



2019 WILMINGTON

ANNUAL REPORT



We're here to answer the question

HOW'S THE MARKET?

Happy New Year!

2019 was fantastic, thanks to wonderful clients like you. We know that buying or selling a home is an incredibly emotional process, so thank you for trusting us to be there with you every step of the way.

As we look forward to the new year, let's also look back on 2019 to explore the real estate market's performance. At Nest, we make it a priority to stay informed on market trends so we can pass along the most up-to-date information to you. So whether you're considering selling your existing home, purchasing a new home, or you simply enjoy keeping tabs on the real estate market in general, it's our pleasure to present you with the 2019 Nest Realty Annual Report.

Have questions about the report, or a friend who's interested in buying or selling? We'd love to hear from you! Thank you once again for trusting us with your real estate needs.

We wish you a happy new year, from our nest to yours!

NEST REALTY WILMINGTON



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WILMINGTON MARKET

2019 seems to have come and gone in the blink of an eye, and poof, we're through January already! While everyone is busy trying to follow through on their resolutions and getting their year set up, at Nest, we're busy answering one huge question: "How's the market?" As real estate Brokers we hear this question quite often, and while it seems it would be simple to answer, it's actually pretty complex. Providing our clients with the best insight to make confident and informed decisions is one of the most important parts of our jobs. In order to do this we analyze vast amounts of market data and deliver it in a relatable fashion.

We are excited to release our 2019 Wilmington Annual Report! This document provides a comprehensive look into how our local market

performed not only last year, but in years past as well. Whether you're considering selling your current home, buying a home, or you're just interested in learning more about our local real estate market—we hope this report provides the data and insight that will serve you as a valuable tool.

The Wilmington area real estate market turned in another solid performance in 2019—median sales price increased and days on the market decreased, plus unicorns invaded our central business district. It's still a very robust sellers' market in most price points, and our luxury market of \$1 million plus has hit a new all-time record number of sales. With no signs of letting up, we expect this trend to continue until inventory catches up.

Nest Realty Wilmington

YEAR IN REVIEW



900

COUNTY FAIR ATTENDEES

This year's Nest County Fair entertained nearly 1,000 clients of our Nest agents.



100

BAGS OF FOOD DONATED

We collected in four short hours tons of food thanks to our amazing and generous clients.



2

NEW NEST OFFICES

We opened not one, but two new offices, plus Surfers Nest Airbnb.



4,100

SOCIAL MEDIA FOLLOWERS

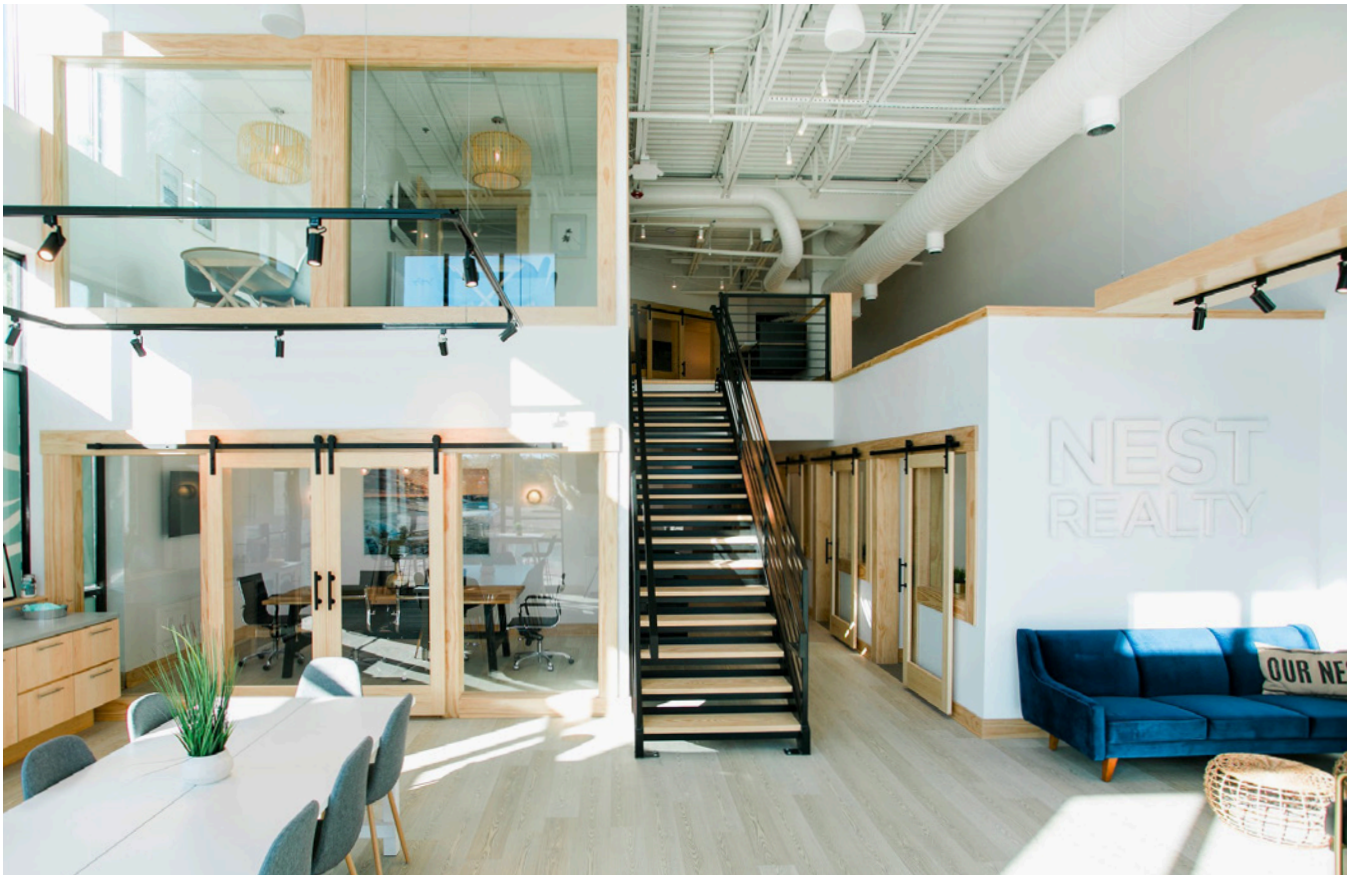
We have 4,100 and growing followers on social media. We may just feature your future home!



100

STEPS

It takes 100 steps to reach one of our favorite local coffee shops, Drift. Breakfast, lunch, dinner, you will spot a Nester.



WELCOME TO

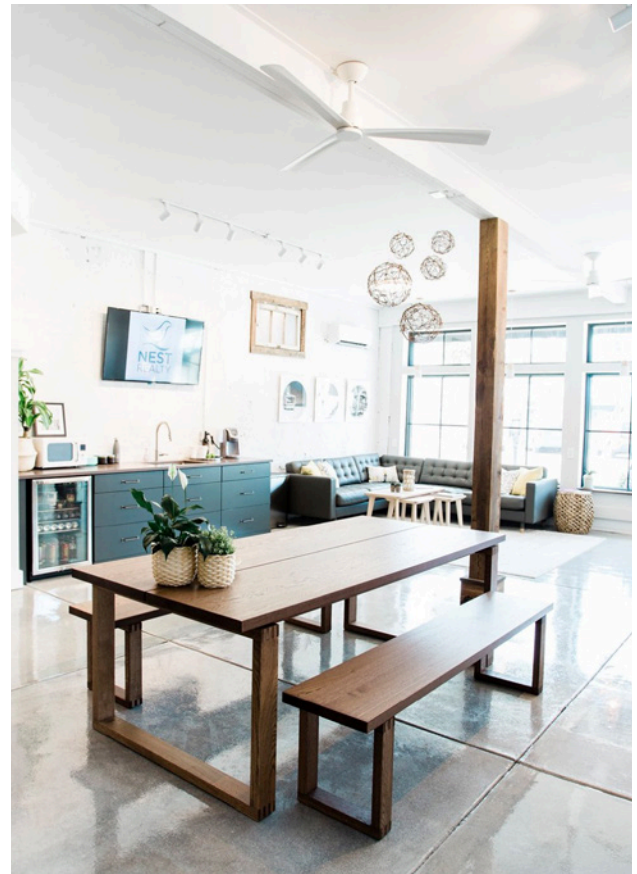
OUR NEW



CONTRACTOR **TIMELESS PROPERTIES CONSTRUCTION CO.**
 SPACE PLANNING **CRAFTSPACE DESIGN**
 INTERIOR DESIGN **JULIA JACOBSON DESIGN**
 PHOTO CREDIT **MATT RAY PHOTOGRAPHY**

