

## January 2016

## Berkeley County, WV

## Sold Summary

|                            | Jan 2016     | Jan 2015     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$13,674,550 | \$10,398,220 | 31.51%   |
| Avg Sold Price             | \$159,006    | \$146,454    | 8.57%    |
| Median Sold Price          | \$155,000    | \$139,900    | 10.79%   |
| Units Sold                 | 86           | 71           | 21.13%   |
| Avg Days on Market         | 111          | 114          | -2.63%   |
| Avg List Price for Solds   | \$164,797    | \$149,864    | 9.96%    |
| Avg SP to OLP Ratio        | 92.0%        | 92.8%        | -0.83%   |
| Ratio of Avg SP to Avg OLP | 92.3%        | 92.7%        | -0.40%   |
| Attached Avg Sold Price    | \$137,600    | \$127,073    | 8.28%    |
| Detached Avg Sold Price    | \$163,529    | \$152,555    | 7.19%    |
| Attached Units Sold        | 15           | 17           | -11.76%  |
| Detached Units Sold        | 71           | 54           | 31.48%   |

## 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

|                     | Jan 2016 | Jan 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 786      | 776      | 1.29%    |
| New Listings        | 151      | 192      | -21.35%  |
| New Under Contracts | 52       | 60       | -13.33%  |
| New Contingents     | 56       | 70       | -20.00%  |
| New Pendings        | 108      | 130      | -16.92%  |
| All Pendings        | 211      | 218      | -3.21%   |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 13 |
| Conventional | 27 |
| FHA          | 10 |
| Other        | 32 |
| Owner        | 0  |
| VA           | 4  |

## Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 3  |
| 1 to 10    | 5  |
| 11 to 20   | 7  |
| 21 to 30   | 2  |
| 31 to 60   | 18 |
| 61 to 90   | 10 |
| 91 to 120  | 10 |
| 121 to 180 | 17 |
| 181 to 360 | 12 |
| 361 to 720 | 1  |
| 721+       | 1  |

## 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                 | 1            | 0           | 1         | 0           | 1            | 0           | 0          | 6               | 0           | 0          |
| \$50K to \$99,999          | 3            | 1           | 6         | 1           | 1            | 0           | 0          | 55              | 5           | 0          |
| \$100K to \$149,999        | 3            | 0           | 9         | 7           | 5            | 1           | 0          | 98              | 65          | 0          |
| \$150K to \$199,999        | 0            | 2           | 16        | 2           | 10           | 0           | 0          | 222             | 25          | 0          |
| \$200K to \$299,999        | 0            | 0           | 3         | 1           | 8            | 0           | 0          | 201             | 3           | 0          |
| \$300K to \$399,999        | 0            | 0           | 0         | 0           | 3            | 0           | 0          | 60              | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 21              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 10              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 11              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 2               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 2               | 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          |
| Total                      | 7            | 3           | 35        | 11          | 29           | 1           | 0          | 688             | 98          | 0          |
| Avg Sold Price             | \$86,400     | \$142,383   | \$146,170 | \$137,123   | \$203,096    | \$128,500   | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$78,486     | \$175,000   | \$139,864 | \$122,189   | \$205,451    | \$137,295   | \$0        |                 |             |            |
| Avg Sold % Change          | 10.08%       | -18.64%     | 4.51%     | 12.22%      | -1.15%       | -6.41%      | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 7            | 1           | 30        | 14          | 17           | 2           | 0          |                 |             |            |

## Active Detail