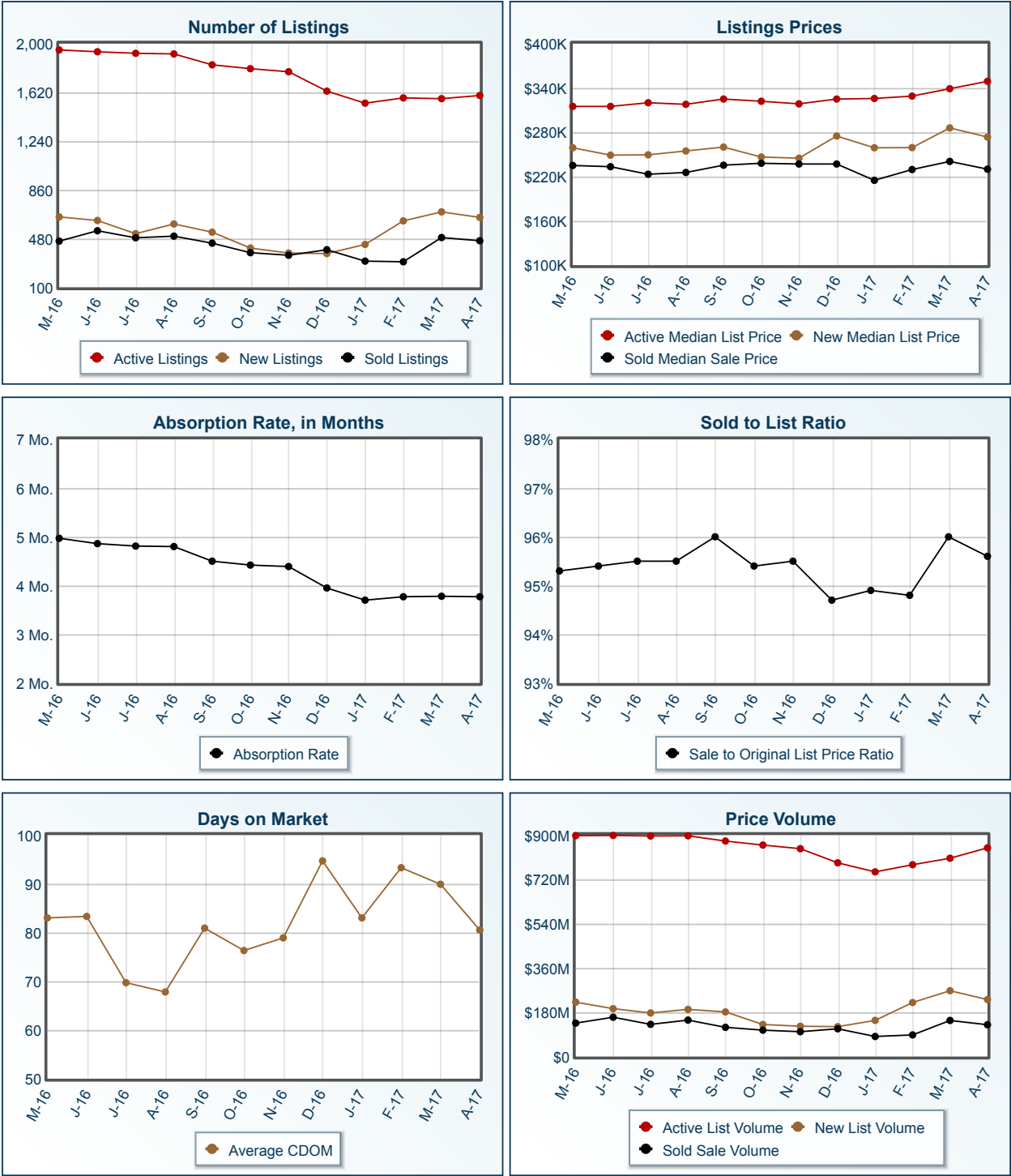


Market Summary

New Hanover Residential, April 2017



Summary Statistics						
	Apr-17	Apr-16	% Chg	2017 YTD	2016 YTD	% Chg
Absorption Rate	3.77	5.11	-26.22	3.75	5.08	-26.18
Average List Price	\$531,371	\$458,873	15.80	\$412,406	\$382,049	7.95
Median List Price	\$349,000	\$314,900	10.83	\$289,900	\$269,000	7.77
Average Sale Price	\$279,057	\$263,555	5.88	\$286,437	\$262,397	9.16
Median Sale Price	\$230,000	\$225,000	2.22	\$230,000	\$217,353	5.82
Average CDOM	80	80	0.00	86	N/A	N/A
Median CDOM	22	35	-37.14	40	48	-16.67

Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2017	2016	% Chg	2017	2016	% Chg		2017	2016	% Chg	2017	2016	% Chg
0-49,999	4	11	-63.6	17	30	-43.3	0-49,999	7	7	0.0	20	28	-28.6
50,000-99,999	19	26	-26.9	77	80	-3.7	50,000-99,999	18	28	-35.7	64	99	-35.4
100,000-149,999	67	64	4.7	200	243	-17.7	100,000-149,999	67	70	-4.3	222	278	-20.1
150,000-199,999	84	75	12.0	326	291	12.0	150,000-199,999	101	101	0.0	376	354	6.2
200,000-249,999	88	80	10.0	252	210	20.0	200,000-249,999	98	62	58.1	356	229	55.5
250,000-299,999	66	49	34.7	220	172	27.9	250,000-299,999	82	57	43.9	302	230	31.3
300,000-349,999	50	44	13.6	149	150	-0.7	300,000-349,999	58	48	20.8	213	169	26.0
350,000-399,999	19	27	-29.6	85	83	2.4	350,000-399,999	35	37	-5.4	119	119	0.0
400,000-449,999	14	18	-22.2	58	46	26.1	400,000-449,999	18	20	-10.0	77	67	14.9
450,000-499,999	8	16	-50.0	29	33	-12.1	450,000-499,999	19	16	18.8	52	52	0.0
500,000-549,999	8	6	33.3	30	16	87.5	500,000-549,999	8	12	-33.3	37	33	12.1
550,000-599,999	5	5	0.0	21	13	61.5	550,000-599,999	7	4	75.0	28	23	21.7
600,000-649,999	5	3	66.7	12	12	0.0	600,000-649,999	5	4	25.0	17	16	6.3
650,000-699,999	10	7	42.9	20	17	17.6	650,000-699,999	3	4	-25.0	26	20	30.0
700,000-749,999	1	2	-50.0	3	10	-70.0	700,000-749,999	3	1	200.0	10	6	66.7
750,000-799,999	2	0	N/A	7	2	250.0	750,000-799,999	2	4	-50.0	9	11	-18.2
800,000-849,999	2	1	100.0	8	3	166.7	800,000-849,999	3	2	50.0	11	3	266.7
850,000-899,999	3	0	N/A	8	4	100.0	850,000-899,999	5	2	150.0	15	6	150.0
900,000-949,999	2	1	100.0	3	1	200.0	900,000-949,999	2	2	0.0	3	2	50.0
950,000-1,099,999	1	2	-50.0	4	2	100.0	950,000-1,099,999	5	1	400.0	11	4	175.0
1,100,000-1,199,999	1	2	-50.0	3	3	0.0	1,100,000-1,199,999	1	2	-50.0	5	4	25.0
1,200,000-1,299,999	1	0	N/A	2	1	100.0	1,200,000-1,299,999	2	2	0.0	6	3	100.0
1,300,000-1,399,999	1	0	N/A	2	0	N/A	1,300,000-1,399,999	1	1	0.0	6	1	500.0
1,400,000-1,499,999	0	1	-100.0	2	3	-33.3	1,400,000-1,499,999	0	3	-100.0	1	5	-80.0
1,500,000-1,599,999	0	0	0.0	0	0	0.0	1,500,000-1,599,999	0	1	-100.0	0	1	-100.0
1,600,000-1,699,999	0	0	0.0	6	1	500.0	1,600,000-1,699,999	0	0	0.0	2	1	100.0
1,700,000-1,799,999	1	0	N/A	2	0	N/A	1,700,000-1,799,999	0	0	0.0	0	1	-100.0
1,800,000-1,899,999	0	0	0.0	1	1	0.0	1,800,000-1,899,999	1	0	N/A	4	0	N/A
1,900,000-1,999,999	0	0	0.0	1	0	N/A	1,900,000-1,999,999	0	0	0.0	2	0	N/A
2,000,000-2,249,999	1	0	N/A	1	0	N/A	2,000,000-2,249,999	0	0	0.0	1	0	N/A
2,250,000-2,499,999	0	0	0.0	1	2	-50.0	2,250,000-2,499,999	1	2	-50.0	1	3	-66.7
2,500,000-2,749,999	0	0	0.0	1	2	-50.0	2,500,000-2,749,999	0	0	0.0	2	1	100.0
2,750,000-2,999,999	0	0	0.0	2	0	N/A	2,750,000-2,999,999	0	0	0.0	2	1	100.0
3,000,000-3,249,999	0	0	0.0	0	1	-100.0	3,000,000-3,249,999	0	0	0.0	0	0	0.0
3,250,000-3,499,999	0	0	0.0	1	0	N/A	3,250,000-3,499,999	0	0	0.0	1	0	N/A
3,500,000-3,749,999	0	0	0.0	0	0	0.0	3,500,000-3,749,999	0	0	0.0	0	0	0.0
3,750,000-3,999,999	0	0	0.0	0	0	0.0	3,750,000-3,999,999	1	0	N/A	1	0	N/A
4,000,000+	0	0	0.0	0	0	0.0	4,000,000+	0	0	0.0	0	0	0.0
Totals	463	440	5.2	1554	1432	8.5	Totals	553	493	12.2	2002	1770	13.1