MAYFAIRE TOWN CENTER ▼

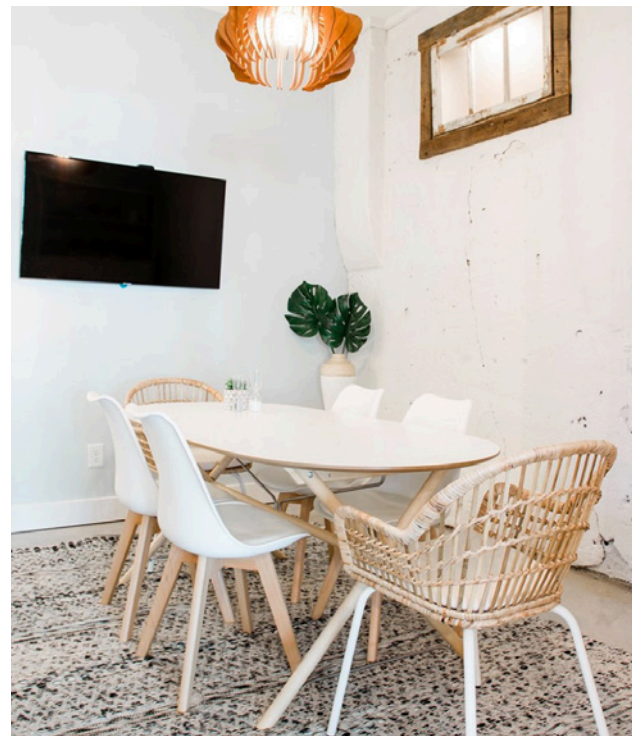
In November, we proudly landed in our new office in Mayfaire Town Center. We dubbed the design “surfer sleek.” We envisioned a space that would communicate the creative attributes and energy of our agents and their clients. We also wanted to step away from the traditional real estate offices in our market. The overall design goal was to create a variety of private offices and open-air meeting spaces that still felt connected, including an outdoor patio that would serve as a unique place to get work done, while also serving as a place to hold our own company events and cocktail hours. Our brand and ethos at Nest is delivering an exceptional concierge experience with high-performance streamlined efficiencies, and this space is the perfect visual representation of this.



NESTS

CAROLINA BEACH ▼

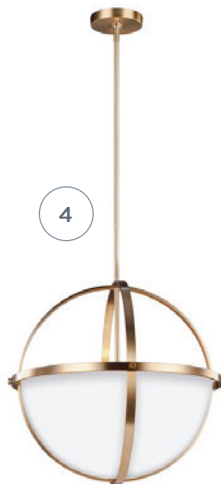
In May, we opened a new office in the heart of Carolina Beach. The building was originally a grocery store from the 1930s and was built like a fortress. This past winter, we did a complete overhaul of the building, including modernizing all major systems, created a back patio space, did site work to allow six designated parking spots for agents and guests, and renovated the interior from top to bottom. Everything is new except the exterior walls, but we left the original (circa 1935) hardwoods. Our open-air office is located on the first floor, and we created the “Surfers NEST” on the second floor, a four bedroom Airbnb vacation rental. Overall, we are so proud to be a part of this great community, and we look forward to furthering our roots here!



CONTRACTOR **PBC DESIGN + BUILD**
 SPACE PLANNING **CRAFTSPACE DESIGN**
 INTERIOR DESIGN **JULIA JACOBSON DESIGN**
 PHOTO CREDIT **MATT RAY PHOTOGRAPHY**



SHOP THE LOOK



1. HACKLEY ACCENT CHAIR, \$250,
ashleyfurniture.com

2. POSSINI EURO GABLE 40"
10-LIGHT CHANDELIER, \$550,
lampsplus.com

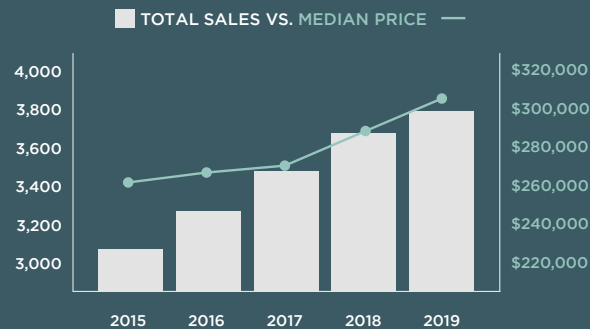
3. SARABI 1-LIGHT WALL SCONCE, \$92
allmodern.com

4. RAINE 3-LIGHT SHADED GLOBE
CHANDELIER, \$223,
allmodern.com

5. RIO SOFA IN ROYAL BLUE, \$980,
allmodern.com

HOW TO READ YOUR REPORT

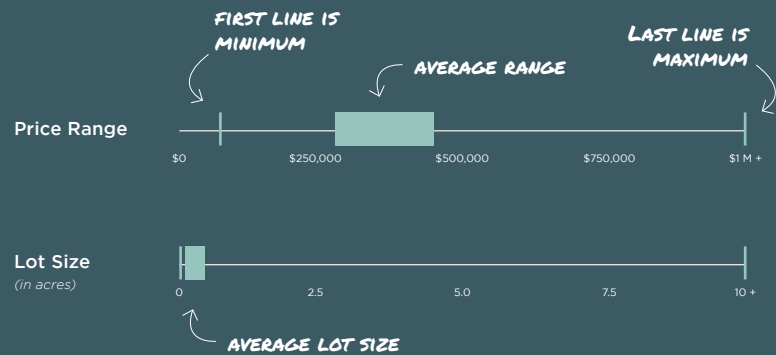
We designed our graphs to give you a quick understanding of how the total number of sales has grown year over year, along with the median price. This knowledge can help support your decision to buy or sell.



The graph table is a quick look at how the area has changed year after year. You can always check the side “trend” column to get a quick glance at how the market is doing. Just remember, a down arrow isn’t always scary. Sometimes you want the arrow to point down for days on market. This means that listed homes are selling quicker than in previous years.

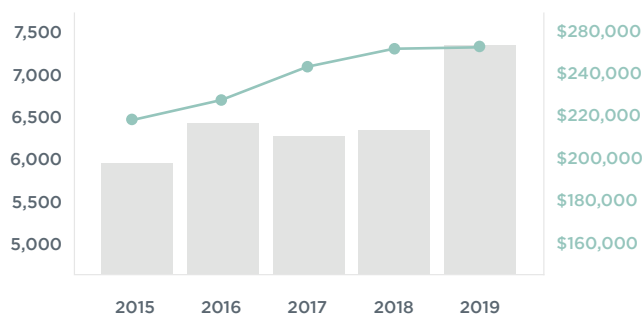
MSA	2017	%	2018	%	2019	TREND
Total Sales	3,514	5.41	3,704	4.45	3,869	▲
Median Price	\$275,000	7.27	\$295,000	4.07	\$307,000	▲
Price per Sq. Ft.	\$149	8.05	\$161	1.24	\$163	▲
Days on Market	77	-12.99	67	-11.94	59	▼
Avg. List Price	\$351,523	8.04	\$379,791	0.93	\$383,329	FLAT

Our candlestick graphs help explain the Nest areas more clearly. The top graph below shows the lowest and highest prices paid for a house within an entire Nest area last year, along with a block that shows you the price range in which the majority of the homes were sold. A similar graph, at the bottom of the page, defines the range of lot sizes available, along with a block that shows the range in which most lot sizes fell this year.





TOTAL SALES VS. MEDIAN PRICE



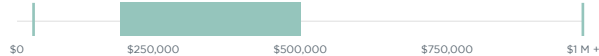
	2017	%	2018	%	2019	TREND
Total Sales	6,077	0.05	6,080	20.26	7,312	▲
Median Price	\$251,000	0.60	\$252,500	6.93	\$270,000	▲
Price per Sq. Ft.	\$154	29.22	\$199	-14.07	\$171	▲
Days on Market	84	-23.81	64	-10.94	57	▼
Avg. List Price	\$359,587	-1.85	\$352,943	8.21	\$381,923	▲
Avg. Sales Price	\$310,292	-0.78	\$307,883	8.32	\$333,491	▲
Total Volume	\$1,885,644,484	-0.73	\$1,871,928,640	30.27	\$2,438,486,192	▲

NEW HANOVER COUNTY



	2018	%	2019	TREND
Total Sales	5,025	18.31	5,945	▲
Median Price	\$247,500	7.07	\$265,000	▲
Price per Sq. Ft.	\$210	-16.67	\$175	▼
Days on Market	59	-8.47	54	▼
Avg. List Price	\$358,926	8.04	\$387,782	▲
Avg. Sales Price	\$309,736	8.93	\$337,385	▲
Total Volume	\$1,556,423,400	28.87	\$2,005,753,825	▲

Price Range

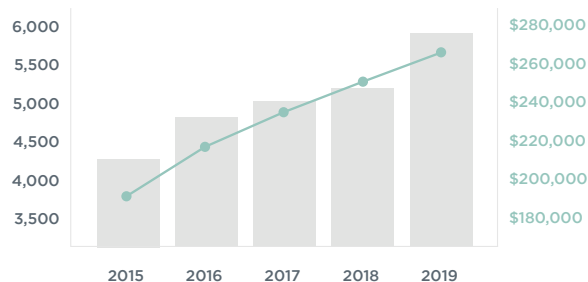


Lot Size

(in acres)



TOTAL SALES VS. MEDIAN PRICE



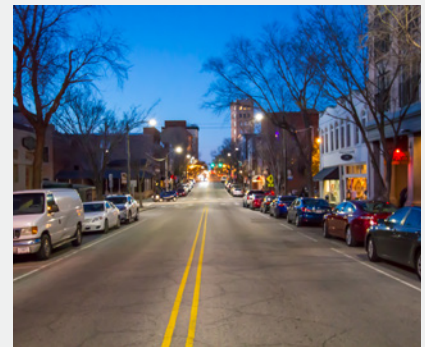
NEW HANOVER AREA SPOTLIGHT

1991
AVERAGE
YEAR HOUSES
BUILT

20.71
% OF HOMES
LESS THAN 5
YEARS OLD

2,005
AVERAGE
DETACHED
SQ. FT.

