



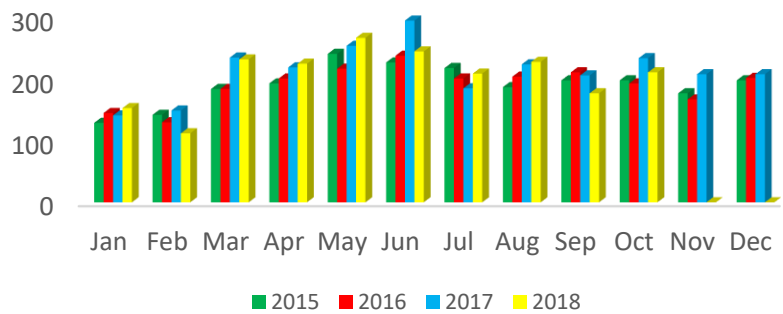
October 2018 – MLS Statistical Report

Total Sales

Month to Month sales - up by 10%. Year over year sales - down by 10%.

Total Sales		
Month / Year	Count	%Chg
Oct'18	211	-10%
Oct'17	234	21%
Oct'16	193	-3%

Total Sales - M-O-M

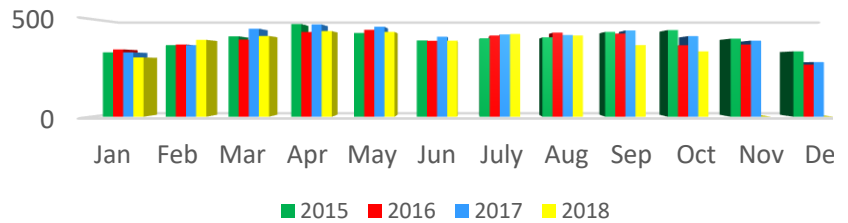


Under Contract

Under contract listings dropped dramatically - down 19%

Residential Under Contract		
Month / Year	Count	%Chg
Oct'18	335	-19%
Oct'17	413	13%
Oct'16	366	-18%

Total Listings Under Contract

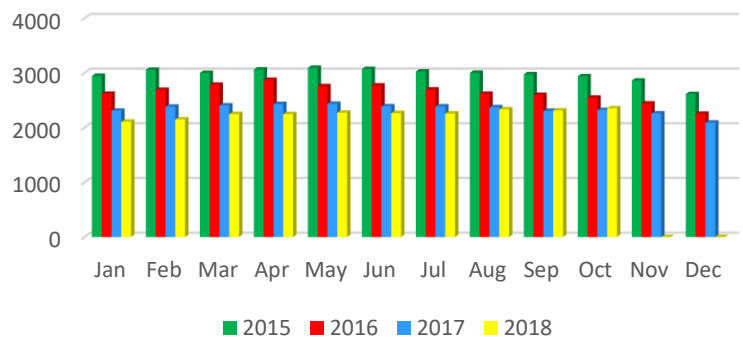


Total Inventory

Year-over-year inventory increased - up 1%

Total Active Inventory		
Month / Year	Count	%Chg
Oct'18	2352	1%
Oct'17	2321	-9%
Oct'16	2547	-13%

Total Active Inventory



Data Obtained: November 6, 2018

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

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Residential Property Sales

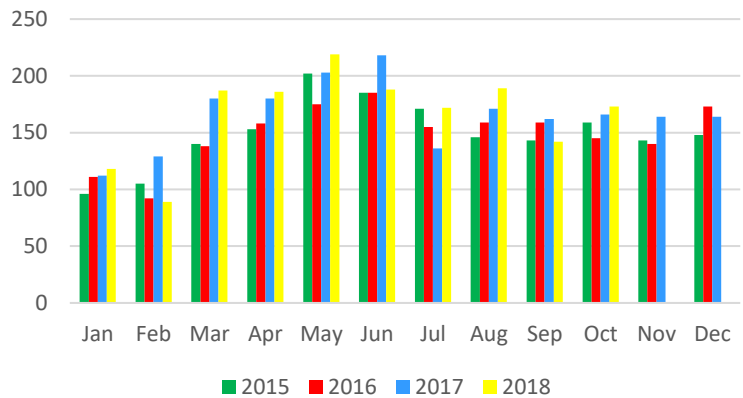
Residential Sales

Sales are up slightly - up 16%.

