

Wake Forest

+ 20.3%

Change in
New Listings

+ 9.0%

Change in
Closed Sales

- 2.7%

Change in
Median Sales Price

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	177	213	+ 20.3%	2,137	2,151	+ 0.7%
Closed Sales	156	170	+ 9.0%	1,679	1,711	+ 1.9%
Median Sales Price*	\$350,791	\$341,199	- 2.7%	\$335,000	\$335,000	0.0%
Average Sales Price*	\$359,994	\$391,163	+ 8.7%	\$354,594	\$364,943	+ 2.9%
Total Dollar Volume (in millions)*	\$56.2	\$66.5	+ 18.4%	\$595.4	\$624.4	+ 4.9%
Percent of Original List Price Received*	97.7%	97.9%	+ 0.2%	98.1%	97.8%	- 0.3%
Percent of List Price Received*	98.9%	99.1%	+ 0.2%	99.1%	99.2%	+ 0.1%
Days on Market Until Sale**	34	33	- 2.9%	35	36	+ 2.9%
Inventory of Homes for Sale	593	517	- 12.8%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

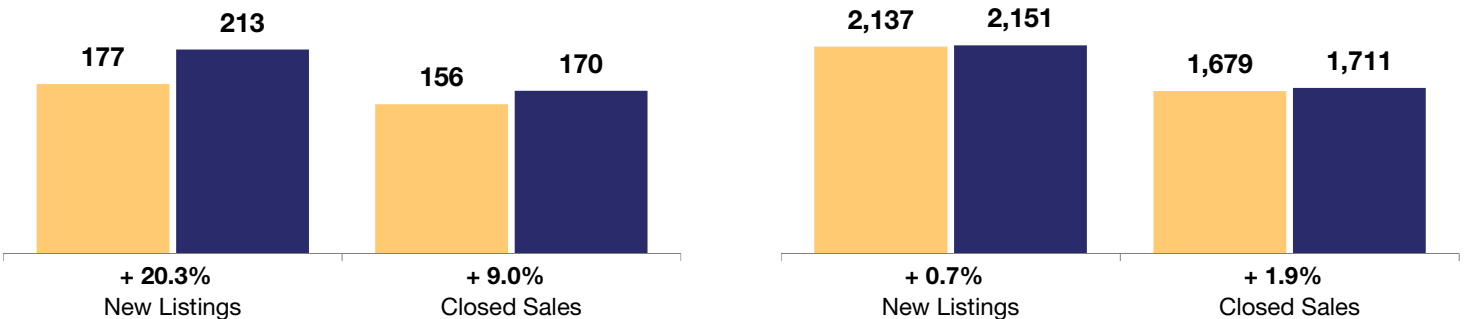
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

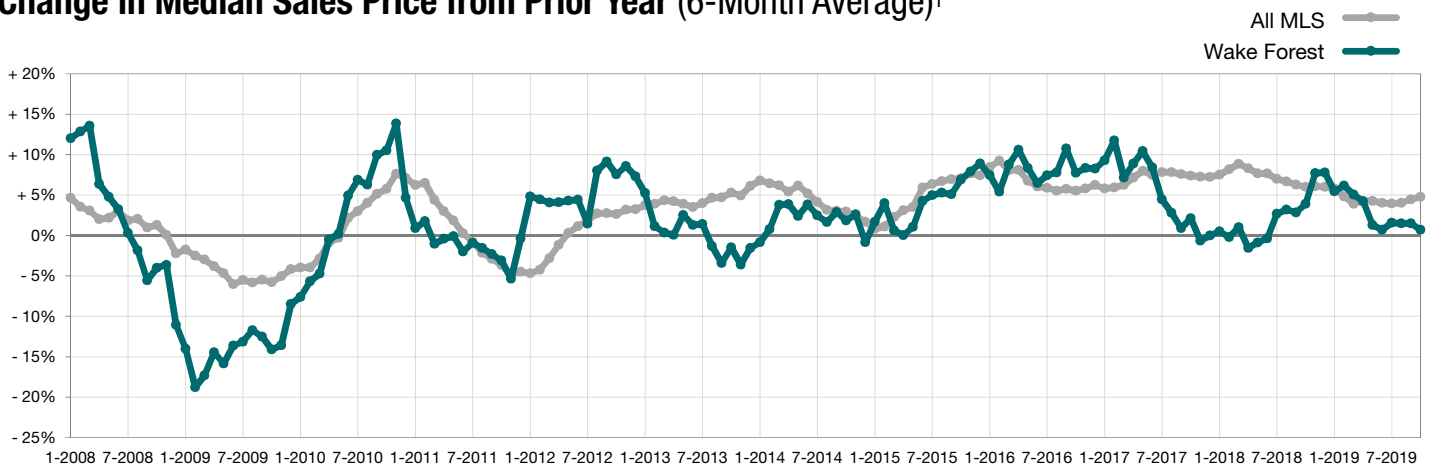
2018 2019

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