



MARKET ACTION REPORT

A Publication of RMLS, the Source for Real Estate Statistics in Your Community

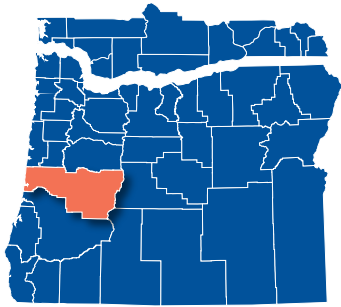
Lane County December 2025 Reporting Period

Lane County

December 2025 Reporting Period

MARKET ACTION REPORT

Note: Data for Florence is reported separately from Greater Lane County. For data on Florence, see the charts on pages 7-9.



Residential Highlights

New Listings

New listings (192) decreased 1.0% from the 194 listed in December 2024, and decreased 23.5% from the 251 listed in November 2025.

Pending Sales

Pending sales (181) decreased 30.4% from the 260 offers accepted in December 2024, and decreased 34.2% from the 275 offers accepted in November 2025.

Closed Sales

Closed sales (277) increased 7.8% from the 257 closings in December 2024, and increased 6.9% from the 259 closings in November 2025.

Inventory and Time on Market

Inventory decreased to 2.7 months in December. Total market time increased to 68 days.

Year-to-Date Summary

Comparing the twelve months of 2025 to the same period in 2024, new listings (4,986) increased 2.2%, pending sales (3,863) increased 1.4%, and closed sales (3,867) increased 4.5%.

Average and Median Sale Prices

Comparing 2025 to 2024 through December, the average sale price has increased 0.9% from \$476,700 to \$481,000. In the same comparison, the median sale price has increased 0.9% from \$440,000 to \$444,100.

Sale Price Percent Change vs Previous 12 Months

Average Sale Price % Change: +1.0% (\$481,000 v. \$476,300)

Median Sale Price % Change: +0.9% (\$444,100 v. \$440,000)

Note: This data compares the rolling average sale price for the last 12 months (ex: 2/1/22-1/31/23) with 12 months before (ex: 2/1/21-1/31/22).

Inventory in Months

	2023	2024	2025
January	2.3	3.2	2.8
February	1.7	2.3	3.1
March	1.4	2.0	2.8
April	1.5	2.4	2.9
May	1.7	2.0	2.8
June	1.6	2.6	3.0
July	1.9	2.5	2.8
August	2.2	2.5	2.8
September	2.4	3.2	2.8
October	2.5	3.0	2.5
November	2.9	2.9	3.2
December	2.7	2.5	2.7

Residential Trends

December 2025 vs. November 2025

New Listings **-23.5%** ↓

Pending Sales **-34.2%** ↓

Closed Sales **+6.9%** ↑

Average Sale Price **+0.5%** ↑

Median Sale Price **-0.2%** ↓

Inventory **-0.5** ↓

Total Market Time **+2** ↑

December 2025 vs. December 2024

New Listings **-1.0%** ↓

Pending Sales **-30.4%** ↓

Closed Sales **+7.8%** ↑

Average Sale Price **-2.4%** ↓

Median Sale Price **-0.2%** ↓

Inventory **+0.2** ↑

Total Market Time **-4** ↓

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Residential Sales by Price Range						
Price Range	Dec 2023		Dec 2024		Dec 2025	
0K-100K	12	5.1%	17	5.6%	12	4.0%
100K-200K	23	9.8%	13	4.3%	10	3.3%
200K-300K	71	30.3%	26	8.5%	25	8.3%
300K-400K	59	25.2%	71	23.3%	70	23.3%
400K-500K	38	16.2%	73	23.9%	85	28.2%
500K-600K	13	5.6%	39	12.8%	41	13.6%
600K-700K	8	3.4%	20	6.6%	26	8.6%
700K-800K	4	1.7%	15	4.9%	19	6.3%
800K-900K	2	0.9%	13	4.3%	3	1.0%
900K-1M	2	0.9%	5	1.6%	4	1.3%
1MM-1.1MM	1	0.4%	6	2.0%	0	0.0%
1.1MM-1.2MM	0	0.0%	2	0.7%	2	0.7%
1.2MM-1.3MM	1	0.4%	2	0.7%	2	0.7%
1.3MM-1.4MM	0	0.0%	0	0.0%	0	0.0%
1.4MM-1.5MM	0	0.0%	1	0.3%	0	0.0%
1.5MM-1.6MM	0	0.0%	0	0.0%	0	0.0%
1.6MM-1.7MM	0	0.0%	0	0.0%	0	0.0%
1.7MM-1.8MM	0	0.0%	0	0.0%	1	0.3%
1.8MM-1.9MM	0	0.0%	2	0.7%	0	0.0%
1.9MM-2MM	0	0.0%	0	0.0%	0	0.0%
2MM+	0	0.0%	0	0.0%	1	0.3%
Total Closed Sales	234		305		301	

