

Market Conditions Report

The Triangle, NC Area

September 2017 | longandfoster.com

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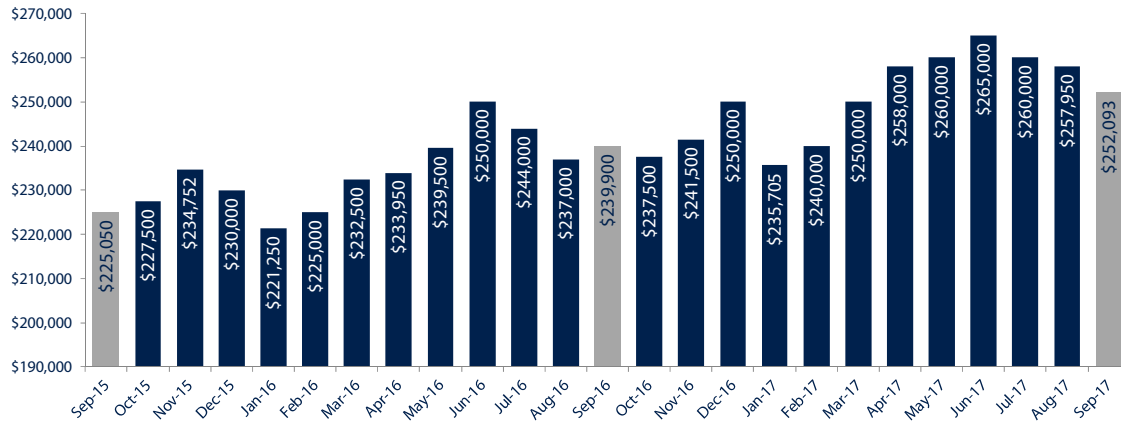
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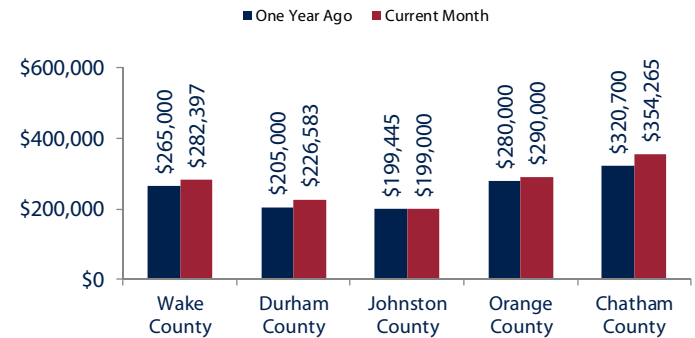
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The Triangle, NC Area - September 2017

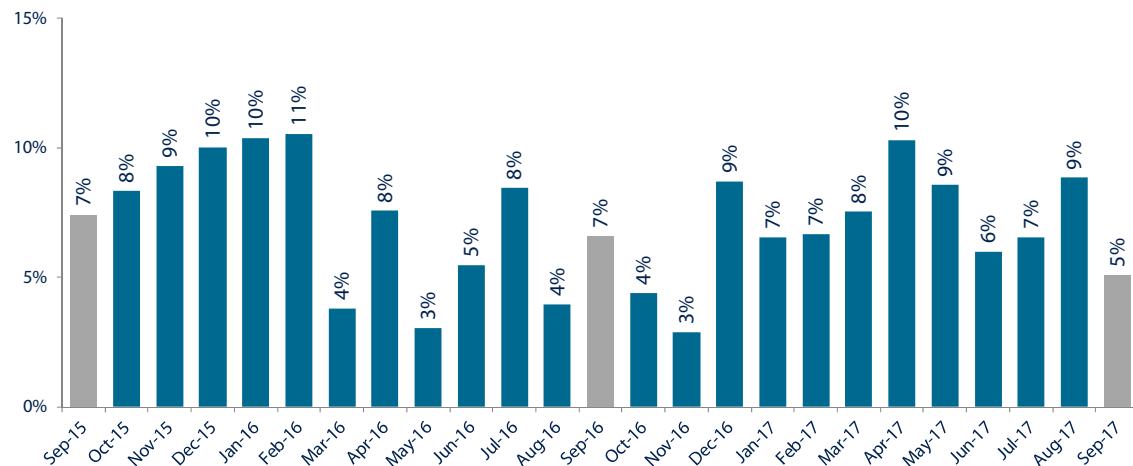
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



