57	3.0	2	50.0%	1	8	\$184,213	\$178,713	\$180,913	101.2%	69
\$200,000 - \$224,999	3	41	2.3	1	33.3%	2	8	\$218,688	\$214,950	\$213,813	99.5%	81
\$225,000 - \$249,999	10	62	1.8	1	10.0%	1	33	\$236,097	\$233,045	\$236,939	101.7%	54
\$250,000 - \$274,999	21	48	2.3	2	9.5%	4	54	\$262,596	\$259,550	\$260,663	100.4%	61
\$275,000 - \$299,999	13	64	3.4	1	7.7%	3	23	\$287,154	\$284,128	\$284,709	100.2%	55
\$300,000 - \$324,999	3	65	1.8	1	33.3%	0	10	\$316,570	\$313,550	\$309,280	98.6%	75
\$325,000 - \$349,999	3	53	2.6	2	66.7%	0	7	\$333,100	\$330,957	\$334,286	101.0%	69
\$350,000 - \$374,999	0	N/A	0.0	0	N/A	0	4	\$394,900	\$363,650	\$359,975	99.0%	86
\$375,000 - \$399,999	0	N/A	0.0	0	N/A	1	1	\$445,900	\$385,000	\$385,000	100.0%	78
\$400,000 - \$424,999	0	N/A	0.0	0	N/A	1	1	\$397,400	\$397,400	\$409,000	102.9%	35
\$425,000 - \$449,999	2	61	6.0	0	0.0%	0	2	\$422,000	\$422,000	\$434,500	103.0%	59
\$450,000 - \$474,999	2	138	12.0	0	0.0%	1	1	\$450,000	\$450,000	\$465,000	103.3%	90
\$475,000 - \$499,999	1	35	3.0	0	0.0%	0	2	\$500,000	\$487,450	\$492,450	101.0%	191
\$500,000 - \$524,999	1	24	3.0	0	0.0%	0	2	\$529,000	\$510,000	\$503,750	98.8%	69
\$525,000 - \$549,999	3	79	6.0	0	0.0%	0	3	\$579,967	\$557,800	\$540,000	96.8%	105
\$550,000 - \$574,999	0	N/A	0.0	0	N/A	1	1	\$575,000	\$575,000	\$571,000	99.3%	50
\$575,000 - \$599,999	2	80	2.4	0	0.0%	0	5	\$628,760	\$603,580	\$588,800	97.6%	114
\$600,000 - \$649,999	1	102	2.0	0	0.0%	0	3	\$624,667	\$623,000	\$615,000	98.7%	106
\$650,000 - \$699,999	5	52	15.0	0	0.0%	0	2	\$687,000	\$682,000	\$657,500	96.4%	122
\$700,000 - \$799,999	1	11	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$800,000 - \$899,999	2	69	6.0	0	0.0%	0	2	\$995,000	\$857,250	\$854,750	99.7%	213
\$900,000 - \$999,999	1	105	6.0	0	0.0%	0	1	\$999,900	\$999,900	\$950,000	95.0%	90
\$1,000,000 - \$1,499,999	0	N/A	N/A	0	N/A	2	0	N/A	N/A	N/A	N/A	N/A
\$1,500,000 +	0	N/A	N/A	1	N/A	0	0	N/A	N/A	N/A	N/A	N/A
Market Totals	79	59	2.7	14	17.7%	18	174	\$315,276	\$308,461	\$308,468	100.0%	69

Closings

Original

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com)

