

REAL ESTATE MARKET REPORT
BRUNSWICK COUNTY



| Su | M | Tu | W | Th | F | Sa |
|-----------|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |

Sunday, June 26
2022

TABLE OF CONTENTS

Market Summary Table Page 1
 Glossary Page 2

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REAL ESTATE MARKET REPORT BRUNSWICK COUNTY

Sunday, June 26, 2022

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| MARKET SUMMARY TABLE | | 754 PENDING ^[2] | | | | | 274 OFF-MARKET (last 6 mos) ^[3] | | | | | ABSORPTION RATE (months of inventory) | | |
|--|-------------|----------------------------|----------------|--------------------|-------|------------|---|-------|----------------|---------------------|------------------|---------------------------------------|-----------------|-----------|
| A = Average Value M = Median Value N/A = Not Available | | 618 ACTIVE ^[1] | | | | | 2224 SOLD/CLOSED (last 6 months) ^[4] | | | | | | | |
| 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 | Est. Mos. |
| Low | High | | | | | | | | | | | | | |
| \$0 | \$199,999 | 3 | A 120 | \$ 177,050 | 7 | 70% | 10 | 42 | A 30 | \$ 174,242 | \$ 169,742 | \$ 164,824 | 97% | 0.4 |
| | | | M 53 | \$ 184,900 | | | | | M 7 | \$ 179,250 | \$ 170,950 | \$ 169,700 | 99% | |
| \$200,000 | \$399,999 | 196 | A 37 | \$ 336,008 | 501 | 72% | 107 | 1,091 | A 27 | \$ 309,869 | \$ 310,646 | \$ 311,197 | 100% | 1.1 |
| | | | M 30 | \$ 343,648 | | | | | M 6 | \$ 309,475 | \$ 309,900 | \$ 314,710 | 102% | |
| \$400,000 | \$599,999 | 186 | A 42 | \$ 487,658 | 167 | 47% | 72 | 591 | A 33 | \$ 488,795 | \$ 488,114 | \$ 488,069 | 100% | 1.9 |
| | | | M 25 | \$ 480,820 | | | | | M 7 | \$ 485,000 | \$ 485,965 | \$ 480,000 | 99% | |
| \$600,000 | \$799,999 | 85 | A 34 | \$ 706,650 | 37 | 30% | 32 | 245 | A 34 | \$ 685,404 | \$ 681,346 | \$ 681,941 | 100% | 2.1 |
| | | | M 25 | \$ 700,000 | | | | | M 8 | \$ 679,000 | \$ 675,000 | \$ 675,000 | 100% | |
| \$800,000 | \$999,999 | 45 | A 40 | \$ 897,196 | 18 | 29% | 19 | 126 | A 30 | \$ 887,235 | \$ 887,784 | \$ 880,528 | 99% | 2.1 |
| | | | M 38 | \$ 875,000 | | | | | M 11 | \$ 875,000 | \$ 875,000 | \$ 875,000 | 100% | |
| \$1,000,000 | \$1,199,999 | 23 | A 50 | \$ 1,133,839 | 9 | 28% | 10 | 39 | A 44 | \$ 1,151,808 | \$ 1,132,751 | \$ 1,100,849 | 97% | 3.5 |
| | | | M 31 | \$ 1,149,900 | | | | | M 8 | \$ 1,150,000 | \$ 1,150,000 | \$ 1,100,000 | 96% | |
| \$1,200,000 | \$1,399,999 | 25 | A 40 | \$ 1,279,676 | 7 | 22% | 7 | 34 | A 68 | \$ 1,325,588 | \$ 1,311,000 | \$ 1,283,049 | 98% | 4.4 |
| | | | M 26 | \$ 1,298,000 | | | | | M 13 | \$ 1,299,500 | \$ 1,299,500 | \$ 1,260,000 | 97% | |
