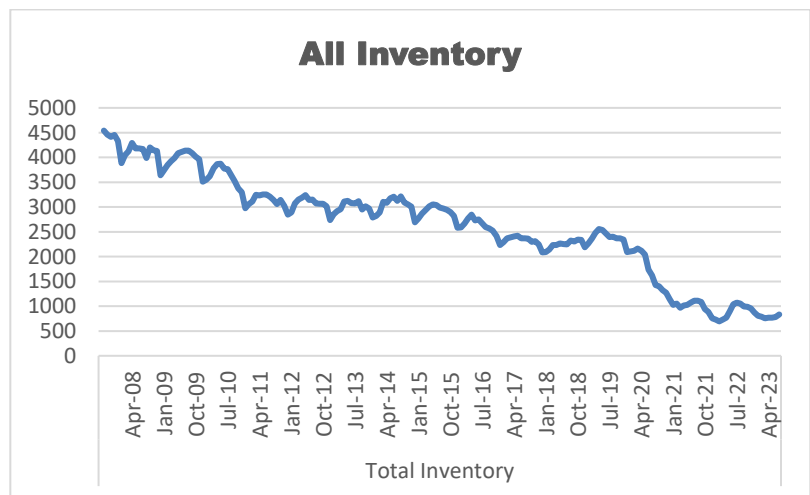




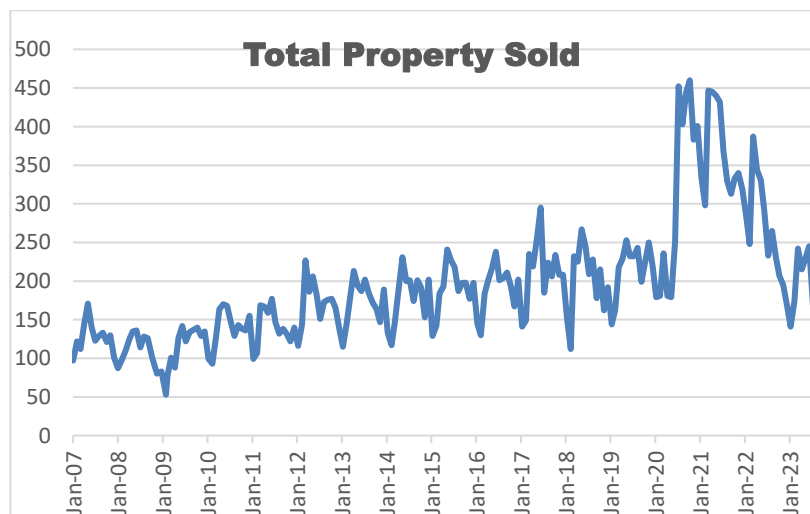
## July 2023 MLS Statistical Report

In the June National Association of REALTORS (NAR) housing report, NAR reports a continuing decline in home sales because of high interest rates and low inventory. As you know, the Outer Banks real estate market is also experiencing these factors. Year to date inventory is down 22% to just 456 residential units, 352 lot / land units and 31 commercial units. Here is the raw data for your review and analysis.

| All Inventory |       |      |
|---------------|-------|------|
| Month / Year  | Count | %Chg |
| Jul'23        | 834   | -22% |
| Jul'22        | 1071  | -4%  |
| Jul'21        | 1113  | -31% |



| All Sales    |       |      |
|--------------|-------|------|
| Year to Date | Count | %Chg |
| 2023         | 1415  | -33% |
| 2022         | 2118  | -23% |
| 2021         | 2766  | 67%  |



Data Obtained: August 7, 2023

Note: This report reflects corrections / updates to previous data

# Residential

## YTD Residential Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 1097  | -32% |
| 2022         | 1625  | -24% |
| 2021         | 2152  | 52%  |

## Residential Median Sale Price

| Month / Year | Count     | %Chg |
|--------------|-----------|------|
| Jul'23       | \$559,499 | 2%   |
| Jul'22       | \$550,000 | 12%  |
| Jul'21       | \$490,000 | 34%  |

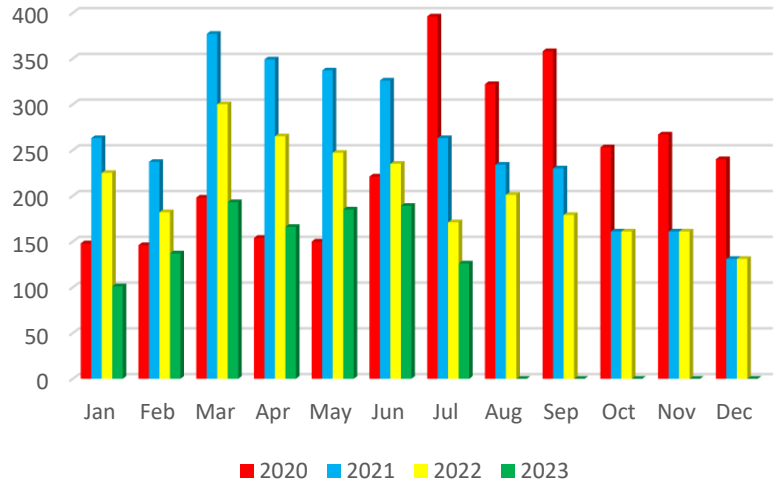
## Residential Inventory

| Month / Year | Count | %Chg |
|--------------|-------|------|
| Jul'23       | 456   | -19% |
| Jul'22       | 561   | 18%  |
| Jul'21       | 477   | -46% |

