

Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 1.8%

Change in
New Listings

+ 26.7%

Change in
Closed Sales

- 1.8%

Change in
Median Sales Price

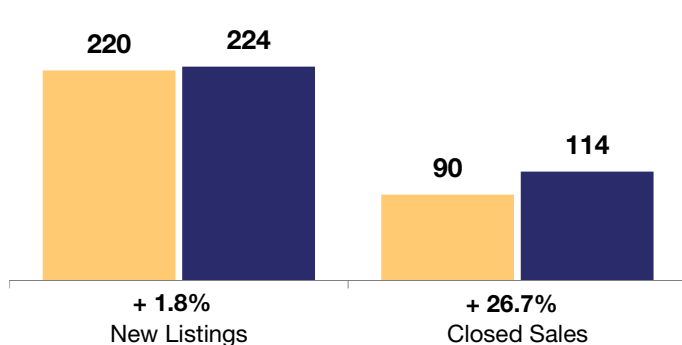
Wake Forest

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	220	224	+ 1.8%	377	428	+ 13.5%
Closed Sales	90	114	+ 26.7%	175	222	+ 26.9%
Median Sales Price*	\$322,350	\$316,500	- 1.8%	\$333,900	\$317,487	- 4.9%
Average Sales Price*	\$341,696	\$342,503	+ 0.2%	\$357,724	\$337,708	- 5.6%
Total Dollar Volume (in millions)*	\$30.8	\$39.0	+ 27.0%	\$62.6	\$75.0	+ 19.8%
Percent of Original List Price Received*	98.2%	98.1%	- 0.1%	98.1%	97.8%	- 0.3%
Percent of List Price Received*	99.1%	98.6%	- 0.5%	99.1%	98.6%	- 0.5%
Days on Market Until Sale**	49	42	- 14.3%	52	41	- 21.2%
Inventory of Homes for Sale	479	504	+ 5.2%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

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

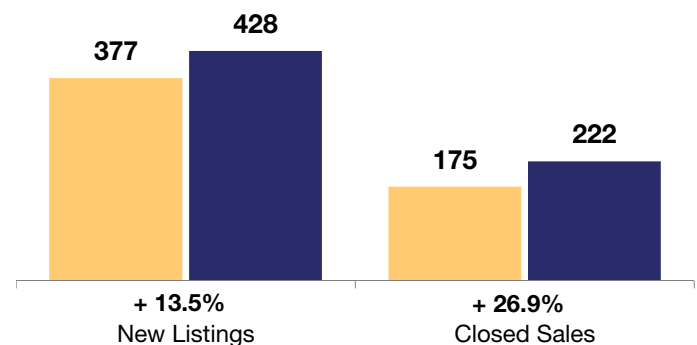
February

2017 2018

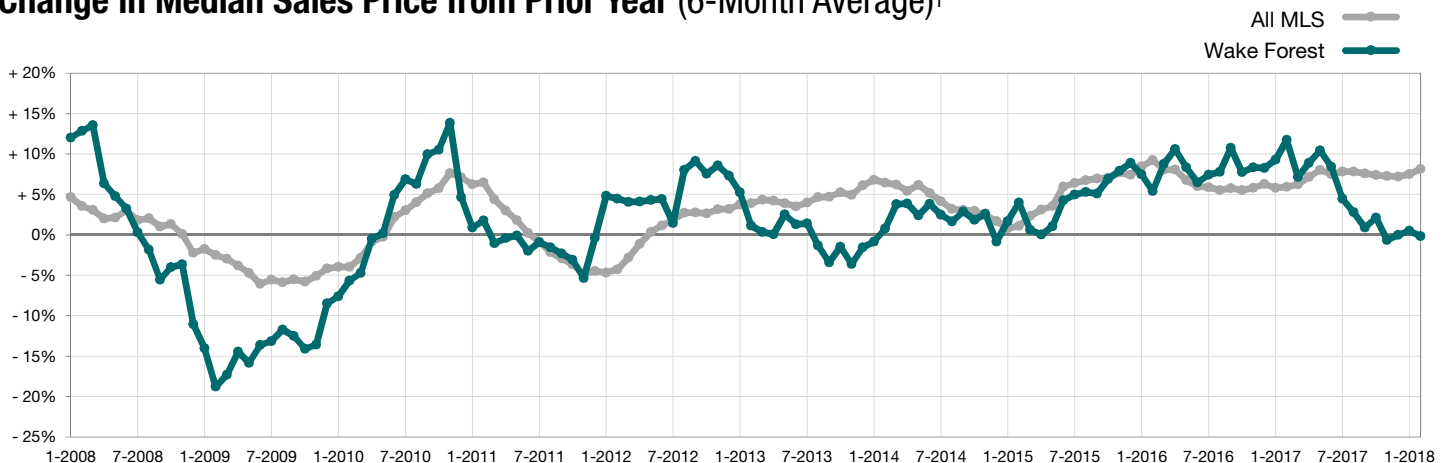


Year to Date

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