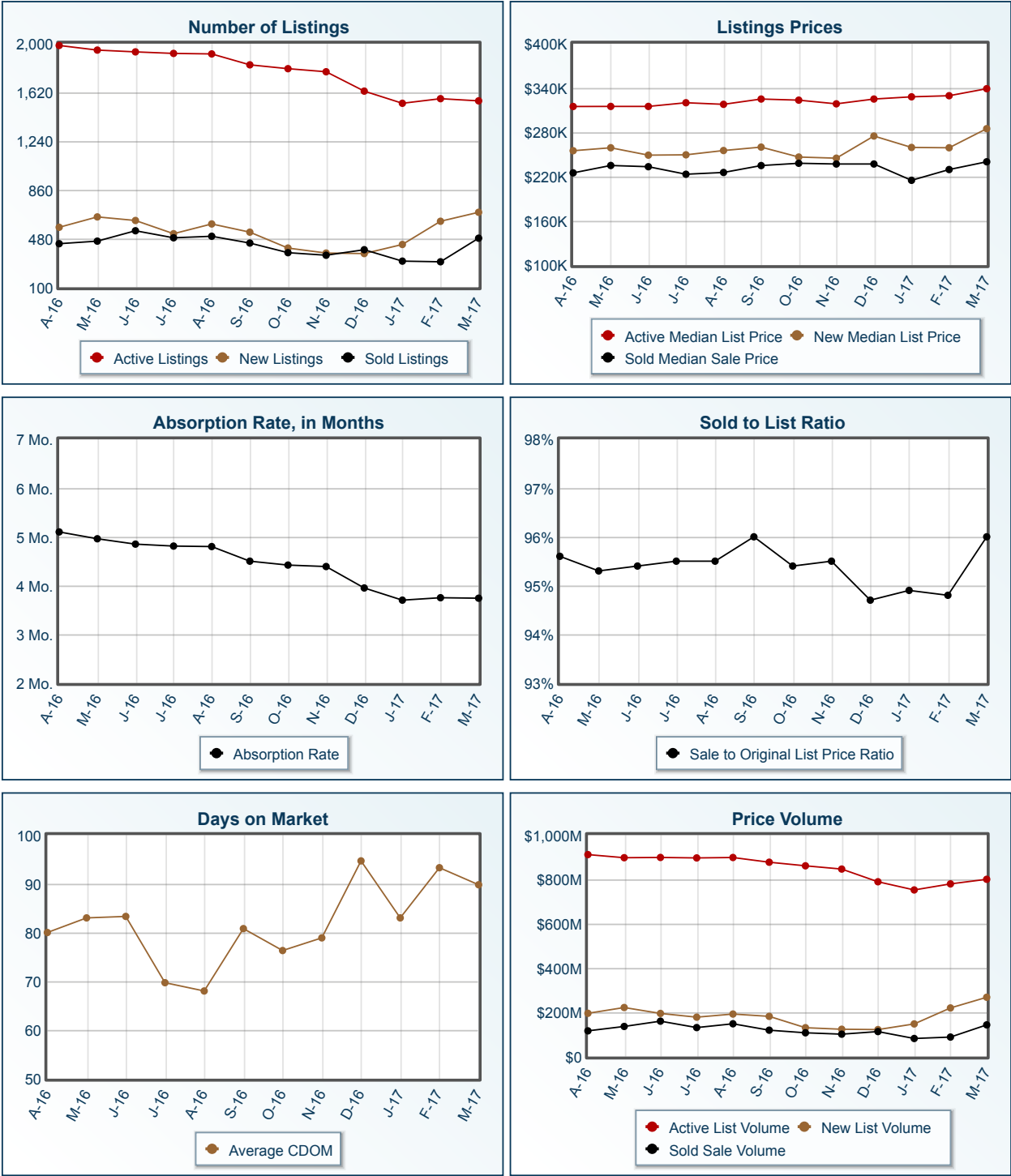


Market Summary

New Hanover Residential, March 2017



Summary Statistics						
	Mar-17	Mar-16	% Chg	2017 YTD	2016 YTD	% Chg
Absorption Rate	3.74	5.01	-25.35	3.73	5.07	-26.43
Average List Price	\$514,994	\$445,039	15.72	\$424,350	\$388,160	9.32
Median List Price	\$339,000	\$306,510	10.60	\$295,000	\$270,000	9.26
Average Sale Price	\$295,938	\$264,691	11.81	\$287,569	\$261,883	9.81
Median Sale Price	\$240,000	\$220,000	9.09	\$230,000	\$211,998	8.49
Average CDOM	89	96	-7.29	88	N/A	N/A
Median CDOM	38	47	-19.15	48	58	-17.24