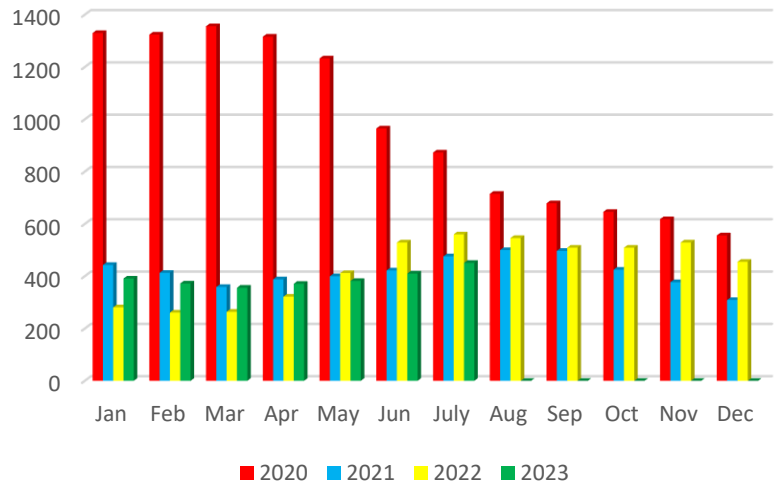
## Residential YTD Days on Market

| YTD     | 2022 | 2023 |
|---------|------|------|
| Average | 35   | 53   |
| Median  | 9    | 20   |

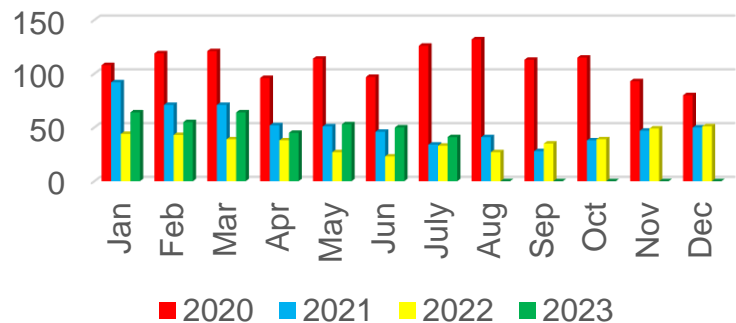
## Residential Sales



## Residential Inventory



## Residential Days on the Market



## Lots / Land

### Lots / Land Yearly Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 304   | -34% |
| 2022         | 460   | -21% |
| 2021         | 584   | 156% |

### Lots / Land Median Price

| Year to Date | Count     | %Chg |
|--------------|-----------|------|
| 2023         | \$128,750 | 3%   |
| 2022         | \$125,000 | 27%  |
| 2021         | \$98,450  | 9%   |

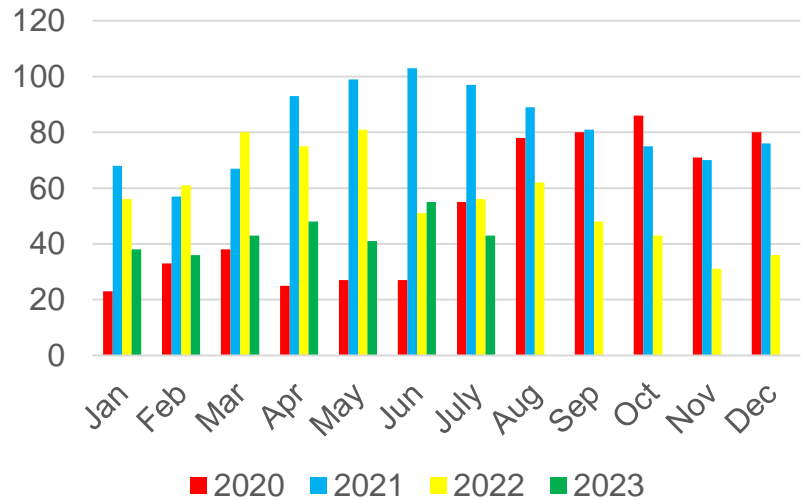
### Total Lots / Land Inventory

| Month / Year | Count | %Chg |
|--------------|-------|------|
| Jul'23       | 352   | -25% |
| Jul'22       | 467   | -20% |
| Jul'21       | 583   | -17% |

