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LuxInsight

Wake County

North Carolina

Luxury Housing Market Update

December 2018



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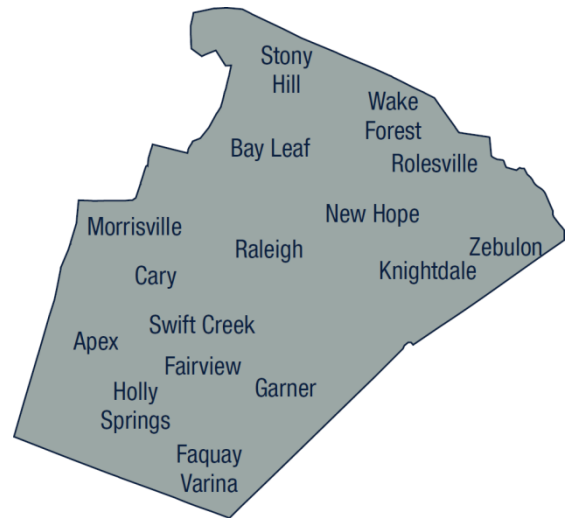
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Wake County, North Carolina - December 2018

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.

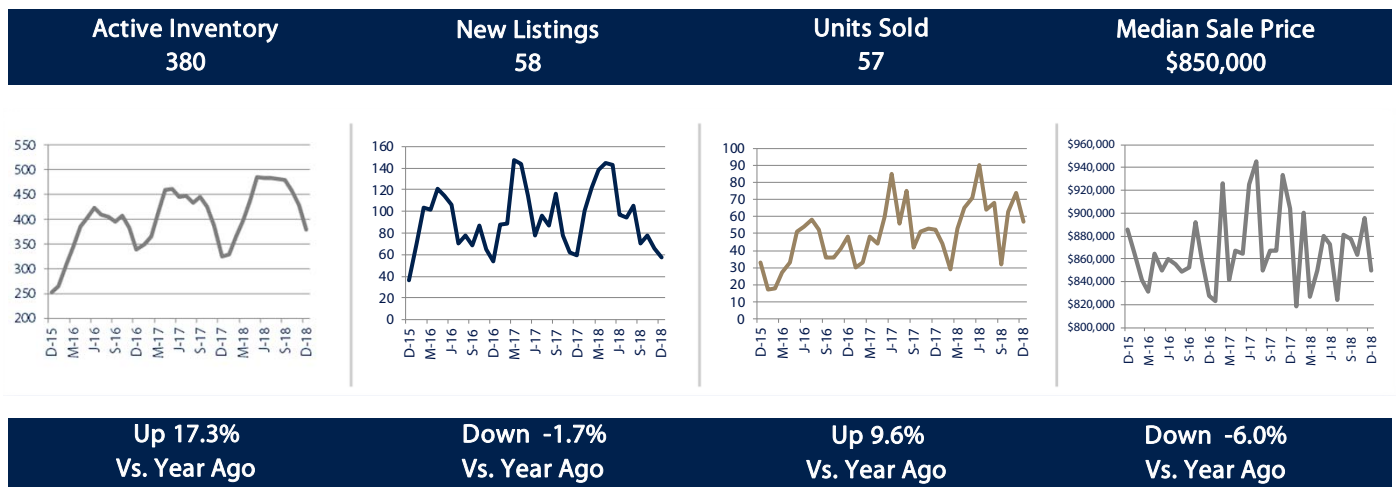
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

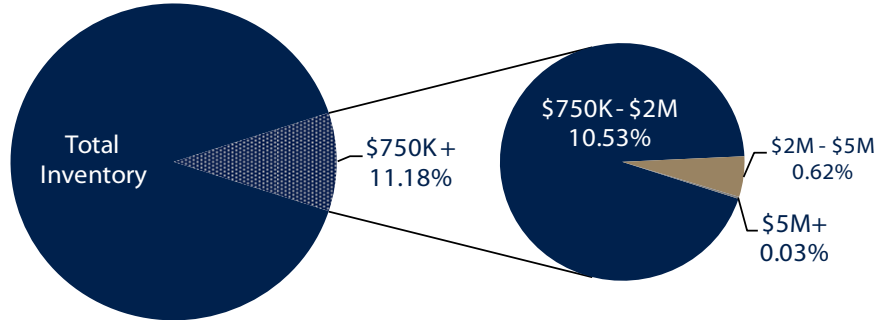


Wake County, North Carolina - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was higher by 17.3% and higher by 11.8% compared to December 2016.

