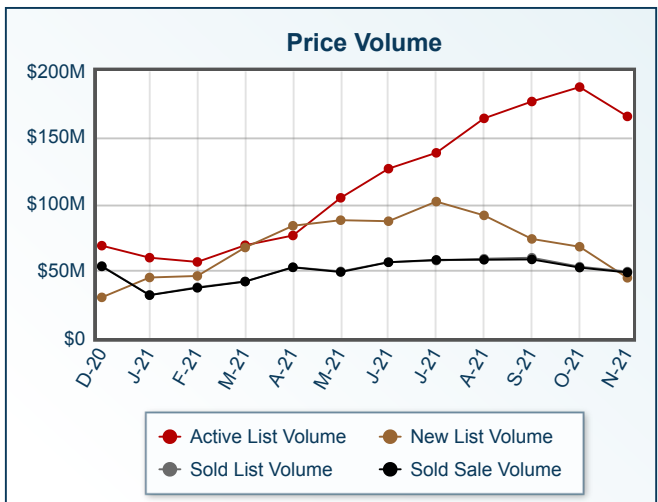
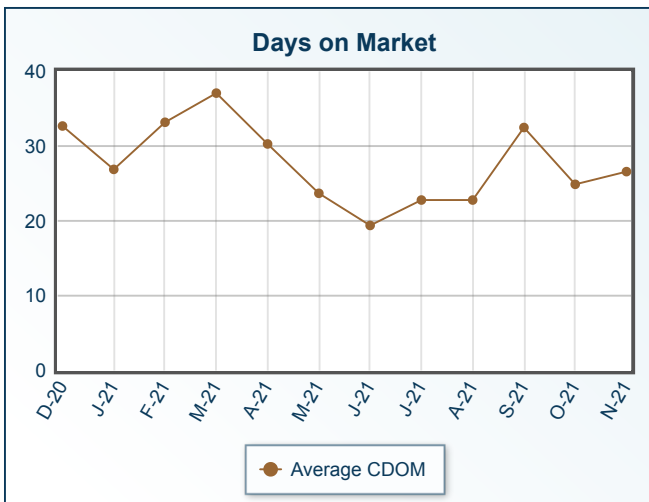
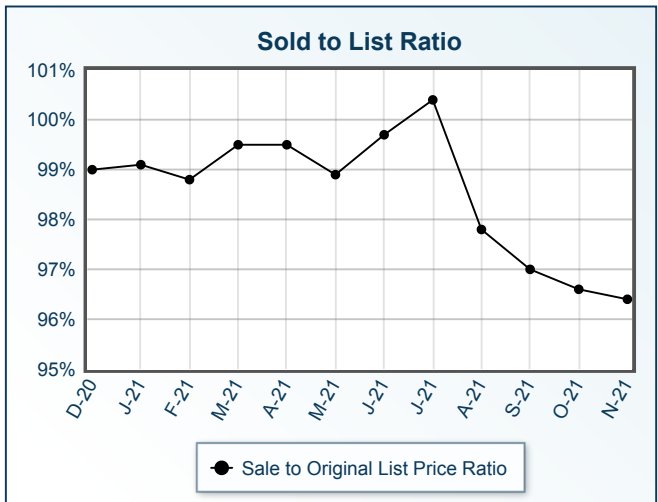
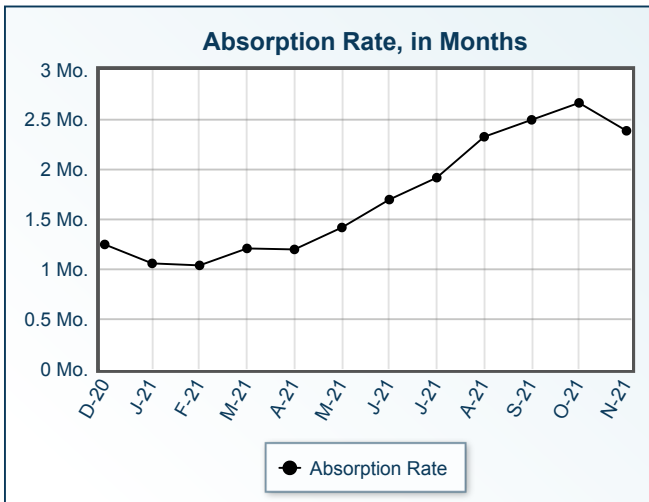
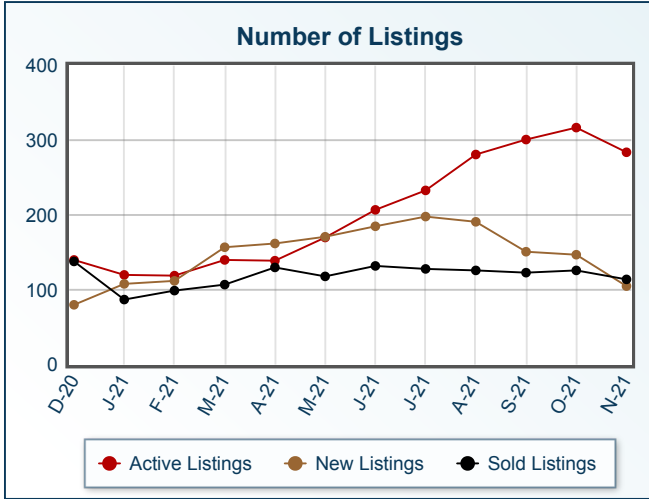


