

# HOW'S THE MARKET?

MID-YEAR 2015 NEST REPORT

New Hanover County

Pender County

Brunswick County



### Market Snapshot

# 18%

#### TOTAL SALES

There were 2,562 total sales in the first half of 2015 compared to 2,170 in 2014. This translates to a 18% year-over-year increase.

# \$215,000

#### MEDIAN SALES PRICE

The median sales price in the first half of 2015 was \$215,000 compared to \$215,000 in 2014.

# 2,736

#### TOTAL INVENTORY

At the end of this past quarter, there were a total of 2,736 active listings for sale.

# 108

#### DAYS ON MARKET

Homes sold in the first half of 2015 spent an average of 108 days on market before being sold.

# 27%

#### CONTRACTS WRITTEN

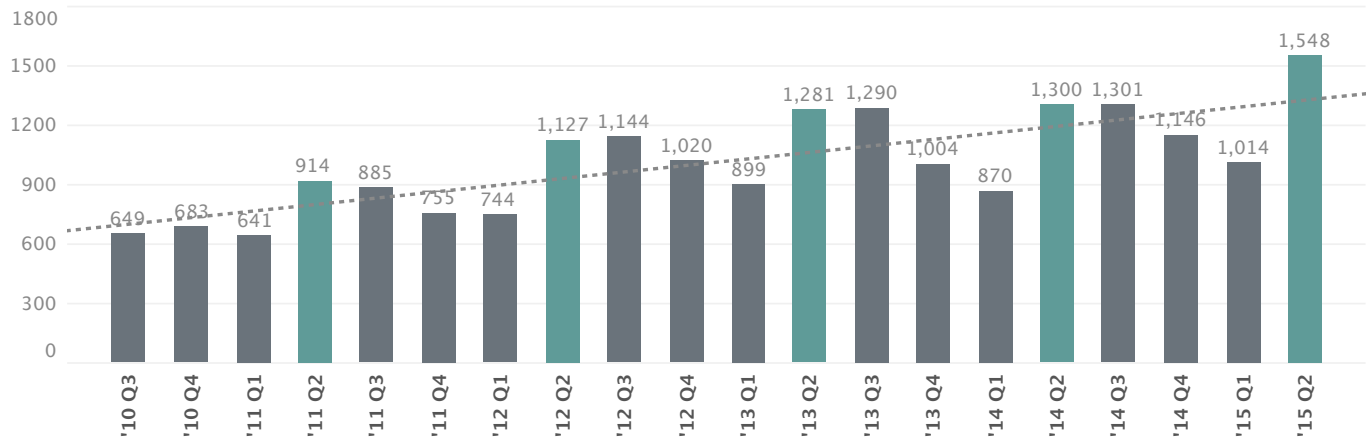
There were 2,992 contracts written in the first half of 2015 compared to 2,359 in 2014. This translates to a 27% year-over-year increase.

# 4

#### MONTHS OF INVENTORY

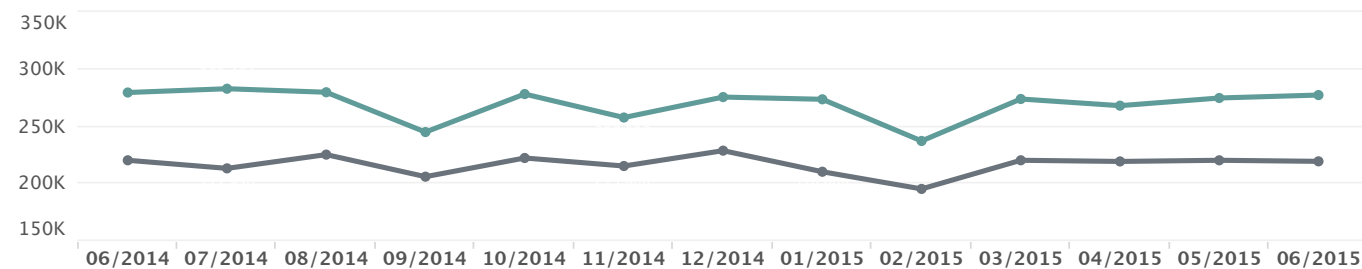
At the end of this past quarter, there were 4 months of inventory available.