Source: Willamette Valley Multiple Listing Service

September 30, 2019



NORTHWEST

Northwest Real Estate

Market Snapshot | Single Family Residential

Southeast Salem

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	1	24	6.0	0	0.0%	0	1	\$142,800	\$142,800	\$142,800	100.0%	31
\$150,000 - \$199,999	4	4	1.8	3	75.0%	3	13	\$179,369	\$171,985	\$171,723	99.8%	72
\$200,000 - \$224,999	7	35	6.0	0	0.0%	1	7	\$221,414	\$215,271	\$212,432	98.7%	64
\$225,000 - \$249,999	6	47	1.1	2	33.3%	3	33	\$238,879	\$235,642	\$237,509	100.8%	65
\$250,000 - \$274,999	11	50	1.1	0	0.0%	4	61	\$262,844	\$259,365	\$261,352	100.8%	55
\$275,000 - \$299,999	17	89	1.9	0	0.0%	2	55	\$291,081	\$287,292	\$287,390	100.0%	55
\$300,000 - \$324,999	20	52	2.1	3	15.0%	7	57	\$315,881	\$312,758	\$312,279	99.8%	68
\$325,000 - \$349,999	23	51	3.4	0	0.0%	0	41	\$342,359	\$337,093	\$335,451	99.5%	75
\$350,000 - \$374,999	21	63	4.3	3	14.3%	0	29	\$363,867	\$358,988	\$358,746	99.9%	75
\$375,000 - \$399,999	29	64	4.8	2	6.9%	6	36	\$394,414	\$388,997	\$385,104	99.0%	79
\$400,000 - \$424,999	19	73	6.0	2	10.5%	2	19	\$420,716	\$413,132	\$411,569	99.6%	68
\$425,000 - \$449,999	30	81	10.0	0	0.0%	6	18	\$447,606	\$442,228	\$440,361	99.6%	130
\$450,000 - \$474,999	10	90	4.3	2	20.0%	3	14	\$464,586	\$460,371	\$458,332	99.6%	136
\$475,000 - \$499,999	13	59	4.9	4	30.8%	3	16	\$491,506	\$488,819	\$487,941	99.8%	94
\$500,000 - \$524,999	5	30	3.3	0	0.0%	2	9	\$520,492	\$514,470	\$511,616	99.4%	105
\$525,000 - \$549,999	5	75	3.3	0	0.0%	0	9	\$544,282	\$539,538	\$538,162	99.7%	143
\$550,000 - \$574,999	3	87	4.5	1	33.3%	1	4	\$557,350	\$552,350	\$563,625	102.0%	66
\$575,000 - \$599,999	7	70	10.5	0	0.0%	0	4	\$629,725	\$612,225	\$578,750	94.5%	154
\$600,000 - \$649,999	10	43	6.7	0	0.0%	2	9	\$632,633	\$627,189	\$622,433	99.2%	70
\$650,000 - \$699,999	6	201	12.0	0	0.0%	1	3	\$659,633	\$659,633	\$655,333	99.3%	52
\$700,000 - \$799,999	6	83	12.0	0	0.0%	1	3	\$723,333	\$723,333	\$721,000	99.7%	49
\$800,000 - \$899,999	1	35	6.0	0	0.0%	0	1	\$850,000	\$850,000	\$850,000	100.0%	31
\$900,000 - \$999,999	3	66	18.0	0	0.0%	0	1	\$949,995	\$949,995	\$925,000	97.4%	67
\$1,000,000 - \$1,499,999	3	59	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$1,500,000 +	2	120	N/A	0	0.0%	1	0	N/A	N/A	N/A	N/A	N/A
Market Totals	262	67	3.5	22	8.4%	48	443	\$354,709	\$350,249	\$349,352	99.7%	75

