

LuxInsight

LUXURY HOUSING MARKET REPORT

Wake County, North Carolina

APRIL 2025

Luxury Summary



LONG & FOSTER
REAL ESTATE

Long & Foster's All-Inclusive Services

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The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping.

That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with a broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE HOMES \$1 MILLION+



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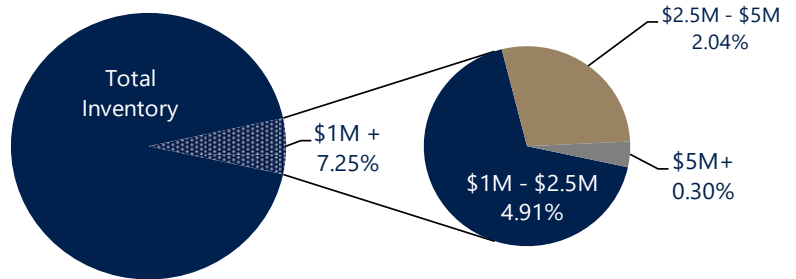
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Compared to last April, the total number of homes more than \$1 Million available this month was higher by 24.9% and higher by 24.9% compared to April 2023.

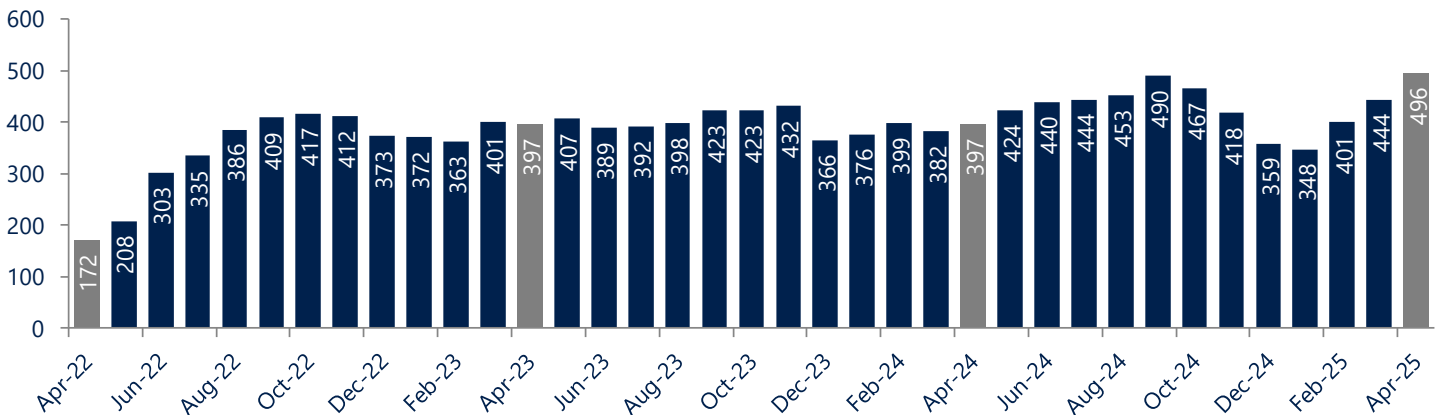
Active inventory this April was 11.7% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



