HOW'S THE MARKET?

MID-YEAR 2017 NEST REPORT

New Hanover County

Pender County

Brunswick County

NEST REALTY

WILMINGTON MSA MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Market Snapshot

7%

TOTAL SALES
There were 3,223 total sales in the first half of 2017 compared to 3,023 in 2016. This translates to a 7% year-over-year increase.

$246,000

MEDIAN SALES PRICE
The median sales price in the first half of 2017 was $246,000 compared to $232,000 in 2016.

-10%

TOTAL INVENTORY
At the end of this past quarter, total inventory levels were down 10% compared to the end of Q2 2016.

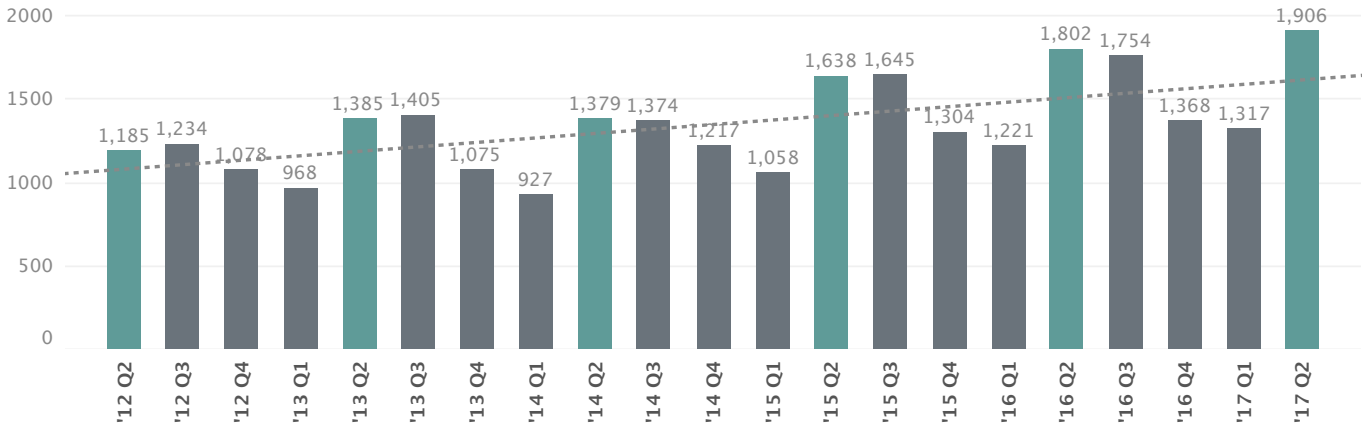
80

DAYS ON MARKET
Homes sold in the first half of 2017 spent an average of 80 days on market before being sold.

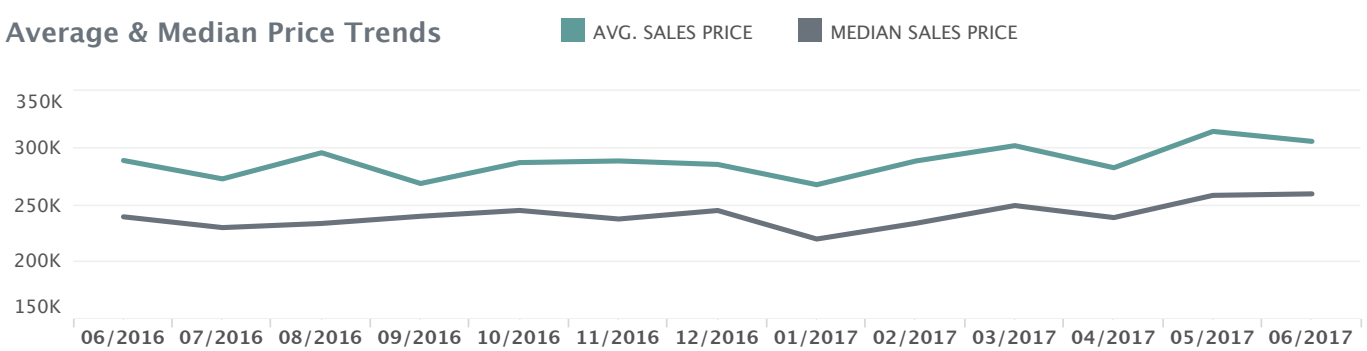
3.3

MONTHS OF INVENTORY
At the end of this past quarter, there were 3.3 months of inventory available.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends



	06/2016	07/2016	08/2016	09/2016	10/2016	11/2016	12/2016	01/2017	02/2017	03/2017	04/2017	05/2017	06/2017
Average	288,703	272,599	295,467	268,552	286,852	288,276	285,218	267,500	288,240	301,631	282,341	314,122	305,407
Median	239,432	230,000	233,615	239,900	245,000	237,500	244,950	220,000	233,750	249,289	238,750	258,188	259,500

WILMINGTON MSA MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Quarterly Performance & Yearly Growth

SINGLE FAMILY

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	2,500	318,074	309,770	257,708	144	77
% Change	3.86%	5.48%	5.98%	5.19%	5.81%	-13.66%
2016	2,407	301,550	292,303	245,000	136	89
% Change	10.67%	2.23%	2.46%	5.83%	3.74%	-9.39%
2015	2,175	294,985	285,294	231,500	132	98

