

December 2017

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

| | Dec 2017 | Dec 2016 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$54,000,936 | \$60,009,659 | -10.01% |
| Avg Sold Price | \$272,732 | \$272,771 | -0.01% |
| Median Sold Price | \$245,000 | \$247,000 | -0.81% |
| Units Sold | 198 | 220 | -10.00% |
| Avg Days on Market | 70 | 88 | -20.45% |
| Avg List Price for Solds | \$277,748 | \$278,233 | -0.17% |
| Avg SP to OLP Ratio | 95.8% | 95.2% | 0.59% |
| Ratio of Avg SP to Avg OLP | 96.2% | 95.7% | 0.47% |
| Attached Avg Sold Price | \$210,943 | \$182,547 | 15.56% |
| Detached Avg Sold Price | \$282,488 | \$286,470 | -1.39% |
| Attached Units Sold | 27 | 29 | -6.90% |
| Detached Units Sold | 171 | 191 | -10.47% |

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 2017 | Dec 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 695 | 769 | -9.62% |
| New Listings | 171 | 194 | -11.86% |
| New Under Contracts | 94 | 108 | -12.96% |
| New Contingents | 88 | 63 | 39.68% |
| New Pending | 182 | 171 | 6.43% |
| All Pending | 282 | 255 | 10.59% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 40 |
| Conventional | 80 |
| FHA | 36 |
| Other | 23 |
| Owner | 1 |
| VA | 18 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 17 |
| 1 to 10 | 31 |
| 11 to 20 | 27 |
| 21 to 30 | 18 |
| 31 to 60 | 27 |
| 61 to 90 | 31 |
| 91 to 120 | 12 |
| 121 to 180 | 17 |
| 181 to 360 | 15 |
| 361 to 720 | 2 |
| 721+ | 1 |

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 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$50K to \$99,999 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 15 | 0 | 0 |
| \$100K to \$149,999 | 4 | 1 | 6 | 0 | 3 | 0 | 0 | 19 | 9 | 1 |
| \$150K to \$199,999 | 7 | 4 | 16 | 5 | 9 | 0 | 0 | 62 | 10 | 0 |
| \$200K to \$299,999 | 4 | 1 | 34 | 15 | 23 | 0 | 0 | 199 | 20 | 0 |
| \$300K to \$399,999 | 2 | 0 | 15 | 0 | 19 | 0 | 0 | 184 | 3 | 0 |
| \$400K to \$499,999 | 1 | 0 | 4 | 0 | 11 | 0 | 0 | 65 | 0 | 0 |
| \$500K to \$599,999 | 1 | 0 | 0 | 0 | 4 | 0 | 0 | 39 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 32 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 7 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| Total | 21 | 6 | 76 | 20 | 74 | 1 | 0 | 652 | 42 | 1 |
| Avg Sold Price | \$211,819 | \$170,167 | \$248,071 | \$229,124 | \$337,890 | \$92,000 | \$0 | | | |
| Prev Year - Avg Sold Price | \$193,965 | \$140,286 | \$244,469 | \$219,113 | \$364,900 | \$189,693 | \$121,375 | | | |
| Avg Sold % Change | 9.20% | 21.30% | 1.47% | 4.57% | -7.40% | -51.50% | 0.00% | | | |
| Prev Year - # of Solds | 20 | 7 | 96 | 14 | 75 | 4 | 4 | | | |

Active Detail