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# LuxInsight

**The Triangle, NC**

Metropolitan Area

Luxury Housing Market Update

December 2018



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## The Triangle, NC Area - December 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.

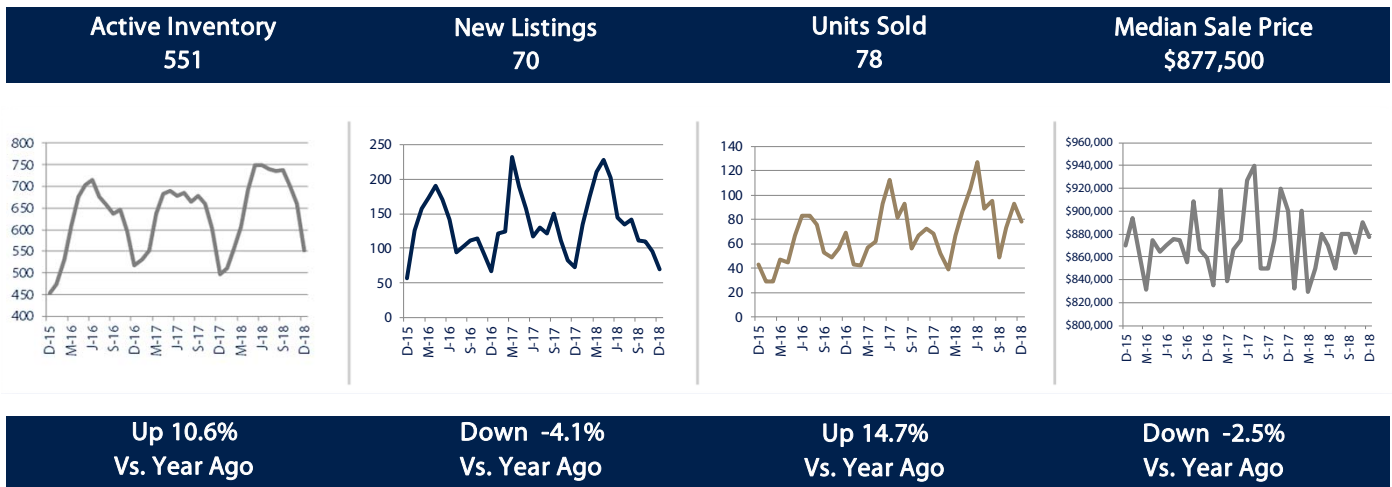
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

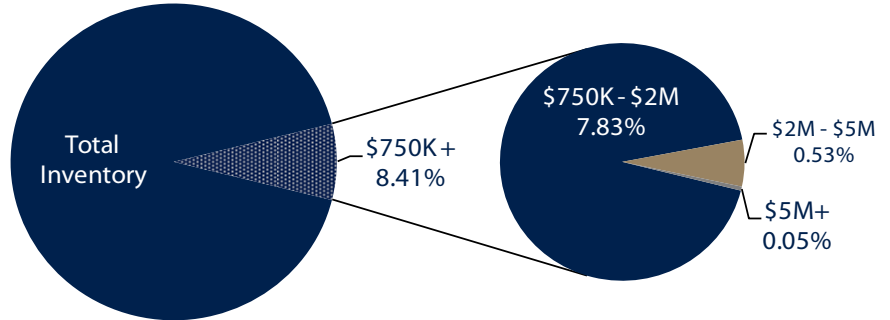


## The Triangle, NC Area - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was higher by 10.6% and higher by 6.4% compared to December 2016.

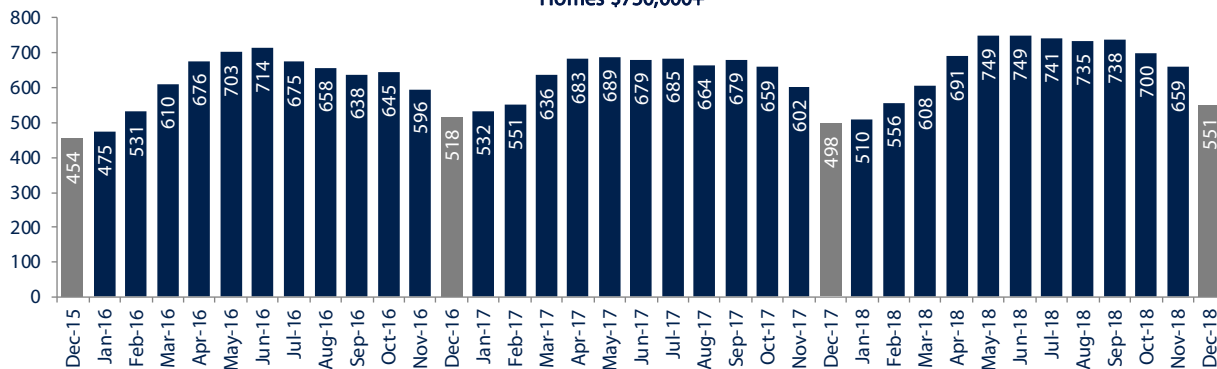
Active inventory this December was 16.4% lower than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



