



## PRESS RELEASE

Cape Fear REALTORS®

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### FOR IMMEDIATE RELEASE

#### Wilmington's Housing Market Provides More Choices for Buyers

WILMINGTON, N.C. (March 14, 2025)

While Wilmington's housing market provides more choices for buyers, there are a few key takeaways that will help you navigate fluctuations in the housing market. One of the most notable factors of the current market, is the increase in active listings. Available homes for sale have been on a steady incline since May 2023. A year-over-year comparison indicates the 3,378 active listings in February 2025 increased 17.8 percent compared to the 2,867 active homes a year ago. A 5.1 percent increase was also evident when compared to inventory from the previous month. New listings for the Wilmington MSA totaled 1,434, a 24.1 percent increase from the previous month. Year-over-year the new listings increased a total of 11.34 percent. Pending sales rose to 1,097, representing an 8.6 percent increase from January 2025. Month's supply of inventory saw a 14.1 percent increase compared to the previous year. Ending the year with 4.7 months of inventory, the Wilmington MSA experienced a 14.1 percent increase compared to the 3.9 months of supply in February 2024.

Closed sales for the Wilmington MSA experienced a 3.3 percent increase compared to December 2024. This increase led to a total of 757 sales in February 2025. Compared to February 2024, closed sales experienced an uptick of 3.3 percent. This 757 closed sales experienced an average of 79 Cumulative Days on Market. The average cumulative days on market experienced a year-over-year increase of 17.9 percent. Just as the prices and active listings increase, the Days on Market is also experiencing a similar positive trend. A month-over-month comparison highlights an increase of 11.3 percent in cumulative Days on Market.

"The 2025 market continues to establish the pace for how the rest of the year will perform. Some key factors that stand out are market expansion, seasonal variations, stable prices, and longer sales cycle," states 2025 CFR President Brittany Allen. "As the market increases in inventory, we will shift into a more neutral market. The seasonal variations the Wilmington MSA experiences are cyclical in nature. As the weather warms up, so does that market. These variations are comparable to year-over-year variations. The decrease in median sales price indicates a stabilization of prices. As the median sales price stabilizes, more people may look to upgrade homes. The past few years, the median sales price rose drastically in the market and the U.S. During this time, we experienced an increase in renovation projects as homeowners committed to their low prices and mortgage rates. The longer sales cycle is especially important for the consumer. Whether you are listing or selling, it is important to adjust expectations to match the current market."

If you have plans to enter the market in 2025, we believe that the REALTOR® difference is crucial to your transaction. Cape Fear REALTORS® members are well equipped to guide a buyer or seller through the increase in active listings and slower sales. When looking to step into the demands of the housing market in the Cape Fear region, look for the R. That's the REALTOR® difference.

Cape Fear REALTORS® continues to monitor the housing market activity and provide monthly updates. Working with an expert who keeps a watchful eye on trends and follows the Code of Ethics is important. That's Who We R.



#### ABOUT CAPE FEAR REALTORS®

At over 3,600 members, we are the Cape Fear Region's Voice of Real Estate. Cape Fear REALTORS® (CFR) protects the private property rights for local real estate consumers while enhancing the individual and corporate careers of its members. For further information on this topic and others, please visit [www.capefear.realtor](http://www.capefear.realtor) or contact the Cape Fear REALTORS® Offices at 910-762-7400.

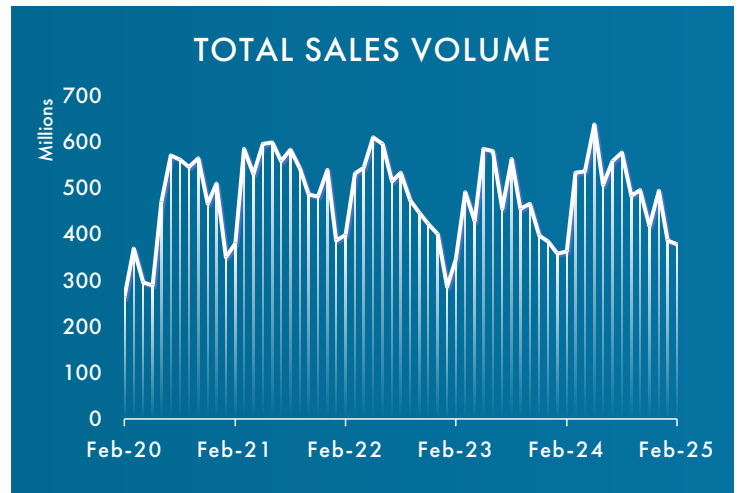
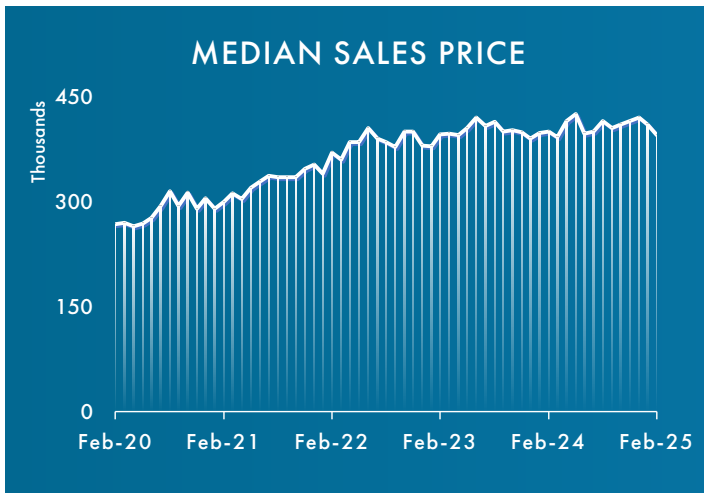
# WILMINGTON MSA

## LOCAL MARKET UPDATE — FEBRUARY 2025

A reliable source for real estate Market data provided by Cape Fear REALTORS®, compiled from Hive MLS.

RESIDENTIAL	FEBRUARY			LAST 3 MONTHS		
	2025	% Change	2024	Jan 25	Dec 24	Nov 24
Active Listings	3,378	17.82%	2,867	3,277	3,472	3,678
New Listings	1,434	11.34%	1,288	1,164	700	1,054
Pending Sales	1,097	8.61%	1,010	885	670	823
Closed Sales	757	3.27%	733	683	937	795
Median Sales Price	\$395,000	-1.23%	\$399,900	\$410,000	\$420,000	\$415,000
Average Cumulative DOM	79	17.91%	67	71	69	67
Month's Supply of Inventory	4.46	14.07%	3.91	4.80	3.71	4.63

### 5-YEAR TRENDS



The Wilmington MSA is the Metropolitan Statistical Area that includes New Hanover, Pender, and Brunswick.

## Your Trusted Voice of Real Estate

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