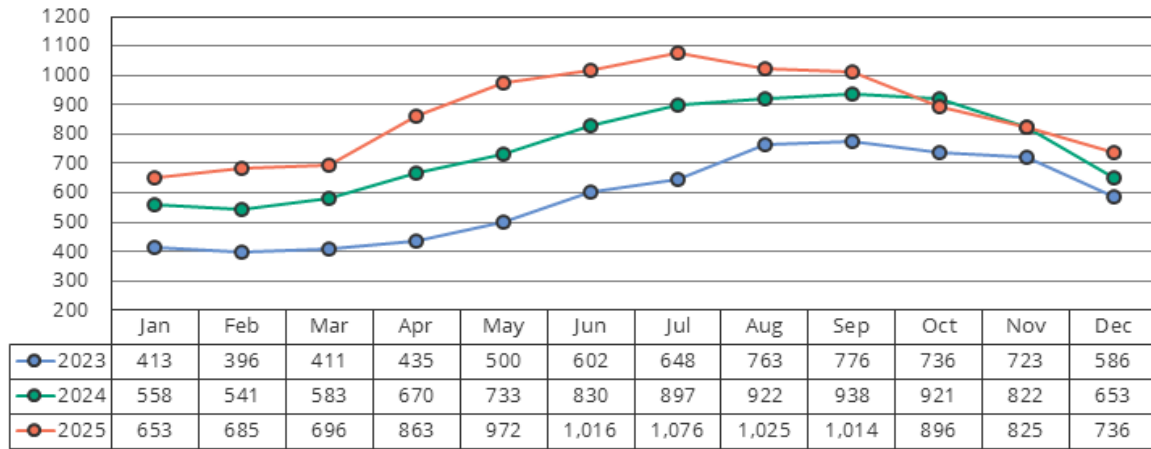
■ 90th Percentile
 ■ 50th Percentile
 ■ 10th Percentile

Greater Lane Co. Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2025	December	192	181	277	472,900	439,000	68
	November	251	275	259	470,500	440,000	66
	Year-To-Date	4,986	3,863	3,867	481,000	444,100	58
2024	December	194	260	257	484,600	440,000	72
	Year-To-Date	4,878	3,811	3,699	476,700	440,000	55
Change	December 2024	-1.0%	-30.4%	7.8%	-2.4%	-0.2%	-5.3%
	Prev Mo 2025	-23.5%	-34.2%	6.9%	0.5%	-0.2%	3.0%
	Year-To-Date	2.2%	1.4%	4.5%	0.9%	0.9%	6.2%

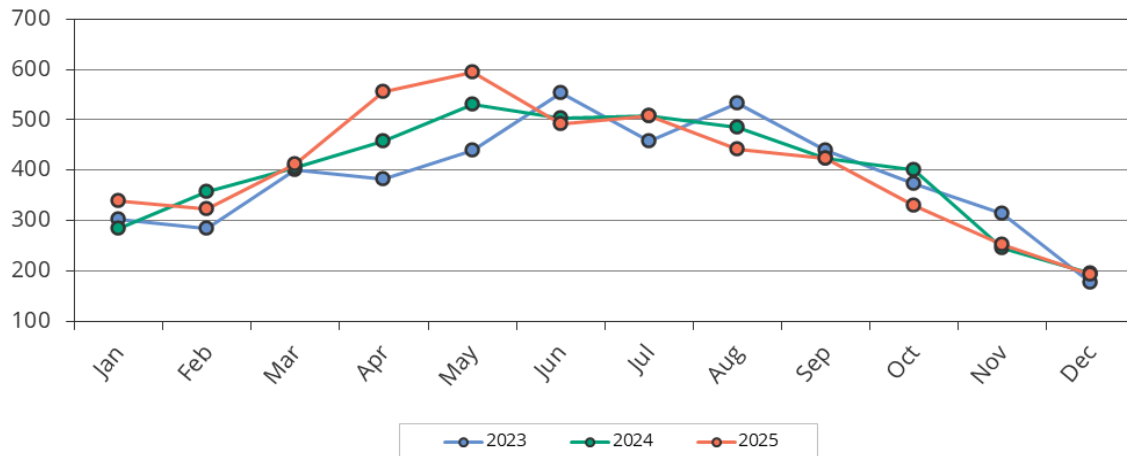
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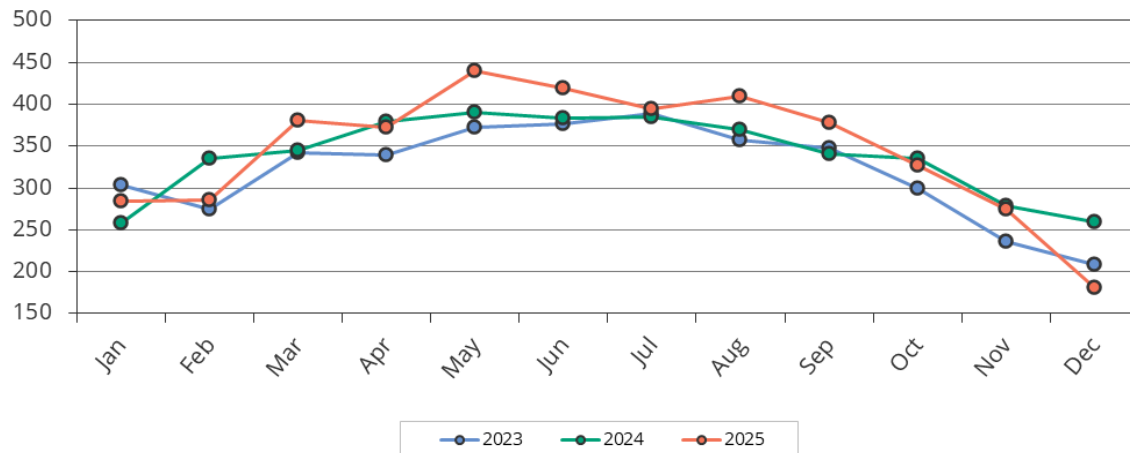
Active Residential Listings



