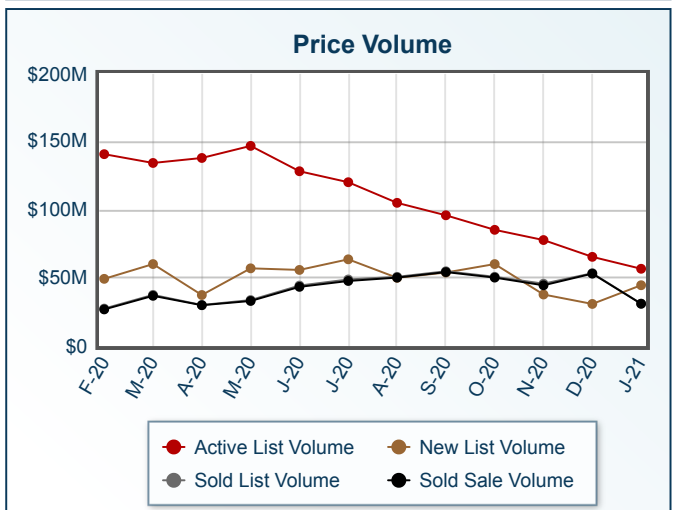
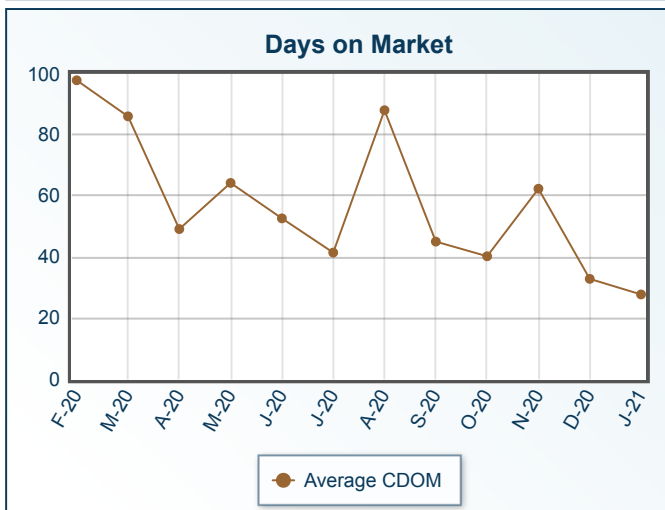
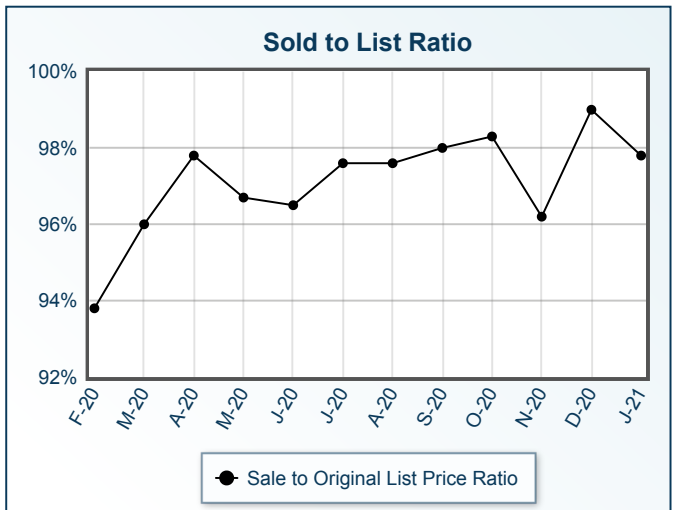
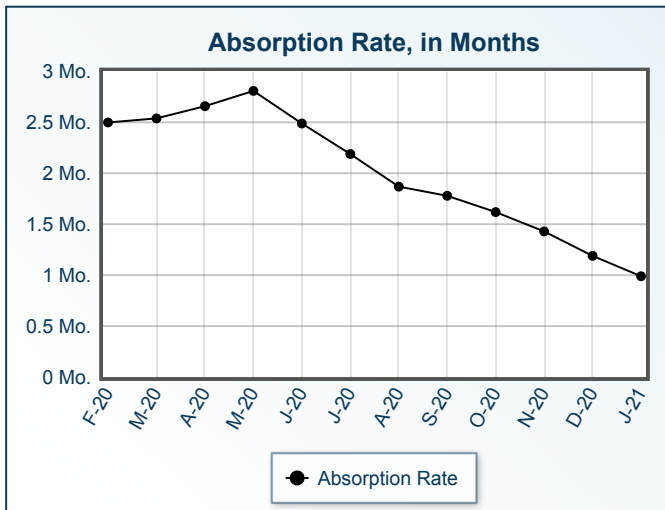
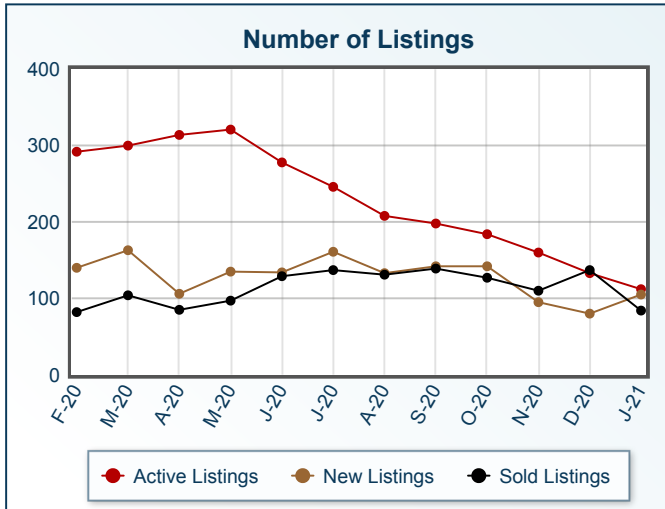


