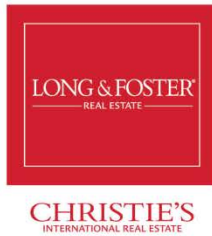


Market Conditions Report

The Triangle, NC Area

April 2018 | longandfoster.com



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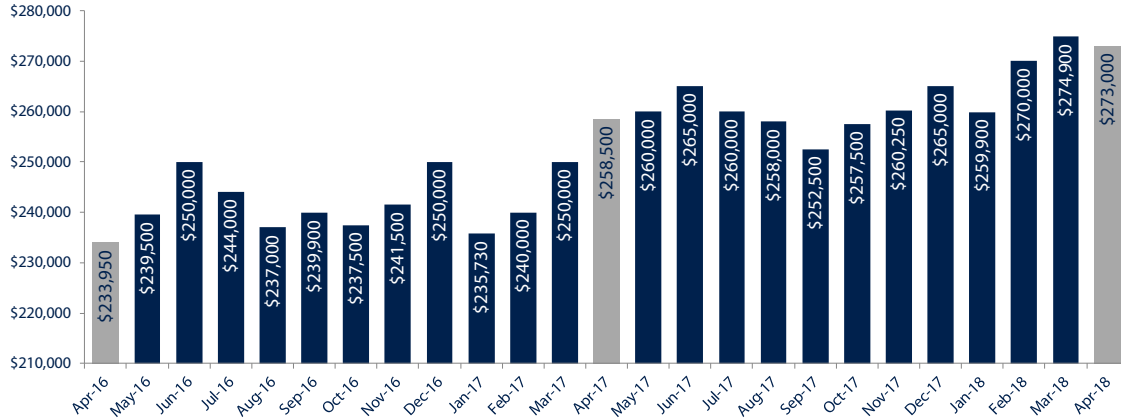
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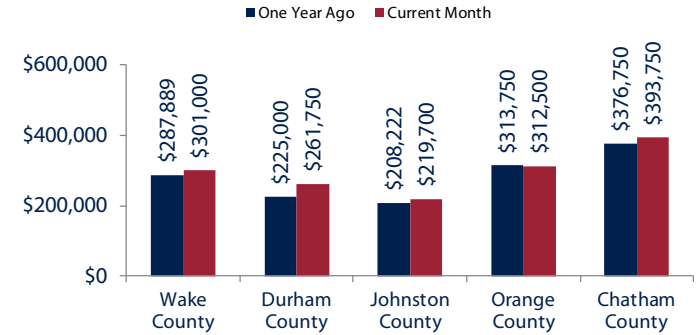
Long & Foster Market Conditions Report

The Triangle, NC Area - April 2018

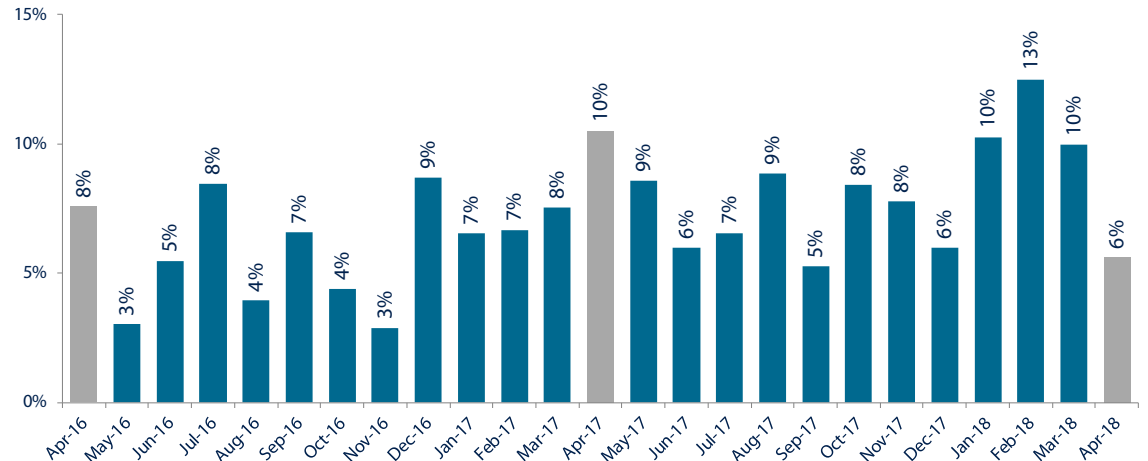
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