All Residential Sales

Month / Year	Count	%Chg
Oct'18	173	4%
Oct'17	166	14%
Oct'16	145	-9%

Residential Unit Sales



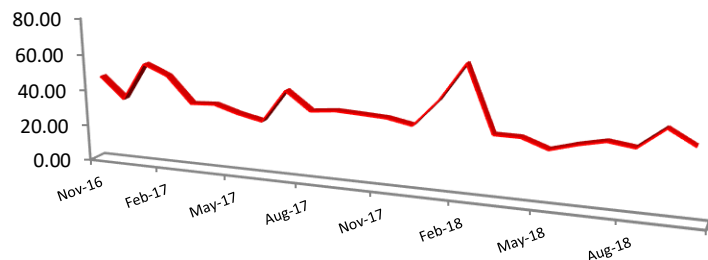
Absorption Rate

Definition:

The number of weeks it takes to sell the current inventory at the present rate of sales OR

$$\frac{\text{Total Active Listings}}{(\text{Units sold last month} * 12 \text{ months}) / 52 \text{ weeks}}$$

Absorption Rate in Weeks



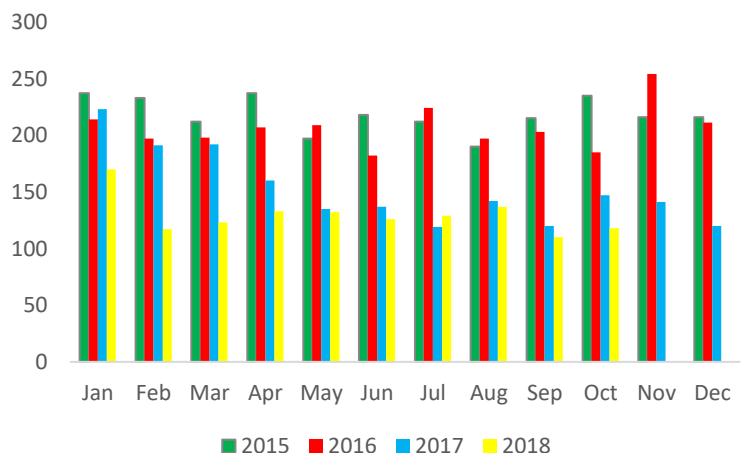
Days on the market

Days on the Market continues to remain at historic lows. Down 20% from last year.

Avg Days on Market

Month / Year	Count	%Chg
Oct'18	118	-20%
Oct'17	147	-21%
Oct'16	185	-21%

Average Days on Market

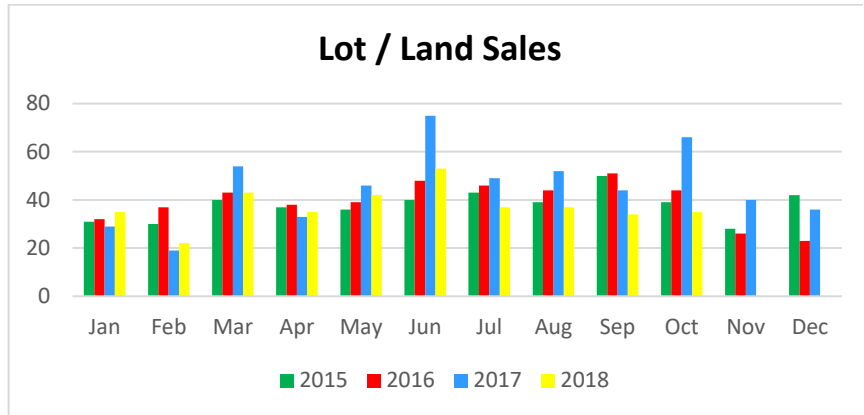


Lots / Land

Lots / Land Sales

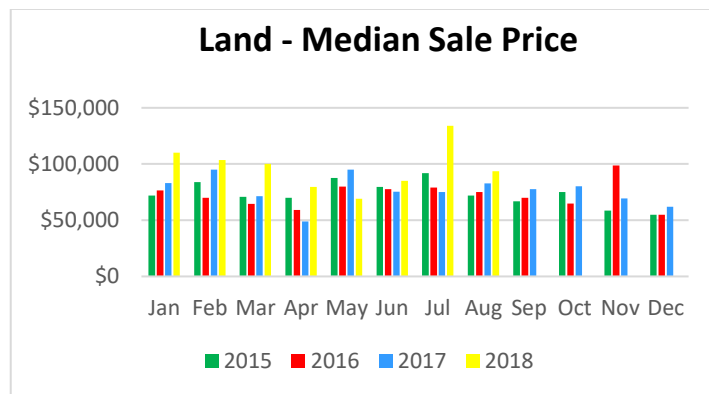
Sales continue to decline.

