

Market Conditions Report

The Triangle, NC Area

January 2019



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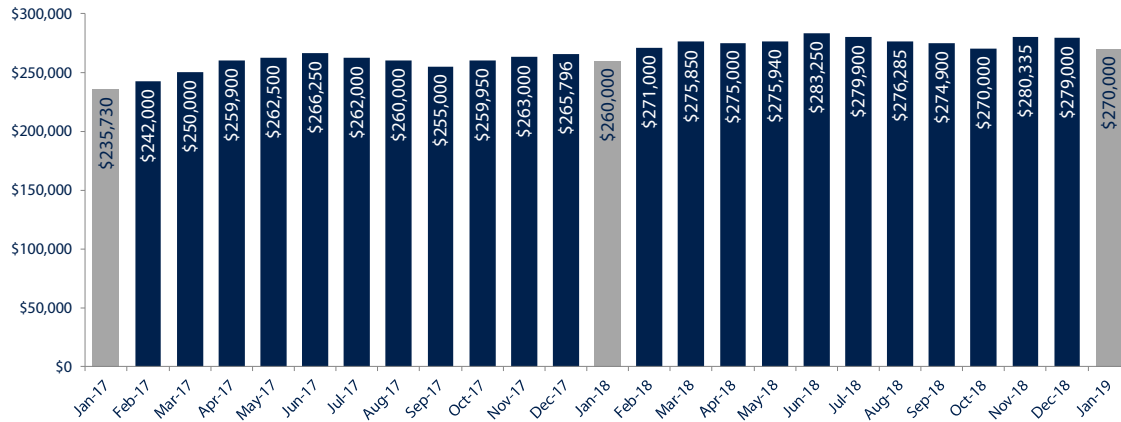
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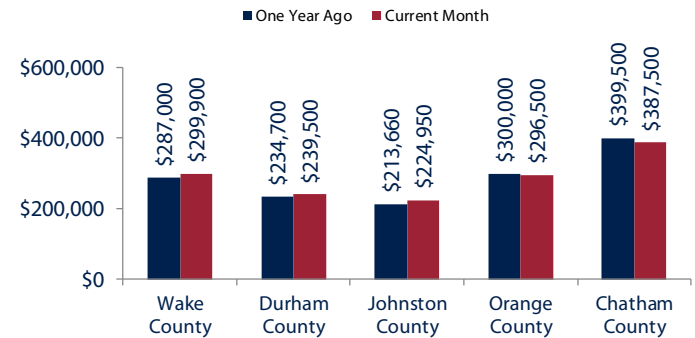
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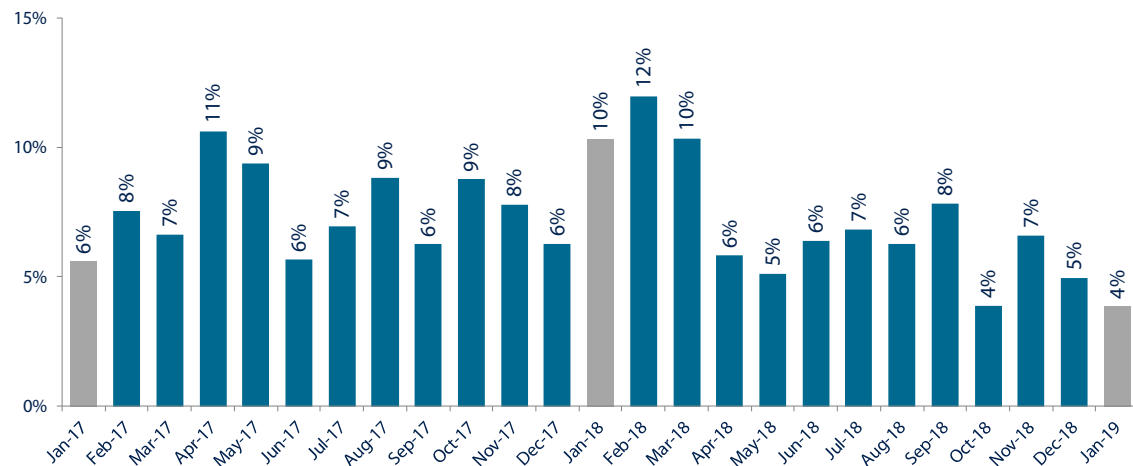
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



