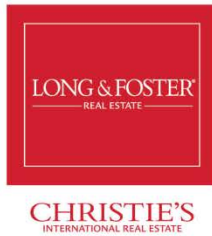


# Market Conditions Report

The Triangle, NC Area

June 2018 | longandfoster.com



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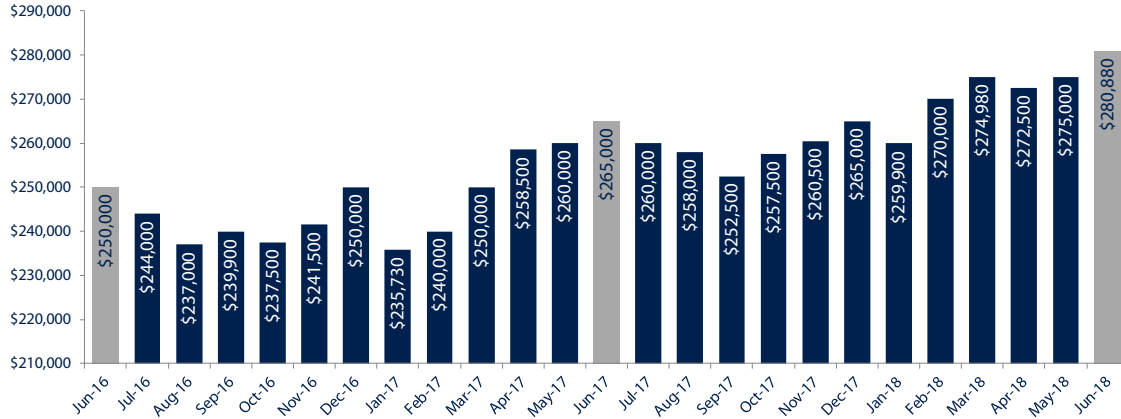
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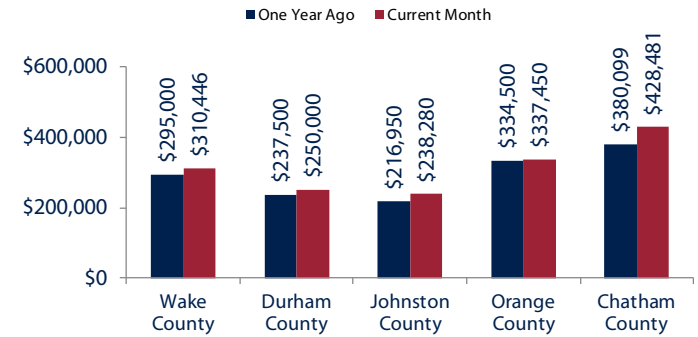
# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

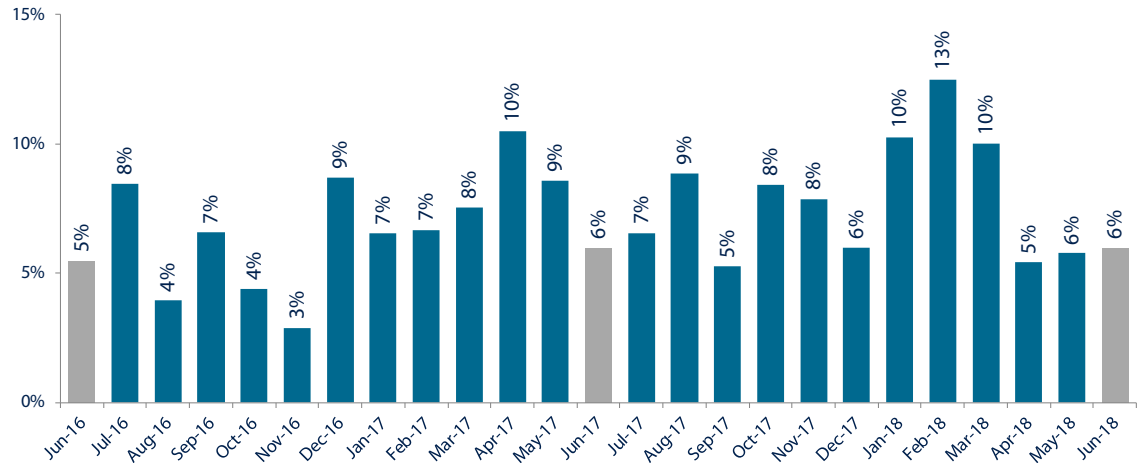
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