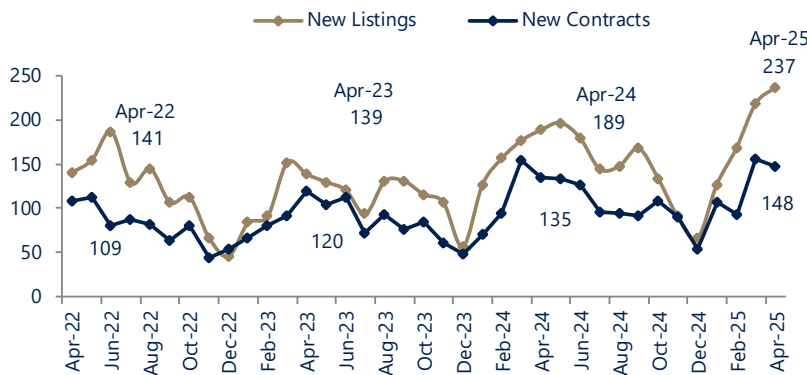
ACTIVE INVENTORY

HOMES \$1 MILLION+



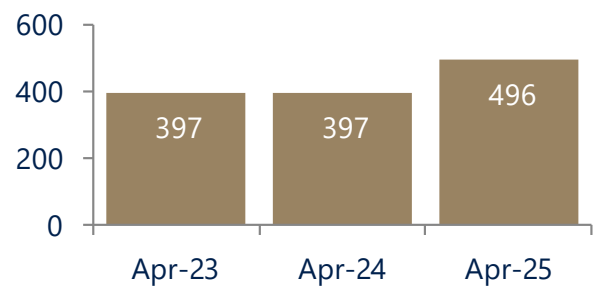
NEW LISTINGS & NEW CONTRACTS

HOMES \$1 MILLION+



ACTIVE INVENTORY

VERSUS PREVIOUS YEARS
HOMES \$1 MILLION+



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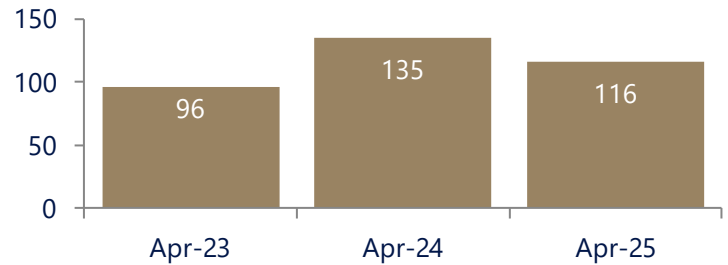
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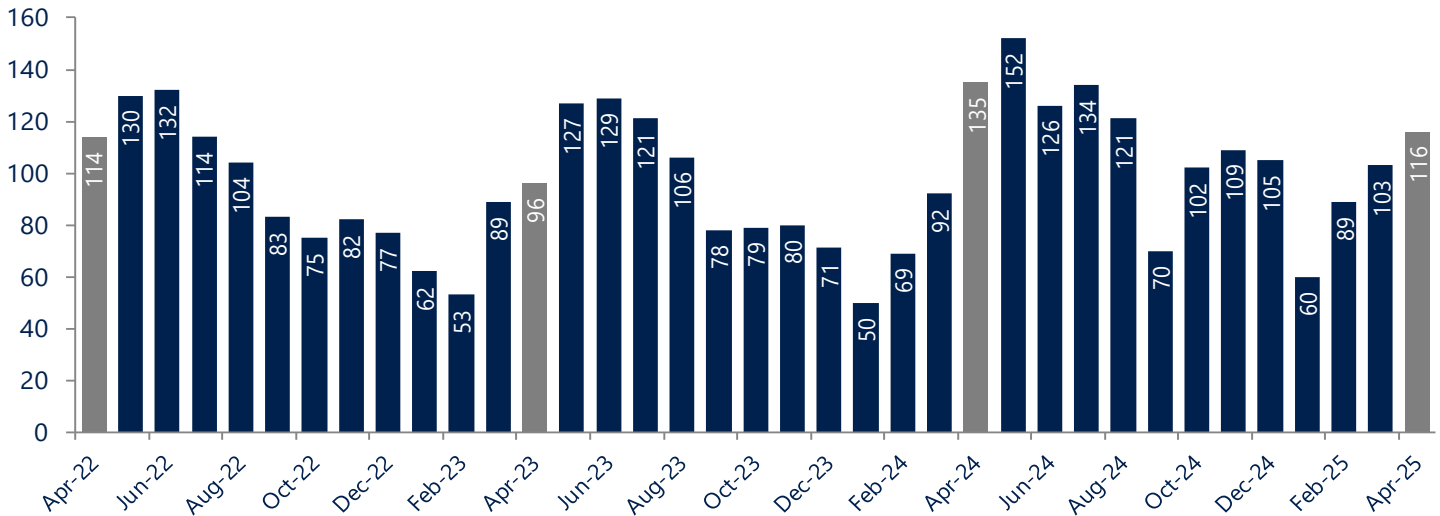
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 14.1% versus last April and an increase of 20.8% versus April of 2023.

There was an increase of 12.6% in luxury units sold in April compared to March of this year.