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	8	10	-20.0	13	19	-31.6	0-49,999	3	11	-72.7	14	21	-33.3
50,000-99,999	16	13	23.1	58	54	7.4	50,000-99,999	16	33	-51.5	46	71	-35.2
100,000-149,999	50	81	-38.3	133	179	-25.7	100,000-149,999	71	69	2.9	160	208	-23.1
150,000-199,999	105	77	36.4	240	216	11.1	150,000-199,999	119	89	33.7	282	253	11.5
200,000-249,999	79	52	51.9	164	130	26.2	200,000-249,999	104	70	48.6	263	167	57.5
250,000-299,999	75	48	56.3	153	123	24.4	250,000-299,999	100	64	56.3	219	173	26.6
300,000-349,999	47	47	0.0	98	106	-7.5	300,000-349,999	68	38	78.9	160	121	32.2
350,000-399,999	31	28	10.7	66	56	17.9	350,000-399,999	39	35	11.4	87	82	6.1
400,000-449,999	20	16	25.0	44	28	57.1	400,000-449,999	20	18	11.1	60	47	27.7
450,000-499,999	10	7	42.9	21	17	23.5	450,000-499,999	20	14	42.9	36	36	0.0
500,000-549,999	9	5	80.0	22	10	120.0	500,000-549,999	14	11	27.3	31	21	47.6
550,000-599,999	8	4	100.0	16	8	100.0	550,000-599,999	11	7	57.1	22	19	15.8
600,000-649,999	3	3	0.0	7	9	-22.2	600,000-649,999	7	6	16.7	12	12	0.0
650,000-699,999	4	2	100.0	10	10	0.0	650,000-699,999	8	7	14.3	24	16	50.0
700,000-749,999	0	4	-100.0	2	8	-75.0	700,000-749,999	5	1	400.0	7	5	40.0
750,000-799,999	3	1	200.0	5	2	150.0	750,000-799,999	2	1	100.0	7	7	0.0
800,000-849,999	3	1	200.0	6	2	200.0	800,000-849,999	2	0	N/A	8	1	700.0
850,000-899,999	2	4	-50.0	5	4	25.0	850,000-899,999	6	2	200.0	11	4	175.0
900,000-949,999	0	0	0.0	1	0	N/A	900,000-949,999	0	0	0.0	1	0	N/A
950,000-1,099,999	1	0	N/A	3	0	N/A	950,000-1,099,999	5	1	400.0	7	3	133.3
1,100,000-1,199,999	2	0	N/A	2	1	100.0	1,100,000-1,199,999	3	2	50.0	4	2	100.0
1,200,000-1,299,999	0	1	-100.0	1	1	0.0	1,200,000-1,299,999	0	1	-100.0	4	1	300.0
1,300,000-1,399,999	0	0	0.0	1	0	N/A	1,300,000-1,399,999	3	0	N/A	5	0	N/A
1,400,000-1,499,999	1	0	N/A	2	2	0.0	1,400,000-1,499,999	0	0	0.0	1	2	-50.0
1,500,000-1,599,999	0	0	0.0	0	0	0.0	1,500,000-1,599,999	0	0	0.0	0	0	0.0
1,600,000-1,699,999	1	1	0.0	6	1	500.0	1,600,000-1,699,999	1	1	0.0	2	1	100.0
1,700,000-1,799,999	1	0	N/A	1	0	N/A	1,700,000-1,799,999	0	0	0.0	0	1	-100.0
1,800,000-1,899,999	1	0	N/A	1	1	0.0	1,800,000-1,899,999	0	0	0.0	3	0	N/A
1,900,000-1,999,999	1	0	N/A	1	0	N/A	1,900,000-1,999,999	2	0	N/A	3	0	N/A
2,000,000-2,249,999	0	0	0.0	0	0	0.0	2,000,000-2,249,999	1	0	N/A	1	0	N/A
2,250,000-2,499,999	0	0	0.0	1	2	-50.0	2,250,000-2,499,999	0	1	-100.0	0	1	-100.0
2,500,000-2,749,999	0	1	-100.0	0	2	-100.0	2,500,000-2,749,999	1	0	N/A	2	1	100.0
2,750,000-2,999,999	1	0	N/A	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	1	0	N/A	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	0	0	0.0	0	0	0.0
4,000,000+	0	0	0.0	0	0	0.0	4,000,000+	0	0	0.0	0	0	0.0
Totals	483	406	19.0	1086	992	9.5	Totals	631	482	30.9	1485	1277	16.3

