



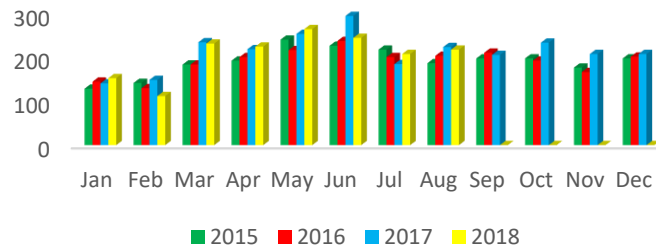
## August 2018 – MLS Statistical Report

### Total Sales

Overall, sales are down 3%; however, total volume sold is up 7% and Median Sale price is up 9%.

Total Sales		
Month / Year	Count	%Chg
Aug'18	218	-3%
Aug'17	224	10%
Aug'16	204	9%

### Total Sales - M-O-M

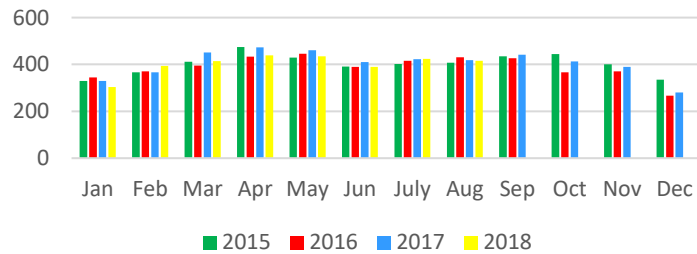


### Under Contract

Overall, UC listings are holding steady month to month; however, yearly UC's are up 10%.

Y-O-Y Under Contract		
Month / Year	Count	%Chg
Aug'18	416	-1%
Aug'17	419	-3%
Aug'16	431	6%

### Total Listings Under Contract

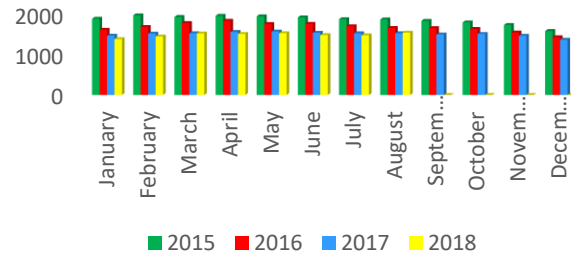


### Residential Inventory

Inventory is the highest it's been in 16 months. Something to watch.

Active Residential Inventory		
Month / Year	Count	%Chg
Aug'18	1528	1%
Aug'17	1513	-8%
Aug'16	1644	-11%

### Active Residential Inventory



Data Obtained: September 5, 2018

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

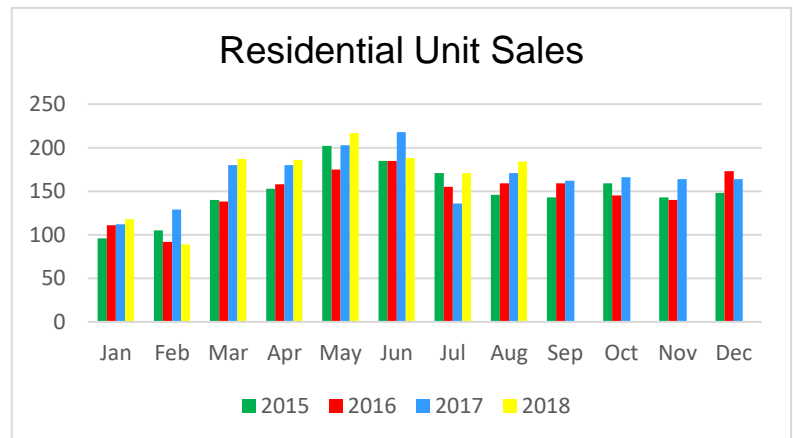
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## Residential Property Sales

### Residential Sales

Monthly sales are up slightly and yearly sales are up 8%.