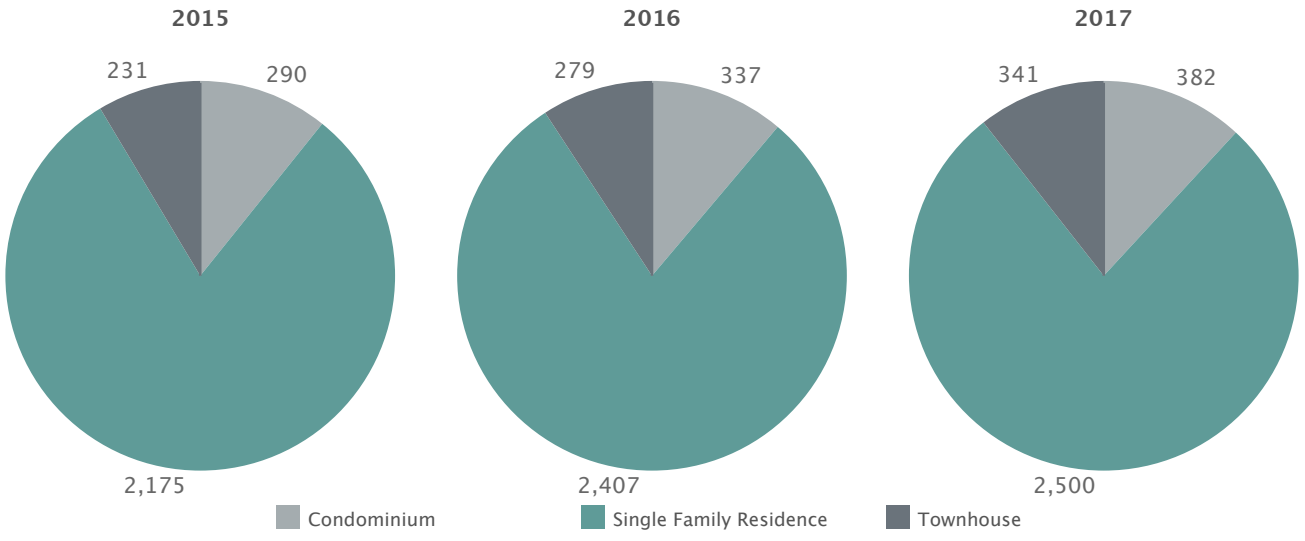
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	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	341	248,178	243,120	205,000	148	86
% Change	22.22%	11.72%	11.68%	12.82%	10.01%	-12.62%
2016	279	222,151	217,688	181,700	135	98
% Change	20.78%	13.68%	14.81%	18.76%	9.34%	0.74%
2015	231	195,418	189,611	153,000	123	98

CONDO

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	382	263,370	252,612	185,500	210	99
% Change	13.35%	22.03%	21.96%	9.12%	16.6%	-12.20%
2016	337	215,819	207,123	170,000	180	113
% Change	16.21%	1.20%	2.04%	12.21%	1.22%	-20.12%
2015	290	213,261	202,980	151,500	178	142

Year-to-Date Sales by Property Type



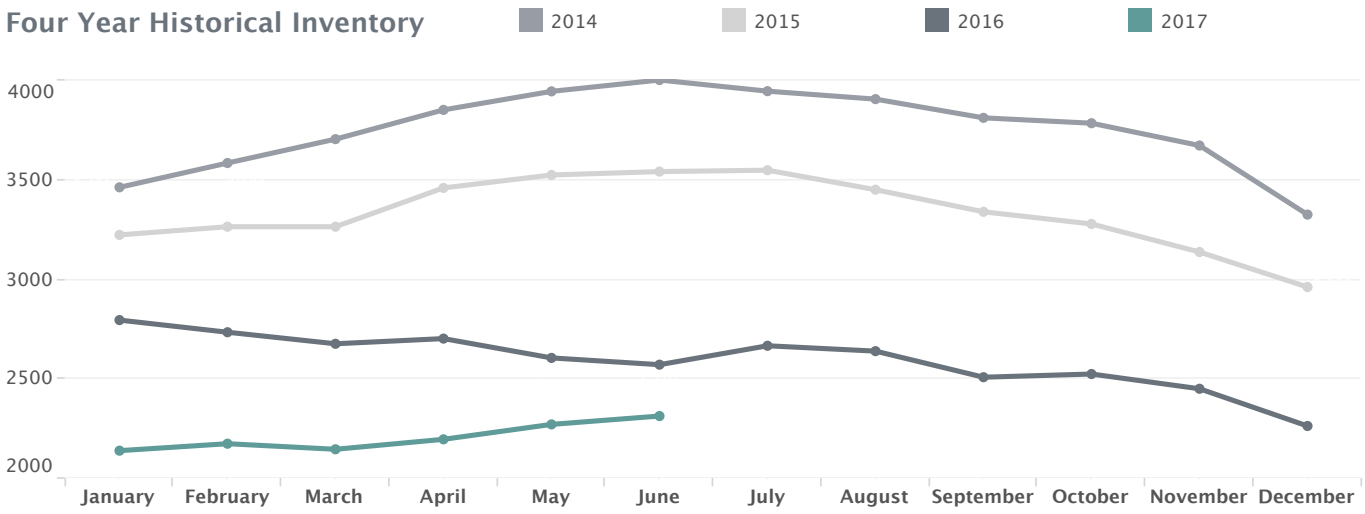
WILMINGTON MSA MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Inventory Levels & Months of Inventory*
*(Excludes proposed listings)

	June 2016		June 2017	
	Inventory	Months of Inventory	Inventory	Months of Inventory
Single Family	2,042	3.84	1,823	3.35
Attached	220	3.28	211	2.97
Condo	338	4.12	278	3.16
All	2,600	3.83	2,312	3.29

Four Year Historical Inventory



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2014	Inventory	3,461	3,583	3,703	3,850	3,943	4,000	3,944	3,904	3,810	3,783	3,671	3,324
	New Listings	630	663	825	872	930	767	733	728	604	734	520	426
2015	Inventory	3,222	3,263	3,263	3,458	3,523	3,540	3,547	3,449	3,338	3,277	3,136	2,960
	New Listings	730	622	969	972	813	825	854	753	657	603	531	422
2016	Inventory	2,794	2,733	2,675	2,701	2,604	2,570	2,665	2,638	2,507	2,523	2,449	2,262
	New Listings	672	719	906	730	825	765	666	786	666	504	446	459
2017	Inventory	2,138	2,173	2,145	2,195	2,270	2,312						
	New Listings	581	782	895	758	910	798						

3 KEY TAKEAWAYS

1. All key metrics are showing that our market is very strong and it remains highly active.

2. With inventory continuing to decline and days on market getting lower, we are seeing much more competition amongst buyers.

3. Interest rates continue to remain very low, which has been a contributing factor to the strong demand and high level of sales activity.

