



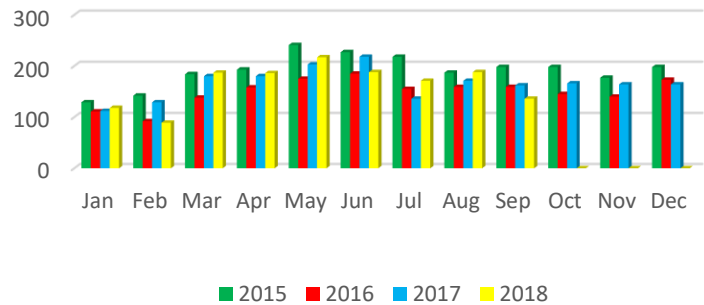
## September 2018 – MLS Statistical Report

### Total Sales

Blame it on Hurricane Florence but overall, sales dropped drastically in August - down 17%.

Total Sales		
Month / Year	Count	%Chg
Sept'18	172	-17%
Sept'17	206	-2%
Sept'16	211	7%

### Total Sales - Month over Month

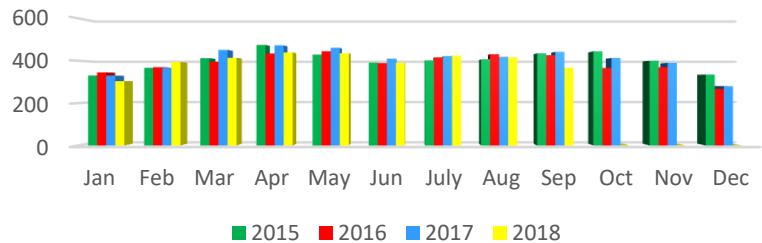


### Under Contract

Under contract listings also dropped dramatically - down 17%

Total Under Contract		
Month / Year	Count	%Chg
Sept'18	367	-17%
Sept'17	442	4%
Sept'16	426	-2%

### Total Listings Under Contract

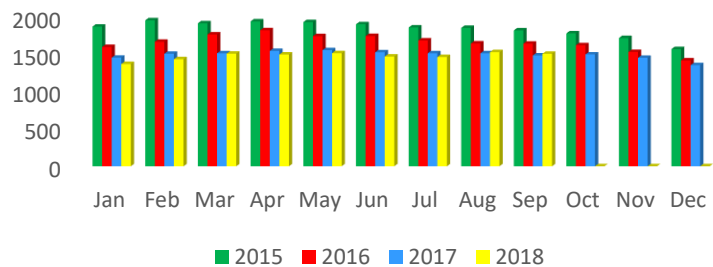


### Residential Inventory

Year-over-year inventory increased again - up 1%

Residential Inventory		
Month / Year	Count	%Chg
Aug'18	1506	1%
Aug'17	1484	-10%
Aug'16	1642	-10%

### Active Residential Inventory



Data Obtained: October 5, 2018

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

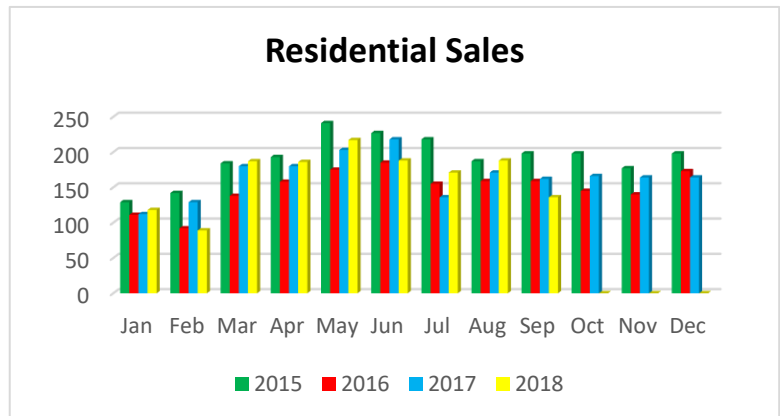
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## Residential Property Sales

### Residential Sales

Year-to-year sales declines - down 16%.

