

# 2017

## Real Estate Sales Market Report

First Quarter YTD Update  
January - March

# Wendy Wilmot Properties

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



33 Keepers Landing | \$1,060,000  
Listed with Ginger Dunn



SALES & RENTALS

Properties sold in the first quarter of 2017 by Wendy Wilmot Properties will be featured throughout the report.



# Sales Volume Highlights

First Quarter Update 2017

Total YTD 2017 Sales Volume for WWP was **44.55%** higher than at the end of the 2016 first quarter.



7 Bufflehead | \$1,250,000  
Listed with Wendy Wilmot, Sold by John Munroe



26 Keepers Landing | \$785,000  
Listed with Buddy Lawrence

Island Real Estate Office	2017 Sales Volume	2016 Sales Volume
Company X	\$12,048,700	\$0
Wendy Wilmot Properties	\$10,983,500	\$7,598,500
Company Y	\$1,980,500	\$1,114,500

Island Real Estate Office	2017 Sales Sides	2016 Sales Sides
Wendy Wilmot Properties	22	14
Company X	18	0
Company Y	10	4

YTD Sales Volume third quarter update comparing January 1st to March 31st of 2017 to 2016. Including closed transactions for residential, land, timeshares and boat slips. Numbers per Brunswick County MLS.



# Residential Market Insights

First Quarter Update 2017



114 N. Bald Head Wynd | \$705,000  
Listed with Ginger Dunn

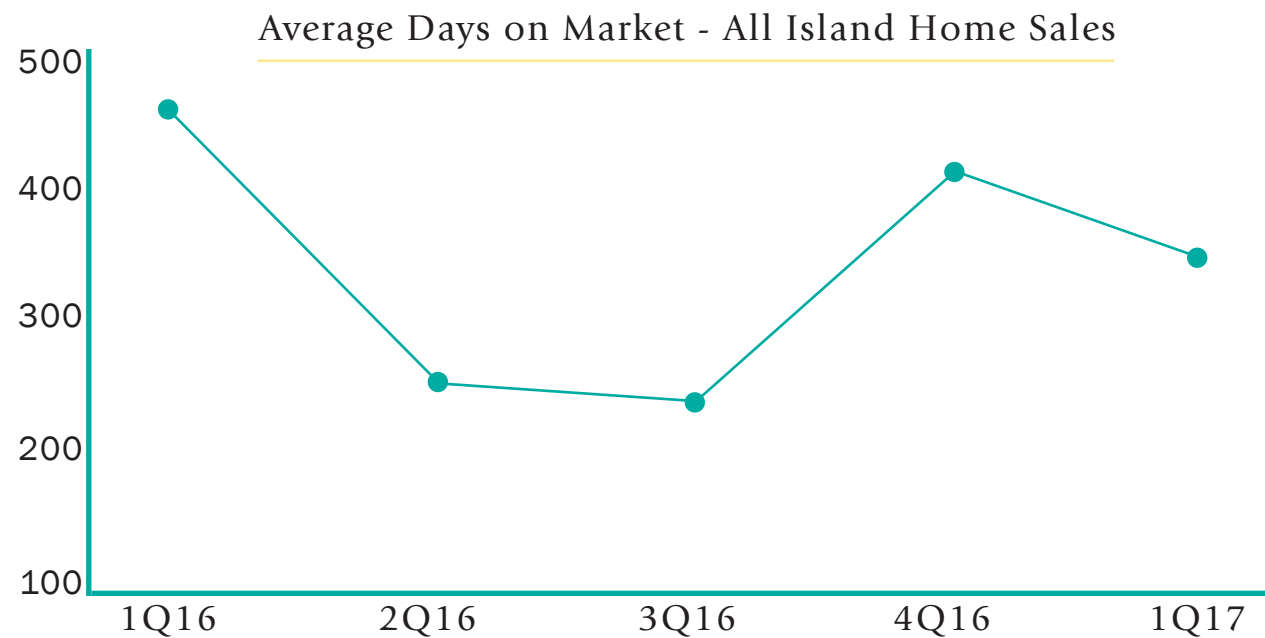
2017 YTD Residential Sales Volume for WWP was **17.5%** higher than at the end of the 2016 first quarter.

