

St. James’s Village Property Review

As of 16 October 2019

HOMES FOR SALE

8 homes are currently listed for sale, of which 1 is sale pending

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	16 – 897 days
Avg	4,538	\$1.51M	\$340	272 days
Median	4,217	\$1.37M	\$335	272 days

HOMES SOLD

29 homes have sold from Jan 2017 to present (9 homes in 2017, 13 in 2018, and 7 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 - \$424	92% - 101%	39 - 360 days
Avg	4,460 sq ft	\$1.34M	\$1.29M	\$289	97%	166 days
Median	4,277 sq ft	\$1.16M	\$1.14M	\$290	97%	147 days

LOTS FOR SALE

29 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	16 lots	Range	\$160K - \$275K	Range	50 – 701 days
> 1.19 acres	13 lots	Avg	\$214K	Avg	246 days
Largest Lot	2.3 acres	Median	\$205K		

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 2017 (9):	\$1.07M	\$1.04M	140	97%	4	4			
AVG All Homes Sold in 2018 (13):	\$1.41M	\$1.36M	145	97%	3	8	2		
AVG All Homes Sold in 2019 (7):	\$1.58M	\$1.51M	234	95%	4	2	1		
					39%	50%	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 2017 (11):	\$204K	\$183K	360	89%	4	5			1
AVG All Lots Sold in 2018 (18):	\$205K	\$194K	135	95%	12	5			1
AVG All Lots Sold in 2019 (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)
2017																
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
2018																
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
2019																
Lots	0	1	1	1	2	0	0	3	0				8	36	34	13 to 58
Homes	0	1	0	0	0	2	0	2	2				7	35	32	20 to 51

Data presented above—as of 16 Oct 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 29 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.