



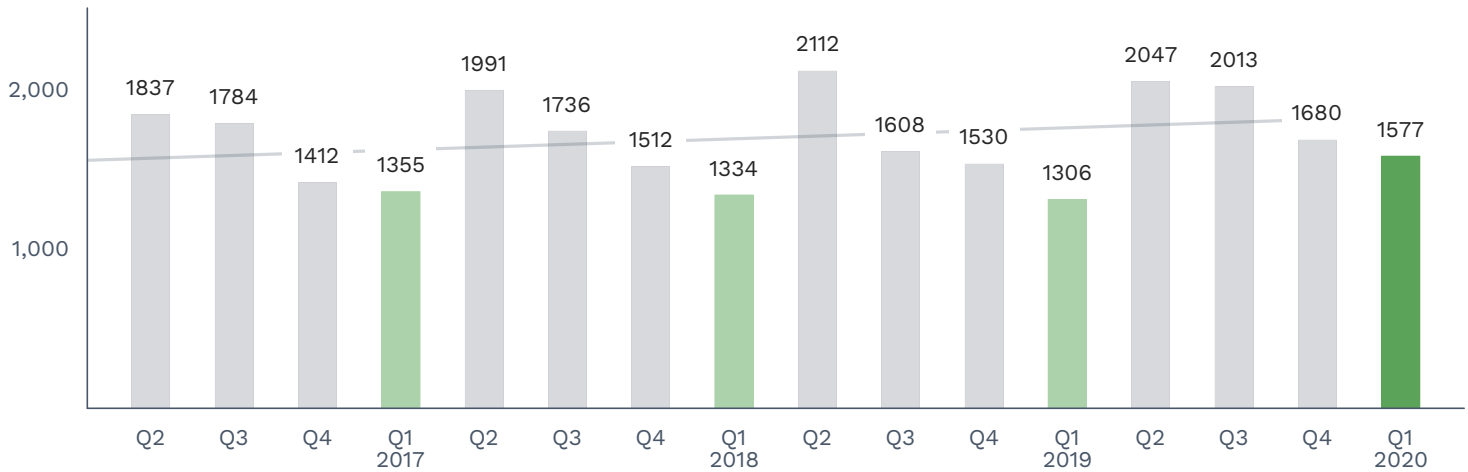
HOW'S THE MARKET?

WILMINGTON | Q1 2020 MARKET REPORT

Market Snapshot | Wilmington MSA

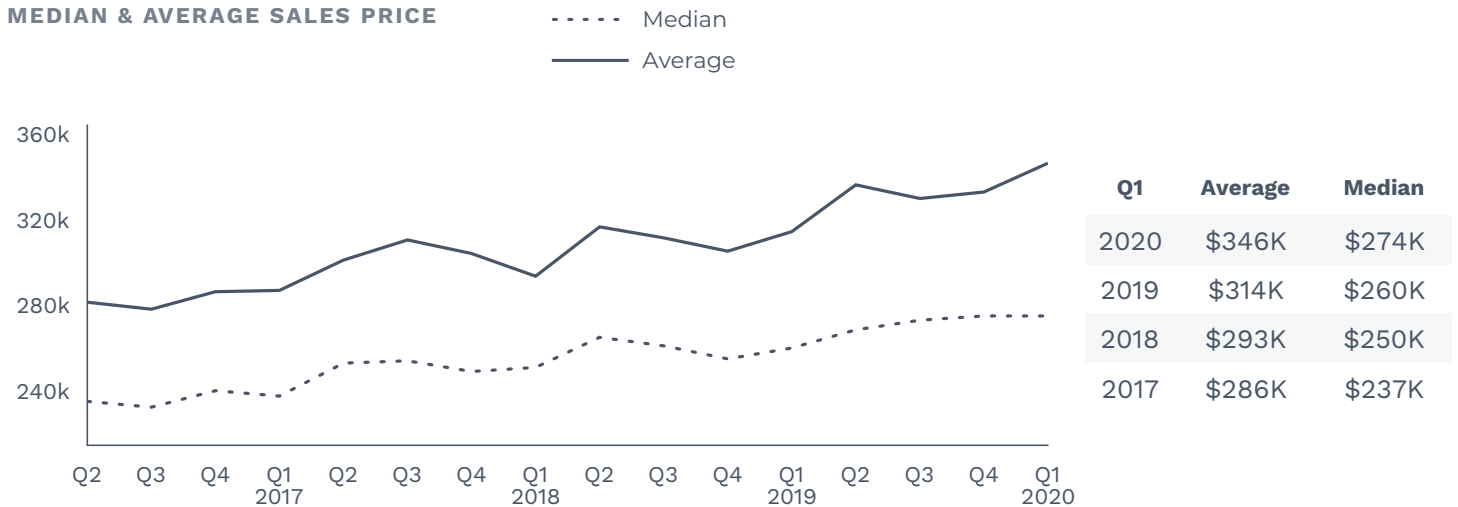
	TOTAL SALES	MEDIAN SALES PRICE	DAYS ON MARKET	PRICE PER SQ FT
Q1 2020	1,577	\$274,990	65	\$179
Annual % Change	+21%	+6%	-8%	+12%

TOTAL SALES BY QUARTER



There were 1,577 total sales in Q1 2020 compared to 1,306 during Q1 2019, an increase of 21%.

