



Willamette Valley MLS

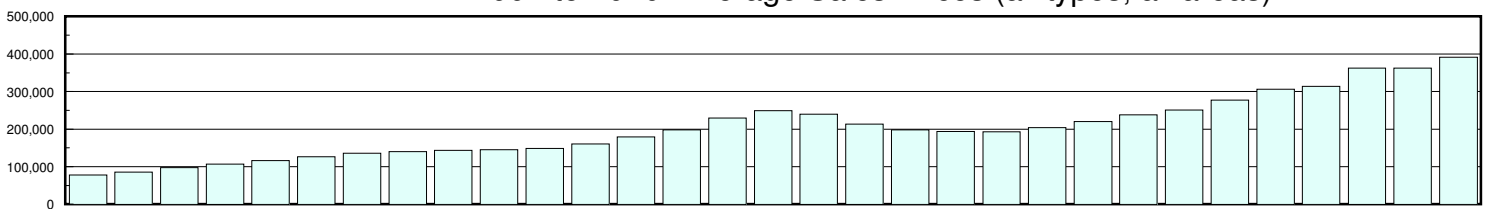
April 2021

Valley Real Estate Review

	2020	2021	% of Change
Active Listings	2,437	1,291	-47.02%
Months of Inventory	2.58	1.32	-48.84%

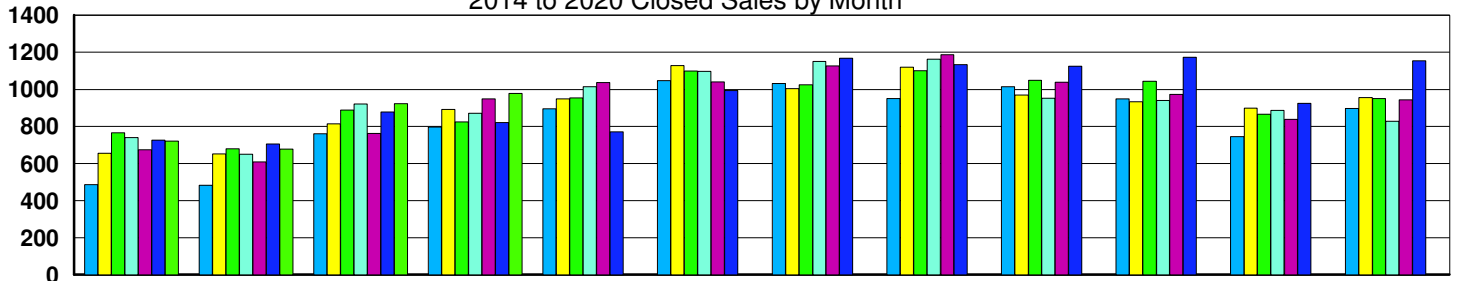
	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017	517	2,347	14,392	11,266	3,137,344,414
2018	560	2,589	15,154	11,231	3,449,545,495
2019	561	2,701	15,543	11,195	3,695,435,915
2020	596	2,989	13,643	11,594	4,209,016,196
2021 year to date	612	3,237	4,576	3,305	1,296,078,885

1991 to 2020 Average Sales Prices (all types, all areas)



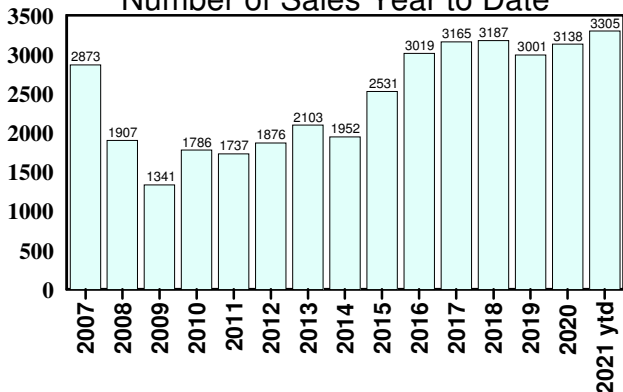
Year	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2020	2021 ytd
Price	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	278,479	307,145	314,677	363,034	363,034	392,157

