|  |  |
| --- | --- |
|  | |
| **IN THIS ISSUE**  Message from the President 1  Year End Market Summary 2  Area Highlights 3  Sold Market Recap 3-4  Featured Article: 3  *Wicked Tuna Coming to the*  *OBX!* 4 | **A QUARTERLY REPORT OF THE OUTER BANKS REAL ESTATE MARKET**  **2013 Year End Review**  **MESSAGE FROM THE PRESIDENT, SEASIDE REALTY**  2013 was another banner year for us! For the second year in a row, Coldwell Banker Seaside Realty was the only firm in all of Northeast North Carolina to exceed $100 million in sales. We have also successfully continued our trend of outpacing the local market in our higher than average sold price for our listings. I am extremely proud of our team of professional, dedicated agents, but it is you, our clients, who I sincerely thank for making this possible. Without your continued confidence and trust in us, this achievement could not happen.  The Outer Banks has proven itself as a favorite vacation, second home, and retirement destination for more than 20 years. We have been here through all of the changes and have weathered many storms, both economic and tropical in nature. The real estate market on the Outer Banks has evolved greatly since its early days and we continue to be the leader in the real estate market by tapping into the brand recognition of the franchise, recruiting and retaining the “Best Realtors on the Beach,” and continually implementing innovative technology and marketing tools for buyers and sellers.  To increase our presence on the Outer Banks, I am pleased to announce that Coldwell Banker Seaside Realty’s sister company, Seaside Vacations, has acquired Kitty Dunes Rentals, Kitty Dunes Realty, and Colington Realty. Through this acquisition, Seaside Vacations expands its leadership role in the Outer Banks vacation rental industry and adds over 200 homes to our property management program. The Kitty Dunes name is well known on the Outer Banks and the focus at Seaside Vacations will remain the same - creating the most amazing experience on the Outer Banks by offering the best vacation homes. Coldwell Banker Seaside Realty will also benefit by gaining an even greater market share through this integration.  We are looking forward to a great 2014 and I wish you and your family a happy and prosperous year!  *Gordon Jones*  Gordon Jones President  Coldwell Banker Seaside Realty Seaside Vacations |
| THE NUMBERS ARE IN!  Coldwell Banker Seaside Realty  is the  #1 Selling Firm  for ALL of Northeast North Carolina in  2013 and 2012! \* |
| \*Based on information from the Outer Banks and Albemarle Area Association of REALTORS MLS for the period  January 1 - December 31, 2013 | **COLDWELL BANKER SEASIDE REALTY**  4900 N. Croatan Highway Kitty Hawk, NC 27949 252-256-1859  Contact Me: [denice@seasiderealty.com](mailto:denice@seasiderealty.com)  [Visit My Website](http://www.denicetappero.com/) |



**The OBX Market Report 2013 Year End Review**

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## 4th QUARTER SUMMARY

### The 4th Quarter started slow for us but finished on a high note. December, 2013 was our best month since April of this year and one of the best Decembers in the past few years for our firm. We were #1 in our market

600

575

## Total Units Sold

547

### for closed sales for the month!

Here are a few highlights of the 4th Quarter and how it compared to the 4th Quarter of 2012:

500

400

300

486

503 493

434

471

497

200

|  |  |  |
| --- | --- | --- |
| **Single Family Residential** | **Q4 2013** | **Q4 2012** |
| Total Units Sold | 352 | 380 |
| Distressed Units | 56 | 110 |
| Distressed % to Total Sold | 16% | 29% |
| Average Days on Market | 222 | 227 |
| Average Sales Price | $366,859 | $390,208 |
| Highest Sales Price | $1,900,000 | $2,500,000 |
| **Vacant Land** | **Q4 2013** | **Q4 2012** |
| Total Units Sold | 125 | 89 |
| Distressed Units | 43 | 28 |
| Distressed % to Total Sold | 34% | 31% |
| Average Days on Market | 269 | 243 |
| Average Sales Price | $84,262 | $143,036 |
| Highest Sales Price | $1,200,000 | $1,100,000 |