Lots / Land Sales		
Month / Year	Count	%Chg
Oct'18	35	-47%
Oct'17	66	50%
Oct'16	44	13%



**Lots / Land
Average / Median Sale Price**
Median Sale Price continues to
climb,

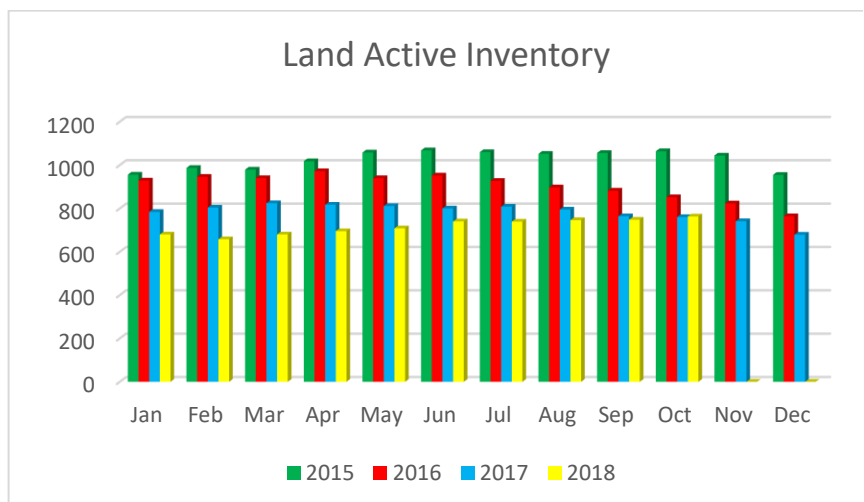
Lots / Land Median Price		
Month / Year	Count	%Chg
Oct'18	\$95,000	18%
Oct'17	\$80,250	24%
Oct'16	\$64,750	-14%



Lots / Land Inventory

Lots / Land Inventory has
remained constant.

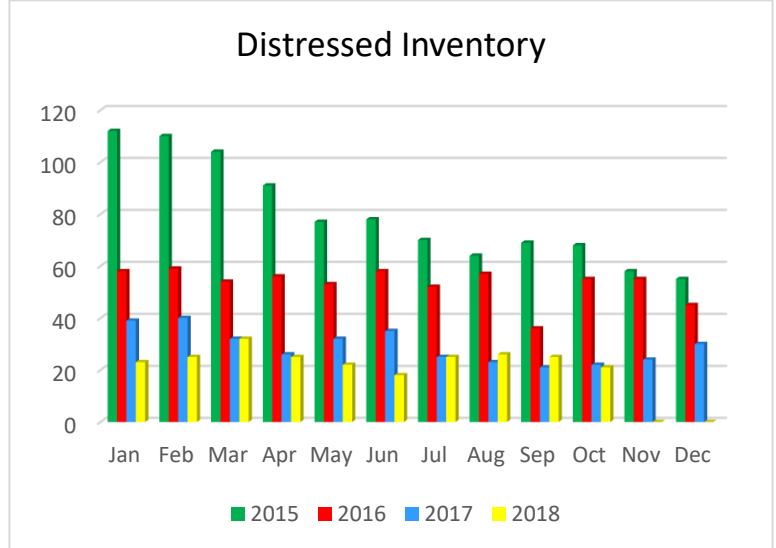
Lots / Land Inventory		
Month / Year	Count	%Chg
Oct'18	763	0%
Oct'17	760	-11%
Oct'16	852	-20%



Distressed Property

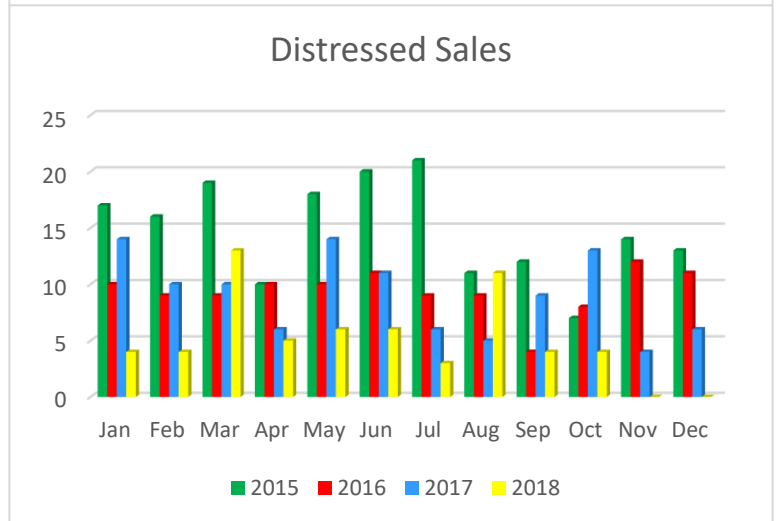
Inventory

Distressed Sale Inventory		
Month / Year	Count	%Chg
Oct'18	21	-5%
Oct'17	22	-60%
Oct'16	55	-19%



