

The OBX Market Report

A REVIEW OF THE OUTER BANKS REAL ESTATE MARKET

Mid Year, 2017

IN THIS ISSUE

Quarterly Highlights	1
Area Highlights	1
Sold Market Recap	2-3
Featured Article: H2OBX	3

2017 MID YEAR

The Outer Banks real estate market continues to be as hot as the weather! According to the Outer Banks Association of Realtors, June was the best month for units sold since October of 2005. Our firm is having a terrific year with increases in excess of 30% in units and sales volume. Coldwell Banker Seaside has sold the most units and the most dollars and is the #1 firm on the OBX year to date!

Residential sales are up double digits in both units (+18%) and dollars (+21%) and the Average Days on Market is 167, down from 201 last year. Properties are staying on the market for a shorter period of time and for property listed and sold since January 1, the Average DOM drops to 37!

OBX Year to Date Recap (all counties):

- The Average Sales Price (\$392,894) for all residential sales is up 3% and the Median Sales Price of \$300,000 represents a 4% increase over the same period last year
- Single Family had the highest increases - over 20% in both units & dollars
- Condos & Townhomes increased more modestly: 5% increase in units and 7% in dollars
- Land sales were up in units, dollars, and Average Sales price!

Dare & Currituck County recap by category

Single Family	2017	2016	%
Units	881	734	120%
Dollars	\$363,554,895	\$297,399,538	122%
Average Sale	\$412,661	\$405,176	102%
Median Sale	\$320,000	\$325,000	98%
Average DOM	169	202	84%

Condo/Townhouse	2017	2016	%
Units	110	105	105%
Dollars	\$28,505,016	\$26,556,844	107%
Average Sale	\$259,136	\$252,922	102%
Median Sale	\$259,500	\$234,900	110%
Average DOM	155	197	79%

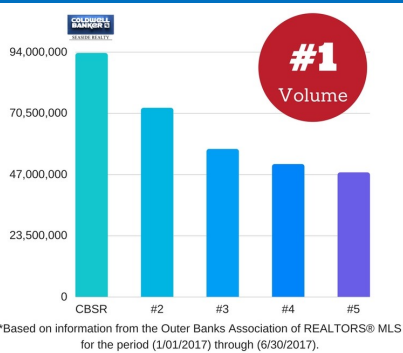
Land	2017	2016	%
Units	256	237	108%
Dollars	\$27,697,186	\$25,247,559	110%
Average Sale	\$108,192	\$106,529	102%
Median Sale	\$75,000	\$70,000	107%
Average DOM	236	299	79%

COLDWELL BANKER SEASIDE REALTY

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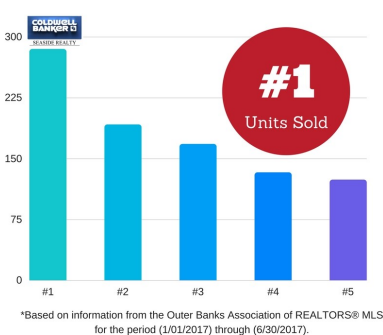
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The numbers don't lie. Coldwell Banker Seaside Realty sells more real estate than any other firm on the Outer Banks.* No matter how big our numbers get, we never forget who's number one: our clients. Put our commitment and experience to work by having one of our experienced and knowledgeable agents prepare a Marketing Plan specifically designed for your Outer Banks or northeast NC property.

