

2017

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



27 Black Skimmer Trail | \$1,375,000
Listed with Ginger Dunn



SALES & RENTALS

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

Sales Volume Highlights

Fourth Quarter Update 2017

Total YTD 2017 Sales Volume for WWP was **80.26%** higher than at the end of the 2016 fourth quarter.



24 Laughing Gull Trail | \$950,000
Listed with John Munroe, Sold by Buddy Lawrence



15 Laughing Gull Trail | \$900,000
Listed with Ginger Dunn

Island Real Estate Office	2017 Sales Volume	2016 Sales Volume
Wendy Wilmot Properties	\$72,579,250	\$40,264,250
Company X	\$27,556,580	\$11,202,000
Company Y	\$17,770,500	\$15,314,500

Island Real Estate Office	2017 Sales Sides	2016 Sales Sides
Wendy Wilmot Properties	141	85.5
Company X	66	52
Company Y	63	39

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

Residential Market Insights

Fourth Quarter Update 2017



19 Mourning Warbler Trail | \$860,000
Listed with The Ward Team, Sold by Wendy Wilmot

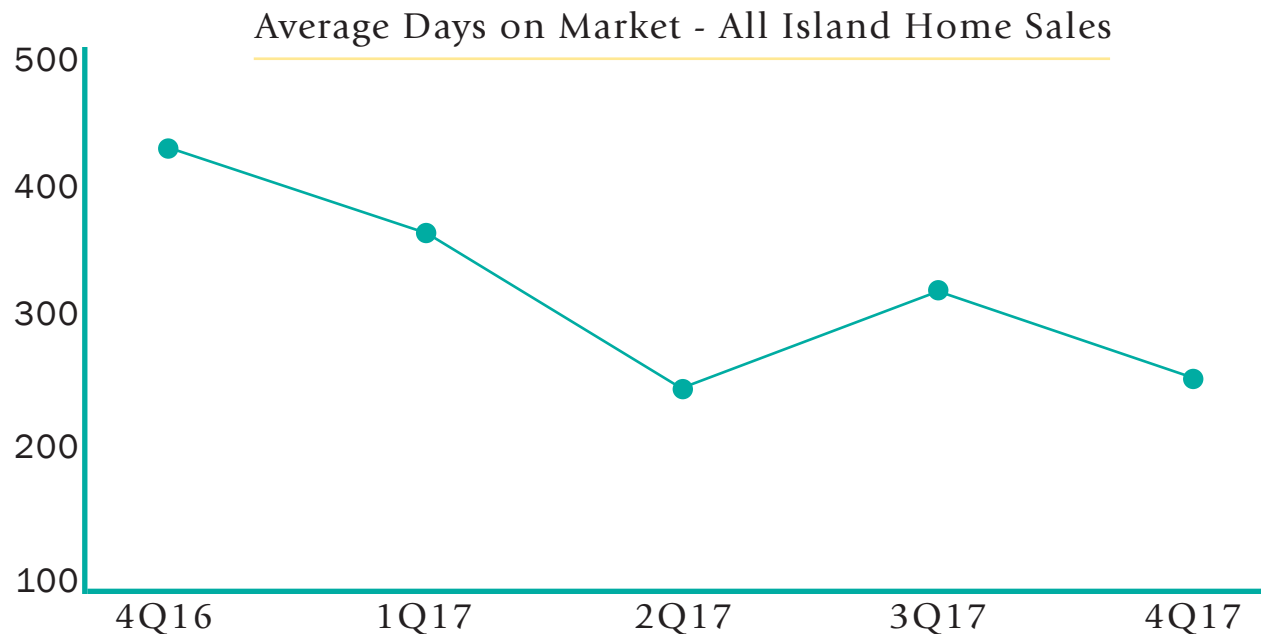
2017 YTD Residential Sales Volume for WWP was **114.6%** higher than at the end of the 2016 fourth quarter.

