

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 30.0%

Change in
New Listings

- 6.5%

Change in
Closed Sales

+ 21.3%

Change in
Median Sales Price

Hillsborough

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	30	21	- 30.0%	525	572	+ 9.0%
Closed Sales	31	29	- 6.5%	402	433	+ 7.7%
Median Sales Price*	\$305,000	\$370,000	+ 21.3%	\$275,560	\$280,000	+ 1.6%
Average Sales Price*	\$294,711	\$333,952	+ 13.3%	\$308,094	\$308,436	+ 0.1%
Total Dollar Volume (in millions)*	\$9.1	\$9.7	+ 6.0%	\$123.9	\$133.6	+ 7.8%
Percent of Original List Price Received*	96.8%	97.4%	+ 0.6%	97.8%	97.6%	- 0.2%
Percent of List Price Received*	98.8%	98.3%	- 0.5%	99.0%	98.5%	- 0.5%
Days on Market Until Sale**	58	43	- 25.9%	51	44	- 13.7%
Inventory of Homes for Sale	110	120	+ 9.1%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

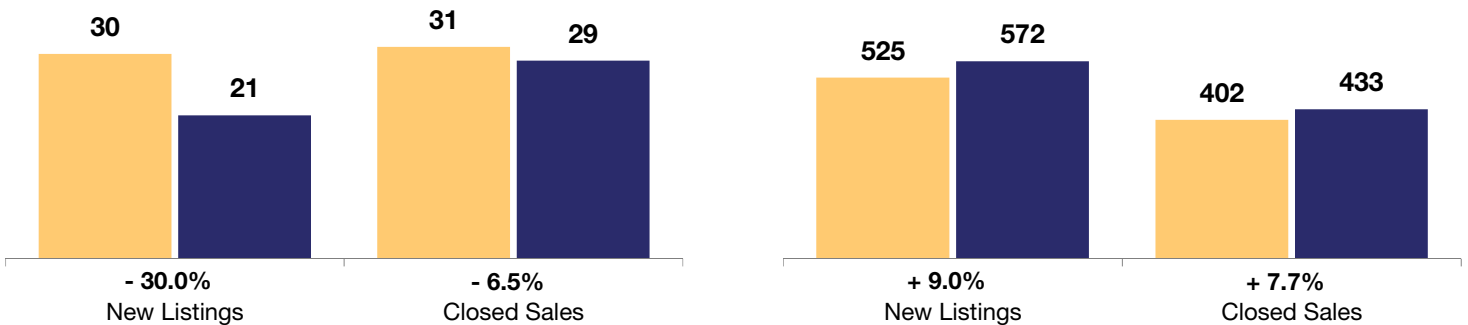
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

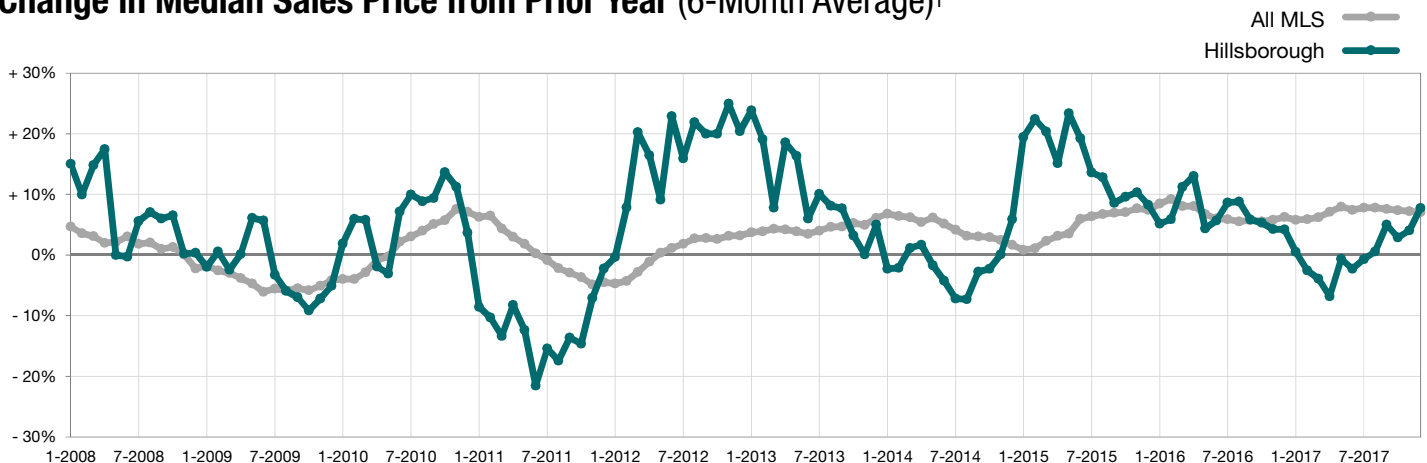
2016 2017

Year to Date

2016 2017



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