### Five Year Sales Trend (Total Sales)



### Average & Median Price Trends

■ AVG. SALE PRICE ■ MEDIAN SALE PRICE



	06/2014	07/2014	08/2014	09/2014	10/2014	11/2014	12/2014	01/2015	02/2015	03/2015	04/2015	05/2015	06/2015
<b>Average</b>	279,155	282,464	279,384	244,645	277,818	257,328	275,182	273,234	236,860	273,500	267,670	274,369	276,941
<b>Median</b>	220,000	212,950	224,950	205,695	222,000	215,000	228,403	210,000	195,000	220,000	219,000	220,000	219,080

# WILMINGTON MSA MARKET ANALYSIS

## Mid-Year 2015



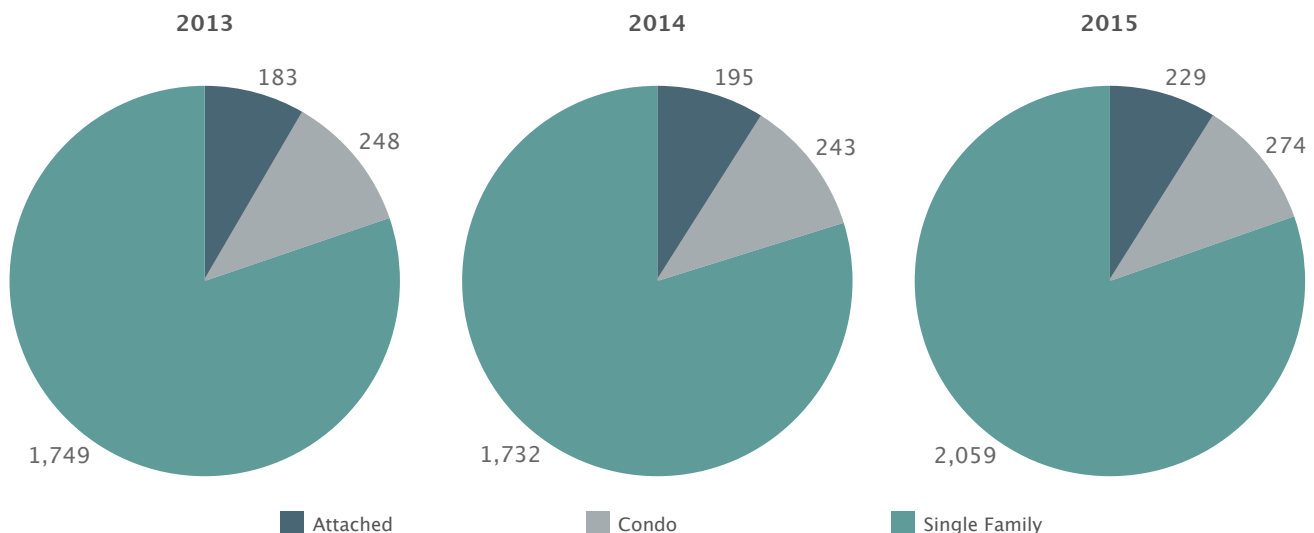
### Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2015	2,058	295,680	285,824	230,000	131	103	2,406
	% Change	14.03%	3.97%	5.68%	3.77%	7.23%	-7.89%	27.57%
	2014	1,732	290,053	277,323	223,123	127	124	1,886
	% Change	-0.97%	5.26%	4.91%	6.96%	4.84%	-3.48%	0.43%
	2013	1,749	275,546	264,350	208,600	121	128	1,878

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
ATTACHED	2015	229	197,757	191,799	153,000	124	98	255
	% Change	17.44%	-2.92%	-3.26%	-2.92%	-1.35%	-7.36%	19.72%
	2014	195	203,706	198,253	157,600	126	106	213
	% Change	6.56%	7.48%	7.45%	3.86%	6.87%	-18.45%	16.39%
	2013	183	189,536	184,511	151,750	118	130	183

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
CONDO	2015	274	214,233	203,940	151,500	178	151	331
	% Change	12.76%	-3.90%	-3.31%	-10.88%	-3.65%	-5.34%	27.31%
	2014	243	222,924	210,928	170,000	185	159	260
	% Change	-2.02%	2.86%	3.29%	10.25%	7.01%	-3.96%	0.78%
	2013	248	216,729	204,220	154,200	173	166	258

