

2015



ANNUAL MARKET REPORT WILMINGTON



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WILMINGTON

HELLO!

Nest Realty is excited to present the 2015 Nest Annual Report. This yearly wrap-up is created to provide a thorough analysis of the Wilmington real estate market. We've synthesized vast amounts of data to provide you with relevant metrics and statistics to explain our local market trends. So whether you're looking to buy a new home, sell your current home, or simply learn more about the real estate market, we hope you find this report useful and informative.

LOCAL

The Wilmington area real estate market had one of the strongest performances in recent years. Total sales levels in the Wilmington metropolitan statistical area (MSA), which includes New Hanover and Pender counties, rose nearly 16% year-over-year. This is the largest year-over-year growth since a near 11% increase from 2012 to 2013. Prices continued their upward climb this past year as both median and average sales prices rose over 2% year-over-year. Inventory levels continued to remain below historical levels which could explain the continued increase in

prices. Days on market dropped significantly, averaging 101 this past year, in comparison to 122 days in 2014. Overall, market indicators are positive, but the inventory situation will be one we monitor closely in 2016.

TRENDS

In terms of total sales growth, the Wilmington market performed significantly better than the national real estate market as national sales levels only rose modestly year-over-year. Limited inventory levels were a common trend on a national level which led to constrained total sales levels across the country. Modest price gains were also common across the country. Interest rates rose slightly but not as greatly as was anticipated at the beginning of the year. For the coming year, all signs indicate that there will be a gradual increase in interest rates throughout 2016. If interest rates do in fact rise, this will directly impact buyer demand and in turn influence inventory levels.

OUR TEAM

2015 was an exciting year for Nest Realty Wilmington. For the

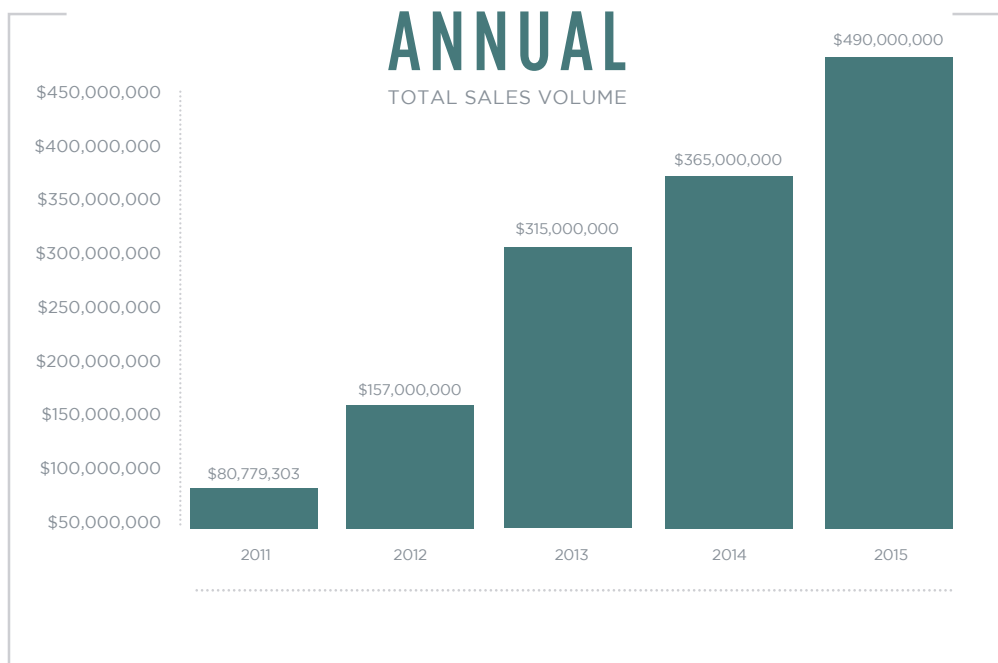
third year in a row, *Inc. Magazine* recognized Nest Realty as one of the fastest-growing private American companies. We were also recognized on a local level for our innovative marketing with three MAX! Awards including Best Logo, Best Social Media, and Best Direct Mail. Our agents greatly increased their production, with 70% of our office doubling or tripling their transactions from 2014. The Wilmington team grew tremendously as we added four new team members. We proudly welcome Jeff Baker, Christie Branch, Jason Swain, and Ann Gunn to the Nest family. To top the year off, our very own Zachary Lucas and Quentin Jones got hitched to their gorgeous brides, plus Christie Branch welcomed her beautiful baby boy and Anna Gunn welcomed a beautiful baby girl.

LOOK FOR OUR TREND INDICATORS



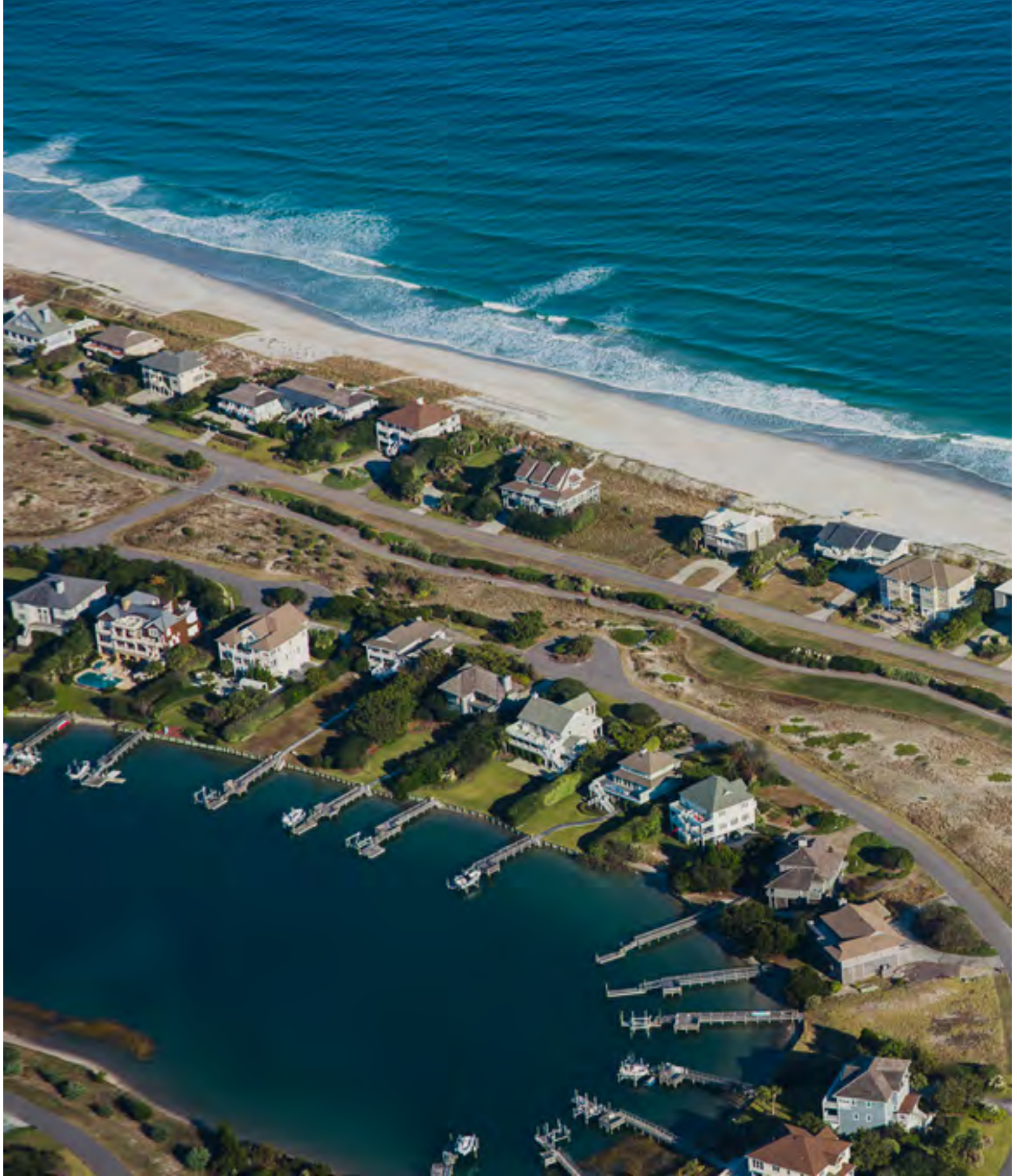
NEST BIRD'S-EYE VIEW

* All Nest offices.



