



**LONG & FOSTER**

REAL ESTATE

LUXURY HOMES

**CHRISTIE'S**

INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —

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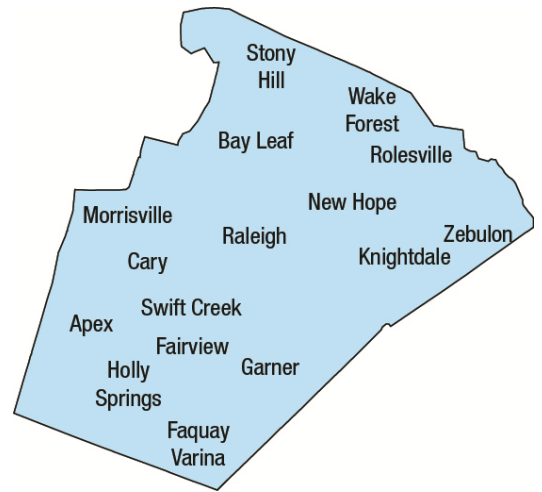
## Wake County, North Carolina - May 2017

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.

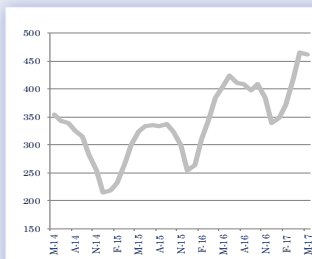
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



