

# GREATER BATON ROUGE



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Sunday, December 4

# 2016

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**BERKSHIRE  
 HATHAWAY**  
 HomeServices

**United  
 Properties**



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# REAL ESTATE MARKET REPORT GREATER BATON ROUGE

Sunday, December 4, 2016

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MARKET SUMMARY TABLE		1474 PENDING <sup>[2]</sup>					1461 OFF-MARKET (last 6 mos) <sup>[3]</sup>					ABSORPTION RATE (months of inventory)		Est. Mos.
A = Average Value M = Median Value N/A = Not Available		1955 ACTIVE <sup>[1]</sup>					4691 SOLD/CLOSED (last 6 months) <sup>[4]</sup>							
Price Range		Num #	Days on Market	Current List Price	Num #	Pend Ratio	Num #	Num #	Days on Market	Original List Price	Final List Price	Sold/Closed Price	List-Sale Ratio	
Low	High													
\$0	\$49,999	78	A 92	\$ 34,464	59	43%	51	221	A 54	\$ 127,957	\$ 38,751	\$ 31,510	81%	2.1
			M 45	\$ 35,000					M 23	\$ 42,000	\$ 39,000	\$ 33,300	85%	
\$50,000	\$99,999	262	A 119	\$ 75,804	189	42%	165	437	A 51	\$ 465,886	\$ 80,814	\$ 75,050	93%	3.6
			M 66	\$ 75,000					M 20	\$ 85,000	\$ 80,000	\$ 75,000	94%	
\$100,000	\$149,999	213	A 127	\$ 126,341	238	53%	216	620	A 64	\$ 136,195	\$ 131,568	\$ 128,039	97%	2.1
			M 64	\$ 128,000					M 30	\$ 135,000	\$ 134,500	\$ 130,000	97%	
\$150,000	\$199,999	276	A 111	\$ 175,437	426	61%	283	1,189	A 47	\$ 194,303	\$ 178,120	\$ 175,364	98%	1.4
			M 56	\$ 174,900					M 19	\$ 179,500	\$ 178,000	\$ 175,000	98%	
\$200,000	\$249,999	215	A 88	\$ 225,512	250	54%	158	812	A 48	\$ 795,953	\$ 225,565	\$ 222,724	99%	1.6
			M 52	\$ 225,000					M 19	\$ 225,000	\$ 224,900	\$ 220,875	98%	
\$250,000	\$299,999	207	A 113	\$ 275,214	122	37%	126	514	A 61	\$ 337,775	\$ 276,308	\$ 272,413	99%	2.4
			M 75	\$ 275,000					M 23	\$ 277,900	\$ 275,000	\$ 270,000	98%	
\$300,000	\$349,999	143	A 122	\$ 325,228	56	28%	102	302	A 73	\$ 333,687	\$ 328,465	\$ 323,079	98%	2.8
			M 67	\$ 325,000					M 32	\$ 329,900	\$ 326,245	\$ 321,750	99%	
\$350,000	\$399,999	111	A 131	\$ 378,039	44	28%	92	214	A 67	\$ 386,924	\$ 380,142	\$ 373,627	98%	3.1
			M 78	\$ 379,900					M 35	\$ 379,900	\$ 379,000	\$ 372,100	98%	
\$400,000	\$449,999	74	A 135	\$ 428,495	18	20%	47	127	A 84	\$ 444,904	\$ 433,885	\$ 425,673	98%	3.5
			M 76	\$ 429,000					M 42	\$ 440,000	\$ 432,003	\$ 425,000	98%	
\$450,000	\$499,999	91	A 148	\$ 476,494	13	13%	49	88	A 72	\$ 490,568	\$ 484,818	\$ 473,883	98%	6.2
			M 113	\$ 475,000					M 29	\$ 489,500	\$ 485,000	\$ 475,000	98%	
\$500,000	\$549,999	53	A 130	\$ 531,853	18	25%	34	54	A 95	\$ 547,217	\$ 536,521	\$ 522,718	97%	5.9
			M 85	\$ 534,900					M 51	\$ 546,420	\$ 538,250	\$ 521,062	97%	
\$550,000	\$599,999	41	A 140	\$ 575,763	11	21%	31	28	A 105	\$ 619,930	\$ 595,365	\$ 571,373	96%	8.8
			M 99	\$ 574,900					M 60	\$ 596,750	\$ 583,153	\$ 572,450	98%	
\$600,000	\$649,999	20	A 157	\$ 630,560	5	20%	14	13	A 65	\$ 637,313	\$ 631,940	\$ 619,709	98%	9.2
			M 131	\$ 629,500					M 26	\$ 625,000	\$ 625,000	\$ 615,000	98%	
\$650,000	\$699,999	30	A 212	\$ 676,282	5	14%	15	17	A 87	\$ 718,277	\$ 694,747	\$ 677,941	98%	10.6
			M 97	\$ 677,000					M 55	\$ 699,000	\$ 690,000	\$ 680,000	99%	
\$700,000	+	141	A 202	\$ 1,247,999	20	12%	78	55	A 142	\$ 1,086,025	\$ 1,045,858	\$ 984,593	94%	15.4
			M 122	\$ 998,000					M 77	\$ 912,000	\$ 875,000	\$ 840,000	96%	
Market Totals		1,955			1474	43%	1,461	4691						2.5
Market Averages		125	\$ 320,990					58	\$ 378,949	\$ 226,801	\$ 221,652	98%		
Market Medians		72	\$ 235,000					24	\$ 199,900	\$ 198,000	\$ 195,000	98%		

Date Range (Off-Market & Sold) = 06/05/2016 to 12/04/2016  
Data believed to be accurate but not guaranteed.

Status = [1] Active; [2] Pending; [3] Expired, Withdrawn; [4] Sold  
Area = 11, 13, 12, 21, 22, 31, 50, 51, 52, 53, 60, 61, 62, 41, 42, 43, 81, 83, 90, 91, 92  
Property Type = Attached Single Family, Detached Single Family

Favors Sellers Favors Buyers

Sunday, December 4, 2016

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### 1. PROPERTIES FOR SALE (ACTIVE)

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Days on Market (DOM):** The marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Current List Price:** The price that a property seller is currently asking.

### 2. CONTRACTS PENDING

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen  
(A+P) represents the entire pool from which they have chosen

### 3. OFF-MARKET

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

### 4. PROPERTIES SOLD (CLOSED CONTRACT)

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Days on Market (DOM):** The marketing time it has taken properties to sell in the last 6 months.
- c. **Original List Price:** The price at which a sold property was originally marketed.
- d. **Final List Price:** The price at which a sold property was marketed just prior to selling.
- e. **Sold/Closed Price:** The price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Sold Price}}{\text{Final List Price}}$$

### 5. ABSORPTION RATE / MONTHS OF INVENTORY

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.