1,405†
TOTAL CLOSINGS

TOTAL
S A L E S **\$490,000,000**



LIVE WHERE YOU LOVE



— PHIL & DIANA

“WE HAD A UNIQUE OPPORTUNITY PRESENTED TO US AND WITHOUT THE GREAT WORK OF OUR NEST BROKERS, WE WOULD NOT HAVE BEEN SUCCESSFUL.

They went above and beyond to make certain that we were well educated throughout each step of the process and that our best interests were always center stage. We’ve worked with many different brokers, but we have found the best in Nest! We would recommend them without hesitation.”

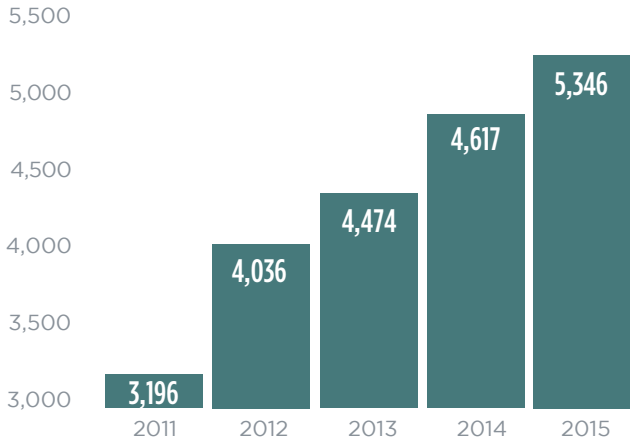


WILMINGTON AREA MSA

AREA ANALYSIS FOR WILMINGTON AREA MSA*

MSA	2013	%	2014	%	2015
Total Sales	4,474	3.20	4,617	15.79	5,346
Median Price	\$200,908	7.18	\$215,340	2.58	\$220,900
Days on Market	124	-1.61	122	-17.21	101
Avg. List Price	\$266,785	4.41	\$278,542	1.37	\$282,371
Avg. Sale Price	\$256,303	4.10	\$266,815	2.18	\$272,635
Total Volume	\$1,146,699,162	7.43	\$1,231,884,194	18.32	\$1,457,506,186

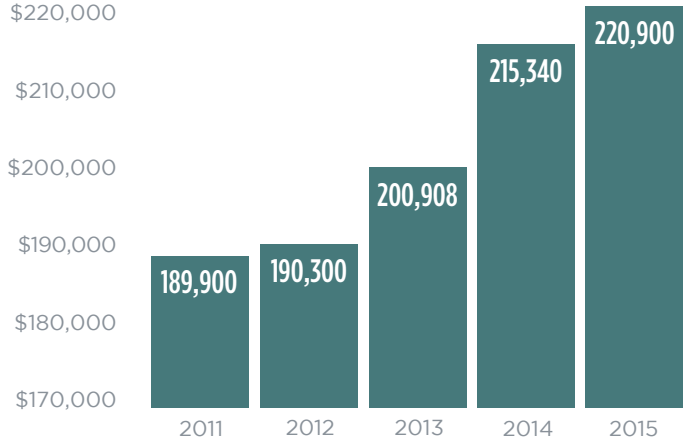
TOTAL SALES



TRENDING



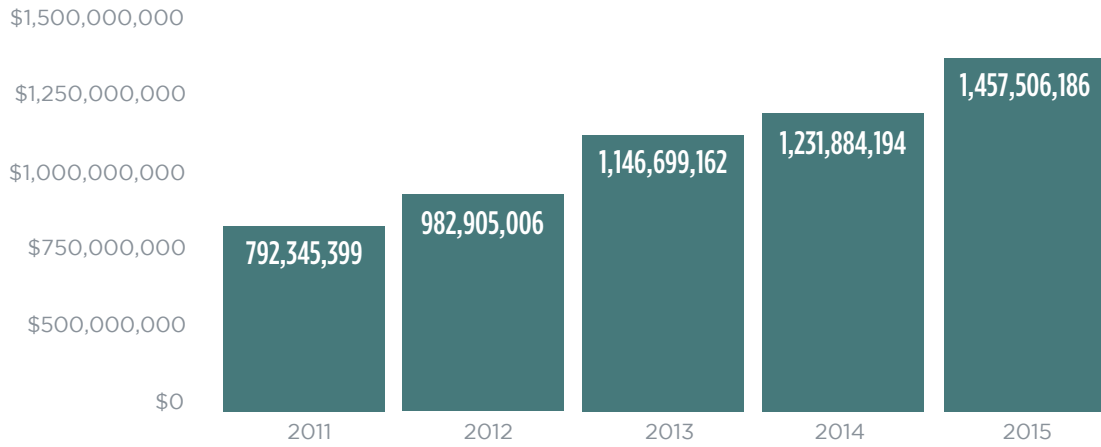
MEDIAN PRICE



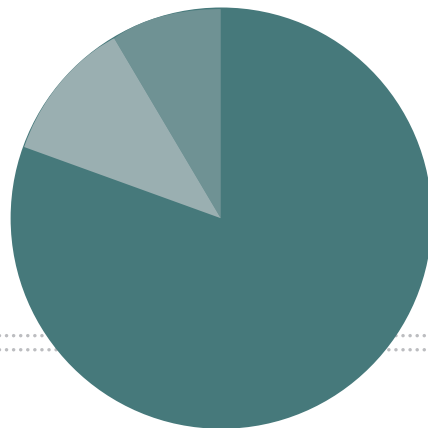
TRENDING



TOTAL CLOSED VOLUME



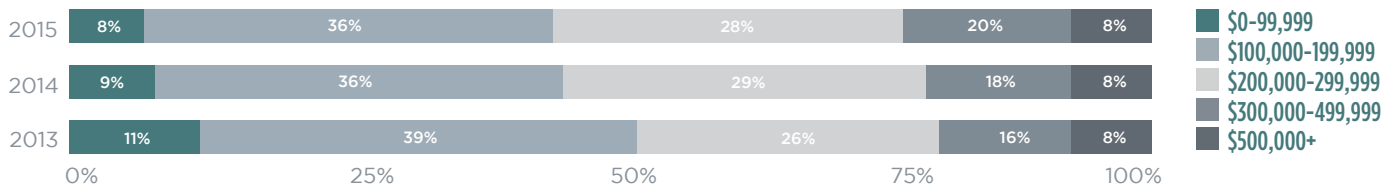
TRENDING



SALES BY TYPE

4,280 SINGLE FAMILY
482 ATTACHED
584 CONDO

SALES BY PRICE POINT

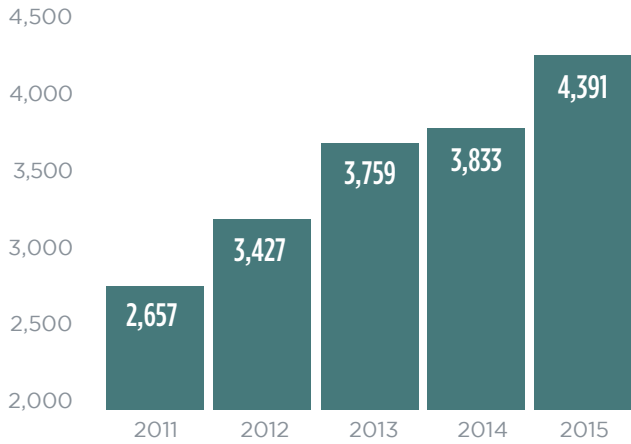




NEW HANOVER COUNTY

NEW HANOVER	2013	%	2014	%	2015
Total Sales	3,759	1.97	3,833	14.56	4,391
Median Price	\$198,000	-19.43	\$210,000	2.38	\$215,000
Days on Market	122	-4.10	117	-17.09	97
Avg. List Price	\$271,610	3.57	\$281,294	1.52	\$285,573
Avg. Sale Price	\$260,647	3.23	\$269,075	2.28	\$275,198
Total Volume	\$979,770,228	5.27	\$1,031,363,267	17.16	\$1,208,396,318

