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LuxInsight

The Triangle, NC

Metropolitan Area

Luxury Housing Market Update

April 2018



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The Triangle, NC Area - April 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

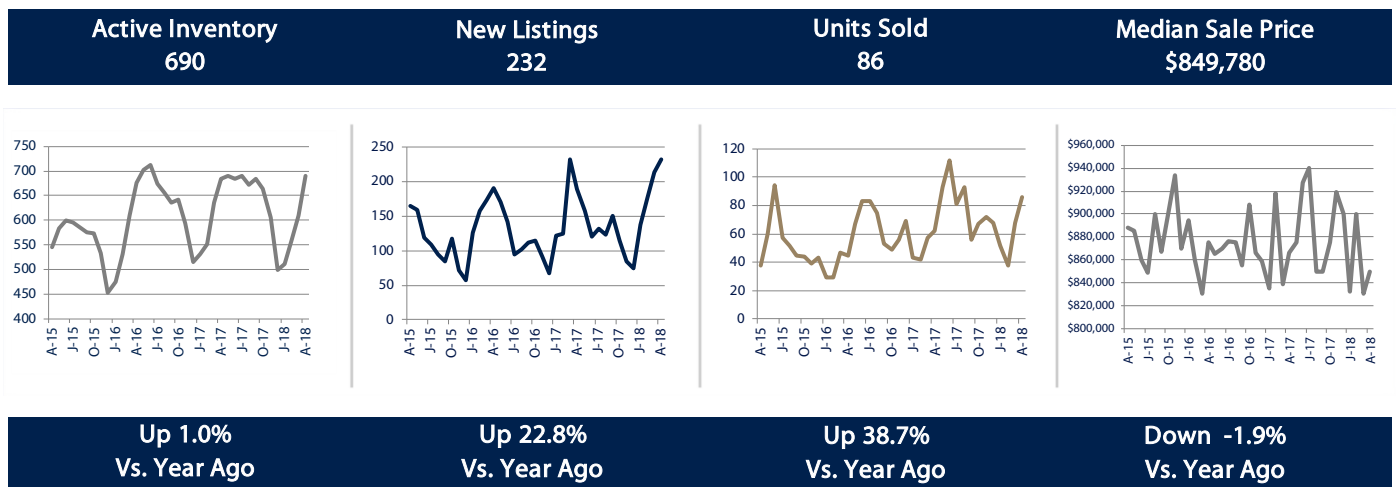
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

Homes \$750,000+



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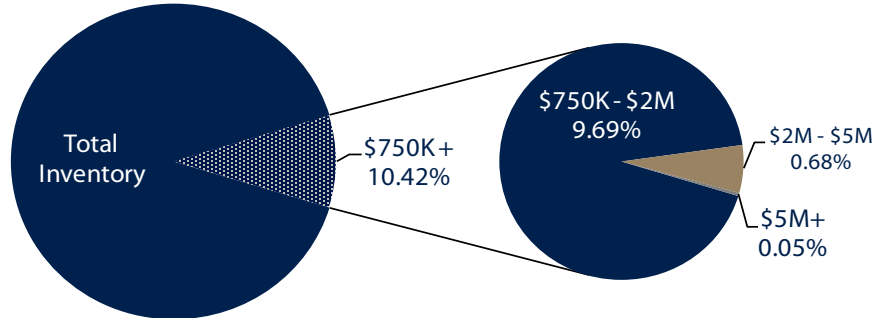
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Compared to last April, the total number of homes more than \$750,000 available this month was higher by 1.0% and higher by 2.1% compared to April 2016.

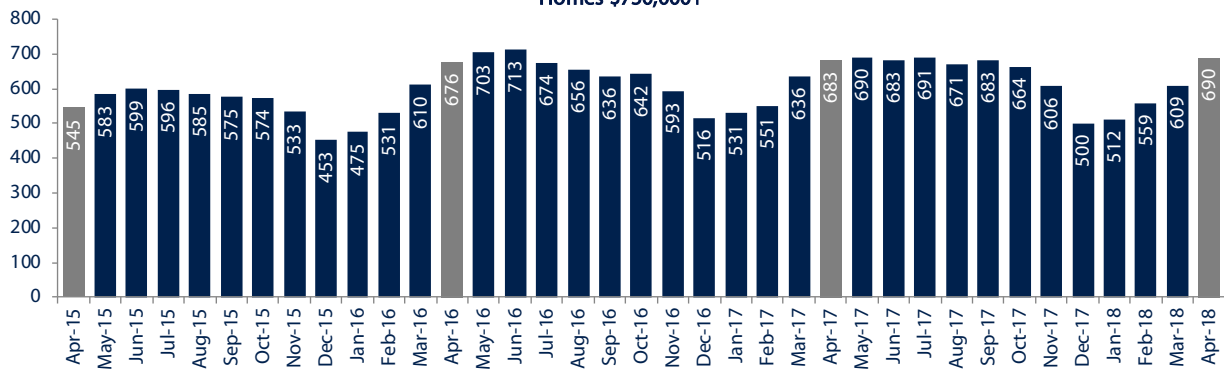
Active inventory this April was 13.3% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