Market Summary

Josephine Co Residential, January 2021



| Summary Statistics | | | | | | |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
| | Jan-21 | Jan-20 | % Chg | 2021 YTD | 2020 YTD | % Chg |
| Absorption Rate | 0.99 | 2.43 | -59.26 | 0.99 | 2.43 | -59.26 |
| Average List Price | \$507,033 | \$503,937 | 0.61 | \$461,120 | \$463,884 | -0.60 |
| Median List Price | \$389,250 | \$387,450 | 0.46 | \$360,000 | \$355,500 | 1.27 |
| Average Sale Price | \$370,084 | \$302,698 | 22.26 | \$370,084 | \$302,698 | 22.26 |
| Median Sale Price | \$349,500 | \$284,750 | 22.74 | \$349,500 | \$284,750 | 22.74 |
| Average CDOM | 27 | 97 | -72.16 | 27 | 97 | -72.16 |
| Median CDOM | 7 | 64 | -89.06 | 7 | 73 | -90.41 |

| | This Month | | | Year to Date | | |
|---------------------|------------|------|-------|--------------|------|-------|
| | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg |
| | 0-99,999 | 4 | 1 | 300.0 | 4 | 1 |
| 100,000-149,999 | 3 | 4 | -25.0 | 3 | 4 | -25.0 |
| 150,000-199,999 | 2 | 10 | -80.0 | 2 | 10 | -80.0 |
| 200,000-249,999 | 8 | 13 | -38.5 | 8 | 13 | -38.5 |
| 250,000-299,999 | 12 | 16 | -25.0 | 12 | 16 | -25.0 |
| 300,000-349,999 | 13 | 13 | 0.0 | 13 | 13 | 0.0 |
| 350,000-399,999 | 13 | 8 | 62.5 | 13 | 8 | 62.5 |
| 400,000-449,999 | 7 | 5 | 40.0 | 7 | 5 | 40.0 |
| 450,000-499,999 | 7 | 3 | 133.3 | 7 | 3 | 133.3 |
| 500,000-549,999 | 3 | 1 | 200.0 | 3 | 1 | 200.0 |
| 550,000-599,999 | 4 | 3 | 33.3 | 4 | 3 | 33.3 |
| 600,000-649,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 650,000-699,999 | 2 | 0 | N/A | 2 | 0 | N/A |
| 700,000-749,999 | 3 | 0 | N/A | 3 | 0 | N/A |
| 750,000-799,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 800,000-849,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 850,000-899,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 900,000-949,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 950,000-999,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 1,000,000-1,099,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,100,000-1,199,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,200,000-1,299,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,300,000-1,399,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,400,000-1,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,500,000-1,599,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,600,000-1,699,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,800,000-1,899,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,250,000-2,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,000,000-3,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,250,000-3,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,500,000-3,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,750,000-3,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Totals | 84 | 78 | 7.7 | 84 | 78 | 7.7 |

| | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|--------|
| | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg |
| | 0-99,999 | 0 | 1 | -100.0 | 0 | 1 |
| 100,000-149,999 | 1 | 2 | -50.0 | 1 | 2 | -50.0 |
| 150,000-199,999 | 5 | 8 | -37.5 | 5 | 8 | -37.5 |
| 200,000-249,999 | 7 | 20 | -65.0 | 7 | 20 | -65.0 |
| 250,000-299,999 | 21 | 17 | 23.5 | 21 | 17 | 23.5 |
| 300,000-349,999 | 30 | 12 | 150.0 | 30 | 12 | 150.0 |
| 350,000-399,999 | 10 | 10 | 0.0 | 10 | 10 | 0.0 |
| 400,000-449,999 | 12 | 5 | 140.0 | 12 | 5 | 140.0 |
| 450,000-499,999 | 9 | 2 | 350.0 | 9 | 2 | 350.0 |
| 500,000-549,999 | 5 | 5 | 0.0 | 5 | 5 | 0.0 |
| 550,000-599,999 | 5 | 2 | 150.0 | 5 | 2 | 150.0 |
| 600,000-649,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 650,000-699,999 | 2 | 1 | 100.0 | 2 | 1 | 100.0 |
| 700,000-749,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 750,000-799,999 | 2 | 0 | N/A | 2 | 0 | N/A |
| 800,000-849,999 | 0 | 2 | -100.0 | 0 | 2 | -100.0 |
| 850,000-899,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 900,000-949,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 950,000-999,999 | 3 | 0 | N/A | 3 | 0 | N/A |
| 1,000,000-1,099,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,100,000-1,199,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 1,200,000-1,299,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,300,000-1,399,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,400,000-1,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,500,000-1,599,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,600,000-1,699,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,800,000-1,899,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,250,000-2,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,000,000-3,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,250,000-3,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,500,000-3,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,750,000-3,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Totals | 116 | 89 | 30.3 | 116 | 89 | 30.3 |