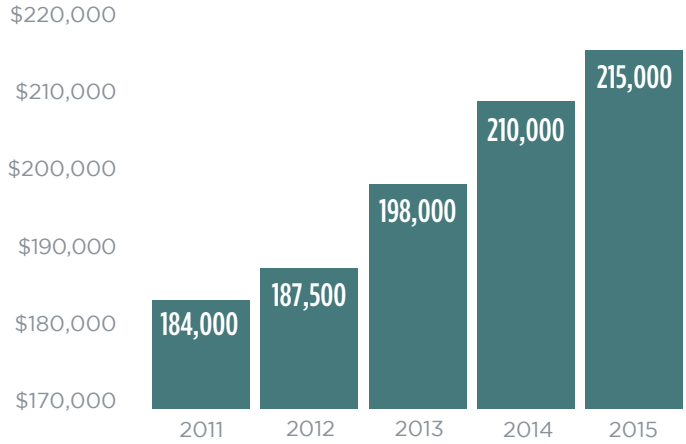
TOTAL SALES



TRENDING



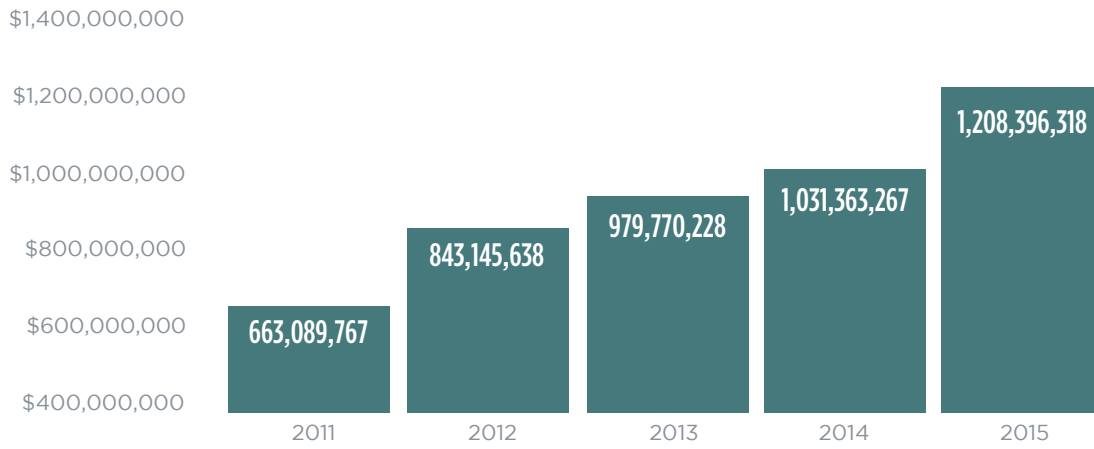
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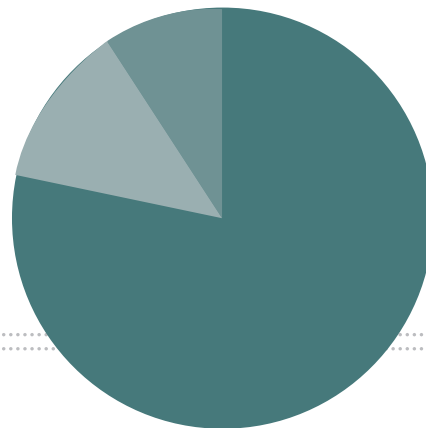
TRENDING



TOTAL CLOSED VOLUME



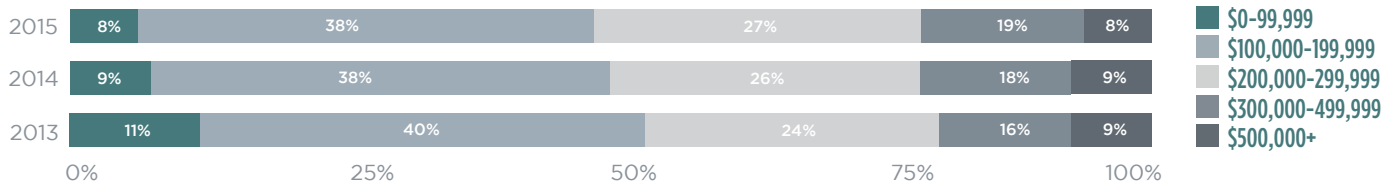
TRENDING



SALES BY TYPE

3,390 SINGLE FAMILY
432 ATTACHED
569 CONDO

SALES BY PRICE POINT

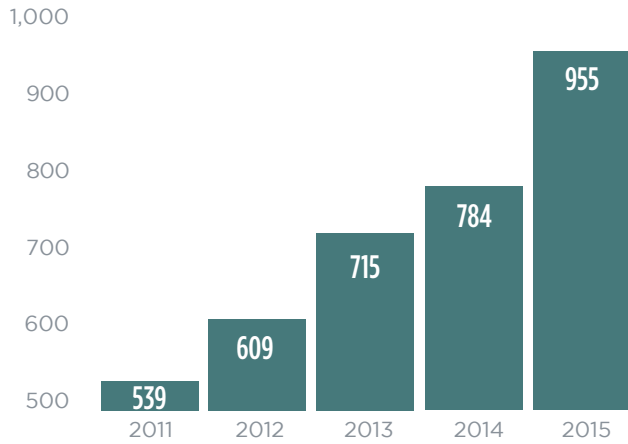




PENDER COUNTY

PENDER	2013	%	2014	%	2015
Total Sales	715	9.65	784	21.81	955
Median Price	\$217,500	6.64	\$231,950	3.69	\$240,500
Days on Market	134	6.72	143	-17.48	118
Avg. List Price	\$241,420	9.80	\$265,083	0.97	\$267,649
Avg. Sale Price	\$233,467	9.55	\$255,766	1.99	\$260,848
Total Volume	\$166,928,934	20.12	\$200,520,927	24.23	\$249,109,868