2017 Sales Volume | Jan-Dec

\$61,659,250

2016 Sales Volume | Jan-Dec

\$28,732,000



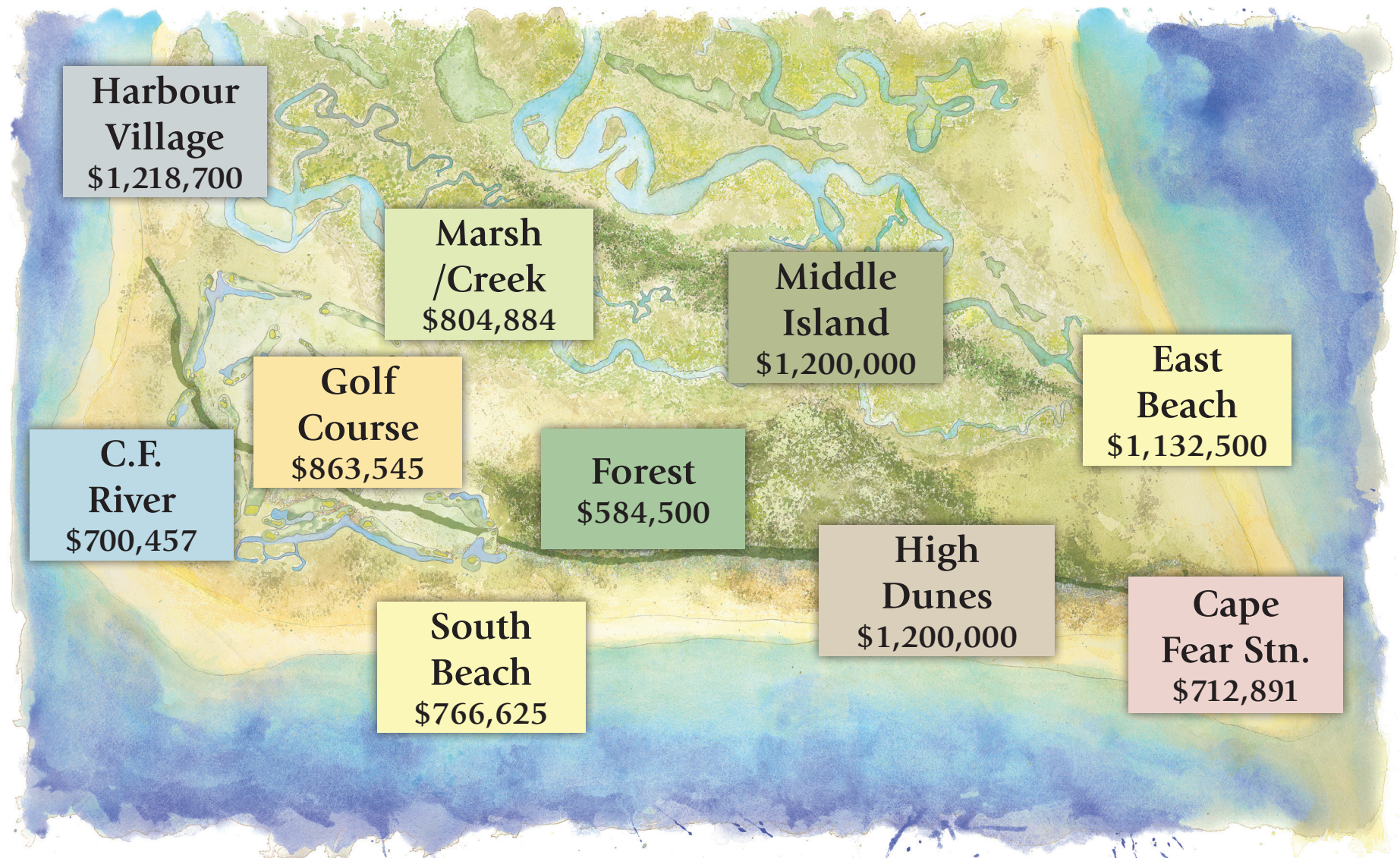
19 Black Skimmer Trail | \$972,000
Listed with Ginger Dunn

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

Residential Average Sales Price

Fourth Quarter Update 2017

The Average Residential Sales Price was **\$743,005** Island-wide for 2017 as of 12/31/17.

