

# 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.

Listings as of 09/10/09 at 3:17pm

**Property Type** Single Family **Include Property Subtype** Stick Built **County** New Hanover **Status** Sold (9/10/2008 or after) **Price** 50,000 to 300,000

### Summary Price Information

<b>Minimum</b>	\$50,000	<b>Maximum</b>	\$300,000
<b>Average</b>	\$189,965	<b>Median</b>	\$185,000

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$50,000 thru \$59,999	4	169
\$60,000 thru \$69,999	10	135
\$70,000 thru \$79,999	9	172
\$80,000 thru \$89,999	17	79
\$90,000 thru \$99,999	16	123
\$100,000 thru \$119,999	51	66
\$120,000 thru \$139,999	98	92
\$140,000 thru \$159,999	199	113
\$160,000 thru \$179,999	188	112
\$180,000 thru \$199,999	167	109
\$200,000 thru \$249,999	307	123
\$250,000 thru \$299,999	205	138
\$300,000 thru \$349,999	10	219
	<b>1281</b>	<b>117</b>

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# Market Stats for 28411

Listings as of 09/10/09 at 4:11pm

Property Type Single Family Include Property Subtype Stick Built County New Hanover ZIP 28411 Statuses Active, Pending (3/14/2009 or after) , Sold (9/10/2008 to 9/10/2009) Price 50,000 to 300,000

## Active

Listing Price Range	Quantity	Average DOM	Summary Price Information			
\$100,000 thru \$119,999	3	38	Minimum	\$109,900	Maximum	\$300,000
\$120,000 thru \$139,999	6	110	Average	\$206,791	Median	\$199,000
\$140,000 thru \$159,999	25	117				
\$160,000 thru \$179,999	48	74				
\$180,000 thru \$199,999	26	95				
\$200,000 thru \$249,999	52	141				
\$250,000 thru \$299,999	39	125				
\$300,000 thru \$349,999	4	108				
	203	110				

## Pending

Listing Price Range	Quantity	Average DOM	Summary Price Information			
\$120,000 thru \$139,999	6	72	Minimum	\$124,900	Maximum	\$294,500
\$140,000 thru \$159,999	9	63	Average	\$205,463	Median	\$195,314
\$160,000 thru \$179,999	10	106				
\$180,000 thru \$199,999	17	54				
\$200,000 thru \$249,999	22	25				
\$250,000 thru \$299,999	17	58				
	81	56				

## Sold

Selling Price Range	Quantity	Average DOM	Summary Price Information			
\$90,000 thru \$99,999	1	149	Minimum	\$96,200	Maximum	\$300,000
\$100,000 thru \$119,999	5	18	Average	\$199,526	Median	\$190,000
\$120,000 thru \$139,999	14	68				
\$140,000 thru \$159,999	66	111				
\$160,000 thru \$179,999	56	122				
\$180,000 thru \$199,999	41	108				
\$200,000 thru \$249,999	85	113				
\$250,000 thru \$299,999	57	107				
\$300,000 thru \$349,999	4	276				
	329	111				

# Market Stats for 28405



## Active

<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$60,000 thru \$69,999	1	9
\$70,000 thru \$79,999	3	88
\$80,000 thru \$89,999	2	66
\$90,000 thru \$99,999	1	17
\$100,000 thru \$119,999	10	126
\$120,000 thru \$139,999	15	153
\$140,000 thru \$159,999	28	96
\$160,000 thru \$179,999	35	136
\$180,000 thru \$199,999	28	171
\$200,000 thru \$249,999	57	146
\$250,000 thru \$299,999	29	136
\$300,000 thru \$349,999	1	146
	210	136

## Summary Price Information

<b>Minimum</b>	\$68,900	<b>Maximum</b>	\$300,000
<b>Average</b>	\$191,987	<b>Median</b>	\$189,900

## Pending

<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$80,000 thru \$89,999	2	182
\$100,000 thru \$119,999	5	61
\$120,000 thru \$139,999	3	98
\$140,000 thru \$159,999	8	109
\$160,000 thru \$179,999	5	31
\$180,000 thru \$199,999	5	131
\$200,000 thru \$249,999	2	88
\$250,000 thru \$299,999	1	49
	31	93

## Summary Price Information

<b>Minimum</b>	\$82,000	<b>Maximum</b>	\$275,000
<b>Average</b>	\$159,547	<b>Median</b>	\$159,000

## Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$50,000 thru \$59,999	1	307
\$60,000 thru \$69,999	2	87
\$80,000 thru \$89,999	4	109
\$90,000 thru \$99,999	1	52
\$100,000 thru \$119,999	5	104
\$120,000 thru \$139,999	13	64
\$140,000 thru \$159,999	20	62
\$160,000 thru \$179,999	36	107
\$180,000 thru \$199,999	27	89
\$200,000 thru \$249,999	37	140
\$250,000 thru \$299,999	22	121
	168	105

## Summary Price Information

<b>Minimum</b>	\$50,000	<b>Maximum</b>	\$288,900
<b>Average</b>	\$185,047	<b>Median</b>	\$180,000

# Area Market Survey



Listings as of 09/10/09 at 4:26pm

**Property Type** Single Family **Include Property Subtype** Stick Built **County** New Hanover **ZIP** 28401 **Statuses** Active, Pending (3/14/2009 or after) , Sold (9/10/2008 to 9/10/2009) **Price** 50,000 to 300,000