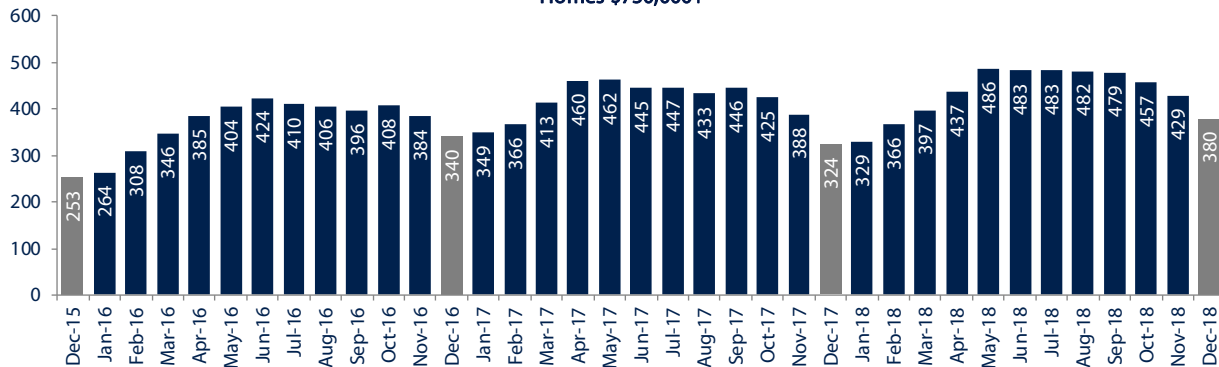
Active inventory this December was 11.4% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



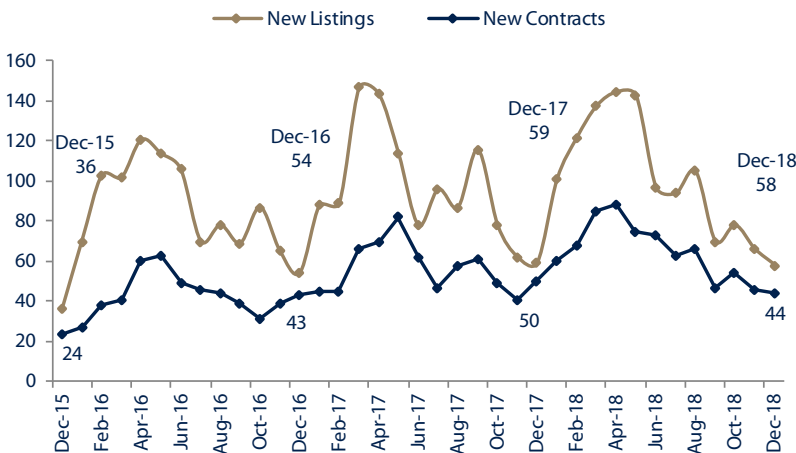
ACTIVE INVENTORY

Homes \$750,000+



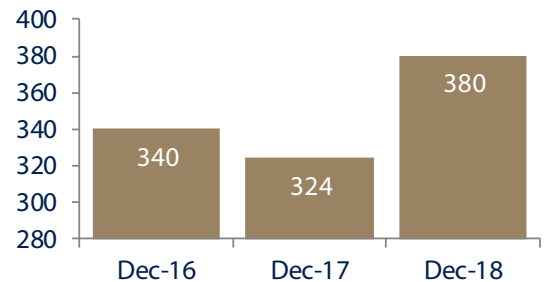
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

