



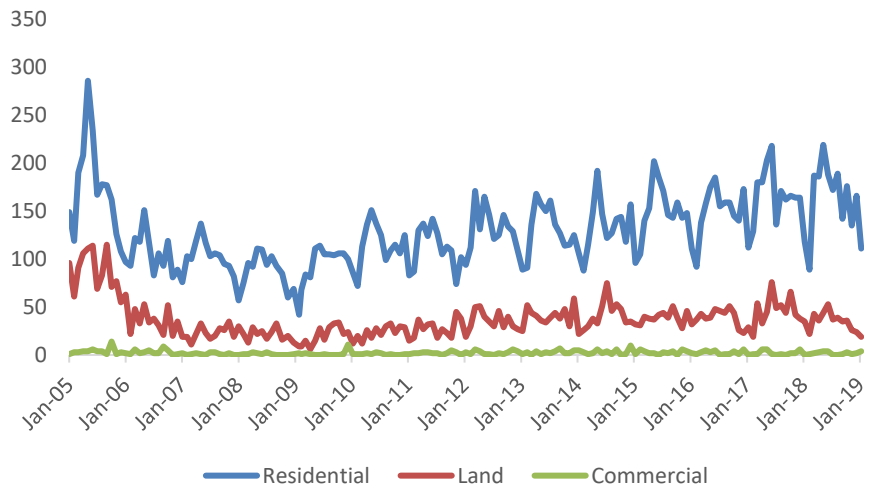
January 2019 MLS Statistical Report

MLS Director Report - The graph below shows the cyclic nature of real estate on the Outer Banks. If you look closely you can see when the selling season starts and when it closes. You can also see when the weather has been an issue.

Total Property Sales

Total Sales
January sales were down by 12%; however, listing placed under contract were up.

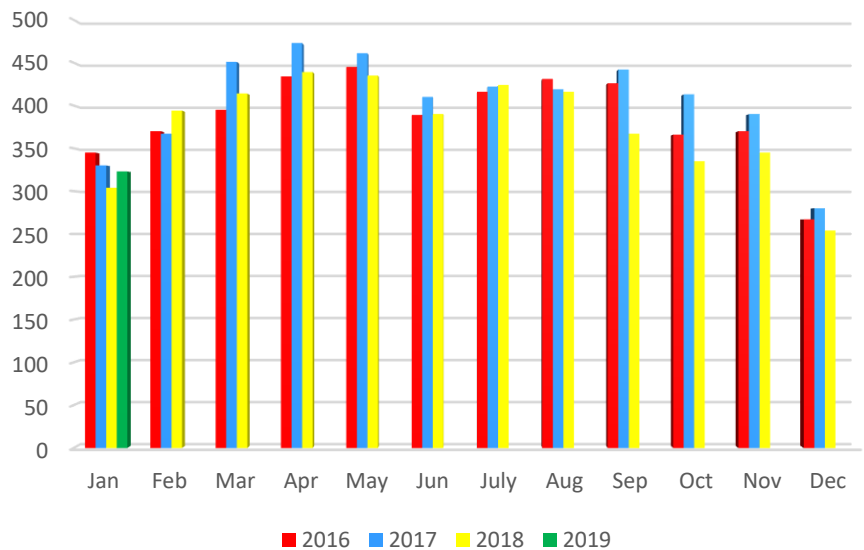
Total Sales		
Month / Year	Count	%Chg
Jan'19	134	-12%
Jan'18	153	9%
Jan'17	141	-3%



Total Listings Under Contract

Under Contract
January statistics show a significant increase in the number of properties under contract.

Total Under Contract		
Month / Year	Count	%Chg
Jan'19	323	6%
Jan'18	304	-8%
Jan'17	330	-4%



Data Obtained: February 7, 2018

Note: This report reflects corrections / updates to previous data.

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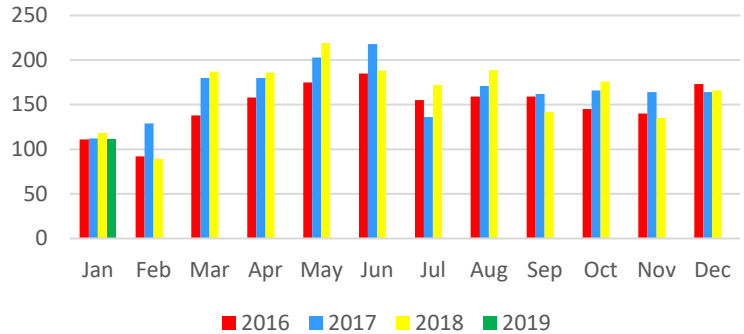
Residential Property Sales

Residential Sales

Residential unit sales are down.

