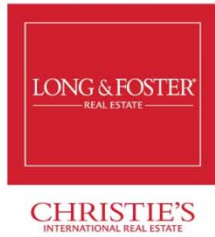


# Market Conditions Report

The Triangle, NC Area

February 2018 | [longandfoster.com](http://longandfoster.com)



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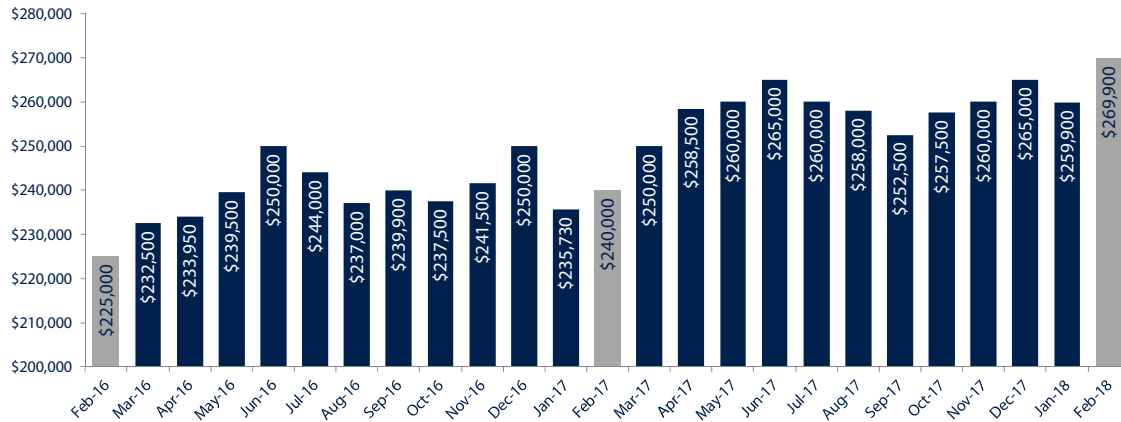
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate



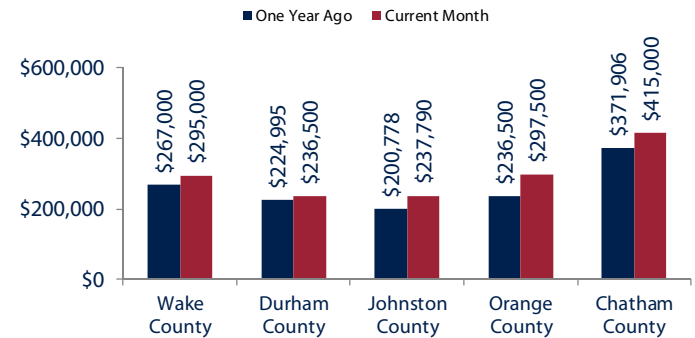
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

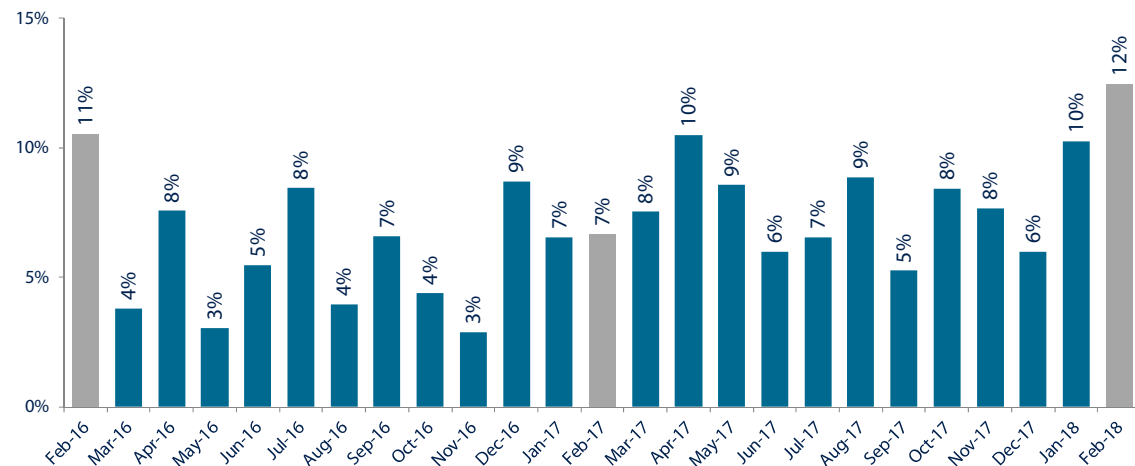
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