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) source: w

Source: Willamette Valley Multiple Listing Service



NORTHWEST KNOWLEDGE

September 30, 2019

Market Snapshot | Single Family Residential

South Salem

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	0	N/A	0.0	0	N/A	0	1	\$190,000	\$160,000	\$135,000	84.4%	66
\$150,000 - \$199,999	0	N/A	0.0	0	N/A	0	6	\$195,067	\$186,567	\$174,500	93.5%	51
\$200,000 - \$224,999	0	N/A	0.0	0	N/A	2	4	\$207,225	\$206,000	\$213,125	103.5%	56
\$225,000 - \$249,999	2	59	1.2	3	150.0%	1	10	\$241,180	\$237,680	\$240,480	101.2%	57
\$250,000 - \$274,999	5	26	1.2	0	0.0%	2	26	\$268,873	\$263,523	\$261,690	99.3%	66
\$275,000 - \$299,999	20	60	5.5	3	15.0%	2	22	\$286,727	\$285,186	\$284,423	99.7%	63
\$300,000 - \$324,999	7	61	1.5	1	14.3%	2	28	\$312,591	\$310,113	\$311,018	100.3%	55
\$325,000 - \$349,999	13	69	4.1	1	7.7%	2	19	\$347,937	\$338,837	\$338,800	100.0%	80
\$350,000 - \$374,999	15	52	5.6	0	0.0%	1	16	\$377,678	\$369,484	\$363,472	98.4%	105
\$375,000 - \$399,999	12	52	6.0	1	8.3%	2	12	\$391,658	\$382,690	\$385,273	100.7%	84
\$400,000 - \$424,999	6	105	4.5	0	0.0%	1	8	\$403,100	\$401,850	\$409,750	102.0%	52
\$425,000 - \$449,999	13	135	7.1	1	7.7%	0	11	\$459,064	\$441,700	\$435,855	98.7%	90
\$450,000 - \$474,999	8	114	4.8	1	12.5%	1	10	\$465,950	\$461,850	\$460,115	99.6%	84
\$475,000 - \$499,999	3	75	2.3	0	0.0%	1	8	\$507,988	\$488,588	\$488,465	100.0%	122
\$500,000 - \$524,999	2	60	3.0	0	0.0%	0	4	\$512,475	\$505,475	\$512,500	101.4%	104
\$525,000 - \$549,999	10	41	10.0	0	0.0%	1	6	\$541,650	\$536,483	\$529,167	98.6%	82
\$550,000 - \$574,999	8	68	8.0	0	0.0%	1	6	\$584,650	\$568,998	\$563,038	99.0%	88
\$575,000 - \$599,999	3	64	3.6	0	0.0%	1	5	\$594,380	\$594,380	\$593,400	99.8%	63
\$600,000 - \$649,999	6	99	12.0	2	33.3%	0	3	\$636,667	\$626,000	\$618,000	98.7%	97
\$650,000 - \$699,999	2	137	4.0	0	0.0%	4	3	\$692,933	\$698,267	\$676,667	96.9%	64
\$700,000 - \$799,999	15	78	18.0	0	0.0%	0	5	\$766,800	\$766,980	\$748,900	97.6%	50
\$800,000 - \$899,999	4	225	24.0	1	25.0%	0	1	\$825,000	\$825,000	\$835,000	101.2%	38
\$900,000 - \$999,999	6	100	36.0	0	0.0%	1	1	\$900,000	\$900,000	\$930,000	103.3%	59
\$1,000,000 - \$1,499,999	5	87	15.0	0	0.0%	2	2	\$1,247,500	\$1,197,500	\$1,158,500	96.7%	144
\$1,500,000	2	72	12.0	0	0.0%	0	1	\$1,795,000	\$1,795,000	\$1,750,000	97.5%	42
Market Totals	167	78	4.6	14	8.4%	27	218	\$397,345	\$390,739	\$388,519	99.4%	74

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) source

Source: Willamette Valley Multiple Listing Service

NORTHWEST



September 30, 2019



Northwest Salem

	Number	Average		Number		Expired		Average	Average	Average	Sales	Average
Price Range	of Active Listings	Days on Market (Actives)	Months of Inventory	of Pending Listings	Pending Ratio	Listings Last Six Months	Closings Last Six Months	Original List Price	Final List Price of Sold Homes	Sale Price	to List Ratio	Days on Market (Solds)
\$0 - \$149,999	0	N/A	0.0	0	N/A	0	1	\$146,900	\$146,900	\$147,800	100.6%	50
\$150,000 - \$199,999	1	4	1.2	0	0.0%	1	5	\$174,860	\$175,860	\$176,280	100.2%	100
\$200,000 - \$224,999	3	31	2.0	0	0.0%	1	9	\$209,678	\$208,244	\$211,083	101.4%	58
\$225,000 - \$249,999	8	52	3.4	0	0.0%	0	14	\$241,664	\$239,743	\$237,642	99.1%	62
\$250,000 - \$274,999	8	100	1.6	2	25.0%	3	30	\$266,370	\$263,997	\$262,455	99.4%	58
\$275,000 - \$299,999	20	42	3.2	2	10.0%	3	37	\$294,549	\$288,357	\$287,154	99.6%	60
\$300,000 - \$324,999	20	45	3.4	1	5.0%	1	35	\$317,415	\$313,486	\$312,831	99.8%	66
\$325,000 - \$349,999	23	62	3.5	1	4.3%	9	40	\$342,609	\$338,821	\$337,569	99.6%	78
\$350,000 - \$374,999	12	77	1.7	4	33.3%	7	43	\$365,813	\$360,597	\$361,350	100.2%	90
\$375,000 - \$399,999	30	59	4.4	0	0.0%	6	41	\$396,053	\$389,151	\$388,488	99.8%	141
\$400,000 - \$424,999	13	90	2.8	1	7.7%	5	28	\$413,012	\$411,933	\$412,390	100.1%	71
\$425,000 - \$449,999	10	65	2.1	1	10.0%	4	28	\$444,082	\$438,034	\$435,409	99.4%	68
\$450,000 - \$474,999	7	42	3.8	0	0.0%	1	11	\$457,907	\$459,993	\$462,289	100.5%	142
\$475,000 - \$499,999	8	56	12.0	1	12.5%	0	4	\$504,700	\$492,175	\$488,450	99.2%	106
\$500,000 - \$524,999	4	41	8.0	0	0.0%	0	3	\$521,567	\$511,567	\$510,933	99.9%	110
\$525,000 - \$549,999	6	62	12.0	1	16.7%	0	3	\$547,933	\$539,933	\$538,815	99.8%	57
\$550,000 - \$574,999	3	129	6.0	0	0.0%	1	3	\$579,633	\$579,633	\$558,333	96.3%	88
\$575,000 - \$599,999	4	81	4.8	0	0.0%	1	5	\$650,780	\$631,780	\$585,500	92.7%	218
\$600,000 - \$649,999	2	51	1.7	0	0.0%	0	7	\$633,398	\$627,811	\$617,052	98.3%	89
\$650,000 - \$699,999	3	85	9.0	0	0.0%	1	2	\$690,000	\$682,450	\$671,200	98.4%	184
\$700,000 - \$799,999	9	132	13.5	0	0.0%	0	4	\$770,350	\$757,600	\$747,625	98.7%	107
\$800,000 - \$899,999	0	N/A	0.0	0	N/A	1	4	\$872,725	\$872,725	\$855,500	98.0%	76
\$900,000 - \$999,999	1	116	N/A	0	0.0%	1	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	7	220	14.0	0	0.0%	1	3	\$1,231,633	\$1,231,633	\$1,158,333	94.0%	201
\$1,500,000 +	3	191	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
Market Totals	205	72	3.4	14	6.8%	47	360	\$381,388	\$376,909	\$374,307	99.3%	86

