

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



0.0%

Change in
New Listings

- 1.1%

Change in
Closed Sales

+ 23.7%

Change in
Median Sales Price

Inside the Beltline

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	162	162	0.0%	368	381	+ 3.5%
Closed Sales	87	86	- 1.1%	212	195	- 8.0%
Median Sales Price*	\$383,990	\$475,000	+ 23.7%	\$390,000	\$446,250	+ 14.4%
Average Sales Price*	\$432,921	\$529,333	+ 22.3%	\$458,304	\$511,335	+ 11.6%
Total Dollar Volume (in millions)*	\$37.7	\$45.5	+ 20.9%	\$97.2	\$99.7	+ 2.6%
Percent of Original List Price Received*	99.7%	97.3%	- 2.4%	97.8%	96.9%	- 0.9%
Percent of List Price Received*	99.5%	98.6%	- 0.9%	98.7%	98.3%	- 0.4%
Days on Market Until Sale**	44	37	- 15.9%	49	44	- 10.2%
Inventory of Homes for Sale	279	241	- 13.6%	--	--	--
Months Supply of Inventory	3.3	2.9	- 12.1%	--	--	--

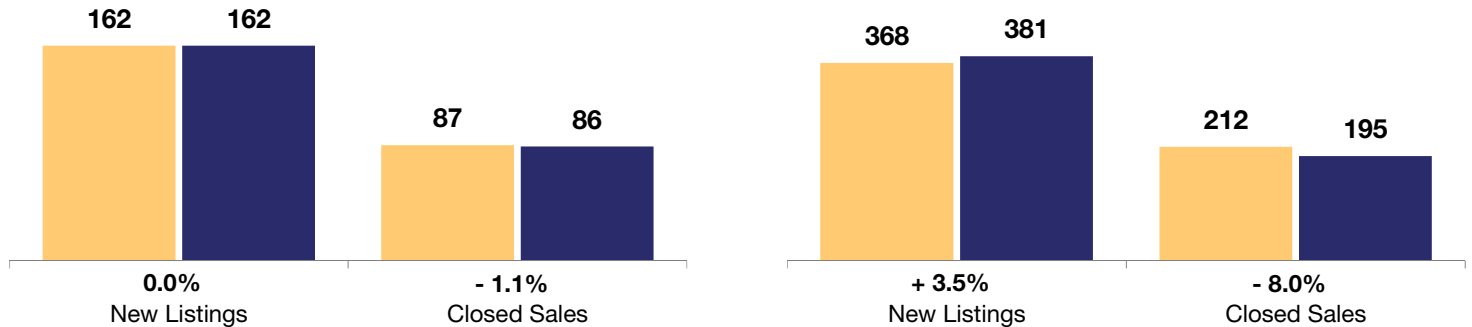
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

March

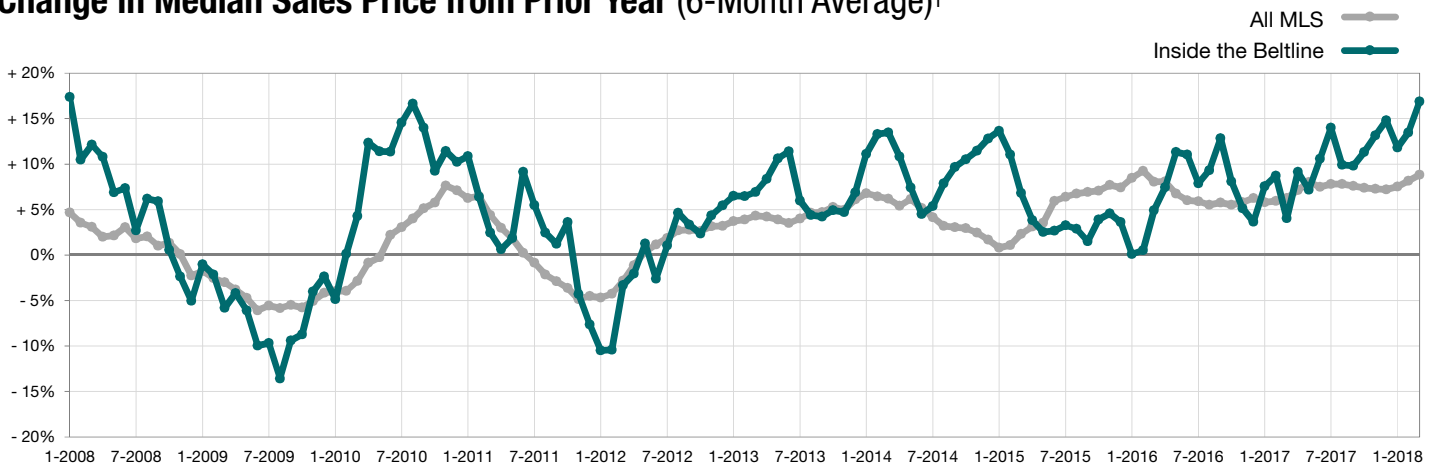
2017 2018

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