2014 to 2020 Closed Sales by Month



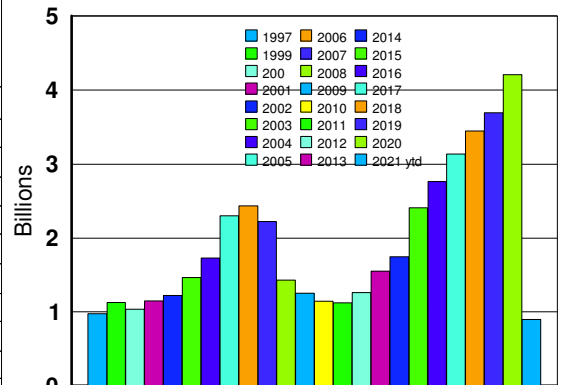
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027	1102	1050	1045	868	952
2018	741	651	923	872	1016	1099	1152	1164	953	942	888	830
2019	676	611	764	950	1038	1042	1128	1188	1040	974	839	945
2020	728	707	880	823	772	996	1170	1135	1126	1174	927	1156
2021	722	680	924	979								

Number of Sales Year to Date

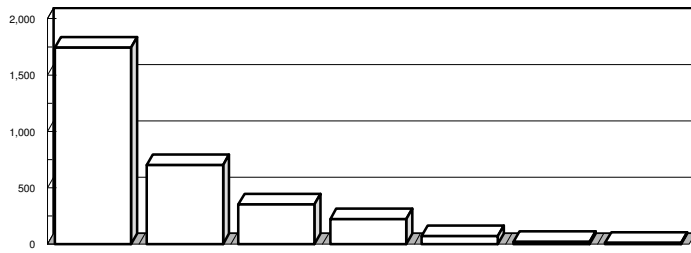


Year	Number of Sales Year to Date	Percent Increase/Decrease From Previous Year
2011		-2.74%
2012		8.00%
2013		12.10%
2014		-7.18%
2015		29.66%
2016		19.28%
2017		4.84%
2018		.70%
2019		5.84%
2020		4.56%
2021		5.32%

Total Annual Dollar Volume

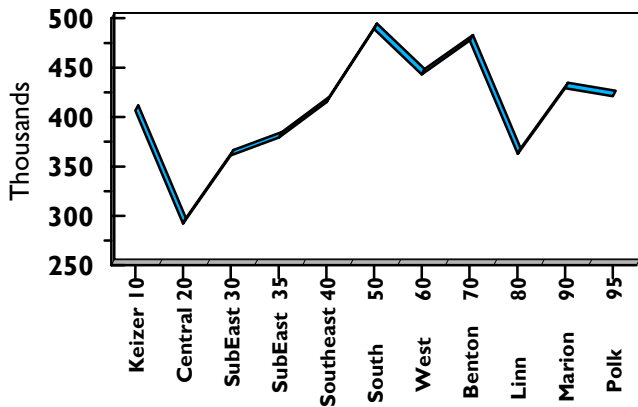


Top Sales Terms 2021 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
1,744	701	353	223	73	20	13

Residential Average Sales Prices by Area Year to Date



% Chg = Percent of change from previous year

Residential Average Sales Prices by Area

AREA	2017	% Chg 16/2017	2018	% Chg 17/2018	2019	% Chg 18/2019	2020	% Chg 19/2020	2021 ytd
Keizer 10	\$276,990	8.16%	\$300,836	8.61%	\$326,521	8.54%	\$353,596	8.29%	\$409,079
Central 20	197,523	17.53%	226,553	14.70%	243,738	7.58%	267,145	9.60%	295,669
SubEast 30	237,487	13.42%	271,126	14.16%	306,112	12.90%	330,865	8.08%	381,051
SubEast 35	255,348	11.34%	285,643	11.86%	307,356	7.60%	339,967	10.61%	377,405
Southeast 40	309,156	8.63%	347,463	12.39%	353,171	1.64%	390,190	10.48%	421,540
South 50	355,927	10.50%	388,438	9.13%	392,446	1.03%	443,888	13.10%	481,965
West 60	317,059	14.23%	342,803	8.12%	366,047	6.78%	393,251	7.43%	454,266
Benton 70	358,992	7.01%	390,805	8.86%	408,145	4.44%	431,991	5.84%	464,593
Linn 80	242,798	14.93%	273,652	12.71%	293,837	7.37%	325,184	10.67%	361,283
Marion 90	293,538	7.99%	333,395	13.58%	354,161	6.23%	398,937	12.64%	429,057
Polk 95	272,446	8.65%	302,417	11.00%	321,707	6.38%	352,988	9.72%	\$415,186
Total Average	\$291,018	10.48%	\$316,626	8.80%	\$335,110	5.84%	\$370,536	10.57%	\$416,557



