

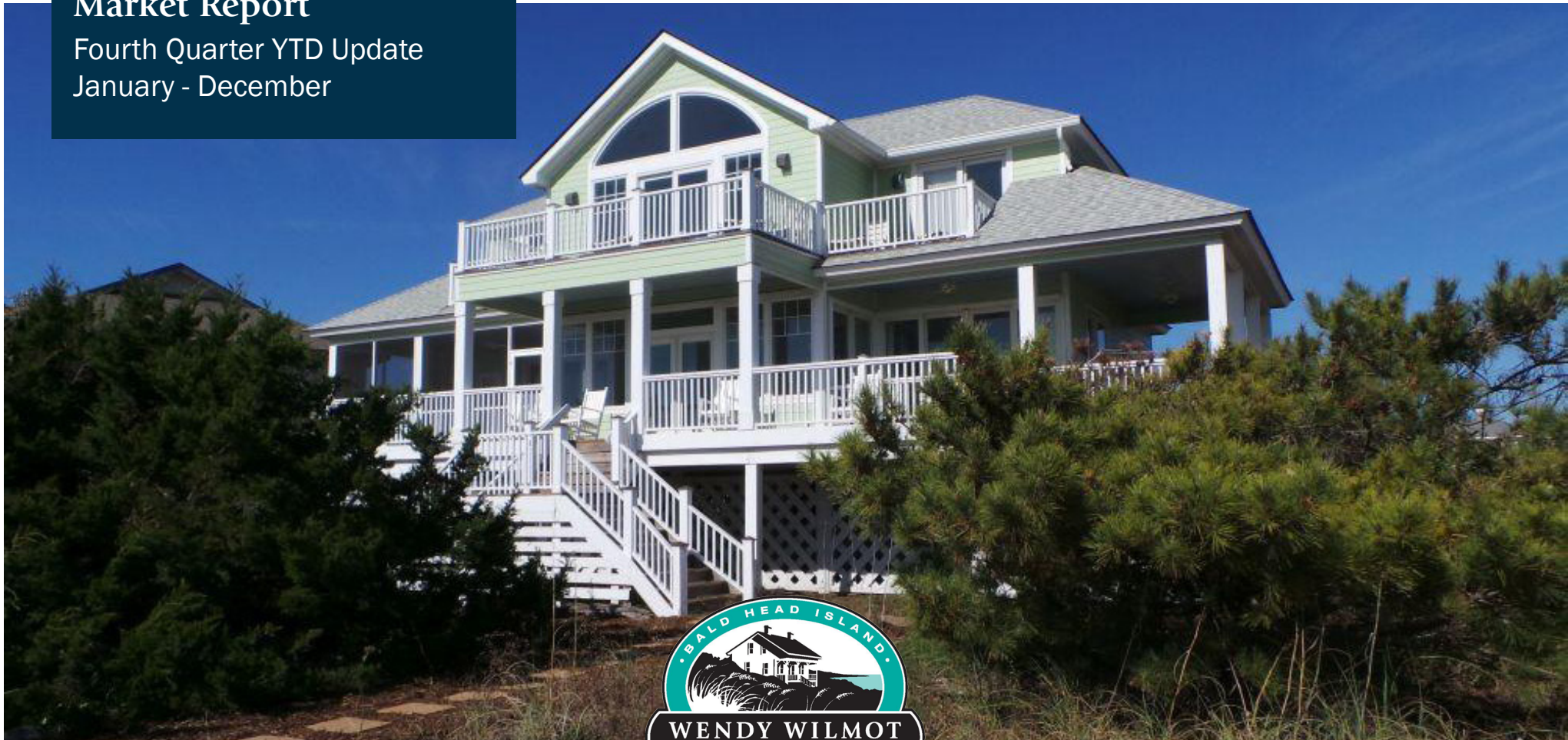
2016

Real Estate Sales Market Report

Fourth Quarter YTD Update
January - December

Wendy Wilmot Properties

Bringing You the Best of Bald Head | #1 in Sales Since 2007



21 Sandspur Trail | \$1,125,00
Listed with Wendy Wilmot



SALES & RENTALS

Properties sold in the fourth quarter of 2016 by Wendy Wilmot Properties will be featured throughout the report.

Sales Volume Highlights

Fourth Quarter Update 2016

Total YTD 2017 Sales Volume for WWP was **36.47%** lower than at the end of the 2015 fourth quarter.