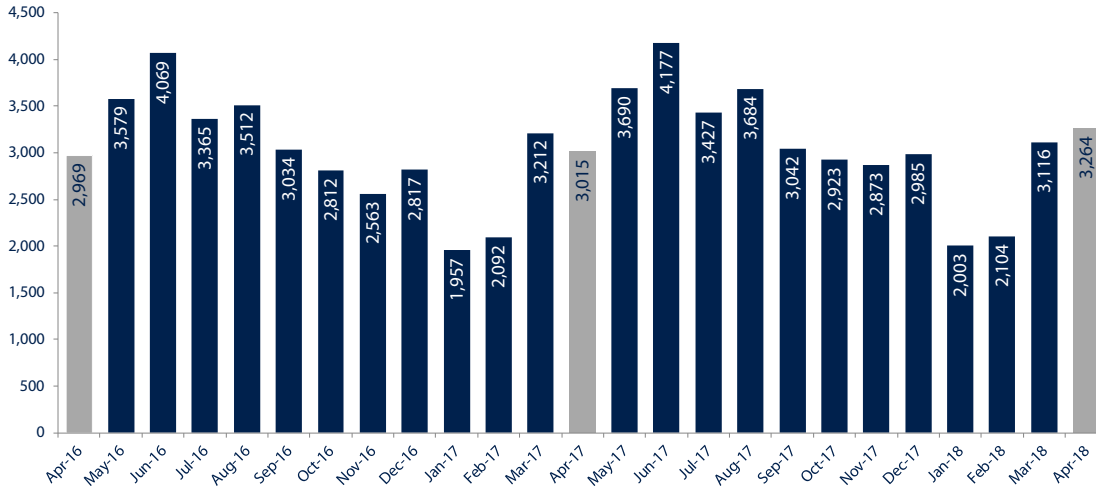
Highlights

- This April, the current median sale price of \$273,000 was similar to the median sale price of last month.
- The current median sale price was 6% higher than the same month last year.

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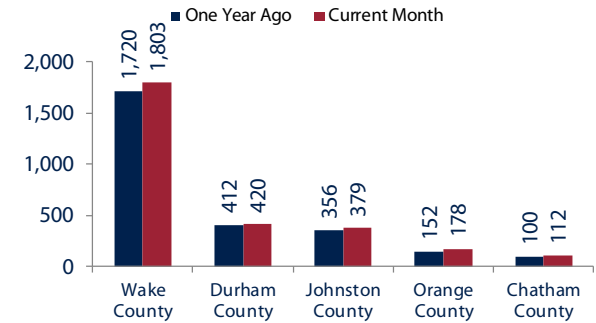
The Triangle, NC Area - April 2018

Total Units Sold



Total Units Sold

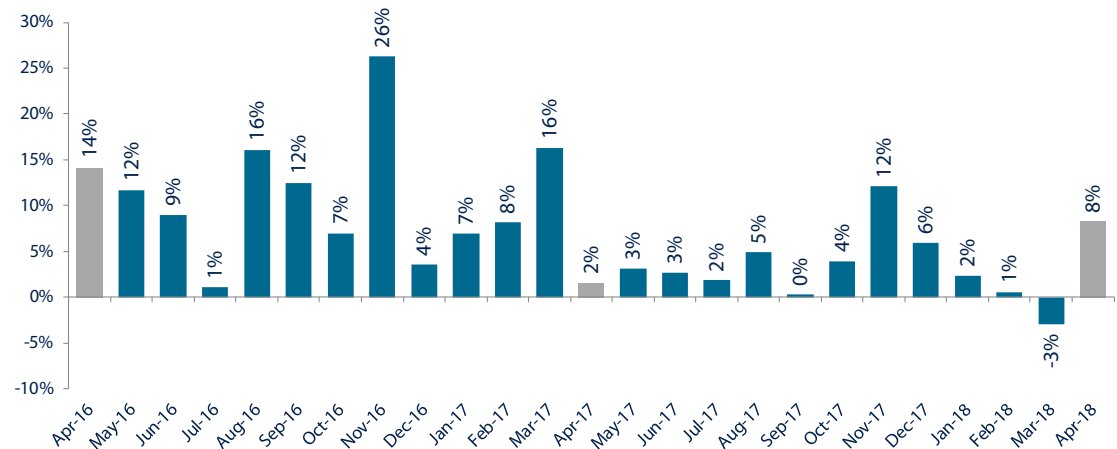
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 8% versus April 2017.
- There was an increase of 5% in total units sold in April compared to March.