Residential Sales		
Month / Year	Count	%Chg
Sept'18	136	-16%
Sept'17	162	2%
Sept'19	159	-20%



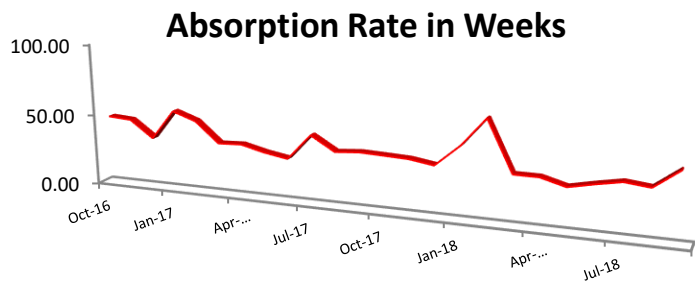
### Absorption Rate

With the decline in sales, the absorption rate is up - 36%.

#### Definition:

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

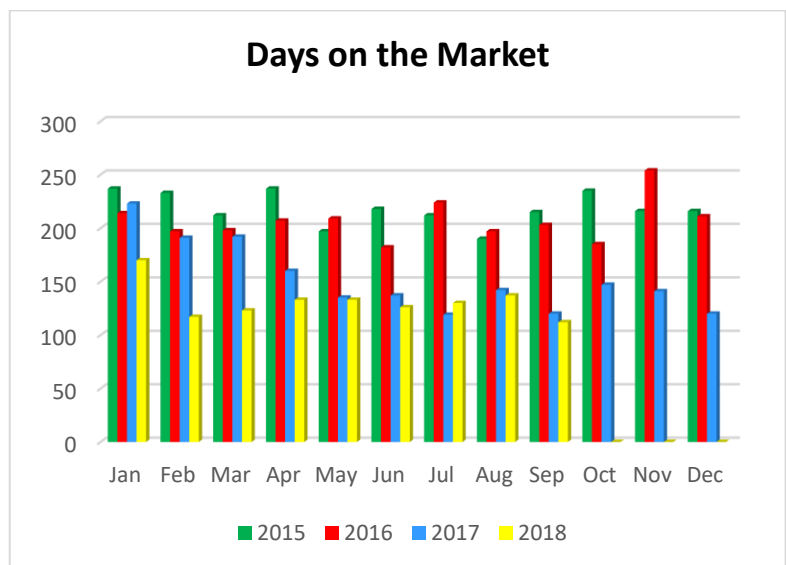
$$\frac{\text{Total Active Listings}}{(\text{Units sold last month} * 12 \text{ months}) / 52 \text{ weeks}}$$



### Days on the market

Days on the market are down, but this decline is a reflection of the low sales volume.

Residential Under Contract		
Month / Year	Count	%Chg
Sept'18	138	-3%
Sept'17	142	-28%
Sept'16	197	4%

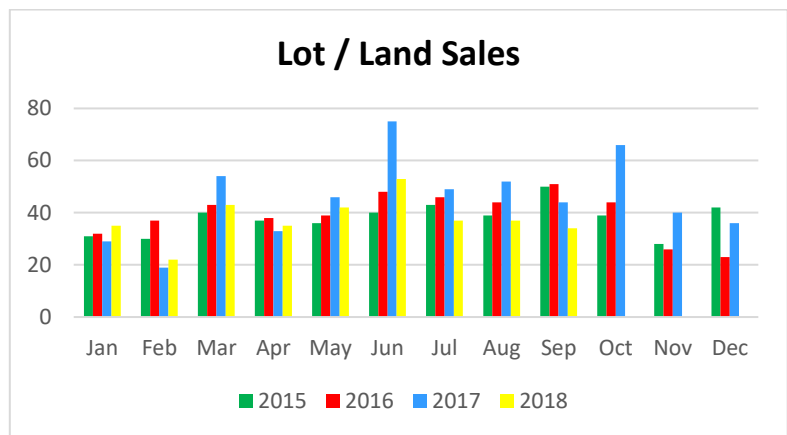


## Lots / Land

### Lots / Land Sales

Sales are definitely trending downward..

