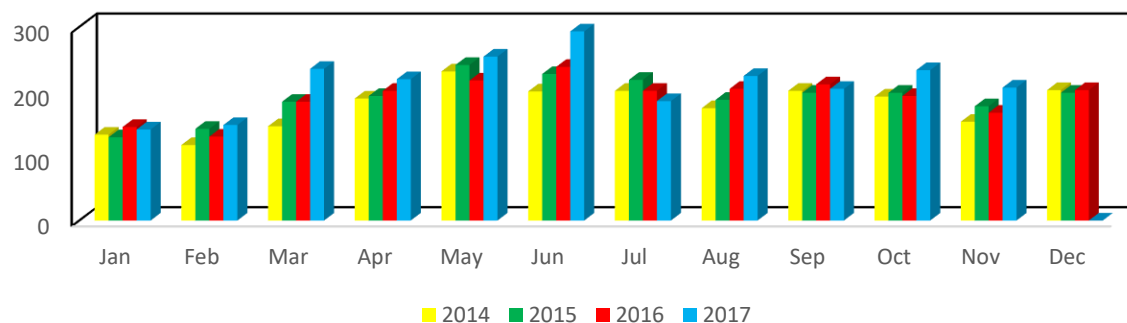




## November 2017 – MLS Statistical Report

Month to Month Unit Sales Comparison - Total Sales



### Summary -

- **Sales:** Total November sales - 206 units (November 2016 - 167 units). Residential volume sold - \$67,467,439 (2016 - \$55,721,992).
- **Under-contract:** Units listed as under contract decreased by 6% (390 vs 413 Units) from October 2017; however, they are up 5% from November 2016.
- **Average Home Price:** The average price for a single-family detached home in November was \$401,024, up slightly (4%) from November 2016. The average price for a condominium in November was down 1% from November 2016.
- **Median Home Price:** The median price for a single-family detached home in November 2017 was \$325,000, up 5% from November 2016. The median price for a condominium was \$287,440, up 28% from November 2016.
- **Inventories:** Residential inventory was down by 5%, Lots / Land inventory was down 10%, and Commercial inventory was down by 24%.
- **New Construction:** As of October 2017, the number of new construction building permits were down 14% from 2016 (250 units vs 292 units). Total building permit value for 2017 was down 5% from 2016.
- **Days on the Market:** For all residential units listed in the MLS, the average Days on the Market (Y-O-Y) was down by 44% (143 vs 254). It should also be noted that for the 1062 units that were listed and sold in 2017 the average days on the market was just 53 days.

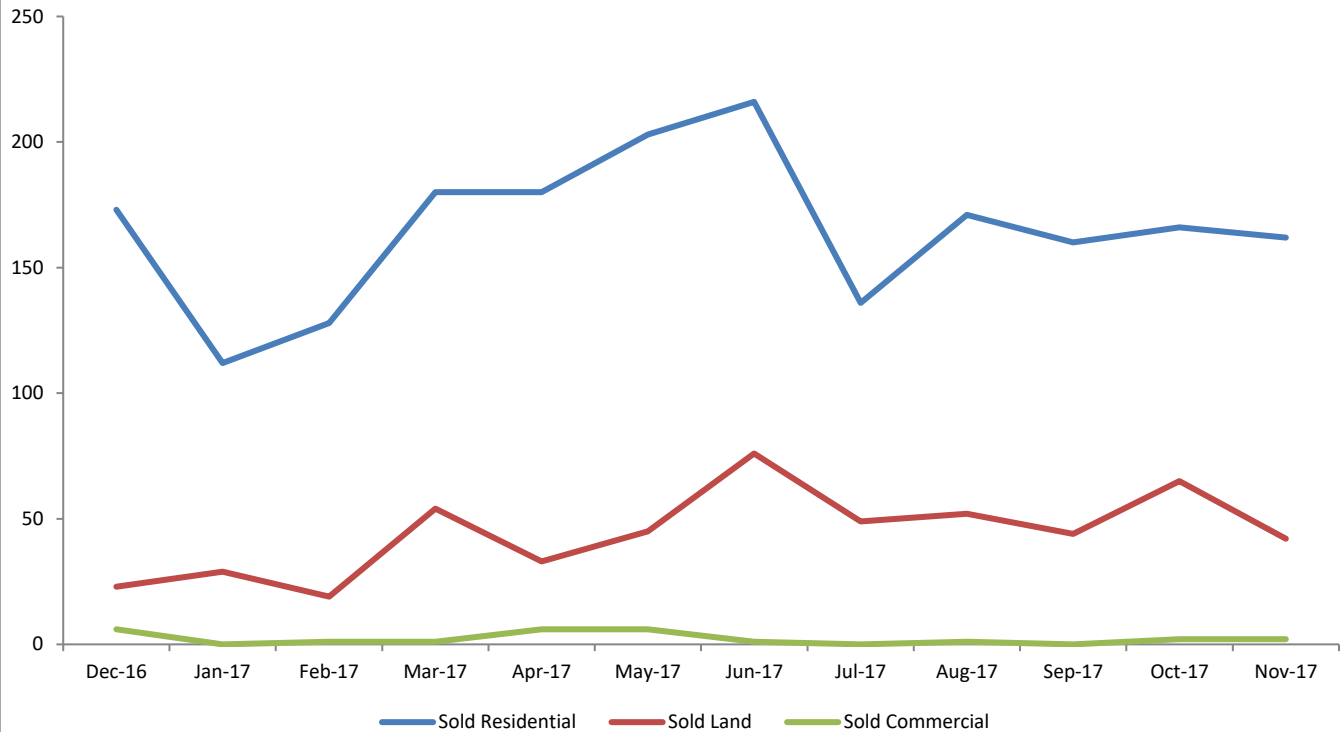
Data Obtained: December 13, 2017

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

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## Total Property Sales

### Current Year Performance

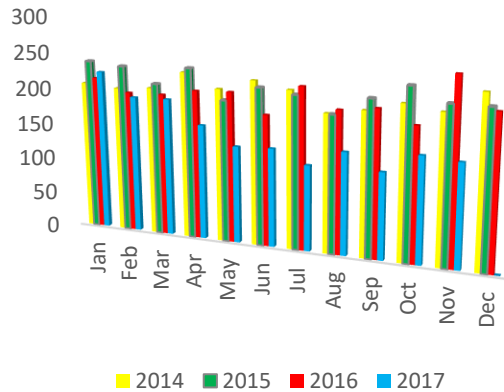


Year to Date Comparison										
	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg	Qty Active	% Chg
<b>Residential</b>										
Current Period	1818		\$694,835,672		\$382,197		\$312,000		1452	
One year Ago	1621		\$597,771,762		\$368,767		\$295,000		1531	
Increase / (Decrease)	197	12%	\$97,063,910	16%	\$13,430	4%	\$17,000	6%	(79)	-5%
<b>Lots / Land</b>										
Current Period	508		\$57,018,205		\$112,240		\$75,250		741	
One Year Ago	449		\$58,693,959		\$130,721		\$73,000		823	
Increase / (Decrease)	59	13%	(\$1,675,754)	-3%	(\$18,481)	-14%	\$2,250	3%	(82)	-10%
<b>Commercial</b>										
Current Period	20		\$6,659,000		\$332,950		\$278,625		65	
One Year Ago	26		\$16,204,017		\$623,231		\$330,000		85	
Increase / (Decrease)	(6)	-23%	(\$9,545,017)	-59%	(\$290,281)	-47%	(\$51,375)	-16%	(20)	-24%
<b>All Classes</b>										
Current Period	2346		\$758,512,877		\$323,321		\$275,000		2258	
One Year Ago	2096		\$672,669,738		\$320,930		\$265,000		2439	
Increase / (Decrease)	250	12%	\$85,843,139	13%	\$2,391	1%	\$10,000	4%	(181)	-7%

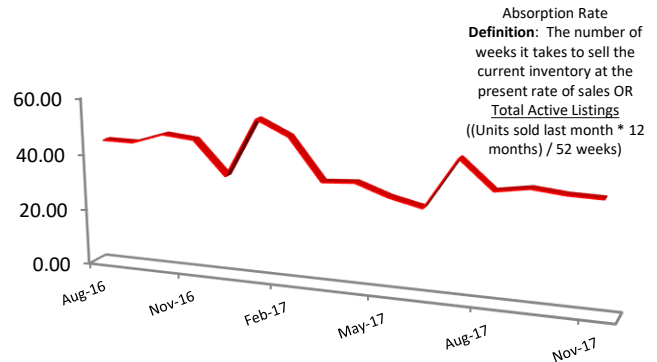
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## Residential Property Sales