NEW HANOVER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Market Snapshot

7%

TOTAL SALES
There were 2,595 total sales in the first half of 2017 compared to 2,418 in 2016. This translates to a 7% year-over-year increase.

$240,000

MEDIAN SALES PRICE
The median sales price in the first half of 2017 was $240,000 compared to $225,000 in 2016.

-8%

TOTAL INVENTORY
At the end of this past quarter, total inventory levels were down 8% compared to the end of Q2 2016.

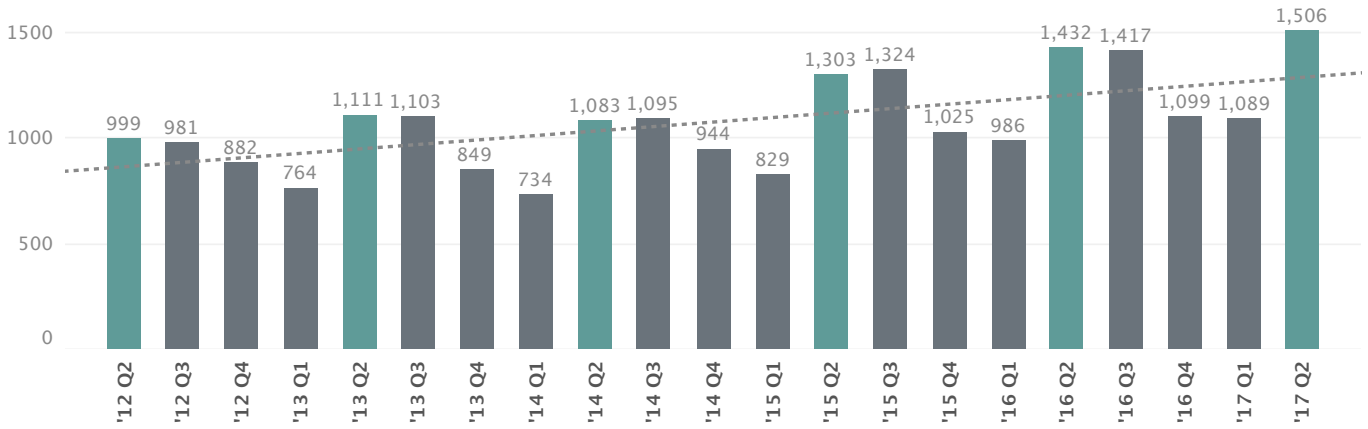
74

DAYS ON MARKET
Homes sold in the first half of 2017 spent an average of 74 days on market before being sold.

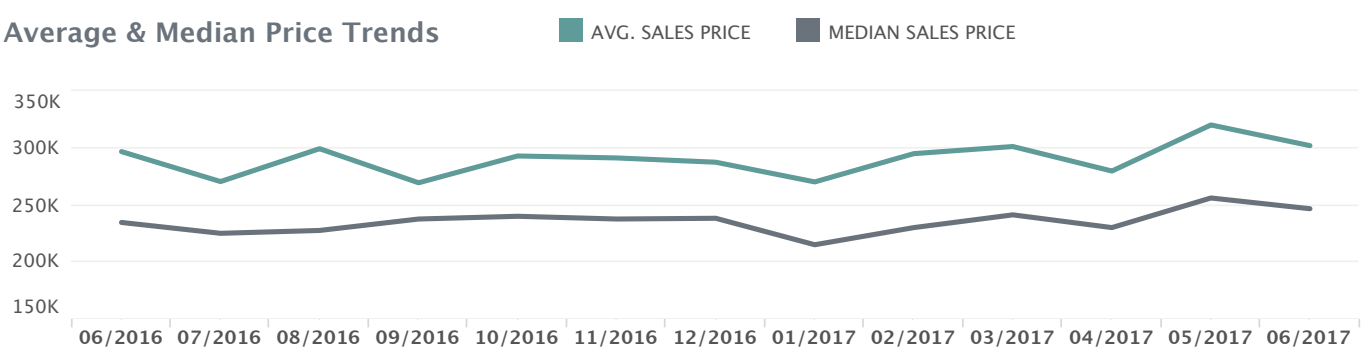
3.2

MONTHS OF INVENTORY
At the end of this past quarter, there were 3.2 months of inventory available.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends



	06/2016	07/2016	08/2016	09/2016	10/2016	11/2016	12/2016	01/2017	02/2017	03/2017	04/2017	05/2017	06/2017
Average	296,459	270,258	298,999	269,189	292,634	290,917	287,175	269,946	294,678	300,890	279,461	319,760	301,667
Median	234,500	225,000	227,500	237,500	239,900	237,500	238,150	215,000	230,000	241,150	230,000	255,900	246,500

NEW HANOVER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Quarterly Performance & Yearly Growth

SINGLE FAMILY

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	1,957	321,225	312,278	250,181	146	70
% Change	4.93%	5.01%	5.42%	3.38%	6.40%	-15.06%
2016	1,865	305,899	296,209	242,000	137	83
% Change	12.69%	0.92%	1.28%	7.56%	3.52%	-12.22%
2015	1,655	303,123	292,454	225,000	133	94