Residential Sales		
Month / Year	Count	%Chg
Aug'18	184	8%
Aug'17	171	8%
Aug'16	159	9%

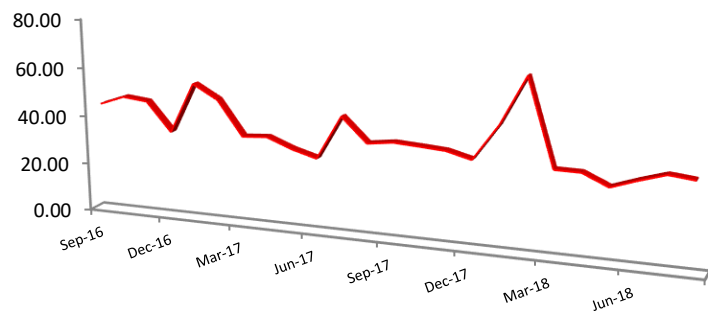


### Absorption Rate

#### Definition:

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

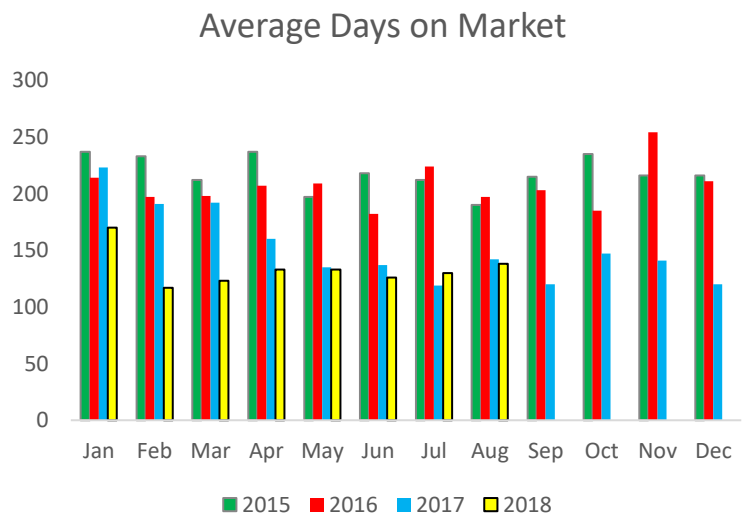
$$\frac{\text{Total Active Listings}}{(\text{Units sold last month} * 12 \text{ months}) / 52 \text{ weeks}}$$



### Days on the market

Days on the market are trending upwards; however, the days on the market value is still low.

Avg Days on Market		
Month / Year	Count	%Chg
Aug'18	138	-3%
Aug'17	142	-28%
Aug'16	197	4%



## Lots / Land

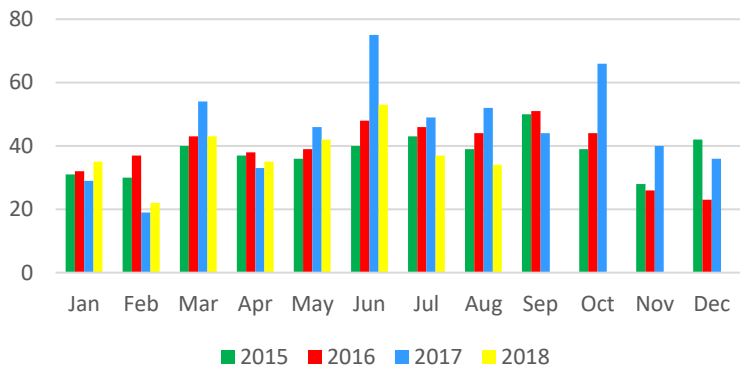
### Lots / Land Sales

Sales are definitely trending downward; however, the total volume sold is up by 21%.