6 Keepers landing | \$805,000
Listed & Sold by John Munroe



17 Sandspur Trail | \$1,100,000
Sold by Buddy Lawrence

Island Real Estate Office	2016 Sales Volume	2015 Sales Volume
Wendy Wilmot Properties	\$40,264,250	\$63,376,500
Company X	\$15,314,500	\$14,127,795
Company Y	\$11,202,000	\$17,871,435

Island Real Estate Office	2016 Sales Sides	2015 Sales Sides
Wendy Wilmot Properties	85.5	90
Company X	39	45
Company Y	52	50

YTD Sales Volume fourth quarter update comparing January 1st to December 31st of 2016 to 2015. Including closed transactions for residential, land, timeshares and boat slips. Numbers per Brunswick County MLS.

Residential Market Insights

Fourth Quarter Update 2016



4 Wood Duck | \$795,000
Sold by Ginger Dunn

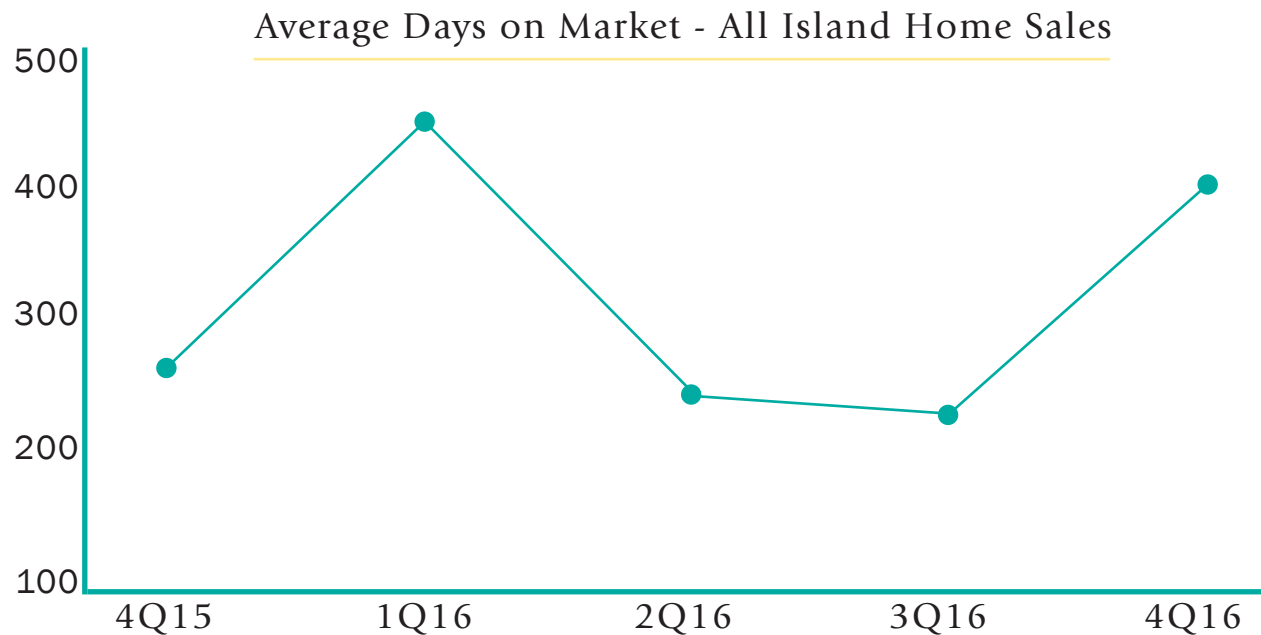
2016 YTD Residential Sales Volume for WWP was **50.70%** lower than at the end of the 2015 fourth quarter.

