

Bend Housing Update - Resale Only

Key Market Indicators – May Recap

John L. Scott
REAL ESTATE

Buyers Rejoice at Lower Rates



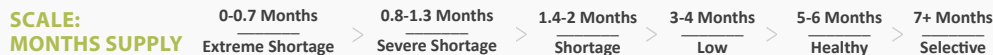
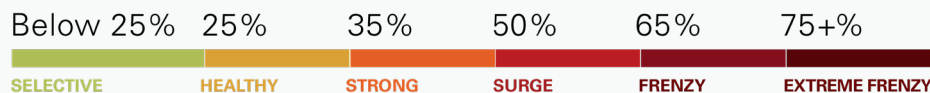
J. Lennox Scott
Chairman and CEO

Increased inventory and favorable interest rates in the upper threes are here - just in time for the summer. Unsold inventory is at a severe shortage for homes up to \$350,000, and for homes from \$250,000 to 350,000 there is an extreme frenzy sales activity intensity. Homes priced from \$350,000 to 750,000 have a surge level of sales activity intensity and there is a shortage of unsold listings in this range.

During the summer months, we see the highest number of homes go under contract on a monthly basis.

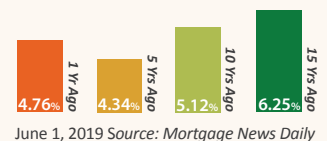
Price Range	Active Listings on June 1st	May New Listings	May Pending Sales	% Pending 1st 30 days (April List)	Sales Activity Intensity	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	9	11	9	33.3%	Healthy	1.0	Severe Shortage
250K - 350K	34	46	43	78.4%	Extreme Frenzy	0.8	Severe Shortage
350K - 500K	159	176	106	63.8%	Surge	1.5	Shortage
500K - 750K	174	147	84	54.7%	Surge	2.1	Shortage
750K - 1M	109	61	32	44.4%	Strong	3.4	Low
1M +	146	64	17	29.4%	Healthy	8.6	Selective
Total Activity	631	505	291	56.0%	Surge	2.2	Shortage

SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



AMAZING INTEREST RATES

3.94%



► FIVE RIGHTS MAKE A SALE

We're in the midst of the four prime months in the year for buyer activity. To ensure your home sells at the best price possible, just remember the Five Rights Make a Sale formula. This means house right, yard right, price right, marketing right and the right broker associate.

BEND
Market Snap Shot
Active Listing to Pending Sales Months of Inventory
RESALE ONLY (SFH&CND Combined)
Published: Jun. 1 2019

