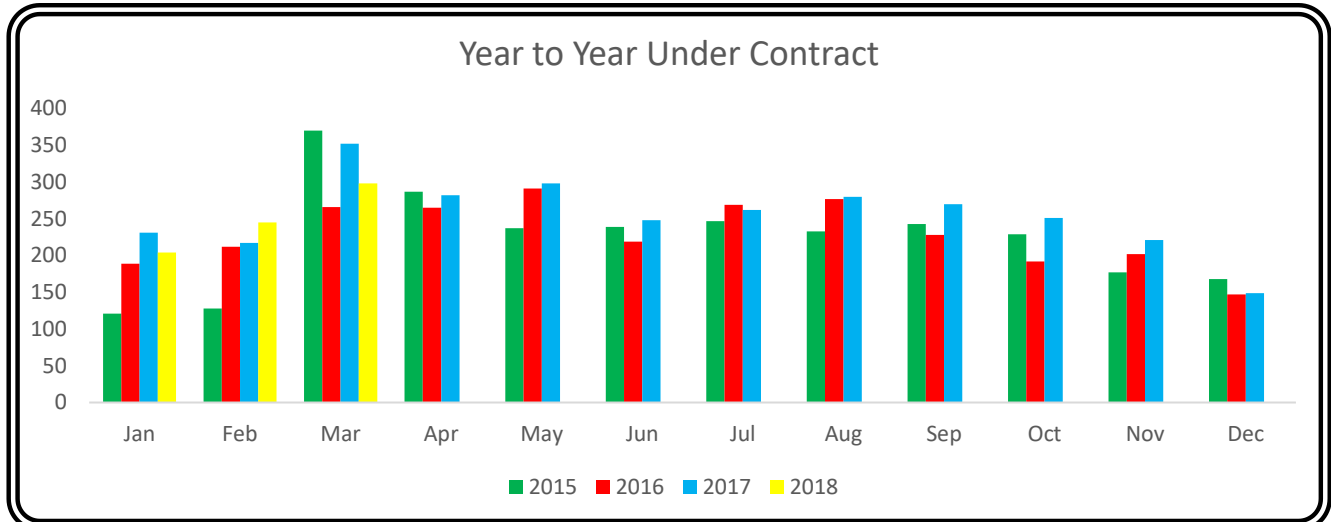




## March 2018 – MLS Statistical Report



### Summary

**Residential Sales** - So far, 2018 has not been a banner year. Residential sales are down by 8% and single-family home sales are down by 11%. Listings that were placed under contract were also down by 9% in this year.

The good news is that condominium sales are up by 22% and their median sale price is down by 10%.

The number of days that a listing remains on the market has also declined by 24% since 2017.

Residential inventory, for the first time in a long time, is stable. This statistic will need to be monitored to see if there is a trend.

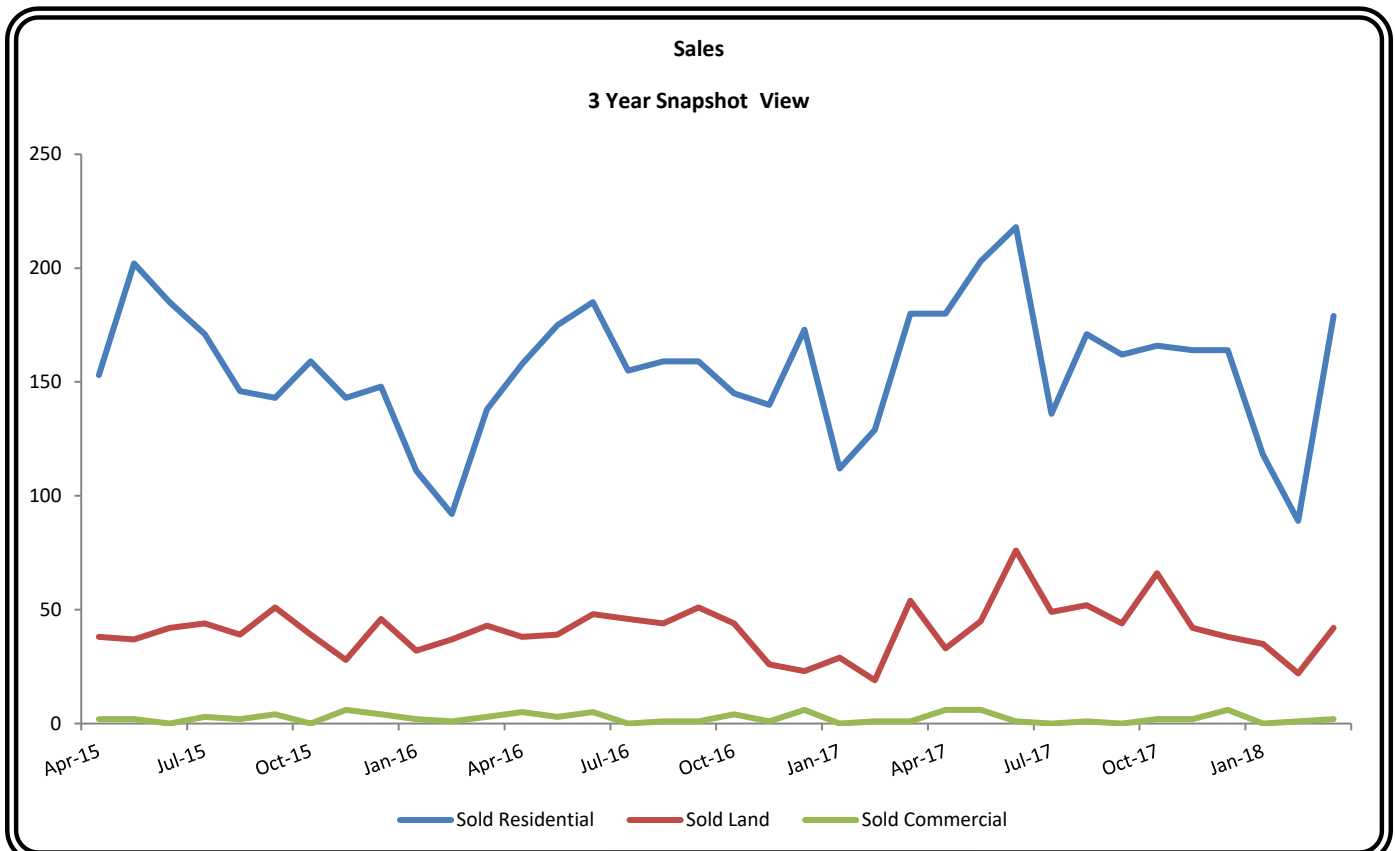
**Lot / Land Sales** - Lots / Land unit sales are down slightly; however, average sale price and median sale price are up significantly - 27% and 26% respectively.

Data Obtained: April 6, 2018

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

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## Total Property Sales

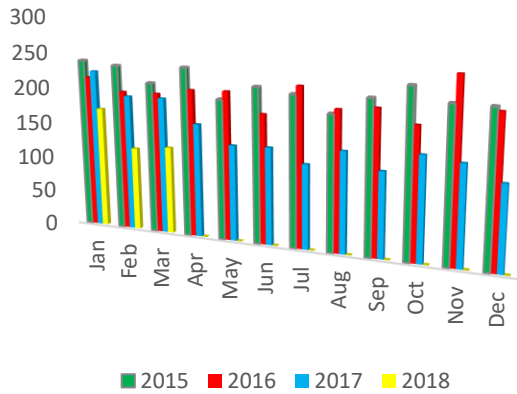


Year to Date Comparison										
	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg	Qty Active	% Chg
<b>Residential</b>										
Current Period	386		\$158,971,670		\$411,843		\$312,250		1508	
One year Ago	421		\$162,367,015		\$385,669		\$309,000		1513	
Increase / (Decrease)	(35)	-8%	(\$3,395,345)	-2%	\$26,174	7%	\$3,250	1%	(5)	0%
<b>Lots / Land</b>										
Current Period	99		\$13,963,535		\$141,045		\$100,000		680	
One Year Ago	102		\$11,298,200		\$110,766		\$79,125		824	
Increase / (Decrease)	(3)	-3%	\$2,665,335	24%	\$30,279	27%	\$20,875	26%	(144)	-17%
<b>Commercial</b>										
Current Period	3		\$2,420,000		\$806,666		\$575,000		58	
One Year Ago	2		\$621,000		\$110,000		\$310,500		67	
Increase / (Decrease)	1	50%	\$1,799,000	290%	\$696,666	633%	\$264,500	85%	(9)	-13%
<b>All Classes</b>										
Current Period	488		\$175,355,205		\$359,334		\$280,000		2246	
One Year Ago	525		\$174,286,215		\$331,973		\$280,000		2404	
Increase / (Decrease)	(37)	-7%	\$1,068,990	1%	\$27,361	8%	\$0	0%	(158)	-7%