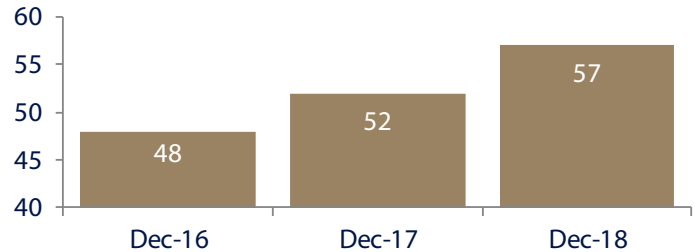


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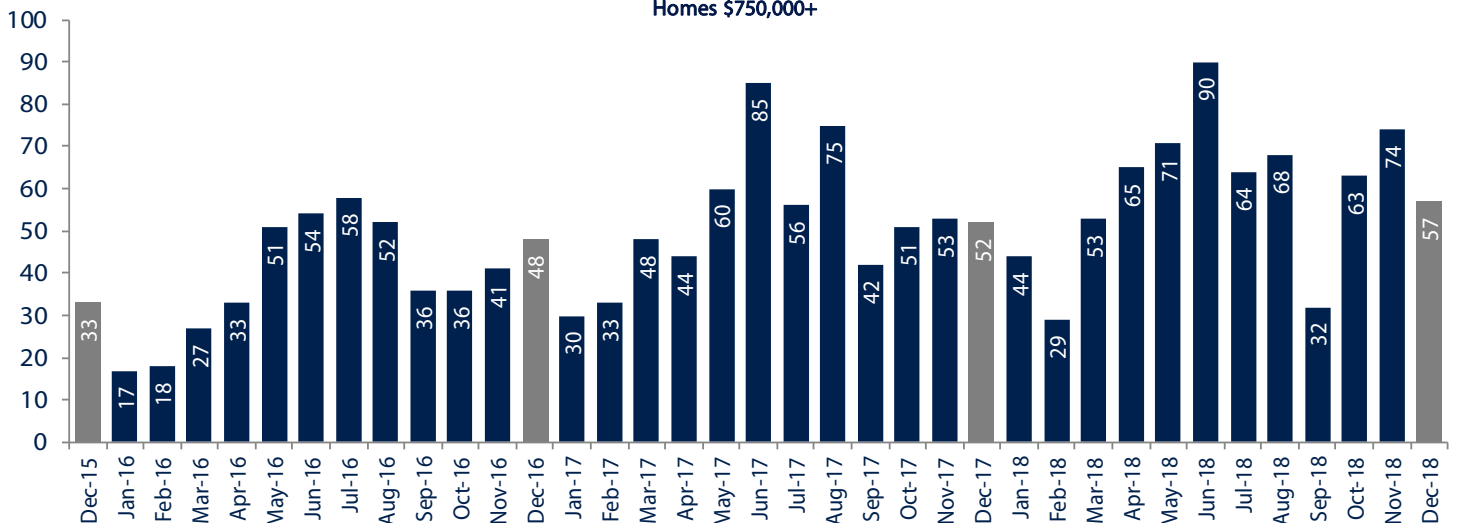
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 9.6% versus last December and an increase of 18.8% versus December of 2016.

There was a decrease of 23.0% 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		✓
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	✓	
November 14, 2018	Raleigh	27613	\$1,125,000	\$1,125,000	100.0%	130		✓
November 15, 2018	Raleigh	27607	\$1,099,000	\$1,109,000	100.9%	4	✓	

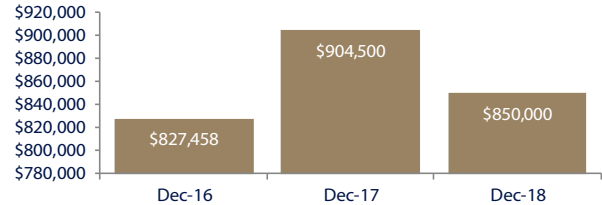
Wake County, North Carolina - December 2018

In December, the median sales price for homes more than \$750,000 was \$850,000, a decrease of 6.0% compared to last year.

The current median sales price was lower by 5.1% than in November.