	All Prices Combined					0 - \$249,999					\$250,000 - \$349,999					\$350,000 - \$499,999					\$500,000 - \$749,999					\$750,000 - \$999,999					\$1,000,000 and Above				
	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days	Active Listings End/Mo	New Resale Listings	New Resale Pending	Months Supply (Pend)	% New Listing Pending 1st 30 Days
Jun 16	617	373	253	2.4	41.3%	25	30	18	1.4	63.3%	115	120	84	1.4	51.7%	126	95	79	1.6	44.2%	155	77	54	2.9	35.1%	87	29	12	7.3	13.8%	109	22	6	18.2	0.0%
Jul 16	674	325	241	2.8	38.2%	25	24	31	0.8	58.3%	109	80	80	1.4	53.8%	148	96	65	2.3	37.5%	179	73	42	4.3	30.1%	96	29	17	5.6	20.7%	117	23	6	19.5	13.0%
Aug 16	707	303	230	3.1	34.7%	30	31	20	1.5	48.4%	126	91	73	1.7	40.7%	159	95	66	2.4	40.0%	184	54	48	3.8	20.4%	101	19	13	7.8	15.8%	107	13	10	10.7	7.7%
Sep 16	630	209	218	2.9	40.2%	28	24	31	0.9	66.7%	112	60	66	1.7	45.0%	140	70	70	2.0	44.3%	164	36	32	5.1	22.2%	81	11	14	5.8	18.2%	105	8	5	21.0	0.0%
Oct 16	518	190	211	2.5	45.3%	27	18	19	1.4	50.0%	89	70	71	1.3	55.7%	101	42	61	1.7	45.2%	140	39	39	3.6	38.5%	63	11	15	4.2	18.2%	98	10	6	16.3	20.0%
Nov 16	436	114	130	3.4	41.2%	26	9	10	2.6	22.2%	67	35	50	1.3	54.3%	92	40	30	3.1	37.5%	114	18	28	4.1	38.9%	50	6	11	4.5	50.0%	87	6	1	87.0	16.7%
Dec 16	367	90	109	3.4	38.9%	20	9	11	1.8	55.6%	55	18	33	1.7	55.6%	77	33	33	2.3	42.4%	90	18	24	3.8	27.8%	44	6	6	7.3	16.7%	81	6	2	40.5	0.0%
Jan 17	281	94	132	2.1	62.8%	18	8	8	2.3	50.0%	42	35	45	0.9	68.6%	56	28	43	1.3	75.0%	66	16	25	2.6	62.5%	33	2	6	5.5	0.0%	66	5	5	13.2	0.0%
Feb 17	287	177	142	2.0	55.4%	17	10	13	1.3	60.0%	39	44	42	0.9	65.9%	63	59	36	1.8	54.2%	67	38	33	2.0	52.6%	38	19	9	4.2	42.1%	63	7	9	7.0	42.9%
Mar 17	354	287	190	1.9	53.3%	11	12	12	0.9	83.3%	59	77	49	1.2	59.7%	85	94	67	1.3	60.6%	85	62	40	2.1	48.4%	50	24	9	5.6	29.2%	64	18	13	4.9	16.7%
Apr 17	442	318	220	2.0	46.2%	13	7	5	2.6	14.3%	54	68	70	0.8	69.1%	119	110	72	1.7	47.3%	117	84	52	2.3	38.1%	64	27	15	4.3	37.0%	75	22	6	12.5	22.7%
May 17	535	381	239	2.2	46.5%	18	19	8	2.3	63.2%	57	82	68	0.8	67.1%	133	113	80	1.7	53.1%	161	106	56	2.9	39.6%	75	35	20	3.8	17.1%	91	26	7	13.0	7.7%
Jun 17	639	394	253	2.5	39.6%	13	11	12	1.1	27.3%	56	77	75	0.7	71.4%	181	139	81	2.2	41.0%	190	100	58	3.3	29.0%	92	35	14	6.6	25.7%	107	32	13	8.2	9.4%
Jul 17	716	340	241	3.0	37.1%	19	13	10	1.9	69.2%	65	71	62	1.0	54.9%	204	113	90	2.3	37.2%	206	79	54	3.8	30.4%	100	34	14	7.1	14.7%	122	30	11	11.1	23.3%
Aug 17	746	320	223	3.3	37.2%	20	14	6	3.3	28.6%	81	69	55	1.5	52.2%	220	120	76	2.9	35.8%	204	66	58	3.5	40.9%	102	31	16	6.4	19.4%	119	20	12	9.9	15.0%
Sep 17	690	257	215	3.2	34.2%	19	8	11	1.7	50.0%	72	71	57	1.3	43.7%	196	81	76	2.6	32.1%	193	60	48	4.0	31.7%	94	16	11	8.5	18.8%	116	21	12	9.7	23.8%
Oct 17	628	223	213	2.9	40.8%	19	7	5	3.8	42.9%	75	61	57	1.3	55.7%	171	69	78	2.2	44.9%	167	55	47	3.6	32.7%	84	18	17	4.9	27.8%	112	13	9	12.4	0.0%