### At A Glance

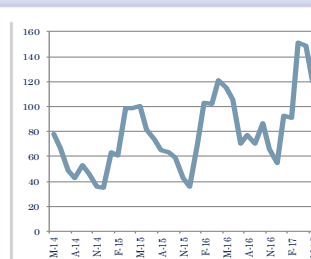
Homes \$750,000+

**Active Inventory**  
461



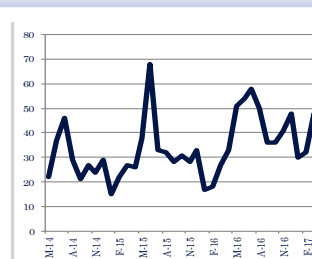
**Up 13.8%**  
**Vs. Year Ago**

**New Listings**  
120



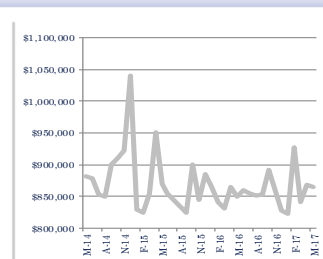
**Up 4.3%**  
**Vs. Year Ago**

**Units Sold**  
60



**Up 17.6%**  
**Vs. Year Ago**

**Median Sale Price**  
\$865,000



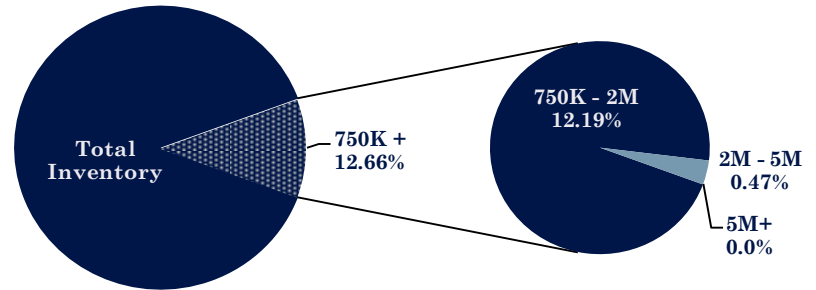
**Up 1.8%**  
**Vs. Year Ago**

## Wake County, North Carolina - May 2017

### Inventory Price Ranges

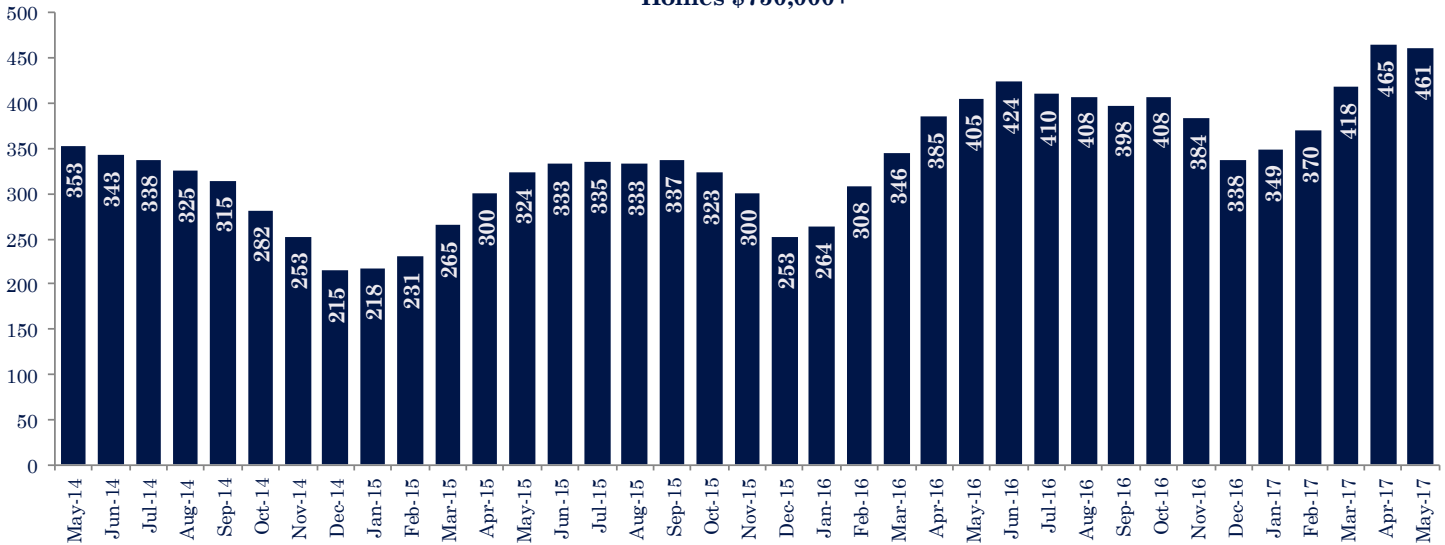
Compared to last May, the total number of homes more than \$750,000 available this month was higher by 13.8% and higher by 42.3% compared to May 2015.

Active inventory this May was 0.9% lower than the previous month's supply of available inventory.