2016 Sales Volume | Jan-Dec

\$28,732,000

2015 Sales Volume | Jan-Dec

\$58,280,000



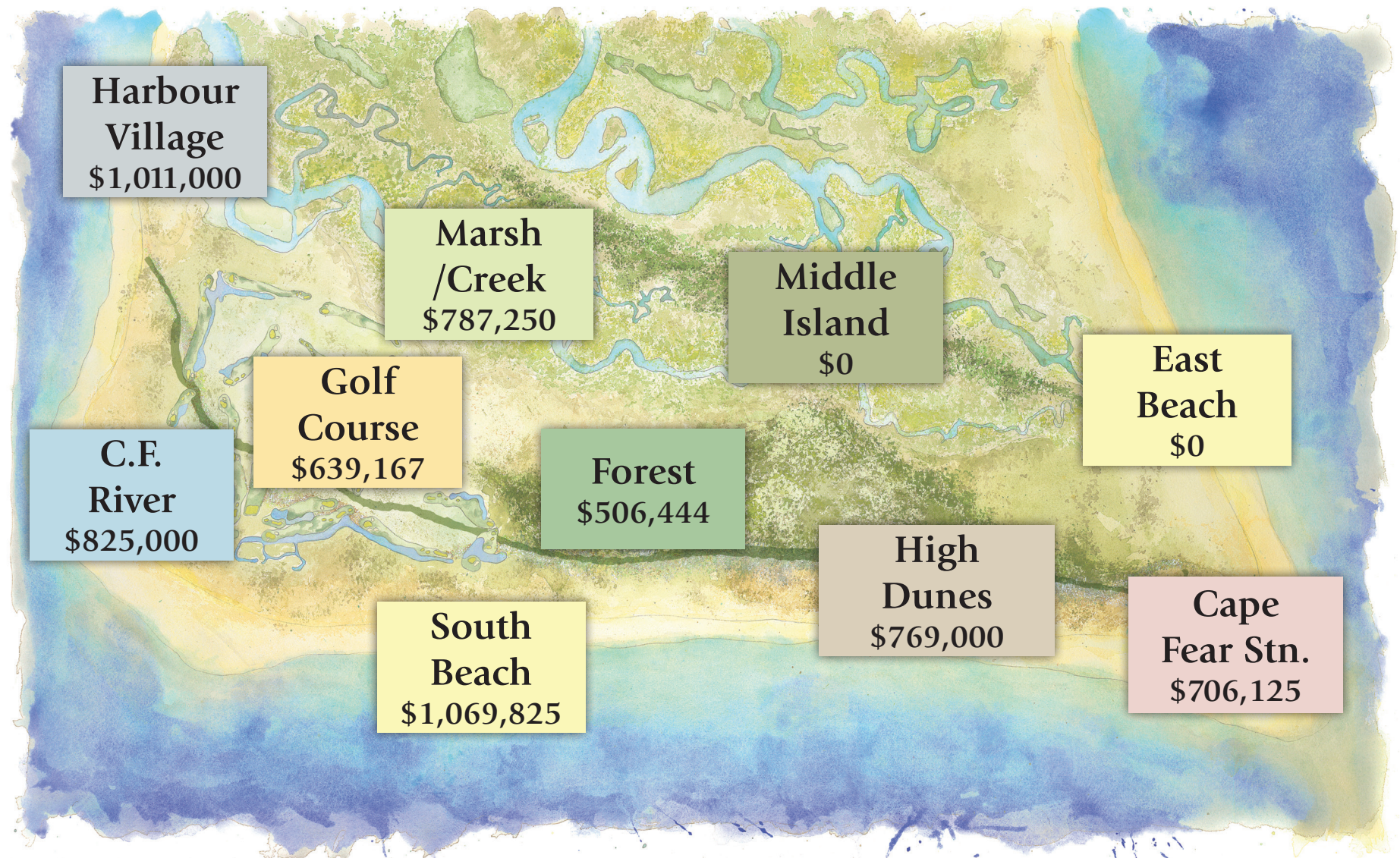
3 Stede Bonnet Close | \$734,000
Sold by Anne Rex - Photo from Brunswick Co MLS

YTD Sales Volume third quarter update comparing January 1st to December 31st of 2016 to 2015. Including closed transaction percentages for residential only. Numbers per Brunswick County MLS.

Residential Average Sales Price

Fourth Quarter Update 2016

The Average Residential Sales Price was **\$845,670** Island-wide for 2016 as of 12/31/16.