Nov 17	524	143	141	3.7	37.1%	18	4	5	3.6	75.0%	61	36	44	1.4	52.8%	138	57	55	2.5	42.1%	138	30	24	5.8	10.0%	68	9	9	7.6	33.3%	101	7	4	25.3	14.3%
Dec 17	439	106	129	3.4	45.3%	17	4	3	5.7	25.0%	44	32	40	1.1	65.6%	119	40	46	2.6	42.5%	119	16	23	5.2	31.3%	53	10	13	4.1	40.0%	87	4	4	21.8	0.0%
Jan 18	381	177	185	2.1	51.4%	14	9	11	1.3	66.7%	31	38	42	0.7	64.1%	110	61	65	1.7	58.3%	105	38	37	2.8	51.3%	45	12	15	3.0	16.7%	76	19	15	5.1	16.7%
Feb 18	390	209	181	2.2	50.9%	13	7	5	2.6	28.6%	47	44	30	1.6	51.1%	112	80	70	1.6	63.8%	84	42	55	1.5	50.0%	49	15	9	5.4	26.7%	85	21	12	7.1	28.6%
Mar 18	455	293	210	2.2	46.8%	11	7	9	1.2	42.9%	46	51	52	0.9	65.4%	134	102	69	1.9	51.5%	100	66	48	2.1	45.5%	70	37	17	4.1	27.0%	94	30	15	6.3	26.7%
Apr 18	498	303	257	1.9	48.2%	12	5	5	2.4	60.0%	46	52	59	0.8	63.5%	124	92	97	1.3	59.8%	127	89	62	2.0	42.7%	84	35	18	4.7	28.6%	105	30	16	6.6	23.3%
May 18	594	391	267	2.2	46.0%	16	15	7	2.3	53.3%	62	65	55	1.1	66.2%	160	120	82	2.0	48.3%	143	102	72	2.0	50.0%	95	48	30	3.2	27.1%	118	41	21	5.6	17.1%
Jun 18	689	388	259	2.7	42.8%	18	10	10	1.8	40.0%	73	66	52	1.4	63.6%	173	125	96	1.8	52.0%	168	93	62	2.7	34.4%	126	60	26	4.8	26.7%	131	34	13	10.1	20.6%
Jul 18	722	321	243	3.0	38.3%	14	9	10	1.4	66.7%	74	56	64	1.2	67.9%	181	110	80	2.3	39.1%	195	92	53	3.7	29.3%	125	30	19	6.6	20.0%	133	24	17	7.8	12.5%
Aug 18	713	275	244	2.9	42.9%	9	5	8	1.1	80.0%	69	50	60	1.2	70.0%	176	92	85	2.1	47.8%	199	76	54	3.7	30.3%	128	29	21	6.1	27.6%	132	23	16	8.3	17.4%
Sep 18	667	204	222	3.0	42.6%	13	12	9	1.4	33.3%	65	43	51	1.3	60.5%	161	65	78	2.1	41.5%	183	50	54	3.4	38.0%	116	17	21	5.5	47.1%	129	17	9	14.3	17.6%
Oct 18	531	159	199	2.7	47.2%	14	9	10	1.4	77.8%	46	23	41	1.1	47.8%	134	56	65	2.1	48.2%	138	35	48	2.9	42.9%	90	18	17	5.3	38.9%	109	18	18	6.1	44.4%
Nov 18	462	146	156	3.0	43.8%	14	8	9	1.6	62.5%	31	26	37	0.8	76.9%	121	49	53	2.3	40.8%	128	36	33	3.9	38.9%	69	17	20	3.5	29.4%	99	10	4	24.8	0.0%
Dec 18	372	90	123	3.0	45.6%	8	4	9	0.9	75.0%	17	13	27	0.6	92.3%	93	30	40	2.3	43.3%	100	22	33	3.0	50.0%	61	10	9	6.8	0.0%	93	11	5	18.6	18.2%
Jan 19	362	166	141	2.6	47.0%	8	4	4	2.0	75.0%	30	38	30	1.0	65.8%	81	50	52	1.6	56.0%	94	36	37	2.5	41.7%	67	24	8	8.4	20.8%	82	14	10	8.2	14.3%
Feb 19	351	149	150	2.3	60.4%	7	2	5	1.4	200.0%	31	30	28	1.1	76.7%	78	51	55	1.4	56.9%	86	32	35	2.5	56.3%	68	16	13	5.2	43.8%	81	18	14	5.8	50.0%
Mar 19	370	218	190	1.9	53.2%	9	9	7	1.3	66.7%	24	35	42	0.6	68.6%	76	64	62	1.2	64.1%	108	62	41	2.6	48.4%	66	27	23	2.9	37.0%	87	21	15	5.8	23.8%
Apr 19	420	302	241	1.7	56.0%	8	6	6	1.3	33.3%	29	37	36	0.8	78.4%	88	105	88	1.0	63.8%	111	75	70	1.6	54.7%	84	45	24	3.5	44.4%	100	34	17	5.9	29.4%
May 19	631	505	291	2.2		9	11	9	1.0		34	46	43	0.8		159	176	106	1.5		174	147	84	2.1		109	61	32	3.4		146	64	17	8.6	

