

January 2016

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Jan 2016	Jan 2015	% Change
Sold Dollar Volume	\$30,028,853	\$36,522,162	-17.78%
Avg Sold Price	\$246,138	\$250,152	-1.60%
Median Sold Price	\$225,000	\$202,000	11.39%
Units Sold	122	146	-16.44%
Avg Days on Market	85	89	-4.49%
Avg List Price for Solds	\$252,849	\$262,483	-3.67%
Avg SP to OLP Ratio	94.0%	91.3%	3.05%
Ratio of Avg SP to Avg OLP	94.6%	91.7%	3.12%
Attached Avg Sold Price	\$140,675	\$185,221	-24.05%
Detached Avg Sold Price	\$263,213	\$257,038	2.40%
Attached Units Sold	17	14	21.43%
Detached Units Sold	105	132	-20.45%

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 2016	Jan 2015	% Change
Active Listings	924	938	-1.49%
New Listings	205	257	-20.23%
New Under Contracts	86	92	-6.52%
New Contingents	82	91	-9.89%
New Pendings	168	183	-8.20%
All Pendings	290	281	3.20%

Financing (Sold)

Assumption	0
Cash	22
Conventional	50
FHA	17
Other	20
Owner	0
VA	13

Days on Market (Sold)

0	6
1 to 10	12
11 to 20	14
21 to 30	9
31 to 60	24
61 to 90	15
91 to 120	12
121 to 180	13
181 to 360	14
361 to 720	3
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	3	0	0
\$50K to \$99,999	4	3	3	1	0	0	1	25	2	0
\$100K to \$149,999	1	1	10	3	2	0	2	55	13	5
\$150K to \$199,999	2	1	11	2	2	0	0	117	5	0
\$200K to \$299,999	1	0	26	2	14	1	0	237	33	0
\$300K to \$399,999	0	0	4	0	13	0	0	217	0	0
\$400K to \$499,999	0	0	3	0	3	0	0	103	1	0
\$500K to \$599,999	0	0	2	0	3	0	0	37	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	27	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	21	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	13	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	7	0	0
\$5,000,000+	0	0	0	0	0	0	0	3	0	0
<b>Total</b>	<b>8</b>	<b>5</b>	<b>59</b>	<b>8</b>	<b>38</b>	<b>1</b>	<b>3</b>	<b>865</b>	<b>54</b>	<b>5</b>
Avg Sold Price	\$121,838	\$105,600	\$225,178	\$157,875	\$352,031	\$265,480	\$111,667			
Prev Year - Avg Sold Price	\$145,543	\$134,650	\$234,107	\$238,314	\$321,215	\$0	\$117,000			
Avg Sold % Change	-16.29%	-21.57%	-3.81%	-33.75%	9.59%	0.00%	-4.56%			
Prev Year - # of Solds	15	6	67	7	50	0	1			

Active Detail