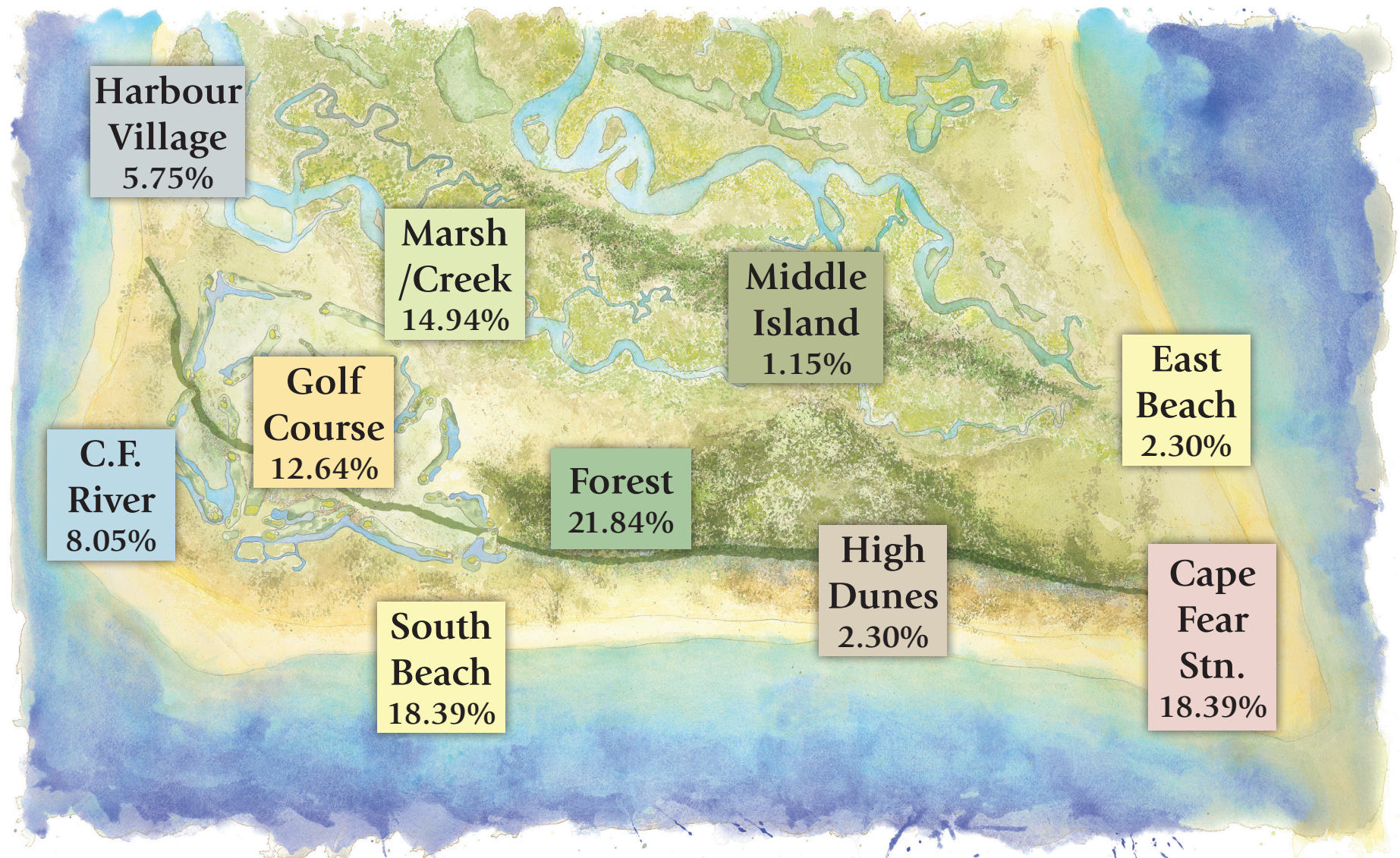


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 86 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Residential % of Sales by Environment

4th Quarter Update 2017

Island Residential Sales had a total of **86** homes sold. WWP had **42%** of the transaction sides.