Monthly Supply
1 - 2
3 - 4
5 - 6
7+

Inventory
Shortage
Low
Healthy
Elevated

83% of Sales Activity had a Shortage of Inventory

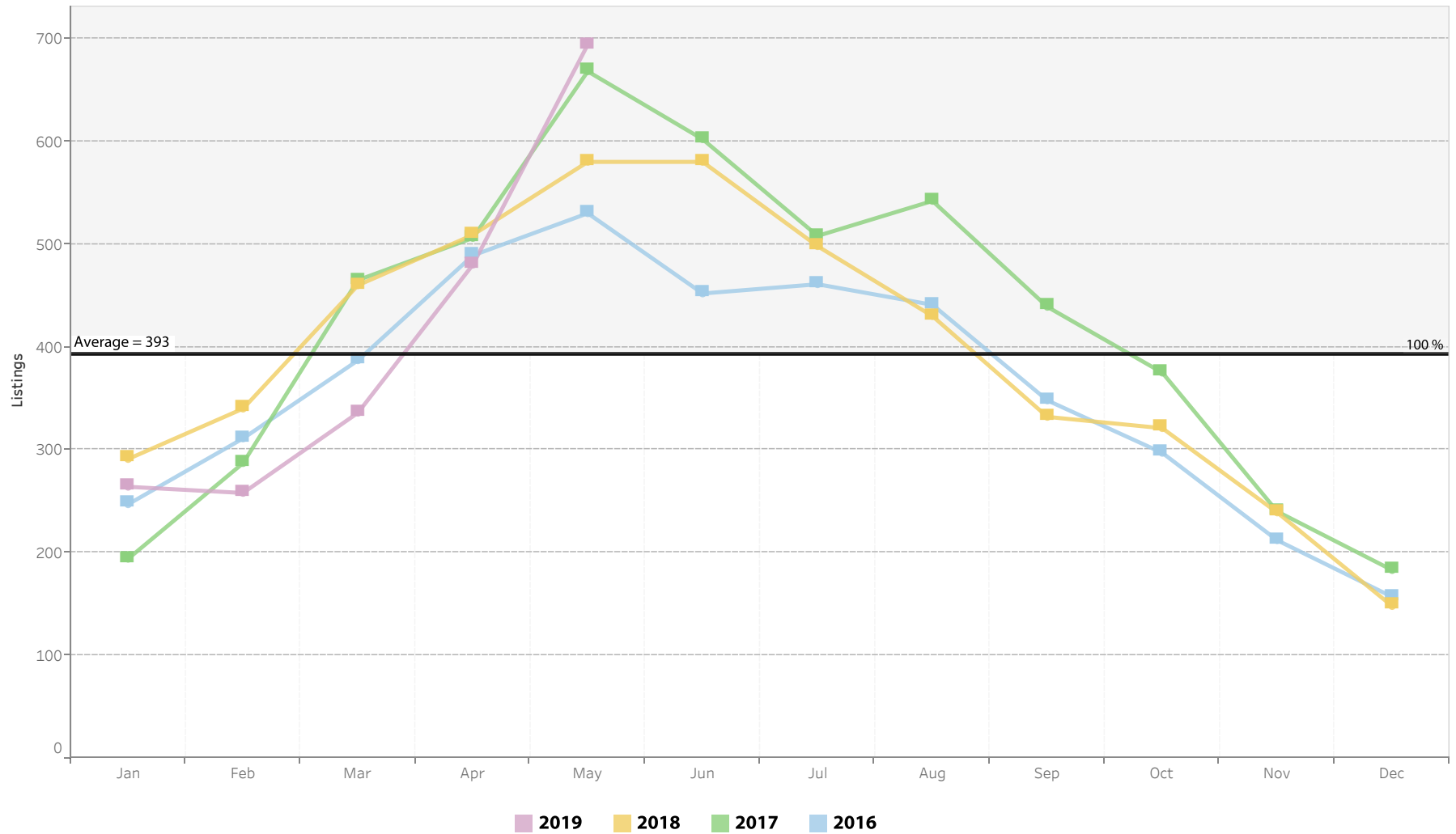
11% Low Inventory

6% Healthy Inventory

Data Source: Central Oregon MLS

John L. Scott Real Estate Internal Use Only

New Resale Listings Chart - Bend OR



Report Filters

Geography Type
By_MLSArea

Geography Selection
Bend OR

Property Type
Resale

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: All Prices Combined						Internal Use Only	

