

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Cary / Apex / Morrisville

- 17.3%

Change in
New Listings

- 23.8%

Change in
Closed Sales

+ 7.5%

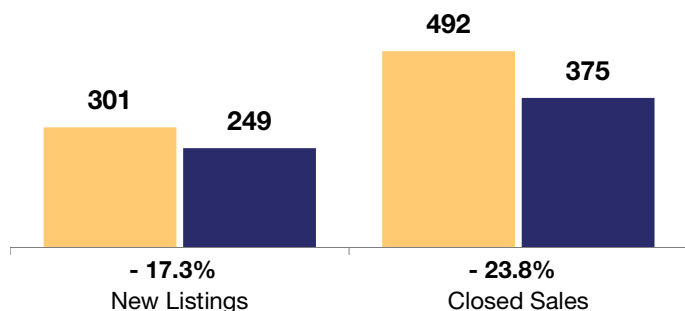
Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	301	249	- 17.3%	6,587	6,589	+ 0.0%
Closed Sales	492	375	- 23.8%	5,504	5,449	- 1.0%
Median Sales Price*	\$357,950	\$384,900	+ 7.5%	\$353,528	\$367,000	+ 3.8%
Average Sales Price*	\$390,039	\$403,423	+ 3.4%	\$384,847	\$400,434	+ 4.1%
Total Dollar Volume (in millions)*	\$191.9	\$151.3	- 21.2%	\$2,118.2	\$2,182.0	+ 3.0%
Percent of Original List Price Received*	97.4%	97.8%	+ 0.4%	98.7%	98.9%	+ 0.2%
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	99.6%	99.5%	- 0.1%
Days on Market Until Sale**	36	30	- 16.7%	24	23	- 4.2%
Inventory of Homes for Sale	835	904	+ 8.3%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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

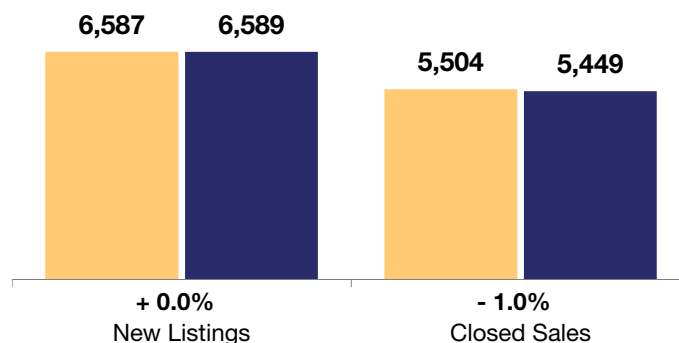
December

2017 2018

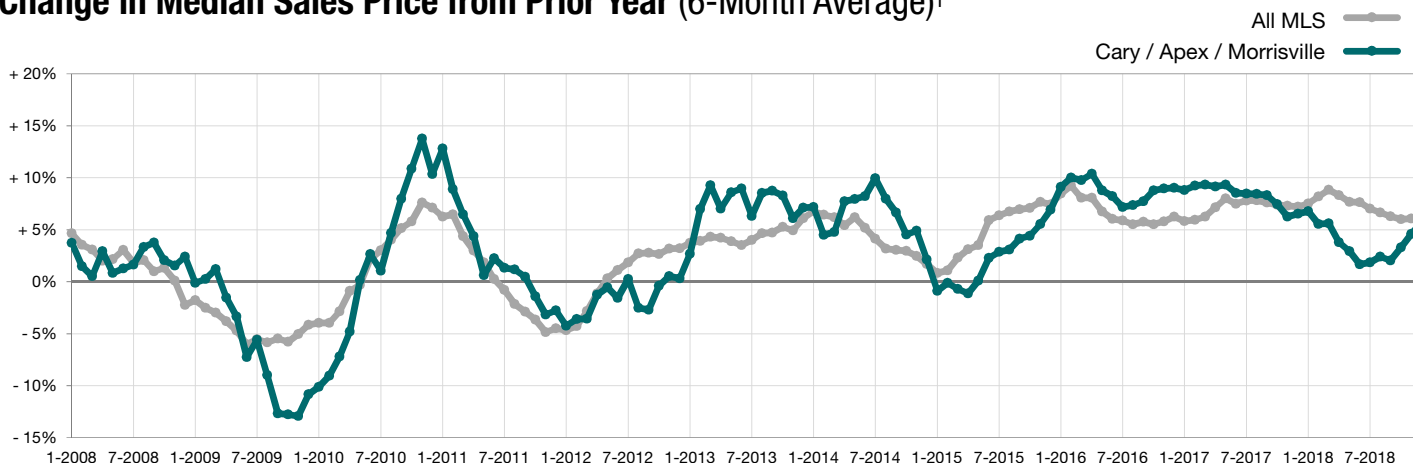


Year to Date

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