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INTERNATIONAL REAL ESTATE

LuxInsight

The Triangle, NC

Metropolitan Area

Luxury Housing Market Update

July 2017



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The Triangle, NC Area - July 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

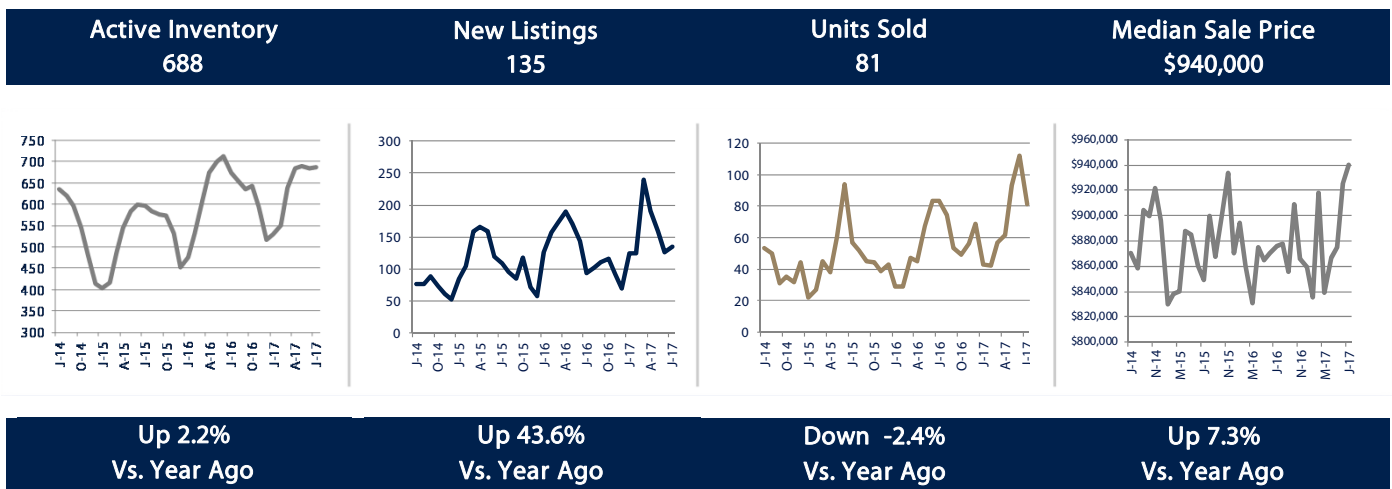
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.



If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

AT A GLANCE

Homes \$750,000+



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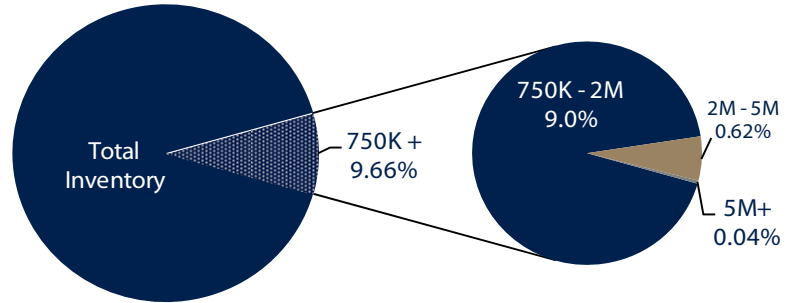
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Compared to last July, the total number of homes more than \$750,000 available this month was higher by 2.2% and higher by 15.4% compared to July 2015.

