



Cascade
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INTERNATIONAL REALTY

Community Market Report

West Linn, Oregon

August 2023

Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for West Linn, Oregon. The data in the Sold Listings table is based on homes sold within the month of July 2023.

	Current Period Jul 2023	Last Month Jun 2023	Change From Last Month	Last Year Jul 2022	Change From Last Year
Homes Sold	41	24	▲ 71%	43	▼ 5%
Median Sale Price	\$790,000	\$802,500	▼ 2%	\$738,500	▲ 7%
Median List Price	\$799,000	\$827,500	▼ 3%	\$738,500	▲ 8%
Sale to List Price Ratio	99%	99%	0%	100%	▼ 1%
Sales Volume	\$32,011,799	\$19,547,400	▲ 64%	\$33,574,500	▼ 5%
Median Days on Market	7 days	9 days	▼ 2 days	8 days	▼ 1 day
Homes Sold Year to Date	216	175	▲ 23%	268	▼ 19%

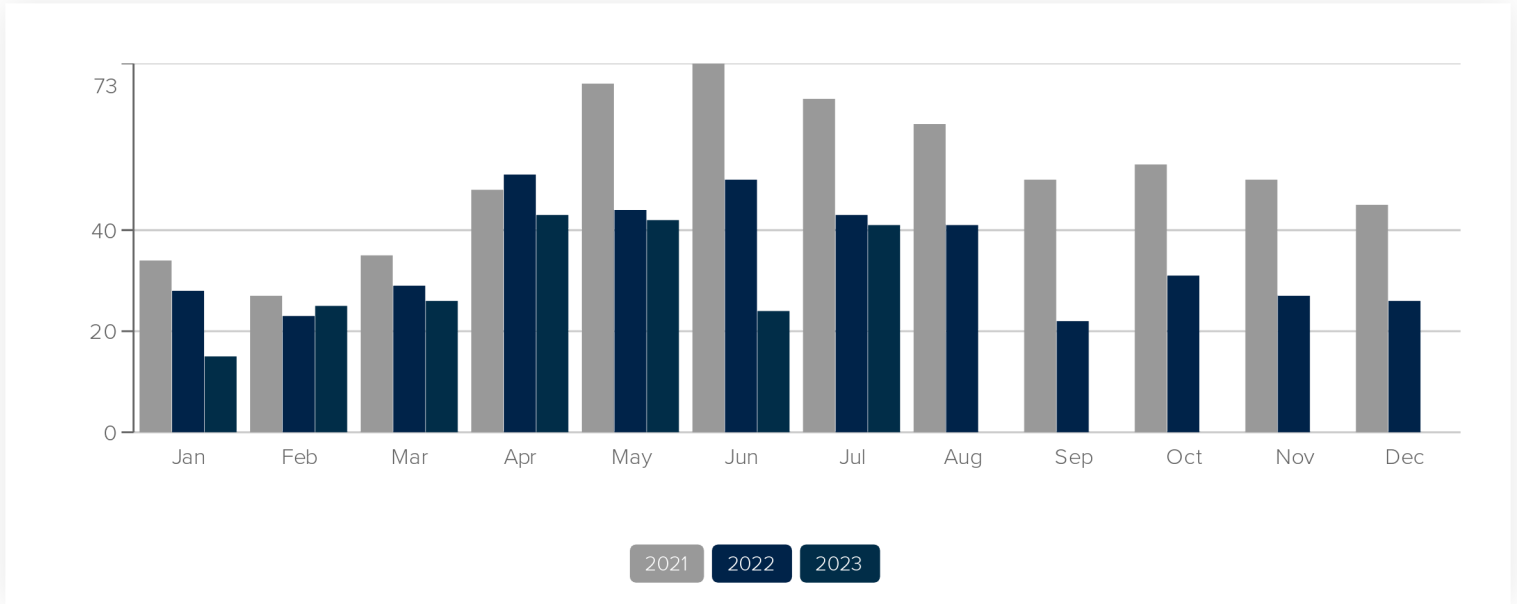
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of August 8, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