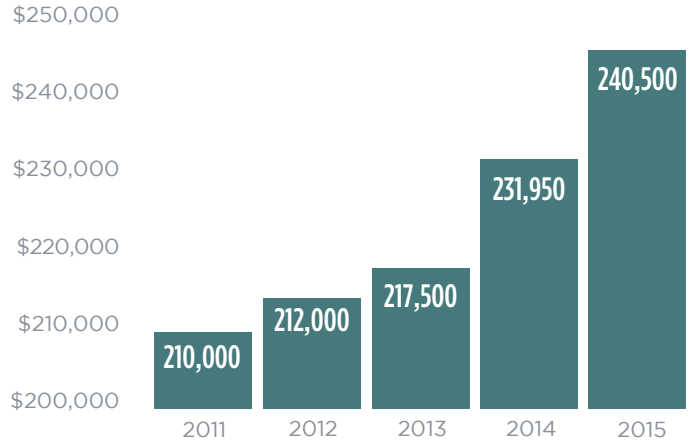
TOTAL SALES



TRENDING



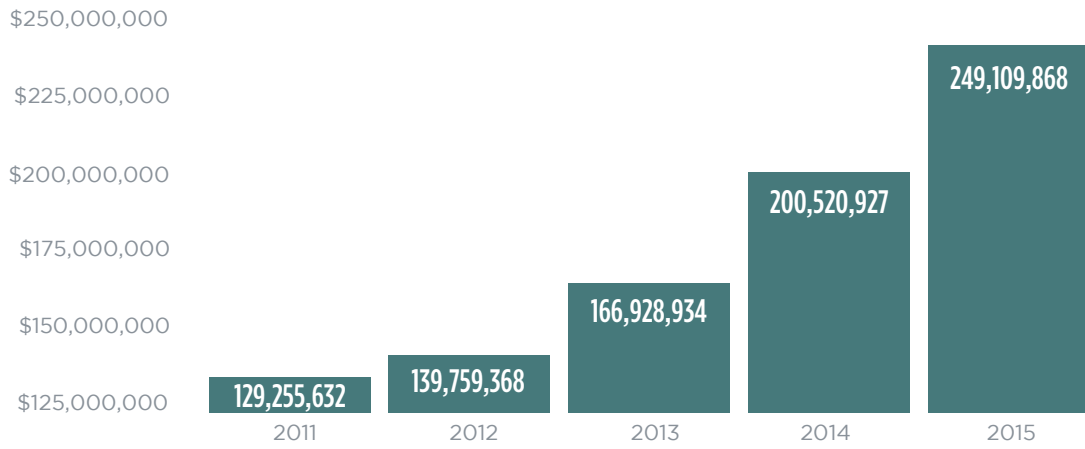
MEDIAN PRICE



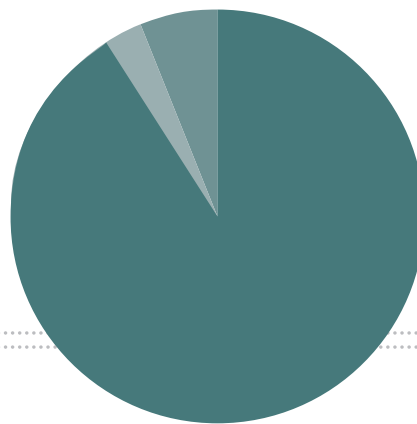
TRENDING



TOTAL CLOSED VOLUME



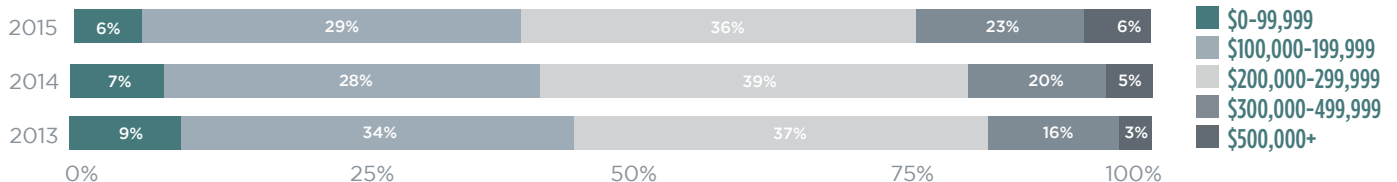
TRENDING



SALES BY TYPE

- 890 SINGLE FAMILY
- 50 ATTACHED
- 15 CONDO

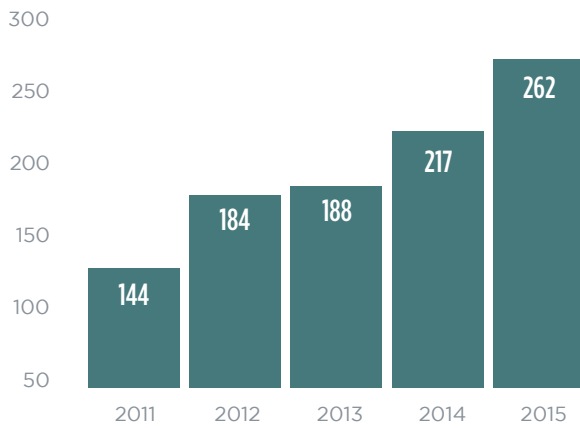
SALES BY PRICE POINT





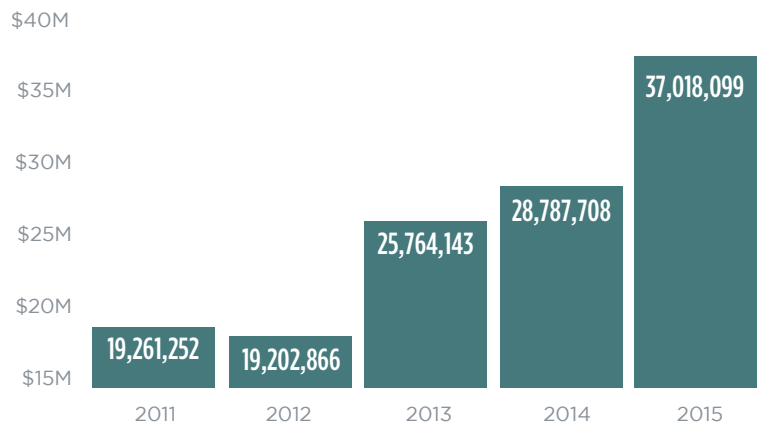
DOWNTOWN WILMINGTON

TOTAL SALES



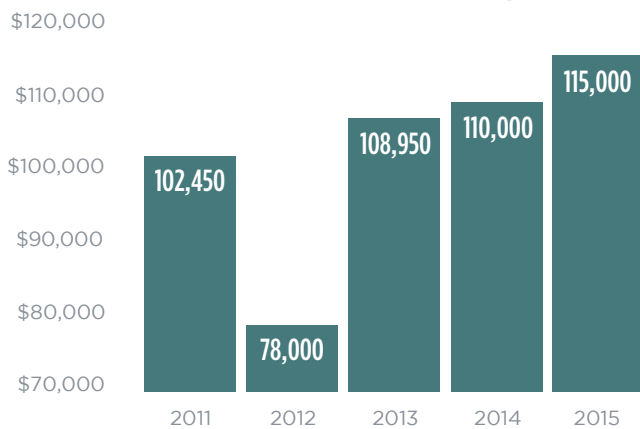
TRENDING

TOTAL CLOSED VOLUME



TRENDING

MEDIAN PRICE



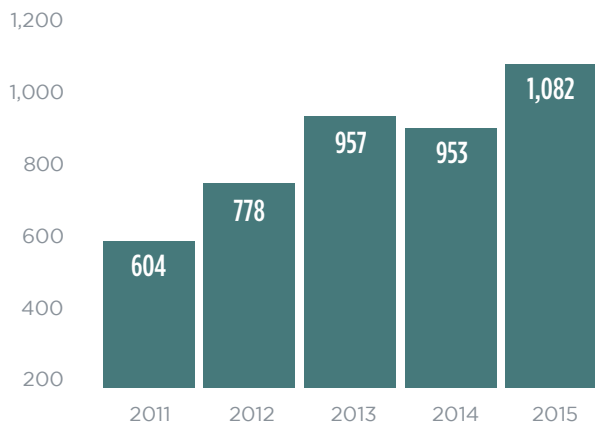
TRENDING

DOWNTOWN	2014	%	2015
Total Sales	217	20.74	262
Median Price	\$110,000	4.55	\$115,000
Days on Market	129	-13.18	112
Avg. List Price	\$142,237	5.06	\$149,438
Avg. Sale Price	\$132,662	6.50	\$141,290
Total Volume	\$28,787,708	28.59	\$37,018,099