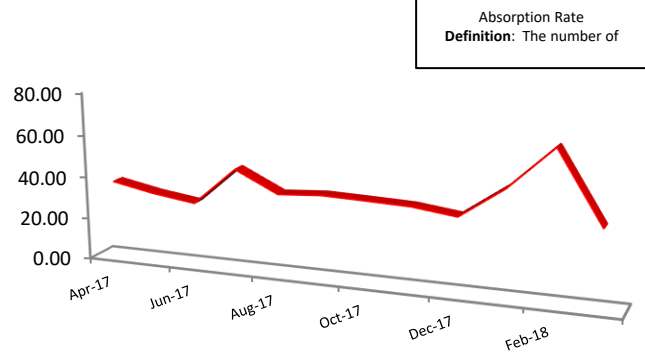
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# Residential Property Sales

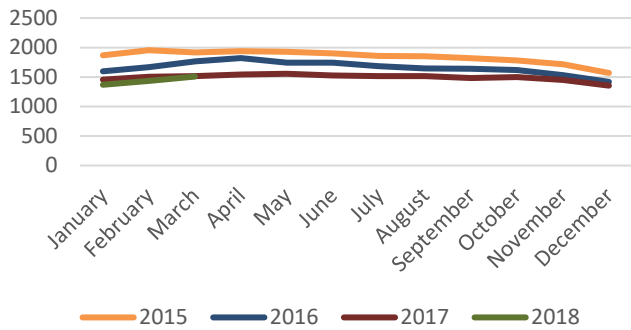
### Average Days on Market



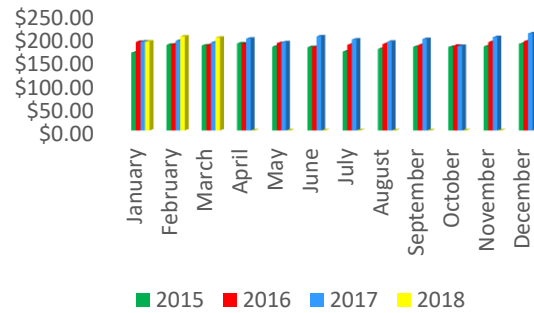
### Absorption Rate in Weeks



### Residential Inventory



### Sold Price per SqFt

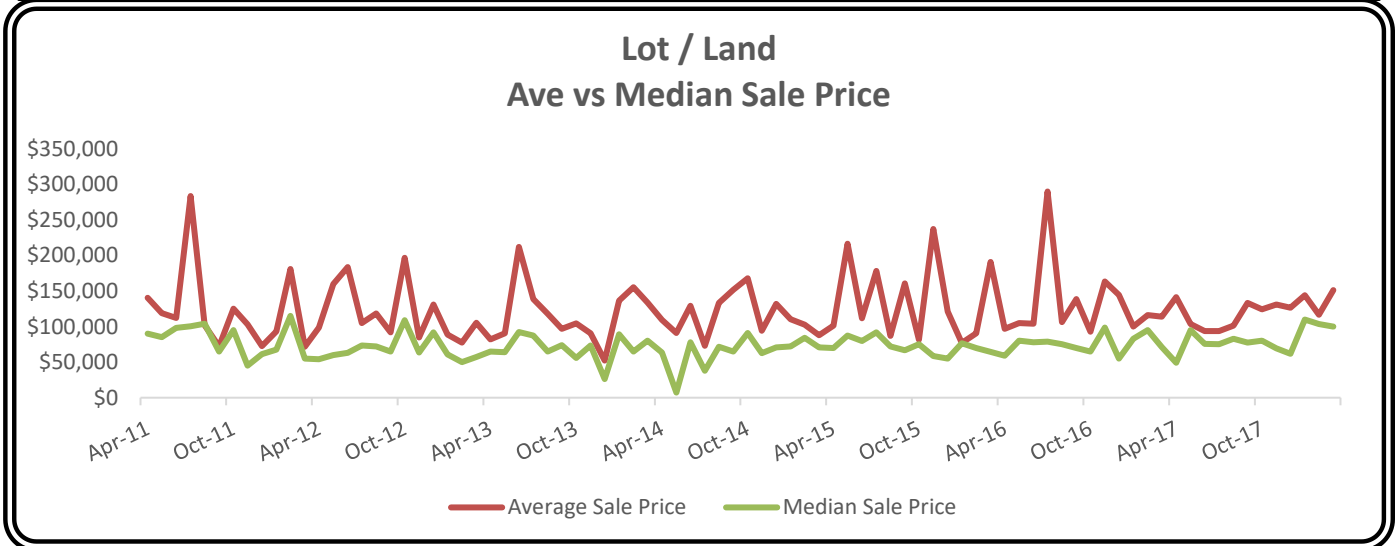
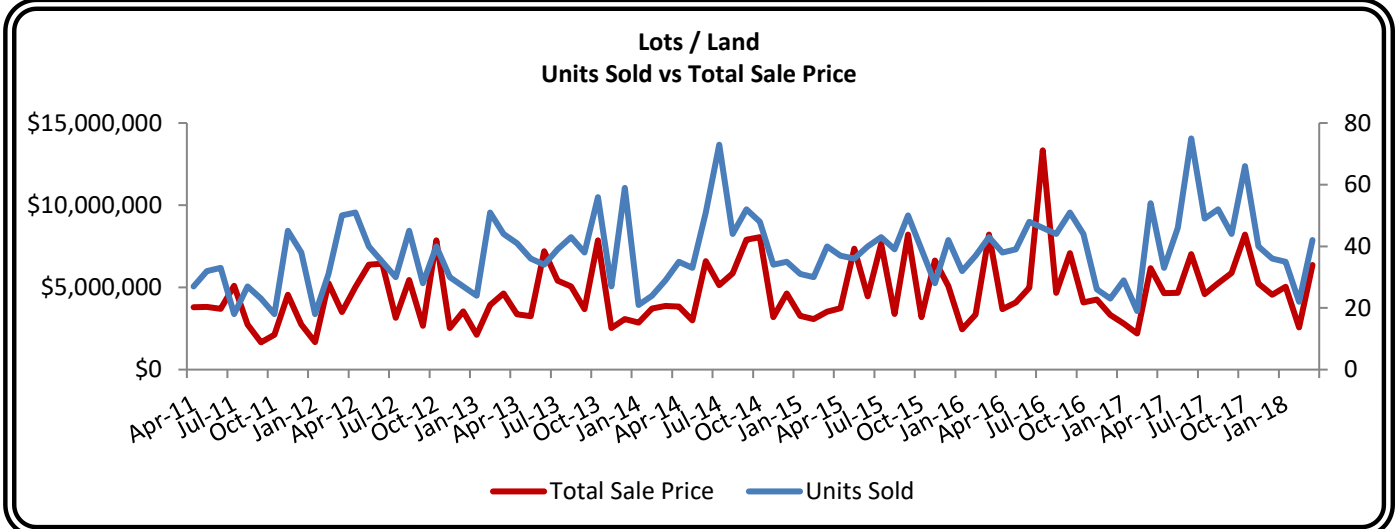


### Year to Date Comparison - Residential Property

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Single Family Detached</b>								
Current Period	332		\$147,008,916		\$442,797		\$330,500	
One year Ago	373		\$147,865,220		\$396,421		\$315,000	
Increase / (Decrease)	(41)	-11%	(\$856,304)	-1%	\$46,376	12%	\$15,500	5%
<b>Condominium</b>								
Current Period	44		\$10,350,554		\$235,239		\$230,750	
One Year Ago	36		\$9,118,387		\$253,288		\$257,500	
Increase / (Decrease)	8	22%	\$1,232,167	14%	(\$18,049)	-7%	(\$26,750)	-10%
<b>All Residential</b>								
Current Period	386		\$158,971,670		\$411,843		\$312,250	
One Year Ago	421		\$162,367,015		\$385,669		\$309,000	
Increase / (Decrease)	(35)	-8%	(\$3,395,345)	-2%	\$26,174	7%	\$3,250	1%