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) Source: Will

Source: Willamette Valley Multiple Listing Service



September 30, 2019 Market Snapshot | Single Family Residential

Benton County

Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	0	N/A	0.0	0	N/A	2	5	\$122,580	\$119,580	\$109,860	91.9%	84
\$150,000 - \$199,999	1	2	0.9	0	0.0%	1	7	\$187,557	\$187,557	\$185,986	99.2%	66
\$200,000 - \$224,999	1	137	0.6	1	100.0%	1	10	\$237,980	\$228,940	\$209,150	91.4%	98
\$225,000 - \$249,999	5	60	1.3	1	20.0%	1	23	\$235,752	\$233,530	\$235,774	101.0%	55
\$250,000 - \$274,999	10	65	2.1	0	0.0%	2	28	\$257,336	\$256,618	\$258,221	100.6%	53
\$275,000 - \$299,999	22	41	4.4	0	0.0%	2	30	\$289,893	\$286,860	\$286,278	99.8%	50
\$300,000 - \$324,999	12	48	1.5	3	25.0%	1	48	\$313,456	\$310,011	\$312,553	100.8%	58
\$325,000 - \$349,999	17	73	1.6	7	41.2%	5	63	\$338,301	\$335,741	\$337,792	100.6%	76
\$350,000 - \$374,999	27	77	2.9	6	22.2%	2	55	\$362,226	\$359,526	\$360,155	100.2%	74
\$375,000 - \$399,999	28	76	3.1	10	35.7%	5	54	\$383,648	\$382,782	\$386,711	101.0%	73
\$400,000 - \$424,999	14	33	2.7	1	7.1%	2	31	\$407,273	\$404,085	\$408,997	101.2%	74
\$425,000 - \$449,999	18	51	2.6	2	11.1%	1	41	\$434,660	\$432,136	\$435,534	100.8%	62
\$450,000 - \$474,999	21	66	4.7	0	0.0%	2	27	\$459,500	\$454,985	\$460,819	101.3%	58
\$475,000 - \$499,999	25	71	5.2	2	8.0%	5	29	\$496,978	\$485,588	\$482,827	99.4%	77
\$500,000 - \$524,999	6	71	2.4	0	0.0%	2	15	\$517,093	\$513,727	\$513,273	99.9%	105
\$525,000 - \$549,999	22	87	5.7	0	0.0%	3	23	\$552,241	\$541,900	\$537,583	99.2%	98
\$550,000 - \$574,999	5	117	2.7	1	20.0%	1	11	\$564,618	\$560,073	\$555,764	99.2%	67
\$575,000 - \$599,999	6	206	2.6	0	0.0%	2	14	\$600,592	\$592,207	\$585,561	98.9%	80
\$600,000 - \$649,999	9	81	6.0	0	0.0%	2	9	\$641,811	\$625,517	\$619,333	99.0%	90
\$650,000 - \$699,999	12	49	6.5	2	16.7%	3	11	\$709,145	\$689,427	\$681,936	98.9%	85
\$700,000 - \$799,999	10	113	5.5	0	0.0%	3	11	\$755,864	\$755,864	\$752,205	99.5%	74
\$800,000 - \$899,999	9	53	6.0	1	11.1%	3	9	\$927,778	\$879,978	\$846,500	96.2%	96
\$900,000 - \$999,999	2	195	3.0	0	0.0%	2	4	\$923,475	\$923,475	\$912,500	98.8%	53
\$1,000,000 - \$1,499,999	4	133	12.0	0	0.0%	2	2	\$1,350,000	\$1,350,000	\$1,125,000	83.3%	317
\$1,500,000 +	7	317	42.0	0	0.0%	4	1	\$1,990,000	\$1,990,000	\$1,875,000	94.2%	25
Market Totals	293	78	3.1	37	12.6%	59	561	\$416,392	\$411,591	\$410,439	99.7%	72