2017 Sales Volume | Jan-Mar

**\$8,516,000**

2016 Sales Volume | Jan-Mar

**\$7,247,500**



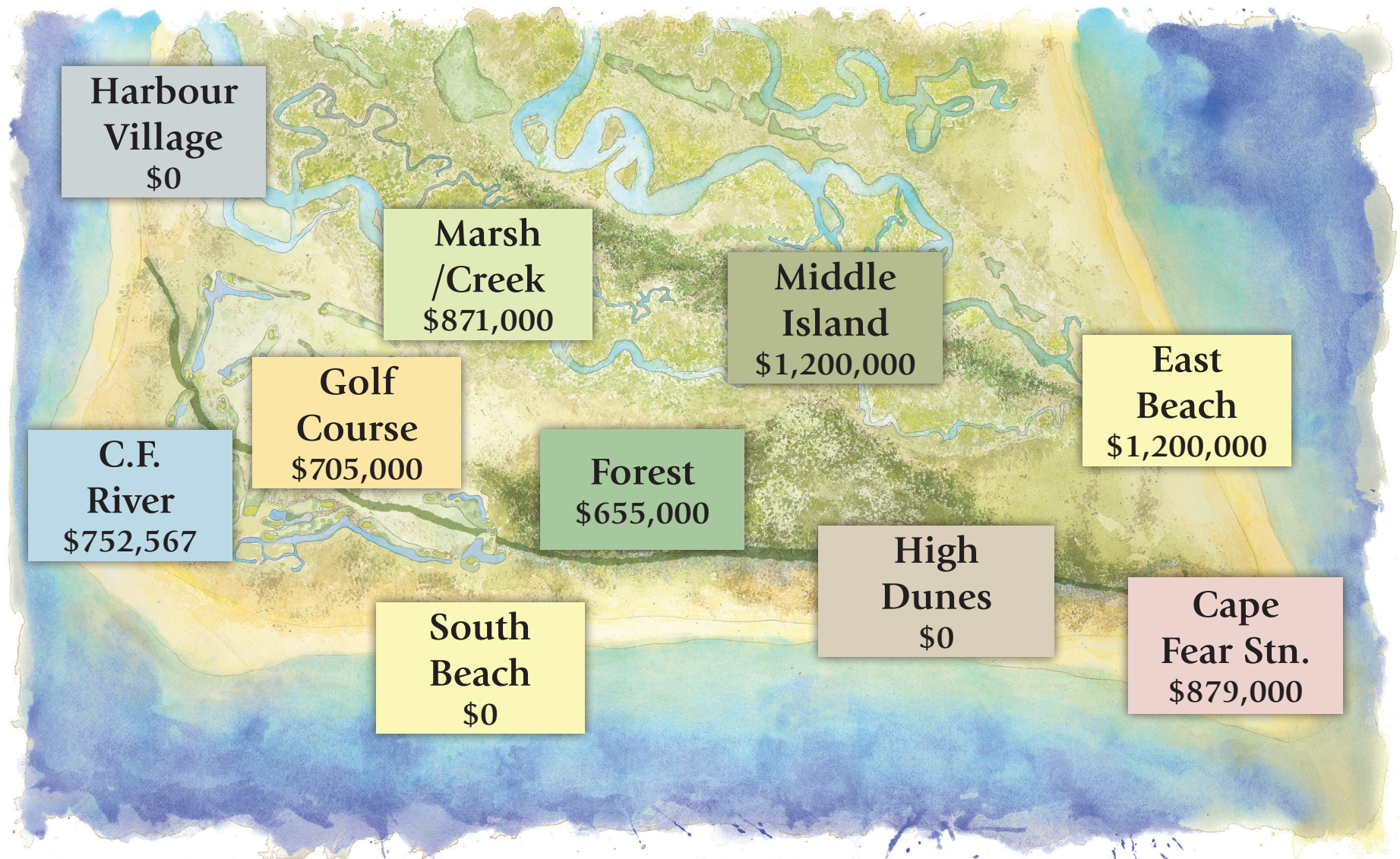
221 W. Bald Head Wynd | \$508,000  
Listed & Sold by Anne Rex



# Residential Average Sales Price

First Quarter Update 2017

The Average Residential Sales Price was **\$821,113** Island-wide for 2017 as of 3/31/17.



