

# NEW HANOVER 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	31					

Sunday, October 16

# 2022

## TABLE OF CONTENTS

Market Summary Table .....	Page 1
Glossary .....	Page 2

### Buddy Blake

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



# Waypost

REALTY

with **BUDDY BLAKE**

# REAL ESTATE MARKET REPORT NEW HANOVER COUNTY

Sunday, October 16, 2022

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

MARKET SUMMARY TABLE		351 PENDING <sup>[2]</sup>					218 OFF-MARKET (last 6 mos) <sup>[3]</sup>					ABSORPTION RATE (months of inventory)		
A = Average Value M = Median Value N/A = Not Available		420 ACTIVE <sup>[1]</sup>					1997 SOLD/CLOSED (last 6 months) <sup>[4]</sup>							
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	5	A 34	\$ 176,300	3	38%	12	49	A 24	\$ 168,129	\$ 161,588	\$ 157,328	97%	0.6
			M 20	\$ 185,000					M 7	\$ 175,000	\$ 175,000	\$ 169,000	97%	
\$200,000	\$399,999	89	A 31	\$ 330,070	99	53%	66	854	A 12	\$ 319,858	\$ 317,819	\$ 322,541	101%	0.6
			M 20	\$ 339,900					M 4	\$ 325,000	\$ 325,000	\$ 330,000	102%	
\$400,000	\$599,999	150	A 62	\$ 505,054	149	50%	57	607	A 14	\$ 484,234	\$ 474,178	\$ 478,835	101%	1.5
			M 45	\$ 503,110					M 4	\$ 470,000	\$ 468,000	\$ 471,489	101%	
\$600,000	\$799,999	62	A 71	\$ 685,895	57	48%	27	231	A 16	\$ 688,575	\$ 683,393	\$ 683,128	100%	1.6
			M 52	\$ 675,000					M 4	\$ 675,000	\$ 674,900	\$ 675,000	100%	
\$800,000	\$999,999	40	A 103	\$ 911,230	16	29%	10	105	A 27	\$ 878,311	\$ 872,460	\$ 876,639	100%	2.3
			M 60	\$ 899,450					M 4	\$ 875,000	\$ 865,000	\$ 870,000	101%	
\$1,000,000	\$1,199,999	17	A 67	\$ 1,100,962	7	29%	9	46	A 22	\$ 1,104,088	\$ 1,092,436	\$ 1,080,147	99%	2.2
			M 43	\$ 1,096,450					M 6	\$ 1,099,000	\$ 1,097,725	\$ 1,075,000	98%	
\$1,200,000	\$1,399,999	12	A 95	\$ 1,278,333	6	33%	7	39	A 44	\$ 1,273,020	\$ 1,287,915	\$ 1,274,035	99%	1.8
			M 77	\$ 1,272,500					M 12	\$ 1,295,000	\$ 1,290,000	\$ 1,269,999	98%	
\$1,400,000	\$1,599,999	9	A 62	\$ 1,510,367	4	31%	5	15	A 16	\$ 1,542,100	\$ 1,538,100	\$ 1,476,900	96%	3.6
			M 33	\$ 1,495,000					M 7	\$ 1,575,000	\$ 1,498,000	\$ 1,450,000	97%	
\$1,600,000	\$1,799,999	6	A 124	\$ 1,696,583	3	33%	3	15	A 115	\$ 1,864,993	\$ 1,788,720	\$ 1,716,193	96%	2.4
			M 123	\$ 1,697,500					M 49	\$ 1,795,000	\$ 1,750,000	\$ 1,700,000	97%	
\$1,800,000	\$1,999,999	10	A 161	\$ 1,923,990	0		2	8	A 152	\$ 2,024,875	\$ 1,912,363	\$ 1,853,125	97%	7.5
			M 96	\$ 1,900,000					M 10	\$ 1,925,000	\$ 1,875,000	\$ 1,850,000	99%	
\$2,000,000	\$2,199,999	1	A 209	\$ 2,195,000	2	67%	1	1	A 5	\$ 2,250,000	\$ 2,250,000	\$ 2,150,000	96%	6
			M 209	\$ 2,195,000					M 5	\$ 2,250,000	\$ 2,250,000	\$ 2,150,000	96%	
\$2,200,000	\$2,399,999	2	A 24	\$ 2,287,500	0		2	6	A 34	\$ 2,234,500	\$ 2,234,333	\$ 2,290,476	103%	2
			M 24	\$ 2,287,500					M 19	\$ 2,320,000	\$ 2,294,500	\$ 2,318,427	101%	
\$2,400,000	\$2,599,999	1	A 403	\$ 2,495,000	1	50%	2	5	A 100	\$ 2,973,600	\$ 2,649,800	\$ 2,487,200	94%	1.2
			M 403	\$ 2,495,000					M 65	\$ 2,769,000	\$ 2,550,000	\$ 2,485,000	97%	
\$2,600,000	\$2,799,999	2	A 7	\$ 2,750,000	0		1	1	A 50	\$ 2,800,000	\$ 2,800,000	\$ 2,650,000	95%	12
			M 7	\$ 2,750,000					M 50	\$ 2,800,000	\$ 2,800,000	\$ 2,650,000	95%	
\$2,800,000	+	14	A 93	\$ 5,942,071	4	22%	14	15	A 84	\$ 5,038,600	\$ 5,591,933	\$ 5,374,000	96%	5.6
			M 81	\$ 4,625,000					M 8	\$ 4,475,000	\$ 4,865,000	\$ 4,395,000	90%	
Market Totals		420			351	46%	218	1997						1.3
Market Averages		66		\$ 857,175				17	\$ 552,457	\$ 549,775	\$ 549,497	100%		
Market Medians		45		\$ 557,633				4	\$ 418,000	\$ 415,000	\$ 415,190	100%		

Date Range (Off-Market & Sold) = 04/17/2022 to 10/16/2022

Data believed to be accurate but not guaranteed.

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

County = New Hanover

Sub-Type = Single Family Residence

Favors Sellers Favors Buyers

Sunday, October 16, 2022

Buddy Blake  
Waypost Realty  
buddy@buddyblake.com  
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.