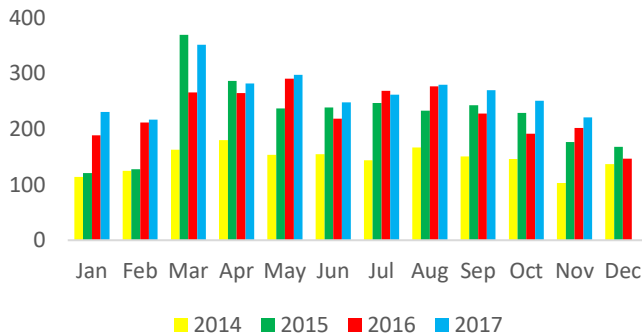
### Average Days on Market



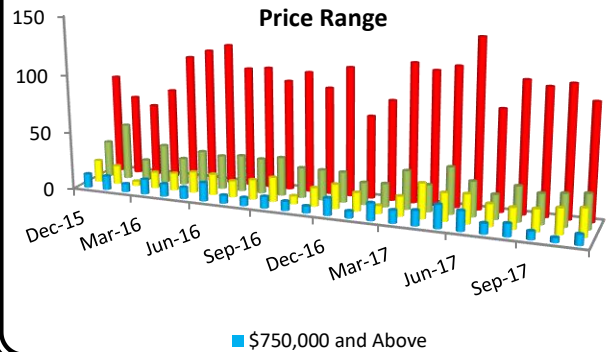
### Absorption Rate in Weeks



### Year to Year Under Contract



### Residential Sales by Price Range



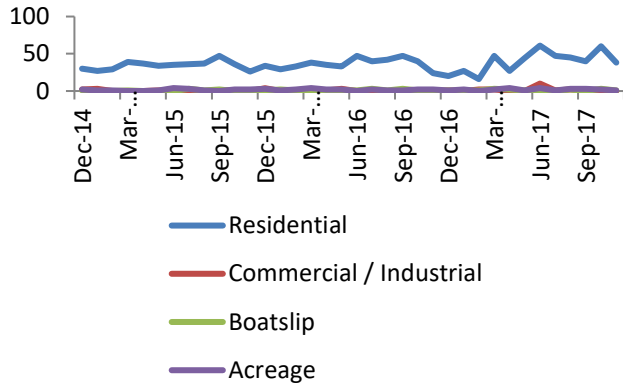
### Year to Date Comparison - Residential Property

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Single Family Detached</b>								
Current Period	1563		\$626,974,667		\$401,135		\$323,000	
One year Ago	1374		\$534,814,956		\$389,239		\$313,600	
Increase / (Decrease)	189	14%	\$92,159,711	17%	\$11,896	3%	\$9,400	3%
<b>Condominium</b>								
Current Period	179		\$45,924,366		\$256,560		\$255,000	
One Year Ago	164		\$41,840,519		\$255,125		\$234,950	
Increase / (Decrease)	15	9%	\$4,083,847	10%	\$1,435	1%	\$20,050	9%
<b>All Residential</b>								
Current Period	1818		\$694,835,672		\$382,197		\$312,000	
One Year Ago	1621		\$597,771,762		\$368,767		\$295,000	
Increase / (Decrease)	197	12%	\$97,063,910	16%	\$13,430	4%	\$17,000	6%

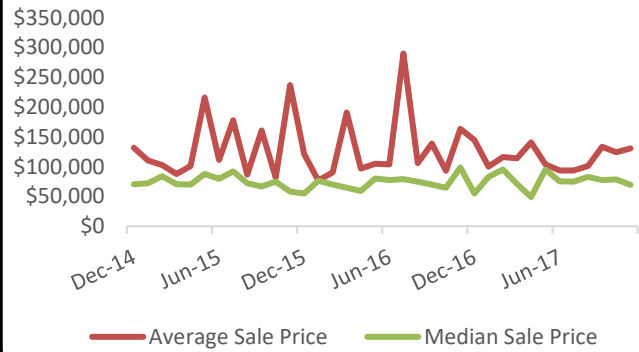
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## Land Sales

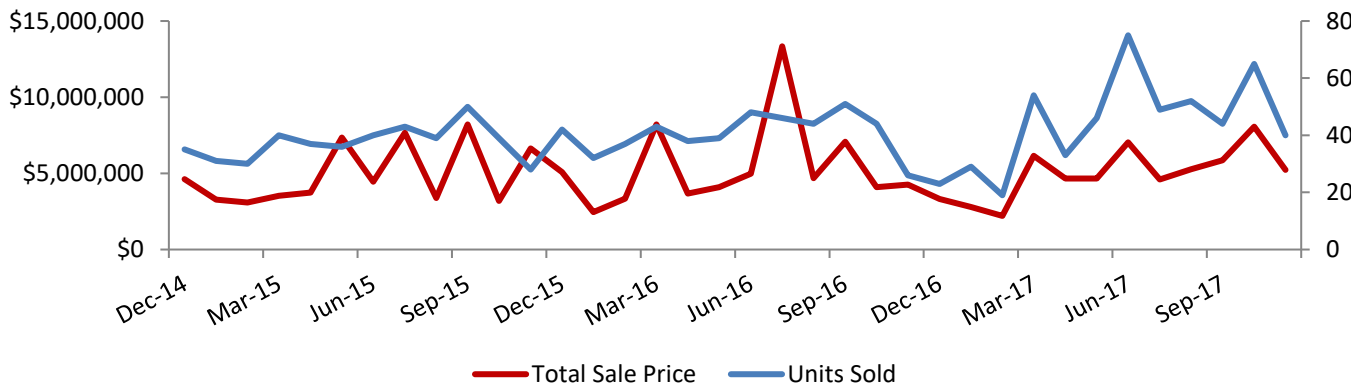
### Land By Type



### Lot / Land Ave vs Median Sale Price



### Lots / Land Units Sold vs Total Sale Price



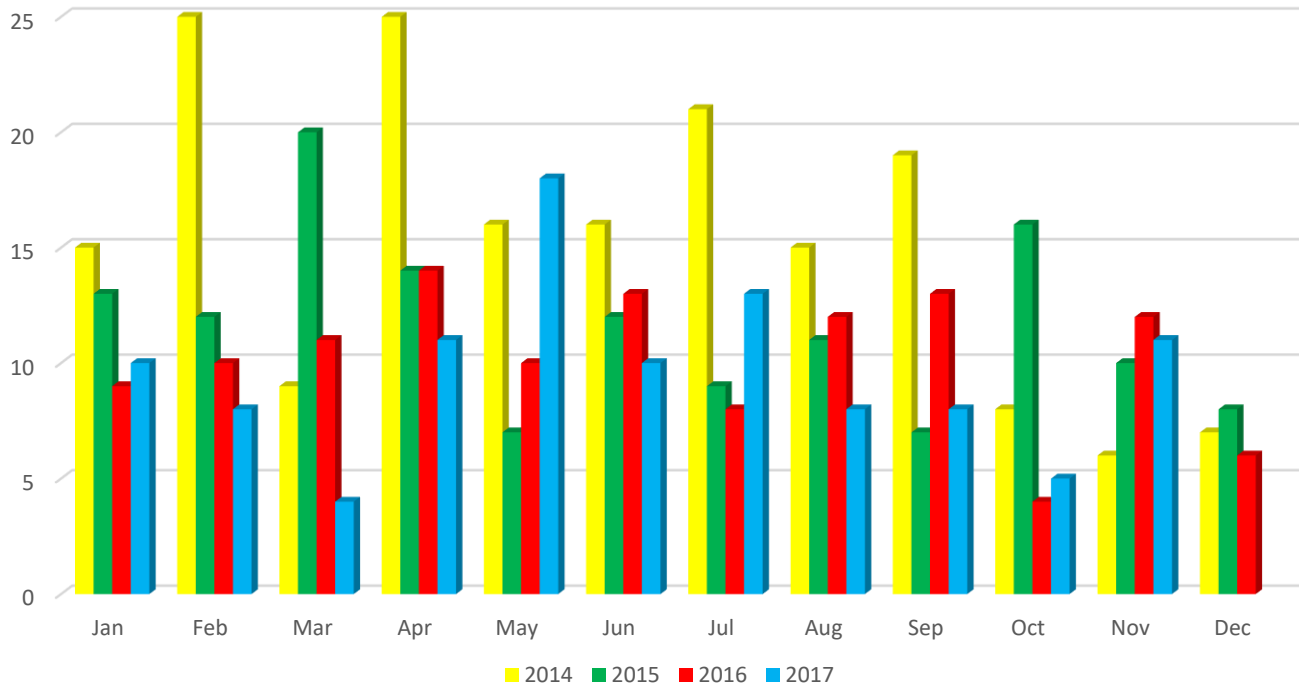
### Year to Date Comparison - Land Listings