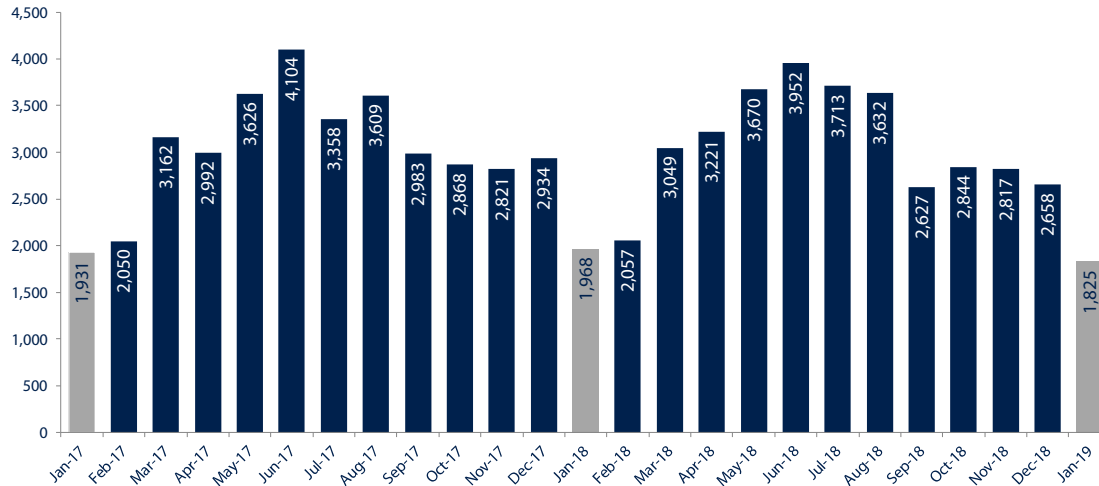
Highlights

- This January, the median sale price was \$270,000, an increase of 4% compared to last year.
- The current median sale price was 3% lower than in December.

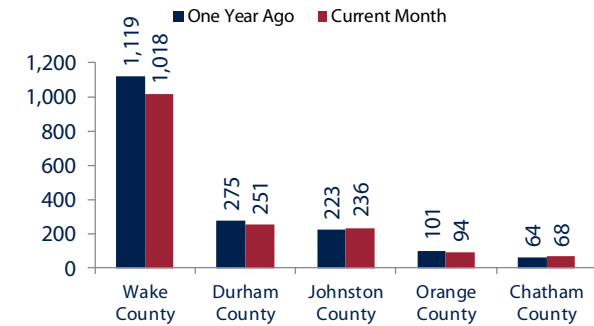
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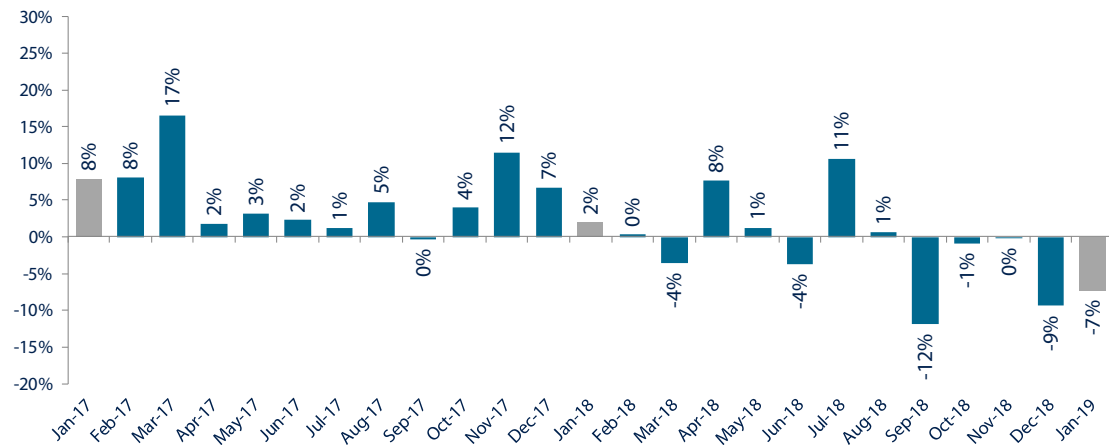
Total Units Sold