Land Market Insights

Fourth Quarter Update 2017

2017 YTD Land Sales Volume for WWP was **2.92%** lower than at the end of the 2016 fourth quarter.

2017 Sales Volume | Jan-Dec

\$9,549,000

2016 Sales Volume | Jan-Dec

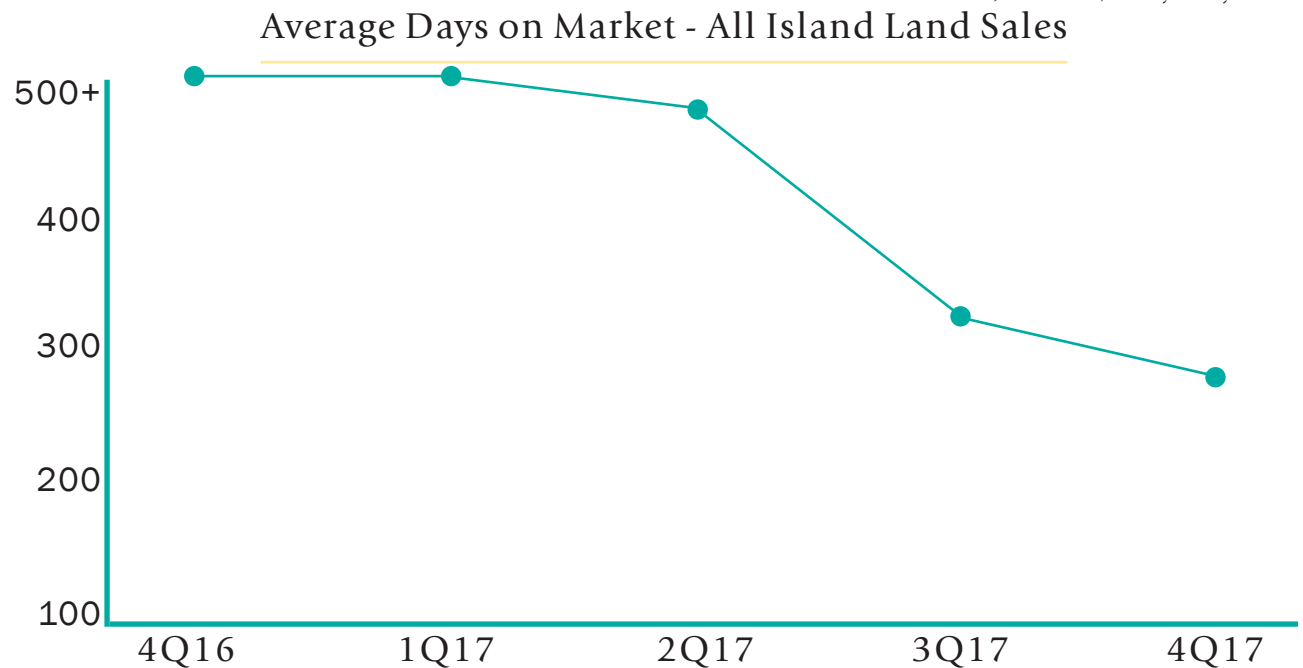
\$9,836,500



9 Sabal Palm Trail | \$70,000
Listed with Wendy Wilmot



208 Station House Way | \$1,275,000