### Active Inventory

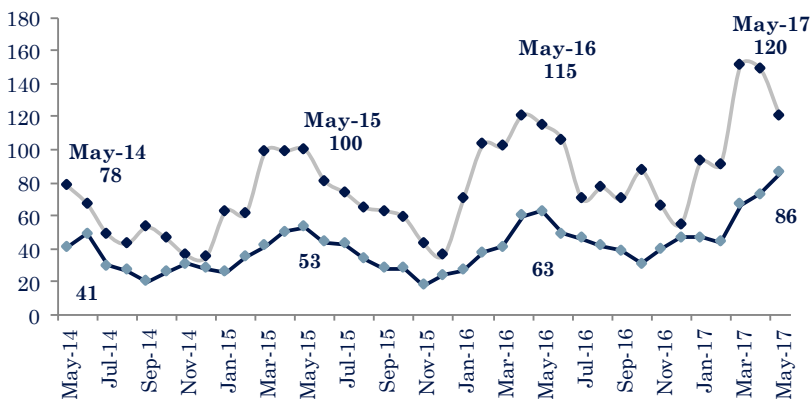
Homes \$750,000+



### New Listings & New Contracts

Homes \$750,000+

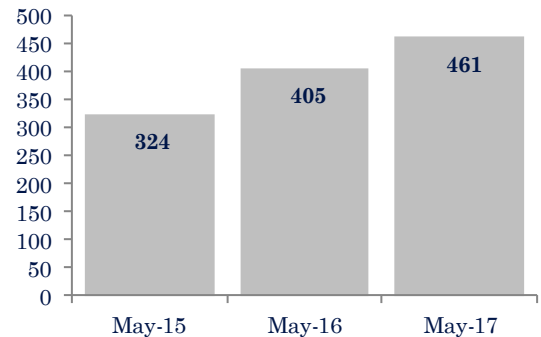
◆ New Listings    ◆ New Contracts



### Active Inventory

Versus Previous Years

Homes \$750,000+

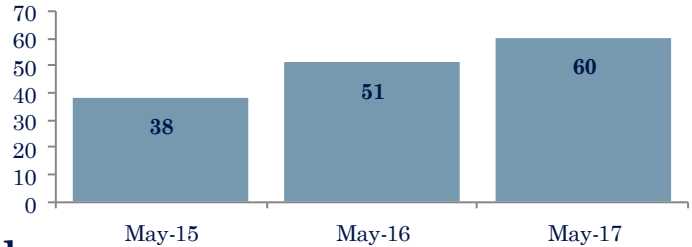


## Wake County, North Carolina - May 2017

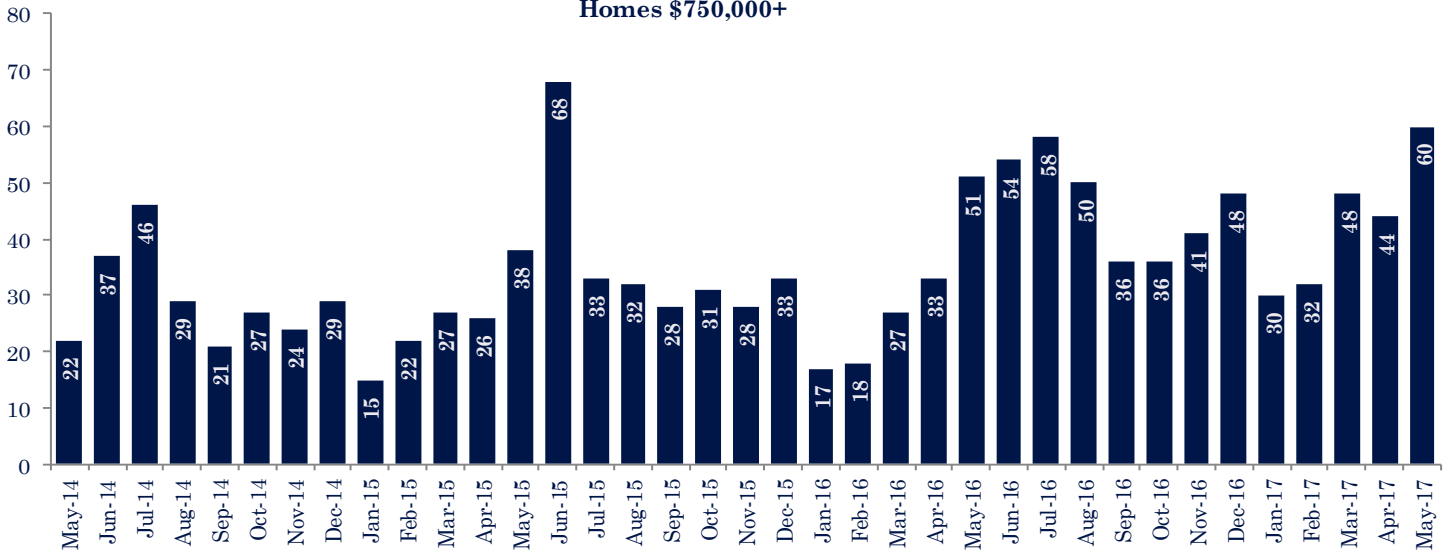
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 17.6% versus last May and an increase of 57.9% versus May of 2015.

There was an increase of 36.4% in luxury units sold in May compared to April of this year.