## Active

<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$50,000 thru \$59,999	8	239
\$60,000 thru \$69,999	5	230
\$70,000 thru \$79,999	11	195
\$80,000 thru \$89,999	12	187
\$90,000 thru \$99,999	13	355
\$100,000 thru \$119,999	18	133
\$120,000 thru \$139,999	39	219
\$140,000 thru \$159,999	19	177
\$160,000 thru \$179,999	16	158
\$180,000 thru \$199,999	10	179
\$200,000 thru \$249,999	18	173
\$250,000 thru \$299,999	15	273
	184	206

## Summary Price Information

<b>Minimum</b>	\$53,000	<b>Maximum</b>	\$299,900
<b>Average</b>	\$145,841	<b>Median</b>	\$135,000

## Pending

<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$70,000 thru \$79,999	1	166
\$100,000 thru \$119,999	3	121
\$120,000 thru \$139,999	4	125
\$140,000 thru \$159,999	5	50
\$160,000 thru \$179,999	2	130
\$180,000 thru \$199,999	1	21
\$200,000 thru \$249,999	1	76
	17	96

## Summary Price Information

<b>Minimum</b>	\$75,000	<b>Maximum</b>	\$249,000
<b>Average</b>	\$142,665	<b>Median</b>	\$142,900

## Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>
\$50,000 thru \$59,999	3	123
\$60,000 thru \$69,999	6	161
\$70,000 thru \$79,999	7	210
\$80,000 thru \$89,999	4	88
\$90,000 thru \$99,999	8	164
\$100,000 thru \$119,999	16	96
\$120,000 thru \$139,999	17	93
\$140,000 thru \$159,999	18	132
\$160,000 thru \$179,999	10	81
\$180,000 thru \$199,999	6	90
\$200,000 thru \$249,999	14	130
\$250,000 thru \$299,999	6	156
\$300,000 thru \$349,999	1	136
	116	122

## Summary Price Information

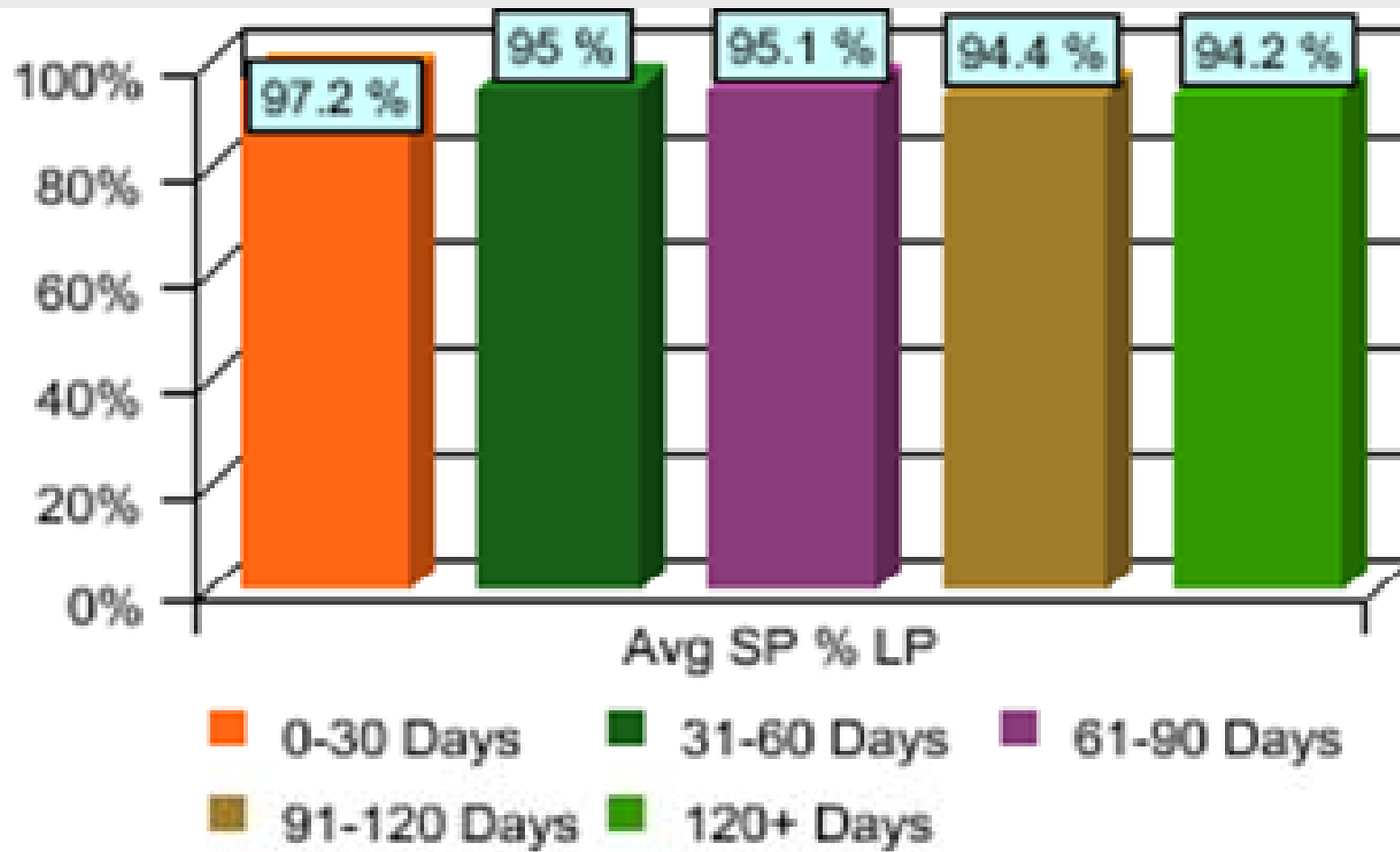
<b>Minimum</b>	\$52,000	<b>Maximum</b>	\$300,000
<b>Average</b>	\$143,011	<b>Median</b>	\$136,450

