

WILMINGTON MSA MARKET ANALYSIS



\$278,000

MEDIAN SALES PRICE

The median sales price in the first half of 2020 was \$278,000 compared to \$265,000 in 2019.



3,416

TOTAL SALES

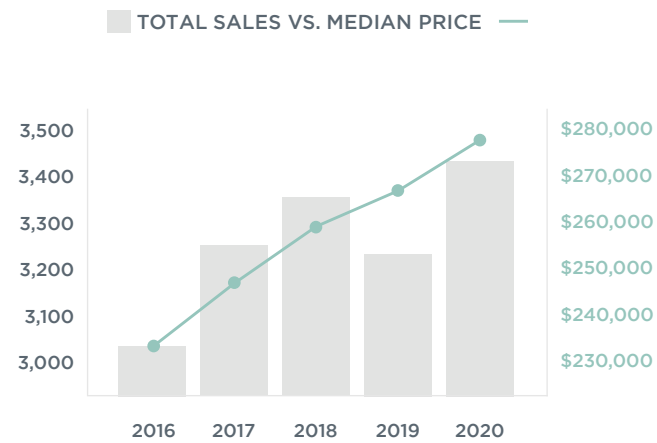
There were 3,416 total sales in the first half of 2020 compared to 3,224 in 2019. This translates to a 6% year-over-year increase.



4,515

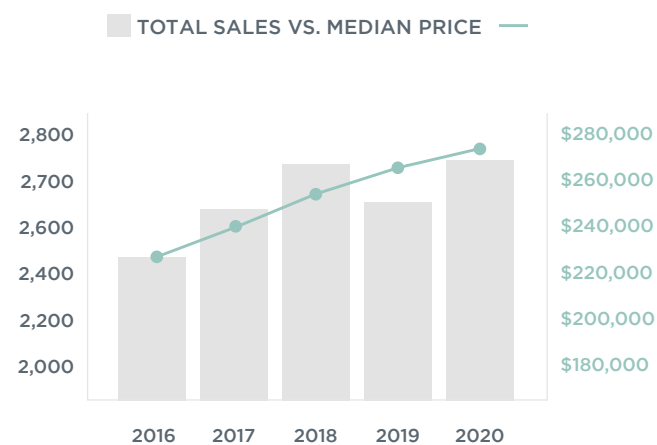
NEW LISTINGS

At the end of the past quarter there were 4,515 new listings compared to 4,599 at the end of Q2 2019.



MSA	2019	%	2020	TREND
Total Sales	3,224	6.00	3,416	▲
Median Price	\$265,000	4.90	\$278,000	▲
Price per Sq. Ft.	\$167	7.80	\$180	▲
Days on Market	64	-4.70	61	▼
Avg. List Price	\$379,627	4.10	\$395,057	▲
Avg. Sales Price	\$329,464	3.90	\$342,217	▲
Total Volume	\$1,062,191,936	10.10	\$1,169,013,272	▲

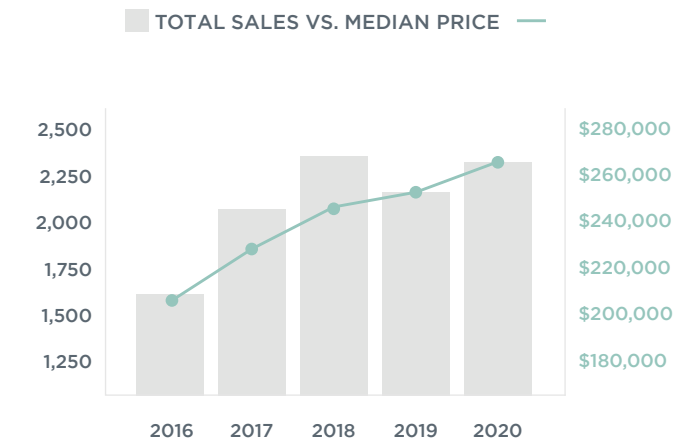
NEW HANOVER COUNTY



2019	%	2020	TREND	
Total Sales	3.80	2,729	▲	
Median Price	4.70	\$275,000	▲	
Price per Sq. Ft.	7.60	\$185	▲	
Days on Market	60	-3.30	58	▼
Avg. List Price	\$386,748	3.50	\$400,229	▲
Avg. Sales Price	\$334,336	3.50	\$345,882	▲
Total Volume	\$878,969,344	7.40	\$943,911,978	▲

