



TRUMP
INTERNATIONAL REALTY
CHARLOTTE

SELLERS MARKET REPORT
THE POINT
FEBRUARY 2019

Presented by:

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TRUMP INTERNATIONAL REALTY CHARLOTTE
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Notes on the Market:



In the Point, February brought 3 closed sales, which is up 1 from January. We had 62 active listings, 16 new and 6 pending sales. There were 201 total showings in The Point in February which is up 35 from January.

The Peninsula in Cornelius had 3 closed sales and 4 pending listings. The average sales price was \$2,180,000 with an average closed price per square foot of \$301/ft. Showings were higher with 239 total showings in February, as compared to 137 in January. There are currently 27 active listings in The Peninsula.

The Farms, our neighbor here in Mooresville, had 3 closings in February, up 2 from last February.

The Point Stats All Homes	Month of February	Variance Year/Year
Available Homes	62	+9.7%
New Listings this Month	16	+43.8%
Closed Sales	3	-75%
Pending Sales	6	-25%
Months of Inventory	21	+33.3%
Average % of Original Price	90.4%	-0.9%
Average Price per Square Foot	\$206	-3.3%
Average Sale Price	\$1,770,000	+34.3%
Average Days on Market	260	+23.5%

***Data as reported by the local Multiple Listing Service. Subject to errors, omissions and change without notice.*

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The Point Sales Waterfront	Month of February	Variance Year/Year
Available Homes	28	+10.7%
New Listings this Month	7	+42.9%
Closed Sales	1	0%
Pending Sales	3	-40%
Months of Inventory	28	+10.7%
Average % of Original Price	59.0%	-29.4%
Average Price per Square Foot	\$242	-3.6%
Average Sale Price	\$3,305,000	+57.6%
Average Days on Market	377	+45.6%

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The Point Sales Non-Waterfront	Month of February	Variance Year/Year
Available Homes	34	+8.8%
New Listings this Month	9	+44.4%
Closed Sales	2	-33.3%
Pending Sales	3	0%
Months of Inventory	17	+41.1%
Average % of Original Price	91.5%	-3.3%
Average Price per Square Foot	\$188	-6.5%
Average Sale Price	\$1,002,500	-7.5%
Average Days on Market	201	+2.5%

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