New Listings

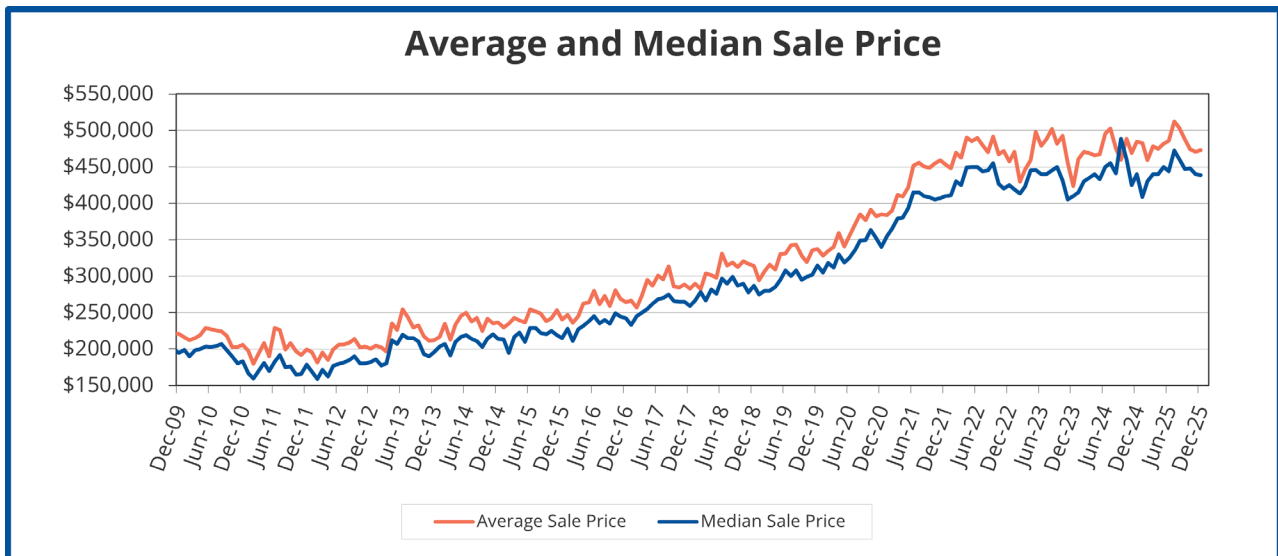
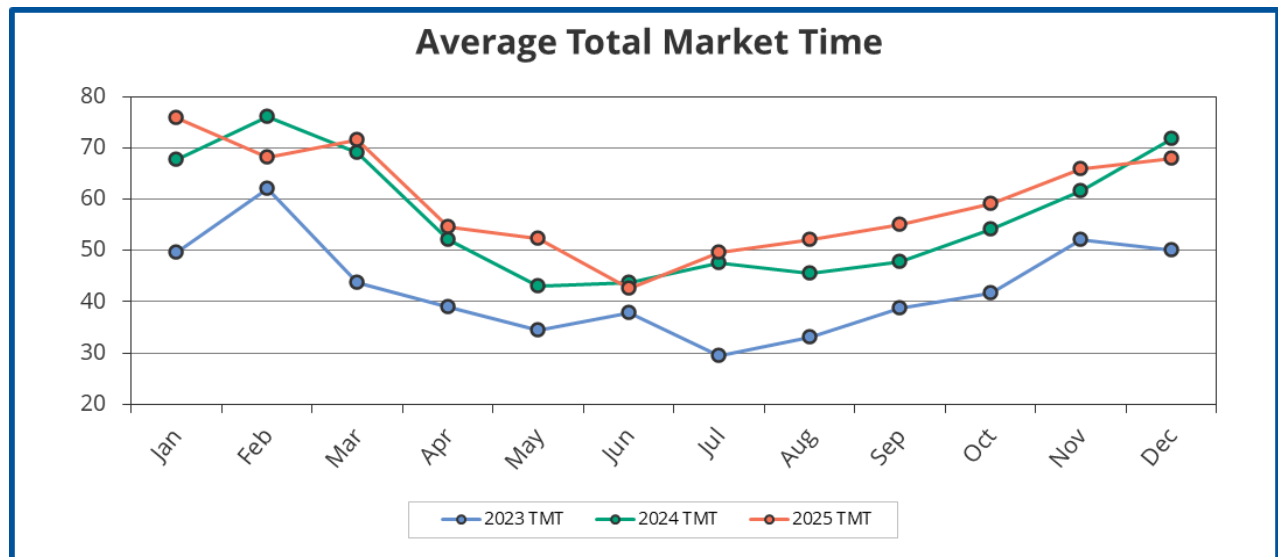
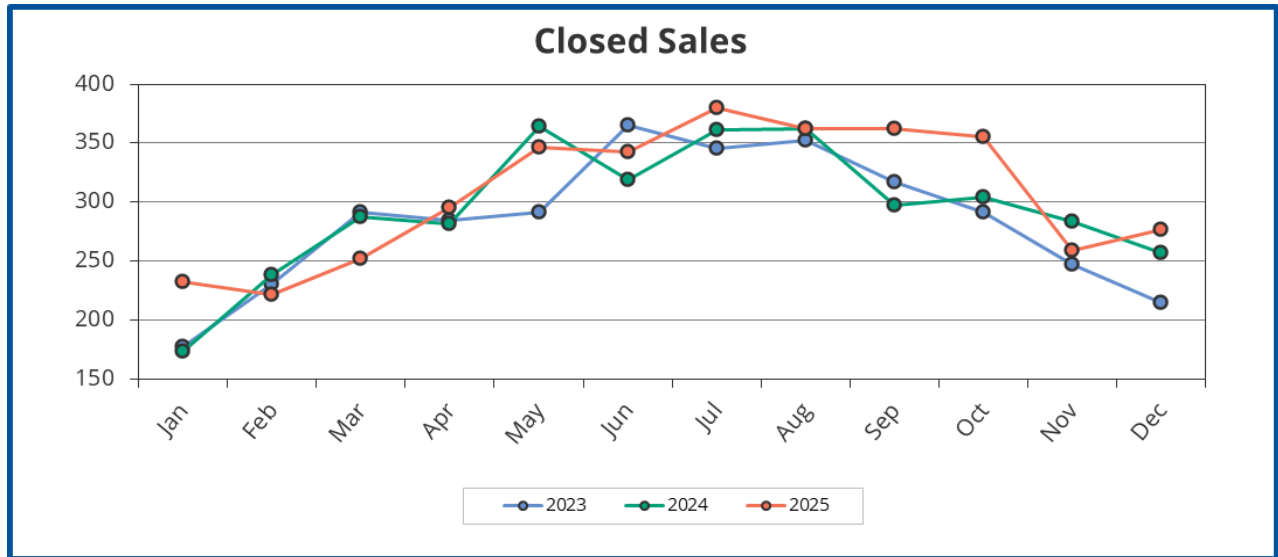