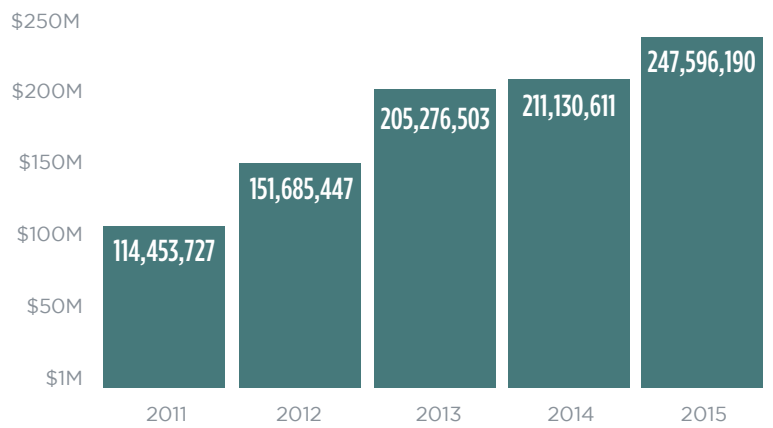
PINE VALLEY | MONKEY JUNCTION

TOTAL SALES 



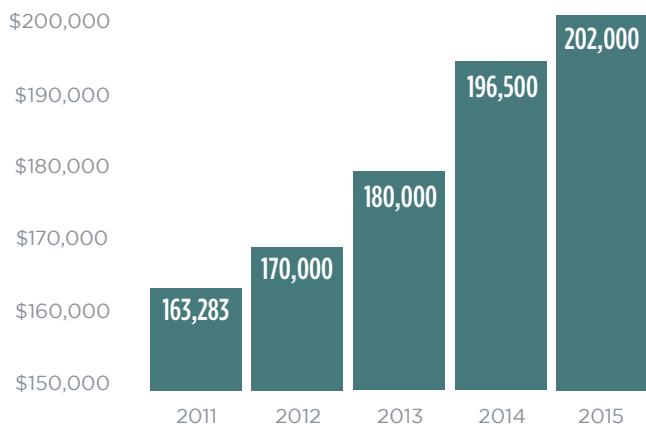
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



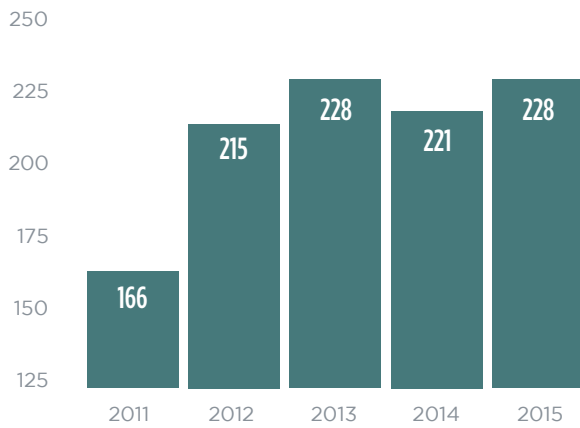
TRENDING 

PINE VALLEY	2014	%	2015
Total Sales	953	13.54	1,082
Median Price	\$196,500	2.80	\$202,000
Days on Market	101	-20.79	80
Avg. List Price	\$226,213	3.21	\$233,466
Avg. Sale Price	\$221,543	3.29	\$228,832
Total Volume	\$211,130,611	17.27	\$247,596,190



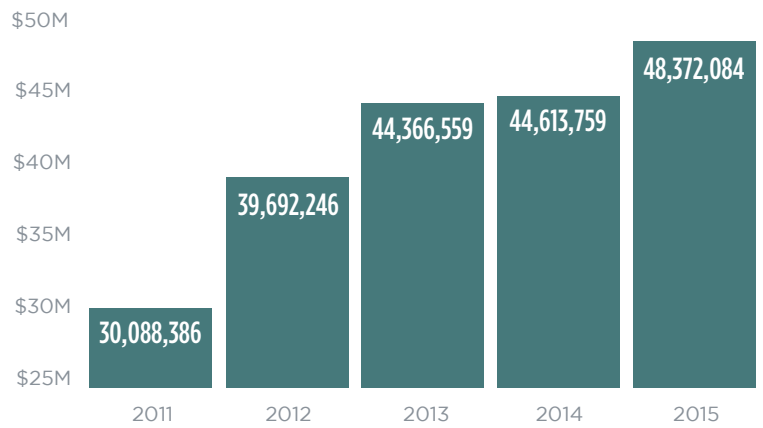
FOREST HILLS

TOTAL SALES



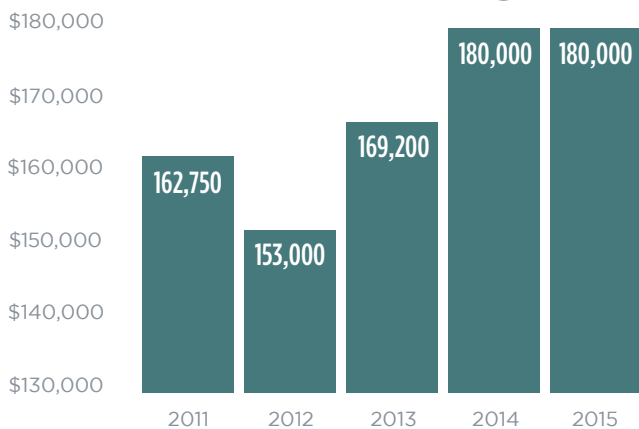
TRENDING

TOTAL CLOSED VOLUME



TRENDING

MEDIAN PRICE



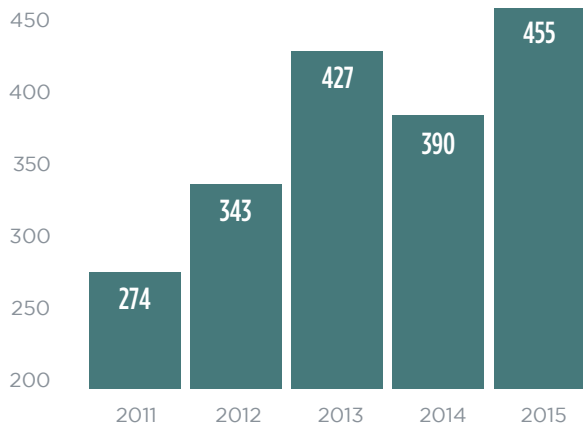
TRENDING

FOREST HILLS	2014	%	2015
Total Sales	221	3.17	228
Median Price	\$180,000	0.00	\$180,000
Days on Market	123	0.81	124
Avg. List Price	\$212,560	4.54	\$222,211
Avg. Sale Price	\$201,872	5.10	\$212,158
Total Volume	\$44,613,759	8.42	\$48,372,084