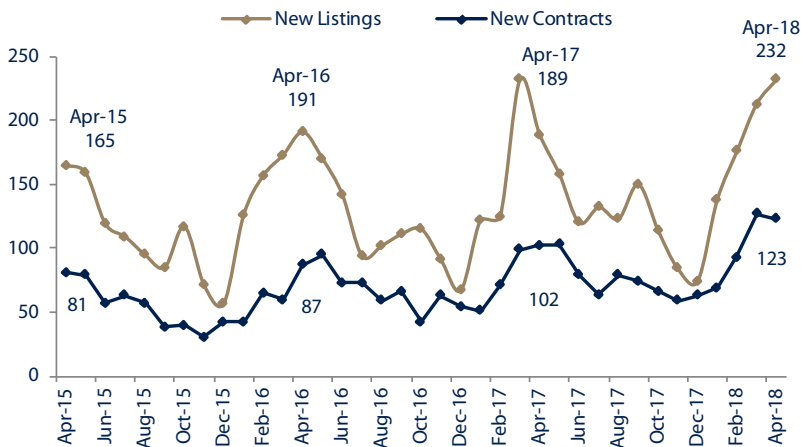
ACTIVE INVENTORY

Homes \$750,000+



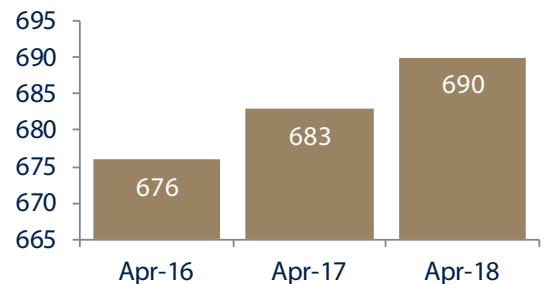
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

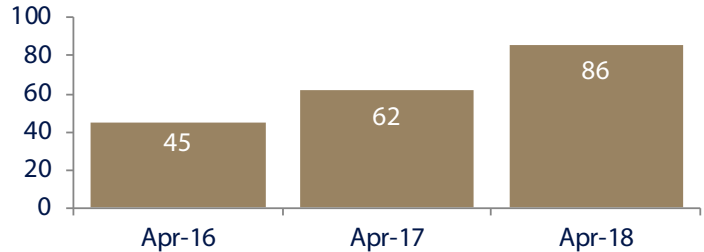


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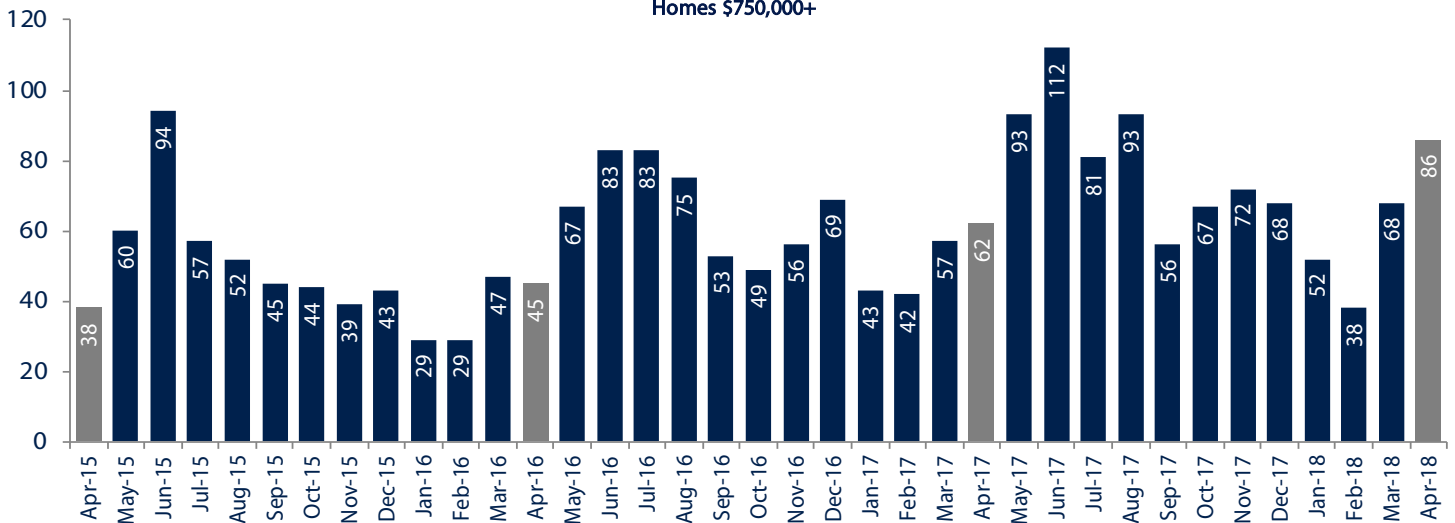
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 38.7% versus last April and an increase of 91.1% versus April of 2016.

