

The second quarter of the year is usually one of the busiest for home sales in any market, as was the case for the Central Oregon region in the second quarter of 2019. Home sales volumes are up from the first quarter in all local markets. And, although few local markets are above Q2 2018 sales volume levels—with the notable exception of the Redmond market—home prices continue to increase. Median price for homes sold in the Central Oregon region is up over 5% from this time last year.

Here are some recent economic highlights from the region:

- In **Redmond**, the City's Planning Commission and ECONorthwest recently completed a Housing Grant Project for the Redmond Housing Needs Analysis and Buildable Lands Inventory. According to the analysis, approximately 7,000 housing units are needed over the next 20 years.
- In March, as part of a goal-setting process, the **Bend City Council** approved an aggressive housing approach aimed at increasing "shovel ready land available for housing and employment in alignment with the City's Comprehensive Plan." The new approach aims to permit 3,000 new housing units by June 30, 2021.

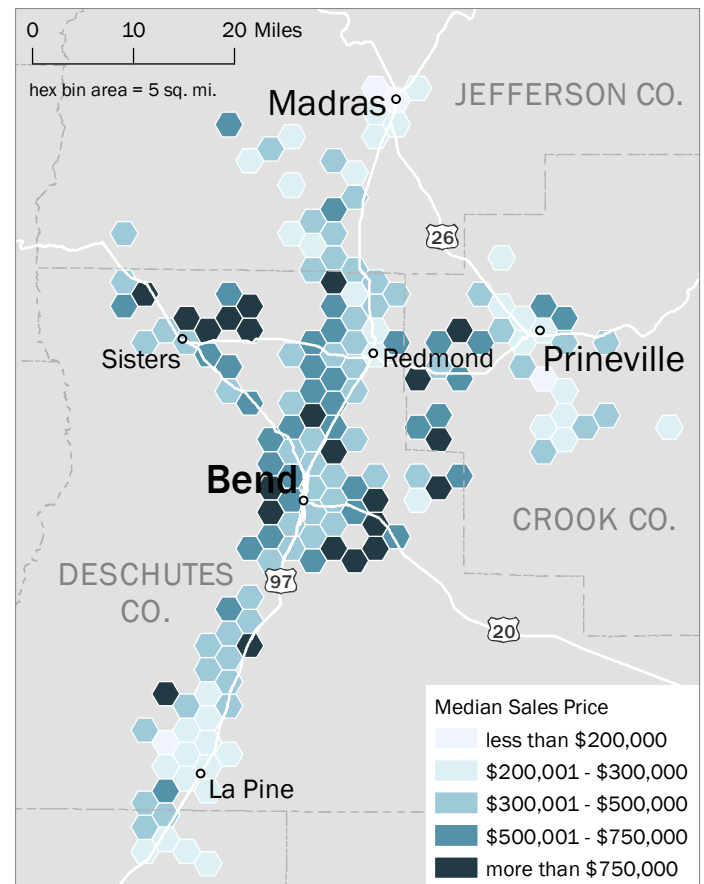
### MEDIAN SALES PRICE AND SALES VOLUME (2019 QUARTER 2)

Submarket	Price	Volume
Bend	\$459,900	872
Crook County	\$275,000	127
Jefferson County	\$240,900	71
La Pine/Three Rivers South	\$279,450	140
Redmond/Terrebonne/ Crooked River Ranch	\$324,977	401
Sisters	\$480,975	70
Sunriver	\$475,000	73

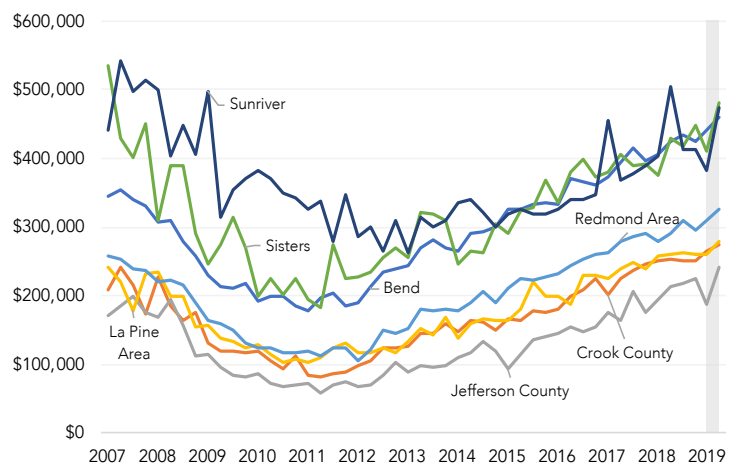
### MEDIAN SALES PRICE AND SALES VOLUME BY SUBMARKET FOR ALL SUBMARKETS (2019 QUARTER 2)

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Units Sold	↑ 57.45%	↑ 0.69%
Median Price	↑ 7.60%	↑ 5.68%

### MEDIAN REGIONAL SALES PRICE (2019 QUARTER 2)



### SUBMARKET COMPARISON—MEDIAN HOME SOLD PRICES (QUARTERLY, 2007–2019)



#### About the data used in this report:

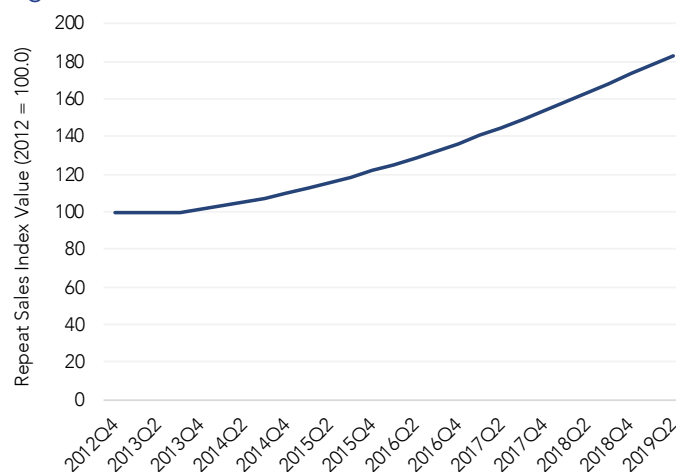
To produce this report, ECONorthwest compiled and organized data from COAR's MLS database. All questions related to data accuracy and verification should be directed to COAR.