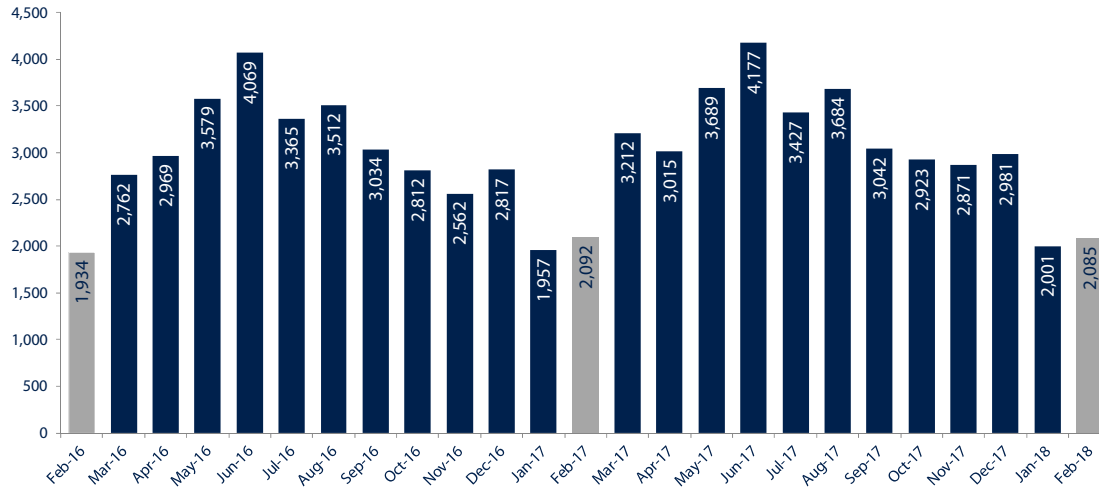
### Highlights

- This February, the median sale price was \$269,900, an increase of 12% compared to last year.
- The current median sale price was 4% higher than in January.

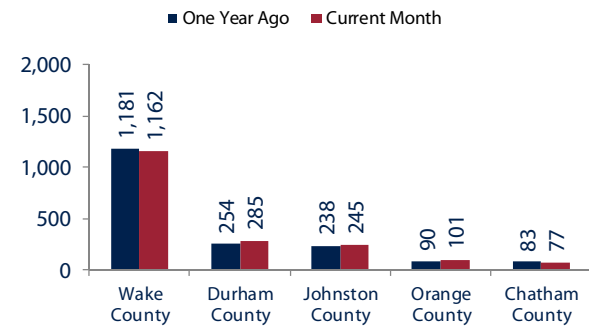
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

**Total Units Sold**



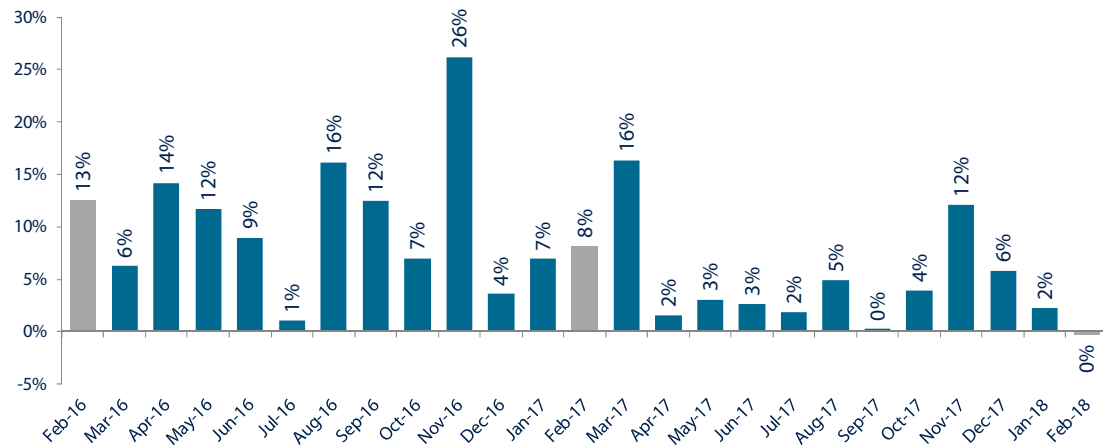
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- The number of units sold in February 2018 was similar to the units sold in February 2017.
- This month's total units sold was higher than the previous month, an increase of 4% versus January.

