



THE SANDMAN TEAM

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Nags Head – Oceanfront
"Salty Dog" w/ Fabulous Floorplan!
8 BR's, ELEVATOR, Game Room, Heated POOL * Double Decks East & West!
\$207,700 Rents in 2025! Furnished!
Call John Leatherwood **HL#1019**
MLS 130290 **\$2,274,500**



SOLD
Nags Head - Oceanfront
"Pretty Mama" w/ Fabulous Ocean Views!
8 Bedrooms! Elevator, Heated Pool, Game Room w/ Arcade & Mini Kitchen!
\$240,000 Rents 2023, 2024 ...9% Return!
Call John Leatherwood **HL#1021**
MLS 128044 **\$2,174,500**



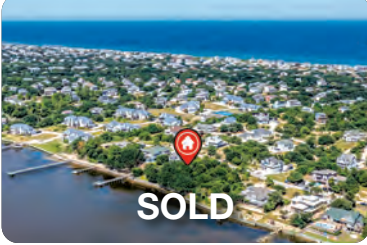
Downtown Duck!
Oceanside Home! High Elevation*
Open Great Room w Loft, Game Room
ELEVATOR, Pool, Rental Income! Walk
to Shops & Restaurants * Furnished!
Call John Leatherwood
MLS 132501 **\$1,692,500**



SOLD
Forever Ocean Views!
Spacious Great Room w/ Fabulous
Kitchen *Heated Pool * Game Room*
Man Cave Garage! Rent Projected
\$120K! Fabulous Location!!!
Call John Leatherwood
MLS 130565 **\$1,400,000**



Semi-Oceanfront On "2" Lots!
Fabulous Home w/ Ocean & Sound
Views *8 Bedrooms *Over 1500SF
Decks *Abuts Park Service *2 Nearby
Beach Accesses *Fully Furnished
Call John Leatherwood **HL#1006**
MLS 127628 **\$924,900**



SOLD
Southern Shores Soundfront Lot!
High Elevation * Sought After North
Dune Loop Location * Unending Sound
Views & Gorgeous Sunsets * Minutes to
Duck! Build Your Dream Home Here!
Call John Leatherwood **HL#1010**
MLS 130208 **\$835,000**



Nags Head - Oceanfront Lot!
Fabulous Location across from the Outlet
Shops & Short Walk to the Nags Head
Event Grounds. "Very" High Elevation Lot.
Build Your Dream Home right here!
Call John Leatherwood **HL#1001**
MLS 131827 **\$1,495,000**



Nags Head – Semi-Oceanfront!
Value is in the Land! Dimensions 50 x 228!
Close to Jennette's Pier, Outlet Shops
& More! Build Your Dream Home ...
Collect Rent in the meantime! Come See!
Call John Leatherwood **HL#1010**
MLS 131832 **\$699,900**



SOLD
Community of Kilmarlic!
Stunning One-Level Living! Open Living
w/ Entertainment Center & Gas Fireplace,
Huge Ensuite Bedroom, Garage w/
FROG, Landscaped, Room for Pool!
Call John Leatherwood
MLS 130060 **\$565,000**



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Colington Harbour
Amazing Home in the Harbour! Extremely
Well Maintained! Eat-in Kitchen, Spacious
Living, NEW SCREENED PORCH! New
Fortified Roof & More! Fully Furnished.
Call John Leatherwood **HL#1004**
MLS 130448 **\$469,000**



Jarvisburg * 1128 Feet on Highway!
11.47 Acre Parcel Zoned GBI – a
Multitude of Commercial Development
Possibilities * Single Family Homes
Permissible! Preliminary Plat shows 8 Lots!
Call John Leatherwood **HL#1006**
MLS 129821 **\$424,900**



Colington Harbour Soundfront!
Grassy Lot Ready To Build! Views out
over the Sound to the S/SW. Best Value
Soundfront Lot! Bulkhead in place * Add
Dock & Boat Lift, Build Your Dream!
Call John Leatherwood **HL#1011**
MLS 127629 **\$269,000**

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The Outer Banks News



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The Outer Banks News

SandmanTeamOBX.com




A Message from John "The Sandman" ...

*** OBN 2026 *** OBN 2026 *** OBN 2026 ***

Greetings from the Land of OBX!

The Outer Banks is alive with things to do and see ... always has been. Long walks on the Beach, Soaking in the Sun, enjoying the healing powers of warm waters of the Atlantic Ocean, Restaurants a plenty, Jockeys Ridge, The Oregon Inlet & Prates Cove Marina's for deep sea fishing adventures, climbing Lighthouses, Downtown Manteo, a trip to Ocracoke, and so much more ...