**Units Sold**  
Versus Previous Years  
Homes \$750,000+



**Units Sold**  
Homes \$750,000+



### Recent Selected Luxury Sales

Homes \$750,000+

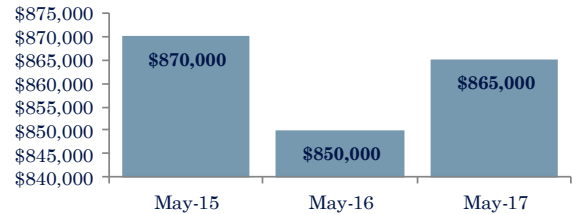
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Fonville Morisey Represented	
							Buyer	Seller
May 17, 2017	Raleigh	27613	\$1,580,000	\$1,490,000	94.3%	66		✓
May 25, 2017	Cary	27511	\$1,499,000	\$1,400,000	93.4%	35	✓	
May 12, 2017	Cary	27519	\$899,900	\$893,000	99.2%	65	✓	
May 26, 2017	Raleigh	27606	\$925,000	\$890,000	96.2%	29		✓
May 31, 2017	Apex	27502	\$880,000	\$889,000	101.0%	178	✓	
May 19, 2017	Raleigh	27608	\$899,000	\$865,000	96.2%	247	✓	
May 23, 2017	Holly Springs	27540	\$850,000	\$850,000	100.0%	1		✓
May 12, 2017	Raleigh	27613	\$844,500	\$830,000	98.3%	16		✓
May 26, 2017	Raleigh	27607	\$799,000	\$775,000	97.0%	52		✓
May 23, 2017	Raleigh	27613	\$775,000	\$760,000	98.1%	89		✓

## Wake County, North Carolina - May 2017

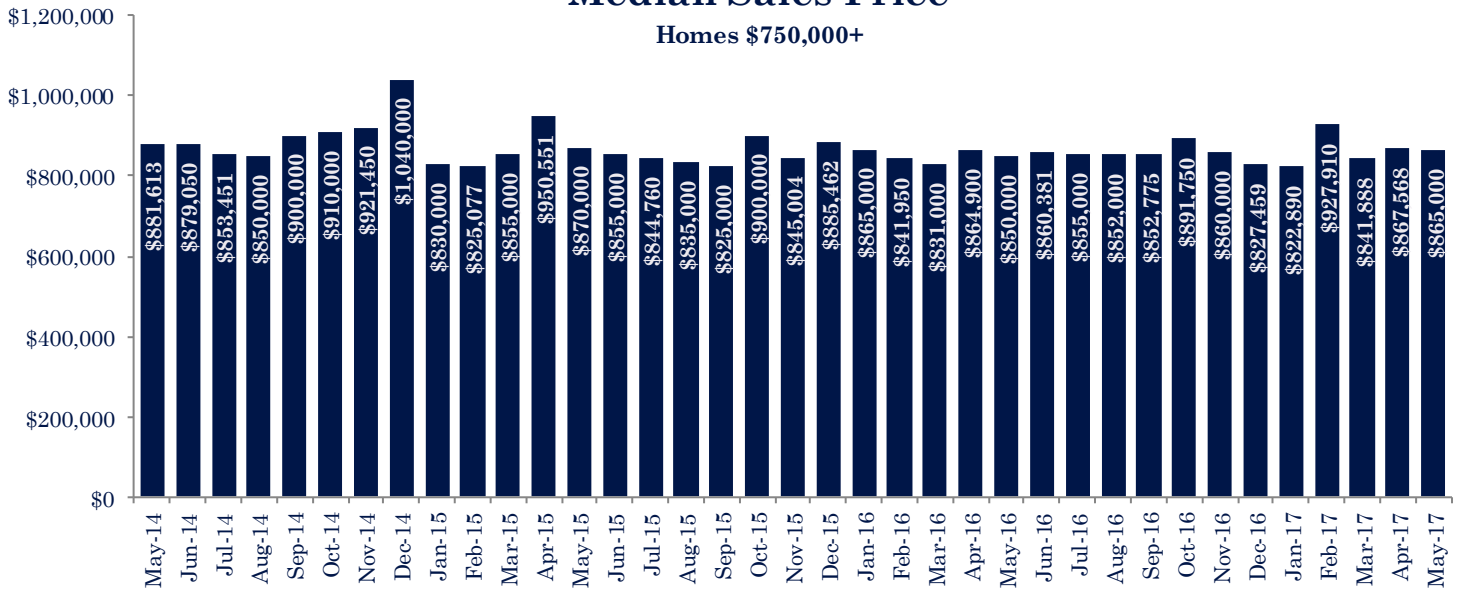
In May, the median sales price for homes more than \$750,000 was \$865,000, an increase of 1.8% compared to last year.