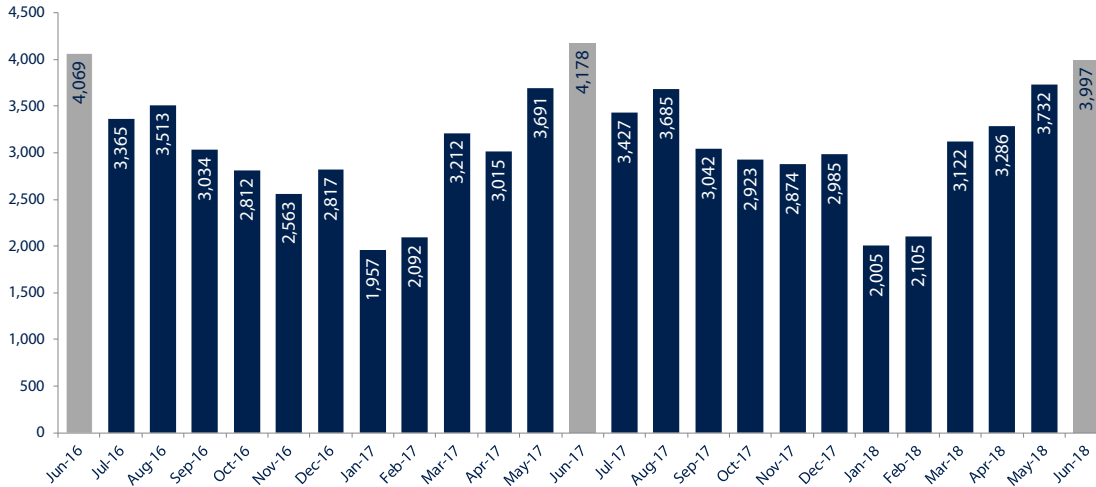
### Highlights

- This June, the median sale price was \$280,880, an increase of 6% compared to last year.
- The current median sale price was 2% higher than in May.

# Long & Foster Market Conditions Report

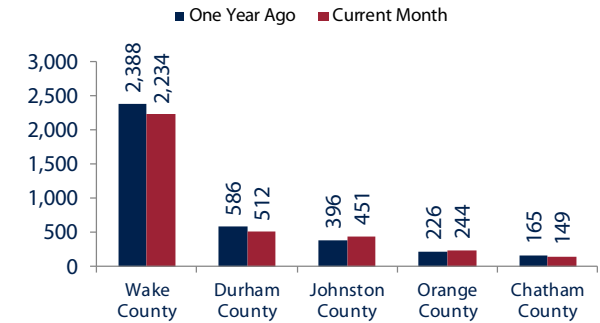
## The Triangle, NC Area - June 2018

**Total Units Sold**



**Total Units Sold**

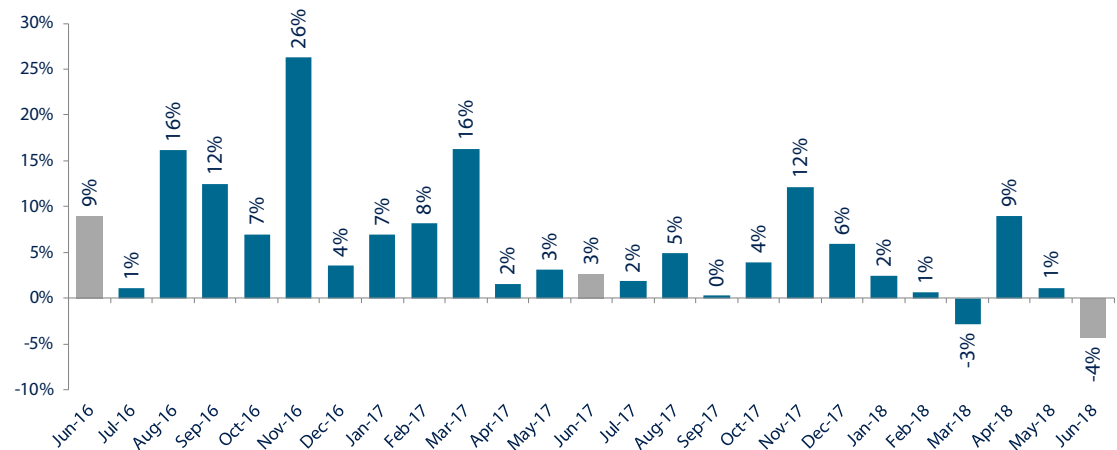
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- There was an increase of 7% in total units sold in June compared to May.
- This month's total units sold was lower than at this time last year, a decrease of 4% versus June 2017.

