

# Market Conditions Report

## The Triangle, NC Area

November 2017 | longandfoster.com

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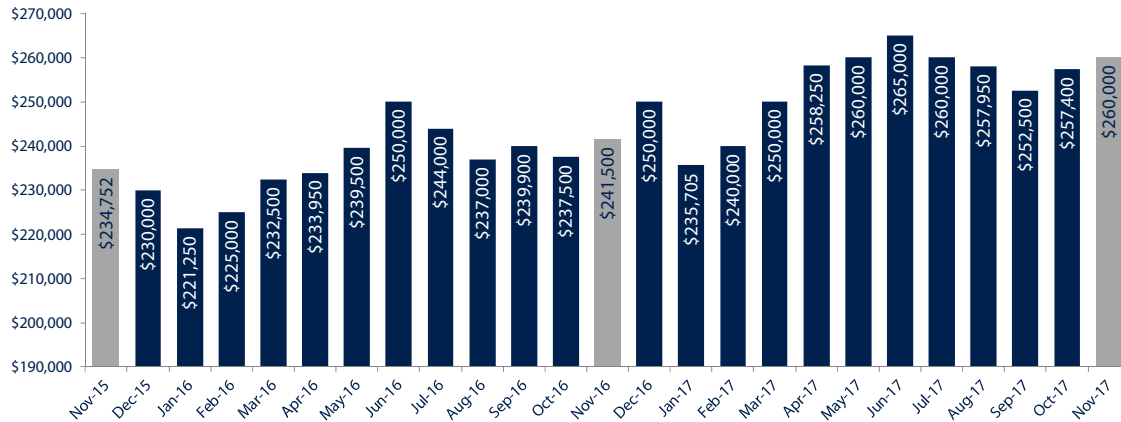
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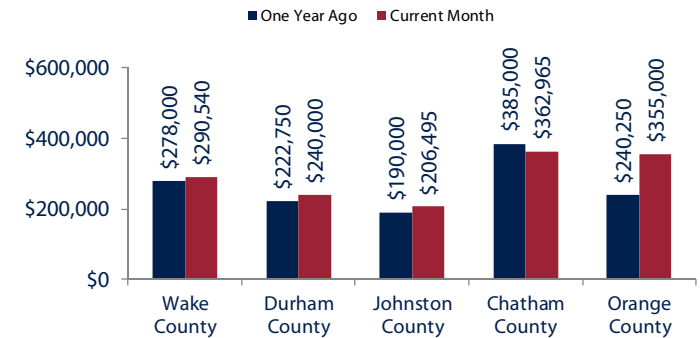
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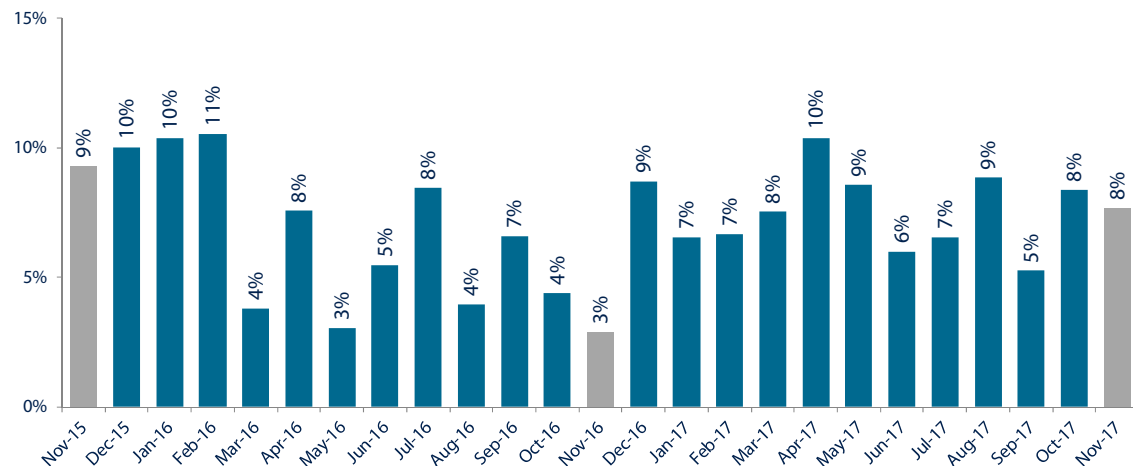
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