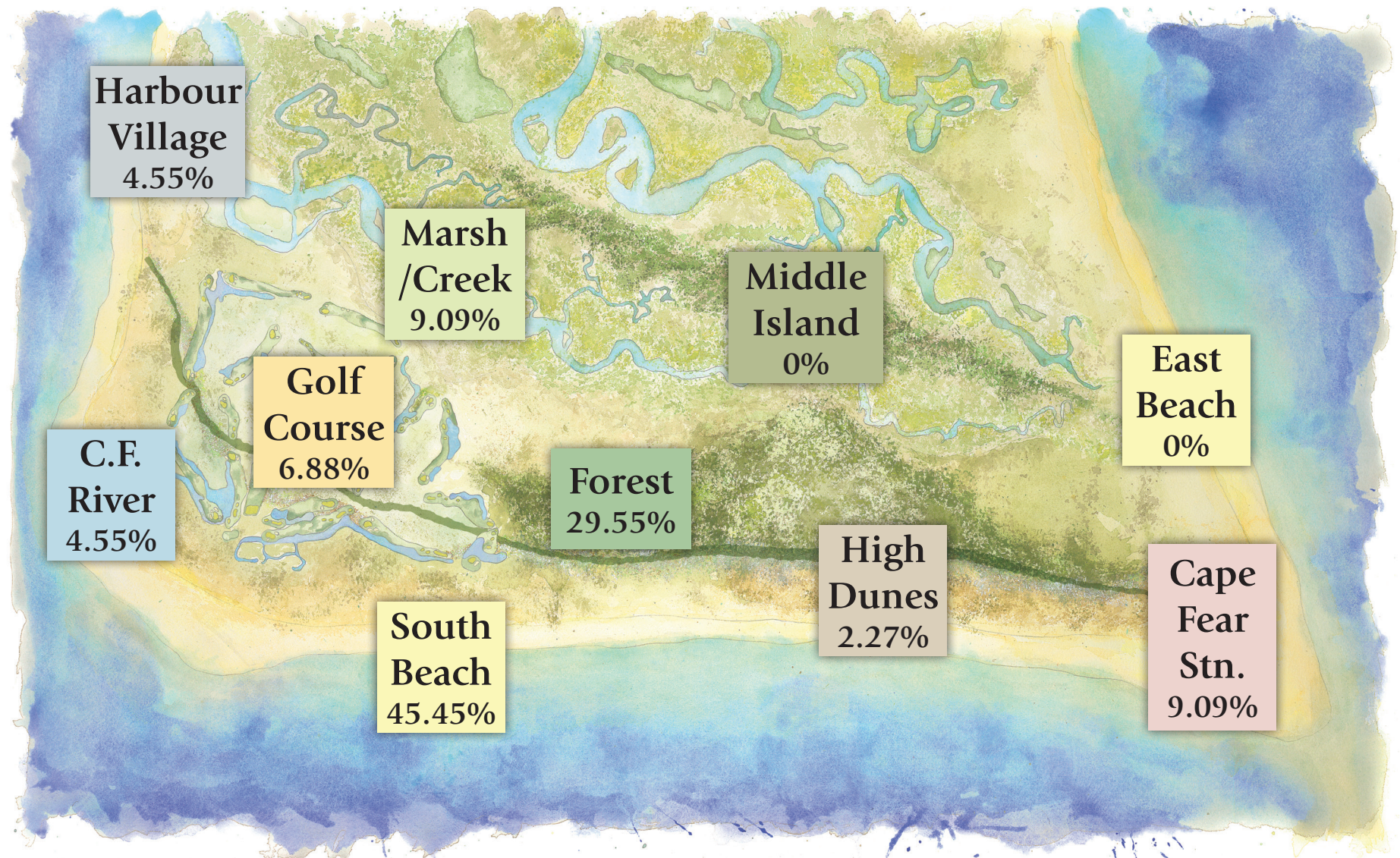


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 44 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Residential % of Sales by Environment

4th Quarter Update 2016

Island Residential Sales had a total of **44** homes sold. WWP had **40%** of the transaction sides.