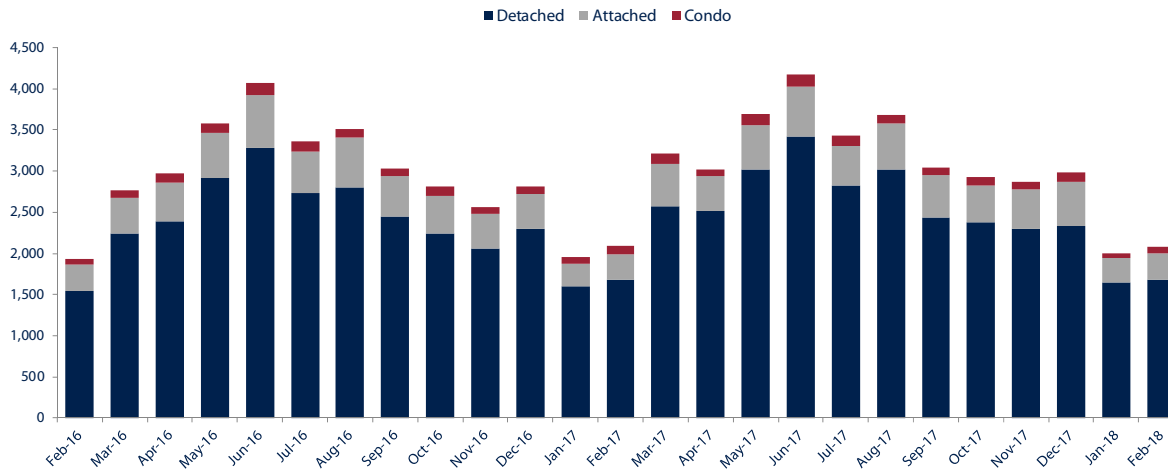
**Total Units Sold**  
Percent Change Year/Year



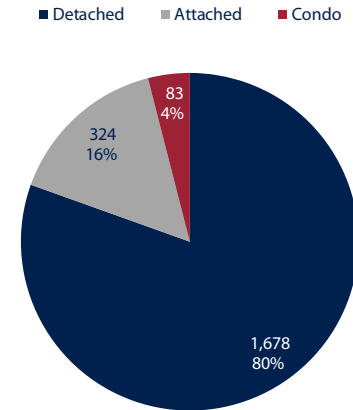
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

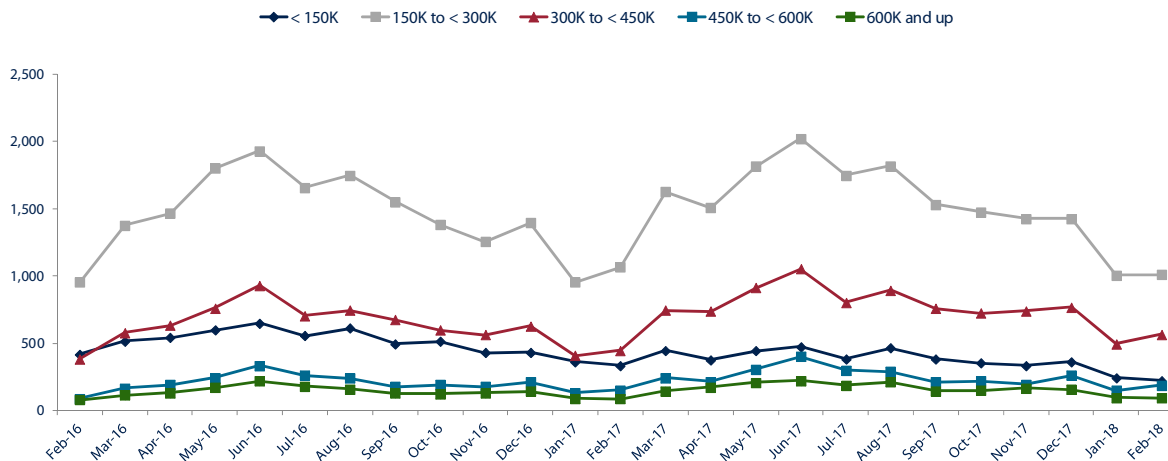
**Total Units Sold by Type**



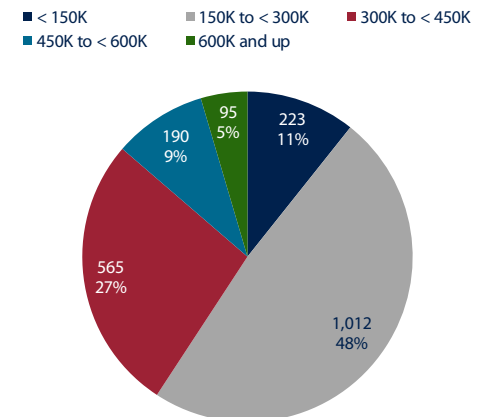
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



