

BRUNSWICK COUNTY



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Monday, October 17

2022

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Waypost

REALTY

with **BUDDY BLAKE**

REAL ESTATE MARKET REPORT BRUNSWICK COUNTY

Monday, October 17, 2022

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MARKET SUMMARY TABLE		545 PENDING ^[2]					320 OFF-MARKET (last 6 mos) ^[3]					ABSORPTION RATE (months of inventory)		
A = Average Value M = Median Value N/A = Not Available		829 ACTIVE ^[1]					2340 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	\$99,999	2	A 88 M 88	\$ 83,000 \$ 83,000	0		0	3	A 2 M 3	\$ 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 32 M 5	\$ 174,754 \$ 177,250	\$ 170,256 \$ 173,700	\$ 166,581 \$ 174,825	98% 101%	0.2
\$200,000	\$299,999	61	A 67 M 54	\$ 275,527 \$ 281,490	99	62%	56	376	A 25 M 5	\$ 269,643 \$ 272,060	\$ 268,783 \$ 272,120	\$ 268,842 \$ 272,995	100% 100%	1
\$300,000	\$399,999	222	A 68 M 54	\$ 358,723 \$ 359,495	218	50%	68	754	A 24 M 7	\$ 349,300 \$ 344,945	\$ 346,066 \$ 344,990	\$ 346,124 \$ 344,995	100% 100%	1.8
\$400,000	\$499,999	145	A 80 M 66	\$ 454,174 \$ 457,900	104	42%	41	393	A 30 M 7	\$ 460,940 \$ 449,000	\$ 445,930 \$ 445,000	\$ 445,717 \$ 440,000	100% 99%	2.2
\$500,000	\$599,999	79	A 71 M 62	\$ 555,876 \$ 559,900	49	38%	34	233	A 29 M 8	\$ 549,673 \$ 549,000	\$ 546,240 \$ 545,000	\$ 545,762 \$ 543,000	100% 100%	2
\$600,000	\$699,999	86	A 72 M 62	\$ 658,230 \$ 650,000	28	25%	16	167	A 34 M 12	\$ 667,697 \$ 650,000	\$ 653,514 \$ 649,900	\$ 647,416 \$ 650,000	99% 100%	3.1
\$700,000	\$799,999	47	A 72 M 71	\$ 756,340 \$ 750,000	9	16%	17	110	A 23 M 5	\$ 752,882 \$ 749,000	\$ 741,890 \$ 739,500	\$ 739,070 \$ 737,795	100% 100%	2.6
\$800,000	\$899,999	39	A 71 M 63	\$ 865,236 \$ 862,900	8	17%	16	81	A 22 M 10	\$ 854,982 \$ 854,500	\$ 855,320 \$ 850,000	\$ 844,112 \$ 840,000	99% 99%	2.9
\$900,000	\$999,999	35	A 75 M 50	\$ 965,486 \$ 975,000	2	5%	15	35	A 49 M 19	\$ 986,391 \$ 980,000	\$ 972,049 \$ 975,000	\$ 954,063 \$ 959,000	98% 98%	6
\$1,000,000	\$1,099,999	9	A 66 M 44	\$ 1,067,778 \$ 1,080,000	3	25%	2	16	A 41 M 19	\$ 1,129,125 \$ 1,100,000	\$ 1,086,375 \$ 1,067,500	\$ 1,030,521 \$ 1,040,000	95% 97%	3.4
\$1,100,000	\$1,199,999	14	A 76 M 67	\$ 1,142,071 \$ 1,125,000	5	26%	3	25	A 25 M 9	\$ 1,215,640 \$ 1,199,000	\$ 1,200,040 \$ 1,199,000	\$ 1,137,330 \$ 1,137,500	95% 95%	3.4
\$1,200,000	\$1,299,999	13	A 86 M 105	\$ 1,262,223 \$ 1,270,000	4	24%	10	29	A 57 M 20	\$ 1,315,959 \$ 1,299,000	\$ 1,288,165 \$ 1,285,000	\$ 1,233,230 \$ 1,232,175	96% 96%	2.7
\$1,300,000	\$1,399,999	8	A 51 M 33	\$ 1,350,113 \$ 1,341,000	2	20%	5	20	A 29 M 11	\$ 1,385,950 \$ 1,350,000	\$ 1,360,650 \$ 1,350,000	\$ 1,334,250 \$ 1,325,000	98% 98%	2.4
\$1,400,000	+	68	A 125 M 105	\$ 2,256,593 \$ 1,950,000	10	13%	28	72	A 31 M 12	\$ 2,211,619 \$ 1,799,450	\$ 2,014,743 \$ 1,762,500	\$ 1,949,892 \$ 1,659,845	97% 94%	5.7
Market Totals		829			545	40%	320	2340						2.1
Market Averages		76		\$ 690,588				27	\$ 534,402	\$ 521,499	\$ 516,208	99%		
Market Medians		61		\$ 489,900				8	\$ 399,999	\$ 399,900	\$ 400,000	100%		

Date Range (Off-Market & Sold) = 04/18/2022 to 10/17/2022

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

Monday, October 17, 2022

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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.