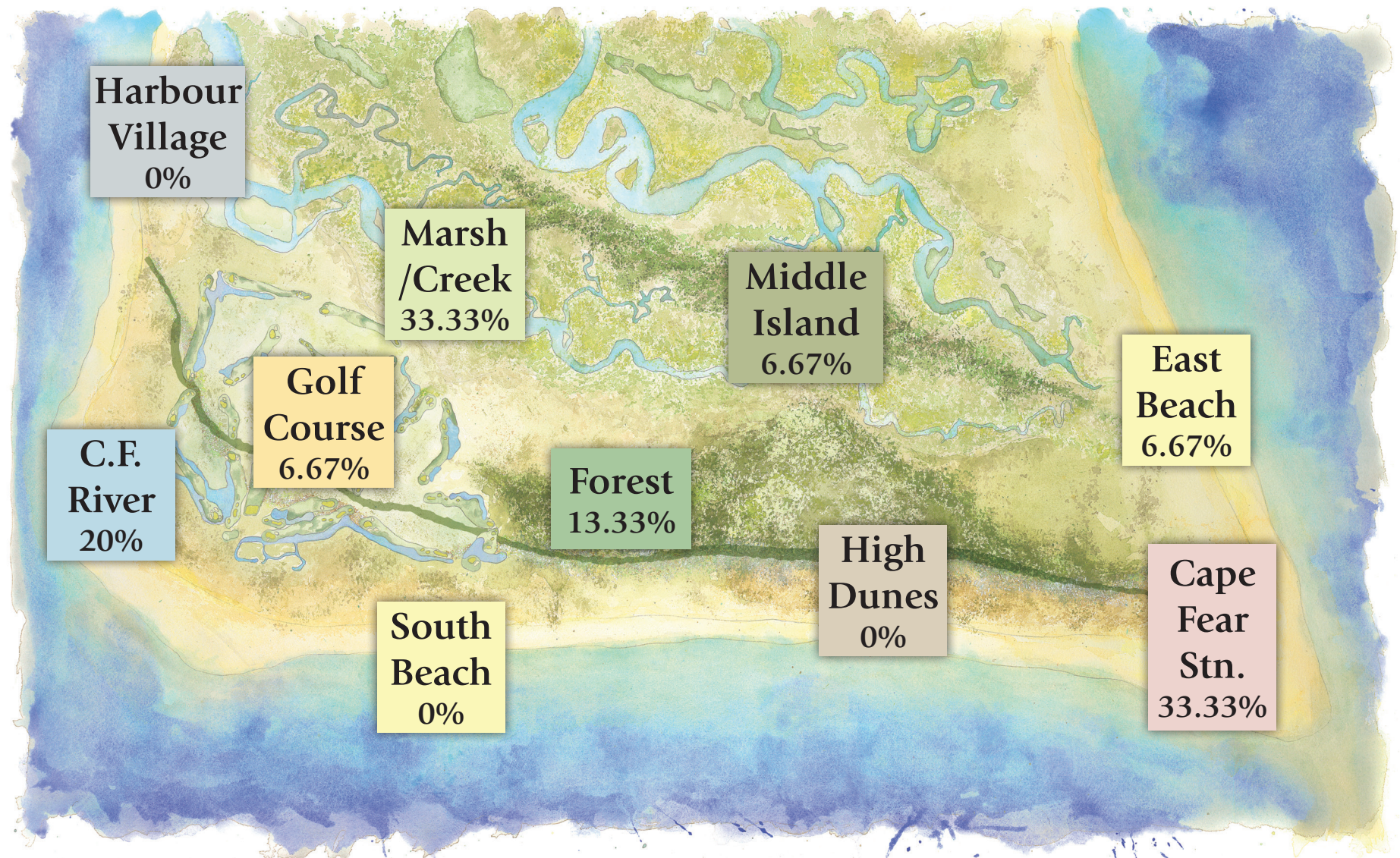
Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 15 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.



