

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 4.1%

Change in
New Listings

+ 3.4%

Change in
Closed Sales

+ 8.0%

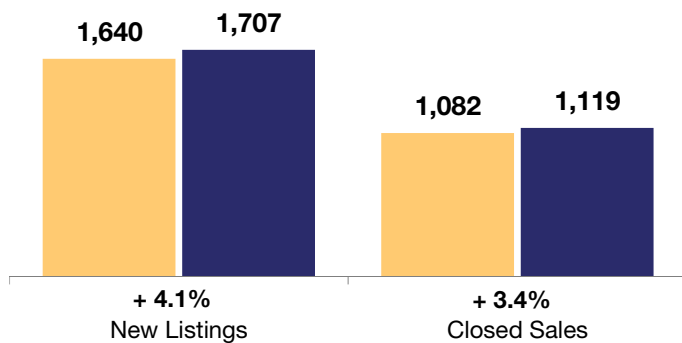
Change in
Median Sales Price

| | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 1,640 | 1,707 | + 4.1% | 1,640 | 1,707 | + 4.1% |
| Closed Sales | 1,082 | 1,119 | + 3.4% | 1,082 | 1,119 | + 3.4% |
| Median Sales Price* | \$265,000 | \$286,259 | + 8.0% | \$265,000 | \$286,259 | + 8.0% |
| Average Sales Price* | \$301,795 | \$324,825 | + 7.6% | \$301,795 | \$324,825 | + 7.6% |
| Total Dollar Volume (in millions)* | \$326.5 | \$363.5 | + 11.3% | \$326.5 | \$363.5 | + 11.3% |
| Percent of Original List Price Received* | 97.7% | 98.0% | + 0.3% | 97.7% | 98.0% | + 0.3% |
| Percent of List Price Received* | 98.9% | 99.0% | + 0.1% | 98.9% | 99.0% | + 0.1% |
| Days on Market Until Sale** | 36 | 34 | - 5.6% | 36 | 34 | - 5.6% |
| Inventory of Homes for Sale | 3,245 | 2,952 | - 9.0% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.7 | - 10.5% | -- | -- | -- |

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

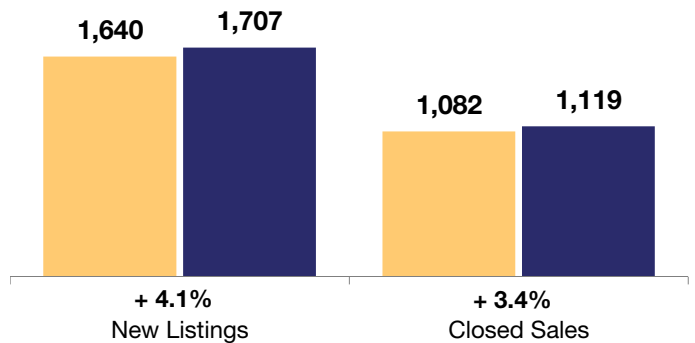
January

2017 2018

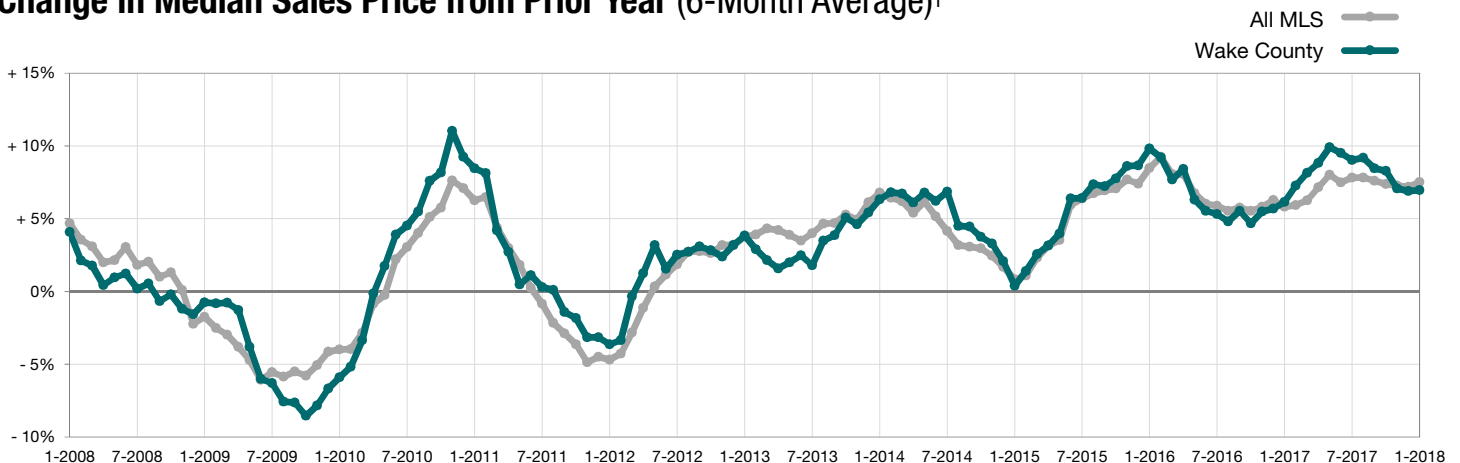


Year to Date

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