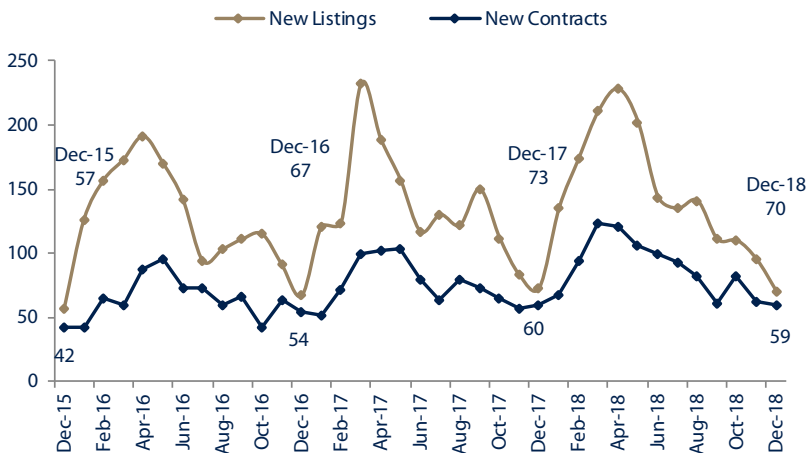
### ACTIVE INVENTORY

Homes \$750,000+



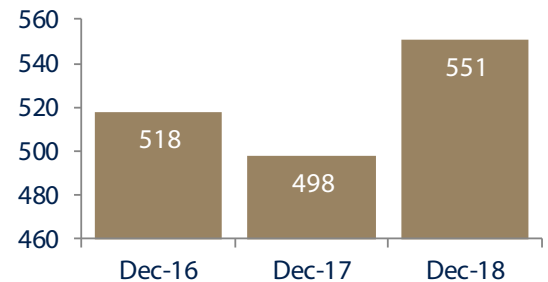
### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

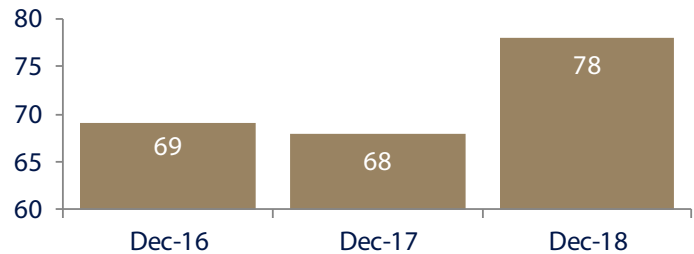


## The Triangle, NC Area - December 2018

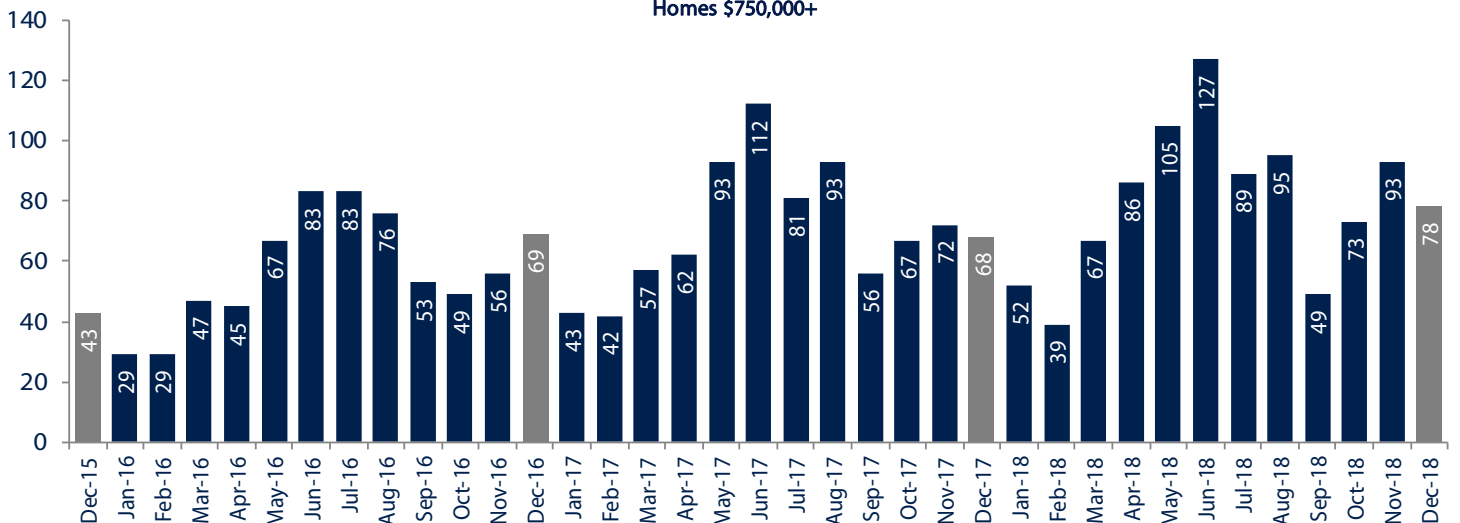
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 14.7% versus last December and an increase of 13.0% versus December of 2016.