There was an increase of 26.5% in luxury units sold in April compared to March of this year.

UNITS SOLD
Versus Previous Years
Homes \$750,000+



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

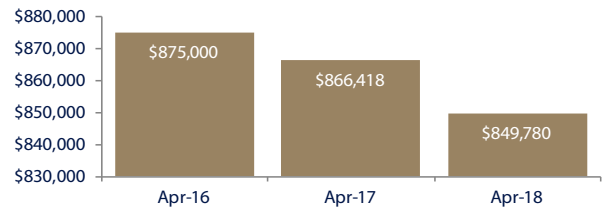
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Fonville Morisey Represented	
							Buyer	Seller
April 16, 2018	Raleigh	27615	\$1,350,000	\$1,350,000	100.0%	135		✓
April 23, 2018	Raleigh	27615	\$1,299,000	\$1,250,000	96.2%	16	✓	
April 27, 2018	Raleigh	27615	\$1,125,000	\$1,195,671	106.3%	3	✓	✓
April 10, 2018	Raleigh	27609	\$1,040,000	\$1,100,000	105.8%	1	✓	
April 27, 2018	Raleigh	27609	\$930,000	\$964,319	103.7%	33	✓	
April 30, 2018	Willow Spring(s)	27592	\$899,000	\$890,000	99.0%	1		✓
April 20, 2018	Raleigh	27614	\$950,000	\$880,000	92.6%	20	✓	✓
April 30, 2018	Pittsboro	27312	\$867,635	\$867,635	100.0%	1	✓	✓
April 26, 2018	Raleigh	27614	\$864,000	\$855,000	99.0%	71	✓	
April 6, 2018	Chapel Hill	27514	\$849,000	\$849,000	100.0%	4	✓	

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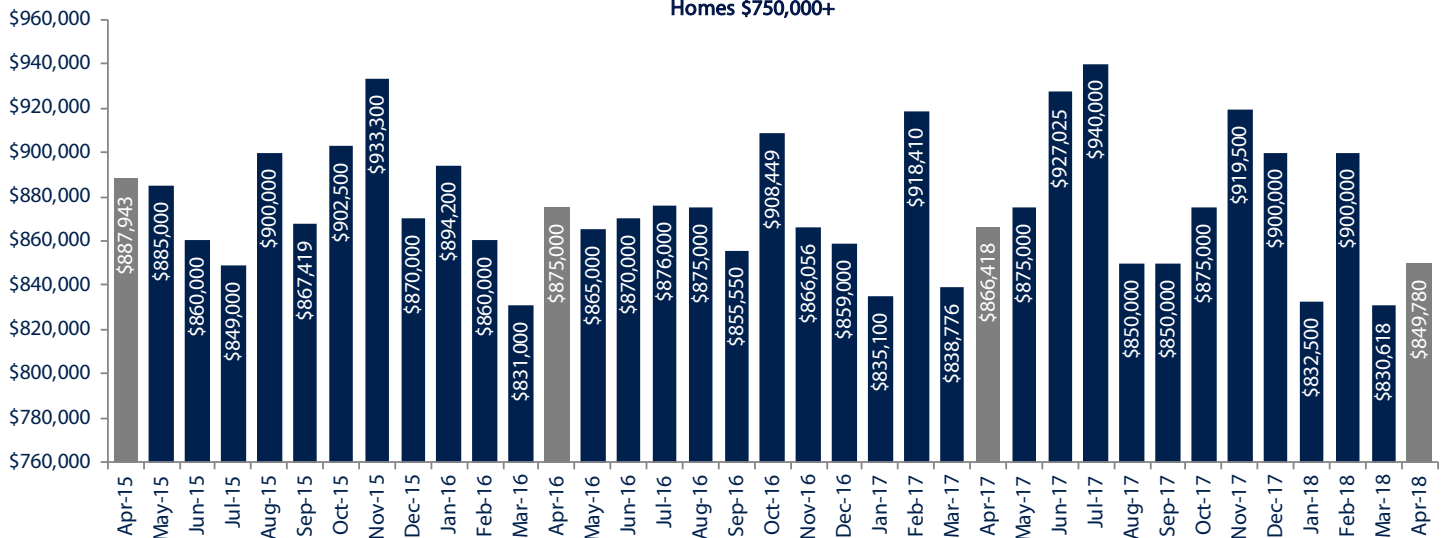
In April, the median sales price for homes more than \$750,000 was \$849,780, a decrease of 1.9% compared to last year.