Summary cont.

Recent proposals to adjust fees, such as the City's transportation system development charge (SDC) and affordable housing fee, are part of a package to help fund infrastructure to service new housing development.

- On June 4th, the **Bend Park and Recreation District** (BPRD) Board of Directors adopted an updated parks SDC methodology and fee schedule. The ordinance waives SDCs for up to 400 units of affordable housing through 2022 and establishes a system by which SDCs on multifamily units will be based on dwelling size. The new ordinance goes into effect the summer of 2020.
- Oregon State Parks is in the process of revising the master plan for the Cove Palisades State Park. **Jefferson County** and State Parks officials have met to discuss the County's desire to include in the plan a hotel and conference center on the canyon's eastern rim. The County is also interested in forming an urban renewal district, which would encompass nearly 27,000 acres from the rim of the canyon north, south, and east to Highway 361 in certain areas.
- **Crook County** recently unveiled its new \$18.5m jail facility, which will start serving inmates later this summer. The new jail provides much needed relief to the County's current 20-bed facility, which has been at capacity for some time. To temporarily accommodate the need for additional space, the County has rented jail beds through an arrangement with Jefferson County for the past 18 years.
- Work has begun on ODOT's US97 Wickiup Junction Refinement Plan near **La Pine**. The project will include ongoing settlement analysis of the bridge structure and design of intersection improvements at Rosland and Burgess intersections, including illumination and striping improvements.

Figure 1



## Price Index—2019 Quarter 2

The price index is calculated using home sales data from 2007 up to the previous quarter (Q1 2019). Repeat home sales are identified by matching sales based on addresses. Once homes that have been sold more than once are identified, the duration between the sales and the change in sale price are measured.

We have applied filters to the dataset to account for outliers and other transactions not representative of normal market conditions. For example, repeat home sale transactions that occur within one calendar year are omitted, as are transactions where the average annual price appreciation is greater than 70%. These transactions are removed from the dataset because it is likely that these homes have been “flipped” or have been substantially renovated and therefore are not representative of regional housing trends in the aggregate.

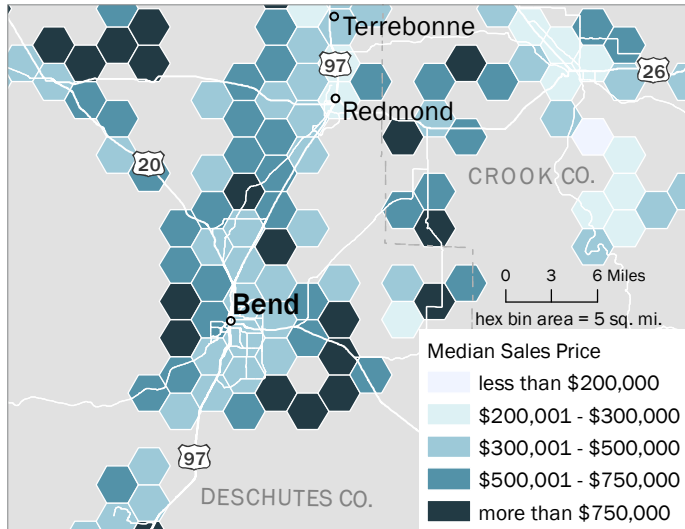
The repeat sale price index is calculated on a quarterly basis starting in the fourth quarter of 2012. We have chosen 2012 as the beginning of the price index as this period represents the beginning of a more regular housing cycle coming off the heels of the Great Recession. Starting in the fourth quarter of 2012, the median sale price over the previous four quarters is calculated and used as the anchor price (100). For each following quarter, the median price appreciation for homes sold within the last four quarters is calculated, and this price appreciation is applied to the index.

In the second quarter of 2019, the repeat sale price index had a value of 183. This means that the median home sale price in the Central Oregon market is 83% higher than the median home sale price in the fourth quarter of 2012.

# Bend—2019 Quarter 2

The Bend housing market saw strong gains in the second quarter of 2019. In this usually busy quarter, home sales are up almost 70% from the first quarter of the year. They are almost on par with home sales volume for the same quarter last year. Home sale prices in Bend continue to inch higher. Sales prices are up over 8% over the past year.

## MEDIAN SALES PRICE



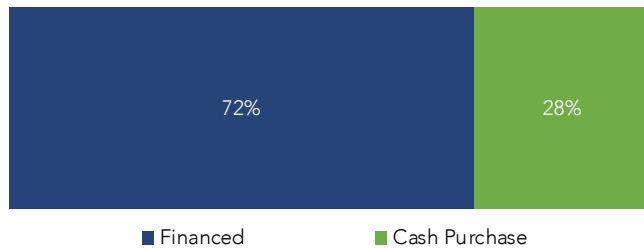
## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$450,000	\$472,935	-0.82%

## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
168	19.27%

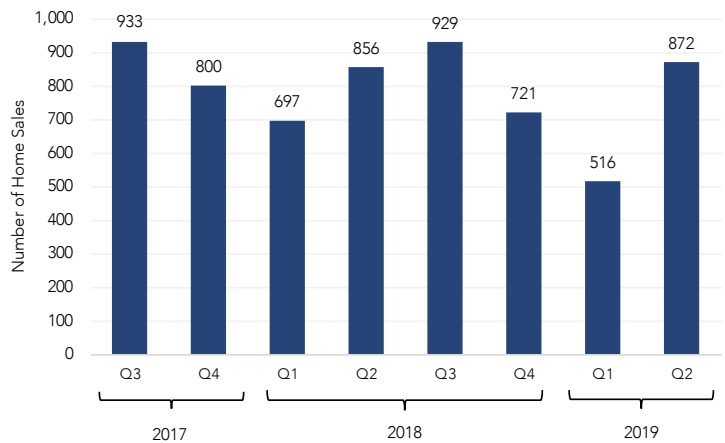
## HOME FINANCING



Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.