Lots / Land Sales		
Month / Year	Count	%Chg
Sept'18	301	-16%
Sept'17	357	9%
Sept'16	327	10%

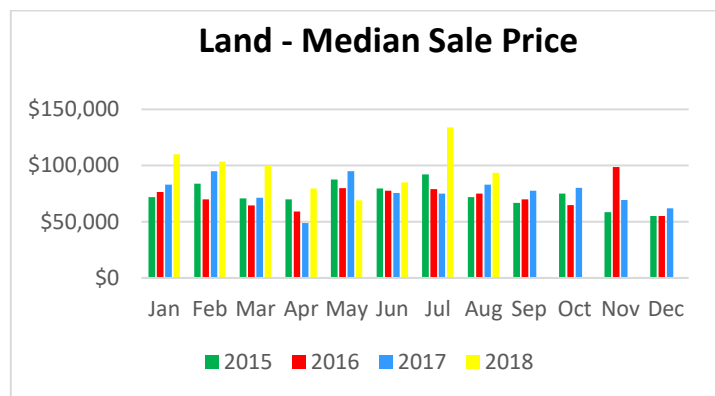


### Lots / Land

#### Average / Median Sale Price

Although sales are down, the average sale price is up by 26% and the median sale price is up by 21%.

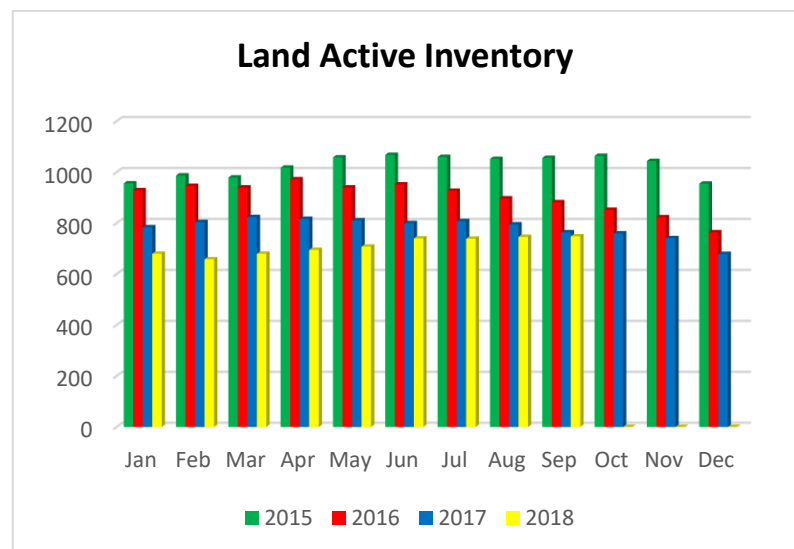
Lots / Land Median Price		
Month / Year	Count	%Chg
Sept'18	\$93,500	13%
Sept'17	\$82,900	11%
Sept'16	\$75,000	4%



### Lots / Land Inventory

Month-over-Month inventory has remained relatively constant; however, year-over-year inventory has deliined by 2%.

Residential Inventory		
Month / Year	Count	%Chg
Sept'18	748	-2%
Sept'17	764	-13%
Sept'16	882	-16%



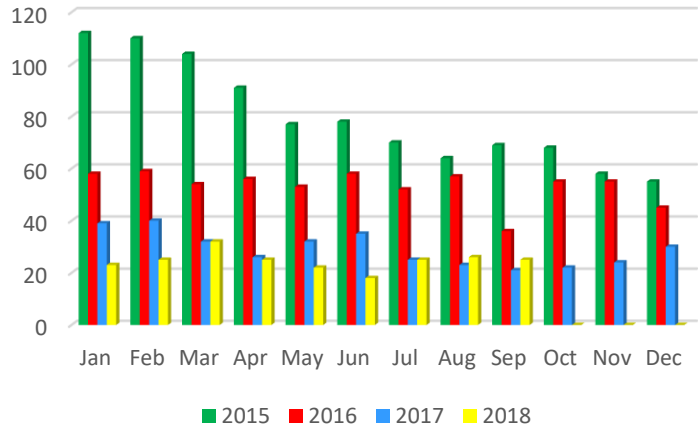
## Distressed Property

### Inventory

Not much to discuss here.

