

January 2017

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Jan 2017	Jan 2016	% Change
Sold Dollar Volume	\$36,231,197	\$30,028,853	20.65%
Avg Sold Price	\$264,461	\$246,138	7.44%
Median Sold Price	\$240,000	\$225,000	6.67%
Units Sold	137	122	12.30%
Avg Days on Market	89	85	4.71%
Avg List Price for Solds	\$269,860	\$252,849	6.73%
Avg SP to OLP Ratio	95.0%	94.0%	1.01%
Ratio of Avg SP to Avg OLP	95.4%	94.6%	0.87%
Attached Avg Sold Price	\$166,110	\$140,675	18.08%
Detached Avg Sold Price	\$281,274	\$263,213	6.86%
Attached Units Sold	20	17	17.65%
Detached Units Sold	117	105	11.43%

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

	Jan 2017	Jan 2016	% Change
Active Listings	719	924	-22.19%
New Listings	209	205	1.95%
New Under Contracts	107	86	24.42%
New Contingents	83	82	1.22%
New Pendings	190	168	13.10%
All Pendings	285	290	-1.72%

Financing (Sold)

Assumption	0
Cash	24
Conventional	56
FHA	20
Other	21
Owner	0
VA	16

Days on Market (Sold)

0	11
1 to 10	23
11 to 20	15
21 to 30	7
31 to 60	18
61 to 90	13
91 to 120	8
121 to 180	25
181 to 360	13
361 to 720	3
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	1	0	0
\$50K to \$99,999	4	0	1	0	0	0	1	22	0	0
\$100K to \$149,999	1	3	7	6	1	0	2	26	11	0
\$150K to \$199,999	1	0	12	2	3	0	0	72	6	0
\$200K to \$299,999	1	0	26	5	16	1	0	183	38	0
\$300K to \$399,999	0	0	6	0	17	0	0	187	6	0
\$400K to \$499,999	0	0	3	0	8	0	0	77	0	0
\$500K to \$599,999	0	0	2	0	4	0	0	28	0	0
\$600K to \$799,999	0	0	0	0	3	0	0	28	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	10	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	19	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	1	0	0
<b>Total</b>	<b>8</b>	<b>3</b>	<b>57</b>	<b>13</b>	<b>52</b>	<b>1</b>	<b>3</b>	<b>658</b>	<b>61</b>	<b>0</b>
Avg Sold Price	\$109,531	\$131,300	\$244,131	\$181,476	\$348,409	\$239,900	\$109,733			
Prev Year - Avg Sold Price	\$121,838	\$105,600	\$225,178	\$157,875	\$352,031	\$265,480	\$111,667			
Avg Sold % Change	-10.10%	24.34%	8.42%	14.95%	-1.03%	-9.64%	-1.73%			
Prev Year - # of Solds	8	5	59	8	38	1	3			

Active Detail