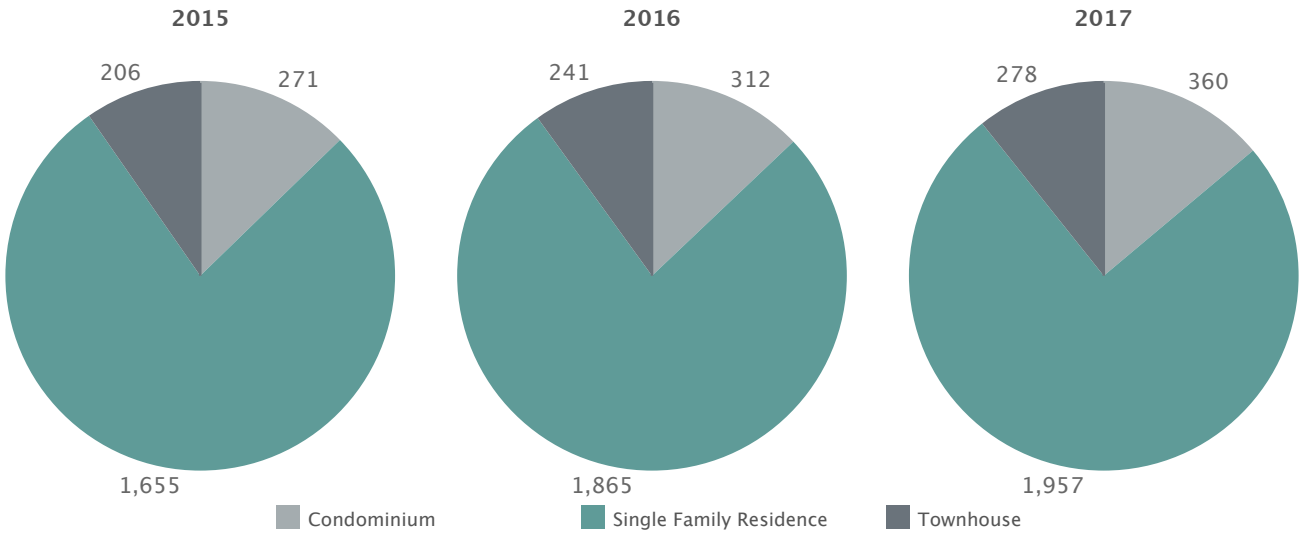
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	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	278	240,235	235,530	193,000	146	66
% Change	15.35%	10.34%	10.48%	7.82%	10.10%	-17.70%
2016	241	217,715	213,195	179,000	132	80
% Change	16.99%	14.22%	15.24%	19.33%	9.11%	-11.88%
2015	206	190,607	184,995	150,000	121	91

CONDO

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	360	269,011	258,125	194,500	213	101
% Change	15.38%	22.57%	22.58%	14.08%	17.9%	-12.90%
2016	312	219,484	210,580	170,500	181	116
% Change	15.13%	1.01%	1.81%	10.71%	0.15%	-22.29%
2015	271	217,293	206,842	154,000	180	149

Year-to-Date Sales by Property Type



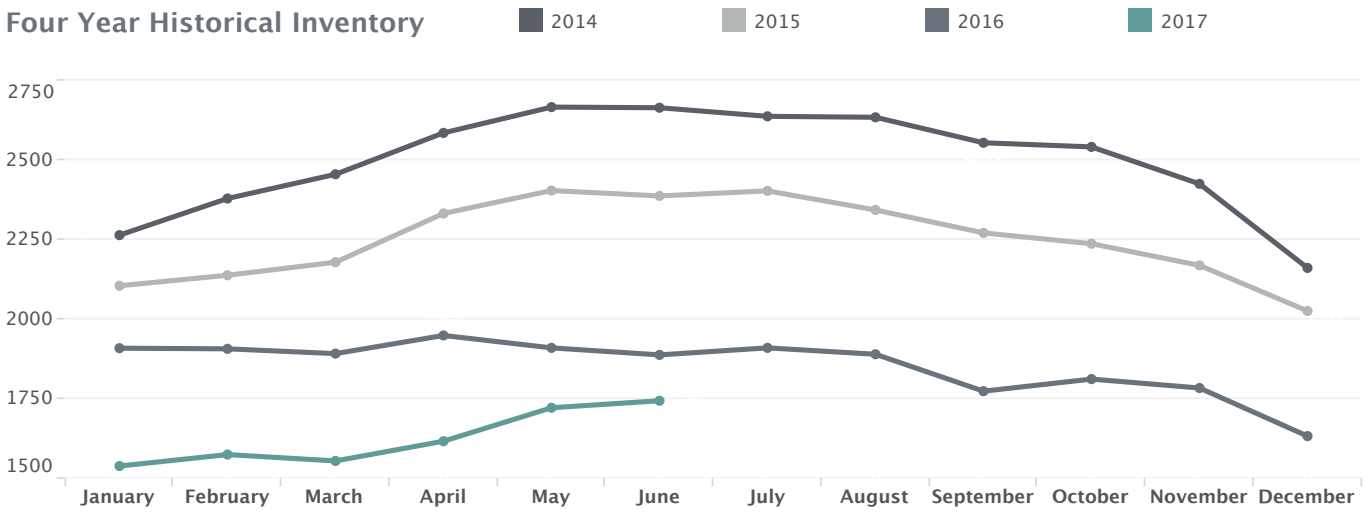
NEW HANOVER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Inventory Levels & Months of Inventory*
*(Excludes proposed listings)

	June 2016		June 2017	
	Inventory	Months of Inventory	Inventory	Months of Inventory
Single Family	1,467	3.59	1,326	3.32
Attached	144	2.72	143	2.55
Condo	321	4.28	274	3.26
All	1,932	3.64	1,743	3.25

Four Year Historical Inventory



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2014	Inventory	2,263	2,378	2,454	2,584	2,665	2,663	2,636	2,633	2,553	2,540	2,424	2,160
	New Listings	450	487	558	660	611	535	527	549	425	540	363	291
2015	Inventory	2,104	2,137	2,178	2,331	2,403	2,386	2,402	2,342	2,270	2,236	2,168	2,025
	New Listings	551	474	703	726	620	581	608	564	481	471	387	311
2016	Inventory	1,908	1,906	1,891	1,948	1,909	1,887	1,909	1,889	1,773	1,811	1,783	1,632
	New Listings	505	554	713	567	647	618	516	592	526	406	367	363
2017	Inventory	1,538	1,574	1,554	1,616	1,721	1,743						
	New Listings	434	615	686	637	718	651						

3 KEY TAKEAWAYS

1. All corners of the county continue to see an uptick in the market with no signs of cooling off as this past quarter was the eleventh consecutive quarter with year-over-year growth in total sales.

2. With inventory getting lower and the median home price rising, competition amongst buyers is getting fierce.

3. There are many new commercial mixed-use projects starting to be completed, which naturally has sparked lots of new residential development surrounding them. This also shows the demand for new homes is very high, with many properties being "pre-sold."