The current median sales price was higher by 2.3% than in March.

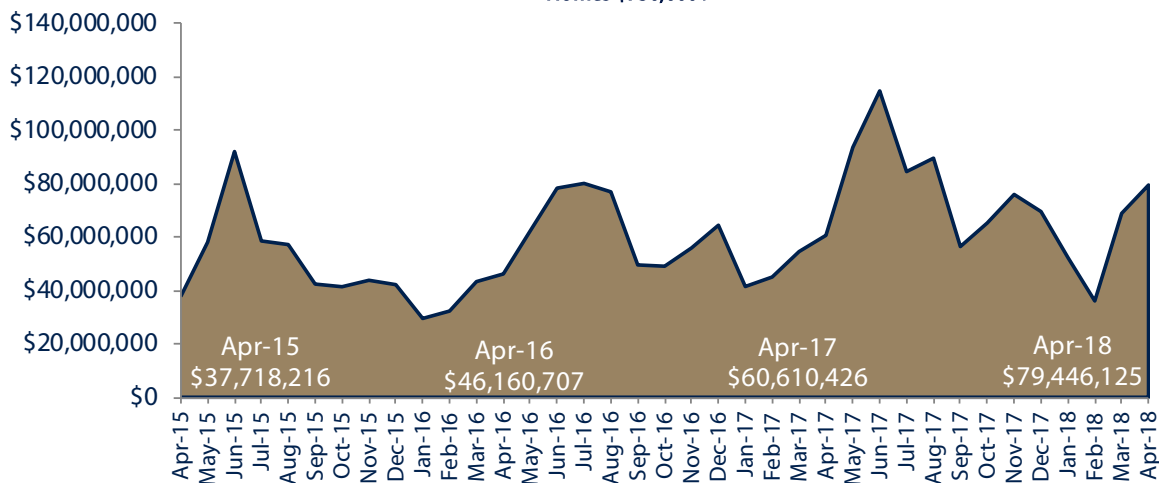
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this April was 31.1% higher than the same month one year ago.

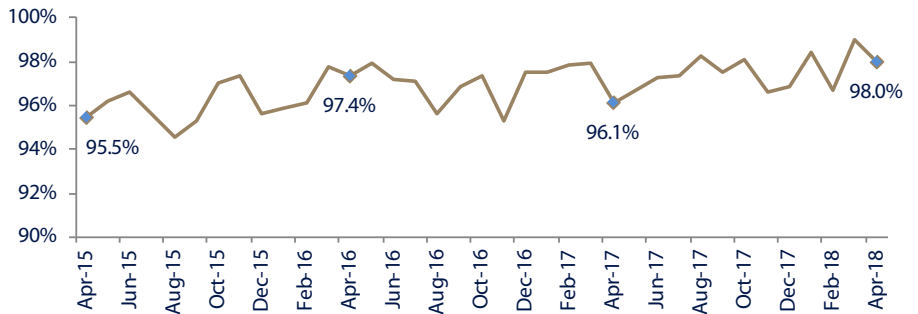
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In April, the average sale price for homes more than \$750,000 was 98.0% of the average list price, which is 1.9% higher than at this time last year.

This month, the average number of days on market was 96, lower than the average last year, which was 111, a decrease of 13.5%.