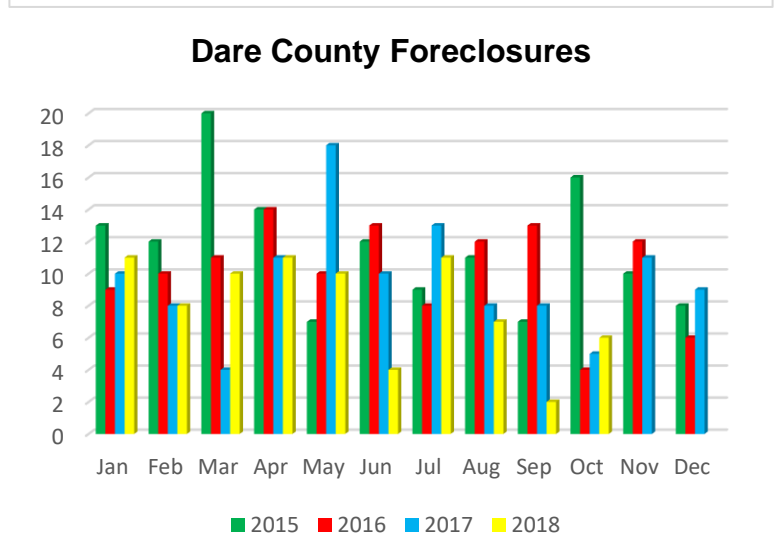
Distressed Sales

Distressed Sales		
Month / Year	Count	%Chg
Oct'18	4	-69%
Oct'17	13	63%
Oct'16	8	14%

