

# Prudential Gouger O'Neal & Saunders REAL ESTATE



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1 Quarter 2011

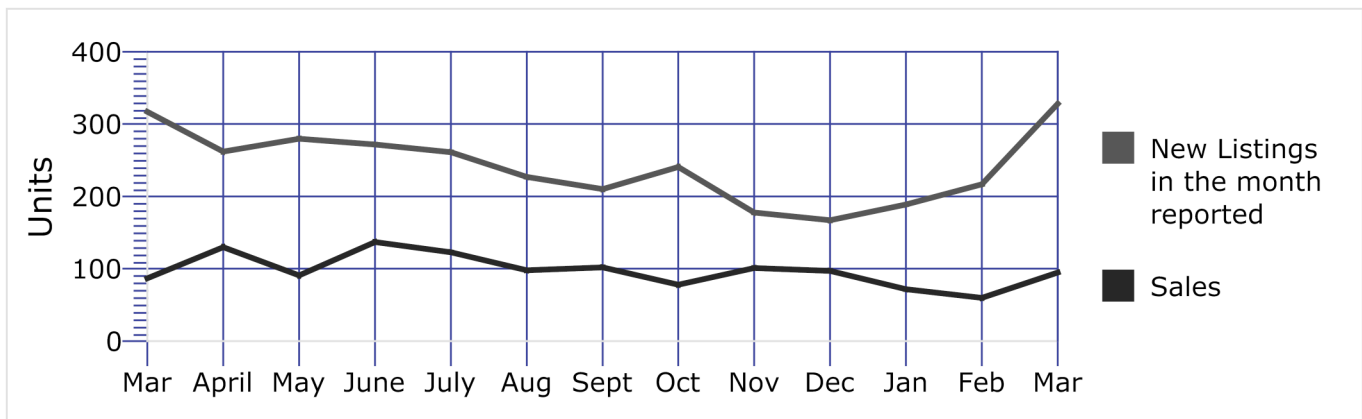
Volume No. 3

## Market Matrix for Moore County and Surrounding Areas

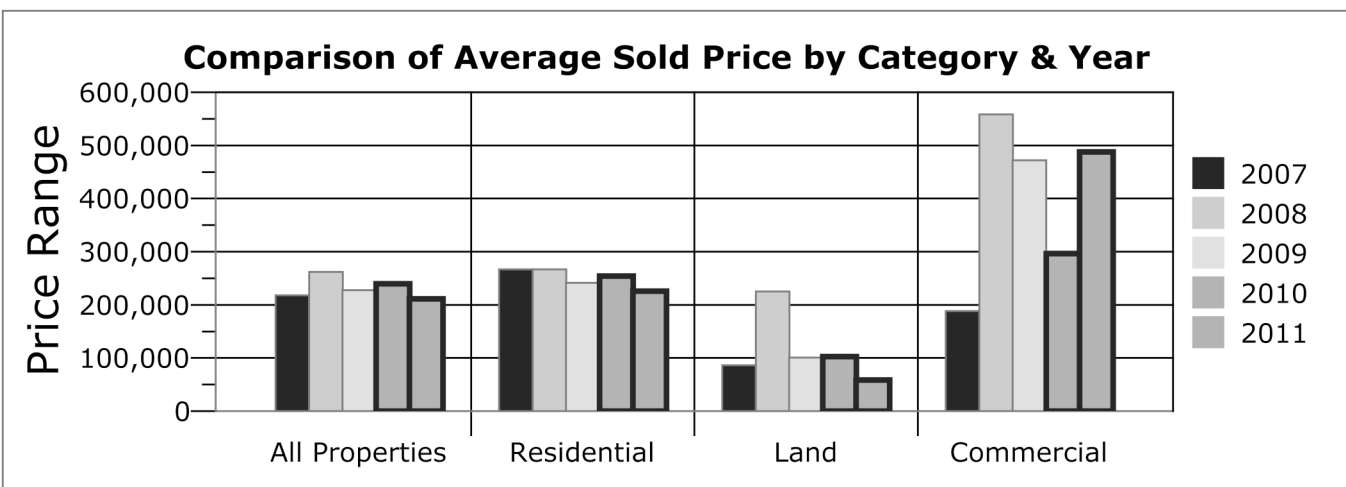
Type	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale/List Ratio	DOM	Q 1 10
All	1,383	263	19.60%	\$259,204.00	\$239,799.00	92.51%	193	
RE	900	223	24.78%	\$272,949.00	\$253,860.00	93.01%	186	
LD	399	36	9.02%	\$116,916.00	\$102,501.00	87.67%	244	
Type	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale/List Ratio	DOM	Q 1 11
All	1,361	271	19.91%	\$228,698.00	\$211,217.00	92%	193	
RE	889	226	25.00%	\$240,369.00	\$225,616.00	93.86%	186	
LD	354	35	10.11%	\$72,172.00	\$58,526.00	81.09%	236	