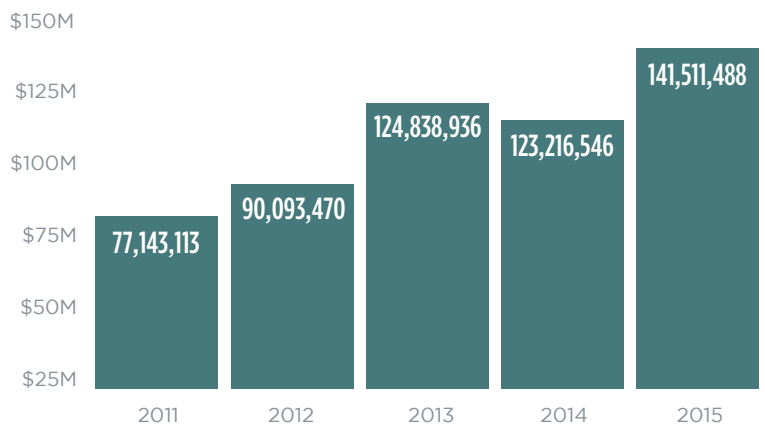
MASONBORO

TOTAL SALES 



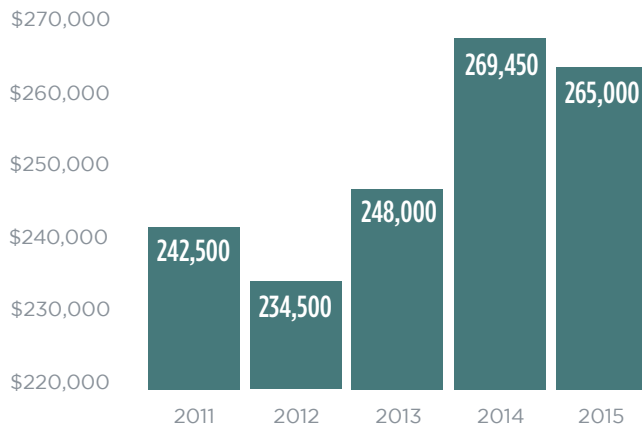
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



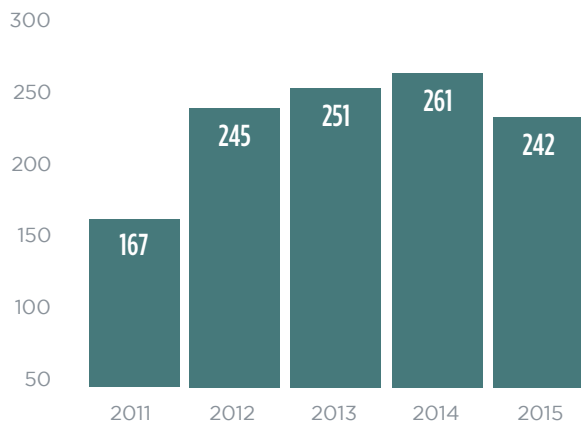
TRENDING 

MASONBORO	2014	%	2015
Total Sales	390	16.67	455
Median Price	\$269,450	-1.65	\$265,000
Days on Market	117	-30.77	81
Avg. List Price	\$330,269	-3.02	\$320,289
Avg. Sale Price	\$315,940	-1.56	\$311,014
Total Volume	\$123,216,546	14.85	\$141,511,488



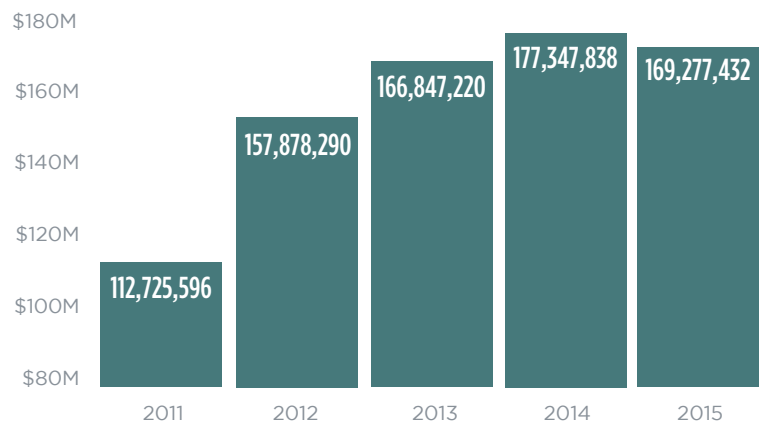
WRIGHTSVILLE BEACH

TOTAL SALES 



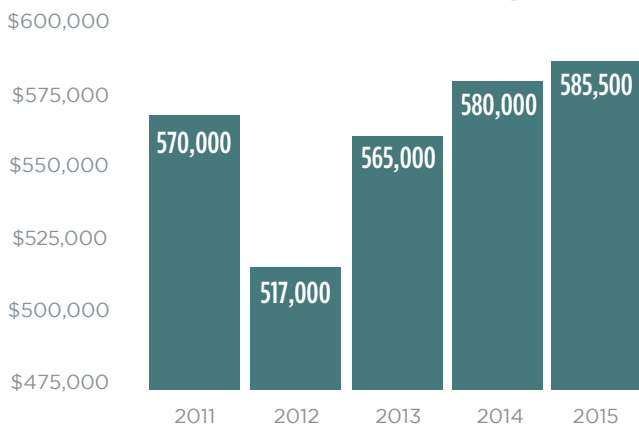
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



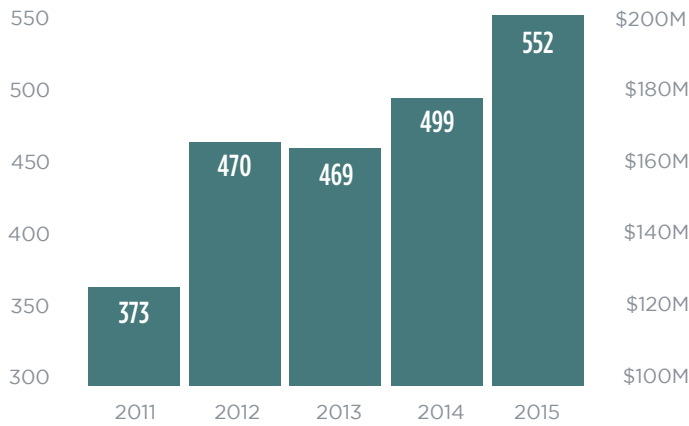
TRENDING 

WRIGHTSVILLE	2014	%	2015
Total Sales	261	-7.28	242
Median Price	\$580,000	0.95	\$585,500
Days on Market	169	-5.92	159
Avg. List Price	\$728,247	2.57	\$746,968
Avg. Sale Price	\$679,494	2.94	\$699,494
Total Volume	\$177,347,838	-4.55	\$169,277,432