100

0

1ST Q

2012

2ND Q

2012

3RD Q

2012

4TH Q

2012

1ST Q

2013

2ND Q

2013

3RD Q

2013

4TH Q

2014

## List to Sold Price

AVG List Price AVG Sold Price

$400,000.00

$350,000.00

$300,000.00

## 2013 YEAR IN REVIEW

### The number of residential property sold in 2013 was down slightly compared to last year and the total volume sold was down by 7%. Both the average sale in our area and the Median Sale Price decreased this year. This is good news for buyers as it is still a good time to buy on the Outer Banks! Distressed sales were down 21% compared to 2012 and many predict this number will continue to be less of a factor to our total sales volume.

* Units sold were down by 2% and volume was down by 7%

$250,000.00

$200,000.00

$150,000.00

$100,000.00

$50,000.00

$-

1ST Q

2012

2ND Q

2012

3RD Q

2012

4TH Q

2012

1ST Q

2013

2ND Q

2013

3RD Q

2013

4TH Q

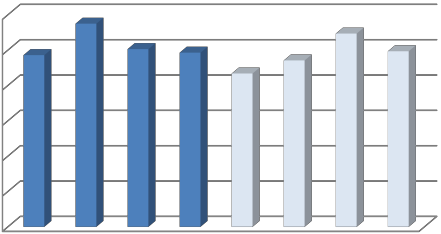
2013

### Median Sales Price was down by 5%

* Distressed Sales were down 21%

**Coldwell Banker vs. the Market**

*Coldwell Banker continues to outperform the market!*



**Statistics for Sold Data based on data reported by OBAR 1/1/13 – 12/31/13:**

|  |  |  |
| --- | --- | --- |
| **2013** | **COLDWELL BANKER** | **OBX MARKET** |
| AVG List Price | **$ 413,302.00** | $ 372,692.00 |
| AVG Sold Price | **$ 386,283.00** | $ 349,544.00 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Residential** | **Single Family Homes** | **Condo & Townhouses** | **Land** |
| **Units Sold** | 1375 | 138 | 433 |
| **Distressed Units Sold** | 327 | 133 | 134 |
| **Average Sales Price** | $371,901 | $224,947 | $109,067 |
| **Median Sales Price** | $290,000 | $193,000 | $62,200 |
| **Average Days on Market** | 224 | 224 | 287 |

# The OBX Market Report

### **2013 Year End Review**

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**MARKET RECAP - SOLD PROPERTIES**

Distressed = Bank Owned or Short Sale DOM = Days on Market

Based on information from the Outer Banks Association of REALTORS® MLS for the period January 1 - December 31, 2013