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## Land Sales

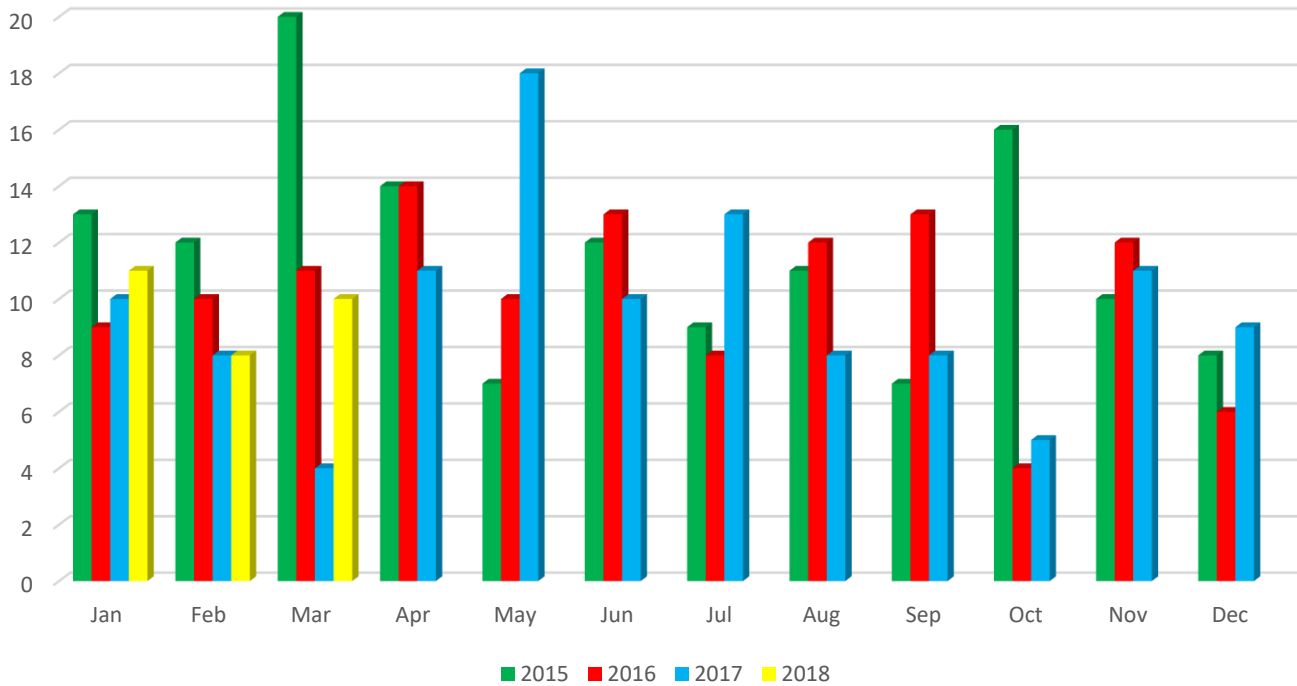


Year to Date Comparison - Land Listings								
	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Land - Residential</b>								
Current Period	85		\$12,157,135		\$143,025		\$108,000	
One Year Ago	90		\$9,869,200		\$109,657		\$80,500	
Increase / Decrease	(5)	▼ -6%	\$2,287,935	▲ 23%	\$33,368	▲ 30%	\$27,500	▲ 34%
<b>All Land</b>								
Current Period	99		\$13,963,535		\$141,045		\$100,000	
One year Ago	102		\$11,298,200		\$110,766		\$79,125	
Increase / (Decrease)	(3)	▼ -3%	\$2,665,335	▲ 24%	\$30,279	▲ 27%	\$20,875	▲ 26%

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## Distressed Properties (Residential)

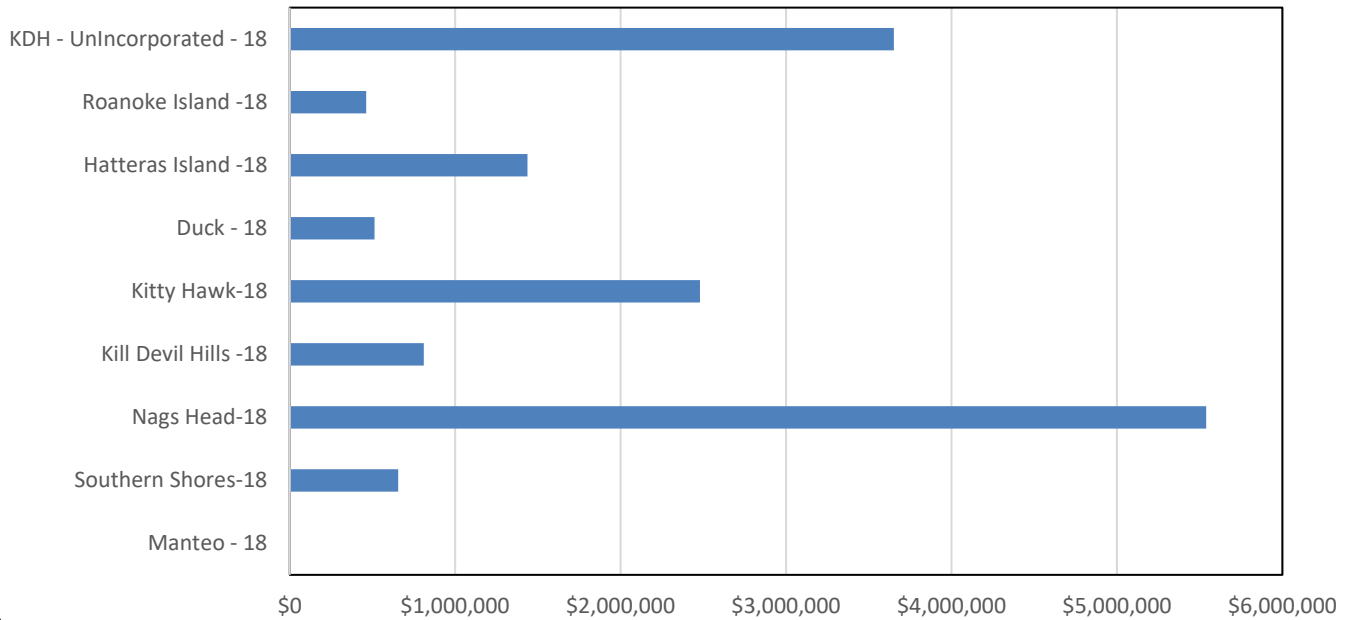
### Dare County Foreclosures



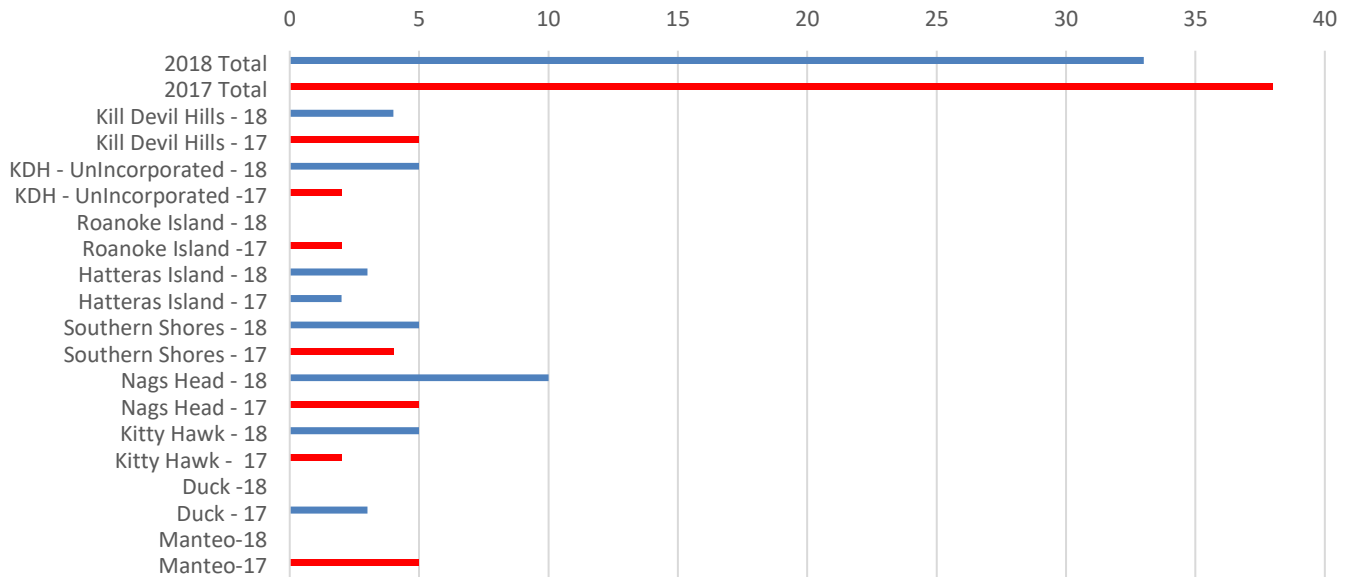
Year to Date Comparison - Distressed Properties								
	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Residential - Short Sale</b>								
Current Period	3		\$884,000		\$294,666		\$260,000	
One year Ago	9		\$4,857,000		\$539,666		\$539,000	
Increase / (Decrease)	(6)	▼ -67%	(\$3,973,000)	▼ -82%	(\$245,000)	▼ -45%	(\$279,000)	▼ -52%
<b>Residential - Bank Owned</b>								
Current Period	16		\$4,787,435		\$299,214		\$250,722	
One Year Ago	25		\$4,540,002		\$181,600		\$159,900	
Increase / (Decrease)	(9)	▼ -36%	\$247,433	▼ 5%	\$117,614	▼ 65%	\$90,822	▼ 57%
<b>All Residential - Distressed</b>								
Current Period	19		\$5,671,435		\$593,880		\$510,722	
One Year Ago	34		\$9,397,002		\$721,266		\$698,900	
Increase / (Decrease)	(15)	▼ -44%	(\$3,725,567)	▼ -40%	(\$127,386)	▼ -18%	(\$188,178)	▼ -27%