Market Summary

Josephine Co Residential, November 2021



| Summary Statistics | | | | | | |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
| | Nov-21 | Nov-20 | % Chg | 2021 YTD | 2020 YTD | % Chg |
| Absorption Rate | 2.39 | 1.48 | 61.49 | 1.77 | 2.23 | -20.63 |
| Average List Price | \$585,343 | \$489,658 | 19.54 | \$476,408 | \$406,129 | 17.30 |
| Median List Price | \$480,000 | \$384,900 | 24.71 | \$400,000 | \$345,000 | 15.94 |
| Average Sale Price | \$430,825 | \$404,654 | 6.47 | \$425,642 | \$361,925 | 17.60 |
| Median Sale Price | \$402,500 | \$349,900 | 15.03 | \$379,500 | \$324,250 | 17.04 |
| Average CDOM | 26 | 62 | -58.06 | 27 | N/A | N/A |
| Median CDOM | 14 | 14 | 0.00 | 8 | 19 | -57.89 |

| | Sold Listings | | | | | | Pending Listings | | | | | |
|---------------------|---------------|------|--------|--------------|------|--------|------------------|------|--------|--------------|------|--------|
| | This Month | | | Year to Date | | | This Month | | | Year to Date | | |
| | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg | 2021 | 2020 | % Chg |
| 0-99,999 | 0 | 1 | -100.0 | 6 | 10 | -40.0 | 0 | 0 | 0.0 | 2 | 8 | -75.0 |
| 100,000-149,999 | 0 | 1 | -100.0 | 13 | 30 | -56.7 | 0 | 1 | -100.0 | 8 | 29 | -72.4 |
| 150,000-199,999 | 1 | 11 | -90.9 | 35 | 81 | -56.8 | 4 | 5 | -20.0 | 42 | 78 | -46.2 |
| 200,000-249,999 | 5 | 12 | -58.3 | 71 | 160 | -55.6 | 3 | 9 | -66.7 | 68 | 178 | -61.8 |
| 250,000-299,999 | 15 | 17 | -11.8 | 157 | 240 | -34.6 | 14 | 14 | 0.0 | 164 | 252 | -34.9 |
| 300,000-349,999 | 15 | 14 | 7.1 | 199 | 188 | 5.9 | 19 | 24 | -20.8 | 203 | 204 | -0.5 |
| 350,000-399,999 | 20 | 15 | 33.3 | 239 | 150 | 59.3 | 27 | 22 | 22.7 | 240 | 187 | 28.3 |
| 400,000-449,999 | 17 | 11 | 54.5 | 135 | 105 | 28.6 | 16 | 1 | 1500.0 | 138 | 93 | 48.4 |
| 450,000-499,999 | 15 | 7 | 114.3 | 125 | 83 | 50.6 | 14 | 9 | 55.6 | 145 | 107 | 35.5 |
| 500,000-549,999 | 6 | 5 | 20.0 | 67 | 54 | 24.1 | 5 | 8 | -37.5 | 67 | 59 | 13.6 |
| 550,000-599,999 | 8 | 3 | 166.7 | 67 | 38 | 76.3 | 8 | 4 | 100.0 | 83 | 42 | 97.6 |
| 600,000-649,999 | 5 | 5 | 0.0 | 44 | 25 | 76.0 | 1 | 1 | 0.0 | 28 | 20 | 40.0 |
| 650,000-699,999 | 2 | 2 | 0.0 | 24 | 15 | 60.0 | 5 | 3 | 66.7 | 36 | 24 | 50.0 |
| 700,000-749,999 | 0 | 1 | -100.0 | 28 | 10 | 180.0 | 2 | 2 | 0.0 | 17 | 9 | 88.9 |
| 750,000-799,999 | 2 | 0 | N/A | 22 | 6 | 266.7 | 0 | 3 | -100.0 | 26 | 9 | 188.9 |
| 800,000-849,999 | 0 | 1 | -100.0 | 14 | 2 | 600.0 | 2 | 0 | N/A | 11 | 7 | 57.1 |
| 850,000-899,999 | 1 | 2 | -50.0 | 9 | 8 | 12.5 | 0 | 1 | -100.0 | 13 | 10 | 30.0 |
| 900,000-949,999 | 0 | 0 | 0.0 | 5 | 3 | 66.7 | 1 | 0 | N/A | 8 | 2 | 300.0 |
| 950,000-999,999 | 0 | 0 | 0.0 | 9 | 2 | 350.0 | 0 | 0 | 0.0 | 11 | 3 | 266.7 |
| 1,000,000-1,099,999 | 1 | 0 | N/A | 5 | 3 | 66.7 | 0 | 0 | 0.0 | 3 | 2 | 50.0 |
| 1,100,000-1,199,999 | 0 | 0 | 0.0 | 9 | 4 | 125.0 | 1 | 0 | N/A | 10 | 4 | 150.0 |
| 1,200,000-1,299,999 | 0 | 2 | -100.0 | 2 | 3 | -33.3 | 0 | 0 | 0.0 | 4 | 5 | -20.0 |
| 1,300,000-1,399,999 | 0 | 0 | 0.0 | 2 | 0 | N/A | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 1,400,000-1,499,999 | 1 | 0 | N/A | 1 | 0 | N/A | 0 | 0 | 0.0 | 2 | 0 | N/A |
| 1,500,000-1,599,999 | 0 | 0 | 0.0 | 1 | 0 | N/A | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 1,600,000-1,699,999 | 0 | 0 | 0.0 | 0 | 2 | -100.0 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 1 | 0 | N/A | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 1,800,000-1,899,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,250,000-2,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 1 | 0 | N/A | 1 | 0 | N/A |
| 2,750,000-2,999,999 | 0 | 1 | -100.0 | 0 | 2 | -100.0 | 0 | 0 | 0.0 | 0 | 2 | -100.0 |
| 3,000,000-3,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,250,000-3,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,500,000-3,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,750,000-3,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Totals | 114 | 111 | 2.7 | 1290 | 1224 | 5.4 | 123 | 107 | 15.0 | 1334 | 1336 | -0.1 |

