

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh – North

+ 12.0%

Change in
New Listings

+ 4.9%

Change in
Closed Sales

+ 6.3%

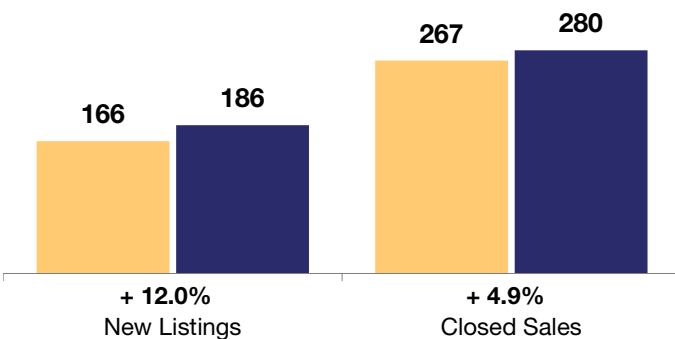
Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	166	186	+ 12.0%	4,532	4,449	- 1.8%
Closed Sales	267	280	+ 4.9%	3,789	3,699	- 2.4%
Median Sales Price*	\$299,000	\$317,750	+ 6.3%	\$290,750	\$307,750	+ 5.8%
Average Sales Price*	\$361,213	\$376,026	+ 4.1%	\$347,463	\$369,386	+ 6.3%
Total Dollar Volume (in millions)*	\$96.4	\$105.3	+ 9.2%	\$1,316.5	\$1,366.0	+ 3.8%
Percent of Original List Price Received*	97.1%	98.7%	+ 1.6%	98.3%	98.9%	+ 0.6%
Percent of List Price Received*	98.8%	99.4%	+ 0.6%	99.3%	99.7%	+ 0.4%
Days on Market Until Sale**	35	24	- 31.4%	28	25	- 10.7%
Inventory of Homes for Sale	511	554	+ 8.4%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

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

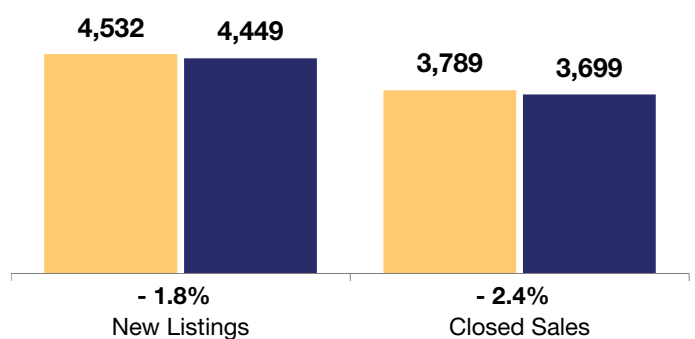
December

2017 2018

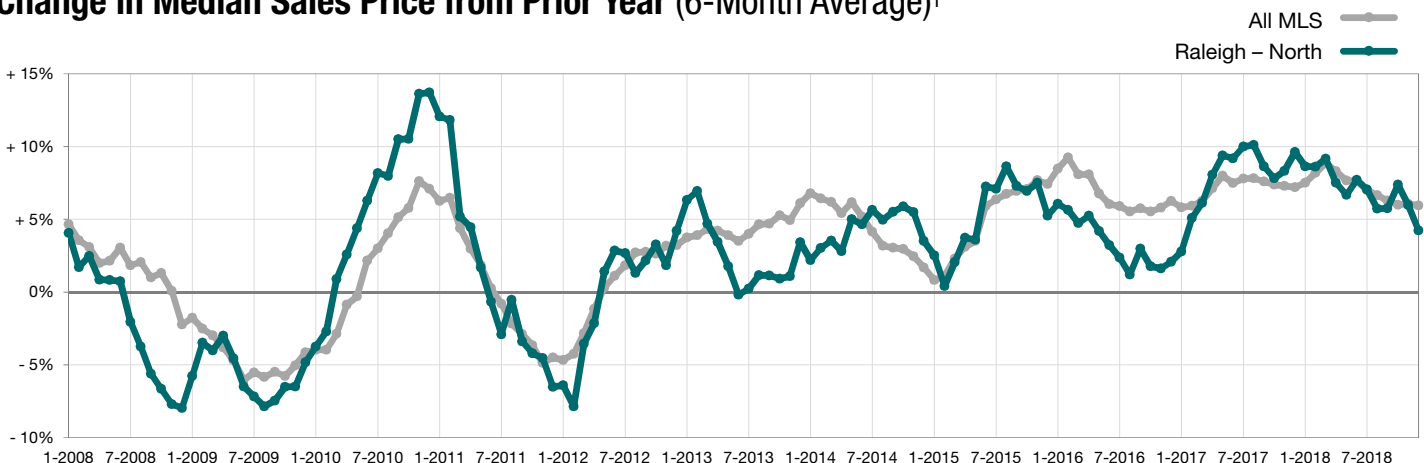


Year to Date

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