April 2021

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	29	44	209	22	103	44	61	180	280	173	190
Average Sales Price	\$427,458	\$329,500	\$354,430	\$347,465	\$436,537	\$479,131	\$425,789	\$407,085	\$384,042	\$442,129	\$349,681
Average Square Footage	2,158	1,456	1,825	1,810	1,895	2,145	2,363	1,965	1,948	2,068	1,625
Average Cost per Square Foot	\$200.00	\$229.00	\$197.00	\$197.00	\$235.00	\$223.00	\$180.00	\$212.00	\$201.00	\$217.00	\$217.00
Average Day on the Market	126	72	120	149	166	149	131	198	145	130	139
Currently Active Listings	0	0	2	0	12	4	1	14	9	5	4

New Construction Residential	Sales 2017	Sales 2018	Sales 2019	Sales 2020	Sales 2021 YTD	Currently Active	Currently Pending
Units	651	788	1,092	1,325	391	55	306
Average Price	\$339,993	\$367,985	\$379,063	\$387,833	\$410,775	\$542,318	\$406,267
Average Square Footage	2,013	2,037	1,978	1,960	1,901	2,171	1,865
Average Cost per Square Foot	\$171.00	\$182.00	\$194.00	\$203.00	\$220.00	\$250.00	\$229.00
Average Days on the Market	163	166	153	145	151	58	43

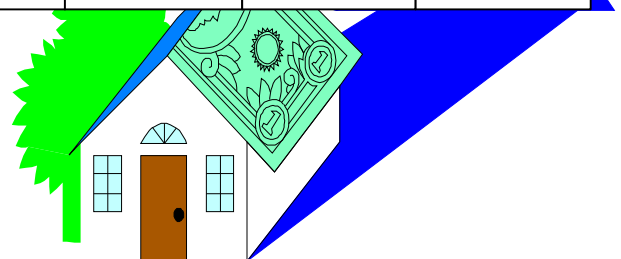


Equal Housing Opportunity

Many factors contribute to fluctuations in data.

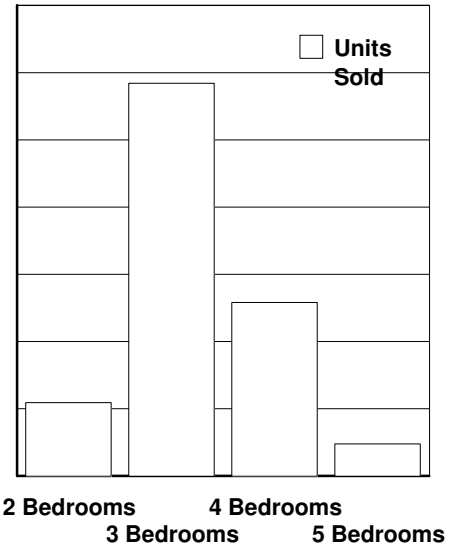
Users should analyze over an extended period to ascertain market trends.

