

# Local Market Update – June 2023

A Research Tool Provided by Cape Fear REALTORS®



## New Hanover County

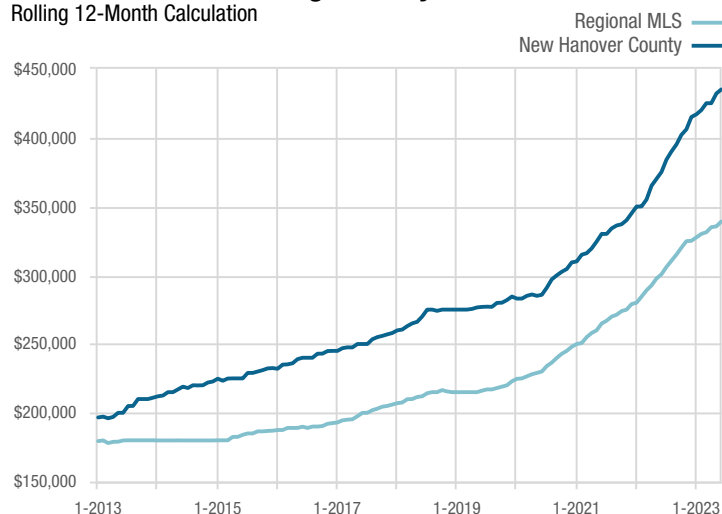
Single Family	June			Year to Date		
Key Metrics	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	436	345	- 20.9%	2,262	1,825	- 19.3%
Pending Sales	307	292	- 4.9%	2,042	1,659	- 18.8%
Closed Sales	348	312	- 10.3%	1,928	1,535	- 20.4%
Days on Market Until Sale	12	31	+ 158.3%	20	34	+ 70.0%
Median Sales Price*	\$419,500	\$450,000	+ 7.3%	\$402,000	\$445,000	+ 10.7%
Average Sales Price*	\$557,213	\$566,942	+ 1.7%	\$526,274	\$559,962	+ 6.4%
Percent of List Price Received*	102.2%	99.6%	- 2.5%	101.6%	99.3%	- 2.3%
Inventory of Homes for Sale	424	391	- 7.8%	—	—	—
Months Supply of Inventory	1.2	1.5	+ 25.0%	—	—	—

Townhouse/Condo	June			Year to Date		
Key Metrics	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	147	132	- 10.2%	794	607	- 23.6%
Pending Sales	91	97	+ 6.6%	680	536	- 21.2%
Closed Sales	141	83	- 41.1%	699	487	- 30.3%
Days on Market Until Sale	17	24	+ 41.2%	21	36	+ 71.4%
Median Sales Price*	\$400,000	\$362,990	- 9.3%	\$330,000	\$365,000	+ 10.6%
Average Sales Price*	\$478,728	\$442,960	- 7.5%	\$434,917	\$450,195	+ 3.5%
Percent of List Price Received*	101.0%	99.3%	- 1.7%	101.3%	98.7%	- 2.6%
Inventory of Homes for Sale	164	167	+ 1.8%	—	—	—
Months Supply of Inventory	1.4	1.9	+ 35.7%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

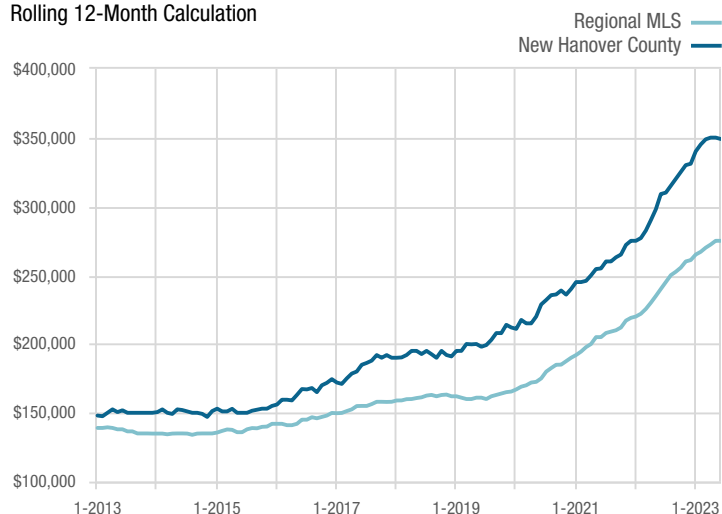
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.