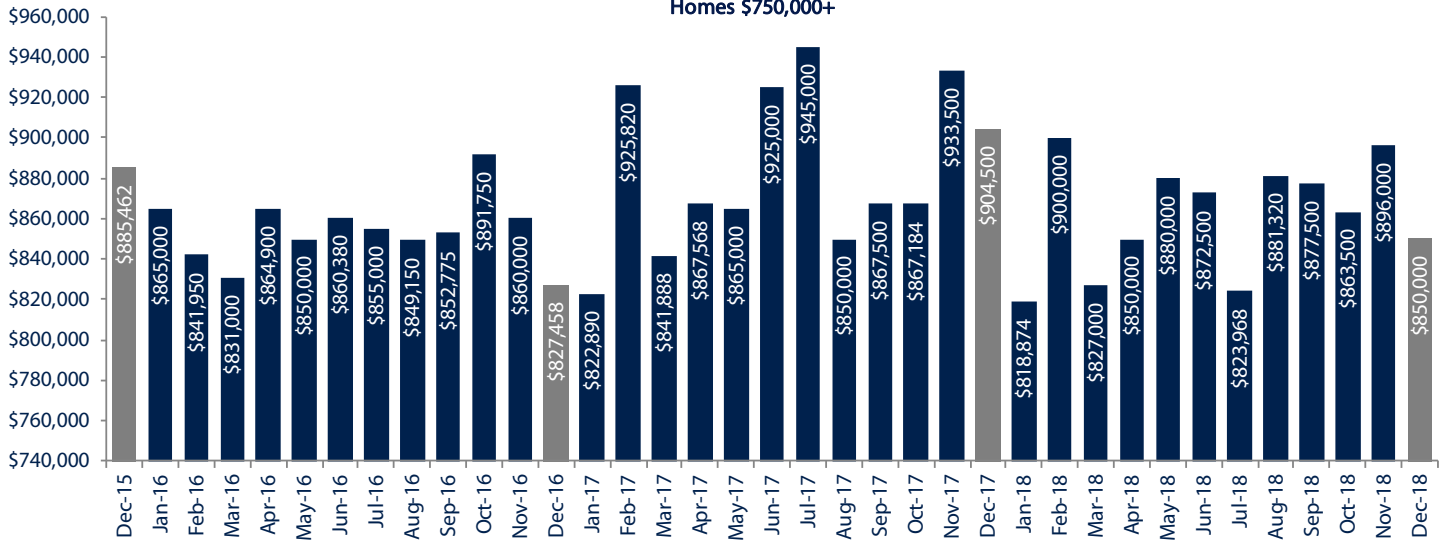
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



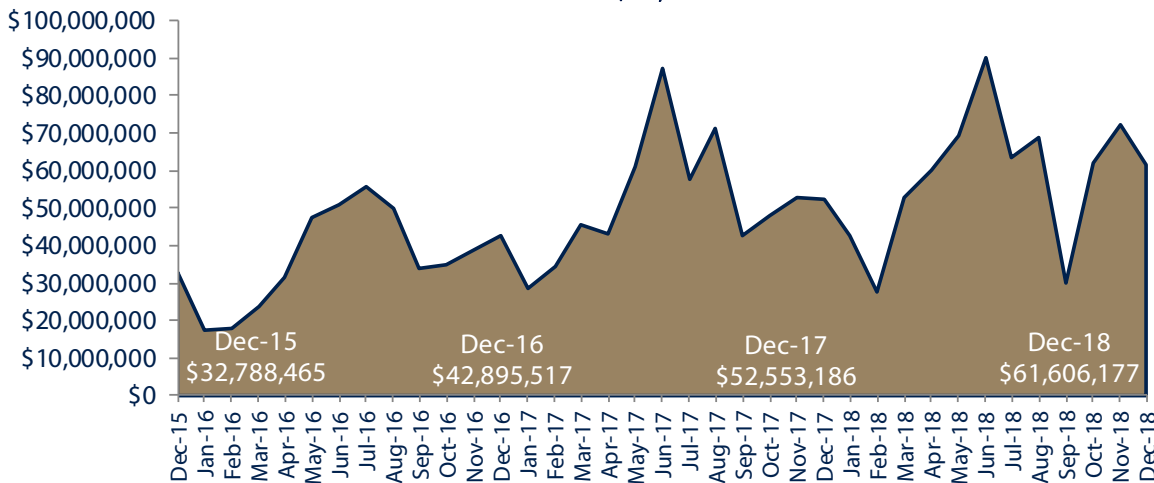
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this December was 17.2% higher than the same month one year ago.

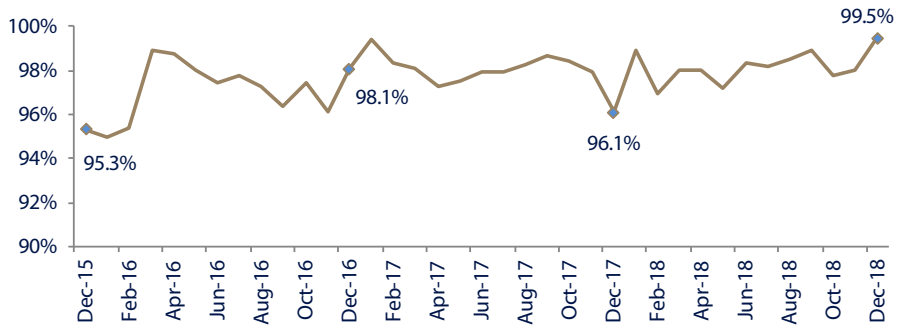
Wake County, North Carolina - December 2018

In December, the average sale price for homes more than \$750,000 was 99.5% of the average list price, which is 3.4% higher than at this time last year.