#### Lots / Land Sales

Month / Year	Count	%Chg
Aug'18	301	-16%
Aug'17	357	9%
Aug'16	327	10%

### Lot / Land Sales



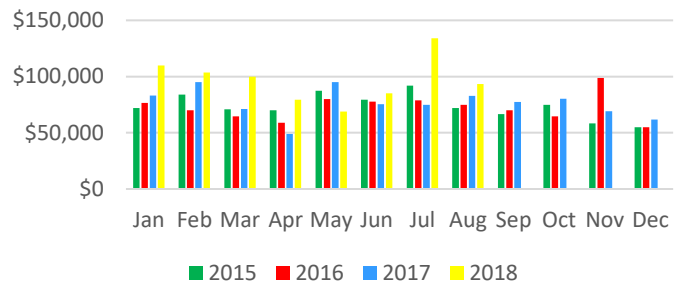
### Average / Median Sale Price

Although sales are down, the average sale price is up by 36% and the median sale price is up by 27%.

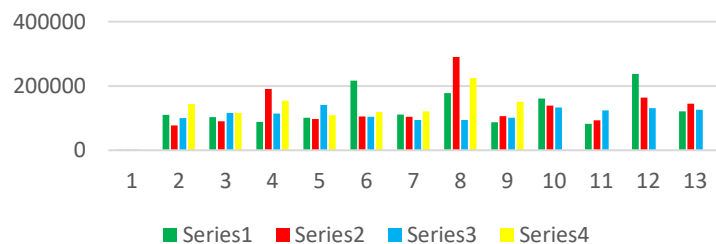
#### Lots / Land Median Price

Month / Year	Count	%Chg
Aug'18	\$93,500	13%
Aug'17	\$82,900	11%
Aug'16	\$75,000	4%

### Land - Median Sale Price



### Land - Average Sale Price

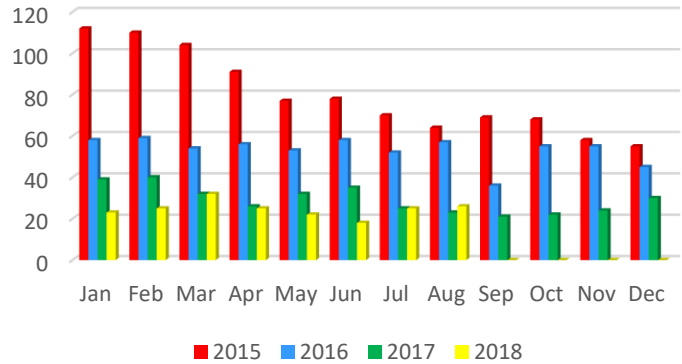


## Distressed Property

### Inventory

Distressed Sale Inventory		
Month / Year	Count	%Chg
Aug '18	26	13%
Aug '17	23	-60%
Aug '16	57	-11%

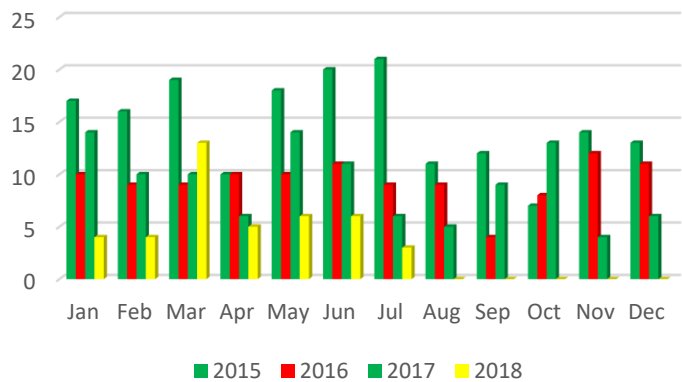
### Distressed Inventory



### Distressed Sales

Distressed Sale		
Month / Year	Count	%Chg
Aug '18	11	120%
Aug '17	5	-44%
Aug '16	9	-18%