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Land - Residential</b>								
Current Period	454		\$50,145,265		\$110,452		\$75,000	
One Year Ago	409		\$48,822,315		\$119,369		\$74,000	
Increase / Decrease	45	11%	\$1,322,950	3%	(\$8,917)	-7%	\$1,000	1%
<b>All Land</b>								
Current Period	508		\$57,018,205		\$112,240		\$75,250	
One year Ago	449		\$58,693,959		\$130,721		\$73,000	
Increase / (Decrease)	59	13%	(\$1,675,754)	-3%	(\$18,481)	-14%	\$2,250	3%

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## Distressed Properties (Residential)

Dare County Foreclosures

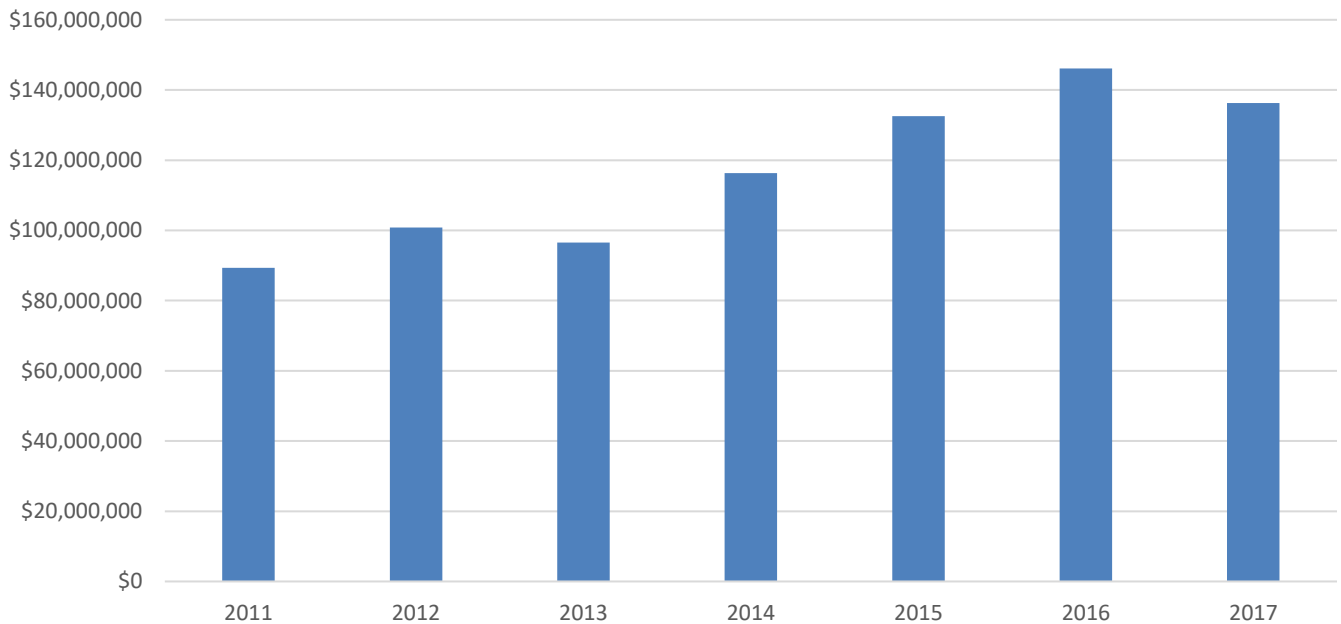


Year to Date Comparison - Distressed Properties

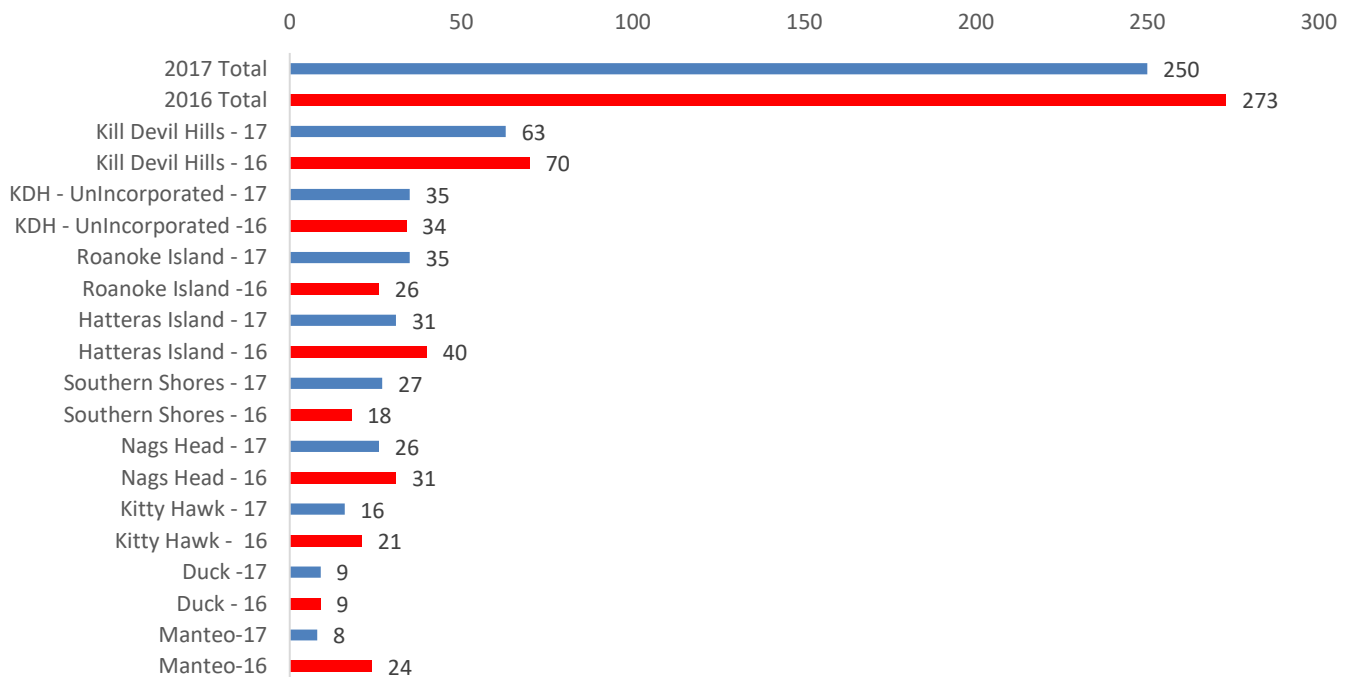
	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Residential - Short Sale</b>								
Current Period	28		\$13,053,950		\$466,212		\$321,000	
One year Ago	28		\$13,531,400		\$483,264		\$297,500	
Increase / (Decrease)	0	0%	(\$477,450)	-4%	(\$17,052)	-4%	\$23,500	8%
<b>Residential - Bank Owned</b>								
Current Period	74		\$17,929,587		\$242,291		\$201,052	
One Year Ago	73		\$18,018,228		\$246,825		\$194,000	
Increase / (Decrease)	1	1%	(\$88,641)	0%	(\$4,534)	-2%	\$7,052	4%
<b>All Residential - Distressed</b>								
Current Period	102		\$30,983,537		\$708,503		\$522,052	
One Year Ago	101		\$31,549,628		\$730,089		\$491,500	
Increase / (Decrease)	1	1%	(\$566,091)	-2%	(\$21,586)	-3%	\$30,552	6%

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### Y-O-Y Total Building Permit Comparison as of October 2017



