



Outer Banks Market Snapshot

We are pleased to present the 2007 mid-year report. This report focuses on the real estate market on the Northern Beaches of the Outer Banks. Four specific market segments are identified. These include an over all view of Dare County's Northern Beaches, the market segment of the town of Duck, the market segment of the town of Southern Shores, and the market segment of Kitty Hawk combined with Martin's Point. It compares the statistics of the sold properties in each area in 2007 to the same areas in 2006 during the months of January through June.

Overall trends point towards a stable but soft market. The number of contracts written and property inventory are almost mirror images of 2006. The biggest change in the market compared to last year is the average number of days on the market. Dare County residences north of Oregon Inlet were on the market an average of 180 days. Lots in the same area averaged over 240 days on the market. On average owners also accepted less for their properties. The list price to sales price went down 1.5% on residences and 4% on lots.

Despite the sluggish market properties priced right are still selling. Owners wishing to sell in 2007 should price their property significantly lower than their current competition instead of at or near the price of similarly sold properties. If a property is not receiving regular showing activity and has been effectively exposed to the market then most likely it needs a price reduction or upgrades to sell.

Often times buyers today want to negotiate asking prices that would have generated multiple offers just two years ago. They are looking for those properties that they perceive to be an excellent value as well as a property that meets their needs. Having an excellent sales price to start with can eliminate some of these negotiations.

A strong economy and a decreasing inventory point towards the valley of this housing downturn. How long it takes for properties to again appreciate is anyone's guess however stabilized interest rates and a strong national economy should encourage buyers to make buying decisions.



Standing: Left to right: Jeff, Lori, Ellen, Ken and Karen

We hope you find this edition of the Scott Team Report to be informative and useful. If you have any questions regarding it, please feel free to contact us toll free at 866-438-8382

Sincerely,

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



Dare Beaches North of Oregon Inlet: Houses -4% Lots -12% The number of residential sales in this market segment was actually up over last year. However it took considerably longer for a home to sell and the list price to sold price ratio dropped 1.5%. Residential lot sales were poor with only 38 lots sold during the first half of 2007 in this segment. It also took sellers eight months on average to sell.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price
	2007	415	\$471,547 -4%	181		94.6%	2007	38	\$249,762 -12%
2006	393	\$491,430	137	96.1%	2006	76	\$281,238	194	96.6%

Southern Shores: Houses +1.6% Lots -59% Home sales held their own in Southern Shores for the first half of 2007 with a slight increase in average sales price. Unfortunately the marketing time was considerably longer than last year. Only two lots sold in Southern Shores during the first half of 2007. This is considerably down over last year.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price
	2007	49	\$626,363 +1.6%	212		93.8%	2007	2	\$247,750 -59%
2006	37	\$616,489	130	95.7%	2006	9	\$394,527	168	96.3