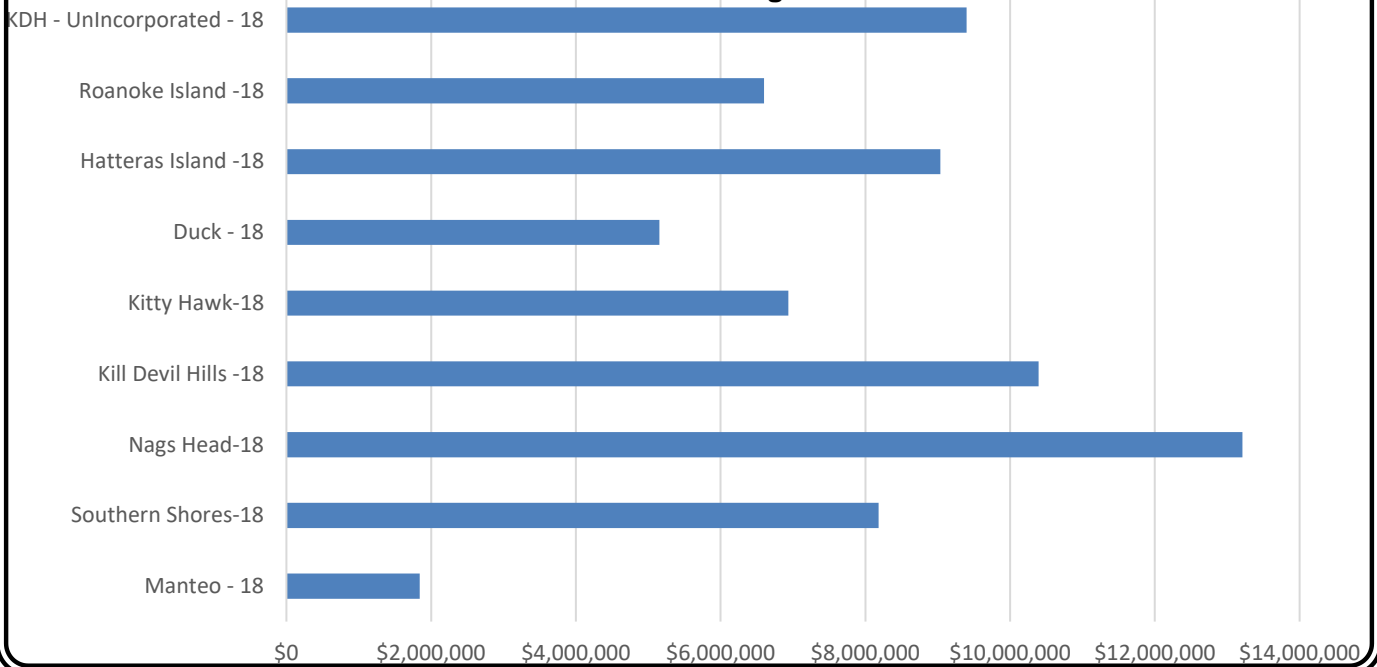


Foreclosures

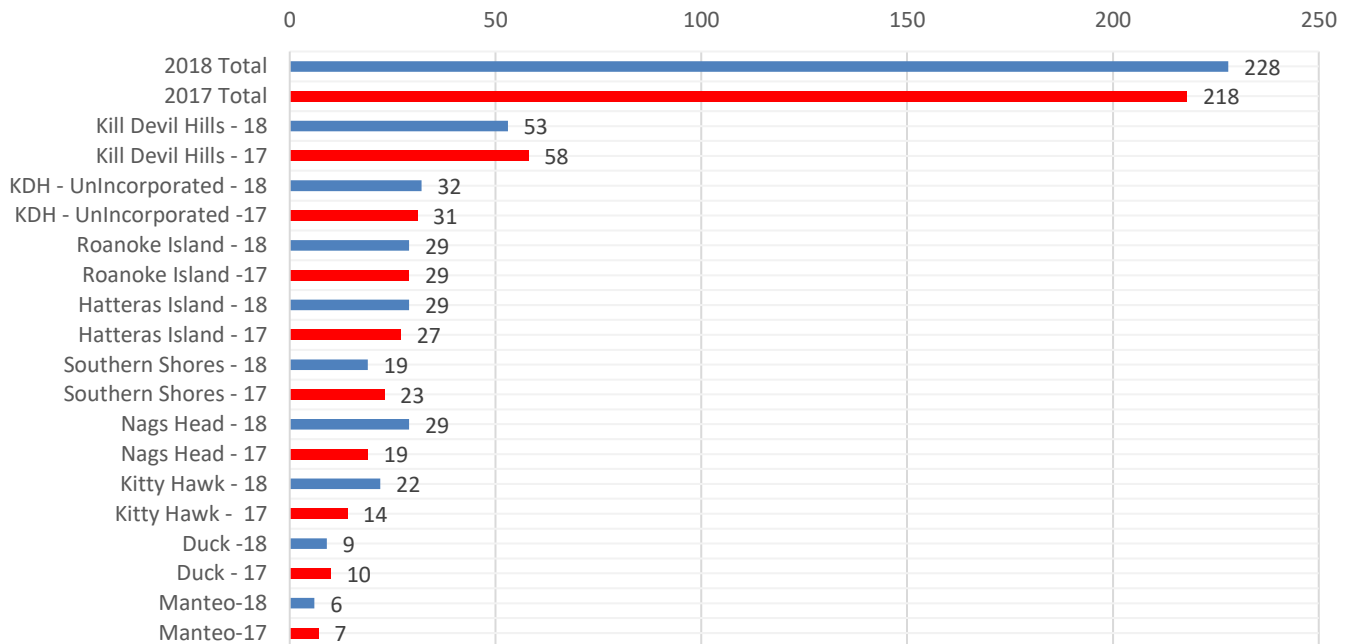
Foreclosures		
Month / Year	Count	%Chg
Oct'18	6	20%
Oct'17	5	25%
Oct'16	4	-75%



**October 2018
New Construction Building Permit Value**



**Year To Date
2018
Number of Building Permits**



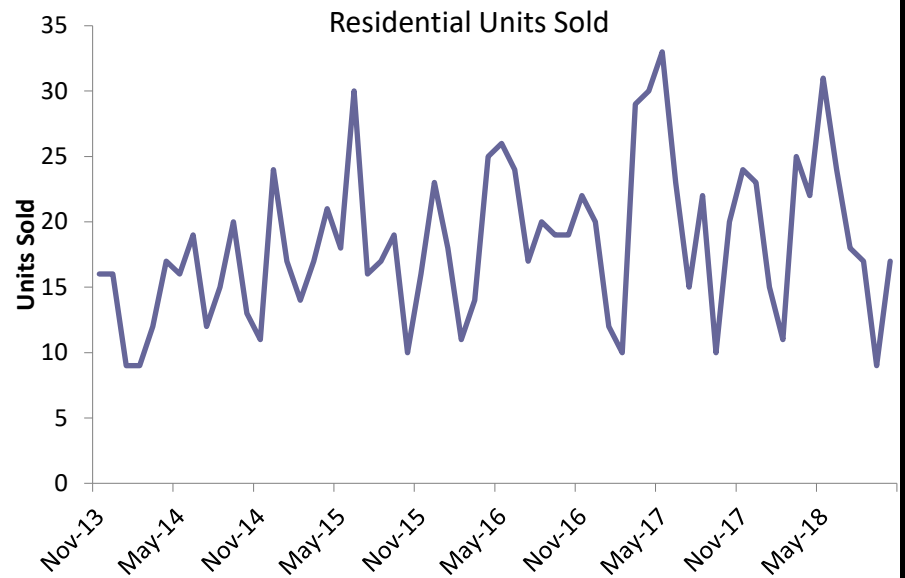
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Outer Banks Towns / Areas

