

Local Market Update – November 2023

A Research Tool Provided by Cape Fear REALTORS®



New Hanover County

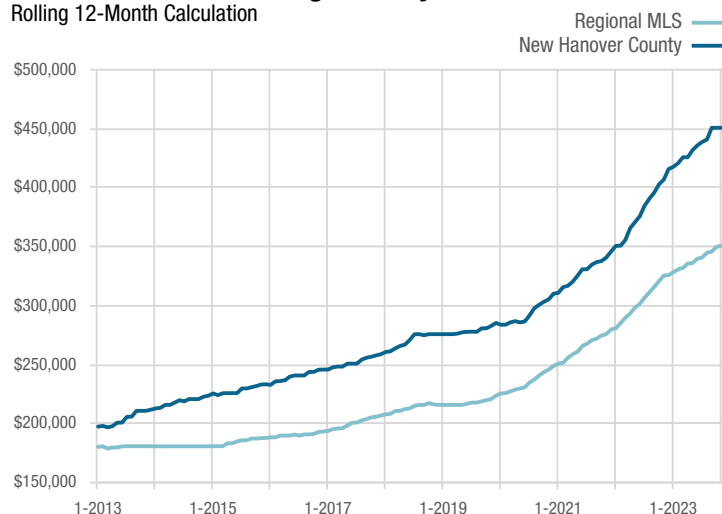
Single Family	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	254	250	- 1.6%	3,829	3,259	- 14.9%
Pending Sales	211	193	- 8.5%	3,315	2,749	- 17.1%
Closed Sales	268	204	- 23.9%	3,396	2,736	- 19.4%
Days on Market Until Sale	27	32	+ 18.5%	20	34	+ 70.0%
Median Sales Price*	\$442,428	\$440,000	- 0.5%	\$411,116	\$453,907	+ 10.4%
Average Sales Price*	\$556,136	\$536,699	- 3.5%	\$538,932	\$574,512	+ 6.6%
Percent of List Price Received*	98.7%	98.6%	- 0.1%	100.8%	99.2%	- 1.6%
Inventory of Homes for Sale	505	535	+ 5.9%	—	—	—
Months Supply of Inventory	1.7	2.2	+ 29.4%	—	—	—

Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	70	113	+ 61.4%	1,358	1,225	- 9.8%
Pending Sales	71	79	+ 11.3%	1,137	974	- 14.3%
Closed Sales	82	73	- 11.0%	1,197	937	- 21.7%
Days on Market Until Sale	33	36	+ 9.1%	22	35	+ 59.1%
Median Sales Price*	\$362,250	\$340,990	- 5.9%	\$335,000	\$360,000	+ 7.5%
Average Sales Price*	\$478,775	\$424,558	- 11.3%	\$426,433	\$449,416	+ 5.4%
Percent of List Price Received*	97.8%	99.1%	+ 1.3%	100.4%	98.8%	- 1.6%
Inventory of Homes for Sale	189	285	+ 50.8%	—	—	—
Months Supply of Inventory	1.9	3.3	+ 73.7%	—	—	—

* 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.

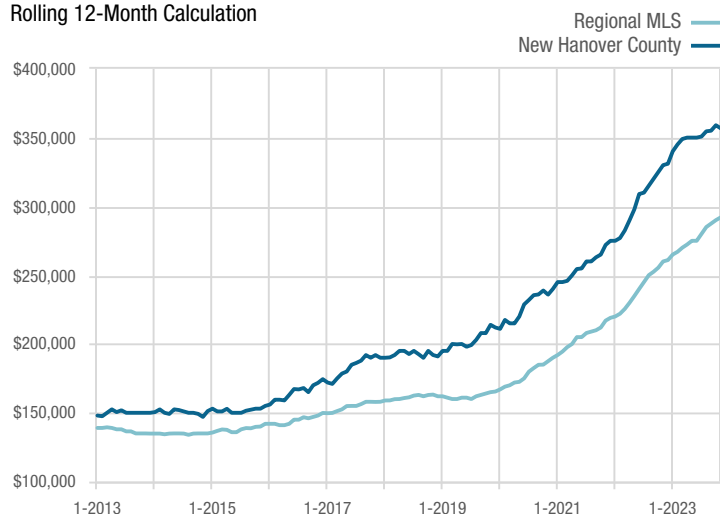
Median Sales Price - Single Family

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.