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January	60.66%	9.02%	6.56%	3.28%	1.64%	0.82%	18.03%
	February	52.78%	12.50%	9.26%	3.70%	3.70%		18.06%
	March	53.95%	11.58%	6.78%	4.52%	2.82%	1.69%	18.64%
	April	45.38%	13.33%	10.00%	5.90%	1.79%	1.79%	21.79%
	May	45.79%	10.27%	6.78%	5.75%	1.64%	1.23%	28.54%
	June	38.94%	11.49%	6.60%	6.38%	3.62%	2.34%	30.64%
	July	36.63%	9.40%	5.78%	5.06%	2.41%	2.17%	38.55%
	August	35.46%	11.11%	6.86%	4.96%	3.07%	3.55%	34.99%
	September	31.98%	13.08%	3.78%	7.27%	6.98%	2.33%	34.59%
	October	40.21%	10.14%	8.39%	2.45%	5.24%	2.45%	31.12%
	November	32.02%	17.42%	10.11%	7.30%	3.37%	3.37%	26.40%
	December	41.04%	14.93%	6.72%	6.72%	2.99%	1.49%	26.12%
2018	January	45.95%	12.61%	8.56%	4.95%	4.05%	0.45%	23.42%
	February	52.85%	14.07%	7.22%	3.42%	3.42%	0.76%	18.25%
	March	45.32%	12.57%	7.60%	6.14%	2.92%	0.88%	24.56%
	April	45.58%	14.09%	7.18%	4.42%	3.87%	1.66%	23.20%
	May	44.83%	10.13%	6.25%	5.60%	5.17%	0.86%	27.16%
	June	40.26%	12.34%	11.04%	3.90%	4.76%	2.16%	25.54%
	July	34.39%	11.64%	10.32%	5.56%	3.97%	1.32%	32.80%
	August	39.77%	12.87%	6.43%	4.39%	3.22%	4.09%	29.24%
	September	38.04%	13.73%	7.84%	5.10%	4.71%	2.75%	27.84%
	October	41.15%	11.48%	7.66%	6.70%	3.83%	4.31%	24.88%
	November	40.80%	8.05%	11.49%	2.87%	5.17%	4.60%	
	December	39.64%	17.12%	6.31%	7.21%	7.21%		
2019	January	46.03%	12.17%	10.05%	6.35%			
	February	56.67%	11.67%	6.67%				
	March	46.97%	14.02%					
	April	53.58%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: \$0 - \$249,999							Internal Use Only

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January	47.37%	15.79%	10.53%				26.32%
	February	47.37%		5.26%				47.37%
	March	60.71%	14.29%	7.14%		3.57%		14.29%
	April	36.00%	20.00%	8.00%	8.00%		4.00%	24.00%
	May	51.85%	9.26%	7.41%	3.70%	1.85%		25.93%
	June	50.00%	10.71%					39.29%
	July	53.57%	3.57%	10.71%		3.57%		28.57%
	August	21.74%	13.04%	4.35%	13.04%	2.17%	2.17%	43.48%
	September	25.00%	9.09%	6.82%	9.09%	6.82%	4.55%	38.64%
	October	36.00%	12.00%			16.00%	8.00%	28.00%
	November	40.00%	30.00%	10.00%				20.00%
	December	14.29%	35.71%	7.14%				
2018	January	37.50%	12.50%	15.63%	3.13%	3.13%		
	February	54.55%	22.73%	4.55%		4.55%		13.64%
	March	47.62%	9.52%	4.76%	4.76%			33.33%
	April	45.83%	12.50%	8.33%	4.17%	4.17%	4.17%	20.83%
	May	47.62%	7.14%	7.14%	2.38%			35.71%
	June	40.63%	6.25%	12.50%	12.50%	6.25%		21.88%
	July	38.46%	15.38%	19.23%			3.85%	23.08%
	August	48.39%	9.68%	3.23%	3.23%	3.23%	3.23%	29.03%
	September	21.88%	18.75%		3.13%		6.25%	40.63%
	October	52.38%	19.05%	4.76%		9.52%		14.29%
	November	47.62%	4.76%	4.76%		4.76%		
	December	41.67%	41.67%	8.33%				
2019	January	46.67%	20.00%	6.67%	6.67%			
	February	80.00%		6.67%				
	March	42.11%	10.53%	10.53%				
	April	50.00%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: \$250,000 - \$349,999						Internal Use Only	

