

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 5.9%

Change in
New Listings

- 2.5%

Change in
Closed Sales

- 3.3%

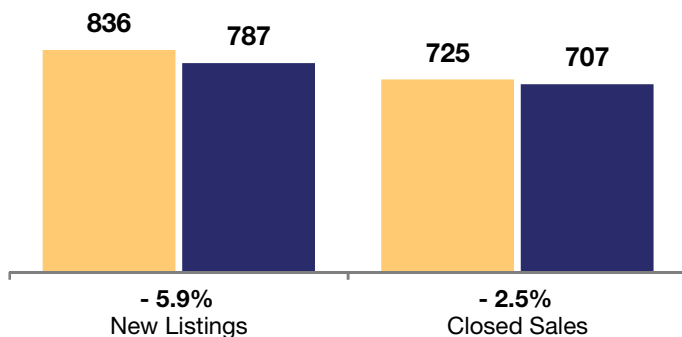
Change in
Median Sales Price

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
New Listings	836	787	- 5.9%	9,620	9,991	+ 3.9%
Closed Sales	725	707	- 2.5%	7,414	7,925	+ 6.9%
Median Sales Price*	\$227,500	\$219,900	- 3.3%	\$219,500	\$227,000	+ 3.4%
Average Sales Price*	\$273,657	\$275,327	+ 0.6%	\$269,429	\$279,430	+ 3.7%
Total Dollar Volume (in millions)*	\$198.4	\$194.5	- 1.9%	\$1,997.5	\$2,214.1	+ 10.8%
Percent of Original List Price Received*	97.2%	97.6%	+ 0.4%	97.2%	98.0%	+ 0.8%
Percent of List Price Received*	98.4%	98.7%	+ 0.3%	98.3%	98.9%	+ 0.6%
Days on Market Until Sale	41	32	- 22.0%	47	37	- 21.3%
Inventory of Homes for Sale	2,043	1,703	- 16.6%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--

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

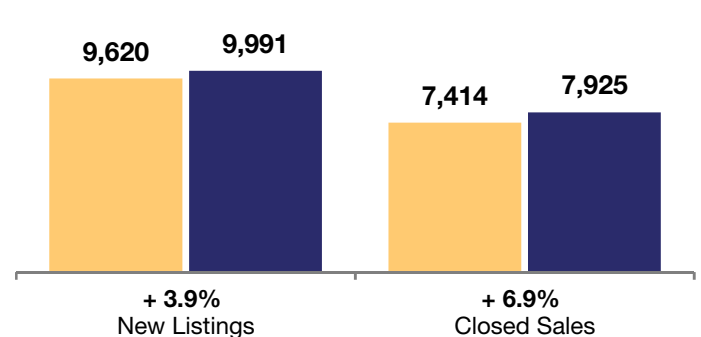
October

2015 2016



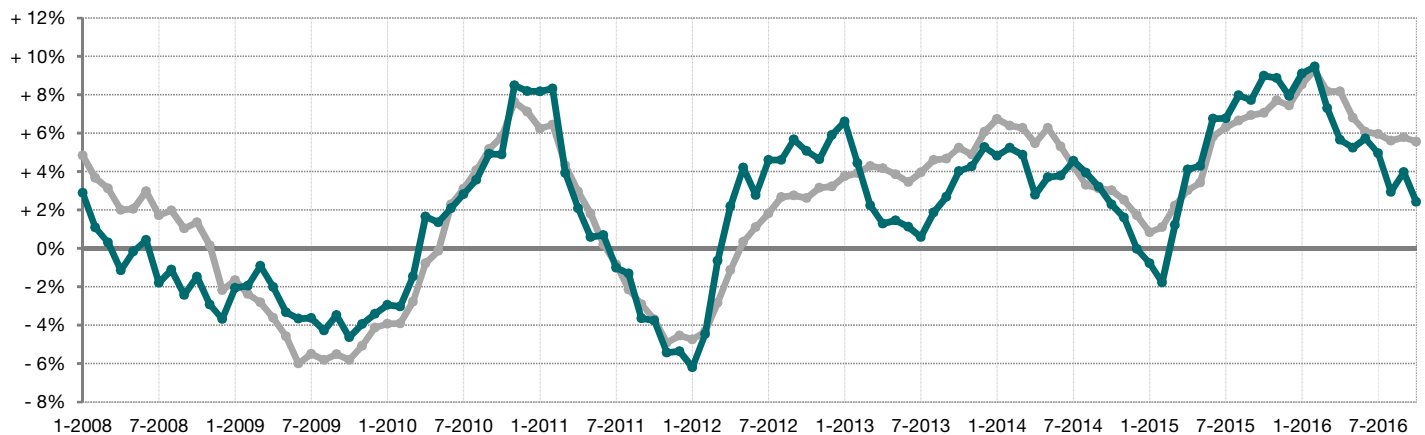
Year to Date

2015 2016



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Raleigh —



** 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. | Current as of November 10, 2016. All data from Triangle Multiple Listing Service, Inc.. | Powered by ShowingTime 10K.