

Onslow County Housing Summit

August 31, 2015

State Of Our Local Real Estate Market

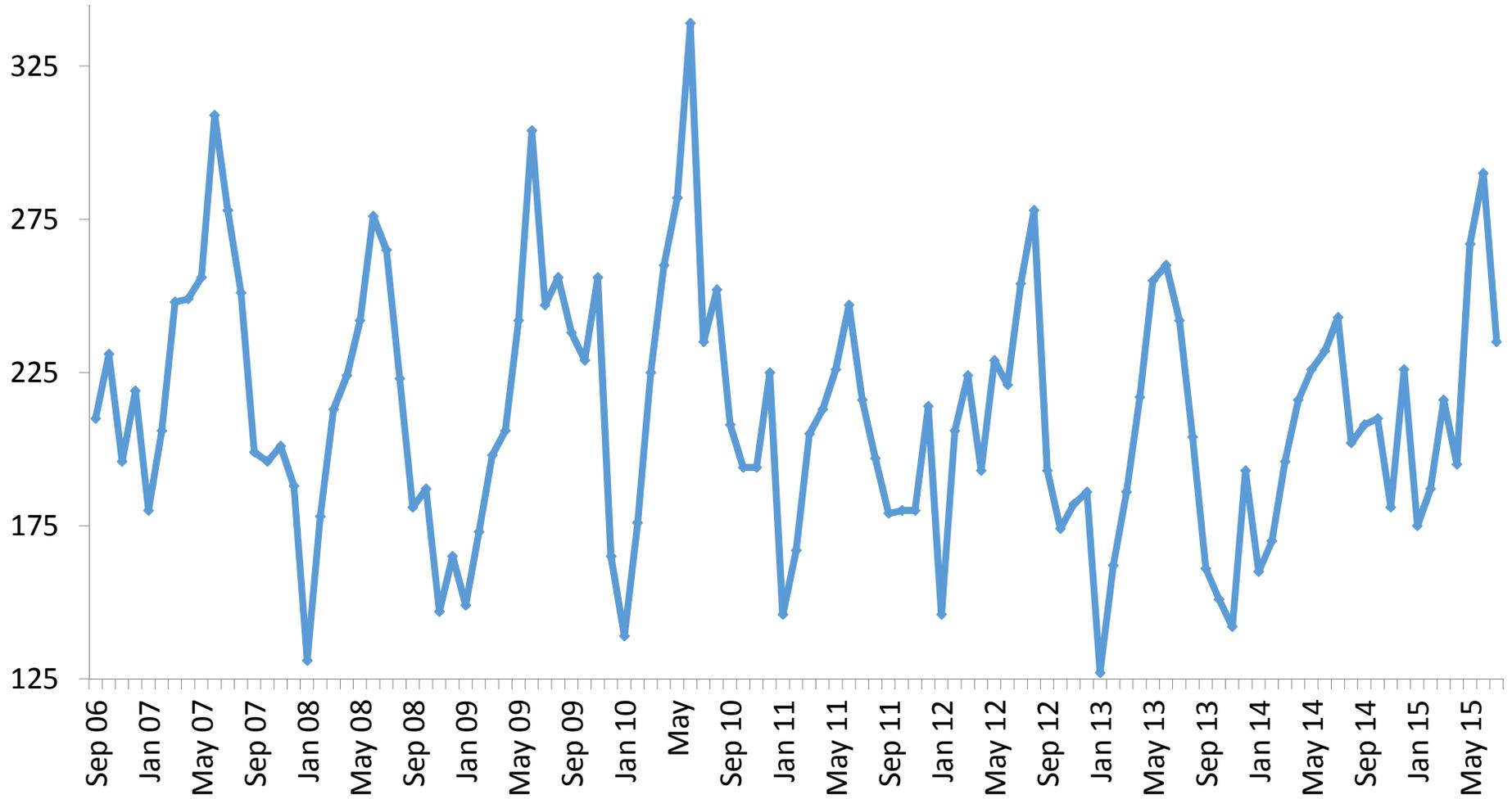


Information Obtained From The Jacksonville Board of REALTORS®
Multiple Listing Service