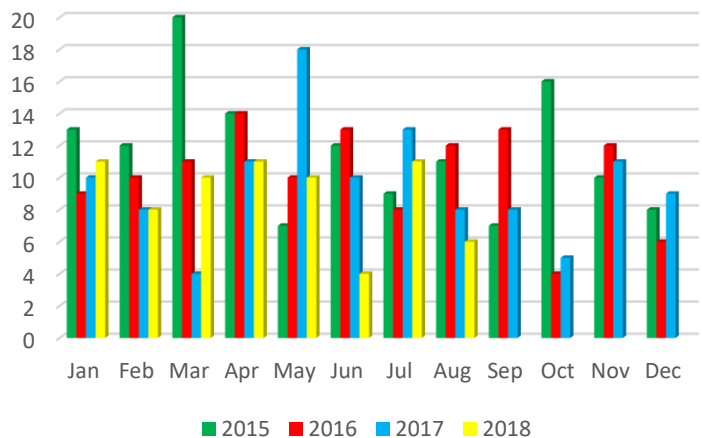
### Distressed Sales



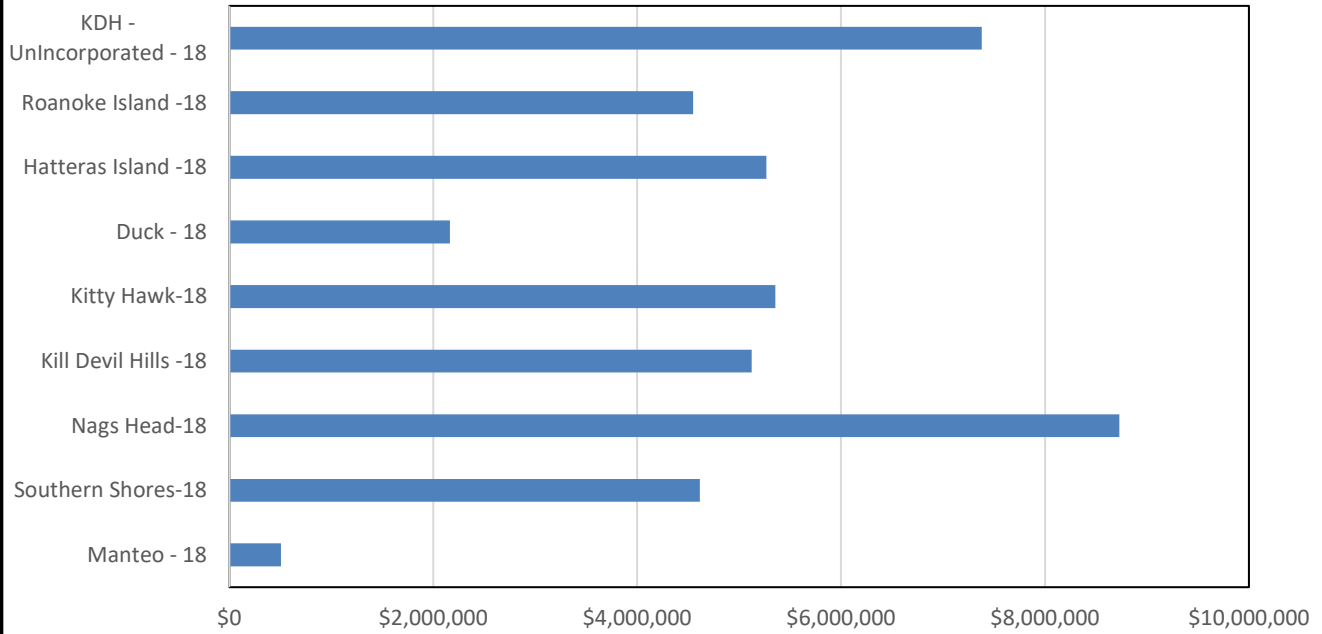
### Foreclosures

Foreclosure Sales		
Month / Year	Count	%Chg
Aug '18	6	-25%
Aug '17	8	-33%
Aug '16	12	9%

