

# LINCOLN COUNTY SALES ACTIVITY

1/1/2016

## VOLUME OF SALES

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	TOTAL
<b>January</b>	240	149	183	172	188	152	131	134	125	115	109	126	116	152	168	214	172	124	81	54	66	63	70	87	101	105	3397
<b>February</b>	205	152	183	185	201	140	134	104	133	132	113	104	126	123	173	190	196	124	84	62	66	79	73	71	88	112	3353
<b>March</b>	273	174	218	208	206	199	181	140	155	144	163	121	152	160	243	306	244	161	90	70	97	79	99	89	115	150	4237
<b>April</b>	297	240	229	205	196	156	184	168	143	149	130	142	220	152	260	307	216	161	90	89	86	94	88	114	116	170	4402
<b>May</b>	282	262	248	266	203	195	180	174	165	141	134	142	173	192	279	302	229	191	105	76	98	104	111	86	117	164	4619
<b>June</b>	347	244	271	314	249	186	231	154	153	180	179	168	199	242	321	335	255	179	103	96	101	95	132	128	126	192	5180
<b>July</b>	329	276	285	290	205	166	213	158	186	185	161	185	179	261	316	291	201	156	103	105	93	97	118	149	168	214	5090
<b>August</b>	334	273	269	254	263	202	203	176	193	184	163	207	211	241	339	374	267	171	109	103	104	100	122	159	165	208	5394
<b>September</b>	275	251	261	273	257	206	214	177	185	202	181	158	205	254	336	318	184	164	104	118	114	99	139	107	164	190	5136
<b>October</b>	253	257	225	229	224	206	180	198	183	161	168	158	217	272	292	303	217	142	78	105	98	108	134	134	188	169	4899
<b>November</b>	212	189	216	240	186	157	166	116	136	139	147	130	170	182	218	227	177	99	80	91	81	102	103	85	138	125	3912
<b>December</b>	171	182	204	206	184	157	126	145	152	119	111	132	160	213	265	225	113	90	62	102	102	76	94	93	121	138	3743
<b>TOTAL:</b>	<b>3218</b>	<b>2649</b>	<b>2792</b>	<b>2842</b>	<b>2562</b>	<b>2122</b>	<b>2143</b>	<b>1844</b>	<b>1909</b>	<b>1851</b>	<b>1759</b>	<b>1773</b>	<b>2128</b>	<b>2444</b>	<b>3210</b>	<b>3392</b>	<b>2471</b>	<b>1762</b>	<b>1089</b>	<b>1071</b>	<b>1106</b>	<b>1096</b>	<b>1283</b>	<b>1302</b>	<b>1607</b>	<b>1937</b>	

County record for each month

# VOLUME OF SALES

NUMBER OF SALES	YEAR																									NUMBER OF SALES		
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014		2015	
3400																											3400	
3300																3392												3300
3200	3218														3210													3200
3100																												3100
3000																												3000
2900																												2900
2800				2842																								2800
2700			2792																									2700
2600		2649																										2600
2500					2562																							2500
2400														2444		2471												2400
2300																												2300
2200																												2200
2100						2122	2143							2128														2100
2000																												2000
1900										1909																	1937	1900
1800								1844		1851																		1800
1700											1759	1773							1762									1700
1600																										1607		1600
1500																												1500
1400																												1400
1300																							1283	1302				1300
1200																												1200
1100																						1106						1100
1000																			1089	1071		1096						1000
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015		

**LINCOLN COUNTY RESIDENTIAL REAL ESTATE TRENDS**

**MEDIAN SALES PRICE**

PROPERTY TYPE	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
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**BARE LAND**

