

MSA MARKET ANALYSIS • wilmington, nc



\$379,000

MEDIAN SALES PRICE

The median sales price in the first half of 2022 was \$379,000 compared to \$310,000 in the first half of 2021.



6,399

TOTAL SALES

There were 6,399 total sales in the first half of 2022 compared to 7,746 in the first half of 2021.

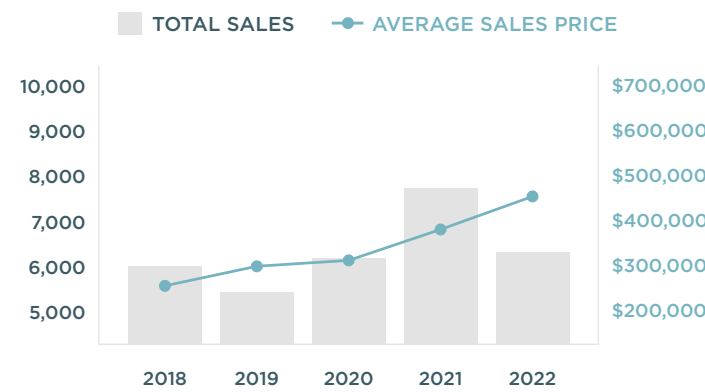


3,697

NEW LISTINGS

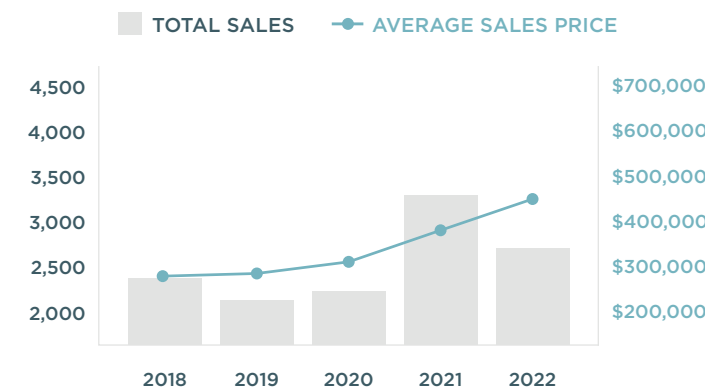
At the end of the first half of 2022 there were 3,697 new listings compared to 7,331 in the first half of 2021.

	2021	%	2022	TREND
Total Sales	7,746	-17.4	6,399	▼
Price per Sq. Ft.	\$208	23.6	\$257	▲
Days on Market	42	-30.9	29	▼
Avg. Sales Price	\$386,297	20.9	\$466,911	▲
Total Volume	\$2,992,255,250	-0.2	\$2,987,765,985	▼



BRUNSWICK COUNTY

	2021	%	2022	TREND
Total Sales	3,378	-19.1	2,734	▼
Price per Sq. Ft.	\$202	25.2	\$253	▲
Days on Market	48	-25.0	36	▼
Avg. Sales Price	\$379,827	22.1	\$463,667	▲
Total Volume	\$1,283,054,804	-1.2	\$1,267,666,471	▼



WILMINGTON

	2021	2022	TREND
Total Sales	2,846	2,308	▼
Price per Sq. Ft.	\$187	\$227	▲
Days on Market	32	20	▼
Avg. Sales Price	\$355,228	\$425,062	▲
Total Volume	\$1,010,979,007	\$981,042,913	▼

CAROLINA BEACH/KURE BEACH

	2021	2022	TREND
Total Sales	367	344	▼
Price per Sq. Ft.	\$347	\$432	▲
Days on Market	37	29	▼
Avg. Sales Price	\$496,373	\$592,353	▲
Total Volume	\$182,169,024	\$203,769,314	▲

HAMPSTEAD

	2021	2022	TREND
Total Sales	439	424	▼
Price per Sq. Ft.	\$164	\$200	▲
Days on Market	48	33	▼
Avg. Sales Price	\$397,077	\$460,593	▲
Total Volume	\$174,316,717	\$195,291,254	▲

TOPSAIL BEACH/SURF CITY

	2021	2022	TREND
Total Sales	214	174	▼
Price per Sq. Ft.	\$318	\$417	▲
Days on Market	51	30	▼
Avg. Sales Price	\$529,115	\$713,340	▲
Total Volume	\$113,230,653	\$124,121,177	▲

LELAND

	2021	2022	TREND
Total Sales	769	633	▼
Price per Sq. Ft.	\$158	\$193	▲
Days on Market	51	33	▼
Avg. Sales Price	\$309,190	\$382,545	▲
Total Volume	\$237,767,373	\$242,150,813	▲

WRIGHTSVILLE BEACH

	2021	2022	TREND
Total Sales	100	66	▼
Price per Sq. Ft.	\$696	\$891	▲
Days on Market	51	35	▼
Avg. Sales Price	\$1,153,789	\$1,412,988	▲
Total Volume	\$115,378,850	\$93,257,210	▼

MARKET PERFORMANCE AT A GLANCE

WILMINGTON, NC

The southeastern North Carolina housing market continues to break records in the first half of 2022.

Historically low inventory—coupled with robust population growth—has resulted in continued increases in sales price compared to the first half of 2021. Many listed homes are receiving multiple offers, especially ones under \$500k, and going under contract well over asking price within the first few days on the market. While the new construction sales prices have increased, they have sold less compared to this time last year. They still have not reached the point of keeping up with demand. The largest increase in sales price is in the luxury home market, specifically for waterfront homes on the area's beaches.

If you are interested in receiving more detailed data and help buying or selling in the Wilmington area, please do not hesitate to reach out to our office. We would love to work with you.

NEW HANOVER COUNTY

\$465,735 **2,821** **1,672**
 AVG. SALES PRICE TOTAL SALES NEW LISTINGS

BRUNSWICK COUNTY

\$463,667 **2,734** **1,565**
 AVG. SALES PRICE TOTAL SALES NEW LISTINGS

PENDER COUNTY

\$481,760 **841** **460**
 AVG. SALES PRICE TOTAL SALES NEW LISTINGS

*The Wilmington MSA includes New Hanover and Pender counties. Data as of 7/5/22.

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