



# Market Snapshot

- Here's the Search Criteria:
- \$50,000-300,000 in New Hanover County
- Single Family, Stick Built
- Month-month over the past 12 months
  
- What else do you want to see?
- I need suggestions and I'll show you what ***you*** want to see.

# Interesting Facts

- # of Listed Foreclosures = 42
- # of Listed Short Sales = 54
- # of properties for sale, same criteria = 1186
- Average Price per Sq. Foot = \$128
- Average List Price = \$198,100
- Average Sold Price = \$191,481
- Average Days on Market = 146

## Single Family

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	156	850	168	12	1186
Average List Price	\$150,541	\$199,202	\$235,262	\$218,083	\$198,100
Average Market Time	164	141	150	201	146
Average Square Feet	1058	1530	1997	2562	1545

## Single Family

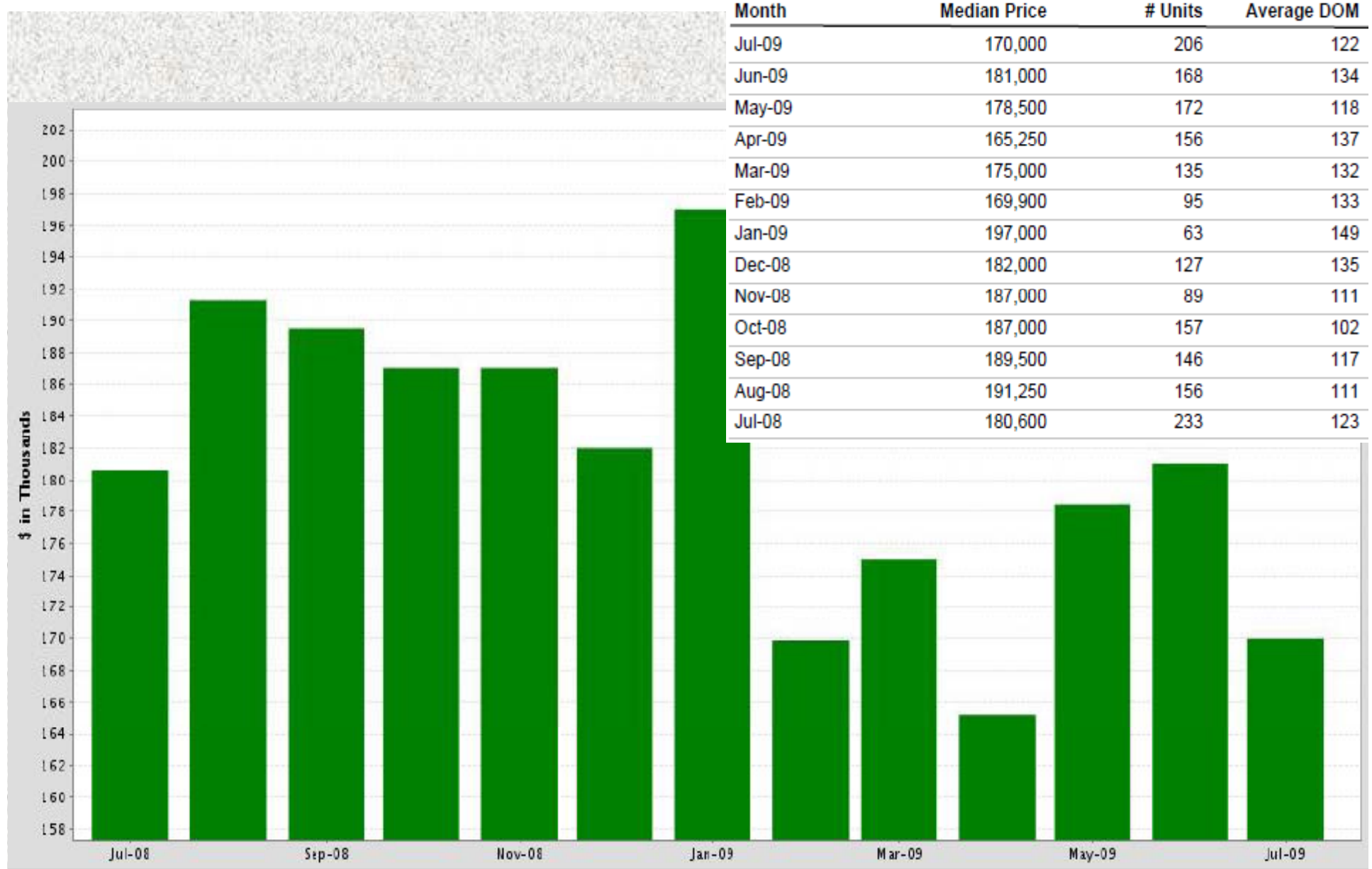
	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Pending</b>					
#Units	18	189	36	4	247
Average List Price	\$147,330	\$189,146	\$226,581	\$253,030	\$192,589
Average Market Time	136	101	124	37	106
Average Square Feet	1102	1536	2068	3716	1617