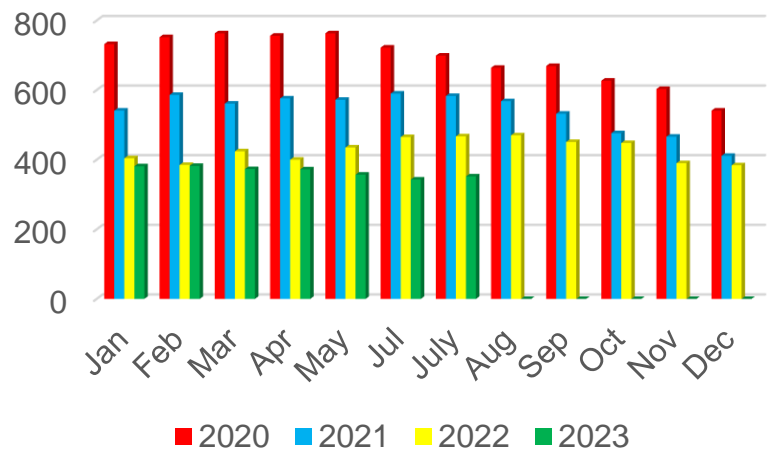
### Lots / Land YTD Days on Market

| YTD     | 2022 | 2023 |
|---------|------|------|
| Average | 164  |      |
| Median  | 64   |      |

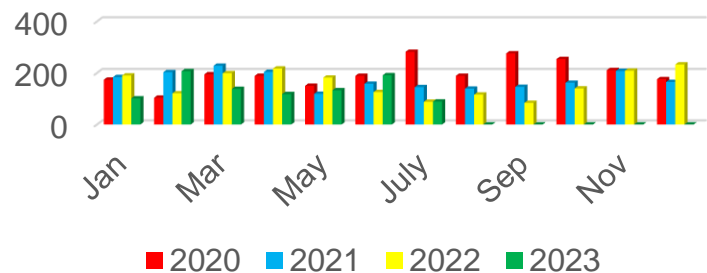
### Lots / Land Units Sold



### Lots / Land Inventory



### Lots / Land DOM

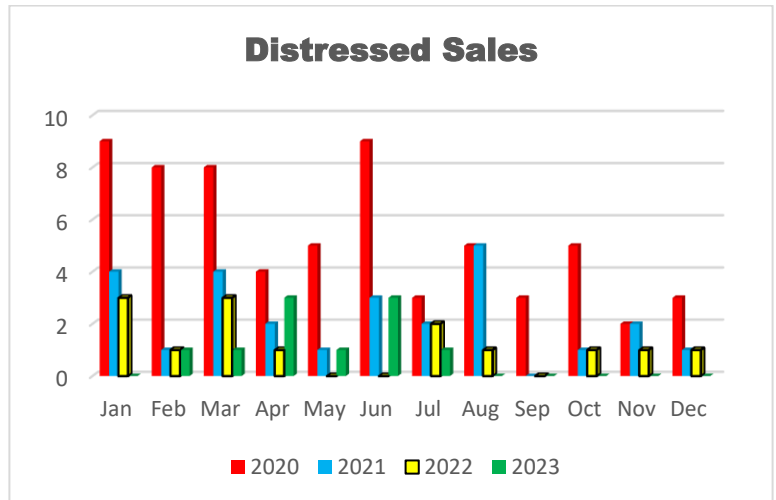


## Distressed Sales

MLS Listed Short Sales / Bank Owned Properties

### Dare County & Surrounding Areas Year to Date Distressed Sales

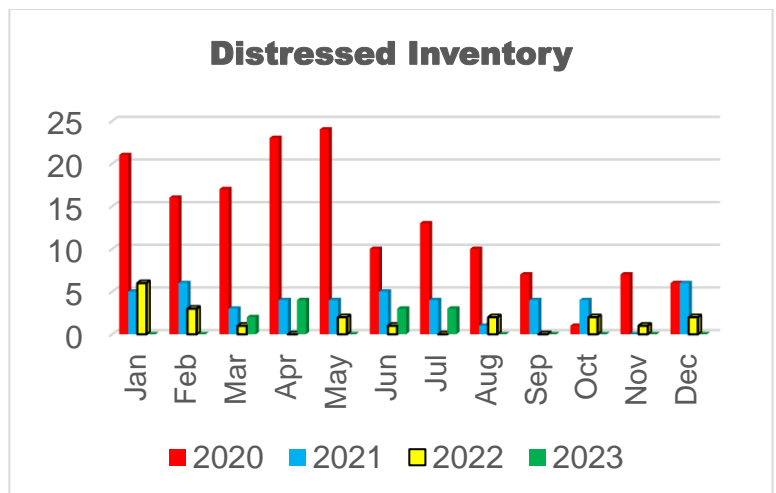
| Month / Year | Count | %Chg |
|--------------|-------|------|
| Jul'23       | 1     | -50% |
| Jul'22       | 2     | 0%   |
| Jul'21       | 2     | -33% |



