

2017

Real Estate Sales Market Report

Third Quarter YTD Update
January - September

Wendy Wilmot Properties

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



1A Keelson Row | \$1,800,00
Sold & Listed by John Munroe



SALES & RENTALS

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

Sales Volume Highlights

Third Quarter Update 2017

Total YTD 2017 Sales Volume for WWP was **105.82%** higher than at the end of the 2016 third quarter.



5 Wood Duck Trail | \$1,487,500
Listed with John Munroe, Sold by Ginger Dunn



2 Fort Holmes Trail | \$1,450,000
Sold & Listed by Wendy Wilmot

| Island Real Estate Office | 2017 Sales Volume | 2016 Sales Volume |
|---------------------------|---------------------|---------------------|
| Wendy Wilmot Properties | \$60,022,500 | \$29,161,250 |
| Company X | \$23,120,830 | \$9,473,000 |
| Company Y | \$12,956,000 | \$12,347,000 |

| Island Real Estate Office | 2017 Sales Sides | 2016 Sales Sides |
|---------------------------|------------------|------------------|
| Wendy Wilmot Properties | 114 | 66.5 |
| Company X | 49 | 40 |
| Company Y | 47 | 31 |

YTD Sales Volume third quarter update comparing January 1st to September 30th of 2017 to 2016. Including closed transactions for residential, land, timeshares and boat slips. Numbers per Brunswick County MLS.

Residential Market Insights

Third Quarter Update 2017



4 Spikerush Court | \$950,000
Listed with The Ward Team

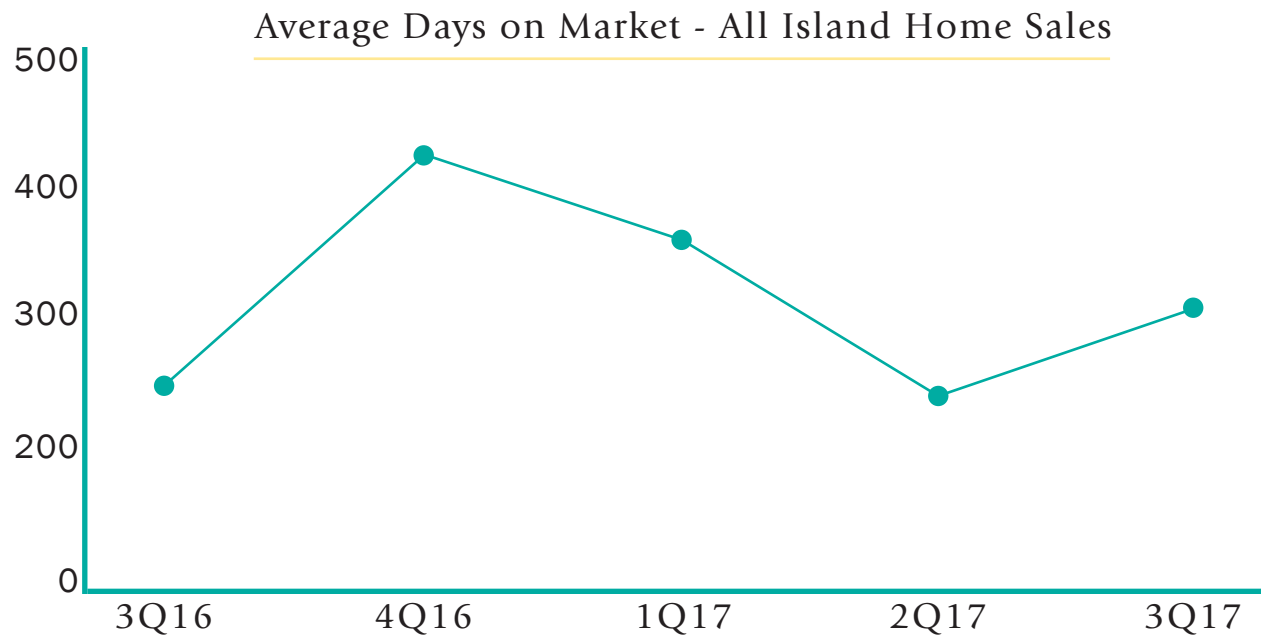
2017 YTD Residential Sales Volume for WWP was **142.12%** higher than at the end of the 2016 third quarter.

