

REAL ESTATE MARKET REPORT
PENDER 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

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



REAL ESTATE MARKET REPORT PENDER COUNTY

Sunday, June 26, 2022

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

MARKET SUMMARY TABLE		162 PENDING ^[2]					68 OFF-MARKET (last 6 mos) ^[3]					ABSORPTION RATE (months of inventory)		Est. Mos.
A = Average Value M = Median Value N/A = Not Available		182 ACTIVE ^[1]					735 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	
Low	High													
\$0	\$199,999	3	A 90	\$ 118,267	1	25%	5	30	A 46	\$ 156,693	\$ 150,697	\$ 138,287	92%	0.6
			M 114	\$ 79,900					M 25	\$ 164,950	\$ 160,000	\$ 149,950	94%	
\$200,000	\$399,999	21	A 57	\$ 342,098	53	72%	11	289	A 23	\$ 320,529	\$ 321,151	\$ 324,947	101%	0.4
			M 23	\$ 360,000					M 5	\$ 325,000	\$ 325,990	\$ 330,780	101%	
\$400,000	\$599,999	81	A 31	\$ 499,801	83	51%	17	268	A 24	\$ 471,685	\$ 471,669	\$ 476,767	101%	1.8
			M 24	\$ 494,990					M 4	\$ 464,950	\$ 464,950	\$ 469,598	101%	
\$600,000	\$799,999	30	A 37	\$ 695,530	10	25%	13	71	A 39	\$ 685,359	\$ 682,219	\$ 684,945	100%	2.5
			M 22	\$ 679,450					M 7	\$ 679,475	\$ 679,475	\$ 685,000	101%	
\$800,000	\$999,999	13	A 74	\$ 915,050	7	35%	8	35	A 40	\$ 907,751	\$ 900,134	\$ 891,120	99%	2.2
			M 20	\$ 925,000					M 8	\$ 879,900	\$ 879,900	\$ 880,000	100%	
\$1,000,000	\$1,199,999	7	A 88	\$ 1,090,429	3	30%	4	12	A 58	\$ 1,109,492	\$ 1,092,825	\$ 1,090,333	100%	3.5
			M 30	\$ 1,100,000					M 5	\$ 1,109,500	\$ 1,085,000	\$ 1,087,500	100%	
\$1,200,000	\$1,399,999	11	A 82	\$ 1,273,455	1	8%	2	9	A 67	\$ 1,437,556	\$ 1,365,778	\$ 1,307,222	96%	7.3
			M 63	\$ 1,295,000					M 43	\$ 1,490,000	\$ 1,399,000	\$ 1,320,000	94%	
\$1,400,000	\$1,599,999	5	A 109	\$ 1,483,810	1	17%	1	8	A 23	\$ 1,625,625	\$ 1,616,250	\$ 1,532,625	95%	3.8
			M 62	\$ 1,499,000					M 15	\$ 1,607,500	\$ 1,607,500	\$ 1,550,000	96%	
\$1,600,000	\$1,799,999	4	A 24	\$ 1,679,725	2	33%	1	6	A 11	\$ 1,633,167	\$ 1,633,167	\$ 1,646,000	101%	4
			M 15	\$ 1,672,000					M 8	\$ 1,625,000	\$ 1,625,000	\$ 1,637,500	101%	
\$1,800,000	\$1,999,999	1	A 9	\$ 1,850,000	0		2	5	A 28	\$ 1,989,800	\$ 1,989,800	\$ 1,905,800	96%	1.2
			M 9	\$ 1,850,000					M 13	\$ 1,900,000	\$ 1,900,000	\$ 1,900,000	100%	
\$2,000,000	\$2,199,999	1	A 24	\$ 2,100,000	0		1	0						
			M 24	\$ 2,100,000										
\$2,200,000	\$2,399,999	0			1	N/A	0	2	A 5	\$ 2,300,000	\$ 2,300,000	\$ 2,250,000	98%	N/A
									M 5	\$ 2,300,000	\$ 2,300,000	\$ 2,250,000	98%	
\$2,400,000	\$2,599,999	1	A 425	\$ 2,500,000	0		0	0						
			M 425	\$ 2,500,000										
\$2,600,000	\$2,799,999	1	A 24	\$ 2,760,000	0		0	0						
			M 24	\$ 2,760,000										
\$2,800,000	+	3	A 61	\$ 3,116,667	0		3	0						
			M 32	\$ 3,000,000										
Market Totals		182			162	47%	68	735						1.5
Market Averages		49		\$ 742,436				28	\$ 500,384	\$ 498,459	\$ 498,867	100%		
Market Medians		26		\$ 550,000				5	\$ 424,900	\$ 420,215	\$ 425,000	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 = Pender

Sub-Type = Single Family Residence

Favors Sellers Favors Buyers

Sunday, June 26, 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.