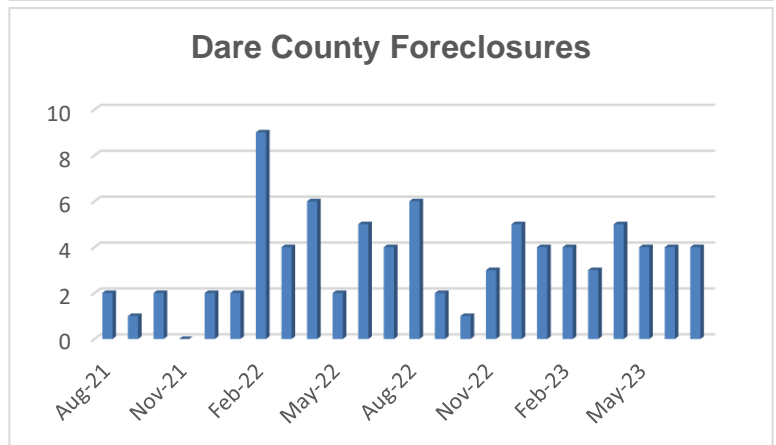
## Distressed Inventory

### Dare County & Surrounding Areas Year to Date Distressed Inventory

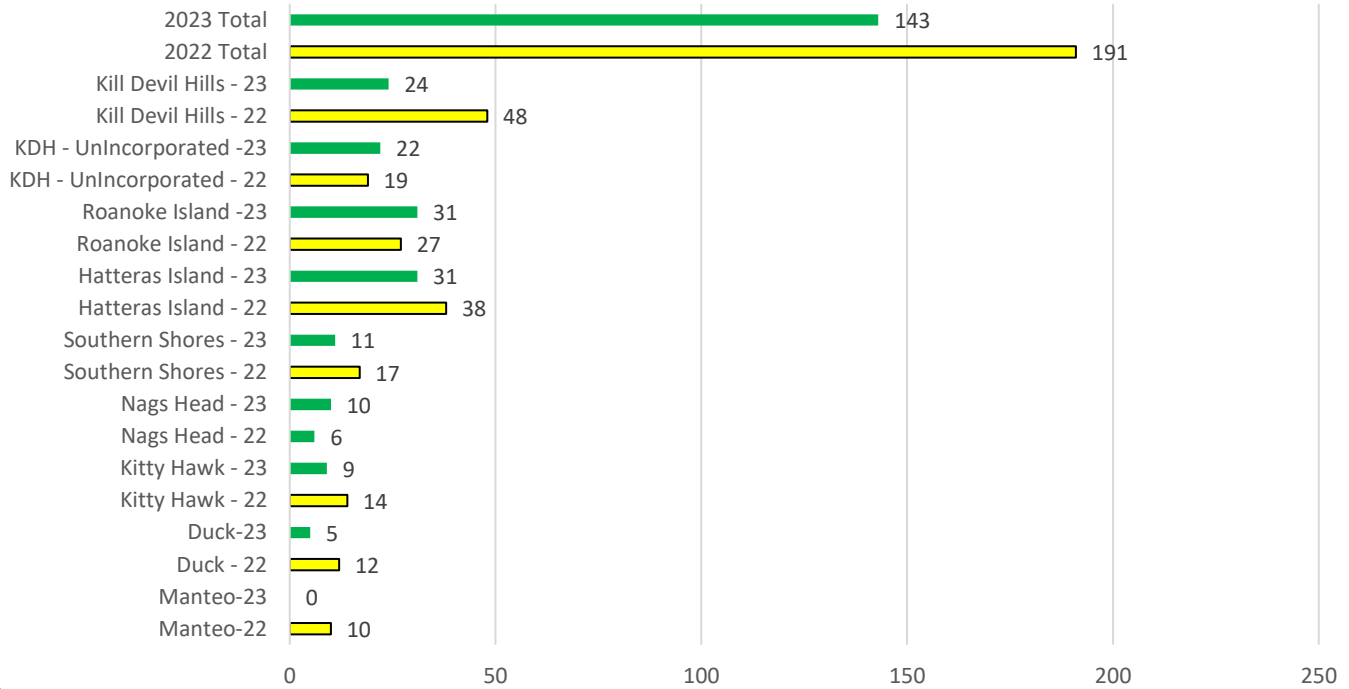
| Month / Year | Count | %Chg  |
|--------------|-------|-------|
| Jul'23       | 3     | 400%  |
| Jul'22       | 0     | -100% |
| Jul'21       | 4     | -69%  |



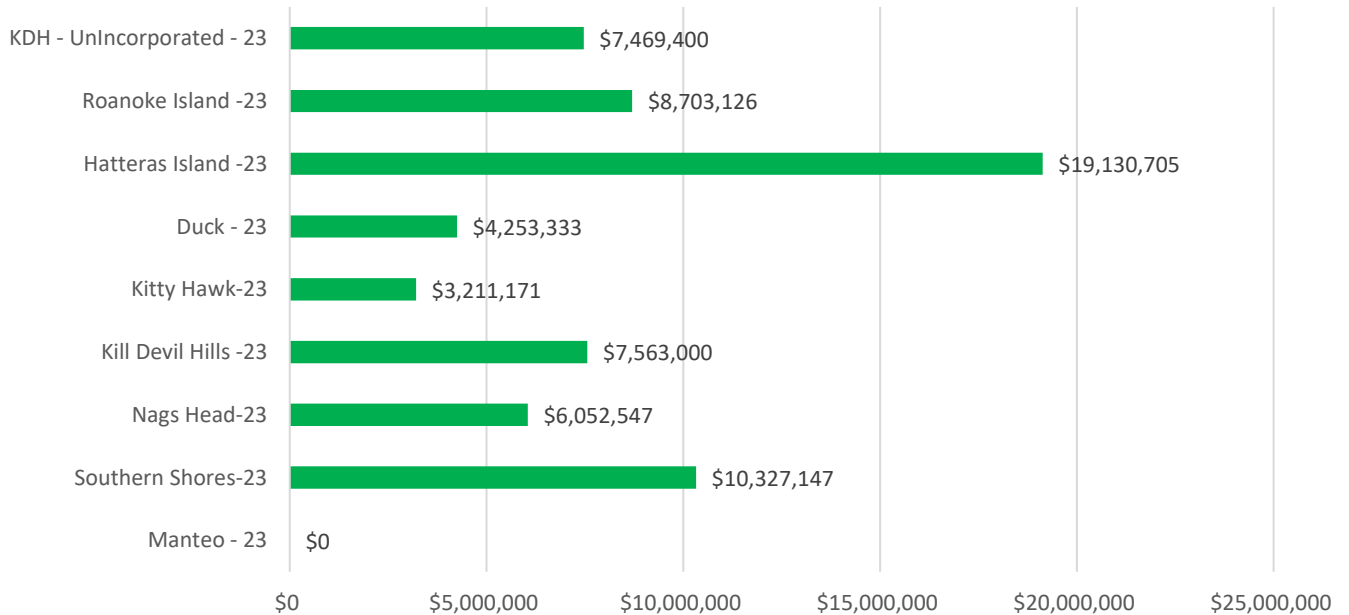
### Dare County Only Foreclosures *\*Court Ordered Foreclosures*