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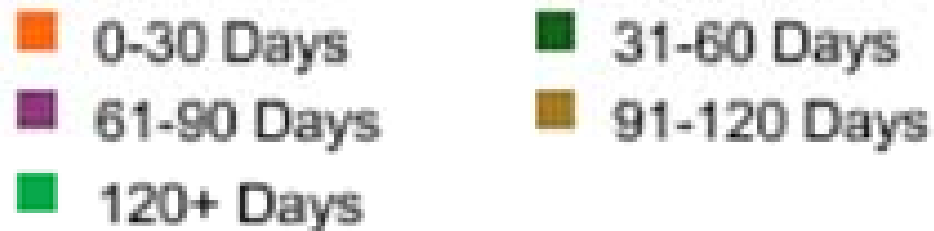
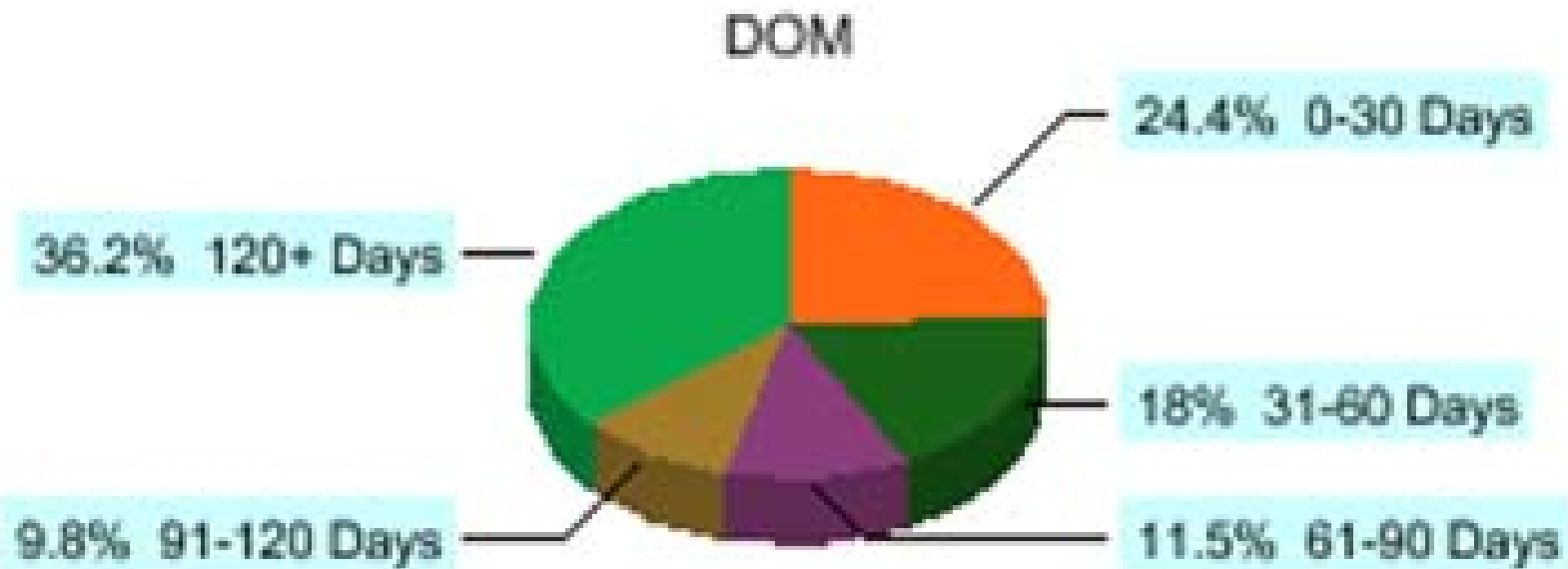
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# List Price/Sale Price County Wide