## Single Family

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Sold</b>					
#Units	120	922	215	22	1279
Dollar Value	\$17,297,555	\$174,480,294	\$47,950,090	\$5,175,775	\$244,903,714
Average List Price	\$153,969	\$198,172	\$234,153	\$253,967	\$201,033
Average Sold Price	\$144,146	\$189,241	\$223,024	\$235,263	\$191,481
Average Market Time	113	113	121	151	115
Average Square Feet	1100	1546	2068	2465	1608
% of List Price	93.62	95.49	95.25	92.64	95.25

# Median Sold Price by Month

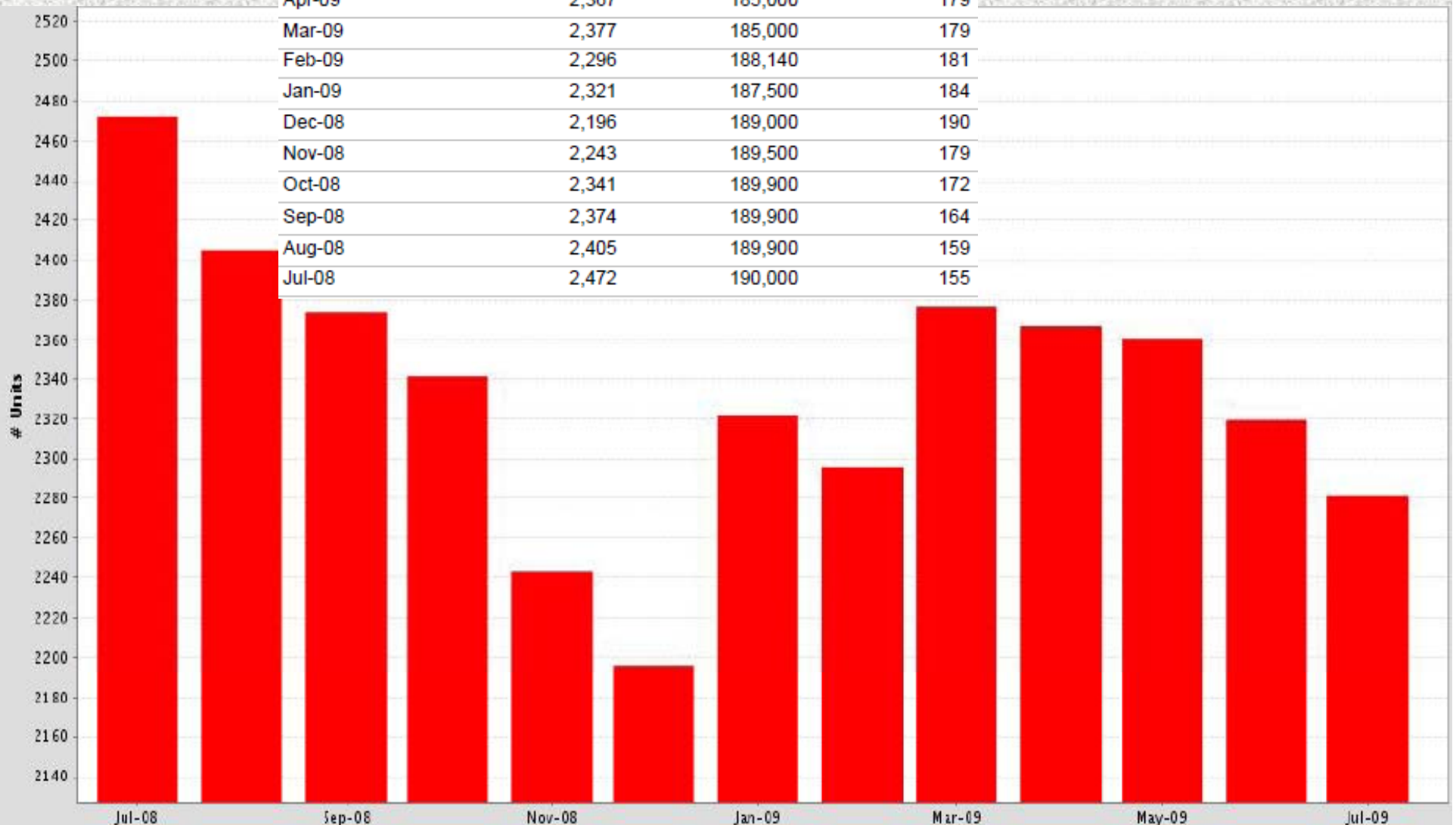
Jul-08 vs. Jul-09: The median sold price is down 6%