Pending Sales



Lane County

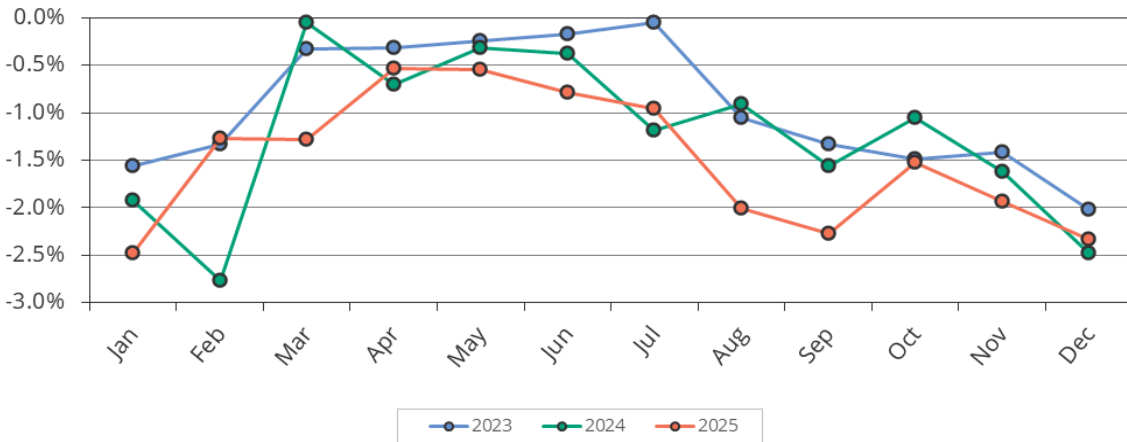
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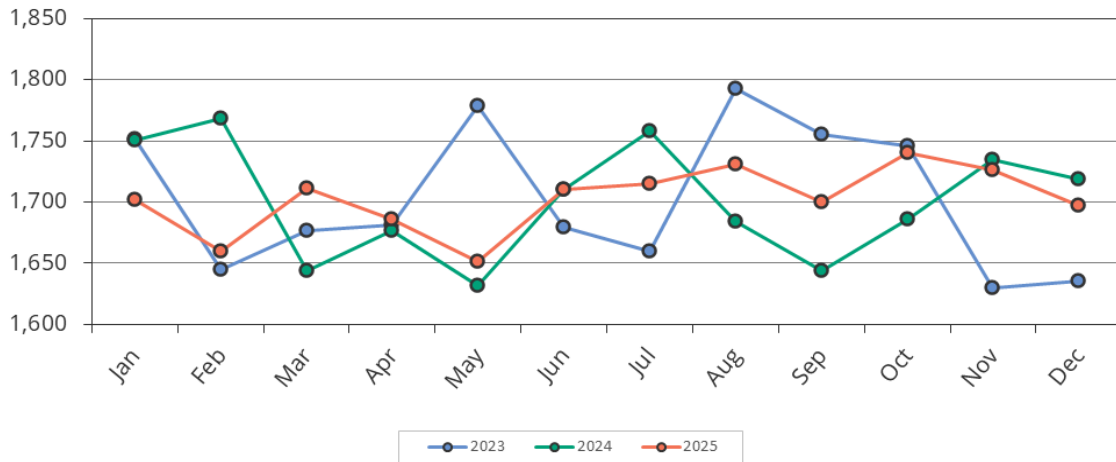
Lane County