PENDER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Market Snapshot

4%

TOTAL SALES
There were 628 total sales in the first half of 2017 compared to 605 in 2016. This translates to a 4% year-over-year increase.

$264,713

MEDIAN SALES PRICE
The median sales price in the first half of 2017 was $264,713 compared to $249,000 in 2016.

-24%

TOTAL INVENTORY
At the end of this past quarter, total inventory levels were down 24% compared to the end of Q2 2016.

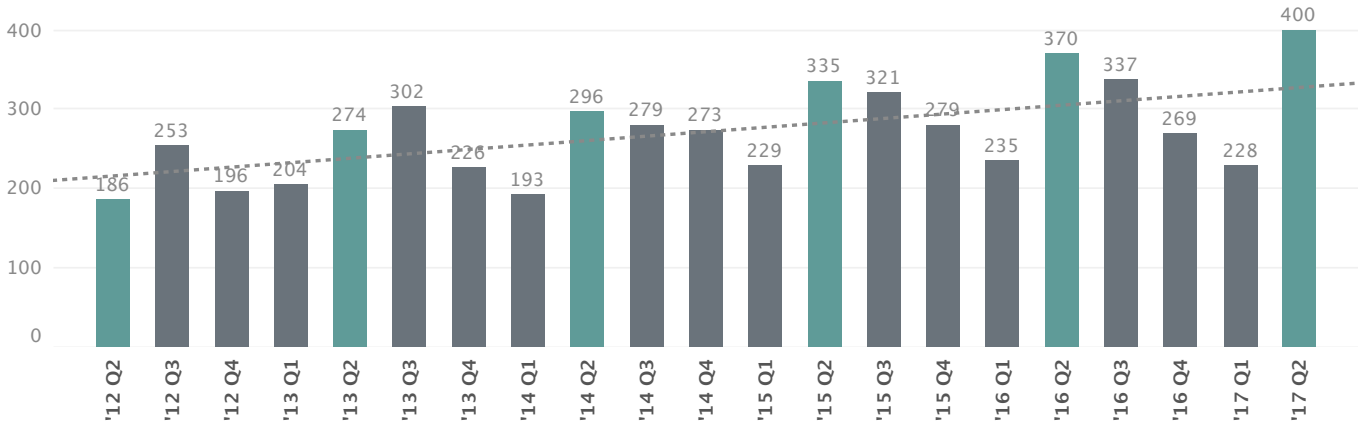
105

DAYS ON MARKET
Homes sold in the first half of 2017 spent an average of 105 days on market before being sold.

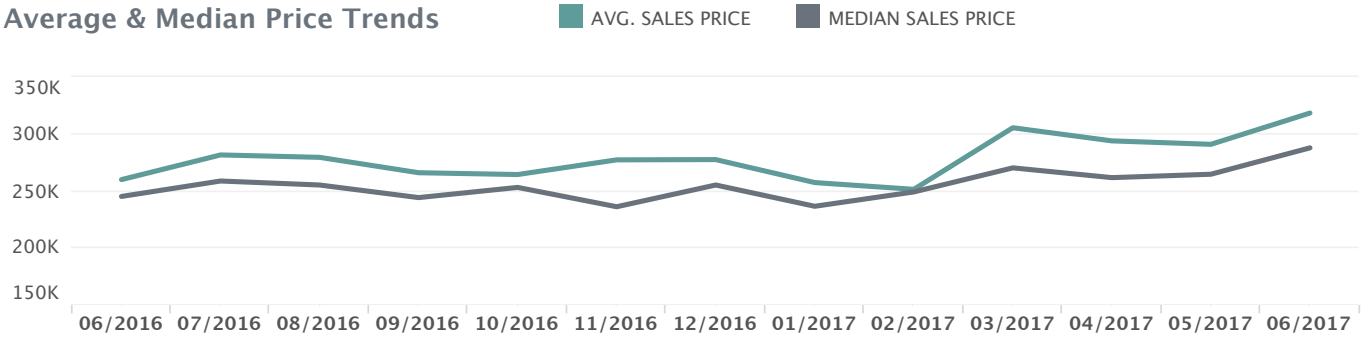
3.5

MONTHS OF INVENTORY
At the end of this past quarter, there were 3.5 months of inventory available.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends



	06/2016	07/2016	08/2016	09/2016	10/2016	11/2016	12/2016	01/2017	02/2017	03/2017	04/2017	05/2017	06/2017
Average	259,723	281,297	279,191	265,740	264,158	276,996	277,229	257,130	251,226	305,083	293,595	290,589	317,918
Median	245,000	258,500	255,000	243,993	252,900	236,000	255,000	236,400	248,950	270,000	261,450	264,425	287,500

PENDER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Quarterly Performance & Yearly Growth

SINGLE FAMILY

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	543	306,714	300,729	270,000	139	99
% Change	0.18%	7.02%	7.84%	5.88%	3.54%	-9.06%
2016	542	286,585	278,863	255,000	134	109
% Change	4.23%	6.50%	6.23%	2.11%	4.31%	-0.21%
2015	520	269,085	262,507	249,725	128	109