| \$1,400,000 | \$1,599,999 | 14 | A 44 | \$ 1,499,500 | 2 | 13% | 4 | 20 | A 47 | \$ 2,112,825 | \$ 1,473,550 | \$ 1,460,200 | 99% | 4.2 |
| | | | M 34 | \$ 1,497,500 | | | | | M 4 | \$ 1,495,000 | \$ 1,485,000 | \$ 1,450,000 | 98% | |
| \$1,600,000 | \$1,799,999 | 9 | A 29 | \$ 1,721,778 | 1 | 10% | 2 | 10 | A 35 | \$ 1,785,900 | \$ 1,726,200 | \$ 1,661,900 | 96% | 5.4 |
| | | | M 29 | \$ 1,700,000 | | | | | M 24 | \$ 1,757,500 | \$ 1,712,500 | \$ 1,649,500 | 96% | |
| \$1,800,000 | \$1,999,999 | 10 | A 55 | \$ 1,901,055 | 1 | 9% | 2 | 9 | A 38 | \$ 1,919,878 | \$ 1,908,822 | \$ 1,867,527 | 98% | 6.7 |
| | | | M 60 | \$ 1,899,999 | | | | | M 37 | \$ 1,949,000 | \$ 1,900,000 | \$ 1,850,000 | 97% | |
| \$2,000,000 | \$2,199,999 | 9 | A 73 | \$ 2,131,778 | 1 | 10% | 0 | 2 | A 18 | \$ 2,250,000 | \$ 2,250,000 | \$ 2,163,500 | 96% | 27 |
| | | | M 30 | \$ 2,149,000 | | | | | M 18 | \$ 2,250,000 | \$ 2,250,000 | \$ 2,163,500 | 96% | |
| \$2,200,000 | \$2,399,999 | 5 | A 140 | \$ 2,309,197 | 1 | 17% | 3 | 2 | A 6 | \$ 2,252,500 | \$ 2,252,500 | \$ 2,302,500 | 102% | 15 |
| | | | M 143 | \$ 2,300,000 | | | | | M 6 | \$ 2,252,500 | \$ 2,252,500 | \$ 2,302,500 | 102% | |
| \$2,400,000 | \$2,599,999 | 3 | A 21 | \$ 2,463,333 | 0 | | 1 | 2 | A 9 | \$ 2,595,000 | \$ 2,595,000 | \$ 2,462,500 | 95% | 9 |
| | | | M 22 | \$ 2,490,000 | | | | | M 9 | \$ 2,595,000 | \$ 2,595,000 | \$ 2,462,500 | 95% | |
| \$2,600,000 | \$2,799,999 | 0 | | | 2 | N/A | 2 | 1 | A 2 | \$ 2,699,000 | \$ 2,699,000 | \$ 2,775,000 | 103% | N/A |
| | | | | | | | | | M 2 | \$ 2,699,000 | \$ 2,699,000 | \$ 2,775,000 | 103% | |
| \$2,800,000 | + | 5 | A 332 | \$ 5,841,000 | 0 | | 3 | 10 | A 15 | \$ 3,368,900 | \$ 3,358,900 | \$ 3,305,100 | 98% | 3 |
| | | | M 351 | \$ 6,100,000 | | | | | M 8 | \$ 3,275,000 | \$ 3,250,000 | \$ 3,225,000 | 99% | |
| Market Totals | | 618 | | | 754 | 55% | 274 | 2224 | | | | | | 1.7 |
| Market Averages | | 43 | | \$ 709,432 | | | | 30 | \$ 508,969 | \$ 502,004 | \$ 499,901 | 100% | | |
| Market Medians | | 30 | | \$ 498,000 | | | | 7 | \$ 396,112 | \$ 395,000 | \$ 395,000 | 100% | | |

Date Range (Off-Market & Sold) = 12/26/2021 to 06/26/2022

Data believed to be accurate but not guaranteed.

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

County = Brunswick

Sub-Type = Single Family Residence

Favors Sellers Favors Buyers

Sunday, June 26, 2022

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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.

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

(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.