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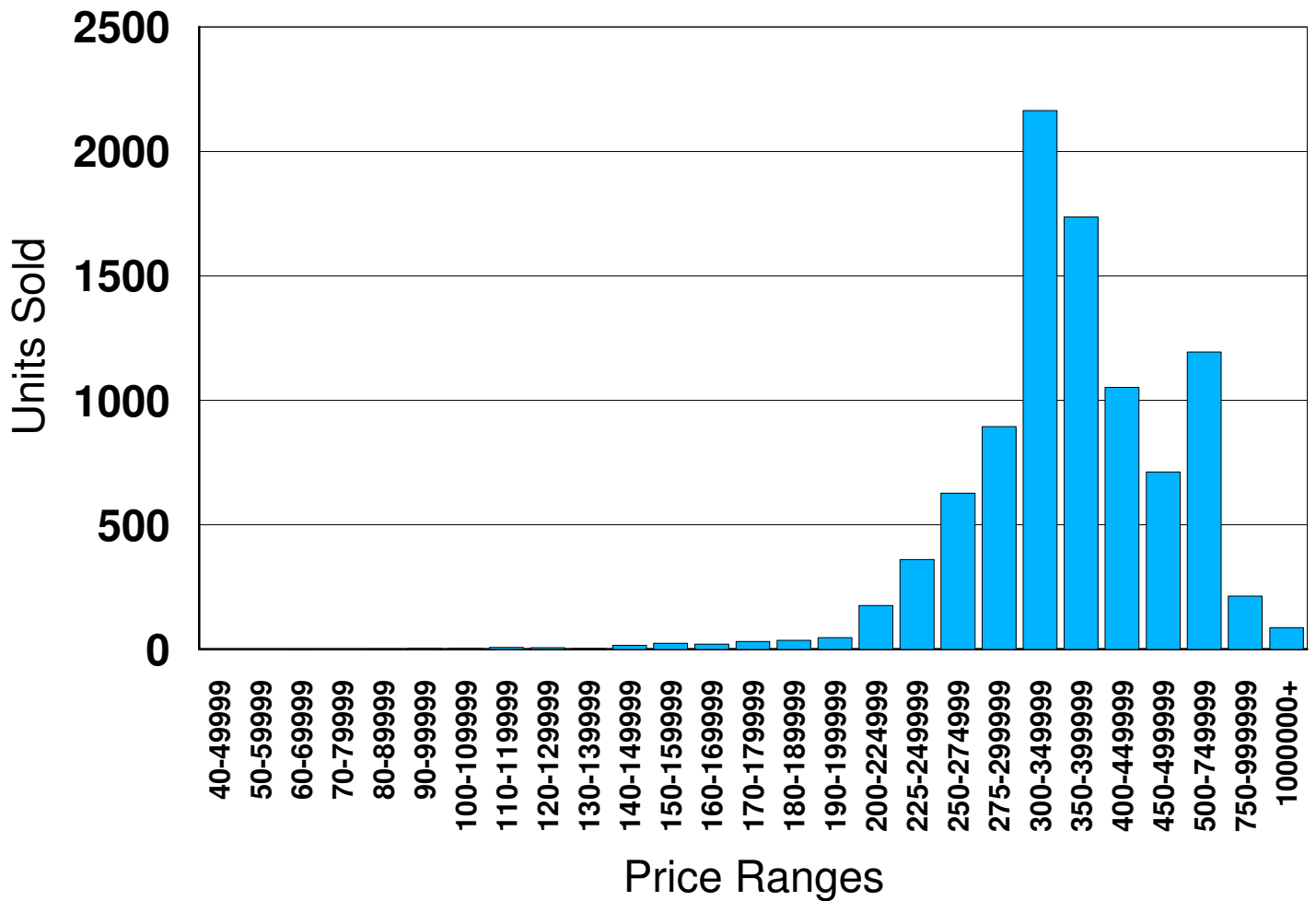