Distressed Sale Inventory		
Month / Year	Count	%Chg
Sept'18	25	19%
Sept'17	21	-42%
Sept'16	36	-48%

### Distressed Inventory

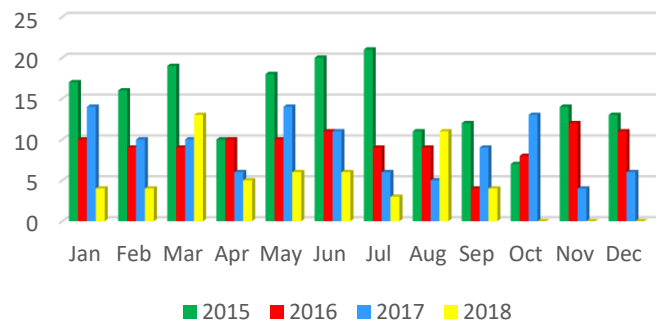


### Distressed Sales

The percentage increase is impressive, but the number of sales is are just so low.

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

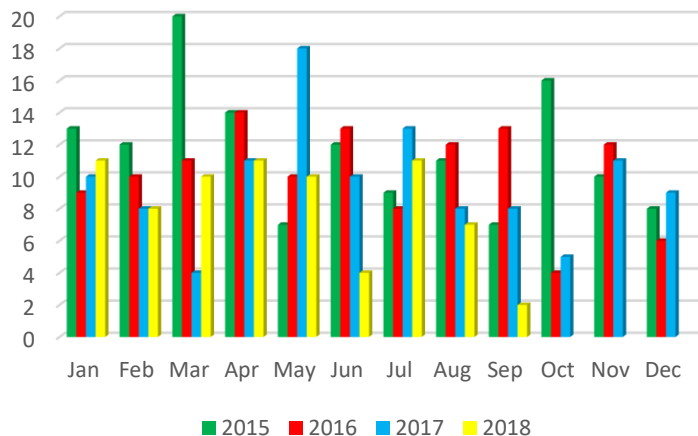
### Distressed Sales



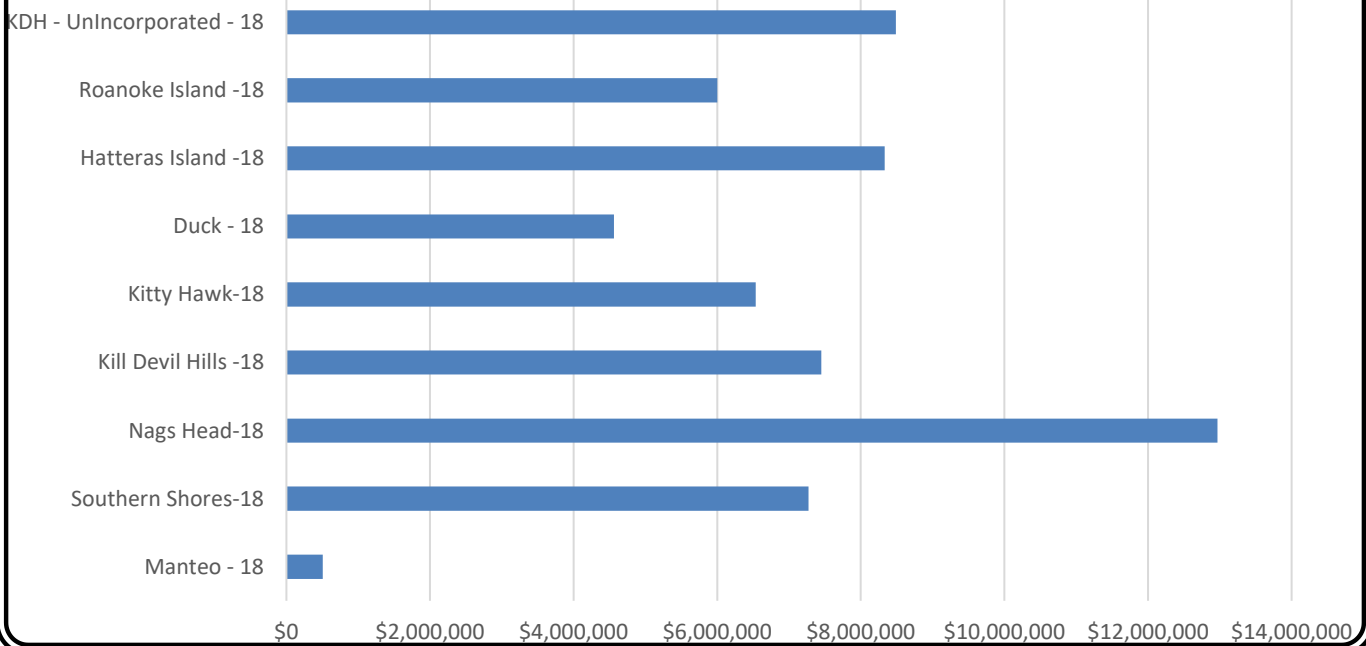
### Foreclosures

Foreclosures		
Month / Year	Count	%Chg
Sept'18	2	-75%
Sept'17	8	-38%
Sept'16	13	86%

