



ECCRE 2NDQ 2023

# CRE STATS

—  
MarketTrends for South Eastern North Carolina in the  
2nd quarter of 2023

Sales averages across Brunswick, Pender, Onslow and  
New Hanover/City of Wilmington.

As compiled from the RCASENC MLS.

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# BY THE NUMBERS

Across all sectors there has been a decline in overall activity from April through June in reported sales in the RCASENCE MLS System powered by Moodys Analytics

**01**

Market Traction - Sales Per Month Q2

**02**

Closed Sales Per SF - Industrial, Retail and Office

**03**

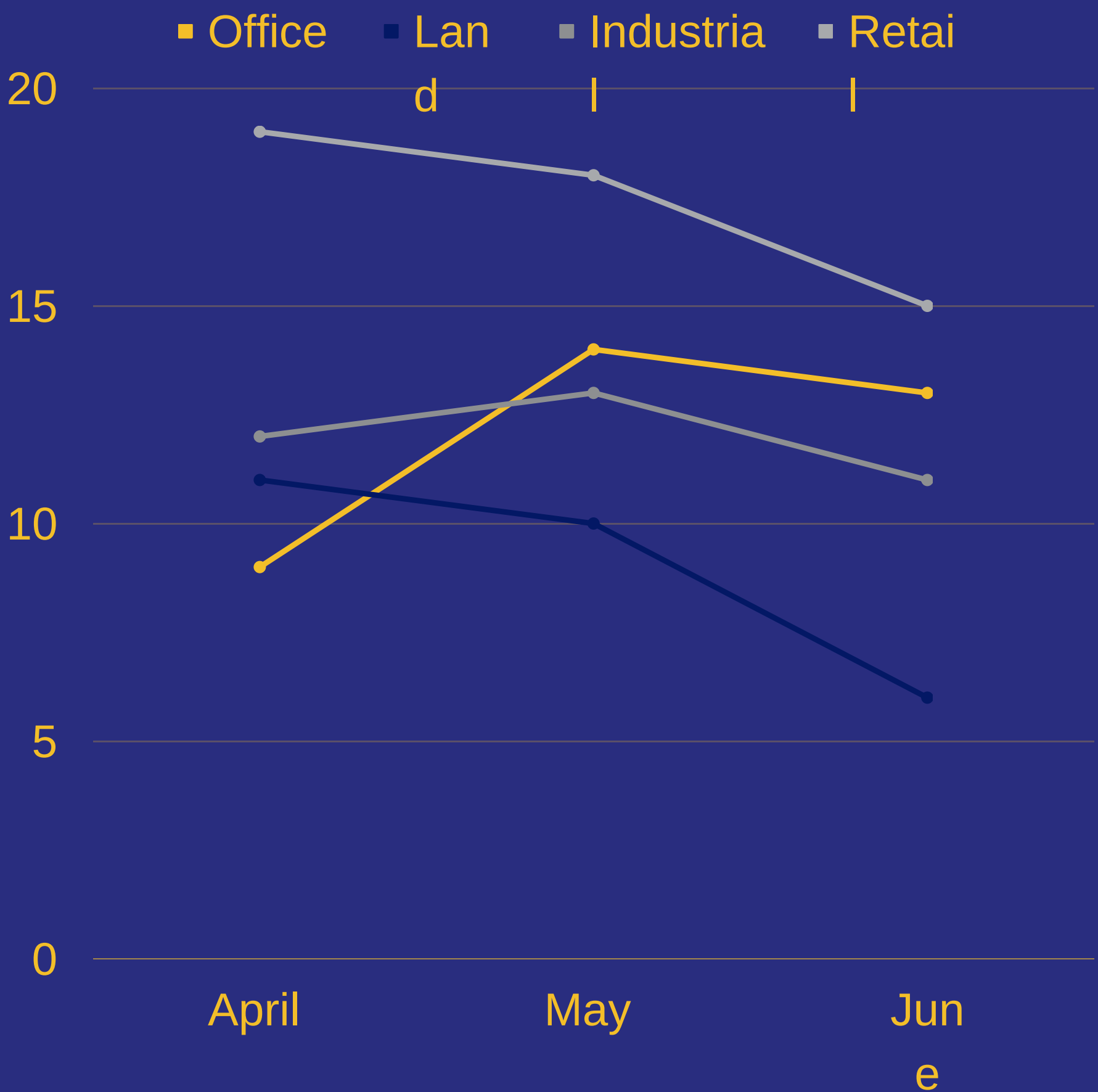
Closed Price per acre

**04**

Thoughts on the Market



# 01. MARKET TRACTION

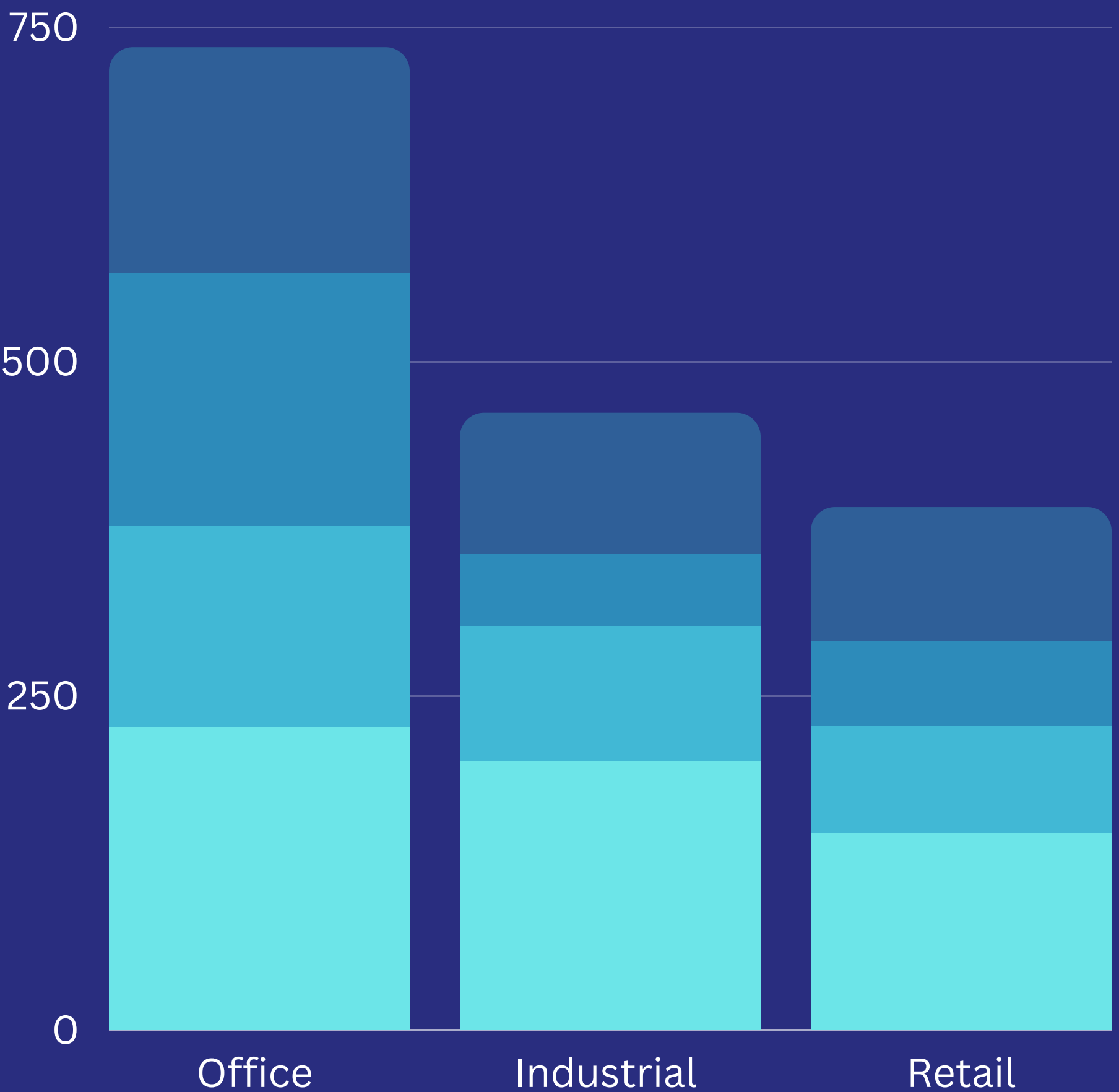


Sales Seem to have peaked in May with all markets showing a decline in June.



