

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 9.1%

+ 48.1%

+ 5.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	121	110	- 9.1%	2,424	2,424	0.0%
Closed Sales	135	200	+ 48.1%	1,956	2,047	+ 4.7%
Median Sales Price*	\$325,230	\$344,386	+ 5.9%	\$335,000	\$337,500	+ 0.7%
Average Sales Price*	\$350,938	\$390,839	+ 11.4%	\$357,021	\$368,911	+ 3.3%
Total Dollar Volume (in millions)*	\$47.4	\$78.2	+ 65.0%	\$698.3	\$755.2	+ 8.1%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.5%	97.9%	97.9%	0.0%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	99.0%	99.2%	+ 0.2%
Days on Market Until Sale**	42	36	- 14.3%	35	36	+ 2.9%
Inventory of Homes for Sale	541	426	- 21.3%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--

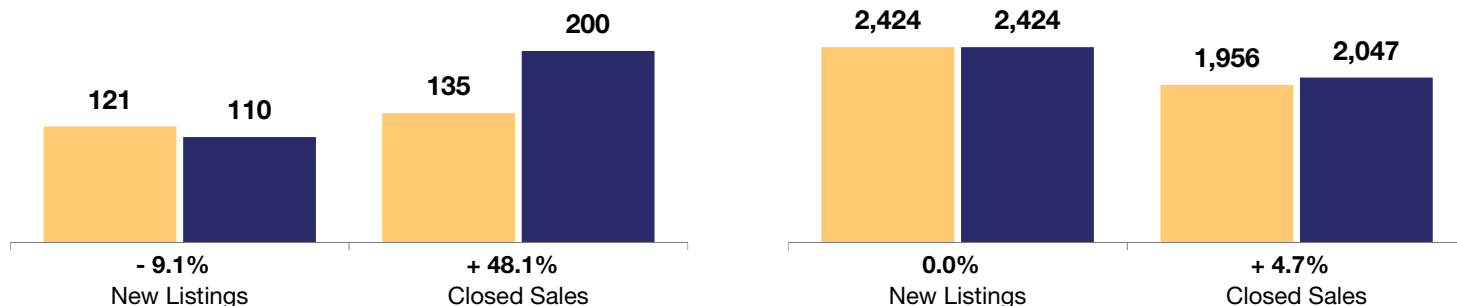
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

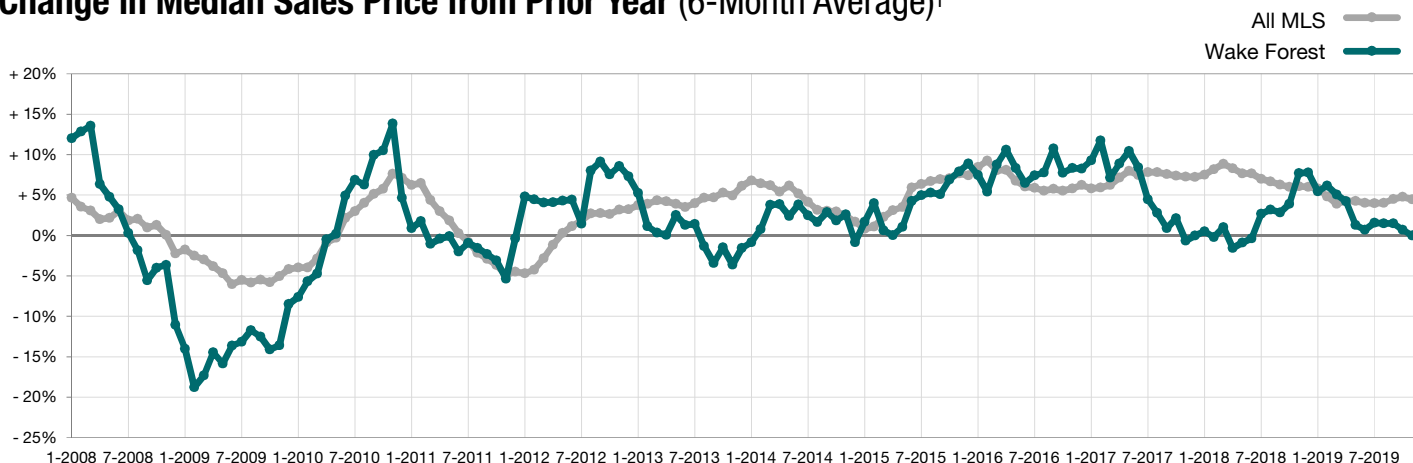
2018 2019

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