Corolla

January - October Sales		
Month / Year	Count	%Chg
2018	189	-7%
2017	204	6%
2016	193	8%

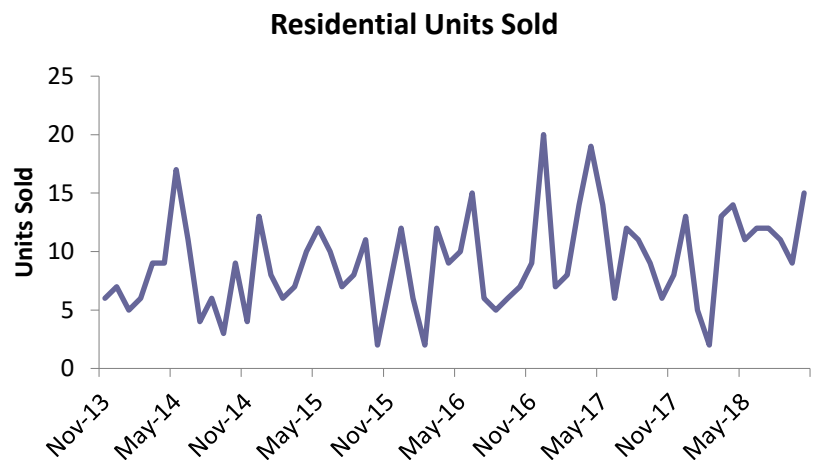
Median Sales Price		
Month / Year	MSP	%Chg
2018	\$495,500	4%
2017	\$477,500	12%
2016	\$425,000	-14%



Town of Duck

January - October Sales		
Month / Year	Count	%Chg
2018	104	-2%
2017	106	36%
2016	78	-4%

Median Sales Price		
Month / Year	MSP	%Chg
2018	\$481,250	3%
2017	\$466,000	-2%
2016	\$477,000	8%



Town of Southern Shores

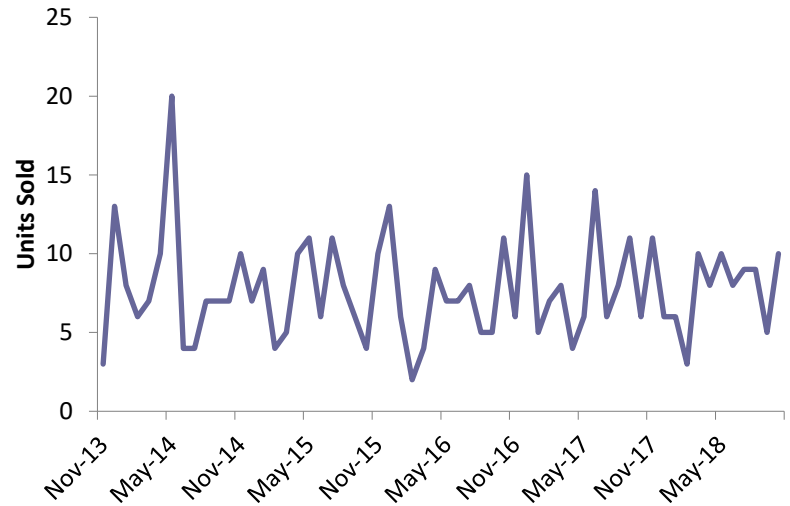
January - October Sales

Month / Year	Count	%Chg
2018	78	4%
2017	75	17%
2016	64	-14%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$412,500	-2%
2017	\$420,000	-1%
2016	\$422,500	17%

Residential Units Sold



Town of Kitty Hawk

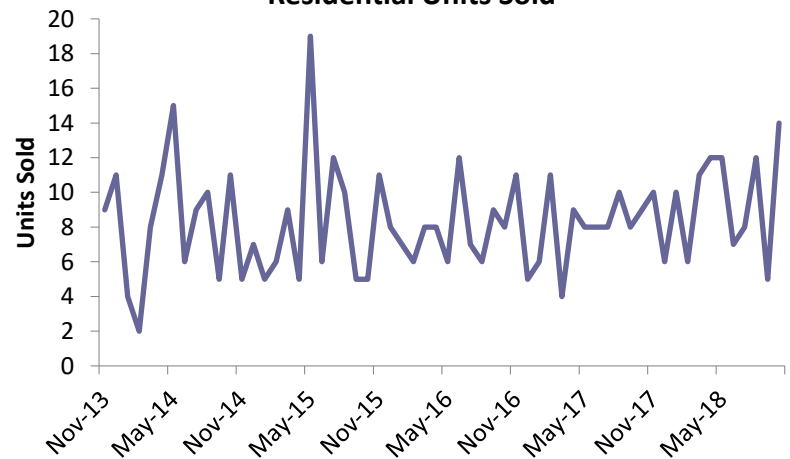
January - October Sales

Month / Year	Count	%Chg
2018	97	20%
2017	81	5%
2016	77	-6%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$355,000	15%
2017	\$310,000	2%
2016	\$305,000	-1%