| Active Listings | This Month | | | Year to Date | | | New Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|--------|---------------------|------------|----------|--------|--------------|--------|--------|
| | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg | | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg |
| | 0-99,999 | 0 | 1 | -100.0 | 0 | 4 | | -100.0 | 0-99,999 | 0 | 2 | -100.0 | 0 |
| 100,000-149,999 | 1 | 9 | -88.9 | 2 | 13 | -84.6 | 100,000-149,999 | 0 | 3 | -100.0 | 0 | 3 | -100.0 |
| 150,000-199,999 | 9 | 24 | -62.5 | 15 | 36 | -58.3 | 150,000-199,999 | 6 | 11 | -45.5 | 6 | 11 | -45.5 |
| 200,000-249,999 | 7 | 33 | -78.8 | 13 | 53 | -75.5 | 200,000-249,999 | 7 | 22 | -68.2 | 7 | 22 | -68.2 |
| 250,000-299,999 | 15 | 27 | -44.4 | 32 | 45 | -28.9 | 250,000-299,999 | 19 | 23 | -17.4 | 19 | 23 | -17.4 |
| 300,000-349,999 | 18 | 23 | -21.7 | 47 | 39 | 20.5 | 300,000-349,999 | 21 | 14 | 50.0 | 21 | 14 | 50.0 |
| 350,000-399,999 | 10 | 37 | -73.0 | 21 | 47 | -55.3 | 350,000-399,999 | 14 | 9 | 55.6 | 14 | 9 | 55.6 |
| 400,000-449,999 | 6 | 18 | -66.7 | 21 | 29 | -27.6 | 400,000-449,999 | 11 | 6 | 83.3 | 11 | 6 | 83.3 |
| 450,000-499,999 | 12 | 31 | -61.3 | 19 | 33 | -42.4 | 450,000-499,999 | 9 | 5 | 80.0 | 9 | 5 | 80.0 |
| 500,000-549,999 | 3 | 15 | -80.0 | 6 | 20 | -70.0 | 500,000-549,999 | 1 | 7 | -85.7 | 1 | 7 | -85.7 |
| 550,000-599,999 | 5 | 10 | -50.0 | 10 | 11 | -9.1 | 550,000-599,999 | 6 | 2 | 200.0 | 6 | 2 | 200.0 |
| 600,000-649,999 | 1 | 9 | -88.9 | 3 | 11 | -72.7 | 600,000-649,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 |
| 650,000-699,999 | 2 | 6 | -66.7 | 4 | 6 | -33.3 | 650,000-699,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 700,000-749,999 | 2 | 5 | -60.0 | 3 | 5 | -40.0 | 700,000-749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 750,000-799,999 | 2 | 2 | 0.0 | 3 | 2 | 50.0 | 750,000-799,999 | 2 | 0 | N/A | 2 | 0 | N/A |
| 800,000-849,999 | 3 | 3 | 0.0 | 3 | 4 | -25.0 | 800,000-849,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 850,000-899,999 | 2 | 5 | -60.0 | 4 | 6 | -33.3 | 850,000-899,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 900,000-949,999 | 0 | 2 | -100.0 | 0 | 3 | -100.0 | 900,000-949,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 950,000-999,999 | 5 | 2 | 150.0 | 6 | 4 | 50.0 | 950,000-999,999 | 3 | 1 | 200.0 | 3 | 1 | 200.0 |
| 1,000,000-1,099,999 | 0 | 3 | -100.0 | 0 | 3 | -100.0 | 1,000,000-1,099,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,100,000-1,199,999 | 3 | 3 | 0.0 | 5 | 3 | 66.7 | 1,100,000-1,199,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 1,200,000-1,299,999 | 2 | 3 | -33.3 | 3 | 4 | -25.0 | 1,200,000-1,299,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 1,300,000-1,399,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 1,300,000-1,399,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,400,000-1,499,999 | 1 | 2 | -50.0 | 1 | 2 | -50.0 | 1,400,000-1,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,500,000-1,599,999 | 1 | 2 | -50.0 | 2 | 2 | 0.0 | 1,500,000-1,599,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 1,600,000-1,699,999 | 0 | 3 | -100.0 | 0 | 3 | -100.0 | 1,600,000-1,699,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 1,700,000-1,799,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,800,000-1,899,999 | 2 | 0 | N/A | 2 | 0 | N/A | 1,800,000-1,899,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,250,000-2,499,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 2,250,000-2,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,750,000-2,999,999 | 0 | 1 | -100.0 | 0 | 2 | -100.0 | 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,000,000-3,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 3,000,000-3,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,250,000-3,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 3,250,000-3,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,500,000-3,749,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 3,500,000-3,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,750,000-3,999,999 | 0 | 2 | -100.0 | 0 | 2 | -100.0 | 3,750,000-3,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,250,000-4,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Totals | 112 | 284 | -60.6 | 225 | 395 | -43.0 | Totals | 105 | 108 | -2.8 | 105 | 108 | -2.8 |