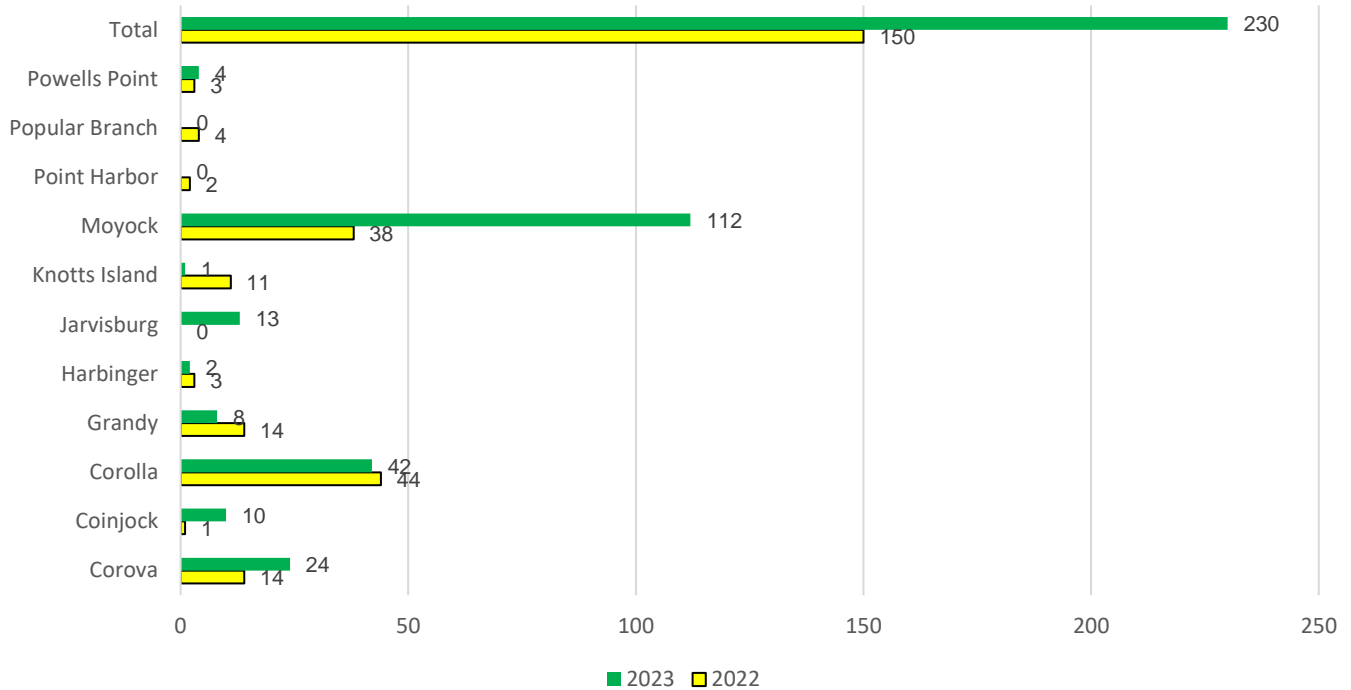
### Dare County Building Permits Issued 2022 vs 2023 Residential New Construction