Residential Sales by Number of Bedrooms

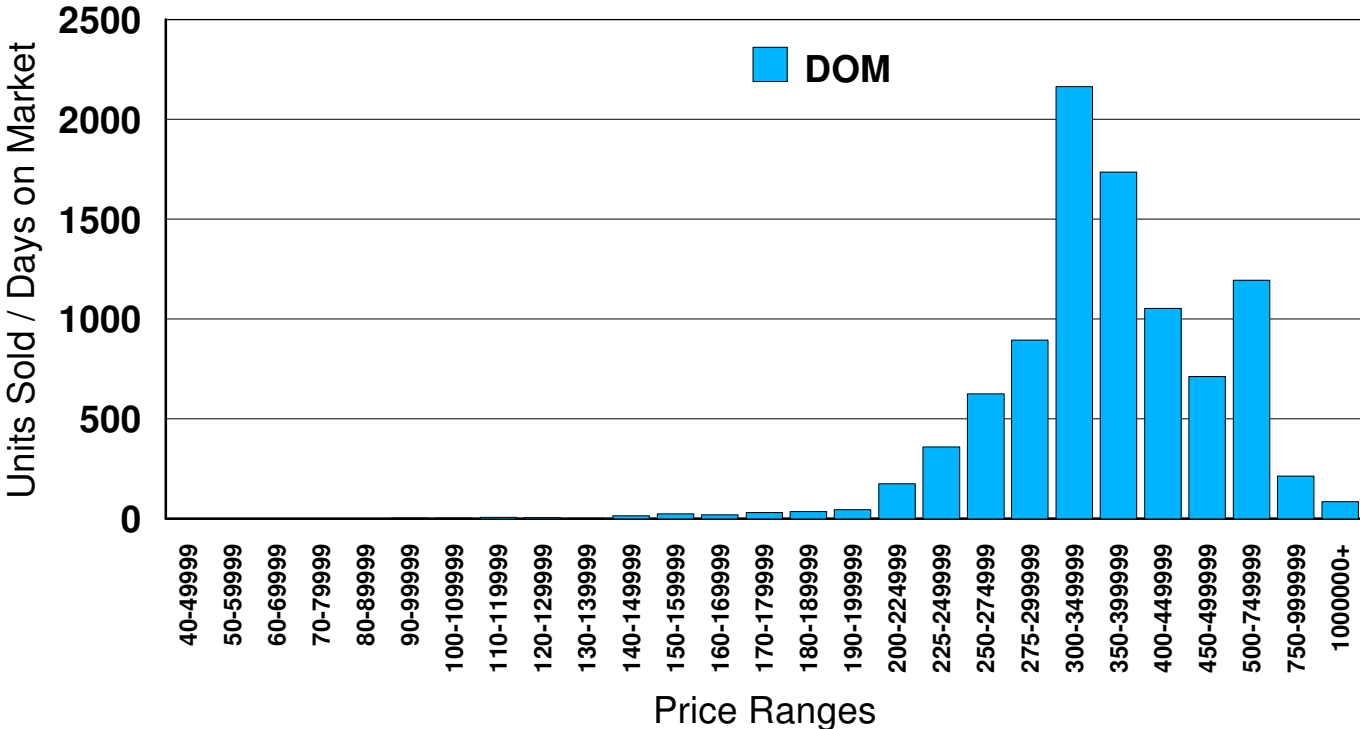
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,099	5,848	2,584	484
Average Sales Price	\$273,782	\$361,969	\$455,720	\$537,814
Average Square Footage	1,154	1,643	2,326	3,004
Average Cost per Square Foot	\$245.00	\$225.00	\$198.00	\$179.00
Days on Market	70	76	91	102
Active on the Market	66	198	142	43



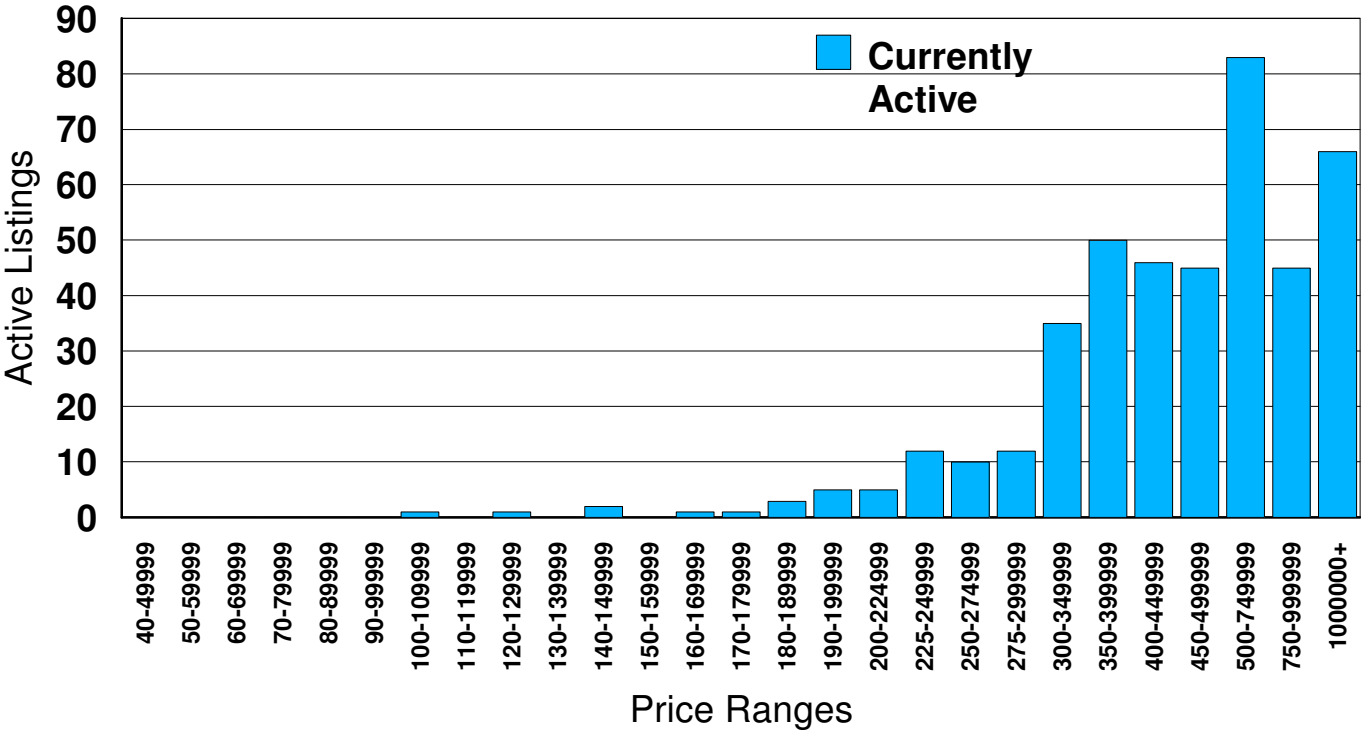
Residential Sold Listings by Price Range 12 Mos