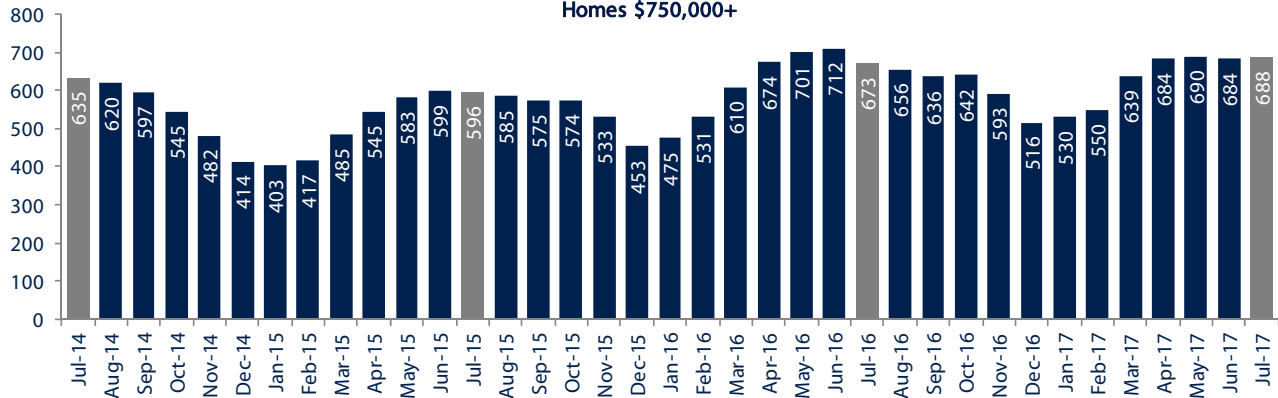
Active inventory this July was 0.6% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

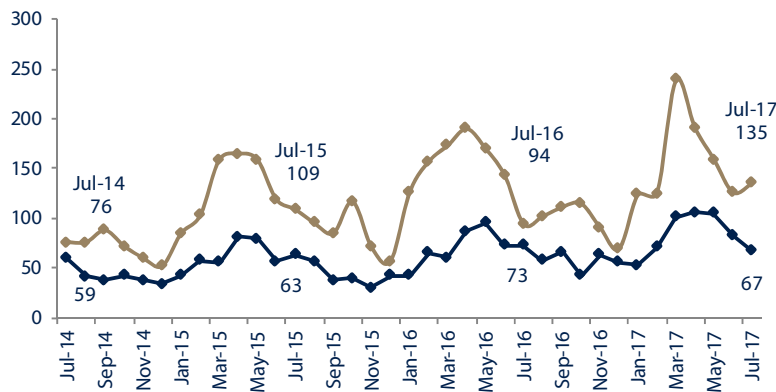
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

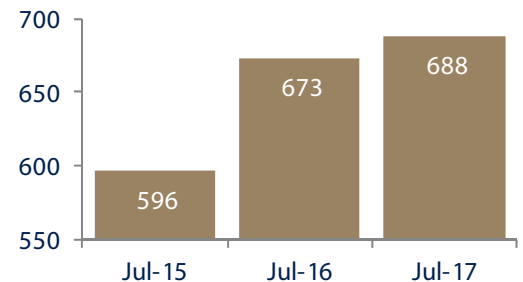
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