It is these things we love and what brought us to this beautiful place to visit. And for those not born here, it's what made us want to live here. Many of you have made the move, or are thinking real hard about doing so. I'm sure you've heard the term "Local". This moniker belongs to those born here. I call myself a "Long-Timer" since I wasn't "born" here ... but have lived here about 4 decades now. I created this name "Long-Timer" & wear it proudly! 😊

The obvious natural reality of being drawn to live in the Beautiful Outer Banks is that each of us must have a place to live. Ha! ... you knew I would bring this around to our Real Estate Market. I didn't want to leave you hanging too long ... so let's get to it.

In a nutshell, our Outer Banks Market is healthy. There is a good selection of homes available at any given time, although inventory remains on the lower side. Rates have softened a bit over last year, and then slightly increased with recent concerns

over inflation. This does not seem to have made a huge impact on the numbers of sales or values. All expectations are that 2026 will remain a good and steady market to the benefit of both Buyers and Sellers.

It is interesting to me when I consider the history of real estate cycles. The cycles, as such, are more deeply felt in resort real estate markets up and down the East Coast ... usually more so than in typical suburban / rural markets. In resort markets when the market is in extreme demand (remember the Sellers' markets of 2021,2022 & early 2023) values increased almost monthly. Inventory (available active listed homes and land) were scarce. Homes sold quickly. Buyers were making offers above ask price – some considerably so, and most with significant amounts of non-refundable "due diligence fees". At that time, it is what was required if you wanted the seller to pick your offer over the other (usually) seven offers with which you were competing. In the few years before 2022, we had 3% mortgage rates all day long and yet homes were taking anywhere from 1 to 4 months or more to sell. And that was before the values shot up in the years 2021-2023.

The point of the above is to lay the foundation of "action / reaction". We are human and action/ reaction is what we do in our business and in our personal lives. I know both ends of this very well in my own life. We all do. The best we can hope to do is to learn from it as we go and grow.

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THE SANDMAN TEAM Covers The BEACH
SandmanTeamOBX.com Your Real Estate Connection to the OUTER BANKS!
Want to Know Your Property's Value? visit: OuterBanksHomeSeller.com
Thinking of Purchasing a Property? visit: OuterBanksHomeBuyer.com

SandmanTeamOBX.com 2025 Thank you's!

A Word of Thanks from the **THE SANDMAN TEAM**
Many Thanks to Each and Everyone of You! We wish you a Fabulous Year in 2026...
We sincerely appreciate your Business!

Please remember us when you or someone you know is thinking OBX Real Estate

Thank You!

Mark & Janet Padgett, Kurtis & Cindy Kight, Mark and Cathy Dailey & Family,
Julie Parson, Taylor & Katie Haulsee, Brian Trump & Sabrina Sutton, Jeff & Josia Leipholtz,
Jen Schoch & Joey Pearson and Gary & Debbie Schoch, Geoff & Cindy LeSueur and Bill Lesueur,
Larry & Deb Wall, Jim & Melissa Keown, Mitro Family Trust, Bill & Laura Kidd, Ron Bridges,
Dave Gearhart, Kellie Gearhart, Paul Cucco and The Church of the Outer Banks,
Steve & Theresa Baker, Ginger & Walton Morris, Martin Keller, Art & Connie Stuart,
Randy & Janet Spotswood, Jim & Mary Mismas, Dan & Tracy Gautier, Rob & Amy Wise,
Tony & Lorraine Smith ...

Thank you to each of you! We couldn't have done it without you!

Grass Choppers
Grass Cutting / Bush Hog Service
General Yard Maintenance

⌘⌘⌘
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The real estate market (like the stock market) reflected on a growth chart over the years (even more evident over decades) may move up and down, but over time it is an upward growth line. Values and costs increase over time.

Inflation is a part of life. Costs go up over time. The average annualized inflation rate (long-term) is around three percent. Some years it can be higher. What the US Dollar will buy over time is affected by rising costs ... housing, food, medical care ... right down to a pack of gum. Just about everything you can think of increases in cost ... over time.

Buying real estate is the perfect hedge against inflation. By owning real estate, you have an investment that as market values/costs increase you have an asset that is increasing in value. Real estate is unique. For example, your investments in stocks, ETF's or mutual funds are also excellent investment vehicles to hedge against inflation. But, unlike a vacation home on the Outer Banks, with a stock you cannot spend the night in them, you cannot rent it out and generate passive income, you do not have annual depreciation write-offs against your ordinary income, **you cannot vacation in it**, you cannot write-off costs associated with ownership such as taxes and insurances and maintenance costs – all of which help to reduce your taxable income.