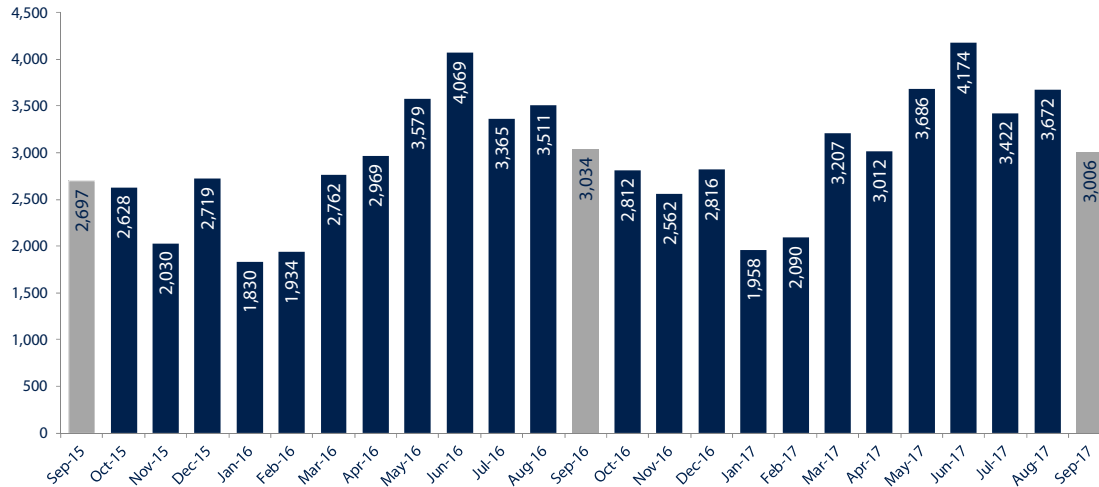
Highlights

- This September, the median sale price was \$252,093, an increase of 5% compared to last year.
- The current median sale price was 2% lower than in August.

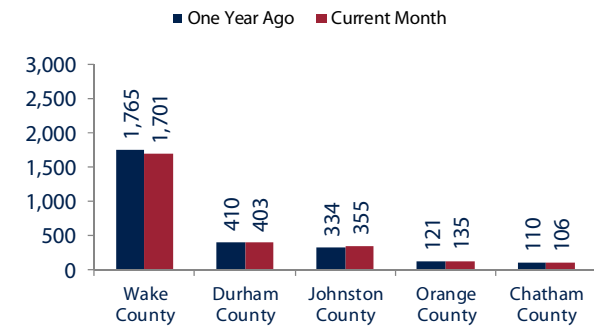
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Total Units Sold



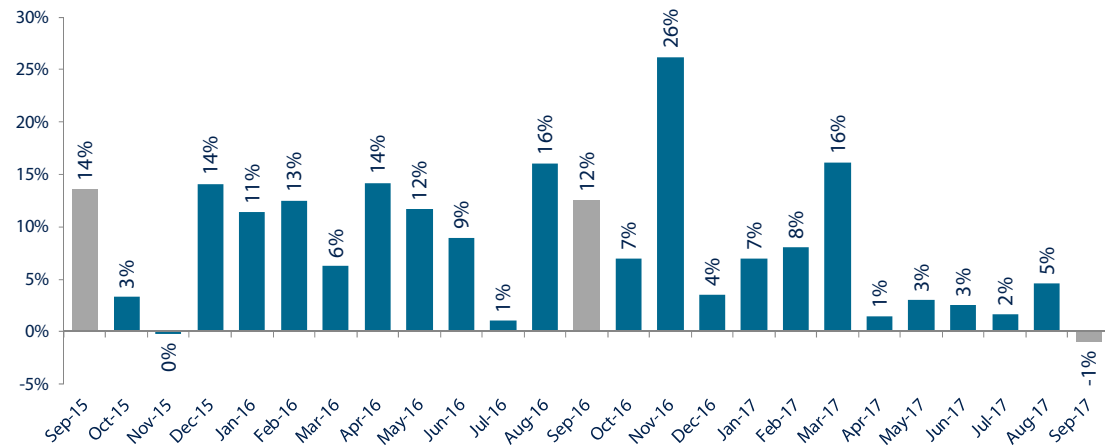
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in September 2017 was similar to the units sold in September 2016.
- This month's total units sold was lower than the previous month, a decrease of 18% versus August.