Listed with John Munroe, Sold by Wendy Wilmot

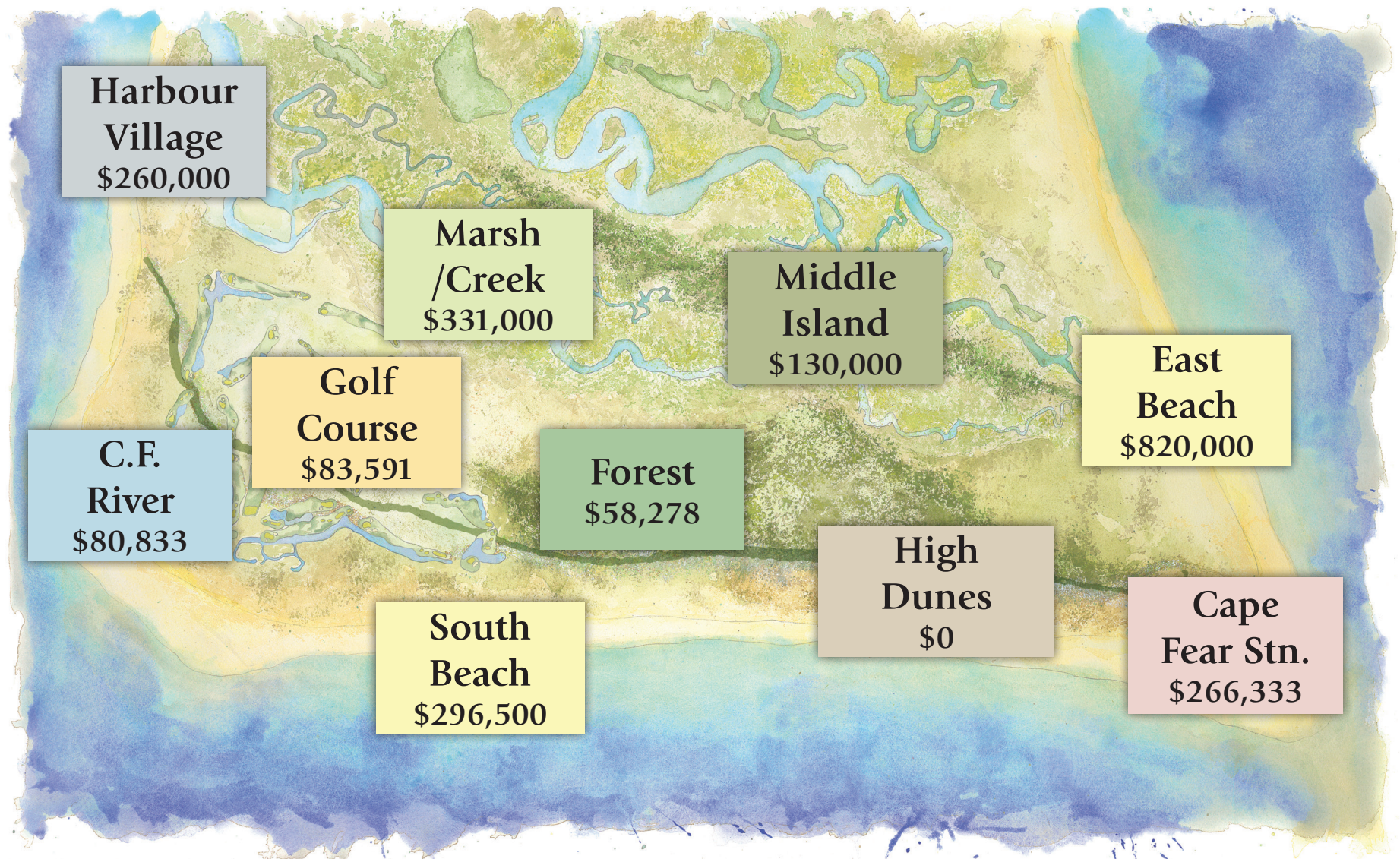


YTD Sales Volume fourth quarter update comparing January 1st to December 31st of 2017 to 2016. Including closed transaction percentages for land only. Numbers per Brunswick County MLS.

Land Average Sales Price

Fourth Quarter Update 2017

The Average Land Sales Price was **\$175,852** Island-wide for 2017 as of 12/31/17.