2017 Sales Volume | Jan-Sept

\$49,872,500

2016 Sales Volume | Jan-Sept

\$20,598,000

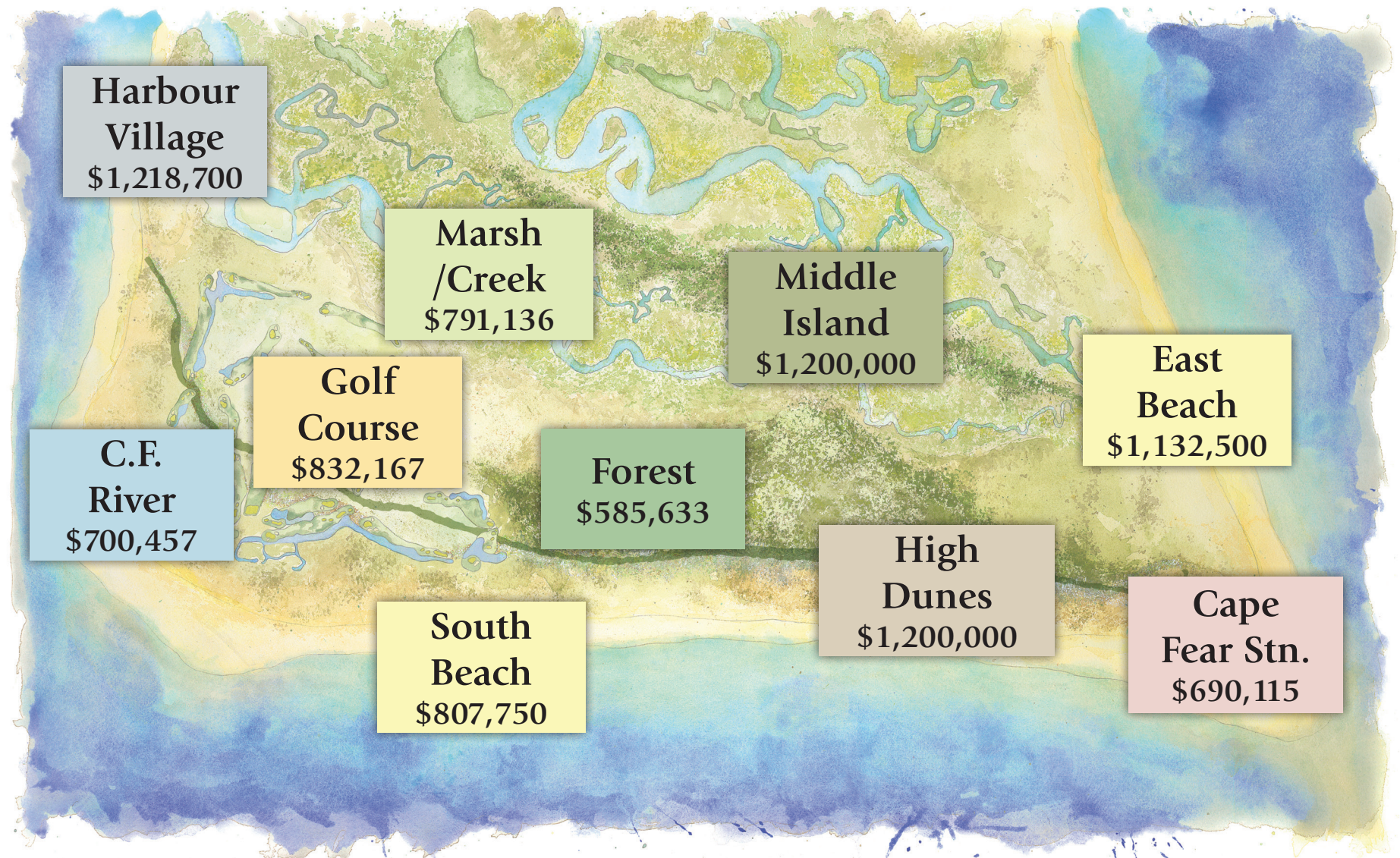


Surfmans Walk 8 | \$455,000
Listed with Buddy Lawrence

Residential Average Sales Price

Third Quarter Update 2017

The Average Residential Sales Price was **\$747,212** Island-wide for 2017 as of 9/30/17.

