

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 11.9%

Change in
New Listings

+ 38.5%

Change in
Closed Sales

+ 22.0%

Change in
Median Sales Price

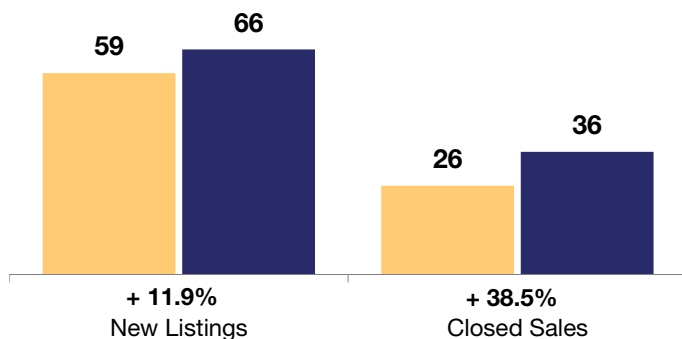
Hillsborough

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	59	66	+ 11.9%	199	247	+ 24.1%
Closed Sales	26	36	+ 38.5%	107	134	+ 25.2%
Median Sales Price*	\$292,500	\$356,808	+ 22.0%	\$255,000	\$303,500	+ 19.0%
Average Sales Price*	\$317,256	\$391,477	+ 23.4%	\$290,415	\$328,271	+ 13.0%
Total Dollar Volume (in millions)*	\$8.2	\$14.1	+ 70.9%	\$31.1	\$44.0	+ 41.6%
Percent of Original List Price Received*	97.9%	99.2%	+ 1.3%	98.0%	97.8%	- 0.2%
Percent of List Price Received*	98.5%	99.3%	+ 0.8%	98.9%	98.7%	- 0.2%
Days on Market Until Sale**	49	63	+ 28.6%	53	54	+ 1.9%
Inventory of Homes for Sale	113	135	+ 19.5%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

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

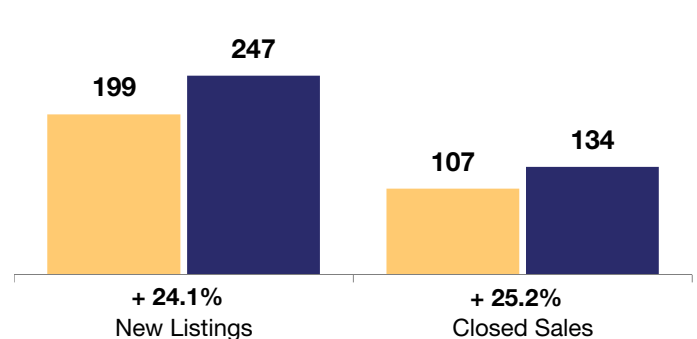
April

■ 2017 ■ 2018

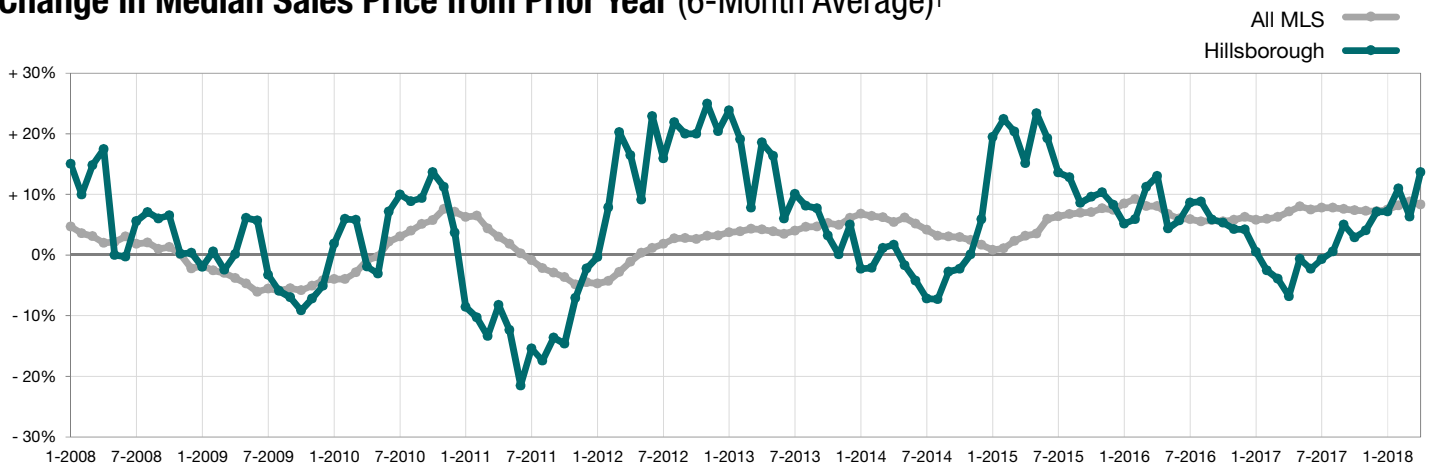


Year to Date

■ 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