

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 6.1%

Change in
New Listings

+ 16.3%

Change in
Closed Sales

0.0%

Change in
Median Sales Price

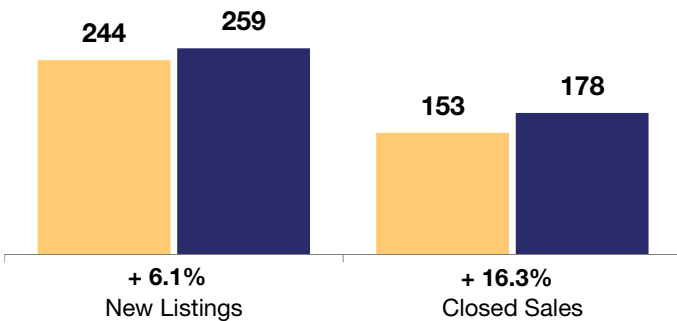
Orange County

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 244 | 259 | + 6.1% | 875 | 979 | + 11.9% |
| Closed Sales | 153 | 178 | + 16.3% | 461 | 546 | + 18.4% |
| Median Sales Price* | \$312,500 | \$312,500 | 0.0% | \$285,000 | \$306,500 | + 7.5% |
| Average Sales Price* | \$351,741 | \$353,205 | + 0.4% | \$328,111 | \$356,237 | + 8.6% |
| Total Dollar Volume (in millions)* | \$53.8 | \$62.9 | + 16.8% | \$151.3 | \$194.5 | + 28.6% |
| Percent of Original List Price Received* | 98.3% | 99.5% | + 1.2% | 97.0% | 98.1% | + 1.1% |
| Percent of List Price Received* | 99.0% | 100.0% | + 1.0% | 98.3% | 99.0% | + 0.7% |
| Days on Market Until Sale** | 40 | 28 | - 30.0% | 54 | 38 | - 29.6% |
| Inventory of Homes for Sale | 469 | 442 | - 5.8% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.9 | - 6.5% | -- | -- | -- |

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

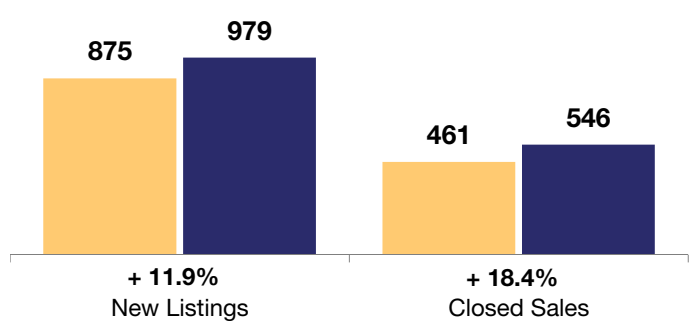
April

2017 2018

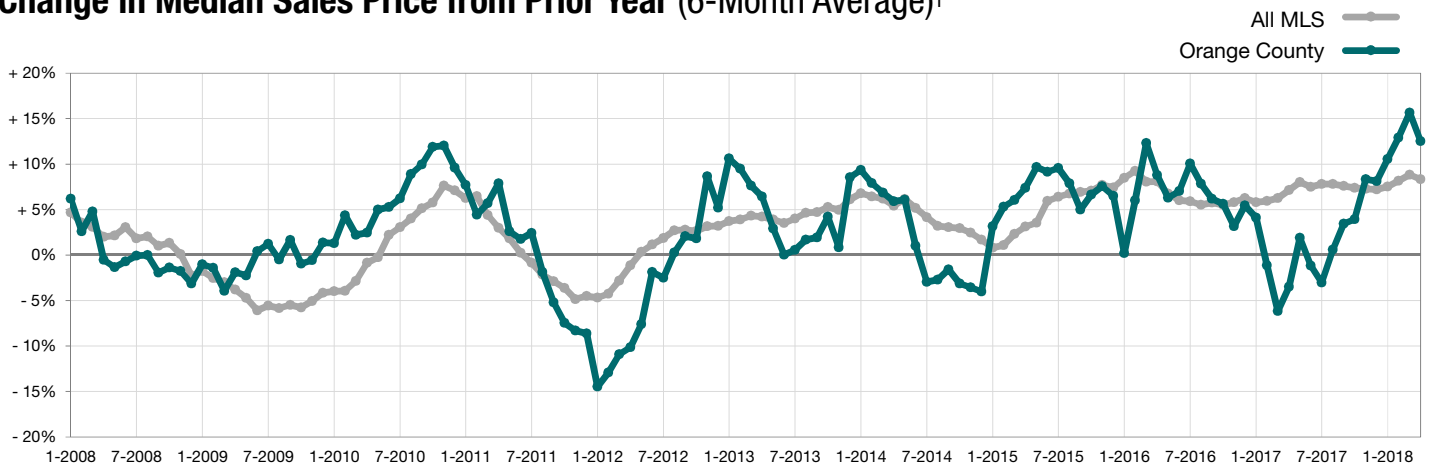


Year to Date

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