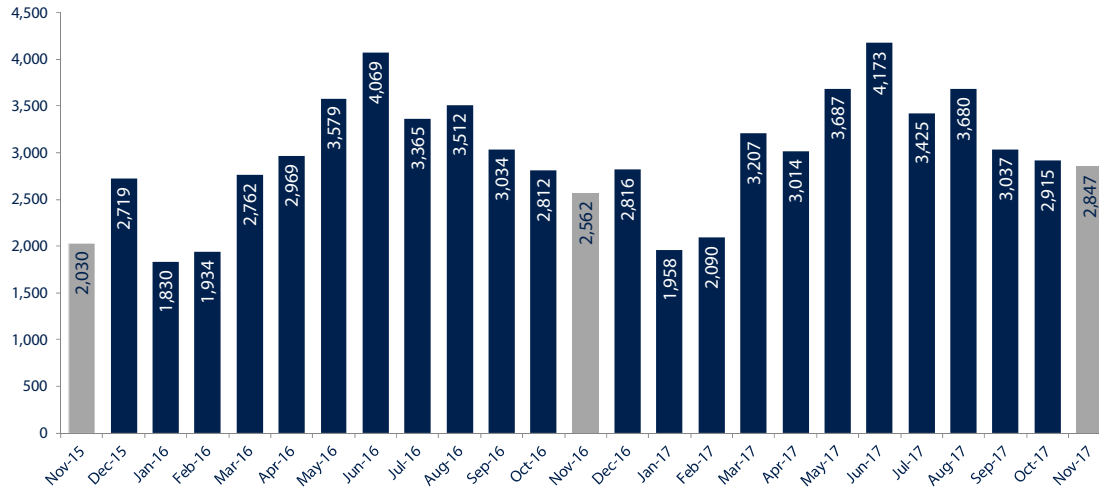
### Highlights

- This November, the current median sale price of \$260,000 was similar to the median sale price of last month.
- The current median sale price was 8% higher than the same month last year.

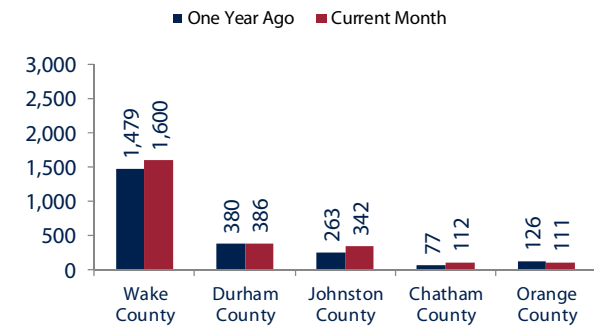
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**Total Units Sold**



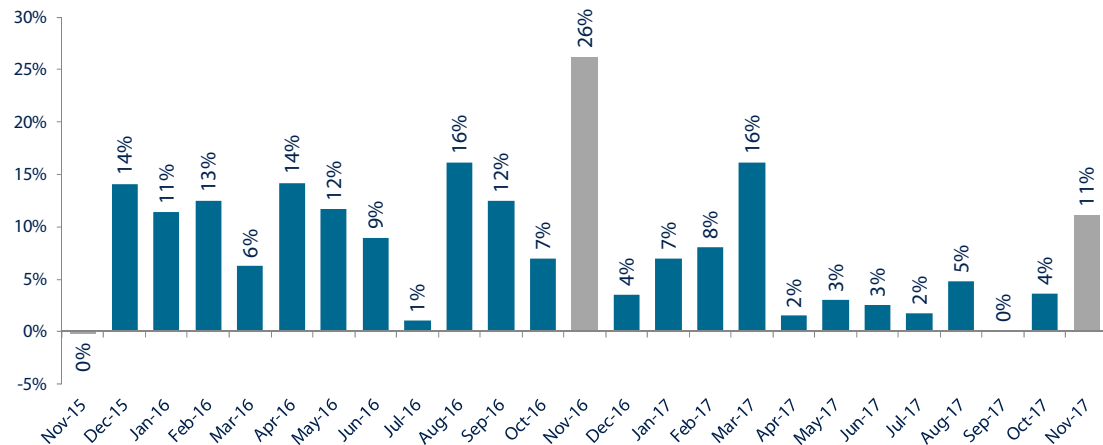
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was higher than at this time last year, an increase of 11% versus November 2016.
- There was a decrease of 2% in total units sold in November compared to October.

