

April 2017

Caroline County, VA

Sold Summary

| | Apr 2017 | Apr 2016 | % Change |
|----------------------------|--------------|-------------|----------|
| Sold Dollar Volume | \$10,124,565 | \$6,088,050 | 66.30% |
| Avg Sold Price | \$230,104 | \$164,542 | 39.85% |
| Median Sold Price | \$184,950 | \$162,500 | 13.82% |
| Units Sold | 44 | 37 | 18.92% |
| Avg Days on Market | 113 | 162 | -30.25% |
| Avg List Price for Solds | \$235,032 | \$170,991 | 37.45% |
| Avg SP to OLP Ratio | 96.2% | 89.7% | 7.17% |
| Ratio of Avg SP to Avg OLP | 95.5% | 91.0% | 4.96% |
| Attached Avg Sold Price | \$172,525 | \$110,000 | 56.84% |
| Detached Avg Sold Price | \$235,862 | \$166,057 | 42.04% |
| Attached Units Sold | 4 | 1 | 300.00% |
| Detached Units Sold | 40 | 36 | 11.11% |

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

| | Apr 2017 | Apr 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 153 | 161 | -4.97% |
| New Listings | 78 | 77 | 1.30% |
| New Under Contracts | 31 | 29 | 6.90% |
| New Contingents | 22 | 26 | -15.38% |
| New Pendings | 53 | 55 | -3.64% |
| All Pendings | 100 | 99 | 1.01% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 6 |
| Conventional | 14 |
| FHA | 15 |
| Other | 3 |
| Owner | 0 |
| VA | 6 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 0 |
| 1 to 10 | 8 |
| 11 to 20 | 5 |
| 21 to 30 | 4 |
| 31 to 60 | 6 |
| 61 to 90 | 3 |
| 91 to 120 | 3 |
| 121 to 180 | 5 |
| 181 to 360 | 7 |
| 361 to 720 | 3 |
| 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 | 2 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 10 | 0 | 0 |
| \$100K to \$149,999 | 1 | 0 | 6 | 0 | 1 | 0 | 0 | 15 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 9 | 1 | 4 | 3 | 0 | 21 | 5 | 0 |
| \$200K to \$299,999 | 0 | 0 | 2 | 0 | 5 | 0 | 0 | 63 | 3 | 0 |
| \$300K to \$399,999 | 0 | 0 | 2 | 0 | 3 | 0 | 0 | 22 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 3 | 0 | 2 | 0 | 0 | 4 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 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 |
| Total | 1 | 0 | 22 | 1 | 17 | 3 | 0 | 145 | 8 | 0 |
| Avg Sold Price | \$131,500 | \$0 | \$211,473 | \$180,200 | \$273,563 | \$169,967 | \$0 | | | |
| Prev Year - Avg Sold Price | \$135,000 | \$110,000 | \$149,378 | \$0 | \$229,825 | \$0 | \$0 | | | |
| Avg Sold % Change | -2.59% | 0.00% | 41.57% | 0.00% | 19.03% | 0.00% | 0.00% | | | |
| Prev Year - # of Solds | 3 | 1 | 25 | 0 | 8 | 0 | 0 | | | |

Active Detail