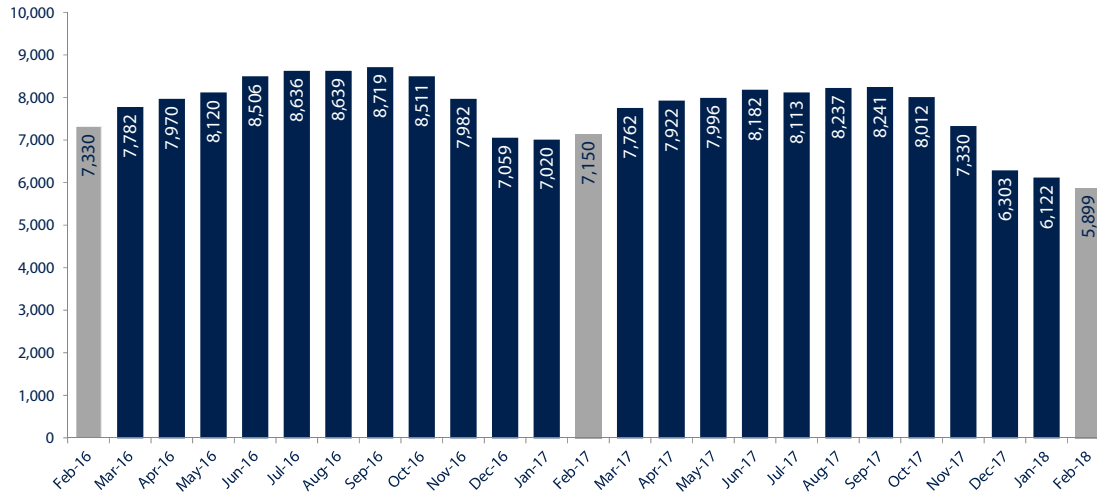
**Total Units Sold by Price Range  
Current Month**



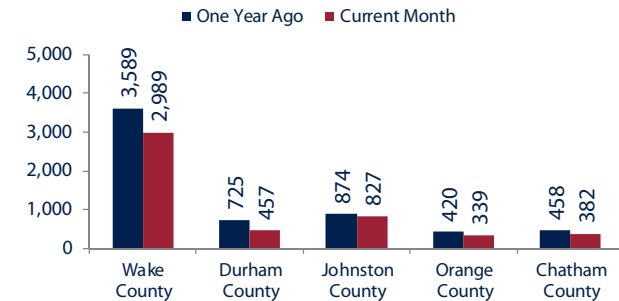
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