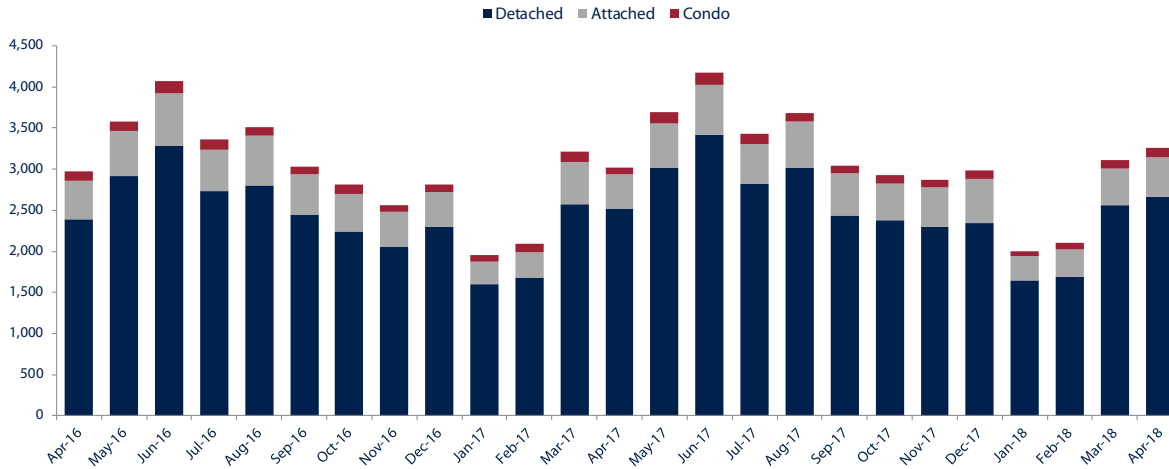
Total Units Sold
Percent Change Year/Year



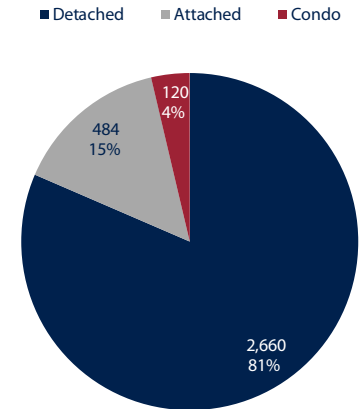
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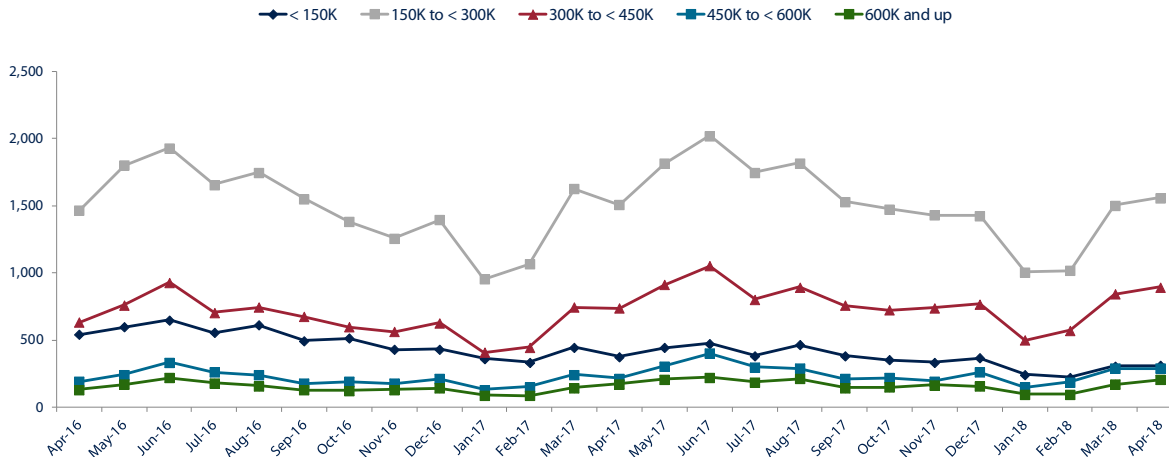
Total Units Sold by Type



