

End of year 2010

# Scott Market Report



## 2010 Market Improves

Welcome to the annual examination of the Outer Banks real estate market. In the minds of many Realtors, 2010 will go down in history as the year that the market finally began to show some positive signs again. Despite a continued decline in prices, there was an increase in the number of sales in many areas.

Unfortunately distressed properties are still affecting sales prices. According to MLS statistics these short sales and bank sales represented over 31% of Dare's northern beaches residential market in 2010.. Until these distressed properties are cleared from the market, increases in sales prices are unlikely.

Good news for sellers is that there is less inventory to sell. We still have a too much supply on hand for prices to rise but it is a trend in the right direction. Good values are not yet scarce but we may have a day soon when this occurs.

Low interest rates, low prices and continue to fuel this increase in sales activity. Buyers looking to purchase in the next year or so should take a serious look at the market now. Many economists are pointing towards an increase in interest rates when the government stops buying mortgage securities this spring. Buying soon should save buyers thousands of dollars in interest payments over the long run.

We hope you find this report useful and informative. Feel free to call Scott Team Realty with any questions or comments regarding it. Also, find all our reports under the company archives section of the news and activities section of our web site.

Sincerely,



President ABRM,CRB,RRS,e-Pro,SRES  
Scott Team Realty

Scott Team Realty 5535 N. Croatan Hwy Southern Shores, NC 27949  
Toll Free 866-438-8382 Local 252-261-1500 [www.scottrealtyobx.com](http://www.scottrealtyobx.com)



**Dare Beaches North of Oregon Inlet:** Houses –6.4% Lots 32% The average home sales price decrease was not too bad in this area when considering over 31% of the properties sold were distressed properties. Lot sales prices suffered considerably more. Good news was more residential sales.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed
	2010	632	\$383,992 -6.4%	197	92.3%		31.5%	2010	69	\$189,372 32%	227
2009	508	\$410,103	196	92.5%	27.3	2009	72	\$143,063	177	89.5%	23.6

**Southern Shores:** Houses –10% Lots 91% Buyers took advantage of lower prices in this market. As prices came down, buyers purchased significantly more homes in this area. Average lot values increased due to more waterfront lot sales. Distressed sales were high in this area.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed
	2010	81	\$513,765 -10%	224	94.1%		40%	2010	15	\$332,200 91%	403
2009	53	\$570,487	202	92.5%	20.7%	2009	10	\$173,500	161	88.1%	30%

**Kitty Hawk and Martin's Point:** Houses –23.3% Lots –22.2% An increase in home sales in this area is partially due to lower prices. Distressed properties affected this market as well. Much of the distressed lot inventory for this area was sold in 2009 this resulted in lot prices holding better than some other areas.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed
	2010	79	\$321,568 -23.3%	197	93%		31.6%	2010	16	\$155,350 -22.2%	199
2009	62	\$418,712	196	92.3%	27.4%	2009	24	\$197,072	149	91.2%	45.8%

**Duck:** Houses –11% **Corolla Houses** –2.6% Duck's distressed properties were lower than average but still had an impact on sales prices. In Corolla, more buyers purchased properties as prices came down. Distressed properties continue to greatly impact this market.

DUCK	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed	COROLLA	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	Distressed
	2010	84	\$600,248 -11%	221	91.5%		26.1%	2010	148	\$651,247 -2.6%	258
2009	73	\$673,865	226	92.1%	8.2%	2009	115	\$668,297	242	91.9%	21.7%