



Su	M	Tu	W	Th	F	Sa
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Sunday, June 26

2022

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Waypost

REALTY

with **BUDDY BLAKE**

Sunday, June 26, 2022

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MARKET SUMMARY TABLE		303 PENDING ^[2]					41 OFF-MARKET (last 6 mos) ^[3]					ABSORPTION RATE (months of inventory)		Est. Mos.
A = Average Value M = Median Value N/A = Not Available		127 ACTIVE ^[1]			Num #	Pend Ratio	Num #	622 SOLD/CLOSED (last 6 months) ^[4]				List-Sale Ratio		
Low	High	Num #	Days on Market	Current List Price				Num #	Days on Market	Original List Price	Final List Price		Sold/Closed Price	List-Sale Ratio
\$0	\$99,999	1	A 93 M 93	\$ 74,900 \$ 74,900	0		0	5	A 7 M 5	\$ 58,920 \$ 49,900	\$ 58,920 \$ 49,900	\$ 64,924 \$ 65,000	110% 130%	1.2
\$100,000	\$199,999	3	A 25 M 8	\$ 182,933 \$ 179,900	2	40%	1	20	A 31 M 7	\$ 166,465 \$ 175,300	\$ 162,770 \$ 169,250	\$ 162,475 \$ 173,000	100% 102%	0.9
\$200,000	\$299,999	13	A 31 M 21	\$ 276,021 \$ 283,500	55	81%	9	185	A 19 M 4	\$ 261,970 \$ 264,900	\$ 264,216 \$ 266,010	\$ 267,722 \$ 270,500	101% 102%	0.4
\$300,000	\$399,999	51	A 59 M 36	\$ 360,808 \$ 364,900	156	75%	15	203	A 23 M 5	\$ 333,438 \$ 328,590	\$ 336,710 \$ 330,000	\$ 341,663 \$ 339,450	101% 103%	1.5
\$400,000	\$499,999	38	A 39 M 28	\$ 455,905 \$ 458,400	57	60%	8	98	A 34 M 5	\$ 438,347 \$ 429,950	\$ 439,329 \$ 435,700	\$ 441,645 \$ 439,000	101% 101%	2.3
\$500,000	\$599,999	11	A 25 M 22	\$ 552,773 \$ 554,465	20	65%	5	57	A 23 M 5	\$ 543,806 \$ 540,755	\$ 545,824 \$ 549,900	\$ 555,880 \$ 560,000	102% 102%	1.2
\$600,000	\$699,999	5	A 18 M 13	\$ 653,380 \$ 660,000	6	55%	0	23	A 17 M 3	\$ 629,521 \$ 629,000	\$ 627,782 \$ 629,000	\$ 638,223 \$ 629,000	102% 100%	1.3
\$700,000	\$799,999	3	A 26 M 28	\$ 724,333 \$ 723,000	4	57%	1	14	A 17 M 15	\$ 749,902 \$ 747,000	\$ 742,045 \$ 745,000	\$ 738,643 \$ 739,500	100% 99%	1.3
\$800,000	\$899,999	0			3	N/A	0	10	A 19 M 11	\$ 853,443 \$ 849,900	\$ 858,353 \$ 854,938	\$ 852,491 \$ 849,500	99% 99%	N/A
\$900,000	\$999,999	1	A 23 M 23	\$ 915,000 \$ 915,000	0		2	3	A 5 M 1	\$ 967,667 \$ 969,000	\$ 967,667 \$ 969,000	\$ 964,333 \$ 959,000	100% 99%	2
\$1,000,000	\$1,099,999	0			0		0	1	A 88 M 88	\$ 1,035,000 \$ 1,035,000	\$ 1,010,000 \$ 1,010,000	\$ 1,020,000 \$ 1,020,000	101% 101%	N/A
\$1,100,000	\$1,199,999	0			0		0	2	A 158 M 158	\$ 1,273,500 \$ 1,273,500	\$ 1,222,000 \$ 1,222,000	\$ 1,161,250 \$ 1,161,250	95% 95%	N/A
\$1,200,000	\$1,299,999	0			0		0	1	A 3 M 3	\$ 1,350,000 \$ 1,350,000	\$ 1,350,000 \$ 1,350,000	\$ 1,230,000 \$ 1,230,000	91% 91%	N/A
\$1,300,000	\$1,399,999	0			0		0	0						
\$1,400,000	+	1	A 25 M 25	\$ 1,795,000 \$ 1,795,000	0		0	0						
Market Totals		127			303	70%	41	622						1.2
Market Averages		44		\$ 426,519					24	\$ 377,939	\$ 379,528	\$ 383,340	101%	
Market Medians		29		\$ 399,900					5	\$ 328,590	\$ 329,950	\$ 338,975	103%	

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

City = Leland, Belville

Property Type = A

Favors Sellers Favors Buyers

Sunday, June 26, 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.