1,355
AVERAGE
ATTACHED
SQ. FT.



SOUTH FRONT DISTRICT

This is a big up and coming part of town. It's been the home of the popular Satellite bar, BlockTaco, and Benny's Big Time pizzeria. Second Glass and now the ever so popular, New Anthem brewery have moved into this part of town, along with YogaSalt and Native, the first Himalayan salt cave in Coastal N.C.



AIRLIE ROAD

Home to Airlie Gardens and local restaurants on the Intracoastal, Airlie is in close proximity to Wrightsville Beach, great for anyone looking to enjoy the water. The majestic oak trees make Airlie Road a memorable area you will fall in love with.

PENDER AREA SPOTLIGHT

2002
AVERAGE
YEAR HOUSES
BUILT

12.19
% OF HOMES
LESS THAN 5
YEARS OLD

2,172
AVERAGE
DETACHED
SQ. FT.

1,457
AVERAGE
ATTACHED
SQ. FT.



SCOTTS HILL

Scotts Hill is a community that straddles the Pender/New Hanover County line. People are flocking there for a country feel with water access just minutes from Porter's Neck.



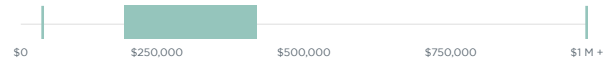
TOPSAIL ISLAND

A 26 mile long barrier island consists of three charming seaside towns: Topsail Beach, Surf City, and North Topsail Beach. Each community has its own unique character offering full-time residences within commuting distance of Wilmington or Jacksonville and family getaways for fun and investment.



	2018	%	2019	TREND
Total Sales	1,055	29.57	1,367	▲
Median Price	\$275,000	3.64	\$285,000	▲
Price per Sq. Ft.	\$147	4.08	\$153	▲
Days on Market	84	-13.10	73	▼
Avg. List Price	\$326,864	9.72	\$358,644	▲
Avg. Sales Price	\$299,059	5.85	\$316,554	▲
Total Volume	\$315,507,245	37.15	\$432,729,318	▲

Price Range

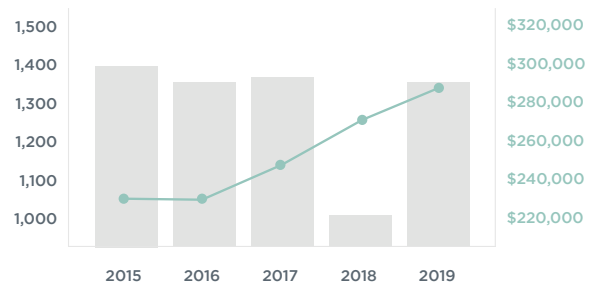


Lot Size

(in acres)



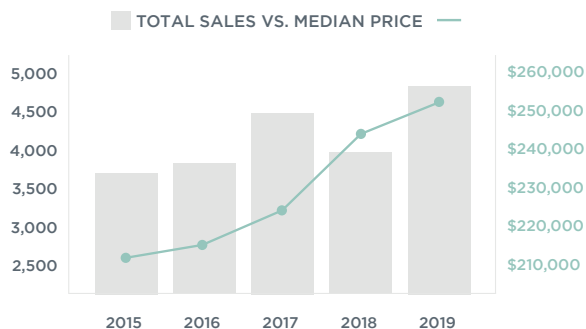
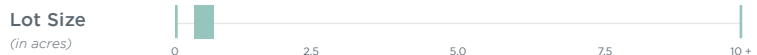
TOTAL SALES VS. MEDIAN PRICE



BRUNSWICK COUNTY



	2018	%	2019	TREND
Total Sales	3,981	19.94	4,775	▲
Median Price	\$245,000	2.86	\$252,000	▲
Price per Sq. Ft.	\$159	4.40	\$166	▲
Days on Market	89	-3.37	86	▼
Avg. List Price	\$332,457	4.90	\$348,761	▲
Avg. Sales Price	\$291,399	4.13	\$303,422	▲
Total Volume	\$1,160,059,419	24.89	\$1,448,840,050	▲



BRUNSWICK AREA SPOTLIGHT

2002
AVERAGE
YEAR HOUSES
BUILT

8.83
% OF HOMES
LESS THAN 5
YEARS OLD

1,947
AVERAGE
DETACHED
SQ. FT.

1,675
AVERAGE
ATTACHED
SQ. FT.



LELAND

Leland is booming with new restaurants and retail. A popular one, Chick-fil-A, has finally landed! And the new wine shop, Bridgewater Wine, is a hit with a selection of great wines from around the world in all price points.



SOUTHPORT

This charming waterfront community is a perfect combination of natural beauty and historic charm. Many popular movies and TV shows have been filmed here. It's also a great place for amazing restaurants and quaint shops.



AIRLIE & SUMMER REST ROAD

1990
AVERAGE
YEAR HOUSES
BUILT

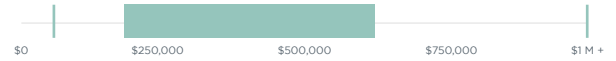
0.00
% OF HOMES
LESS THAN 5
YEARS OLD

3,105
AVERAGE
DETACHED
SQ. FT.

1,582
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	40	-12.50%	35	▼
Median Price	\$307,000	-2.61%	\$299,000	▼
Price per Sq. Ft.	\$266	-1.88%	\$261	▼
Days on Market	82	-28.05%	59	▼
Avg. List Price	\$670,563	-27.03%	\$489,343	▼
Avg. Sales Price	\$655,844	-30.85%	\$453,519	▼
Total Volume	\$26,233,760	-39.49%	\$15,873,165	▼

Price Range

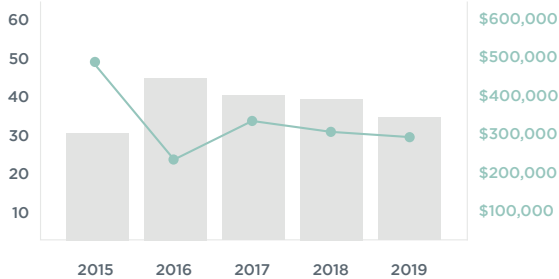


Lot Size

(in acres)



TOTAL SALES VS. MEDIAN PRICE



BAYSHORE/MARSH OAKS

2003
AVERAGE
YEAR HOUSES
BUILT

35.96
% OF HOMES
LESS THAN 5
YEARS OLD

2,478
AVERAGE
DETACHED
SQ. FT.

1,419
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	93	-17.20	77	▼
Median Price	\$334,314	4.96	\$350,900	▲
Price per Sq. Ft.	\$139	5.04	\$146	▲
Days on Market	64	-14.06	55	▼
Avg. List Price	\$340,258	12.30	\$382,106	▲
Avg. Sales Price	\$326,121	9.79	\$358,056	▲
Total Volume	\$30,329,253	-9.10	\$27,570,312	▼

Price Range

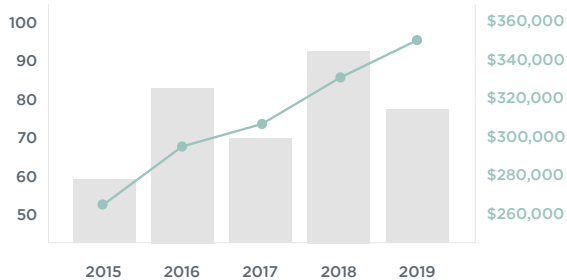


Lot Size

(in acres)



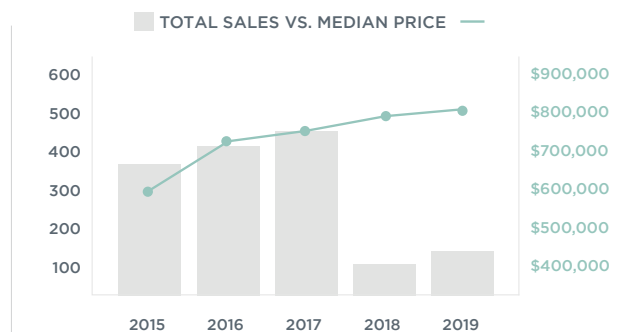
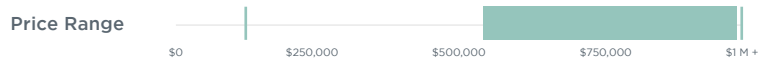
TOTAL SALES VS. MEDIAN PRICE