NORTHWEST

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com)

Source: Willamette Valley Multiple Listing Service



September 30, 2019

Market Snapshot | Single Family Residential

Linn	County
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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	13	74	1.8	2	15.4%	9	43	\$116,086	\$110,760	\$104,633	94.5%	107
\$150,000 - \$199,999	46	69	2.6	5	10.9%	17	105	\$181,610	\$179,540	\$180,994	100.8%	68
\$200,000 - \$224,999	33	49	2.0	2	6.1%	9	98	\$214,503	\$212,556	\$212,139	99.8%	68
\$225,000 - \$249,999	60	59	2.5	2	3.3%	10	144	\$235,926	\$233,811	\$235,749	100.8%	66
\$250,000 - \$274,999	64	37	2.9	3	4.7%	6	132	\$262,472	\$260,785	\$261,953	100.4%	62
\$275,000 - \$299,999	56	56	2.9	8	14.3%	8	114	\$288,102	\$285,303	\$285,739	100.2%	70
\$300,000 - \$324,999	37	59	2.8	9	24.3%	5	80	\$314,653	\$311,962	\$309,933	99.3%	102
\$325,000 - \$349,999	53	52	4.4	9	17.0%	7	73	\$341,187	\$338,087	\$335,853	99.3%	78
\$350,000 - \$374,999	35	77	4.3	4	11.4%	4	49	\$369,647	\$365,851	\$363,157	99.3%	113
\$375,000 - \$399,999	34	61	3.5	7	20.6%	10	58	\$390,666	\$387,156	\$386,300	99.8%	102
\$400,000 - \$424,999	9	49	1.6	2	22.2%	3	34	\$418,826	\$413,707	\$411,457	99.5%	103
\$425,000 - \$449,999	20	89	5.2	2	10.0%	3	23	\$438,963	\$438,220	\$436,388	99.6%	58
\$450,000 - \$474,999	13	98	7.8	0	0.0%	5	10	\$469,650	\$469,100	\$463,220	98.7%	76
\$475,000 - \$499,999	9	78	6.8	0	0.0%	4	8	\$500,199	\$494,649	\$490,286	99.1%	86
\$500,000 - \$524,999	10	70	7.5	0	0.0%	1	8	\$541,850	\$538,088	\$513,377	95.4%	91
\$525,000 - \$549,999	8	81	16.0	2	25.0%	0	3	\$543,000	\$543,000	\$538,333	99.1%	62
\$550,000 - \$574,999	6	111	7.2	0	0.0%	0	5	\$571,980	\$561,880	\$560,890	99.8%	85
\$575,000 - \$599,999	8	175	24.0	1	12.5%	4	2	\$597,500	\$597,500	\$590,000	98.7%	89
\$600,000 - \$649,999	5	143	6.0	0	0.0%	1	5	\$626,880	\$637,480	\$629,280	98.7%	216
\$650,000 - \$699,999	11	145	22.0	1	9.1%	2	3	\$715,000	\$703,167	\$663,167	94.3%	136
\$700,000 - \$799,999	6	62	18.0	1	16.7%	2	2	\$782,500	\$782,500	\$775,000	99.0%	61
\$800,000 - \$899,999	4	161	24.0	0	0.0%	3	1	\$998,000	\$998,000	\$875,000	87.7%	119
\$900,000 - \$999,999	5	99	N/A	0	0.0%	0	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	7	270	42.0	0	0.0%	0	1	\$1,150,000	\$1,150,000	\$1,100,000	95.7%	45
\$1,500,000 +	4	474	N/A	0	0.0%	2	0	N/A	N/A	N/A	N/A	N/A
Market Totals	556	71	3.3	60	10.8%	115	1001	\$289,152	\$286,536	\$285,568	99.7%	79