Oceanfront	\$77,750	\$84,000	\$120,000	\$135,000	\$130,500	\$164,000	\$160,000	\$170,000	\$170,000	\$179,500	\$150,000	\$185,000	\$185,000	\$168,000	\$222,500	\$275,000	\$499,000	\$555,000	\$595,000	\$541,000	\$294,500	\$335,750	\$297,500	\$285,000	\$132,500	\$189,250
Riverfront	\$25,000	\$33,000	\$31,500	\$25,000	\$46,000	\$66,500	\$50,000	\$55,500	\$55,000	\$70,000	\$43,500	\$63,500	\$55,000	\$64,000	\$54,750	\$69,000	\$91,000	\$130,000	\$70,000	\$67,000	\$74,000	\$55,000	\$110,000	\$52,325	\$52,000	\$55,000
Lakefront	\$50,000	\$43,000	\$59,500	\$75,000	\$96,000	\$90,000	\$70,000	\$152,000	\$97,000	\$130,000	\$92,000	\$96,000	\$85,000	\$162,000	\$150,000	\$205,000	\$153,000	\$98,250	\$417,000	\$0	\$567,500	\$100,000	\$205,000	\$110,000	\$128,500	\$117,500
View	\$25,000	\$29,000	\$29,500	\$32,000	\$42,000	\$45,000	\$45,000	\$49,500	\$50,000	\$52,500	\$50,000	\$56,000	\$46,250	\$55,000	\$60,000	\$86,500	\$146,750	\$161,250	\$150,500	\$87,500	\$82,000	\$75,000	\$70,000	\$94,500	\$84,750	\$65,000
Non-View	\$14,500	\$15,000	\$16,000	\$19,000	\$23,500	\$27,000	\$32,000	\$33,000	\$35,000	\$30,000	\$35,000	\$35,000	\$35,750	\$32,000	\$39,000	\$45,000	\$89,900	\$76,500	\$65,000	\$53,000	\$52,000	\$50,000	\$39,250	\$38,750	\$50,000	\$44,500

