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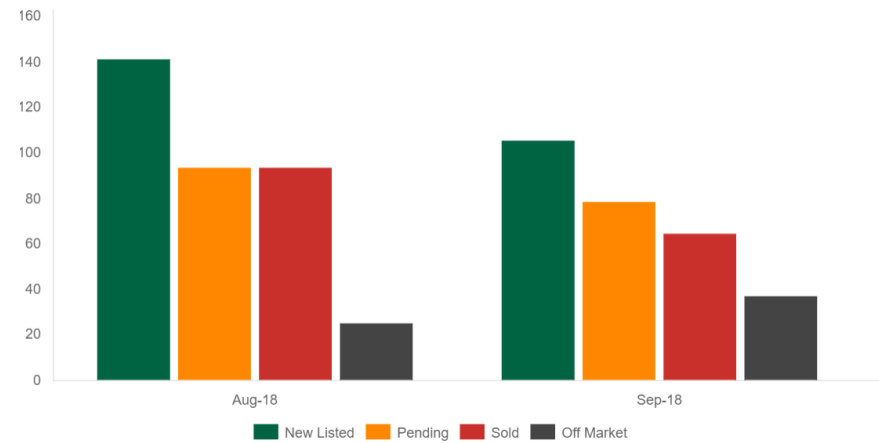
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## September 2018 Housing Market Update

Welcome to the Oregon City September 2018 real estate report. This update provides a snapshot of the real estate market in 97045. I hope that this report will keep you updated with market activity and trends, whether you are thinking of buying, selling, investing, or you are just curious as to what the market is doing in the Oregon City area.

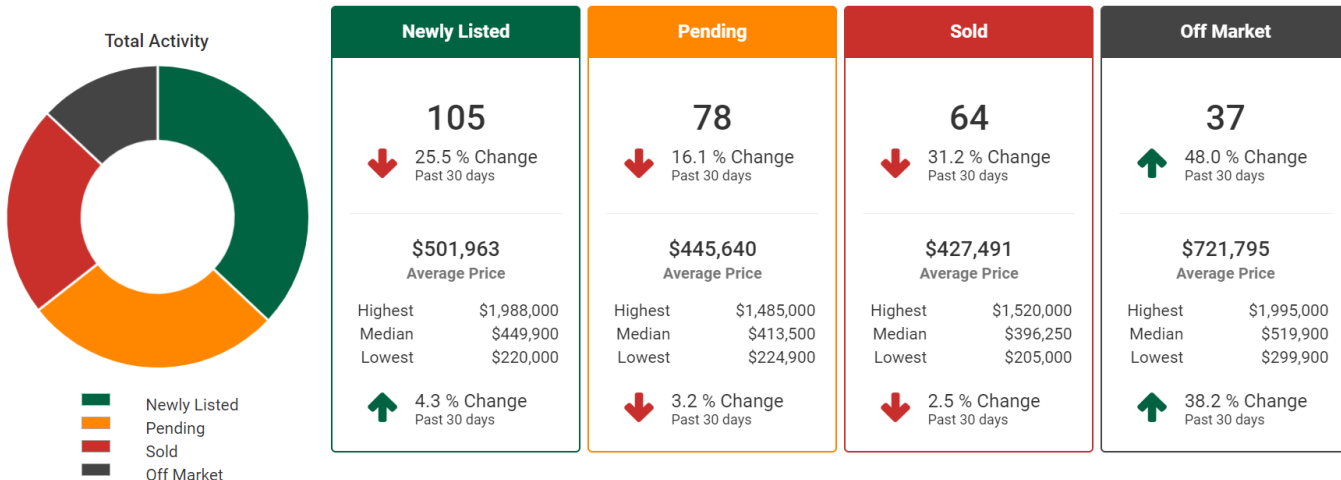
There are many factors that go into determining the fair market value for a home. The fair market value is the price that a ready, willing, and able buyer is willing to pay and a seller is willing to accept, based on historical data. Contact me for a complementary and detailed market analysis specific your house.

### Number of Homes Listed, Pending, Sold and Off Market



### Activity Highlights

These numbers represent the number of homes that have been listed, went pending (accepted an offer), sold, or came off the market month over month. In this case, we are presenting September 2018 vs. August 2018.



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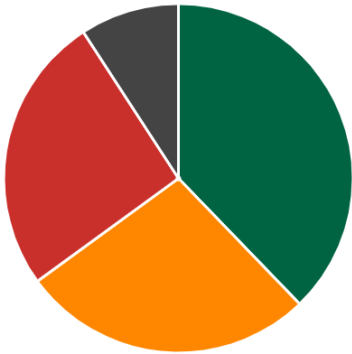
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# September 2018 Housing Market Update

## Six Month Comparison

These numbers represent the number of homes that have been listed, went pending (accepted an offer), sold, or came off the market now versus 6-months ago. In this case, we are presenting Q3 2018 vs. Q2 2018. The six month trend gives a different perspective on how the market is shifting.

Total Activity Last Quarter



Newly Listed	Pending	Sold	Off Market
<b>381</b>	<b>277</b>	<b>269</b>	<b>58</b>
↓ 2.6 % Change From prev quarter	↓ 3.6 % Change From prev quarter	↓ 5.6 % Change From prev quarter	↑ 55.2 % Change From prev quarter
<b>\$493,924</b> Average Price	<b>\$452,974</b> Average Price	<b>\$451,630</b> Average Price	<b>\$677,790</b> Average Price
Highest \$3,500,000 Median \$439,900 Lowest \$150,000	Highest \$1,549,000 Median \$429,500 Lowest \$150,000	Highest \$1,525,000 Median \$430,000 Lowest \$100,000	Highest \$2,500,000 Median \$509,900 Lowest \$288,500
↑ 1.3 % Change From prev quarter	↓ 0.8 % Change From prev quarter	↓ 3.0 % Change From prev quarter	↓ 9.1 % Change From prev quarter

## Current Inventory



**1.3** Months of  
Inventory



Months of inventory indicates the amount of time it would take to sell all the homes on the market at the current rate of sales.

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## September 2018 Housing Market Update

### Terms and Definitions

**Newly listed:** Number of homes listed during that month.

**Pending:** Number of homes where an offer was accepted, but transaction did not close.

**Sold:** Number of homes sold during that month.

**Off Market:** Number of homes taken off the market because the listing expired or was cancelled, but the home did not sell.

**Seller's Market:** With 0 to 3 months of inventory, we are experiencing a seller's market, or a lack of homes for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are three months of inventory or less, sellers have the advantage because homes are selling quickly and could experience multiple-offer situations. Historically, these conditions drive the prices of homes higher.

**Buyer's Market:** With 6+ months of inventory, we are experiencing a buyer's market, or an excess of homes available for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are six months or more of inventory, buyers have the advantage because there is less competition for homes. Historically, these conditions can lead to a softening of prices of homes.

**Neutral Market:** With 3 to 6 months of inventory, we are experiencing a neutral market, or a balance of available homes for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are three to six months of inventory, neither buyers nor sellers have the advantage because there is a balance of homes available for sale and buyers purchasing homes. Historically, these conditions tend to keep prices relatively flat.

*There are many factors that go into determining the fair market value for a home. The fair market value is the price that a ready, willing, and able buyer is willing to pay and a seller is willing to accept, based on historical data. Contact me for a complementary and detailed market analysis specific your house.*

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