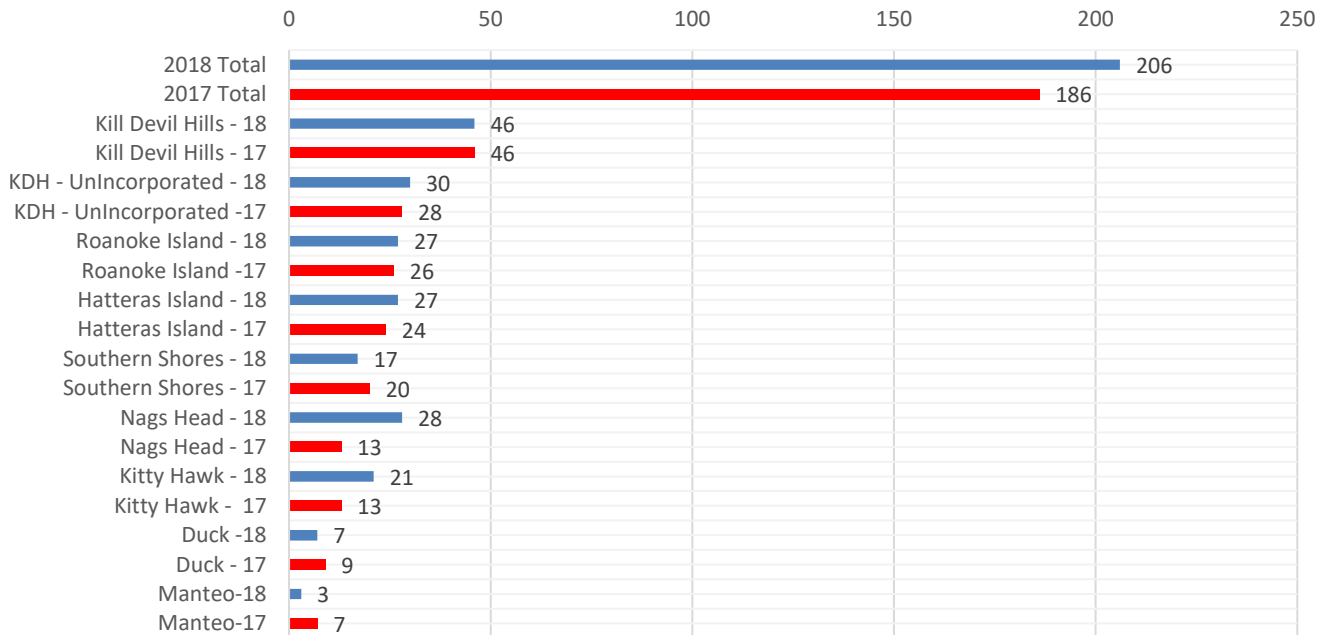
### Dare County Foreclosures



August 2018  
New Construction Building Permit Value



Year To Date  
2018  
Number of Building Permits



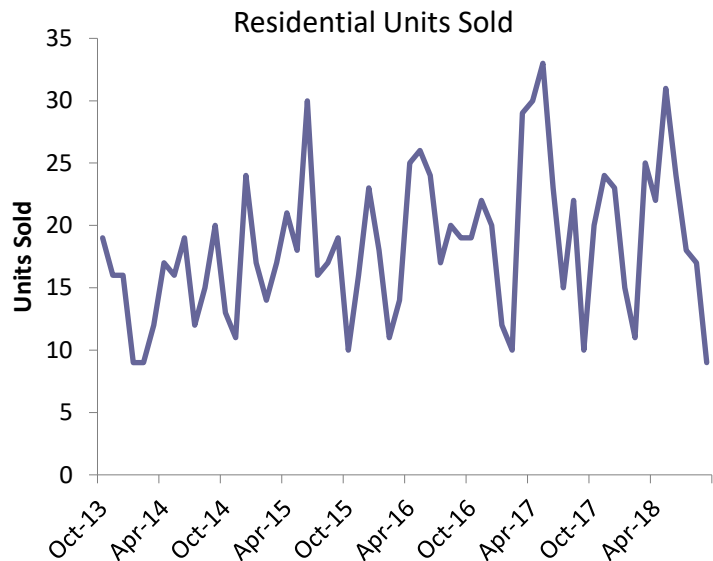
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## Outer Banks Towns / Areas

