

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 4.9%

Change in
New Listings

+ 4.9%

Change in
Closed Sales

+ 2.9%

Change in
Median Sales Price

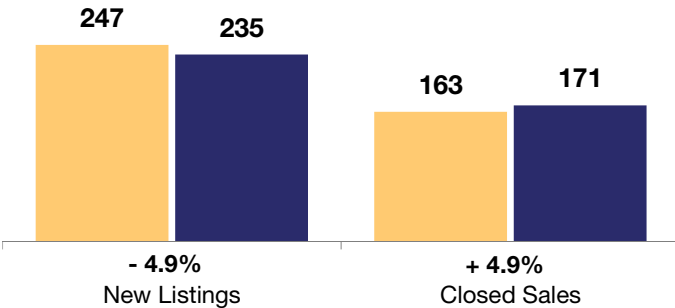
Wake Forest

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	247	235	- 4.9%	624	666	+ 6.7%
Closed Sales	163	171	+ 4.9%	338	394	+ 16.6%
Median Sales Price*	\$323,000	\$332,500	+ 2.9%	\$329,950	\$324,919	- 1.5%
Average Sales Price*	\$339,676	\$358,629	+ 5.6%	\$349,020	\$346,653	- 0.7%
Total Dollar Volume (in millions)*	\$55.4	\$61.3	+ 10.8%	\$118.0	\$136.6	+ 15.8%
Percent of Original List Price Received*	97.3%	98.1%	+ 0.8%	97.7%	97.9%	+ 0.2%
Percent of List Price Received*	98.6%	99.3%	+ 0.7%	98.9%	98.9%	0.0%
Days on Market Until Sale**	48	39	- 18.8%	50	40	- 20.0%
Inventory of Homes for Sale	519	519	0.0%	--	--	--
Months Supply of Inventory	3.5	3.4	- 2.9%	--	--	--

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

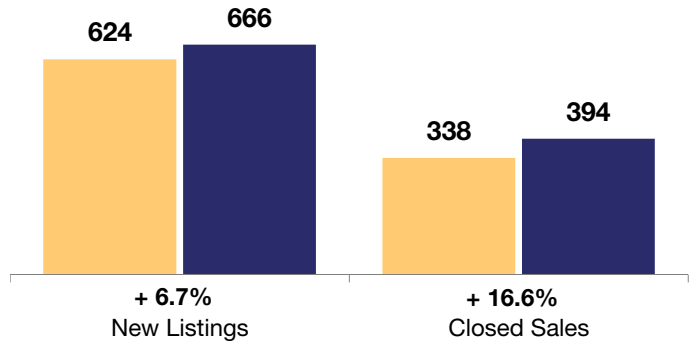
March

2017 2018

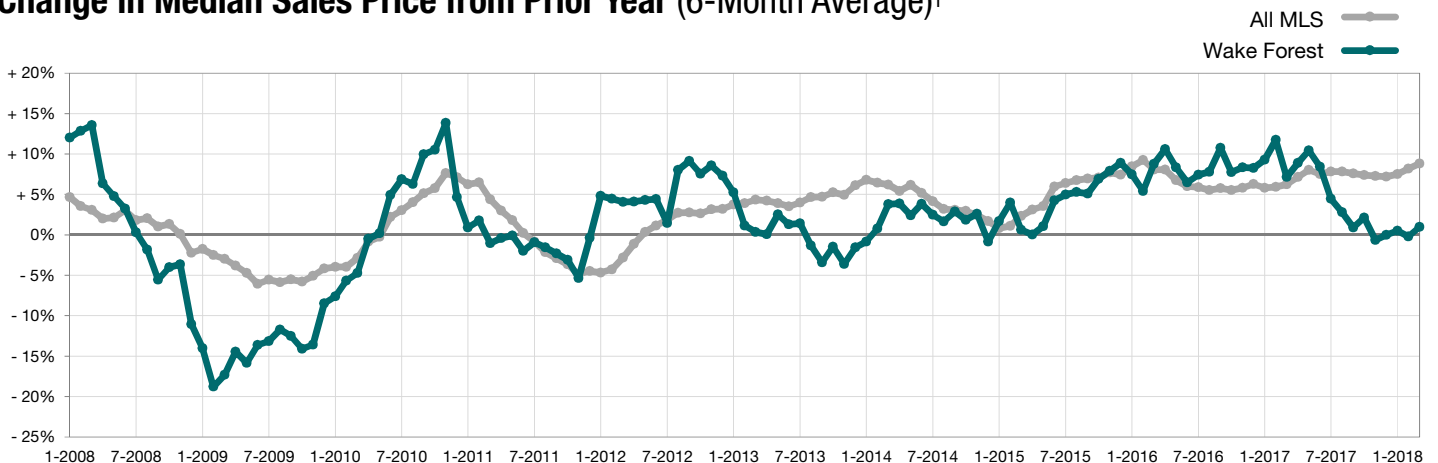


Year to Date

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