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



Total Units Sold
Percent Change Year/Year



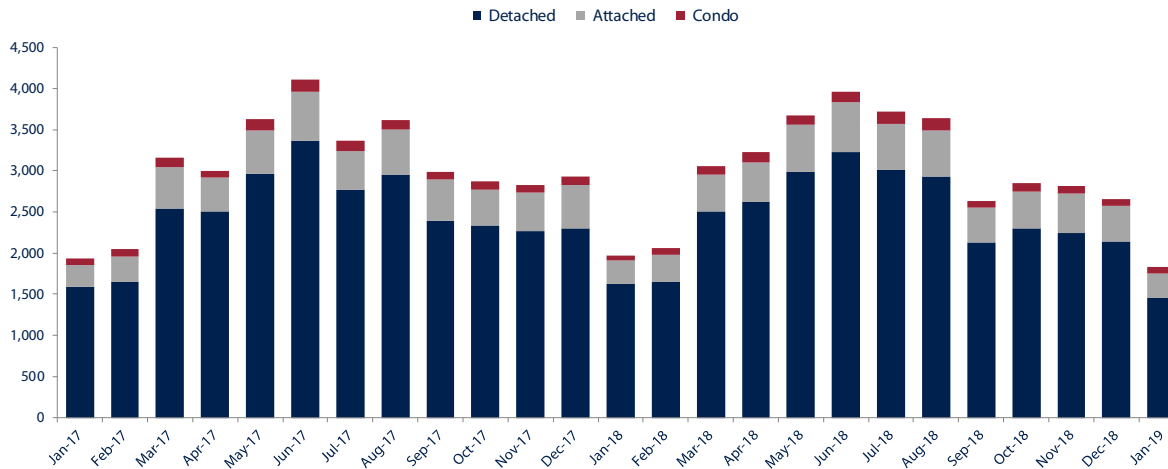
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 7% versus January 2018.
- There was a decrease of 31% in total units sold in January compared to December.

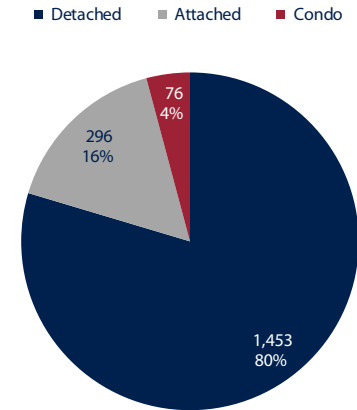
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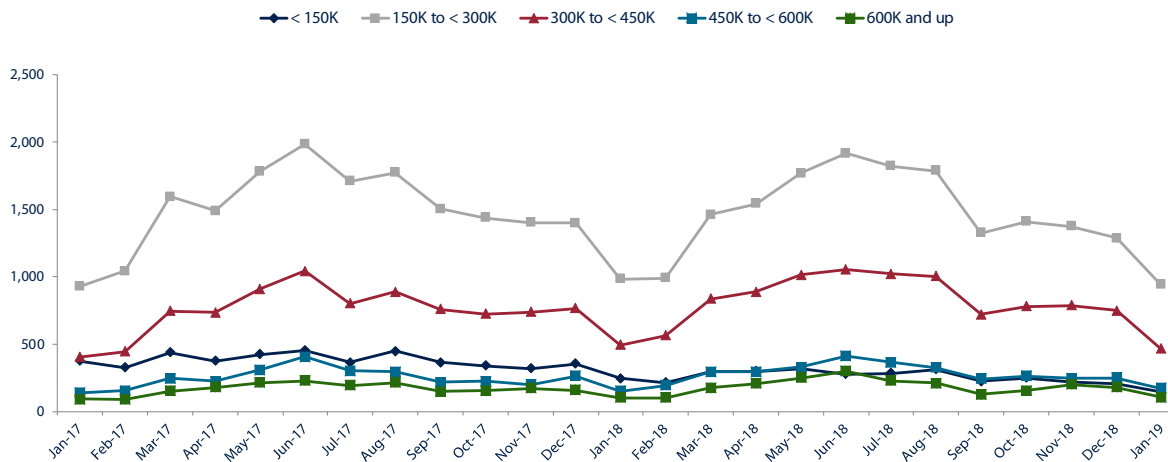
Total Units Sold by Type