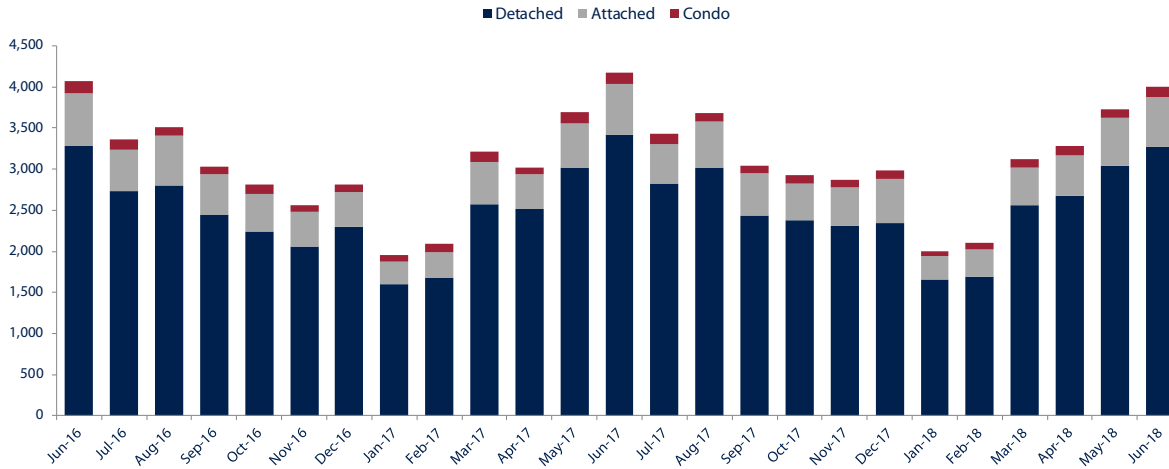
**Total Units Sold**  
Percent Change Year/Year



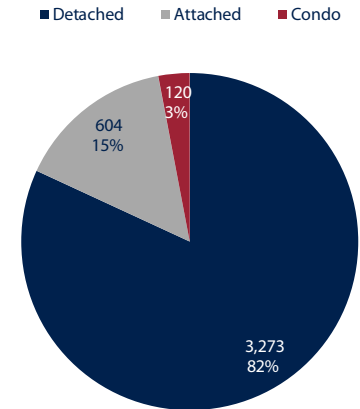
# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