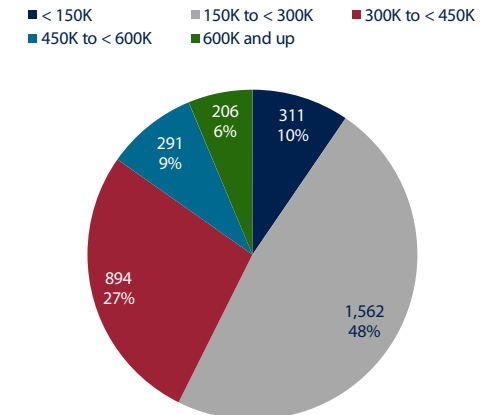
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



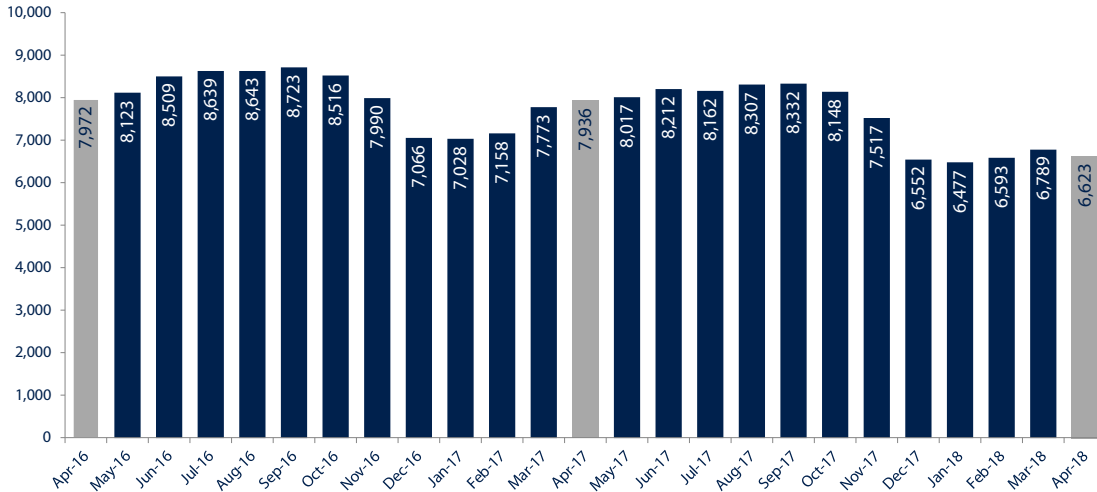
Total Units Sold by Price Range
Current Month



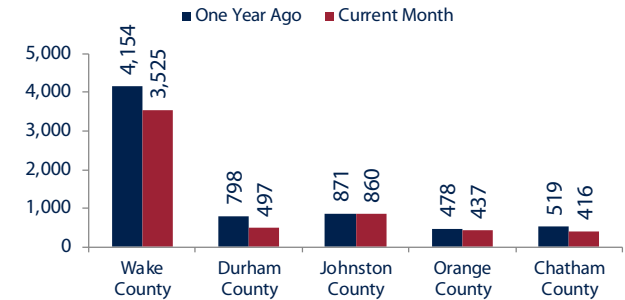
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The Triangle, NC Area - April 2018

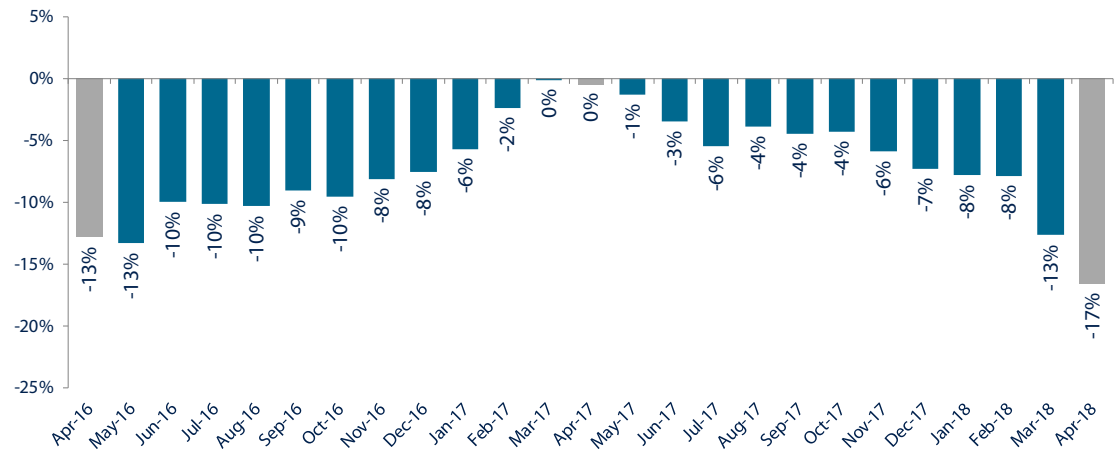
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