### Year-to-Date Sales by Property Type

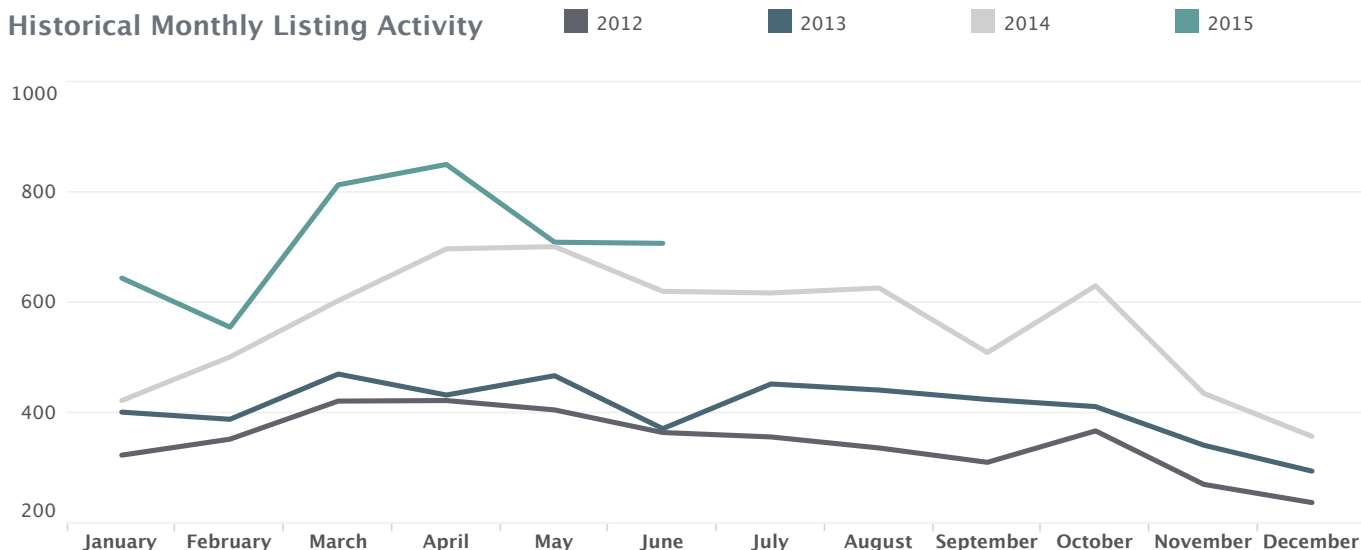


# WILMINGTON MSA MARKET ANALYSIS

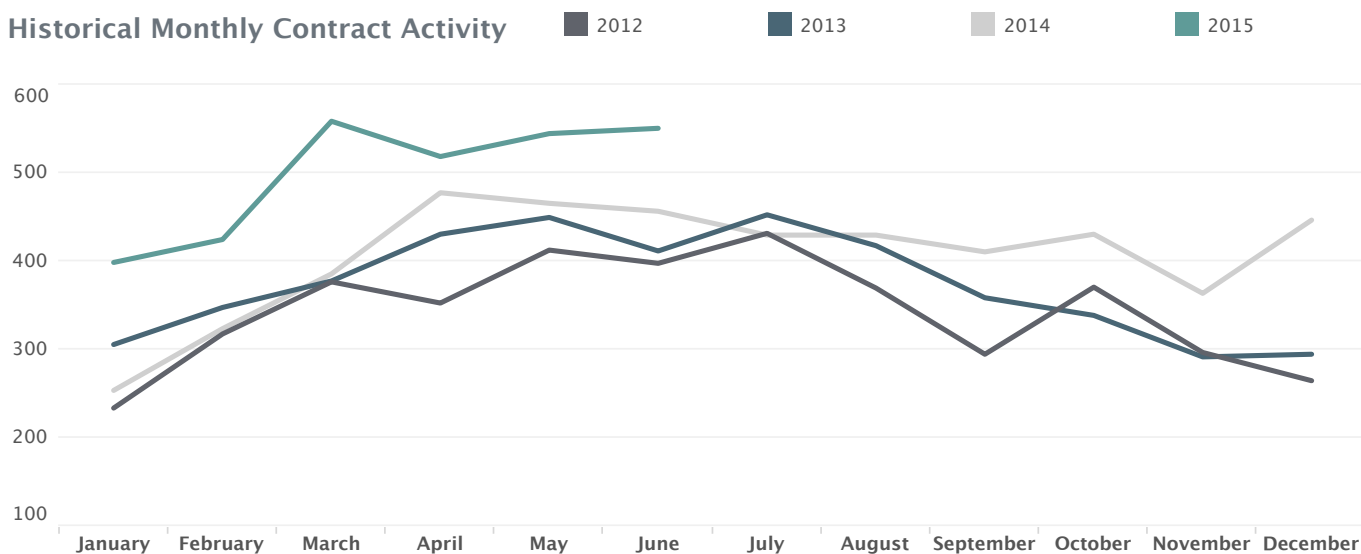
## Mid-Year 2015



### Historical Monthly Listing Activity



### Historical Monthly Contract Activity



### 3 KEY TAKEAWAYS

1. The Wilmington area real estate market continues to trend positively and has gotten off to an incredibly strong start in the first half of 2015. Sales totals are the highest they've been in the past five years and the number of contracts written is surging.
2. The minimal fluctuation in average and median sales prices is also a positive sign as it indicates that the market is stable with supply meeting demand which is a good for both buyers and sellers.
3. With homes entering the market at a higher rate than the historical average, we will be paying close attention to how months of inventory fluctuate in Q3 this year and whether current pricing trends continue.