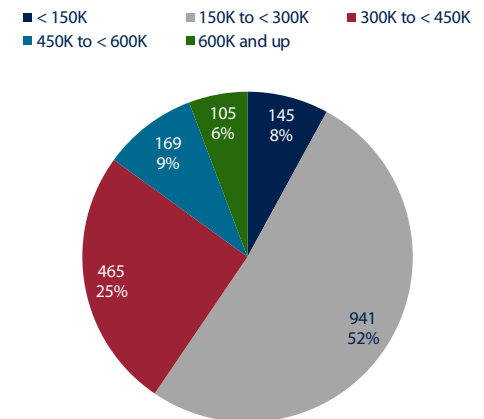
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



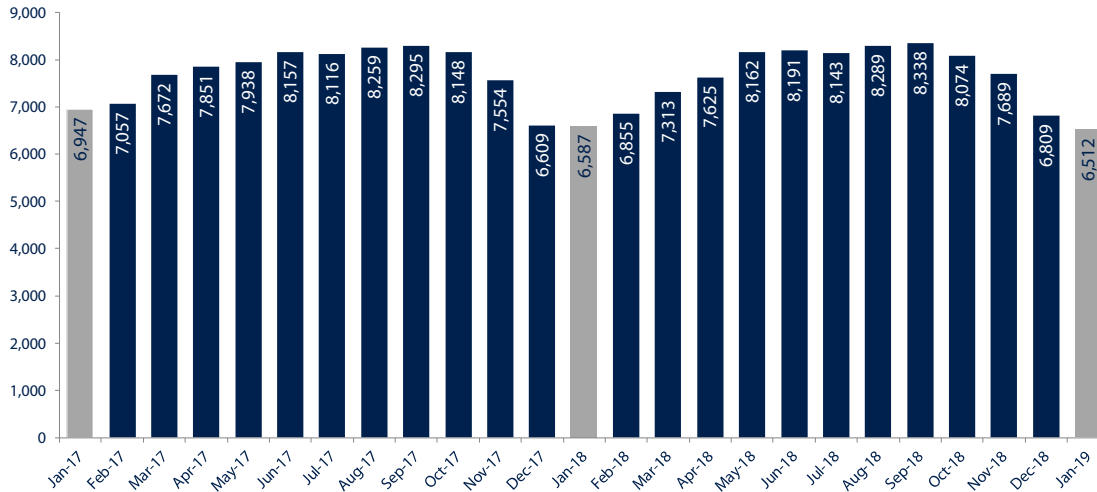
**Total Units Sold by Price Range
Current Month**



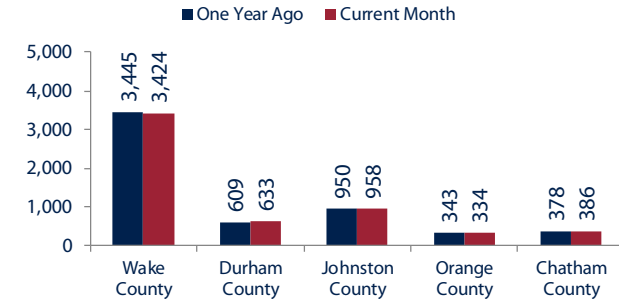
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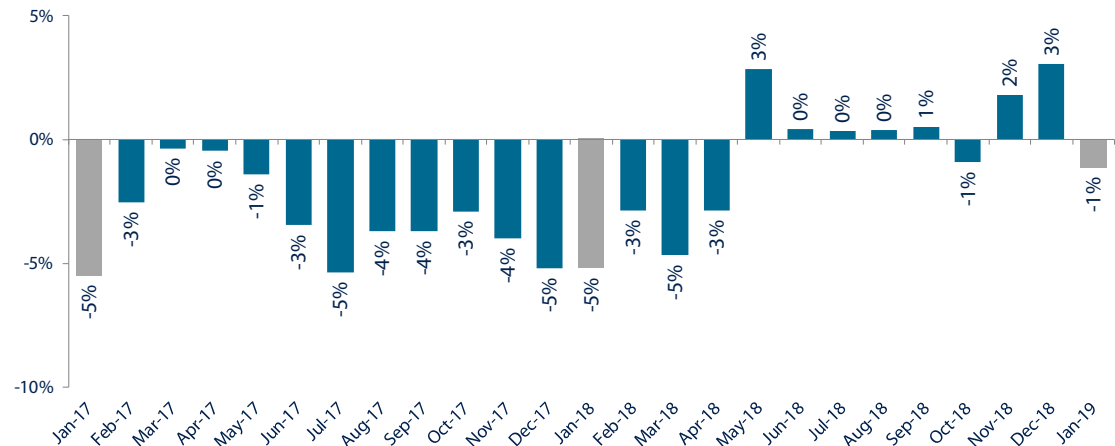
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