# 02. CLOSED SALES PER SF

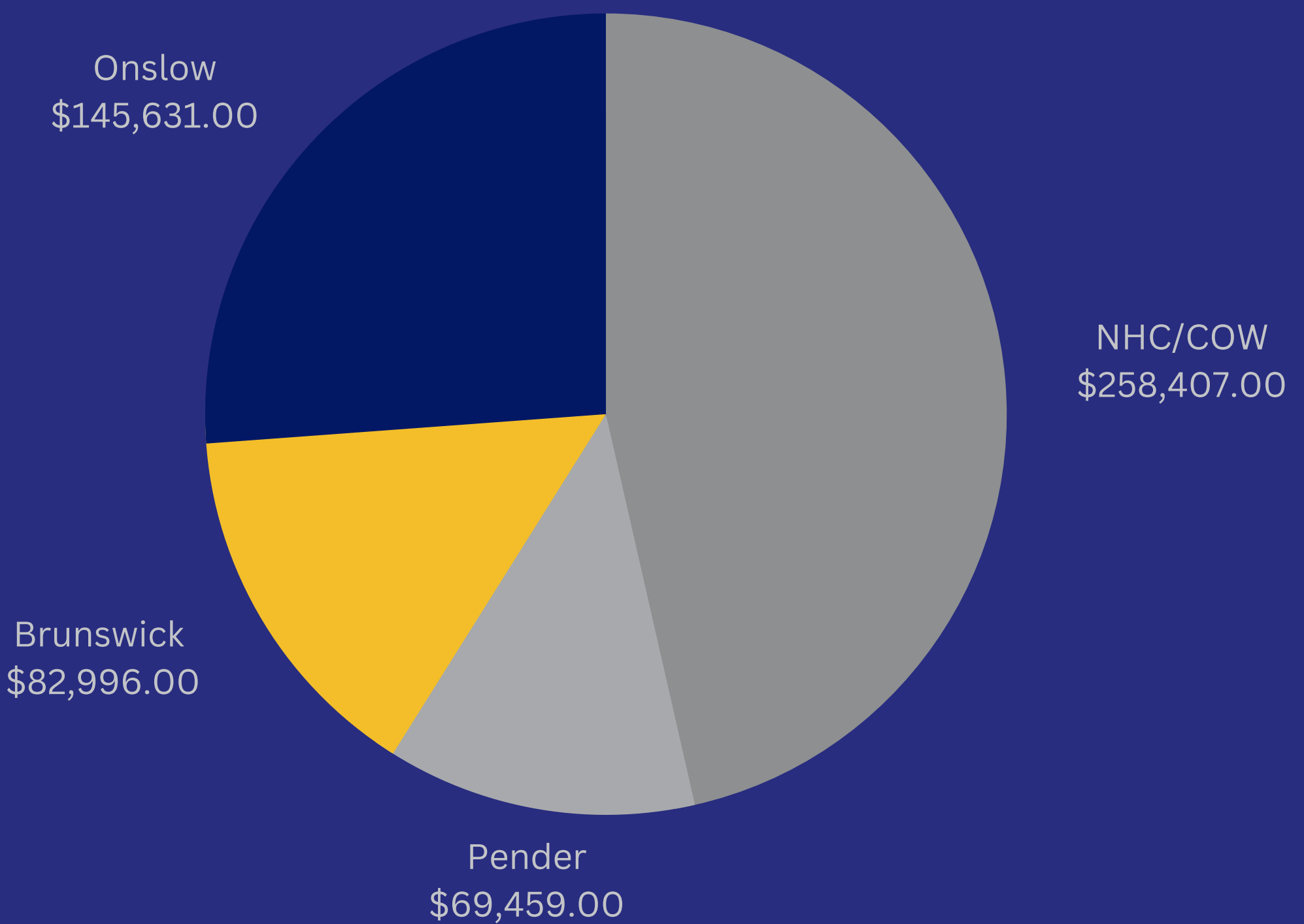
- NHC/COW
- Onslow/Jax
- Brunswick
- Pender



Average Sales Price Per Foot By  
County / Metro



# 03. LAND SALES PER ACRE PRICING



11% of closed sales were less than 1 acre  
33% of sales were above 10 acres  
55% of sales were between 1-10 acres



## 04. MARKET THOUGHTS

Continued unease about interest rates has permeated deals in land development and in investment sales.

Overall closed sales are deals that were already undercontract from Fall of 22 or early spring of 2023.

Closed Volume is anticipated to pick up, but buyers are moving back toward renting in the near term again.