Land Market Insights

Fourth Quarter Update 2016

2016 YTD Land Sales Volume for WWP was **212%** higher than at the end of the 2015 fourth quarter.

2016 Sales Volume | Jan-Dec

\$9,836,500

2015 Sales Volume | Jan-Dec

\$3,149,000

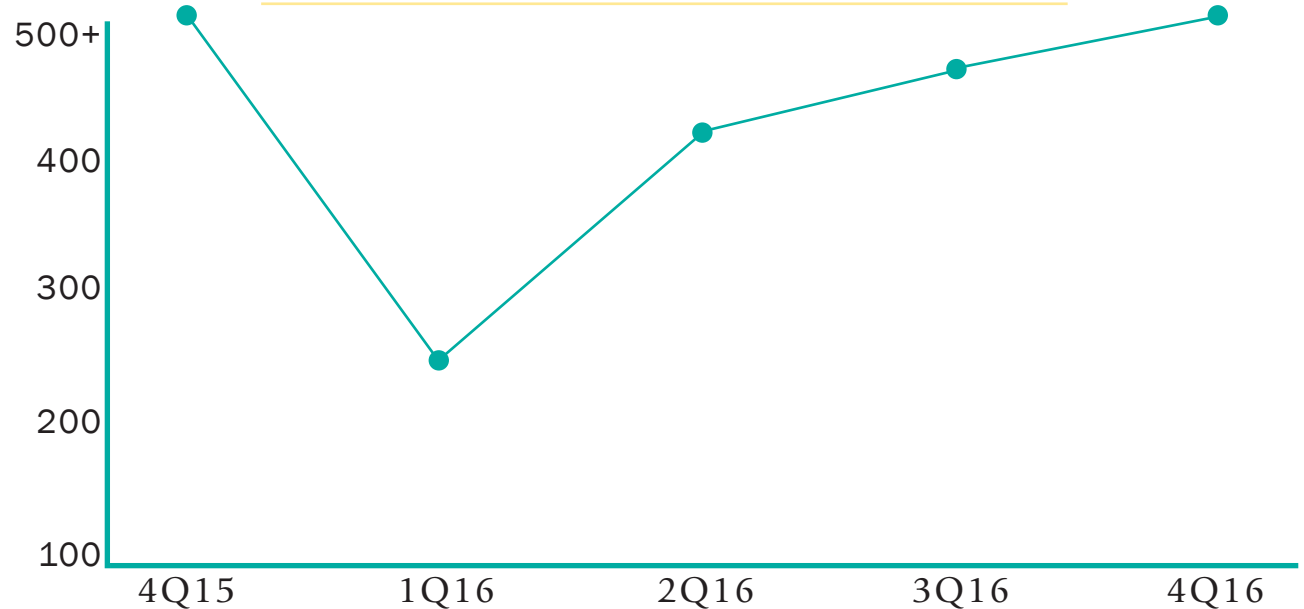


211 Portsmouth Way | \$262,000
Listed with John Munroe, Sold by Ginger Dunn



1003 S. Bald Head Wynd | \$1,700,000
Listed with Wendy Wilmot, Sold by Buddy Lawrence