### Corolla

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

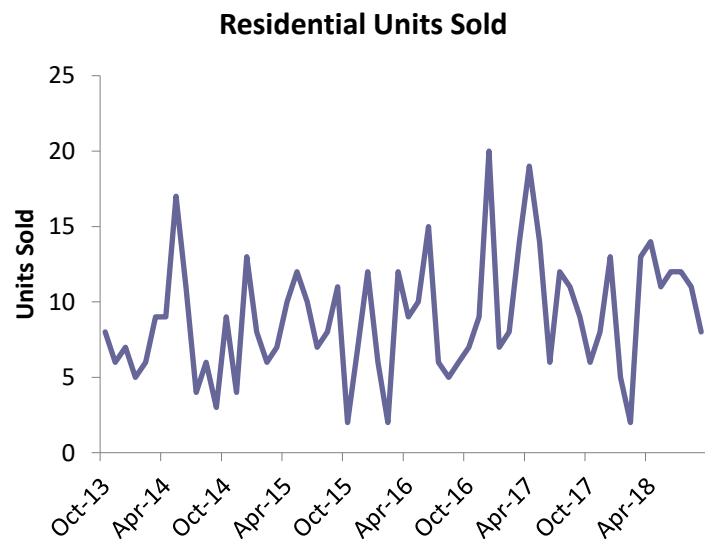
Median Sales Price		
Month / Year	MSP	%Chg
2018	\$497,450	4%
2017	\$477,500	12%
2016	\$425,000	-14%



### Town of Duck

January - August Sales		
Month / Year	Count	%Chg
2018	88	-3%
2017	91	40%
2016	65	-4%

Median Sales Price		
Month / Year	MSP	%Chg
2018	\$487,525	5%
2017	\$466,000	-2%
2016	\$477,000	8%