**IMPROVED PROPERTIES**

Oceanfront	\$134,500	\$183,750	\$199,000	\$240,000	\$262,250	\$320,000	\$310,000	\$267,500	\$300,000	\$309,500	\$339,750	\$325,750	\$325,000	\$415,000	\$462,500	\$666,500	\$780,000	\$800,000	\$770,000	\$574,000	\$538,500	\$500,000	\$498,000	\$500,500	\$418,750	\$434,000
Riverfront	\$60,000	\$65,000	\$80,000	\$88,750	\$101,000	\$117,500	\$117,500	\$131,000	\$132,000	\$132,500	\$139,500	\$125,000	\$140,000	\$149,000	\$163,500	\$160,750	\$240,000	\$225,500	\$231,000	\$261,500	\$242,000	\$195,000	\$209,000	\$199,000	\$184,000	\$186,500
Lakefront	\$83,000	\$136,500	\$180,000	\$142,500	\$185,000	\$265,000	\$175,500	\$208,000	\$245,000	\$230,000	\$210,000	\$233,000	\$272,500	\$250,000	\$372,500	\$477,500	\$479,000	\$705,000	\$600,000	\$457,500	\$505,500	\$383,000	\$360,000	\$353,750	\$271,000	\$315,000
View Homes	\$70,000	\$82,000	\$103,500	\$124,000	\$126,000	\$139,000	\$140,000	\$160,000	\$162,750	\$162,000	\$163,500	\$168,500	\$165,000	\$180,000	\$234,000	\$275,000	\$350,000	\$350,000	\$350,000	\$300,000	\$265,000	\$249,500	\$250,000	\$247,000	\$270,000	\$290,300
Non-View	\$54,000	\$57,500	\$65,000	\$63,000	\$75,000	\$93,000	\$100,000	\$107,000	\$105,000	\$110,000	\$111,750	\$115,000	\$124,000	\$127,000	\$145,500	\$184,500	\$220,000	\$248,000	\$247,500	\$205,500	\$195,000	\$183,500	\$183,000	\$182,500	\$190,000	\$196,000
New Construction	\$141,500	\$140,500	\$110,000	\$142,500	\$137,500	\$146,000	\$136,000	\$156,000	\$165,000	\$157,500	\$179,000	\$180,000	\$197,000	\$214,000	\$279,500	\$307,000	\$391,000	\$449,000	\$417,500	\$327,500	\$295,000	\$272,000	\$260,000	\$244,000	\$298,000	\$289,000
Per.Prop Mobile	\$10,000	\$12,500	\$9,000	\$12,500	\$17,000	\$17,000	\$20,000	\$25,000	\$24,250	\$21,500	\$13,500	\$17,500	\$23,000	\$27,000	\$34,000	\$20,000	\$21,000	\$23,000	\$25,000	\$18,000	\$23,000	\$19,450	\$20,000	\$24,750	\$27,000	\$29,250
Single Wide Mobiles	\$28,000	\$35,000	\$35,000	\$41,000	\$47,000	\$50,000	\$53,750	\$58,000	\$59,500	\$55,000	\$52,750	\$53,000	\$51,750	\$56,000	\$64,500	\$72,500	\$88,000	\$109,000	\$89,000	\$102,500	\$65,500	\$65,000	\$65,000	\$71,500	\$58,500	\$79,000
Double Wide Mobiles	\$51,000	\$54,000	\$62,750	\$70,000	\$79,500	\$85,000	\$91,500	\$93,000	\$98,500	\$92,000	\$104,000	\$110,000	\$102,500	\$113,750	\$123,500	\$138,750	\$168,750	\$183,500	\$165,000	\$167,750	\$146,500	\$139,000	\$133,500	\$135,000	\$138,750	\$134,000
New Mobile Homes	\$64,500	\$88,250	\$87,000	\$75,250	\$88,750	\$95,000	\$110,000	\$90,000	\$113,000	\$117,500	\$106,000	\$122,000	\$115,000	\$126,000	\$147,500	\$154,500	\$198,000	\$213,750	\$249,750	\$237,000	\$201,000	\$174,250	\$166,500	\$180,250	\$120,000	\$180,350
Condominiums	\$56,250	\$73,000	\$70,000	\$79,000	\$93,250	\$105,000	\$130,000	\$130,000	\$154,750	\$150,000	\$162,500	\$155,000	\$161,000	\$149,000	\$195,000	\$202,000	\$208,750	\$235,000	\$250,000	\$199,000	\$179,000	\$132,500	\$150,000	\$170,000	\$152,500	\$166,500
All Housing Units	\$59,500	\$67,000	\$72,000	\$82,500	\$92,000	\$102,000	\$110,500	\$125,000	\$125,000	\$125,000	\$130,000	\$135,000	\$135,000	\$145,500	\$165,750	\$195,000	\$240,000	\$260,000	\$250,000	\$224,000	\$201,000	\$190,500	\$192,000	\$187,000	\$200,000	\$215,000

All sales in this study are considered arms-length open market transactions.

Land categories do not include septic denied or unbuildable parcels. All land included are considered single building sites, not development or forest/farm acreage.

All improved sales include land value except condominiums and the personal property mobile home categories.

The non-view improved category includes only single family stick built residences. Does not include condominiums or mobile homes.

New construction category includes only single family stick built residences. Does not include condominiums or mobile homes.

The All Housing Units category includes all improved categories except personal property mobile homes.