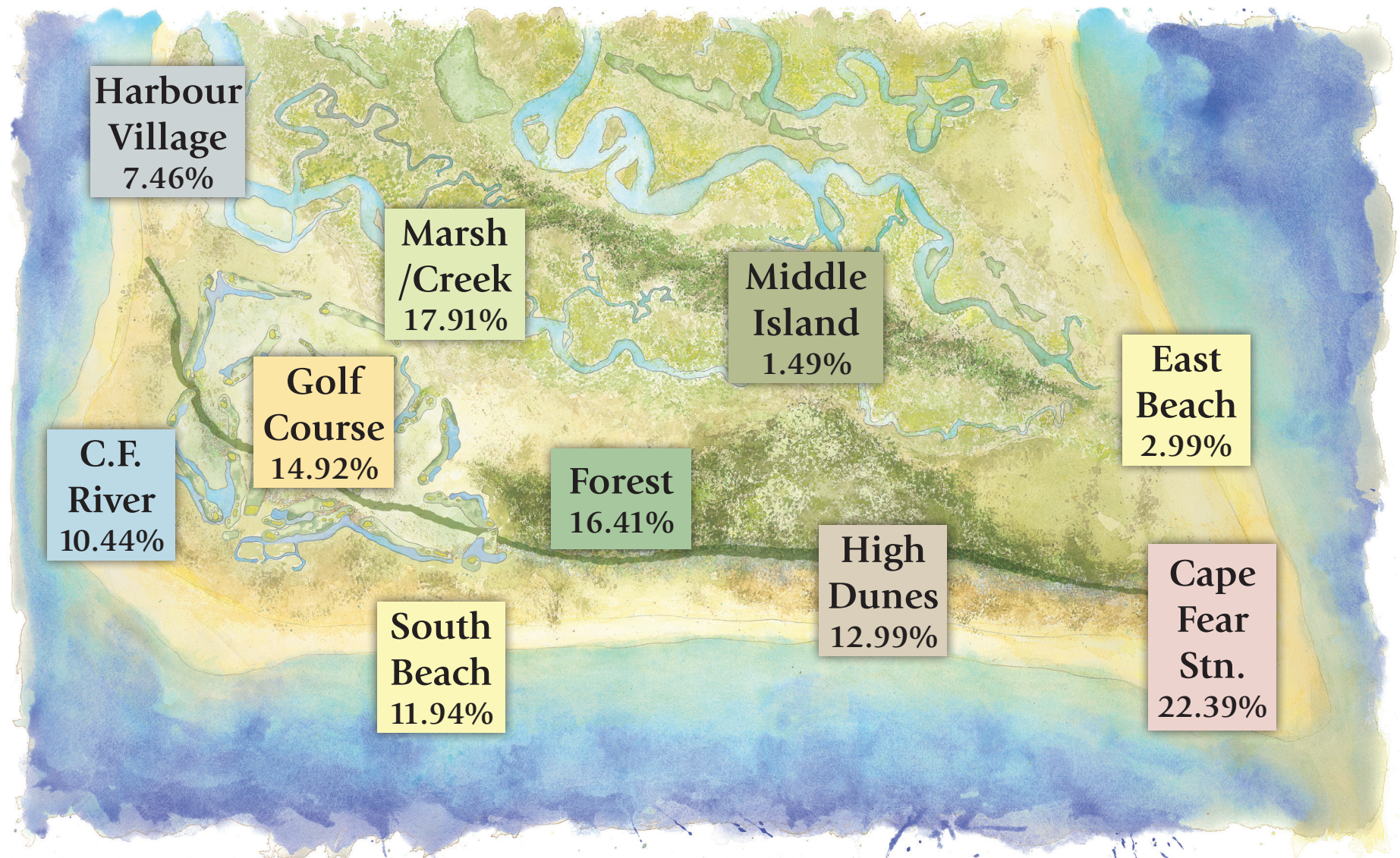


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 67 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Residential % of Sales by Environment