## Town of Southern Shores

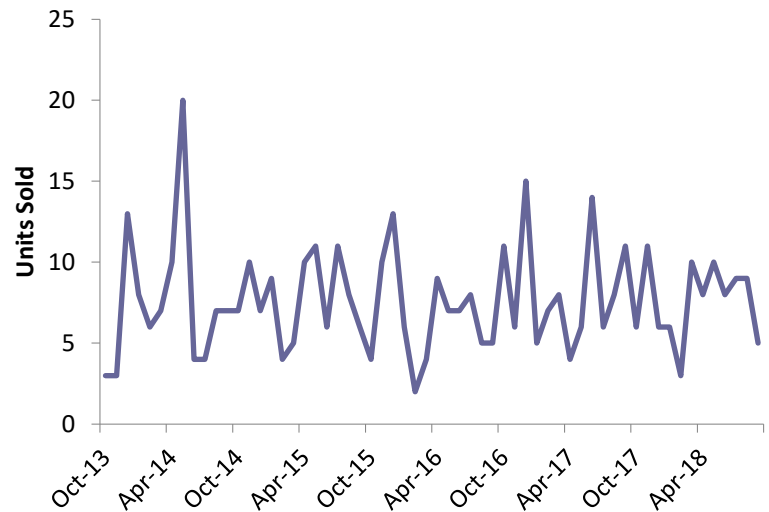
### January - August Sales

Month / Year	Count	%Chg
2018	68	17%
2017	58	21%
2016	48	-25%

### 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

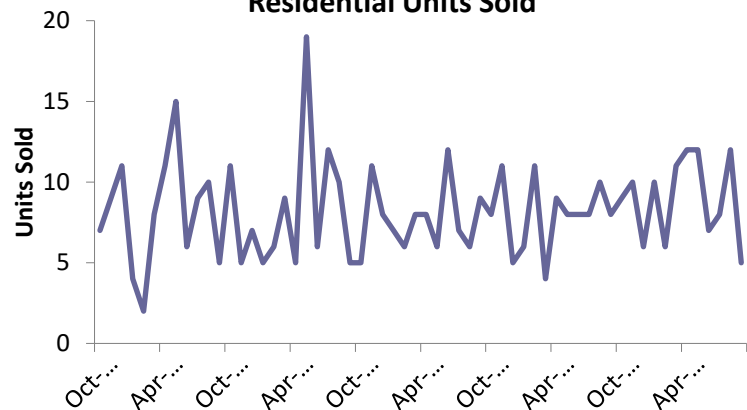
### January - August Sales

Month / Year	Count	%Chg
2018	83	30%
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

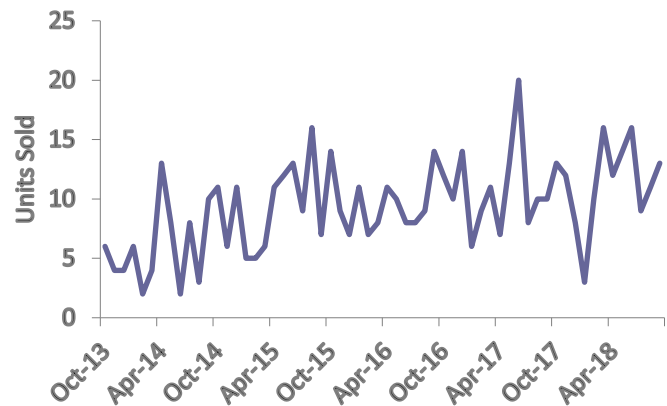
### January - August Sales

Month / Year	Count	%Chg
2018	104	24%
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

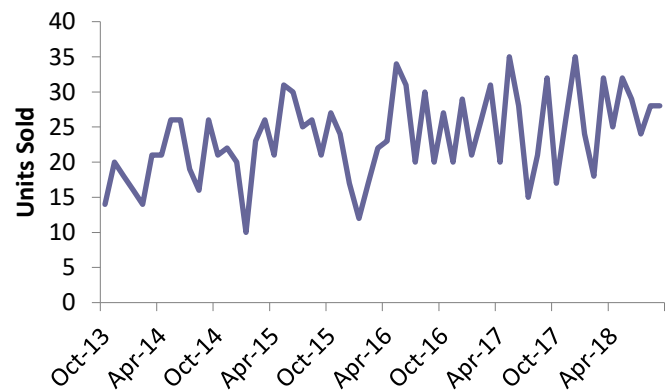
### January - August Sales

Month / Year	Count	%Chg
2018	240	22%
2017	197	4%
2016	189	-2%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$283,700	3%
2017	\$275,000	2%
2016	\$268,500	14%

### Residential Units Sold





## Town of Nags Head

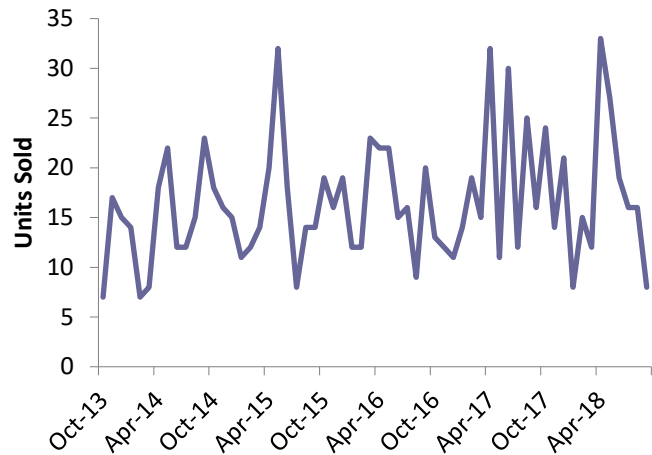
### January - August Sales

Month / Year	Count	%Chg
2018	154	-3%
2017	158	21%
2016	131	2%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$377,500	-2%
2017	\$384,000	1%
2016	\$382,000	5%