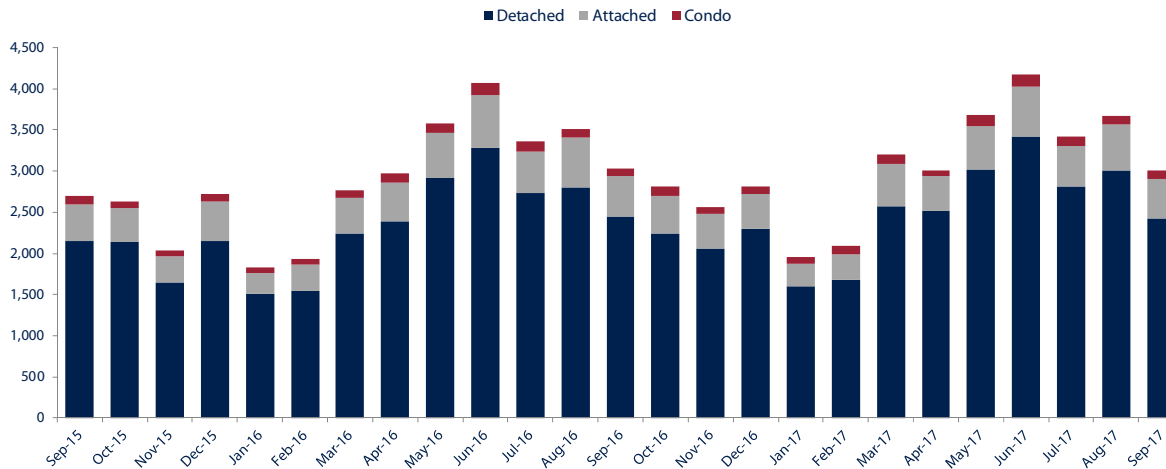
Total Units Sold
Percent Change Year/Year



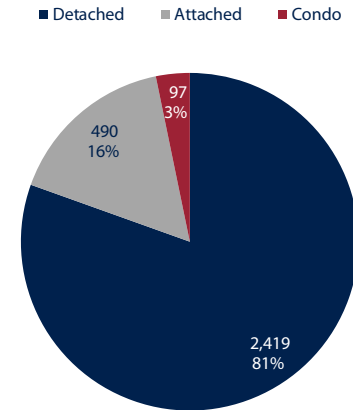
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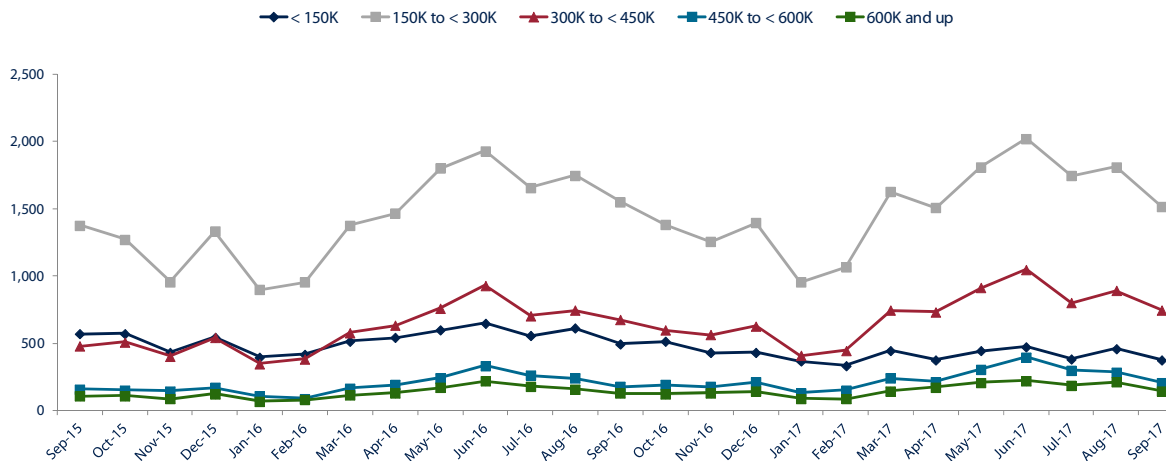
Total Units Sold by Type



