

Wake Forest

- 11.6%

Change in
New Listings

- 1.8%

Change in
Closed Sales

+ 18.6%

Change in
Median Sales Price

| | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 199 | 176 | - 11.6% | 1,939 | 1,752 | - 9.6% |
| Closed Sales | 163 | 160 | - 1.8% | 1,541 | 1,582 | + 2.7% |
| Median Sales Price* | \$325,013 | \$385,500 | + 18.6% | \$335,000 | \$377,250 | + 12.6% |
| Average Sales Price* | \$348,401 | \$414,721 | + 19.0% | \$362,053 | \$396,009 | + 9.4% |
| Total Dollar Volume (in millions)* | \$56.8 | \$66.4 | + 16.8% | \$557.9 | \$626.5 | + 12.3% |
| Percent of Original List Price Received* | 97.8% | 99.4% | + 1.6% | 97.8% | 98.6% | + 0.8% |
| Percent of List Price Received* | 99.1% | 99.8% | + 0.7% | 99.2% | 99.4% | + 0.2% |
| Days on Market Until Sale** | 39 | 26 | - 33.3% | 36 | 35 | - 2.8% |
| Inventory of Homes for Sale | 530 | 274 | - 48.3% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 1.5 | - 51.6% | -- | -- | -- |

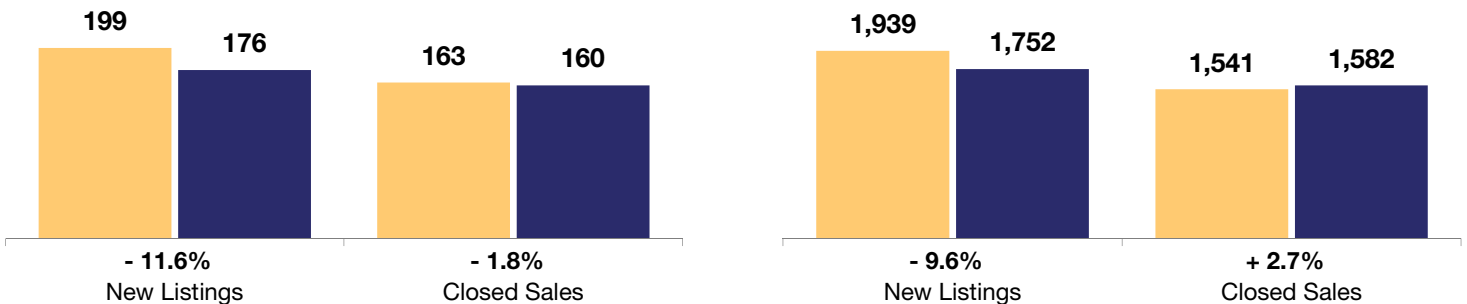
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

September

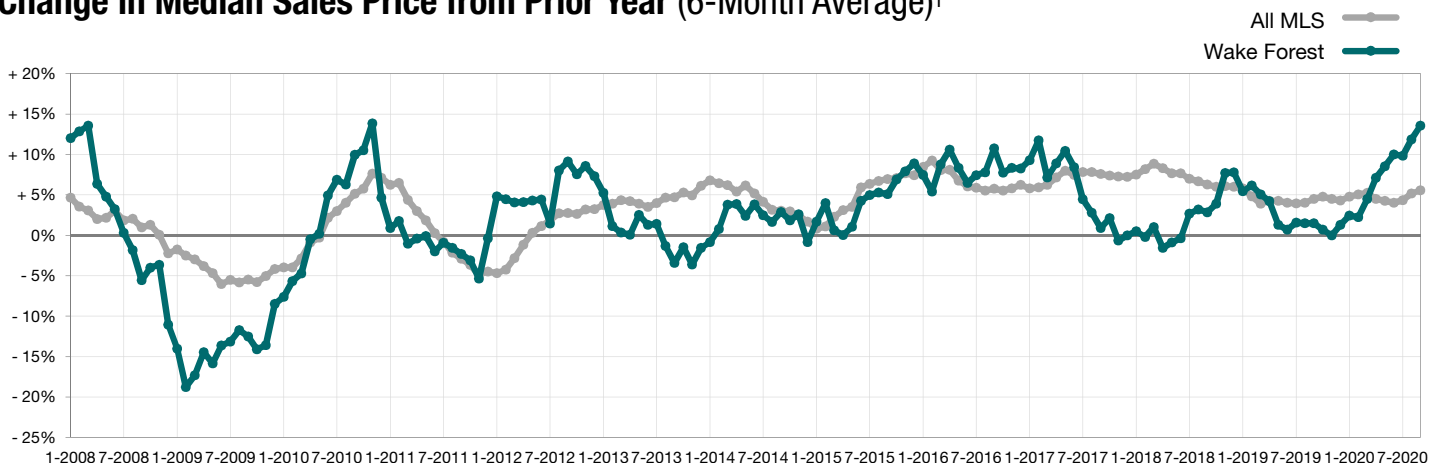
2019 2020

Year to Date

2019 2020



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