All Residential Sales		
Month / Year	Count	%Chg
Jan'19	115	-3%
Jan'18	118	5%
Jan'17	112	1%

Residential Unit Sales

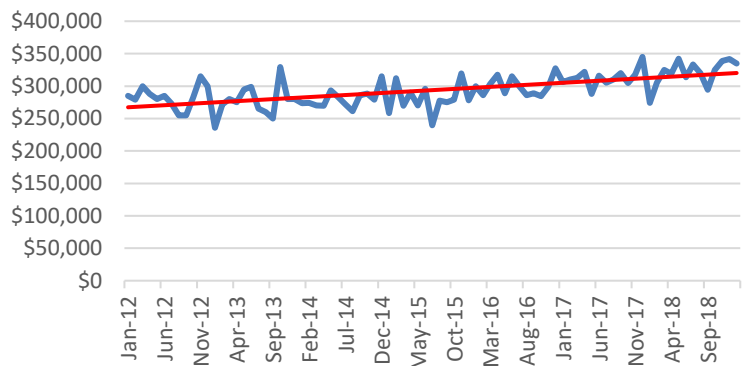


Median Sale Price

Median sale price is on the rise. Up 20% since January 2018.

Residential Median Sale Price		
Month / Year	Count	% Chg
Jan'19	\$330,000	20%
Jan'18	\$273,975	-10%
Jan'17	\$306,000	2%

Residential Median Sale Price

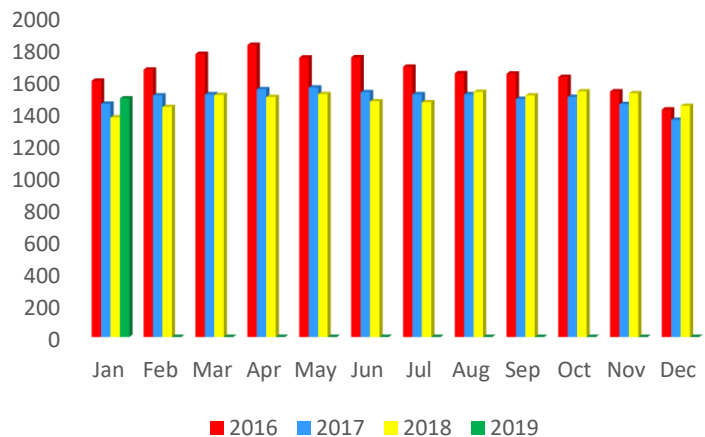


Residential Inventory

Residential inventory is on the rise. Up 9% since January 2018 after trending downward for the last 3 years.

Residential Inventory		
Month / Year	Count	%Chg
Jan'19	1487	9%
Jan'18	1369	-6%
Jan'17	1454	-9%

Active Residential Inventory



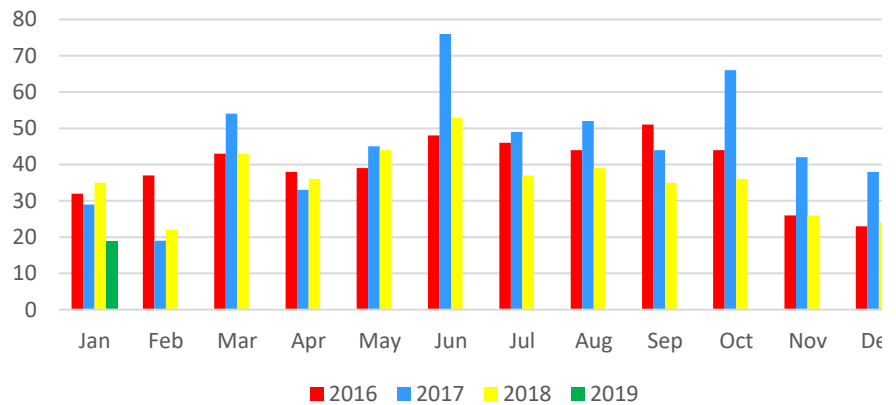
Lots / Land

Lots / Land Sales

Land sales have been in the decline since May 2018. A statistic to watch.

Lots / Land Sales		
Month / Year	Count	%Chg
Jan'19	20	-43%
Jan'18	35	21%
Jan'17	29	-9%

Lot / Land Sales

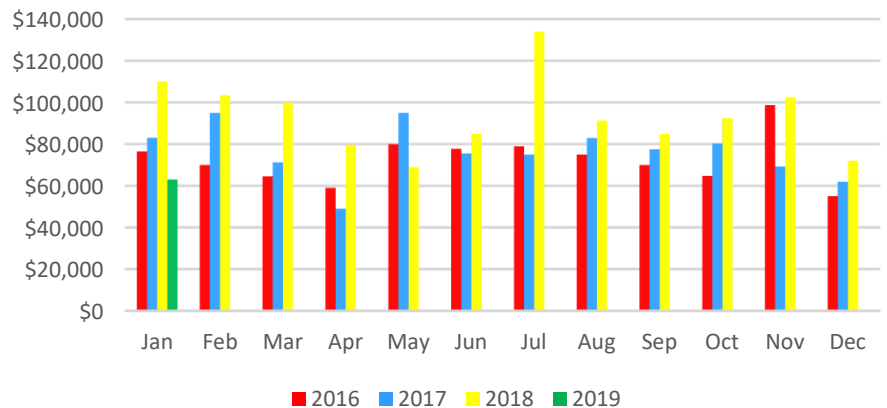


Lots / Land

Median sale price declined in January; however, two high value sales in January 2018 had a direct impact on the 2019 median sale price.