NORTHWEST

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) source: Will

Source: Willamette Valley Multiple Listing Service



September 30, 2019 Market Snapshot | Single Family Residential

Marion County

Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	5	52	2.0	1	20.0%	1	15	\$118,640	\$110,140	\$101,193	91.9%	74
\$150,000 - \$199,999	11	114	1.9	4	36.4%	5	35	\$195,120	\$187,079	\$179,180	95.8%	73
\$200,000 - \$224,999	7	71	1.2	1	14.3%	1	36	\$220,349	\$218,293	\$214,281	98.2%	57
\$225,000 - \$249,999	10	68	1.2	10	100.0%	8	52	\$240,093	\$236,877	\$236,195	99.7%	70
\$250,000 - \$274,999	15	54	1.5	6	40.0%	5	62	\$265,861	\$263,289	\$262,063	99.5%	70
\$275,000 - \$299,999	25	41	2.5	3	12.0%	10	59	\$288,420	\$286,746	\$286,617	100.0%	63
\$300,000 - \$324,999	19	76	1.7	3	15.8%	7	66	\$317,633	\$310,427	\$310,721	100.1%	70
\$325,000 - \$349,999	34	73	3.3	6	17.6%	7	61	\$345,416	\$339,870	\$336,423	99.0%	92
\$350,000 - \$374,999	24	64	3.1	4	16.7%	3	47	\$376,206	\$368,608	\$362,128	98.2%	142
\$375,000 - \$399,999	43	129	4.0	6	14.0%	7	65	\$396,961	\$389,195	\$386,347	99.3%	142
\$400,000 - \$424,999	26	103	3.3	4	15.4%	4	48	\$416,490	\$412,617	\$409,948	99.4%	123
\$425,000 - \$449,999	21	69	4.8	2	9.5%	6	26	\$446,283	\$442,010	\$437,403	99.0%	83
\$450,000 - \$474,999	13	72	3.5	2	15.4%	1	22	\$473,364	\$465,275	\$461,121	99.1%	99
\$475,000 - \$499,999	19	81	6.0	2	10.5%	2	19	\$505,121	\$491,505	\$489,651	99.6%	119
\$500,000 - \$524,999	11	57	7.3	0	0.0%	4	9	\$523,594	\$510,338	\$509,155	99.8%	118
\$525,000 - \$549,999	11	75	16.5	1	9.1%	1	4	\$538,300	\$534,800	\$530,500	99.2%	62
\$550,000 - \$574,999	5	85	3.3	1	20.0%	1	9	\$548,878	\$548,211	\$558,861	101.9%	64
\$575,000 - \$599,999	14	86	7.6	0	0.0%	5	11	\$598,036	\$597,036	\$585,182	98.0%	90
\$600,000 - \$649,999	6	55	4.0	0	0.0%	2	9	\$638,722	\$632,889	\$622,822	98.4%	90
\$650,000 - \$699,999	8	60	4.4	1	12.5%	3	11	\$691,636	\$685,718	\$670,636	97.8%	126
\$700,000 - \$799,999	6	177	7.2	1	16.7%	1	5	\$773,000	\$761,990	\$747,600	98.1%	109
\$800,000 - \$899,999	8	92	24.0	0	0.0%	3	2	\$874,250	\$869,250	\$869,500	100.0%	287
\$900,000 - \$999,999	4	275	12.0	1	25.0%	1	2	\$1,035,000	\$929,950	\$905,000	97.3%	159
\$1,000,000 - \$1,499,999	6	171	36.0	1	16.7%	3	1	\$1,350,000	\$1,350,000	\$1,250,000	92.6%	66
\$1,500,000 +	2	420	N/A	0	0.0%	1	0	N/A	N/A	N/A	N/A	N/A
Market Totals	353	87	3.1	60	17.0%	92	676	\$355,658	\$349,946	\$346,589	99.0%	93