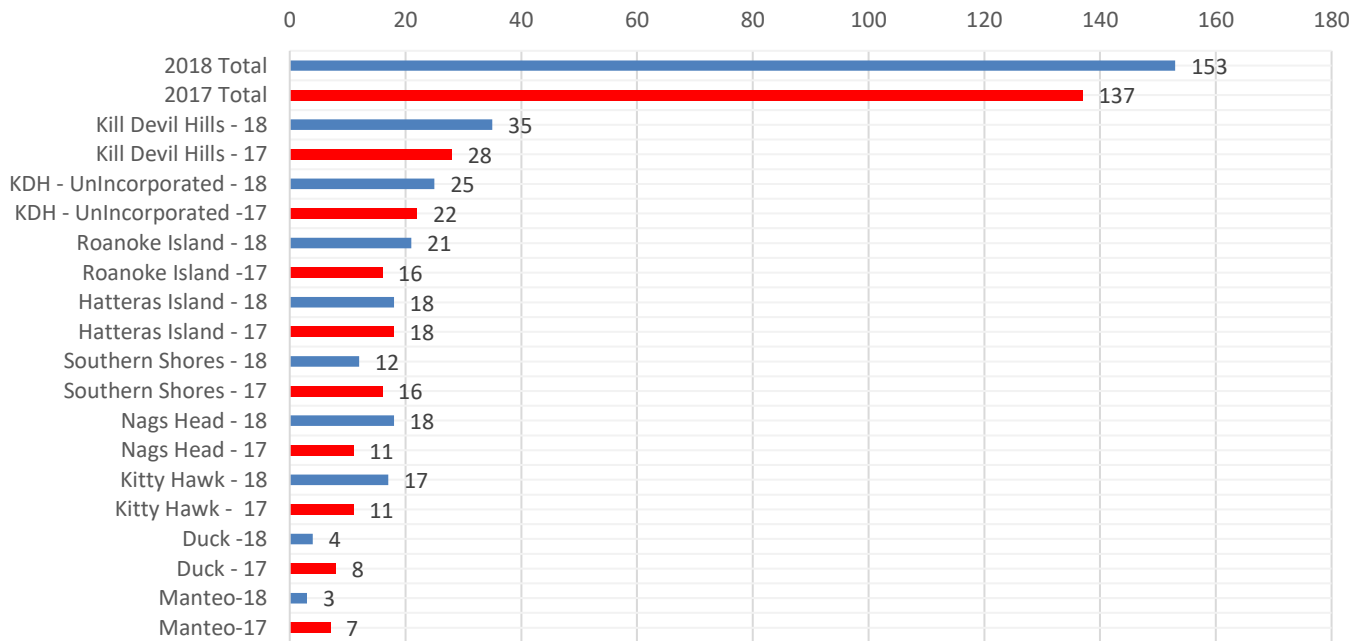
### Dare County Foreclosures



### May 2018 New Construction Building Permit Value



### 2018 Number of Building Permits



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## Outer Banks Towns / Areas