Lots / Land Median Price		
Month / Year	Count	%Chg
Jan'19	\$89,000	-19%
Jan'18	\$110,000	33%
Jan'17	\$83,000	9%

Land - Median Sale Price

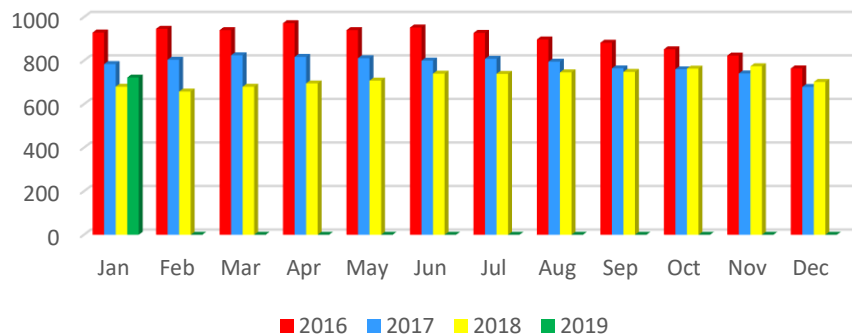


Lots / Land Inventory

On the plus side, land inventory is up.

Lots / Land Inventory		
Month / Year	Count	%Chg
Jan'19	2274	8%
Jan'18	2107	-9%
Jan'17	2309	-12%

Land Active Inventory

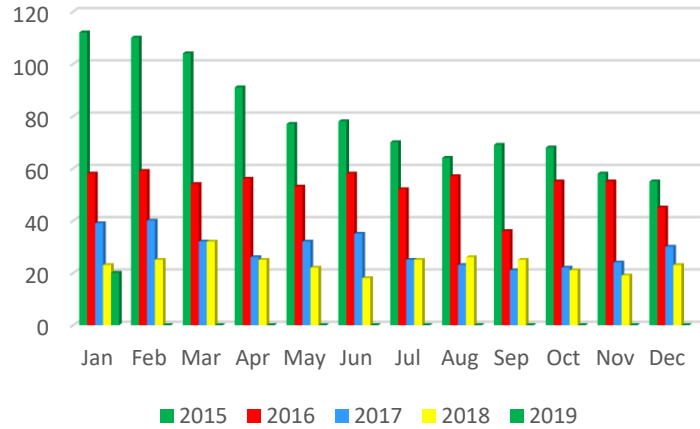


Distressed Property

Inventory

Distressed Sale Inventory		
Month / Year	Count	%Chg
Jan'19	20	-13%
Jan'18	23	-41%
Jan'17	39	-33%

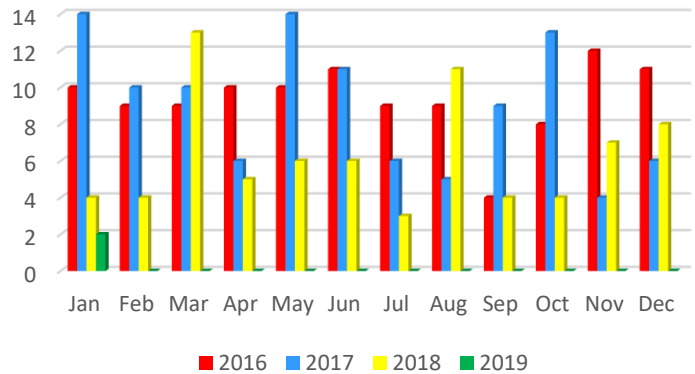
Distressed Inventory



Distressed Sales

Distressed Sales		
Month / Year	Count	%Chg
Jan'19	2	-50%
Jan'18	4	-71%
Jan'17	14	40%

