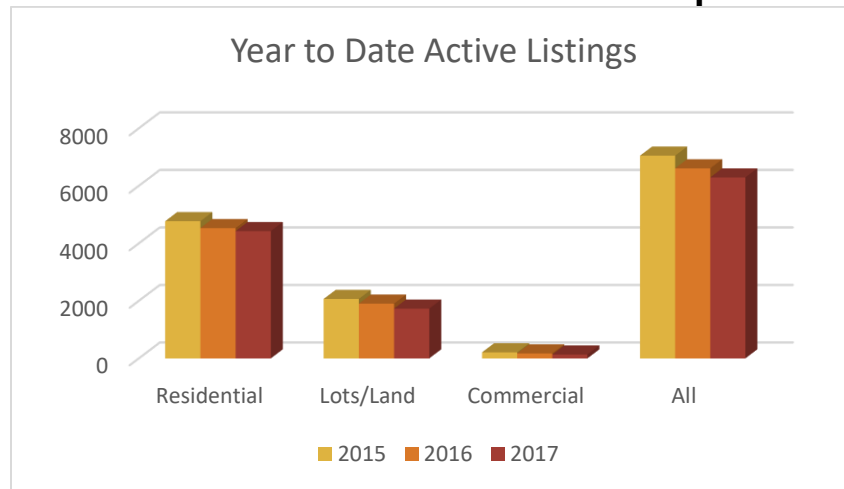




## October 2017 –MLS Statistical Report



### Summary

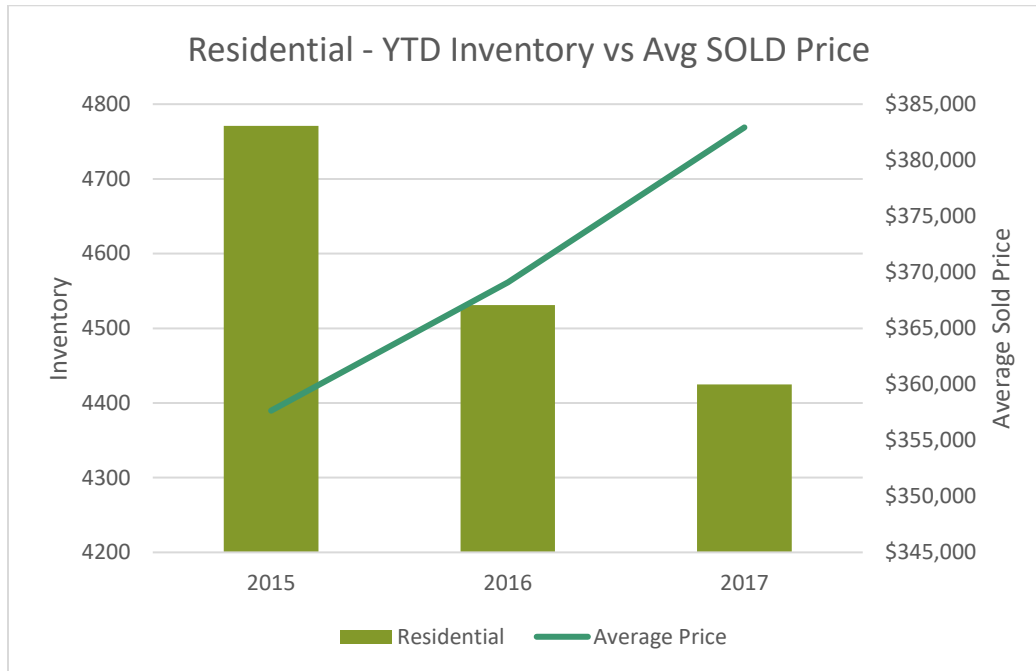
- **Overall:** As evidenced in the above graph, Active listings decreased among all categories when compared to the same period in 2016 and 2015. Additionally, while the inventory decreased, the average sales price increased compared to the last two years. Single Family Detached Home sales are up 13% and condo sales are up 12% for 2017.
- **Inventories:** Overall, all inventories are down when compared to October 2016. Residential inventory is down -2%, Lots / Land inventory is down -9% and Commercial inventory is down -22%. However, when compared to last month, Residential inventory is up by 6.5%, Lots/Land is up by 4%, and Commercial is up by 12%.
- **Median Home Price:** When compared with last month, the median price for a single-family detached home sold in October 2017 has not changed, and the median price for a condominium is up 6%.
- **Average Home Price:** The average price for a condo in October 2017 is up 2%. In addition, when compared to October 2016, Residential Sales were up 4% and Lots/Land were down -14%.
- **Total Sales:** Total October Residential sales are up to 165 Units (2016 - 146 Units). Total October Residential volume sold are up 12% compared to last year: \$57,460,778 (2017) vs \$51,333,488 (2016).
- **Under-Contract:** Units listed as under contract increased by 30% (192 vs 251 Units) in October.
- **Days on the Market:** The average Days on the Market for Residential properties listed in the MLS in October decreased to 147 from 162. Another statistic to note is that DOM for Land/Lot sales was dramatically lower.
- **Distressed Sales:** Short Sale inventory remained steady at 1% of the active listings.

