

Prudential Gouger O'Neal & Saunders REAL ESTATE



www.prudentialpinehurst.com

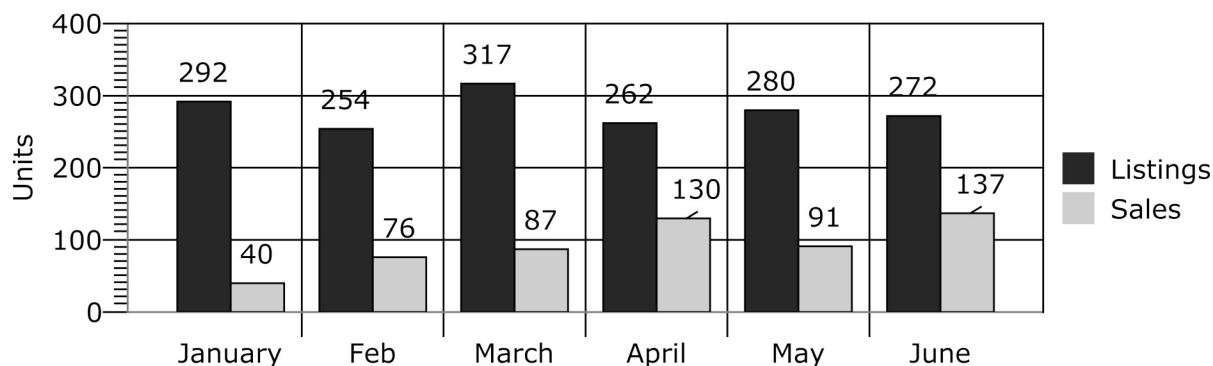
2 Quarter 2009

Volume No. 1

Market Matrix for Moore County and Surrounding Areas

Class	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale /List Ratio	Avg DOM Sold	Q4 08
All	1,068	290	27.18%	\$221,602.00	\$209,481.00	94.53%	154	
RES	736	240	32.61%	\$242,359.00	\$232,566.00	95.96%	141	
LAND	316	48	15.19%	\$114,236.00	\$91,263.00	79.89%	209	
Class	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale/List Ratio	Avg DOM Sold	Q1 09
All	1,314	238	18.15%	\$222,520.00	\$211,652.00	95.12%	184	
RES	860	204	23.72%	\$237,527.00	\$227,276.00	95.68%	171	
LAND	402	31	7.71%	\$133,725.00	\$119,559.00	89.41%	256	
Class	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale /ListRatio	Avg DOM Sold	Q2 09
All	1,280	388	30.31%	\$235,176.00	\$220,966.00	93.96%	176	
RES	830	332	40%	\$253,976.00	\$241,591.00	95.12%	167	
LAND	405	53	13.09%	\$116,713.00	\$93,863.00	80.42%	237	

Residential Properties Listed and Sold by Month 2009



Is the Market Stabilizing?

This is a difficult question to answer but we can monitor some of the market trends to understand what we have and what needs to change to come back to a normal real estate market. What is normal? Properties that would list and sell within a 6 months window of time, a list price to sell price within a 2-3% range and a fair amount of new construction available in the marketplace without builder buy-downs, forced price reductions and a limited number of foreclosures and short sales entering the marketplace.

**Pending Analysis
for residential
properties.**

RESIDENTIAL	AVERAGE	MEDIAN	Volume	LISTING COUNT	
LIST PRICE:	\$253,063	\$221,200	\$60,735,359		6.30.09
DOM:	154	126		240	
	AVERAGE	MEDIAN	Volume	LISTING COUNT	
LIST PRICE:	\$274,316	\$225,000	\$55,686,161		7.27.09
DOM:	147	121		203	



Price Range Analysis of Residential Properties sold YTD - 8.2009

Price Range	Number of Sales	Average List Price	Average Sold Price
\$1,000,000 - \$1,100,000	1	\$1,200,000.00	\$1,100,000.00
\$900,000 - \$1,000,000	2	\$926,500.00	\$892,500.00
\$800,000 - \$900,000	1	\$769,000.00	\$732,500.00
\$700,000 - \$800,000	2	\$724,500.00	\$658,000.00
\$600,000 - \$700,000	4	\$652,250.00	\$617,500.00
\$500,000 - \$600,000	10	\$576,218.18	\$536,954.55
\$400,000 - \$500,000	25	\$467,179.88	\$442,762.35
\$300,000 - \$400,000	60	\$353,561.15	\$337,799.61
\$200,000 - \$300,000	127	\$251,240.10	\$240,637.33
\$100,000 - \$200,000	148	\$161,759.31	\$155,920.96
Under \$100000	28	\$75,337.04	\$67,725.00

**All Statistical Information is taken from the
Pinehurst/Southern Pines Area MLS
Information deemed to be accurate but not guaranteed.**

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