Distressed Sales

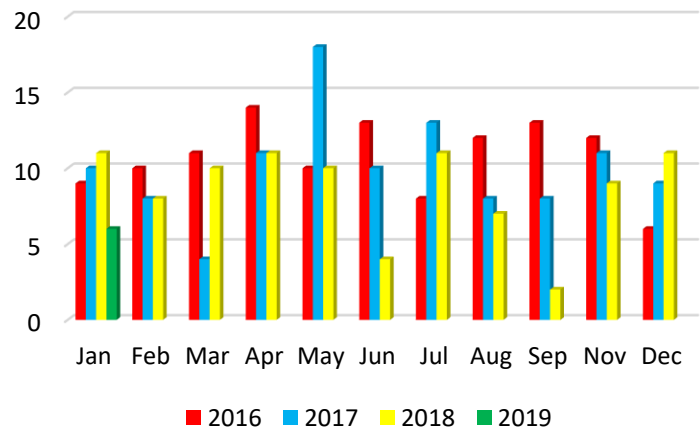


Foreclosures

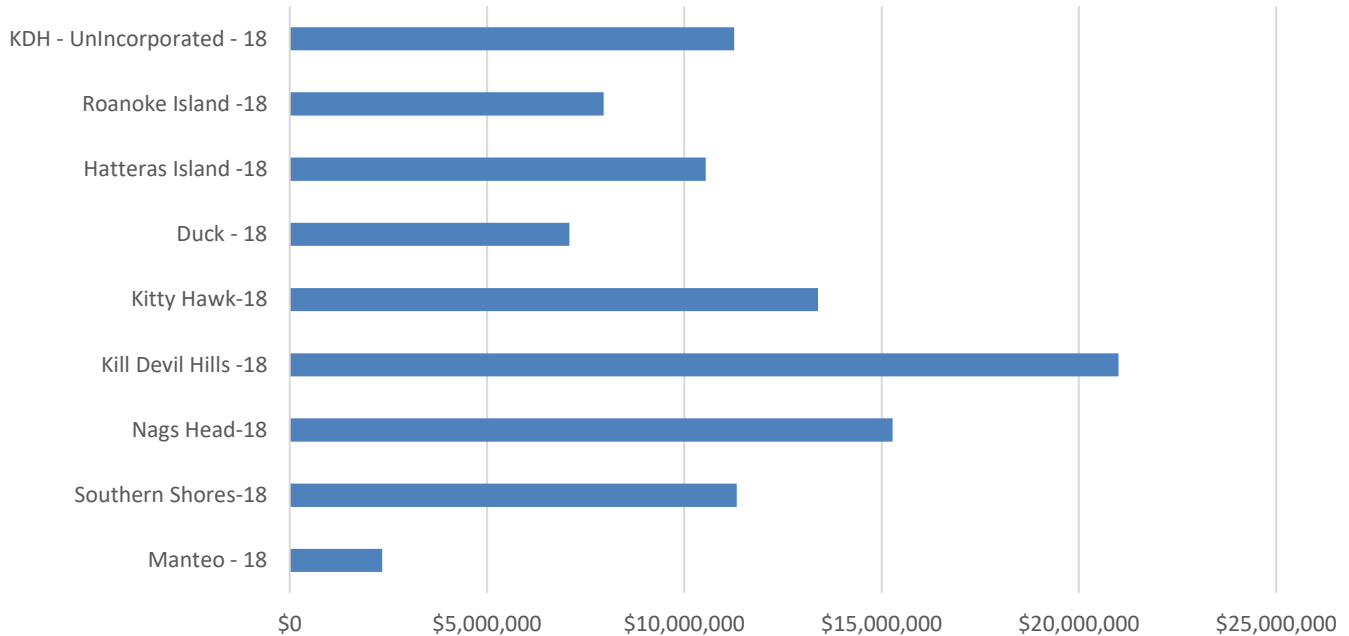
Foreclosures increased in Q4 of 2018, but took a nose dive in January 2019.