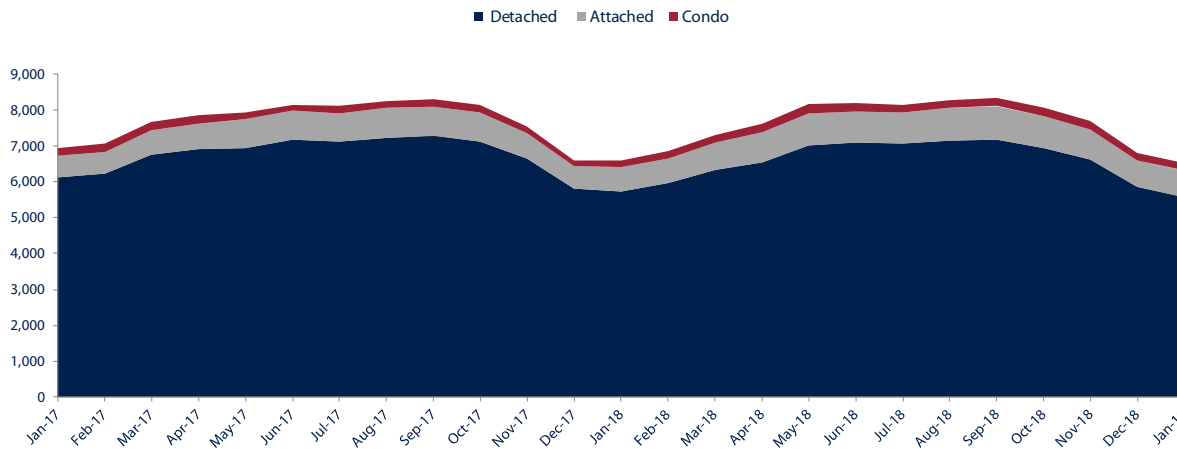
Highlights

- The total number of homes available this month was 6,512, which was relatively stable compared to a year ago.
- This January's supply was 4% lower than the previous month's supply of available inventory.

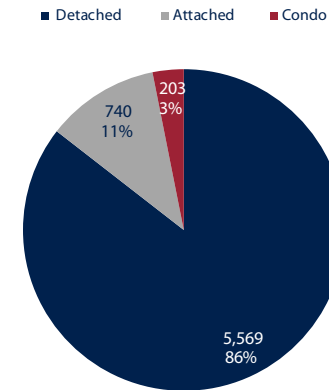
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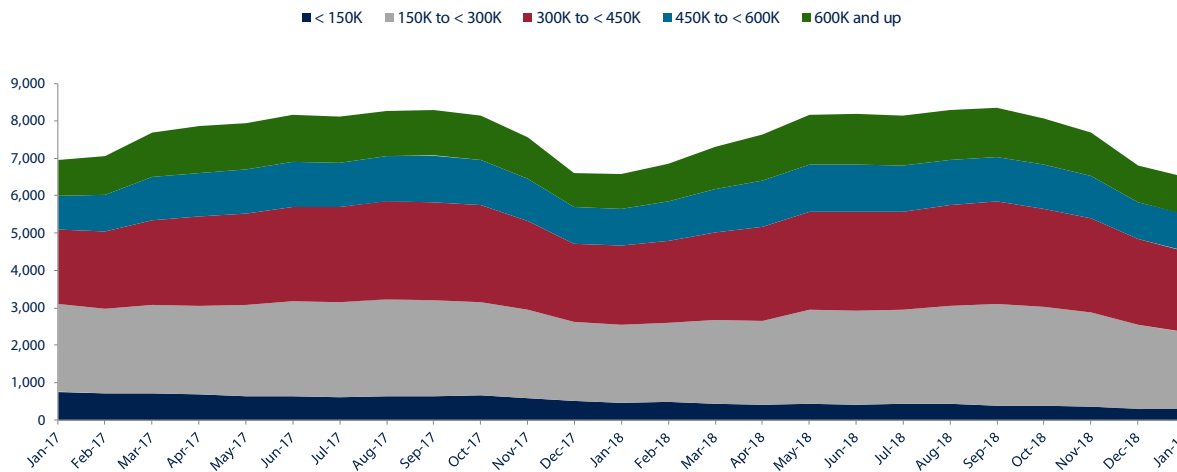
Total Active Inventory by Type



