

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

+ 16.1%

Change in
New Listings

- 3.4%

Change in
Closed Sales

+ 9.3%

Change in
Median Sales Price

December

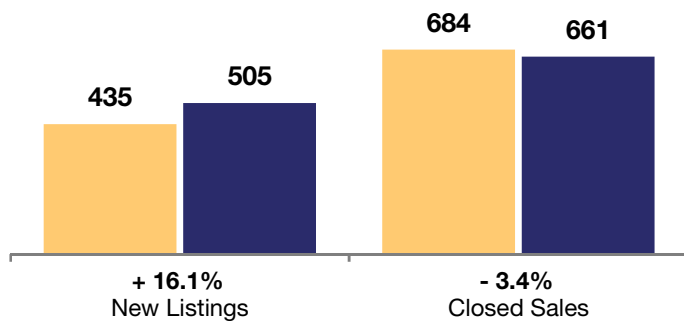
Year to Date

| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 435 | 505 | + 16.1% | 10,667 | 11,160 | + 4.6% |
| Closed Sales | 684 | 661 | - 3.4% | 8,587 | 9,260 | + 7.8% |
| Median Sales Price* | \$215,000 | \$234,900 | + 9.3% | \$219,000 | \$228,000 | + 4.1% |
| Average Sales Price* | \$272,902 | \$287,940 | + 5.5% | \$270,536 | \$280,837 | + 3.8% |
| Total Dollar Volume (in millions)* | \$186.7 | \$190.3 | + 2.0% | \$2,323.1 | \$2,600.3 | + 11.9% |
| Percent of Original List Price Received* | 96.6% | 97.6% | + 1.0% | 97.1% | 98.0% | + 0.9% |
| Percent of List Price Received* | 98.1% | 98.8% | + 0.7% | 98.3% | 98.9% | + 0.6% |
| Days on Market Until Sale | 47 | 38 | - 19.1% | 47 | 37 | - 21.3% |
| Inventory of Homes for Sale | 1,665 | 1,346 | - 19.2% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.7 | - 26.1% | -- | -- | -- |

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

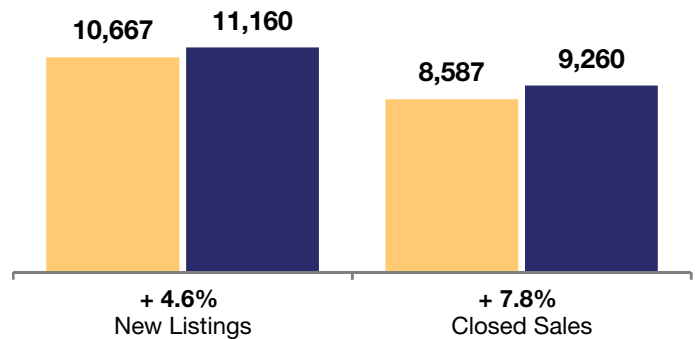
December

2015 2016



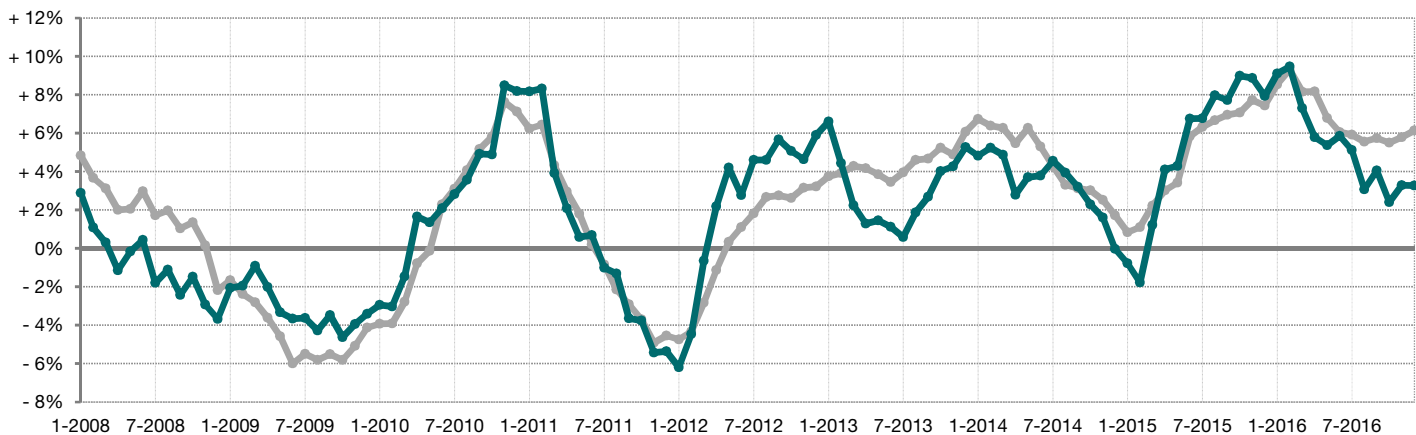
Year to Date

2015 2016



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Raleigh —



** 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. | Current as of January 10, 2017. All data from Triangle Multiple Listing Service, Inc.. | Powered by ShowingTime 10K.