Foreclosures		
Month / Year	Count	%Chg
Jan'19	6	-45%
Jan'18	11	10%
Jan'17	10	11%

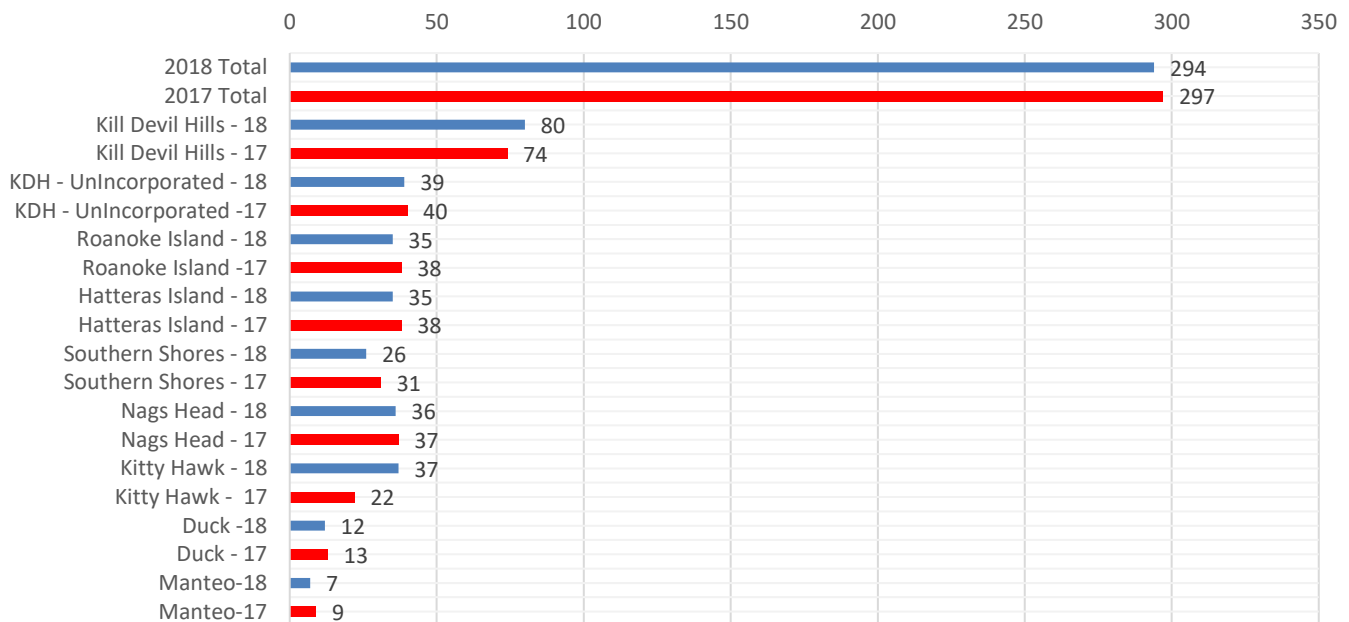
Dare County Foreclosures



December 2018 New Construction Building Permit Value



Year To Date 2018 Number of Building Permits



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Outer Banks Towns / Areas

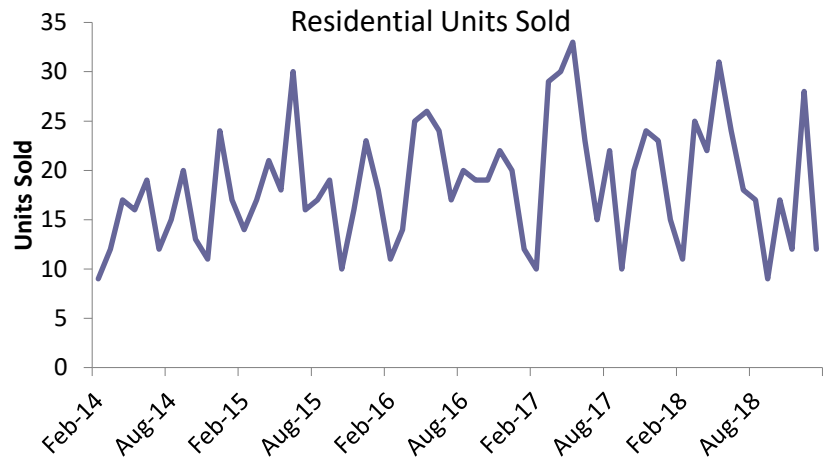
Corolla

January Sales

Month / Year	Count	%Chg
2019	12	-20%
2018	15	25%
2017	12	-33%

January Median Sale Price

Month / Year	Count	%Chg
2018	\$595,000	18%
2017	\$505,000	-14%
2016	\$590,500	13%