# The Number of For Sale Properties By Month

Jul-08 vs. Jul-09: The number of for sale properties is down 8%

Month	# Units	Median Price	Average DOM
Jul-09	2,281	189,000	182
Jun-09	2,319	188,000	182
May-09	2,361	185,000	184
Apr-09	2,367	185,000	179
Mar-09	2,377	185,000	179
Feb-09	2,296	188,140	181
Jan-09	2,321	187,500	184
Dec-08	2,196	189,000	190
Nov-08	2,243	189,500	179
Oct-08	2,341	189,900	172
Sep-08	2,374	189,900	164
Aug-08	2,405	189,900	159
Jul-08	2,472	190,000	155



Jul-08

Sep-08

Nov-08

Jan-09

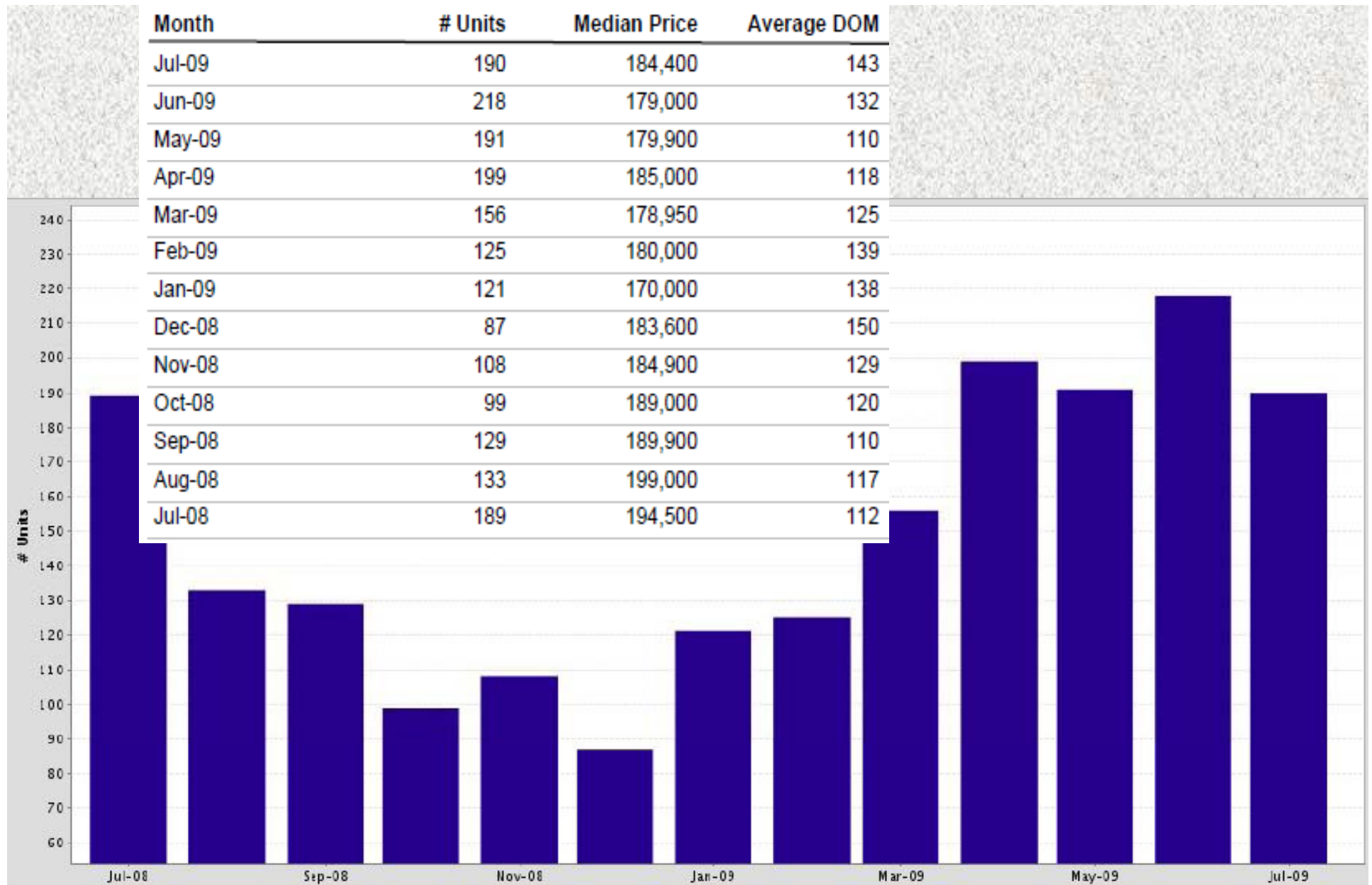
Mar-09

May-09

Jul-09

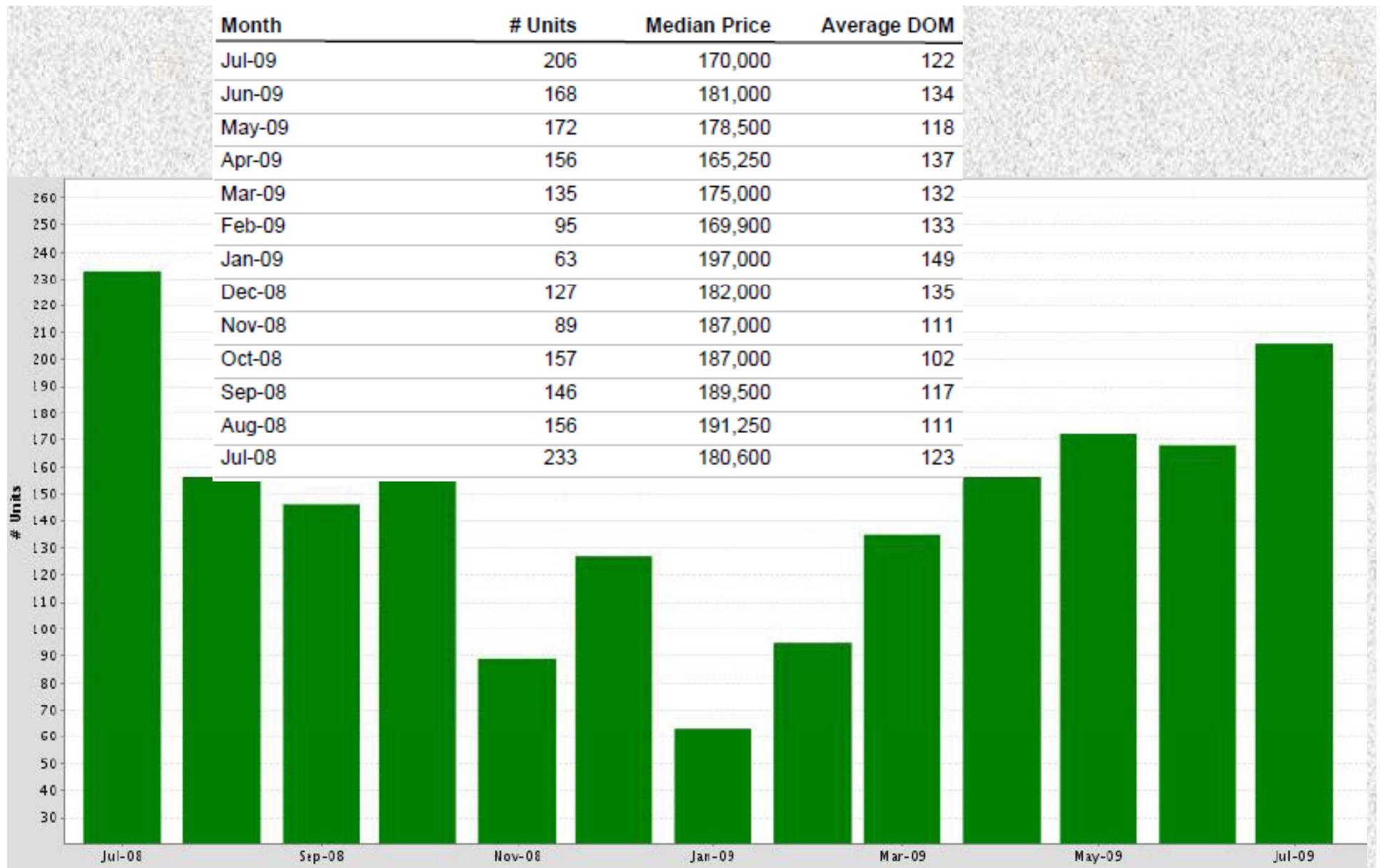
# The Number of Under Contract Properties by Month