WRIGHTSVILLE BEACH

1975 AVERAGE YEAR HOUSES BUILT	2.33 % OF HOMES LESS THAN 5 YEARS OLD	2,682 AVERAGE DETACHED SQ. FT.	1,556 AVERAGE ATTACHED SQ. FT.
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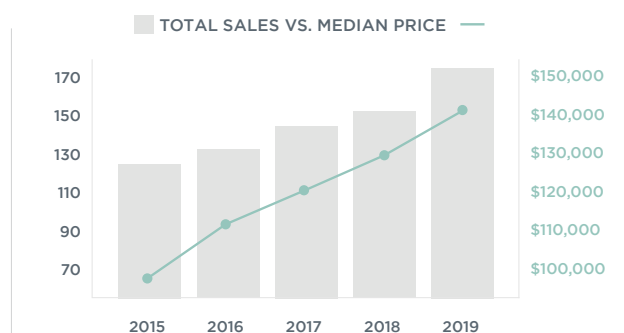
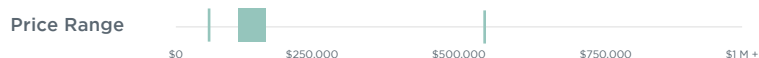
	2018	%	2019	TREND
Total Sales	112	29.46	145	▲
Median Price	\$790,000	1.27	\$800,000	▲
Price per Sq. Ft.	\$519	10.02	\$571	▲
Days on Market	175	-53.14	82	▼
Avg. List Price	\$1,133,732	5.76	\$1,199,005	▲
Avg. Sales Price	\$981,562	2.77	\$1,008,786	▲
Total Volume	\$109,934,944	33.06	\$146,273,970	▲



CAROLINA PLACE/MARKET ST.

1955 AVERAGE YEAR HOUSES BUILT	1.68 % OF HOMES LESS THAN 5 YEARS OLD	1,566 AVERAGE DETACHED SQ. FT.	1,345 AVERAGE ATTACHED SQ. FT.
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	2018	%	2019	TREND
Total Sales	152	12.50	171	▲
Median Price	\$130,000	8.08	\$140,500	▲
Price per Sq. Ft.	\$894	-86.24	\$123	▼
Days on Market	63	-42.86	36	▼
Avg. List Price	\$180,970	1.81	\$184,237	▲
Avg. Sales Price	\$152,486	14.02	\$173,869	▲
Total Volume	\$23,177,872	28.28	\$29,731,599	▲





CASTLE HAYNE/ROCKY POINT

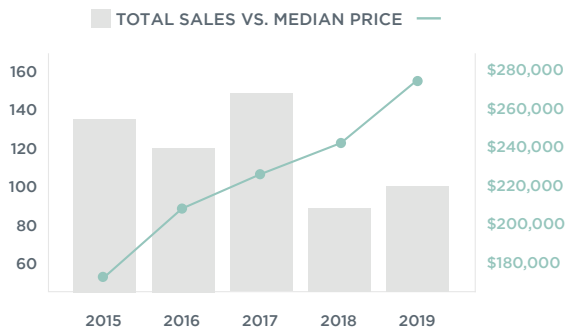
2002
AVERAGE
YEAR HOUSES
BUILT

39.82
% OF HOMES
LESS THAN 5
YEARS OLD

2,012
AVERAGE
DETACHED
SQ. FT.

1,309
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	86	16.28	100	▲
Median Price	\$243,300	13.95	\$277,231	▲
Price per Sq. Ft.	\$124	4.03	\$129	▲
Days on Market	88	4.55	92	▲
Avg. List Price	\$251,341	9.40	\$274,973	▲
Avg. Sales Price	\$235,092	7.48	\$252,684	▲
Total Volume	\$20,217,912	24.98	\$25,268,400	▲



DOWNTOWN WILMINGTON

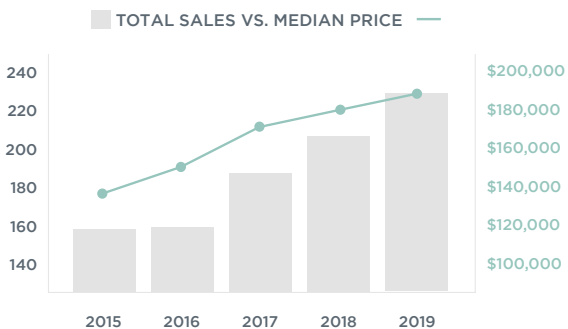
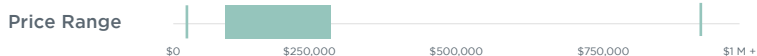
1939
AVERAGE
YEAR HOUSES
BUILT

5.07
% OF HOMES
LESS THAN 5
YEARS OLD

1,453
AVERAGE
DETACHED
SQ. FT.

1,786
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	202	16.83	236	▲
Median Price	\$182,000	5.77	\$192,500	▲
Price per Sq. Ft.	\$161	1.86	\$164	▲
Days on Market	75	-14.67	64	▼
Avg. List Price	\$251,917	10.77	\$279,058	▲
Avg. Sales Price	\$199,117	7.31	\$213,667	▲
Total Volume	\$40,221,634	25.37	\$50,425,412	▲



EASTWOOD RD./UNIVERSITY AREA

1981 AVERAGE YEAR HOUSES BUILT	8.33 % OF HOMES LESS THAN 5 YEARS OLD	2,098 AVERAGE DETACHED SQ. FT.	1,462 AVERAGE ATTACHED SQ. FT.
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	2018	%	2019	TREND
Total Sales	184	21.74	224	▲
Median Price	\$220,000	9.09	\$240,000	▲
Price per Sq. Ft.	\$141	12.77	\$159	▲
Days on Market	54	-7.41	50	▼
Avg. List Price	\$284,212	17.84	\$334,921	▲
Avg. Sales Price	\$271,439	8.94	\$295,703	▲
Total Volume	\$49,944,776	32.62	\$66,237,472	▲

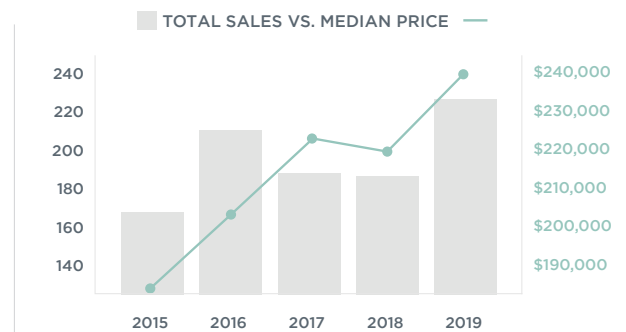
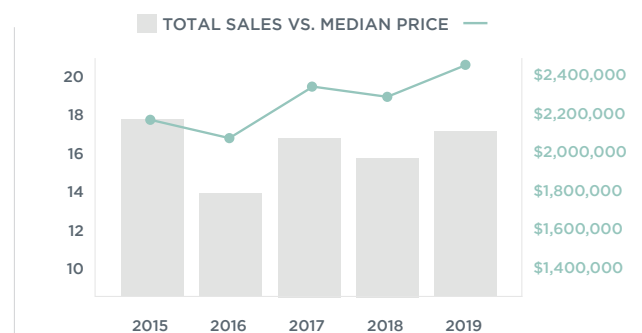
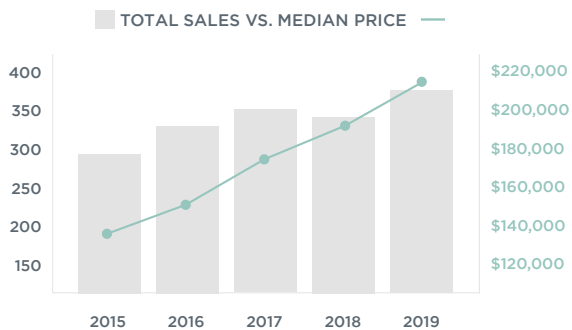


FIGURE 8 ISLAND

1991 AVERAGE YEAR HOUSES BUILT	1.82 % OF HOMES LESS THAN 5 YEARS OLD	4,038 AVERAGE DETACHED SQ. FT.	17 # OF HOME SALES
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	2018	%	2019	TREND
Total Sales	16	6.25	17	▲
Median Price	\$2,360,000	4.45	\$2,465,000	▲
Price per Sq. Ft.	\$690	3.04	\$711	▲
Days on Market	163	26.38	206	▲
Avg. List Price	\$3,012,659	5.73	\$3,185,432	▲
Avg. Sales Price	\$2,499,375	8.77	\$2,718,654	▲
Total Volume	\$39,990,000	15.57	\$46,217,118	▲





FOREST HILLS/MIDTOWN

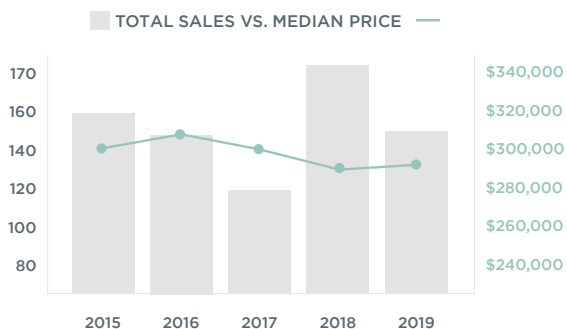
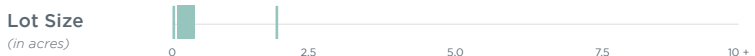
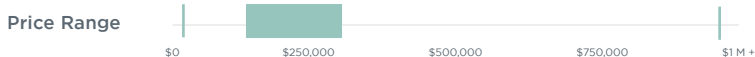
1954
AVERAGE
YEAR HOUSES
BUILT

1.75
% OF HOMES
LESS THAN 5
YEARS OLD

1,892
AVERAGE
DETACHED
SQ. FT.

