

September 2019

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

|                            | Sep 2019     | Sep 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$76,938,895 | \$64,171,203 | 19.90%   |
| Avg Sold Price             | \$288,161    | \$282,693    | 1.93%    |
| Median Sold Price          | \$261,500    | \$268,000    | -2.43%   |
| Units Sold                 | 267          | 227          | 17.62%   |
| Avg Days on Market         | 57           | 49           | 16.33%   |
| Avg List Price for Solds   | \$293,461    | \$287,005    | 2.25%    |
| Avg SP to OLP Ratio        | 96.4%        | 96.5%        | -0.11%   |
| Ratio of Avg SP to Avg OLP | 96.1%        | 96.7%        | -0.55%   |
| Attached Avg Sold Price    | \$198,372    | \$180,607    | 9.84%    |
| Detached Avg Sold Price    | \$300,603    | \$295,327    | 1.79%    |
| Attached Units Sold        | 32           | 25           | 28.00%   |
| Detached Units Sold        | 234          | 202          | 15.84%   |

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 2019 | Sep 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 863      | 918      | -5.99%   |
| New Listings        | 347      | 300      | 15.67%   |
| New Under Contracts | 133      | 134      | -0.75%   |
| New Contingents     | 139      | 127      | 9.45%    |
| New Pendings        | 272      | 261      | 4.21%    |
| All Pendings        | 396      | 376      | 5.32%    |

Financing (Sold)

|              |     |
|--------------|-----|
| Assumption   | 0   |
| Cash         | 48  |
| Conventional | 120 |
| FHA          | 38  |
| Other        | 28  |
| Owner        | 0   |
| VA           | 32  |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 16 |
| 1 to 10    | 65 |
| 11 to 20   | 43 |
| 21 to 30   | 18 |
| 31 to 60   | 49 |
| 61 to 90   | 23 |
| 91 to 120  | 20 |
| 121 to 180 | 14 |
| 181 to 360 | 15 |
| 361 to 720 | 4  |
| 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           | 1          | 0           | 1            | 0           | 0          | 3               | 0           | 0          |
| \$50K to \$99,999          | 3            | 0           | 2          | 0           | 0            | 0           | 0          | 9               | 1           | 0          |
| \$100K to \$149,999        | 5            | 3           | 8          | 0           | 2            | 0           | 5          | 24              | 6           | 5          |
| \$150K to \$199,999        | 5            | 6           | 17         | 2           | 0            | 1           | 0          | 61              | 17          | 0          |
| \$200K to \$299,999        | 7            | 0           | 68         | 15          | 21           | 0           | 0          | 215             | 23          | 0          |
| \$300K to \$399,999        | 2            | 0           | 17         | 0           | 27           | 0           | 0          | 221             | 3           | 0          |
| \$400K to \$499,999        | 0            | 0           | 11         | 0           | 19           | 0           | 0          | 130             | 1           | 1          |
| \$500K to \$599,999        | 0            | 0           | 2          | 0           | 10           | 0           | 0          | 44              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0          | 0           | 5            | 0           | 0          | 38              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 23              | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0          | 0           | 1            | 0           | 0          | 25              | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 8               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 5               | 0           | 0          |
| <b>Total</b>               | <b>22</b>    | <b>9</b>    | <b>126</b> | <b>17</b>   | <b>86</b>    | <b>1</b>    | <b>5</b>   | <b>806</b>      | <b>51</b>   | <b>6</b>   |
| Avg Sold Price             | \$186,677    | \$151,748   | \$258,699  | \$241,168   | \$391,140    | \$179,900   | \$140,480  |                 |             |            |
| Prev Year - Avg Sold Price | \$166,996    | \$142,520   | \$271,611  | \$203,536   | \$351,928    | \$305,000   | \$139,000  |                 |             |            |
| Avg Sold % Change          | 11.79%       | 6.47%       | -4.75%     | 18.49%      | 11.14%       | -41.02%     | 1.06%      |                 |             |            |
| Prev Year - # of Solds     | 21           | 10          | 94         | 13          | 87           | 1           | 1          |                 |             |            |

Active Detail