Third Quarter Update 2017

Island Residential Sales had a total of **67** homes sold. WWP had **44%** of the transaction sides.



Land Market Insights

Third Quarter Update 2017

2017 YTD Land Sales Volume for WWP was **59.98%** higher than at the end of the 2016 third quarter.

2017 Sales Volume | Jan-Sept

\$9,043,000

2016 Sales Volume | Jan-Sept

\$5,652,500

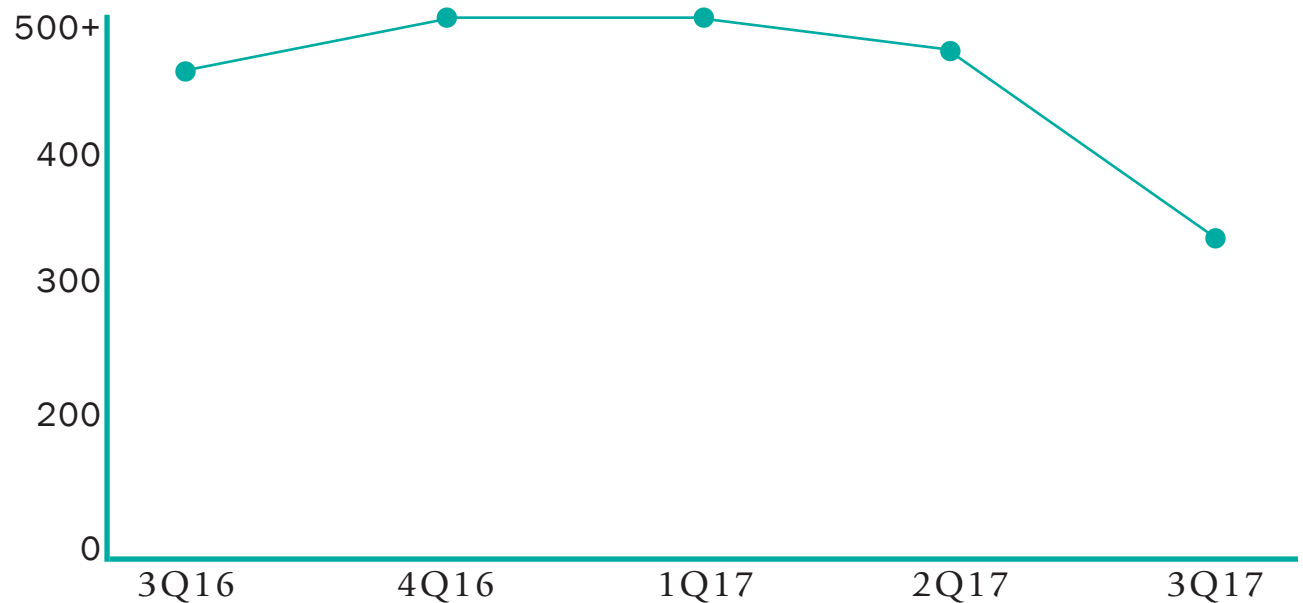


31 Mourning Warbler Trail | \$100,000
Listed with Anne Rex, Sold by Ginger Dunn



