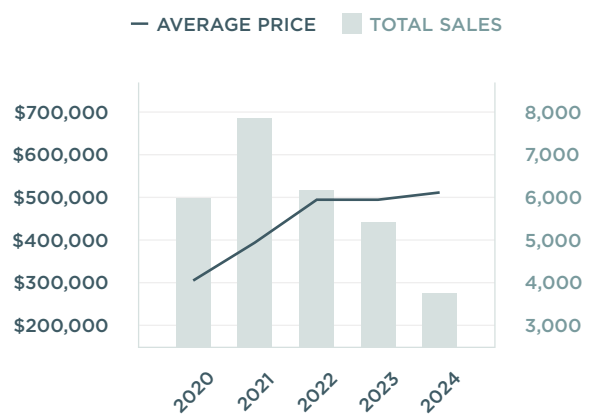


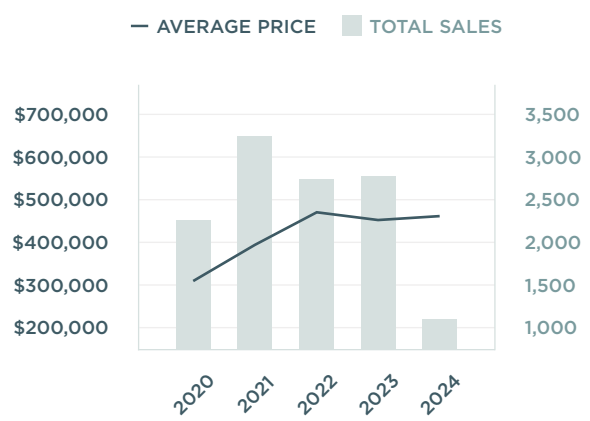
An aerial photograph of a coastal town. On the left is a wide, sandy beach with gentle waves lapping at the shore. The ocean is a vibrant blue. A long, straight road runs parallel to the beach, lined with numerous houses, many of which have blue roofs. To the right of the road is a large, calm body of water, possibly a bay or inlet, where many boats are docked at piers. The town extends into the distance, with a prominent white building with a dome visible on the horizon. The sky is clear and blue.

| | 2024 | 2023 | % CHG |
|-------------------|-----------------|-----------------|-------|
| Total Sales | 3,750 | 5,475 | -31.5 |
| Price per Sq. Ft. | \$262 | \$260 | 0.8 |
| Days on Market | 57 | 48 | 18.8 |
| Avg. Sales Price | \$508,533 | \$492,119 | 3.3 |
| Total Volume | \$1,906,997,475 | \$2,693,369,199 | -29.2 |



BRUNSWICK COUNTY

| | 2024 | 2023 | % CHG |
|-------------------|---------------|-----------------|-------|
| Total Sales | 1,180 | 2,704 | -56.4 |
| Price per Sq. Ft. | \$218 | \$252 | -13.5 |
| Days on Market | 69 | 57 | 21.1 |
| Avg. Sales Price | \$406,179 | \$461,638 | -12.0 |
| Total Volume | \$479,290,977 | \$1,247,807,860 | -61.6 |



WILMINGTON

| | 2024 | 2023 | % CHG |
|-------------------|---------------|---------------|-------|
| Total Sales | 1,608 | 1,681 | -4.3 |
| Price per Sq. Ft. | \$266 | \$245 | 8.6 |
| Days on Market | 47 | 31 | 51.6 |
| Avg. Sales Price | \$543,183 | \$494,895 | 9.8 |
| Total Volume | \$873,437,644 | \$831,917,694 | 5.0 |

HAMPSTEAD

| | 2024 | 2023 | % CHG |
|-------------------|---------------|---------------|-------|
| Total Sales | 288 | 391 | -26.3 |
| Price per Sq. Ft. | \$227 | \$208 | 9.1 |
| Days on Market | 54 | 50 | 8.0 |
| Avg. Sales Price | \$540,734 | \$489,084 | 10.6 |
| Total Volume | \$155,731,256 | \$191,231,910 | -18.6 |

LELAND

| | 2024 | 2023 | % CHG |
|-------------------|---------------|---------------|-------|
| Total Sales | 561 | 576 | 2.6 |
| Price per Sq. Ft. | \$211 | \$203 | 3.9 |
| Days on Market | 63 | 51 | 23.5 |
| Avg. Sales Price | \$422,228 | \$397,771 | 6.1 |
| Total Volume | \$236,813,717 | \$229,116,112 | 3.4 |

CAROLINA BEACH/KURE BEACH

| | 2024 | 2023 | % CHG |
|-------------------|---------------|---------------|-------|
| Total Sales | 216 | 216 | 0.0 |
| Price per Sq. Ft. | \$502 | \$461 | 8.9 |
| Days on Market | 75 | 51 | 45.7 |
| Avg. Sales Price | \$787,624 | \$667,921 | 17.9 |
| Total Volume | \$170,126,750 | \$144,270,975 | 17.9 |

TOPSAIL BEACH/SURF CITY

| | 2024 | 2023 | % CHG |
|-------------------|--------------|--------------|-------|
| Total Sales | 112 | 115 | -2.6 |
| Price per Sq. Ft. | \$344 | \$424 | -18.9 |
| Days on Market | 43 | 67 | -36.2 |
| Avg. Sales Price | \$508,919 | \$745,820 | -31.8 |
| Total Volume | \$56,998,909 | \$85,769,322 | -33.5 |

WRIGHTSVILLE BEACH

| | 2024 | 2023 | % CHG |
|-------------------|--------------|--------------|-------|
| Total Sales | 24 | 50 | -52.0 |
| Price per Sq. Ft. | \$1,000 | \$935 | 7.0 |
| Days on Market | 80 | 65 | 23.1 |
| Avg. Sales Price | \$2,256,996 | \$1,756,350 | 28.5 |
| Total Volume | \$54,167,912 | \$87,817,500 | -38.3 |

*The Wilmington MSA consists of Wilmington and Pender Counties. Data as of 7/5/24.

Market Performance at a Glance

As we dance through the 2024 real estate market in the Cape Fear region, now is the perfect moment to seize opportunities despite high interest rates. There's a glimmer of hope for relief by year-end! Wilmington's allure remains unwavering, and adaptability has emerged as the secret sauce for successfully navigating the market. Nest agents have been the guiding stars for both buyers and sellers. Though listings are taking their time and showings have taken a dip, there's a growing trend toward move-in-ready homes. This shift has buyers more insistent on repairs, with sellers increasingly willing to oblige. In this ever-evolving landscape, expert guidance is your best ally to decode the market's constant twists and turns.

Total Sales

3,750

-31.5% YEAR OVER YEAR

Days on Market

57

+18.8% YEAR OVER YEAR

Average Sales Price

\$508,533

+3.3% YEAR OVER YEAR

New Listings

5.035

-24.2% YEAR OVER YEAR