

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 25.9%

- 12.5%

+ 7.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

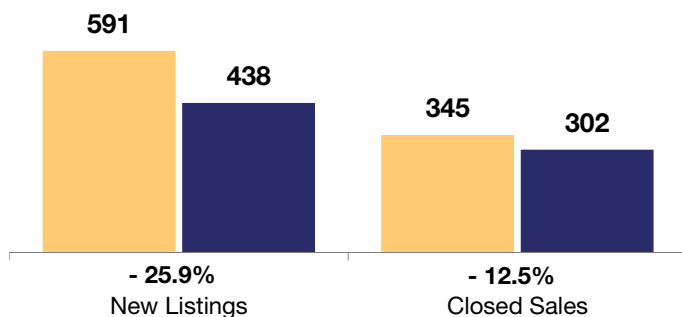
Raleigh – North

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	591	438	- 25.9%	1,288	1,121	- 13.0%
Closed Sales	345	302	- 12.5%	748	722	- 3.5%
Median Sales Price*	\$287,900	\$310,000	+ 7.7%	\$279,750	\$300,000	+ 7.2%
Average Sales Price*	\$350,864	\$367,649	+ 4.8%	\$335,285	\$356,627	+ 6.4%
Total Dollar Volume (in millions)*	\$121.0	\$111.0	- 8.3%	\$250.8	\$257.5	+ 2.7%
Percent of Original List Price Received*	98.3%	99.2%	+ 0.9%	97.9%	98.4%	+ 0.5%
Percent of List Price Received*	99.2%	99.8%	+ 0.6%	99.0%	99.5%	+ 0.5%
Days on Market Until Sale**	30	32	+ 6.7%	34	34	0.0%
Inventory of Homes for Sale	732	529	- 27.7%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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

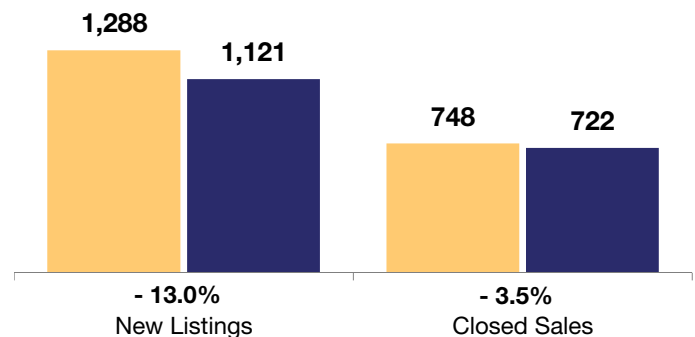
March

2017 2018

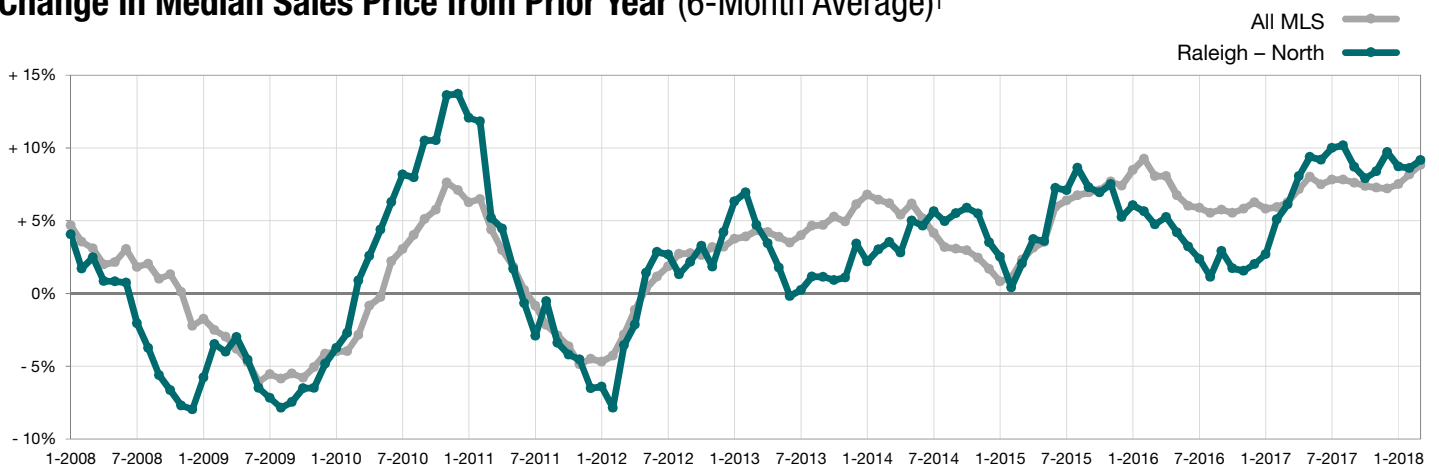


Year to Date

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