

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Cary / Apex / Morrisville

+ 13.3%

Change in
New Listings

+ 4.1%

Change in
Closed Sales

+ 5.0%

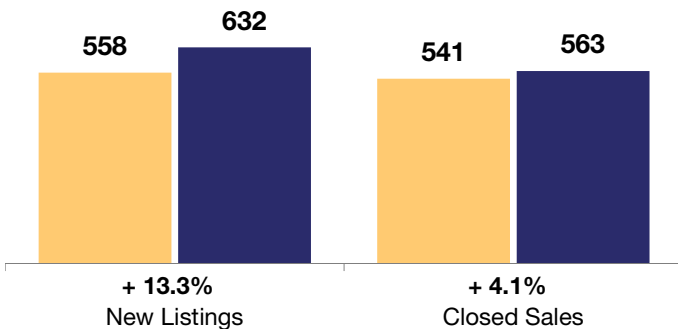
Change in
Median Sales Price

| | August | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 558 | 632 | + 13.3% | 4,906 | 5,029 | + 2.5% |
| Closed Sales | 541 | 563 | + 4.1% | 3,679 | 3,853 | + 4.7% |
| Median Sales Price* | \$357,000 | \$375,000 | + 5.0% | \$355,000 | \$365,000 | + 2.8% |
| Average Sales Price* | \$385,380 | \$406,836 | + 5.6% | \$384,824 | \$399,024 | + 3.7% |
| Total Dollar Volume (in millions)* | \$208.5 | \$229.0 | + 9.9% | \$1,415.8 | \$1,537.4 | + 8.6% |
| Percent of Original List Price Received* | 98.7% | 98.9% | + 0.2% | 99.1% | 99.1% | 0.0% |
| Percent of List Price Received* | 99.6% | 99.6% | 0.0% | 99.7% | 99.7% | 0.0% |
| Days on Market Until Sale** | 23 | 22 | - 4.3% | 22 | 22 | 0.0% |
| Inventory of Homes for Sale | 1,077 | 1,108 | + 2.9% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.3 | - 4.2% | -- | -- | -- |

* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

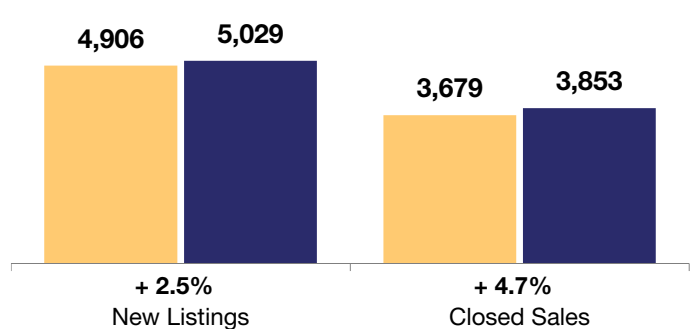
August

2017 2018

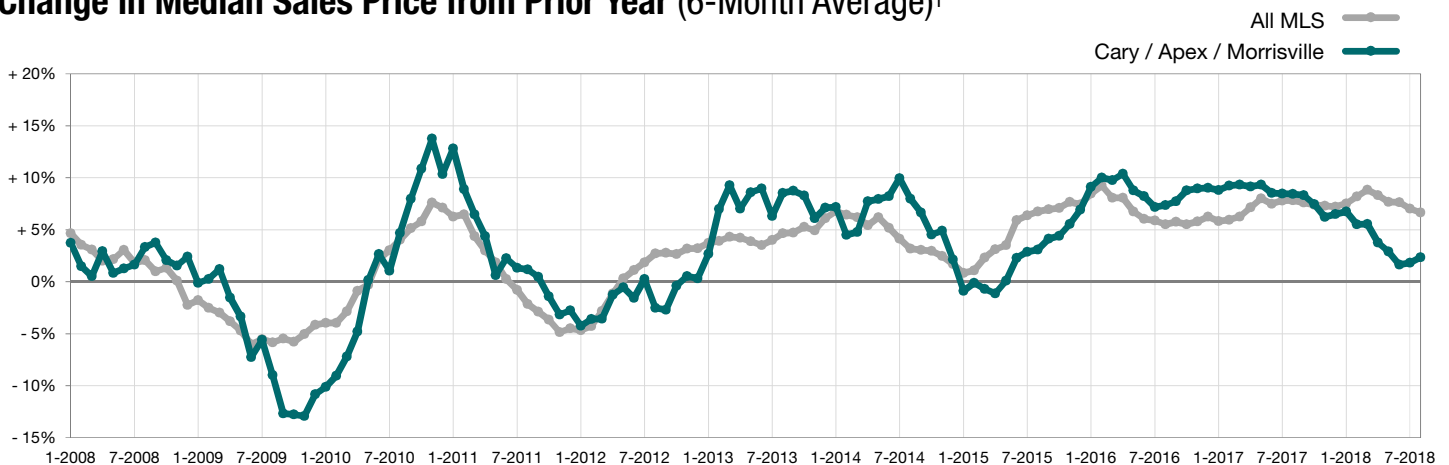


Year to Date

2017 2018



Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period