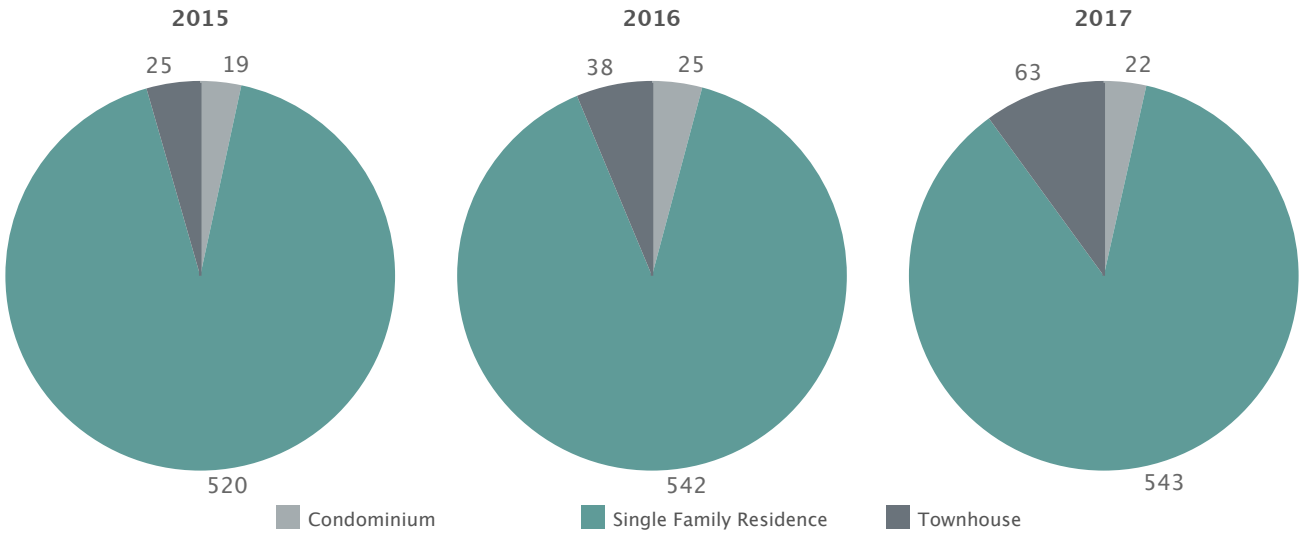
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	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	63	283,230	276,614	240,000	161	174
% Change	65.79%	13.16%	12.36%	9.09%	5.94%	-18.56%
2016	38	250,286	246,186	220,000	152	214
% Change	52.00%	6.48%	8.14%	32.53%	7.44%	40.14%
2015	25	235,059	227,647	166,000	141	152

CONDO

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	22	171,061	162,400	130,750	160	72
% Change	-12.00%	0.57%	-0.96%	-5.25%	-6.9%	-7.44%
2016	25	170,084	163,982	138,000	172	78
% Change	31.58%	9.21%	10.87%	2.30%	21.42%	133.26%
2015	19	155,739	147,900	134,900	141	33

Year-to-Date Sales by Property Type



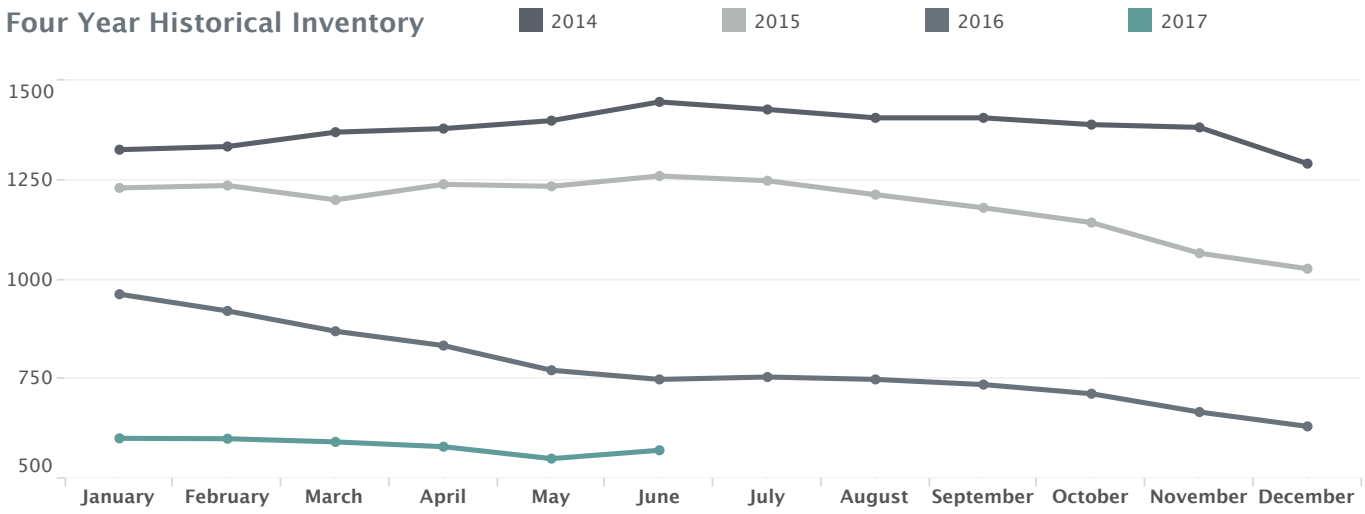
PENDER COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Inventory Levels & Months of Inventory*
*(Excludes proposed listings)

	June 2016		June 2017	
	Inventory	Months of Inventory	Inventory	Months of Inventory
Single Family	575	4.67	498	3.43
Attached	76	5.43	68	4.53
Condo	17	2.43	4	1.00
All	668	4.70	570	3.54

Four Year Historical Inventory



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2014	Inventory	1,325	1,333	1,369	1,378	1,398	1,445	1,426	1,405	1,405	1,388	1,381	1,290
	New Listings	205	199	282	246	347	258	239	202	207	221	185	151
2015	Inventory	1,229	1,235	1,199	1,238	1,233	1,259	1,247	1,212	1,179	1,142	1,065	1,026
	New Listings	201	172	293	265	215	269	274	218	205	143	159	124
2016	Inventory	962	920	869	833	771	748	754	748	735	712	666	630
	New Listings	192	189	219	181	201	168	150	194	140	98	79	96
2017	Inventory	600	599	591	579	549	570						
	New Listings	147	167	209	121	192	148						

3 KEY TAKEAWAYS

1. Total sales increased more than 8% year-over-year in the second quarter this year which marks the first quarter since Q3 2016 with a year-over-year increase. This resulted in 4% growth for the first half of the year compared to 2016.

2. Significant inventory declines have pushed months of inventory down to 3.5 months, which makes current market conditions highly favorable for sellers.

3. The attached home segment has performed exceptionally well so far this year, posting a 65% year-over-year increase in total sales.

BRUNSWICK COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Market Snapshot

28%

TOTAL SALES
There were 2,006 total sales in the first half of 2017 compared to 1,568 in 2016. This translates to a 28% year-over-year increase.