Average Days on Market - All Island Land Sales

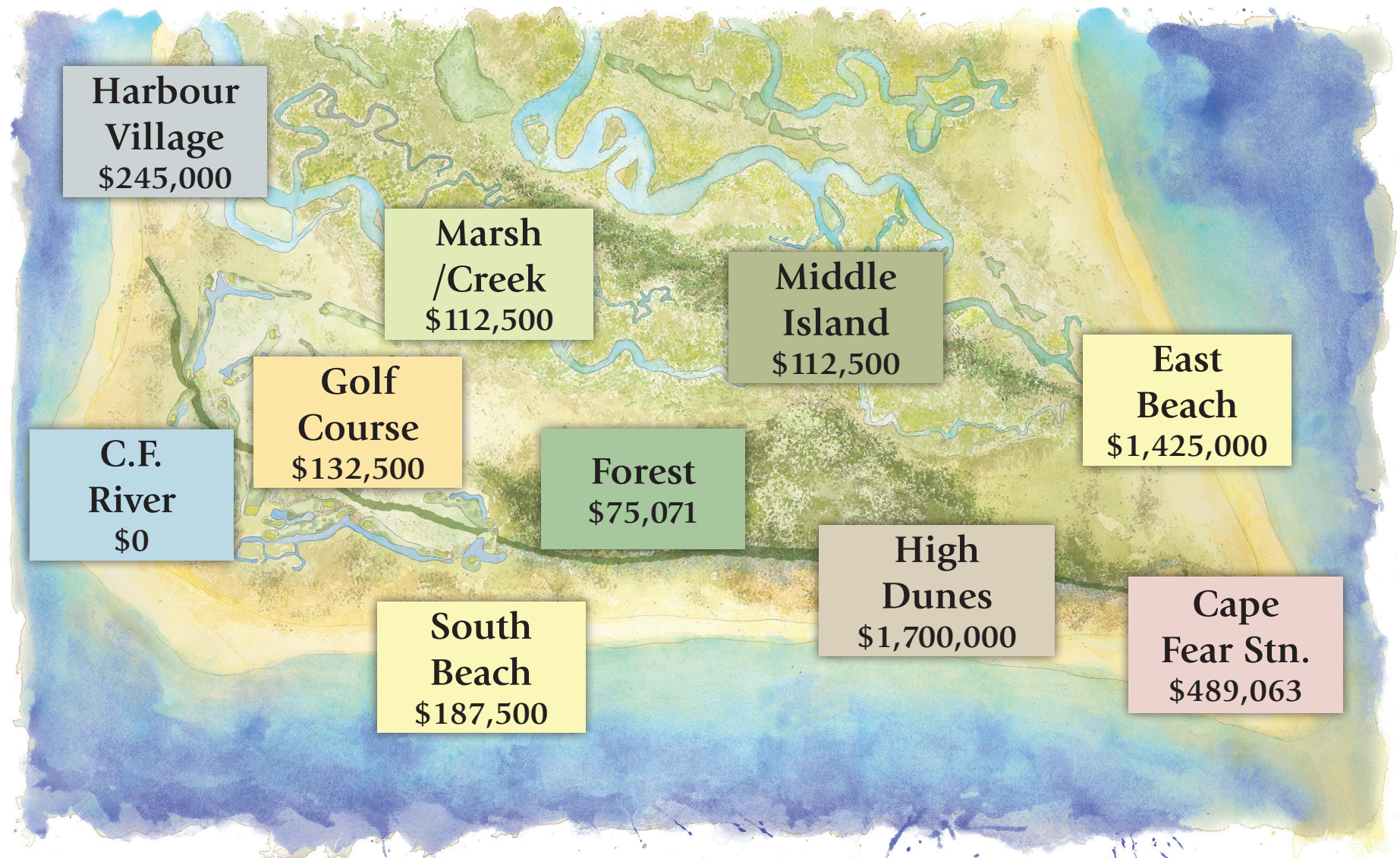


YTD Sales Volume third quarter update comparing January 1st to December 31st of 2016 to 2015. Including closed transaction percentages for land only. Numbers per Brunswick County MLS.

Land Average Sales Price

Fourth Quarter Update 2016

The Average Land Sales Price was **\$305,000** Island-wide for 2016 as of 12/31/2016.