Jul-08 vs. Jul-09: The number of under contract properties is up 1%



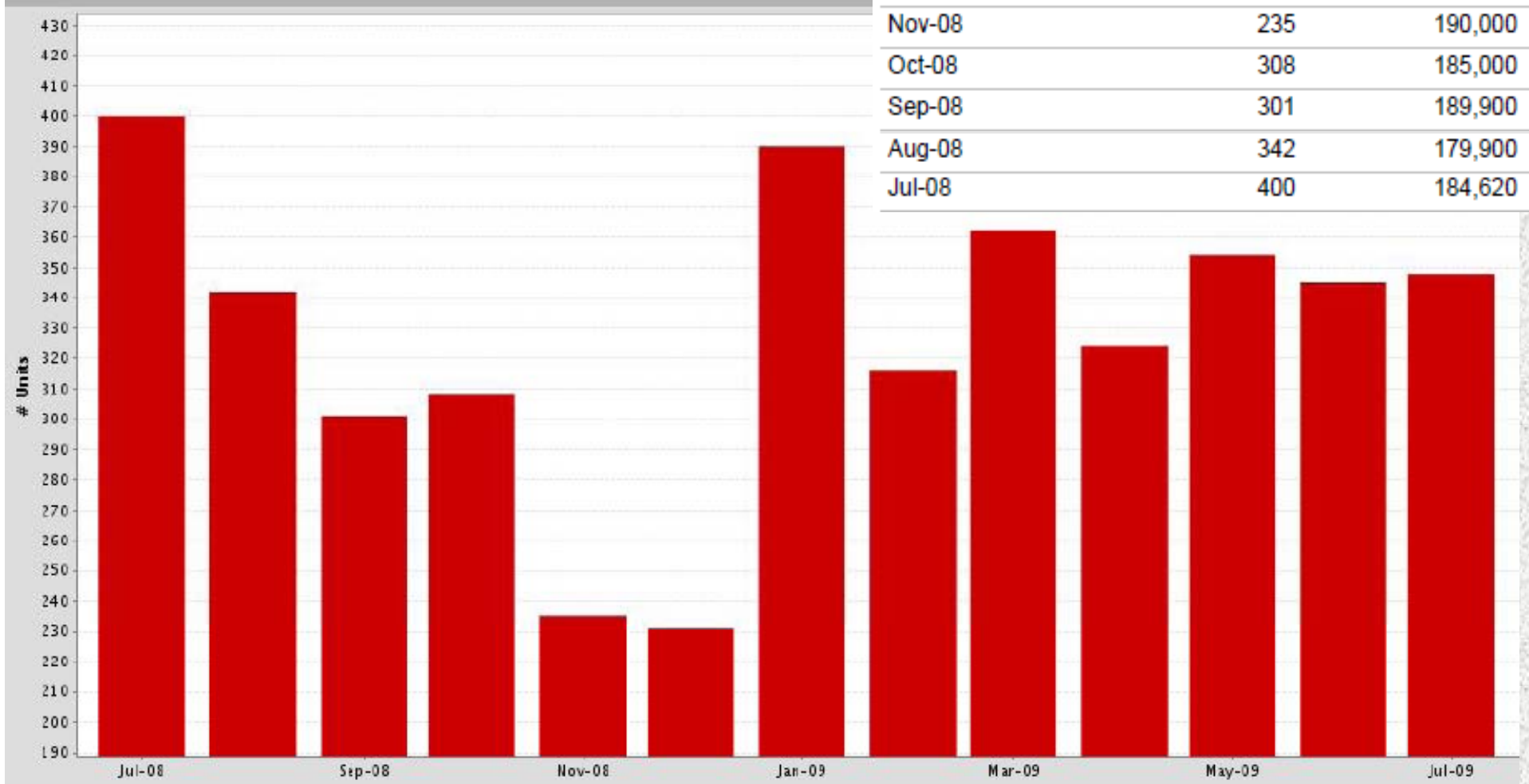
# The Number of Sold Properties by Month