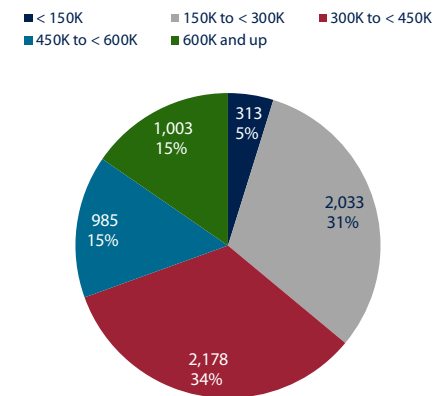
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



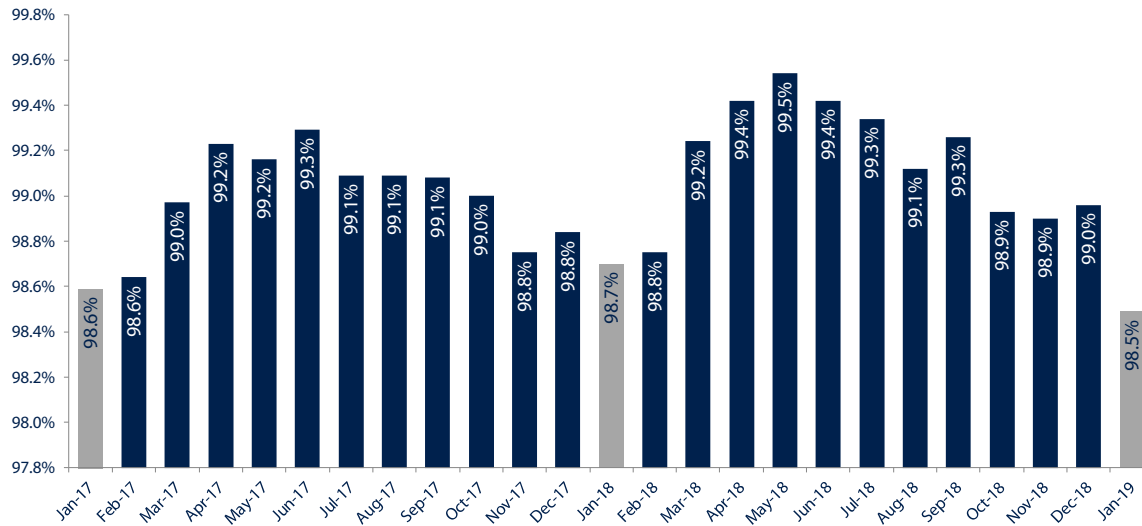
Total Active Inventory by Price Range Current Month



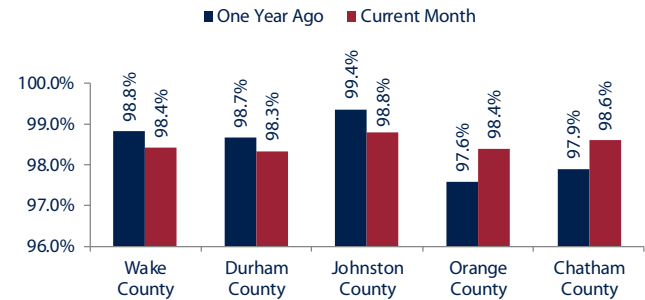
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The Triangle, NC Area - January 2019

