

## January 2019

### Blue Ridge Association of REALTORS® (BRAR)

#### Sold Summary

	Jan 2019	Jan 2018	% Change
Sold Dollar Volume	\$36,420,592	\$43,142,849	-15.58%
Avg Sold Price	\$273,839	\$261,472	4.73%
Median Sold Price	\$255,000	\$235,000	8.51%
Units Sold	133	165	-19.39%
Avg Days on Market	76	90	-15.56%
Avg List Price for Solds	\$280,633	\$267,108	5.06%
Avg SP to OLP Ratio	94.9%	95.6%	-0.72%
Ratio of Avg SP to Avg OLP	95.2%	95.7%	-0.49%
Attached Avg Sold Price	\$191,305	\$176,102	8.63%
Detached Avg Sold Price	\$284,331	\$274,606	3.54%
Attached Units Sold	15	22	-31.82%
Detached Units Sold	118	143	-17.48%

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 2019	Jan 2018	% Change
Active Listings	720	678	6.19%
New Listings	217	249	-12.85%
New Under Contracts	112	105	6.67%
New Contingents	75	80	-6.25%
New Pendings	187	185	1.08%
All Pendings	285	275	3.64%

#### Financing (Sold)

Assumption	0
Cash	26
Conventional	62
FHA	27
Other	10
Owner	0
VA	8

#### Days on Market (Sold)

0	5
1 to 10	15
11 to 20	10
21 to 30	8
31 to 60	29
61 to 90	28
91 to 120	17
121 to 180	11
181 to 360	8
361 to 720	2
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	2	0	0
\$50K to \$99,999	1	0	1	0	0	0	1	8	0	0
\$100K to \$149,999	6	1	4	2	2	0	0	24	6	1
\$150K to \$199,999	2	2	14	3	1	0	0	65	5	0
\$200K to \$299,999	2	0	23	5	12	0	0	181	15	1
\$300K to \$399,999	0	0	12	0	18	1	0	198	1	0
\$400K to \$499,999	1	0	3	0	11	0	0	101	0	0
\$500K to \$599,999	0	0	1	0	3	0	0	46	0	0
\$600K to \$799,999	0	0	0	0	1	0	0	28	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	13	0	0
\$1M to \$2,499,999	0	0	0	0	0	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	4	0	0
<b>Total</b>	<b>12</b>	<b>3</b>	<b>58</b>	<b>10</b>	<b>48</b>	<b>1</b>	<b>1</b>	<b>690</b>	<b>27</b>	<b>2</b>
Avg Sold Price	\$173,259	\$148,467	\$252,269	\$203,407	\$350,840	\$305,000	\$85,100			
Prev Year - Avg Sold Price	\$163,707	\$163,655	\$253,090	\$192,153	\$344,872	\$135,000	\$124,160			
Avg Sold % Change	5.83%	-9.28%	-0.32%	5.86%	1.73%	125.93%	-31.46%			
Prev Year - # of Solds	20	8	70	12	53	1	1			

#### Active Detail