### Corolla

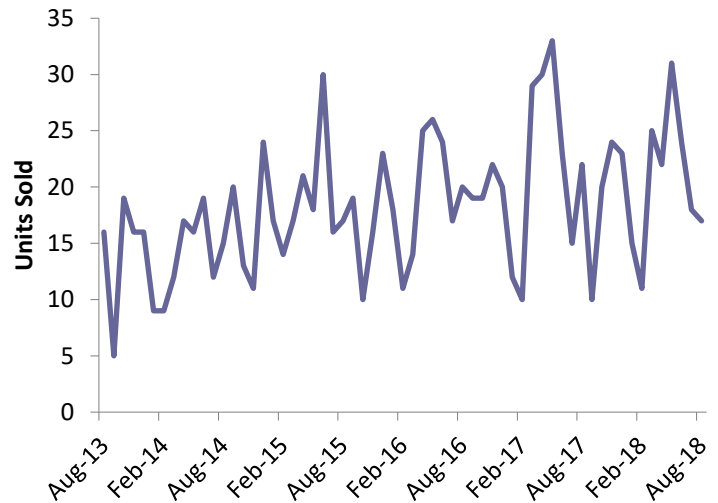
#### January - August Sales

Month / Year	Count	%Chg
2018	163	-6%
2017	174	12%
2016	155	3%

#### Median Sales Price

Month / Year	MSP	%Chg
2018	\$512,500	7%
2017	\$477,500	12%
2016	\$425,000	-14%

#### Residential Units Sold



### Town of Duck

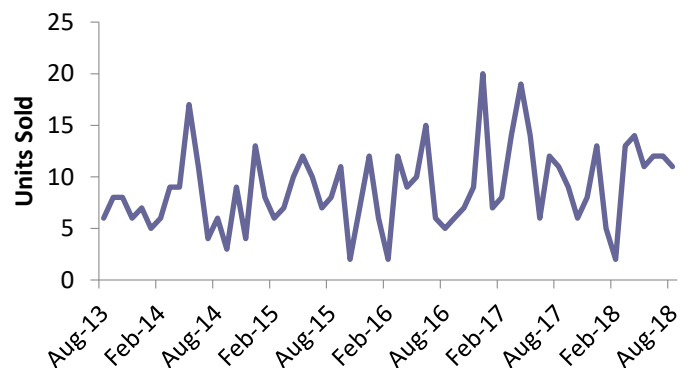
#### January - August Sales

Month / Year	Count	%Chg
2018	80	-12%
2017	91	40%
2016	65	-4%

#### Median Sales Price

Month / Year	MSP	%Chg
2018	\$505,000	8%
2017	\$466,000	-2%
2016	\$477,000	8%

#### Residential Units Sold



## Town of Southern Shores

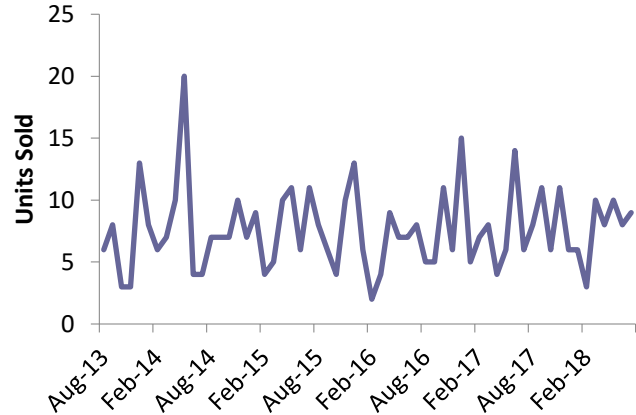
### January - August Sales

Month / Year	Count	%Chg
2018	63	9%
2017	58	21%
2016	48	-25%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$410,000	-2%
2017	\$420,000	-1%
2016	\$422,500	17%

### Residential Units Sold



## Town of Kitty Hawk

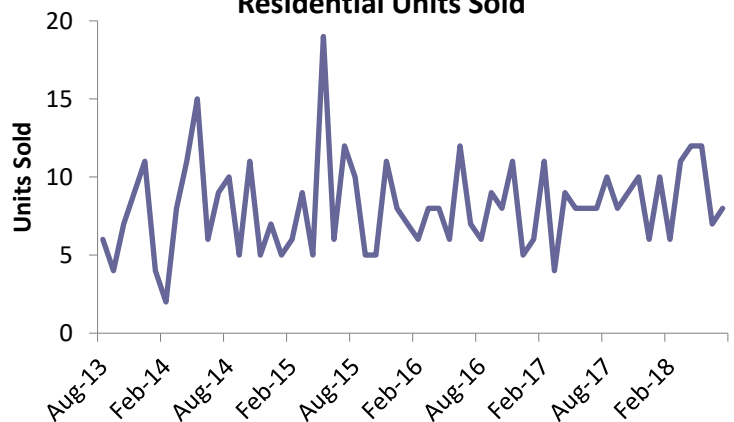
### January - August Sales

Month / Year	Count	%Chg
2018	78	22%
2017	64	7%
2016	60	-17%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$340,000	10%
2017	\$310,000	2%
2016	\$305,000	-1%