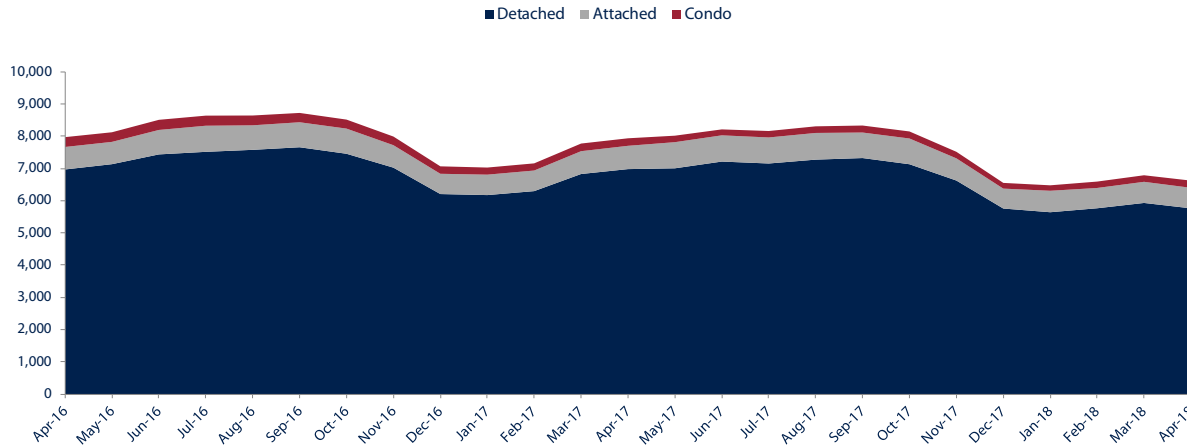
Highlights

- April's total active inventory of 6,623 units was 2% lower than the previous month's supply of inventory.
- Versus last April, the total number of homes available was lower by 1,313 units or 17%.

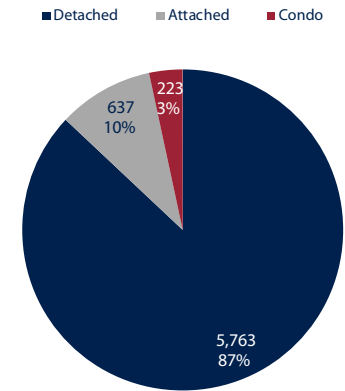
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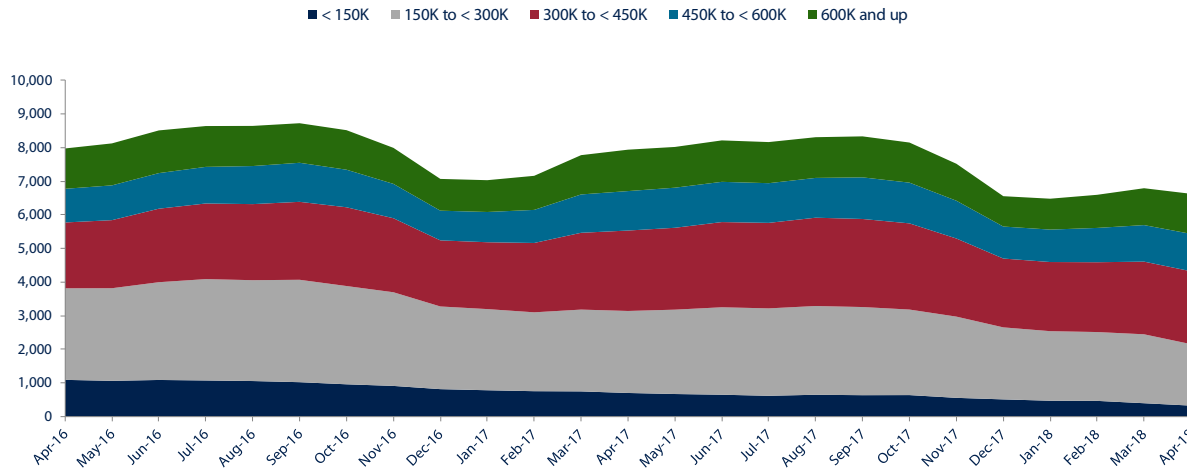
Total Active Inventory by Type