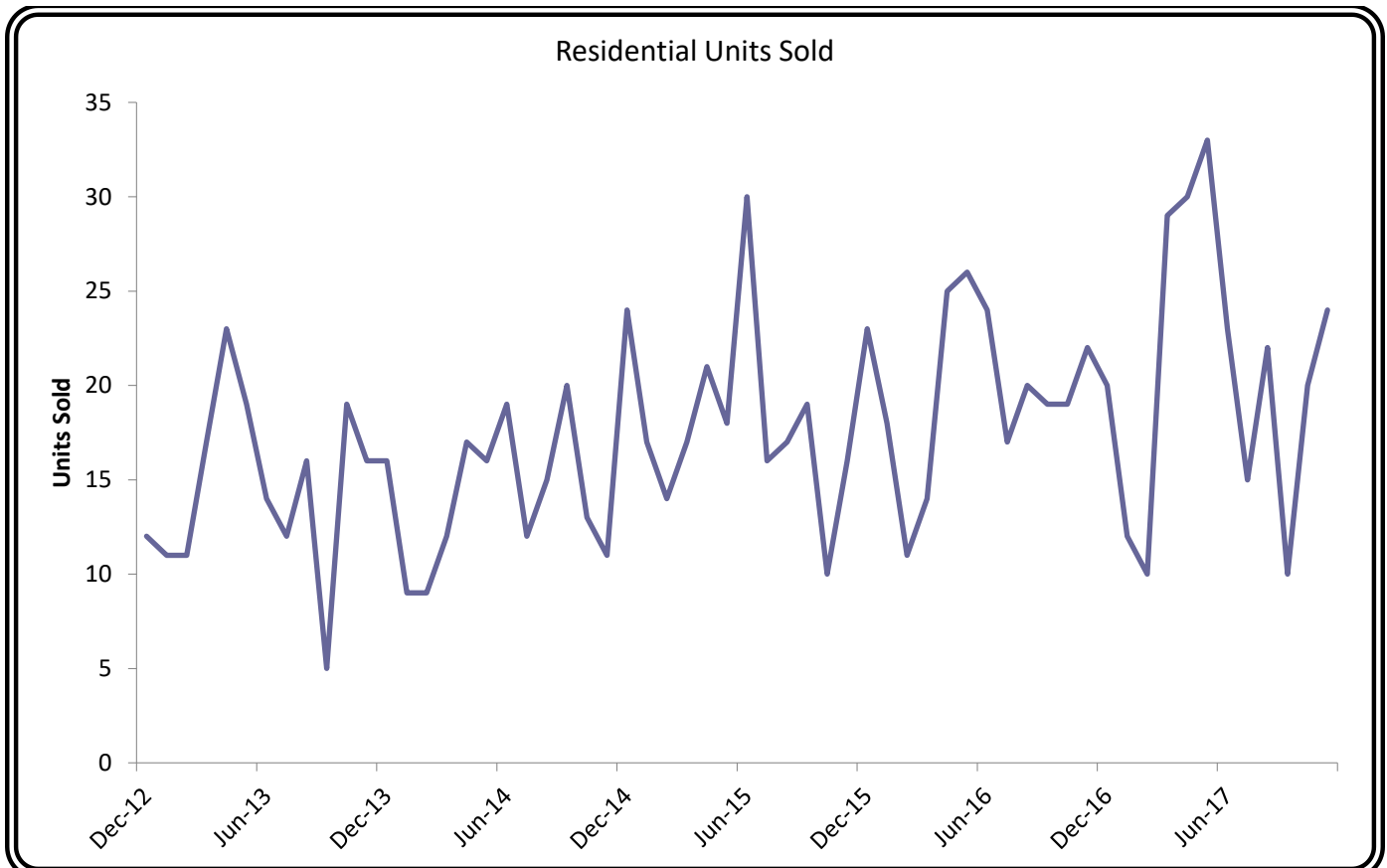
### Total Building Permits



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## Sales By Area

### Corolla



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	11	11	17	23	19	14	12	16	5	19	16	16	179
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		228

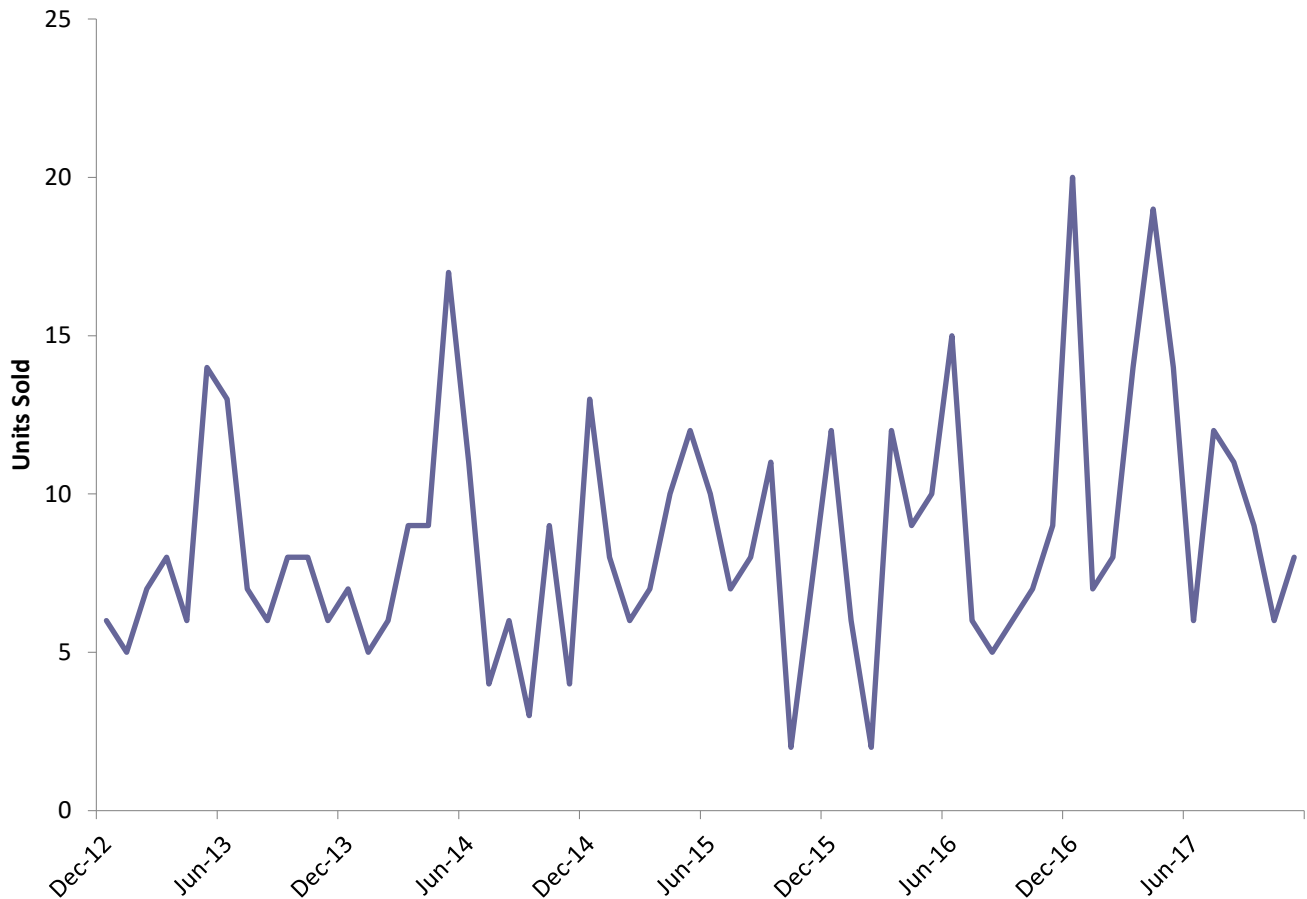
Year	Median Sale Price	Percent Change
2013	\$480,000	-4%
2014	\$470,000	-2%
2015	\$493,950	5%
2016	\$425,000	-14%
2017	\$476,250	12%

\*2017 numbers reflect Year to Date values

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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
2013	5	7	8	6	14	13	7	6	8	8	6	7	95
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		114

Year	Median Sale Price	Percent Change
2013	\$499,900	4%
2014	\$511,250	2%
2015	\$442,000	-14%
2016	\$477,000	8%
2017	\$465,500	-2%