# Residential % of Sales by Environment

First Quarter Update 2017

Island Residential Sales had a total of **15** homes sold. WWP had **67%** of the transaction sides.





# Land Market Insights

First Quarter Update 2017

2017 YTD Land Sales Volume for WWP was **3,487%** higher than at the end of the 2016 first quarter.

2017 Sales Volume | Jan-Mar

**\$2,045,000**

2016 Sales Volume | Jan-Mar

**\$57,000**

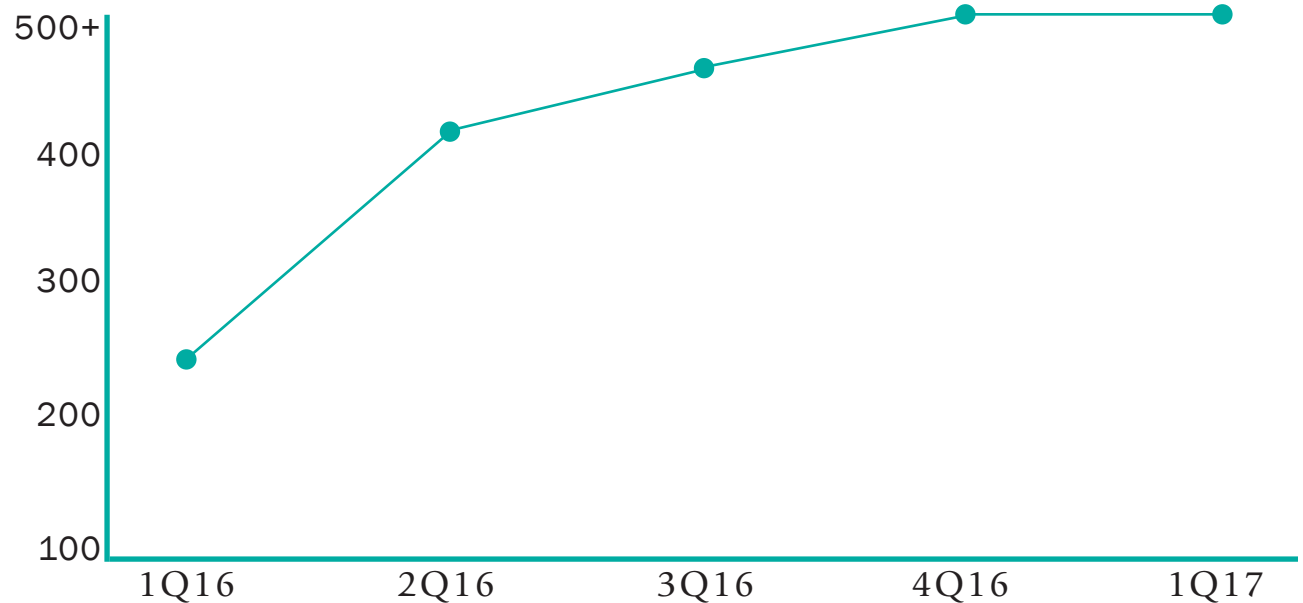


1 Palmetto Point | \$900,000  