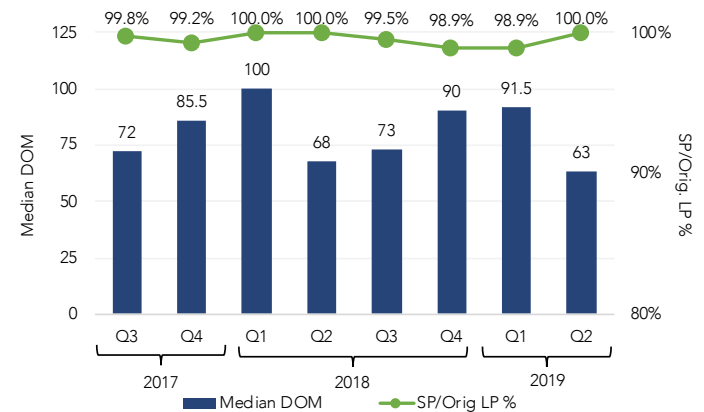
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 68.99%	↑ 1.87%



## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↓ -31.15%	↓ -7.35%
Sold/Orig LP Diff. %	↑ 1.16%	- 0.00%



## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

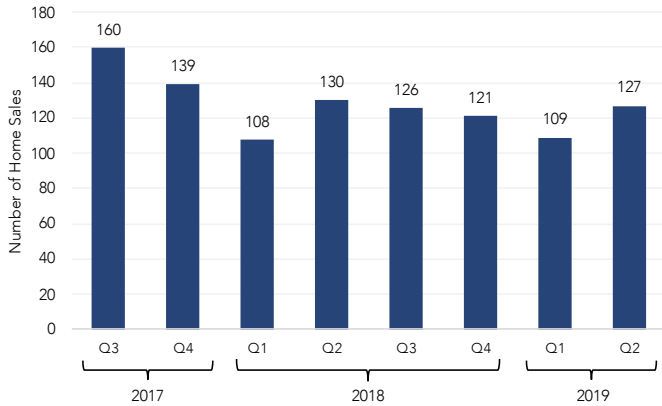
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 4.29%	↑ 8.21%



Crook County continues to be one of the most stable housing markets in the Central Oregon Region. While sales volume for the second quarter of the year is slightly less than it was this time last year (three fewer homes sold), days on market decreased by almost 15% from this time last year. Sales prices in Crook County continue to escalate.

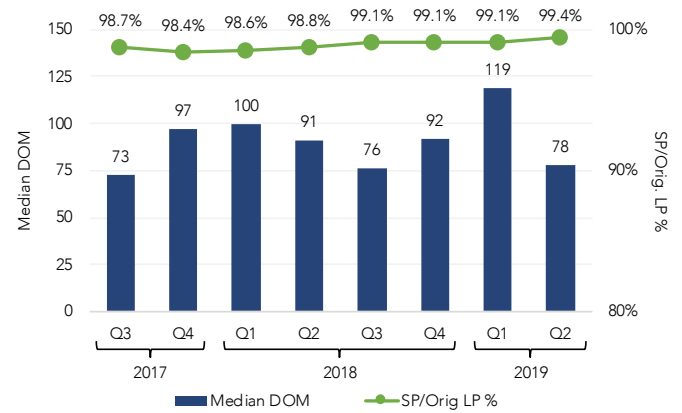
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 16.51%	↓ -2.31%



## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↓ -34.45%	↓ -14.29%
Sold/Orig LP Diff. %	↑ 0.29%	↑ 0.66%

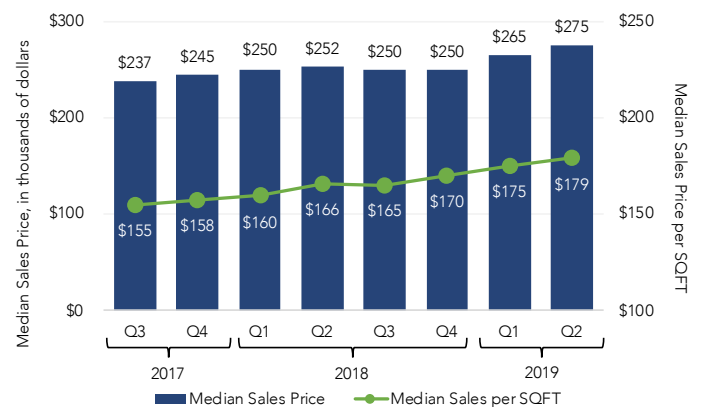


## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$274,375	\$299,900	0.18%

## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

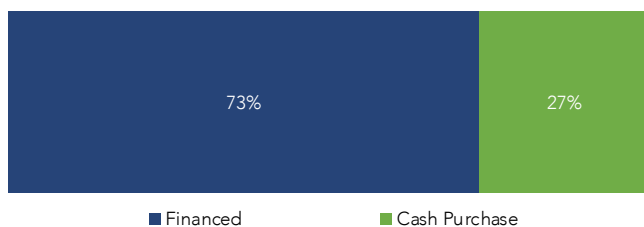
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 3.81%	↑ 8.92%



## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
25	19.69%

## HOME FINANCING

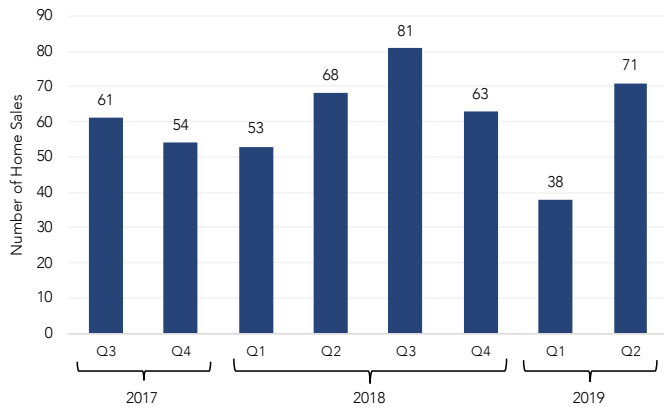


Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.