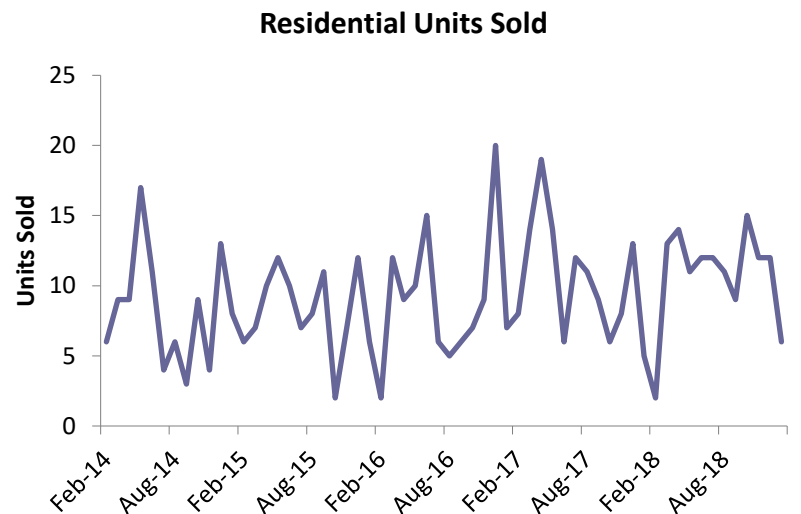
Town of Duck

January Sales

Month / Year	Count	%Chg
2019	128	1%
2018	127	19%
2017	107	7%

Median Sale Price

Month / Year	Count	%Chg
2019	\$615,000	7%
2018	\$575,000	23%
2017	\$466,000	-10%



Town of Southern Shores

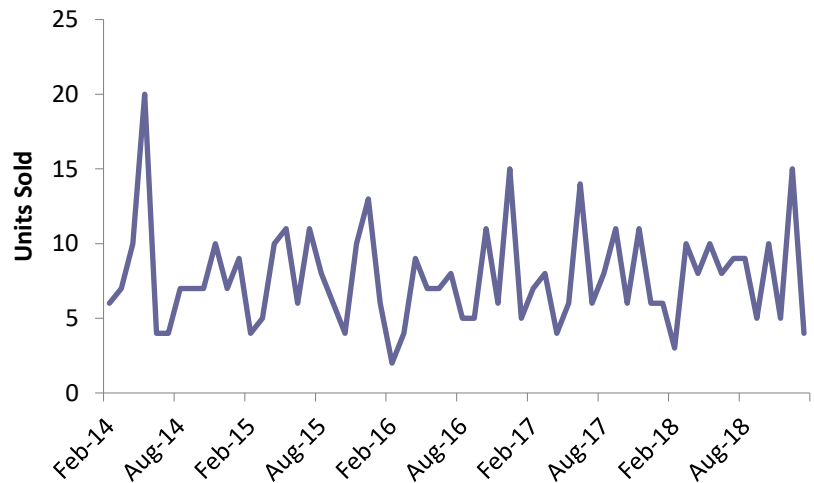
January Sales

Month / Year	Count	%Chg
2019	4	-33%
2018	6	20%
2017	5	-17%

Median Sales Price

Month / Year	Count	%Chg
2019	\$477,500	-13%
2018	\$550,000	20%
2017	\$458,000	19%

