

March 2020

Blue Ridge Association of REALTORS® (BRAR)

Sold Summary

	Mar 2020	Mar 2019	% Change
Sold Dollar Volume	\$64,636,650	\$53,521,097	20.77%
Avg Sold Price	\$299,567	\$280,215	6.91%
Median Sold Price	\$273,500	\$255,000	7.25%
Units Sold	213	191	11.52%
Avg Days on Market	52	59	-11.86%
Avg List Price for Solds	\$303,458	\$287,891	5.41%
Avg SP to OLP Ratio	97.3%	95.6%	1.78%
Ratio of Avg SP to Avg OLP	97.4%	95.4%	2.10%
Attached Avg Sold Price	\$205,349	\$208,243	-1.39%
Detached Avg Sold Price	\$310,420	\$294,160	5.53%
Attached Units Sold	22	31	-29.03%
Detached Units Sold	191	160	19.38%

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 2020	Mar 2019	% Change
Active Listings	652	780	-16.41%
New Listings	409	418	-2.15%
New Under Contracts	0	179	0%
New Contingents	0	133	0%
New Pendings	296	312	-5.13%
All Pendings	408	408	0.00%

Financing (Sold)

Assumption	0
Cash	30
Conventional	111
FHA	24
Other	5
Owner	0
VA	20

Days on Market (Sold)

0	2
1 to 10	71
11 to 20	34
21 to 30	15
31 to 60	24
61 to 90	12
91 to 120	14
121 to 180	22
181 to 360	19
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	1	0	0
\$50K to \$99,999	1	0	1	0	1	0	0	9	0	0
\$100K to \$149,999	2	2	8	0	1	0	1	14	2	1
\$150K to \$199,999	3	3	21	6	2	0	0	45	6	0
\$200K to \$299,999	3	1	49	7	13	1	0	170	30	1
\$300K to \$399,999	3	1	15	0	29	0	0	164	4	2
\$400K to \$499,999	1	0	6	0	18	0	0	100	0	1
\$500K to \$599,999	0	0	1	0	6	0	0	36	0	0
\$600K to \$799,999	0	0	1	0	3	0	0	36	0	0
\$800K to \$999,999	0	0	0	0	2	0	0	10	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	15	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	3	0	0
\$5,000,000+	0	0	0	0	0	0	0	2	0	0
Total	13	7	102	13	76	1	1	605	42	5
Avg Sold Price	\$231,207	\$182,714	\$255,721	\$220,899	\$397,381	\$231,000	\$136,000			
Prev Year - Avg Sold Price	\$201,808	\$159,417	\$267,554	\$222,677	\$360,996	\$258,167	\$135,500			
Avg Sold % Change	14.57%	14.61%	-4.42%	-0.80%	10.08%	-10.52%	0.37%			
Prev Year - # of Solds	12	6	94	20	54	3	2			

Active Detail