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2017	2016	% Chg	2017	2016	% Chg		2017	2016	% Chg	2017	2016	% Chg
0-49,999	15	15	0.0	33	51	-35.3	0-49,999	11	5	120.0	30	27	11.1
50,000-99,999	55	114	-51.8	122	240	-49.2	50,000-99,999	16	31	-48.4	65	128	-49.2
100,000-149,999	80	176	-54.5	314	489	-35.8	100,000-149,999	50	65	-23.1	212	292	-27.4
150,000-199,999	153	218	-29.8	556	613	-9.3	150,000-199,999	98	89	10.1	379	365	3.8
200,000-249,999	157	220	-28.6	562	535	5.0	200,000-249,999	121	87	39.1	392	328	19.5
250,000-299,999	168	208	-19.2	510	495	3.0	250,000-299,999	79	71	11.3	320	276	15.9
300,000-349,999	181	199	-9.0	429	399	7.5	300,000-349,999	64	45	42.2	249	209	19.1
350,000-399,999	122	153	-20.3	273	317	-13.9	350,000-399,999	39	42	-7.1	159	172	-7.6
400,000-449,999	98	94	4.3	218	184	18.5	400,000-449,999	46	24	91.7	129	109	18.3
450,000-499,999	85	98	-13.3	157	163	-3.7	450,000-499,999	24	19	26.3	81	89	-9.0
500,000-549,999	71	65	9.2	117	114	2.6	500,000-549,999	14	16	-12.5	67	60	11.7
550,000-599,999	63	46	37.0	104	87	19.5	550,000-599,999	17	11	54.5	56	49	14.3
600,000-649,999	36	51	-29.4	61	84	-27.4	600,000-649,999	15	13	15.4	33	33	0.0
650,000-699,999	44	46	-4.3	80	78	2.6	650,000-699,999	9	10	-10.0	36	38	-5.3
700,000-749,999	24	30	-20.0	40	43	-7.0	700,000-749,999	5	6	-16.7	17	26	-34.6
750,000-799,999	29	40	-27.5	46	55	-16.4	750,000-799,999	6	4	50.0	24	18	33.3
800,000-849,999	23	10	130.0	34	12	183.3	800,000-849,999	2	2	0.0	19	5	280.0
850,000-899,999	21	28	-25.0	35	36	-2.8	850,000-899,999	1	1	0.0	17	20	-15.0
900,000-949,999	5	10	-50.0	9	12	-25.0	900,000-949,999	2	4	-50.0	4	8	-50.0
950,000-1,099,999	35	31	12.9	52	44	18.2	950,000-1,099,999	9	5	80.0	29	19	52.6
1,100,000-1,199,999	14	15	-6.7	21	22	-4.5	1,100,000-1,199,999	1	2	-50.0	6	11	-45.5
1,200,000-1,299,999	24	20	20.0	31	22	40.9	1,200,000-1,299,999	3	2	50.0	11	11	0.0
1,300,000-1,399,999	6	12	-50.0	16	16	0.0	1,300,000-1,399,999	2	4	-50.0	5	7	-28.6
1,400,000-1,499,999	8	13	-38.5	9	19	-52.6	1,400,000-1,499,999	1	2	-50.0	6	7	-14.3
1,500,000-1,599,999	4	7	-42.9	5	9	-44.4	1,500,000-1,599,999	0	1	-100.0	1	4	-75.0
1,600,000-1,699,999	6	8	-25.0	12	9	33.3	1,600,000-1,699,999	3	0	N/A	5	3	66.7
1,700,000-1,799,999	6	3	100.0	7	4	75.0	1,700,000-1,799,999	0	0	0.0	2	1	100.0
1,800,000-1,899,999	5	4	25.0	8	4	100.0	1,800,000-1,899,999	1	0	N/A	5	1	400.0
1,900,000-1,999,999	3	9	-66.7	6	11	-45.5	1,900,000-1,999,999	0	2	-100.0	1	4	-75.0
2,000,000-2,249,999	10	8	25.0	12	10	20.0	2,000,000-2,249,999	0	1	-100.0	3	2	50.0
2,250,000-2,499,999	8	11	-27.3	11	19	-42.1	2,250,000-2,499,999	0	3	-100.0	3	7	-57.1
2,500,000-2,749,999	7	4	75.0	9	8	12.5	2,500,000-2,749,999	1	1	0.0	3	1	200.0
2,750,000-2,999,999	5	4	25.0	7	8	-12.5	2,750,000-2,999,999	1	0	N/A	2	3	-33.3
3,000,000-3,249,999	1	3	-66.7	2	4	-50.0	3,000,000-3,249,999	0	0	0.0	0	2	-100.0
3,250,000-3,499,999	4	0	N/A	6	1	500.0	3,250,000-3,499,999	3	0	N/A	5	0	N/A
3,500,000-3,749,999	3	0	N/A	3	0	N/A	3,500,000-3,749,999	0	0	0.0	2	0	N/A
3,750,000-3,999,999	8	7	14.3	9	9	0.0	3,750,000-3,999,999	1	0	N/A	4	5	-20.0
4,000,000+	9	7	28.6	11	8	37.5	4,000,000+	0	0	0.0	3	3	0.0
Totals	1596	1987	-19.7	3937	4234	-7.0	Totals	645	568	13.6	2385	2343	1.8

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