

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 7.0%

Change in
New Listings

+ 14.1%

Change in
Closed Sales

+ 3.9%

Change in
Median Sales Price

| | December | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 470 | 437 | - 7.0% | 10,650 | 10,646 | - 0.0% |
| Closed Sales | 672 | 767 | + 14.1% | 8,875 | 9,115 | + 2.7% |
| Median Sales Price* | \$269,450 | \$280,000 | + 3.9% | \$271,500 | \$279,000 | + 2.8% |
| Average Sales Price* | \$357,275 | \$355,329 | - 0.5% | \$333,953 | \$347,591 | + 4.1% |
| Total Dollar Volume (in millions)* | \$240.1 | \$272.5 | + 13.5% | \$2,963.2 | \$3,167.6 | + 6.9% |
| Percent of Original List Price Received* | 98.5% | 97.2% | - 1.3% | 98.9% | 98.2% | - 0.7% |
| Percent of List Price Received* | 99.4% | 98.9% | - 0.5% | 99.7% | 99.2% | - 0.5% |
| Days on Market Until Sale** | 23 | 31 | + 34.8% | 23 | 26 | + 13.0% |
| Inventory of Homes for Sale | 1,371 | 1,156 | - 15.7% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.7% | -- | -- | -- |

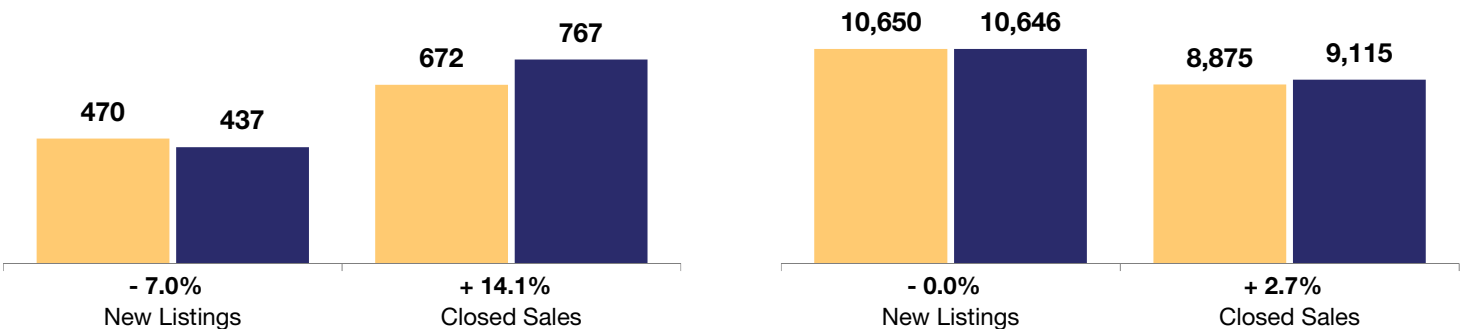
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

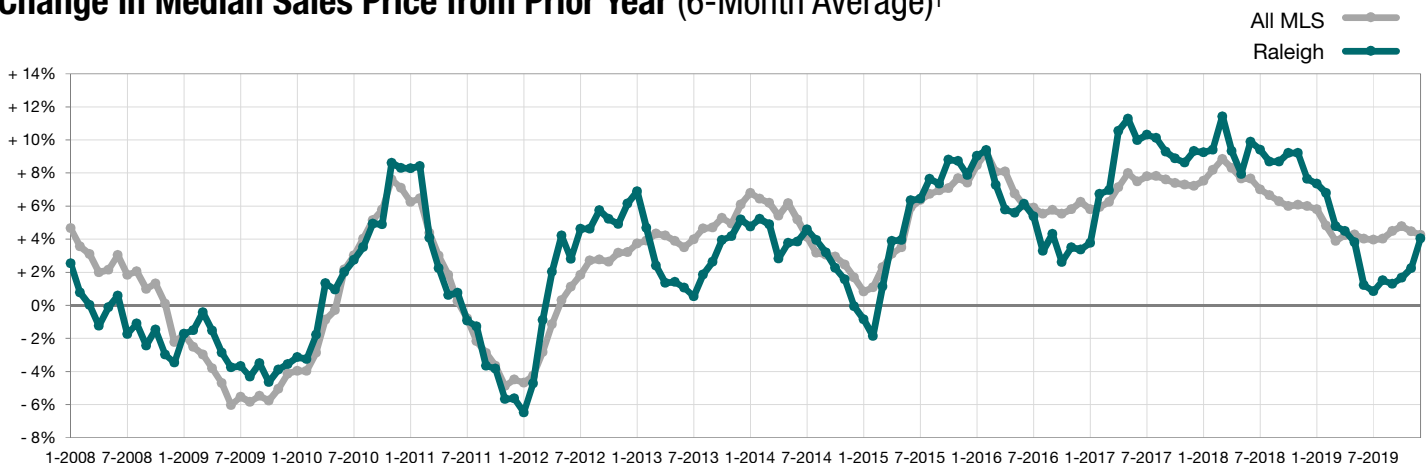
2018 2019

Year to Date

2018 2019



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