|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Area** | **# Sold** | **Distressed % Distressed** | |  | **Avg Price** | **DOM** | **% to List** |  | **Price Range** | |  |
| **DUCK** | | | | | | | | | | | |
| Oceanfront | 15 | 2 | 13% | $ | 1,462,043.00 | 242 | 86% | $ | 825,000.00 | $ | 3,175,000.00 |
| Oceanside | 58 | 6 | 10% | $ | 545,788.00 | 258 | 89% | $ | 266,000.00 | $ | 1,150,000.00 |
| Soundfront | 9 | 1 | 11% | $ | 551,983.00 | 242 | 85% | $ | 252,000.00 | $ | 980,000.00 |
| Soundside | 0 | 0 | 0% | $ | - | 0 | 0% | $ | - | $ | - |
| **Total Sales** | **82** | **9** | **12%** | **$** | **714,075.00** | **254** | **87%** | **$** | **252,000.00** | **$** | **3,175,000.00** |
| **COROLLA** | | | | | | | | | | | |
| Oceanfront | 16 | 3 | 19% | $ | 1,471,250.00 | 328 | 79% | $ | 750,000.00 | $ | 2,760,000.00 |
| Oceanside | 116 | 20 | 17% | $ | 553,519.00 | 244 | 89% | $ | 173,250.00 | $ | 1,650,000.00 |
| Soundfront | 6 | 3 | 50% | $ | 654,500.00 | 245 | 88% | $ | 489,000.00 | $ | 825,000.00 |
| Soundside | 41 | 9 | 22% | $ | 412,634.00 | 307 | 86% | $ | 161,200.00 | $ | 925,000.00 |
| **Total Sales** | **179** | **35** | **20%** | **$** | **606,666.00** | **266** | **88%** | **$** | **161,200.00** | **$** | **2,760,000.00** |
| **4-WHEEL DRIVE** | | | | | | | | | | | |
| Oceanfront | 5 | 2 | 40% | $ | 742,620.00 | 109 | 96% | $ | 528,100.00 | $ | 960,000.00 |
| Other | 13 | 4 | 31% | $ | 321,565.00 | 138 | 88% | $ | 129,900.00 | $ | 573,000.00 |
| **Total Sales** | **18** | **6** | **33%** | **$** | **438,525.00** | **130** | **92%** | **$** | **129,900.00** | **$** | **960,000.00** |
| **SOUTHERN SHORES** | | | | | | | | | | | |
| Oceanfront | 8 | 1 | 13% | $ | 1,129,296.00 | 247 | 85% | $ | 540,000.00 | $ | 1,705,555.00 |
| Oceanside | 9 | 2 | 22% | $ | 619,666.00 | 180 | 89% | $ | 290,000.00 | $ | 1,185,000.00 |
| Sound/Canalfront | 11 | 4 | 36% | $ | 428,436.00 | 228 | 88% | $ | 235,000.00 | $ | 805,000.00 |
| Westside | 46 | 7 | 15% | $ | 387,866.00 | 185 | 91% | $ | 125,000.00 | $ | 799,000.00 |
| **Total Sales** | **74** | **14** | **19%** | **$** | **502,256.00** | **198** | **89%** | **$** | **125,000.00** | **$** | **1,705,555.00** |
| **KITTY HAWK** | | | | | | | | | | | |
| Oceanfront | 4 | 0 | 0% | $ | 295,062.00 | 190 | 91% | $ | 210,000.00 | $ | 375,000.00 |
| Between the Highways | 16 | 5 | 31% | $ | 292,337.00 | 297 | 82% | $ | 180,000.00 | $ | 498,000.00 |
| Sound/Canalfront | 10 | 2 | 20% | $ | 356,870.00 | 225 | 91% | $ | 150,000.00 | $ | 835,000.00 |
