

December 2018

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Dec 2018	Dec 2017	% Change
Sold Dollar Volume	\$44,059,420	\$54,000,936	-18.41%
Avg Sold Price	\$284,254	\$272,732	4.22%
Median Sold Price	\$265,000	\$245,000	8.16%
Units Sold	155	198	-21.72%
Avg Days on Market	74	85	-12.94%
Avg List Price for Solds	\$292,624	\$277,748	5.36%
Avg SP to OLP Ratio	95.6%	95.8%	-0.14%
Ratio of Avg SP to Avg OLP	94.7%	96.2%	-1.57%
Attached Avg Sold Price	\$218,263	\$210,943	3.47%
Detached Avg Sold Price	\$293,474	\$282,488	3.89%
Attached Units Sold	19	27	-29.63%
Detached Units Sold	136	171	-20.47%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Dec 2018	Dec 2017	% Change
Active Listings	783	695	12.66%
New Listings	163	171	-4.68%
New Under Contracts	93	94	-1.06%
New Contingents	57	88	-35.23%
New Pendings	150	182	-17.58%
All Pendings	267	282	-5.32%

Financing (Sold)

Assumption	0
Cash	22
Conventional	63
FHA	24
Other	21
Owner	0
VA	25

Days on Market (Sold)

0	14
1 to 10	11
11 to 20	10
21 to 30	12
31 to 60	35
61 to 90	25
91 to 120	21
121 to 180	16
181 to 360	9
361 to 720	2
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	2	0	0
\$50K to \$99,999	1	0	3	0	1	0	0	8	0	0
\$100K to \$149,999	0	4	1	0	1	0	1	24	8	0
\$150K to \$199,999	5	0	21	1	1	0	0	75	5	0
\$200K to \$299,999	2	1	29	7	20	4	0	201	24	1
\$300K to \$399,999	0	0	10	1	20	0	0	202	2	0
\$400K to \$499,999	0	0	3	0	8	0	0	105	0	0
\$500K to \$599,999	0	0	3	0	5	0	0	51	0	0
\$600K to \$799,999	0	0	0	0	1	0	0	38	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	11	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	15	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	6	0	0
\$5,000,000+	0	0	0	0	0	0	0	4	0	0
Total	8	5	70	9	58	4	1	742	39	1
Avg Sold Price	\$182,600	\$154,183	\$253,227	\$251,465	\$357,340	\$243,475	\$139,000			
Prev Year - Avg Sold Price	\$211,819	\$170,167	\$248,071	\$229,124	\$337,890	\$92,000	\$0			
Avg Sold % Change	-13.79%	-9.39%	2.08%	9.75%	5.76%	164.65%	0.00%			
Prev Year - # of Solds	21	6	76	20	74	1	0			

Active Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	2	0	0
\$50K to \$99,999	1	0	3	0	1	0	0	8	0	0
\$100K to \$149,999	0	4	1	0	1	0	1	24	8	0
\$150K to \$199,999	5	0	21	1	1	0	0	75	5	0
\$200K to \$299,999	2	1	29	7	20	4	0	201	24	1
\$300K to \$399,999	0	0	10	1	20	0	0	202	2	0
\$400K to \$499,999	0	0	3	0	8	0	0	105	0	0
\$500K to \$599,999	0	0	3	0	5	0	0	51	0	0
\$600K to \$799,999	0	0	0	0	1	0	0	38	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	11	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	15	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	6	0	0
\$5,000,000+	0	0	0	0	0	0	0	4	0	0
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