

Wake Forest

- 6.3%

Change in
New Listings

- 21.5%

Change in
Closed Sales

+ 1.8%

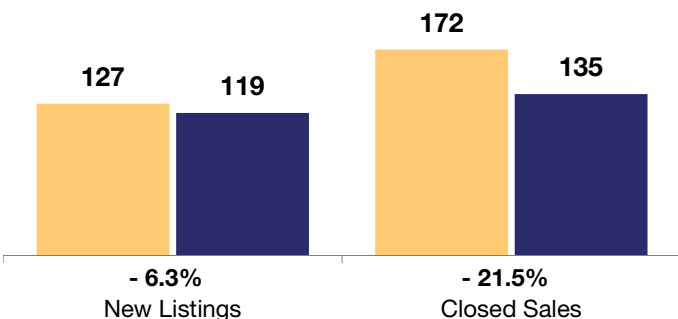
Change in
Median Sales Price

| | December | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 127 | 119 | - 6.3% | 2,386 | 2,421 | + 1.5% |
| Closed Sales | 172 | 135 | - 21.5% | 1,751 | 1,956 | + 11.7% |
| Median Sales Price* | \$319,329 | \$325,230 | + 1.8% | \$325,000 | \$335,000 | + 3.1% |
| Average Sales Price* | \$332,575 | \$350,938 | + 5.5% | \$343,239 | \$357,021 | + 4.0% |
| Total Dollar Volume (in millions)* | \$57.2 | \$47.4 | - 17.2% | \$601.0 | \$698.3 | + 16.2% |
| Percent of Original List Price Received* | 97.0% | 96.4% | - 0.6% | 97.8% | 97.9% | + 0.1% |
| Percent of List Price Received* | 99.0% | 98.4% | - 0.6% | 99.1% | 99.0% | - 0.1% |
| Days on Market Until Sale** | 49 | 42 | - 14.3% | 40 | 35 | - 12.5% |
| Inventory of Homes for Sale | 468 | 512 | + 9.4% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 3.2 | + 3.2% | -- | -- | -- |

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

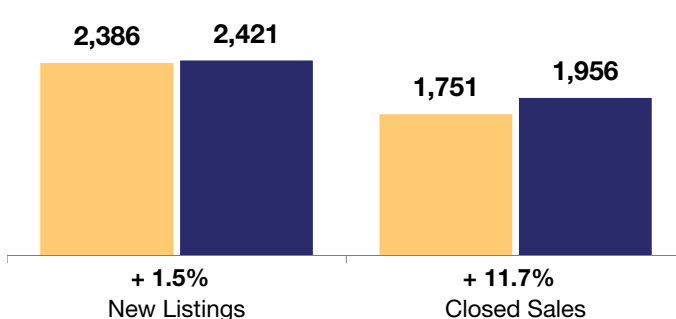
December

2017 2018

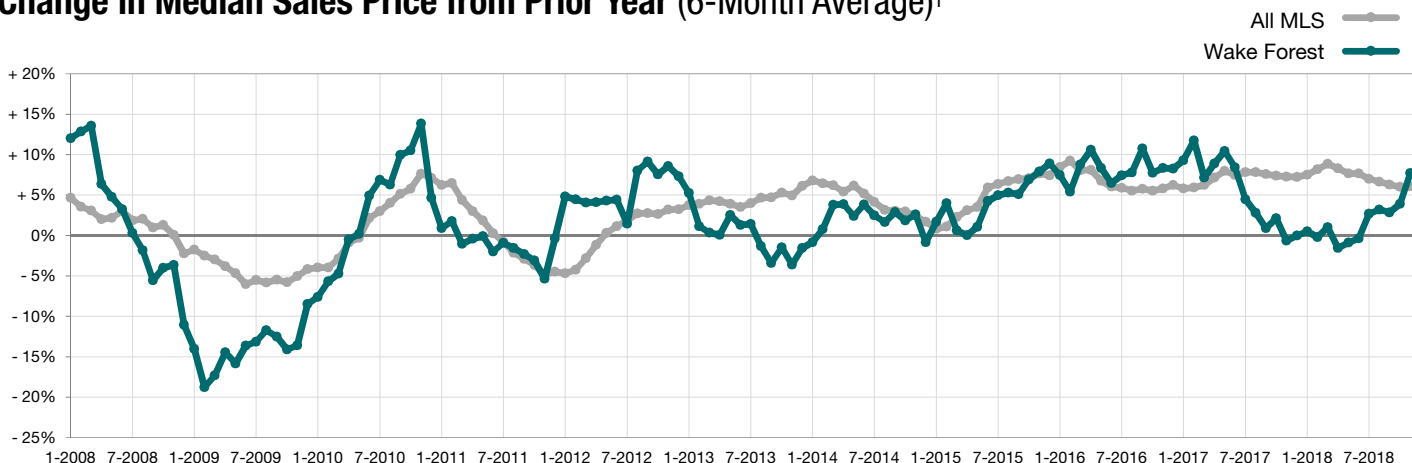


Year to Date

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