1,258
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	348	9.48	381	▲
Median Price	\$194,900	11.60	\$217,500	▲
Price per Sq. Ft.	\$135	5.19	\$142	▲
Days on Market	55	-20.00	44	▼
Avg. List Price	\$256,383	5.23	\$269,781	▲
Avg. Sales Price	\$226,151	8.06	\$244,377	▲
Total Volume	\$78,700,548	18.31	\$93,107,637	▲



GREENVILLE LOOP

1992
AVERAGE
YEAR HOUSES
BUILT

19.21
% OF HOMES
LESS THAN 5
YEARS OLD

2,598
AVERAGE
DETACHED
SQ. FT.

1,765
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	175	-13.71	151	▼
Median Price	\$284,900	4.37	\$297,360	▲
Price per Sq. Ft.	\$158	6.33	\$168	▲
Days on Market	56	-3.57	54	▼
Avg. List Price	\$444,982	42.98	\$636,230	▲
Avg. Sales Price	\$364,001	15.85	\$421,702	▲
Total Volume	\$63,700,175	-0.04	\$63,677,002	▼



LANDFALL

2002
AVERAGE
YEAR HOUSES
BUILT

14.97
% OF HOMES
LESS THAN 5
YEARS OLD

3,708
AVERAGE
DETACHED
SQ. FT.

1,235
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	114	-0.88	113	▼
Median Price	\$605,000	8.26	\$655,000	▲
Price per Sq. Ft.	\$206	2.91	\$212	▲
Days on Market	121	0.83	122	FLAT
Avg. List Price	\$857,952	11.70	\$958,344	▲
Avg. Sales Price	\$721,755	9.32	\$789,026	▲
Total Volume	\$82,280,070	8.36	\$89,159,938	▼

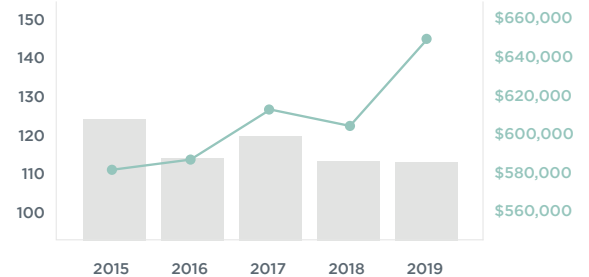
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE



MASONBORO

1993
AVERAGE
YEAR HOUSES
BUILT

13.46
% OF HOMES
LESS THAN 5
YEARS OLD

2,703
AVERAGE
DETACHED
SQ. FT.

2,014
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	79	41.77	112	▲
Median Price	\$371,111	21.26	\$450,000	▲
Price per Sq. Ft.	\$176	5.68	\$186	▲
Days on Market	65	10.77	72	▲
Avg. List Price	\$550,911	-6.12	\$517,221	▼
Avg. Sales Price	\$526,226	-7.52	\$486,664	▼
Total Volume	\$41,571,854	31.11	\$54,506,368	▲

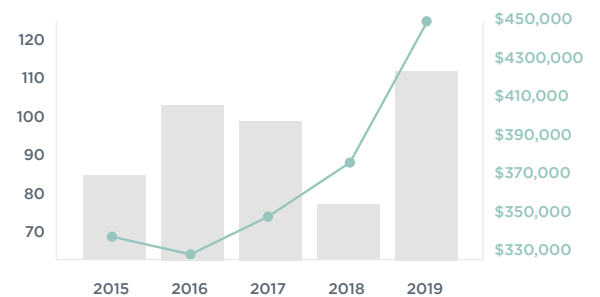
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE





MAYFAIRE

1983
AVERAGE
YEAR HOUSES
BUILT

2.51
% OF HOMES
LESS THAN 5
YEARS OLD

1,974
AVERAGE
DETACHED
SQ. FT.

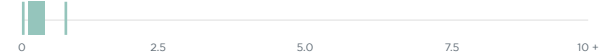
1,499
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	120	-0.83	119	FLAT
Median Price	\$275,000	5.45	\$290,000	▲
Price per Sq. Ft.	\$166	3.61	\$172	▲
Days on Market	58	-12.07	51	▼
Avg. List Price	\$341,982	-3.03	\$331,627	▼
Avg. Sales Price	\$303,591	9.29	\$331,800	▲
Total Volume	\$36,430,920	8.38	\$39,484,200	▲

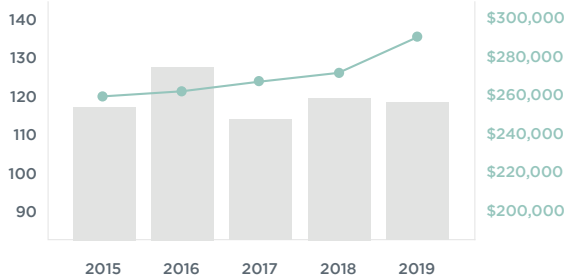
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE



MIDDLE SOUND LOOP

2001
AVERAGE
YEAR HOUSES
BUILT

33.79
% OF HOMES
LESS THAN 5
YEARS OLD

2,423
AVERAGE
DETACHED
SQ. FT.

1,290
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	159	25.79	200	▲
Median Price	\$341,000	8.14	\$368,771	▲
Price per Sq. Ft.	\$156	7.05	\$167	▲
Days on Market	70	-7.14	65	▼
Avg. List Price	\$409,617	9.42	\$448,203	▲
Avg. Sales Price	\$367,114	15.91	\$425,506	▲
Total Volume	\$58,371,126	45.79	\$85,101,200	▲

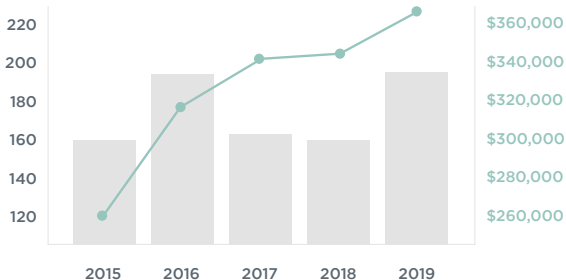
Price Range



Lot Size (in acres)



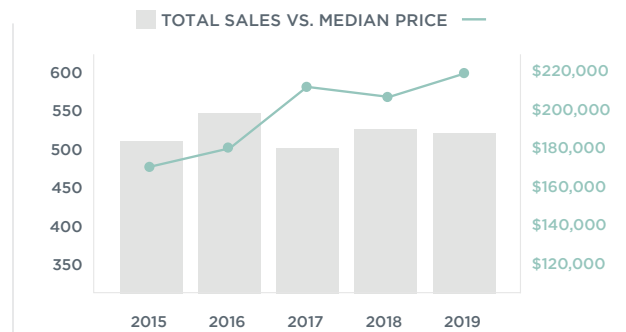
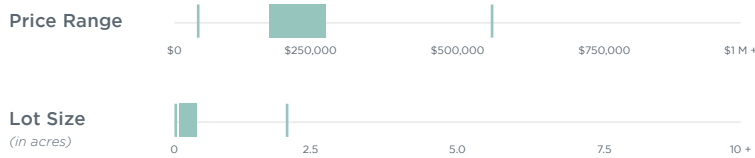
TOTAL SALES VS. MEDIAN PRICE