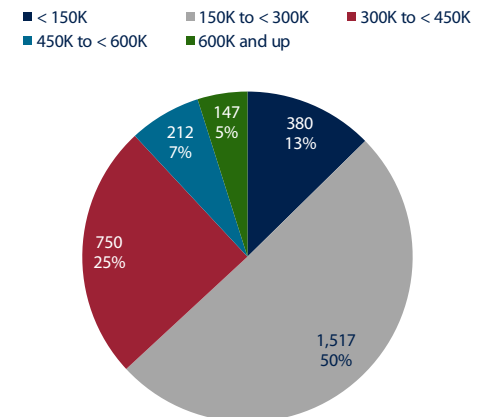
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



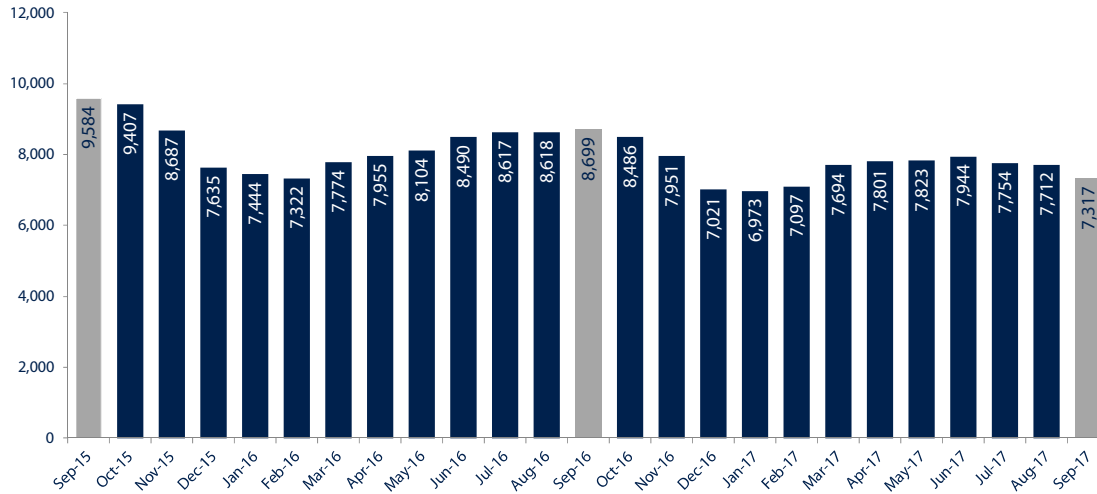
**Total Units Sold by Price Range
Current Month**



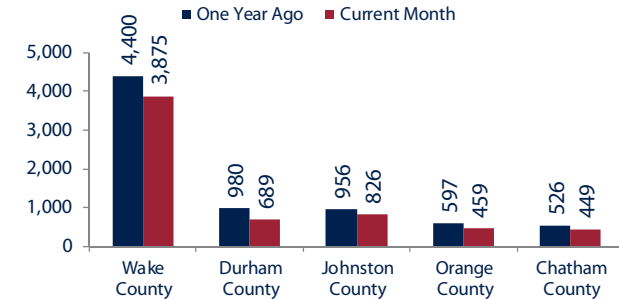
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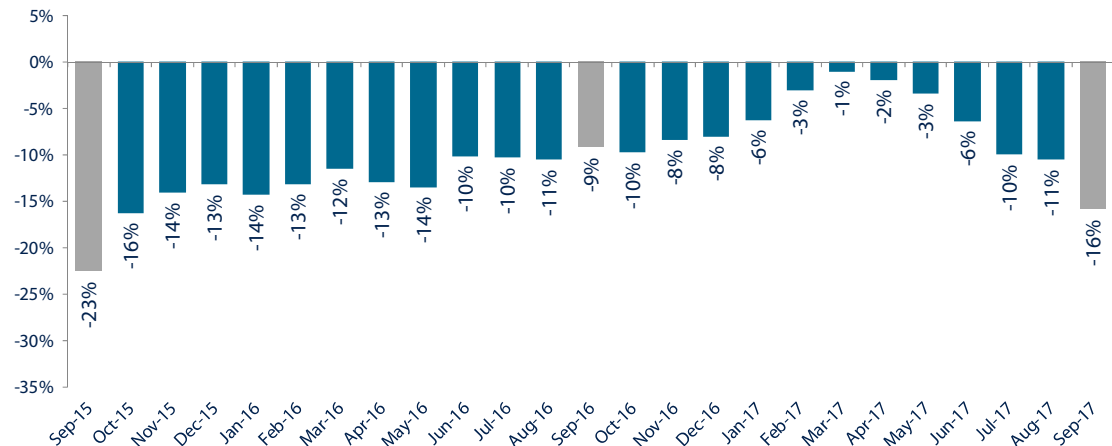
Total Active Inventory



Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Total Active Inventory
Percent Change Year/Year



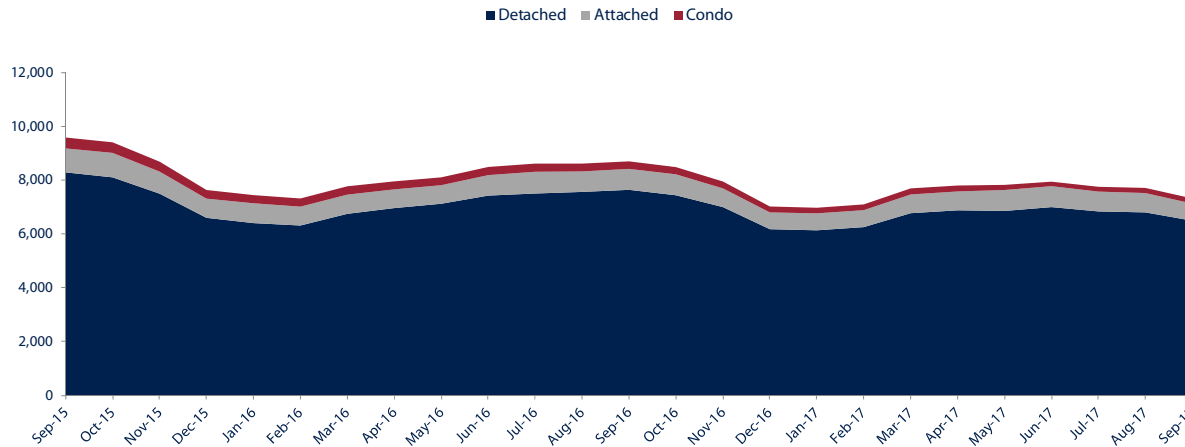
Highlights

- September's total active inventory of 7,317 units was 5% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,382 units or 16%.

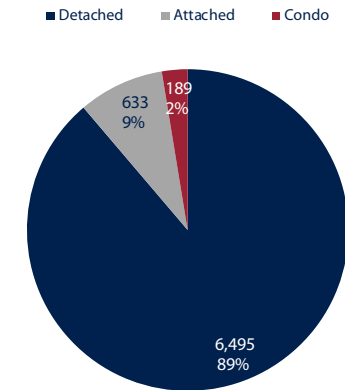
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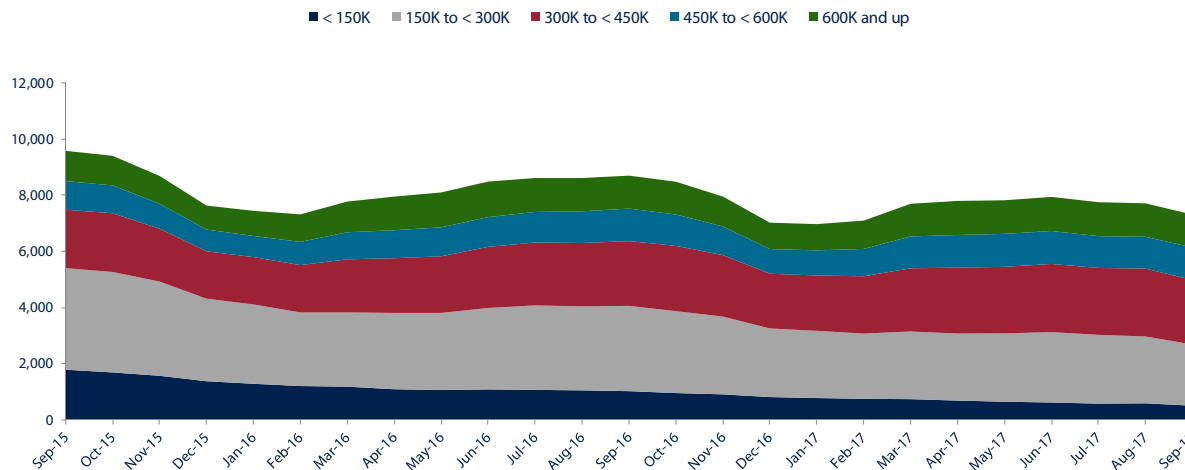
Total Active Inventory by Type