### Market Snapshot

# 17%

#### TOTAL SALES

There were 2,106 total sales in the first half of 2015 compared to 1,802 in 2014. This translates to a 17% year-over-year increase.

# \$210,000

#### MEDIAN SALES PRICE

The median sales price in the first half of 2015 was \$210,000 compared to \$210,000 in 2014.

# 2,024

#### TOTAL INVENTORY

At the end of this past quarter, there were a total of 2,024 active listings for sale.

# 104

#### DAYS ON MARKET

Homes sold in the first half of 2015 spent an average of 104 days on market before being sold.

# 27%

#### CONTRACTS WRITTEN

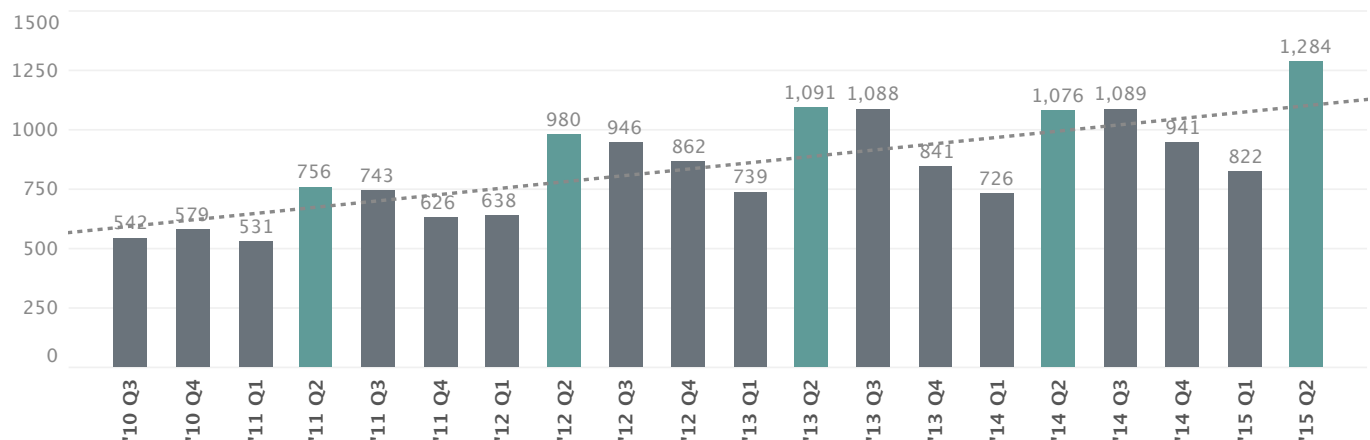
There were 2,477 contracts written in the first half of 2015 compared to 1,943 in 2014. This translates to a 27% year-over-year increase.