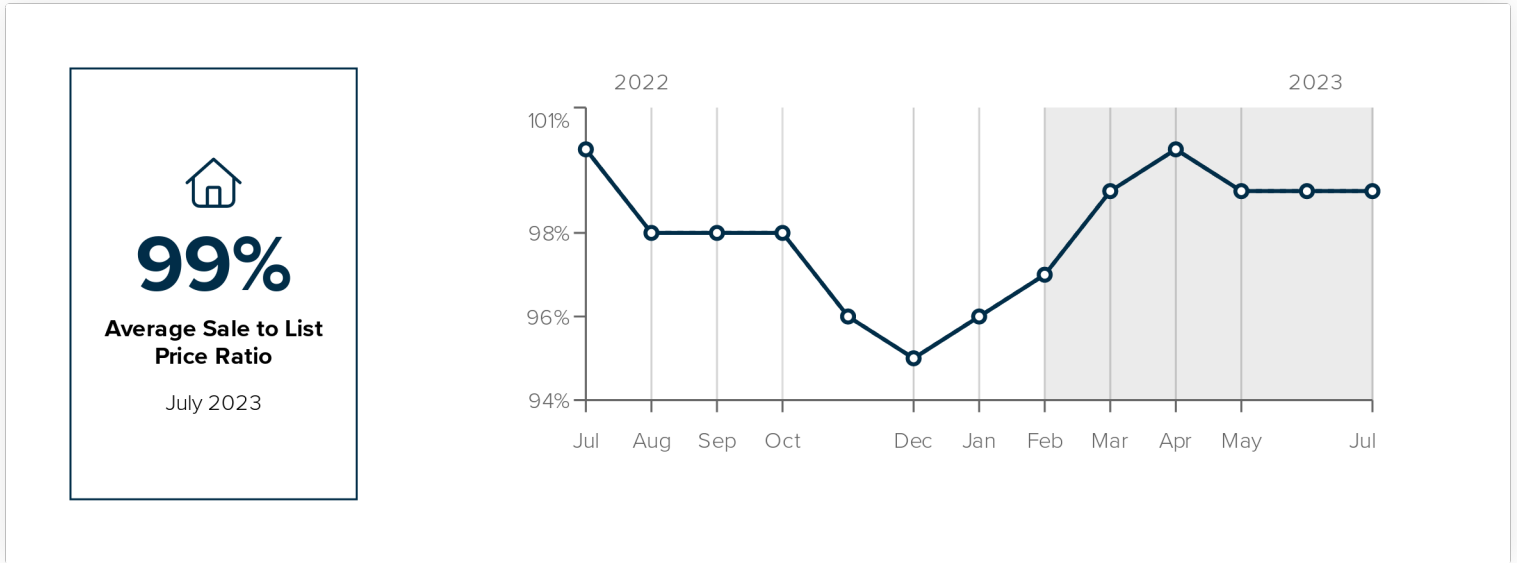
69 Homes for Sale	\$850,000 Median List Price	34 Median Days on Market
39 Homes Under Contract	\$2,100,000 High Price	\$199,000 Low Price