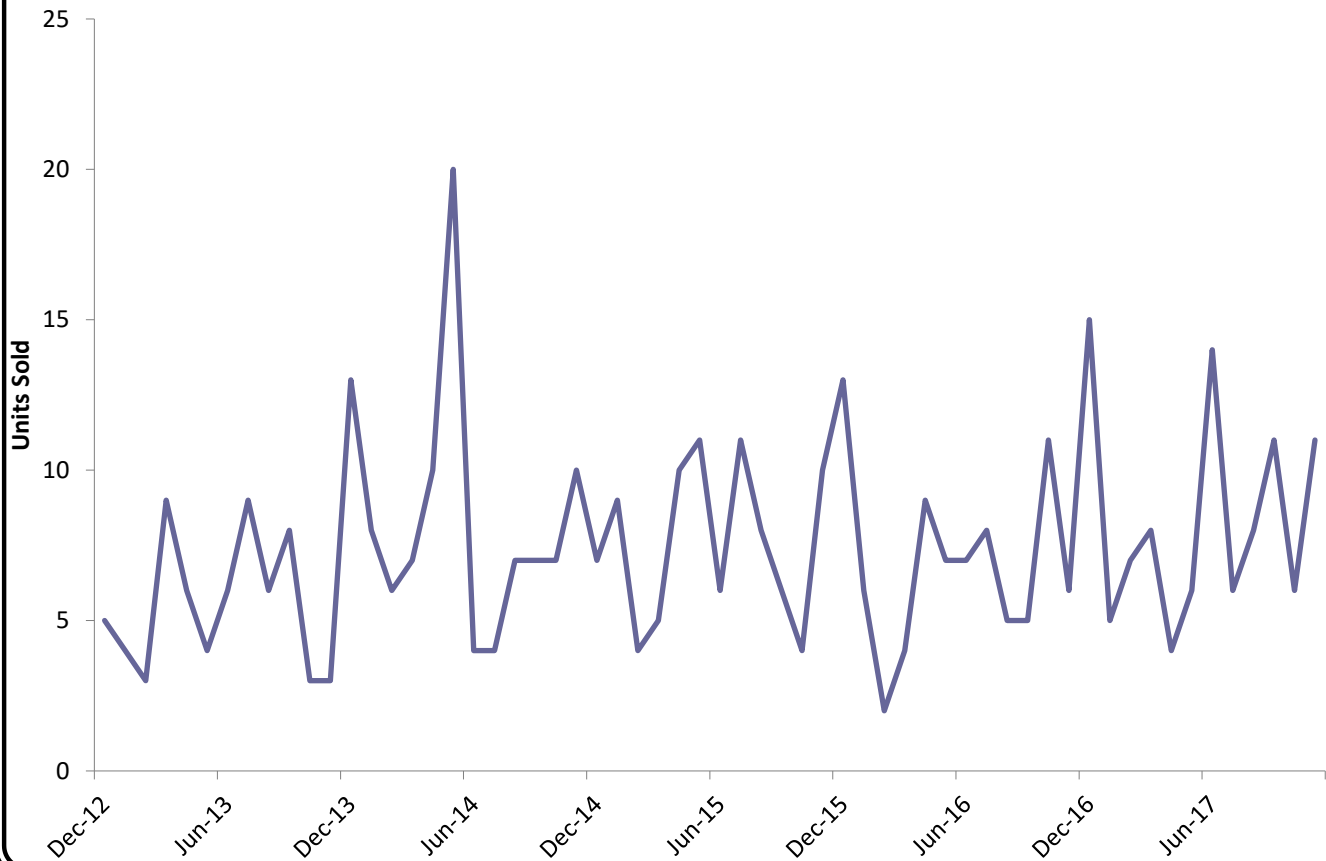
\*2017 numbers reflect Year to Date values

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## Town of Southern Shores

Residential Units Sold



Units Sold

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	4	3	9	6	4	6	9	6	8	3	3	13	74
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		86

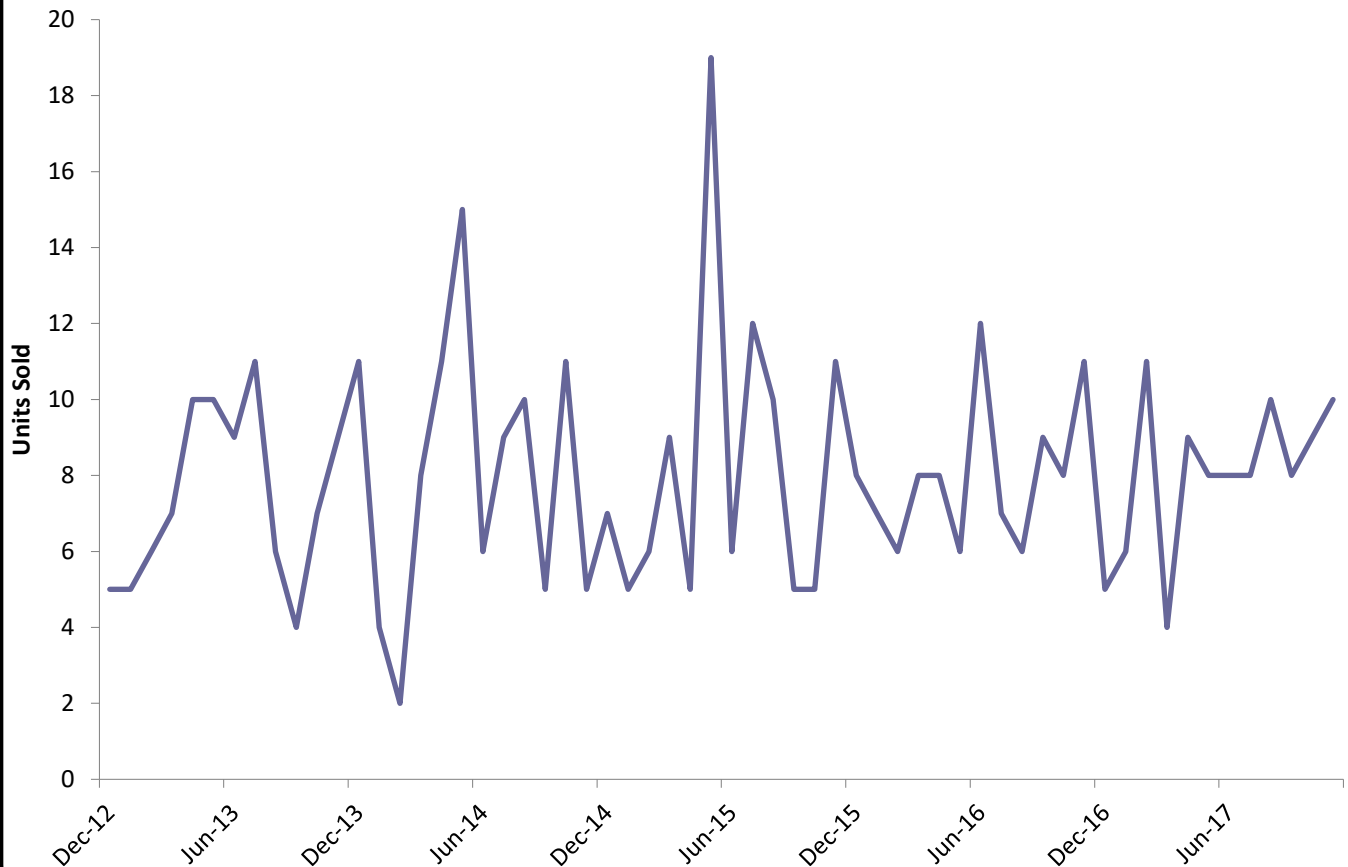
Year	Median Sale Price	Percent Change
2013	\$420,000	5%
2014	\$430,000	2%
2015	\$360,000	-16%
2016	\$422,500	17%
2017	\$422,500	0%

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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
2013	5	6	7	10	10	9	11	6	4	7	9	11	95
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		91