# 4

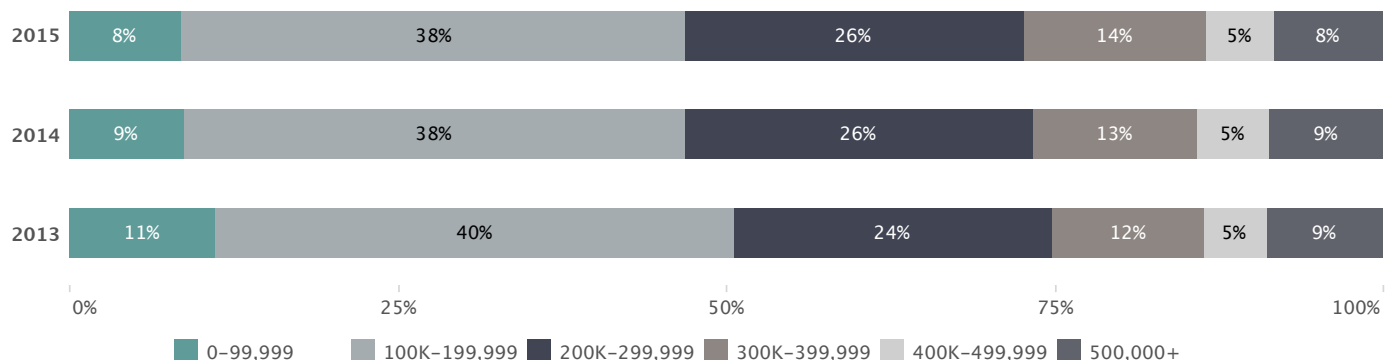
#### MONTHS OF INVENTORY

At the end of this past quarter, there were 4 months of inventory available.

### Five Year Sales Trend (Total Sales)



### Sales by Price Range



# NEW HANOVER COUNTY MARKET ANALYSIS

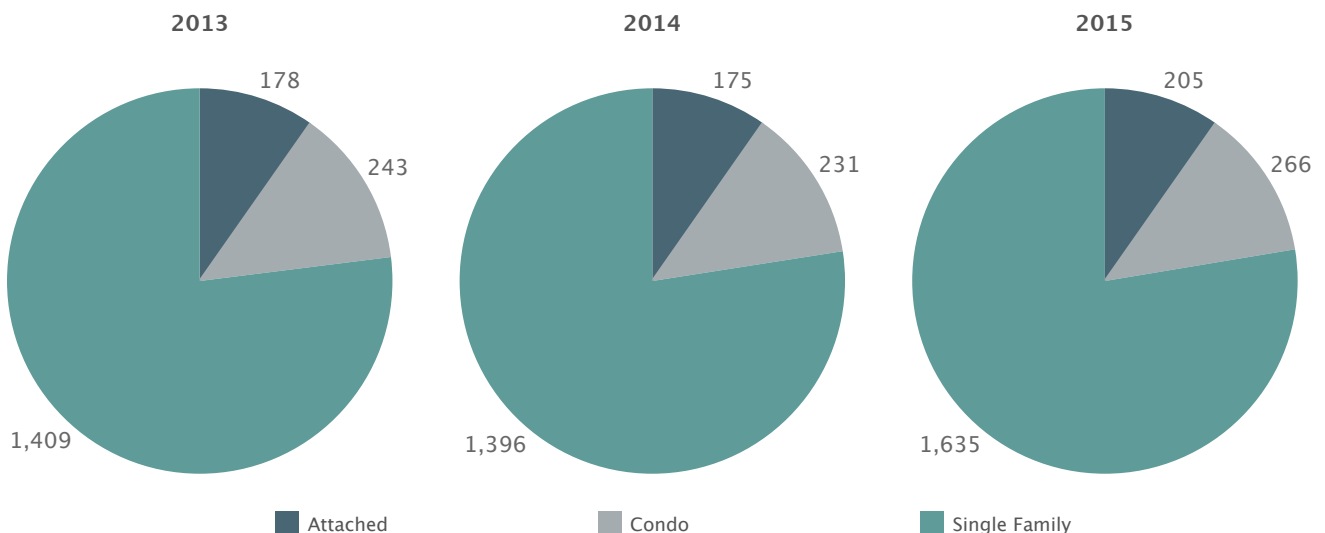
## Mid-Year 2015



### Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2015	1,635	303,428	292,699	225,500	133	98	1,927
	% Change	17.12%	2.51%	3.62%	2.56%	3.37%	-17.57%	28.04%
	2014	1,396	296,003	282,483	219,875	129	118	1,505
	% Change	-0.92%	4.17%	3.79%	7.26%	4.57%	-6.27%	-1.12%
	2013	1,409	284,145	272,179	205,000	123	126	1,522
ATTACHED	2015	205	190,983	185,344	150,000	121	94	227
	% Change	17.14%	-7.14%	-7.34%	-3.94%	-4.03%	-5.15%	18.23%
	2014	175	205,667	200,019	156,150	126	99	192
	% Change	-1.69%	8.60%	8.42%	2.85%	7.57%	-24.84%	8.47%
	2013	178	189,377	184,493	151,825	118	131	177
CONDO	2015	266	217,380	206,871	158,500	181	153	323
	% Change	15.15%	-4.49%	-3.90%	-7.85%	-4.19%	-4.23%	31.30%
	2014	231	227,599	215,262	172,000	189	160	246
	% Change	-4.94%	5.19%	5.53%	12.05%	8.97%	-4.02%	-1.99%
	2013	243	216,362	203,988	153,500	173	167	251

