

November 2017
Clarke County, VA

Sold Summary

| | Nov 2017 | Nov 2016 | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume | \$6,372,446 | \$6,055,900 | 5.23% |
| Avg Sold Price | \$374,850 | \$336,439 | 11.42% |
| Median Sold Price | \$379,000 | \$349,300 | 8.50% |
| Units Sold | 17 | 18 | -5.56% |
| Avg Days on Market | 82 | 102 | -19.61% |
| Avg List Price for Solds | \$380,957 | \$352,188 | 8.17% |
| Avg SP to OLP Ratio | 96.1% | 91.0% | 5.57% |
| Ratio of Avg SP to Avg OLP | 95.4% | 91.4% | 4.31% |
| Attached Avg Sold Price | \$0 | \$0 | 0% |
| Detached Avg Sold Price | \$374,850 | \$336,439 | 11.42% |
| Attached Units Sold | 0 | 0 | 0% |
| Detached Units Sold | 17 | 18 | -5.56% |

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

| | Nov 2017 | Nov 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 98 | 88 | 11.36% |
| New Listings | 18 | 16 | 12.50% |
| New Under Contracts | 5 | 4 | 25.00% |
| New Contingents | 9 | 8 | 12.50% |
| New Pendings | 14 | 12 | 16.67% |
| All Pendings | 33 | 24 | 37.50% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 3 |
| Conventional | 11 |
| FHA | 3 |
| Other | 0 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 1 |
| 1 to 10 | 2 |
| 11 to 20 | 2 |
| 21 to 30 | 1 |
| 31 to 60 | 3 |
| 61 to 90 | 0 |
| 91 to 120 | 3 |
| 121 to 180 | 3 |
| 181 to 360 | 2 |
| 361 to 720 | 0 |
| 721+ | 0 |

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 5 | 0 | 2 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 8 | 0 | 9 | 0 | 0 |
| Avg Sold Price | \$0 | \$0 | \$276,823 | \$0 | \$461,985 | \$0 | \$0 |
| Prev Year - Avg Sold Price | \$126,950 | \$0 | \$335,344 | \$0 | \$397,700 | \$0 | \$0 |
| Avg Sold % Change | 0.00% | 0.00% | -17.45% | 0.00% | 16.16% | 0.00% | 0.00% |
| Prev Year - # of Solds | 2 | 0 | 9 | 0 | 7 | 0 | 0 |

Active Detail

| Price Ranges | Residential | | Condo/Coop |
|-----------------------|-------------|-------------|------------|
| | Detached | Attached/TH | Attached |
| | < \$50,000 | 0 | 0 |
| \$50K to \$99,999 | 2 | 0 | 0 |
| \$100K to \$149,999 | 3 | 0 | 0 |
| \$150K to \$199,999 | 4 | 0 | 0 |
| \$200K to \$299,999 | 7 | 0 | 0 |
| \$300K to \$399,999 | 15 | 1 | 0 |
| \$400K to \$499,999 | 16 | 0 | 0 |
| \$500K to \$599,999 | 9 | 0 | 0 |
| \$600K to \$799,999 | 14 | 0 | 0 |
| \$800K to \$999,999 | 5 | 0 | 0 |
| \$1M to \$2,499,999 | 16 | 0 | 0 |
| \$2.5M to \$4,999,999 | 3 | 0 | 0 |
| \$5,000,000+ | 3 | 0 | 0 |
| Total | 97 | 1 | 0 |