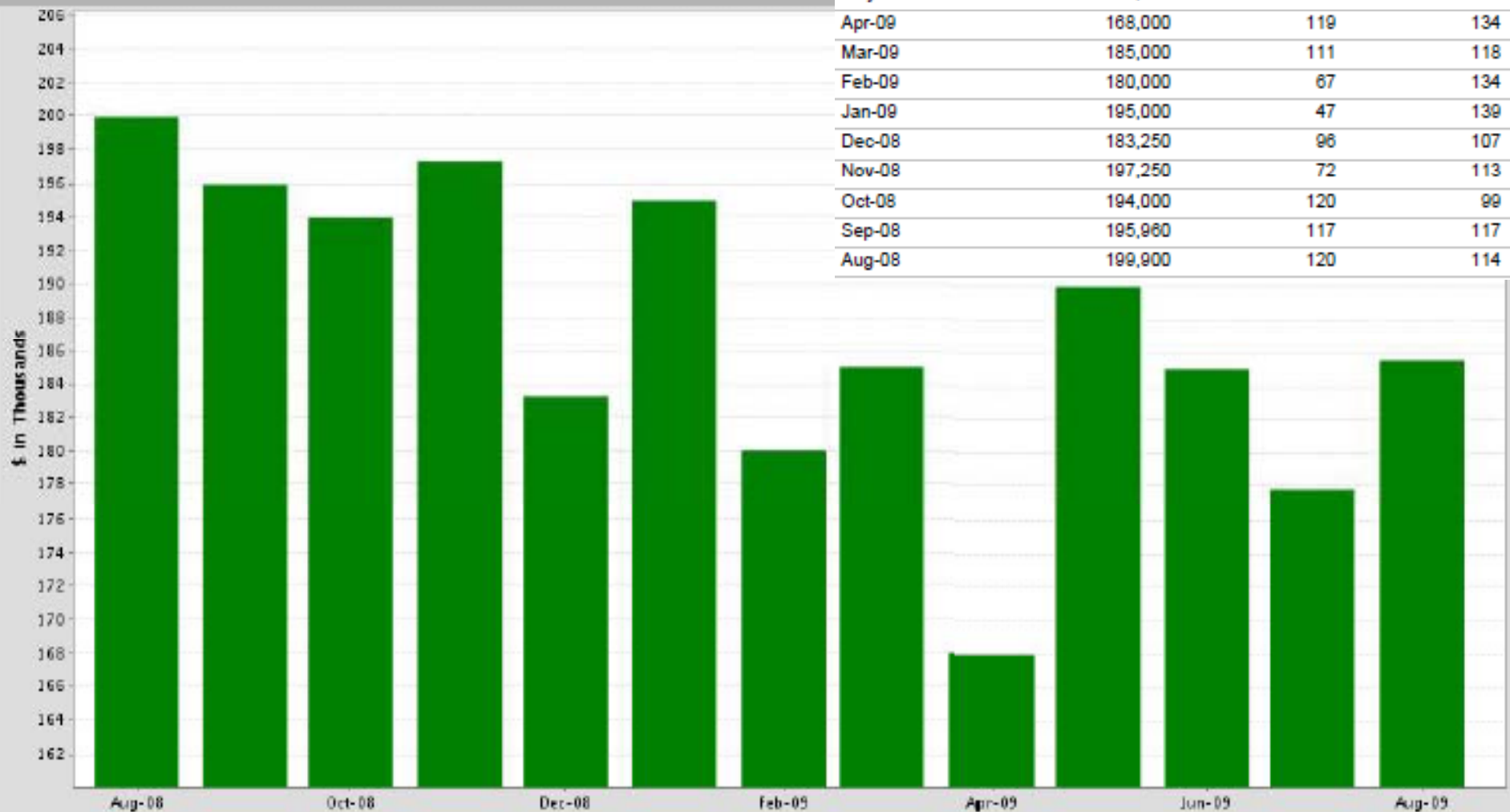
# Days on the Market



# Median Sold Price by Month

Aug-08 vs. Aug-09: The median sold price is down 7%

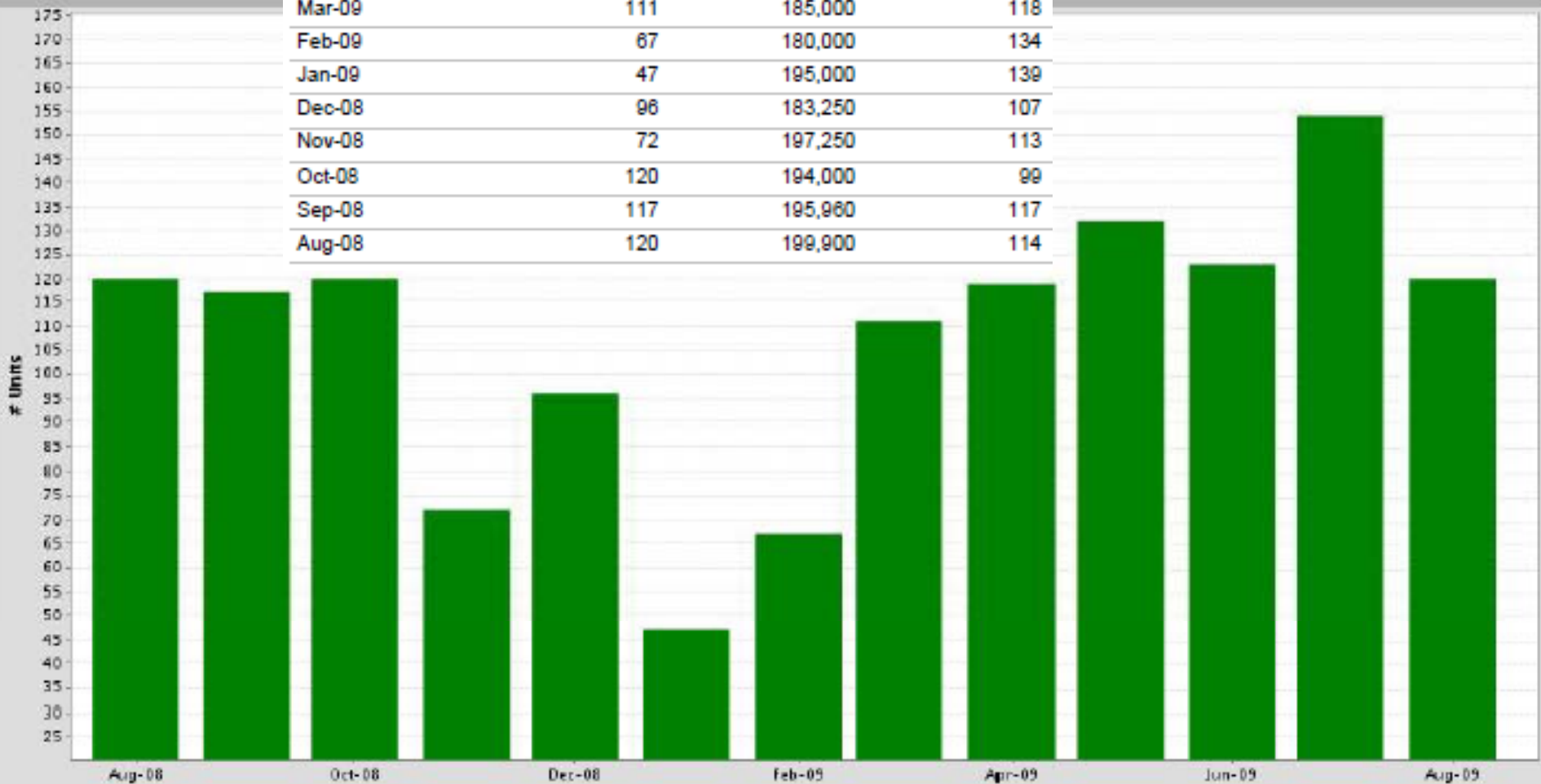
Month	Median Price	# Units	Average DOM
Aug-09	185,500	120	140
Jul-09	177,800	154	128
Jun-09	185,000	123	119
May-09	190,000	132	104
Apr-09	168,000	119	134
Mar-09	185,000	111	118
Feb-09	180,000	67	134
Jan-09	195,000	47	139
Dec-08	183,250	96	107
Nov-08	197,250	72	113
Oct-08	194,000	120	99
Sep-08	195,980	117	117
Aug-08	199,900	120	114