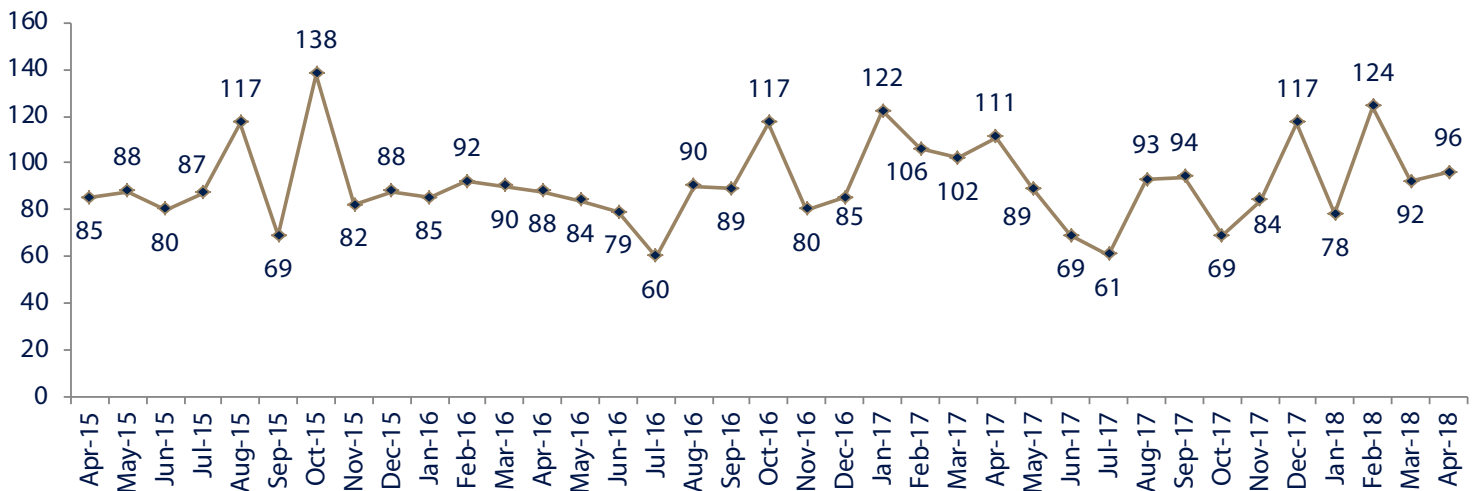
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

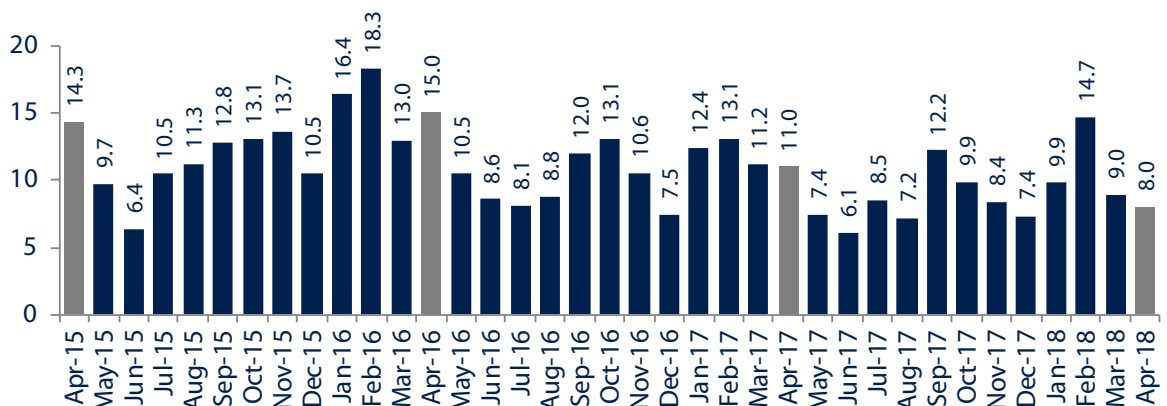
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In April, there were 8.0 months of supply available, compared to 11.0 in April of 2017. That is a decrease of 27.3% versus a year ago.



The Triangle, NC Area - April 2018

References & Definitions

THE TRIANGLE, NC AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Triangle MLS and its and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties include in this area are: Alamance, Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, and Wake in North Carolina.

Analysis dates for all regions are April 1, 2015 through April 30, 2018.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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