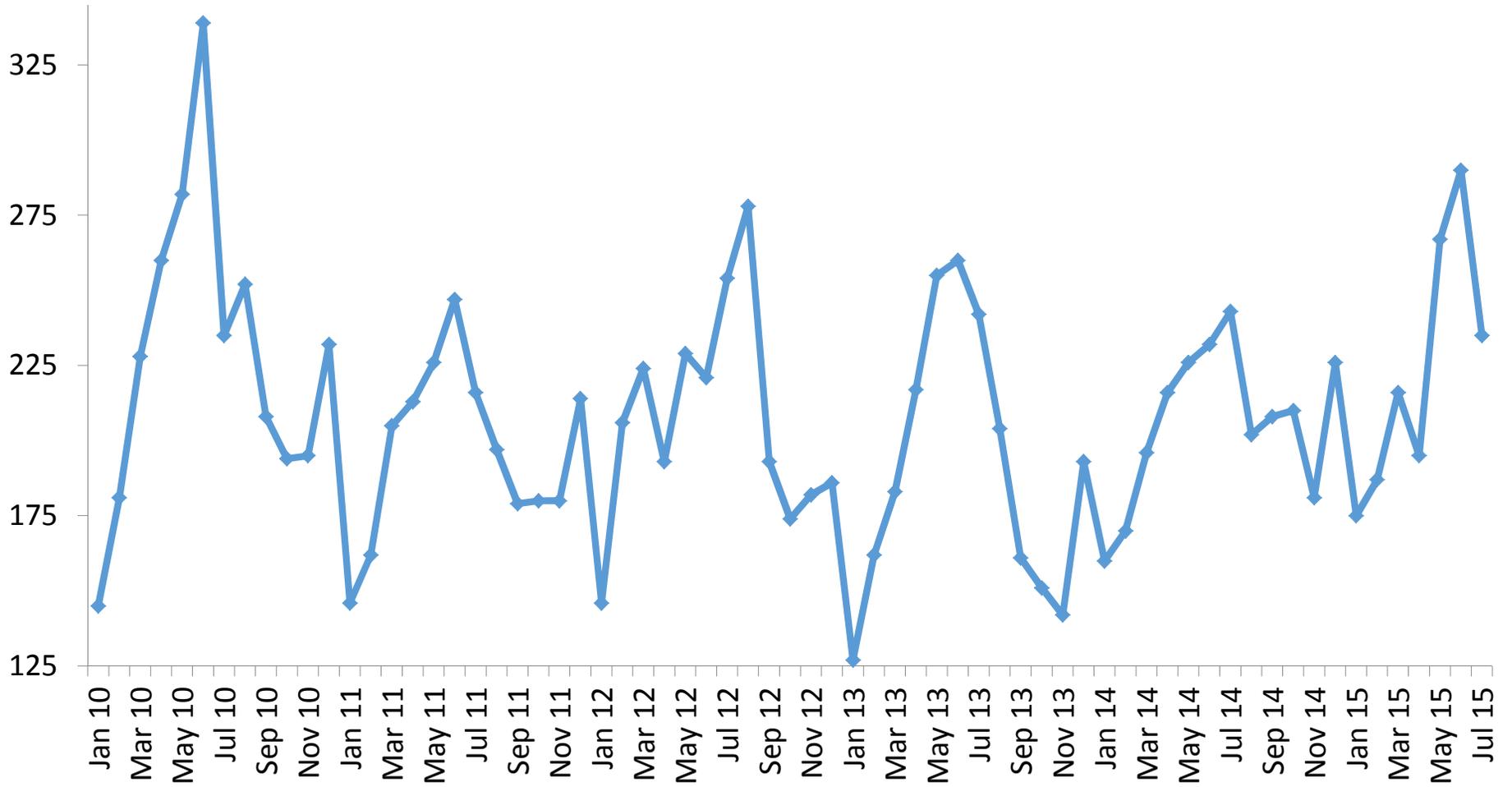
First

Let's Review Our Recent
Local Real Estate Market History

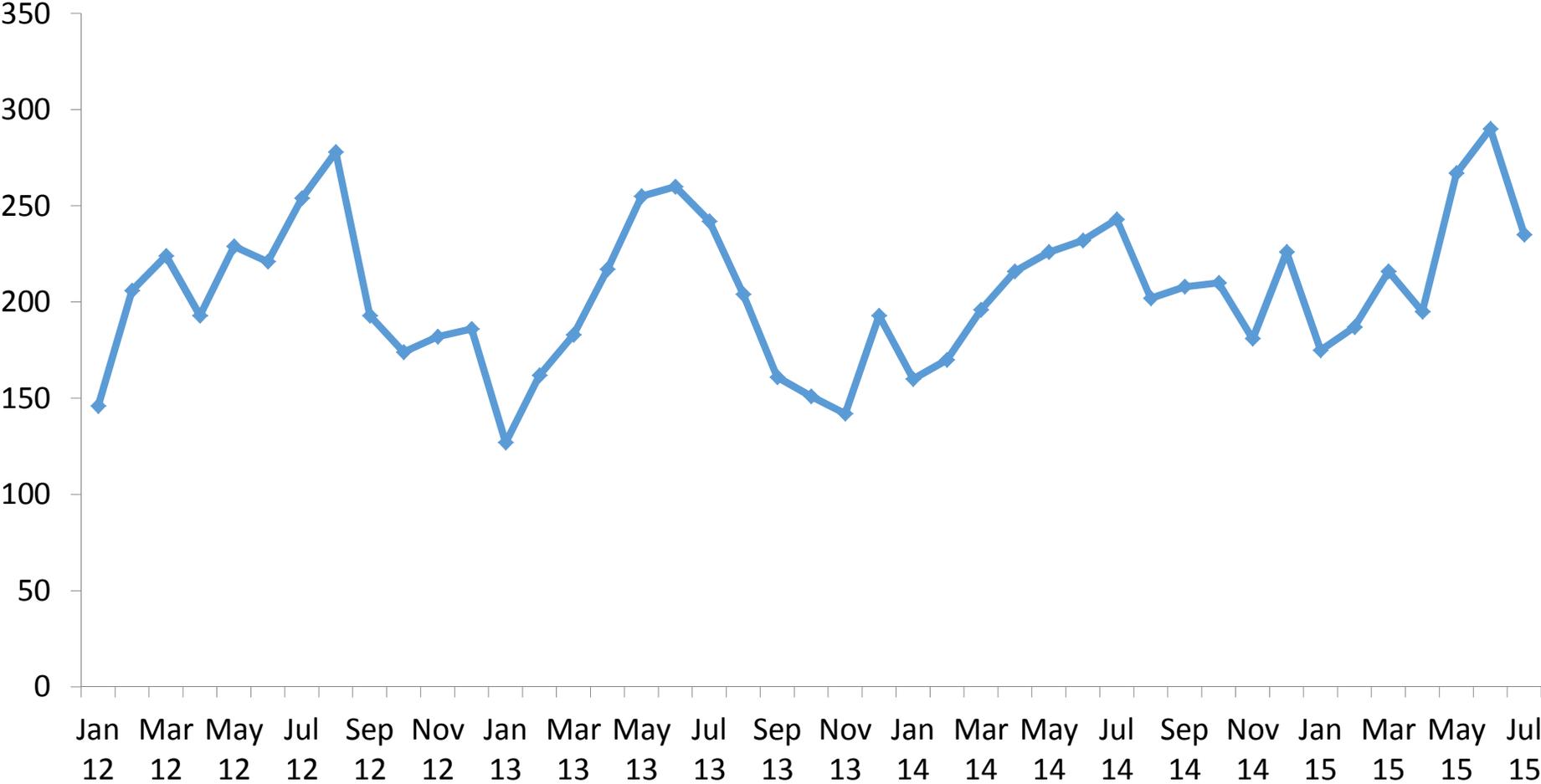
Single Family New Construction and Re-Sale Total Sales In Onslow County (by Units) 2006 - 2015