# The Number of Sold Properties by Month

Aug-08 vs. Aug-09: The number of sold properties has not changed

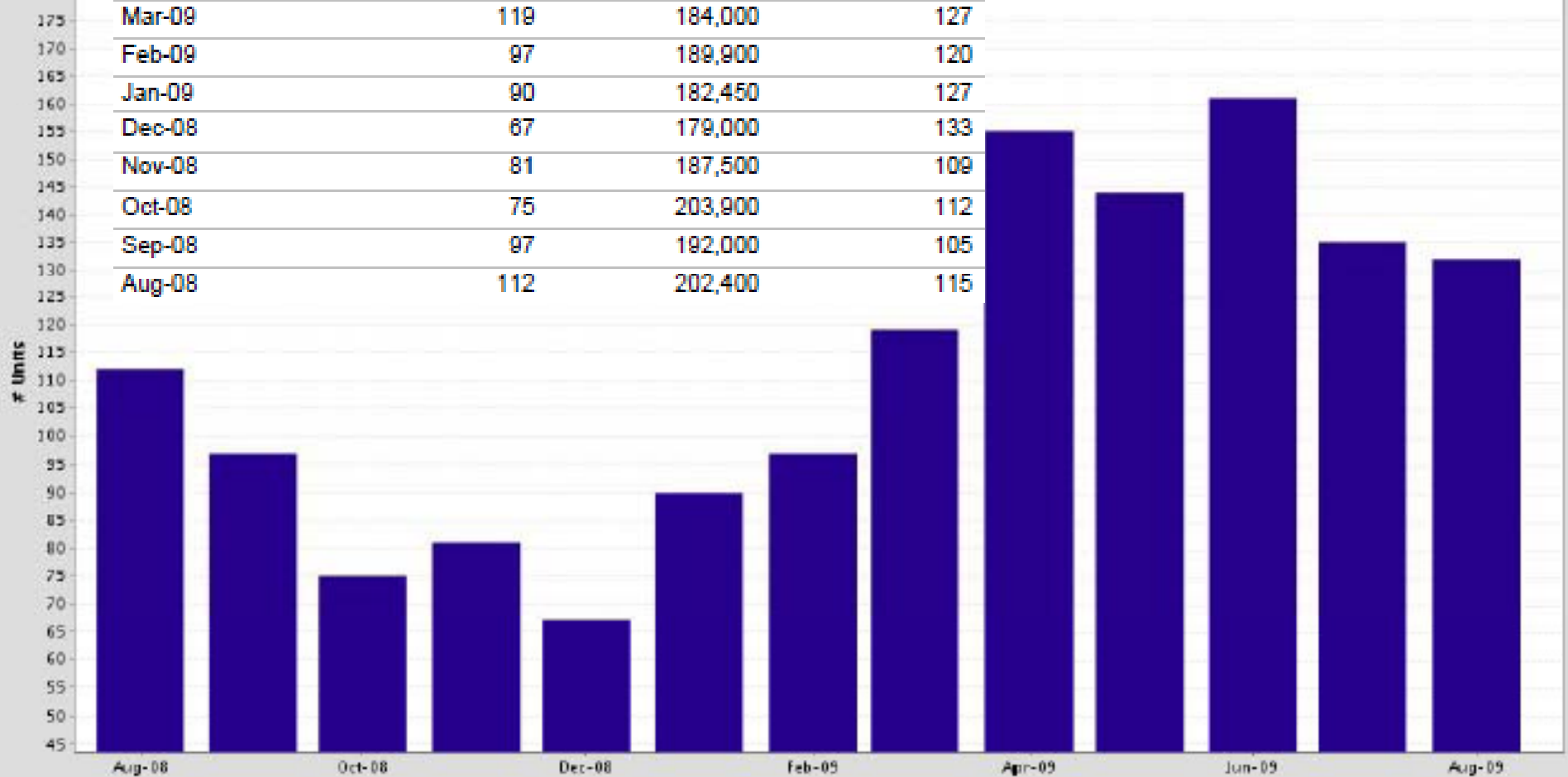
Month	# Units	Median Price	Average DOM
Aug-09	120	185,500	140
Jul-09	154	177,800	128
Jun-09	123	185,000	119
May-09	132	190,000	104
Apr-09	119	168,000	134
Mar-09	111	185,000	118
Feb-09	67	180,000	134
Jan-09	47	195,000	139
Dec-08	96	183,250	107
Nov-08	72	197,250	113
Oct-08	120	194,000	99
Sep-08	117	195,960	117
Aug-08	120	199,900	114