29 Tanbark Court | \$225,000
Listed & Sold by Wendy Wilmot

Average Days on Market - All Island Land Sales

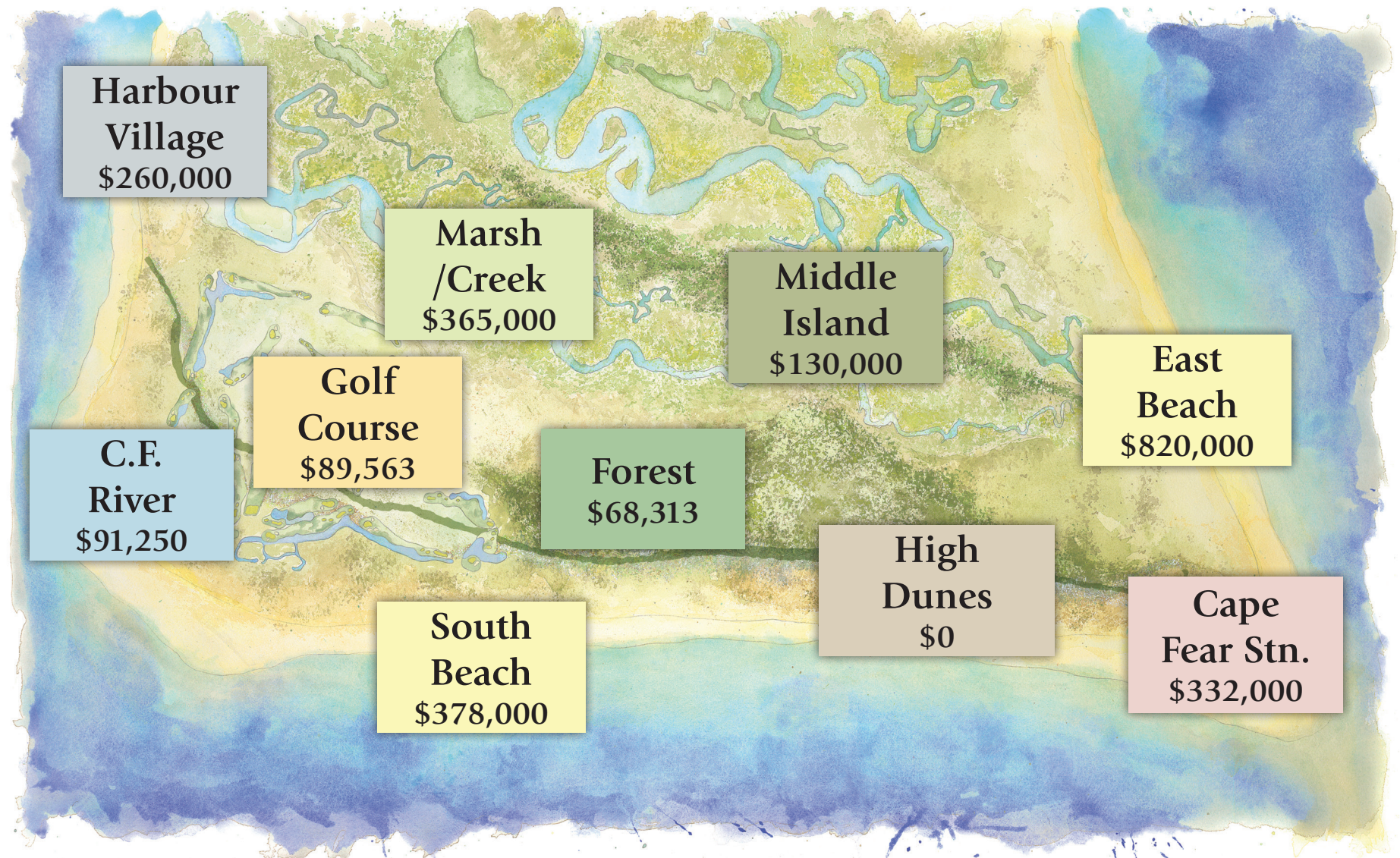


YTD Sales Volume third quarter update comparing January 1st to September 30th of 2017 to 2016. Including closed transaction percentages for land only. Numbers per Brunswick County MLS.

Land Average Sales Price

Third Quarter Update 2017

The Average Land Sales Price was **\$204,750** Island-wide for 2017 as of 9/30/17.