Jul-08 vs. Jul-09: The number of sold properties is down 12%



# The Number of New Properties Listed by Month

Jul-08 vs. Jul-09: The number of new properties is down 13%

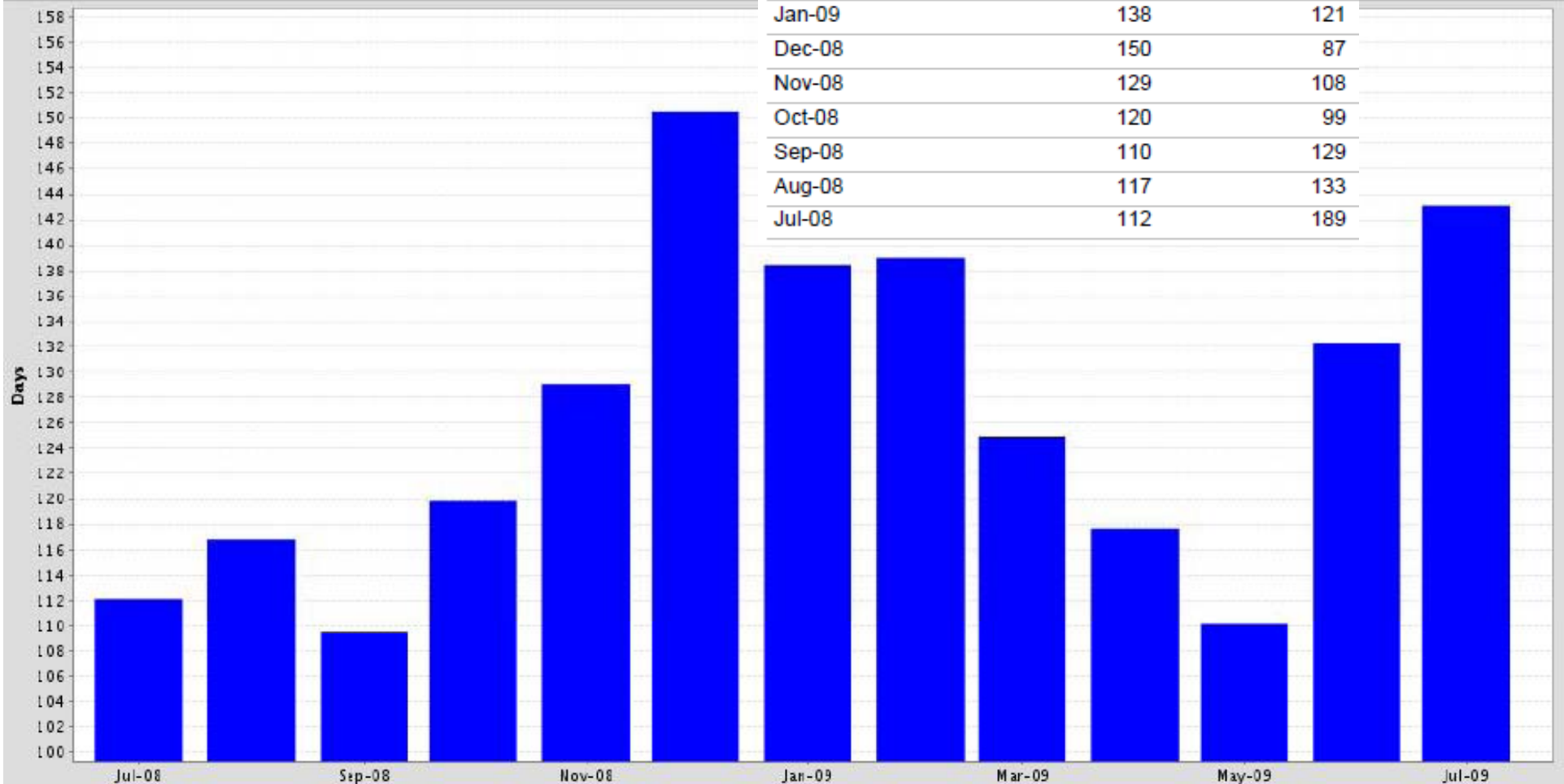


Month	# Units	Median Price
Jul-09	348	179,900
Jun-09	345	184,900
May-09	354	186,300
Apr-09	324	185,732
Mar-09	362	184,700
Feb-09	316	185,000
Jan-09	390	177,500
Dec-08	231	174,999
Nov-08	235	190,000
Oct-08	308	185,000
Sep-08	301	189,900
Aug-08	342	179,900
Jul-08	400	184,620