There was a decrease of 16.1% in luxury units sold in December compared to November 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
December 20, 2018	Raleigh	27615	\$1,275,000	\$1,275,000	100.0%	68	✓	✓
December 14, 2018	Raleigh	27608	\$850,000	\$823,230	96.9%	1		✓
December 14, 2018	Raleigh	27608	\$839,900	\$822,500	97.9%	127	✓	
December 17, 2018	Raleigh	27607	\$789,900	\$789,900	100.0%	211	✓	
December 14, 2018	Raleigh	27604	\$781,864	\$781,864	100.0%	1		✓
December 18, 2018	Holly Springs	27540	\$775,000	\$775,000	100.0%	1		✓
December 4, 2018	Chapel Hill	27514	\$799,000	\$775,000	97.0%	481	✓	
December 28, 2018	Chapel Hill	27514	\$795,000	\$755,000	95.0%	110	✓	
November 26, 2018	Raleigh	27607	\$1,790,000	\$1,745,000	97.5%	93	✓	
November 16, 2018	Cary	27513	\$1,200,000	\$1,200,000	100.0%	176	✓	

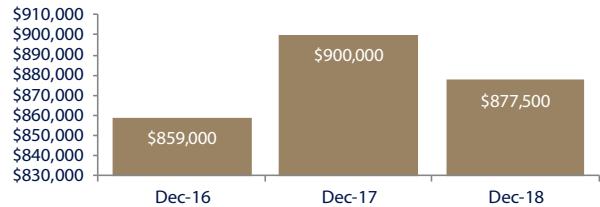
## The Triangle, NC Area - December 2018

In December, the median sales price for homes more than \$750,000 was \$877,500, a decrease of 2.5% compared to last year.

The current median sales price was lower by 1.4% than in November.

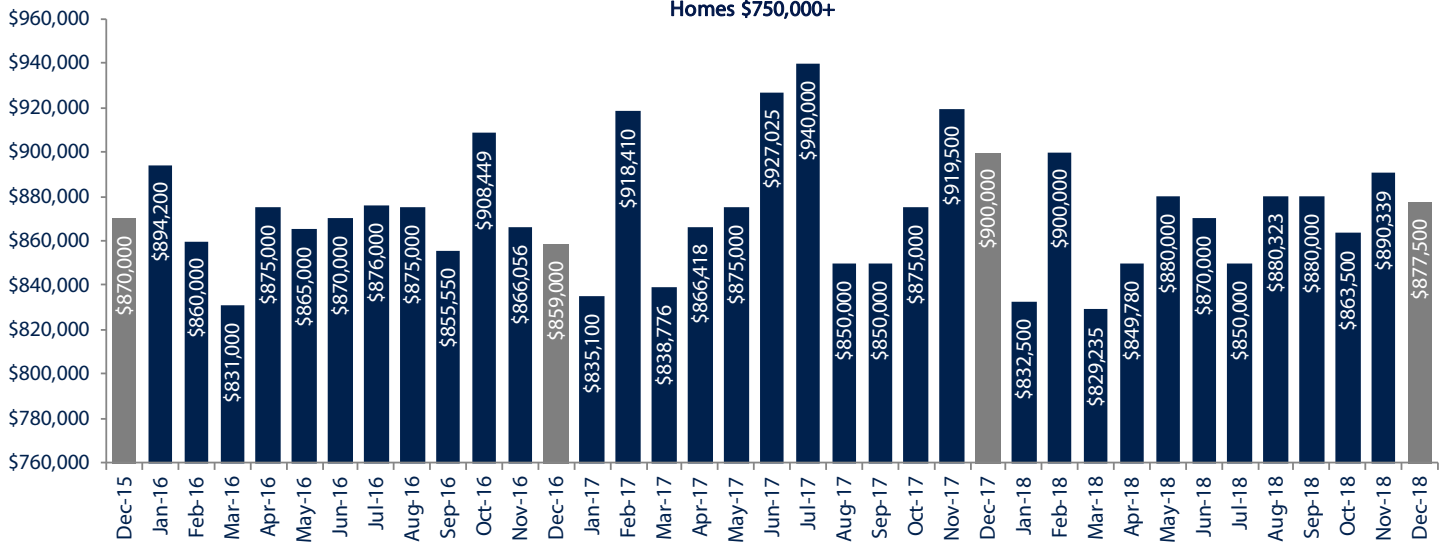
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$750,000+