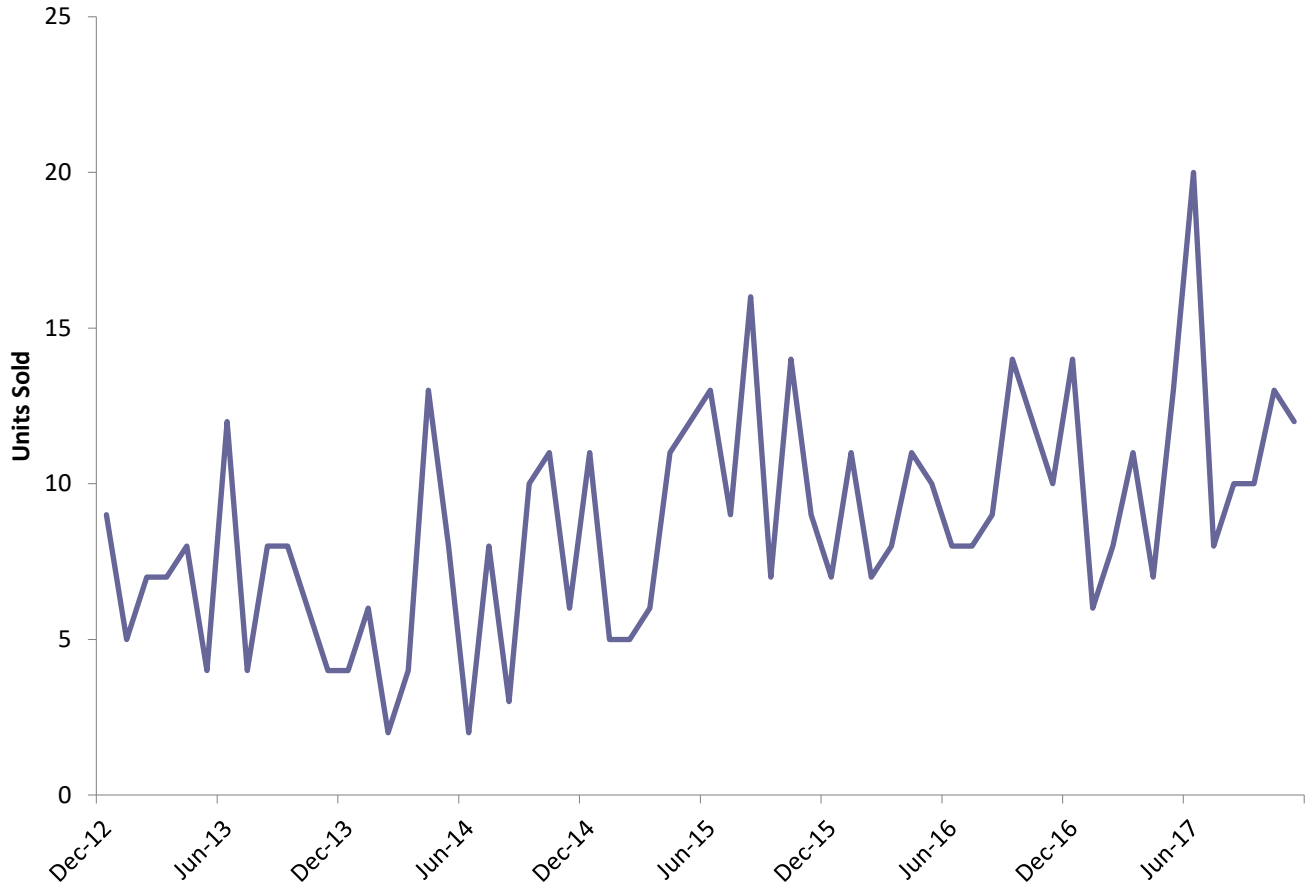
Year	Median Sale Price	Percent Change
2013	\$262,000	-10%
2014	\$285,000	9%
2015	\$309,000	8%
2016	\$305,000	-1%
2017	\$307,500	1%

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## Colington

Residential Units Sold



Units Sold

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	5	7	7	8	4	12	4	8	8	6	4	4	77
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	8	11	7	13	20	8	10	10	13	12		118

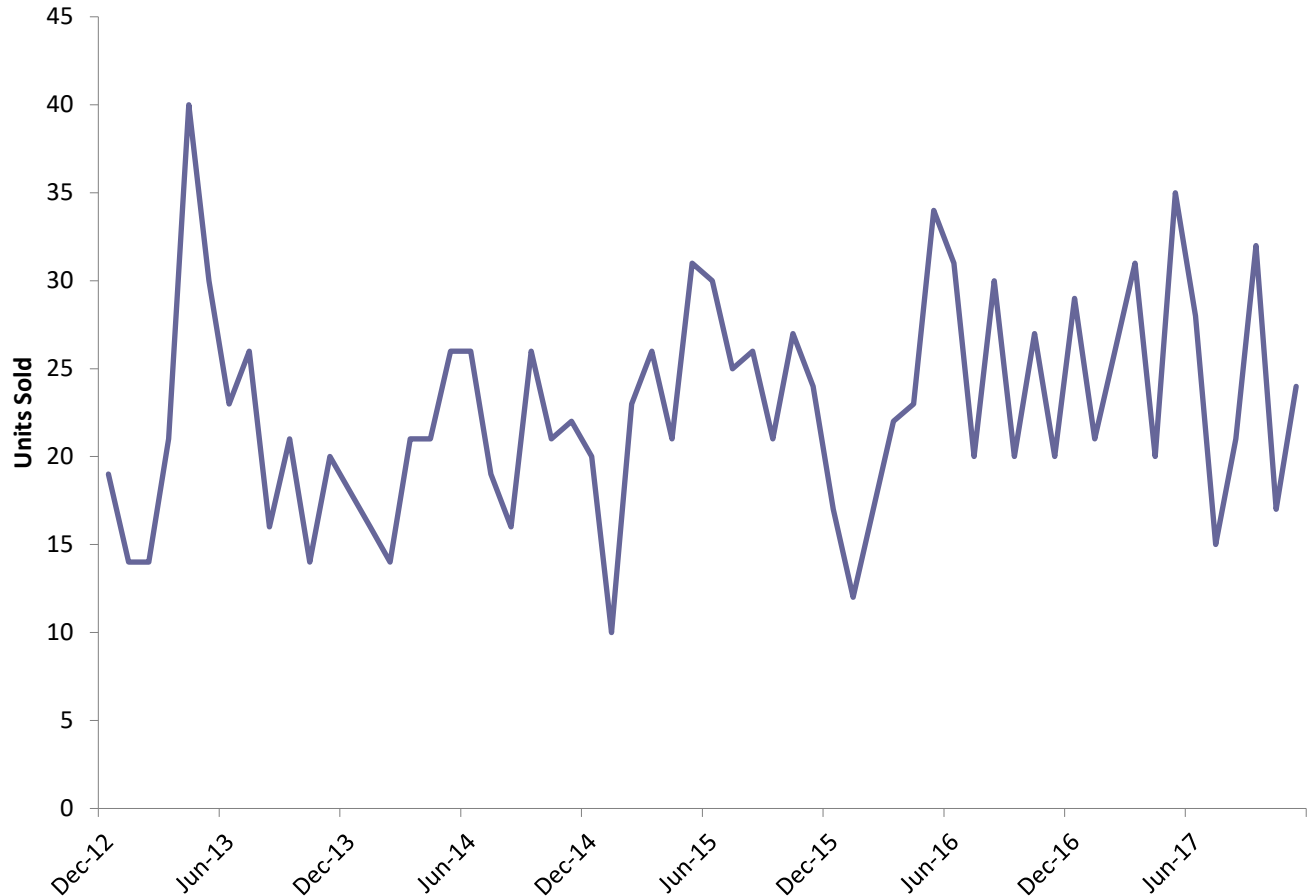
Year	Median Sale Price	Percent Change
2013	\$215,000	5%
2014	\$214,000	0%
2015	\$239,000	12%
2016	\$234,500	-2%
2017	\$252,500	8%

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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
2013	14	14	21	40	30	23	26	16	21	14	19	19	257
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	24		270