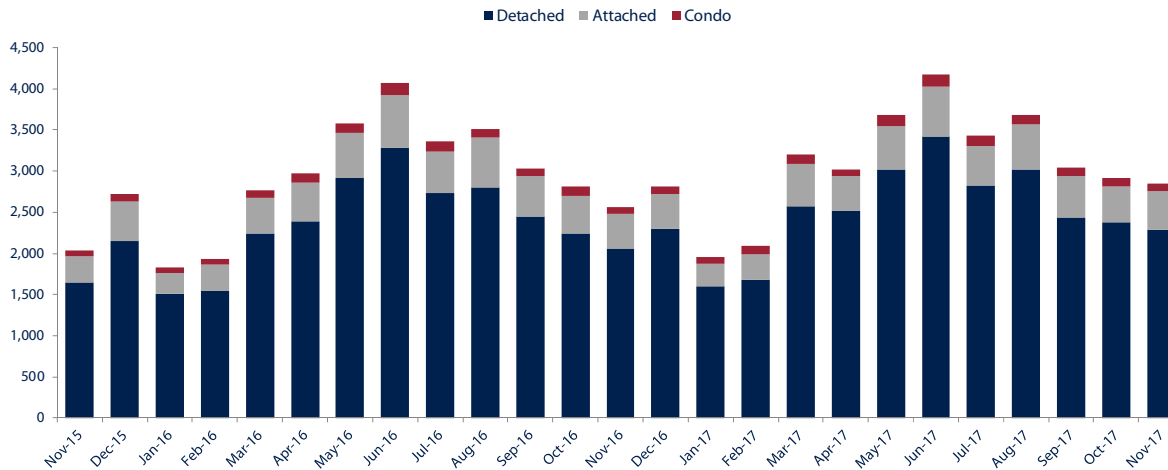
**Total Units Sold**  
Percent Change Year/Year



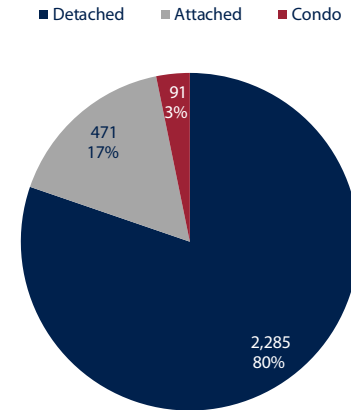
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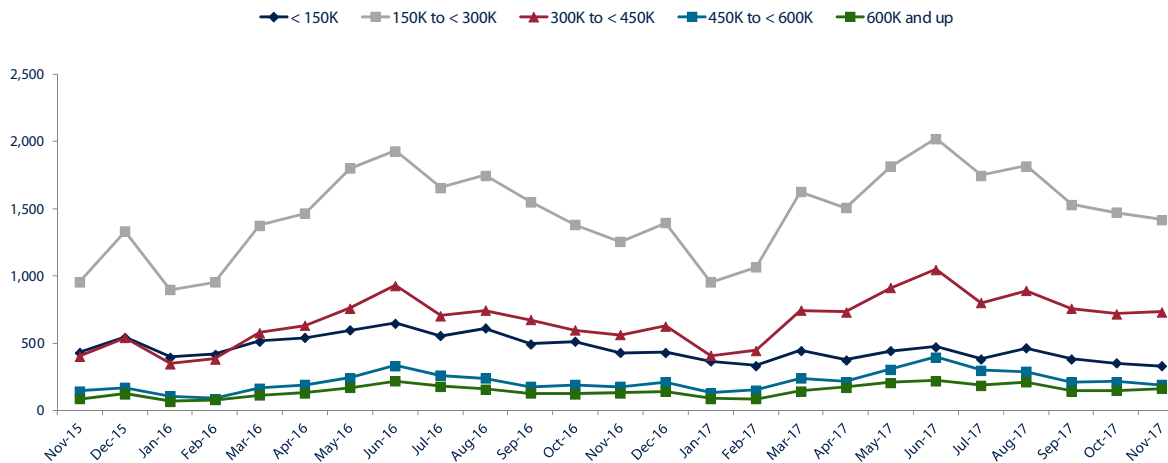
**Total Units Sold by Type**