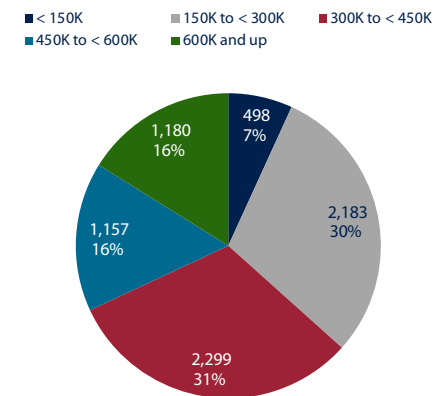
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



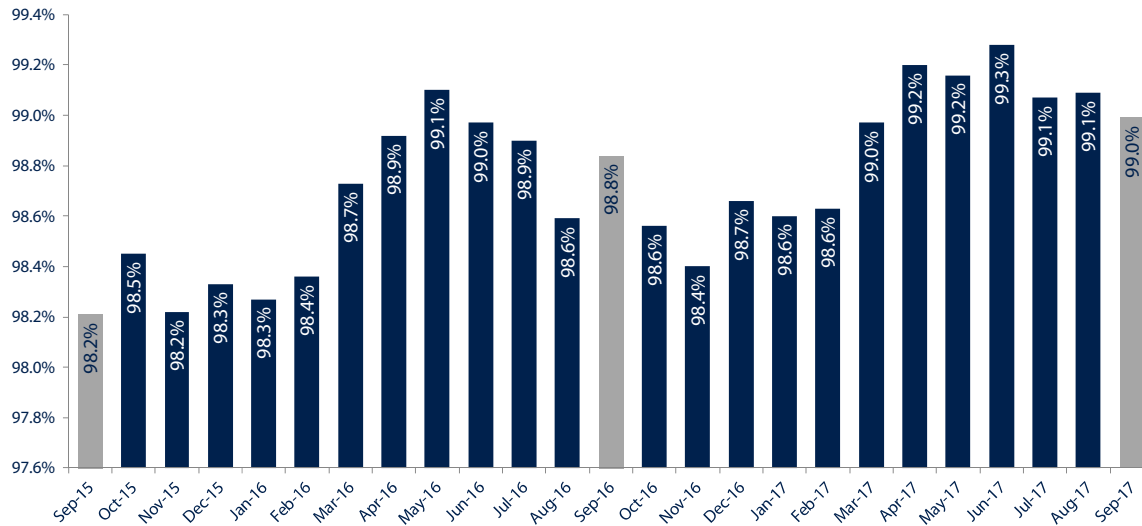
Total Active Inventory by Price Range Current Month



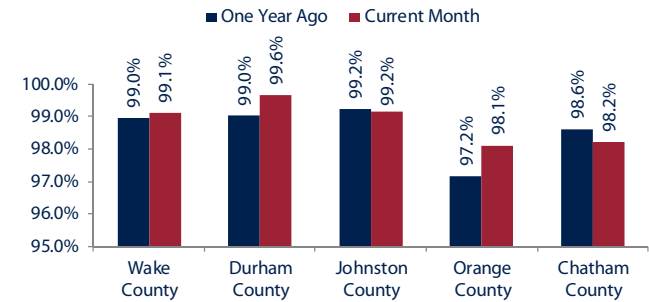
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The Triangle, NC Area - September 2017

Average Sale Price as a Percent of List Price



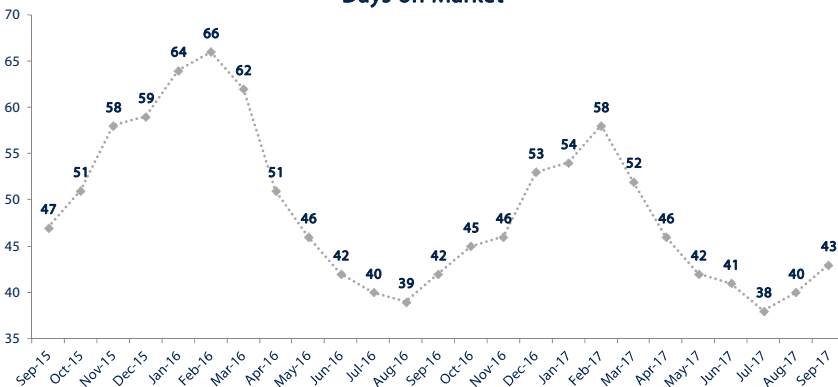
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