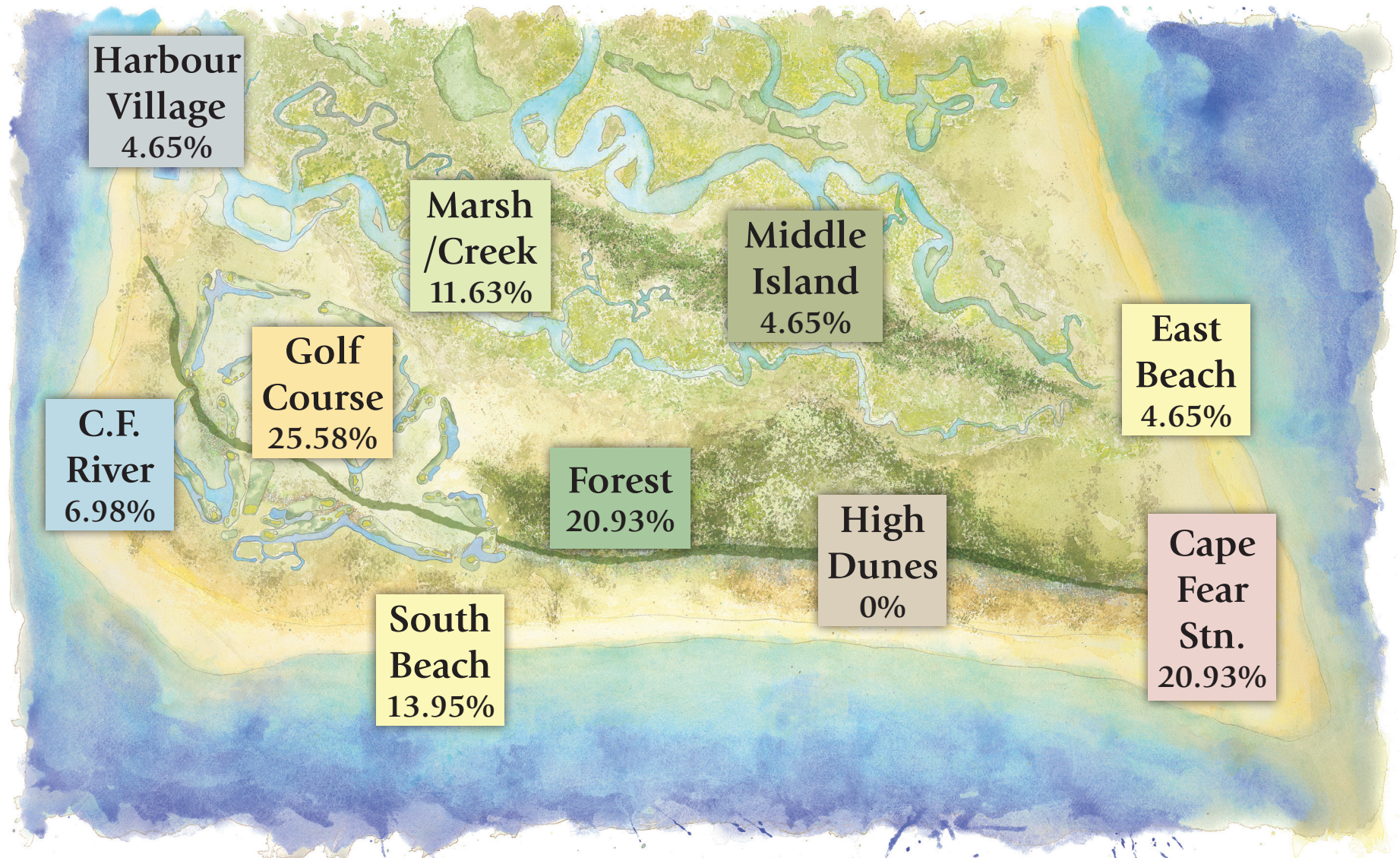


Any residential sale that sits in more than one environment, was included in the average for all environments of the home. The average total sales prices was calculated by the sum of the 41 closed transactions, not from calculating the above environment average sales due to cross referencing of some properties. Including closed transaction averages for residential only. Numbers per Brunswick County MLS.