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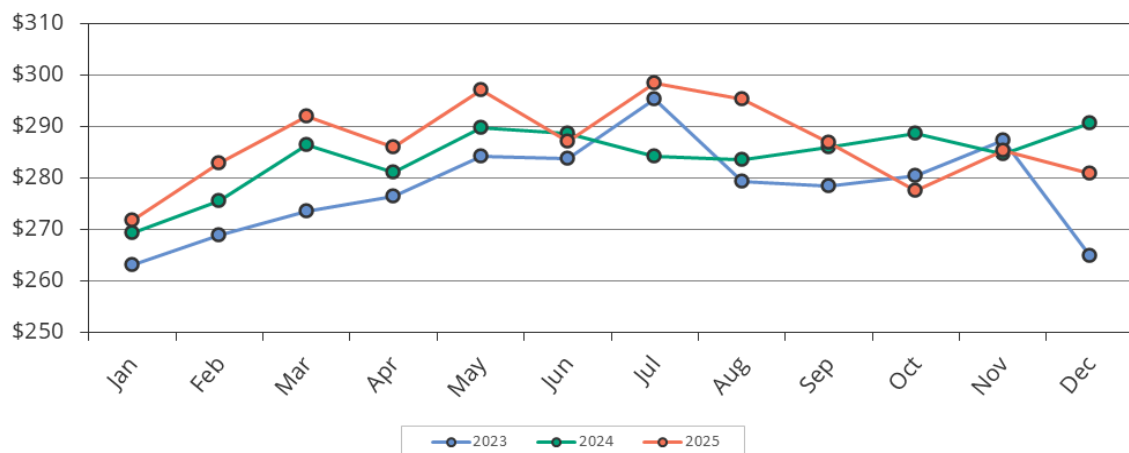
% Difference of Average List Price vs Sale Price



Average Square Footage

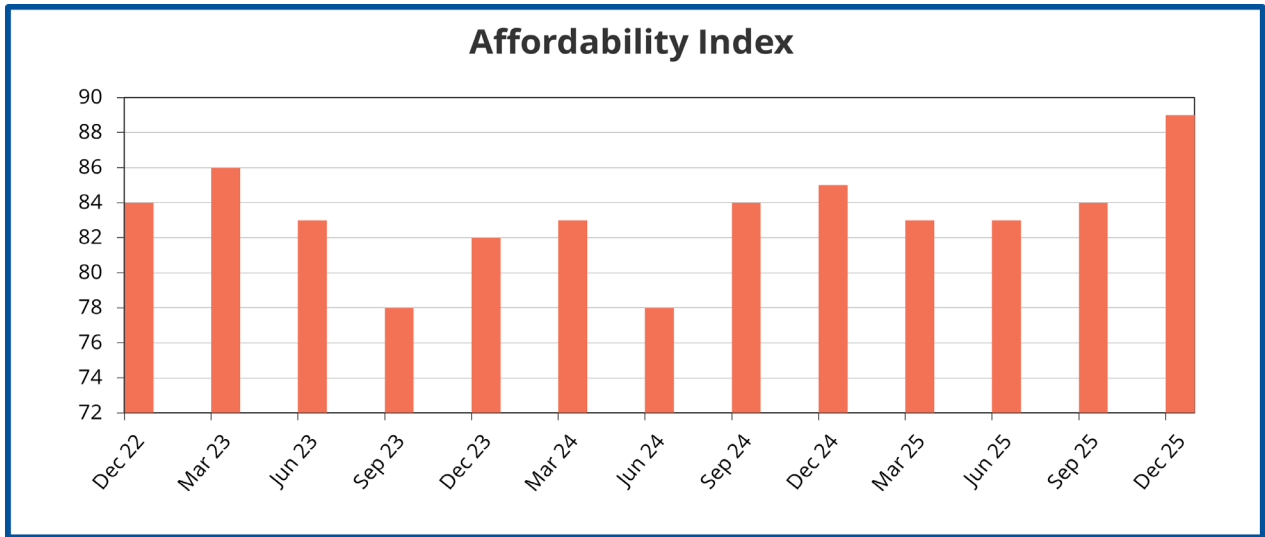


Average Price Per Square Footage



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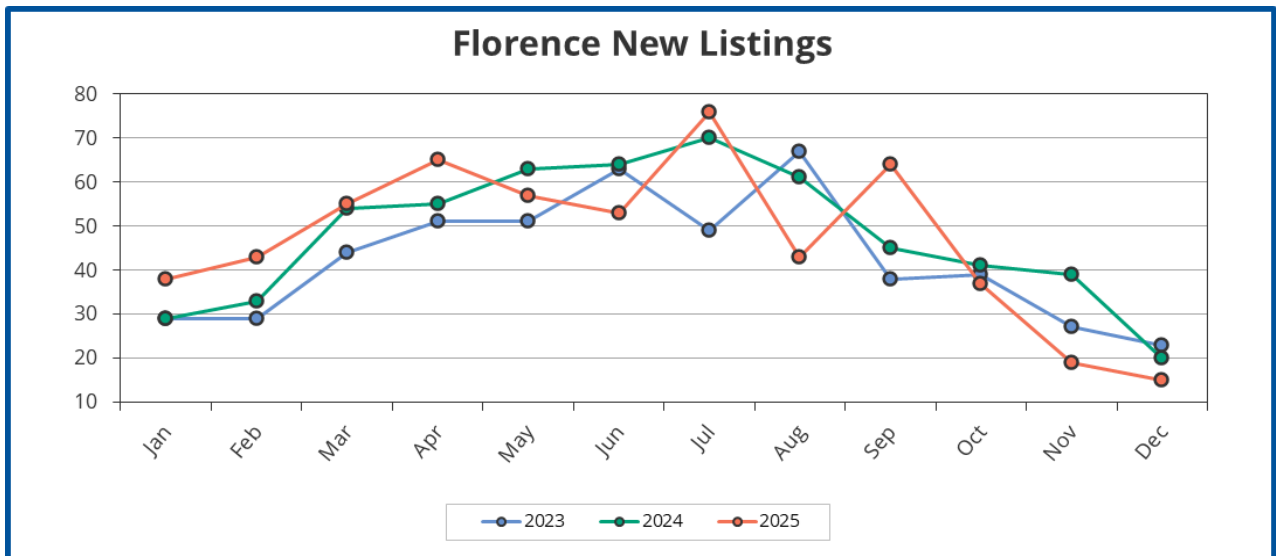


Affordability - The Affordability Index is updated quarterly. According to a formula from the National Association of REALTORS®, buying a house in the Lane County area is affordable for a family earning the median income. A family earning the median income (\$91,700 in 2025, per HUD) can afford 89% of a monthly mortgage payment on a median priced home (\$439,000 in December). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 6.2% (per Freddie Mac).