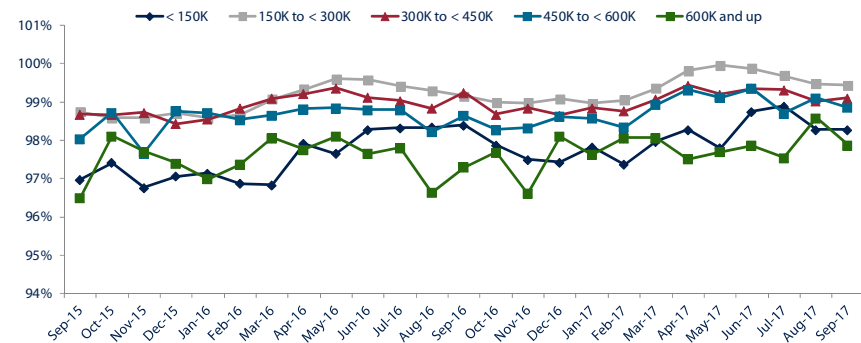
Days on Market	
Current Month	One Year Ago
43	42
Up 2% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.0%	98.8%
Up 0.2% Vs. Year Ago	

Days on Market



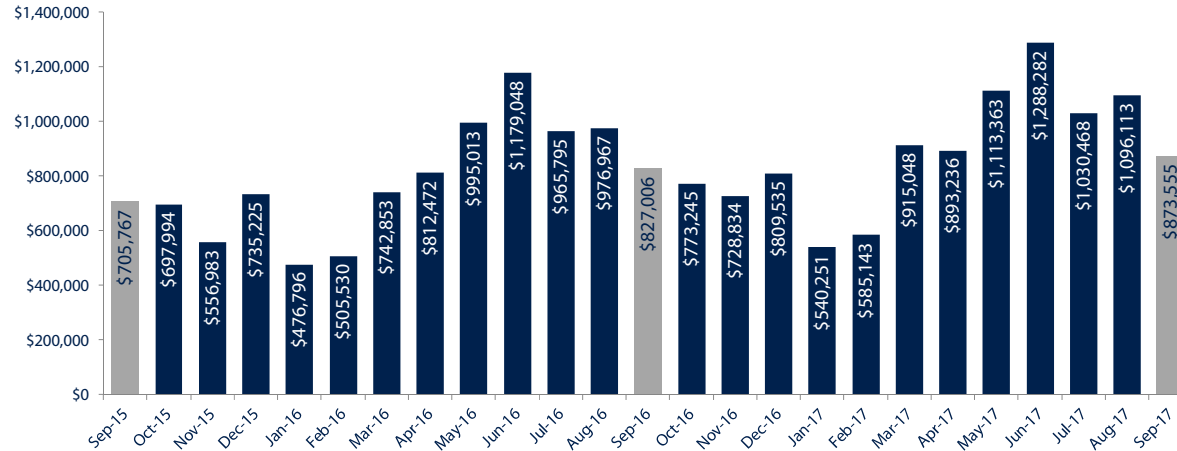
Average Sale Price as a Percent of List Price
by Price Range



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The Triangle, NC Area - September 2017

