

# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh

**+ 11.1%**

Change in  
New Listings

**- 5.0%**

Change in  
Closed Sales

**+ 3.8%**

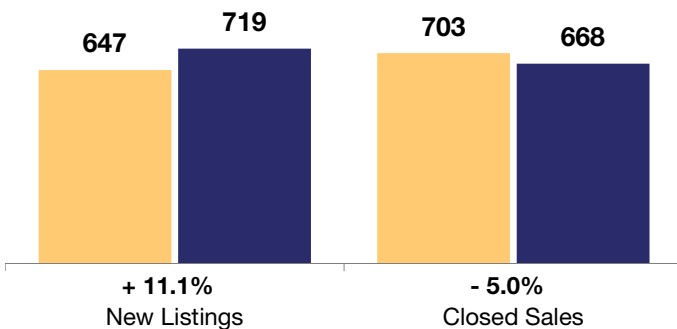
Change in  
Median Sales Price

|                                          | November  |           |         | Year to Date |           |        |
|------------------------------------------|-----------|-----------|---------|--------------|-----------|--------|
|                                          | 2017      | 2018      | + / -   | 2017         | 2018      | + / -  |
| New Listings                             | 647       | 719       | + 11.1% | 10,440       | 10,151    | - 2.8% |
| Closed Sales                             | 703       | 668       | - 5.0%  | 8,713        | 8,197     | - 5.9% |
| Median Sales Price*                      | \$260,000 | \$270,000 | + 3.8%  | \$250,000    | \$272,000 | + 8.8% |
| Average Sales Price*                     | \$316,292 | \$348,970 | + 10.3% | \$308,160    | \$332,093 | + 7.8% |
| Total Dollar Volume (in millions)*       | \$222.4   | \$233.1   | + 4.8%  | \$2,684.7    | \$2,721.5 | + 1.4% |
| Percent of Original List Price Received* | 98.4%     | 98.1%     | - 0.3%  | 98.6%        | 98.9%     | + 0.3% |
| Percent of List Price Received*          | 99.3%     | 99.2%     | - 0.1%  | 99.4%        | 99.7%     | + 0.3% |
| Days on Market Until Sale**              | 26        | 26        | 0.0%    | 25           | 23        | - 8.0% |
| Inventory of Homes for Sale              | 1,418     | 1,403     | - 1.1%  | --           | --        | --     |
| Months Supply of Inventory               | 1.8       | 1.9       | + 5.6%  | --           | --        | --     |

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

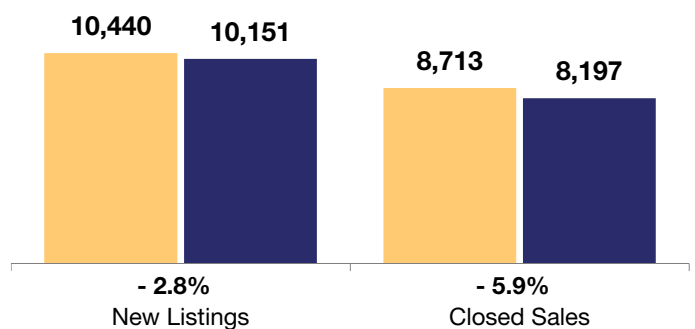
### November

2017 2018

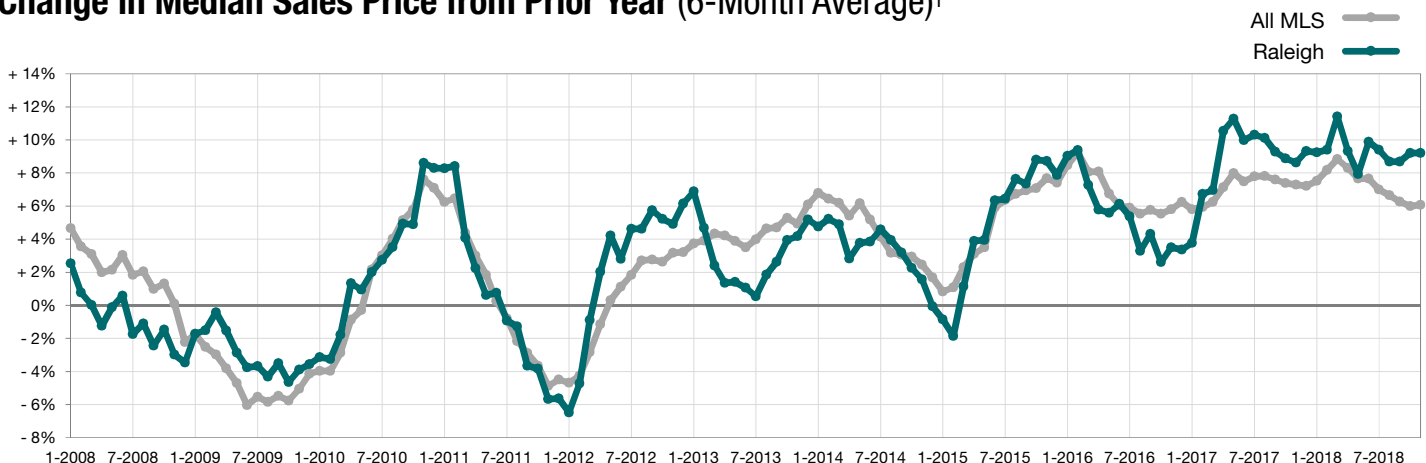


### Year to Date

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