

Wake Forest

- 6.8%

Change in
New Listings

+ 11.5%

Change in
Closed Sales

+ 5.9%

Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	190	177	- 6.8%	2,112	2,138	+ 1.2%
Closed Sales	139	155	+ 11.5%	1,438	1,677	+ 16.6%
Median Sales Price*	\$329,750	\$349,081	+ 5.9%	\$327,000	\$335,000	+ 2.4%
Average Sales Price*	\$340,713	\$359,976	+ 5.7%	\$345,860	\$354,556	+ 2.5%
Total Dollar Volume (in millions)*	\$47.4	\$55.8	+ 17.8%	\$497.3	\$594.6	+ 19.6%
Percent of Original List Price Received*	97.7%	97.7%	0.0%	97.9%	98.1%	+ 0.2%
Percent of List Price Received*	99.1%	98.9%	- 0.2%	99.1%	99.1%	0.0%
Days on Market Until Sale**	46	34	- 26.1%	40	35	- 12.5%
Inventory of Homes for Sale	587	570	- 2.9%	--	--	--
Months Supply of Inventory	4.0	3.5	- 12.5%	--	--	--

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

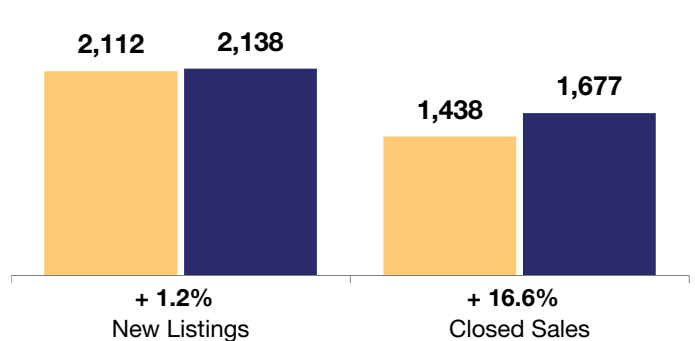
October

2017 2018

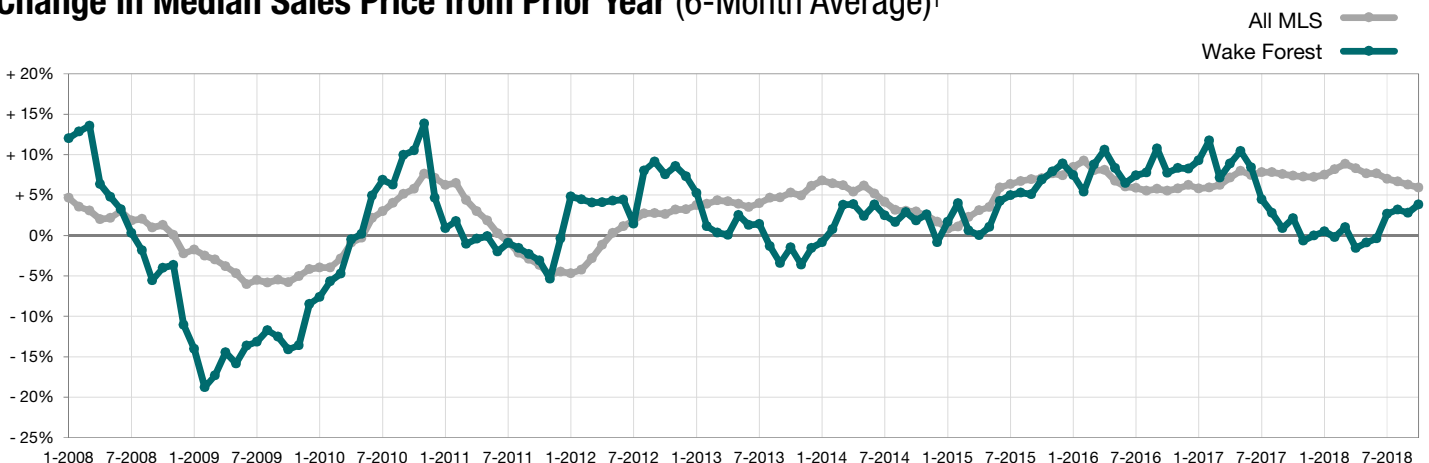


Year to Date

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