# The Number of Under Contract Properties by Month

Aug-08 vs. Aug-09: The number of under contract properties is up 18%

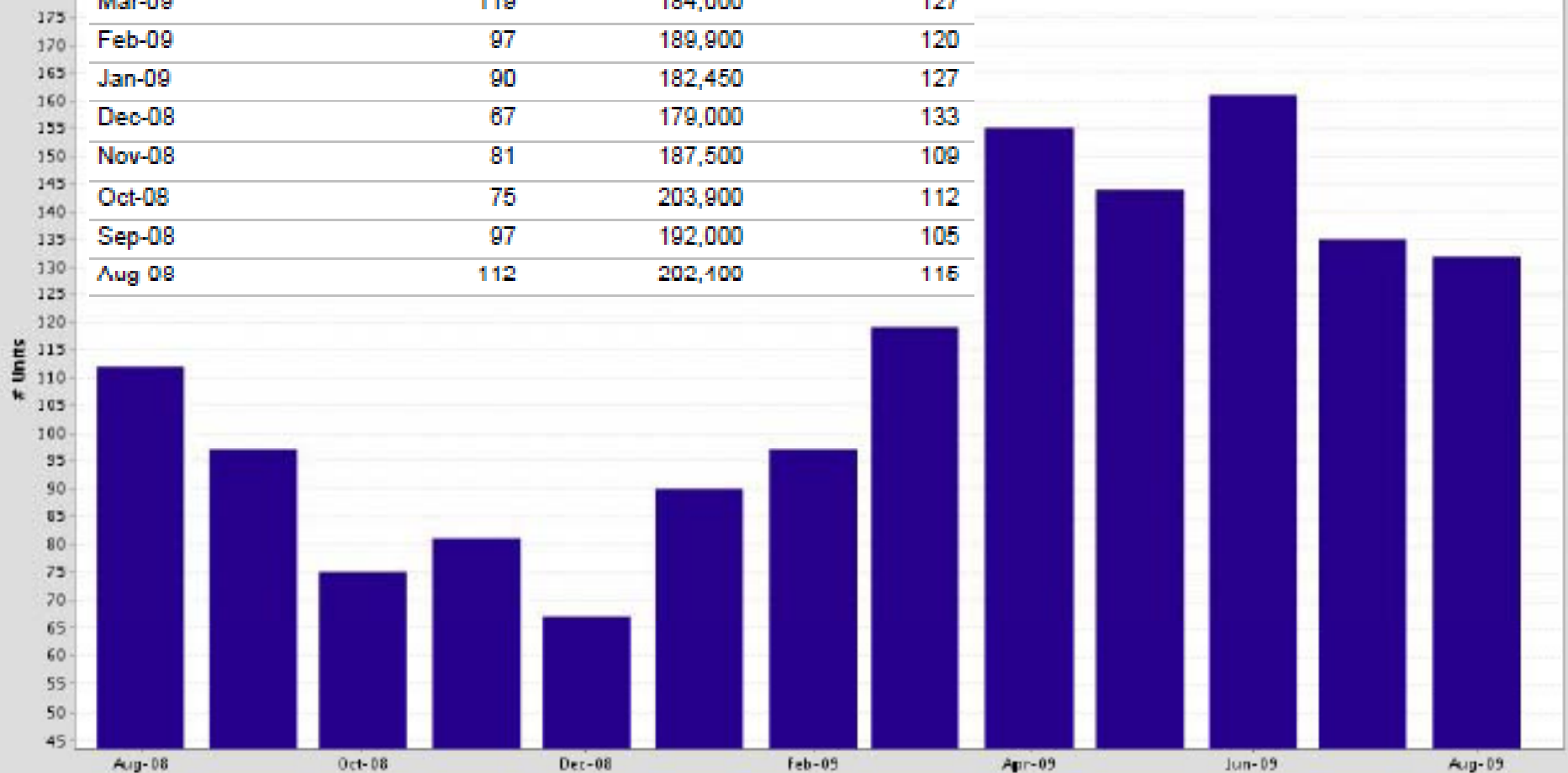
Month	# Units	Median Price	Average DOM
Aug-09	132	184,950	131
Jul-09	135	189,000	130
Jun-09	161	179,900	129
May-09	144	191,535	100
Apr-09	155	191,890	105
Mar-09	119	184,000	127
Feb-09	97	189,900	120
Jan-09	90	182,450	127
Dec-08	67	179,000	133
Nov-08	81	187,500	109
Oct-08	75	203,900	112
Sep-08	97	192,000	105
Aug-08	112	202,400	115