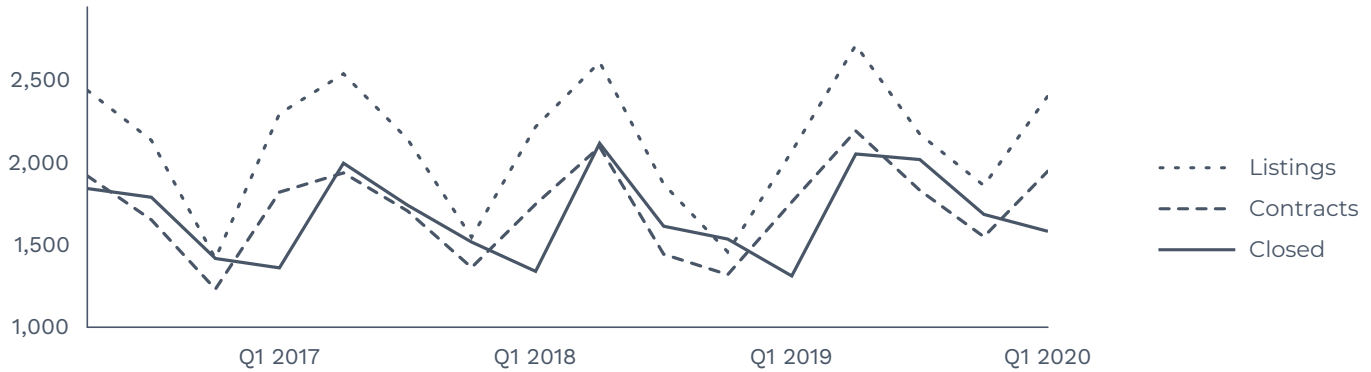
MEDIAN & AVERAGE SALES PRICE



The median sales price was \$274,990 in Q1 2020, up 6% from Q1 2019. The average sales price was \$346,469 in Q1 2020, up 10% from Q1 2019.

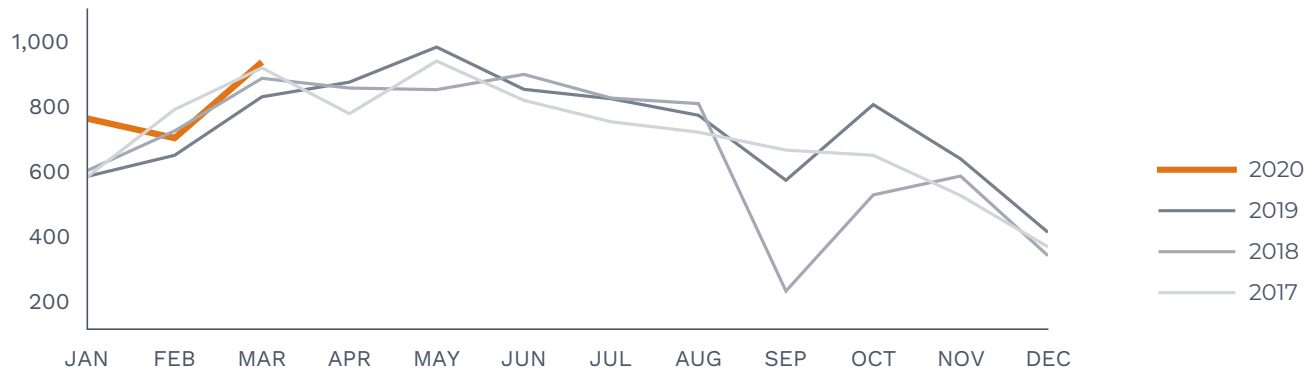
Market Trends | Wilmington MSA

QUARTERLY LISTINGS, CONTRACTS AND CLOSINGS



Q1 2020 saw 2,400 listings (+16% year-over-year), 1,943 signed contracts (+11%), and 1,577 closings (+21%).

NEW LISTING HISTORY



There have been a total of 2,400 new listings in 2020, year-to-date, up 16% over the same timeframe last year.

KEY TAKEAWAYS

As of Q1 2020 the market has continued the trend of rising sales prices and reduced days on market

The luxury market has remained the strongest it has been in over a decade

We continue to experience very low inventory across most price ranges and property types