This month, the average number of days on market was 71, lower than the average last year, which was 111, a decrease of 36.0%.

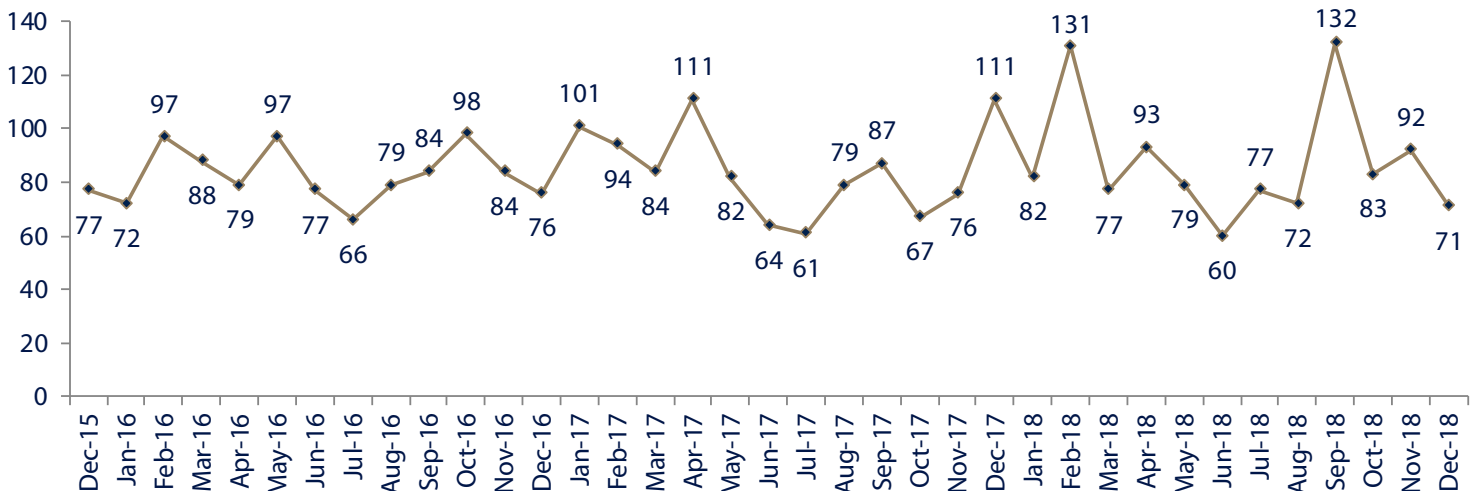
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

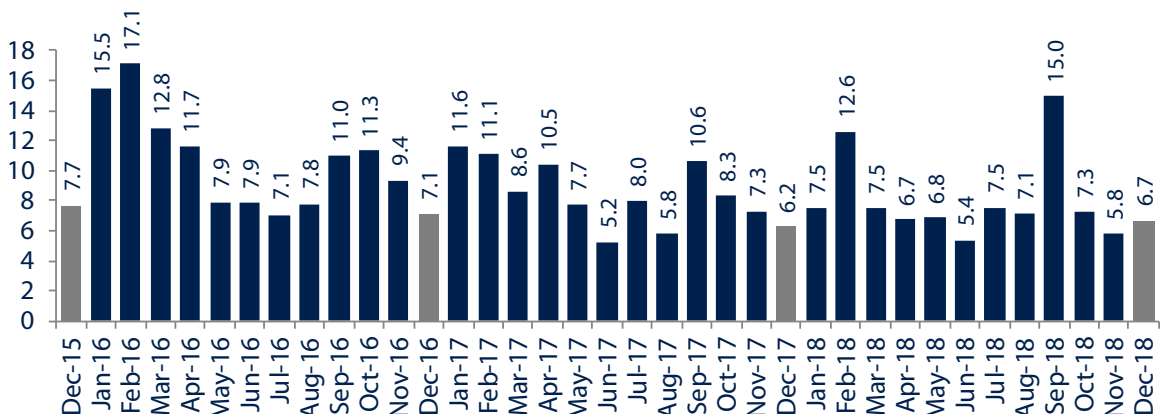
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In December, there was 6.0 months of supply available. The amount of supply is similar compared to a year ago.



Wake County, North Carolina - December 2018

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 for all regions are December 1, 2015 through December 31, 2018.

Contacts & Disclaimers

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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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