The current median sales price is approximately the same as April.

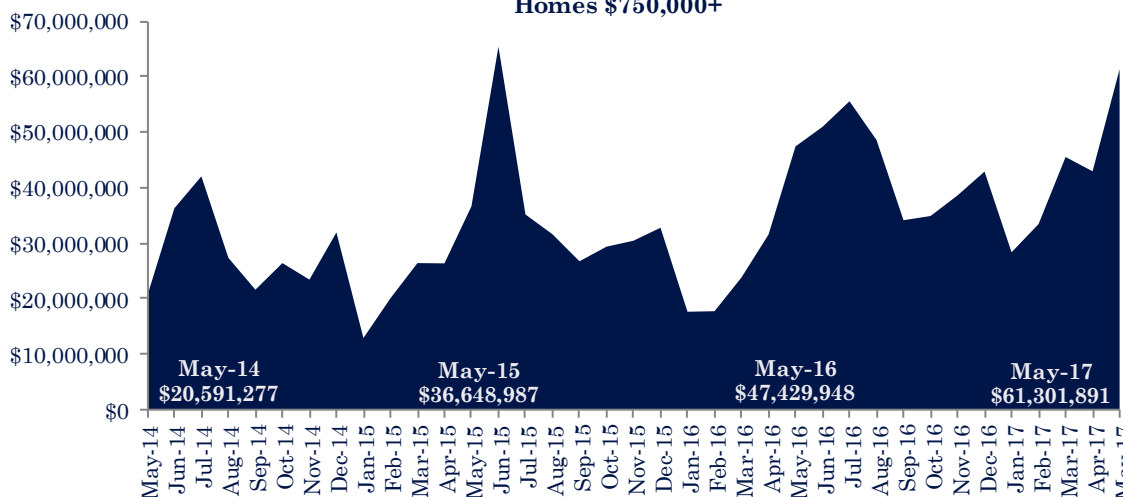
### Median Sales Price Versus Previous Years Homes \$750,000+



### Median Sales Price Homes \$750,000+



### Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 29.2% higher than the same month one year ago.



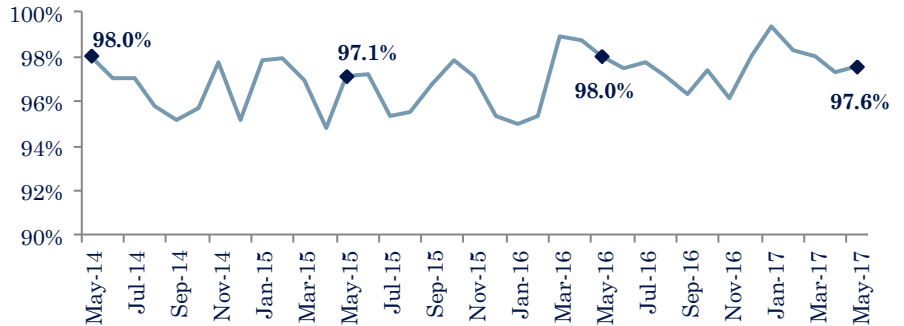
## Wake County, North Carolina - May 2017

In May, the average sale price for homes more than \$750,000 was 97.6% of the average list price, which is 0.4% lower than at this time last year.

This month, the average number of days on market was 82, lower than the average last year, which was 97, a decrease of 15.5%.