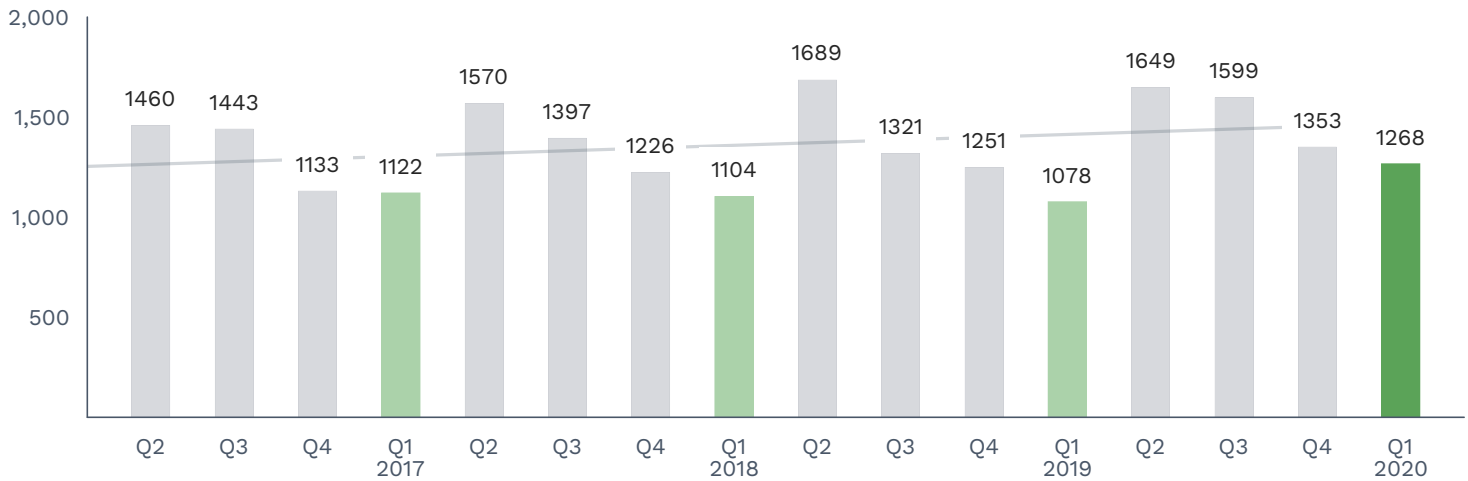
Performance by Property Type | Wilmington MSA

		Q1 2019	Q1 2020	Change
SINGLE FAMILY	Total Sales	1,036	1,251	+21%
	List Price (Avg)	\$381,653	\$432,056	+13%
	Sales Price (Avg)	\$333,673	\$366,204	+10%
	Sales Price (Median)	\$269,680	\$285,000	+6%
	Price Per Sq Ft	\$153	\$169	+10%
	Days on Market	74	65	-12%
	% Sold Price to Avg List Price	98%	98%	0%
ATTACHED	Total Sales	118	134	+14%
	List Price (Avg)	\$260,912	\$310,626	+19%
	Sales Price (Avg)	\$255,179	\$270,100	+6%
	Sales Price (Median)	\$233,000	\$238,750	+2%
	Price Per Sq Ft	\$155	\$169	+9%
	Days on Market	49	62	+27%
	% Sold Price to Avg List Price	99%	99%	0%
CONDO	Total Sales	152	192	+26%
	List Price (Avg)	\$292,028	\$314,604	+8%
	Sales Price (Avg)	\$229,375	\$271,180	+18%
	Sales Price (Median)	\$175,000	\$220,000	+26%
	Price Per Sq Ft	\$216	\$249	+15%
	Days on Market	62	66	+6%
	% Sold Price to Avg List Price	97%	97%	0%

Market Snapshot | New Hanover

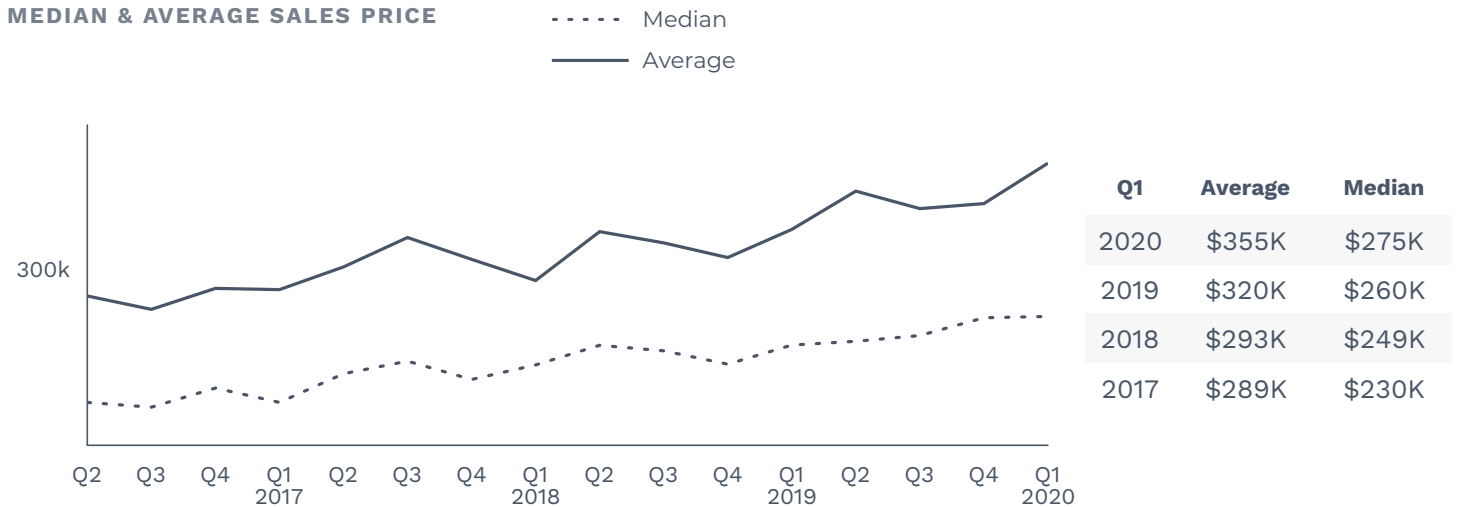
	TOTAL SALES	MEDIAN SALES PRICE	DAYS ON MARKET	PRICE PER SQ FT
Q1 2020	1,268	\$275,000	62	\$184
Annual % Change	+18%	+6%	-6%	+12%

TOTAL SALES BY QUARTER



There were 1,268 total sales in Q1 2020 compared to 1,078 during Q1 2019, an increase of 18%.