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	7	22	-68.2	22	46	-52.2	0-49,999	4	8	-50.0	19	22	-13.6
50,000-99,999	48	120	-60.0	105	209	-49.8	50,000-99,999	14	39	-64.1	48	97	-50.5
100,000-149,999	90	176	-48.9	263	424	-38.0	100,000-149,999	68	77	-11.7	161	227	-29.1
150,000-199,999	159	221	-28.1	456	524	-13.0	150,000-199,999	105	122	-13.9	282	276	2.2
200,000-249,999	166	199	-16.6	440	447	-1.6	200,000-249,999	90	107	-15.9	268	241	11.2
250,000-299,999	185	206	-10.2	431	423	1.9	250,000-299,999	91	78	16.7	241	205	17.6
300,000-349,999	172	194	-11.3	364	354	2.8	300,000-349,999	87	60	45.0	184	164	12.2
350,000-399,999	114	146	-21.9	233	276	-15.6	350,000-399,999	53	55	-3.6	116	130	-10.8
400,000-449,999	86	82	4.9	169	159	6.3	400,000-449,999	24	41	-41.5	83	85	-2.4
450,000-499,999	84	94	-10.6	135	144	-6.2	450,000-499,999	24	25	-4.0	59	70	-15.7
500,000-549,999	66	55	20.0	98	98	0.0	500,000-549,999	26	23	13.0	50	44	13.6
550,000-599,999	60	53	13.2	89	77	15.6	550,000-599,999	13	6	116.7	40	38	5.3
600,000-649,999	30	46	-34.8	49	70	-30.0	600,000-649,999	13	10	30.0	19	20	-5.0
650,000-699,999	40	48	-16.7	71	68	4.4	650,000-699,999	9	11	-18.2	27	28	-3.6
700,000-749,999	26	25	4.0	36	37	-2.7	700,000-749,999	5	9	-44.4	14	20	-30.0
750,000-799,999	26	37	-29.7	37	51	-27.5	750,000-799,999	7	7	0.0	14	14	0.0
800,000-849,999	22	8	175.0	33	10	230.0	800,000-849,999	7	1	600.0	18	3	500.0
850,000-899,999	19	28	-32.1	36	35	2.9	850,000-899,999	10	11	-9.1	18	19	-5.3
900,000-949,999	5	7	-28.6	7	8	-12.5	900,000-949,999	2	1	100.0	3	4	-25.0
950,000-1,099,999	31	30	3.3	44	39	12.8	950,000-1,099,999	7	3	133.3	20	14	42.9
1,100,000-1,199,999	13	15	-13.3	20	20	0.0	1,100,000-1,199,999	4	4	0.0	5	9	-44.4
1,200,000-1,299,999	20	14	42.9	26	20	30.0	1,200,000-1,299,999	4	5	-20.0	8	9	-11.1
1,300,000-1,399,999	7	9	-22.2	15	11	36.4	1,300,000-1,399,999	3	1	200.0	3	2	50.0
1,400,000-1,499,999	6	12	-50.0	9	18	-50.0	1,400,000-1,499,999	2	4	-50.0	5	6	-16.7
1,500,000-1,599,999	4	5	-20.0	5	8	-37.5	1,500,000-1,599,999	0	1	-100.0	1	3	-66.7
1,600,000-1,699,999	6	8	-25.0	8	8	0.0	1,600,000-1,699,999	0	1	-100.0	2	3	-33.3
1,700,000-1,799,999	6	4	50.0	7	5	40.0	1,700,000-1,799,999	0	0	0.0	1	1	0.0
1,800,000-1,899,999	3	3	0.0	8	4	100.0	1,800,000-1,899,999	3	1	200.0	5	1	400.0
1,900,000-1,999,999	2	8	-75.0	6	9	-33.3	1,900,000-1,999,999	0	0	0.0	1	2	-50.0
2,000,000-2,249,999	10	8	25.0	12	9	33.3	2,000,000-2,249,999	2	0	N/A	3	1	200.0
2,250,000-2,499,999	9	10	-10.0	11	16	-31.2	2,250,000-2,499,999	1	2	-50.0	3	4	-25.0
2,500,000-2,749,999	7	3	133.3	8	7	14.3	2,500,000-2,749,999	1	0	N/A	2	0	N/A
2,750,000-2,999,999	3	5	-40.0	6	8	-25.0	2,750,000-2,999,999	1	0	N/A	1	3	-66.7
3,000,000-3,249,999	1	2	-50.0	2	4	-50.0	3,000,000-3,249,999	0	1	-100.0	0	2	-100.0
3,250,000-3,499,999	2	0	N/A	3	1	200.0	3,250,000-3,499,999	2	0	N/A	2	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	7	7	0.0	8	9	-11.1	3,750,000-3,999,999	2	0	N/A	3	5	-40.0
4,000,000+	9	6	50.0	11	8	37.5	4,000,000+	1	1	0.0	3	3	0.0
Totals	1554	1916	-18.9	3286	3664	-10.3	Totals	685	715	-4.2	1734	1775	-2.3

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