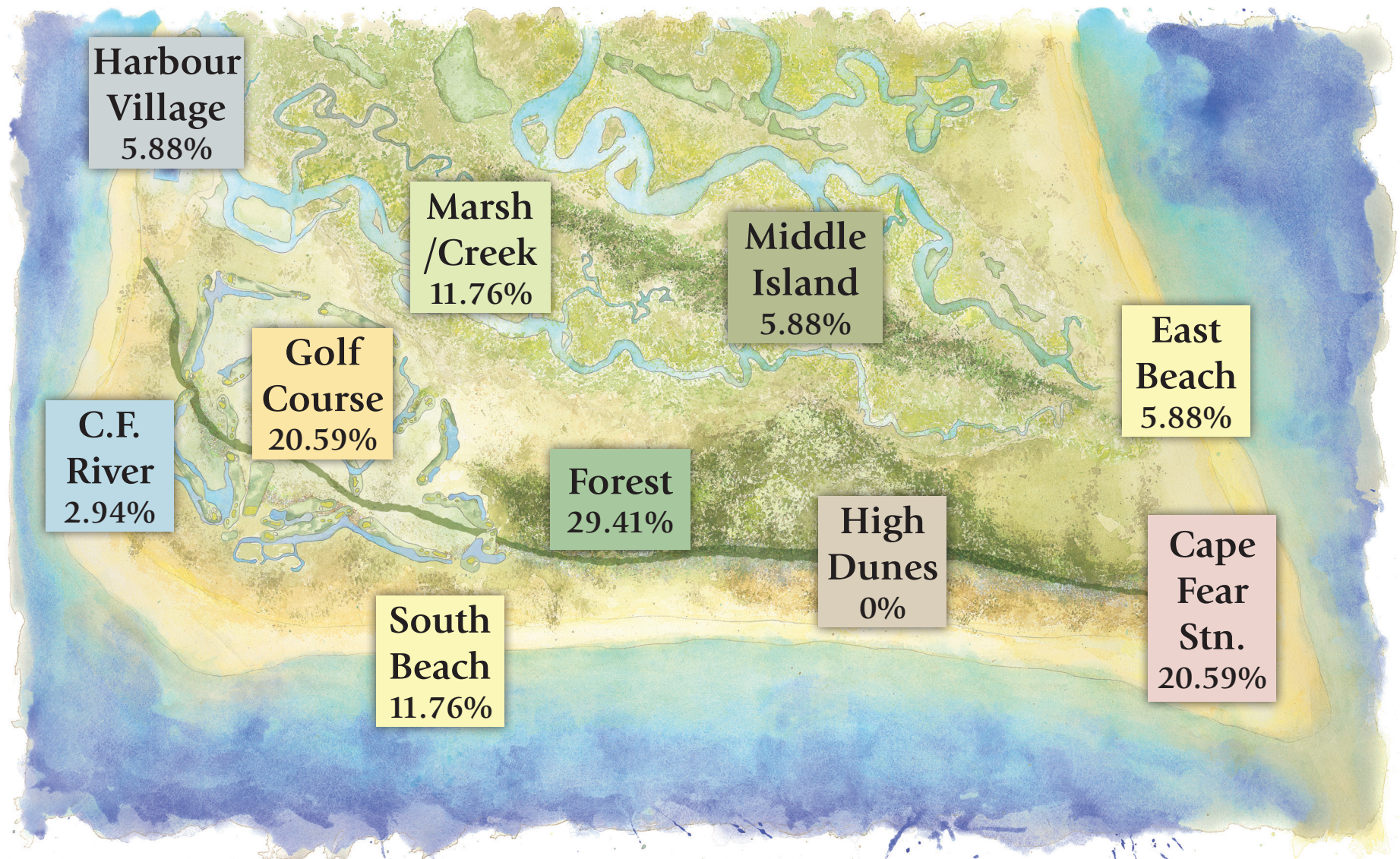


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 34 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Land % of Sales by Environment

Third Quarter Update 2017

Island Land Sales had a total of **34** lots sold. WWP had **45.59%** of the transaction sides.