### Residential Units Sold



## Hatteras Island

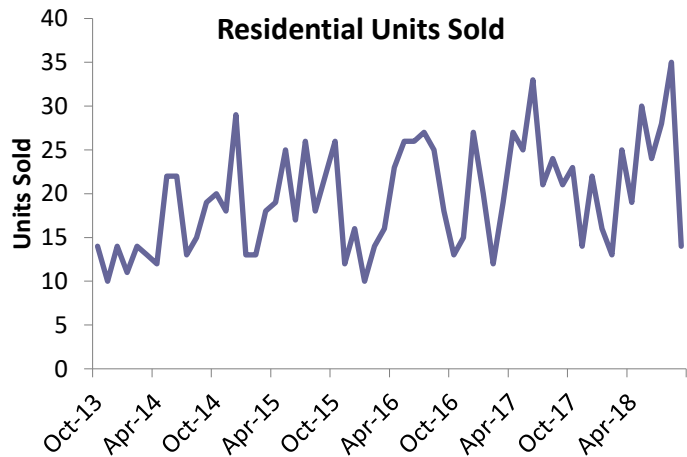
### January - August Sales

Month / Year	Count	%Chg
2018	204	13%
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

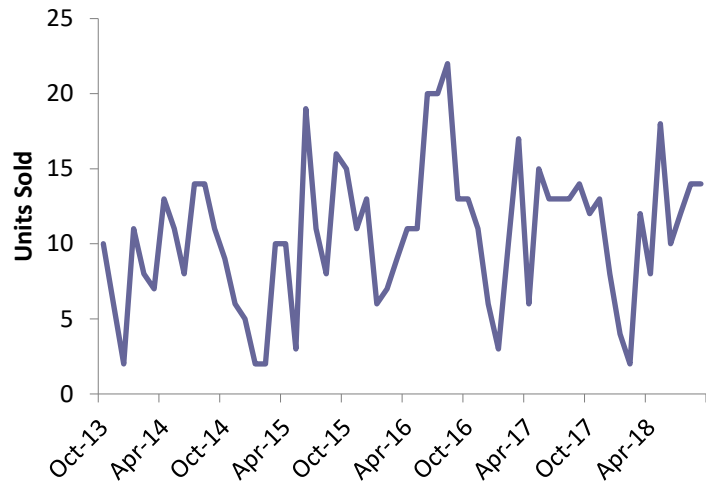
### January - August Sales

Month / Year	Count	%Chg
2018	94	4%
2017	90	-15%
2016	106	63%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$279,500	-1%
2017	\$283,350	7%
2016	\$265,000	8%

### Residential Units Sold



## Currituck Mainland

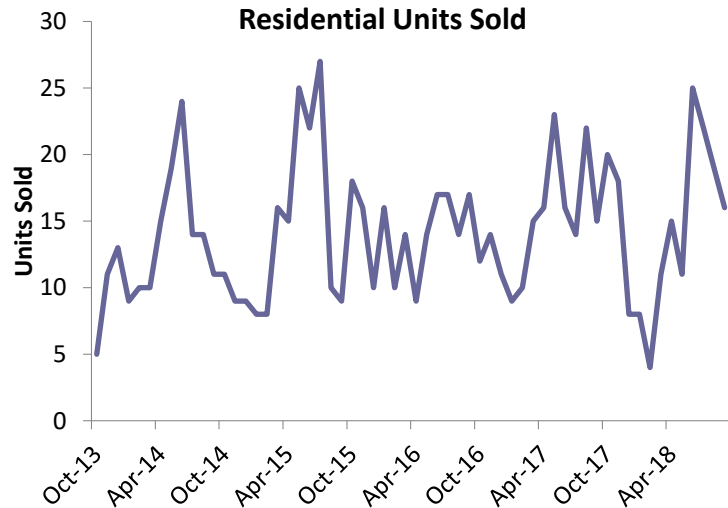
### January - August Sales

Month / Year	Count	%Chg
2018	131	5%
2017	125	13%
2016	111	-15%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$242,000	1%
2017	\$239,950	1%
2016	\$238,000	8%

### Residential Units Sold



## Ocracoke Island

### January - August Sales

Month / Year	Count	%Chg
2018	13	-32%
2017	19	73%
2016	11	83%

### Median Sales Price

Month / Year	MSP	%Chg
2018	\$295,000	-5%
2017	\$310,000	-1%
2016	\$312,812	14%

### Residential Units Sold