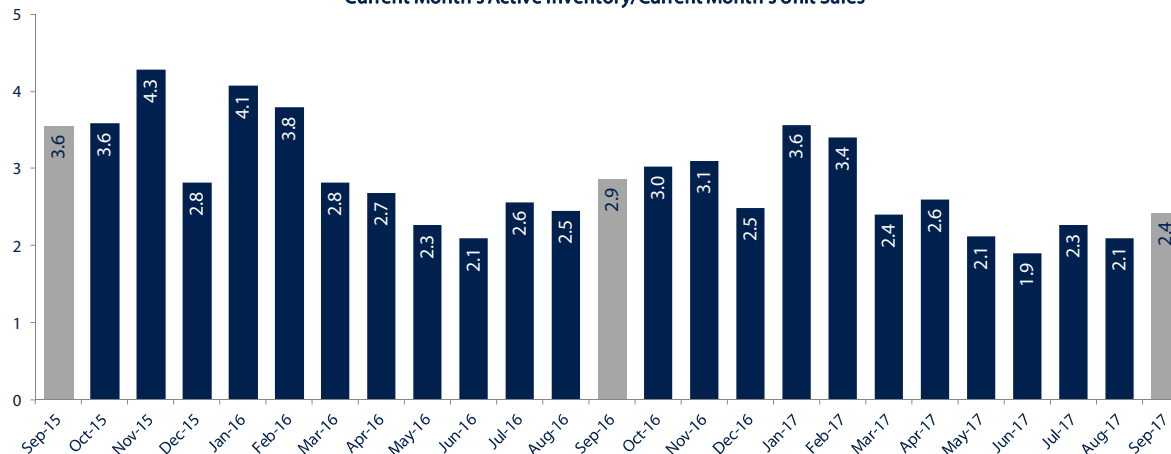
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 6% greater than the same month one year ago.
- In September, there was 2.4 months of supply available, compared to 2.9 in September 2016. That was a decrease of 15% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



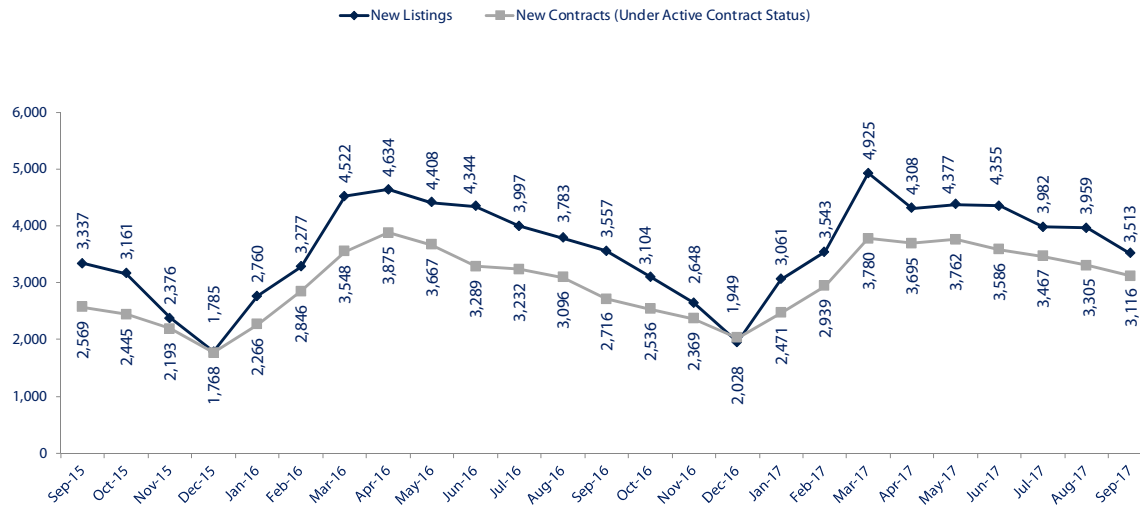
Total Dollar Volume Sold	
Current Month	One Year Ago
\$873,554,802	\$827,006,087
Up 6% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.4	2.9
Down -15% Vs. Year Ago	

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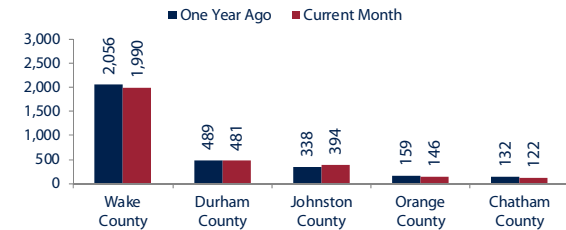
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New Listings & New Contracts



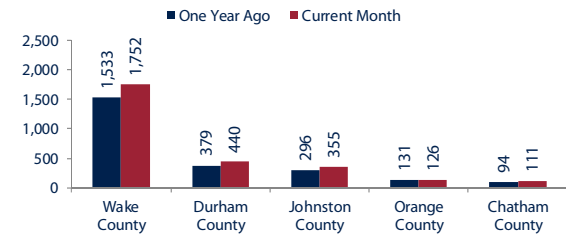
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
3,513	3,557
Down -1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,116	2,716
Up 15% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.1, a decrease of 14% from September 2016.

Supply/Demand Ratio

Number of New Listings to New Contracts