Fractional Ownership Insights

Third Quarter Update 2017

2017 YTD F.O. Sales Volume for WWP was **68.28%** higher than at the end of the 2016 third quarter.

2017 Sales Volume | Jan-Sept

\$851,500

2016 Sales Volume | Jan-Sept

\$506,000

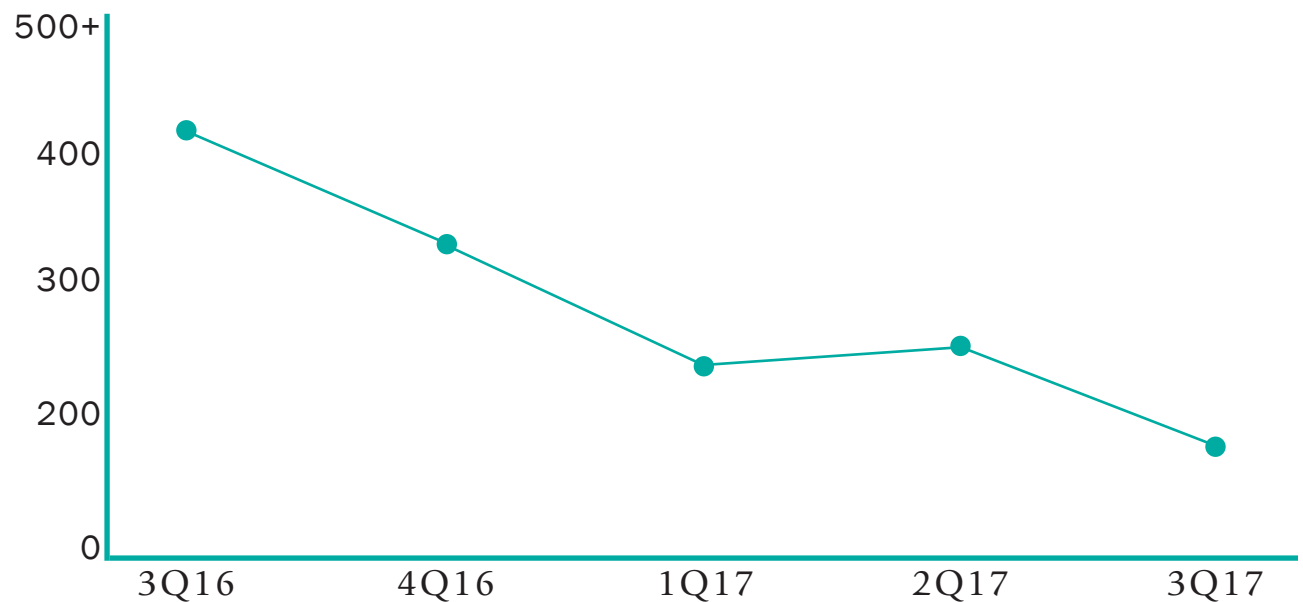


48-H Hammocks | \$28,500
Listed with Anne Rex



28 Sandpiper Trail Week 3 | \$100,000
Listed & Sold by The Ward Team

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



YTD Sales Volume third quarter update comparing January 1st to September 30th of 2017 to 2016. Including closed transaction percentages for timeshares only. Numbers per Brunswick County MLS.