Jefferson County home sales volume is back to similar levels to last year after a low volume of sales in the first quarter. Days on market remains almost unchanged from the first quarter of the year. Home sale prices also continue to escalate.

## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 86.84%	↑ 4.41%



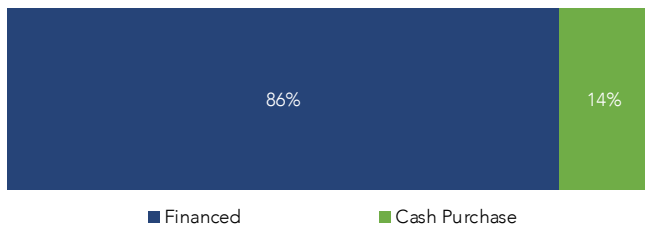
## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$236,750	\$257,500	3.56%

## NEW CONSTRUCTION SALES

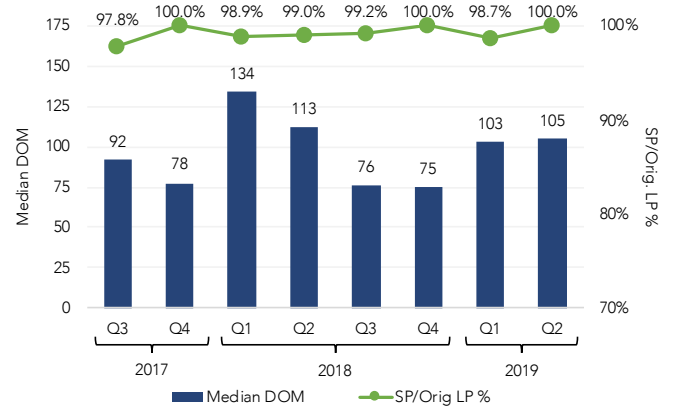
New Units Sold	New Units as a % of Total Units
11	15.49%

## HOME FINANCING



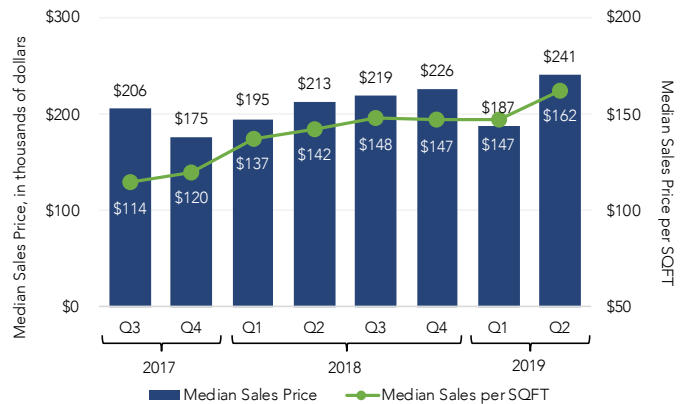
## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↑ 1.94%	↓ -6.67%
Sold/Orig LP Diff. %	↑ 1.31%	↑ 1.03%



## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 28.65%	↑ 13.10%

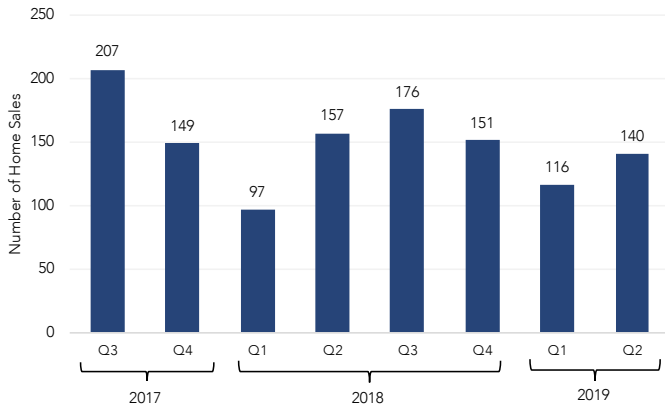


Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.

The most remarkable data point for the La Pine market this quarter is the sharp decrease in Days on Market (DOM). Homes sold quicker than in any other quarter in the past year and a half in La Pine. And with the exception of Sunriver, the La Pine market sold homes quicker than every other submarket in the Central Oregon region. La Pine home prices have also started to increase again after several quarters of stagnation.

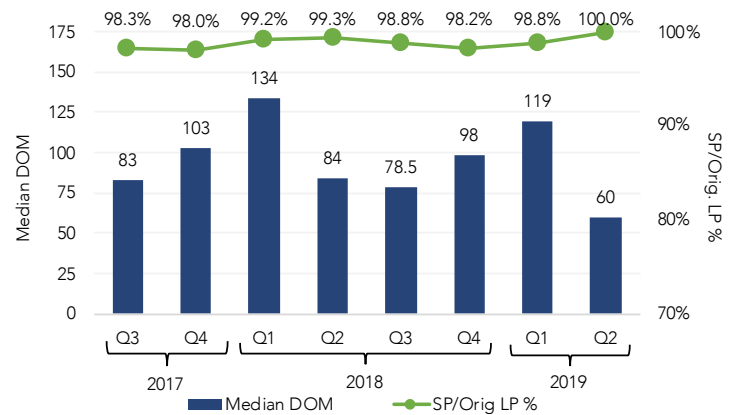
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 20.69%	↓ -10.83%



## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2018Q4 to 2019Q1	Change, 2018Q1 to 2019Q1
DOM	↓ -49.58%	↓ -28.57%
Sold/Orig LP Diff. %	↑ 1.24%	↑ 0.66%