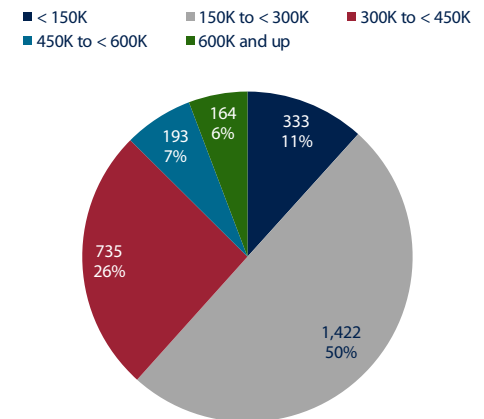
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



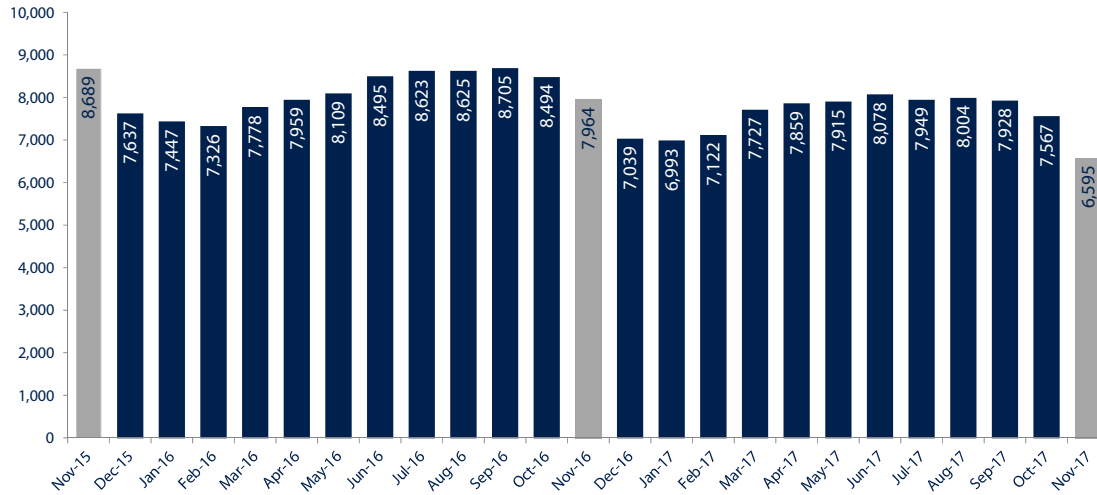
**Total Units Sold by Price Range  
Current Month**



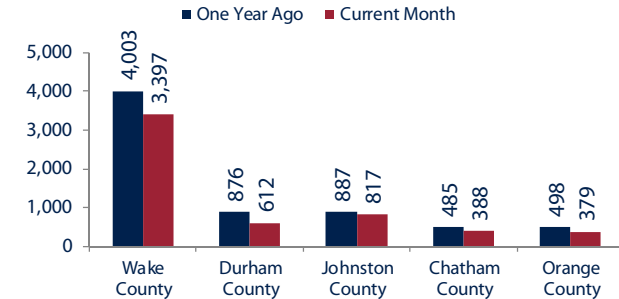
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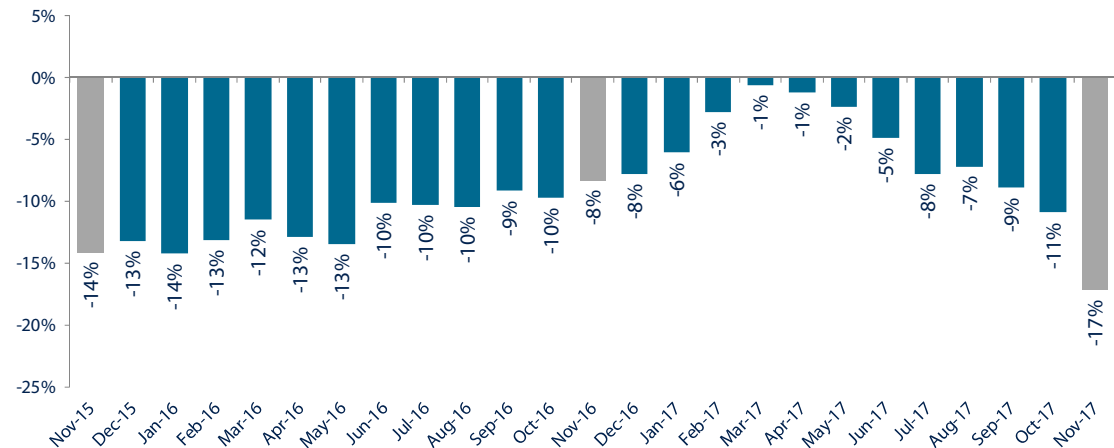
**Total Active Inventory**