Boat Slip Market Insights

Third Quarter Update 2017

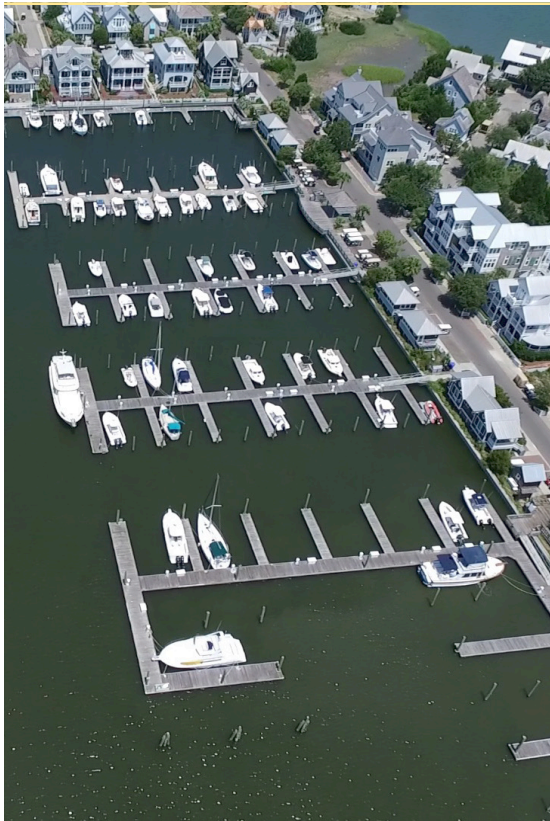
2017 YTD Boat Slip Sales Volume for WWP was **40.51%** lower than at the end of the 2016 third quarter.

2017 Sales Volume | Jan-Sept

\$255,500

2016 Sales Volume | Jan-Sept

\$429,500

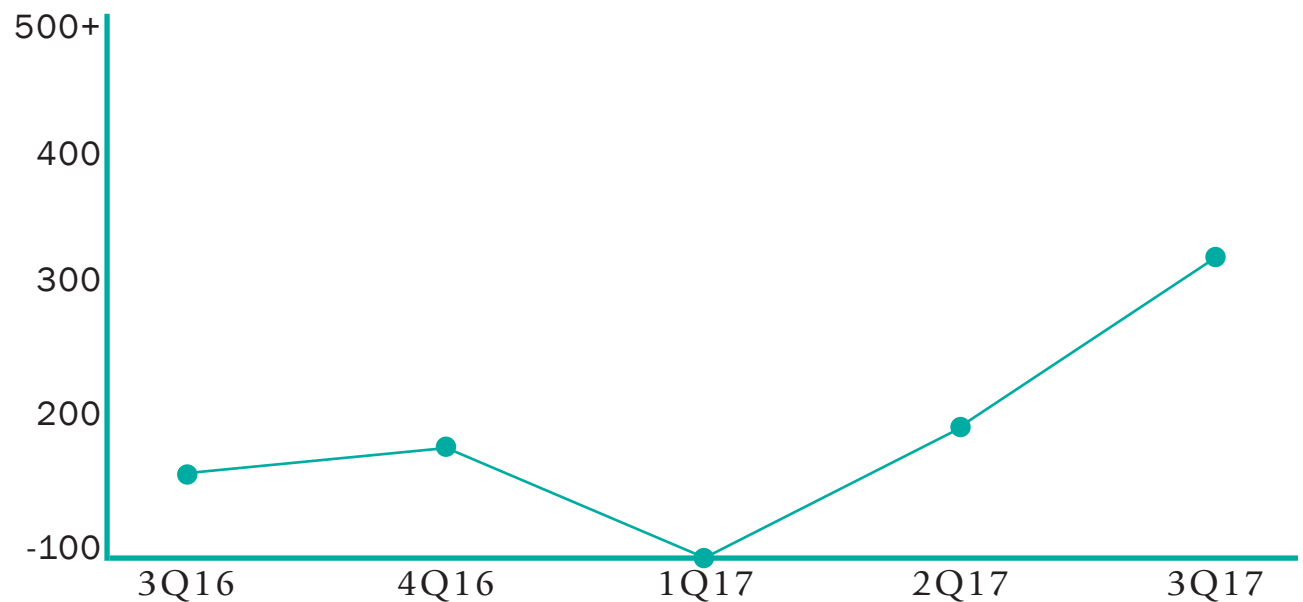


Bald Head Island Harbour



Bald Head Island Harbour

Average Days on Market - All Island Boat Slip Sales



YTD Sales Volume third quarter update comparing January 1st to September 30th of 2017 to 2016. Including closed transaction percentages for timeshares only. Numbers per Brunswick County MLS.

Contact Us

Third Quarter Update 2017



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