

July 2018

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Jul 2018	Jul 2017	% Change
Sold Dollar Volume	\$72,597,479	\$61,001,701	19.01%
Avg Sold Price	\$293,917	\$278,547	5.52%
Median Sold Price	\$252,000	\$251,250	0.30%
Units Sold	247	219	12.79%
Avg Days on Market	51	47	8.51%
Avg List Price for Solds	\$298,961	\$285,079	4.87%
Avg SP to OLP Ratio	96.9%	96.2%	0.79%
Ratio of Avg SP to Avg OLP	97.1%	96.2%	0.98%
Attached Avg Sold Price	\$197,968	\$175,711	12.67%
Detached Avg Sold Price	\$309,233	\$293,622	5.32%
Attached Units Sold	34	28	21.43%
Detached Units Sold	213	191	11.52%

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

	Jul 2018	Jul 2017	% Change
Active Listings	904	949	-4.74%
New Listings	333	362	-8.01%
New Under Contracts	137	126	8.73%
New Contingents	142	138	2.90%
New Pendings	279	264	5.68%
All Pendings	360	392	-8.16%

Financing (Sold)

Assumption	0
Cash	29
Conventional	118
FHA	46
Other	29
Owner	0
VA	23

Days on Market (Sold)

0	13
1 to 10	70
11 to 20	35
21 to 30	28
31 to 60	56
61 to 90	14
91 to 120	15
121 to 180	7
181 to 360	9
361 to 720	0
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	3	1	1	0	0	0	0	10	0	1
\$100K to \$149,999	4	5	5	0	0	0	4	24	4	0
\$150K to \$199,999	7	3	17	3	3	0	0	70	3	0
\$200K to \$299,999	5	2	57	14	21	1	0	246	24	0
\$300K to \$399,999	1	0	15	1	25	0	0	246	4	0
\$400K to \$499,999	0	0	9	0	19	0	0	121	1	0
\$500K to \$599,999	1	0	4	0	8	0	0	60	0	0
\$600K to \$799,999	0	0	0	0	7	0	0	45	0	0
\$800K to \$999,999	0	0	0	0	1	0	0	12	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	23	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	3	0	0
<b>Total</b>	<b>21</b>	<b>11</b>	<b>108</b>	<b>18</b>	<b>84</b>	<b>1</b>	<b>4</b>	<b>867</b>	<b>36</b>	<b>1</b>
Avg Sold Price	\$186,610	\$162,173	\$267,924	\$234,111	\$393,000	\$210,000	\$130,750			
Prev Year - Avg Sold Price	\$158,470	\$144,664	\$252,380	\$197,906	\$368,454	\$245,000	\$115,000			
Avg Sold % Change	17.76%	12.10%	6.16%	18.29%	6.66%	-14.29%	13.70%			
Prev Year - # of Solds	15	11	96	15	80	1	1			

Active Detail