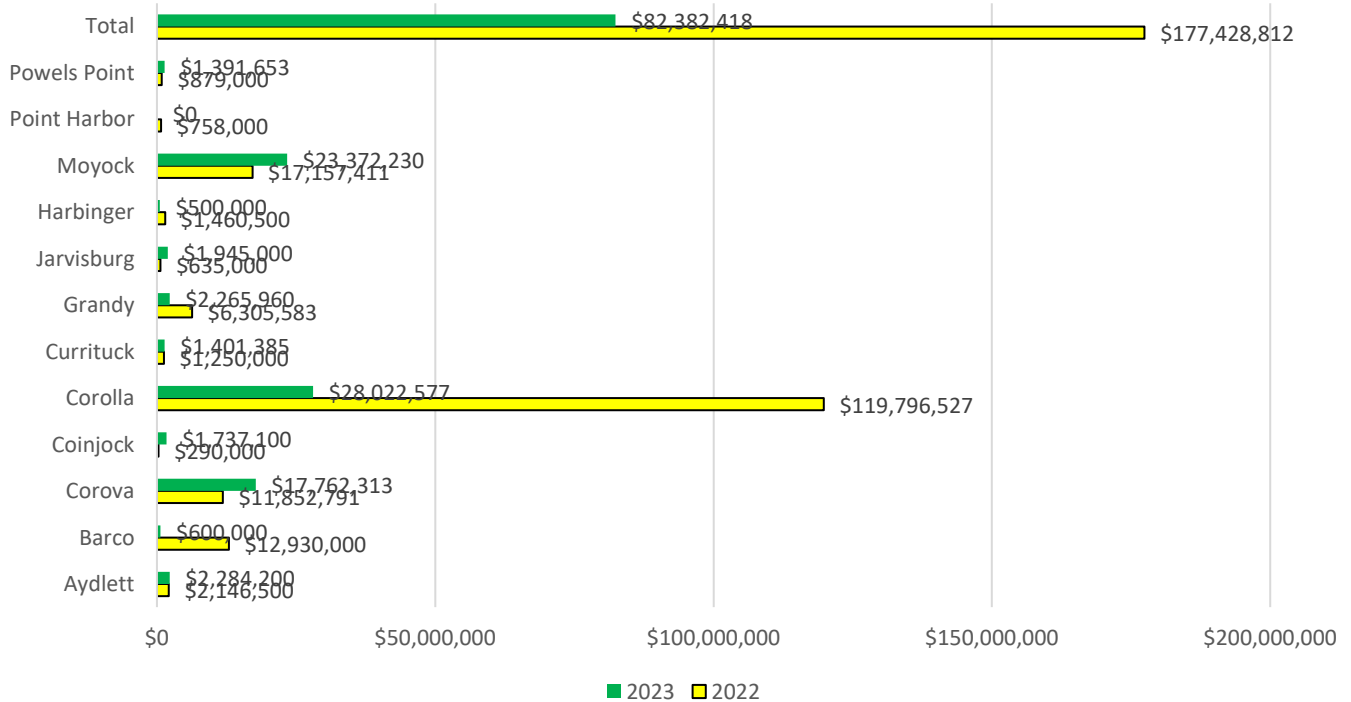
### Dare County Building Permit Value 2023 Residential New Construction



### Currituck County Building Permits 2022 - 2023 Residential New Construction



### Currituck County Building Permit Value 2022 vs 2023 Residential New Construction



## Outer Banks Towns / Areas

### Corolla

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 32                | 6    |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 164   | -33% |
| 2022               | 246   | -31% |
| 2021               | 356   | 78%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Year               | MSP       | %Chg |
| 2023               | \$859,500 | -1%  |
| 2022               | \$869,000 | 20%  |
| 2021               | \$725,450 | 30%  |

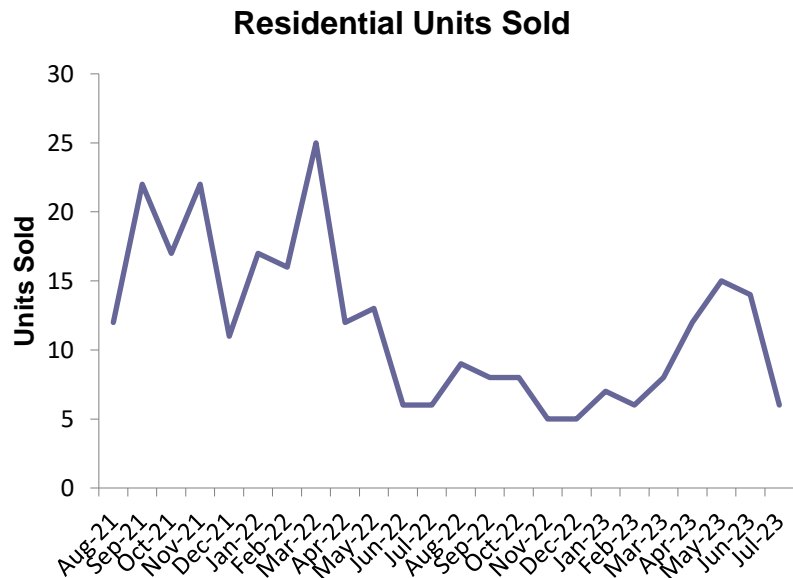


### Duck

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 37                | 83   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 68    | -28% |
| 2022               | 95    | -37% |
| 2021               | 150   | 23%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Year               | MSP       | %Chg |
| 2023               | \$704,500 | -24% |
| 2022               | \$930,000 | 43%  |
| 2021               | \$650,000 | 25%  |