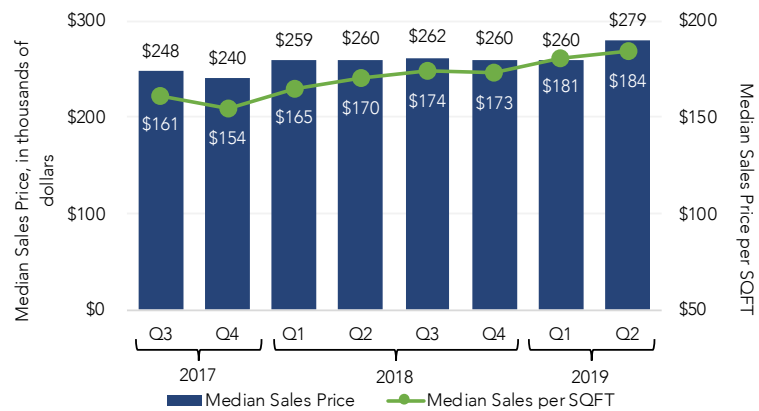


## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$280,000	\$279,000	-13.60%

## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

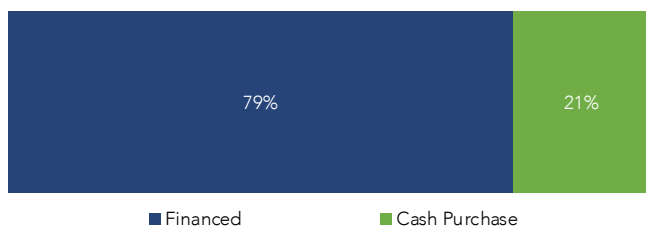
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 7.65%	↑ 7.48%



## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
17	12.14%

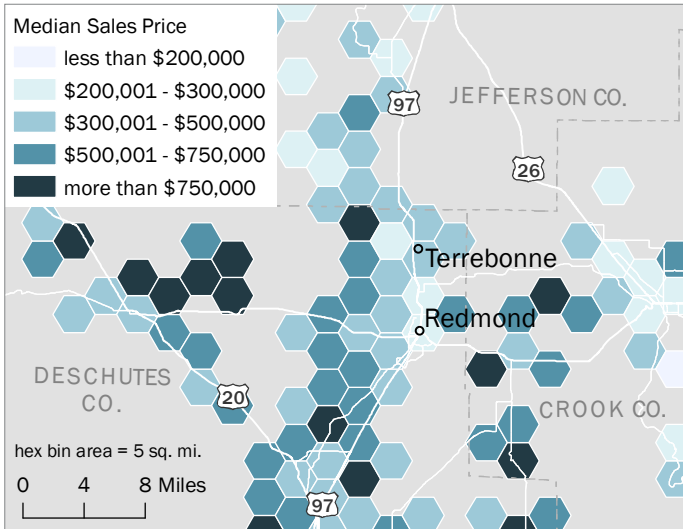
## HOME FINANCING



# Redmond/Terrebonne/Crooked River Ranch—2019 Quarter 2

Redmond continues to be one of the strongest home markets in the region. Home sales volume in Redmond increased by over 12% in the second quarter of 2019 over the same quarter last year. Home prices in the Redmond market also started ticking upward after a few quarters of price stagnation.

## MEDIAN SALES PRICE



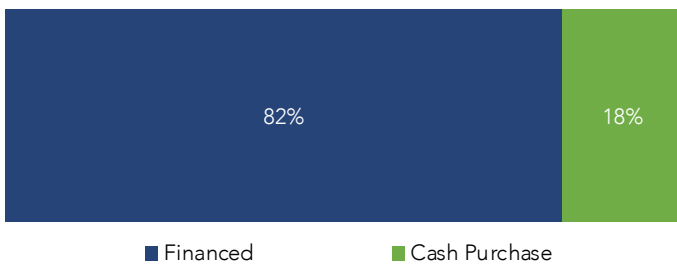
## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$317,500	\$336,000	-6.41%

## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
85	21.20%

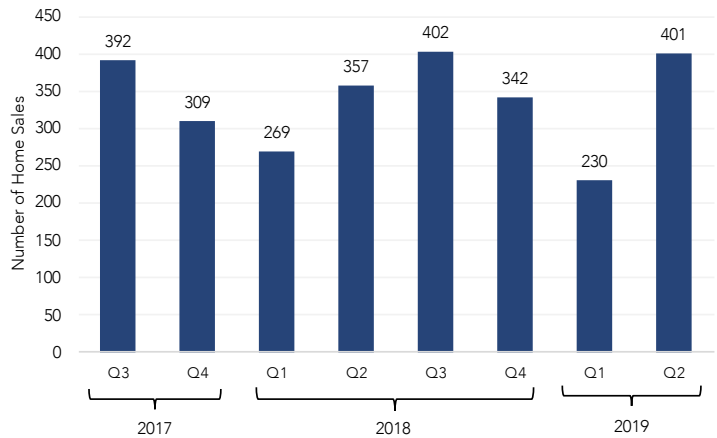
## HOME FINANCING



Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.