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January	63.64%	6.82%	11.36%	4.55%			13.64%
	February	57.38%	16.39%	8.20%	4.92%	3.28%		9.84%
	March	58.95%	12.63%	10.53%	3.16%	5.26%	2.11%	7.37%
	April	69.66%	12.36%	4.49%	3.37%	1.12%	2.25%	6.74%
	May	60.38%	13.21%	10.38%	3.77%	1.89%		10.38%
	June	70.53%	11.58%	3.16%	5.26%	2.11%		7.37%
	July	57.65%	10.59%	4.71%	4.71%	2.35%		20.00%
	August	52.87%	9.20%	9.20%	2.30%	2.30%	2.30%	21.84%
	September	45.35%	17.44%	2.33%	6.98%	4.65%	2.33%	20.93%
	October	54.43%	8.86%	15.19%	1.27%	3.80%	1.27%	15.19%
	November	47.73%	25.00%	11.36%	2.27%	4.55%		9.09%
	December	64.10%	5.13%	5.13%	7.69%	2.56%		15.38%
2018	January	57.14%	11.90%	9.52%	2.38%	7.14%		11.90%
	February	52.38%	12.70%	6.35%	1.59%	3.17%	1.59%	22.22%
	March	62.69%	16.42%	4.48%	1.49%	4.48%		10.45%
	April	55.38%	20.00%	7.69%	4.62%			12.31%
	May	60.47%	8.14%	8.14%	5.81%	6.98%		10.47%
	June	51.00%	18.00%	8.00%	2.00%	2.00%		19.00%
	July	51.95%	15.58%	5.19%	10.39%	1.30%	2.60%	12.99%
	August	58.33%	9.72%	11.11%	1.39%	2.78%	1.39%	15.28%
	September	53.45%	17.24%	10.34%	1.72%	1.72%	3.45%	12.07%
	October	42.50%	17.50%	10.00%	7.50%		2.50%	20.00%
	November	68.75%	15.63%	3.13%	3.13%	3.13%		
	December	66.67%	16.67%	5.56%		11.11%		
2019	January	63.41%	14.63%	9.76%	2.44%			
	February	73.53%	11.76%	5.88%				
	March	59.52%	16.67%					
	April	69.09%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: \$350,000 - \$499,999						Internal Use Only	

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January	75.76%	9.09%	3.03%	3.03%			9.09%
	February	50.72%	13.04%	11.59%	5.80%	5.80%		13.04%
	March	58.77%	12.28%	4.39%	6.14%	0.88%	2.63%	14.91%
	April	43.75%	13.28%	10.16%	7.81%	2.34%	2.34%	20.31%
	May	52.11%	9.15%	5.63%	4.23%	1.41%	1.41%	26.06%
	June	39.62%	15.09%	5.03%	7.55%	3.14%	4.40%	25.16%
	July	35.66%	13.95%	7.75%	7.75%	0.78%	1.55%	32.56%
	August	33.33%	12.82%	8.97%	4.49%	5.13%	2.56%	32.69%
	September	32.29%	18.75%	3.13%	6.25%	9.38%	2.08%	28.13%
	October	44.16%	11.69%	7.79%		2.60%	2.60%	31.17%
	November	37.10%	12.90%	14.52%	4.84%	1.61%		29.03%
	December	42.86%	16.67%	11.90%	11.90%	2.38%		14.29%
2018	January	57.35%	13.24%	7.35%	7.35%	1.47%	1.47%	11.76%
	February	62.77%	12.77%	10.64%	4.26%	1.06%		8.51%
	March	49.06%	11.32%	12.26%	8.49%	2.83%		16.04%
	April	54.95%	9.01%	9.01%	7.21%	3.60%		16.22%
	May	46.51%	11.63%	7.75%	3.88%	6.98%	1.55%	21.71%
	June	51.91%	10.69%	10.69%	3.05%	5.34%	3.05%	15.27%
	July	36.36%	11.57%	11.57%	8.26%	4.13%	0.83%	27.27%
	August	43.81%	12.38%	4.76%	7.62%	0.95%	6.67%	23.81%
	September	37.66%	15.58%	9.09%	10.39%	3.90%	2.60%	20.78%
	October	42.86%	12.70%	4.76%	6.35%	4.76%	6.35%	22.22%
	November	37.74%	11.32%	20.75%		3.77%	3.77%	
	December	40.00%	17.14%	14.29%	2.86%	5.71%		
2019	January	55.56%	14.81%	7.41%	7.41%			
	February	50.00%	25.86%	8.62%				
	March	58.23%	16.46%					
	April	62.81%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: \$500,000 - \$749,999						Internal Use Only	