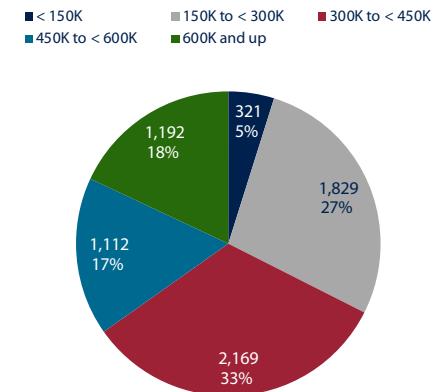
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



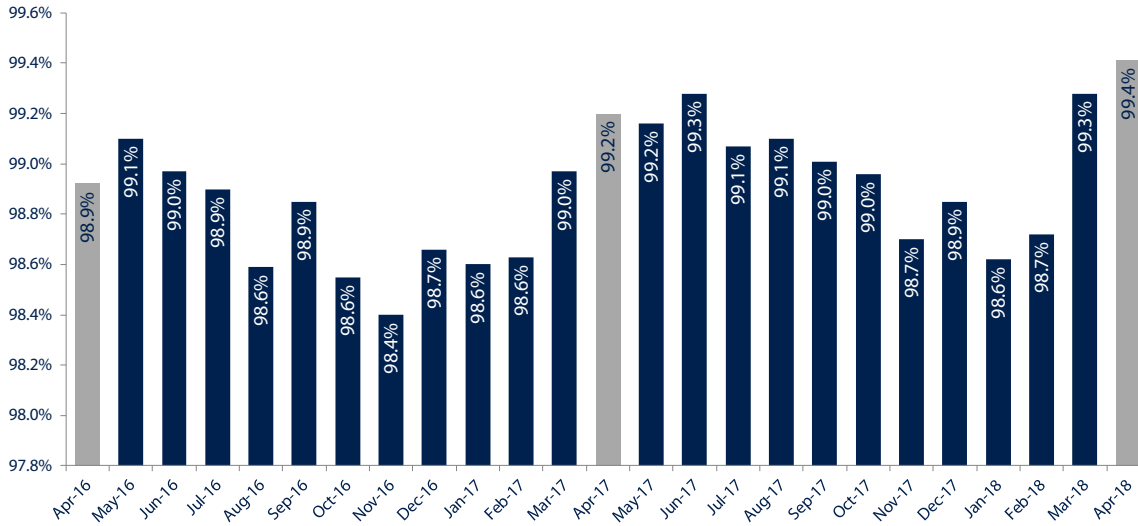
Total Active Inventory by Price Range Current Month



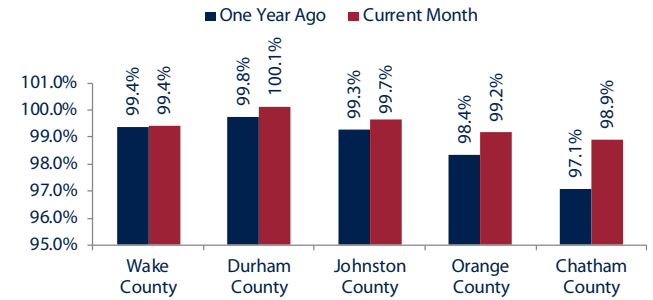
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The Triangle, NC Area - April 2018

Average Sale Price as a Percent of List Price



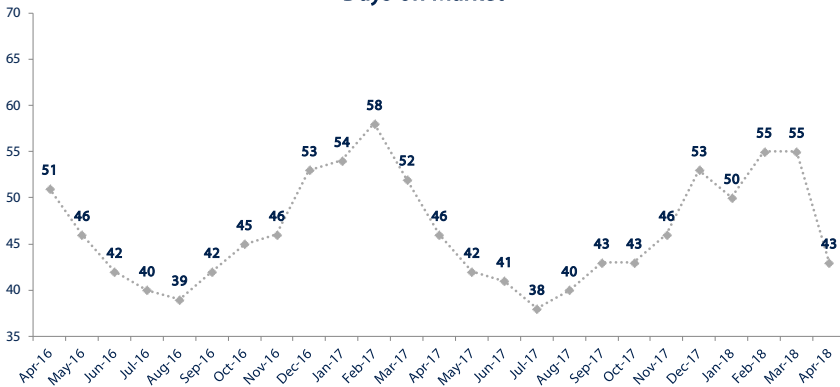
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