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



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



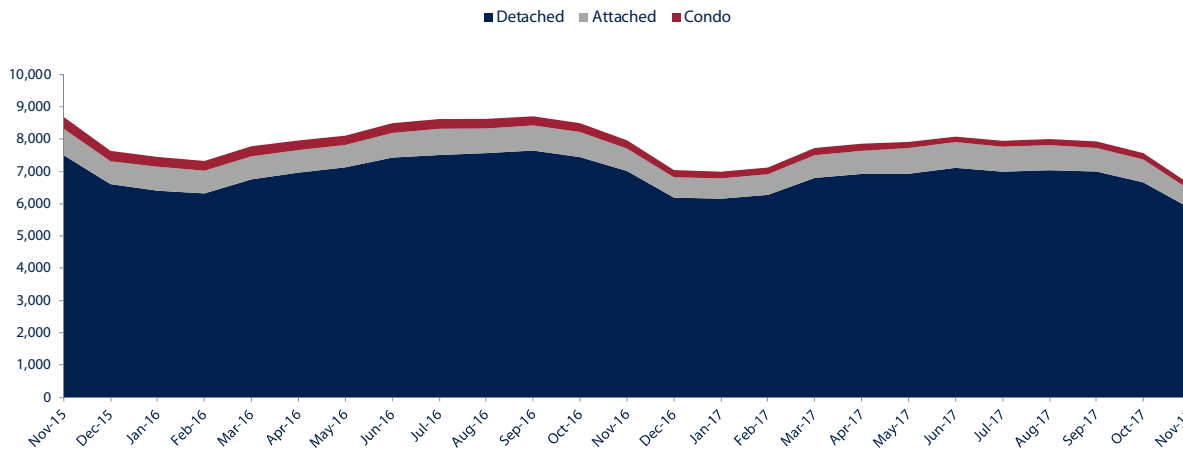
### Highlights

- November's total active inventory of 6,595 units was 13% lower than the previous month's supply of inventory.
- Versus last November, the total number of homes available was lower by 1,369 units or 17%.

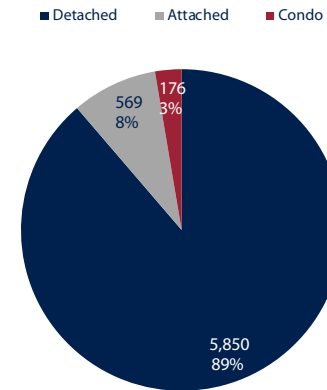
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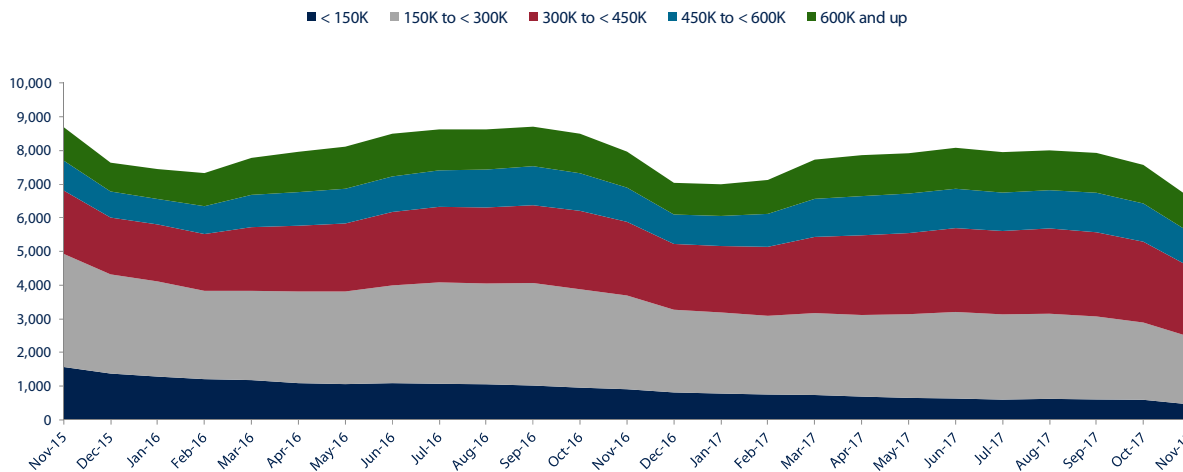
**Total Active Inventory by Type**