| Westside | 49 | 7 | 14% | $ | 296,179.00 | 235 | 88% | $ | 120,000.00 | $ | 515,000.00 |
| Martin's Point Sound/Canal | 6 | 0 | 0% | $ | 764,566.00 | 138 | 96% | $ | 510,000.00 | $ | 970,000.00 |
| Martin's Point Other | 4 | 1 | 25% | $ | 362,500.00 | 228 | 89% | $ | 315,000.00 | $ | 412,000.00 |
| **Total Sales** | **89** | **15** | **17%** | **$** | **336,815.00** | **236** | **88%** | **$** | **120,000.00** | **$** | **970,000.00** |
| **KILL DEVIL HILLS** | | | | | | | | | | | |
| Oceanfront | 10 | 3 | 30% | $ | 919,850.00 | 404 | 91% | $ | 219,000.00 | $ | 2,456,000.00 |
| Between the Highways | 52 | 7 | 13% | $ | 304,478.00 | 205 | 88% | $ | 74,229.00 | $ | 635,000.00 |
| Sound/Canalfront | 8 | 1 | 13% | $ | 389,062.00 | 294 | 88% | $ | 165,000.00 | $ | 929,500.00 |
| Westside | 144 | 30 | 21% | $ | 210,296.00 | 144 | 92% | $ | 70,000.00 | $ | 445,000.00 |
| Colington | 13 | 4 | 31% | $ | 295,038.00 | 142 | 95% | $ | 165,000.00 | $ | 647,500.00 |
| **Total Sales** | **227** | **45** | **20%** | **$** | **274,669.00** | **175** | **91%** | **$** | **70,000.00** | **$** | **2,456,000.00** |
| **COLINGTON HARBOUR** | | | | | | | | | | | |
| Sound/Canal front | 29 | 7 | 24% | $ | 285,033.00 | 187 | 89% | $ | 125,000.00 | $ | 477,000.00 |
| Other | 32 | 15 | 47% | $ | 167,290.00 | 187 | 91% | $ | 79,900.00 | $ | 285,000.00 |
| **Total Sales** | **61** | **23** | **38%** | **$** | **223,226.00** | **187** | **90%** | **$** | **79,900.00** | **$** | **477,000.00** |
| **NAGS HEAD** | | | | | | | | | | | |
| Oceanfront | 10 | 1 | 10% | $ | 1,091,000.00 | 402 | 82% | $ | 605,000.00 | $ | 1,800,000.00 |
| Between the Highways | 41 | 7 | 17% | $ | 444,847.00 | 250 | 91% | $ | 135,000.00 | $ | 891,500.00 |
| Sound/Canalfront | 14 | 1 | 7% | $ | 460,900.00 | 218 | 89% | $ | 262,500.00 | $ | 945,000.00 |
| Westside | 52 | 8 | 15% | $ | 279,540.00 | 221 | 90% | $ | 165,000.00 | $ | 540,000.00 |
| **Total Sales** | **117** | **17** | **15%** | **$** | **429,211.00** | **250** | **88%** | **$** | **135,000.00** | **$** | **1,800,000.00** |
| **SOUTH NAGS HEAD** | | | | | | | | | | | |
| Oceanfront | 15 | 4 | 27% | $ | 644,666.00 | 172 | 87% | $ | 295,000.00 | $ | 1,090,000.00 |
| Oceanside | 9 | 2 | 22% | $ | 343,655.00 | 175 | 89% | $ | 280,000.00 | $ | 465,000.00 |
| Westside | 8 | 1 | 13% | $ | 386,187.00 | 340 | 87% | $ | 220,000.00 | $ | 585,000.00 |
| **Total Sales** | **32** | **7** | **22%** | **$** | **495,387.00** | **215** | **88%** | **$** | **220,000.00** | **$** | **1,090,000.00** |