MONKEY JUNCTION/INDEPENDENCE AREA

1997 AVERAGE YEAR HOUSES BUILT	12.74 % OF HOMES LESS THAN 5 YEARS OLD	1,964 AVERAGE DETACHED SQ. FT.	1,425 AVERAGE ATTACHED SQ. FT.
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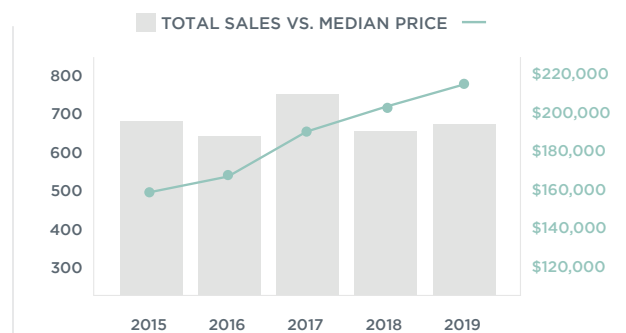
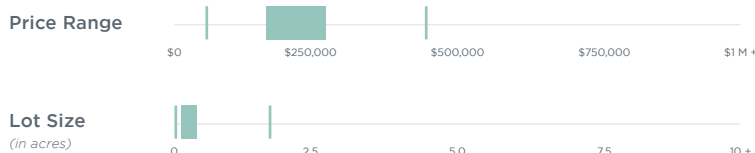
	2018	%	2019	TREND
Total Sales	538	-1.30	531	▼
Median Price	\$207,200	6.18	\$220,000	▲
Price per Sq. Ft.	\$129	4.65	\$135	▲
Days on Market	56	-26.79	41	▼
Avg. List Price	\$234,035	3.18	\$241,483	▲
Avg. Sales Price	\$222,519	4.76	\$233,100	▲
Total Volume	\$119,715,222	3.39	\$123,776,100	▲



MURRAYVILLE/OGDEN

2000 AVERAGE YEAR HOUSES BUILT	24.01 % OF HOMES LESS THAN 5 YEARS OLD	1,769 AVERAGE DETACHED SQ. FT.	1,598 AVERAGE ATTACHED SQ. FT.
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	2018	%	2019	TREND
Total Sales	673	1.93	686	▲
Median Price	\$206,500	6.49	\$219,900	▲
Price per Sq. Ft.	\$130	6.92	\$139	▲
Days on Market	47	-19.15	38	▼
Avg. List Price	\$220,692	5.86	\$233,614	▲
Avg. Sales Price	\$219,599	3.36	\$226,975	▲
Total Volume	\$147,790,127	5.36	\$155,704,850	▲





MYRTLE GROVE 📍

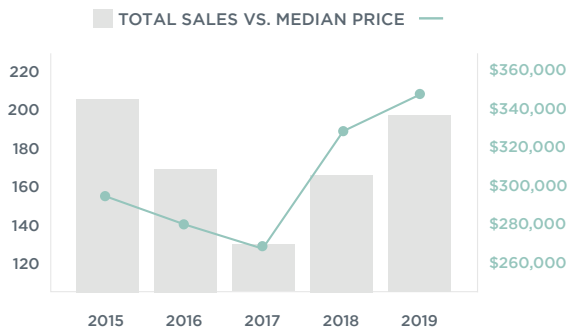
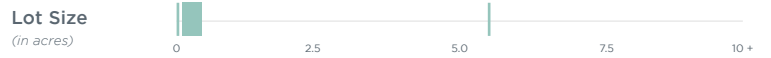
2005
AVERAGE
YEAR HOUSES
BUILT

36.18
% OF HOMES
LESS THAN 5
YEARS OLD

2,344
AVERAGE
DETACHED
SQ. FT.

1,593
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	166	19.28	198	▲
Median Price	\$332,000	5.39	\$349,900	▲
Price per Sq. Ft.	\$146	8.90	\$159	▲
Days on Market	81	12.35	91	▲
Avg. List Price	\$382,820	21.34	\$464,515	▲
Avg. Sales Price	\$345,721	10.51	\$382,065	▲
Total Volume	\$57,389,686	31.82	\$75,648,870	▲



PINE VALLEY 📍

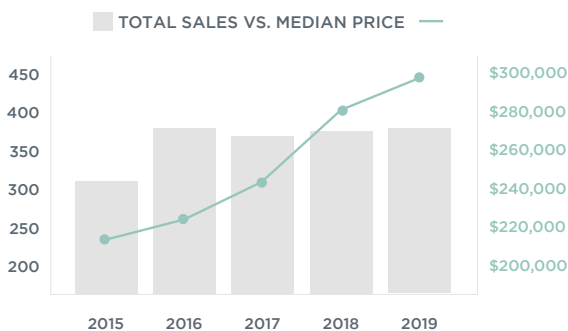
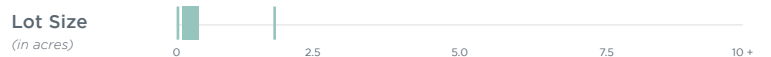
1991
AVERAGE
YEAR HOUSES
BUILT

15.11
% OF HOMES
LESS THAN 5
YEARS OLD

2,235
AVERAGE
DETACHED
SQ. FT.

2,040
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	372	0.27	373	FLAT
Median Price	\$285,000	4.64	\$298,230	▲
Price per Sq. Ft.	\$136	7.35	\$146	▲
Days on Market	46	-23.91	35	▼
Avg. List Price	\$316,480	1.14	\$320,101	▲
Avg. Sales Price	\$296,855	5.85	\$314,213	▲
Total Volume	\$110,430,060	6.13	\$117,201,449	▲



PORTER'S NECK

2003
AVERAGE
YEAR HOUSES
BUILT

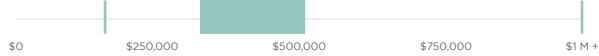
14.73
% OF HOMES
LESS THAN 5
YEARS OLD

2,738
AVERAGE
DETACHED
SQ. FT.

2,009
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	153	10.46	169	▲
Median Price	\$373,000	13.27	\$422,500	▲
Price per Sq. Ft.	\$155	3.87	\$161	▲
Days on Market	95	-35.79	61	▼
Avg. List Price	\$439,819	10.22	\$484,773	▲
Avg. Sales Price	\$412,069	11.35	\$458,819	▲
Total Volume	\$63,046,557	22.99	\$77,540,411	▲

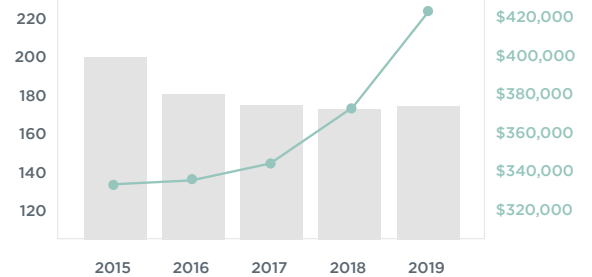
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE



RIVERLIGHTS

2018
AVERAGE
YEAR HOUSES
BUILT

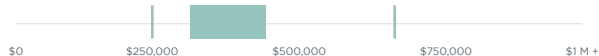
100
% OF HOMES
LESS THAN 5
YEARS OLD

2,178
AVERAGE
DETACHED
SQ. FT.

2,088
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	140	-9.29	127	▼
Median Price	\$369,000	5.66	\$389,888	▲
Price per Sq. Ft.	\$184	3.26	\$190	▲
Days on Market	41	75.61	72	▲
Avg. List Price	\$397,670	2.33	\$406,949	▲
Avg. Sales Price	\$390,945	2.95	\$402,491	▲
Total Volume	\$54,732,300	-6.61	\$51,116,357	▼

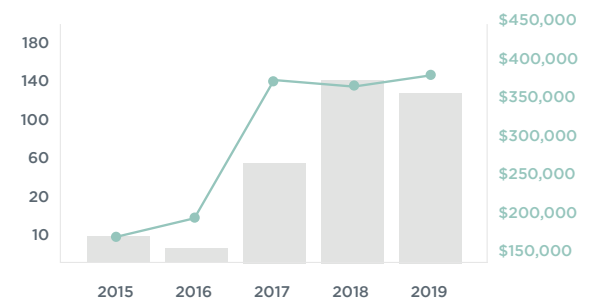
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE





RIVER ROAD

2006
AVERAGE
YEAR HOUSES
BUILT

37.31
% OF HOMES
LESS THAN 5
YEARS OLD

2,182
AVERAGE
DETACHED
SQ. FT.

1,586
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	422	-18.25	345	▼
Median Price	\$272,500	-5.32	\$258,000	▼
Price per Sq. Ft.	\$134	3.73	\$139	▲
Days on Market	61	-3.28	59	▼
Avg. List Price	\$290,913	6.46	\$309,701	▲
Avg. Sales Price	\$281,962	-0.98	\$279,198	FLAT
Total Volume	\$118,987,964	-19.05	\$96,323,310	▼

Price Range

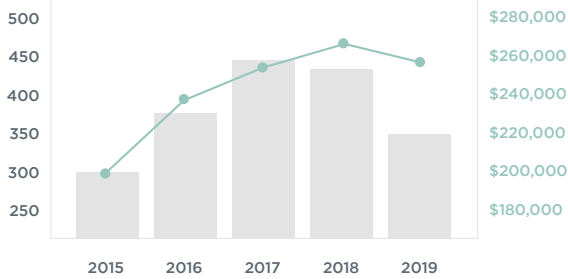


Lot Size

(in acres)



TOTAL SALES VS. MEDIAN PRICE



SUNSET PARK

1951
AVERAGE
YEAR HOUSES
BUILT

1.74
% OF HOMES
LESS THAN 5
YEARS OLD

1,247
AVERAGE
DETACHED
SQ. FT.

