

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 9.7%

Change in
New Listings

+ 7.9%

Change in
Closed Sales

- 4.7%

Change in
Median Sales Price

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	185	203	+ 9.7%	1,960	1,934	- 1.3%
Closed Sales	151	163	+ 7.9%	1,523	1,540	+ 1.1%
Median Sales Price*	\$340,901	\$325,013	- 4.7%	\$332,400	\$335,000	+ 0.8%
Average Sales Price*	\$359,811	\$348,401	- 3.2%	\$354,041	\$361,973	+ 2.2%
Total Dollar Volume (in millions)*	\$54.3	\$56.8	+ 4.5%	\$539.2	\$557.4	+ 3.4%
Percent of Original List Price Received*	97.8%	97.8%	0.0%	98.1%	97.8%	- 0.3%
Percent of List Price Received*	99.1%	99.1%	0.0%	99.1%	99.2%	+ 0.1%
Days on Market Until Sale**	34	39	+ 14.7%	35	36	+ 2.9%
Inventory of Homes for Sale	605	499	- 17.5%	--	--	--
Months Supply of Inventory	3.8	2.9	- 23.7%	--	--	--

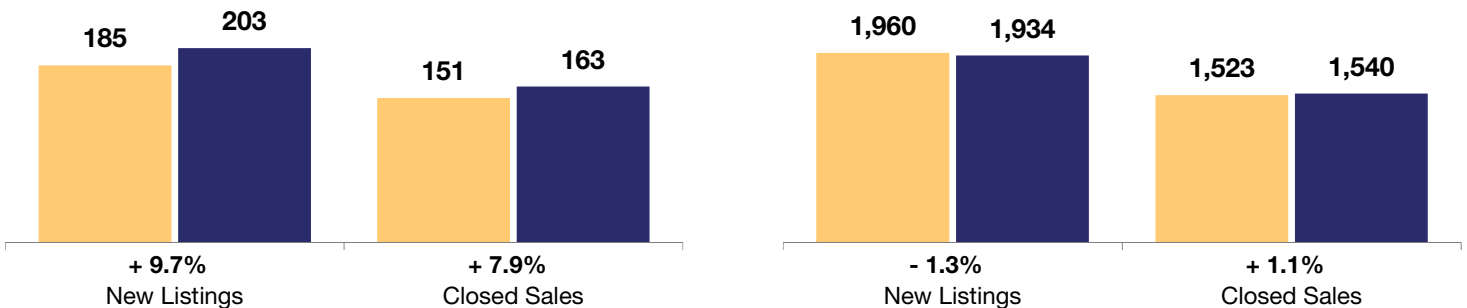
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

September

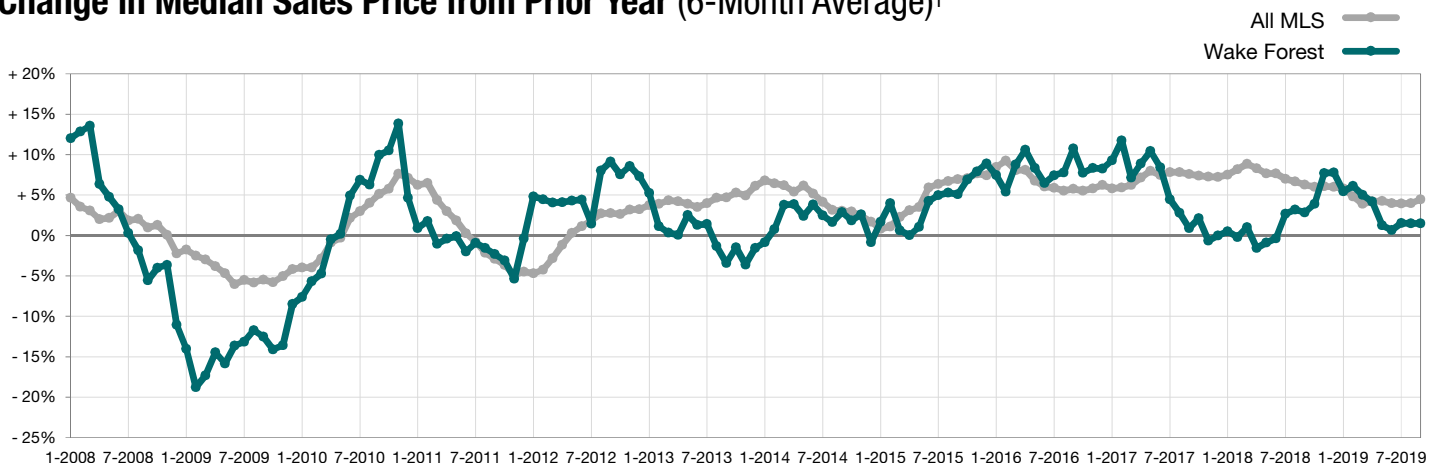
2018 2019

Year to Date

2018 2019



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