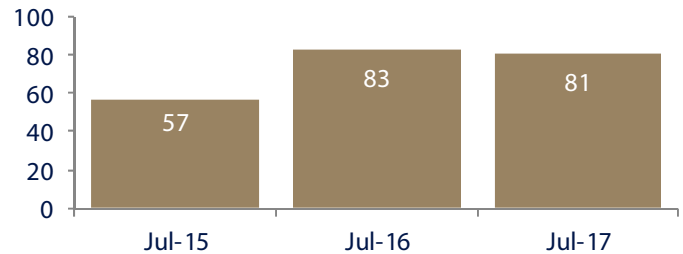


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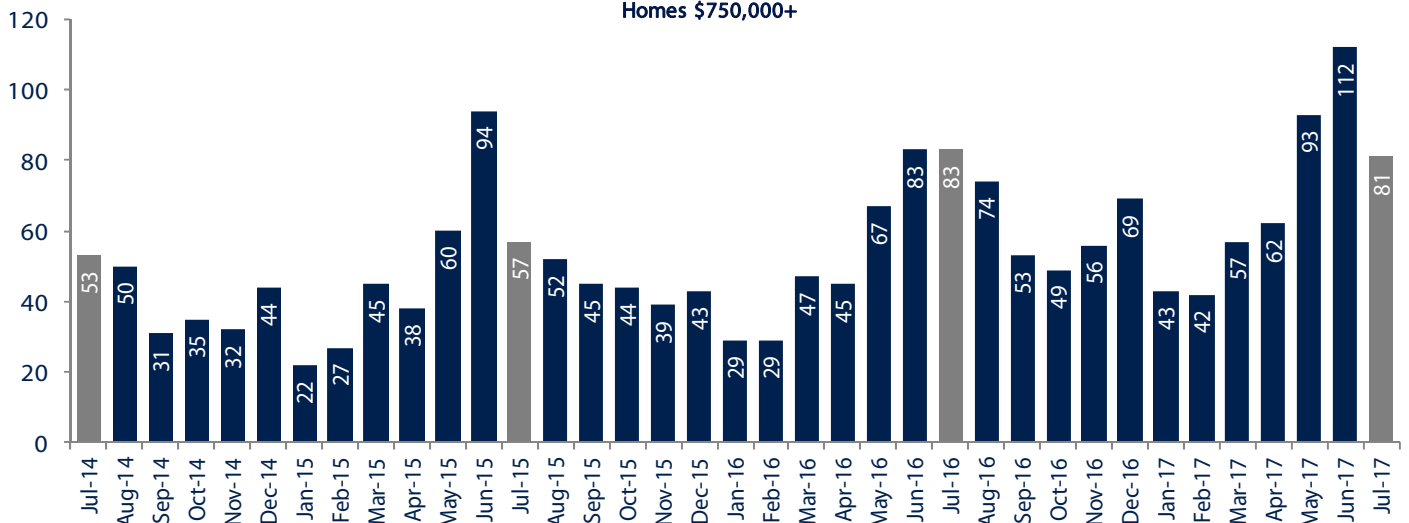
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 2.4% versus last July and an increase of 42.1% versus July of 2015.

There was a decrease of 27.7% in luxury units sold in July compared to June 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
July 31, 2017	Durham	27707	\$1,375,000	\$1,500,000	109.1%	122	✓	
July 17, 2017	Chapel Hill	27516	\$1,350,000	\$1,350,000	100.0%	6	✓	✓
July 25, 2017	Raleigh	27615	\$1,100,000	\$1,093,000	99.4%	284	✓	
July 6, 2017	Raleigh	27614	\$1,079,900	\$1,035,000	95.8%	24	✓	
July 21, 2017	Cary	27519	\$1,050,000	\$1,010,000	96.2%	33		✓
July 18, 2017	Cary	27519	\$1,035,000	\$998,000	96.4%	93		✓
July 24, 2017	Raleigh	27609	\$969,900	\$958,000	98.8%	149	✓	
July 21, 2017	Raleigh	27601	\$861,550	\$869,673	100.9%	91		✓
July 24, 2017	Morrisville	27560	\$885,000	\$863,905	97.6%	18		✓
July 2, 2017	Cary	27519	\$816,505	\$816,505	100.0%	332	✓	

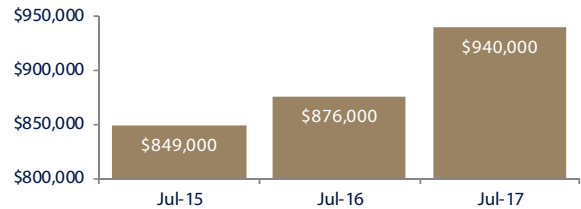
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In July, the median sales price for homes more than \$750,000 was \$940,000, an increase of 7.3% compared to last year.

The current median sales price was higher by 1.6% than in June.