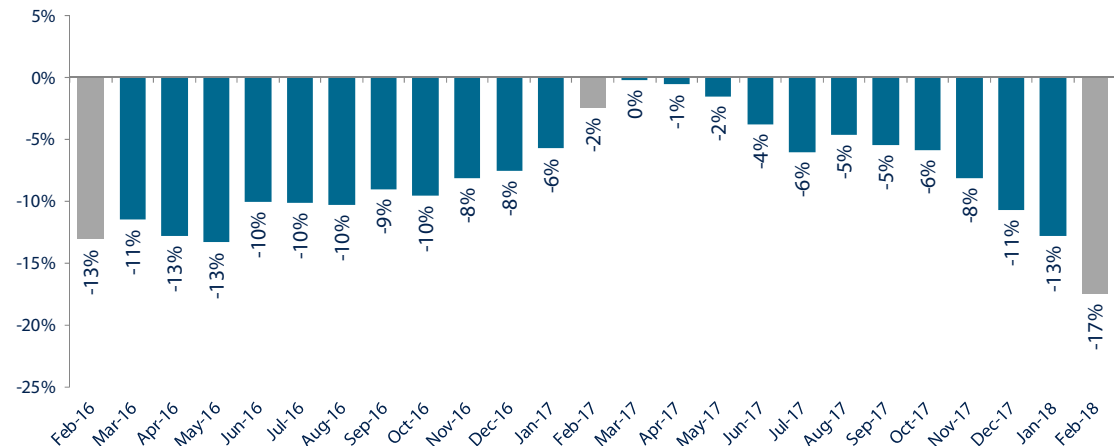
**Total Active Inventory**



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



**Total Active Inventory**  
Percent Change Year/Year



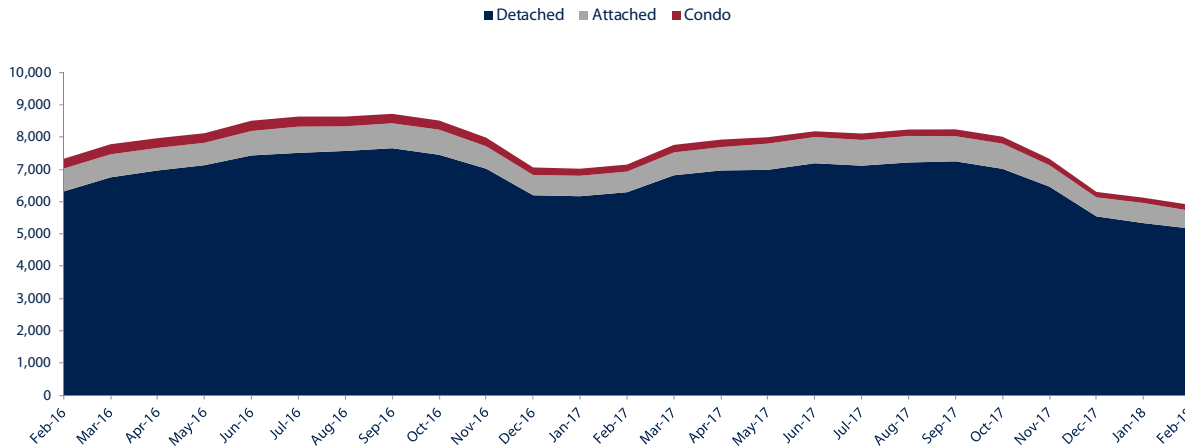
### Highlights

- February's total active inventory of 5,899 units was 4% lower than the previous month's supply of inventory.
- Versus last February, the total number of homes available was lower by 1,251 units or 17%.

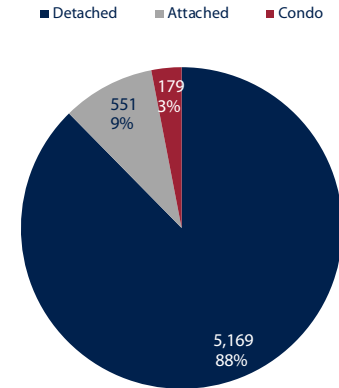
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