Listed & Sold by Wendy Wilmot



317 Stede Bonnet Wynd | \$130,000  
Listed with Anne Rex

## Average Days on Market - All Island Land Sales



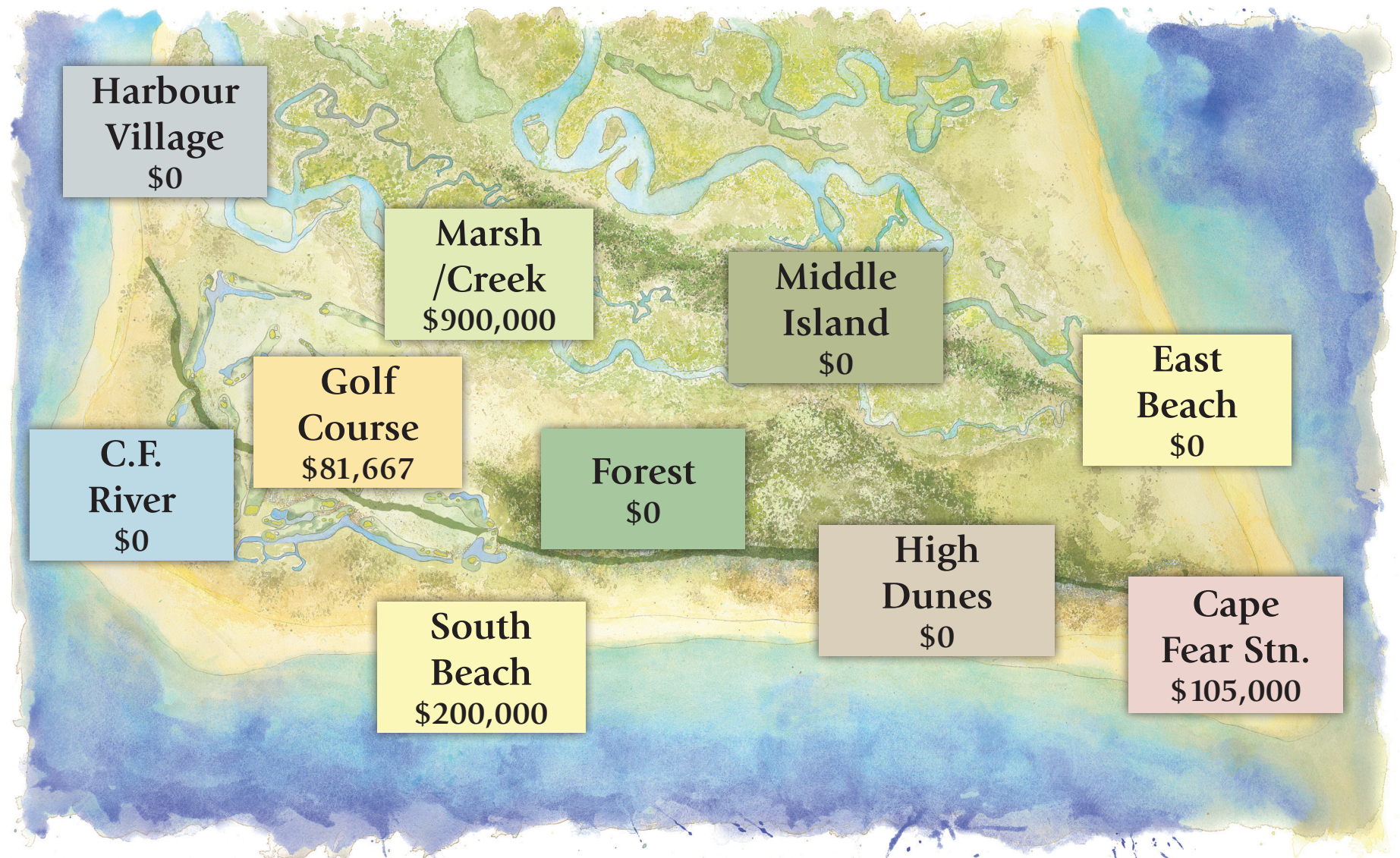
YTD Sales Volume third quarter update comparing January 1st to March 31st of 2017 to 2016. Including closed transaction percentages for land only. Numbers per Brunswick County MLS.



# Land Average Sales Price

First Quarter Update 2017

The Average Land Sales Price was **\$241,667** Island-wide for 2017 as of 3/31/17.