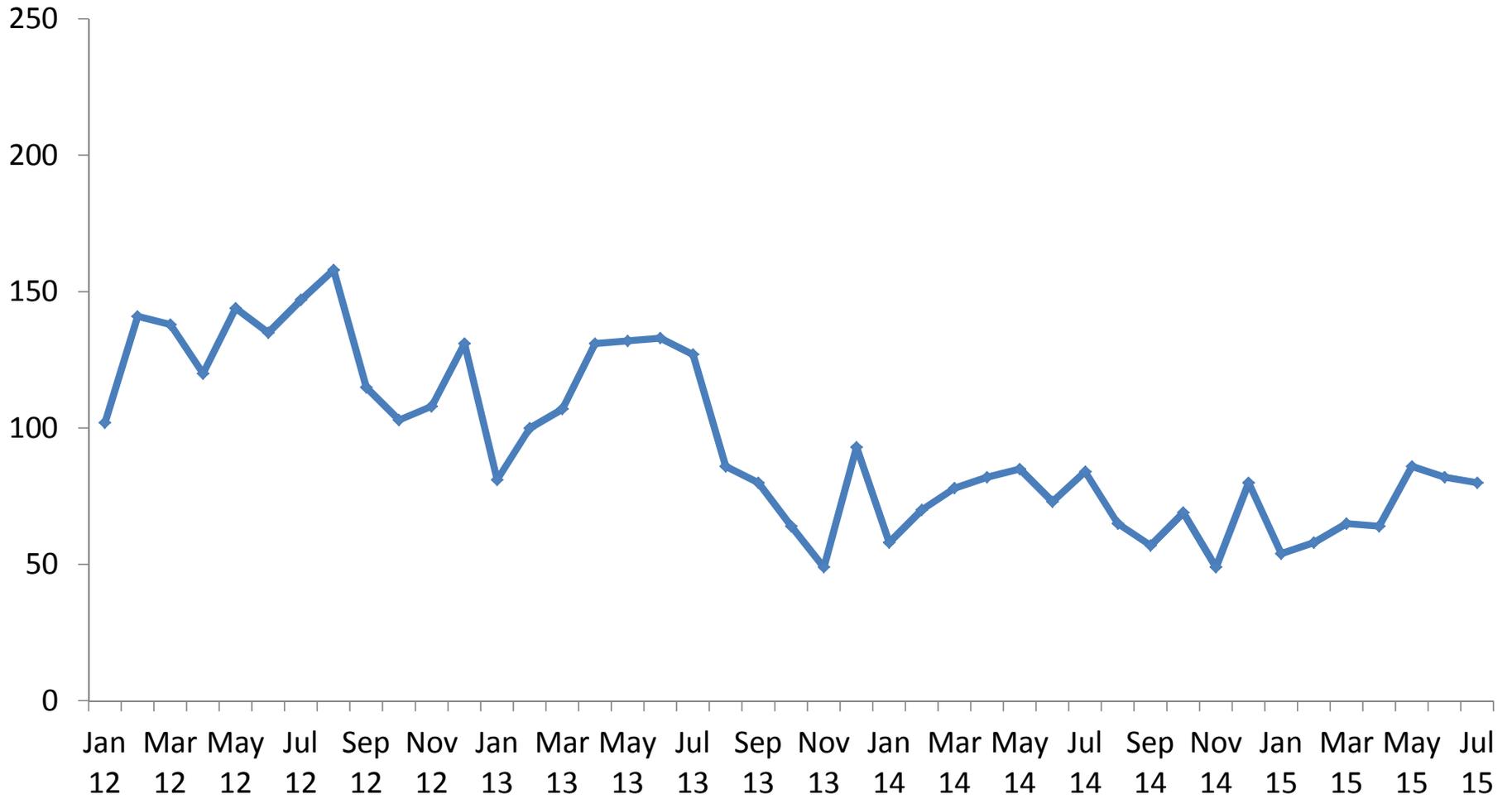
Single Family New Construction and Re-Sale Total Sales In Onslow County (by Units) 2010 - 2015