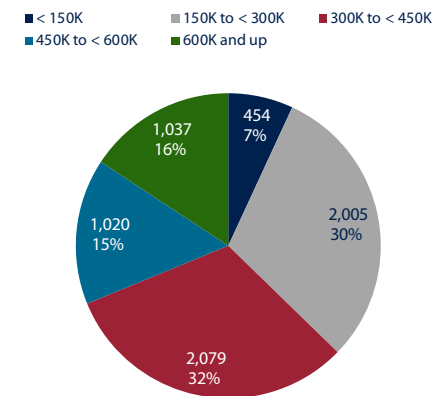
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



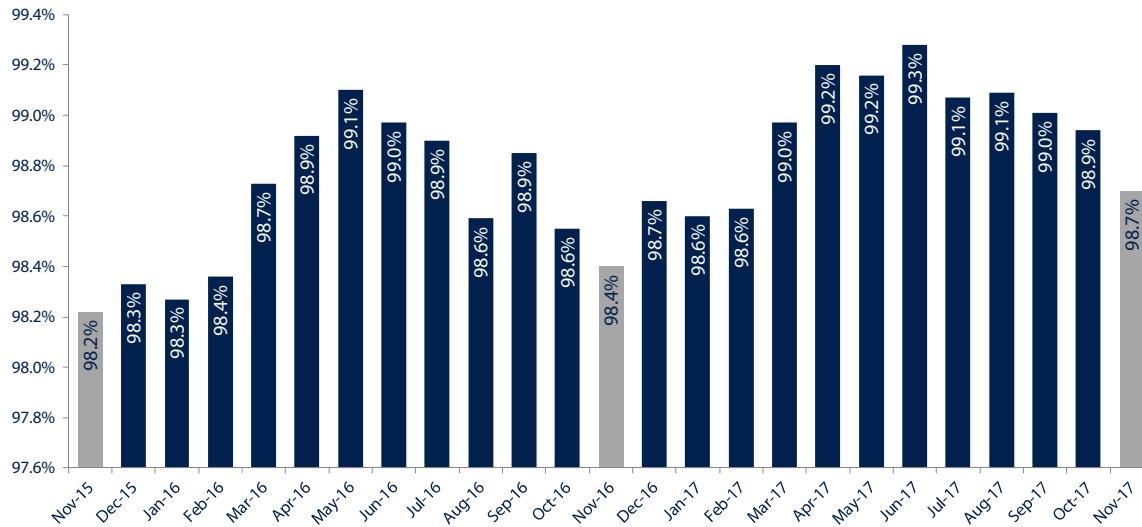
**Total Active Inventory by Price Range Current Month**



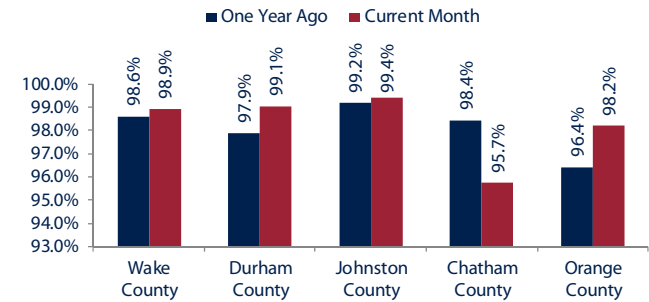
# Long & Foster Market Conditions Report

## The Triangle, NC Area - November 2017

**Average Sale Price as a Percent of List Price**



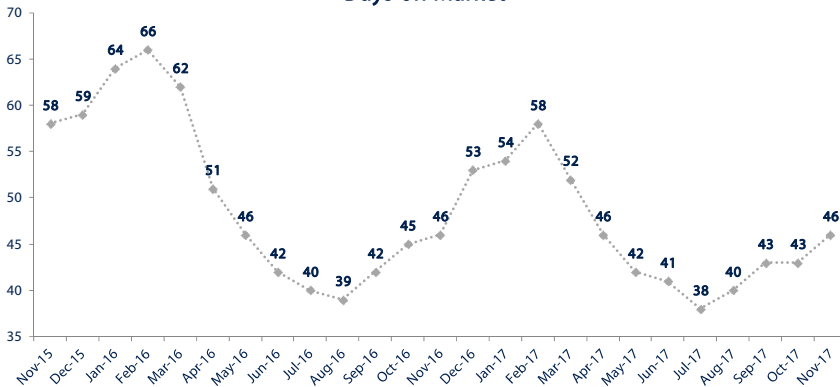
**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