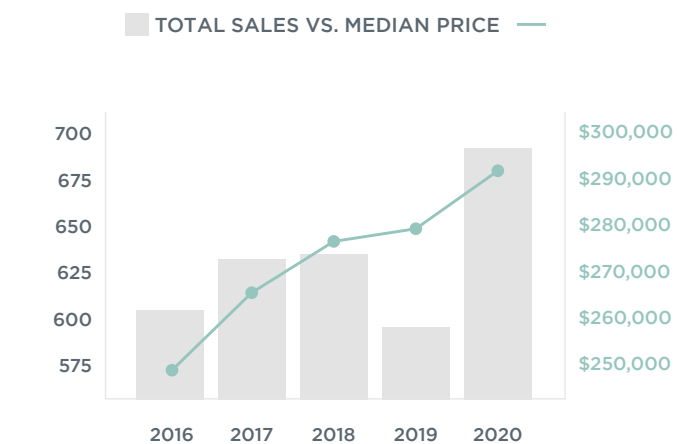
BRUNSWICK COUNTY

2019	%	2020	TREND	
Total Sales	7.50	2,293	▲	
Median Price	6.00	\$265,000	▲	
Price per Sq. Ft.	5.50	\$174	▲	
Days on Market	90	-4.40	86	▼
Avg. List Price	\$345,889	6.70	\$368,921	▲
Avg. Sales Price	\$297,384	8.40	\$322,440	▲
Total Volume	\$634,320,072	16.60	\$739,354,920	▲



PENDER COUNTY

2019	%	2020	TREND	
Total Sales	15.50	687	▲	
Median Price	3.90	\$290,706	▲	
Price per Sq. Ft.	8.80	\$160	▲	
Days on Market	80	-6.30	75	▼
Avg. List Price	\$352,347	7.30	\$378,034	▲
Avg. Sales Price	\$307,940	6.40	\$327,659	▲
Total Volume	\$183,224,300	22.90	\$225,101,733	▲



WRIGHTSVILLE BEACH

2019	2020	TREND	
Total Sales	66	60	▼
Median Price	\$785,500	\$916,500	▲
Price per Sq. Ft.	\$534	\$618	▲
Days on Market	95	122	▲
Avg. List Price	\$1,183,695	\$1,137,861	▼
Avg. Sales Price	\$1,037,351	\$1,009,217	▼
Total Volume	\$68,465,166	\$60,553,020	▼

CAROLINA BEACH/KURE BEACH

2019	2020	TREND	
Total Sales	280	270	▼
Median Price	\$334,000	\$340,000	▲
Price per Sq. Ft.	\$250	\$281	▲
Days on Market	75	73	▼
Avg. List Price	\$425,641	\$454,458	▲
Avg. Sales Price	\$366,556	\$379,127	▲
Total Volume	\$102,635,680	\$102,364,290	FLAT

Nest Realty Wilmington

HOW'S THE MARKET?

At the end of June ("halftime," as we call it around the offices), we pour through the sales data, look back at our goals, and check how we've made our predictions for the first half of the year. As we launch into the second half of the year, we know that we exceeded our goals despite the external circumstances that impacted our local markets.

Compared to the same period in 2019, available homes for sale in the Wilmington area dropped 7% while the sales activity year over year remained relatively unchanged. With the drop in home inventory, buyers often find themselves in "bidding wars" for good homes. Overall, these market conditions have led to a 5% uptick in home prices.

TRENDS AT A GLANCE

NEW HANOVER COUNTY		
\$345,882	2,729	3,463
AVG. SALES PRICE	TOTAL SALES	NEW LISTINGS

BRUNSWICK COUNTY		
\$322,440	2,293	3,225
AVG. SALES PRICE	TOTAL SALES	NEW LISTINGS

PENDER COUNTY		
\$327,659	687	1,052
AVG. SALES PRICE	TOTAL SALES	NEW LISTINGS



*The Wilmington MSA includes New Hanover and Pender counties. Data as of 7/19/20.

For more information and market analysis, visit [nestrealty.com/wilmington/reports](https://www.nestrealty.com/wilmington/reports)