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 6 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

First Quarter Update 2017

Island Land Sales had a total of **6** lots sold. WWP had **50%** of the transaction sides.





# Fractional Ownership Insights

First Quarter Update 2017

2017 YTD F.O. Sales Volume for WWP was **28.23%** higher than at the end of the 2016 first quarter.

2017 Sales Volume | Jan-Mar

**\$377,000**

2016 Sales Volume | Jan-Mar

**\$294,000**

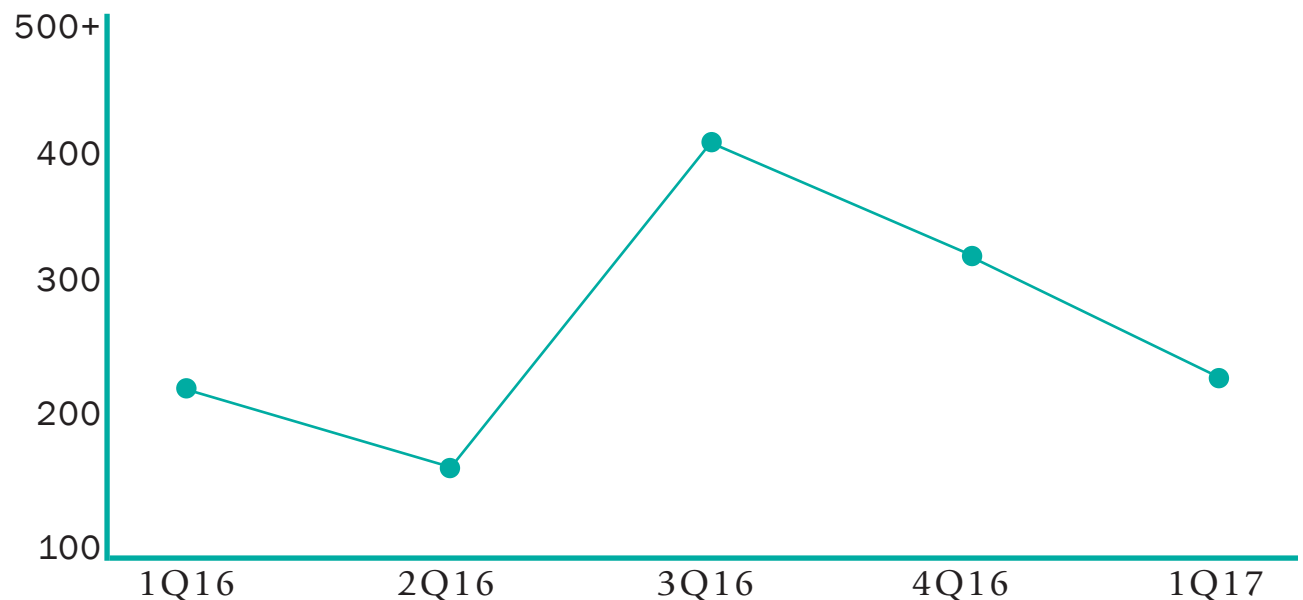


32-B Hammocks + Crofter | \$38,000  
Listed with Buddy Lawrence, Sold by John Munroe



1 Elephants Foot Trail | \$114,000  
Listed & Sold by John Munroe

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



YTD Sales Volume third quarter update comparing January 1st to March 31st of 2017 to 2016. Including closed transaction percentages for timeshares only. Numbers per Brunswick County MLS.