Residential Units Sold



Town of Kitty Hawk

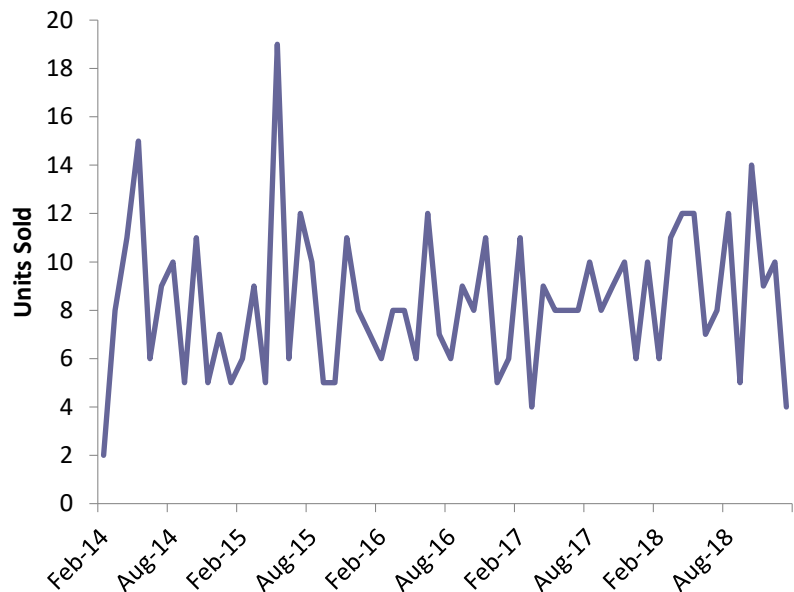
January Sales

Month / Year	Count	%Chg
2019	4	-33%
2018	6	20%
2017	5	-17%

Median Sales Price

Month / Year	Count	%Chg
2019	\$197,450	-32%
2018	\$288,750	-5%
2017	\$305,000	9%

Residential Units Sold

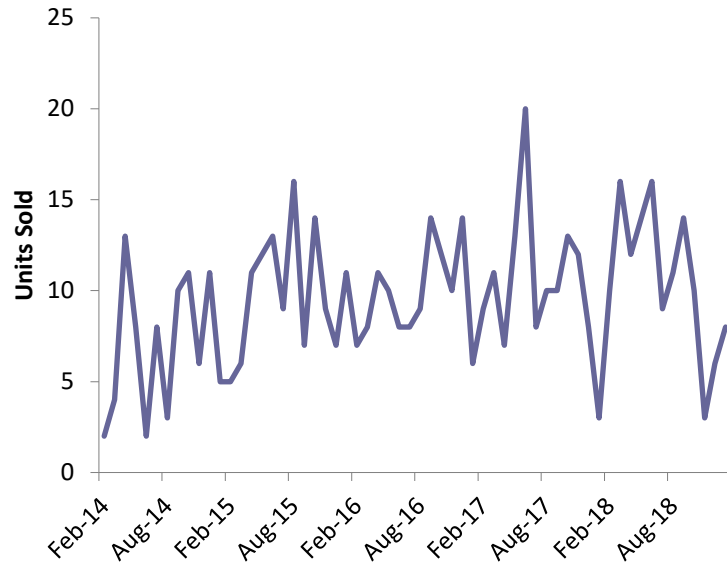


Colington

Residential Units Sold

January Sales		
Month / Year	Count	%Chg
2019	8	167%
2018	3	-50%
2017	6	-45%

Median Sales Price		
Month / Year	Count	%Chg
2019	\$252,000	-3%
2018	\$259,100	4%
2017	\$248,000	6%

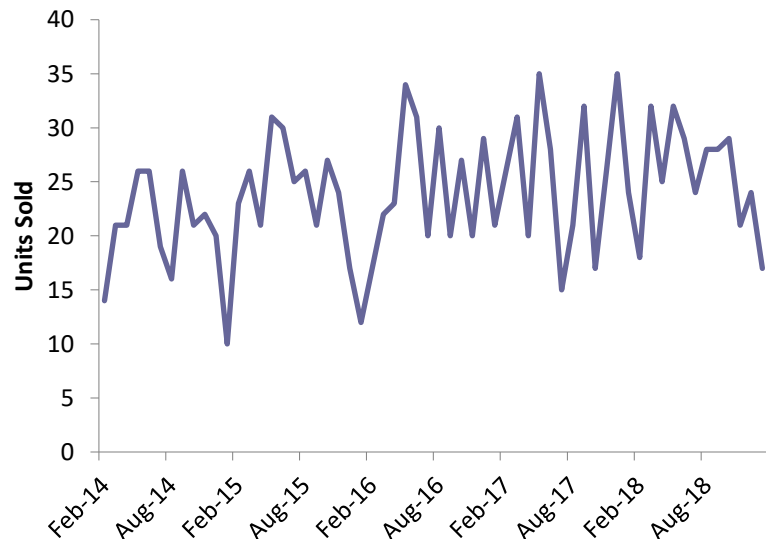


Town of Kill Devil Hills

Residential Units Sold

January Sales		
Month / Year	Count	%Chg
2019	17	-29%
2018	24	14%
2017	21	75%

Median Sales Price		
Month / Year	MSP	%Chg
2019	\$250,000	0%
2018	\$250,222	-9%
2017	\$276,000	-1%