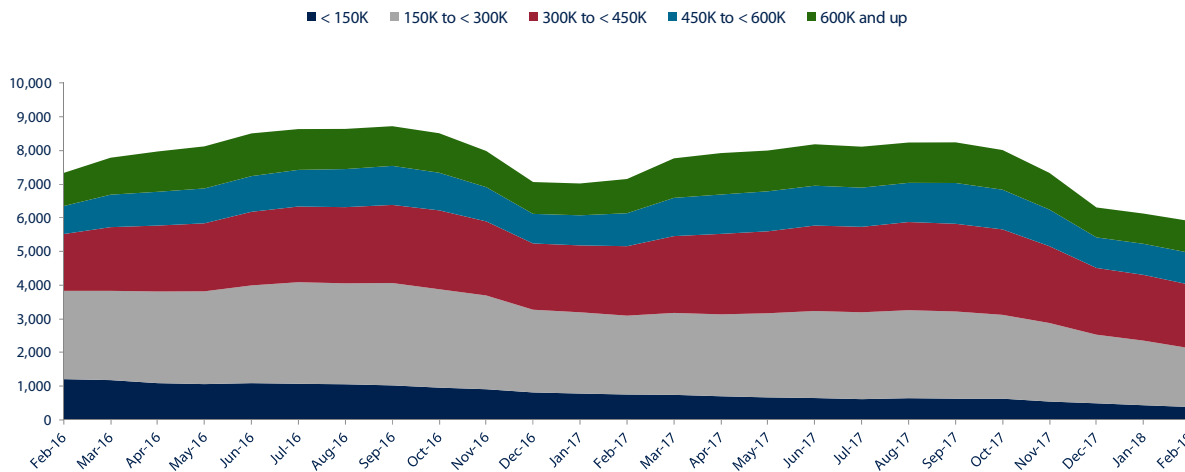
**Total Active Inventory by Type**



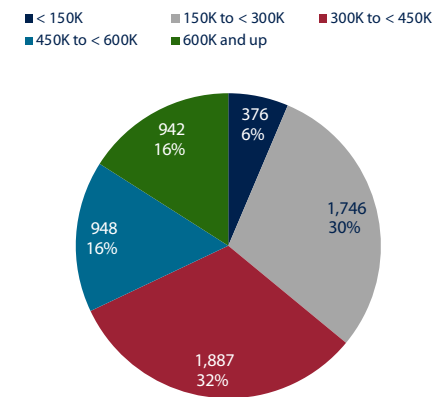
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



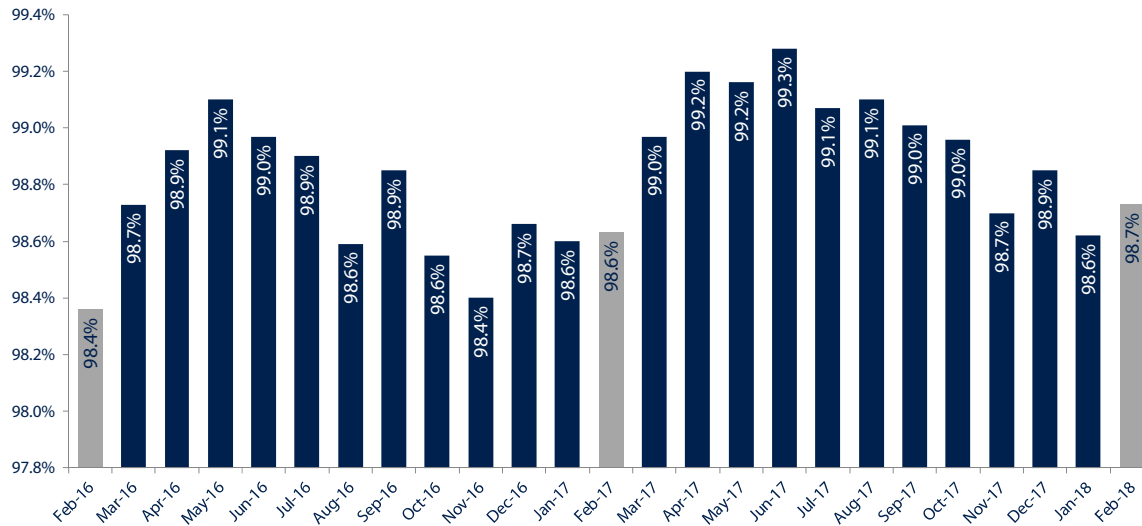
**Total Active Inventory by Price Range Current Month**



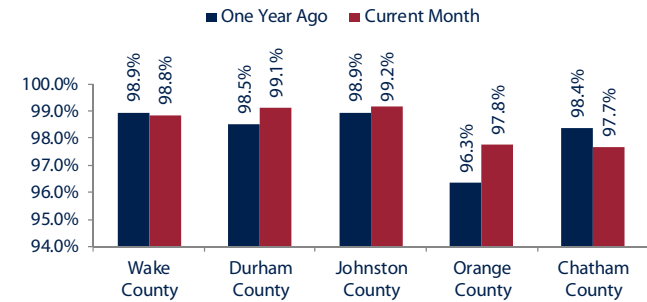
# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

Average Sale Price as a Percent of List Price



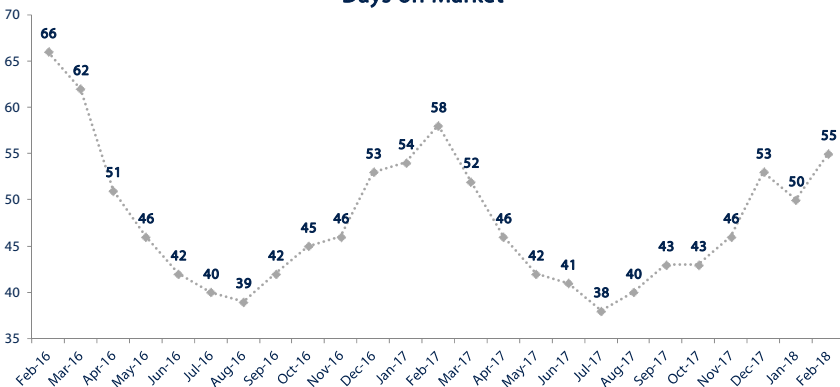
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