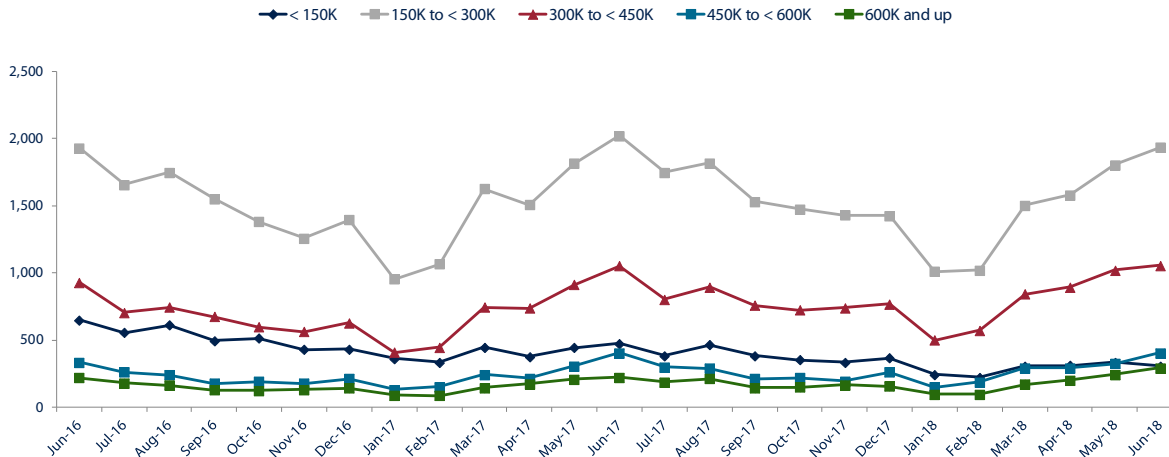
Total Units Sold by Type



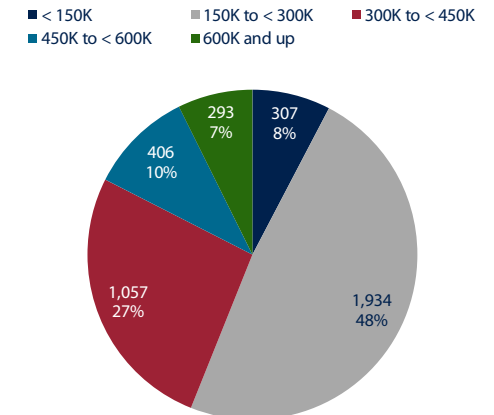
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



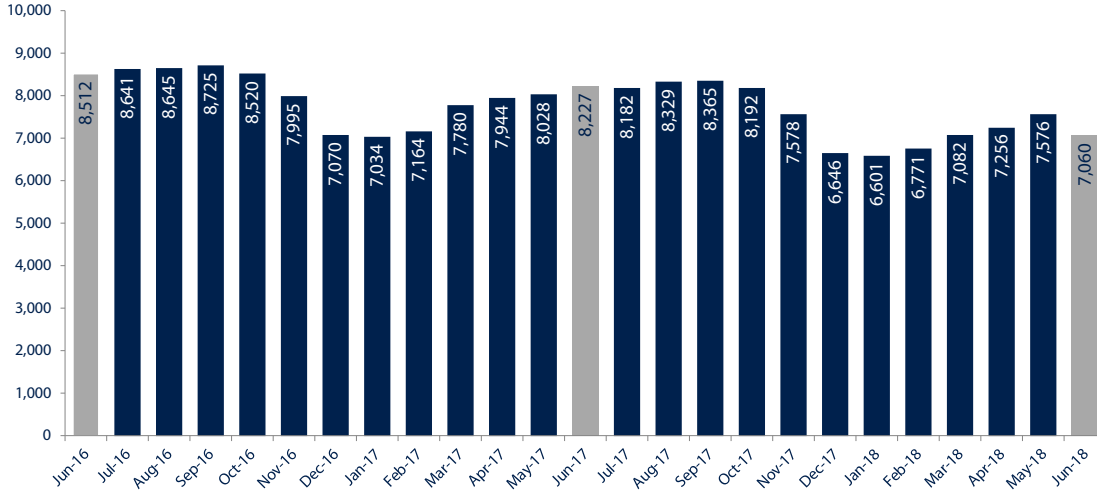
Total Units Sold by Price Range  
Current Month



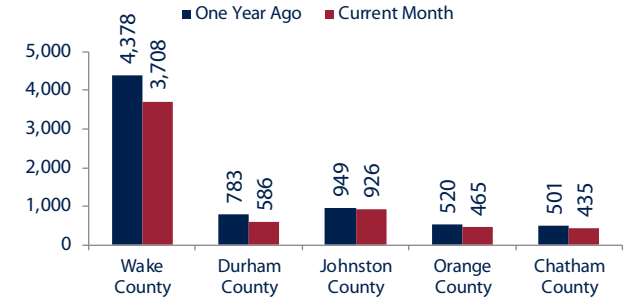
# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

**Total Active Inventory**



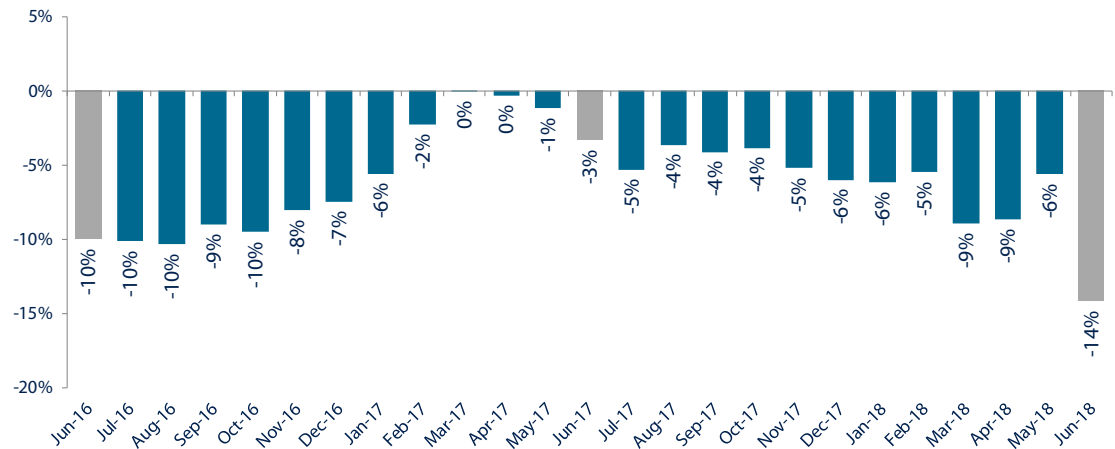
**Total Active Inventory**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- June's total active inventory of 7,060 units was 7% lower than the previous month's supply of inventory.
- Versus last June, the total number of homes available was lower by 1,167 units or 14%.