Land % of Sales by Environment

Fourth Quarter Update 2017

Island Land Sales had a total of **41** lots sold. WWP had **43.02%** of the transaction sides.



Fractional Ownership Insights

Fourth Quarter Update 2017

2017 YTD F.O. Sales Volume for WWP was **23.8%** lower than at the end of the 2016 fourth quarter.

2017 Sales Volume | Jan-Dec

\$935,500

2016 Sales Volume | Jan-Dec

\$1,227,750

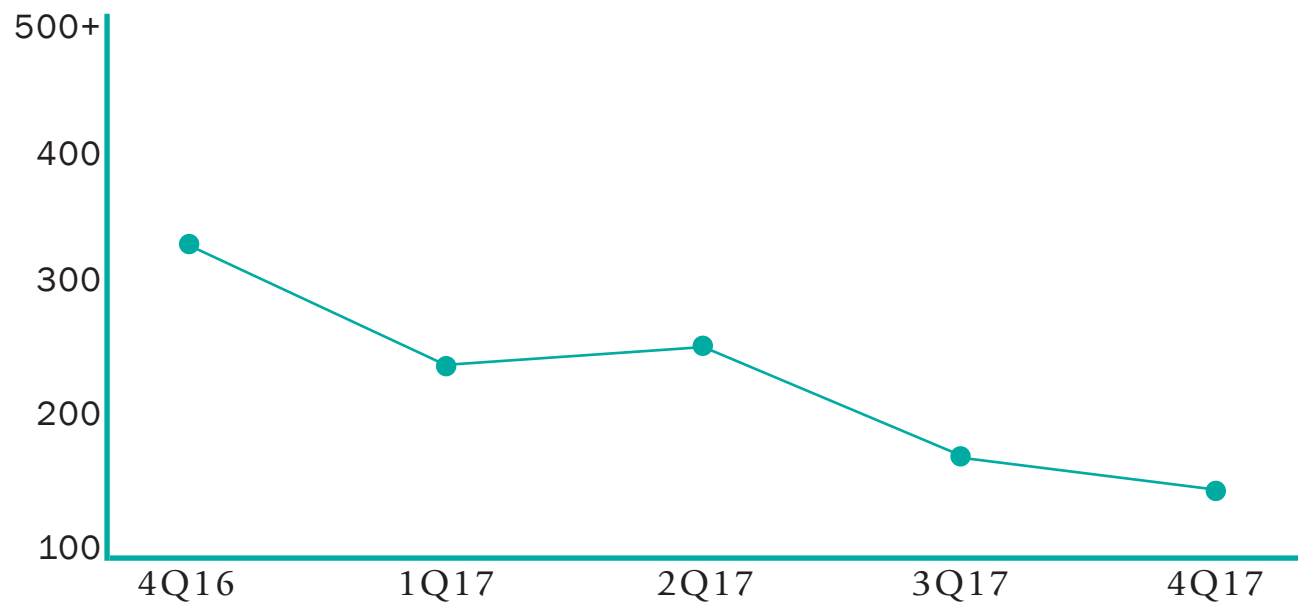


30-H Hammocks | \$15,000
Listed with The Ward Team



32-E Hammocks | \$30,000
Listed with Wendy Wilmot

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



Boat Slip Market Insights

