

September 2016

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Sep 2016	Sep 2015	% Change
Sold Dollar Volume	\$62,720,720	\$54,425,605	15.24%
Avg Sold Price	\$269,188	\$245,160	9.80%
Median Sold Price	\$240,000	\$210,250	14.15%
Units Sold	233	222	4.95%
Avg Days on Market	69	82	-15.85%
Avg List Price for Solds	\$277,041	\$253,123	9.45%
Avg SP to OLP Ratio	95.9%	93.9%	2.05%
Ratio of Avg SP to Avg OLP	95.0%	93.7%	1.31%
Attached Avg Sold Price	\$183,531	\$153,078	19.89%
Detached Avg Sold Price	\$282,825	\$257,375	9.89%
Attached Units Sold	32	26	23.08%
Detached Units Sold	201	196	2.55%

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

	Sep 2016	Sep 2015	% Change
Active Listings	1,086	1,266	-14.22%
New Listings	307	365	-15.89%
New Under Contracts	109	125	-12.80%
New Contingents	135	120	12.50%
New Pendings	244	245	-0.41%
All Pendings	370	387	-4.39%

Financing (Sold)

Assumption	0
Cash	27
Conventional	103
FHA	42
Other	41
Owner	1
VA	19

Days on Market (Sold)

0	21
1 to 10	43
11 to 20	18
21 to 30	31
31 to 60	45
61 to 90	19
91 to 120	20
121 to 180	13
181 to 360	13
361 to 720	10
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	5	0	0
\$50K to \$99,999	2	0	1	2	1	0	0	23	2	0
\$100K to \$149,999	9	5	6	6	3	0	0	42	7	6
\$150K to \$199,999	6	0	33	3	2	1	0	104	9	0
\$200K to \$299,999	3	2	31	12	35	0	0	273	67	0
\$300K to \$399,999	1	1	16	0	26	0	0	275	6	0
\$400K to \$499,999	0	0	5	0	12	0	0	124	0	0
\$500K to \$599,999	0	0	0	0	4	0	0	51	0	0
\$600K to \$799,999	0	0	1	0	3	0	0	42	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	14	0	0
\$1M to \$2,499,999	1	0	0	0	0	0	0	30	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	5	0	0
\$5,000,000+	0	0	0	0	0	0	0	1	0	0
<b>Total</b>	<b>22</b>	<b>8</b>	<b>93</b>	<b>23</b>	<b>86</b>	<b>1</b>	<b>0</b>	<b>989</b>	<b>91</b>	<b>6</b>
Avg Sold Price	\$241,531	\$173,537	\$244,312	\$186,813	\$335,035	\$188,000	\$0			
Prev Year - Avg Sold Price	\$154,578	\$169,333	\$219,766	\$159,465	\$341,519	\$180,000	\$118,500			
Avg Sold % Change	56.25%	2.48%	11.17%	17.15%	-1.90%	4.44%	0.00%			
Prev Year - # of Solds	27	6	94	13	75	1	6			

Active Detail