Average Sale Price as a Percent of List Price

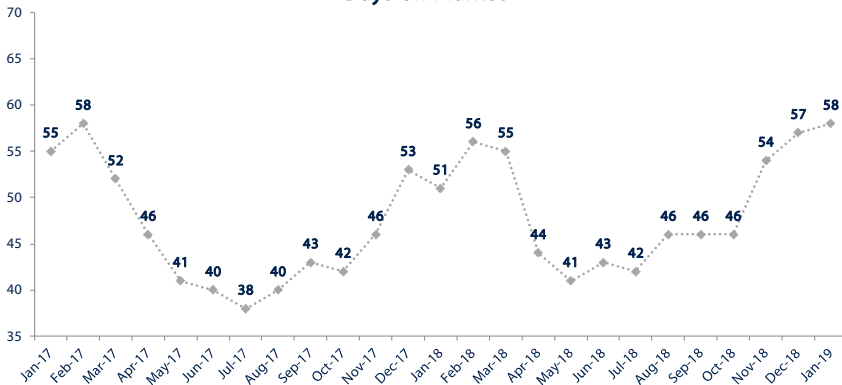


Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

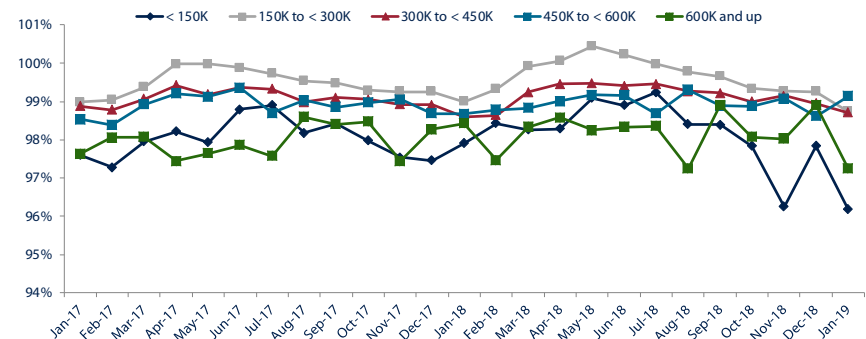


Days on Market		Avg Sale Price as % of List Price	
Current Month	One Year Ago	Current Month	One Year Ago
58	51	98.5%	98.7%
Up 14% Vs. Year Ago		Down -0.2% Vs. Year Ago	

Days on Market



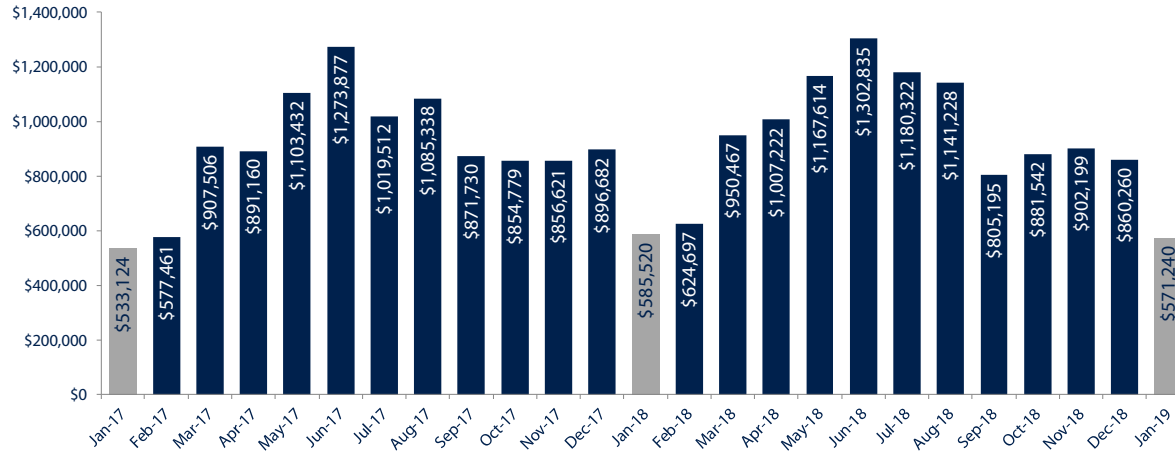
Average Sale Price as a Percent of List Price
by Price Range