Residential Listings by Price Range - Days on the Market



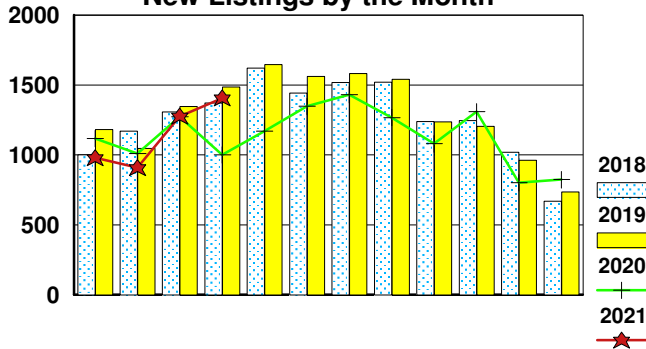
Active Residential by Price Range



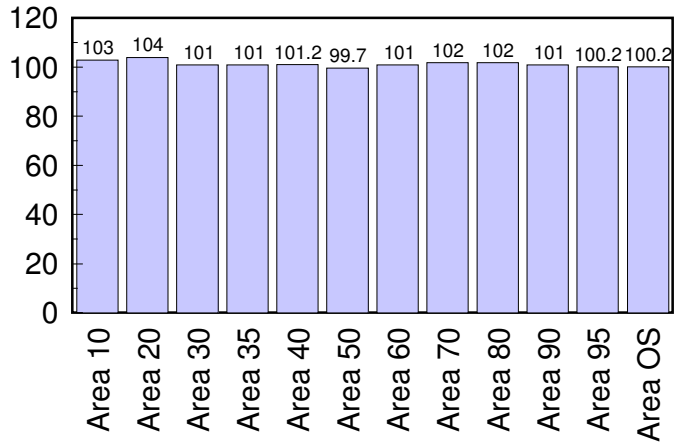
Residential Sold Price Analysis

Area	2019 Units Sold	2019 Dollar Volume	2020 Units Sold	2020 Dollar Volume	2021 Units Sold ytd	Active on the Market	2021 Dollar Volume	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	515	\$168158535	560	\$198,014,129	69	17	\$44,180,547	\$398,551	\$409,079	103.0	53	1,896	\$224.00
20	422	102857672	414	110,710,172	79	17	36,663,016	284,536	295,669	104.0	57	1,440	226.00
30	515	157648051	519	171,719,316	108	11	56,776,698	377,478	381,051	101.0	79	1,732	223.00
35	336	103271814	351	119,328,718	64	5	35,853,555	374,349	377,405	101.0	65	1,668	234.00
40	784	276886729	843	328,930,842	176	41	100,748,225	416,228	421,540	101.2	87	1,905	234.00
50	415	162865420	455	201,969,372	100	23	69,403,046	483,150	481,965	99.7	67	2,225	229.00
60	615	225119452	661	259,937,372	112	22	75,408,188	450,894	454,266	101.0	58	2,321	208.00
70	936	382024266	967	417,735,797	161	53	109,644,177	455,362	464,593	102.0	90	2,053	238.00
80	1678	493059745	1,815	590,210,531	363	86	194,731,758	354,585	361,283	102.0	79	1,661	228.00
90	1114	394536089	1,153	459,975,368	207	53	121,852,401	426,798	429,057	101.0	70	1,829	243.00
95	740	238063707	770	271,800,860	156	35	86,774,037	414,445	415,186	100.2	88	1,832	232.00
OS	923	\$370146801	947	441,307,738	170	59	120,586,818	510,100	510,961	100.2	93	1,994	272.00