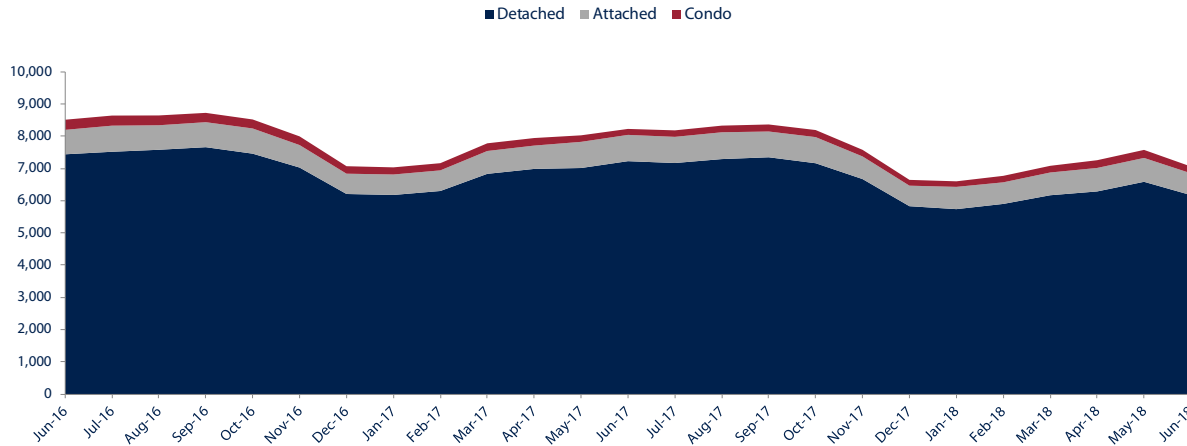
**Total Active Inventory**  
Percent Change Year/Year



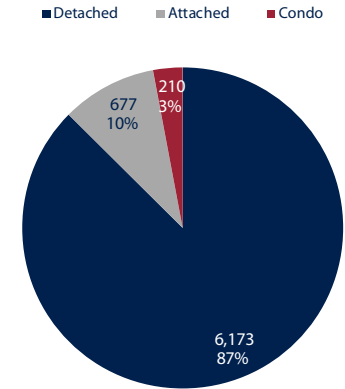
# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

