

NEW HANOVER COUNTY



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Sunday, June 26

2022

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Waypost

REALTY

with **BUDDY BLAKE**

REAL ESTATE MARKET REPORT NEW HANOVER COUNTY

Sunday, June 26, 2022

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MARKET SUMMARY TABLE		439 PENDING ^[2]				156 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		340 ACTIVE ^[1]				1904 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	12	A 70	\$ 166,100	8	40%	10	56	A 22	\$ 163,374	\$ 158,167	\$ 154,787	98%	1.3
			M 51	\$ 179,950					M 8	\$ 166,200	\$ 158,250	\$ 159,500	101%	
\$200,000	\$399,999	68	A 27	\$ 312,980	125	65%	51	876	A 14	\$ 309,047	\$ 308,610	\$ 314,410	102%	0.5
			M 17	\$ 307,450					M 4	\$ 313,240	\$ 314,195	\$ 320,000	102%	
\$400,000	\$599,999	110	A 34	\$ 501,508	183	62%	31	569	A 21	\$ 483,354	\$ 473,638	\$ 480,158	101%	1.2
			M 23	\$ 499,950					M 4	\$ 463,600	\$ 463,105	\$ 470,000	101%	
\$600,000	\$799,999	54	A 43	\$ 708,971	71	57%	14	180	A 22	\$ 662,364	\$ 663,086	\$ 673,957	102%	1.8
			M 32	\$ 698,700					M 3	\$ 650,000	\$ 650,000	\$ 660,000	102%	
\$800,000	\$999,999	24	A 89	\$ 914,342	22	48%	16	97	A 26	\$ 899,487	\$ 888,003	\$ 891,027	100%	1.5
			M 48	\$ 905,000					M 4	\$ 895,000	\$ 885,000	\$ 883,000	100%	
\$1,000,000	\$1,199,999	15	A 72	\$ 1,116,417	15	50%	6	34	A 43	\$ 1,098,018	\$ 1,102,132	\$ 1,087,912	99%	2.6
			M 53	\$ 1,100,000					M 8	\$ 1,100,000	\$ 1,100,000	\$ 1,100,000	100%	
\$1,200,000	\$1,399,999	10	A 42	\$ 1,302,500	2	17%	11	37	A 34	\$ 1,303,761	\$ 1,292,589	\$ 1,282,735	99%	1.6
			M 26	\$ 1,297,500					M 6	\$ 1,295,000	\$ 1,295,000	\$ 1,280,000	99%	
\$1,400,000	\$1,599,999	6	A 70	\$ 1,525,000	4	40%	6	13	A 32	\$ 1,469,192	\$ 1,476,885	\$ 1,454,346	98%	2.8
			M 34	\$ 1,500,000					M 7	\$ 1,450,000	\$ 1,450,000	\$ 1,430,000	99%	
\$1,600,000	\$1,799,999	8	A 231	\$ 1,712,675	3	27%	2	11	A 78	\$ 1,768,091	\$ 1,706,264	\$ 1,682,636	99%	4.4
			M 111	\$ 1,724,450					M 7	\$ 1,695,000	\$ 1,695,000	\$ 1,700,000	100%	
\$1,800,000	\$1,999,999	7	A 136	\$ 1,878,414	2	22%	1	8	A 182	\$ 2,093,625	\$ 1,942,988	\$ 1,874,688	96%	5.3
			M 47	\$ 1,899,000					M 59	\$ 2,125,000	\$ 1,950,000	\$ 1,875,000	96%	
\$2,000,000	\$2,199,999	2	A 53	\$ 2,195,000	1	33%	1	3	A 76	\$ 2,190,000	\$ 2,065,000	\$ 2,033,333	98%	4
			M 53	\$ 2,195,000					M 4	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	100%	
\$2,200,000	\$2,399,999	3	A 63	\$ 2,283,000	1	25%	0	3	A 0	\$ 2,268,033	\$ 2,268,033	\$ 2,253,033	99%	6
			M 58	\$ 2,250,000					M	\$ 2,292,100	\$ 2,292,100	\$ 2,250,000	98%	
\$2,400,000	\$2,599,999	3	A 18	\$ 2,500,000	0		0	3	A 106	\$ 2,766,667	\$ 2,716,667	\$ 2,517,333	93%	6
			M 5	\$ 2,500,000					M 31	\$ 2,500,000	\$ 2,650,000	\$ 2,485,000	94%	
\$2,600,000	\$2,799,999	2	A 42	\$ 2,709,500	0		0	1	A 76	\$ 3,195,000	\$ 2,845,000	\$ 2,725,000	96%	12
			M 42	\$ 2,709,500					M 76	\$ 3,195,000	\$ 2,845,000	\$ 2,725,000	96%	
\$2,800,000	+	16	A 123	\$ 6,099,313	2	11%	7	13	A 78	\$ 4,883,846	\$ 5,578,000	\$ 5,288,077	95%	7.4
			M 41	\$ 4,597,000					M 6	\$ 3,800,000	\$ 4,395,000	\$ 4,000,000	91%	
Market Totals		340			439	56%	156	1904						1.1
Market Averages			53	\$ 959,379					21	\$ 520,277	\$ 519,701	\$ 521,947	100%	
Market Medians			29	\$ 549,712					4	\$ 395,000	\$ 395,295	\$ 400,495	101%	

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 = New Hanover

Sub-Type = Single Family Residence

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.