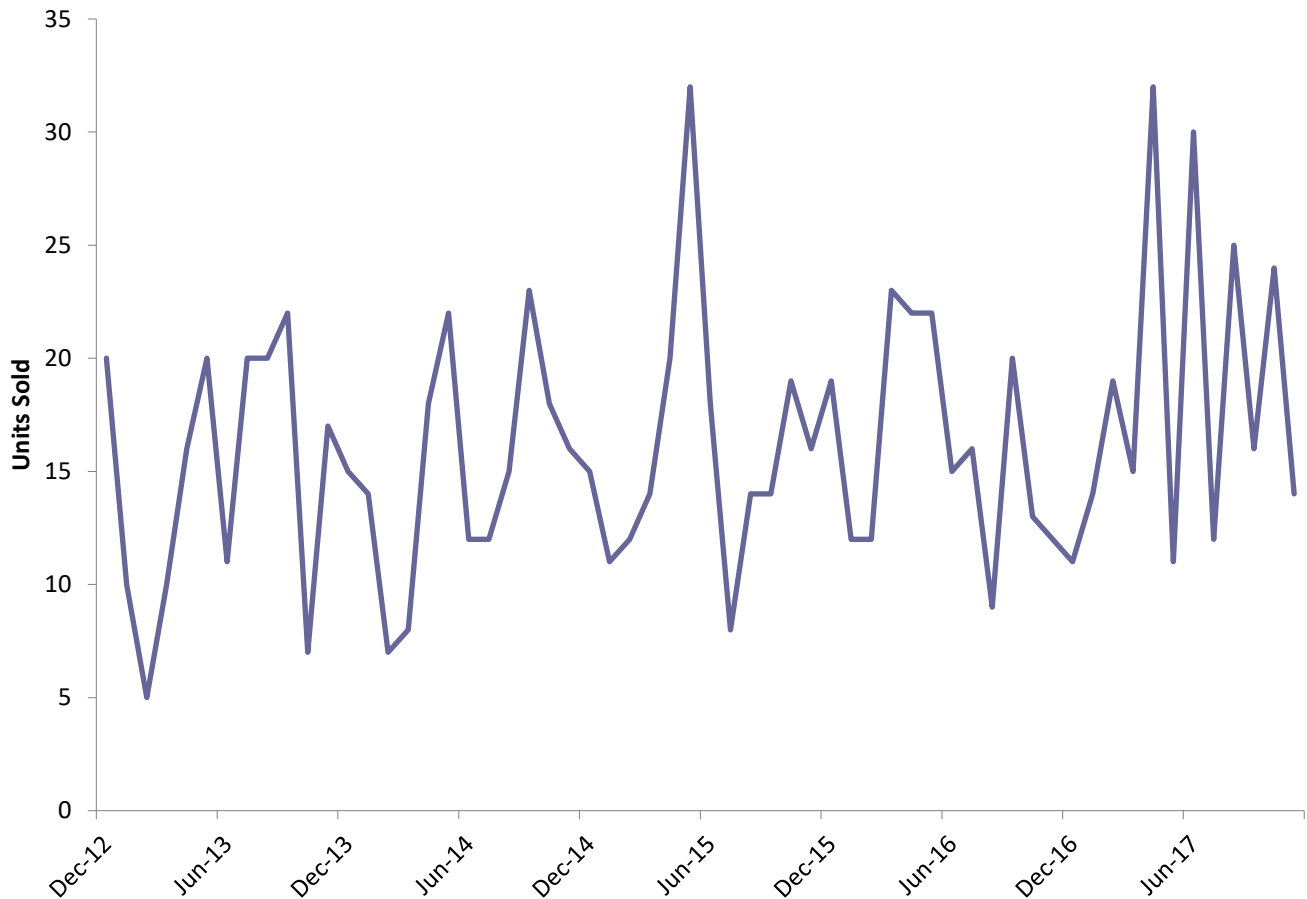
Year	Median Sale Price	Percent Change
2013	\$214,500	No Change
2014	\$239,000	12%
2015	\$236,000	-1%
2016	\$268,500	14%
2017	\$275,750	3%

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## Town of Nags Head

Residential Units Sold



Units Sold

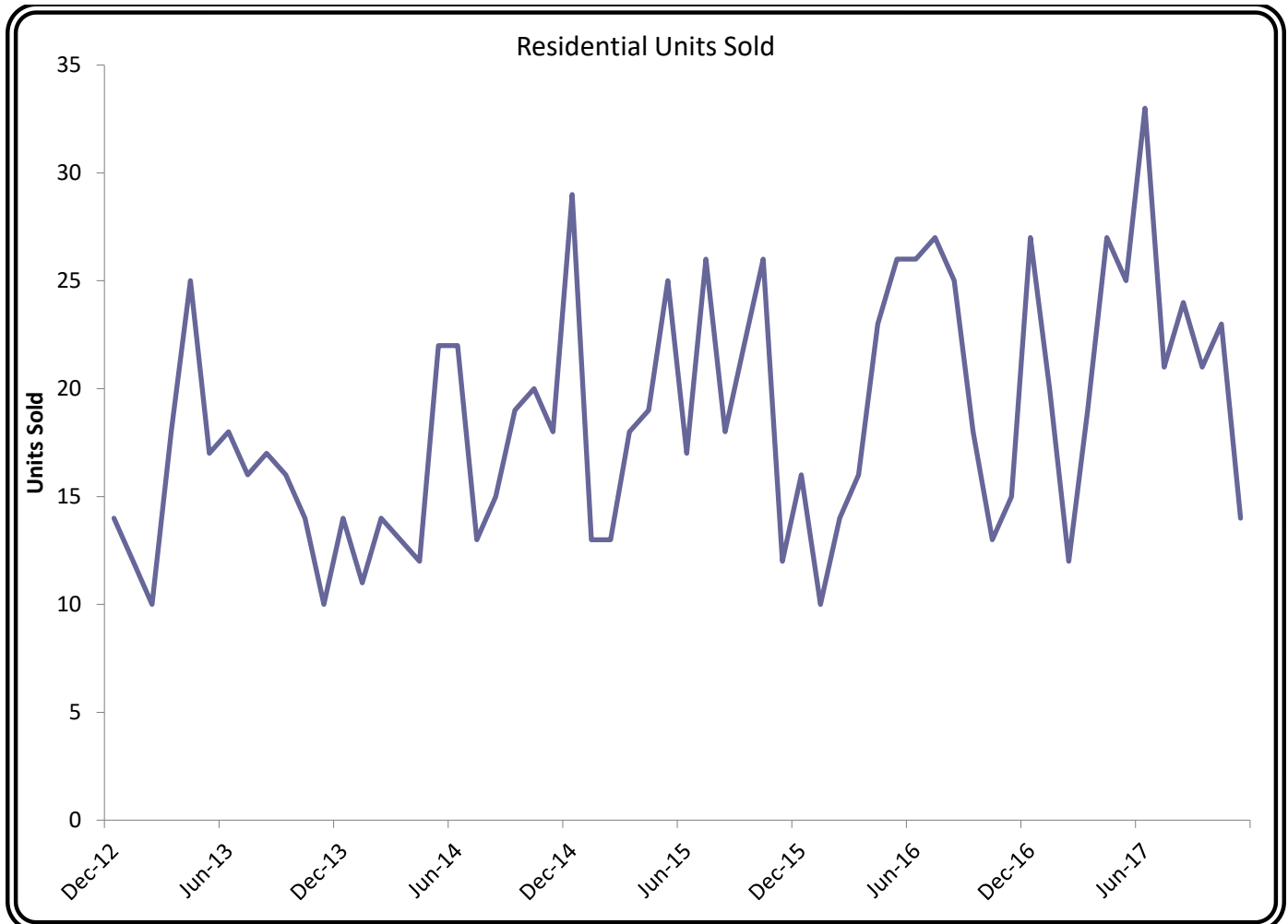
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	10	5	10	16	20	11	20	20	22	7	17	15	173
2014	14	7	8	18	22	12	12	15	23	18	16	15	180
2015	11	12	14	20	32	18	8	14	14	19	16	19	197
2016	12	12	23	22	22	15	16	9	20	13	12	11	187
2017	14	19	15	32	11	30	12	25	16	24	14		212

Year	Median Sale Price	Percent Change
2013	\$335,000	-2%
2014	\$350,000	4%
2015	\$363,500	4%
2016	\$382,000	5%
2017	\$380,000	-1%

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## Hatteras Island



Units Sold													
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	12	10	18	25	17	18	16	17	16	14	10	14	187
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		239