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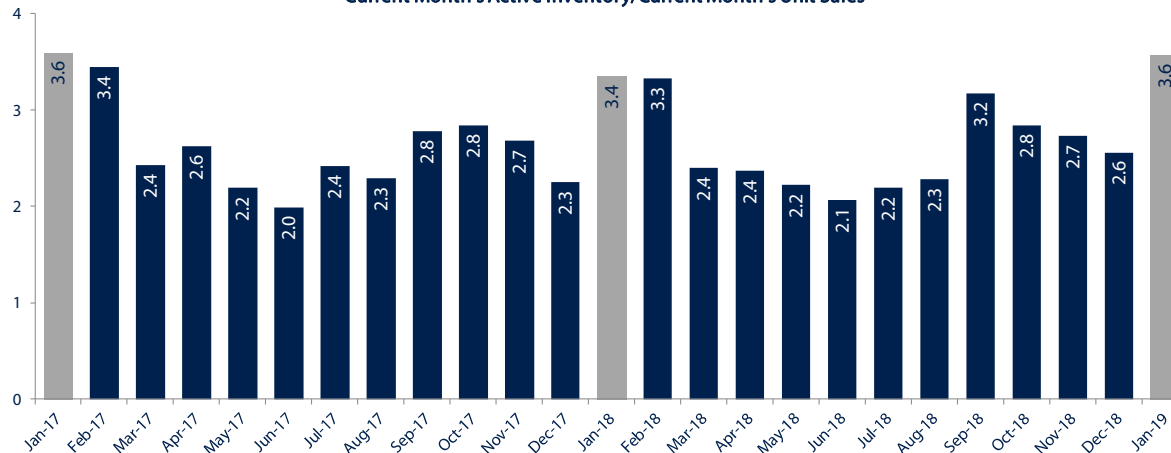
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 2% less than the same month one year ago.
- In January, there was 3.6 months of supply available, compared to 3.4 in January 2018. That was an increase of 7% versus a year ago.

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



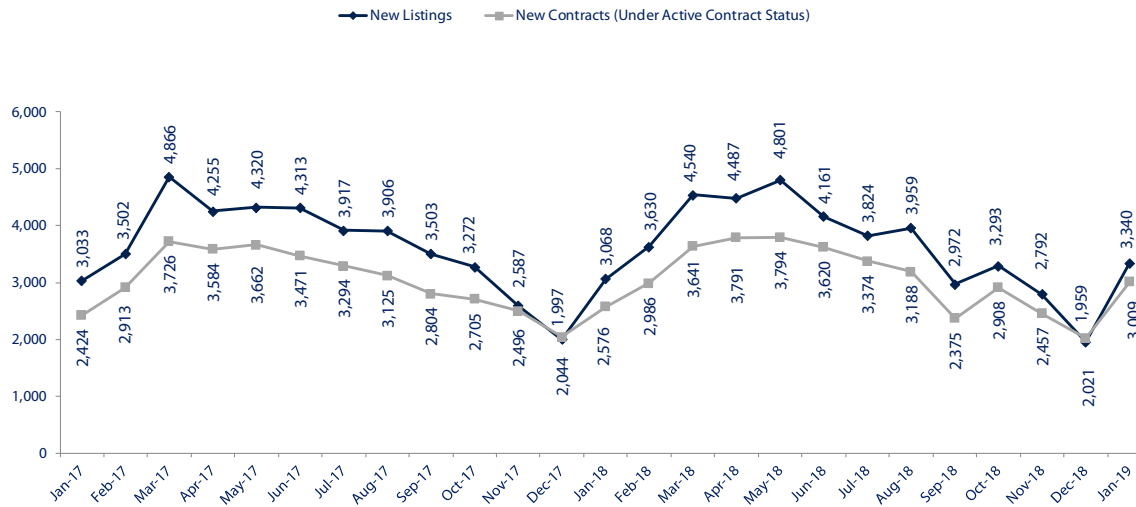
Total Dollar Volume Sold	
Current Month	One Year Ago
\$571,239,863	\$585,520,402
Down -2% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.6	3.4
Up 7% Vs. Year Ago	

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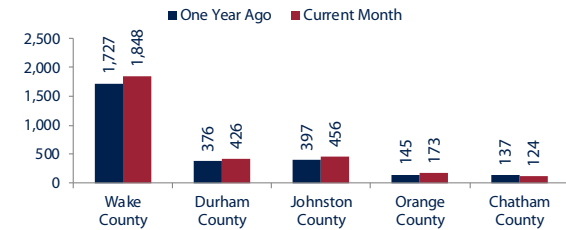
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New Listings & New Contracts



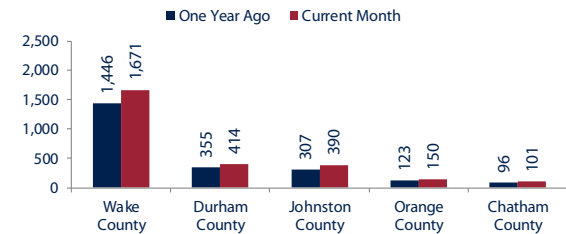
New Listings

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
3,340	3,068
Up 9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,009	2,576
Up 17% 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 7% from January 2018.

Supply/Demand Ratio

Number of New Listings to New Contracts