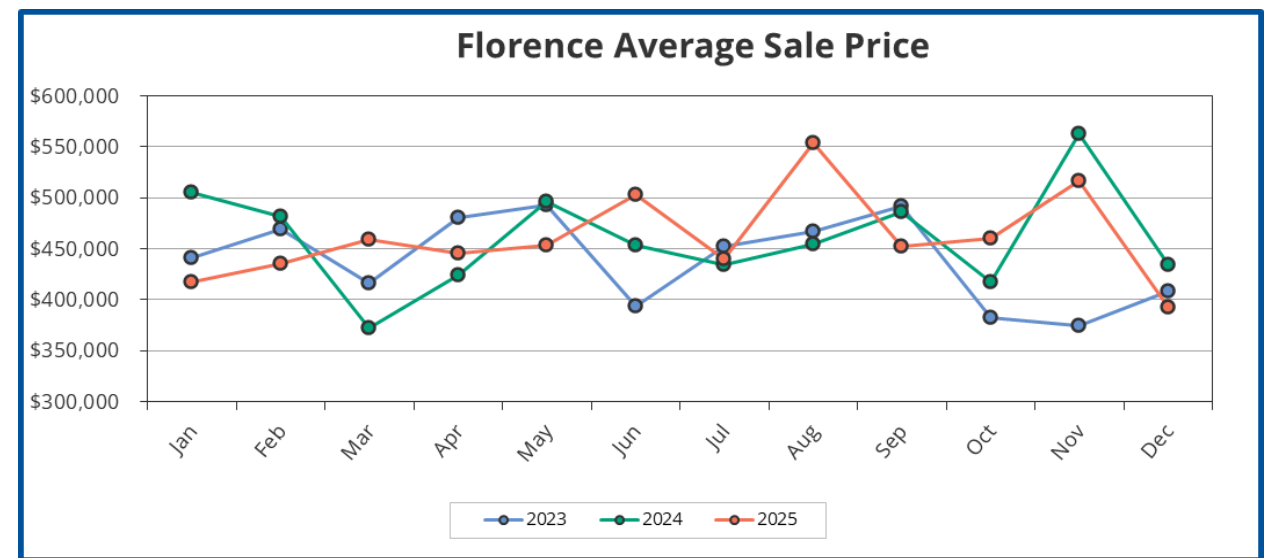
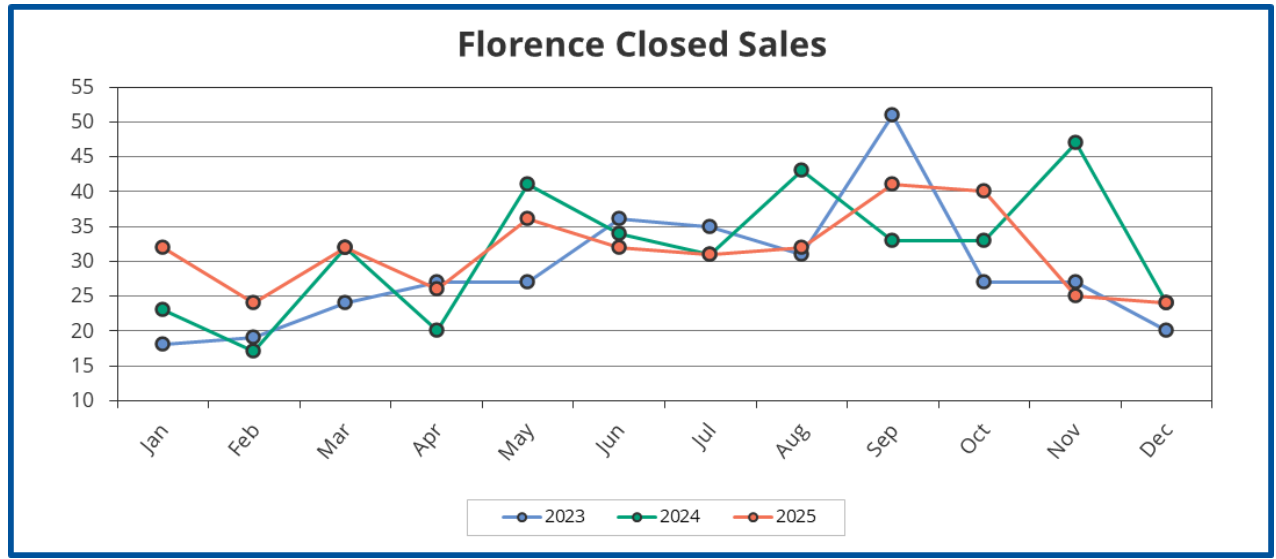
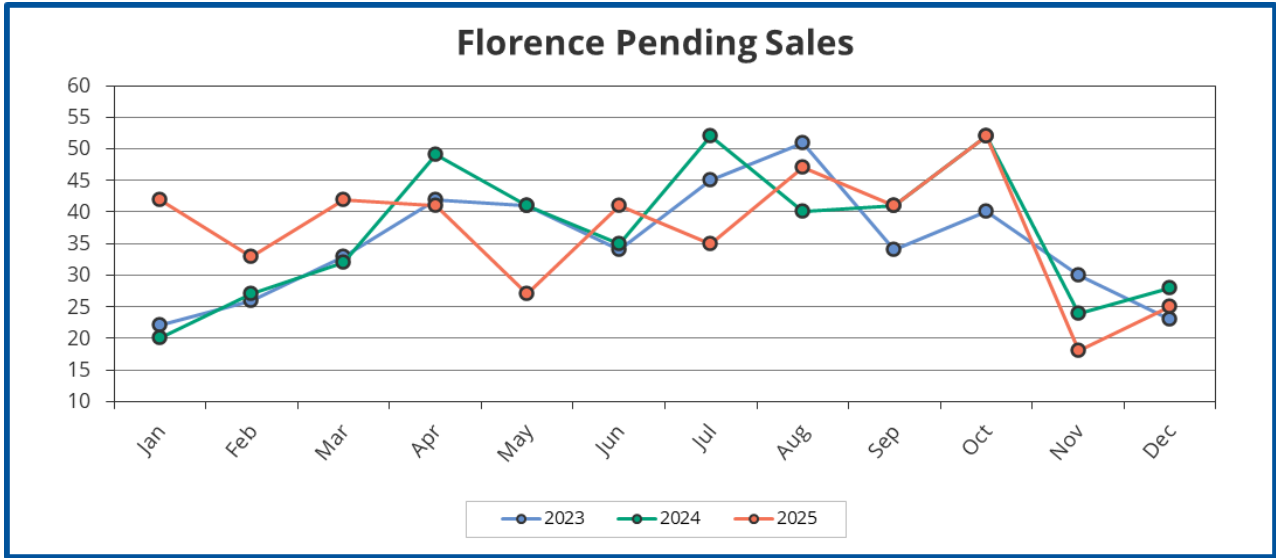
Florence – Lane County, OR