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### February 2018 New Construction Building Permit Value



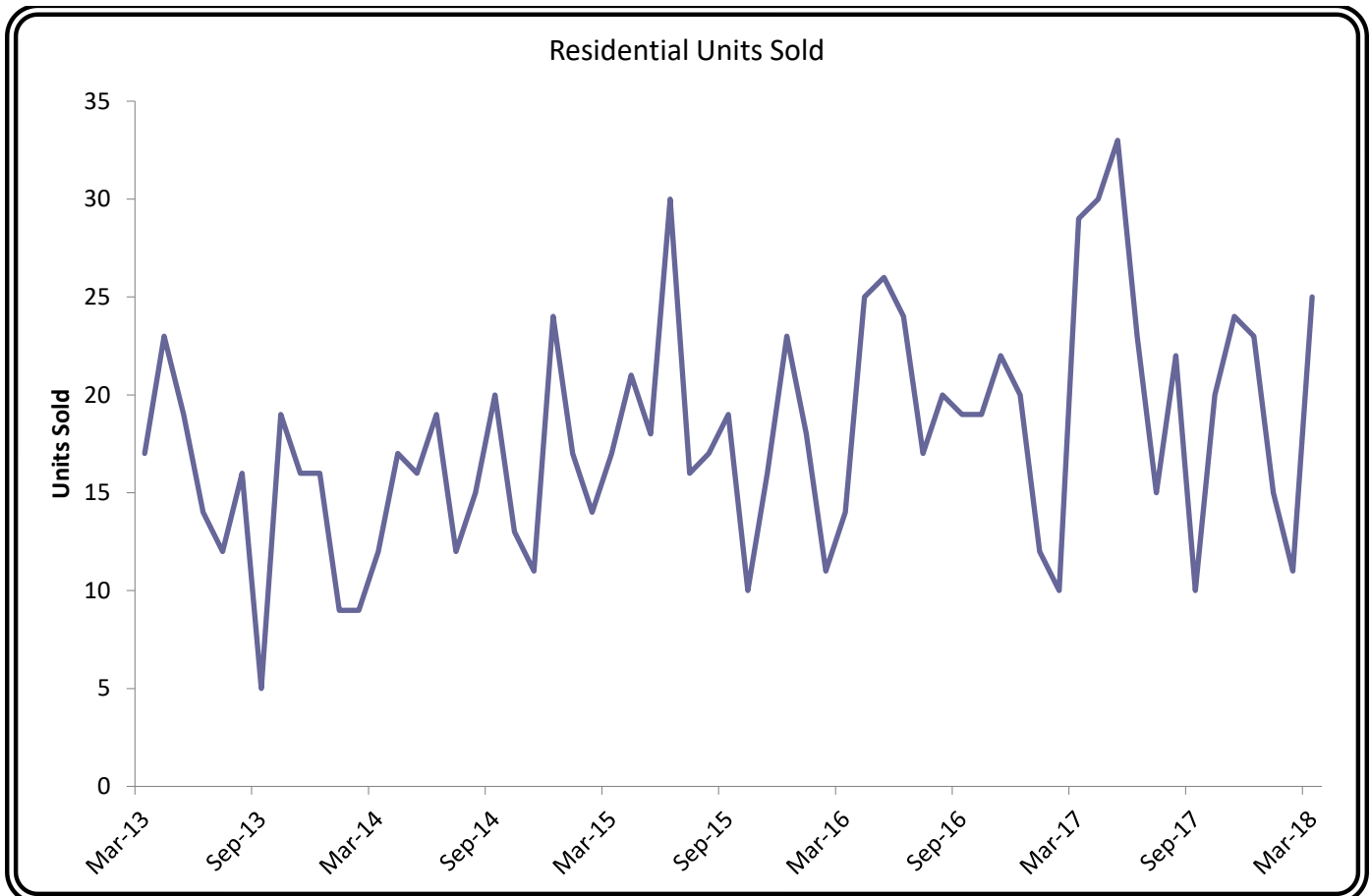
### Year To Date 2018 Number of Building Permits



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## Sales By Area

### Corolla



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	9	9	12	17	16	19	12	15	20	13	11	24	177
2015	17	14	17	21	18	30	16	17	19	10	16	23	218
2016	18	11	14	25	26	24	17	20	19	19	22	20	235
2017	12	10	29	30	33	23	15	22	10	20	24	23	251
2018	15	11	25										51

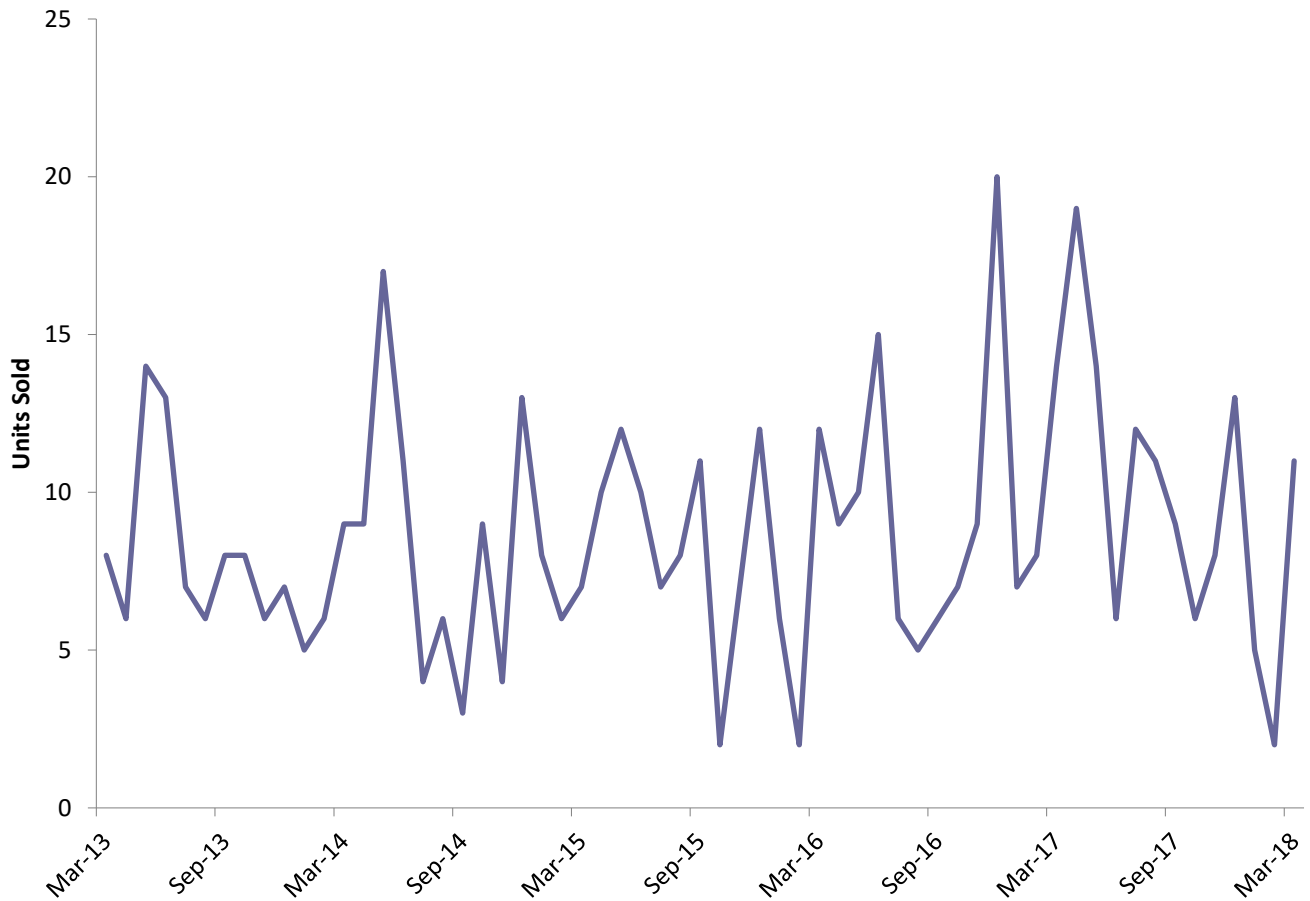
Year	Median Sale Price	Percent Change
2014	\$470,000	-2%
2015	\$493,950	5%
2016	\$425,000	-14%
2017	\$477,500	12%
2018	\$525,000	10%