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MARKET RECAP - SOLD PROPERTIES

Based on information from the Outer Banks Association of REALTORS® MLS
for the period January 1 – June 30, 2017

DOM = Days on Market

Area	# Sold	Avg Sales Price	DOM	% to Ask Price	Price Range	
DUCK					Low	High
Oceanfront	9	\$1,130,444	293	86%	\$775,000	\$1,677,500
Oceanside	36	\$538,327	208	91%	\$245,000	\$992,000
Soundfront	6	\$676,166	277	89%	\$525,000	\$927,000
Soundside	4	\$482,250	174	89%	\$383,000	\$565,000
Duck Total	55	\$646,178	227	90%	\$245,000.00	\$1,677,500.00
COROLLA						
Oceanfront*	11	\$1,557,218	169	91%	\$1,000,000	\$2,525,000
Oceanside	88	\$8,804	216	91%	\$210,000	\$2,325,000
Soundfront	7	\$594,714	273	87%	\$345,000	\$940,000
Soundside	19	\$393,556	372	87%	\$227,064	\$747,500
Corolla Total	125	\$616,517	238	90%	\$210,000	\$2,525,000
4-WHEEL DRIVE						
Oceanfront	8	\$867,125	467	80%	\$300,000	\$1,700,000
Other	7	\$399,642	107	96%	\$230,000	\$685,000
Total 4-Wheel Drive	15	\$648,966	299	87%	\$230,000	\$1,700,000
SOUTHERN SHORES						
Oceanfront	2	\$1,887,500	316	86%	\$875,000	\$2,900,000
Oceanside	8	\$498,701	231	92%	\$350,000	\$689,000
Sound/Canalfront	5	\$385,400	300	88%	\$305,000	\$500,000
Westside	29	\$420,100	131	93%	\$247,500	\$820,000
Southern Shores Total	44	\$497,148	177	92%	\$247,500	\$2,900,000
KITTY HAWK						
Oceanfront	2	\$285,000	497	88%	\$265,000	\$305,000
Between the highways	8	\$390,319	147	95%	\$230,000	\$702,000
Canalfront	5	\$485,000	128	92%	\$210,000	\$1,150,000
Westside	23	\$352,076	106	92%	\$189,000	\$652,000
Kitty Hawk Total	38	\$374,100	138	93%	\$189,000	\$1,150,000
MARTIN'S POINT						
Sound/Creek	4	\$740,471	273	90%	\$483,884	\$985,000
Interior	3	\$426,600	49	94%	\$344,900	\$475,000
All Martin's Point	7	\$605,954	161	92%	\$344,900	\$985,000
KILL DEVIL HILLS						
Oceanfront	4	\$1,000,625	116	91%	\$425,000	\$1,287,500
Oceanside	1	\$485,000	48	97%	\$485,000	\$485,000
Between highways	38	\$323,288	154	92%	\$135,000	\$630,000
Sound/Canalfront	2	\$465,750	227	90%	\$249,000	\$682,500
Westside	80	\$253,727	94	96%	\$145,000	\$395,000
Kill Devil Hills Total	125	\$303,999	115	95%	\$135,000	\$1,287,500
COLINGTON HARBOUR						
Sound/canal front	22	\$306,788	91	96%	\$200,000	\$450,000
Other	31	\$220,424	93	97%	\$78,000	\$420,000
Colington	10	\$275,380	196	95%	\$143,000	\$378,000
Colington Harbour Total	63	\$259,306	109	96%	\$78,000	\$450,000
NAGS HEAD						
Oceanfront	8	\$1,035,750	188	90%	\$725,000	\$1,200,000
Oceanside	1	\$555,000	174	93%	\$555,000	\$555,000
Between highways	26	\$485,424	153	95%	\$216,000	\$740,000
Sound/Canalfront	7	\$342,678	93	96%	\$250,000	\$406,750
Westside	31	\$347,577	147	92%	\$175,000	\$705,000
SOUTH NAGS HEAD						
Oceanfront	10	\$635,700	291	90%	\$275,000	\$1,170,000
Oceanside	6	\$338,983	146	92%	\$210,000	\$452,000
Westside	13	\$463,953	172	94%	\$310,000	\$701,000
Nags Head Total (all)	102	\$480,960	166	90%	\$175,000	\$1,200,000

MARKET RECAP - SOLD PROPERTIES

Based on information from the Outer Banks Association of REALTORS® MLS
for the period January 1 – June 30, 2017

DOM = Days on Market

More highlights & Fun Facts:

- Corolla had the most oceanfront sales (11), followed by South Nags Head (10) and Duck (9)
- Kill Devil Hills (115), Colington (109) and Currituck Mainland (119) had the shortest Average Days on Market
- The 4-Wheel Drive Area had the highest Average Sales Price of \$648,966 followed by Duck with \$646,178 and Corolla \$616,547
- The highest single-family sale of the year was an oceanfront in Sothern Shores which sold for \$2,900,000

**Information taken from the Outer Banks Association of Realtors for the period January 1, 2017 – June 30, 2017*

Area	# Sold	Avg Sales Price	DOM	% to Ask Price	Price Range	
MANTEO					Low	High
Sound/Canalfront	2	\$700,979	392	92%	\$576,959	\$825,000
Other	38	\$297,977	149	95%	\$80,000	\$595,000
Manteo Total	40	\$318,127	161	95%	\$80,000	\$825,000
PIRATE'S COVE	1	\$850,000	211	72%	\$850,000	\$850,000
RODANTHE/WAVES/SALVO						
Oceanfront	11	\$652,318	143	90%	\$135,000	\$1,250,000
Oceanside	27	\$332,059	166	93%	\$166,000	\$675,000
Soundfront	1	\$385,000	701	96%	\$385,000	\$385,000
Soundside	1	\$490,000	381	85%	\$490,000	\$490,000
Rodanthe/Waves/Salvo Total	40	\$425,402	178	92%	\$135,000	\$1,250,000
AVON						
Oceanfront	5	\$587,500	226	86%	\$495,000	\$735,000
Oceanside	13	\$288,269	181	94%	\$135,000	\$730,000
Soundfront	8	\$390,590	239	93%	\$115,922	\$690,000
Soundside	14	\$254,234	184	91%	\$130,000	\$530,000
Avon Total	40	\$334,224	199	92%	\$115,922	\$735,000
BUXTON/FRISCO/HATTERAS						
Oceanfront	7	\$1,347,866	285	88%	\$475,000	\$2,347,765
Oceanside	16	\$233,531	243	86%	\$42,000	\$530,000
Soundfront	9	\$392,277	115	9300%	\$212,000	\$850,000
Soundside	10	\$293,540	211	94%	\$147,000	\$575,000
Buxton/Frisco/Hatteras Total	42	\$467,558	215	90%	\$42,000	\$2,347,765
CURRITUCK MAINLAND						
Jarvisburg to Poplar Branch	28	\$214,517	128	89%	\$45,000	\$609,000
Pt. Harbor to Powells Point	10	\$275,131	84	97%	\$101,062	\$600,000
Aydlett to Barco	14	\$226,803	162	91%	\$37,000	\$641,000
Maple to Moyock	28	\$266,893	100	94%	\$18,000	\$525,000
Currituck Mainland Total	80	\$242,575	119	94%	\$18,000	\$641,000

The Outer Banks Just Got WETTER! COOLER! WILDER! SPLASHIER!

H2OBX is a brand-new, world-class waterpark in Outer Banks, NC, featuring over 30 water rides, slides and attractions.

From buried treasure and legendary pirates to windswept dunes and wild horses, the epic story of the Outer Banks comes alive at H2OBX, our brand new outdoor waterpark. Write your own thrilling chapter as you explore more than 30 rides, slides, and attrac-



tions at the newest waterpark on the Outer Banks. If relaxation is more your speed, spend a leisurely day enjoying our resort-style amenities. Experience inspired shopping and dining options as you take in spectacular OBX views.

Whether you're looking for wild family fun or an upscale resort getaway, H2OBX is the place to be in the Outer Banks. Come see all that the best waterpark in North Carolina has to offer. **General Admission Tickets for H2OBX Waterpark are dated so that we can closely monitor the attendance of the waterpark in order to provide our guests an experience like no other park in the country.**

The reviews have been great as locals and guests begin to experience this new Outer Banks Attraction! The Aye's have it!