New Listings by the Month

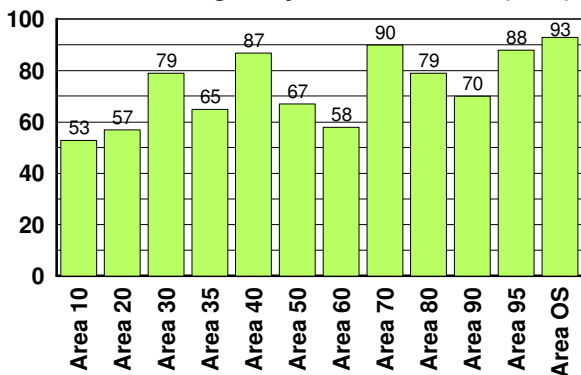


Percent of Sales Price to List Price (YTD)

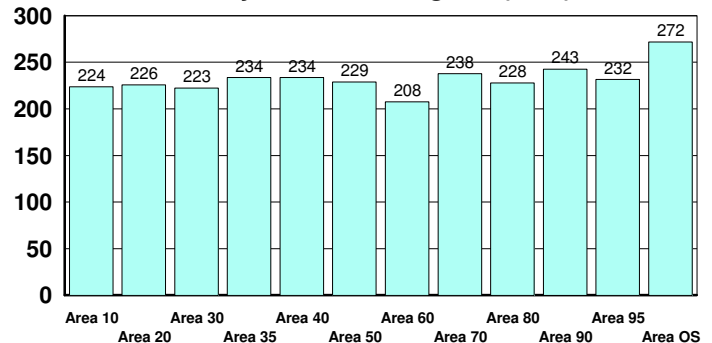


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	1004	1172	1309	1375	1624	1446	1520	1522	1242	1248	1021	671
2019	1185	1050	1349	1488	1649	1564	1584	1543	1240	1208	965	739
2020	1117	1011	1276	1002	1170	1349	1431	1269	1081	1311	801	825
2021	980	910	1277	1409								

Average Days on the Market (YTD)



Average Sales Price Per Square Foot By Area Including Lot (YTD)





Willamette Valley MLS

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The Statistics presented in this update are compiled to 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.

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Your Statistics Team @ WVMLS:

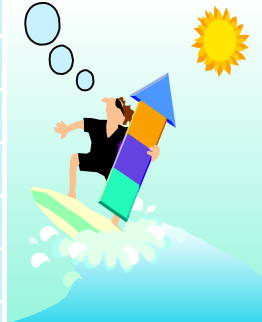
Kristie Will & Ronda Wymore

We welcome your comments and suggestions.

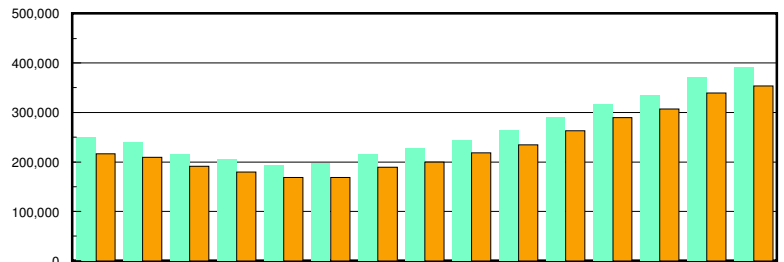


Equal Housing Opportunity

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



2007 to 2021 (YTD) Residential Average/Median Sales Prices



Year	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Average	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	291,018	316,626	335,110	370,536	392,157
Median	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	263,500	289,900	307,839	340,000	354,000

Factoid: The average newly constructed home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,901 square feet and a 2 car garage. The average cost per square foot for a new home is \$220.00 including a 7,178 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

(All types, all areas)	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
April 2021	979	1,409	2,021	\$402,480	100.0%
Full Year 2020	11,594	13,643	4,803	\$363,034	99.56%
April 2020	823	1,002	1,397	\$350,574	99.61%
Full Year 2019	11,195	15,543	4,540	\$330,087	98.62%