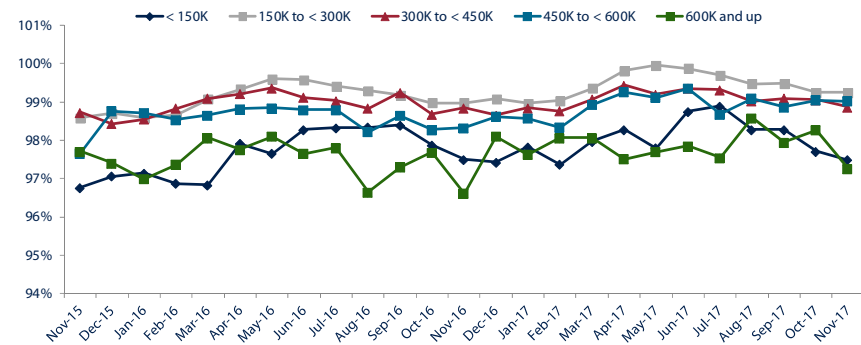
Days on Market	
Current Month	One Year Ago
46	46
<b>No Change Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.7%	98.4%
<b>Up 0.3% Vs. Year Ago</b>	

**Days on Market**



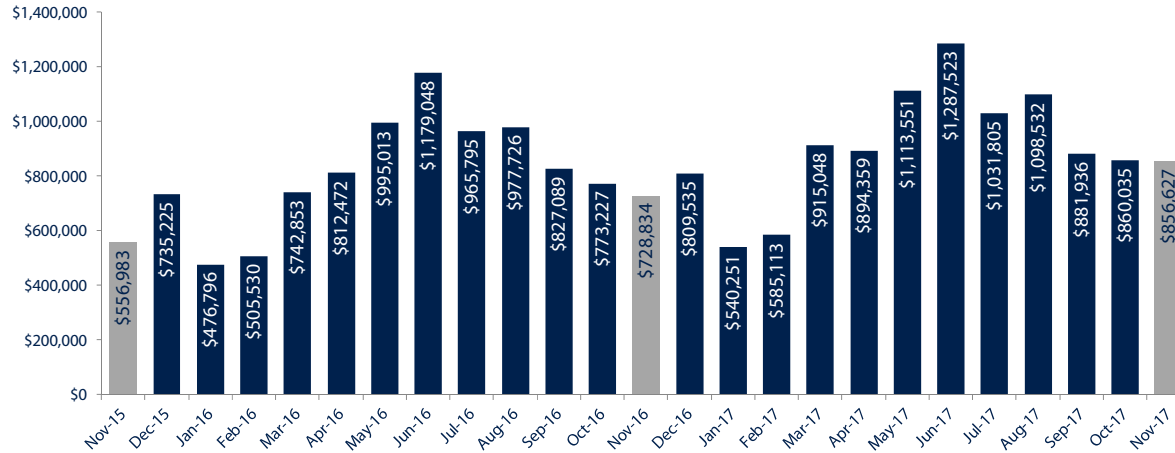
**Average Sale Price as a Percent of List Price by Price Range**