1,686
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	176	33.52	235	▲
Median Price	\$135,000	8.89	\$147,000	▲
Price per Sq. Ft.	\$115	12.17	\$129	▲
Days on Market	51	-35.29	33	▼
Avg. List Price	\$149,121	11.96	\$166,958	▲
Avg. Sales Price	\$140,206	11.10	\$155,774	▲
Total Volume	\$24,676,256	48.35	\$36,606,890	▲

Price Range

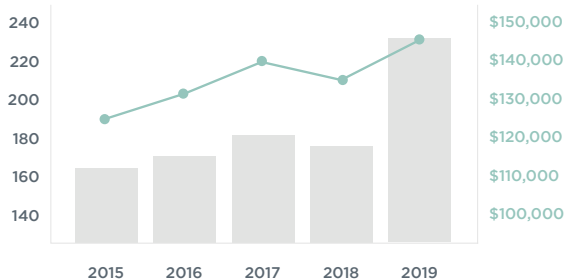


Lot Size

(in acres)



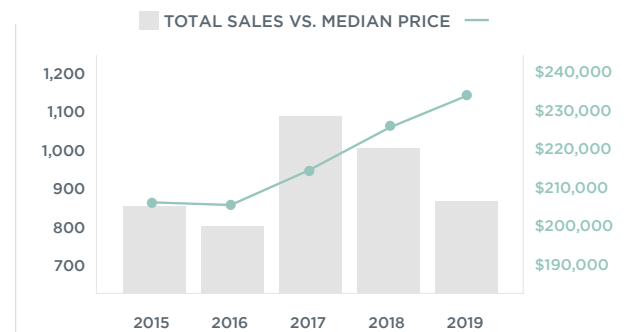
TOTAL SALES VS. MEDIAN PRICE



LELAND

2009 AVERAGE YEAR HOUSES BUILT	38.31 % OF HOMES LESS THAN 5 YEARS OLD	1,992 AVERAGE DETACHED SQ. FT.	1,680 AVERAGE ATTACHED SQ. FT.
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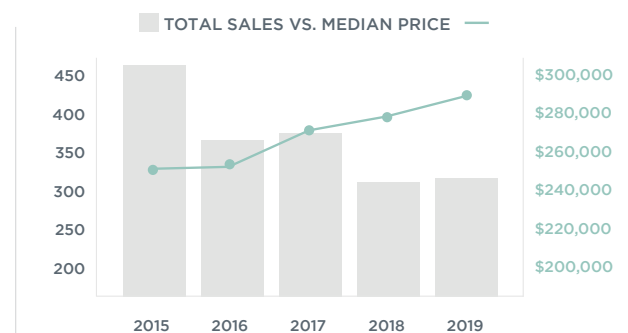
	2018	%	2019	TREND
Total Sales	1,007	-12.41	882	▼
Median Price	\$227,000	3.66	\$235,315	▲
Price per Sq. Ft.	\$130	6.15	\$138	▲
Days on Market	70	-15.71	59	▼
Avg. List Price	\$272,923	5.07	\$286,772	▲
Avg. Sales Price	\$256,136	3.03	\$263,885	▲
Total Volume	\$257,928,952	-9.76	\$232,746,570	▼



HAMPSTEAD

2005 AVERAGE YEAR HOUSES BUILT	30.35 % OF HOMES LESS THAN 5 YEARS OLD	2,412 AVERAGE DETACHED SQ. FT.	1,504 AVERAGE ATTACHED SQ. FT.
--	--	--	--

	2018	%	2019	TREND
Total Sales	310	1.94	316	▲
Median Price	\$280,000	4.29	\$292,000	▲
Price per Sq. Ft.	\$129	9.30	\$141	▲
Days on Market	85	-31.76	58	▼
Avg. List Price	\$326,908	5.39	\$344,536	▲
Avg. Sales Price	\$295,455	10.34	\$326,010	▲
Total Volume	\$91,591,050	12.48	\$103,019,160	▲





SCOTTS HILL

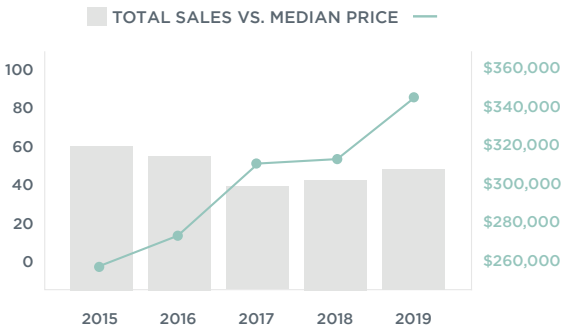
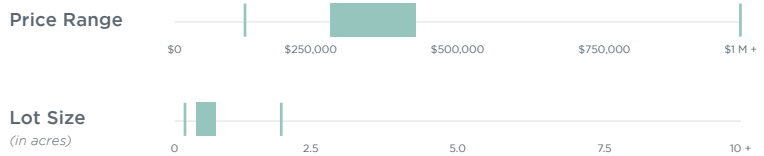
2001
AVERAGE
YEAR HOUSES
BUILT

23.02
% OF HOMES
LESS THAN 5
YEARS OLD

2,502
AVERAGE
DETACHED
SQ. FT.

54
OF
HOME SALES

	2018	%	2019	TREND
Total Sales	41	31.71	54	▲
Median Price	\$315,000	8.89	\$343,000	▲
Price per Sq. Ft.	\$149	6.04	\$158	▲
Days on Market	99	-37.37	62	▼
Avg. List Price	\$418,293	8.70	\$454,703	▲
Avg. Sales Price	\$390,923	5.16	\$411,086	▲
Total Volume	\$16,027,843	38.50	\$22,198,644	▲



TOPSAIL ISLAND

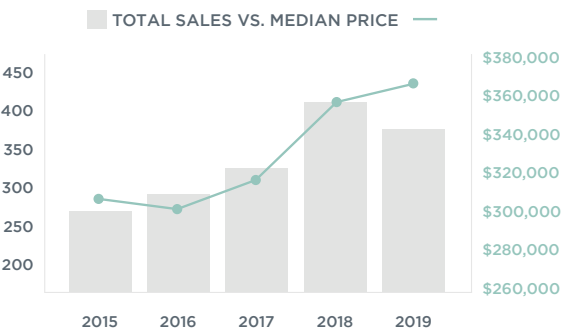
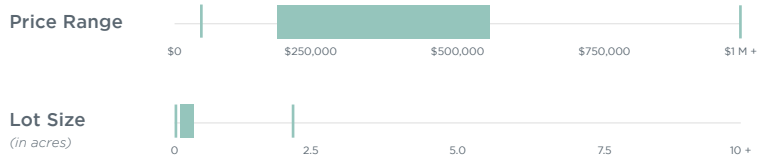
1995
AVERAGE
YEAR HOUSES
BUILT

12.11
% OF HOMES
LESS THAN 5
YEARS OLD

1,896
AVERAGE
DETACHED
SQ. FT.

1,603
AVERAGE
ATTACHED
SQ. FT.

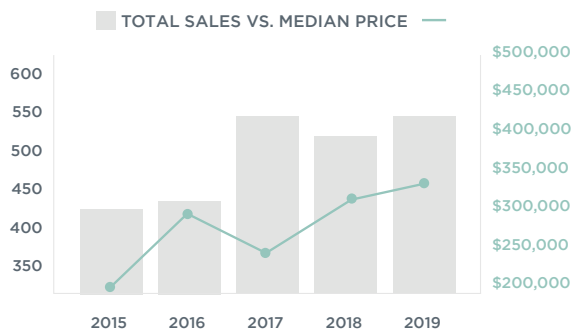
	2018	%	2019	TREND
Total Sales	446	-18.39	364	▼
Median Price	\$355,000	2.82	\$365,000	▲
Price per Sq. Ft.	\$233	10.73	\$258	▲
Days on Market	126	-27.78	91	▼
Avg. List Price	\$434,407	12.25	\$487,613	▲
Avg. Sales Price	\$373,155	12.26	\$418,913	▲
Total Volume	\$166,427,130	-8.38	\$152,484,332	▼



CAROLINA BEACH



	2018	%	2019	TREND
Total Sales	502	9.36	549	▲
Median Price	\$305,000	9.51	\$334,000	▲
Price per Sq. Ft.	\$242	7.02	\$259	▲
Days on Market	80	-17.50	66	▼
Avg. List Price	\$404,402	8.99	\$440,753	▲
Avg. Sales Price	\$343,565	12.06	\$384,983	▲
Total Volume	\$172,469,630	22.55	\$211,355,667	▲



CAROLINA BEACH AREA SPOTLIGHT

1991
AVERAGE
YEAR HOUSES
BUILT

14.80
% OF HOMES
LESS THAN 5
YEARS OLD

2,009
AVERAGE
DETACHED
SQ. FT.

