

# St. James's Village Property Review

As of 2 September 2019

## HOMES FOR SALE

10 homes are currently listed for sale, of which 1 is sale pending (the Developer's spec home is back on market)

	Sq Footage	Asking Price	Asking Price per Sq Ft	Days on Market (See note 1)
Range	2,816 - 7,240	\$965K - \$2.7M	\$276 - \$440	31 - 853 days
Avg	4,456	\$1.53M	\$343	260 days
Median	4,132	\$1.3M	\$334	165 days

## HOMES SOLD

27 homes have sold from Jan 2017 to present (9 homes in 2017, 13 in 2018, and 5 home in 2019)

	Sq Footage	Asking Price	Sale Price	Sale Price /Sq Ft	% Asking Price Rcvd	Days on Market
Range	2,778 - 8,410 sq ft	\$875K - \$2.7M	\$845K - \$2.6M	\$178 - \$386	92% - 101%	39 - 360 days
Avg	4,587 sq ft	\$1.34M	\$1.29M	\$285	97%	148 days
Median	4,352 sq ft	\$1.16M	\$1.14M	\$290	97%	139 days

## LOTS FOR SALE

27 lots are currently listed for sale, 8 of which are developer-owned (see Note 2)

Size	Asking Price	Days on Market
1.0 - 1.19 acres	15 lots Range \$160K - \$349K	Range 9 - 704 days
> 1.19 acres	12 lots Avg \$217K	Avg 250 days
Largest Lot	2.3 acres Median \$200K	

## LOTS SOLD

37 lots have sold from Jan 2017 to present (11 lots in 2017, 18 lots in 2018, and 8 lots in 2019)

Size	Asking Price	Sale Price	Days on Market
1.0 - 1.19 acres	19 lots Range \$100.1K - \$300K	Range \$95K - \$260K	Range 11 - 1,397 days
> 1.19 acres	18 lots Avg \$200K	Avg \$186K	Avg 234 days
Largest Lot	2.44 acres Median \$200K	Median \$192K	Median 152 days

## SALES COMPARISON (Average) SUMMARY (2017 v. 2018 v. 2019)

HOMES								
HOMES	Asking Price	Sale Price	Days on Market	% Asking Price Received	Financing Source (see Note 3)			
					Cash	Conv	VA	Owner
AVG All Homes Sold in <b>2017</b> (9):	\$1.07M	\$1.04M	140	97%	4	4		
AVG All Homes Sold in <b>2018</b> (13):	\$1.41M	\$1.36M	145	97%	3	8	2	
AVG All Homes Sold in <b>2019</b> (5):	\$1.65M	\$1.59M	170	96%	2	2	1	
					35%	54%	11%	0%
LOTS								
LOTS	Asking Price	Sale Price	Days on Market	% Asking Price Received	Financing Source (see Note 3)			
					Cash	Conv	VA	Owner
AVG All Lots Sold in <b>2017</b> (11):	\$204K	\$183K	360	89%	4	5		1
AVG All Lots Sold in <b>2018</b> (18):	\$205K	\$194K	135	95%	12	5		1
AVG All Lots Sold in <b>2019</b> (8):	\$210K	\$199K	274	94%	8			
					66%	28%	0%	6%

## CLOSINGS BY MONTH

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL	Contract Date to Close Date (Avg Days)	Contract Date to Close Date (Median Days)	Contract Date to Close Date (Range of Days)
<b>2017</b>																
Lots	2	0	0	2	1	1	0	1	1	1	0	2	11	37	41	7 to 88
Homes	1	1	0	0	0	2	1	1	0	1	1	1	9	46	40	19 to 81
<b>2018</b>																
Lots	1	0	2	2	1	1	2	1	1	3	2	1	17	30	26	3 to 50
Homes	1	1	1	2	1	4	1	0	1	0	1	0	13	49	41	26 to 89
<b>2019</b>																
Lots	0	1	1	1	2	0	0	3					8	36	34	13 to 58
Homes	0	1	0	0	0	2	0	2					5	40	47	32 to 51

Data presented above—as of 2 Sep 2019—is from the Northern Nevada Regional Multiple Listing Service (NNRMLS) and other sources.

**Note 1** – Does not reflect "Cumulative Days on Market" (if any) if property was previously listed for sale in NNRMLS. "Days on Market" is reflective of only the most recent listing period. This note is applicable to all "Days on Market" entries above.

**Note 2** – The # of Developer lots available for sale saw a recent increase due to several lots, not previously available for sale, now being offered for sale due to recent successful percolation tests. In total, there are presently 27 lots offered for sale, which is the most since Jan 2016 and possibly prior.

**Note 3** – Financing sources for 1 home and 1 lot sold in 2017 are unavailable.