$225,000

MEDIAN SALES PRICE
The median sales price in the first half of 2017 was $225,000 compared to $208,030 in 2016.

-18%

TOTAL INVENTORY
At the end of this past quarter, total inventory levels were down 18% compared to the end of Q2 2016.

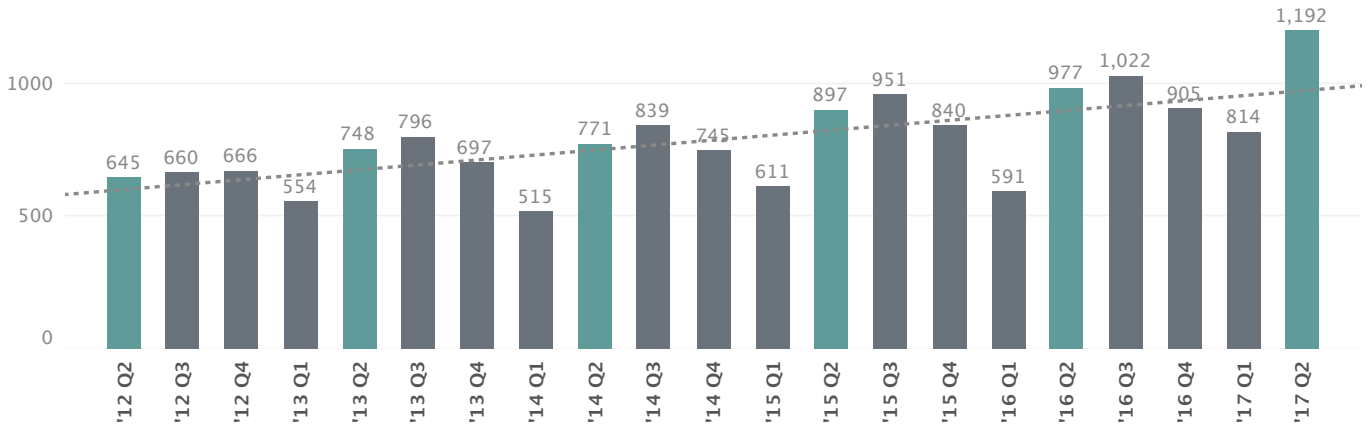
120

DAYS ON MARKET
Homes sold in the first half of 2017 spent an average of 120 days on market before being sold.

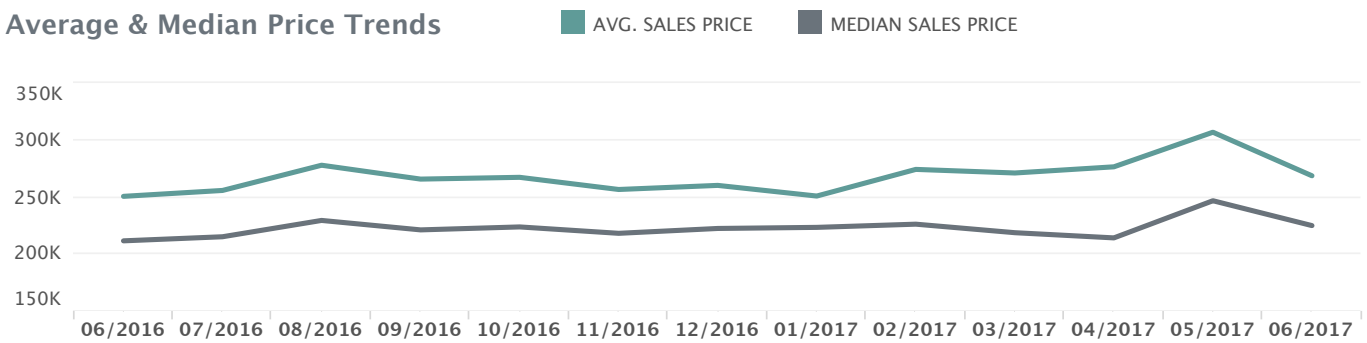
5

MONTHS OF INVENTORY
At the end of this past quarter, there were 5 months of inventory available.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends



	06/2016	07/2016	08/2016	09/2016	10/2016	11/2016	12/2016	01/2017	02/2017	03/2017	04/2017	05/2017	06/2017
Average	250,332	255,495	277,550	265,415	266,967	256,329	259,914	250,594	273,899	270,754	276,154	306,406	268,319
Median	211,420	215,000	229,273	221,000	223,595	218,000	222,250	223,200	226,000	218,545	214,000	246,500	224,750

BRUNSWICK COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Quarterly Performance & Yearly Growth

SINGLE FAMILY

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	1,654	303,189	292,845	239,250	150	121
% Change	26.45%	7.37%	8.14%	7.41%	2.85%	-4.20%
2016	1,308	282,381	270,793	222,750	146	127
% Change	4.31%	-2.90%	-2.21%	-0.92%	0.30%	-25.78%
2015	1,254	290,821	276,924	224,820	145	171