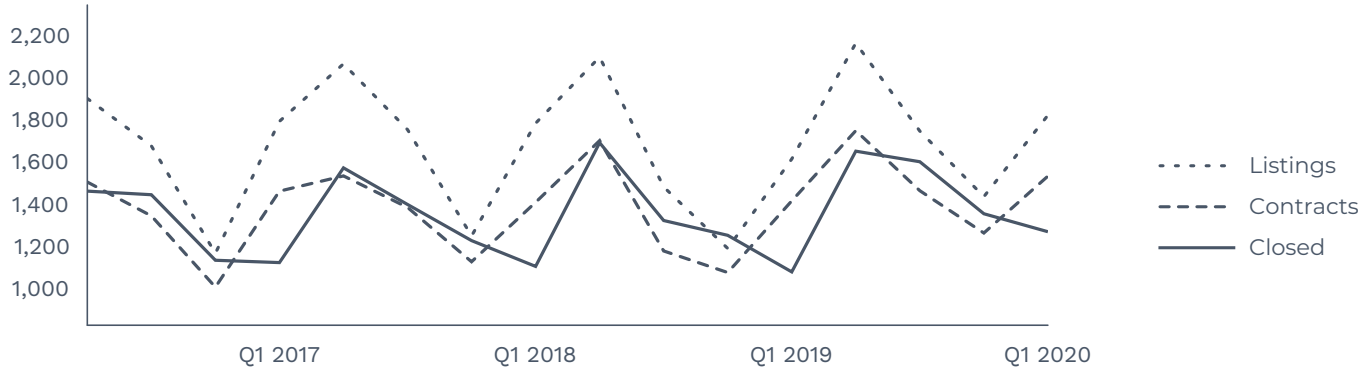
MEDIAN & AVERAGE SALES PRICE



The median sales price was \$275,000 in Q1 2020, up 6% from Q1 2019. The average sales price was \$355,199 in Q1 2020, up 11% from Q1 2019.

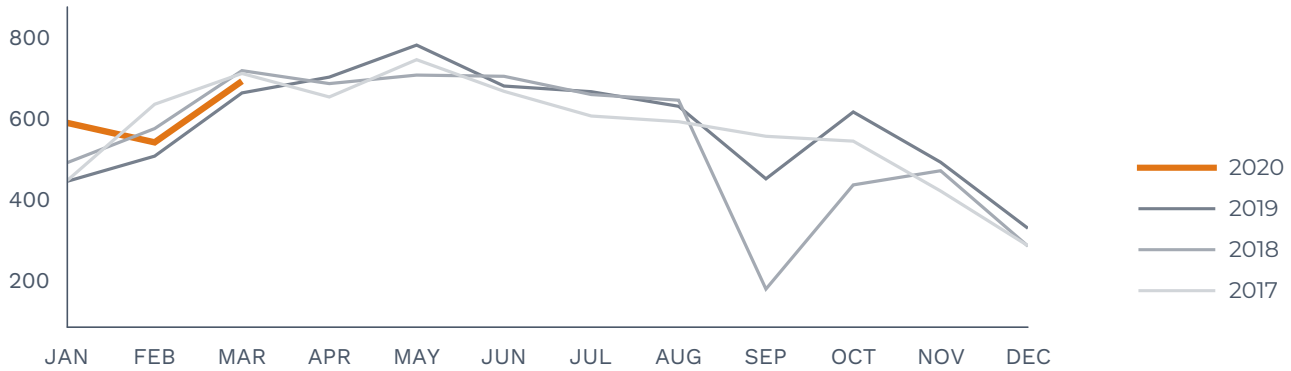
Market Trends | New Hanover

QUARTERLY LISTINGS, CONTRACTS AND CLOSINGS



Q1 2020 saw 1,819 listings (+13% year-over-year), 1,531 signed contracts (+8%), and 1,268 closings (+18%).

NEW LISTING HISTORY



There have been a total of 1,819 new listings in 2020, year-to-date, up 13% over the same timeframe last year.

