

Wake Forest

+ 10.9%

Change in
New Listings

+ 0.7%

Change in
Closed Sales

+ 22.7%

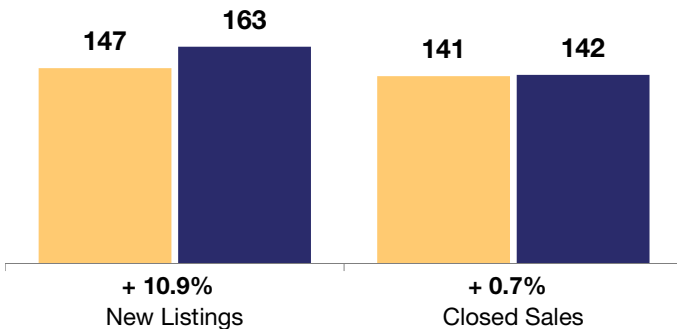
Change in
Median Sales Price

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	147	163	+ 10.9%	2,259	2,301	+ 1.9%
Closed Sales	141	142	+ 0.7%	1,579	1,821	+ 15.3%
Median Sales Price*	\$285,000	\$349,710	+ 22.7%	\$325,000	\$336,000	+ 3.4%
Average Sales Price*	\$329,512	\$391,503	+ 18.8%	\$344,400	\$357,472	+ 3.8%
Total Dollar Volume (in millions)*	\$46.5	\$55.6	+ 19.7%	\$543.8	\$651.0	+ 19.7%
Percent of Original List Price Received*	98.4%	97.2%	- 1.2%	97.9%	98.0%	+ 0.1%
Percent of List Price Received*	99.4%	98.8%	- 0.6%	99.1%	99.1%	0.0%
Days on Market Until Sale**	35	32	- 8.6%	39	35	- 10.3%
Inventory of Homes for Sale	549	545	- 0.7%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

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

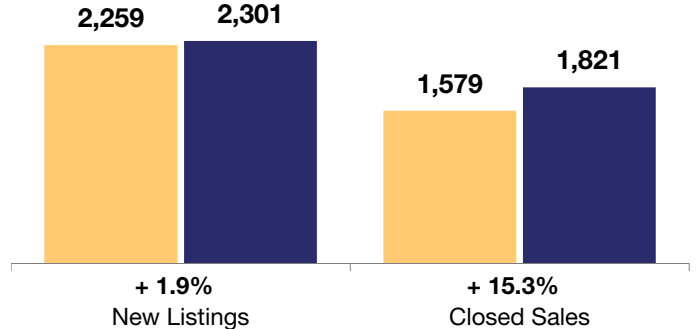
November

2017 2018

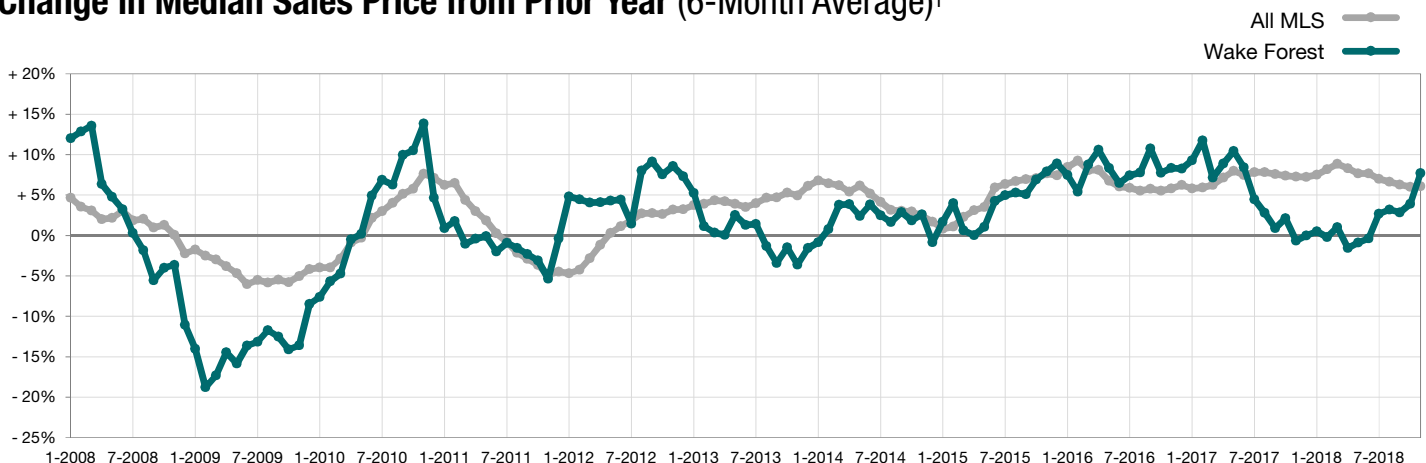


Year to Date

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