

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Cary / Apex / Morrisville

- 7.7%

Change in
New Listings

- 4.4%

Change in
Closed Sales

+ 5.2%

Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	481	444	- 7.7%	5,950	5,933	- 0.3%
Closed Sales	432	413	- 4.4%	4,554	4,631	+ 1.7%
Median Sales Price*	\$345,885	\$364,000	+ 5.2%	\$352,000	\$365,000	+ 3.7%
Average Sales Price*	\$382,155	\$407,756	+ 6.7%	\$383,954	\$399,230	+ 4.0%
Total Dollar Volume (in millions)*	\$165.1	\$168.4	+ 2.0%	\$1,748.5	\$1,848.8	+ 5.7%
Percent of Original List Price Received*	98.2%	98.3%	+ 0.1%	98.9%	98.9%	0.0%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	99.7%	99.6%	- 0.1%
Days on Market Until Sale**	27	27	0.0%	23	22	- 4.3%
Inventory of Homes for Sale	1,063	1,070	+ 0.7%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--

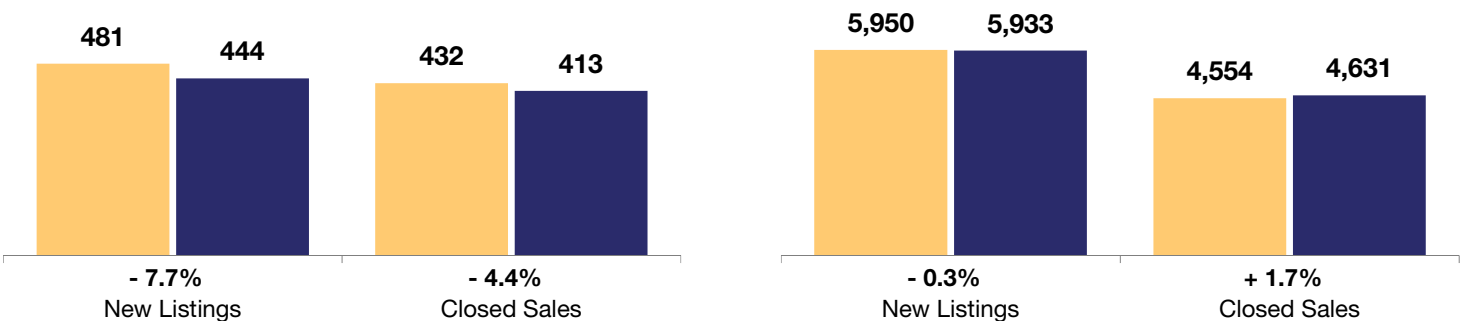
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

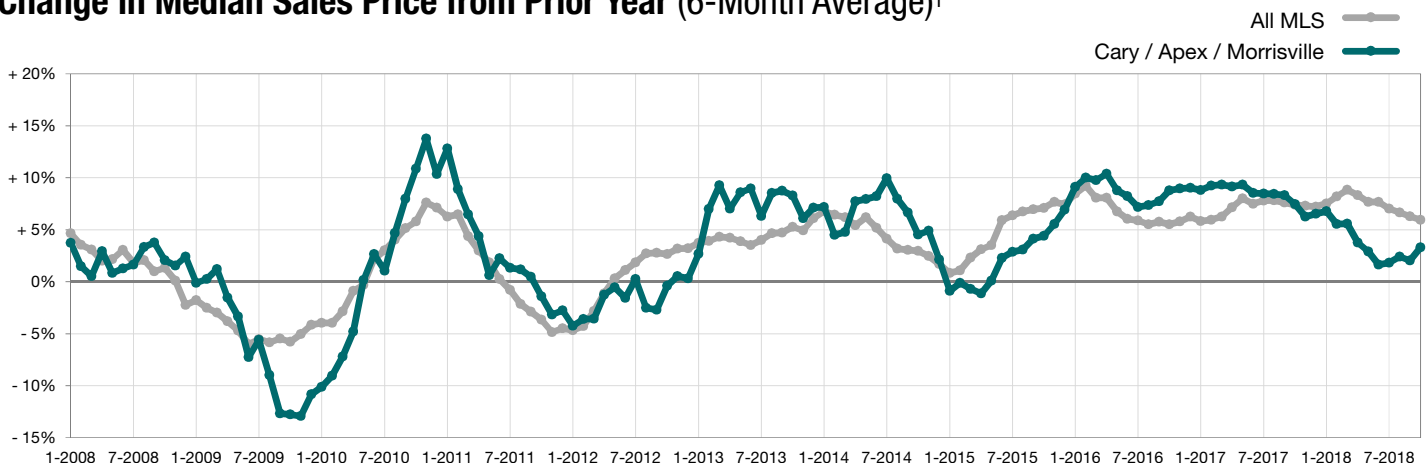
2017 2018

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