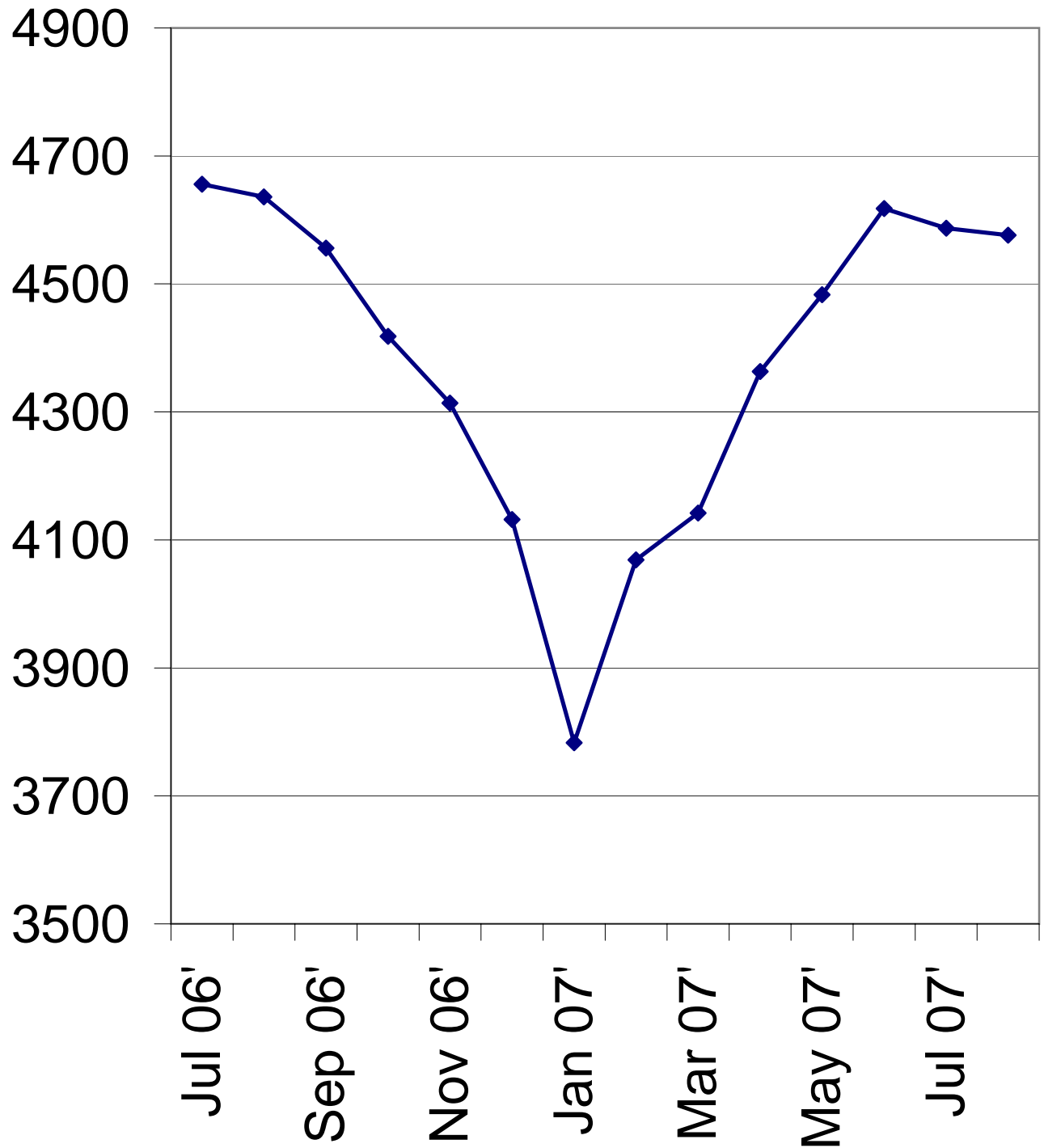
Kitty Hawk and Martin's Point: Houses -2% Lots +10% There were similar number of residences and unimproved properties sold in this market segment compared to 2006. However the days on the market and list price to sold price ratio favored buyers.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price
	2007	55	\$449,475 -2%	170		95.1%	2007	10	\$340,854 +10%
2006	52	\$459,192	145	96.2%	2006	11	\$308,727	206	94.6%

Duck: Houses -5% Lots +79% This area also saw a very similar activity to 2006. Since only 2 lots sold during the first half of 2007 there was a large swing in average sales prices. Like other areas it took considerably longer to sell a properties in this area. It is worth noting that home sellers negotiated slightly less than they did during the first half of 2006 in this area.

HOUSES	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price	LOTS	# Sales	Average Sold Price	Average Days on MKt.	List Price to Sold Price
	2007	49	\$750,358 -5%	174		94.5%	2007	2	\$525,000 +79%
2006	50	\$790,126	128	94.4%	2006	3	\$292,200	191	96.3%

Total OBX MLS Listings



Total OBX MLS Contracts

