

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 8.2%

+ 34.4%

- 0.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

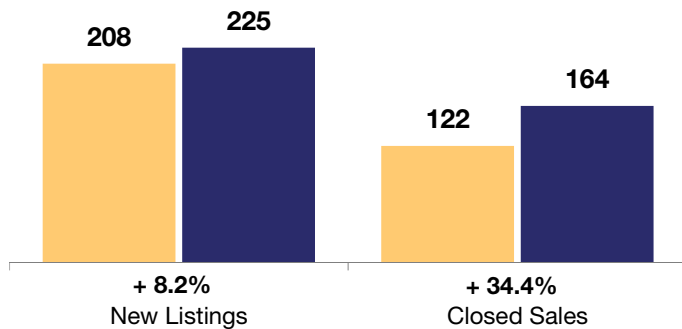
Wake Forest

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	208	225	+ 8.2%	832	892	+ 7.2%
Closed Sales	122	164	+ 34.4%	460	559	+ 21.5%
Median Sales Price*	\$341,270	\$339,000	- 0.7%	\$330,008	\$326,964	- 0.9%
Average Sales Price*	\$340,637	\$354,706	+ 4.1%	\$346,797	\$349,017	+ 0.6%
Total Dollar Volume (in millions)*	\$41.6	\$58.2	+ 40.0%	\$159.5	\$195.1	+ 22.3%
Percent of Original List Price Received*	97.5%	98.5%	+ 1.0%	97.6%	98.1%	+ 0.5%
Percent of List Price Received*	98.7%	99.4%	+ 0.7%	98.8%	99.0%	+ 0.2%
Days on Market Until Sale**	49	32	- 34.7%	50	38	- 24.0%
Inventory of Homes for Sale	538	524	- 2.6%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

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

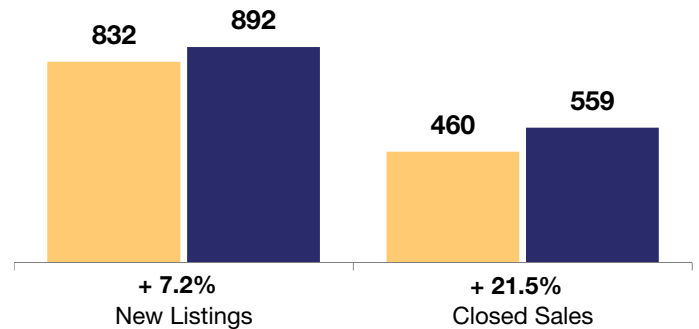
April

2017 2018

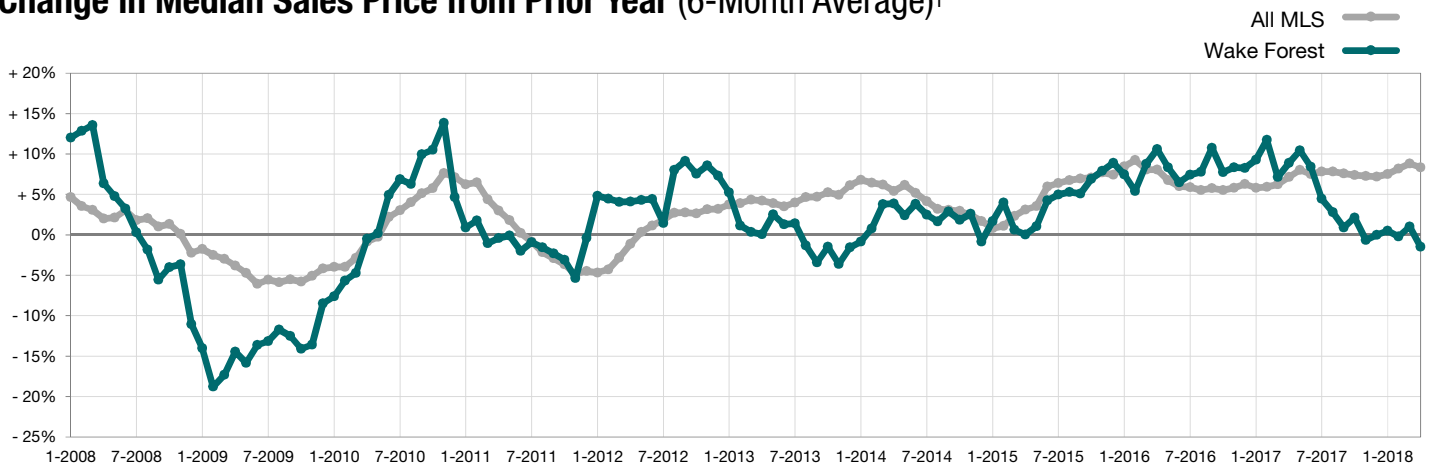


Year to Date

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