



The OBX Market Report

A QUARTERLY REPORT OF THE OUTER BANKS REAL ESTATE MARKET

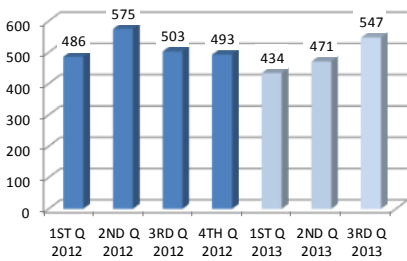
October, 2013



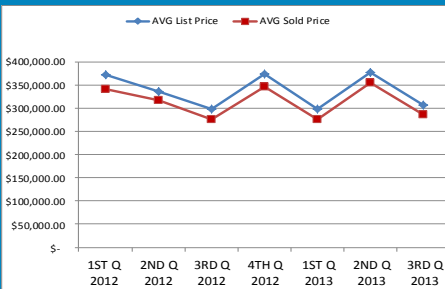
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Total Units Sold



List to Sold Price



Coldwell Banker vs. the Market

Coldwell Banker continues to outperform the market!

YTD 2013	COLDWELL BANKER	OBX MARKET
AVG List Price	\$ 367,966.00	\$ 312,668.00
AVG Sold Price	\$ 342,589.00	\$ 291,472.00
AVG Days on Market	204	235

2013 Best of the Beach is Here!

CLICK BELOW to Vote Coldwell Banker the Best Real Estate Company!

SUMMARY

Year to Date: Sales activity for 2013 continues it's steady pace with 1579 units sold to date for 2013 compared with 1565 units for the same period last year, however, the current average sales price of \$291,472 is slightly less than the average for this time last year (\$310,991). Area highlights include:

- Highest priced home sold YTD: a 6 bedroom oceanfront in the Palmers Island section of Sanderling, Duck sold for \$3,175,000
- 6 homes sold for over \$2 million
- 36 homes sold for over \$1 million
- Area with lowest percentage of distressed sales: Duck at 13%
- Area with highest percentage of distressed sales: Rodanthe/Waves/Salvo
- Area with the most units sold: Kill Devil Hills with 232 (including 48 Colington Harbour sales)
- Number of oceanfront homes sold: 76 with an average sales price of \$976,465
- Number of soundfront homes sold: 68 with an average sales price of \$478,902

Recap of Residential Property Sold Through 3rd Quarter, 2013

RESIDENTIAL SALES	JAN – SEP 2013	JAN – SEP 2012
Single Family Units Sold	1060	1056
Short Sales	103	132
Bank Owned	172	202
Percentage Distressed	17%	32%
Average Sales Price	\$368,545	\$384,992
Average Days on Market	224	221

Condo & Townhouse Update:

96 units sold, which is slightly down from this time last year (119)
 30 Distressed Sales = 31%
 Average Sales Price: \$213,407
 Price range: \$64,260 - \$545,000

Vacant Land Update:

350 land units sold, up from last year (330)
 123 Distressed Sales = 35%
 Average Sales Price: \$110,253 (there were 5 land sales over \$1million)
 Price Range: \$3,129 - \$2,400,000

COLDWELL BANKER SEASIDE REALTY

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MARKET RECAP - SOLD PROPERTIES