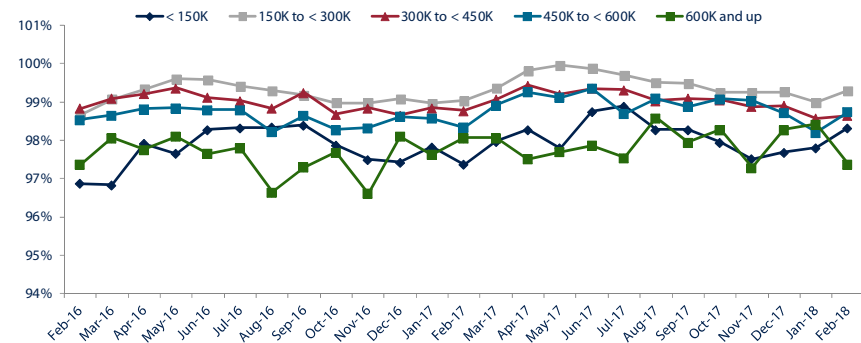
Days on Market	
Current Month	One Year Ago
55	58
<b>Down -5% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.7%	98.6%
<b>Up 0.1% Vs. Year Ago</b>	

Days on Market



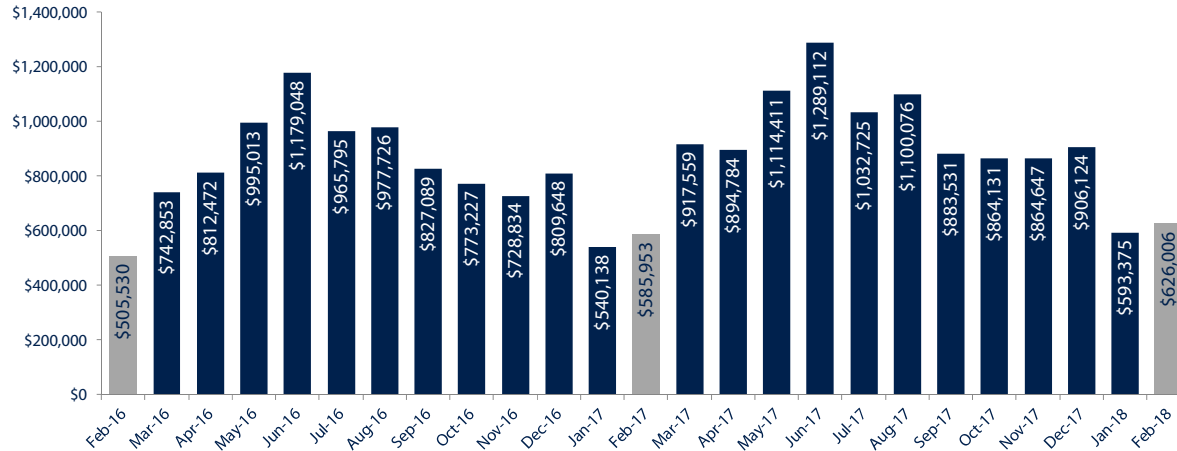
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## The Triangle, NC Area - February 2018

