

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 2.4%

Change in
New Listings

+ 2.2%

Change in
Closed Sales

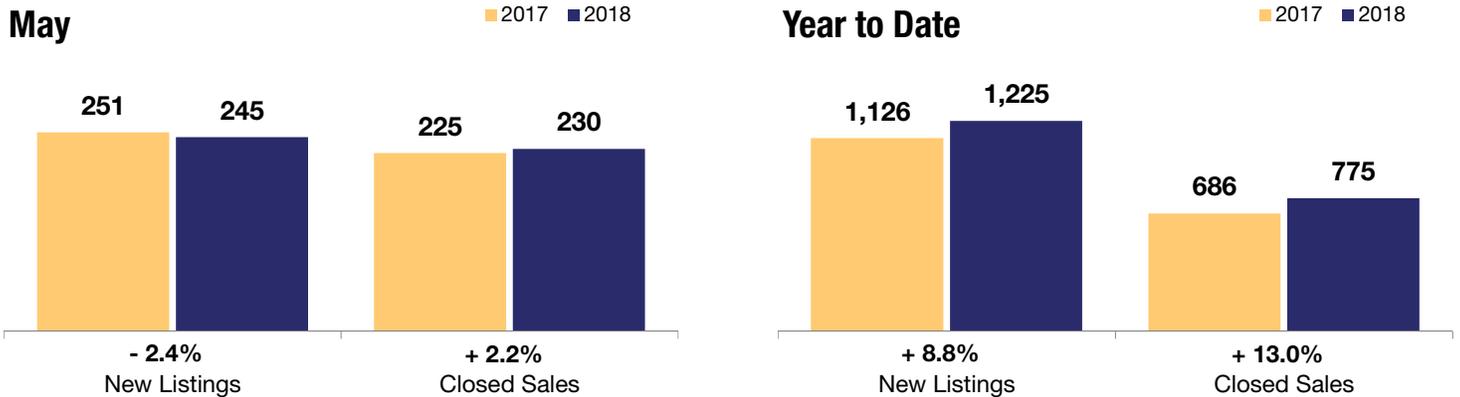
- 3.1%

Change in
Median Sales Price

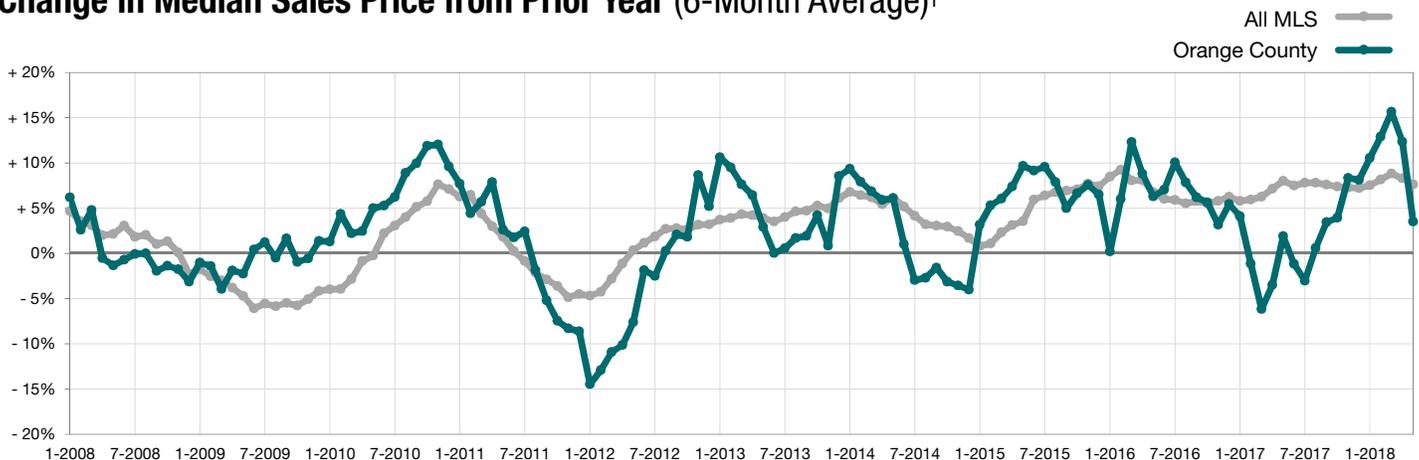
Orange County

| | May | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| New Listings | 251 | 245 | - 2.4% | 1,126 | 1,225 | + 8.8% |
| Closed Sales | 225 | 230 | + 2.2% | 686 | 775 | + 13.0% |
| Median Sales Price* | \$325,000 | \$315,000 | - 3.1% | \$295,000 | \$309,500 | + 4.9% |
| Average Sales Price* | \$388,004 | \$389,832 | + 0.5% | \$347,755 | \$366,159 | + 5.3% |
| Total Dollar Volume (in millions)* | \$87.3 | \$89.5 | + 2.5% | \$238.6 | \$283.6 | + 18.9% |
| Percent of Original List Price Received* | 96.9% | 99.5% | + 2.7% | 96.9% | 98.5% | + 1.7% |
| Percent of List Price Received* | 98.5% | 99.8% | + 1.3% | 98.4% | 99.3% | + 0.9% |
| Days on Market Until Sale** | 44 | 25 | - 43.2% | 51 | 35 | - 31.4% |
| Inventory of Homes for Sale | 490 | 434 | - 11.4% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.8 | - 15.2% | -- | -- | -- |

* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period