### Residential Units Sold



## Colington

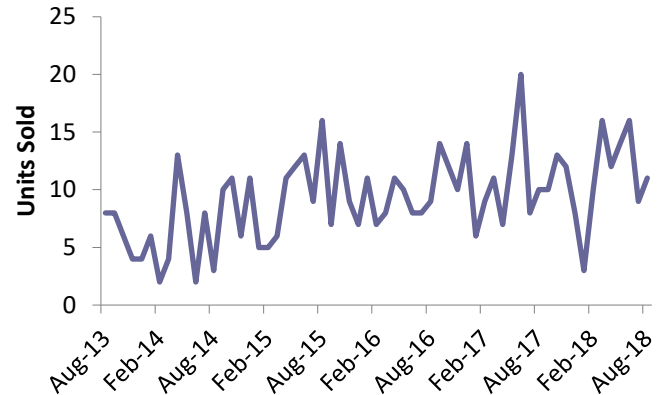
### January - August Sales

Month / Year	Count	%Chg
2018	91	8%
2017	84	17%
2016	72	-6%

### 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

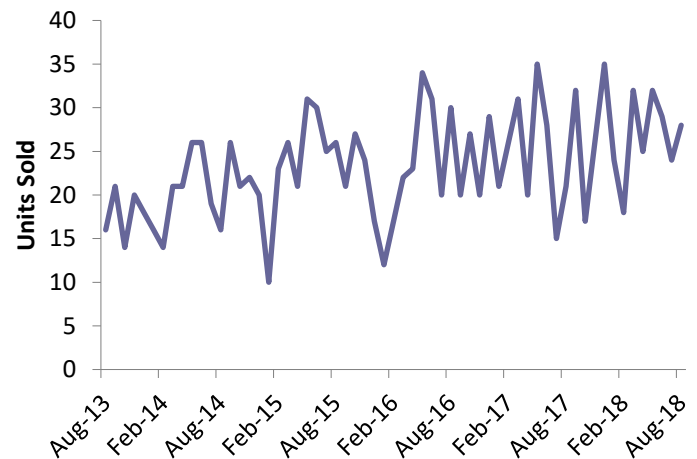
### January - August Sales

Month / Year	Count	%Chg
2018	212	8%
2017	197	4%
2016	189	-2%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$280,000	2%
2017	\$275,000	2%
2016	\$268,500	14%

### Residential Units Sold





## Town of Nags Head

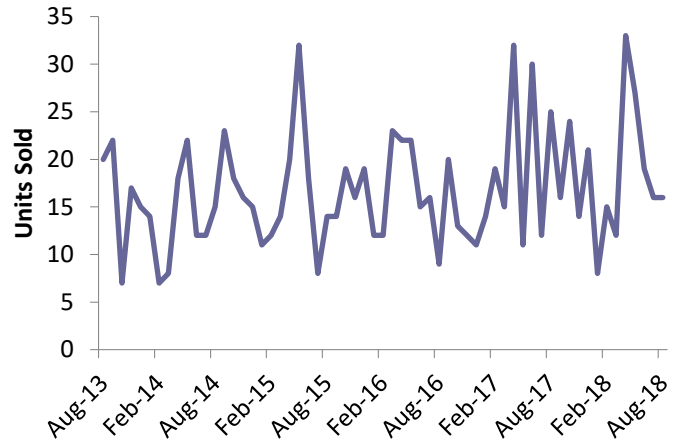
### January - August Sales

Month / Year	Count	%Chg
2018	146	-8%
2017	158	21%
2016	131	2%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$382,450	0%
2017	\$384,000	1%
2016	\$382,000	5%