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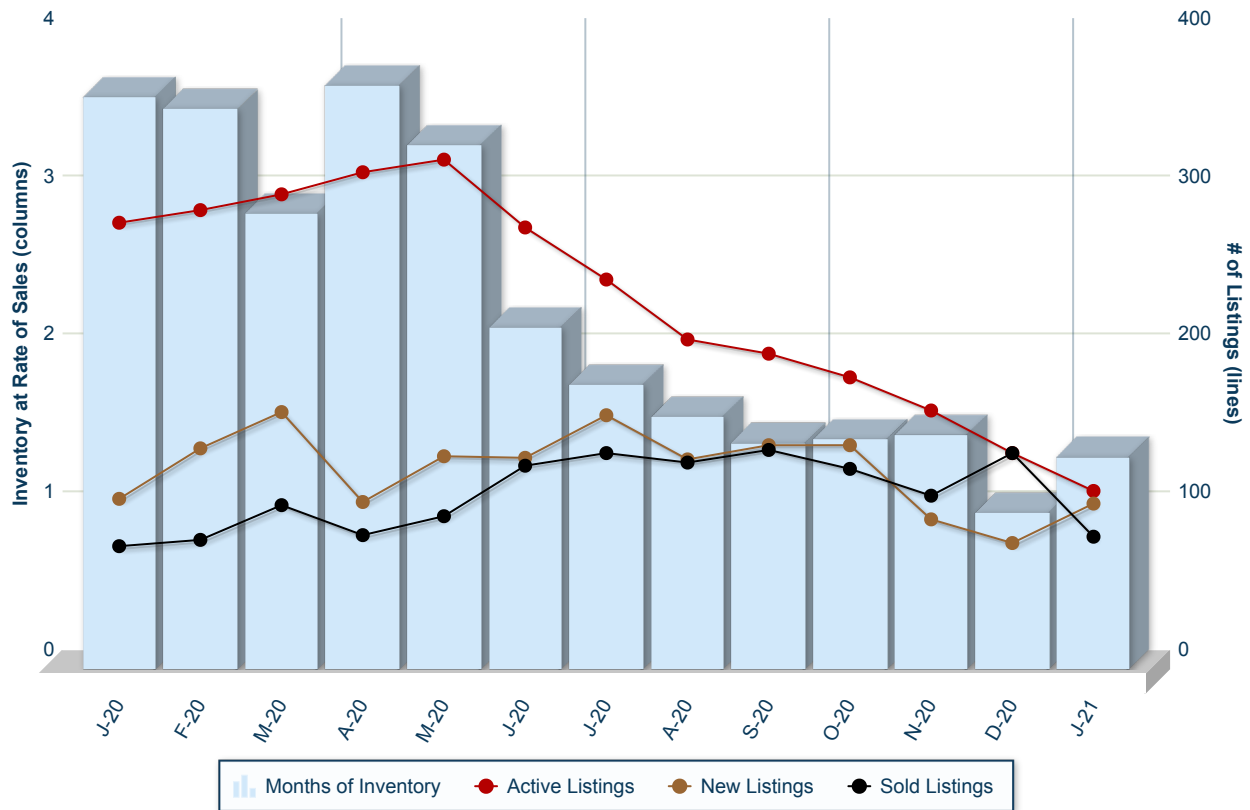
Josephine Co Year Over Year Comparison