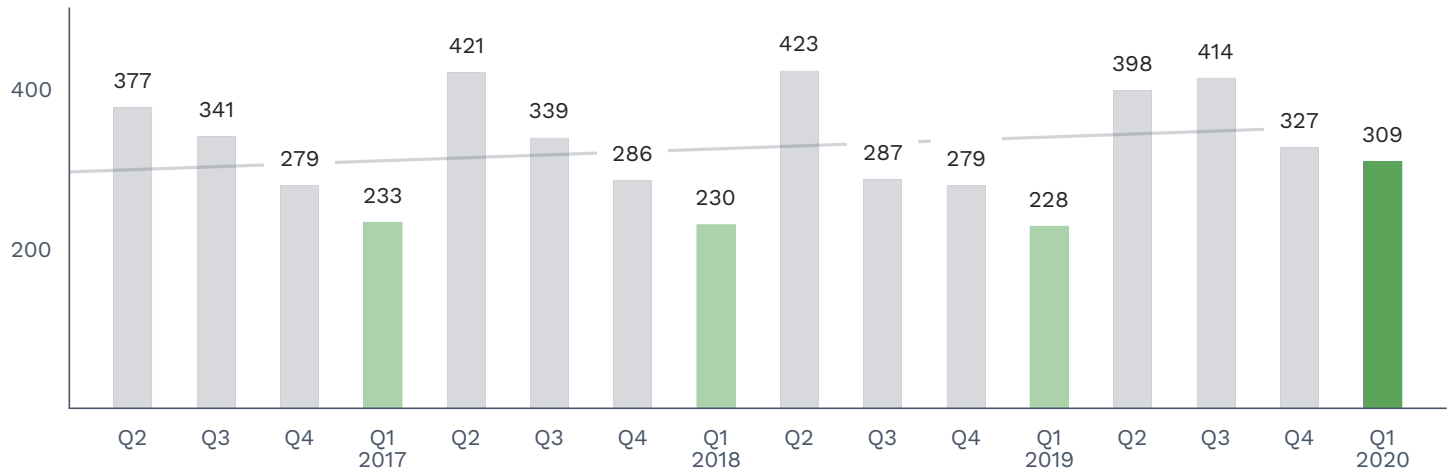
Performance by Property Type | New Hanover

	Q1 2019	Q1 2020	Change	
SINGLE FAMILY	Total Sales	830	983	+18%
	List Price (Avg)	\$395,862	\$452,118	+14%
	Sales Price (Avg)	\$343,854	\$379,126	+10%
	Sales Price (Median)	\$270,000	\$287,000	+6%
	Price Per Sq Ft	\$156	\$173	+11%
	Days on Market	71	62	-13%
	% Sold Price to Avg List Price	98%	98%	0%
ATTACHED	Total Sales	107	115	+7%
	List Price (Avg)	\$251,217	\$310,684	+24%
	Sales Price (Avg)	\$252,198	\$261,888	+4%
	Sales Price (Median)	\$233,000	\$238,000	+2%
	Price Per Sq Ft	\$153	\$167	+9%
	Days on Market	44	52	+18%
	% Sold Price to Avg List Price	100%	99%	-1%
CONDO	Total Sales	141	170	+21%
	List Price (Avg)	\$299,593	\$319,767	+7%
	Sales Price (Avg)	\$235,110	\$279,964	+19%
	Sales Price (Median)	\$179,900	\$235,000	+31%
	Price Per Sq Ft	\$222	\$257	+16%
	Days on Market	58	68	+17%
	% Sold Price to Avg List Price	97%	97%	0%

Market Snapshot | Pender County

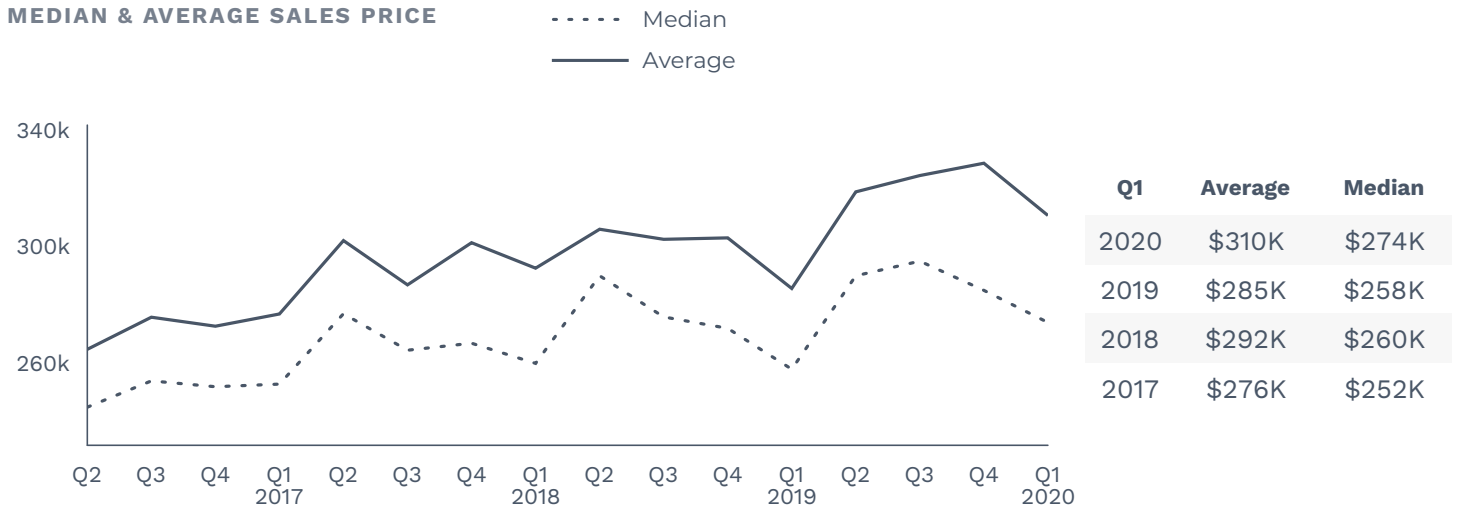
	TOTAL SALES	MEDIAN SALES PRICE	DAYS ON MARKET	PRICE PER SQ FT
Q1 2020	309	\$274,000	76	\$158
Annual % Change	+36%	+6%	-16%	+10%

TOTAL SALES BY QUARTER



There were 309 total sales in Q1 2020 compared to 228 during Q1 2019, an increase of 36%.