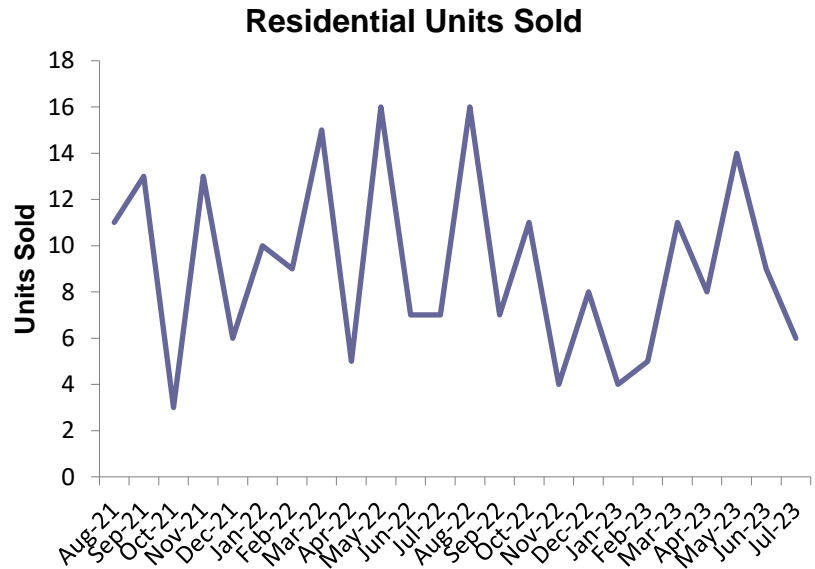


## Southern Shores

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 27                | 35   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 57    | -17% |
| 2022               | 69    | -10% |
| 2021               | 77    | 31%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Year               | MSP       | %Chg |
| 2023               | \$740,000 | -5%  |
| 2022               | \$780,000 | 19%  |
| 2021               | \$655,000 | 28%  |



## Kitty Hawk

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 20                | 35   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 54    | -36% |
| 2022               | 84    | -2%  |
| 2021               | 86    | 18%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Year               | MSP       | %Chg |
| 2023               | \$576,500 | -3%  |
| 2022               | \$596,210 | 19%  |
| 2021               | \$500,000 | 27%  |





## Colington

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 23                | 50   |

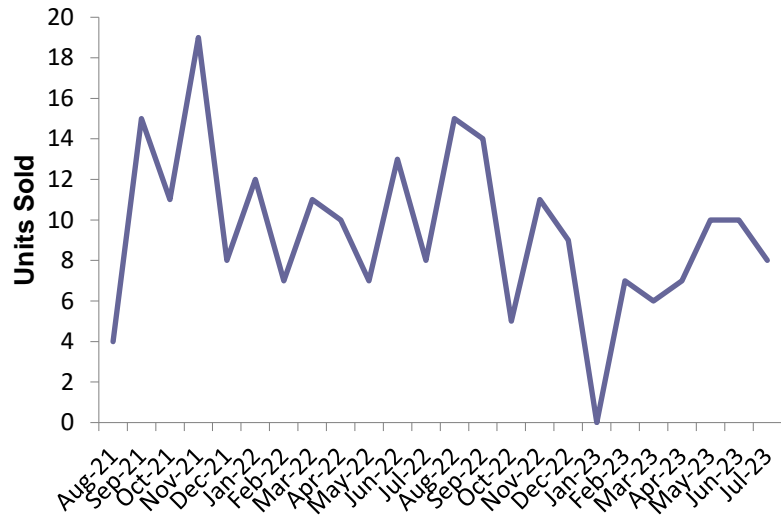
### Year to Date Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 48    | -29% |
| 2022         | 68    | -41% |
| 2021         | 115   | 47%  |

### Median Sales Price

| Month / Year | MSP       | %Chg |
|--------------|-----------|------|
| 2023         | \$462,450 | -6%  |
| 2022         | \$490,000 | 36%  |
| 2021         | \$360,000 | 20%  |

### Residential Units Sold



## Kill Devil Hills

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 23                | 36   |

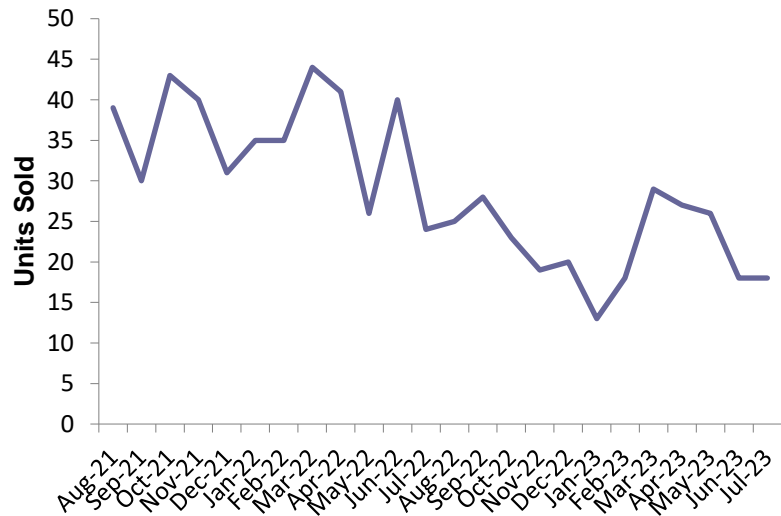
### Year to Date Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 149   | -39% |
| 2022         | 245   | -9%  |
| 2021         | 270   | 48%  |

### Median Sales Price

| Month / Year | MSP       | %Chg |
|--------------|-----------|------|
| 2023         | \$524,900 | 8%   |
| 2022         | \$485,000 | 18%  |
| 2021         | \$410,000 | 24%  |