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## Town of Duck

Residential Units Sold



Units Sold

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	5	6	9	9	17	11	4	6	3	9	4	13	96
2015	8	6	7	10	12	10	7	8	11	2	7	12	100
2016	6	2	12	9	10	15	6	5	6	7	9	20	107
2017	7	8	14	19	14	6	12	11	9	6	8	13	127
2018	5	2	11										18

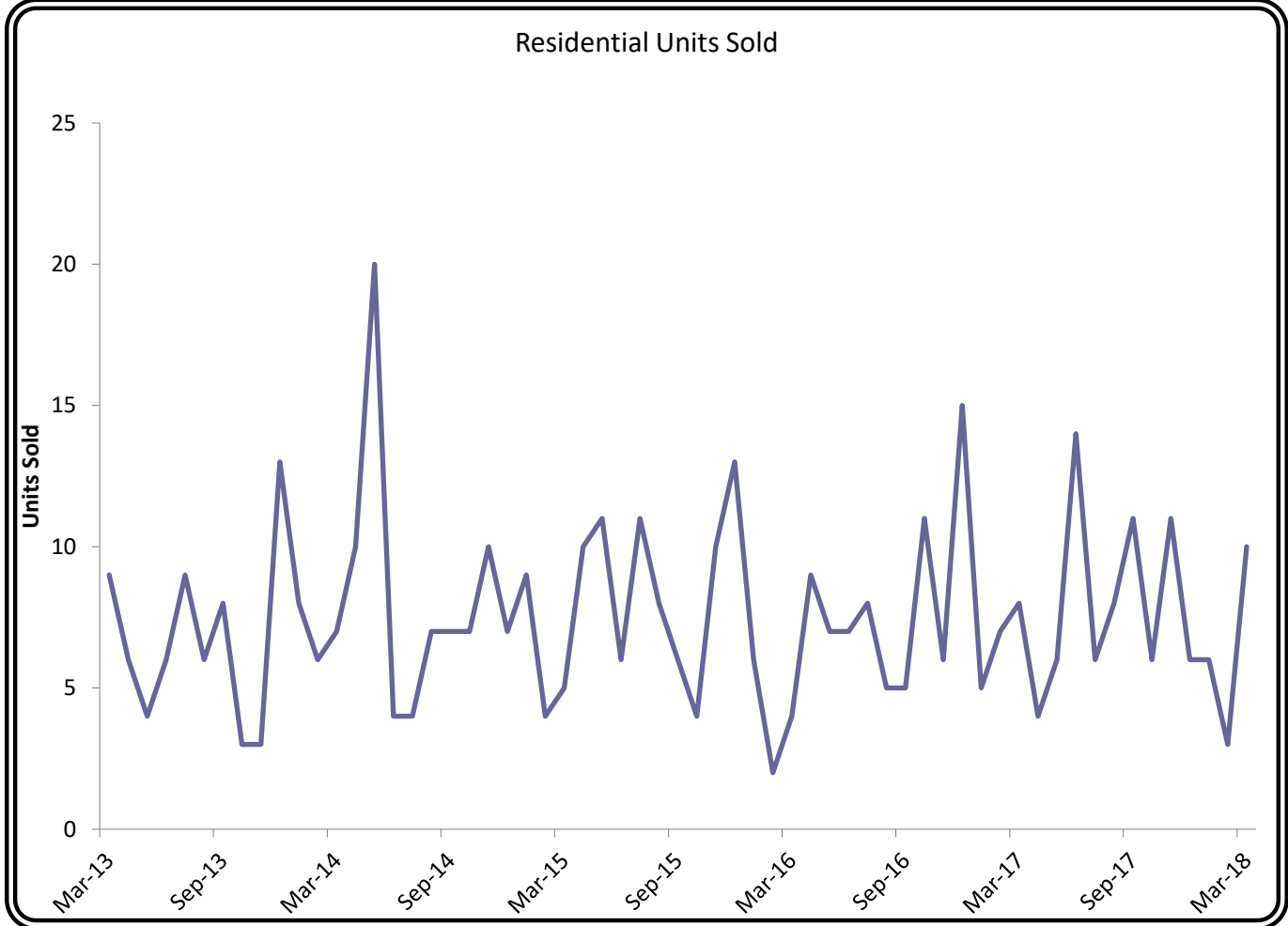
Year	Median Sale Price	Percent Change
2014	\$511,250	2%
2015	\$442,000	-14%
2016	\$477,000	8%
2017	\$466,000	-2%
2018	\$467,000	0%

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## Town of Southern Shores



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	8	6	7	10	20	4	4	7	7	7	10	7	97
2015	9	4	5	10	11	6	11	8	6	4	10	13	97
2016	6	2	4	9	7	7	8	5	5	11	6	15	85
2017	5	7	8	4	6	14	6	8	11	6	11	6	92
2018	6	3	10										19