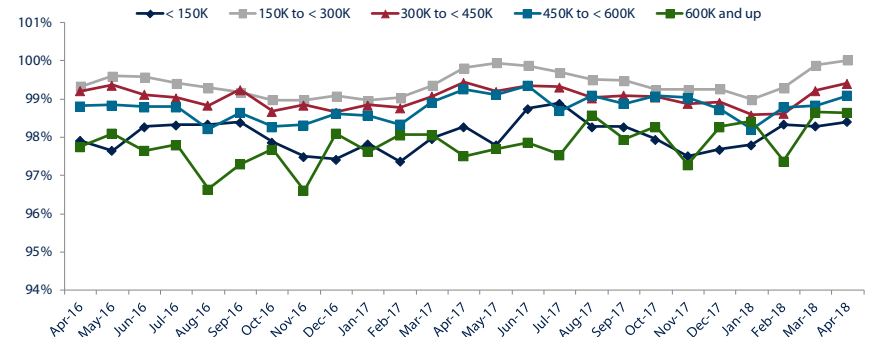
Days on Market	
Current Month	One Year Ago
43	46
Down -7% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.4%	99.2%
Up 0.2% Vs. Year Ago	

Days on Market



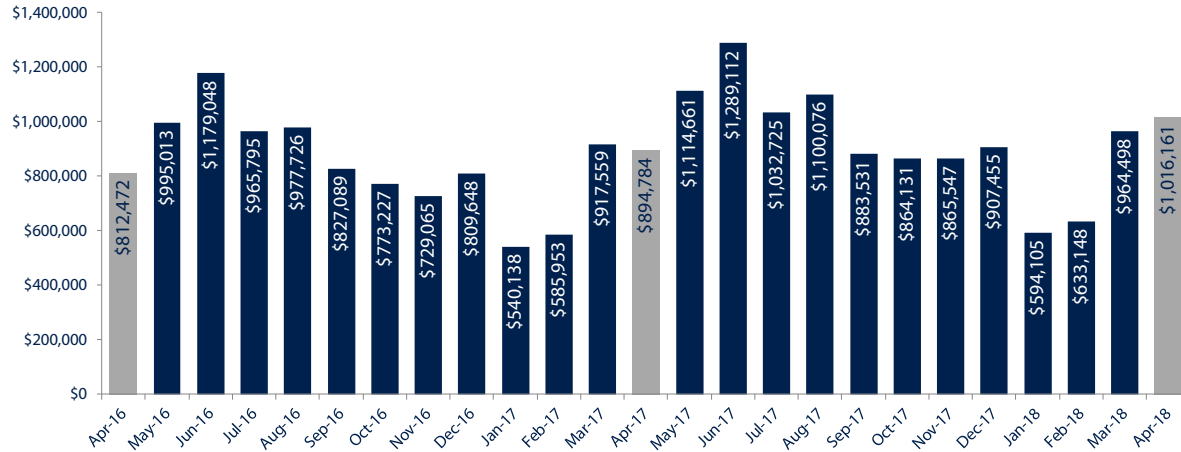
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