### Residential Units Sold



## Nags Head

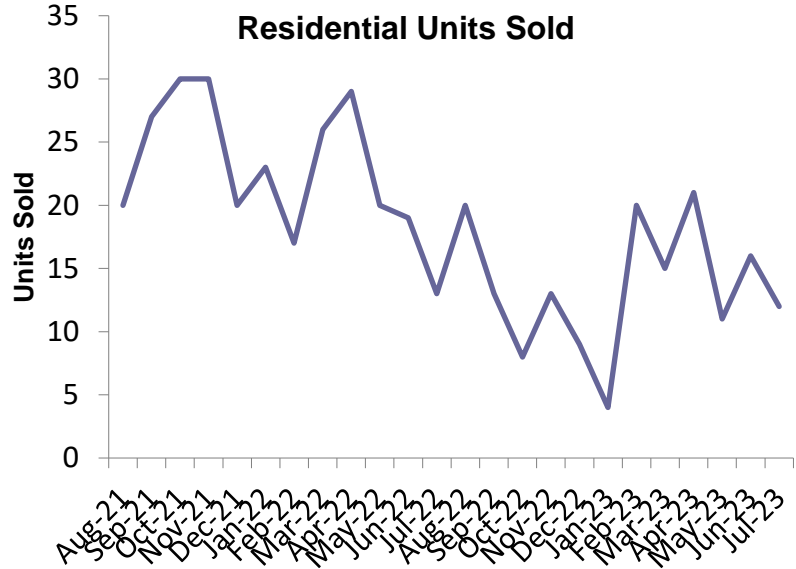
| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 28                | 39   |

### Year to Date Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 99    | -33% |
| 2022         | 147   | -34% |
| 2021         | 222   | 71%  |

### Median Sales Price

| Month / Year | MSP       | %Chg |
|--------------|-----------|------|
| 2023         | \$665,000 | -15% |
| 2022         | \$784,000 | 25%  |
| 2021         | \$625,000 | 30%  |



## All Hatteras

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 49                | 59   |

### Year to Date Sales

| Year to Date | Count | %Chg |
|--------------|-------|------|
| 2023         | 149   | -43% |
| 2022         | 261   | -32% |
| 2021         | 382   | 102% |

### Median Sales Price

| Month / Year | MSP       | %Chg |
|--------------|-----------|------|
| 2023         | \$575,000 | -8%  |
| 2022         | \$625,000 | 20%  |
| 2021         | \$523,000 | 39%  |



## Roanoke Island

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 37                | 62   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2013               | 75    | -37% |
| 2022               | 119   | -6%  |
| 2021               | 126   | 25%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Month / Year       | MSP       | %Chg |
| 2023               | \$488,000 | 8%   |
| 2022               | \$450,000 | 5%   |
| 2021               | \$427,500 | 20%  |

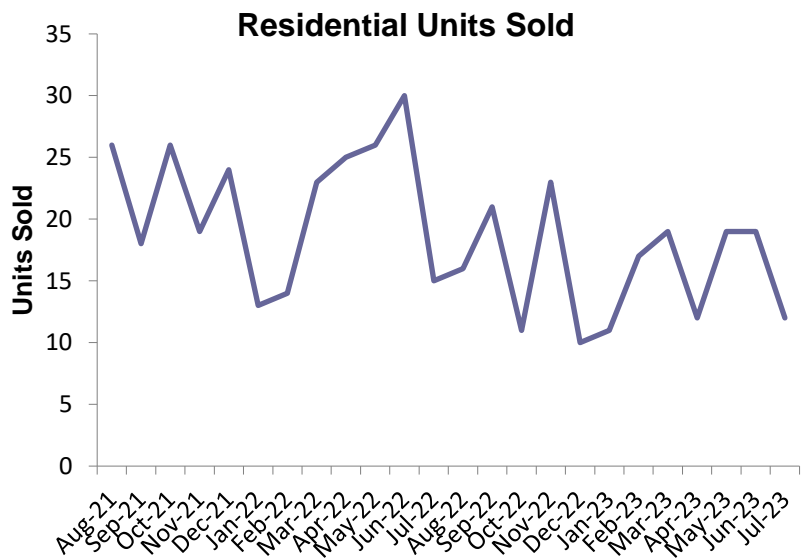


## Currituck Mainland

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 34                | 54   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 109   | -25% |
| 2022               | 146   | -6%  |
| 2021               | 156   | 23%  |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Month / Year       | MSP       | %Chg |
| 2023               | \$395,500 | 3%   |
| 2022               | \$385,000 | 16%  |
| 2021               | \$333,022 | 21%  |



## Ocracoke Island

| Average DOM - YTD |      |
|-------------------|------|
| 2022              | 2023 |
| 143               | 70   |

| Year to Date Sales |       |      |
|--------------------|-------|------|
| Year to Date       | Count | %Chg |
| 2023               | 10    | -50% |
| 2022               | 20    | -26% |
| 2021               | 27    | 286% |

| Median Sales Price |           |      |
|--------------------|-----------|------|
| Month / Year       | MSP       | %Chg |
| 2023               | \$505,232 | -6%  |
| 2022               | \$535,000 | 24%  |
| 2021               | \$431,750 | 22%  |