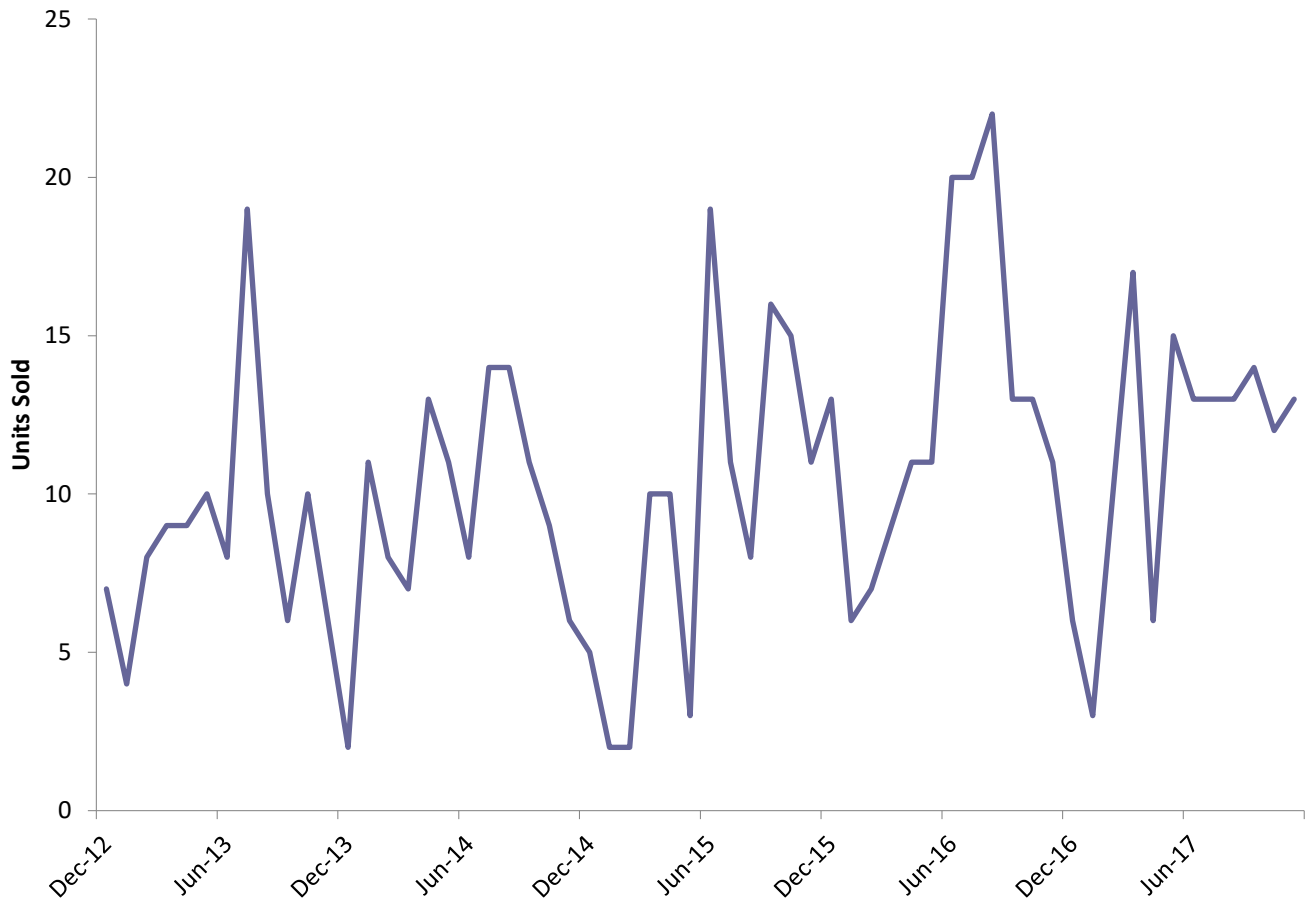
Year	Median Sale Price	Percent Change
2013	\$285,000	-3%
2014	\$263,775	-9%
2015	\$262,250	-1%
2016	\$271,000	3%
2017	\$300,000	11%

\*2017 numbers reflect Year to Date values

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## Roanoke Island

Residential Units Sold



Units Sold

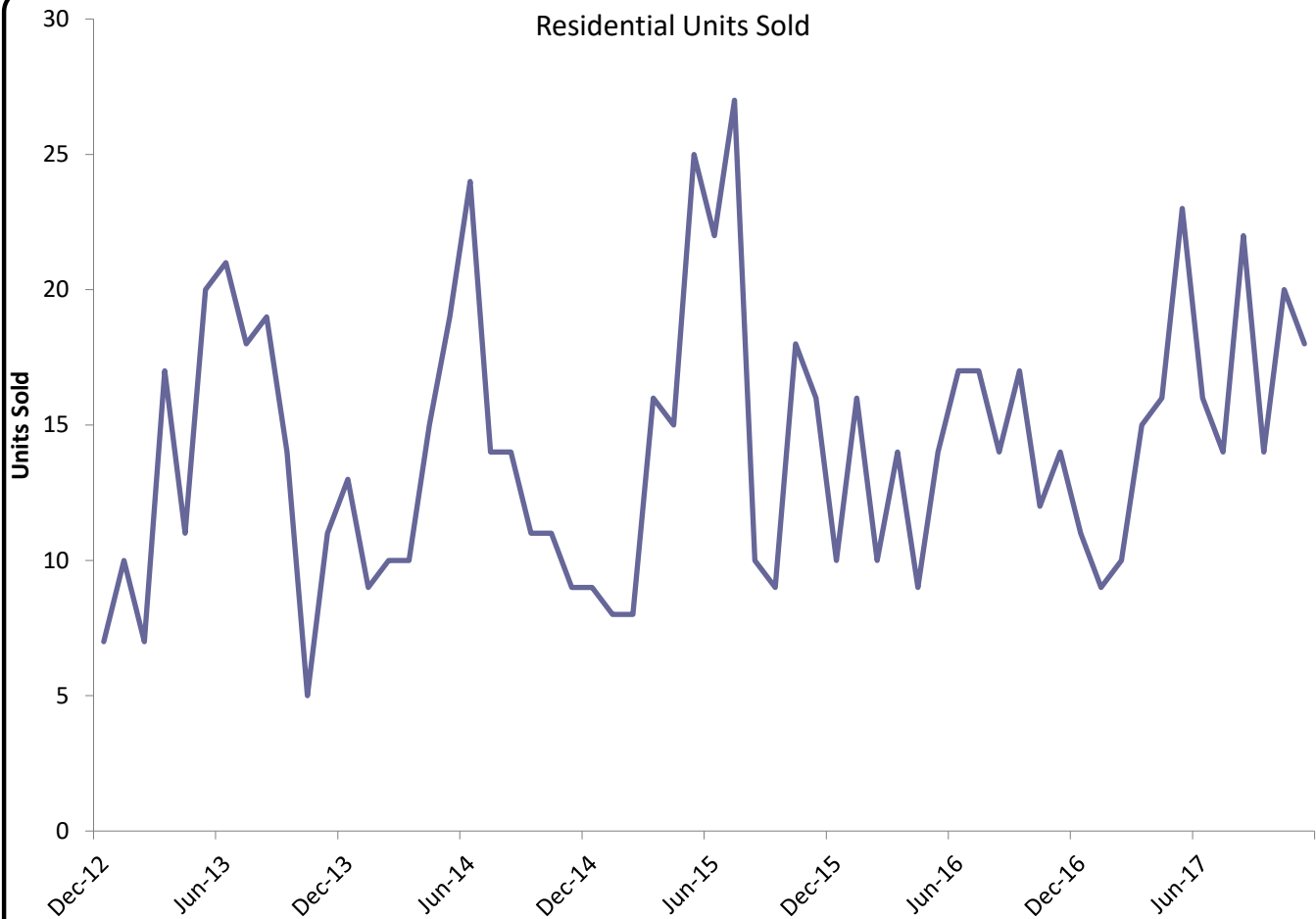
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013	4	8	9	9	10	8	19	10	6	10	6	2	101
2014	11	8	7	13	11	8	14	14	11	9	6	5	117
2015	2	2	10	10	3	19	11	8	16	15	11	13	120
2016	6	7	9	11	11	20	20	22	13	13	11	6	149
2017	3	10	17	6	15	13	13	13	14	12	13		129

Year	Median Sale Price	Percent Change
2013	\$222,000	-14%
2014	\$260,000	17%
2015	\$245,100	-6%
2016	\$265,000	8%
2017	\$281,880	6%

\*2017 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
2013	10	7	17	11	20	21	18	19	14	5	11	13	166
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	14	20	18		177

Year	Median Sale Price	Percent Change
2013	\$197,000	9%
2014	\$210,000	7%
2015	\$221,200	5%
2016	\$238,000	8%
2017	\$235,000	-1%

\*2017 numbers reflect Year to Date values

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