### Year-to-Date Sales by Property Type

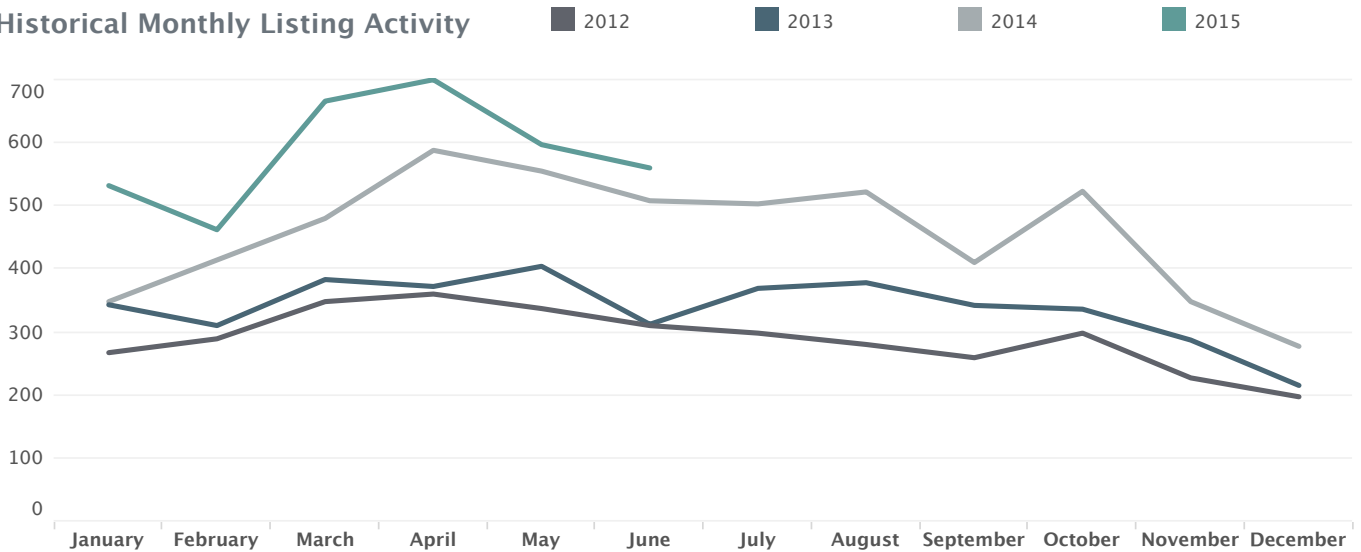


# NEW HANOVER COUNTY MARKET ANALYSIS

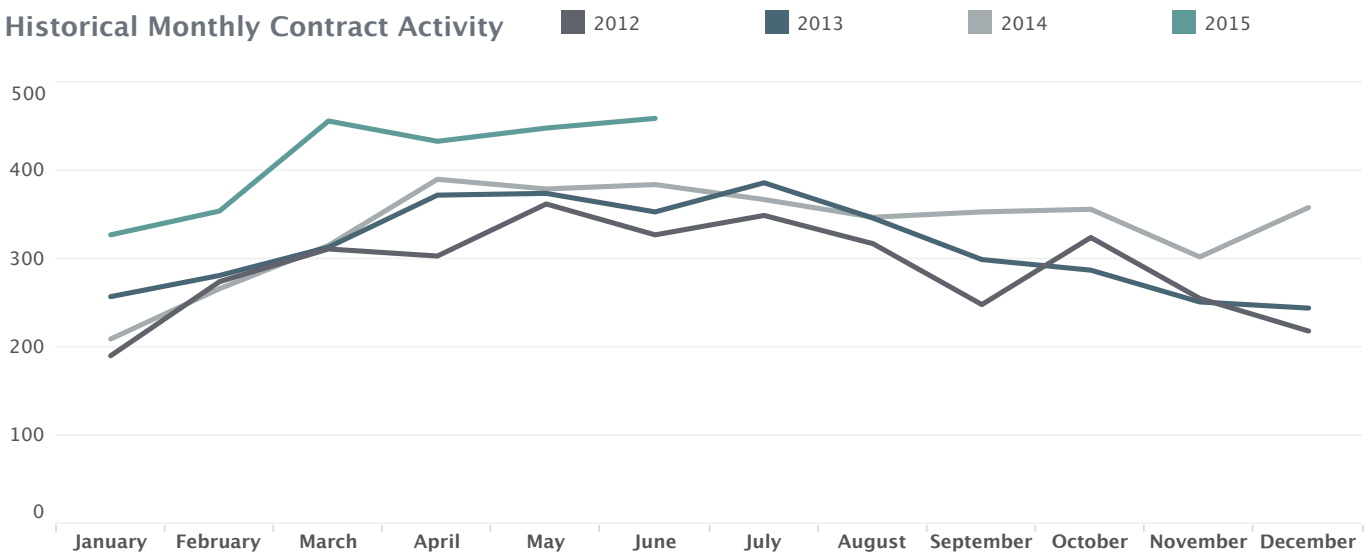
## Mid-Year 2015



### Historical Monthly Listing Activity



### Historical Monthly Contract Activity



### 3 KEY TAKEAWAYS

1. Overall, the market has surged in the first half of 2015, continuing the positive, upward trends we've witnessed the last several years. Total sales and contracts written are both up significantly indicating that the positive momentum will continue into the second half of the year.

2. Homes in all categories are selling at a faster rate compared to last year and listing activity is keeping pace. Homes are coming onto the market and significantly faster rate compared to recent years to meet the increase in demand.

