

“Who Sold What” in 2018

Pinehurst/Pinehurst Area

Provided by: **Village Properties of Pinehurst**

During the past year there were **607 Homes**, **131 Condominiums**, and **102 Vacant Home-sites** sold & closed in the Pinehurst Area. Listed below is the breakdown on the number of property closings that were sold either “**In-House**” or through a “**Co-Broker**”. Let me explain the difference between the two. When any home, condo, or home-site is sold “**In-House**” it means that the selling agent who actually sold a particular property is affiliated/employed by the same real estate firm who has the property listed (Dual Agency). The selling agent in this case might be the listing agent as well, known as a Dual Agent, or it may be listed with another agent in the same firm which still means the selling agent is working for the buyer as a Dual Agent (Anytime a selling agent sells a property listed with the same firm is usually working as a Dual Agent). A “**Co-Broke**” sale is one in which the selling agent works for one real estate firm but the property being sold is listed with another real estate firm. Real estate firms and agents who are members of the Mid Carolina Association of Realtors agree to co-broke their listings with other firms and agents within the local board and multiple listing service.

All Homes Sold & Closed in 2018

- 1. Co-Broker = 503 Homes or 83%**
In House = 104 Homes or 17%
607 Total

All Condominiums Sold & Closed in 2018

- 2. Co-Broker = 101 Condo's or 77%**
In-House = 30 Condo's or 23%
131 Total

All Vacant Home-sites Sold & Closed in 2018

- 3. Co-Broker = 65 Home-sites or 64%**
In-House = 37 Home-sites or 36%
102 Total

The three examples above show that the vast majority of all sales at 80% and especially single family home sales at 83% were sold by “Co-Broke” agents and their firms and not by the firm who actually had any particular property listed “For Sale”.