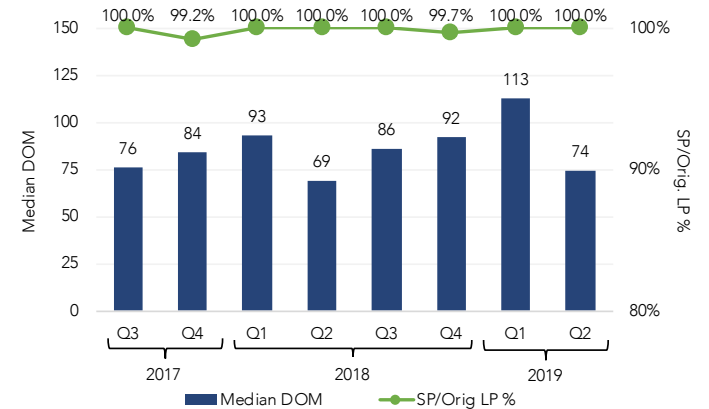
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 74.35%	↑ 12.32%



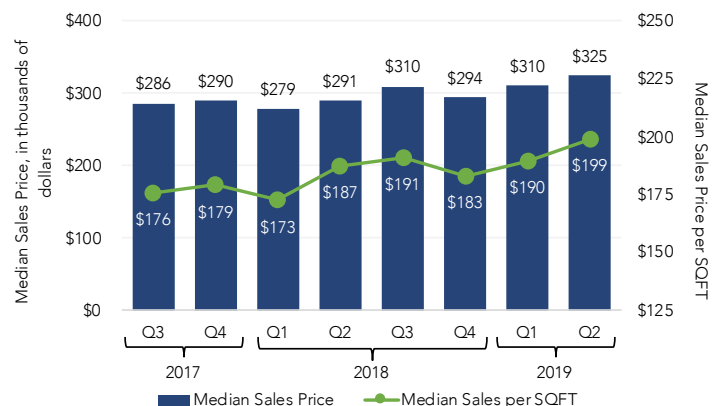
## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↓ -34.51%	↑ 7.25%
Sold/Orig LP Diff. %	- 0.00%	- 0.00%



## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

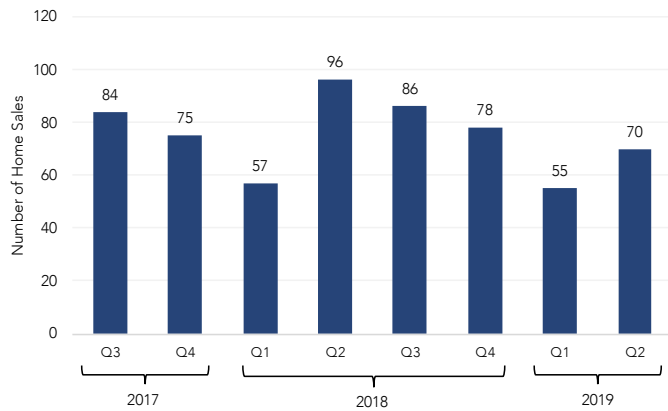
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 4.83%	↑ 11.78%



Sisters is a unique market in Oregon and in the Central Oregon region. Home prices are comparatively high and there are typically many full cash purchases. During the second quarter of 2019, 40% of homes sold were through an all-cash purchase. Like some other markets in the region, Sisters saw homes sell a lot quicker than in previous quarters—Days on Market (DOM) fell in Sisters to one of its lowest levels in the past year and a half. Home sale prices in Sisters also continue to increase. The second quarter of 2019 saw the highest median sales price in years—\$481,000.

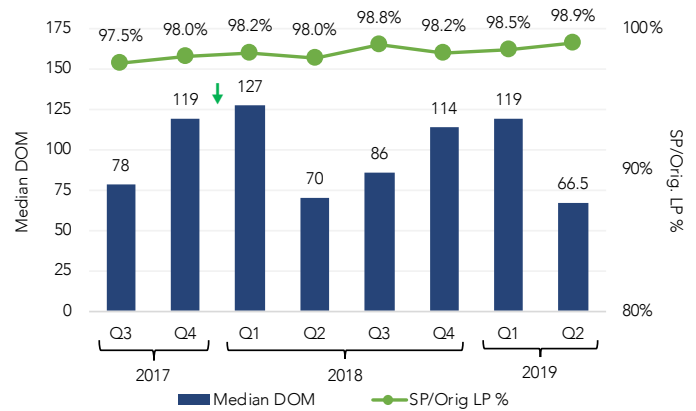
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 27.27%	↓ -27.08%



## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↓ -44.12%	↓ -4.32%
Sold/Orig LP Diff. %	↑ 0.48%	↑ 1.00%

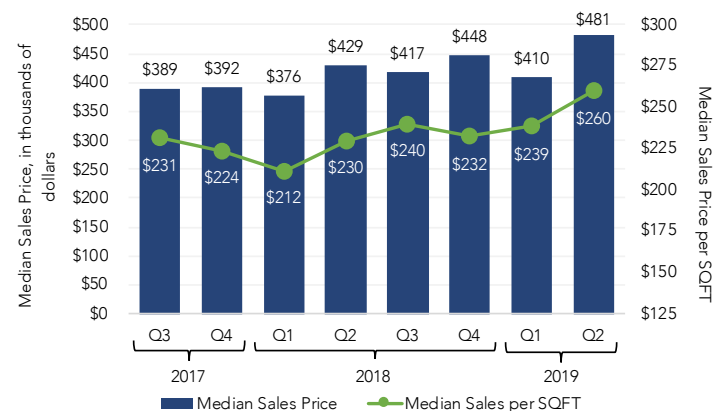


## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$477,000	\$496,475	23.95%

## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

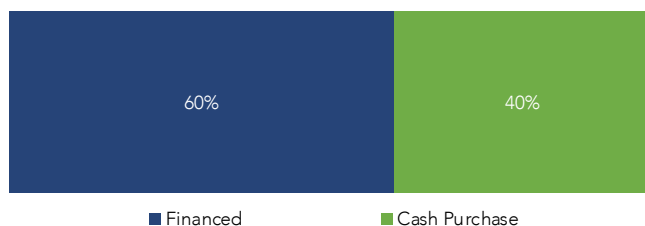
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 17.31%	↑ 12.25%



## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
10	14.29%

## HOME FINANCING



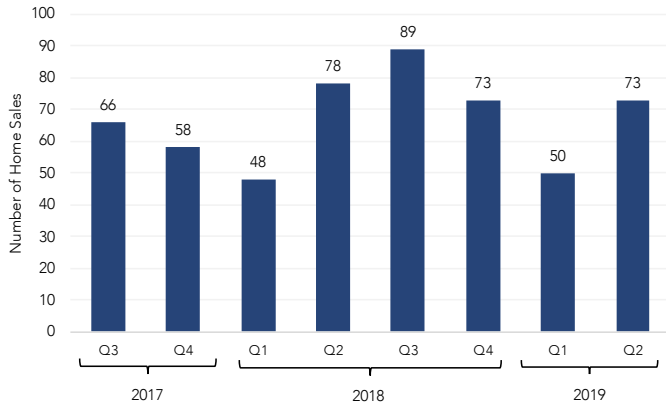
Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.