3. Single-family homes was the only property segment to experience an increase in average and median sales prices compared to the first half of 2014. This is likely due to increased demand in the single-family segment and a corresponding decline in demand for townhomes and condos.

### Market Snapshot

# 24%

#### TOTAL SALES

There were 456 total sales in the first half of 2015 compared to 368 in 2014. This translates to a 24% year-over-year increase.

# \$237,000

#### MEDIAN SALES PRICE

The median sales price in the first half of 2015 was \$237,000 compared to \$228,900 in 2014.

# 557

#### TOTAL INVENTORY

At the end of this past quarter, there were 557 active listings for sale.

# 123

#### DAYS ON MARKET

Homes sold in the first half of 2015 spent an average of 123 days on market before being sold.

# 24%

#### CONTRACTS WRITTEN

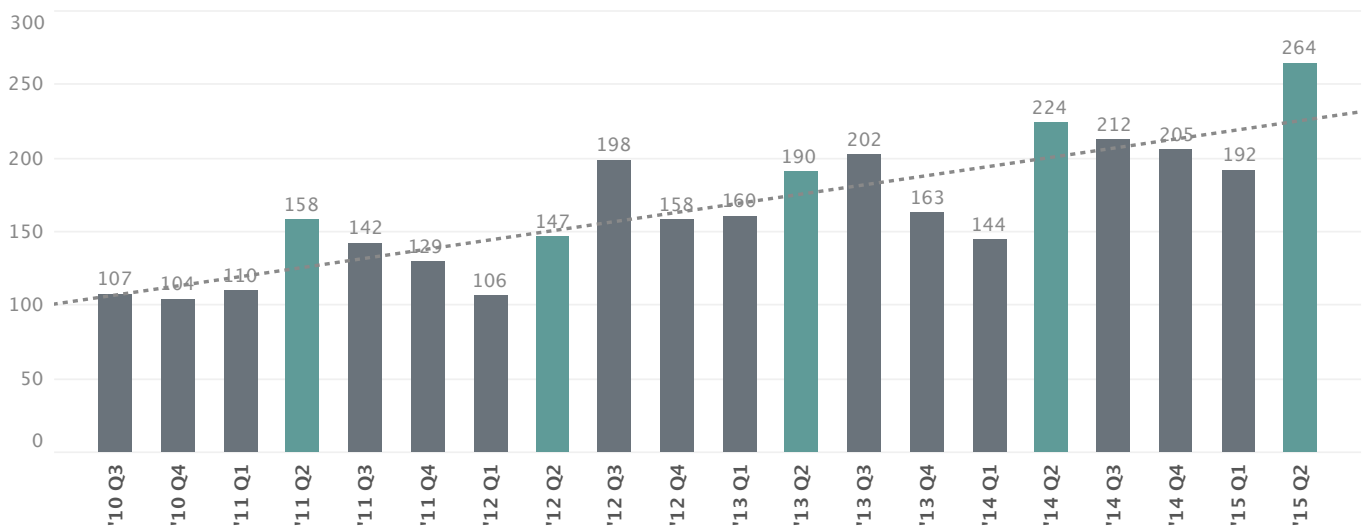
There were 515 contracts written in the first half of 2015 compared to 416 in 2014. This translates to a 24% year-over-year increase.