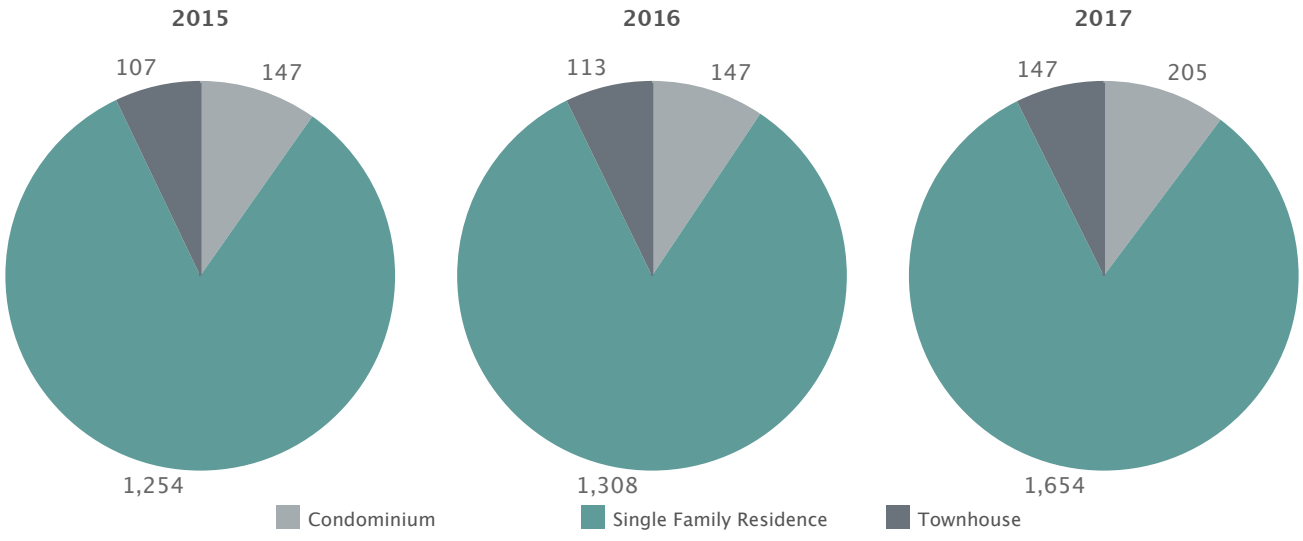
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	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	147	213,137	210,349	204,900	122	83
% Change	30.09%	7.00%	6.27%	19.76%	2.78%	-13.82%
2016	113	199,196	197,935	171,090	118	96
% Change	5.61%	-12.36%	-11.87%	-22.23%	-5.76%	-19.05%
2015	107	227,286	224,591	220,000	125	119

CONDO

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	Avg. $/SQ.FT.	AVG. DAYS ON MARKET
2017	205	195,369	186,956	163,500	149	138
% Change	39.46%	18.80%	19.25%	15.14%	11.0%	-22.78%
2016	147	164,458	156,774	142,000	134	178
% Change	0.00%	-11.85%	-11.08%	-8.39%	-7.55%	-24.40%
2015	147	186,571	176,312	155,000	145	236

Year-to-Date Sales by Property Type



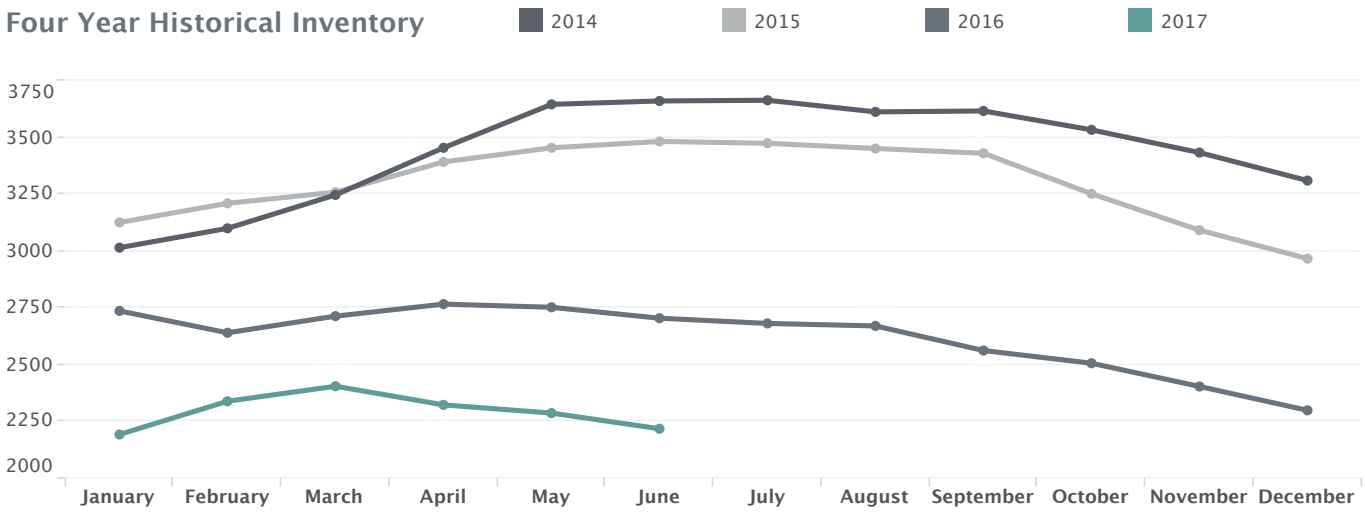
BRUNSWICK COUNTY MARKET ANALYSIS
Mid-Year 2017

NEST REALTY

Inventory Levels & Months of Inventory*
*(Excludes proposed listings)

	June 2016		June 2017	
	Inventory	Months of Inventory	Inventory	Months of Inventory
Single Family	2,112	7.16	1,849	4.69
Attached	107	3.24	145	4.26
Condo	294	8.65	223	4.21
All	2,513	7.17	2,217	4.61

Four Year Historical Inventory



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2014	Inventory	3,013	3,098	3,245	3,452	3,643	3,658	3,661	3,610	3,614	3,531	3,431	3,308
	New Listings	500	470	587	673	611	519	548	497	463	489	379	359
2015	Inventory	3,124	3,208	3,257	3,390	3,452	3,480	3,472	3,449	3,428	3,250	3,090	2,965
	New Listings	524	495	600	605	588	591	605	497	461	462	375	325
2016	Inventory	2,735	2,639	2,712	2,765	2,751	2,703	2,680	2,669	2,561	2,505	2,403	2,298
	New Listings	431	545	556	567	561	489	524	451	468	374	348	318
2017	Inventory	2,192	2,338	2,404	2,322	2,286	2,217						
	New Listings	563	586	679	487	543	496						

3 KEY TAKEAWAYS

1. Brunswick County has been one of the most active counties in our region in the first half of the year, experiencing one of the largest year-over-year increases in sales at 28%.

2. Consistent with trends across our region, inventory levels declined quite significantly once again compared to this same time last year, reaching their lowest point in the past four years.

3. Declining inventory, coupled with strong buyer demand, has put upward pressure on prices, with median prices rising to $225,000.