

March 2016

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Mar 2016	Mar 2015	% Change
Sold Dollar Volume	\$45,547,462	\$37,112,740	22.73%
Avg Sold Price	\$244,879	\$222,232	10.19%
Median Sold Price	\$218,950	\$196,000	11.71%
Units Sold	186	167	11.38%
Avg Days on Market	107	121	-11.57%
Avg List Price for Solds	\$251,001	\$229,491	9.37%
Avg SP to OLP Ratio	94.6%	93.7%	0.97%
Ratio of Avg SP to Avg OLP	94.1%	94.0%	0.06%
Attached Avg Sold Price	\$194,305	\$166,984	16.36%
Detached Avg Sold Price	\$253,841	\$231,504	9.65%
Attached Units Sold	28	24	16.67%
Detached Units Sold	158	143	10.49%

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

	Mar 2016	Mar 2015	% Change
Active Listings	947	1,021	-7.25%
New Listings	409	440	-7.05%
New Under Contracts	141	112	25.89%
New Contingents	144	152	-5.26%
New Pendings	285	264	7.95%
All Pendings	404	382	5.76%

Financing (Sold)

Assumption	0
Cash	33
Conventional	69
FHA	33
Other	39
Owner	1
VA	11

Days on Market (Sold)

0	12
1 to 10	35
11 to 20	15
21 to 30	5
31 to 60	19
61 to 90	13
91 to 120	23
121 to 180	31
181 to 360	27
361 to 720	4
721+	2

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	1	0	0	0	0	0	5	0	0
\$50K to \$99,999	5	0	1	2	0	0	0	28	3	0
\$100K to \$149,999	7	6	14	4	0	0	2	38	9	2
\$150K to \$199,999	0	0	22	3	10	0	0	94	8	0
\$200K to \$299,999	2	1	35	7	17	1	0	221	35	1
\$300K to \$399,999	2	0	7	0	20	0	0	257	2	0
\$400K to \$499,999	0	0	2	0	8	0	0	116	0	0
\$500K to \$599,999	0	0	1	0	1	0	0	49	0	0
\$600K to \$799,999	0	0	0	0	2	0	0	30	1	0
\$800K to \$999,999	0	0	0	1	1	0	0	20	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	18	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
Total	17	8	82	17	59	1	2	886	58	3
Avg Sold Price	\$142,347	\$124,425	\$222,439	\$230,838	\$329,610	\$271,896	\$124,500			
Prev Year - Avg Sold Price	\$125,126	\$184,164	\$186,631	\$167,303	\$320,988	\$0	\$114,167			
Avg Sold % Change	13.76%	-32.44%	19.19%	37.98%	2.69%	0.00%	9.05%			
Prev Year - # of Solds	18	9	69	12	56	0	3			

Active Detail