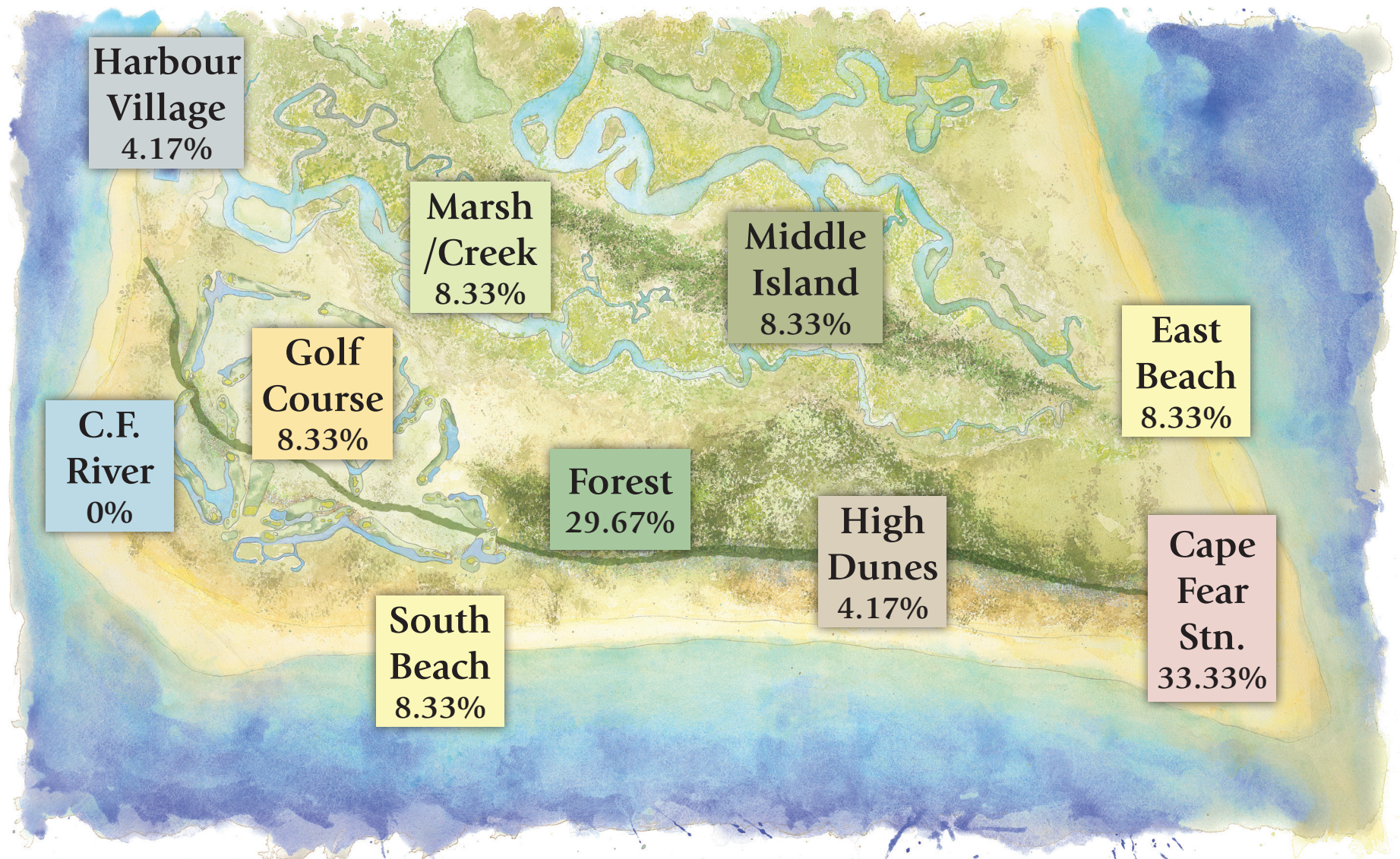


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 24 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Land % of Sales by Environment

Fourth Quarter Update 2016

Island Land Sales had a total of **24** lots sold. WWP had **47.92%** of the transaction sides.



Fractional Ownership Insights

Fourth Quarter Update 2016

2016 YTD F.O. Sales Volume for WWP was **36.8%** higher than at the end of the 2015 fourth quarter.

2016 Sales Volume | Jan-Dec

\$1,227,750

2015 Sales Volume | Jan-Dec

\$897,500

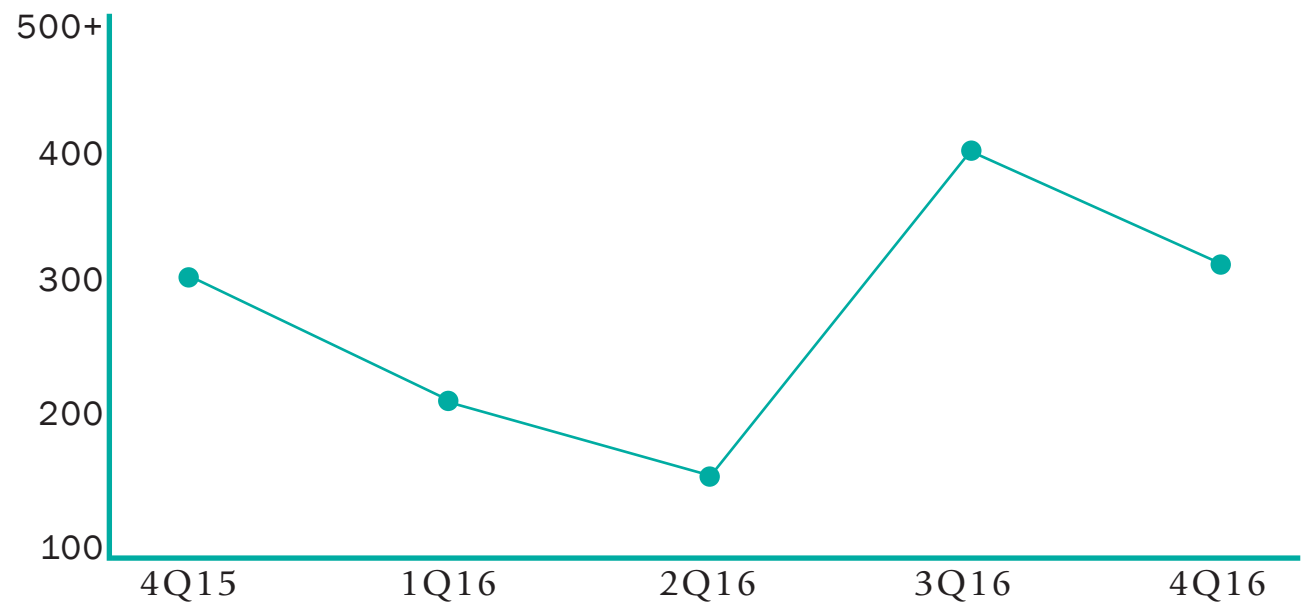


49-D Hammocks | \$27,000
Listed with John Munroe



819B South Bald Head Wynd | \$204,500
Sold by Ginger Dunn

Average Days on Market - All Island F.O. Sales



YTD Sales Volume third quarter update comparing January 1st to December 31st of 2016 to 2015. Including closed transaction percentages for timeshares only. Numbers per Brunswick County MLS.

