

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 5.2%

Change in
New Listings

+ 21.5%

Change in
Closed Sales

+ 6.5%

Change in
Median Sales Price

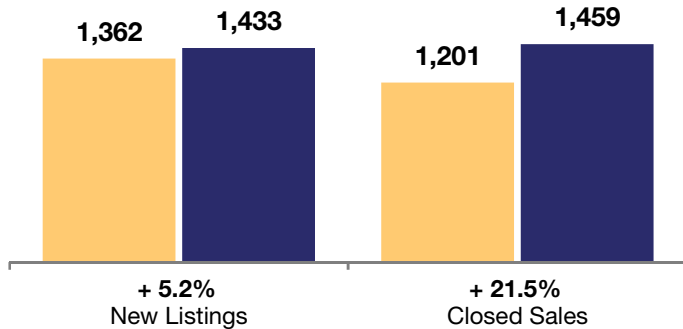
Wake County

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
New Listings	1,362	1,433	+ 5.2%	22,385	23,402	+ 4.5%
Closed Sales	1,201	1,459	+ 21.5%	17,327	18,699	+ 7.9%
Median Sales Price*	\$260,000	\$277,000	+ 6.5%	\$249,670	\$262,500	+ 5.1%
Average Sales Price*	\$300,031	\$314,663	+ 4.9%	\$286,072	\$300,806	+ 5.2%
Total Dollar Volume (in millions)*	\$360.3	\$459.1	+ 27.4%	\$4,955.8	\$5,624.3	+ 13.5%
Percent of Original List Price Received*	97.4%	97.9%	+ 0.5%	97.5%	98.3%	+ 0.8%
Percent of List Price Received*	98.6%	98.9%	+ 0.3%	98.5%	99.1%	+ 0.6%
Days on Market Until Sale	48	38	- 20.8%	47	39	- 17.0%
Inventory of Homes for Sale	4,065	3,528	- 13.2%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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

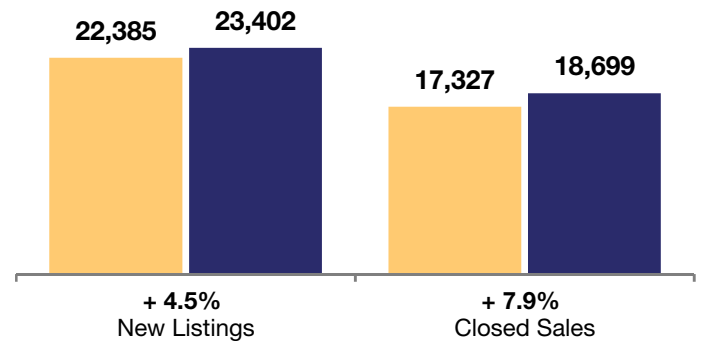
November

2015 2016



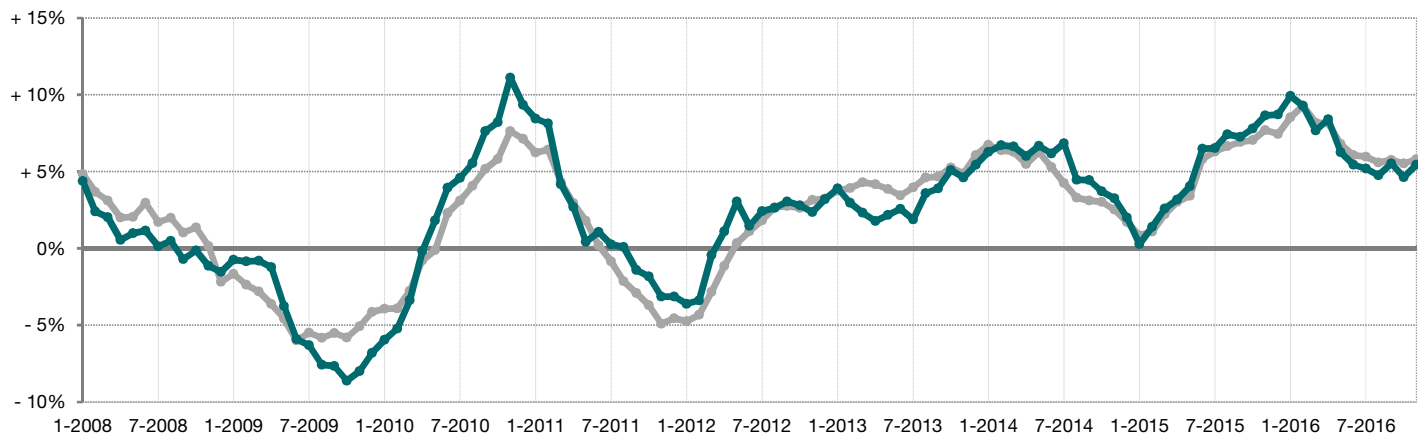
Year to Date

2015 2016



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

All MLS —
Wake County —



** 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 December 10, 2016. All data from Triangle Multiple Listing Service, Inc.. | Powered by ShowingTime 10K.