PORTER'S NECK | OGDEN | FIGURE 8

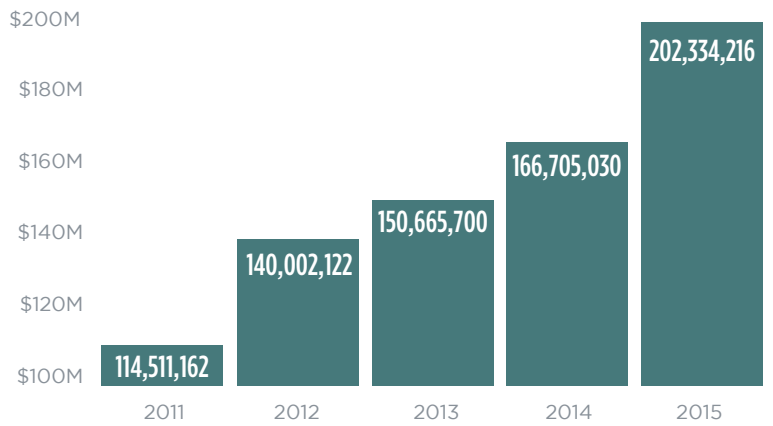
TOTAL SALES 



TRENDING



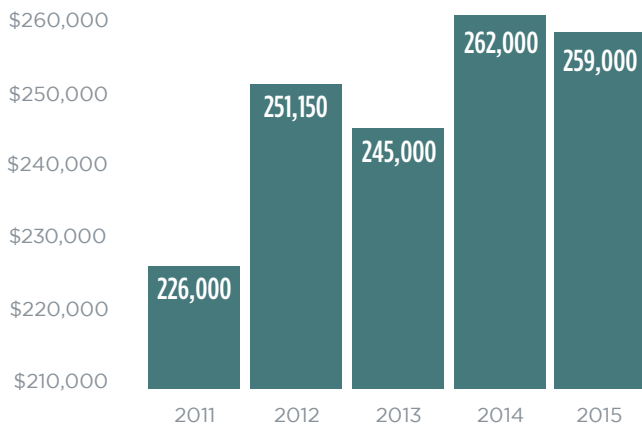
TOTAL CLOSED VOLUME 



TRENDING



MEDIAN PRICE 



TRENDING

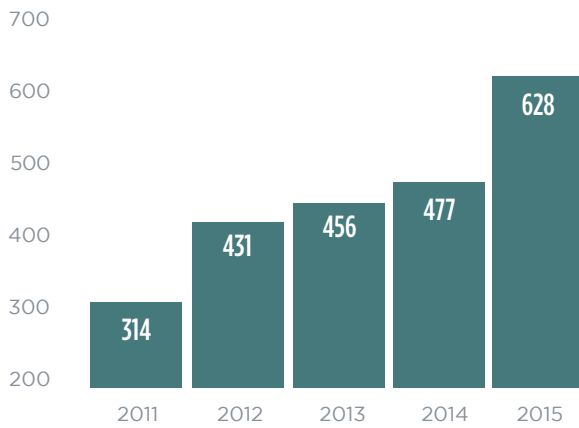


PORTER'S NECK	2014	%	2015
Total Sales	499	10.62	552
Median Price	\$262,000	-1.15	\$259,000
Days on Market	117	-26.50	86
Avg. List Price	\$353,422	8.61	\$383,857
Avg. Sale Price	\$334,078	9.72	\$366,547
Total Volume	\$166,705,030	21.37	\$202,334,216



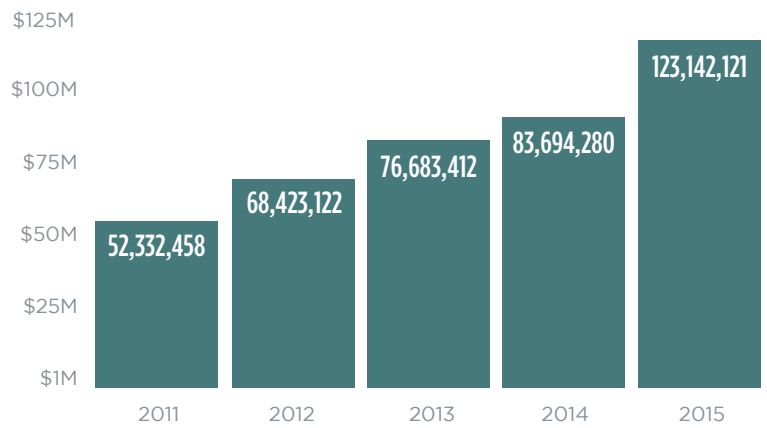
MURRAYVILLE

TOTAL SALES 



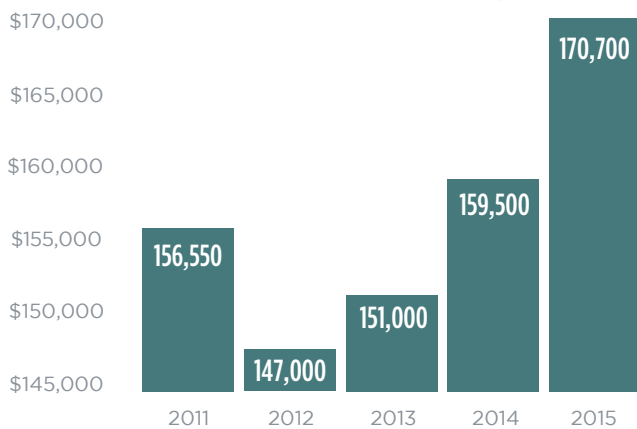
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



TRENDING 

MURRAYVILLE	2014	%	2015
Total Sales	477	31.66	628
Median Price	\$159,500	7.02	\$170,700
Days on Market	95	-15.79	80
Avg. List Price	\$179,664	10.63	\$198,759
Avg. Sale Price	\$175,460	11.76	\$196,086
Total Volume	\$83,694,280	47.13	\$123,142,121