UNITS SOLD
VERSUS PREVIOUS YEARS
HOMES \$1 MILLION+



UNITS SOLD
HOMES \$1 MILLION+



RECENT SELECTED LUXURY SALES

HOMES \$1 MILLION+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Fonville Morisey Represented	
							Buyer	Seller
April 11, 2025	Wake Forest	27587	\$1,250,000	\$1,280,000	102.4%	2	✓	
April 7, 2025	Apex	27502	\$1,250,000	\$1,275,000	102.0%	2	✓	
April 17, 2025	Raleigh	27613	\$1,275,000	\$1,245,000	97.6%	4	✓	
March 12, 2025	Raleigh	27614	\$1,150,000	\$1,150,000	100.0%	1	✓	
March 17, 2025	Raleigh	27603	\$1,075,000	\$1,010,000	94.0%	126	✓	
February 13, 2025	Raleigh	27614	\$3,650,000	\$3,100,000	84.9%	69		✓
February 28, 2025	Raleigh	27614	\$2,500,000	\$2,475,000	99.0%	2	✓	
February 12, 2025	Wake Forest	27587	\$1,290,000	\$1,290,000	100.0%	22	✓	
February 25, 2025	Cary	27519	\$1,150,000	\$1,230,000	107.0%	4	✓	
February 27, 2025	Raleigh	27603	\$999,999	\$1,004,999	100.5%	150		✓

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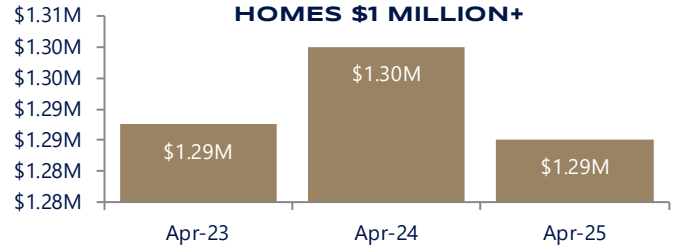
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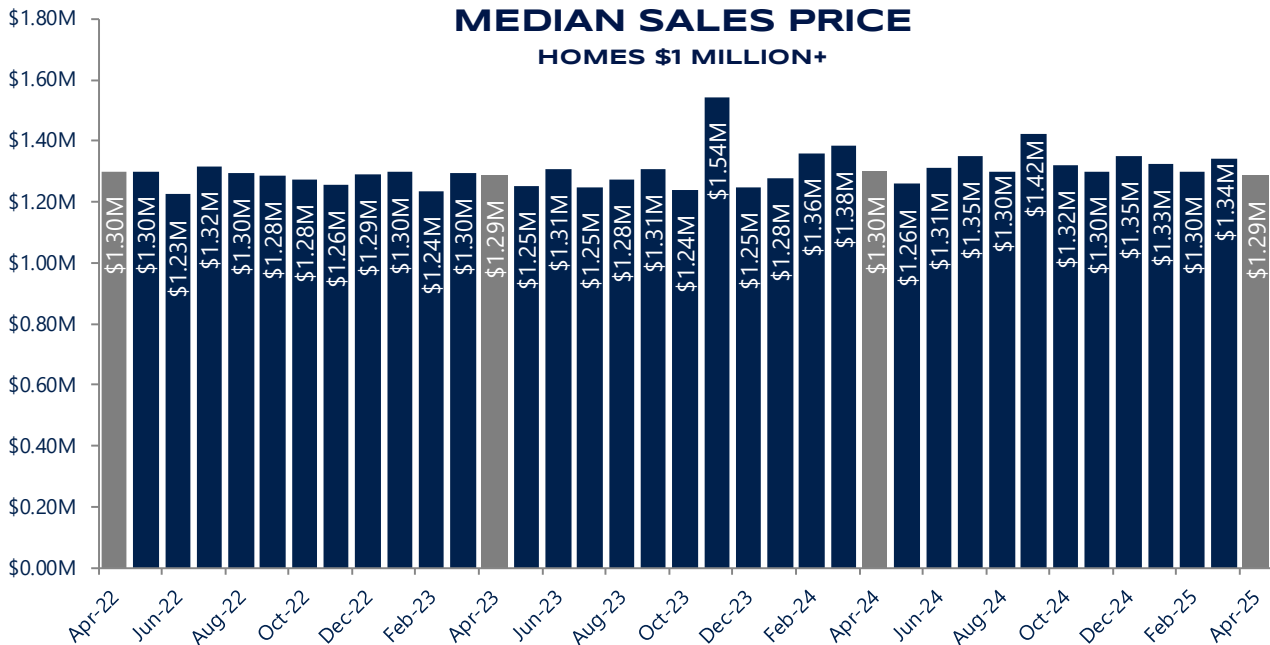
In April, the median sales price for homes more than \$1 Million was \$1,285,000, a decrease of 1.2% compared to last year.