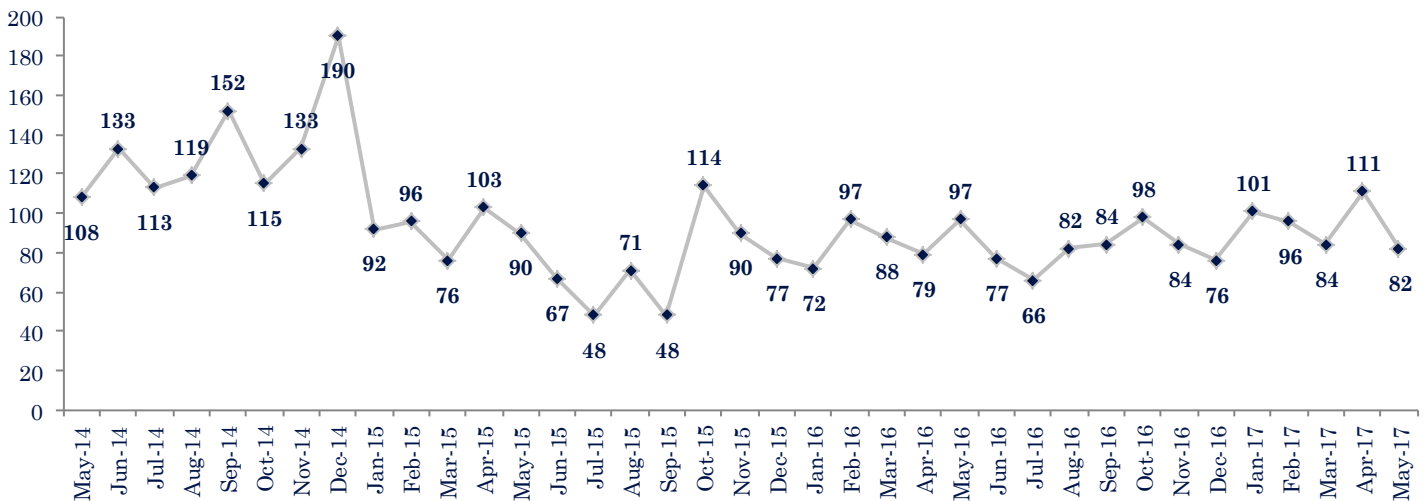
### Sale Price as % of List Price

Homes \$750,000+



### Days on Market

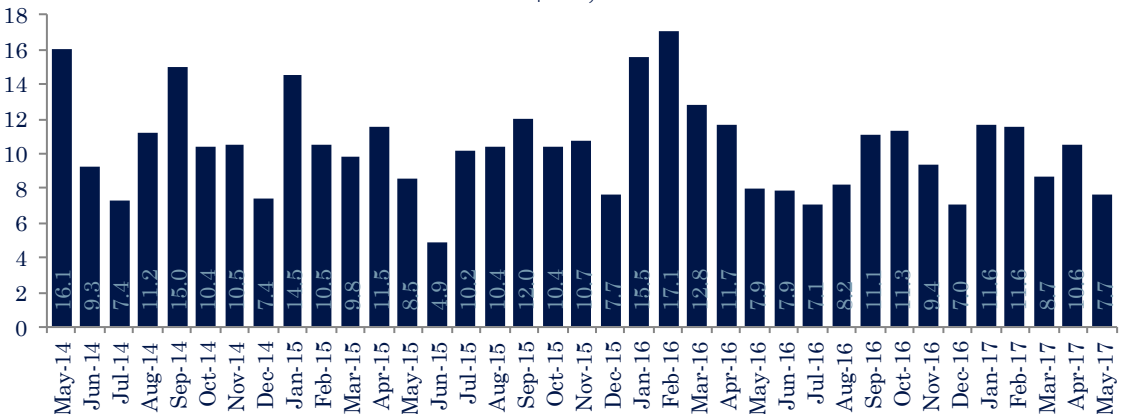
Homes \$750,000+



### Months of Supply

Homes \$750,000+

In May, there were 7.7 months of supply available, compared to 7.9 in May of 2016. That is a decrease of 2.5% versus a year ago.



# Wake County, North Carolina - May 2017

## References & Definitions

### WAKE, NC: LISTING SOURCE, REPORTING AREA, & DEFINITION

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

This report includes coverage for the county of Wake, North Carolina only.

Analysis dates all regions are May 1, 2014 through May 31, 2017.

## Contacts & Disclaimers

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"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are May 1, 2014 through May 31, 2017. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

"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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