Boat Slip Market Insights

Fourth Quarter Update 2016

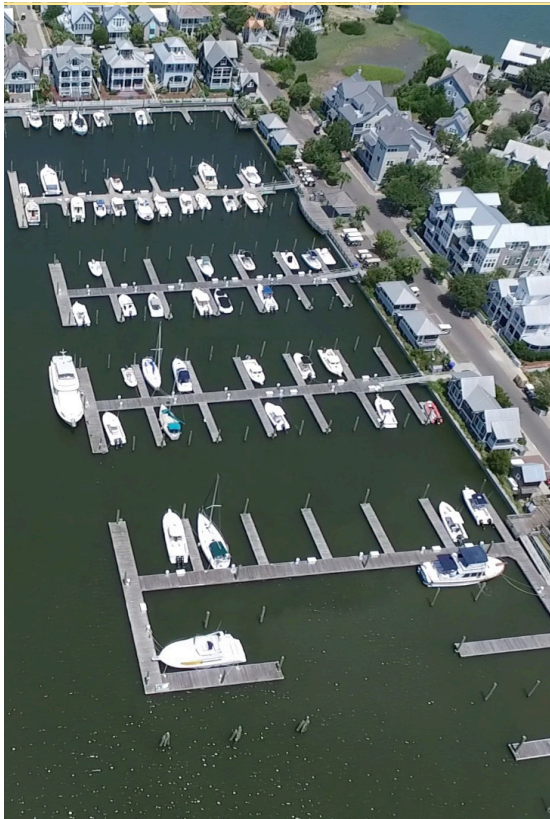
2016 YTD Boat Slip Sales Volume for WWP was **836%** higher than at the end of the 2015 fourth quarter.

2016 Sales Volume | Jan-Dec

\$468,000

2015 Sales Volume | Jan-Dec

\$50,000

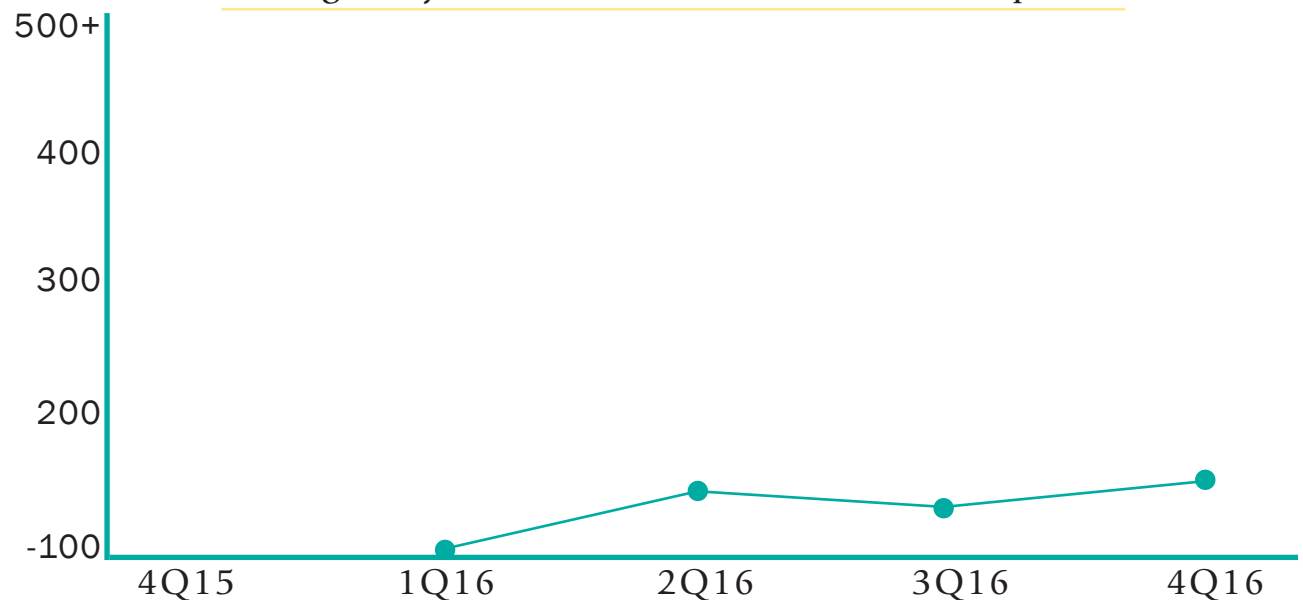


Bald Head Island Harbour



Bald Head Island Harbour

Average Days on Market - All Island Boat Slip Sales



Contact Us

Fourth Quarter Update 2016



6E Merchants Row
Bald Head Island, NC

tel: 910-470-0000

fax: 910-920-9155

agent@wwpbaldhead.com

BestOfBaldHead.com

The numbers in this report are per the Brunswick County MLS. An agent who is both the listing and selling agent is granted 200% credit. All information deemed reliable but not guaranteed. This information may not be copied, used or distributed without the consent of Wendy Wilmot Properties.
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