# The OBX Market Report

### **2013 Year End Review**

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**MARKET RECAP - SOLD PROPERTIES**

Distressed = Bank Owned or Short Sale DOM = Days on Market

Based on information from the Outer Banks Association of REALTORS® MLS for the period January 1 - December 31, 2013

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Area** | **# Sold** | **Distressed % Distressed** | |  | **Avg Price** | **DOM** | **% to List** |  | **Price Range** | |  |
| **MANTEO** | | | | | | | | | | | |
| Sound/Canalfront | 5 | 3 | 60% | $ | 442,000.00 | 144 | 80% | $ | 225,500.00 | $ | 665,000.00 |
| Other | 49 | 9 | 18% | $ | 227,369.00 | 203 | 91% | $ | 49,000.00 | $ | 525,000.00 |
| Pirate's Cove | 9 | 1 | 11% | $ | 589,888.00 | 540 | 77% | $ | 346,000.00 | $ | 1,075,000.00 |
| **Total Sales** | **63** | **13** | **21%** | **$** | **296,192.00** | **247** | **86%** | **$** | **49,000.00** | **$** | **1,075,000.00** |
| **RODANTHE/WAVES/SALVO** | | | | | | | | | | | |
| Oceanfront | 9 | 6 | 67% | $ | 473,444.00 | 214 | 91% | $ | 253,000.00 | $ | 900,000.00 |
| Oceanside | 31 | 11 | 35% | $ | 326,780.00 | 291 | 90% | $ | 50,000.00 | $ | 500,000.00 |
| Sound/waterfront | 6 | 4 | 67% | $ | 599,333.00 | 552 | 68% | $ | 321,000.00 | $ | 805,000.00 |
| Soundside | 15 | 7 | 47% | $ | 321,326.00 | 288 | 83% | $ | 125,000.00 | $ | 450,000.00 |
| **Total Sales** | **61** | **28** | **46%** | **$** | **373,886.00** | **304** | **84%** | **$** | **50,000.00** | **$** | **900,000.00** |
| **AVON** | | | | | | | | | | | |
| Oceanfront | 5 | 2 | 40% | $ | 508,500.00 | 216 | 88% | $ | 385,000.00 | $ | 675,000.00 |
| Oceanside | 12 | 1 | 8% | $ | 375,091.00 | 334 | 89% | $ | 182,500.00 | $ | 681,000.00 |
| Sound/Canalfront | 10 | 3 | 30% | $ | 262,592.00 | 368 | 84% | $ | 130,425.00 | $ | 395,000.00 |
| Soundside | 17 | 6 | 35% | $ | 259,676.00 | 314 | 82% | $ | 68,000.00 | $ | 605,000.00 |
| **Total Sales** | **44** | **12** | **27%** | **$** | **320,091.00** | **321** | **86%** | **$** | **68,000.00** | **$** | **681,000.00** |
| **BUXTON/FRISCO/HATTERAS** | | | | | | | | | | | |
| Oceanfront | 7 | 4 | 57% | $ | 643,928.00 | 283 | 82% | $ | 400,000.00 | $ | 870,000.00 |
| Oceanside | 34 | 9 | 26% | $ | 260,690.00 | 244 | 93% | $ | 40,000.00 | $ | 547,000.00 |
| Sound/waterfront | 16 | 1 | 6% | $ | 350,718.00 | 285 | 74% | $ | 150,000.00 | $ | 850,000.00 |
| Soundside | 12 | 5 | 42% | $ | 207,384.00 | 292 | 85% | $ | 138,000.00 | $ | 445,000.00 |
| **Total Sales** | **69** | **19** | **28%** | **$** | **311,175.00** | **266** | **83%** | **$** | **40,000.00** | **$** | **870,000.00** |
| **CURRITUCK MAINLAND** | | | | | | | | | | | |
| Jarvisburg to Poplar Branc | h 40 | 14 | 35% | $ | 152,615.00 | 148 | 89% | $ | 53,000.00 | $ | 327,000.00 |
| Pt. Harbor to Powells Poin | t 24 | 9 | 38% | $ | 211,619.00 | 169 | 91% | $ | 100,000.00 | $ | 527,060.00 |
| Aydlett to Barco | 10 | 4 | 40% | $ | 231,900.00 | 342 | 88% | $ | 55,000.00 | $ | 429,000.00 |
| Maple to Moyock | 72 | 16 | 22% | $ | 266,018.00 | 163 | 94% | $ | 40,000.00 | $ | 700,000.00 |
| **Total Sales** | **146** | **43** | **29%** | **$** | **223,670.00** | **172** | **92%** | **$** | **40,000.00** | **$** | **700,000.00** |

**Wicked Tuna Spinoff to be Filmed Off Coast of Outer Banks**

The National Geographic Channel announced a new spinoff series from the cable networks hit show **Wicked Tuna**. The new series, **Wicked Tuna: North vs. South** (working title), will be a competition between the guys of the origi- nal series and the fisherman of the Outer Banks of North Carolina.

The original Wicked Tuna series follows the cutthroat, high-stakes business of bluefin tuna fishing in Gloucester, Massachusetts, as fishing crews try to catch one of the smartest fastest, and most elusive fishing in the ocean (and the big money that follows them). Although the bluefin season came to an end in Gloucester on December 31st, it’s just about to get started in the Outer Banks.

The weather is highly volatile off North Carolina’s coast during it’s January through March bluefin season, and the seas can be extremely rough. But if the captains can battle through the wind, waves, and sometimes heavy rain before the government catch quota is reached (the quota was reached mid- February last year), the winter months could potentially yield a greater catch off the coast of the Outer Banks compared to Massachusetts.



“Wicked Tuna is one of our strongest franchises, and taking our tuna fishermen down South allows us to explore a new region of America and new waters in the Atlantic,” said National Geographic Channel president Howard T. Owens. “We are taking the best New England fishermen from Gloucester to the Outer Banks to see how they fare against good old

Southern boys who fish the old-fashioned way off the beautiful shores of this epic country.”

National Geographic has set a premier date for Season 3 of Wicked Tuna on February 16 on the National Geographic Channel.

**Reprinted from blog.outerbanksvacations.com**