Fourth Quarter Update 2017

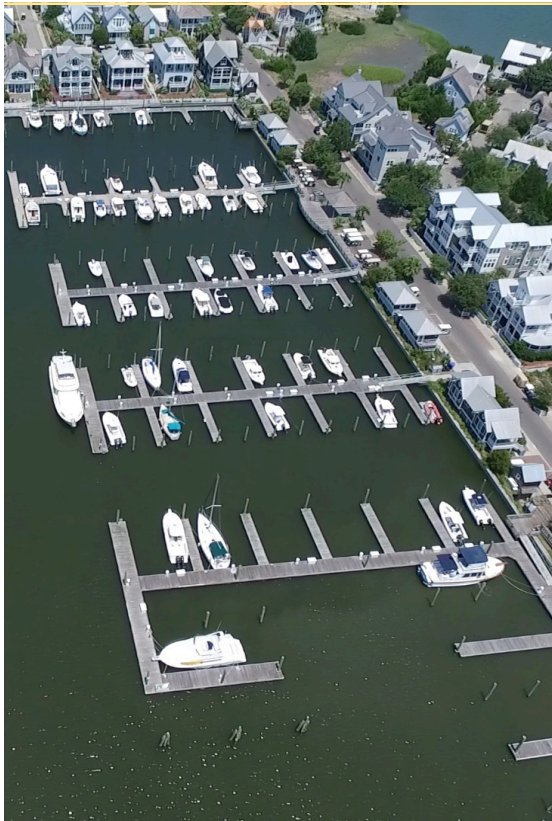
2017 YTD Boat Slip Sales Volume for WWP was **6.94%** lower than at the end of the 2016 fourth quarter.

2017 Sales Volume | Jan-Dec

\$435,500

2016 Sales Volume | Jan-Dec

\$468,000

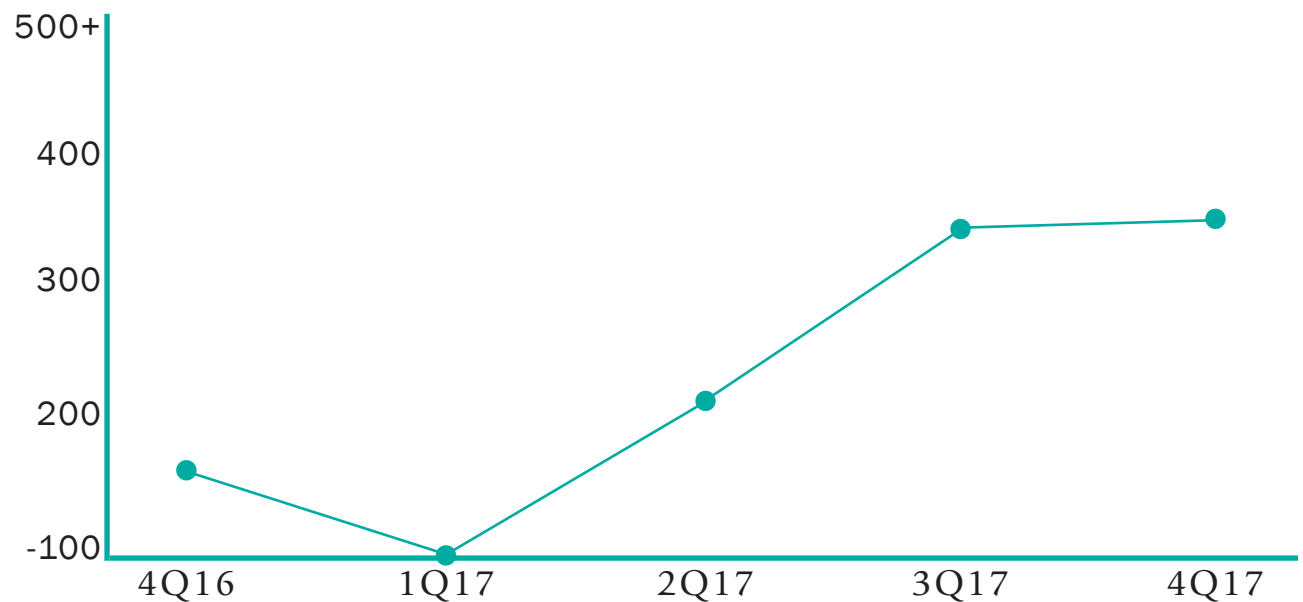


Bald Head Island Harbour



Bald Head Island Harbour

Average Days on Market - All Island Boat Slip Sales



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

Contact Us

Fourth Quarter Update 2017



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.
©2017 Wendy Wilmot Properties



Leading REAL ESTATE
COMPANIES
OF THE WORLD®