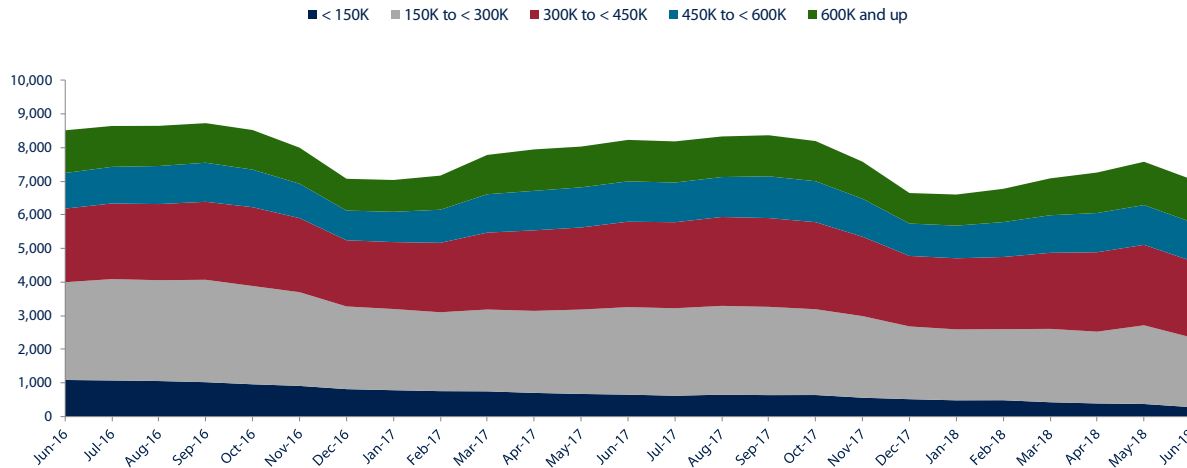
**Total Active Inventory by Type**



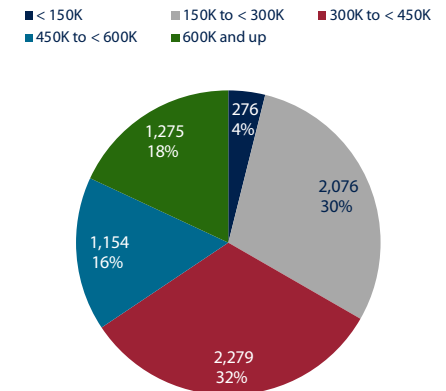
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



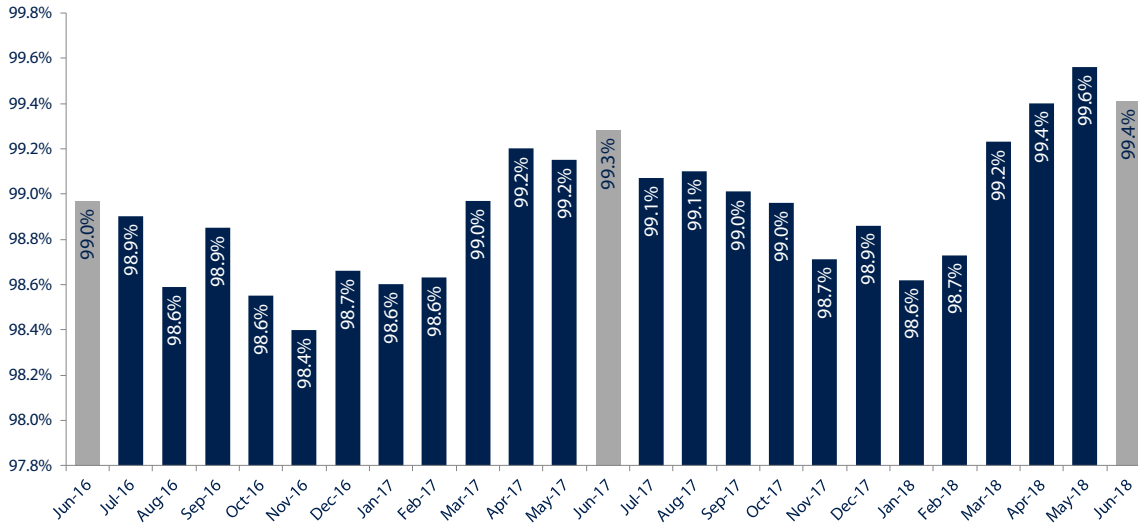
**Total Active Inventory by Price Range Current Month**



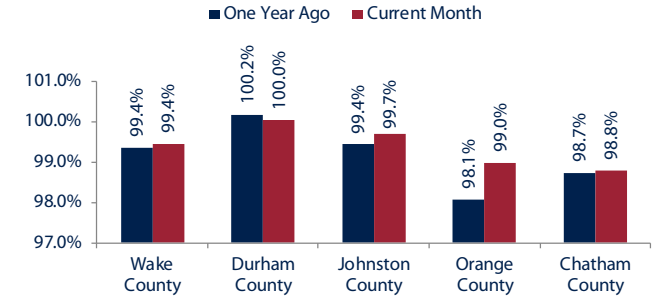
# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

Average Sale Price as a Percent of List Price



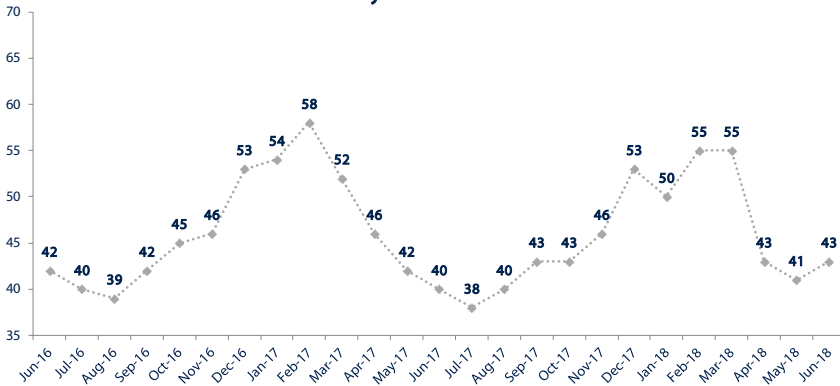
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