Activity between 1/1/2021 and 1/31/2021

| Residential | | | | | | | | | | | | | | | | | | | | | | | | |
|---------------------|--------------|------------|------------|--------------|------------|-----------|-----------------------|------------|------------|-------------|-----------|------------|-------------------|-------------------|------------|--------------------|----------------|------------|-------------------|----------------|------------|-----------------|------------|-----------|
| City | Total Active | | | New Listings | | | Number Under Contract | | | Number Sold | | | Sold Volume | | | Average Sale Price | | | Median Sale Price | | | Percent of List | | |
| | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT | Last Year | This Year | PCT |
| Cave Junction | 34 | 14 | -58 | 12 | 5 | -58 | 6 | 7 | +16 | 9 | 5 | -44 | 2,007,862 | 989,750 | -50 | 223,095 | 197,950 | -11 | 245,000 | 226,000 | - | 97 | 99 | +2 |
| Grants Pass | 309 | 189 | -38 | 88 | 95 | +7 | 77 | 102 | +32 | 57 | 71 | +24 | 17,853,575 | 26,890,122 | +50 | 313,220 | 378,734 | +20 | 295,000 | 355,000 | +20 | 97 | 99 | +2 |
| Kerby | 5 | 3 | -40 | 1 | 0 | - | 2 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Merlin | 11 | 7 | -36 | 1 | 3 | +200 | 3 | 2 | -33 | 0 | 2 | + | 0 | 557,500 | + | 0 | 278,750 | + | 0 | 278,750 | + | 0 | 102 | + |
| O'Brien | 5 | 1 | -80 | 2 | 0 | - | 0 | 0 | 0 | 0 | 3 | + | 0 | 549,000 | + | 0 | 183,000 | + | 0 | 51,000 | + | 0 | 98 | + |
| Selma | 13 | 6 | -53 | 2 | 1 | -50 | 1 | 2 | +100 | 6 | 2 | -66 | 1,959,000 | 1,198,000 | -38 | 326,500 | 599,000 | +83 | 362,000 | 599,000 | +65 | 96 | 114 | +18 |
| Sunny Valley | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Wilderville | 4 | 4 | 0 | 0 | 1 | + | 0 | 2 | + | 1 | 1 | 0 | 495,000 | 630,000 | +27 | 495,000 | 630,000 | +27 | 495,000 | 630,000 | +27 | 97 | 94 | -3 |
| Wolf Creek | 12 | 1 | -91 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 245,000 | 229,900 | -6 | 245,000 | 229,900 | -6 | 245,000 | 229,900 | - | 98 | 100 | +2 |
| Totals | 394 | 225 | -43 | 106 | 105 | -1 | 90 | 116 | +29 | 74 | 85 | +15 | 22,560,437 | 31,044,272 | +38 | 304,871 | 365,227 | +20 | 289,200 | 349,000 | +21 | 98 | 100 | +2 |
| Grand Totals | 394 | 225 | -43 | 106 | 105 | -1 | 90 | 116 | +29 | 74 | 85 | +15 | 22,560,437 | 31,044,272 | +38 | 304,871 | 365,227 | +20 | 289,200 | 349,000 | +21 | 98 | 100 | +2 |

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Josephine Co Inventory January 2020-21



| | Active Listings | New Listings | Sold Listings | Months Inventory |
|------------|-----------------|--------------|---------------|------------------|
| Jan - 2021 | 113 | 105 | 84 | 1.35 |
| Dec - 2020 | 137 | 80 | 137 | 1.00 |
| Nov - 2020 | 164 | 95 | 110 | 1.49 |
| Oct - 2020 | 185 | 142 | 127 | 1.46 |
| Sep - 2020 | 200 | 142 | 139 | 1.44 |
| Aug - 2020 | 209 | 133 | 131 | 1.60 |
| Jul - 2020 | 247 | 161 | 137 | 1.80 |
| Jun - 2020 | 280 | 134 | 129 | 2.17 |
| May - 2020 | 323 | 135 | 97 | 3.33 |
| Apr - 2020 | 315 | 106 | 85 | 3.71 |
| Mar - 2020 | 301 | 163 | 104 | 2.89 |
| Feb - 2020 | 291 | 140 | 82 | 3.55 |
| Jan - 2020 | 283 | 108 | 78 | 3.63 |

Keybox Activity Report



Note: Keybox activity splits approximately 75% Jackson County, 25% Josephine County.

| Keybox Accesses | Jan 20 | Jan 21 | Change |
|-----------------|--------|--------|--------|
| | 7185 | 5155 | -28.3% |