The current median sales price was lower by 4.3% than in March.

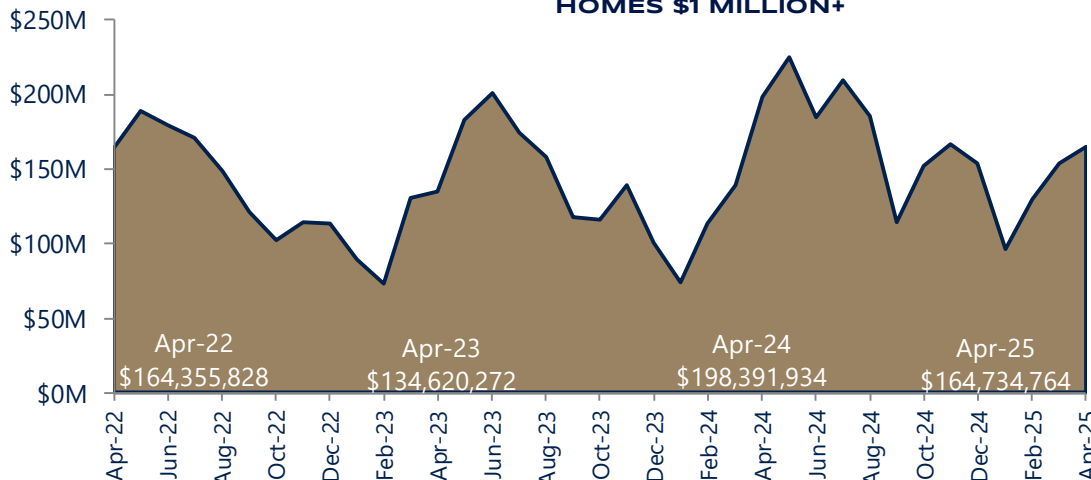
**MEDIAN SALES PRICE
VERSUS PREVIOUS YEARS
HOMES \$1 MILLION+**



**MEDIAN SALES PRICE
HOMES \$1 MILLION+**



**TOTAL DOLLAR VOLUME SOLD
HOMES \$1 MILLION+**



Total volume sold this April was 17.0% lower than the same month one year ago.