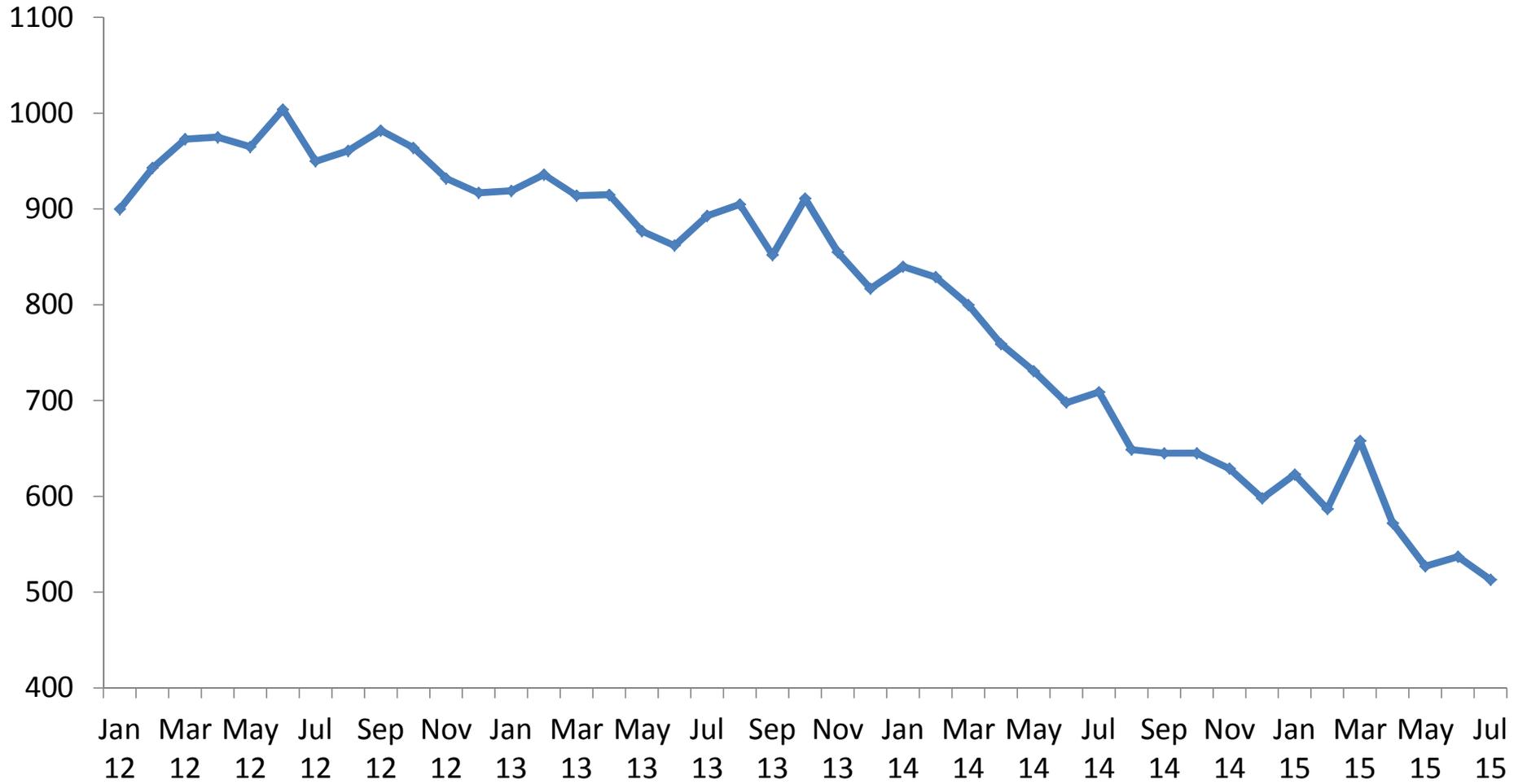
Single Family New Construction and Re-Sale Total Sales In Onslow County (by Units) 2012 - 2015



