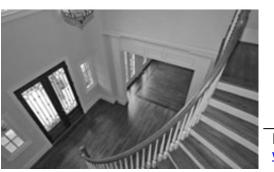
REAL ESTATE MARKET REPORT BRUNSWICK COUNTY



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| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | 31 | | | | | |

Monday, October 17

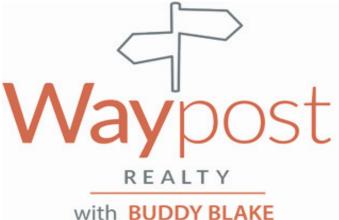
2022

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Buddy Blake

Waypost Realty 8209-C Market Street Wilmington, NC 28411 buddyblake.com buddy@buddyblake.com 910-395-1000



Monday, October 17, 2022

Buddy Blake Waypost Realty buddy@buddyblake.com 910-395-1000

| MARKET | SUMMARY T | ABLE | 4 | 545 P | ENDIN | G ^[2] | 3 | 320 (| OFF | -MAR | KET (last 6 r | nos) ^[3] | ABSORP (months | • | |
|--------------|---------------------------------------|----------|---------------------|------------------------------|----------|------------------|----------|--------------|--------|----------------------|------------------------------|------------------------------|------------------------------|------------------------|-----|
| M = Medi | age Value ian Value t Available | | B 29 / | ACTIVE [1] | | | | 2: | 34 | 0 so | OLD/CLOSE | ED (last 6 mor | , | | ,, |
| Price Low | Range High | Num # | Days on Marke | List | Num # | Pend Ratio | Num # | Num # | | Days on Market | Original List Price | Final List Price | Sold/ Closed Price | List- Sale Ratio | Est |
| \$0 | \$99,999 | 2 | A 88 | \$ 83,000 \$ 83,000 | 0 | | 0 | 3 | A M | 2 | \$ 99,967 \$ 85,000 | \$ 99,967 \$ 85,000 | \$ 86,667 \$ 85,000 | 87% 100% | 4 |
| \$100,000 | \$199,999 | 1 | A 100 M 100 | \$ 169,000 \$ 169,000 | 4 | 80% | 9 | 26 | A M | 32 5 | \$ 174,754 \$ 177,250 | \$ 170,256 \$ 173,700 | \$ 166,581 \$ 174,825 | 98% 101% | 0. |
| \$200,000 | \$299,999 | 61 | A 67 м 54 | \$ 275,527 \$ 281,490 | 99 | 62% | 56 | 376 | A M | 25 5 | \$ 269,643 \$ 272,060 | \$ 268,783 \$ 272,120 | \$ 268,842 \$ 272,995 | • | |
| \$300,000 | \$399,999 | 222 | A 68 M 54 | \$ 358,723 \$ 359,495 | 218 | 50% | 68 | 754 | A M | 24 7 | \$ 349,300 \$ 344,945 | \$ 346,066 \$ 344,990 | \$ 346,124 \$ 344,995 | • | 1 |
| \$400,000 | \$499,999 | 145 | A 80 м 66 | \$ 454,174 \$ 457,900 | 104 | 42% | 41 | 393 | A M | 30 7 | \$ 460,940 \$ 449,000 | \$ 445,930 \$ 445,000 | \$ 445,717 \$ 440,000 | 100% 99% | 2 |
| \$500,000 | \$599,999 | 79 | A 71 | \$ 555,876 \$ 559,900 | 49 | 38% | 34 | 233 | A M | 29 8 | \$ 549,673 \$ 549,000 | \$ 546,240 \$ 545,000 | \$ 545,762 \$ 543,000 | 100% 100% | Ī |
| \$600,000 | \$699,999 | 86 | A 72 M 62 | \$ 658,230 \$ 650,000 | 28 | 25% | 16 | 167 | A M | 34 12 | \$ 667,697 \$ 650,000 | \$ 653,514 \$ 649,900 | \$ 647,416 \$ 650,000 | 99% 100% | 3 |
| 3700,000 | \$799,999 | 47 | A 72 м 71 | \$ 756,340 \$ 750,000 | 9 | 16% | 17 | 110 | A M | 23 5 | \$ 752,882 \$ 749,000 | \$ 741,890 \$ 739,500 | \$ 739,070 \$ 737,795 | 100% 100% | 2 |
| 800,000 | \$899,999 | 39 | A 71 M 63 | \$ 865,236 \$ 862,900 | 8 | 17% | 16 | 81 | A M | 22 10 | \$ 854,982 \$ 854,500 | \$ 855,320 \$ 850,000 | \$ 844,112 \$ 840,000 | 99% 99% | 2 |
| \$900,000 | \$999,999 | 35 | A 75 м 50 | \$ 965,486 \$ 975,000 | 2 | 5% | 15 | 35 | A M | 49 19 | \$ 986,391 \$ 980,000 | \$ 972,049 \$ 975,000 | \$ 954,063 \$ 959,000 | 98% 98% | Ī |
| 1,000,000 | \$1,099,999 | 9 | A 66 м 44 | \$ 1,067,778 \$ 1,080,000 | 3 | 25% | 2 | 16 | A M | 41 19 | \$ 1,129,125 \$ 1,100,000 | \$ 1,086,375 \$ 1,067,500 | \$ 1,030,521 \$ 1,040,000 | 95% 97% | 3 |
| 1,100,000 | \$1,199,999 | 14 | A 76 M 67 | \$ 1,142,071 \$ 1,125,000 | 5 | 26% | 3 | 25 | A M | 25 9 | \$ 1,215,640 \$ 1,199,000 | \$ 1,200,040 \$ 1,199,000 | \$ 1,137,330 \$ 1,137,500 | 95% 95% | 3 |
| 1,200,000 | \$1,299,999 | 13 | A 86 м 105 | \$ 1,262,223 \$ 1,270,000 | 4 | 24% | 10 | 29 | A M | 57 20 | \$ 1,315,959 \$ 1,299,000 | \$ 1,288,165 \$ 1,285,000 | \$ 1,233,230 \$ 1,232,175 | 96% 96% | 2 |
| 1,300,000 | \$1,399,999 | 8 | A 51 M 33 | \$ 1,350,113 \$ 1,341,000 | 2 | 20% | 5 | 20 | A M | 29 11 | \$ 1,385,950 \$ 1,350,000 | \$ 1,360,650 \$ 1,350,000 | \$ 1,334,250 \$ 1,325,000 | 98% 98% | 2 |
| 1,400,000 | + | 68 | A 125 м 105 | \$ 2,256,593 \$ 1,950,000 | 10 | 13% | 28 | 72 | A M | 31 12 | \$ 2,211,619 \$ 1,799,450 | \$ 2,014,743 \$ 1,762,500 | \$ 1,949,892 \$ 1,659,845 | 97% 94% | 5 |
| | et Totals | 829 | | | 545 | 40% | 320 | 2340 | | | | | | | 2 |
| Market A | verages | | 76 | \$ 690,588 | | | | | | 27 | \$ 534,402 | \$ 521,499 | \$ 516,208 | 99% | 1 |
| Market | Medians | | 61 | \$ 489,900 | | | | | | 8 | \$ 399,999 | \$ 399,900 | \$ 400,000 | 100% | |

Status = [1] Active; [2] Pending; [3] Cancelled, Expired, Withdrawn; [4] Closed

County = Brunswick

Sub-Type = Single Family Residence

BRUNSWICK COUNTY

Monday, October 17, 2022

Buddy Blake
Waypost Realty
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910-395-1000

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.

- (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.

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.