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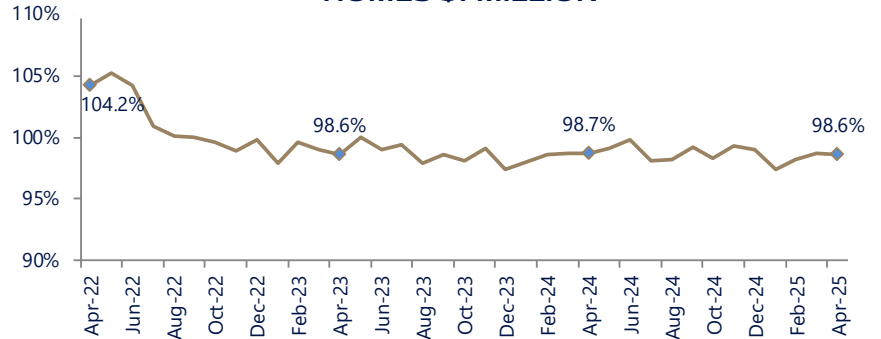
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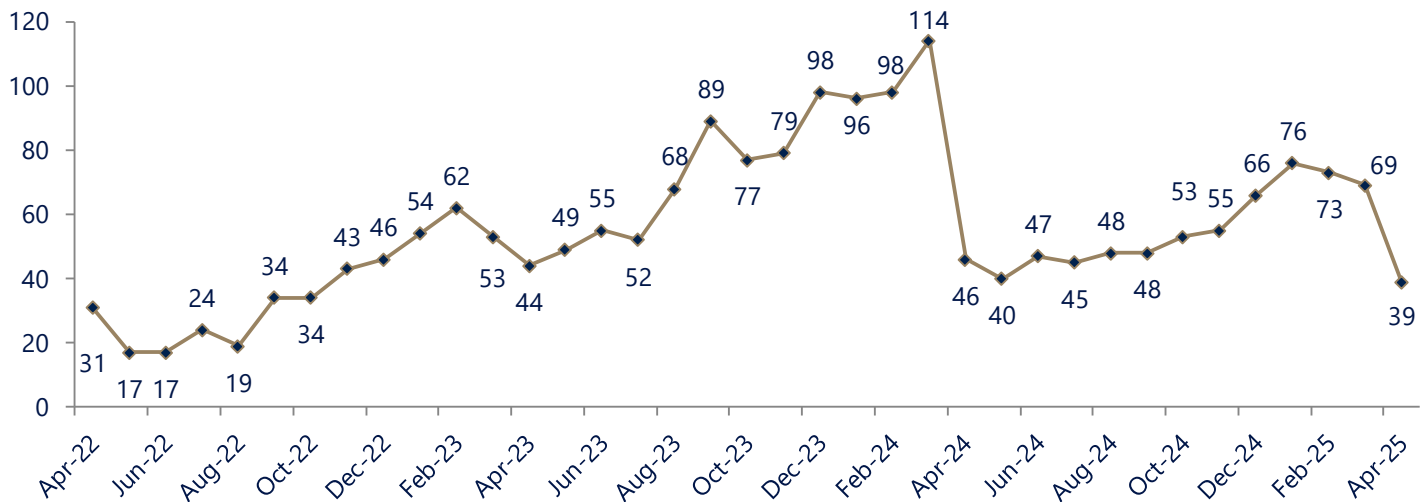
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In April, the average sale price for homes more than \$1 Million was 98.6% of the average list price, which is similar compared to a year ago. This month, the average number of days on market was 39, lower than the average last year, which was 46, a decrease of 15.2%.

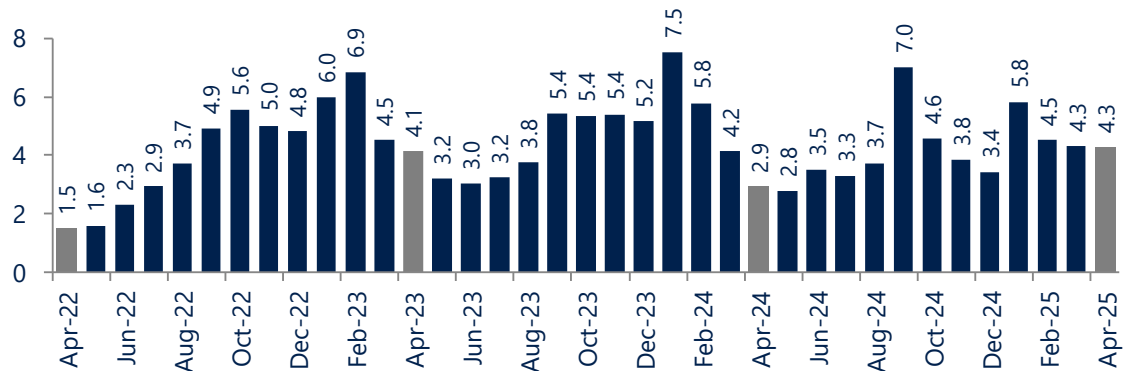
SALE PRICE AS % OF LIST PRICE
HOMES \$1 MILLION+



DAYS ON MARKET
HOMES \$1 MILLION+



MONTHS OF SUPPLY
HOMES \$1 MILLION+



In April, there were 4.3 months of supply available, compared to 2.9 in April of 2024. That is an increase of 48.3% versus a year ago.

WAKE COUNTY, NORTH CAROLINA - APRIL 2025

References & Definitions

WAKE, NC: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Triangle MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the county of Wake, North Carolina only.

Analysis dates for all regions are April 1, 2022 through April 30, 2025.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are April 1, 2022 through April 30, 2025".

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