Town of Nags Head

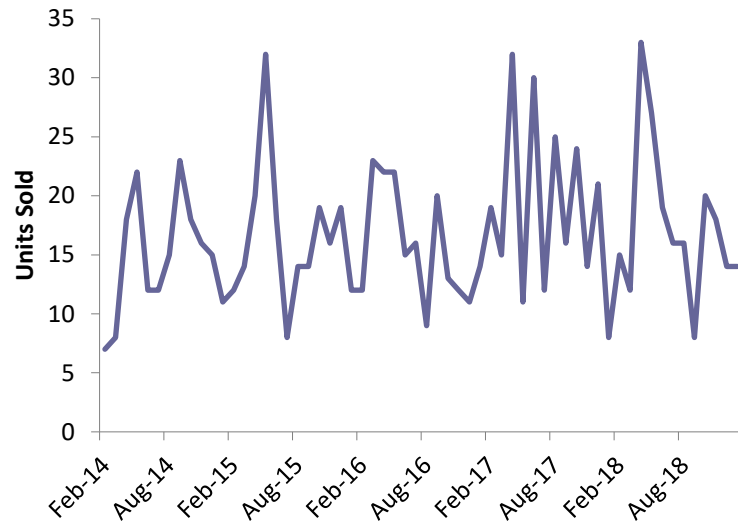
January Sales

Month / Year	Count	%Chg
2019	14	75%
2018	8	-43%
2017	14	17%

Median Sales Price

Month / Year	MSP	%Chg
2019	\$540,750	63%
2018	\$331,000	5%
2017	\$316,500	-35%

Residential Units Sold



Hatteras Island

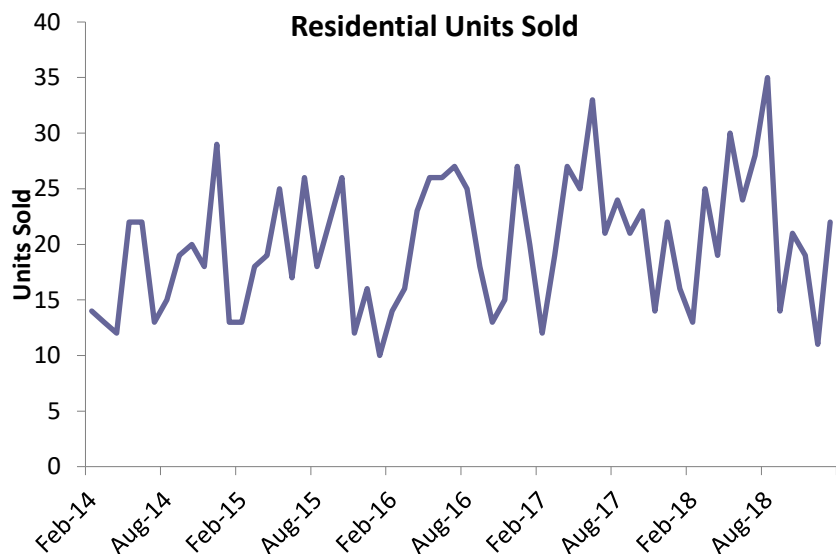
January Sales

Month / Year	Count	%Chg
2019	22	38%
2018	16	-20%
2017	20	100%

Median Sales Price

Month / Year	MSP	%Chg
2019	\$352,000	32%
2018	\$266,750	-16%
2017	\$317,500	-1%

Residential Units Sold



Roanoke Island

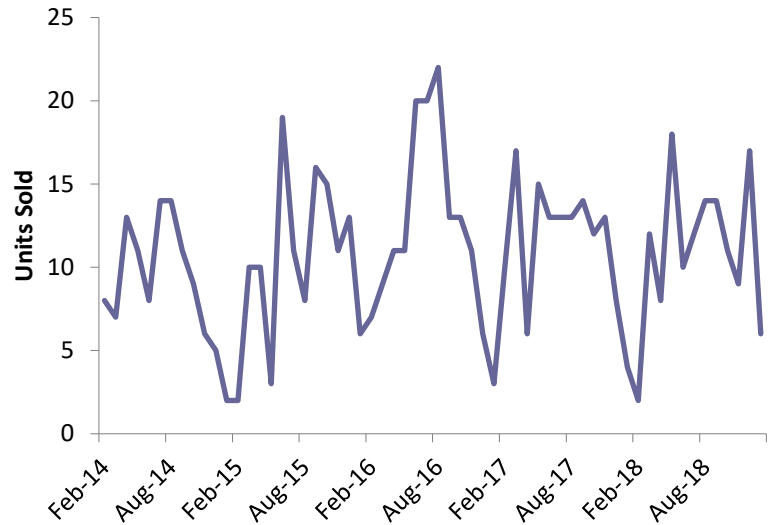
January Sales

Month / Year	Count	%Chg
2019	6	50%
2018	4	33%
2017	3	-50%

Median Sales Price

Month / Year	MSP	%Chg
2019	\$382,000	72%
2018	\$222,250	-39%
2017	\$365,000	53%

Residential Units Sold



Currituck Mainland

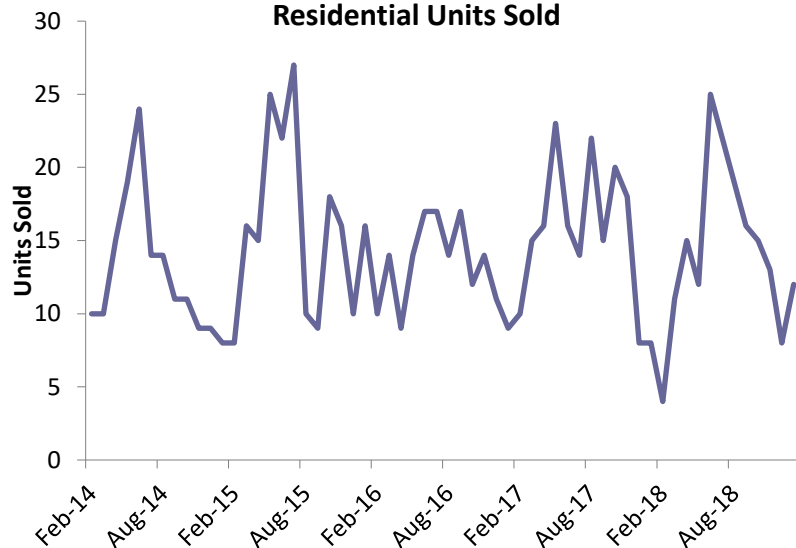
January Sales

Month / Year	Count	%Chg
2019	12	50%
2018	8	-11%
2017	9	-44%

Median Sales Price

Month / Year	MSP	%Chg
2019	\$263,000	8%
2018	\$244,450	-16%
2017	\$292,400	32%

Residential Units Sold



Ocracoke Island

Residential Units Sold

January Sales

Month / Year	Count	%Chg
2019	19	533%
2018	3	0%
2017	3	50%

Median Sales Price

Month / Year	MSP	%Chg
2019	\$0	-100%
2018	\$275,000	0%
2017	\$275,000	1%

