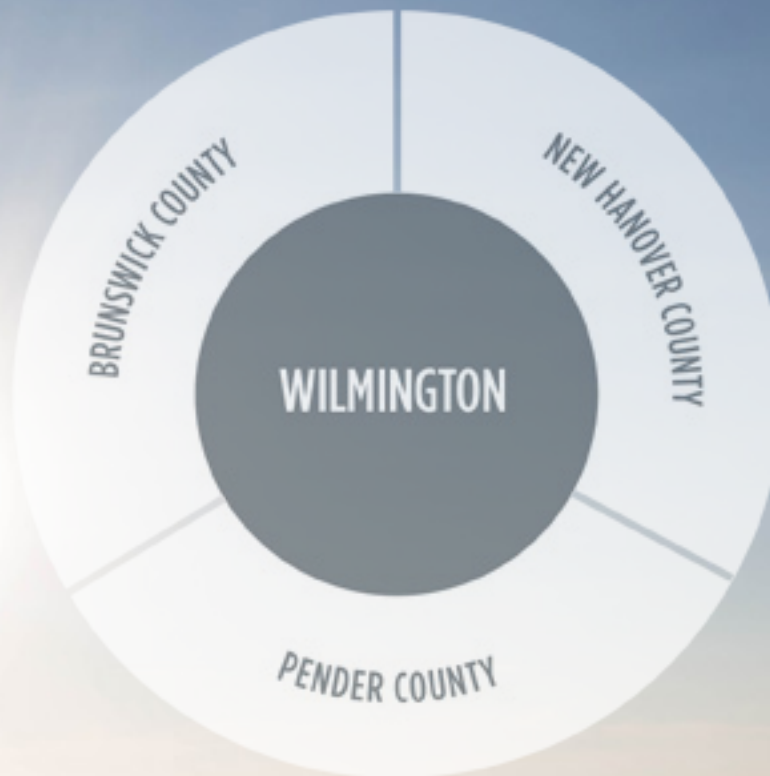




WILMINGTON 2016 MID-YEAR MARKET REPORT



Total sales and prices rise for the second year in a row. There were 3,188 total sales in the Wilmington MSA in the first half of 2016 compared to 3,035 in 2015. This translates to a 5% year-over-year increase.

WILMINGTON MSA MARKET ANALYSIS

Mid-Year 2016



\$229,900

MEDIAN SALES PRICE

The median sales price in the first half of 2016 was \$229,900 compared to \$215,000 in 2015.

95

DAYS ON MARKET

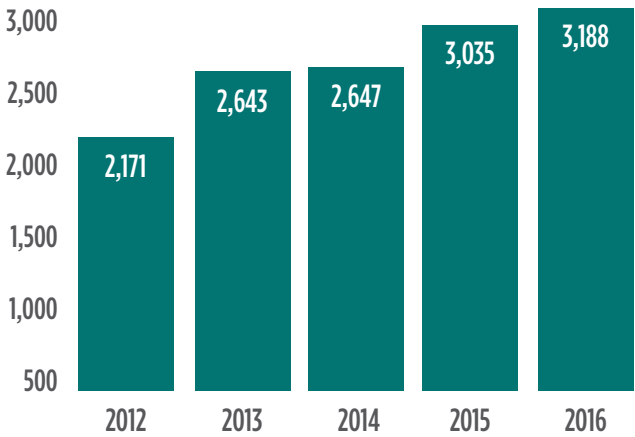
Homes sold in the first half of 2016 spent an average of 95 days on market before being sold.

3

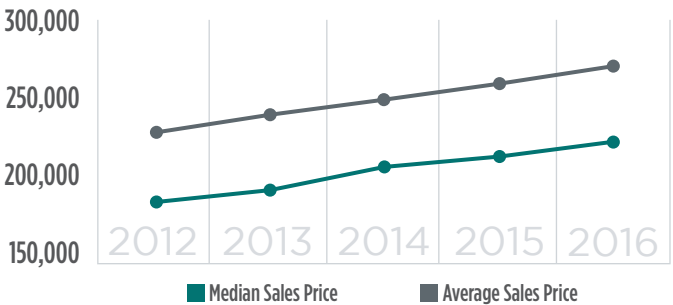
MONTHS OF INVENTORY

At the end of this past quarter, there were approximately 3 months of inventory available compared to approximately 5 at the end of Q2 2015.