December 2025 Reporting Period



Florence - Lane County

December 2025 Reporting Period



Lane County

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Area Report

This report includes Florence.

	RESIDENTIAL																COMMERCIAL		LAND		MULTIFAMILY		
	Current Month								Year-To-Date								Year-To-Date		Year-To-Date		Year-To-Date		
	Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales	Pending Sales 25 v. 24 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales	Pending Sales 25 v. 24 ¹	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
225	Florence Coast Village	7	0	-	1	-	0	-	17	5	-64.3%	4	213,000	206,000	43	5.7%	-	-	8	137,100	-	-	
226	Florence Green Trees	15	2	5	1	-66.7%	1	273,000	115	46	25	-19.4%	26	273,000	271,500	104	0.0%	-	-	2	179,500	-	-
227	Florence Florentine	2	1	0	2	-50.0%	2	481,300	95	37	33	6.5%	36	427,700	425,000	81	-0.8%	-	-	1	160,000	-	-
228	Florence Town	60	6	15	9	-18.2%	12	425,700	130	227	166	3.1%	165	443,400	424,000	101	1.5%	6	488,800	10	135,500	3	523,300
229	Florence Beach	17	3	6	2	100.0%	2	262,500	88	73	48	-12.7%	46	512,800	514,000	60	-9.3%	-	-	10	z	-	-
230	Florence North	12	3	3	2	-60.0%	3	180,000	7	67	35	-20.5%	39	426,000	369,000	82	-21.3%	-	-	8	168,500	-	-
231	Florence South/Dunes City	12	-	4	4	0.0%	3	491,300	215	65	43	13.2%	45	593,100	540,000	104	1.5%	3	443,700	13	147,800	-	-
238	Florence East/Mapleton	12	-	2	4	-	1	530,000	389	44	27	28.6%	24	603,700	537,200	165	21.5%	-	-	5	251,500	-	-
	Grand Total	137	15	35	25	-10.7%	24	392,200	129	576	382	-3.3%	385	462,100	425,000	96	0.0%	9	473,800	57	155,900	3	523,300
232	Hayden Bridge	25	4	4	7	-53.3%	19	470,100	50	216	181	-18.1%	185	466,000	444,000	42	5.9%	-	-	-	-	3	538,300
233	McKenzie Valley	22	2	2	2	100.0%	2	620,200	245	108	68	3.0%	64	602,600	552,500	92	3.5%	1	216,000	21	170,800	1	950,000
234	Pleasant Hill/Oak	57	11	16	11	-21.4%	10	333,400	56	245	163	2.5%	163	465,700	390,000	81	1.3%	-	-	10	216,400	6	411,300
235	South Lane Properties	78	14	19	11	-54.2%	22	456,900	71	434	325	-7.1%	331	439,200	405,000	68	-3.3%	4	355,000	13	277,100	2	431,000
236	West Lane Properties	42	11	7	11	-8.3%	8	647,600	64	243	174	11.5%	171	539,800	475,000	76	8.0%	-	-	16	315,700	2	489,500
237	Junction City	49	14	4	9	-10.0%	15	471,000	64	251	190	-14.8%	187	507,100	486,800	70	11.0%	4	338,800	8	264,100	3	461,700
239	Thurston	36	14	8	17	-5.6%	22	442,000	35	352	292	14.1%	292	442,400	430,000	50	1.6%	2	860,100	1	92,000	14	496,300
240	Coburg I-5	4	1	1	1	-	1	515,000	200	39	30	-9.1%	28	885,100	719,000	50	7.8%	-	-	1	90,000	-	-
241	N Gilham	26	8	5	8	-33.3%	12	370,500	70	205	168	5.0%	172	523,000	515,000	65	-9.0%	-	-	1	69,900	3	574,000
242	Ferry Street Bridge	42	12	9	15	-11.8%	15	544,200	48	363	293	11.0%	284	544,400	515,000	44	-5.0%	-	-	3	133,300	9	700,700
243	E Eugene	64	19	12	12	-63.6%	27	638,500	85	452	352	4.8%	369	607,200	565,000	63	0.3%	7	975,000	15	226,100	12	892,700
244	SW Eugene	54	15	15	13	-40.9%	29	599,200	80	474	394	6.5%	404	569,500	535,000	52	-1.7%	-	-	16	188,500	6	615,000
245	W Eugene	33	12	6	7	-12.5%	12	447,000	36	211	147	9.7%	141	388,300	370,500	59	5.6%	4	1,068,800	1	120,000	23	496,100
246	Danebo	95	26	10	23	-25.8%	31	337,100	80	509	381	6.4%	370	322,800	365,000	55	-3.5%	-	-	1	70,000	3	493,300
247	River Road	18	10	1	6	-45.5%	10	407,100	52	162	128	5.8%	131	417,200	415,000	50	-4.9%	-	-	4	74,900	7	493,900
248	Santa Clara	32	6	6	12	33.3%	22	441,700	102	288	232	-2.5%	229	467,300	465,000	52	2.9%	-	-	1	310,000	12	473,600
249	Springfield	49	12	13	15	-34.8%	20	406,700	52	389	309	-6.1%	311	369,700	365,000	45	3.6%	2	559,500	11	151,500	32	602,200
250	Mohawk Valley	10	1	4	1	-	0	-	-	45	36	-2.7%	35	667,500	675,000	106	16.4%	-	-	4	360,000	-	-
	Grand Total	736	192	142	181	-30.4%	277	472,900	68	4,986	3,863	1.4%	3,867	481,000	444,100	58	1.0%	24	705,400	127	216,400	138	572,000

¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares December 2025 with December 2024. The year-to-date section compares 2025 year-to-date statistics through December with 2024 year-to-date statistics through December.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/25-12/31/25) with 12 months before (1/1/24-12/31/24).

³ Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



Definitions and Formulas

Additional Resources

Inventory in Months:

Calculated by dividing the Active Residential listing counts at the end of the month in question by the number of Closed Sales for that month. This includes Proposed and Under Construction properties.

Area Report — Pending Sales % Change:

In the Area Report, the Pending Sales percentages indicate the percent change between the number of Pending Sales this year compared to the previous year.

Area Report — Current Month:

The current month section of the Area Report compares the current month with the corresponding month from the previous year (example: July 2022 vs July 2021).

Area Report — Year-To-Date:

This section compares current Year-To-Date statistics through the current month with the previous year's Year-To-Date statistics through the corresponding month of the previous year (example: Jan 2021-July 2021 vs Jan 2022-July 2022).

% Change:

This calculation is based on the comparison of the rolling Average Sale Price for the last 12 months with the previous 12 months (example: 8/1/21-7/31/22 vs 8/1/20-7/31/21).

Total Market Time:

This is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

Affordability:

This is the percentage of a monthly mortgage payment that a family earning a median income can afford. The formula assumes that the buyer has a 20% down payment and a 30-year fixed percentage rate as set by Freddie Mac at the time of publication.

Active Listings:

The Active Listings in the Market Action report include three statuses (ACT, BMP, SSP). Two of these statuses are defined as listings with accepted offers that are still marketed as Active Listings due to the type of offer on the property. These are Bumpable Buyer, which is an offer that is contingent on the sale of the buyer's current home, and Short Sale Pending, where an offer has been accepted by the seller, but the required third-party approvals have not been obtained.

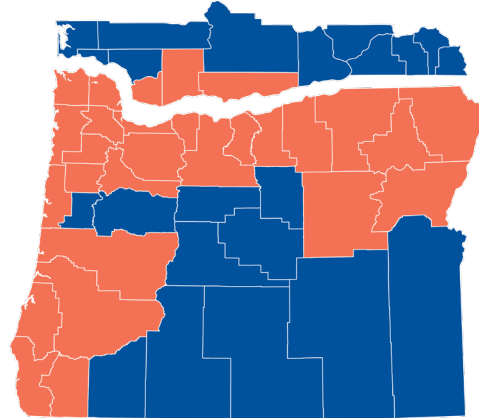
Additional Resources for RMLS Subscribers:

- ▶ [State Infographics](#)
- ▶ [Regional Infographics](#)
- ▶ [Video Highlights](#)
- ▶ [Market Statistical Reports](#)
- ▶ [Market Trends](#)
- ▶ [Statistical Summaries](#)

Market Action Report

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS. Market Action Reports are compiled for the following areas:

- Baker County
- Columbia Basin
- Coos County
- Curry County
- Douglas County
- Grant County
- Josephine County (includes Jackson County)
- Lane County
- Mid-Columbia
- North Coastal Counties
- Polk & Marion Counties (includes Linn County & Benton County)
- Portland Metro
- Southwest Washington
- Union County
- Wallowa County



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