Data Obtained: November 14, 2017

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

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## Total Property Sales



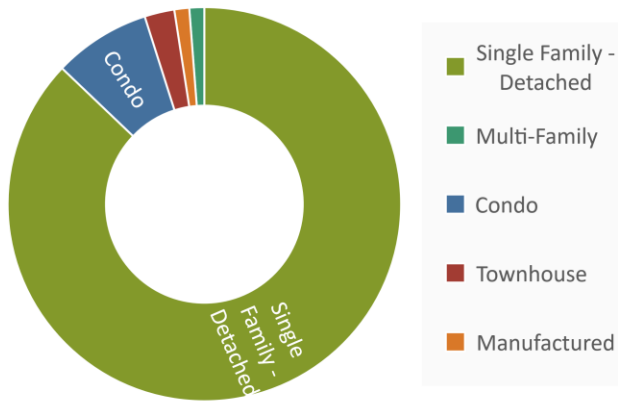
### YEAR-TO-YEAR COMPARISON REPORT

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg	Qty Active	% Chg
<b>Residential</b>										
Current Period	1,655		633,739,983		382,924		310,000		4,426	
One Year Ago	1,481		546,621,370		369,089		294,900		4,531	
Increase / (Decrease)	174	12%	87,118,613	16%	13,835	4%	15,100	5%	(105)	-2%
<b>Lots/Land</b>										
Current Period	465		51,407,505		110,553		76,000		1,732	
One Year Ago	423		54,442,359		128,705		70,000		1,904	
Increase / (Decrease)	42	10%	(3,034,854)	-6%	(18,152)	-14%	6,000	9%	(172)	-9%
<b>Commercial</b>										
Current Period	18		5,749,000		319,388		278,625		136	
One Year Ago	25		15,884,017		635,360		340,000		175	
Increase / (Decrease)	(7)	-28%	(10,135,017)	-64%	(315,972)	-50%	(61,375)	-18%	(39)	-22%
<b>All Classes</b>										
Current Period	2,138		690,896,488		323,150		270,000		6,294	
One Year Ago	1,929		616,947,746		319,827		262,500		6,610	
Increase / (Decrease)	209	11%	73,948,742	12%	3,323	1%	7,500	3%	(316)	-5%

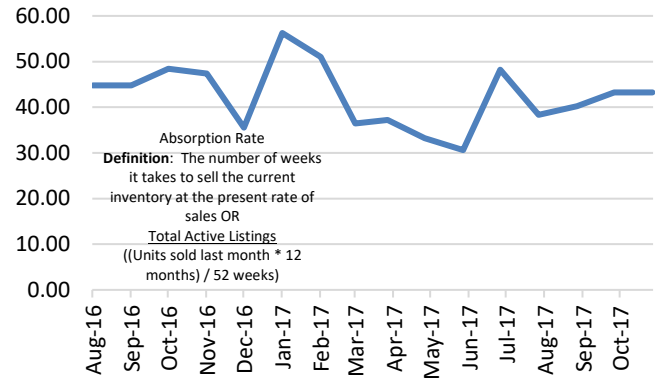
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# Residential Property Sales