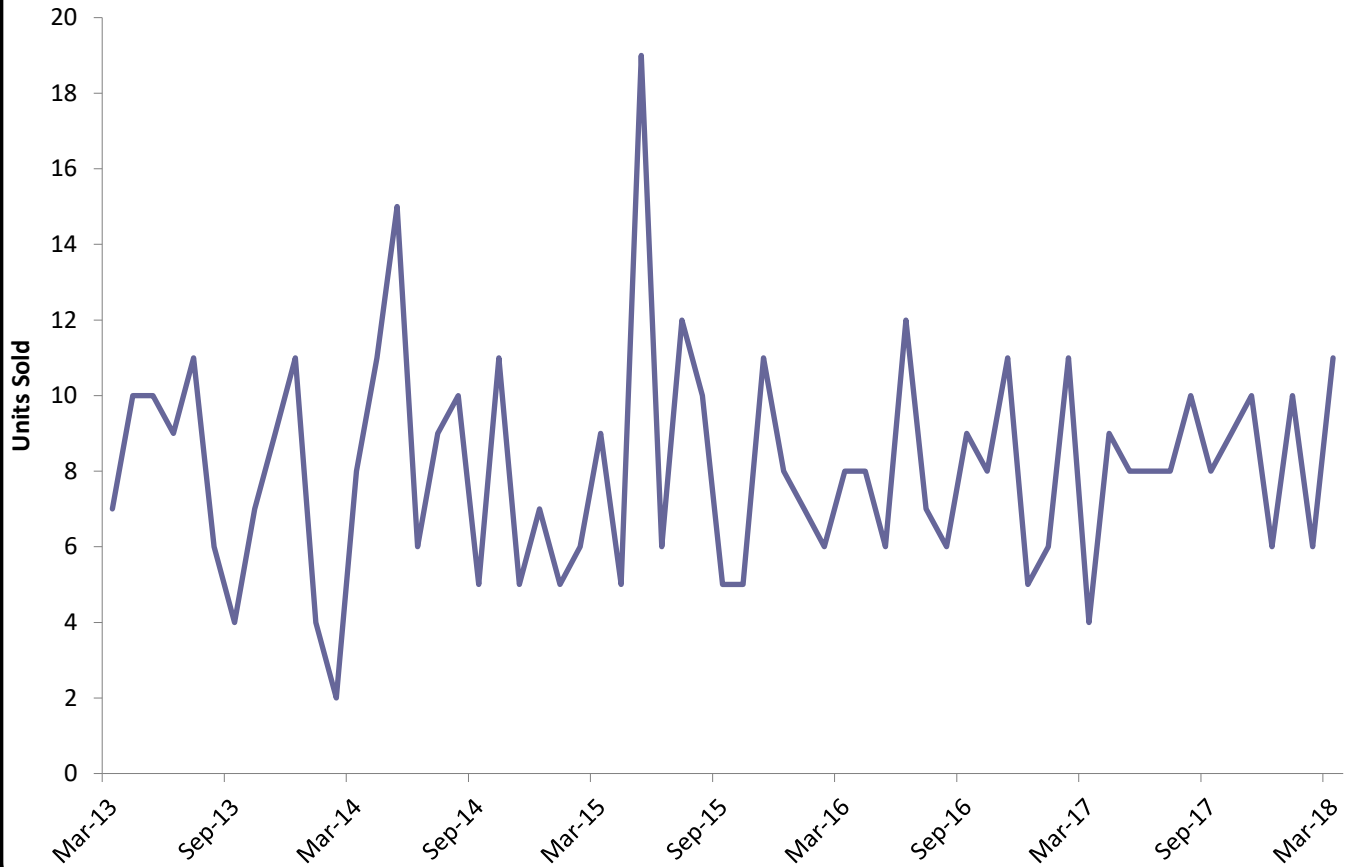
Year	Median Sale Price	Percent Change
2014	\$430,000	2%
2015	\$360,000	-16%
2016	\$422,500	17%
2017	\$420,000	-1%
2018	\$390,000	-7%

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## Town of Kitty Hawk

Residential Units Sold



Units Sold

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	4	2	8	11	15	6	9	10	5	11	5	7	93
2015	5	6	9	5	19	6	12	10	5	5	11	8	101
2016	7	6	8	8	6	12	7	6	9	8	11	5	93
2017	6	11	4	9	8	8	8	10	8	9	10	6	97
2018	10	6	11										27

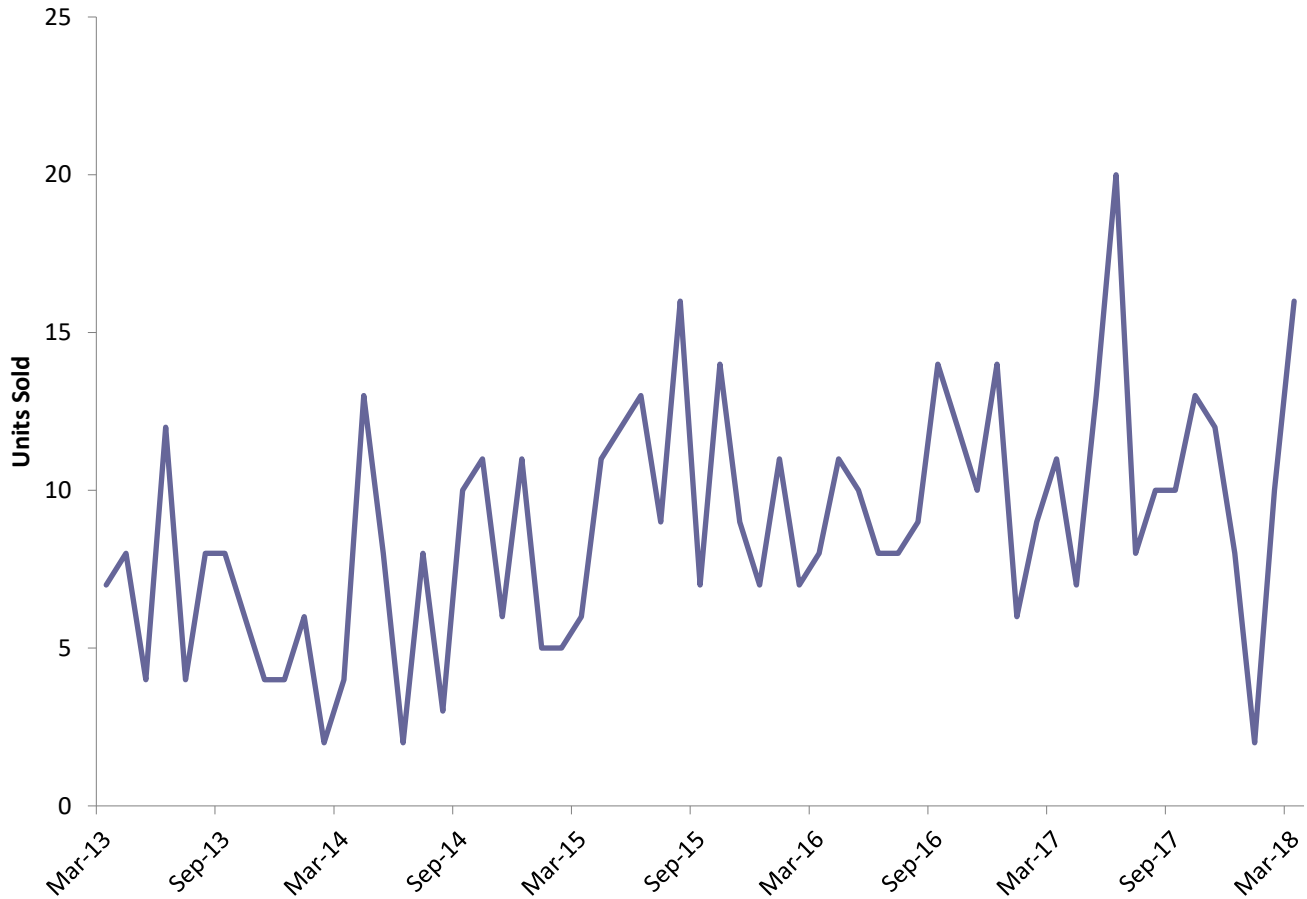
Year	Median Sale Price	Percent Change
2014	\$285,000	9%
2015	\$309,000	8%
2016	\$305,000	-1%
2017	\$310,000	2%
2018	\$345,000	11%

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# Colington

Residential Units Sold



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	6	2	4	13	8	2	8	3	10	11	6	11	84
2015	5	5	6	11	12	13	9	16	7	14	9	7	114
2016	11	7	8	11	10	8	8	9	14	12	10	14	122
2017	6	9	11	7	13	20	8	10	10	13	12	8	127
2018	2	10	16										28