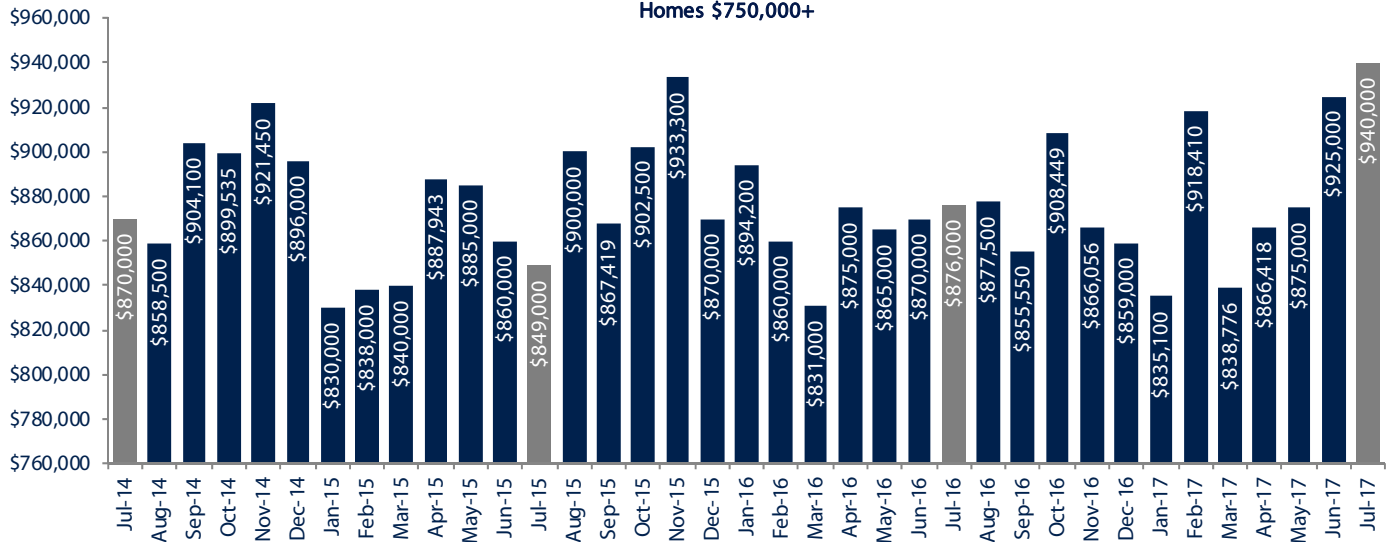
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



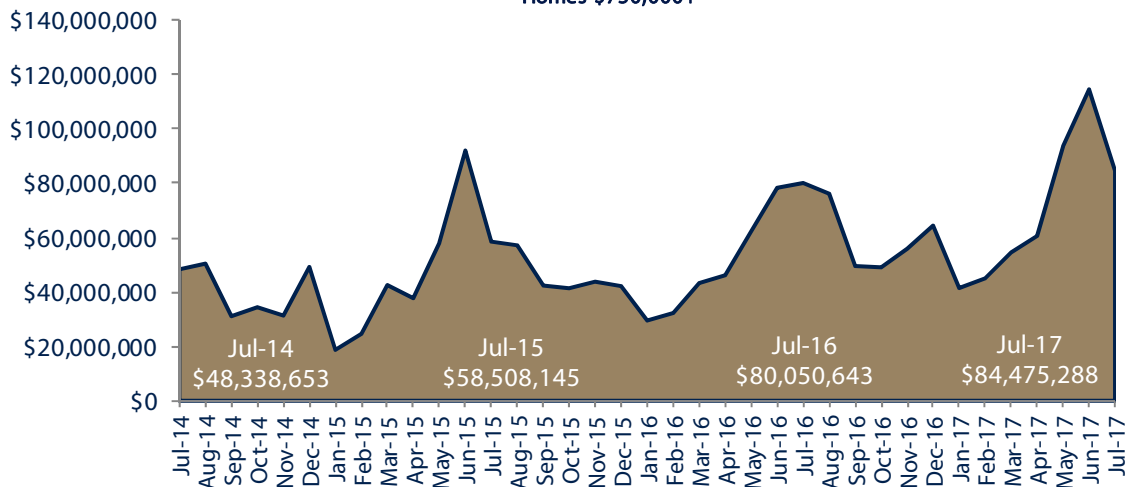
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 5.5% higher than the same month one year ago.

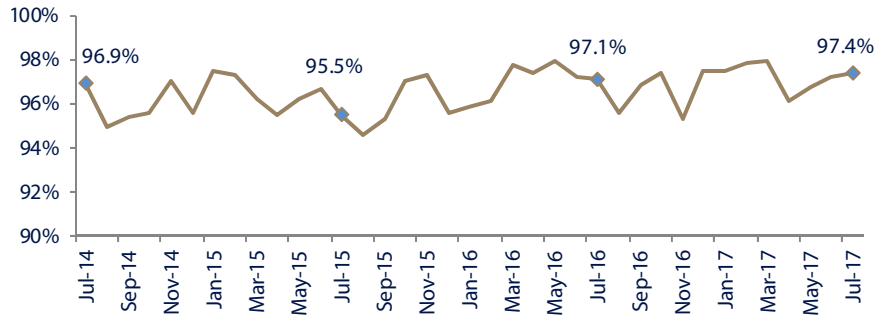
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In July, the average sale price for homes more than \$750,000 was 97.4% of the average list price, which is 0.3% higher than at this time last year.

