

## August 2019

### Warren County, VA

#### Sold Summary

|                            | Aug 2019     | Aug 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$14,025,500 | \$11,200,399 | 25.22%   |
| Avg Sold Price             | \$250,455    | \$238,306    | 5.10%    |
| Median Sold Price          | \$243,950    | \$225,000    | 8.42%    |
| Units Sold                 | 56           | 47           | 19.15%   |
| Avg Days on Market         | 73           | 58           | 25.86%   |
| Avg List Price for Solds   | \$252,150    | \$243,283    | 3.64%    |
| Avg SP to OLP Ratio        | 97.8%        | 96.2%        | 1.68%    |
| Ratio of Avg SP to Avg OLP | 97.5%        | 96.3%        | 1.25%    |
| Attached Avg Sold Price    | \$214,750    | \$162,500    | 32.15%   |
| Detached Avg Sold Price    | \$251,778    | \$241,676    | 4.18%    |
| Attached Units Sold        | 2            | 2            | 0.00%    |
| Detached Units Sold        | 54           | 45           | 20.00%   |

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

|                     | Aug 2019 | Aug 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 236      | 269      | -12.27%  |
| New Listings        | 100      | 106      | -5.66%   |
| New Under Contracts | 48       | 32       | 50.00%   |
| New Pending         | 91       | 56       | 62.50%   |
| All Pending         | 127      | 90       | 41.11%   |

#### Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 3  |
| Conventional | 28 |
| FHA          | 9  |
| Other        | 8  |
| Owner        | 1  |
| VA           | 7  |

#### Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 0  |
| 1 to 10    | 8  |
| 11 to 20   | 8  |
| 21 to 30   | 3  |
| 31 to 60   | 16 |
| 61 to 90   | 8  |
| 91 to 120  | 3  |
| 121 to 180 | 4  |
| 181 to 360 | 6  |
| 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          | 0               | 0           | 0          |
| \$50K to \$99,999          | 0            | 0           | 1         | 0           | 0            | 0           | 0          | 6               | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 13              | 1           | 0          |
| \$150K to \$199,999        | 6            | 1           | 6         | 0           | 0            | 0           | 0          | 30              | 0           | 0          |
| \$200K to \$299,999        | 0            | 0           | 23        | 1           | 8            | 0           | 0          | 82              | 2           | 0          |
| \$300K to \$399,999        | 1            | 0           | 5         | 0           | 1            | 0           | 0          | 52              | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 23              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 1            | 0           | 0          | 13              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 6               | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 4               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 4               | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | <b>7</b>     | <b>1</b>    | <b>36</b> | <b>1</b>    | <b>11</b>    | <b>0</b>    | <b>0</b>   | <b>233</b>      | <b>3</b>    | <b>0</b>   |
| Avg Sold Price             | \$187,700    | \$199,500   | \$246,456 | \$230,000   | \$309,973    | \$0         | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$159,833    | \$130,000   | \$244,484 | \$195,000   | \$298,986    | \$0         | \$0        |                 |             |            |
| Avg Sold % Change          | 17.44%       | 53.46%      | 0.81%     | 17.95%      | 3.67%        | 0.00%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 6            | 1           | 32        | 1           | 7            | 0           | 0          |                 |             |            |

#### Active Detail