### Residential Units Sold



## Hatteras Island

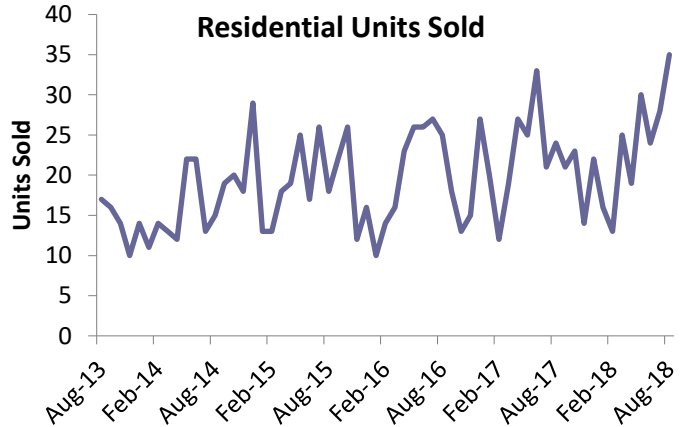
### January - August Sales

Month / Year	Count	%Chg
2018	153	-15%
2017	181	8%
2016	167	12%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$305,000	0%
2017	\$305,000	13%
2016	\$271,000	3%

### Residential Units Sold



## Roanoke Island

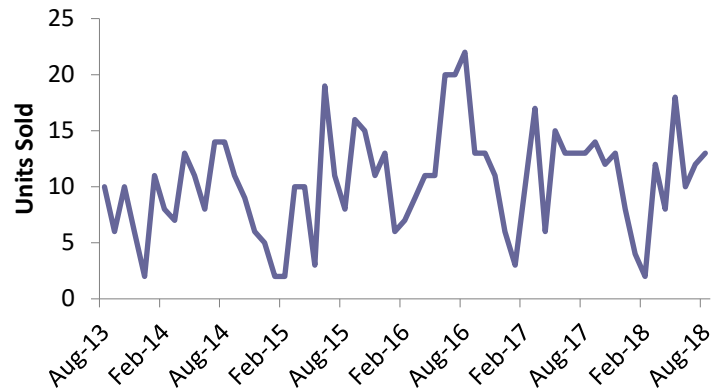
### January - August Sales

Month / Year	Count	%Chg
2018	79	-12%
2017	90	-15%
2016	106	63%

### Median Sales Price

Month / Year	Count	%Chg
2018	\$280,000	-1%
2017	\$283,350	7%
2016	\$265,000	8%

### Residential Units Sold



## Currituck Mainland

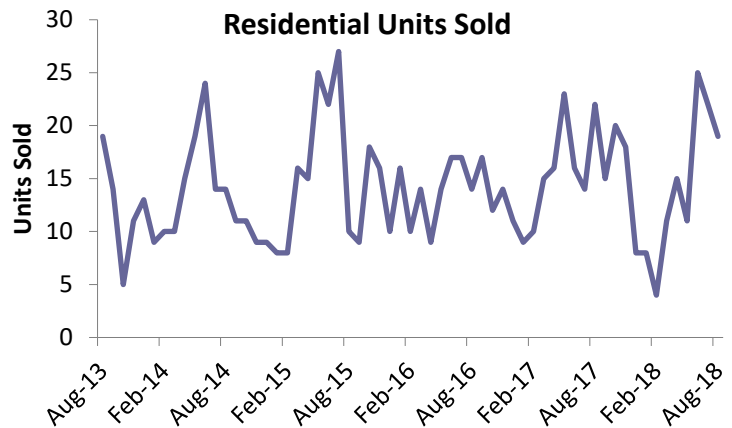
### January - August Sales

Month / Year	Count	%Chg
2018	96	-23%
2017	125	13%
2016	111	-15%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$249,950	4%
2017	\$239,950	1%
2016	\$238,000	8%

### Residential Units Sold



## Ocracoke Island

### January - August Sales

Month / Year	Count	%Chg
2018	10	-47%
2017	19	73%
2016	11	83%

### Median Sales Price

Month / Year	Count	%Chg
2018	\$268,750	-13%
2017	\$310,000	-1%
2016	\$312,812	14%

### Residential Units Sold