Residential Units Sold



Colington

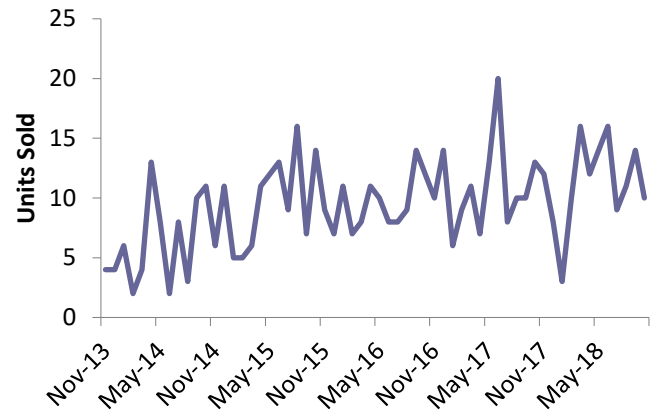
January - October Sales

Month / Year	Count	%Chg
2018	115	7%
2017	107	9%
2016	98	0%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$275,000	8%
2017	\$255,000	9%
2016	\$234,500	-2%

Residential Units Sold



Town of Kill Devil Hills

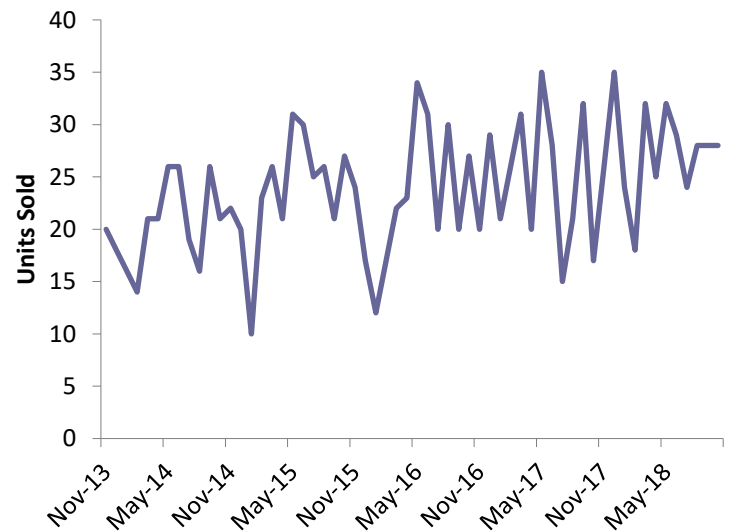
January - October Sales

Month / Year	Count	%Chg
2018	268	9%
2017	246	4%
2016	236	-2%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$276,750	1%
2017	\$275,000	2%
2016	\$268,500	14%

Residential Units Sold



Town of Nags Head

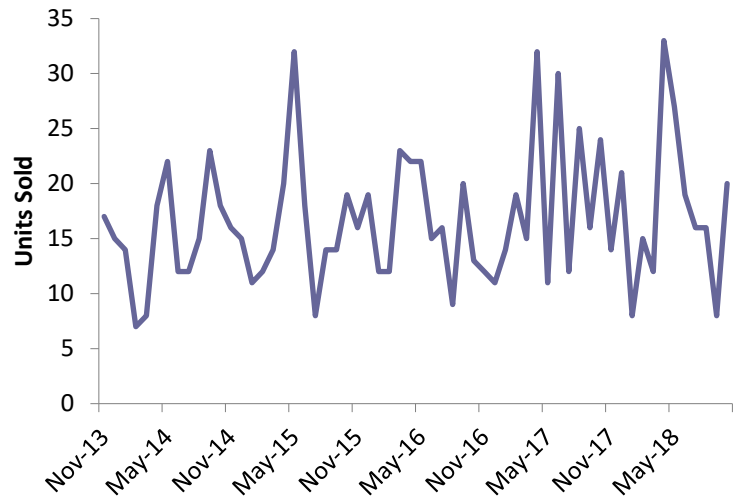
January - October Sales

Month / Year	Count	%Chg
2018	174	-12%
2017	198	21%
2016	164	1%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$385,000	0%
2017	\$384,000	1%
2016	\$382,000	5%