1,869
AVERAGE
ATTACHED
SQ. FT.



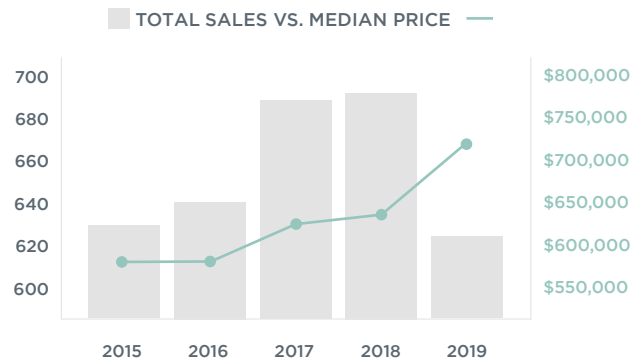
FORT FISHER STATE PARK

Fort Fisher State Park and Aquarium is the perfect spot for family fun or a place just to go have a solo zen moment. It's growing with more and more events, festivals, and overall cool outdoor activities!



BOARDWALK GATEWAY

Boardwalk Gateway is developing rapidly with high-end condos and popular restaurants like Fork n' Cork. The boardwalk that was extended is still home to the world famous Britts donuts.

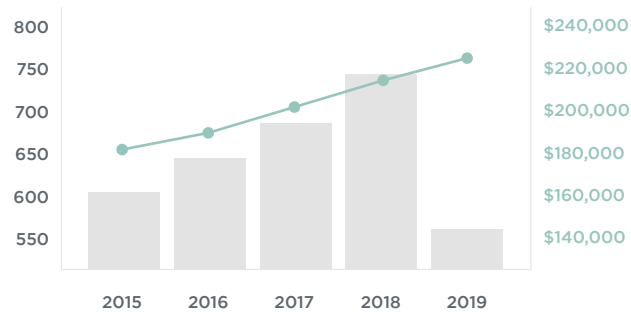


	2017	%	2018	%	2019	TREND
Total Sales	693	0.87	699	-10.87	623	▼
Median Price	\$635,000	0.77	\$639,900	12.21	\$718,000	▲
Price per Sq. Ft.	\$281	0.36	\$282	17.38	\$331	▲
Days on Market	125	-4.80	119	-15.97	100	▼
Avg. List Price	\$890,609	-5.93	\$837,794	9.97	\$921,327	▲
Avg. Sales Price	\$840,196	-2.89	\$815,907	10.36	\$900,458	▲
Total Volume	\$582,255,828	-2.05	\$570,318,993	-1.64	\$560,985,334	▼

CONDOS



■ TOTAL SALES VS. MEDIAN PRICE —

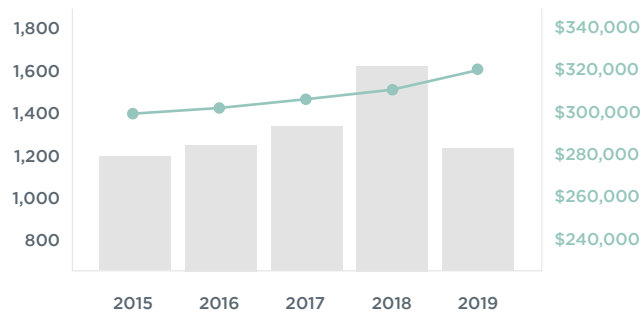


	2017	%	2018	%	2019	TREND
Total Sales	685	9.49	750	-22.13	584	▼
Median Price	\$205,000	6.29	\$217,900	1.38	\$220,900	▲
Price per Sq. Ft.	\$148	2.70	\$152	5.26	\$160	▲
Days on Market	76	-6.58	71	-26.76	52	▼
Avg. List Price	\$264,578	1.23	\$267,826	13.75	\$304,641	▲
Avg. Sales Price	\$241,723	3.03	\$249,042	5.89	\$263,704	▲
Total Volume	\$165,580,255	12.80	\$186,781,500	-17.55	\$154,003,136	▼

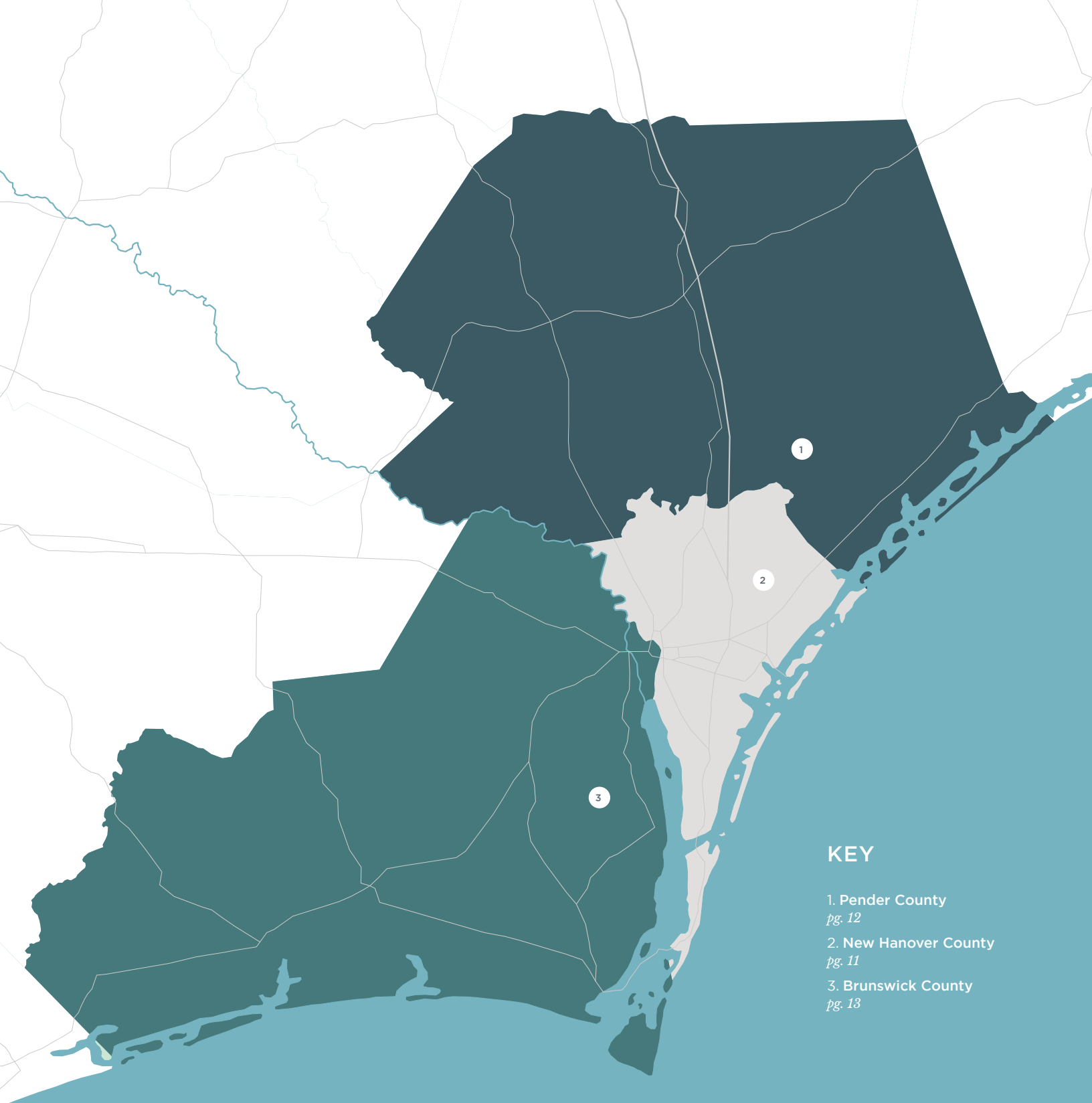
NEW CONSTRUCTION



■ TOTAL SALES VS. MEDIAN PRICE —



	2017	%	2018	%	2019	TREND
Total Sales	1,387	17.95	1,636	-25.43	1,220	▼
Median Price	\$310,900	1.32	\$315,000	1.86	\$320,850	▲
Price / S.F.	\$144	2.78	\$148	9.46	\$162	▲
Days On Market	96	5.21	101	-2.97	98	▼
Avg List Price	\$357,595	-0.66	\$355,219	7.34	\$381,295	▲
Avg Sale Price	\$341,781	-1.14	\$337,895	5.12	\$355,210	▲
Total Volume	\$474,050,247	16.61	\$552,796,220	-21.61	\$433,356,200	▼



KEY

- 1. Pender County
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- 2. New Hanover County
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- 3. Brunswick County
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Wilmington

AREA MAP



WILMINGTON

990 INSPIRATION DR
WILMINGTON, NC 28405

CAROLINA BEACH

112 CAPE FEAR BLVD.,
CAROLINA BEACH, NC 28428

NESTREALTY.COM/WILMINGTON 