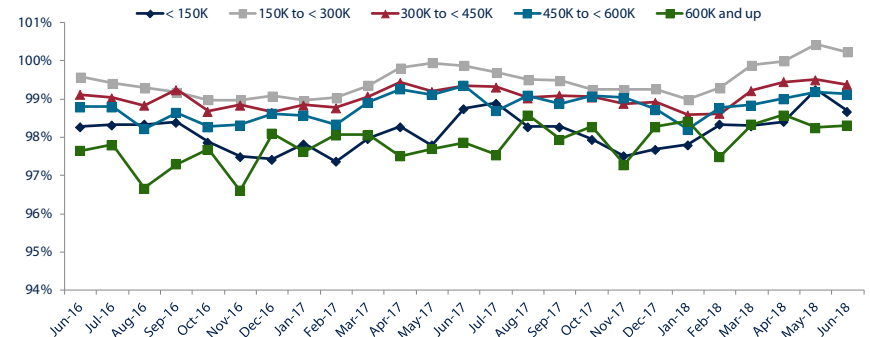
Days on Market	
Current Month	One Year Ago
43	40
<b>Up 8% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.4%	99.3%
<b>Up 0.1% Vs. Year Ago</b>	

Days on Market



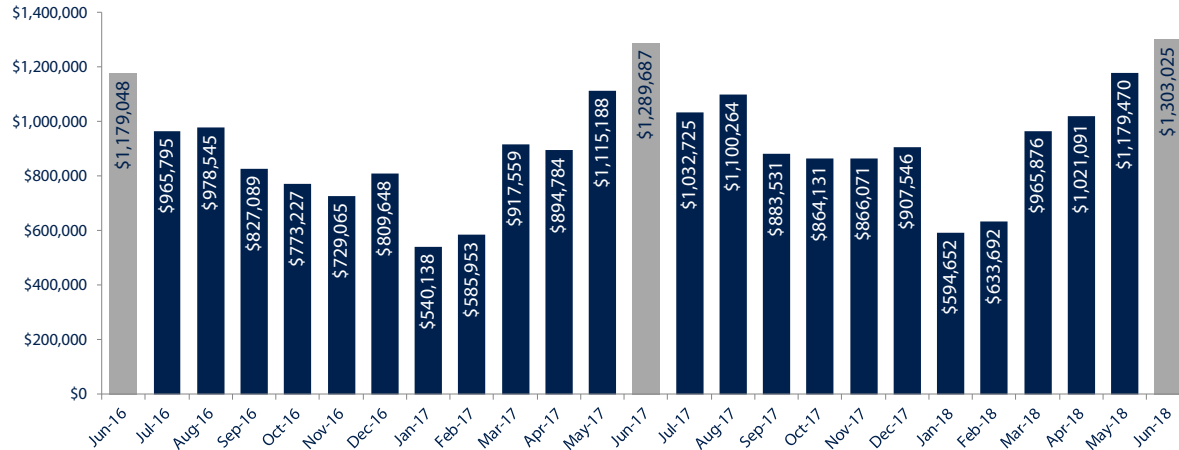
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## The Triangle, NC Area - June 2018