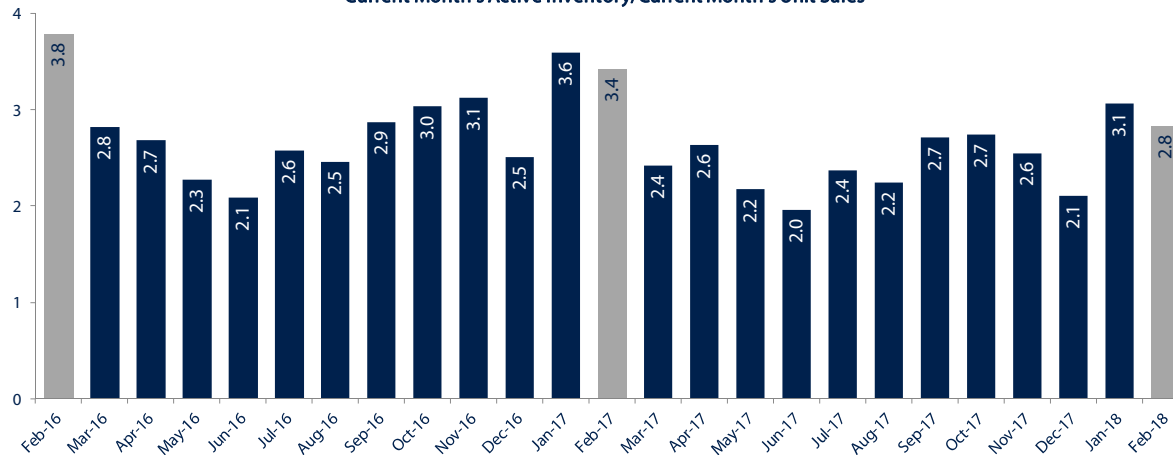
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this February was 7% greater than the same month one year ago.
- In February, there was 2.8 months of supply available, compared to 3.4 in February 2017. That was a decrease of 17% 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
\$626,006,443	\$585,952,694
<b>Up 7% Vs. Year Ago</b>	

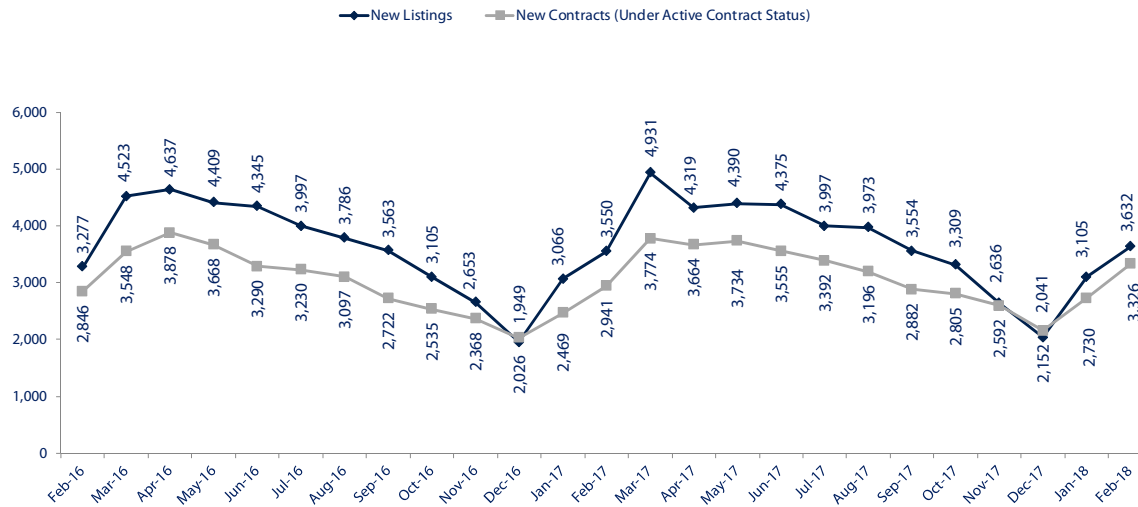
Months of Supply	
Current Month	One Year Ago
2.8	3.4
<b>Down -17% Vs. Year Ago</b>	



# Long & Foster Market Conditions Report

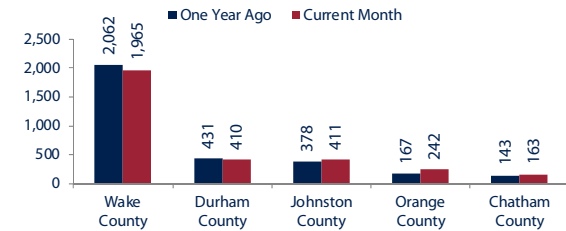
## The Triangle, NC Area - February 2018

### New Listings & New Contracts



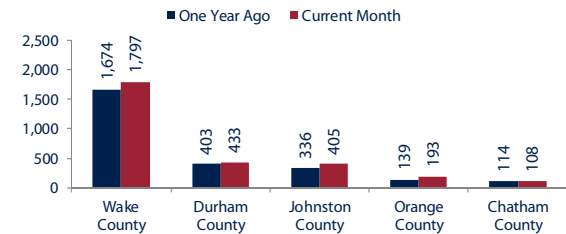
### New Listings

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
3,632	3,550
Up 2% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,326	2,941
Up 13% 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 10% from February 2017.

### Supply/Demand Ratio

Number of New Listings to New Contracts