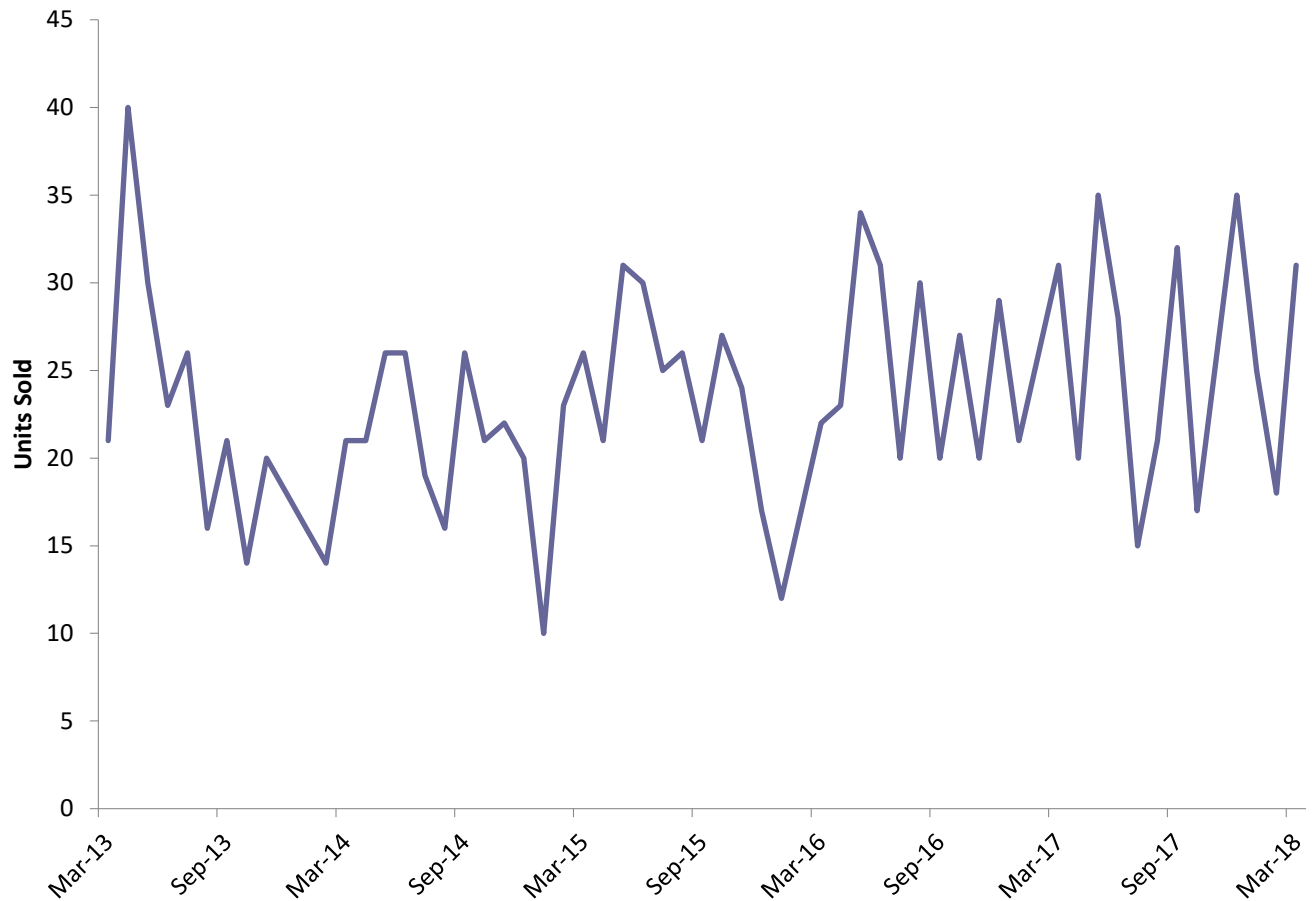
Year	Median Sale Price	Percent Change
2014	\$214,000	0%
2015	\$239,000	12%
2016	\$234,500	-2%
2017	\$255,000	9%
2018	\$259,550	2%

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## Town of Kill Devil Hills

Residential Units Sold



Units Sold

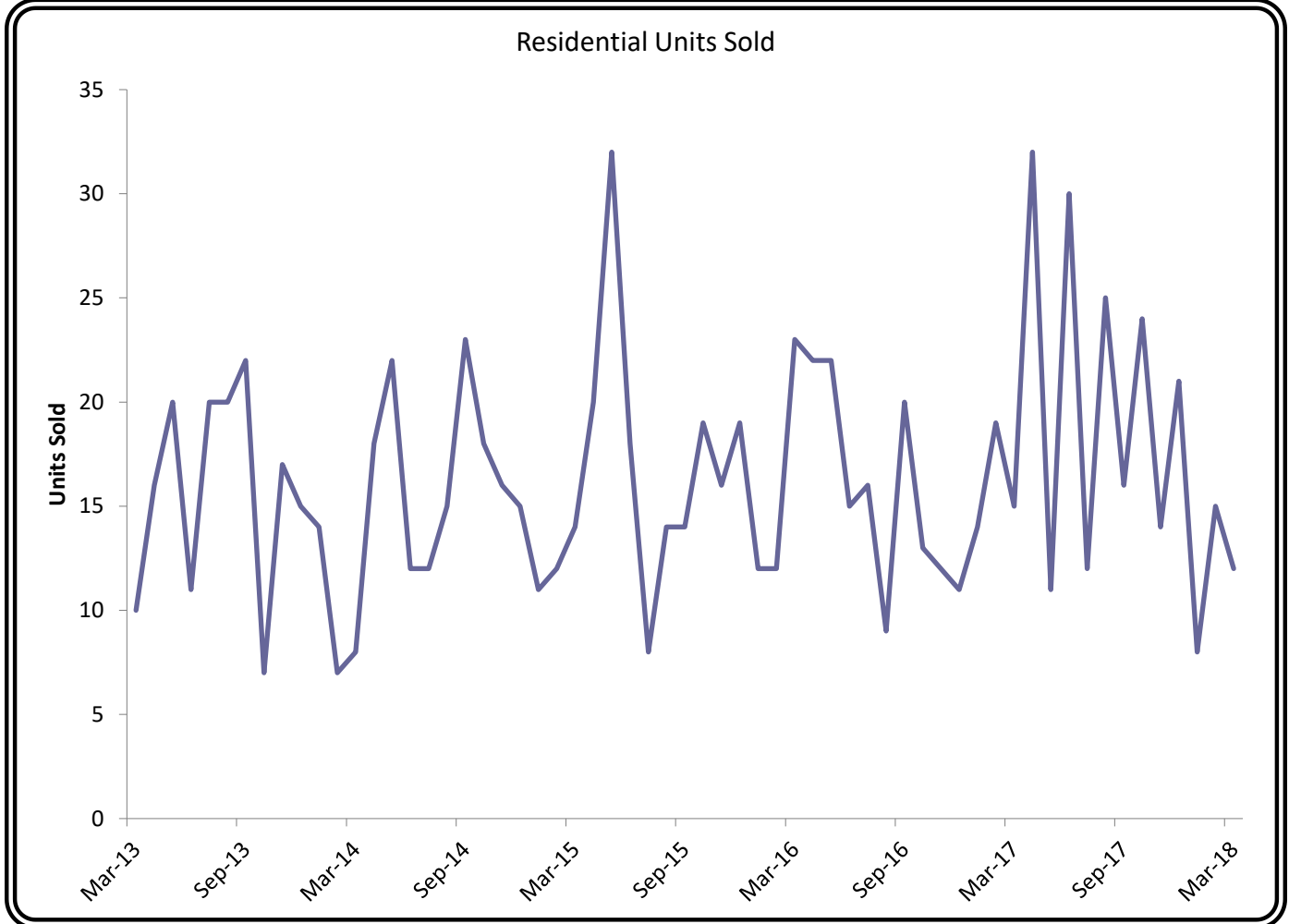
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	16	14	21	21	26	26	19	16	26	21	22	20	248
2015	10	23	26	21	31	30	25	26	21	27	24	17	281
2016	12	17	22	23	34	31	20	30	20	27	20	29	285
2017	21	26	31	20	35	28	15	21	32	17	26	35	307
2018	25	18	31										74

Year	Median Sale Price	Percent Change
2013	\$214,500	No Change
2014	\$239,000	12%
2015	\$236,000	-1%
2016	\$275,000	0%
2017	\$262,222	-5%

