

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Cary / Apex / Morrisville

- 24.5%

Change in
New Listings

- 20.5%

Change in
Closed Sales

+ 5.8%

Change in
Median Sales Price

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	563	425	- 24.5%	5,469	5,467	- 0.0%
Closed Sales	443	352	- 20.5%	4,122	4,211	+ 2.2%
Median Sales Price*	\$340,000	\$359,790	+ 5.8%	\$353,719	\$365,000	+ 3.2%
Average Sales Price*	\$378,482	\$388,922	+ 2.8%	\$384,143	\$398,342	+ 3.7%
Total Dollar Volume (in millions)*	\$167.7	\$136.9	- 18.3%	\$1,583.4	\$1,677.4	+ 5.9%
Percent of Original List Price Received*	98.3%	98.3%	0.0%	99.0%	99.0%	0.0%
Percent of List Price Received*	99.3%	99.3%	0.0%	99.7%	99.6%	- 0.1%
Days on Market Until Sale**	27	26	- 3.7%	22	22	0.0%
Inventory of Homes for Sale	1,124	1,102	- 2.0%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

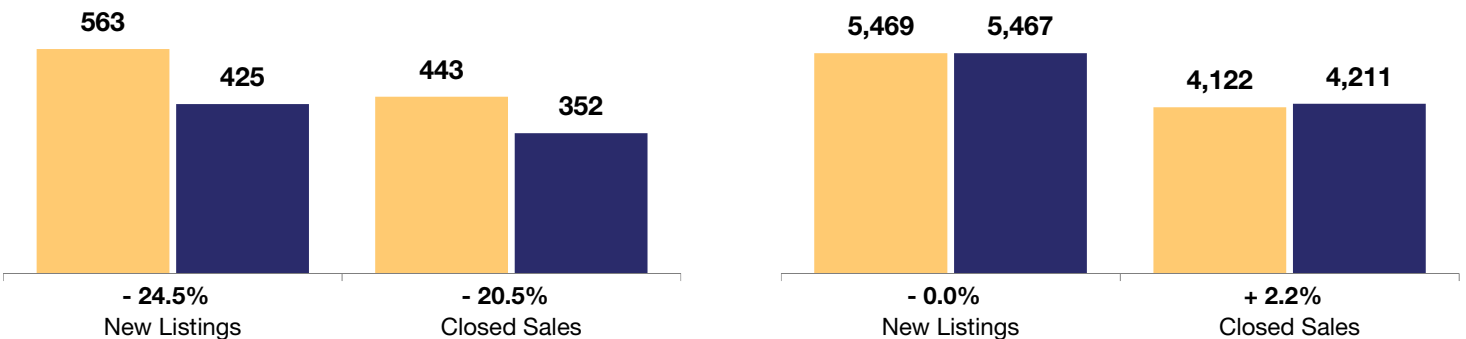
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

September

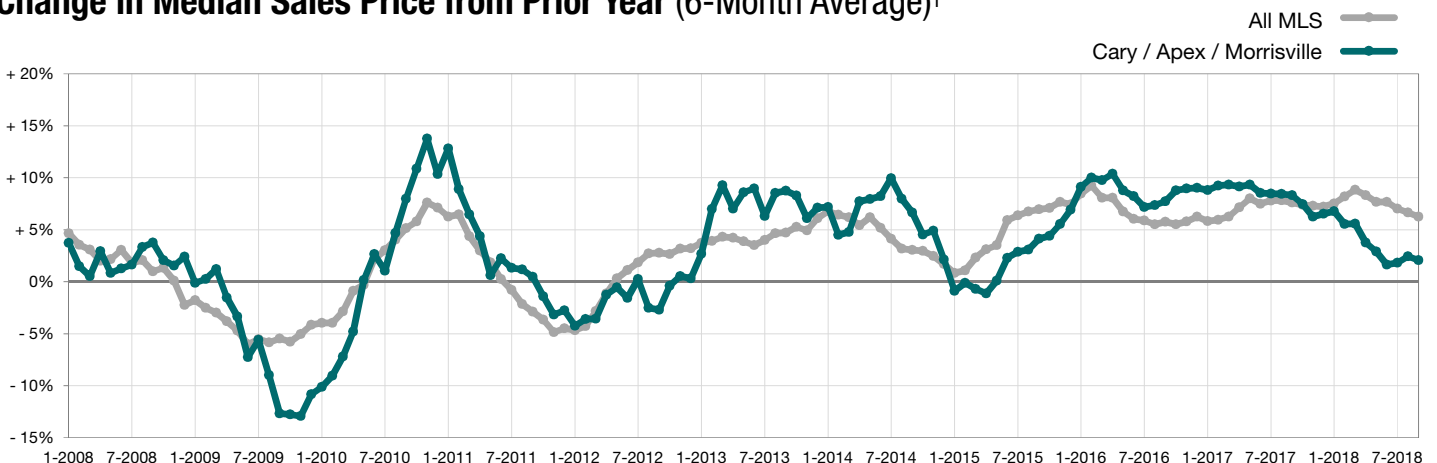
2017 2018

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