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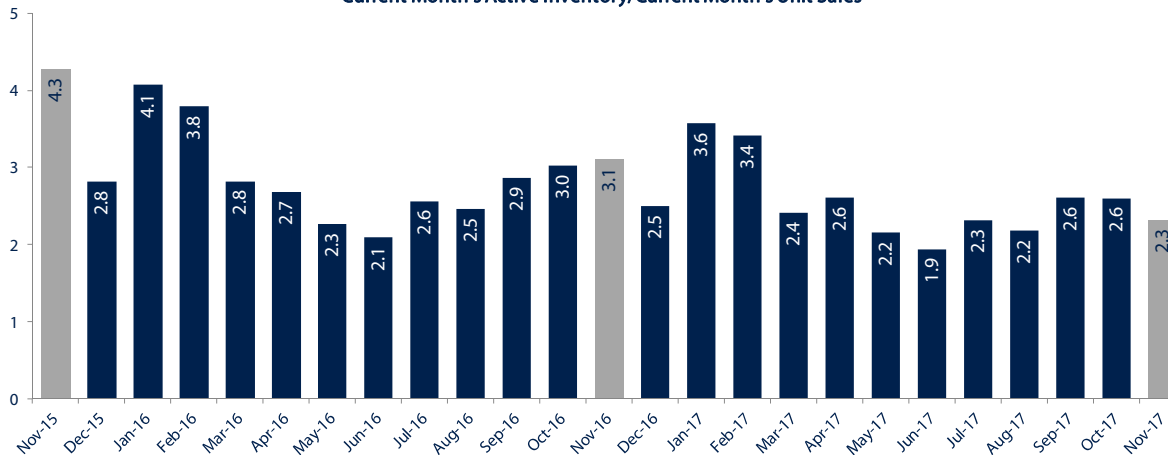
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this November was 18% greater than the same month one year ago.
- In November, there was 2.3 months of supply available, compared to 3.1 in November 2016. That was a decrease of 25% 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
\$856,626,775	\$728,833,588
<b>Up 18% Vs. Year Ago</b>	

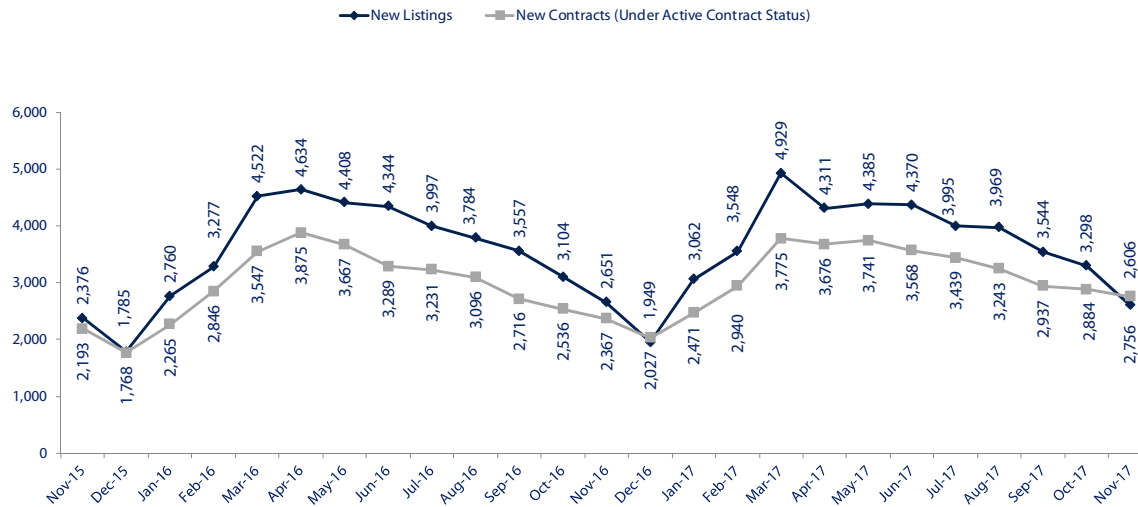
Months of Supply	
Current Month	One Year Ago
2.3	3.1
<b>Down -25% Vs. Year Ago</b>	



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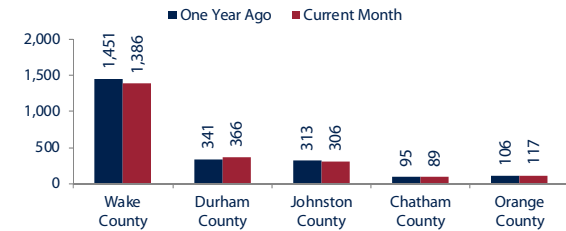
## The Triangle, NC Area - November 2017

### New Listings & New Contracts



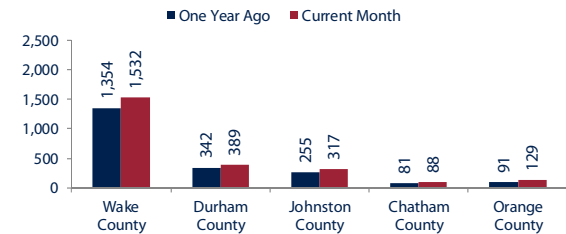
### New Listings

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
2,606	2,651
Down -2% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,756	2,367
Up 16% 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 0.9, a decrease of 16% from November 2016.

### Supply/Demand Ratio

Number of New Listings to New Contracts