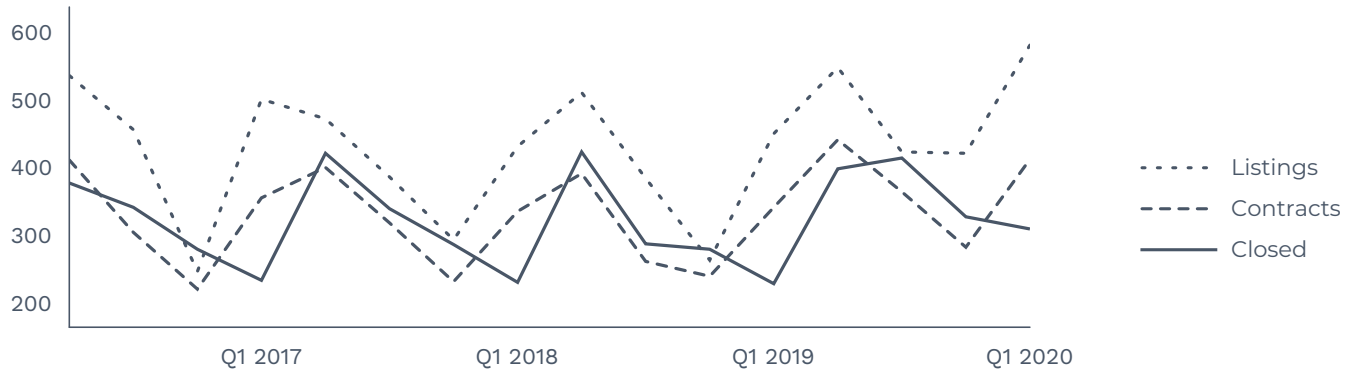
MEDIAN & AVERAGE SALES PRICE



The median sales price was \$274,000 in Q1 2020, up 6% from Q1 2019. The average sales price was \$310,645 in Q1 2020, up 9% from Q1 2019.

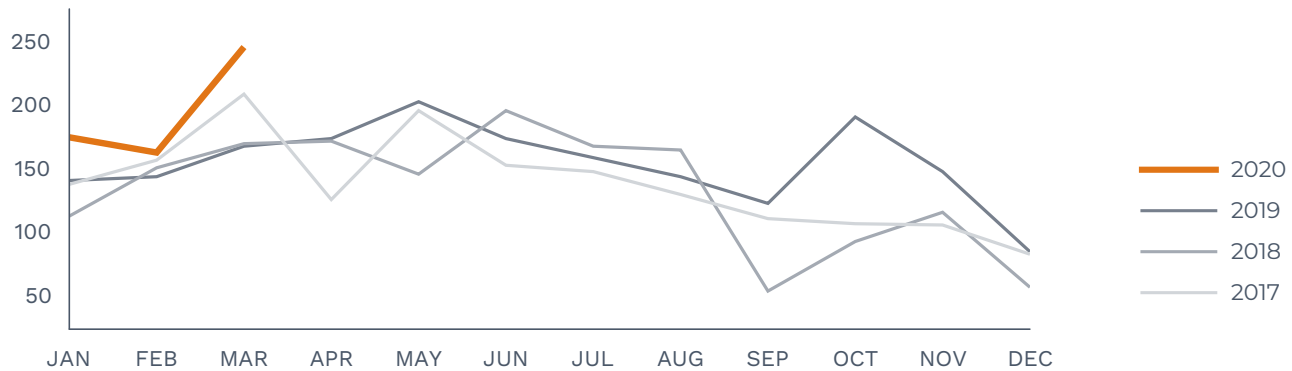
Market Trends | Pender County

QUARTERLY LISTINGS, CONTRACTS AND CLOSINGS



Q1 2020 saw 581 listings (+29% year-over-year), 412 signed contracts (+21%), and 309 closings (+36%).

NEW LISTING HISTORY



There have been a total of 581 new listings in 2020, year-to-date, up 29% over the same timeframe last year.

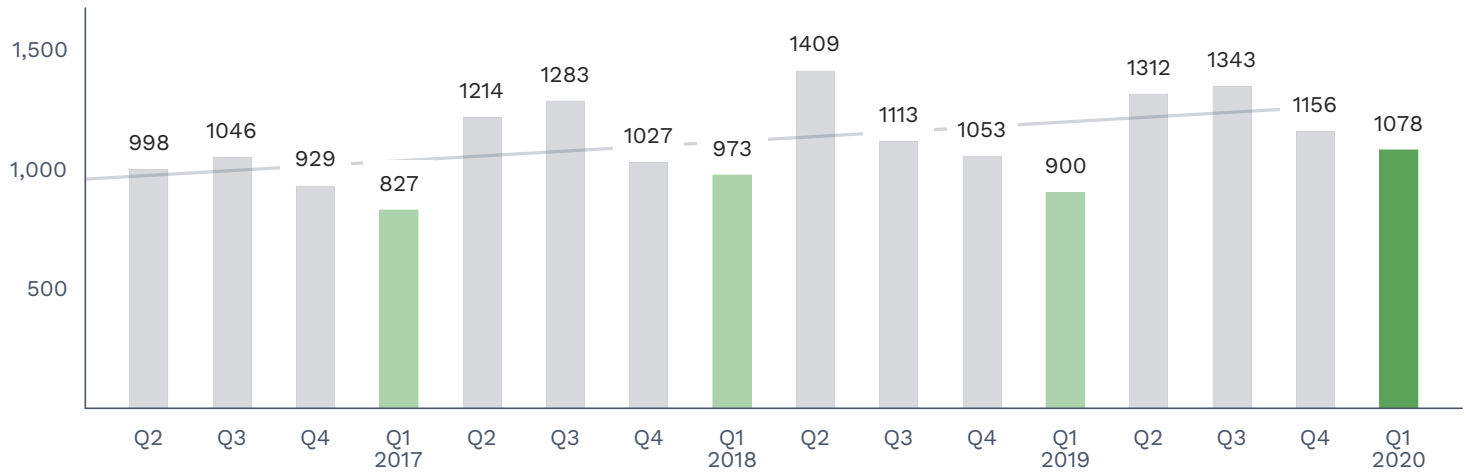
Performance by Property Type | Pender County