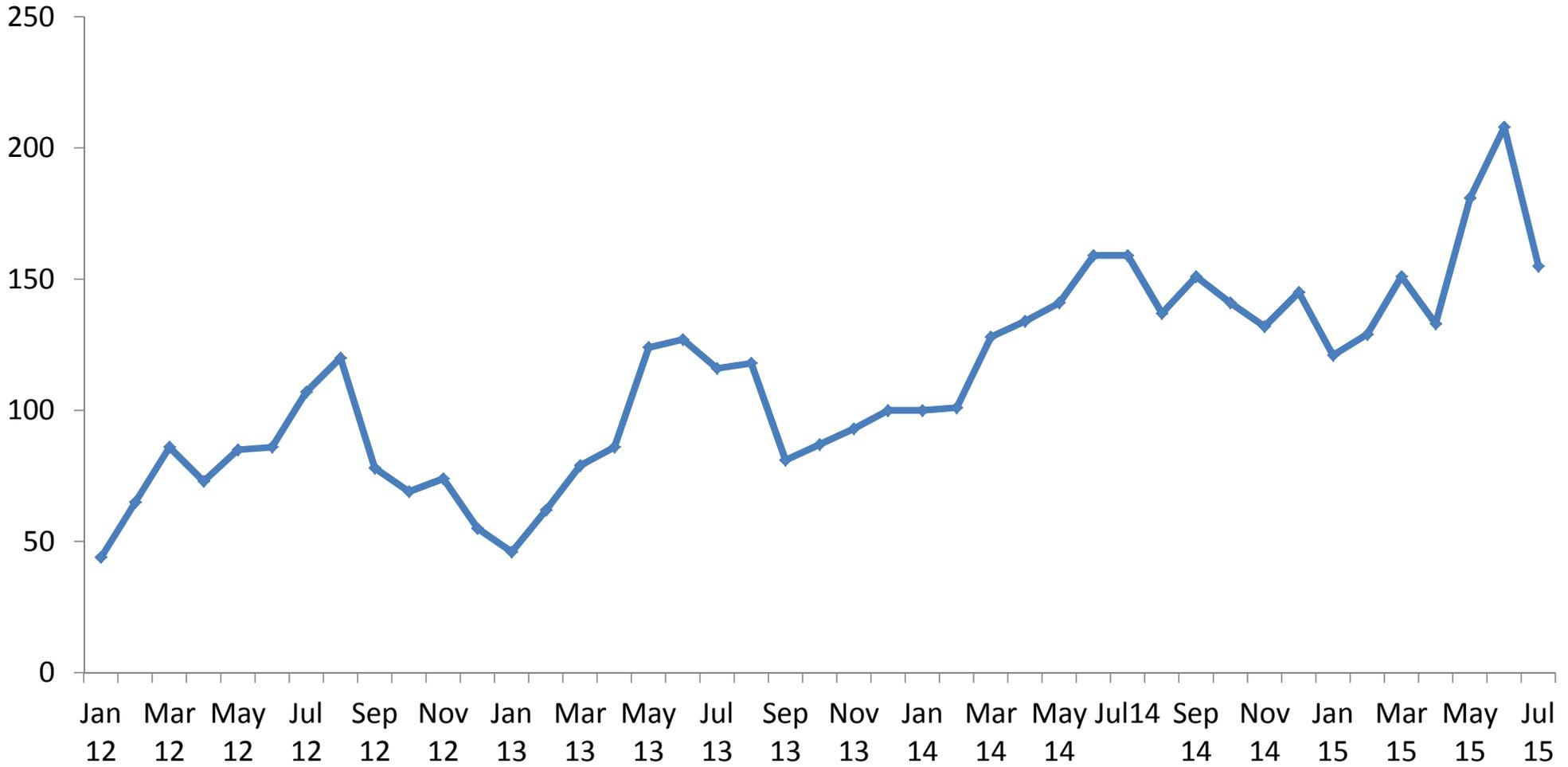
Single Family New Construction Total Sales In Onslow County (by Units) 2012 - 2015