| 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 | 0 | 0.0 | 3 | 8 | | -62.5 | 0-99,999 | 1 | 0 | N/A | 3 |
| 100,000-149,999 | 2 | 3 | -33.3 | 10 | 34 | -70.6 | 100,000-149,999 | 0 | 0 | 0.0 | 8 | 24 | -66.7 |
| 150,000-199,999 | 8 | 8 | 0.0 | 57 | 109 | -47.7 | 150,000-199,999 | 3 | 5 | -40.0 | 47 | 84 | -44.0 |
| 200,000-249,999 | 9 | 9 | 0.0 | 79 | 218 | -63.8 | 200,000-249,999 | 2 | 10 | -80.0 | 74 | 187 | -60.4 |
| 250,000-299,999 | 16 | 17 | -5.9 | 194 | 288 | -32.6 | 250,000-299,999 | 9 | 13 | -30.8 | 176 | 266 | -33.8 |
| 300,000-349,999 | 20 | 31 | -35.5 | 244 | 256 | -4.7 | 300,000-349,999 | 14 | 19 | -26.3 | 220 | 230 | -4.3 |
| 350,000-399,999 | 50 | 20 | 150.0 | 315 | 234 | 34.6 | 350,000-399,999 | 25 | 16 | 56.3 | 307 | 195 | 57.4 |
| 400,000-449,999 | 23 | 11 | 109.1 | 180 | 128 | 40.6 | 400,000-449,999 | 17 | 7 | 142.9 | 171 | 105 | 62.9 |
| 450,000-499,999 | 31 | 15 | 106.7 | 198 | 144 | 37.5 | 450,000-499,999 | 15 | 6 | 150.0 | 187 | 116 | 61.2 |
| 500,000-549,999 | 10 | 8 | 25.0 | 87 | 78 | 11.5 | 500,000-549,999 | 3 | 3 | 0.0 | 82 | 65 | 26.2 |
| 550,000-599,999 | 22 | 10 | 120.0 | 112 | 60 | 86.7 | 550,000-599,999 | 6 | 3 | 100.0 | 108 | 51 | 111.8 |
| 600,000-649,999 | 13 | 2 | 550.0 | 52 | 34 | 52.9 | 600,000-649,999 | 3 | 1 | 200.0 | 49 | 25 | 96.0 |
| 650,000-699,999 | 12 | 7 | 71.4 | 60 | 40 | 50.0 | 650,000-699,999 | 1 | 4 | -75.0 | 57 | 35 | 62.9 |
| 700,000-749,999 | 9 | 5 | 80.0 | 29 | 18 | 61.1 | 700,000-749,999 | 2 | 4 | -50.0 | 26 | 13 | 100.0 |
| 750,000-799,999 | 7 | 2 | 250.0 | 43 | 13 | 230.8 | 750,000-799,999 | 0 | 3 | -100.0 | 40 | 11 | 263.6 |
| 800,000-849,999 | 9 | 1 | 800.0 | 22 | 9 | 144.4 | 800,000-849,999 | 1 | 1 | 0.0 | 20 | 5 | 300.0 |
| 850,000-899,999 | 6 | 2 | 200.0 | 25 | 13 | 92.3 | 850,000-899,999 | 1 | 0 | N/A | 23 | 7 | 228.6 |