	Q1 2019	Q1 2020	Change	
SINGLE FAMILY	Total Sales	206	268	+30%
	List Price (Avg)	\$339,165	\$380,602	+12%
	Sales Price (Avg)	\$292,655	\$318,807	+9%
	Sales Price (Median)	\$265,000	\$284,900	+8%
	Price Per Sq Ft	\$141	\$154	+9%
	Days on Market	89	75	-16%
	% Sold Price to Avg List Price	97%	98%	+1%
ATTACHED	Total Sales	11	19	+73%
	List Price (Avg)	\$315,728	\$310,280	-2%
	Sales Price (Avg)	\$284,173	\$319,805	+13%
	Sales Price (Median)	\$206,500	\$255,000	+23%
	Price Per Sq Ft	\$178	\$179	+1%
	Days on Market	101	122	+21%
	% Sold Price to Avg List Price	97%	97%	0%
CONDO	Total Sales	11	22	+100%
	List Price (Avg)	\$169,967	\$250,543	+47%
	Sales Price (Avg)	\$155,864	\$203,303	+30%
	Sales Price (Median)	\$170,000	\$180,000	+6%
	Price Per Sq Ft	\$148	\$191	+29%
	Days on Market	111	49	-56%
	% Sold Price to Avg List Price	97%	97%	0%

Market Snapshot | Brunswick County

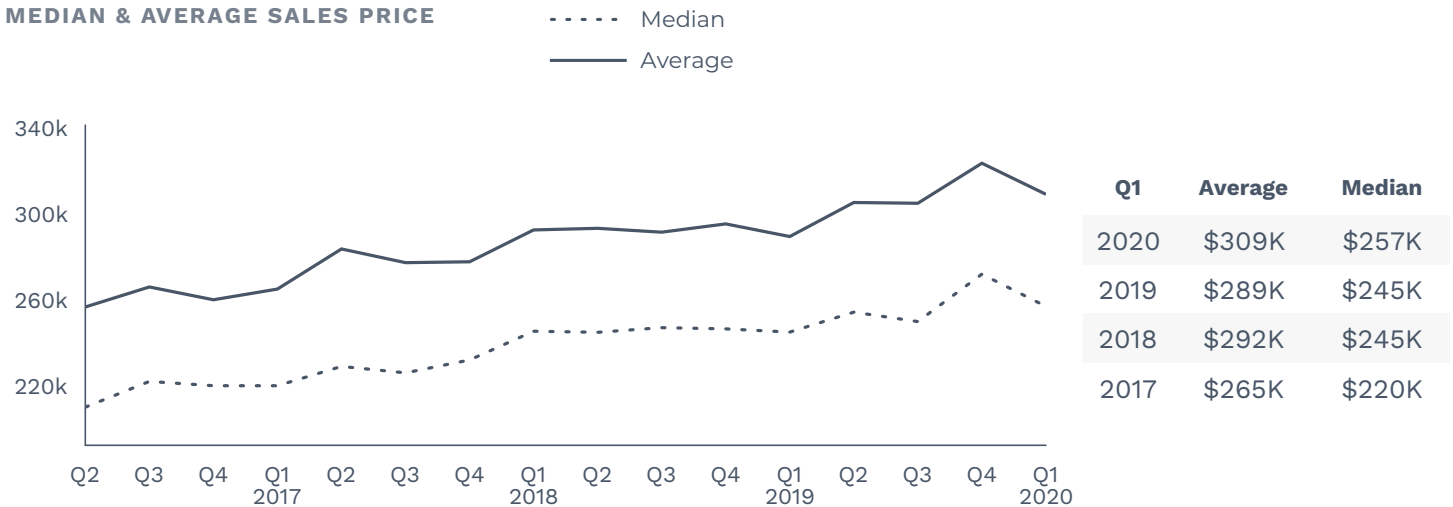
	TOTAL SALES	MEDIAN SALES PRICE	DAYS ON MARKET	PRICE PER SQ FT
Q1 2020	1,078	\$257,000	87	\$170
Annual % Change	+20%	+5%	-15%	+6%

TOTAL SALES BY QUARTER



There were 1,078 total sales in Q1 2020 compared to 900 during Q1 2019, an increase of 20%.