NORTHWEST

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) Source: Wil

Source: Willamette Valley Multiple Listing Service





September 30, 2019

Market Snapshot | Single Family Residential

Polk County

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Price Range	Number of Active Listings	Average Days on Market (Actives)	Months of Inventory	Number of Pending Listings	Pending Ratio	Expired Listings Last Six Months	Closings Last Six Months	Average Original List Price of Sold Homes	Average Final List Price of Sold Homes	Average Sale Price of Sold Homes	Sales to List Ratio	Average Days on Market (Solds)
\$0 - \$149,999	2	97	1.0	1	50.0%	1	12	\$135,316	\$130,158	\$125,433	96.4%	71
\$150,000 - \$199,999	6	48	1.5	1	16.7%	2	24	\$187,396	\$175,637	\$175,246	99.8%	76
\$200,000 - \$224,999	6	71	2.0	1	16.7%	2	18	\$213,233	\$209,178	\$211,803	101.3%	63
\$225,000 - \$249,999	21	40	3.5	2	9.5%	6	36	\$237,422	\$236,147	\$235,226	99.6%	69
\$250,000 - \$274,999	17	58	2.0	2	11.8%	5	51	\$264,662	\$263,088	\$263,048	100.0%	63
\$275,000 - \$299,999	42	68	3.3	7	16.7%	3	76	\$288,167	\$286,197	\$287,047	100.3%	84
\$300,000 - \$324,999	24	65	2.9	2	8.3%	4	50	\$311,520	\$307,509	\$309,897	100.8%	93
\$325,000 - \$349,999	39	86	6.0	4	10.3%	7	39	\$342,173	\$337,270	\$337,621	100.1%	137
\$350,000 - \$374,999	25	91	5.4	0	0.0%	6	28	\$369,365	\$361,592	\$360,737	99.8%	151
\$375,000 - \$399,999	21	81	4.2	2	9.5%	3	30	\$391,649	\$388,304	\$386,071	99.4%	116
\$400,000 - \$424,999	5	82	2.7	0	0.0%	1	11	\$418,790	\$418,081	\$410,694	98.2%	116
\$425,000 - \$449,999	9	94	6.8	1	11.1%	1	8	\$435,499	\$434,249	\$435,999	100.4%	79
\$450,000 - \$474,999	9	161	9.0	0	0.0%	1	6	\$464,467	\$465,300	\$459,333	98.7%	71
\$475,000 - \$499,999	8	50	8.0	0	0.0%	1	6	\$503,050	\$492,883	\$490,467	99.5%	123
\$500,000 - \$524,999	1	49	1.0	0	0.0%	0	6	\$520,600	\$521,967	\$509,083	97.5%	187
\$525,000 - \$549,999	4	266	12.0	0	0.0%	0	2	\$542,000	\$542,000	\$535,000	98.7%	117
\$550,000 - \$574,999	3	76	6.0	0	0.0%	0	3	\$569,667	\$561,333	\$550,091	98.0%	125
\$575,000 - \$599,999	6	117	12.0	0	0.0%	0	3	\$584,100	\$584,100	\$588,909	100.8%	467
\$600,000 - \$649,999	3	85	2.3	0	0.0%	2	8	\$647,788	\$640,400	\$625,563	97.7%	89
\$650,000 - \$699,999	9	141	13.5	1	11.1%	3	4	\$736,600	\$710,475	\$681,250	95.9%	159
\$700,000 - \$799,999	5	145	10.0	1	20.0%	1	3	\$828,300	\$791,633	\$726,667	91.8%	149
\$800,000 - \$899,999	2	553	6.0	0	0.0%	2	2	\$947,750	\$885,250	\$880,000	99.4%	154
\$900,000 - \$999,999	2	134	N/A	0	0.0%	1	0	N/A	N/A	N/A	N/A	N/A
\$1,000,000 - \$1,499,999	2	116	12.0	0	0.0%	1	1	\$985,000	\$1,000,000	\$1,000,000	100.0%	93
\$1,500,000 +	1	97	6.0	0	0.0%	0	1	\$5,900,000	\$5,900,000	\$5,900,000	100.0%	42
Market Totals	272	87	3.8	25	9.2%	53	428	\$340,833	\$336,447	\$335,007	99.6%	98

Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com)