| 900,000-949,999 | 5 | 2 | 150.0 | 12 | 6 | 100.0 | 900,000-949,999 | 0 | 0 | 0.0 | 11 | 3 | 266.7 |
| 950,000-999,999 | 10 | 2 | 400.0 | 26 | 8 | 225.0 | 950,000-999,999 | 2 | 0 | N/A | 22 | 5 | 340.0 |
| 1,000,000-1,099,999 | 1 | 0 | N/A | 6 | 5 | 20.0 | 1,000,000-1,099,999 | 0 | 0 | 0.0 | 6 | 2 | 200.0 |
| 1,100,000-1,199,999 | 1 | 5 | -80.0 | 13 | 11 | 18.2 | 1,100,000-1,199,999 | 0 | 0 | 0.0 | 8 | 8 | 0.0 |
| 1,200,000-1,299,999 | 6 | 1 | 500.0 | 12 | 10 | 20.0 | 1,200,000-1,299,999 | 0 | 0 | 0.0 | 11 | 7 | 57.1 |
| 1,300,000-1,399,999 | 1 | 0 | N/A | 3 | 2 | 50.0 | 1,300,000-1,399,999 | 0 | 0 | 0.0 | 3 | 1 | 200.0 |
| 1,400,000-1,499,999 | 4 | 1 | 300.0 | 10 | 3 | 233.3 | 1,400,000-1,499,999 | 0 | 0 | 0.0 | 9 | 1 | 800.0 |
| 1,500,000-1,599,999 | 3 | 2 | 50.0 | 8 | 3 | 166.7 | 1,500,000-1,599,999 | 0 | 0 | 0.0 | 7 | 1 | 600.0 |
| 1,600,000-1,699,999 | 2 | 0 | N/A | 4 | 4 | 0.0 | 1,600,000-1,699,999 | 0 | 0 | 0.0 | 4 | 1 | 300.0 |
| 1,700,000-1,799,999 | 1 | 0 | N/A | 3 | 0 | N/A | 1,700,000-1,799,999 | 0 | 0 | 0.0 | 3 | 0 | N/A |
| 1,800,000-1,899,999 | 1 | 2 | -50.0 | 2 | 3 | -33.3 | 1,800,000-1,899,999 | 0 | 0 | 0.0 | 1 | 3 | -66.7 |
| 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 | 1 | 0 | N/A | 2 | 2 | 0.0 | 2,250,000-2,499,999 | 0 | 0 | 0.0 | 2 | 1 | 100.0 |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 1 | 0 | N/A | 2,500,000-2,749,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 3 | -100.0 | 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 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 | 1 | 0 | N/A | 1 | 1 | 0.0 | 3,500,000-3,749,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 3,750,000-3,999,999 | 0 | 0 | 0.0 | 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 | 284 | 166 | 71.1 | 1813 | 1747 | 3.8 | Totals | 105 | 95 | 10.5 | 1687 | 1459 | 15.6 |