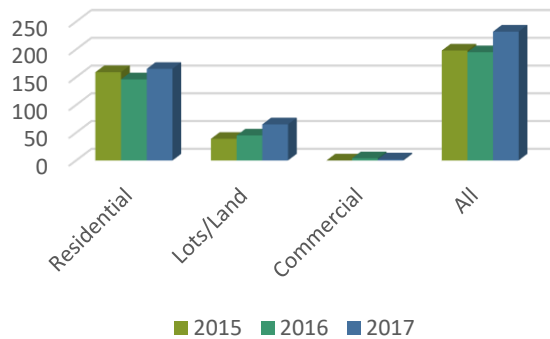
Residential Type SOLD - October 2017



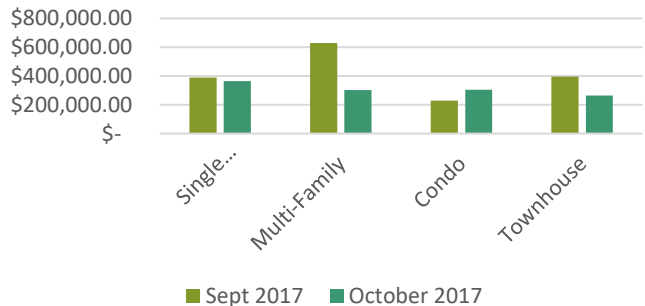
Absorption Rate in Weeks



October SOLD Listings



Comparison of Average SOLD Prices - Sept/Oct 2017



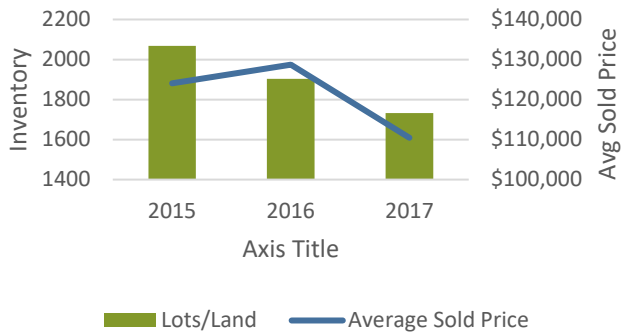
Year to Date Comparison - Residential Property

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Single Family Detached</b>								
Current Period	1423		\$570,771,458.00		\$401,104.00		\$322,500.00	
One year Ago	1256		\$491,271,897.00		\$391,140.00		\$315,000.00	
Increase / (Decrease)	167	13%	\$79,499,561.00	16%	\$9,964.00	3%	\$7,500.00	2%
<b>Condominium</b>								
Current Period	165		\$42,199,636.00		\$257,315.00		\$254,500.00	
One Year Ago	147		\$37,357,519.00		\$254,132.00		\$239,000.00	
Increase / (Decrease)	18	12%	\$4,842,117.00	13%	\$3,183.00	1%	\$15,500.00	6%
<b>All Residential</b>								
Current Period	1665		\$633,739,983.00		\$382,924.00		\$310,000.00	
One Year Ago	1478		\$546,041,370.00		\$369,446.00		\$295,000.00	
Increase / (Decrease)	187	13%	\$87,698,613.00	16%	\$13,478.00	4%	\$15,000.00	5%

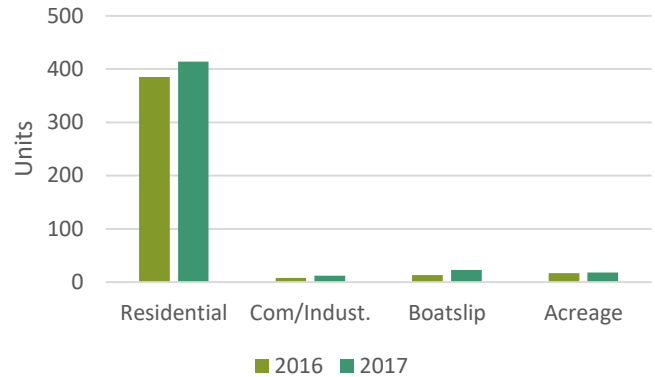
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## Land Sales

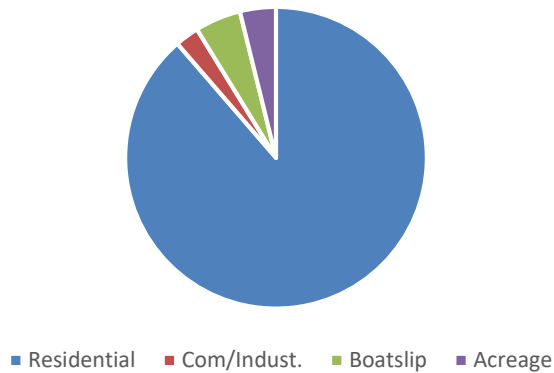
Lots/Land - YTD Date Inventory vs Avg Sold Price



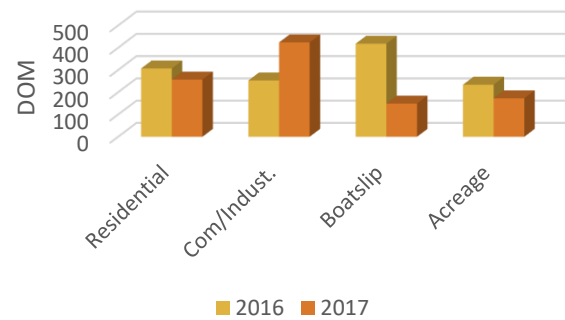
Land SOLD by Type 2016 vs 2017



Land/Lot Type SOLD - Oct 2017



YTD DOM by Land Type 2016 vs 2017



Year to Date Comparison - Land Listings

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg
<b>Land - Residential</b>								
Current Period	414		\$45,579,565		\$110,096		\$75,250	
One Year Ago	384		\$46,534,715		\$121,184		\$71,500	
Increase / Decrease	30	8%	(\$955,150)	-2%	(\$11,088)	-9%	\$3,750	5%
<b>All Land</b>								
Current Period	466		\$51,460,505		\$110,668		\$76,000	
One year Ago	422		\$55,941,359		\$132,562		\$70,500	
Increase / (Decrease)	44	10%	(\$4,480,854)	-8%	(\$21,894)	-17%	\$5,500	8%

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