Source: Willamette Valley Multiple Listing Service

September 30, 2019



Market Snapshot | Single Family Residential

NORTHWES Northwest Real Estate Outside 4 County Area Number Number Expired Average Sales Closings Original Sale Days on Pending Listings Last Six Market Pending Last Six Market Range Ratio Listings (Actives) Listings of Sold Homes of Sold Homes of Sold Homes Ratio (Solds) \$0 8 77 3.2 1 12.5% 2 15 \$115,920 \$111.520 \$103.557 92.9% 205 \$149,999 \$150.000 8 102 1.9 3 37.5% 2 25 \$186,648 \$179.508 97.2% 92 \$174,566 \$199.999 \$200,000 -9 3.0 0 0.0% 2 18 70 44 \$220.778 \$216,611 \$210,628 97.2% \$224,999 \$225,000 60 3 25.0% 1 18 81 12 4.0 \$251,606 \$242.383 \$242,840 100.2% \$249,999 \$250,000 19 152 3.7 4 21.1% 4 31 \$263.913 \$262.655 \$261.403 99.5% 73 \$274,999 \$275.000 -8 30 120 3 40 \$298,240 \$291,454 72 4.5 26.7% \$287,327 98.6% \$299.999 \$300,000 2 99.4% 15 135 2.1 13.3% 42 \$319,980 \$314,307 \$312,381 76 4 \$324,999 \$325,000 -72 21 108 2.6 6 28.6% 11 48 \$344,469 \$340,707 \$337,934 99.2% \$349.999 \$350,000 8 13 51 1.8 61.5% 1 44 \$370,465 \$364,439 \$363,732 99.8% 81 \$374,999 \$375,000 -22 93 3.7 4 18.2% 4 36 \$390,575 \$388,383 \$388,399 100.0% 69 \$399.999 \$400,000 -10 82 2.2 4 40.0% 0 27 \$424,033 \$415.018 \$410,442 98.9% 104 \$424,999 \$425,000 -20 63 8.0 7 35.0% 6 15 \$447,700 \$442,033 \$436,520 133 98.8% \$449,999 \$450,000 -9 5 2 74 2.6 55.6% 21 \$473,510 \$464.086 \$461.988 99.5% 113 \$474,999 \$475,000 19 88 4.2 4 21.1% 5 27 \$491.640 \$487.866 \$483.396 99.1% 81

\$499.999 \$500,000 -0 95 10 43 4.0 0.0% 1 15 \$522.623 \$514,590 \$510,493 99.2% \$524,999 \$525,000 57 8.7 3 18.8% 5 11 \$557,882 \$544,263 \$533.311 98.0% 73 16 \$549,999 \$550,000 -8 0 0.0% 2 12 \$577.975 \$569.817 \$562.033 95 113 $4 \cap$ 98.6% \$574,999 \$575,000 15 75 15.0 4 26.7% 2 6 \$612,450 \$595,617 \$586,967 98.5% 149 \$599,999 \$600,000 -77 0 0.0% 3 10 5.0 12 \$622,050 \$611,617 \$613,625 100.3% 148 \$649,999 \$650,000 1 7.7% 2 152 9.8 8 \$680,513 \$667,500 98.1% 101 13 \$716,225 \$699.999 \$700.000 3 15 122 6.0 20.0% 4 15 \$747,347 \$756,040 \$739,093 97.8% 155 \$799.999 \$800,000 9 121 10.8 1 2 5 11.1% \$902,680 \$883,680 \$860,000 97.3% 118 \$899,999 \$900,000 -3 13 150 26.0 1 7.7% 8 \$969,633 \$964,333 \$956,333 99.2% 136 \$999,999 \$1,000,000 3 7 21 201 4 31.5 14.3% \$1,204,250 \$1,204,250 \$1,124,000 93.3% 141 \$1,499,999 \$1,500,000 257 96.0 0 0.0% 5 \$2,995,000 89.7% 287 16 1 \$1,995,000 \$1,790,000 Market Totals Presented by Berkshire Hathaway HomeServices Northwest Real Estate (www.bhhsnw.com) Source: Willamette Valley Multiple Listing Service © 2019 BHH Affiliates, LLC. An independently operated subsidiary of HomeServices of America, Inc., a Berkshire Hathaway affiliate, and a franchisee of BHH Affiliates, LLC. Berkshire Hathaway HomeServices and the Berkshire Hathaway HomeServices of America, Inc.*