



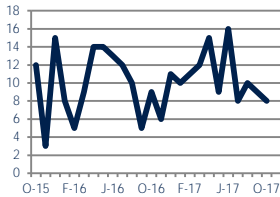
Focus On: Triangle Housing Market

October 2017

Zip Code(s): 22172

Units Sold

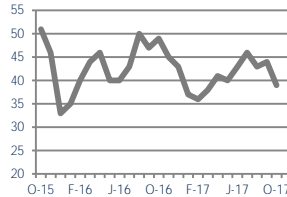
8



Down -11%
Vs. Year Ago

Active Inventory

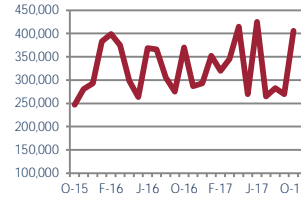
39



Down -20%
Vs. Year Ago

Median Sale Price

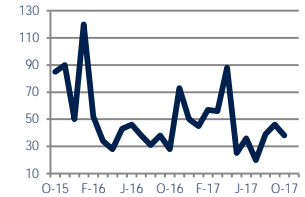
\$406,000



Up
Vs. Year Ago

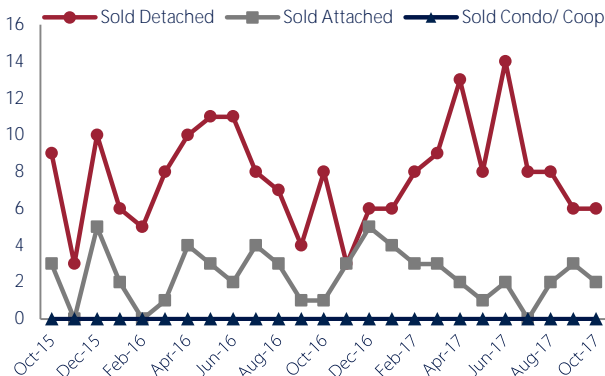
Days On Market

38



Up 36%
Vs. Year Ago

Units Sold*



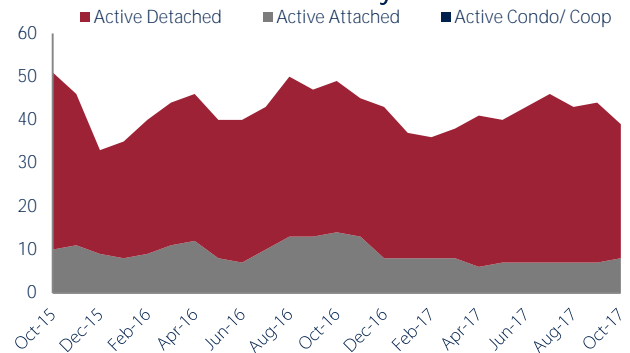
Units Sold

There was a decrease in total units sold in October, with 8 sold this month in Triangle versus 9 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 11% versus October 2016.

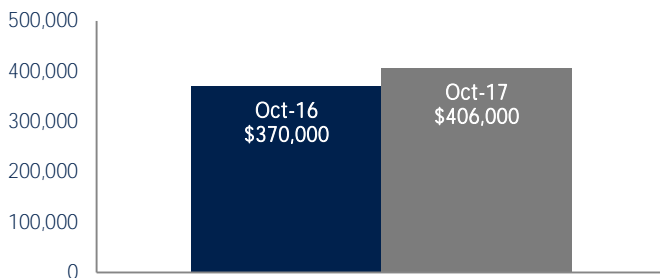
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 20%. The total number of active inventory this October was 39 compared to 49 in October 2016. This month's total of 39 is lower than the previous month's total supply of available inventory of 44, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last October, the median sale price for Triangle Homes was \$370,000. This October, the median sale price was \$406,000, an increase of \$36,000 compared to last year. The current median sold price is higher than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

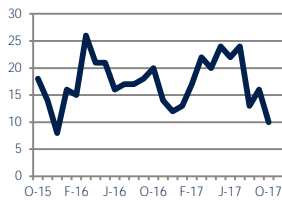
Focus On: Triangle Housing Market

October 2017

Zip Code(s): 22172

New Listings

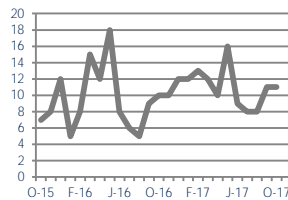
10



Down -50%
Vs. Year Ago

Current Contracts

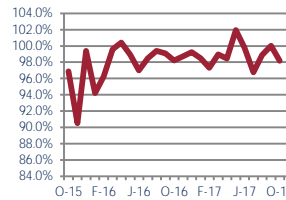
11



Up 10%
Vs. Year Ago

Sold Vs. List Price

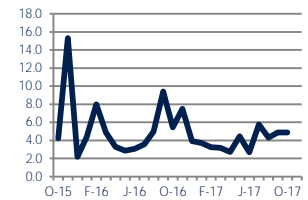
98.2%



No Change
Vs. Year Ago

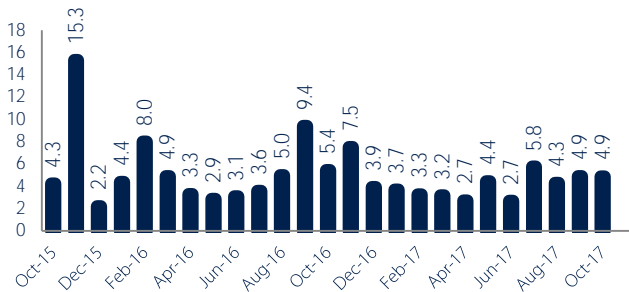
Months of Supply

4.9



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

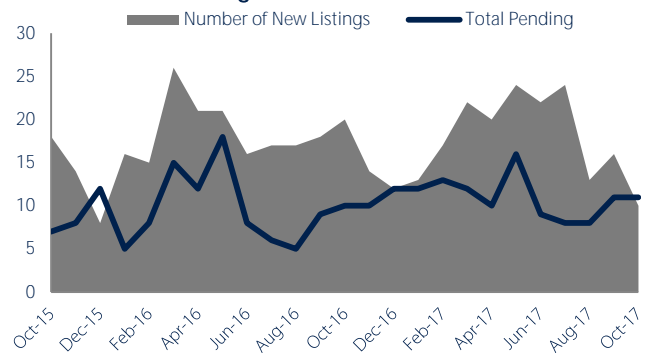
In October, there was 4.9 months of supply available in Triangle, compared to 5.4 in October 2016. That is a decrease of 10% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

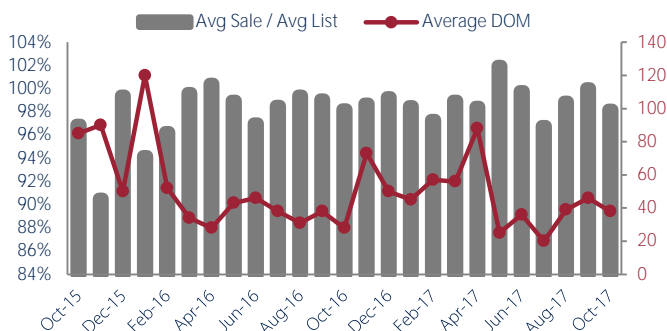
New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Triangle compared to 20 in October 2016, a decrease of 50%. There were 11 current contracts pending sale this October compared to 10 a year ago. The number of current contracts remained stable as compared to last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Triangle was 98.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 28, an increase of 36%.