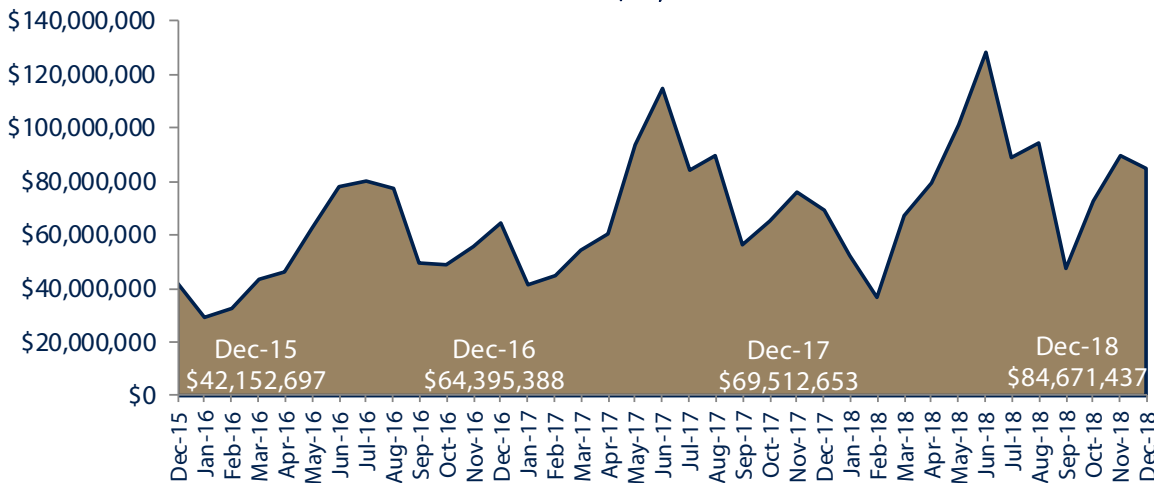
### MEDIAN SALES PRICE

Homes \$750,000+



### TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this December was 21.8% higher than the same month one year ago.

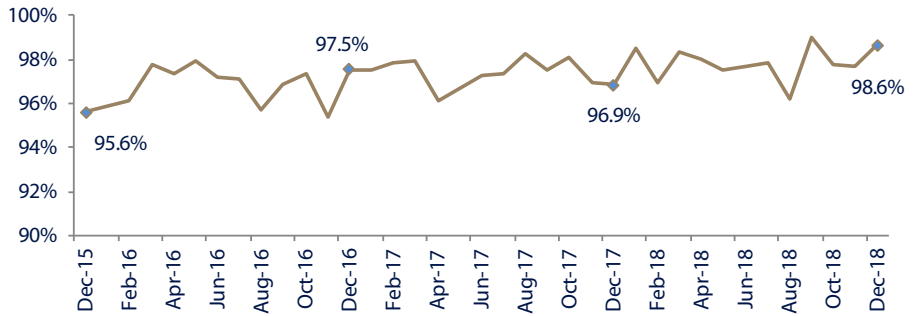
## The Triangle, NC Area - December 2018

In December, the average sale price for homes more than \$750,000 was 98.6% of the average list price, which is 1.7% higher than at this time last year.

This month, the average number of days on market was 95, lower than the average last year, which was 117, a decrease of 18.8%.