In recent years, homes in Sunriver have sold faster than anywhere else in the Central Oregon region. The second quarter of 2019 is no different. The median Days on Market (DOM) for home sales in Sunriver this quarter was 49—the quickest sales in the region. Prices continue to increase in the Sunriver market, even as few new homes are developed. No new homes sold in Sunriver during this quarter.

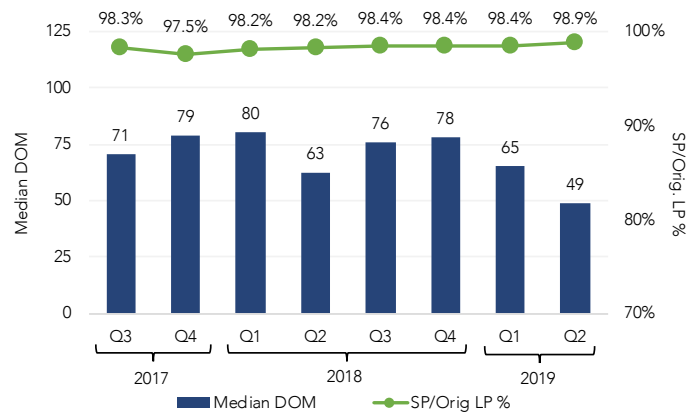
## SALES VOLUME

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Homes Sold	↑ 46.00%	↓ -6.41%



## MEDIAN DOM & SALES PRICE VS. LISTING PRICE

	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
DOM	↓ -24.62%	↓ -21.60%
Sold/Orig LP Diff. %	↑ 0.42%	↑ 0.66%

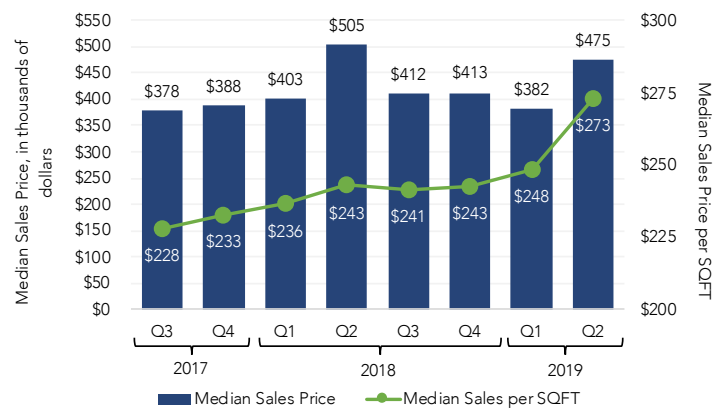


## HOME PRICING

Existing	New	New Construction Premium (per sf)
\$475,000	-	-

## MEDIAN SALES PRICE & MEDIAN SALES PER SQFT

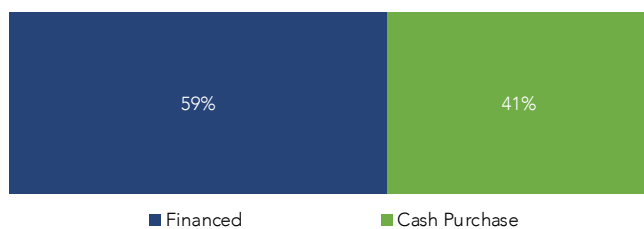
	Change, 2019Q1 to 2019Q2	Change, 2018Q2 to 2019Q2
Median Sales Price	↑ 24.35%	↓ -5.94%



## NEW CONSTRUCTION SALES

New Units Sold	New Units as a % of Total Units
-	-

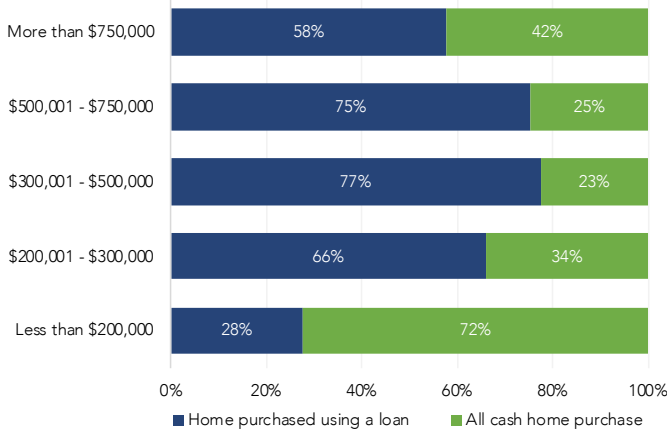
## HOME FINANCING



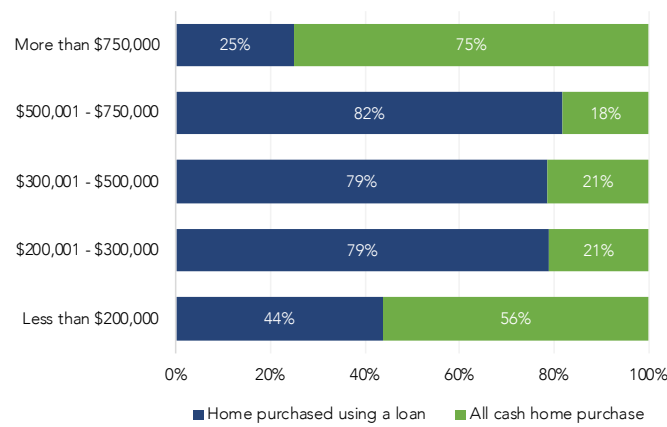
# Loan Type by Sales Category—2019 Quarter 2

The charts on this page show the divide between homes that were purchased using a loan and those that were cash purchase. The data for 2019 second quarter sales is grouped by price. The data show that there are a sizeable number of all-cash purchases across the region and, proportionally, many all-cash purchases are at the higher end of the price range. Overall, Sunriver and Sisters continue to have the highest number of all-cash purchases. Jefferson County has the fewest number of all cash purchases.