5 YEAR SALES TREND



PRICE TRENDS

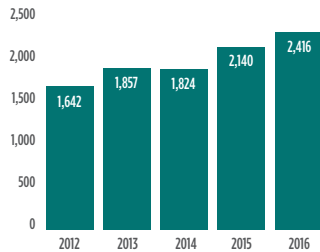


	2014	%	2015	%	2016
Total Sales	2,647	14.66	3,035	5.04	3,188
Median Price	\$210,000	2.38	\$215,000	6.93	\$229,900
Price per Sq. Ft.	\$135	2.96	\$139	3.60	\$144
Days on Market	120	-15.00	102	-6.86	95
Avg. List Price	\$262,895	3.28	\$271,518	3.13	\$280,023
Total Volume	\$666,406,073	19.47	\$796,135,130	8.63	\$864,803,542

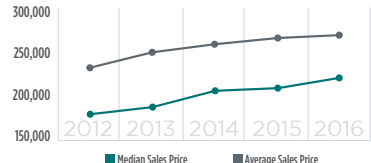
NEW HANOVER COUNTY

	2014	%	2015	%	2016
Total Sales	1,824	17.32	2,140	12.90	2,416
Median Price	\$209,000	-0.48	\$208,000	7.33	\$223,250
Price per Sq. Ft.	\$142	0.00	\$142	3.52	\$147
Days on Market	122	-14.75	104	-15.38	88
Avg. List Price	\$276,676	1.23	\$280,078	1.71	\$284,865
Total Volume	\$481,357,248	20.01	\$577,656,620	15.31	\$666,122,700

5 YEAR SALES TREND



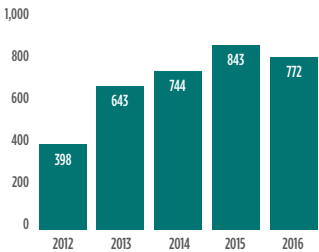
PRICE TRENDS



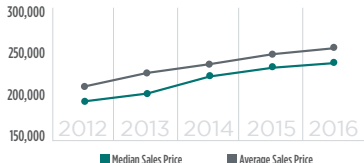
PENDER COUNTY

	2014	%	2015	%	2016
Total Sales	744	13.31	843	-8.42	772
Median Price	\$220,000	7.98	\$237,552	0.79	\$239,432
Price per Sq. Ft.	\$124	6.45	\$132	2.27	\$135
Days on Market	129	-18.60	105	12.38	118
Avg. List Price	\$238,854	7.64	\$257,091	3.03	\$264,872
Total Volume	\$171,806,712	22.83	\$211,022,289	-5.85	\$198,680,843

5 YEAR SALES TREND



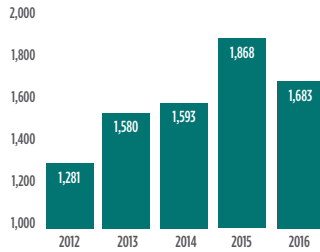
PRICE TRENDS



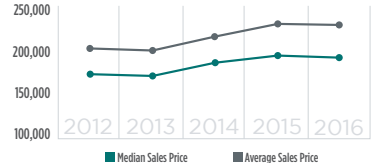
BRUNSWICK COUNTY

	2014	%	2015	%	2016
Total Sales	1,593	17.26	1,868	-9.90	1,683
Median Price	\$182,000	9.31	\$198,950	-1.99	\$195,000
Price per Sq. Ft.	\$131	6.87	\$140	0.71	\$141
Days on Market	172	-4.07	165	-21.21	130
Avg. List Price	\$232,392	9.19	\$253,755	-1.43	\$250,135
Total Volume	\$351,697,761	28.66	\$452,489,066	-10.77	\$403,772,888

5 YEAR SALES TREND



PRICE TRENDS



KEEPING YOU UP-TO-DATE ON THE MARKET'S ACTIVITY AND TRENDS.

LOOKING TO PUT YOUR HOME ON THE MARKET?

Our approach to selling your home is simple, effective, and driven by market insights and strategic thinking. With a focus on marketing, condition, and price, we make sure your home achieves maximum exposure and wows potential buyers.

MARKETING We combine both traditional and cutting-edge strategies and technology to make your home stand out from the crowd and get it sold.

CONDITION We work with you to organize and stage your home to enhance its curb appeal and showcase its full potential.

PRICING By understanding the market, your home, and working collaboratively with fellow Nest brokers, we determine a price that helps achieve your home's maximum value.



CONTACT your Nest broker today to learn more about listing your home with Nest.

www.nestrealty.com