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January	63.16%	5.26%		5.26%	5.26%		21.05%
	February	52.50%	12.50%	7.50%	2.50%	2.50%		22.50%
	March	54.17%	12.50%	5.56%	4.17%	1.39%	1.39%	20.83%
	April	35.42%	14.58%	15.63%	6.25%	2.08%	1.04%	25.00%
	May	39.32%	9.40%	7.69%	9.40%		2.56%	31.62%
	June	25.66%	9.73%	12.39%	7.08%	6.19%	2.65%	36.28%
	July	27.27%	7.07%	7.07%	4.04%	4.04%	3.03%	47.47%
	August	42.25%	8.45%	2.82%	4.23%	2.82%	4.23%	35.21%
	September	27.40%	8.22%	5.48%	2.74%	2.74%	1.37%	52.05%
	October	33.33%	8.70%	5.80%	7.25%	2.90%	2.90%	39.13%
	November	13.16%	15.79%	5.26%	21.05%	7.89%	15.79%	21.05%
	December	22.73%	18.18%	4.55%		9.09%	9.09%	36.36%
2018	January	53.49%	11.63%	6.98%	9.30%			18.60%
	February	53.49%	13.95%	4.65%	4.65%	6.98%	2.33%	13.95%
	March	41.33%	13.33%	4.00%	9.33%	1.33%	1.33%	29.33%
	April	41.76%	16.48%	5.49%	2.20%	7.69%	2.20%	24.18%
	May	48.65%	10.81%	6.31%	8.11%	2.70%	0.90%	22.52%
	June	29.91%	11.21%	14.02%	3.74%	5.61%	2.80%	32.71%
	July	29.47%	12.63%	11.58%	3.16%	6.32%	1.05%	35.79%
	August	24.10%	19.28%	6.02%	2.41%	7.23%	4.82%	36.14%
	September	36.54%	9.62%	5.77%	5.77%	7.69%	1.92%	32.69%
	October	37.21%	9.30%	16.28%	11.63%			25.58%
	November	35.90%		15.38%	7.69%	10.26%	12.82%	
	December	47.83%	8.70%		13.04%	8.70%	4.35%	
2019	January	39.02%	9.76%	17.07%	7.32%			
	February	50.00%	5.26%	5.26%				
	March	42.86%	12.86%					
	April	54.76%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: \$750,000 - \$999,999						Internal Use Only	

Bend OR

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January		50.00%			50.00%		
	February	52.63%	10.53%	15.79%				21.05%
	March	34.62%	7.69%		7.69%	7.69%		42.31%
	April	42.86%	14.29%	7.14%				35.71%
	May	20.51%	7.69%		7.69%	5.13%	2.56%	56.41%
	June	20.51%	12.82%	10.26%	7.69%		2.56%	46.15%
	July	15.79%	5.26%		5.26%		7.89%	65.79%
	August	17.50%	12.50%	5.00%	7.50%		10.00%	47.50%
	September	17.65%	5.88%		23.53%	11.76%	5.88%	35.29%
	October	27.27%	13.64%	9.09%	4.55%	9.09%		36.36%
	November	25.00%	8.33%	8.33%				58.33%
	December	50.00%	20.00%					30.00%
2018	January	10.53%	21.05%	10.53%		10.53%		47.37%
	February	23.53%	17.65%	5.88%		5.88%		47.06%
	March	26.32%	13.16%	15.79%	2.63%	2.63%	2.63%	36.84%
	April	25.58%	16.28%	6.98%	4.65%	2.33%	6.98%	37.21%
	May	30.19%	11.32%	1.89%	5.66%	11.32%	1.89%	37.74%
	June	27.59%	8.62%	13.79%	6.90%	5.17%		37.93%
	July	18.18%	6.06%	6.06%		9.09%		60.61%
	August	29.63%	11.11%	7.41%	7.41%	3.70%		40.74%
	September	38.89%	11.11%	11.11%				38.89%
	October	33.33%	4.76%	4.76%	4.76%	4.76%	9.52%	38.10%
	November	27.78%	5.56%		5.56%	5.56%	5.56%	
	December		21.43%		21.43%	14.29%		
2019	January	25.00%		12.50%	8.33%			
	February	47.06%		5.88%				
	March	33.33%	13.33%					
	April	35.85%						

Source: Central Oregon MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
April-2019	Price Range: Above \$1,000,000						Internal Use Only	