# 5

#### MONTHS OF INVENTORY

At the end of this past quarter, there were 5 months of inventory available.

### Five Year Sales Trend (Total Sales)



### Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	Avg. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015	456	263,192	256,634	237,000	125	123	515
% Change	23.91%	2.52%	3.59%	3.54%	3.89%	-16.36%	23.80%
2014	368	256,729	247,729	228,900	120	148	416
% Change	5.14%	7.33%	7.24%	6.70%	5.11%	8.94%	12.74%
2013	350	239,195	231,003	214,520	114	135	369



### Market Snapshot

# 1%

#### TOTAL SALES

There were 497 total sales in the first half of 2015 compared to 491 in 2014. This translates to a 1% year-over-year increase.

# \$197,500

#### MEDIAN SALES PRICE

The median sales price in the first half of 2015 was \$197,500 compared to \$190,000 in 2014.

# 653

#### TOTAL INVENTORY

At the end of this past quarter, there were 653 homes available for sale.

# 127

#### DAYS ON MARKET

Homes sold in the first half of 2015 spent an average of 127 days on market before being sold.

# 3%

#### CONTRACTS WRITTEN

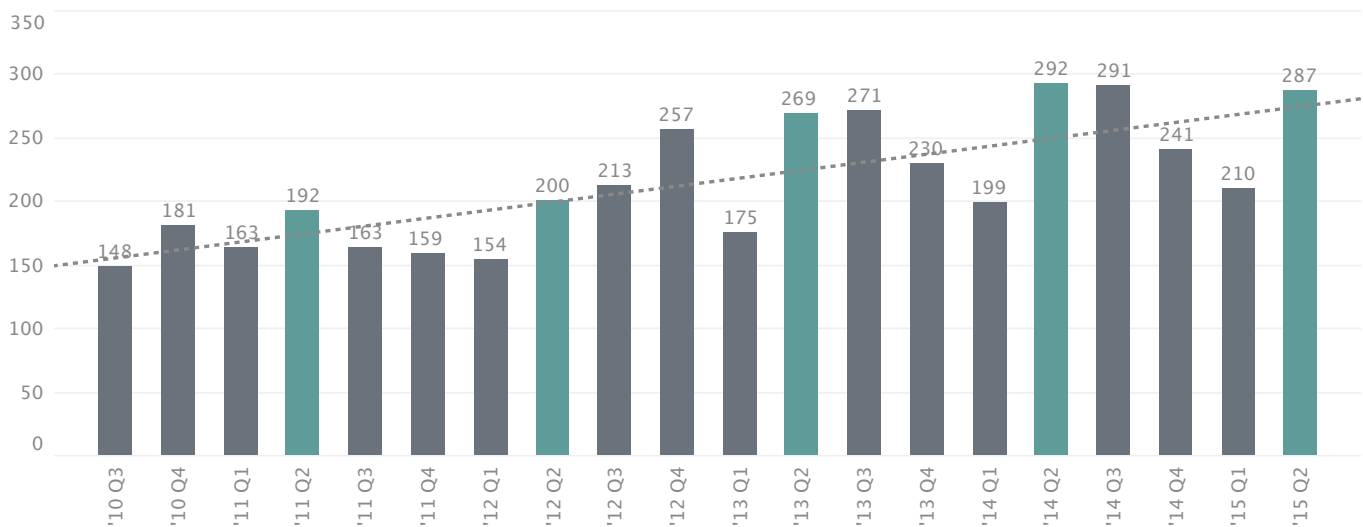
There were 581 contracts written this past quarter compared to 564 in 2014. This translates to a 3% year-over-year increase.

# 7

#### MONTHS OF INVENTORY

At the end of this past quarter, there were 7 months of inventory available.

### Five Year Sales Trend (Total Sales)



### Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015	497	232,271	226,376	197,500	116	127	581
% Change	1.22%	5.45%	5.16%	3.95%	1.79%	2.59%	3.01%
2014	491	220,259	215,270	190,000	114	124	564
% Change	10.59%	5.38%	5.26%	9.18%	7.24%	-1.64%	20.77%
2013	444	209,023	204,521	174,025	106	126	467