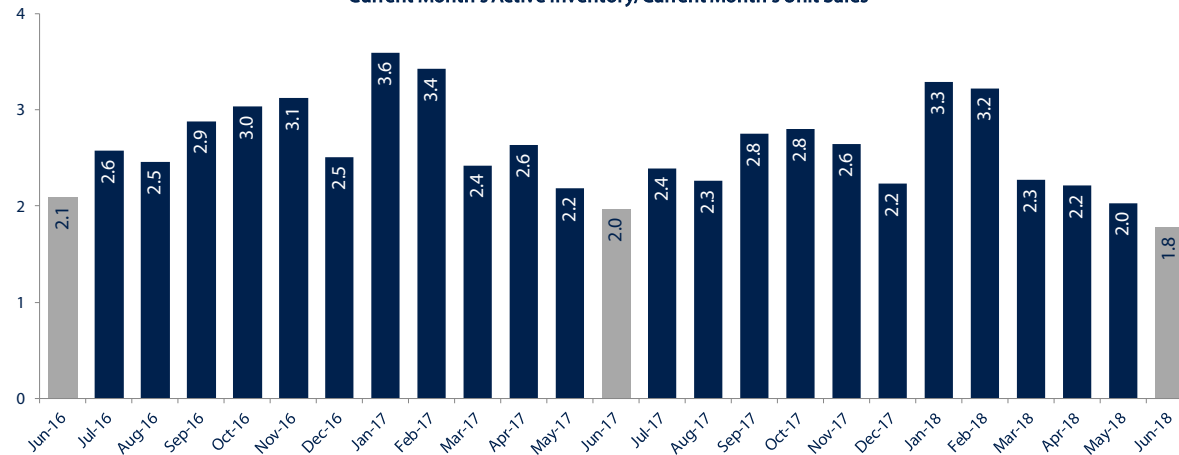
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this June was similar to the dollar volume sold one year ago.
- In June, there was 1.8 months of supply available, compared to 2.0 in June 2017. That was a decrease of 10% 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
\$1,303,024,537	\$1,289,686,825
<b>Up 1% Vs. Year Ago</b>	

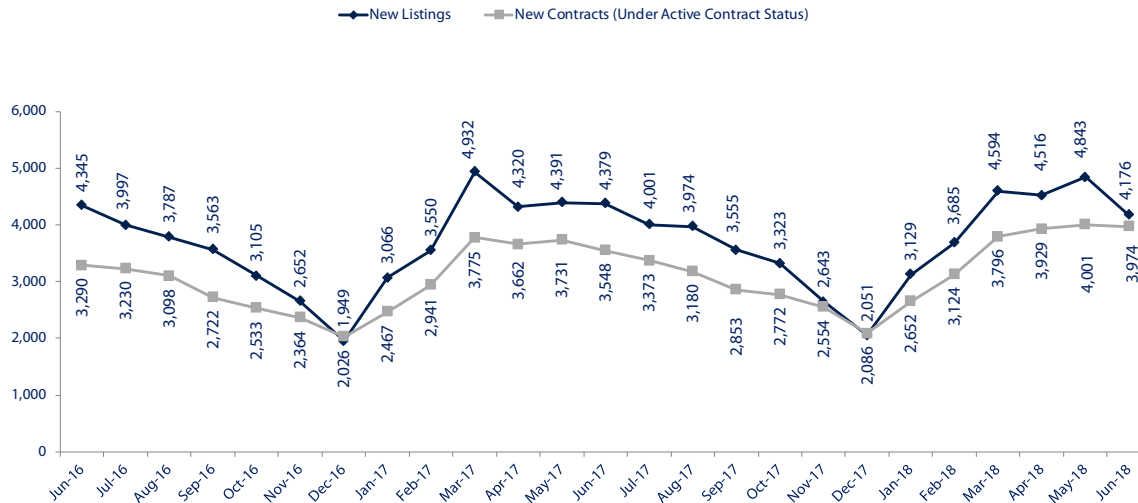
Months of Supply	
Current Month	One Year Ago
1.8	2.0
<b>Down -10% Vs. Year Ago</b>	



# Long & Foster Market Conditions Report

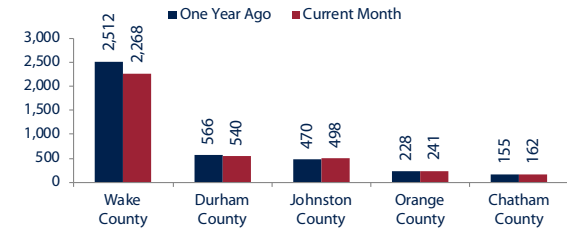
## The Triangle, NC Area - June 2018

### New Listings & New Contracts



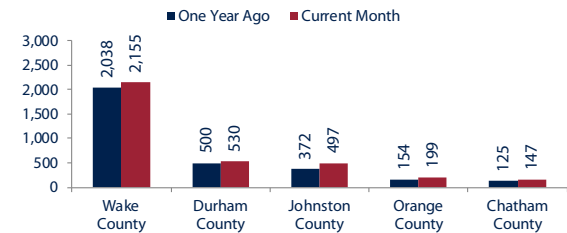
### New Listings

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
4,176	4,379
Down -5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,974	3,548
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 15% from June 2017.

### Supply/Demand Ratio

Number of New Listings to New Contracts