Note: Listing numbers are a total of all properties remaining in listing inventory not only those listed within the quarter

## Residential Properties Listed and Sold each Month 2010 - 2011



## Comparison of Average Sold Price by Category & Year



## 2010 and 2011 Pending Trend Analysis for Residential Properties

Residential Only	Average	Median	Volume	Listing Count	Report Date
List Price:	\$264,873	\$234,500	\$64,364,238	243	10-May
Days on Market	148	98			
List Price:	\$289,651	\$239,000	\$65,171,504	225	6.1.2010
Days on Market	152	94			
List Price:	\$270,398	\$234,950	\$45,967,767	170	7.1.2010
Days on Market	160	123			
List Price:	\$261,737	\$229,000	\$40,569,378	155	8.09.2010
Days on Market	160	124			
List Price:	\$266,204	\$215,000	\$39,664,456	149	9.1.2010
Days on Market	163	126			
List Price:	\$281,339	\$224,900	\$41,919,641	149	10.06.2010
Days on Market	145	104			
List Price:	\$285,149	\$229,450	\$46,194,229	162	11.12.2010
Days on Market	148	111			
List Price:	\$264,805	\$220,000	\$43,163,269	163	12.03.2010
Days on Market	153	119			
List Price:	\$250,853	\$216,875	\$34,116,027	136	1.31/11
Days on Market	158				
LIST PRICE:	\$248,093	\$219,727	\$41,927,838	169	3.1.2011
Days on Market	160				
LIST PRICE:	\$257,880	\$219,813	\$49,513,034	192	4.3.2011
Days on Market	133				

## Price Range Analysis of Residential Properties sold 2011 vs 2010

	2011 1st Qtr			2010 1st Qtr			
Price Range	# of Sales	Ave List	Ave Sold	Price Range	# of Sales	Ave List	Ave Sold
Under \$100,000	45	70,214	64,027	Under \$100,000	20	70,574	64,439
\$100,001 - \$200,000	72	160,456	154,353	\$100,001 - \$200,000	86	164,304	156,379
200,001 - 300,000	62	255,965	244,919	200,001 - 300,000	66	250,477	240,267
300,001 - 400,000	29	369,006	353,144	300,001 - 400,000	30	358,421	347,740
400,001 - 500,000	12	480,075	445,321	400,001 - 500,000	8	505,350	450,500
500,001 - 600,000	2	662,000	562,500	500,001 - 600,000	10	583,362	540,222
600,001 - 700,000	1	679,900	640,000	600,001 - 700,000	3	692,666	640,000
700,001 - 800,000	0	0	0	700,001 - 800,000	2	797,500	745,000
800,001 - 900,000	0	0	0	800,001 - 900,000	0	0	0
900,001 - 1,000,000	0	0	0	900,001 - 1,000,000	0	0	0
1,000,001 and over	4	1,397,500	1,186,250	1,000,001 and over	3	1,881,333	1,433,333
<b>Total Units Sold</b>	<b>225</b>			<b>Total Units Sold</b>	<b>229</b>		

**All data from PSPAAR MLS. Information deemed reliable but not guaranteed.**