This month, the average number of days on market was 61, higher than the average last year, which was 60, an increase of 1.7%.

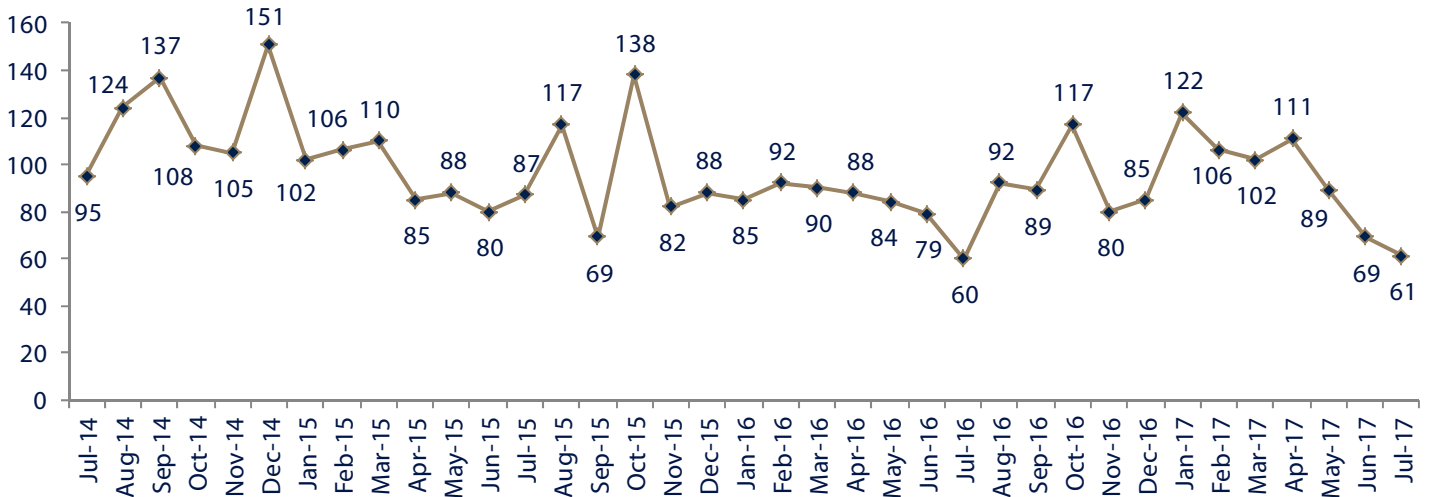
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

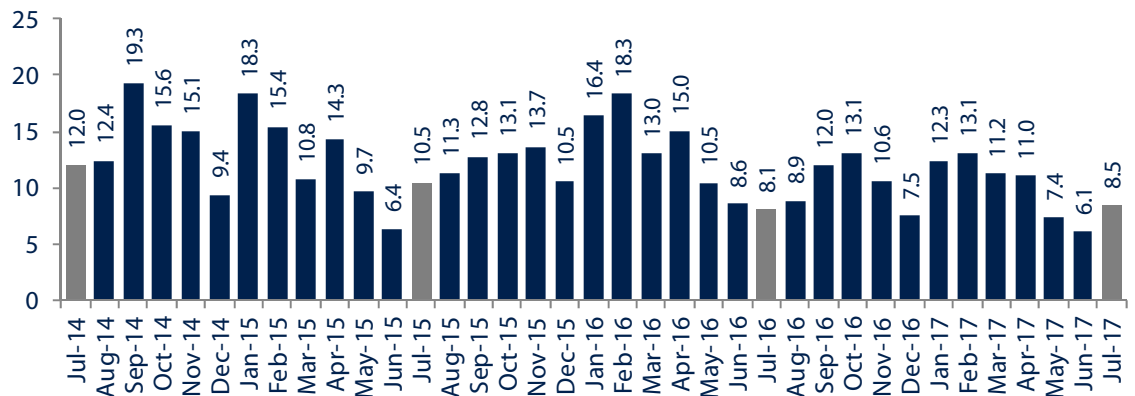
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 8.5 months of supply available, compared to 8.1 in July of 2016. That is an increase of 4.9% versus a year ago.



The Triangle, NC Area - July 2017

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 July 1, 2014 through July 31, 2017.

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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