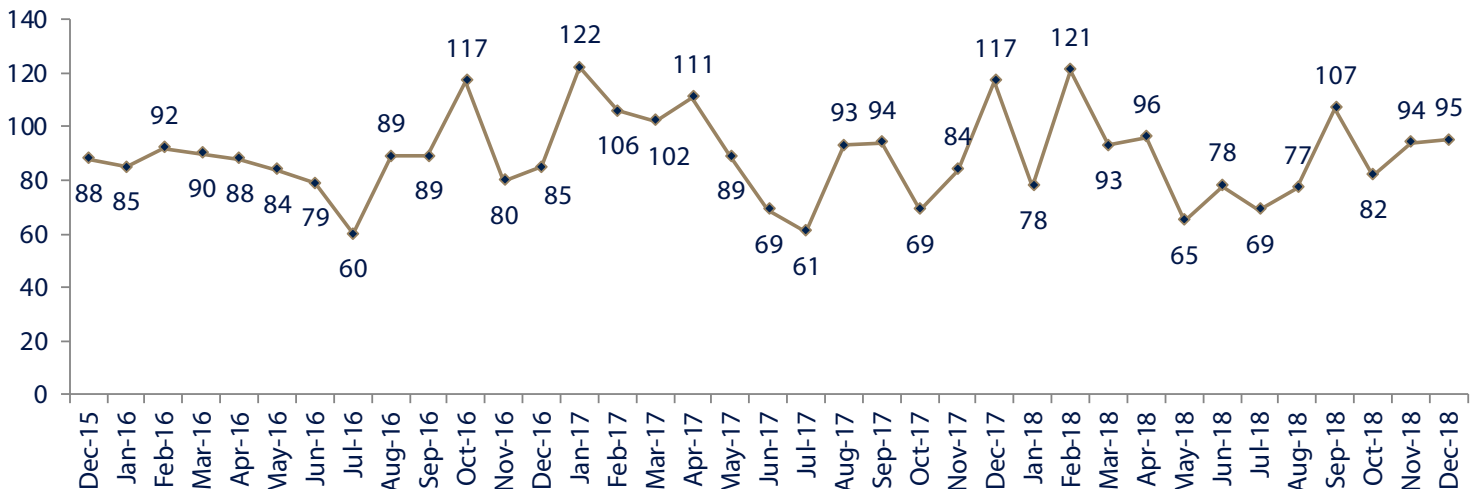
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

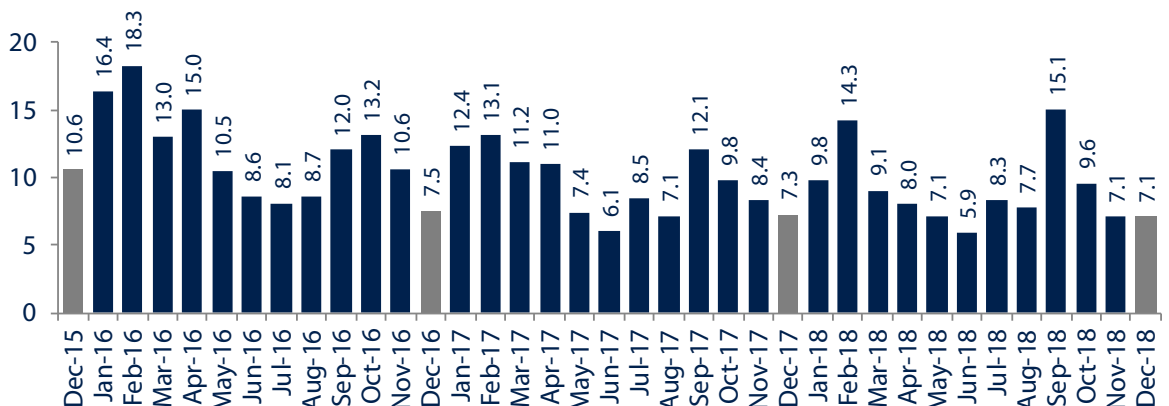
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In December, there were 7.1 months of supply available, compared to 7.3 in December of 2017. That is a decrease of 2.7% versus a year ago.



## The Triangle, NC Area - December 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 December 1, 2015 through December 31, 2018.

### Contacts & Disclaimers

#### **MEDIA CONTACT**

Vicki Bendure, Bendure Communications

Email: Vicki@bendurepr.com

Phone: (540) 687-3360

#### **CREATED BY**

Michael Bystry, Long & Foster Real Estate, Inc.

Senior Market Research Analyst

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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."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are December 1, 2015 through December 31, 2018".

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