Bend OR

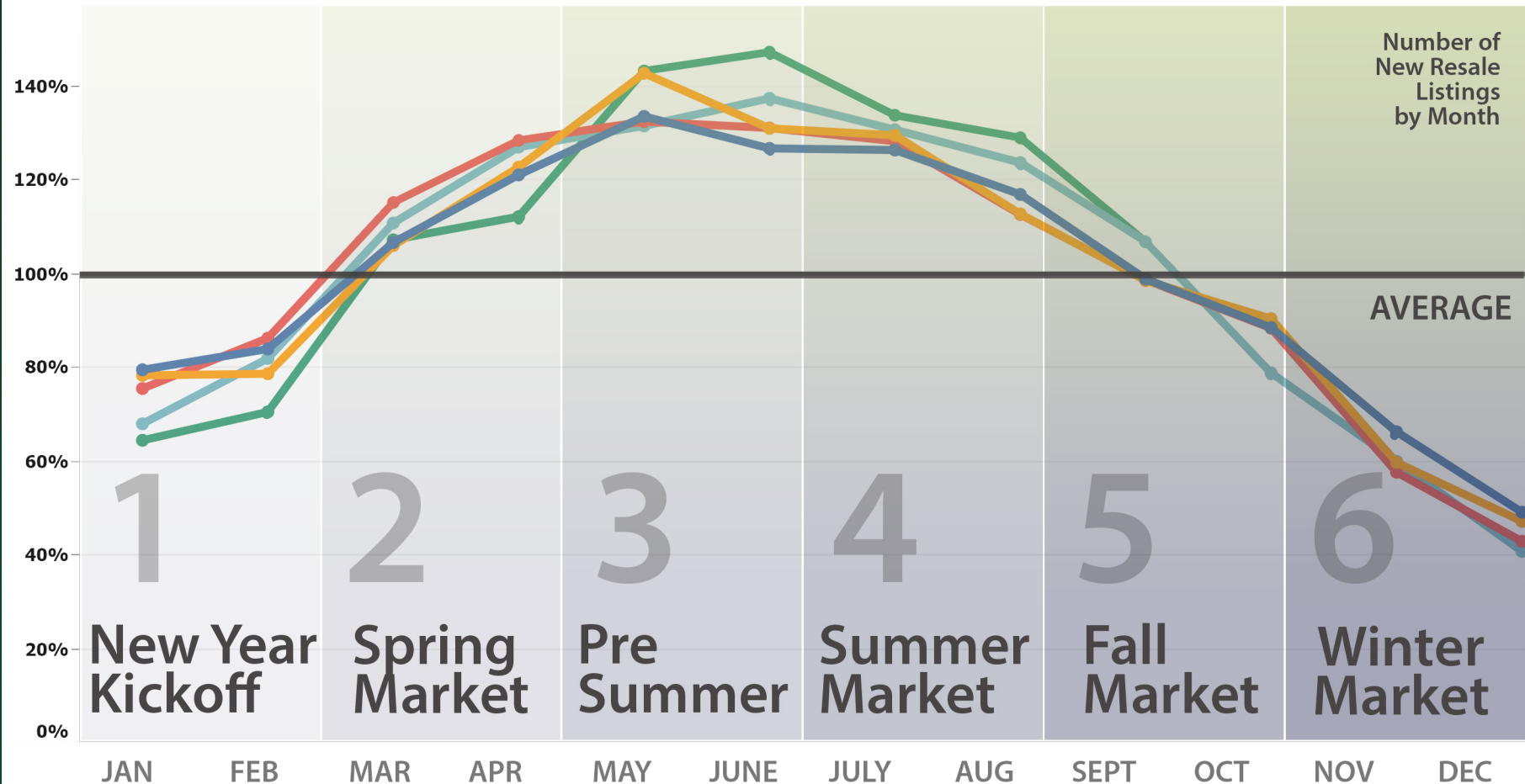
		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2017	January						20.00%	80.00%
	February	50.00%	12.50%			12.50%		25.00%
	March	15.79%		15.79%	5.26%			63.16%
	April	16.67%	4.17%	12.50%	8.33%	4.17%		54.17%
	May	10.34%	13.79%	3.45%	6.90%	3.45%		62.07%
	June	5.56%		5.56%	5.56%	8.33%		75.00%
	July	25.00%	5.56%		2.78%	5.56%	2.78%	58.33%
	August	21.74%	8.70%	4.35%			4.35%	60.87%
	September	21.43%	3.57%	3.57%	10.71%	14.29%		46.43%
	October		7.14%			14.29%		78.57%
	November	8.33%	16.67%		8.33%			66.67%
	December				14.29%			
2018	January	11.11%	5.56%			11.11%		
	February	33.33%	12.50%	4.17%	8.33%	4.17%		37.50%
	March	28.57%	8.57%		5.71%	5.71%	2.86%	48.57%
	April	28.57%	10.71%	3.57%		3.57%		53.57%
	May	13.95%	9.30%	2.33%	6.98%			67.44%
	June	17.65%	17.65%	5.88%		5.88%	8.82%	44.12%
	July	7.69%		11.54%				80.77%
	August	20.83%	8.33%	4.17%	4.17%		4.17%	58.33%
	September	22.22%		11.11%		5.56%		61.11%
	October	38.10%			4.76%	9.52%	9.52%	38.10%
	November		9.09%	9.09%				
	December	22.22%			11.11%			
2019	January	14.29%	14.29%		7.14%			
	February	50.00%		5.56%				
	March	20.83%	8.33%					
	April	26.32%						

Source: Central Oregon MLS

John L Scott Real Estate

6 Phases to Yearly Housing Cycle

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*5-year span of when resale listing on market.