

**March 2016**

Berkeley County, WV

**Sold Summary**

|                            | Mar 2016     | Mar 2015     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$20,606,238 | \$20,156,913 | 2.23%    |
| Avg Sold Price             | \$164,850    | \$170,821    | -3.50%   |
| Median Sold Price          | \$153,000    | \$160,000    | -4.38%   |
| Units Sold                 | 125          | 118          | 5.93%    |
| Avg Days on Market         | 114          | 89           | 28.09%   |
| Avg List Price for Solds   | \$169,505    | \$173,844    | -2.50%   |
| Avg SP to OLP Ratio        | 94.5%        | 95.0%        | -0.49%   |
| Ratio of Avg SP to Avg OLP | 94.5%        | 95.3%        | -0.82%   |
| Attached Avg Sold Price    | \$133,510    | \$145,732    | -8.39%   |
| Detached Avg Sold Price    | \$174,747    | \$174,199    | 0.31%    |
| Attached Units Sold        | 30           | 14           | 114.29%  |
| Detached Units Sold        | 95           | 104          | -8.65%   |

## 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 2016 | Mar 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 768      | 852      | -9.86%   |
| New Listings        | 290      | 289      | 0.35%    |
| New Under Contracts | 106      | 104      | 1.92%    |
| New Contingents     | 95       | 84       | 13.10%   |
| New Pendings        | 201      | 188      | 6.91%    |
| All Pendings        | 316      | 282      | 12.06%   |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 15 |
| Conventional | 37 |
| FHA          | 14 |
| Other        | 40 |
| Owner        | 0  |
| VA           | 19 |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 2  |
| 1 to 10    | 11 |
| 11 to 20   | 13 |
| 21 to 30   | 9  |
| 31 to 60   | 14 |
| 61 to 90   | 11 |
| 91 to 120  | 18 |
| 121 to 180 | 24 |
| 181 to 360 | 18 |
| 361 to 720 | 5  |
| 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                 | 2            | 0           | 2         | 0           | 0            | 0           | 0          | 8               | 1           | 0          |
| \$50K to \$99,999          | 3            | 0           | 5         | 2           | 1            | 0           | 0          | 51              | 6           | 0          |
| \$100K to \$149,999        | 2            | 1           | 16        | 21          | 4            | 0           | 0          | 77              | 48          | 0          |
| \$150K to \$199,999        | 1            | 0           | 20        | 3           | 12           | 0           | 0          | 220             | 30          | 0          |
| \$200K to \$299,999        | 0            | 0           | 4         | 2           | 16           | 1           | 0          | 196             | 3           | 0          |
| \$300K to \$399,999        | 1            | 0           | 2         | 0           | 2            | 0           | 0          | 74              | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 27              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 13              | 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          | 1               | 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          |
| <b>Total</b>               | <b>9</b>     | <b>1</b>    | <b>49</b> | <b>28</b>   | <b>37</b>    | <b>1</b>    | <b>0</b>   | <b>680</b>      | <b>88</b>   | <b>0</b>   |
| Avg Sold Price             | \$118,878    | \$113,500   | \$151,524 | \$131,707   | \$219,091    | \$204,000   | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$56,390     | \$83,000    | \$168,885 | \$139,932   | \$237,734    | \$209,000   | \$0        |                 |             |            |
| Avg Sold % Change          | 110.81%      | 36.75%      | -10.28%   | -5.88%      | -7.84%       | -2.39%      | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 11           | 1           | 67        | 11          | 26           | 2           | 0          |                 |             |            |

**Active Detail**