

Local Market Update – September 2020

A Research Tool Provided by Cape Fear REALTORS®



Pender County

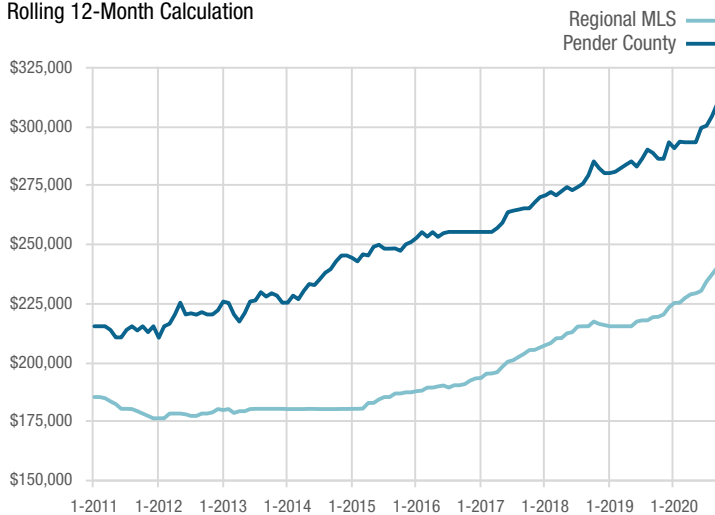
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	97	123	+ 26.8%	1,203	1,360	+ 13.1%
Pending Sales	82	148	+ 80.5%	966	1,274	+ 31.9%
Closed Sales	92	148	+ 60.9%	893	1,091	+ 22.2%
Days on Market Until Sale	72	67	- 6.9%	76	73	- 3.9%
Median Sales Price*	\$285,608	\$330,214	+ 15.6%	\$293,250	\$313,790	+ 7.0%
Average Sales Price*	\$324,127	\$380,152	+ 17.3%	\$321,846	\$350,013	+ 8.8%
Percent of List Price Received*	98.2%	98.5%	+ 0.3%	98.2%	98.5%	+ 0.3%
Inventory of Homes for Sale	386	262	- 32.1%	—	—	—
Months Supply of Inventory	3.9	2.1	- 46.2%	—	—	—

Townhouse/Condo	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	20	12	- 40.0%	150	152	+ 1.3%
Pending Sales	15	18	+ 20.0%	112	141	+ 25.9%
Closed Sales	13	20	+ 53.8%	98	124	+ 26.5%
Days on Market Until Sale	79	52	- 34.2%	67	72	+ 7.5%
Median Sales Price*	\$185,000	\$319,407	+ 72.7%	\$189,950	\$221,950	+ 16.8%
Average Sales Price*	\$203,473	\$330,981	+ 62.7%	\$247,875	\$283,417	+ 14.3%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	97.9%	97.9%	0.0%
Inventory of Homes for Sale	58	43	- 25.9%	—	—	—
Months Supply of Inventory	5.4	3.0	- 44.4%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

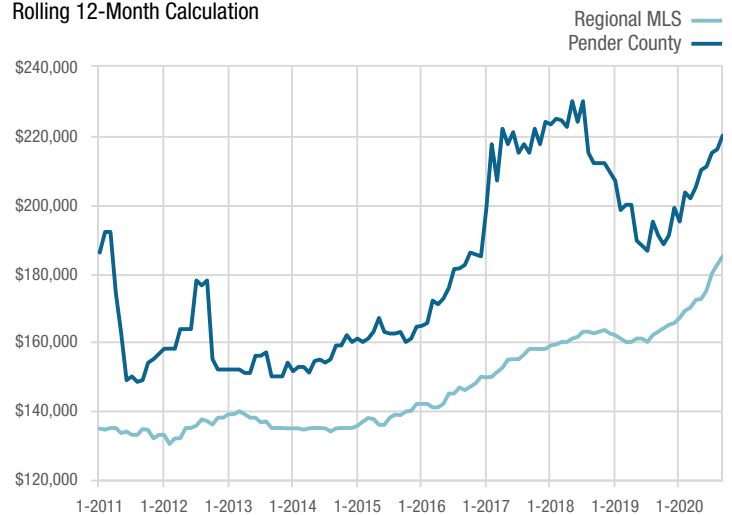
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.