Values pulled on 8/8/2023

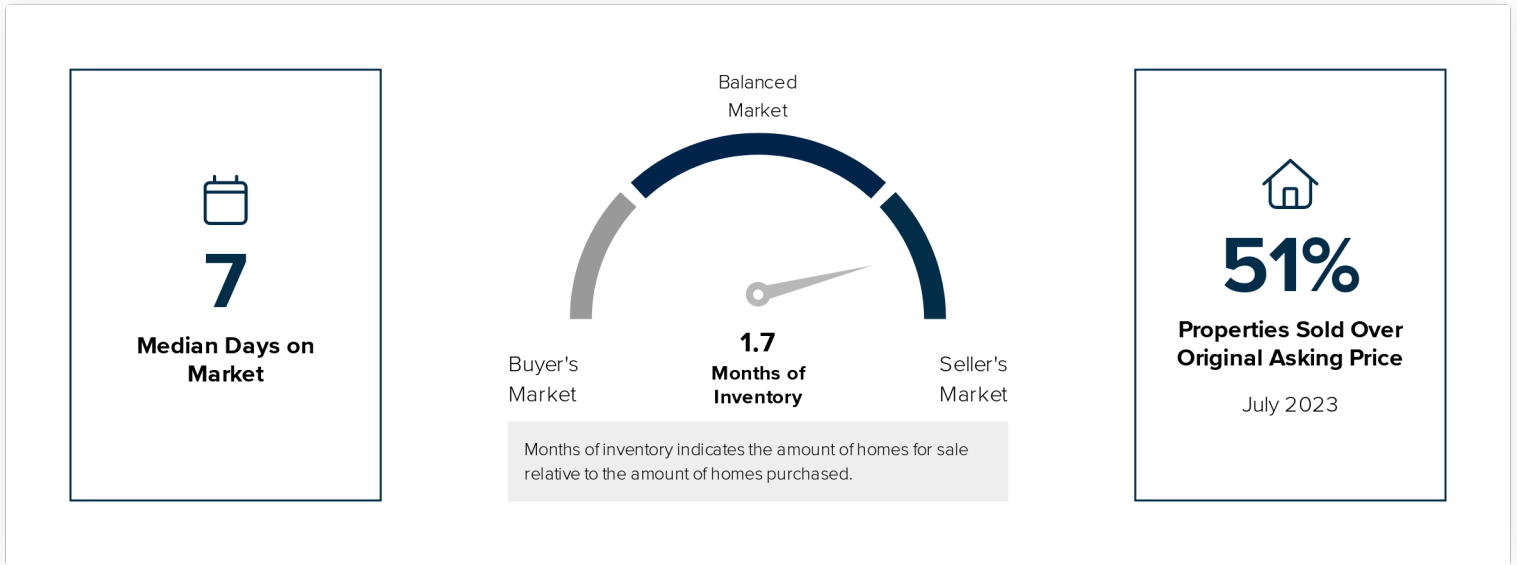
Homes Sold



Sale to List Price Ratio



Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it Impacts Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from
- More negotiating power
- Could spend less than asking price
- Price restrictions
- Rarely competing offers

Seller's Market
More people buying homes than selling

- Fewer homes to choose from
- Less negotiating power
- Need to be able to close quickly
- Could spend more than asking price
- Competition from other buyers

How it Impacts Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell
- Fewer offers received
- Could get lower than asking price
- May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

- Home sells quickly
- Multiple offers likely
- Could get more than asking price
- Buyers willing to overlook repairs

Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory			Sales		Market Climate
	As of 8/8/23	Current Period Jul 2023	3 Month Trend	Current Period Jul 2023	6 Month Avg		
All Price Ranges	69	1.7	0.6	41	34	Seller's	
< \$300,000	1	0.5	0.2	2	2	● Seller's	
\$300,000 - \$600,000	14	1.3	0.6	11	8	● Seller's	
\$600,000 - \$900,000	28	1.9	0.6	15	14	● Seller's	
\$900,000 - \$1,200,000	15	1.7	0.7	9	6	● Seller's	
\$1,200,000 - \$1,500,000	5	2.5	0.8	2	1	● Seller's	
\$1,500,000 - \$1,800,000	4	4.0	1.3	1	0	● Seller's	
\$1,800,000 - \$2,100,000	2	2.0	2.0	1	0	● Seller's	
\$2,100,000 - \$2,400,000	0	—	—	0	0	—	
\$2,400,000 - \$2,700,000	0	—	—	0	0	—	
\$2,700,000 - \$3,000,000	0	—	—	0	0	—	
> \$3,000,000	0	—	—	0	0	—	

Seller's Market
Less than 6 months of inventory

Balanced Market
Between 6-7 months of inventory

Buyer's Market
More than 7 months of inventory

Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in West Linn, Oregon. The values are based on closed transactions in July 2023.