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## Town of Nags Head



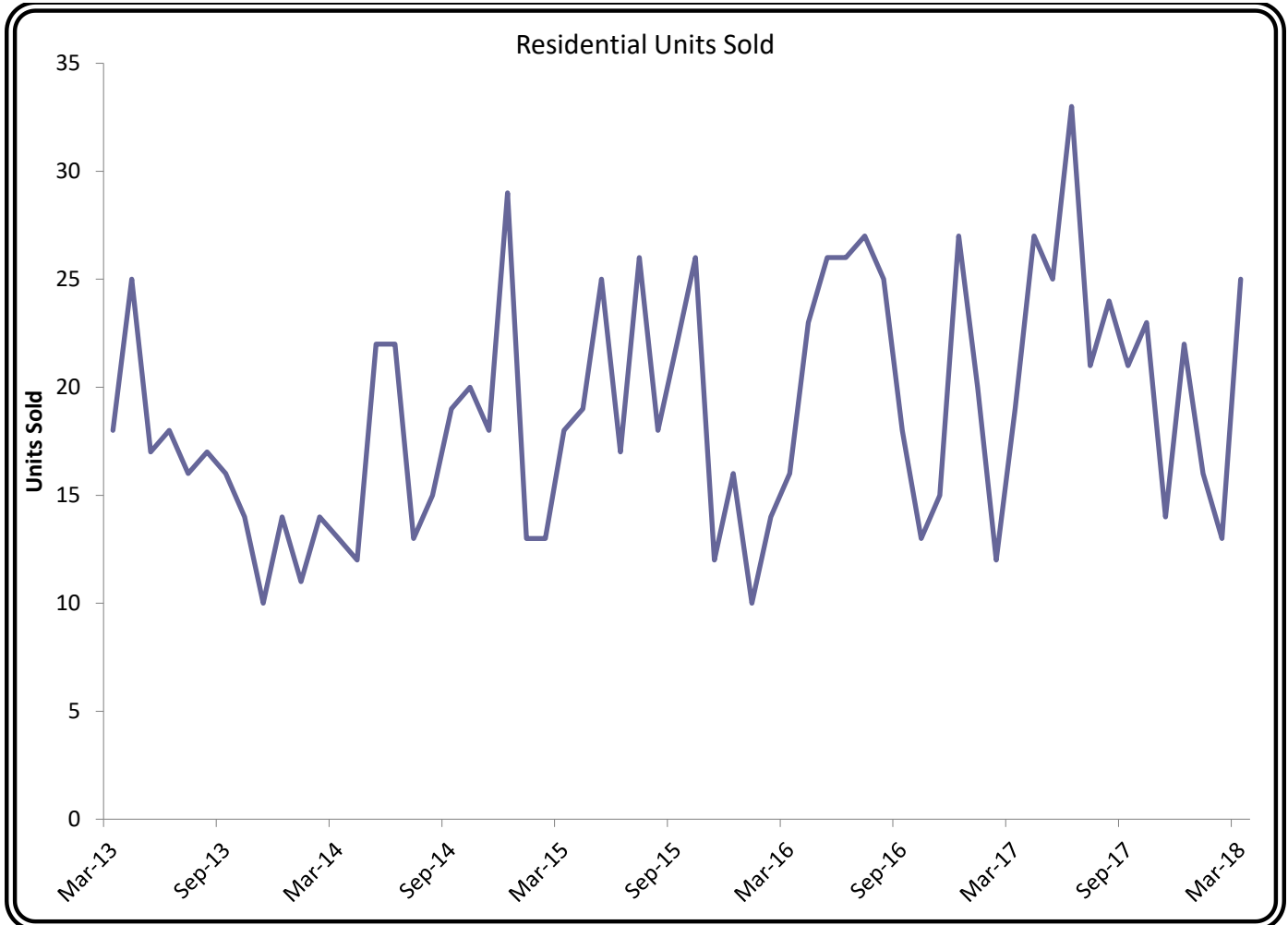
Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	14	7	8	18	22	12	12	15	23	18	16	15	180
2015	11	12	14	20	32	18	8	14	14	19	16	19	197
2016	12	12	23	22	22	15	16	9	20	13	12	11	187
2017	14	19	15	32	11	30	12	25	16	24	14	21	233
2018	8	15	12										35

Year	Median Sale Price	Percent Change
2014	\$350,000	4%
2015	\$363,500	4%
2016	\$382,000	5%
2017	\$384,000	1%
2018	\$350,000	-9%

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## Hatteras Island



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	11	14	13	12	22	22	13	15	19	20	18	29	208
2015	13	13	18	19	25	17	26	18	22	26	12	16	225
2016	10	14	16	23	26	26	27	25	18	13	15	27	240
2017	20	12	19	27	25	33	21	24	21	23	14	22	261
2018	16	13	25										54

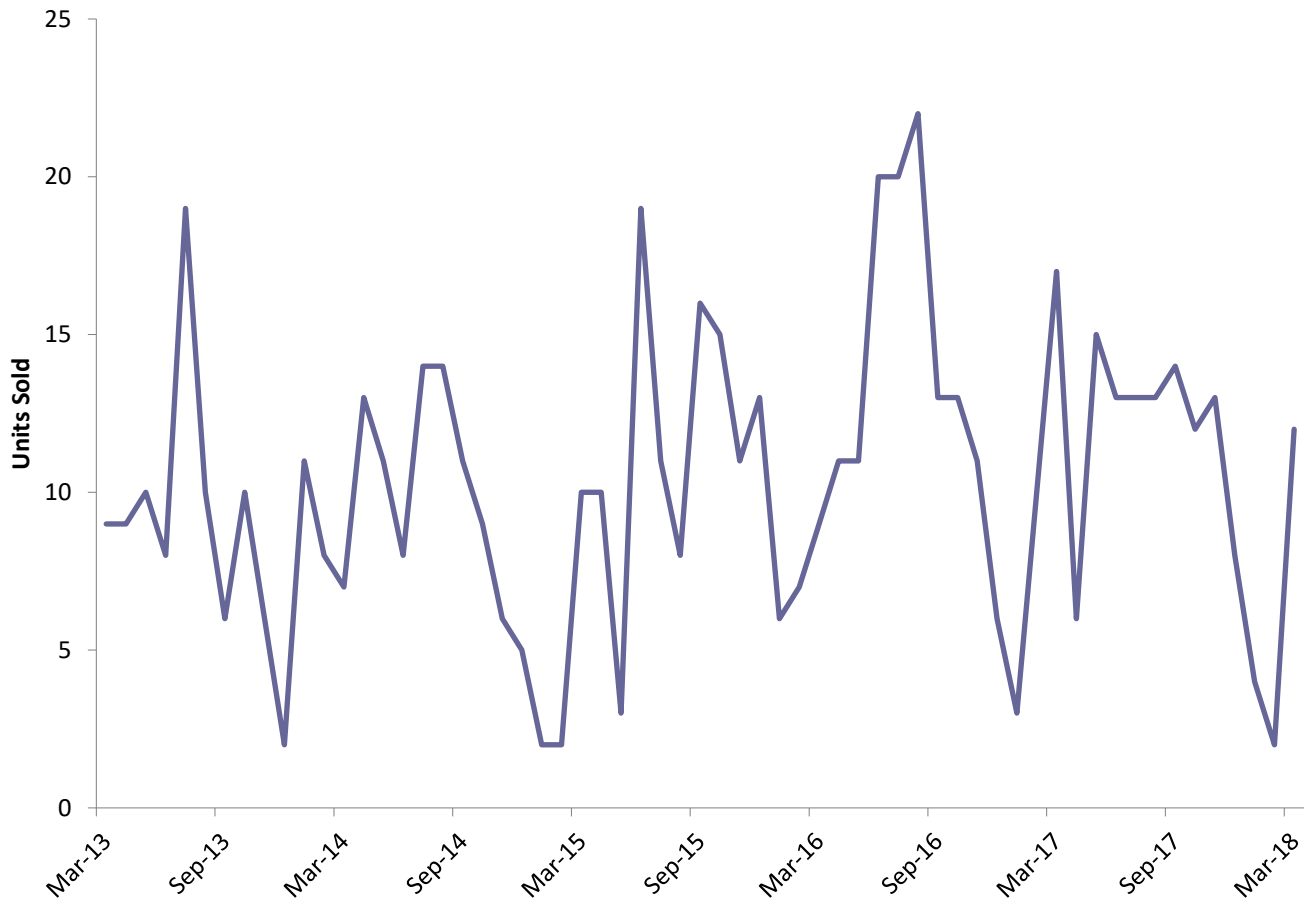
Year	Median Sale Price	Percent Change
2014	\$263,775	-9%
2015	\$262,250	-1%
2016	\$271,000	3%
2017	\$305,000	13%
2018	\$313,000	3%

\*2018 numbers reflect Year to Date values

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## Roanoke Island

Residential Units Sold



Units Sold

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	11	8	7	13	11	8	14	14	11	9	6	5	117
2015	2	2	10	10	3	19	11	8	16	15	11	13	120
2016	6	7	9	11	11	20	20	22	13	13	11	6	149
2017	3	10	17	6	15	13	13	13	14	12	13	8	137
2018	4	2	12										18

Year	Median Sale Price	Percent Change
2014	\$260,000	17%
2015	\$245,100	-6%
2016	\$265,000	8%
2017	\$283,350	7%
2018	\$251,500	-11%

\*2018 numbers reflect Year to Date values

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## Currituck Mainland



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2014	9	10	10	15	19	24	14	14	11	11	9	9	155
2015	8	8	16	15	25	22	27	10	9	18	16	10	184
2016	16	10	14	9	14	17	17	14	17	12	14	11	165
2017	9	10	15	16	23	16	14	22	15	20	18	8	186
2018	8	4	10										22

Year	Median Sale Price	Percent Change
2014	\$210,000	7%
2015	\$221,200	5%
2016	\$238,000	8%
2017	\$239,950	1%
2018	\$268,376	12%

\*2018 numbers reflect Year to Date values

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