

# Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**+ 28.7%**

**+ 25.9%**

**- 6.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Wake Forest

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	157	202	+ 28.7%	157	202	+ 28.7%
Closed Sales	85	107	+ 25.9%	85	107	+ 25.9%
Median Sales Price*	\$343,181	\$322,000	- 6.2%	\$343,181	\$322,000	- 6.2%
Average Sales Price*	\$374,695	\$334,589	- 10.7%	\$374,695	\$334,589	- 10.7%
Total Dollar Volume (in millions)*	\$31.8	\$35.8	+ 12.4%	\$31.8	\$35.8	+ 12.4%
Percent of Original List Price Received*	98.0%	97.6%	- 0.4%	98.0%	97.6%	- 0.4%
Percent of List Price Received*	99.1%	98.7%	- 0.4%	99.1%	98.7%	- 0.4%
Days on Market Until Sale**	56	40	- 28.6%	56	40	- 28.6%
Inventory of Homes for Sale	436	459	+ 5.3%	--	--	--
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

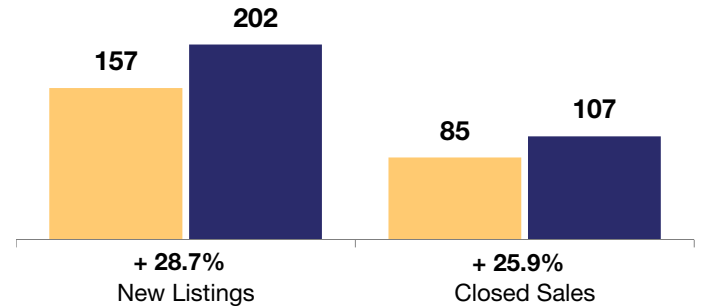
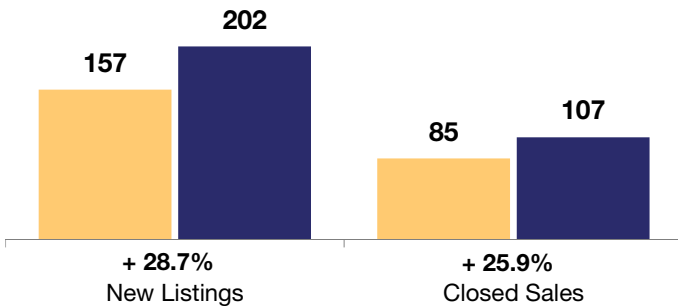
\* Does not account for seller concessions. | \*\* Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

### January

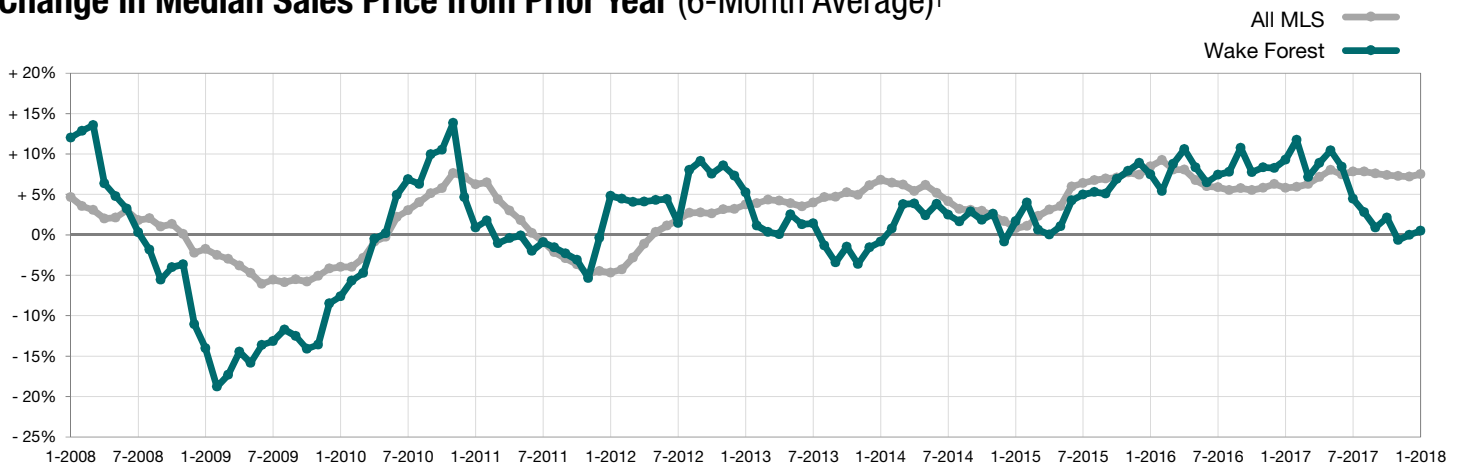
2017 2018

### 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