The Triangle, NC Area - April 2018

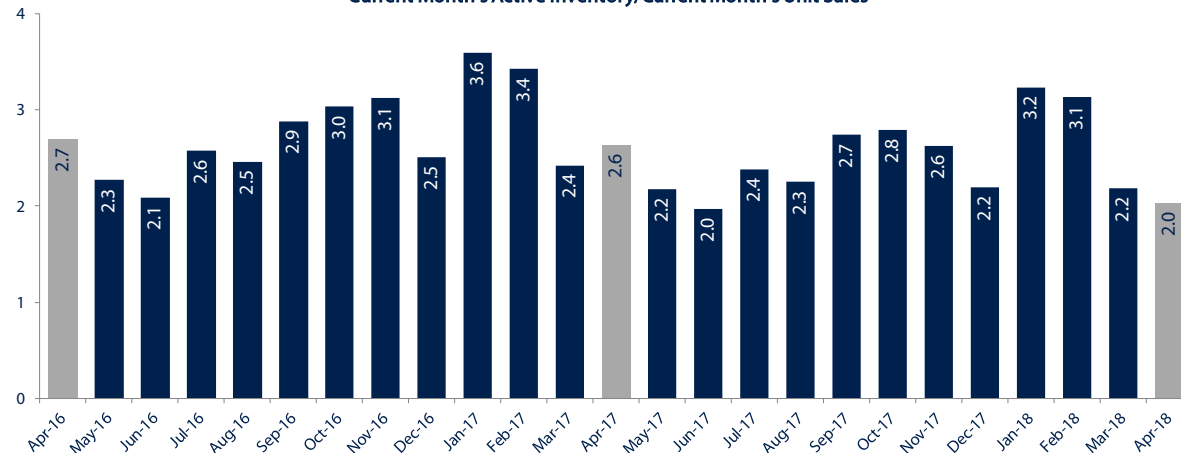
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this April was 14% greater than the same month one year ago.
- In April, there was 2.0 months of supply available, compared to 2.6 in April 2017. That was a decrease of 23% versus a year ago.

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



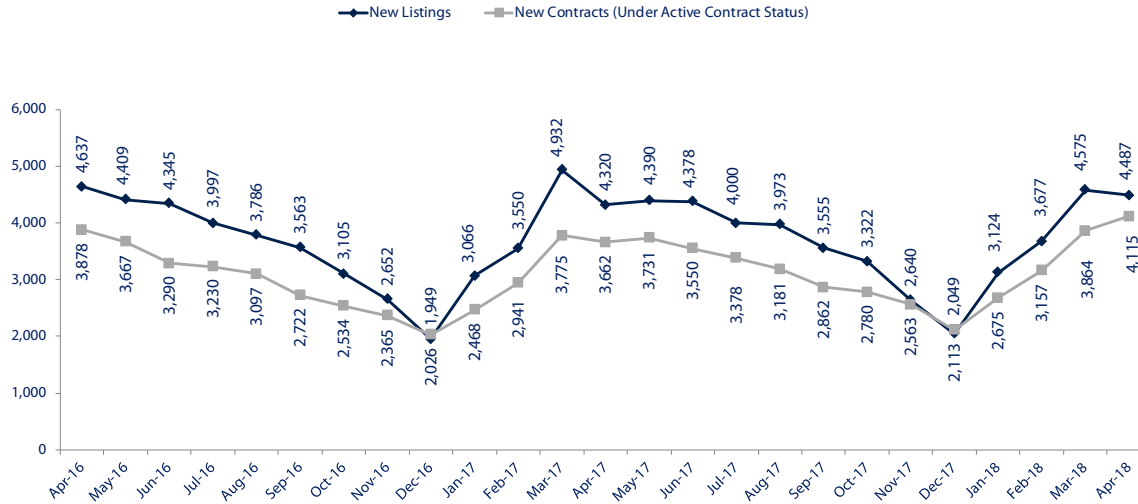
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,016,161,407	\$894,784,296
Up 14% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.0	2.6
Down -23% Vs. Year Ago	

Long & Foster Market Conditions Report

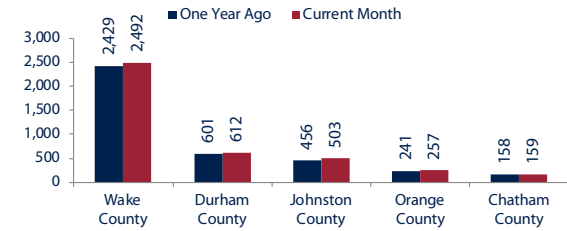
The Triangle, NC Area - April 2018

New Listings & New Contracts



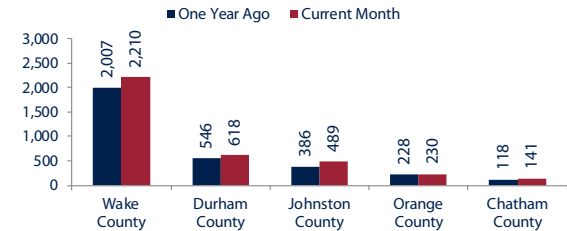
New Listings

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
4,487	4,320
Up 4% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
4,115	3,662
Up 12% 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 8% from April 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