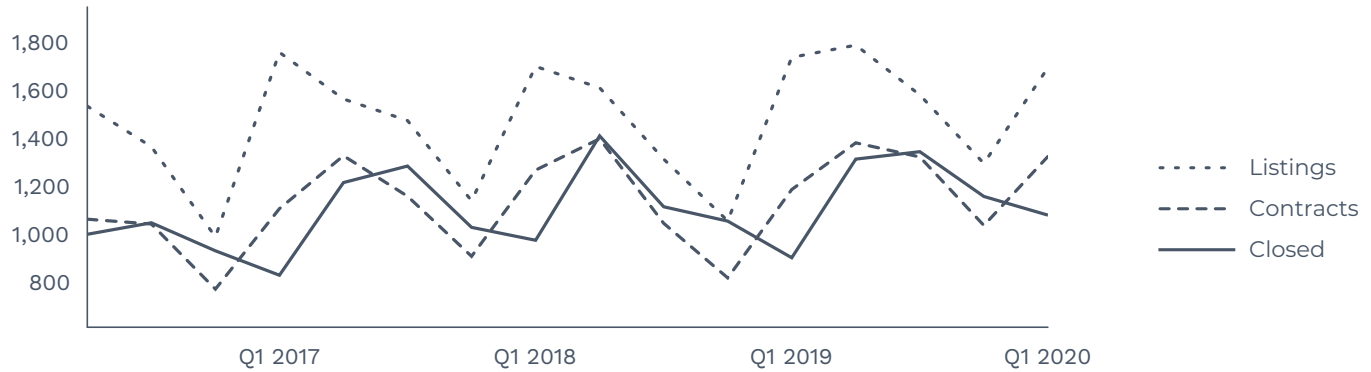
MEDIAN & AVERAGE SALES PRICE



The median sales price was \$257,000 in Q1 2020, up 5% from Q1 2019. The average sales price was \$309,228 in Q1 2020, up 7% from Q1 2019.

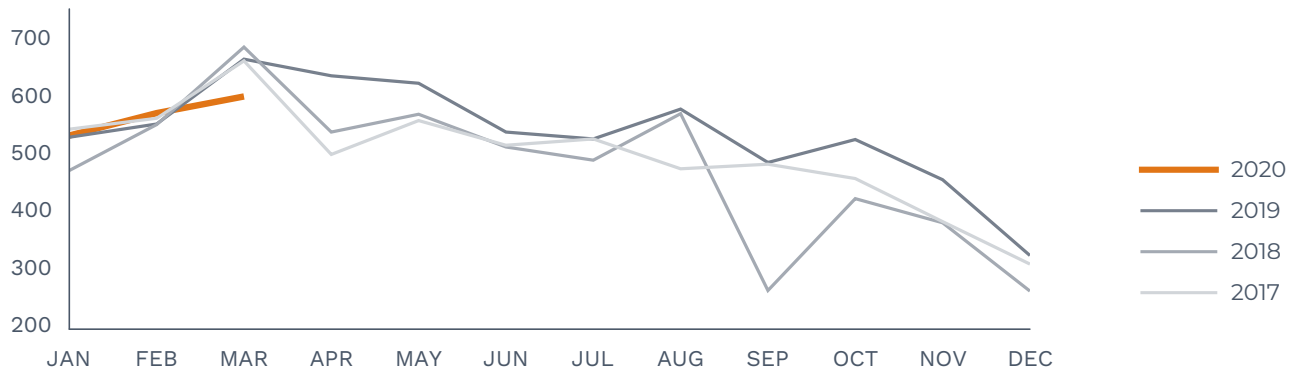
Market Trends | Brunswick County

QUARTERLY LISTINGS, CONTRACTS AND CLOSINGS



Q1 2020 saw 1,694 listings (-2% year-over-year), 1,323 signed contracts (+12%), and 1,078 closings (+20%).

NEW LISTING HISTORY



There have been a total of 1,694 new listings in 2020, year-to-date, down 2% over the same timeframe last year.

Performance by Property Type | Brunswick County

		Q1 2019	Q1 2020	Change
SINGLE FAMILY	Total Sales	742	876	+18%
	List Price (Avg)	\$369,279	\$396,083	+7%
	Sales Price (Avg)	\$304,753	\$332,264	+9%
	Sales Price (Median)	\$250,000	\$273,000	+9%
	Price Per Sq Ft	\$160	\$173	+8%
	Days on Market	107	91	-15%
	% Sold Price to Avg List Price	97%	98%	+1%
ATTACHED	Total Sales	60	76	+27%
	List Price (Avg)	\$239,605	\$258,899	+8%
	Sales Price (Avg)	\$246,610	\$235,192	-5%
	Sales Price (Median)	\$222,500	\$219,000	-2%
	Price Per Sq Ft	\$139	\$135	-3%
	Days on Market	63	86	+37%
	% Sold Price to Avg List Price	100%	98%	-2%
CONDO	Total Sales	98	126	+29%
	List Price (Avg)	\$212,113	\$233,175	+10%
	Sales Price (Avg)	\$200,670	\$193,735	-3%
	Sales Price (Median)	\$174,200	\$172,500	-1%
	Price Per Sq Ft	\$176	\$171	-3%
	Days on Market	92	63	-32%
	% Sold Price to Avg List Price	97%	96%	-1%



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