Residential Units Sold



Hatteras Island

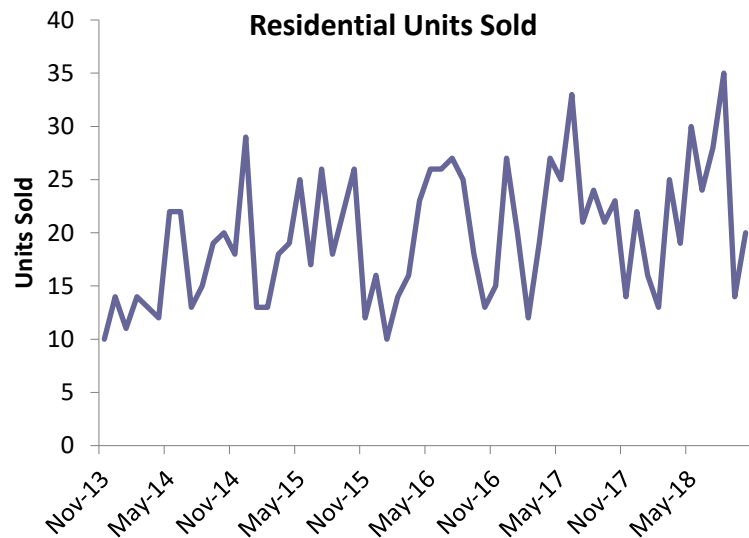
January - October Sales

Month / Year	Count	%Chg
2018	224	0%
2017	225	14%
2016	198	1%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$301,750	-1%
2017	\$305,000	13%
2016	\$271,000	3%

Residential Units Sold



Roanoke Island

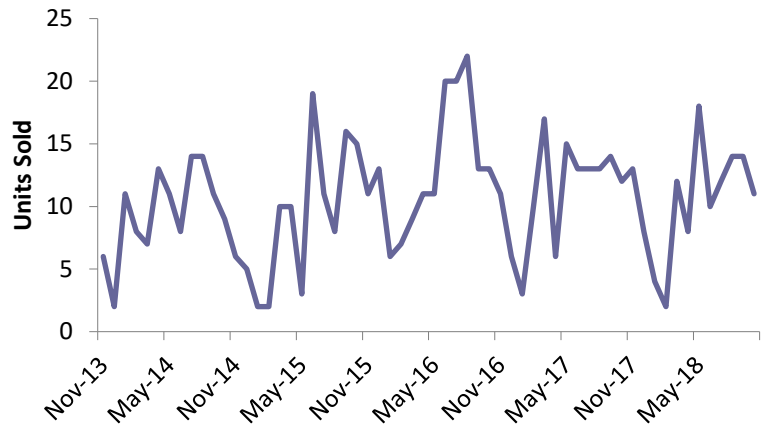
January - October Sales

Month / Year	Count	%Chg
2018	105	-9%
2017	116	-12%
2016	132	38%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$273,000	-4%
2017	\$283,350	7%
2016	\$265,000	8%

Residential Units Sold



Currituck Mainland

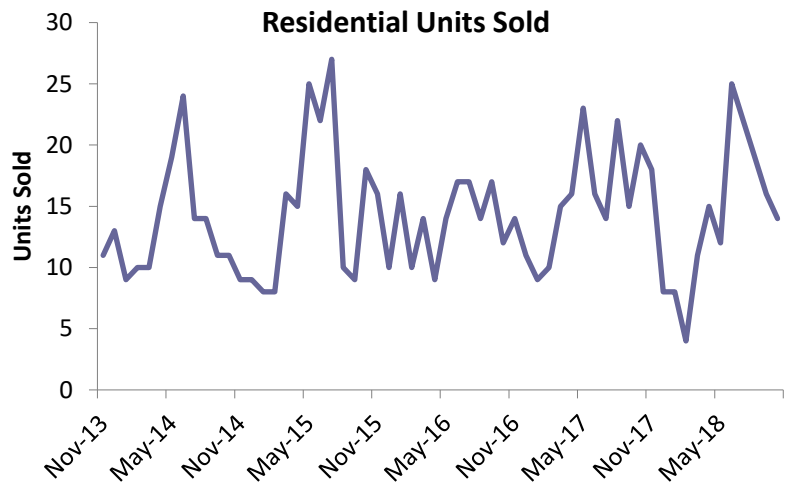
January - October Sales

Month / Year	Count	%Chg
2018	146	-9%
2017	160	14%
2016	140	-11%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$241,500	1%
2017	\$239,950	1%
2016	\$238,000	8%

Residential Units Sold



Ocracoke Island

January - October Sales

Month / Year	Count	%Chg
2018	16	-24%
2017	21	31%
2016	16	60%

Median Sales Price

Month / Year	MSP	%Chg
2018	\$310,000	0%
2017	\$310,000	-1%
2016	\$312,812	14%

Residential Units Sold