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Josephine Co Year Over Year Comparison

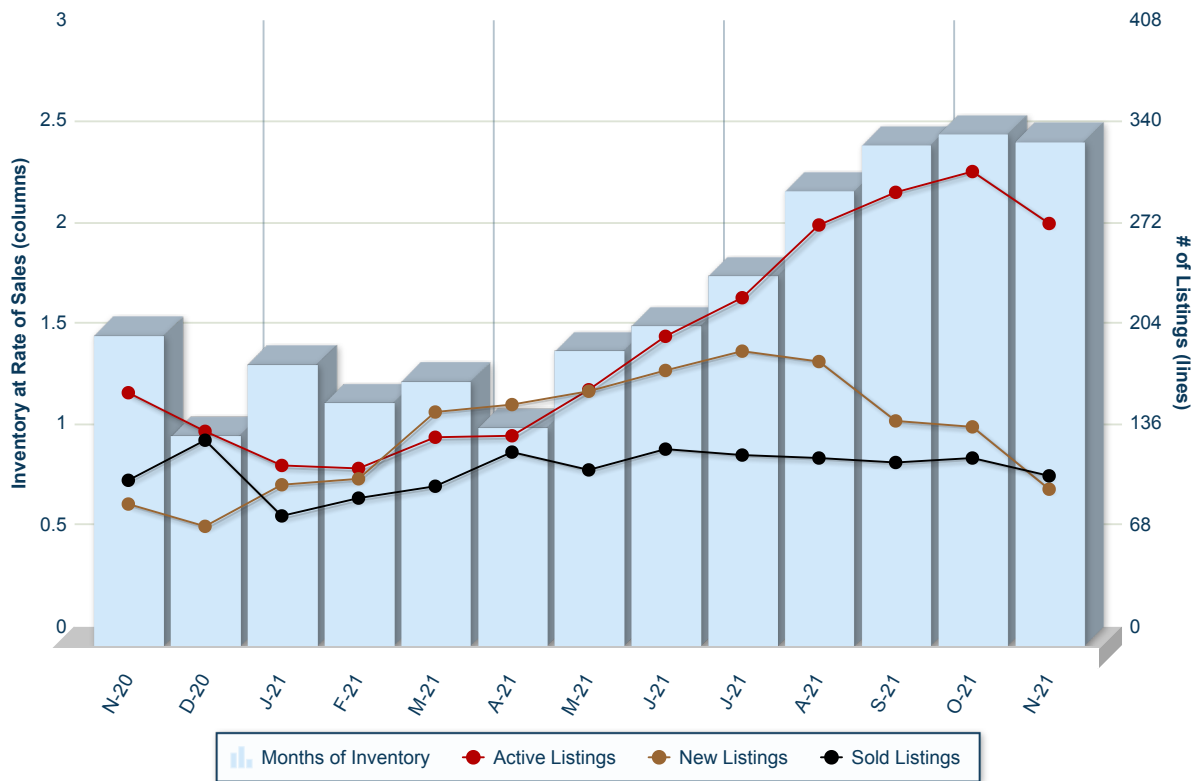
Activity between 11/1/2021 and 11/30/2021