# The Number of Under Contract Properties by Month

Aug-08 vs. Aug-09: The number of under contract properties is up 18%

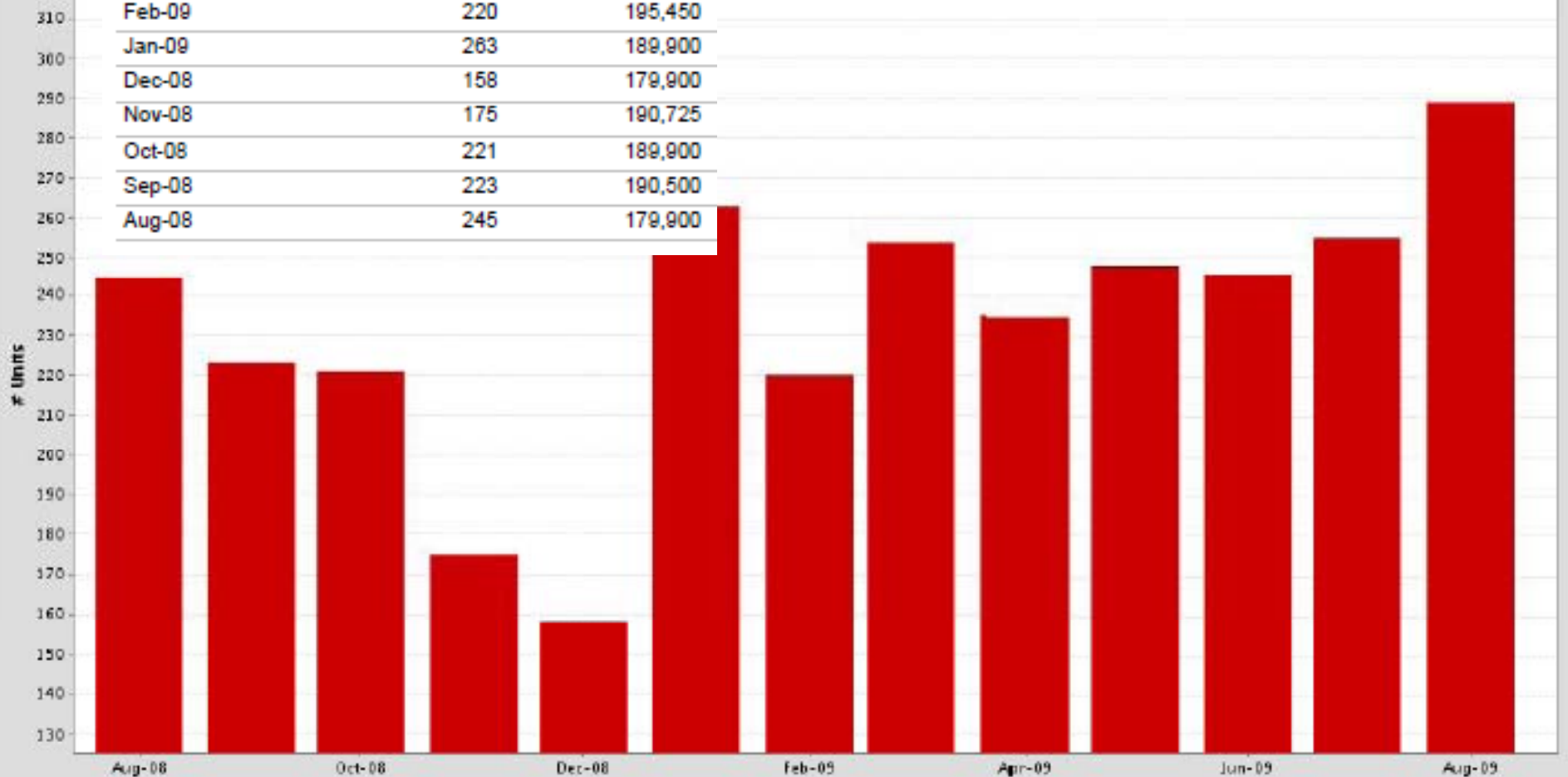
Month	# Units	Median Price	Average DOM
Aug-09	132	184,950	131
Jul-09	135	189,000	130
Jun-09	161	179,900	129
May-09	144	191,535	100
Apr-09	155	191,890	105
Mar-09	119	184,000	127
Feb-09	97	189,900	120
Jan-09	90	182,450	127
Dec-08	67	179,000	133
Nov-08	81	187,500	109
Oct-08	75	203,900	112
Sep-08	97	192,000	105
Aug-08	112	202,100	116