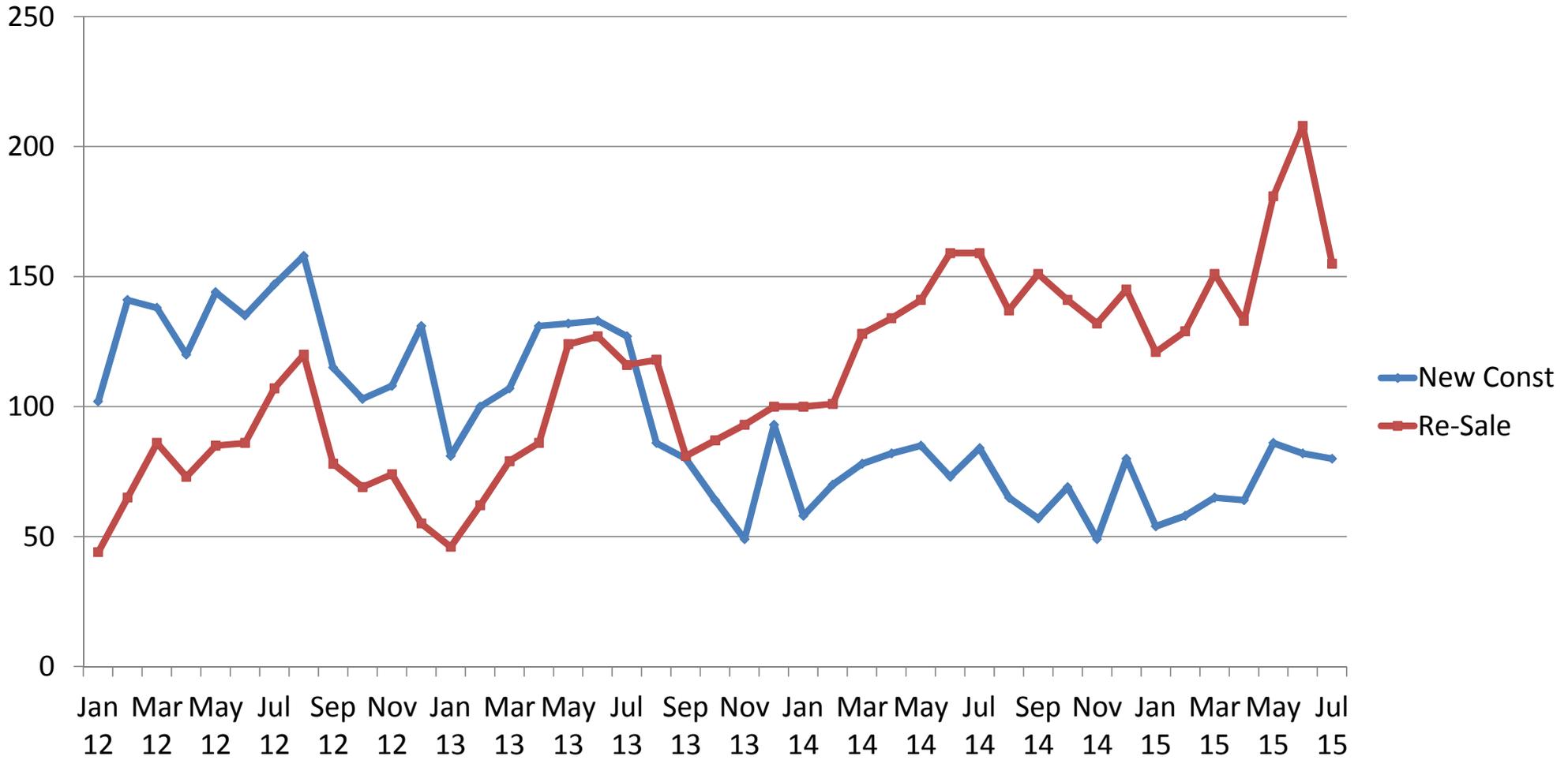
Single Family New Construction "Active" Listings In Onslow County (by Units) 2012 - 2015



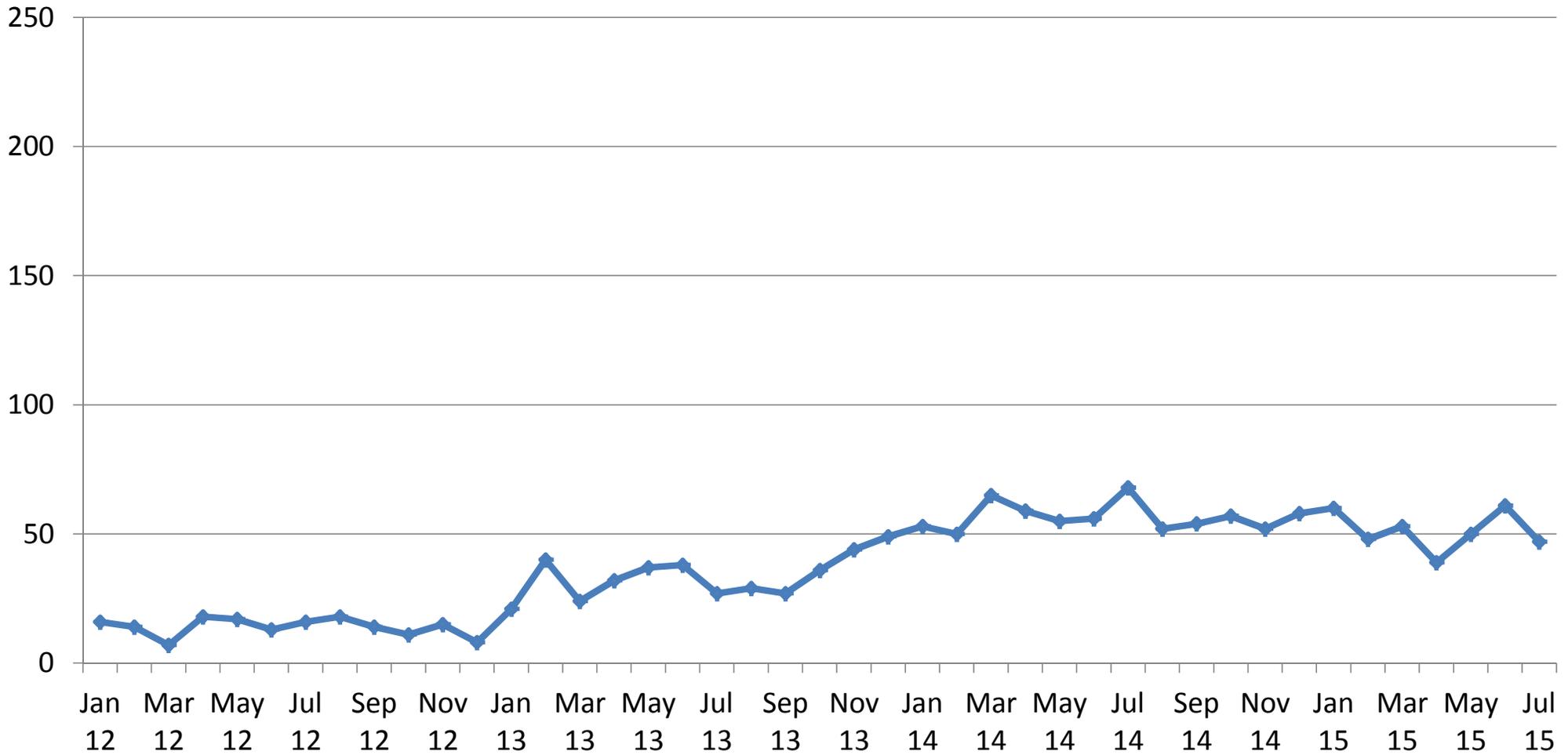
**Single Family Re-Sale Homes Total Sales
In Onslow County (by Units) Including Foreclosure Sales 2012 - 2015**