Looking at a growth chart over time, real estate values climb ... real estate has proven to be an excellent long-term investment. Long-term is the key. We have cycles of growth and recession in our National Economy, and they affect real estate values everywhere. A long-term-hold approach to owning real estate in the key. I have noted one thing that I find interesting and that is that the difference between the real estate market and the

"Look for three things in a person: intelligence, energy, and integrity. If they don't have the last one, don't even bother."
- Warren Buffet



stock market is that the stock market seems to recover more quickly. As an investor, the greatest benefit in either investment vehicle is the long-term approach. Warren Buffett likes the Stock Market and advises long-term hold stock hold in well established financially healthy companies. The stock market is not the only way to build wealth. Owning rental

real estate is also a great way to build wealth. Diversification is key ... own both stocks and real estate! If you buy a \$500,000 yearly rental home and rent it for \$2,000mo ... what are the benefits? A) \$2,000 x 12 = \$24,000 income, B) Expenses of ownership are tax deductible against your ordinary income (w/ some limitations) = reduces your tax liability, C) The tenant through payment of rents is paying down the principal on your mortgage (if you have one), D) Tax laws allow you to "depreciate" your investment over a 27.5 year period.

Assuming your \$500,000 home has land value of \$100,000, this leaves \$400,000 as the value of the depreciable improvements giving you a paper write off of \$14,545 against your ordinary income thereby reducing your tax liability, E) Over time ... Over years, Over decades ... mortgage interest rates may drop lower than your mortgage rate on your investment so you can refinance and reduce your monthly payment, increase your net income and write off the expenses of the refinance against your ordinary income, F) Over time, over years, over decades ... rents do not go down. They go up. In 1985 a Kill Devil Hills 4 bedroom basic home rented for \$450 month. Today, \$2350 month ... if you can find it. In 1985, today's \$500,000 home would have sold for \$75,000. Wealth building by most who have achieved it is a determined mind set and focused plan to invest at every opportunity over a lifetime. Live below your means. Invest regularly. Reap the benefits through the tax advantages of real estate ownership now, and

benefit in later years from diversified income streams.

In my prior OBN Newsletters I have shared with you the cycles we have experienced here on the Outer Banks. Anyone who either did not receive my prior newsletters and would like a recap on our OBX real estate market cycles just send me an email or text request for this information. Glad to send it to you.

There is so much to be thankful for in our lives. God, this great United States of America in which we live and the freedoms our Constitution provides, our Families, Friends, our Health, and so much more. I would add TENNIS (and golf!) for me, 😊 I am grateful for each of these things in my life ... and I am grateful I get to enjoy it living on the Outer Banks of North Carolina. And, because of the business I am in I have been blessed with meeting so many amazing and wonderful people.

Speaking of wonderful people, I want to make mention of a couple, Bill and Diana Schwartz, who purchased their home through me in 1986 – that was 40 years ago. I had traded messages with Bill in June 2025.

Then, a few months ago while driving to work one morning I saw an incoming call from Bill on my phone.

I said, "Hi Bill!" there was silence and then Glenn their son told me it was he who was calling. I said, Oh no. He said yes. Hearing that Bill had passed was a hard moment. I loved these people. Bill retired years ago from I believe Occidental Petroleum but stayed in their home in Grand Island, NY. He was an expert (in my opinion) amateur photographer. He and Diana spent many a OBX trip in the Alligator River and Lake Mattamuskeet areas photographing wildlife. Over the years, when we visited, Bill would



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"Real integrity stays in place whether the test is in adversity or prosperity."

- Chuck Swindol

show me volumes of photos he had taken. I will always remember Bill.

I also want to give a shout out to Paul & Sandy Caccamise who also purchased their home though me in April 1986 and still own it ...that's 40 years. John & Jeannette Pennacchia purchased their home through me in May 1994. They just stopped into my Office last week to say hello. I met all three of their children at the time – all of whom are now grown and now with children of their own. There are so, so many others I would like to list but it would take pages.

Time is the one commodity that no one can control. But we can control, to some extent, what we do with it. If you're not already living here and enjoying this beautiful place ... know there is



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room for you. Just remember, Spring follows the long Winters ... and then Summer. And there is no better place to spend your "time" than at the Beach! It's

just prettier here. And FYI we "generally" don't get blizzards in winter. 😊

As always, let us know when we may assist you with either the sale or purchase of a property here at the beach. It's what we do best! Each Sandman Team Member's contact information can be found throughout this Newsletter. We look forward to hearing from you.

To thrive in life in 2026 you need three bones.
A wishbone. A backbone. And a funny bone!

John
"The Sandman" 😊