January 1 - September 30, 2013

Distressed = Bank Owned or Short Sale

DOM = Days on Market

Area	# Sold	Distressed	% Distressed	Avg Price	DOM	% to List	Price Range
DUCK							
Oceanfront	10	2	20%	\$ 1,711,890.00	222	87%	\$ 825,000.00 to \$ 3,175,000.00
Oceanside	45	5	11%	\$ 549,325.00	290	87%	\$ 266,000.00 \$ 1,150,000.00
Soundfront	3	0	0%	\$ 758,083.00	351	86%	\$ 600,000.00 \$ 980,000.00
Soundside	5	1	20%	\$ 442,720.00	172	85%	\$ 252,000.00 \$ 875,000.00
Total Sales	63	8	13%				
COROLLA							
Oceanfront	10	2	20%	\$ 1,627,000.00	396	79%	\$ 750,000.00 to \$ 2,760,000.00
Oceanside	81	13	16%	\$ 557,289.00	243	90%	\$ 173,250.00 \$ 1,650,000.00
Soundfront	5	2	40%	\$ 687,600.00	270	87%	\$ 513,000.00 \$ 825,000.00
Soundside	26	5	19%	\$ 424,878.00	295	88%	\$ 161,200.00 \$ 925,000.00
Total Sales	122	22	18%				
4 WHEEL DRIVE							
Oceanfront	5	2	40%	\$ 742,620.00	109	96%	\$ 528,100.00 to \$ 960,000.00
Other	8	3	38%	\$ 360,368.00	145	89%	\$ 220,750.00 \$ 573,000.00
Total Sales	13	5	38%				
SOUTHERN SHORES							
Oceanfront	6	1	17%	\$ 1,131,562.00	273	83%	\$ 875,000.00 to \$ 1,660,000.00
Oceanside	7	2	29%	\$ 700,285.00	194	89%	\$ 341,500.00 \$ 1,185,000.00
Sound/Canalfront	10	4	40%	\$ 453,480.00	218	90%	\$ 235,000.00 \$ 805,000.00
Westside	28	4	14%	\$ 369,371.00	202	89%	\$ 125,000.00 \$ 775,000.00
Total Sales	51	11	22%				
KITTY HAWK							
Oceanfront	2	0	0%	\$ 245,125.00	103	88%	\$ 210,000.00 to \$ 280,250.00
Between the highways	10	3	30%	\$ 281,600.00	269	83%	\$ 180,000.00 \$ 498,000.00
Sound/Canalfront	12	2	17%	\$ 307,166.00	219	88%	\$ 150,000.00 \$ 485,000.00
Westside	32	11	34%	\$ 298,953.00	232	88%	\$ 120,000.00 \$ 515,000.00
Martin's Point Sound/Canal	5	0	0%	\$ 723,480.00	149	95%	\$ 510,000.00 \$ 850,000.00
Martin's Point other	3	1	33%	\$ 370,666.00	279	88%	\$ 315,000.00 \$ 412,000.00
Total Sales	64	17	27%				
KILL DEVIL HILLS							
Oceanfront	7	3	43%	\$ 1,115,714.00	350	94%	\$ 219,000.00 to \$ 2,456,000.00
Between highways	42	7	17%	\$ 303,314.00	187	89%	\$ 74,299.00 \$ 560,000.00
Sound/Canalfront	8	1	13%	\$ 389,062.00	294	88%	\$ 165,000.00 \$ 929,500.00
Westside	115	26	23%	\$ 207,546.00	154	92%	\$ 70,000.00 \$ 445,000.00
Colington	12	4	33%	\$ 295,875.00	123	95%	\$ 165,000.00 \$ 647,500.00
Total Sales	184	41	22%				
COLINGTON HARBOUR							
Sound/canal front	23	6	26%	\$ 270,198.00	150	90%	\$ 125,000.00 to \$ 477,000.00
Other	25	13	52%	\$ 165,720.00	197	88%	\$ 79,900.00 \$ 285,000.00
Total Sales	48	19	40%				
NAGS HEAD							
Oceanfront	6	1	17%	\$ 1,001,166.00	595	74%	\$ 605,000.00 to \$ 1,200,000.00
Between highways	30	5	17%	\$ 443,918.00	265	90%	\$ 135,000.00 \$ 860,000.00
Sound/Canalfront	13	1	8%	\$ 450,200.00	216	88%	\$ 262,500.00 \$ 945,000.00
Westside	38	6	16%	\$ 281,549.00	223	89%	\$ 182,000.00 \$ 540,000.00
Total Sales	87	13	15%				
S. NAGS HEAD							
Oceanfront	13	3	23%	\$ 645,384.00	178	87%	\$ 295,000.00 to \$ 1,090,000.00
Oceanside	5	2	40%	\$ 343,680.00	161	88%	\$ 302,500.00 \$ 395,000.00
Westside	7	1	14%	\$ 384,214.00	357	87%	\$ 220,000.00 \$ 585,000.00
Total Sales	25	6	24%				