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 | 28 | 56 | +100 | 8 | 12 | +50 | 12 | 4 | -66 | 13 | 3 | -76 | 5,864,155 | 1,260,000 | -78 | 451,088 | 420,000 | -6 | 235,000 | 450,000 | +91 | 100 | 99 | -1 |
| Grants Pass | 220 | 293 | +33 | 78 | 84 | +7 | 86 | 111 | +29 | 84 | 104 | +23 | 32,532,893 | 43,978,710 | +35 | 387,296 | 422,872 | +9 | 362,500 | 389,000 | +7 | 97 | 98 | +1 |
| Kerby | 1 | 4 | +300 | 0 | 1 | + | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Merlin | 5 | 15 | +200 | 2 | 4 | +100 | 1 | 4 | +300 | 1 | 3 | +200 | 600,000 | 1,395,900 | +132 | 600,000 | 465,300 | -22 | 600,000 | 460,000 | - | 92 | 100 | +8 |
| O'Brien | 1 | 6 | +500 | 0 | 2 | + | 0 | 3 | + | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Selma | 8 | 18 | +125 | 3 | 1 | -66 | 2 | 0 | - | 4 | 2 | -50 | 1,410,000 | 1,085,000 | -23 | 352,500 | 542,500 | +53 | 352,500 | 542,500 | +53 | 99 | 93 | -6 |
| Sunny Valley | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Wilderville | 3 | 7 | +133 | 2 | 0 | - | 1 | 0 | - | 1 | 1 | 0 | 595,000 | 428,900 | -27 | 595,000 | 428,900 | -27 | 595,000 | 428,900 | - | 91 | 98 | +7 |
| Wolf Creek | 5 | 7 | +40 | 1 | 2 | +100 | 2 | 1 | -50 | 3 | 0 | - | 487,000 | 0 | - | 162,333 | 0 | - | 179,000 | 0 | - | 94 | 0 | - |
| Totals | 271 | 406 | +50 | 94 | 106 | +13 | 104 | 123 | +18 | 106 | 113 | +7 | 41,489,048 | 48,148,510 | +16 | 391,406 | 426,093 | +9 | 350,950 | 399,000 | +14 | 98 | 99 | +1 |
| Grand Totals | 271 | 406 | +50 | 94 | 106 | +13 | 104 | 123 | +18 | 106 | 113 | +7 | 41,489,048 | 48,148,510 | +16 | 391,406 | 426,093 | +9 | 350,950 | 399,000 | +14 | 98 | 99 | +1 |

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Josephine Co Inventory 11/1/2020 - 11/30/2021



| | Active Listings | New Listings | Sold Listings | Months Inventory |
|------------|-----------------|--------------|---------------|------------------|
| Nov - 2021 | 284 | 105 | 114 | 2.49 |
| Oct - 2021 | 319 | 147 | 126 | 2.53 |
| Sep - 2021 | 305 | 151 | 123 | 2.48 |
| Aug - 2021 | 283 | 191 | 126 | 2.25 |
| Jul - 2021 | 234 | 198 | 128 | 1.83 |
| Jun - 2021 | 208 | 185 | 132 | 1.58 |
| May - 2021 | 172 | 171 | 118 | 1.46 |
| Apr - 2021 | 141 | 162 | 130 | 1.08 |
| Mar - 2021 | 140 | 157 | 107 | 1.31 |
| Feb - 2021 | 119 | 112 | 99 | 1.20 |
| Jan - 2021 | 121 | 108 | 87 | 1.39 |
| Dec - 2020 | 144 | 80 | 138 | 1.04 |
| Nov - 2020 | 170 | 95 | 111 | 1.53 |

Keybox Activity Report



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

| Keybox Accesses | Nov 20 | Nov 21 | Change |
|-----------------|--------|--------|--------|
| | 5442 | 6566 | 20.7% |