A SAMPLING OF NEST'S
2015 TRANSACTIONS



1 E HENDERSON STREET, UNIT B \$530,000



114 KELLERTON COURT \$123,000



314 N 5TH AVENUE \$302,500



412 CHABLIS WAY \$274,000



527 WEIR DRIVE \$376,000



1106 CRESTFIELD WAY \$135,500



1206 CANAL DRIVE \$975,000



1309 POTOMAC COURT \$285,000



4838 WHITNER DRIVE \$275,000



5610 ONYX COURT \$476,500



7105 SAVANNA RUN LOOP \$228,000

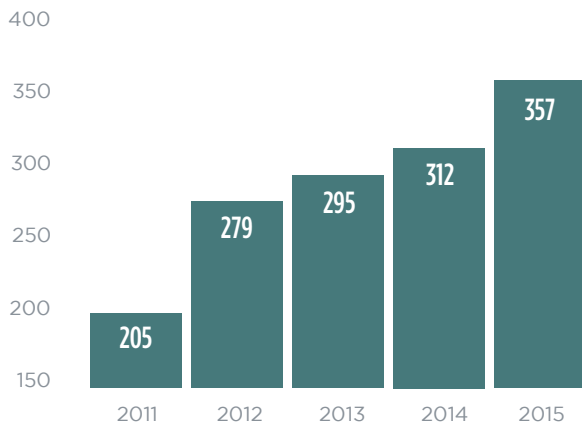


7139 ONTARIO ROAD \$327,000



EASTWOOD | UNIVERSITY AREA

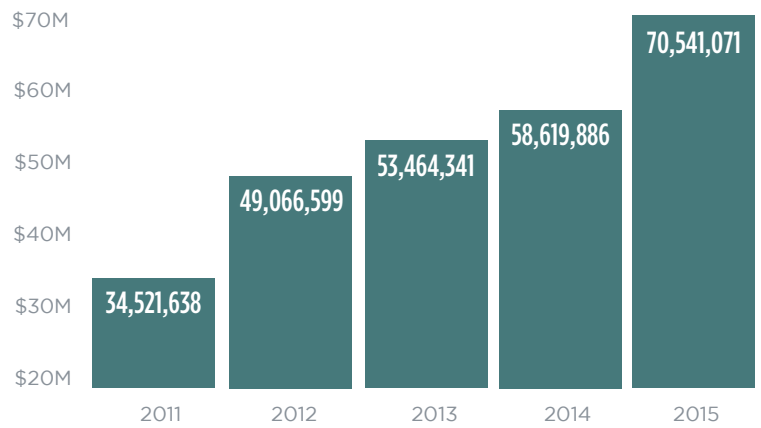
TOTAL SALES 



TRENDING



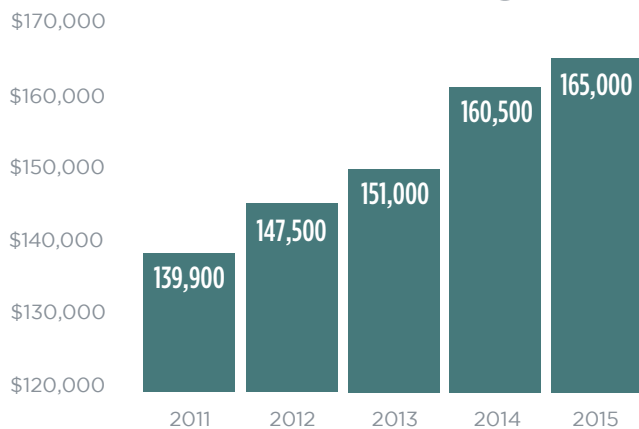
TOTAL CLOSED VOLUME 



TRENDING



MEDIAN PRICE 



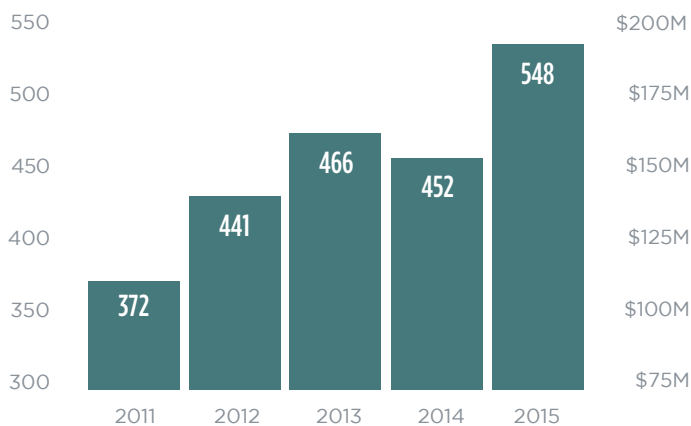
TRENDING



EASTWOOD	2014	%	2015
Total Sales	312	14.42	357
Median Price	\$160,500	2.80	\$165,000
Days on Market	111	-16.22	93
Avg. List Price	\$196,298	4.05	\$204,252
Avg. Sale Price	\$187,884	5.17	\$197,594
Total Volume	\$58,619,886	20.34	\$70,541,071

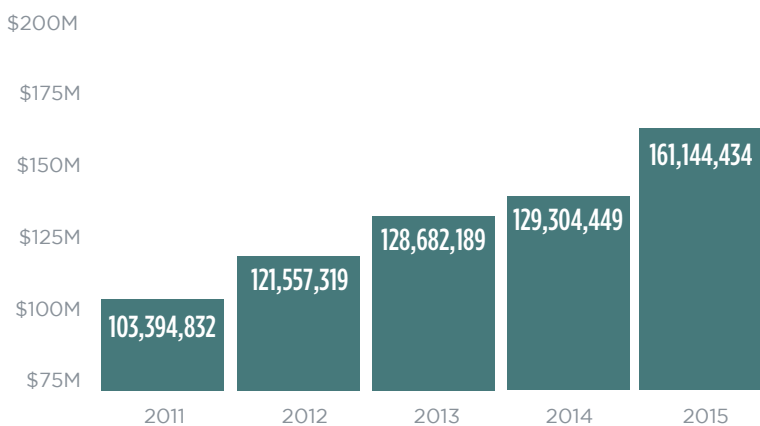
CAROLINA | KURE BEACH

TOTAL SALES 



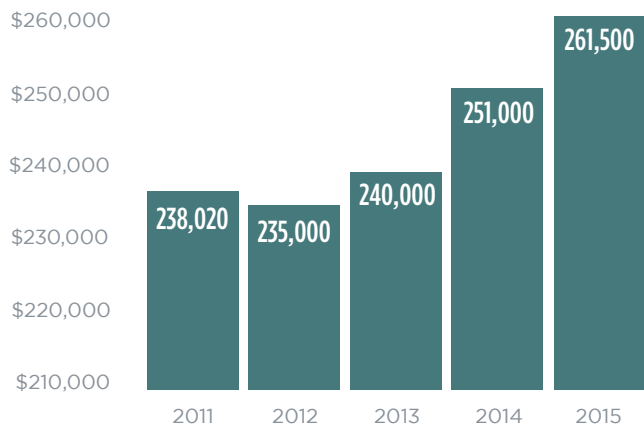
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



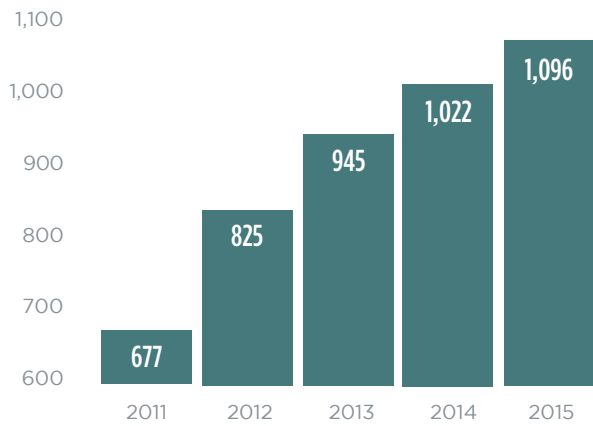
TRENDING 

CAROLINA BEACH	2014	%	2015
Total Sales	452	21.24	548
Median Price	\$251,000	4.18	\$261,500
Days on Market	146	-7.53	135
Avg. List Price	\$297,796	2.83	\$306,226
Avg. Sale Price	\$286,072	2.79	\$294,059
Total Volume	\$129,304,449	24.62	\$161,144,434



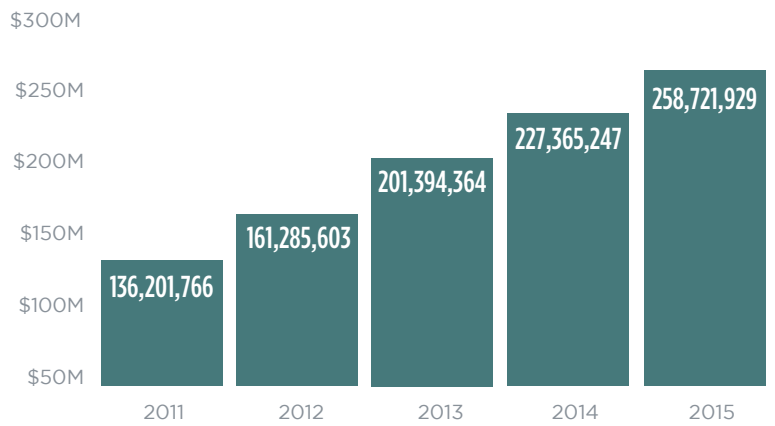
BRUNSWICK COUNTY

TOTAL SALES 



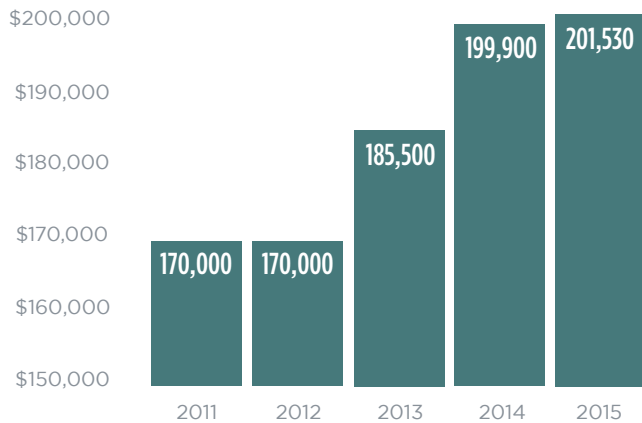
TRENDING 

TOTAL CLOSED VOLUME 



TRENDING 

MEDIAN PRICE 



TRENDING 

BRUNSWICK	2014	%	2015
Total Sales	1,022	7.24	1,096
Median Price	\$199,900	0.82	\$201,530
Days on Market	120	0.00	120
Avg. List Price	\$226,649	6.68	\$241,796
Avg. Sale Price	\$222,471	6.11	\$236,060
Total Volume	\$227,365,247	13.79	\$258,721,929



— RYAN & NATALIE

“HAVING RELOCATED TO THE WILMINGTON AREA, WE NEEDED A BROKER WITH AN INTIMATE KNOWLEDGE OF THE LOCAL REAL ESTATE MARKET.

We had an idea of what we wanted, but had no idea where we could find it. Our Nest broker listened to our vision, and helped us find exactly what we were looking for. He worked diligently to locate the perfect neighborhood for us and was patient and attentive as we searched for the perfect house. We could not have asked for a better experience!”





LIVE WHERE YOU LOVE



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WILMINGTON