MARKET RECAP - SOLD PROPERTIES

January 1 - September 30, 2013

Distressed = Bank Owned or Short Sale

DOM = Days on Market

Area	# Sold	Distressed	% Distressed	Avg Price	DOM	% to List	Price Range
MANTEO							
Sound/Canalfront	6	3	50%	\$ 402,500.00	142	84%	\$ 205,000.00 to \$ 665,000.00
Other	40	9	23%	\$ 222,190.00	208	92%	\$ 49,000.00 \$ 525,000.00
Pirate's Cove	8	1	13%	\$ 387,500.00	594	76%	\$ 387,900.00 \$ 1,075,000.00
Total Sales	54	13	24%				
RODANTHE/WAVES/SALVO							
Oceanfront	7	5	71%	\$ 502,214.00	247	88%	\$ 253,000.00 to \$ 900,000.00
Oceanside	26	11	42%	\$ 329,480.00	237	92%	\$ 50,000.00 \$ 500,000.00
Sound/waterfront	5	3	60%	\$ 558,200.00	626	62%	\$ 321,000.00 \$ 725,001.00
Soundside	12	6	50%	\$ 314,575.00	308	84%	\$ 125,000.00 \$ 430,000.00
Total Sales	50	25	50%				
AVON							
Oceanfront	3	1	33%	\$ 525,000.00	289	86%	\$ 385,000.00 to \$ 675,000.00
Oceanside	10	1	10%	\$ 324,510.00	263	91%	\$ 182,500.00 \$ 560,000.00
Sound/Canalfront	12	4	33%	\$ 325,243.00	393	83%	\$ 130,425.00 \$ 475,000.00
Soundside	9	2	22%	\$ 213,949.00	202	82%	\$ 68,000.00 \$ 605,000.00
Total Sales	34	8	24%				
BUXTON/FRISCO/HATTERAS							
Oceanfront	7	4	57%	\$ 643,928.00	283	82%	\$ 400,000.00 to \$ 870,000.00
Oceanside	29	8	28%	\$ 263,347.00	260	86%	\$ 40,000.00 \$ 547,000.00
Sound/waterfront	13	2	15%	\$ 307,477.00	308	71%	\$ 150,000.00 \$ 850,000.00
Soundside	9	3	33%	\$ 189,155.00	213	87%	\$ 138,000.00 \$ 265,000.00
Total Sales	58	17	29%				
CURRITUCK MAINLAND							
Jarvisburg to Poplar Branch	29	10	34%	\$ 155,096.00	168	90%	\$ 53,000.00 to \$ 313,000.00
Pt. Harbor to Powells Point	21	8	38%	\$ 208,588.00	160	92%	\$ 100,000.00 \$ 527,060.00
Aydlett to Barco	9	4	44%	\$ 210,000.00	278	89%	\$ 55,000.00 \$ 399,000.00
Maple to Moyock	60	13	22%	\$ 260,728.00	158	93%	\$ 60,000.00 \$ 700,000.00
Total Sales	119	35	29%				

Currituck and Dare Counties Top North Carolina Visitor Spending



Currituck County led all of North Carolina's 100 counties in the rate that tourism spending and employment increased in 2012, according to new data from the Department of Commerce.

The numbers show that every county in the state saw more visitor spending, with Currituck recording an 8.1 percent increase over 2011 for a total of \$131 million.

Dare County still set the pace for northeastern North Carolina in total spending, drawing \$926 million for a 5.6 percent

increase, the North Carolina Department of Commerce's Division of Tourism, Film and Sports Development reported.

That put Dare in the top five, behind only the larger metropolitan areas and Buncombe County in the mountains.

Visitors spent a record \$19.4 billion in 2012 statewide, an increase of 5 percent from 2011. State tax receipts from visitor spending neared \$1 billion in 2012 and local tax revenues totaled more than \$579 million, the analysis showed.

The spending generated 193,610 jobs and more than \$4.3 billion in payroll income, the commerce department reported.

Spending figures come from an annual study commissioned by the Division of Tourism and conducted by the U.S. Travel Association. It uses sales and tax revenue data plus employment figures.