NUMBER OF SALES																										
PROPERTY TYPE	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
BARE LAND																										
Oceanfront	58	43	33	33	29	24	27	25	13	26	11	27	30	37	40	22	11	12	2	2	2	6	2	3	8	8
Riverfront	21	23	16	39	37	24	21	17	16	13	10	10	15	25	26	32	20	17	10	7	5	5	5	12	12	11
Lakefront	12	6	7	7	7	7	1	2	8	4	4	2	3	5	5	4	2	2	1	0	2	1	1	2	2	2
View	340	247	271	290	175	149	131	137	129	112	96	84	152	203	356	287	188	98	46	38	31	29	27	32	29	68
Non-View	196	191	382	362	283	223	176	155	128	144	110	101	120	182	285	320	190	82	51	59	44	35	36	40	61	72
IMPROVED PROPERTIES																										
Oceanfront	65	54	35	37	48	41	39	49	51	62	48	52	57	74	82	82	53	34	19	24	26	19	31	33	52	45
Riverfront	75	69	61	64	56	52	42	32	62	55	38	43	51	67	88	74	71	36	32	22	20	28	23	36	43	48
Lakefront	17	18	16	10	15	15	9	15	10	9	14	15	10	24	16	20	14	4	7	4	4	5	7	8	14	6
View Homes	318	265	254	279	261	214	241	241	248	250	258	264	328	348	470	431	354	265	141	141	130	128	171	204	254	285
Non-View	440	425	446	398	414	379	387	303	341	323	268	297	339	393	519	605	431	361	229	162	151	164	186	213	299	299
New Construction	38	40	73	74	92	86	70	59	55	46	51	47	31	50	101	143	123	138	96	60	25	21	23	21	30	31
Per.Prop. Mobiles	32	29	30	38	42	31	34	25	46	48	39	46	51	39	67	82	43	41	38	39	44	42	53	57	50	76
Single Wide Mobiles	57	71	68	77	66	47	48	37	33	41	36	47	54	37	48	65	49	47	17	12	15	13	19	23	22	24
Double Wide Mobiles	97	89	128	86	116	108	115	100	140	116	118	115	155	190	222	248	216	130	109	76	71	61	94	124	144	137
New Mobile Homes	7	4	13	14	22	30	17	9	15	11	15	19	13	16	37	39	25	29	13	10	1	2	3	5	1	6
Condominiums	114	112	106	99	84	83	89	81	104	83	107	85	114	121	156	191	200	155	68	73	54	52	74	75	104	138
All Housing Units	1109	1017	1049	1000	1016	902	930	831	944	903	825	862	1028	1183	1548	1676	1343	983	592	468	449	460	600	706	896	1073

**MEDIAN SALES PRICE ALL SINGLE FAMILY HOUSING UNITS**

MEDIAN PRICE	YEAR																									MEDIAN PRICE		
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014		2015	
\$260,000																		\$260,000									\$260,000	
\$250,000																	\$240,000		\$250,000									\$250,000
\$240,000																												\$240,000
\$230,000																												\$230,000
\$220,000																				\$224,000							\$215,000	\$220,000
\$210,000																												\$210,000
\$200,000																\$195,000				\$201,000						\$200,000	\$200,000	
\$190,000																					\$190,500	\$192,000	\$187,000				\$190,000	
\$180,000																												\$180,000
\$170,000															\$165,750													\$170,000
\$160,000																												\$160,000
\$150,000														\$145,500														\$150,000
\$140,000											\$130,000	\$135,000	\$135,000															\$140,000
\$130,000								\$125,000	\$125,000	\$125,000																		\$130,000
\$120,000							\$110,500																					\$120,000
\$110,000						\$102,000																						\$110,000
\$100,000					\$92,000																							\$100,000
\$90,000				\$82,500																								\$90,000
\$80,000		\$67,000	\$72,000																									\$80,000
\$70,000	\$59,500																											\$70,000
\$60,000																												\$60,000
\$50,000																												\$50,000

Only includes sales of open market, arms length transactions. No duress sales. No unadvertised sales between relatives, friends, or neighbors. No bank foreclosure resales or short sales. No personal property manufactured homes.

**FORECLOSURES**

Lincoln County

Date	Lincoln County																										
1/1/2016	Year																										
Number	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Number
200																					218						200
175																				175							175
150																						156					150
125												131	124	128									137			142	125
100											116									106						114	100
75															71												75
50			49							53																50	50
25	22	34		32	28	28	28	44																			25
																	15										
<b>YEAR</b>	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	