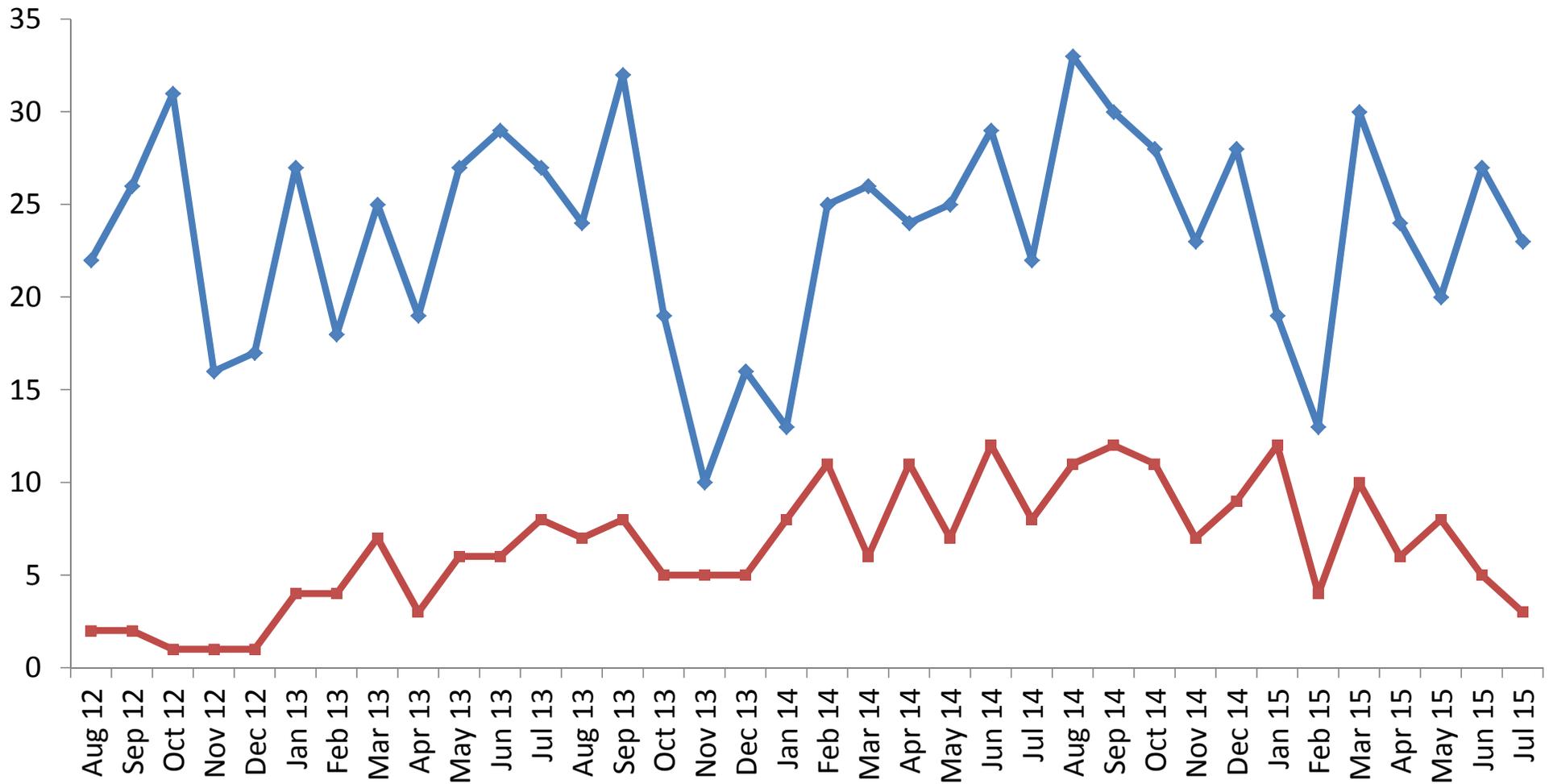
Single Family Comparison Of New Construction To Re-Sale Closings In Onslow County (by Units) 2012 - 2015