# Boat Slip Market Insights

First Quarter Update 2017

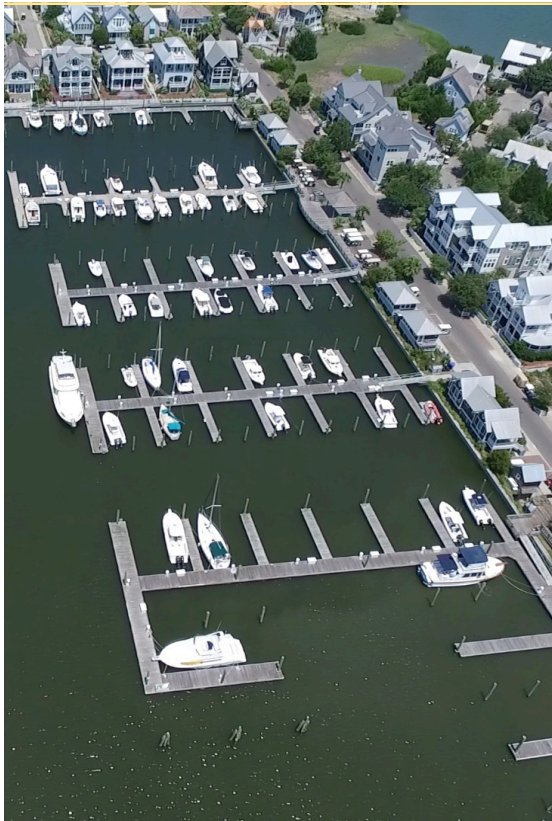
2017 YTD Boat Slip Sales Volume for WWP was **\$45,500** higher than at the end of the 2016 first quarter.

2017 Sales Volume | Jan-Mar

**\$45,500**

2016 Sales Volume | Jan-Mar

**\$0**

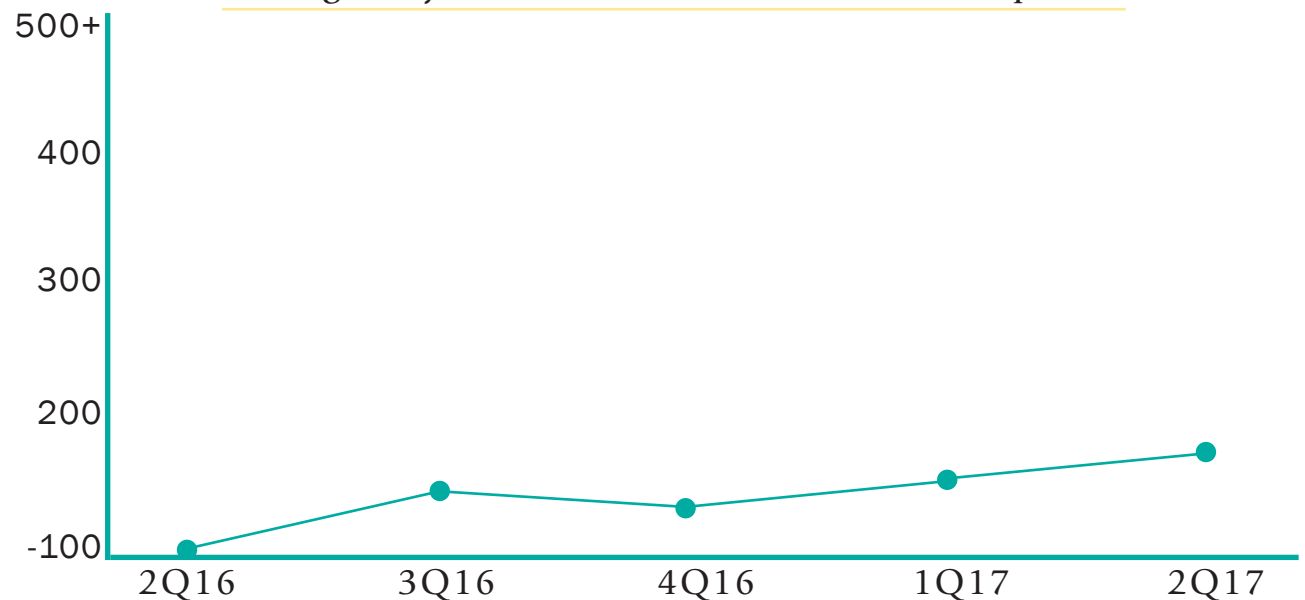


Bald Head Island Harbour



Bald Head Island Harbour

## Average Days on Market - All Island Boat Slip Sales





# Contact Us

First Quarter Update 2017



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