# The Average Days on Market by Month

## Jul-08 vs. Jul-09: The average days on market is up 28%

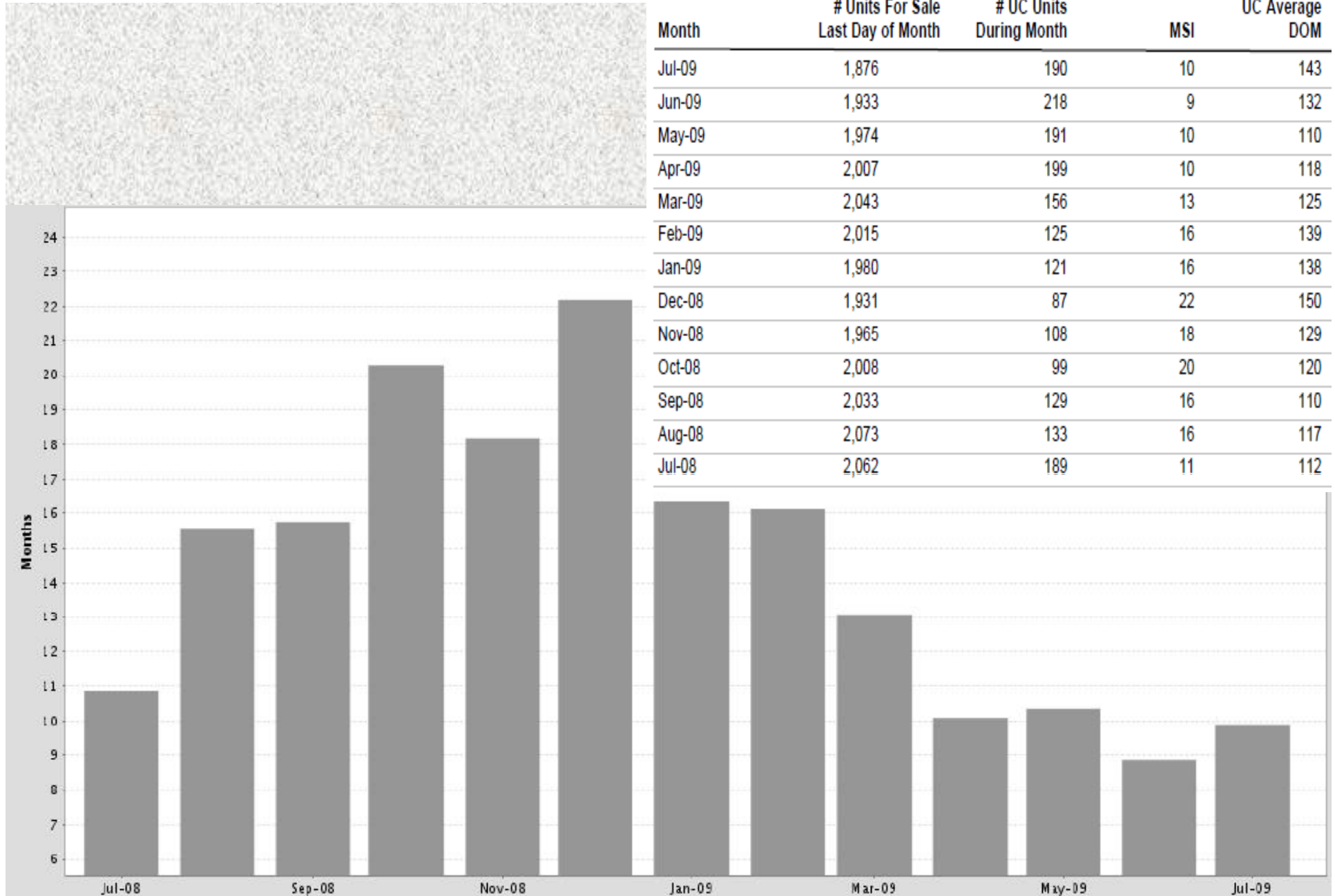
Month	Average DOM	# UC Units
Jul-09	143	190
Jun-09	132	218
May-09	110	191
Apr-09	118	199
Mar-09	125	156
Feb-09	139	125
Jan-09	138	121
Dec-08	150	87
Nov-08	129	108
Oct-08	120	99
Sep-08	110	129
Aug-08	117	133
Jul-08	112	189



# Months Supply of Inventory

Jul-08 vs. Jul-09: The average months supply of inventory is down 9%

Month	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Jul-09	1,876	190	10	143
Jun-09	1,933	218	9	132
May-09	1,974	191	10	110
Apr-09	2,007	199	10	118
Mar-09	2,043	156	13	125
Feb-09	2,015	125	16	139
Jan-09	1,980	121	16	138
Dec-08	1,931	87	22	150
Nov-08	1,965	108	18	129
Oct-08	2,008	99	20	120
Sep-08	2,033	129	16	110
Aug-08	2,073	133	16	117
Jul-08	2,062	189	11	112



Jul-08

Sep-08

Nov-08

Jan-09

Mar-09

May-09

Jul-09