Number Foreclosure (REO) Single Family Homes Sold In Onslow County (by Units) 2012 - 2015



Condo / Townhome / Duplex New Construction and Re-Sale Total Sales With Foreclosure Sales In Onslow County (by Units) 2012 - 2015



June 2015 Foreclosure Sales For Onslow County (Areas 1 - 7) *

All Residential Foreclosure Sales

| Foreclosures | 2014 | | Past 12 Months | | Past 6 Months | | **Number Currently Active |
|-----------------------|--------|--------------------|----------------|--------------------|---------------|--------------------|---------------------------|
| | # Sold | Sales Rate / Month | # Sold | Sales Rate / Month | # Sold | Sales Rate / Month | |
| Under \$150,000 | 826 | 68.83 | 760 | 63.33 | 352 | 58.67 | 80 |
| \$150,001 - \$175,000 | 39 | 3.25 | 38 | 3.17 | 19 | 3.17 | 7 |
| \$175,001 - \$200,000 | 17 | 1.42 | 14 | 1.17 | 4 | 0.67 | 4 |
| \$200,001 - \$225,000 | 7 | 0.58 | 3 | 0.25 | 1 | 0.17 | 3 |
| \$225,001 - \$250,000 | 0 | 0.00 | 1 | 0.08 | 1 | 0.17 | 2 |
| \$250,001 - \$275,000 | 2 | 0.17 | 0 | 0.00 | 0 | 0.00 | 0 |
| \$275,001 - \$300,000 | 1 | 0.08 | 3 | 0.25 | 3 | 0.50 | 0 |
| \$300,001 + | 6 | 0.50 | 5 | 0.42 | 3 | 0.50 | 3 |

* Information obtained from Jacksonville Board of Realtors MLS

** Number Currently Active as of 8/26/2015

**COLDWELL
BANKER** 

SEA COAST
ADVANTAGE

Residential Unit Sales Stats

Statistics from Jacksonville Board of REALTORS® MLS (Onslow County Areas 1-7)

January - July 2015

Total Number of Residential Sales "Sold" YTD 6/30/2015 = 1835 (1753 in 2014)

Increase of 82 or Up 5 %

Total Number of Active Residential Listings = 2015



Total Number of Single Family Resales and New Construction Homes "Sold" YTD 6/30/2015 = 1581 (1464 in 2014)

Increase of 117 or Up 8 %

Total Number of Active Single Family Resales and New Construction Listings = 1670



Total Number of New Construction Single Family Homes "Sold" YTD 6/30/2015 = 492 (533 in 2014)

Decrease of 41 or Down 8 %

Total Number of Active New Construction Single Family Listings = 411



Number of Resale Single Family Homes "Sold" YTD 6/30/2015 (NOT INCLUDING FORECLOSURE SALES) = 731 (522 in 2014)

Increase of 209 or Up 40 %

Total Number of Active Re-Sale Single Family Listings = 1175



Total Number of Foreclosure Resale Single Family Homes "Sold" YTD 6/30/2015 = 358 (409 in 2014)

Decrease of 51 or Down 12 %

Total Number of Active Foreclosure Re-Sale Residential Listings = 84



Active" numbers as of August 8, 2015

Average Sales Price Comparison

Statistics from Jacksonville Board of REALTORS® [MLS](#) (Onslow County Areas 1-7)

January - June 2015

Average Sales Price of Residential Sales "Sold" Current Period = \$152,741

Average Sales Price of Residential Sales "Sold" One Year Ago = \$145,775

Increase of \$6,966 or UP 5 %



Average Sales Price of SF and NC 1,2,3 Sales "Sold" Current Period = \$162,942

Average Sales Price of SF and NC 1,2,3 Sales "Sold" One Year Ago = \$158,005

Increase of \$4,937 or UP 3 %



Average Sales Price of NC 1,2,3 Sales "Sold" Current Period = \$201,571

Average Sales Price of NC 1,2,3 Sales "Sold" One Year Ago = \$200,867

Increase of \$704



Average Sales Price of SF 1,2,3 (NOT REO) Sales "Sold" Current Period = \$171,162

Average Sales Price of SF 1,2,3 (NOT REO) Sales "Sold" One Year Ago = \$168,778

Increase of \$2,384 or UP 1 %



Average Sales Price of REO SF 1,2,3 Sales "Sold" Current Period = \$93,070

Average Sales Price of REO SF 1,2,3 Sales "Sold" One Year Ago = \$88,398

Increase of \$4,672 or UP 5 %



So What Are
Our Take Aways?

- **We sold more residential properties in Onslow County in 2014 than 2013** 
- **We've sold more residential properties in Onslow County in 2015 than 2014** 
- **The average sold price of homes has increased in 2015 over 2014 prices** 

- **We are selling more re-sale homes than new construction each month**
- **The number of “active” new homes on the market is declining**
- **The number of “foreclosures” sold is less in 2015 than in 2014**



When individuals have the freedom to operate in a free enterprise system,

AND

when the rights of individuals to own, use, and freely transfer real property is protected...

We believe that political stability and economic prosperity are achieved.



Questions ?

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2015 President Jacksonville Board of REALTORS®

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