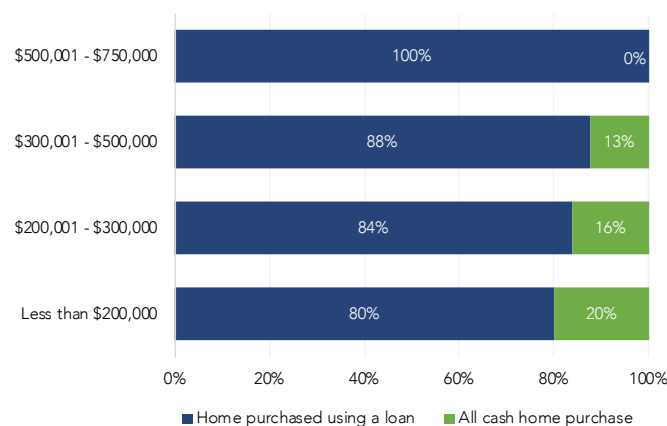
## BEND



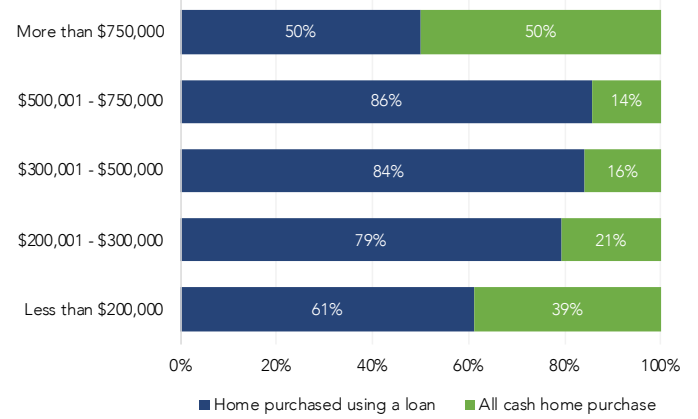
## CROOK COUNTY



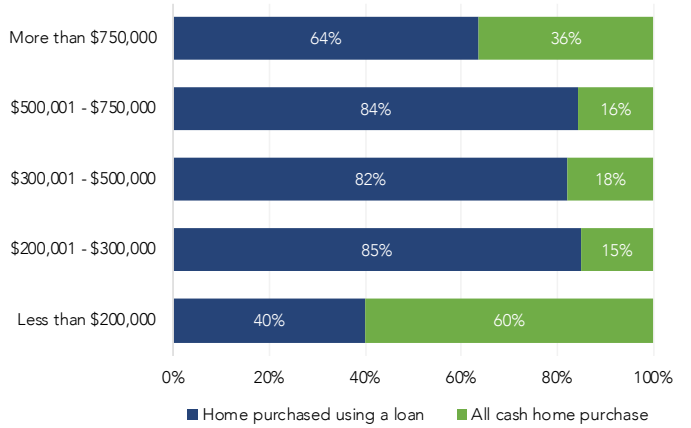
## JEFFERSON COUNTY



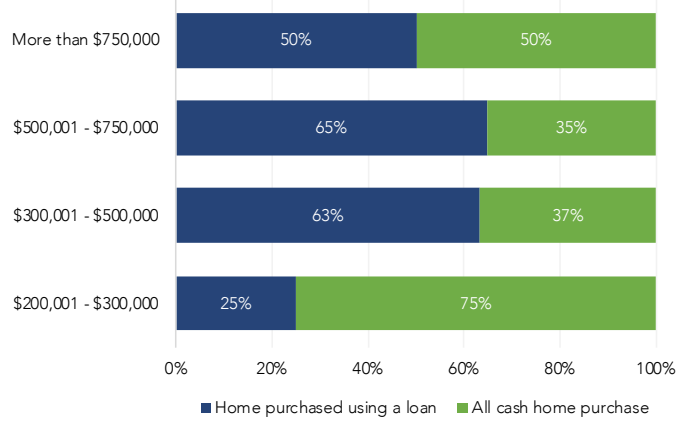
## LA PINE/THREE RIVERS SOUTH



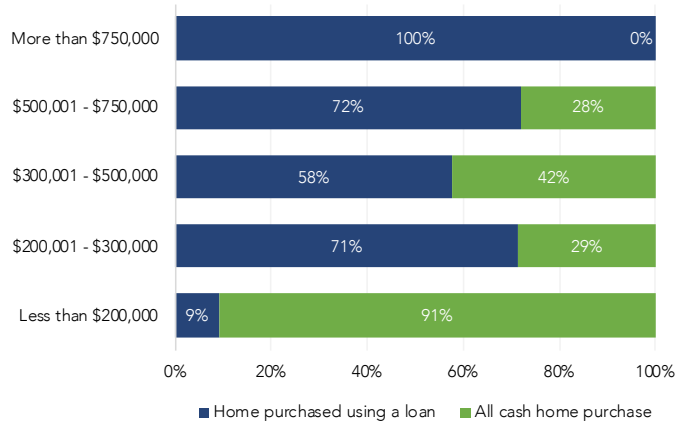
## REDMOND/TERREBONNE/CROOKED RIVER RANCH



## SISTERS



## SUNRIVER



Data includes all residential sales, including sales of single-family homes, manufactured homes, mobile homes, condos, deeded share, townhomes, and timeshares.