# The Number of New Properties Listed by Month

Aug-08 vs. Aug-09: The number of new properties is up 18%

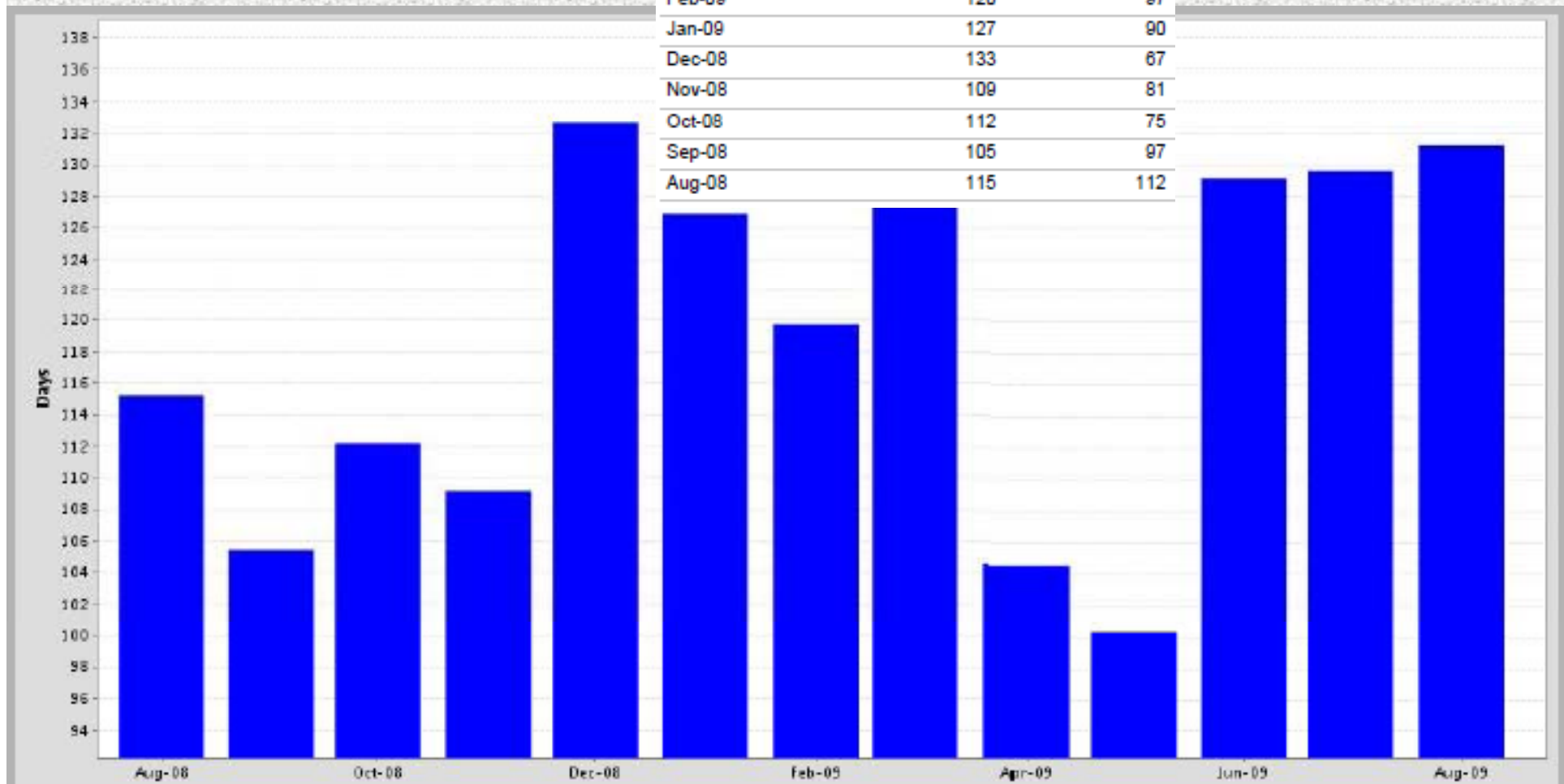
Month	# Units	Median Price
Aug-09	289	189,000
Jul-09	255	189,000
Jun-09	246	189,900
May-09	248	199,350
Apr-09	235	190,000
Mar-09	254	188,250
Feb-09	220	195,450
Jan-09	263	189,900
Dec-08	158	179,900
Nov-08	175	190,725
Oct-08	221	189,900
Sep-08	223	190,500
Aug-08	245	179,900



# The Average Days on Market by Month

Aug-08 vs. Aug-09: The average days on market is up 14%

Month	Average DOM	# UC Units
Aug-09	131	132
Jul-09	130	135
Jun-09	129	161
May-09	100	144
Apr-09	105	155
Mar-09	127	119
Feb-09	120	97
Jan-09	127	90
Dec-08	133	67
Nov-08	109	81
Oct-08	112	75
Sep-08	105	97
Aug-08	115	112



# Months Supply of Inventory

Aug-08 vs. Aug-09: The average months supply of inventory is down 17%

Month	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Aug-09	1,240	132	9	131
Jul-09	1,216	135	9	130
Jun-09	1,223	161	8	129
May-09	1,236	144	9	100
Apr-09	1,260	155	8	105
Mar-09	1,291	119	11	127
Feb-09	1,270	97	13	120
Jan-09	1,255	90	14	127
Dec-08	1,230	67	18	133
Nov-08	1,258	81	16	109
Oct-08	1,277	75	17	112
Sep-08	1,270	97	13	105
Aug-08	1,270	112	11	115

