Triangle M.L.S. Edition



2015; Annual new home market summary

Showings

There were 13,294 showings of new homes during the quarter. This was up 21% compared to 4Q/14 showings.

Inventory

There were 1,993 new construction listings at quarter end, an increase of 15% compared to 4Q/14. 66% of the listings are classified as framed, compared to 72% at the end of 4Q/14. There were 1,576 new construction listings entered into the system during the quarter, an increase of 22% compared to 4Q/14. The average list price of a new home increased 6% to \$387,500. The average days on market for the active listings is currently 126 days, down from 130 a year ago. There are 502 new home sellers who dropped list price from original. This was a 22% increase compared to 4Q/14 and accounts for 25% of current inventory. Price dropping sellers during 4Q/14 accounted for 24% of inventory. The average price drop was 4%.

Pending Sales

There were 1,376 new home listings taken off the market during the quarter with a status changed to pending. This was an increase of 12% compared to 4Q/14.

Closed Sales

Annual closed sales increased 7% and quarterly closed sales increased 12%. Financial concessions were paid in 72% of quarterly closings, an increase from the 63% seen in 4Q/14. Closings with reported DOM of 0 accounted for 25% of quarterly closings, up from 17% during 4Q/14. The average sales price of a new home closed during the quarter was \$350,200, an increase of 7% compared to 4Q/14. The average days on market for the closed sales during the quarter was 69, down from the 97 day average during 4Q/14. The average sales price per square foot during the quarter was \$130, up 10% compared to the ppf of \$118 during 4Q/14.

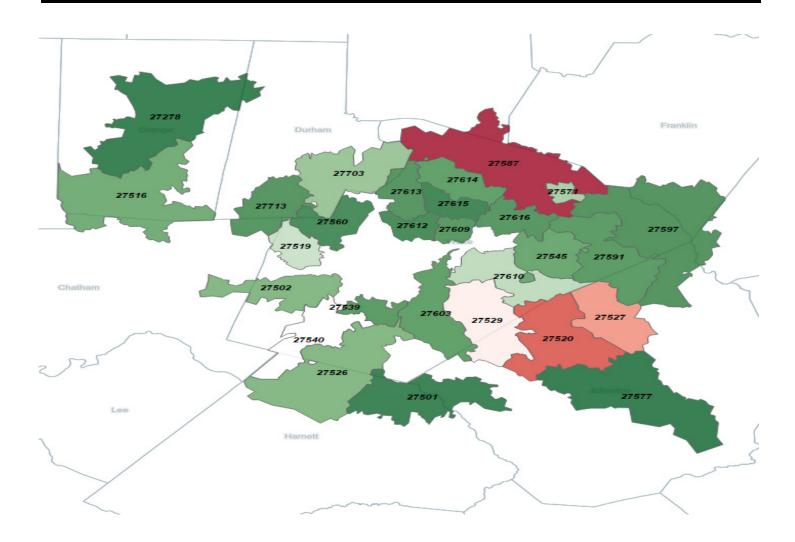
Months of Supply

Based upon fourth quarter closings, the current supply of new homes is 4 months, the same compared to 4Q/14. If only framed new home inventory is analyzed, there is a 3 month supply.

Summary

Metrics for this segment were positive, with a 10% jump in the average sales price per square foot being the shining star. New home inventory and houses listed continue to grow in an attempt to meet demand. The new home market is not strong across the board however. The jump in the average list price and in the number of price dropping home builders is indicative of lower demand in the upper price points.

Showing metrics



ARKET UPDATE NANGLE MIL.S.

The following pertains to the M.L.S. information presented in the report;

Any reference to TMLS data is based on information from Triangle MLS, which neither guarantees nor is in any way responsible for its accuracy. All data is provided 'AS IS' and with all faults. Data maintained by Triangle MLS may not reflect all real estate activity in the market.

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Market Update

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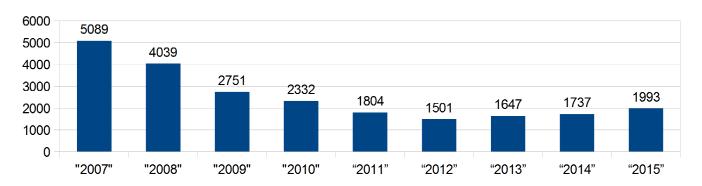
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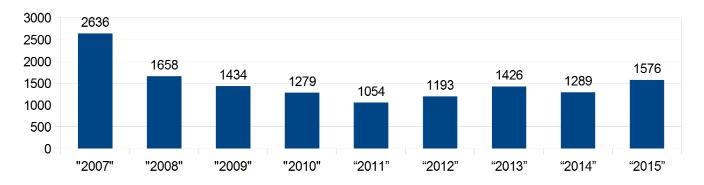
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Inventory metrics

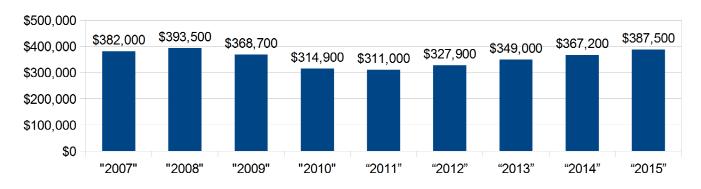
New Home Inventory at Quarter End



New Construction Listed During Quarter

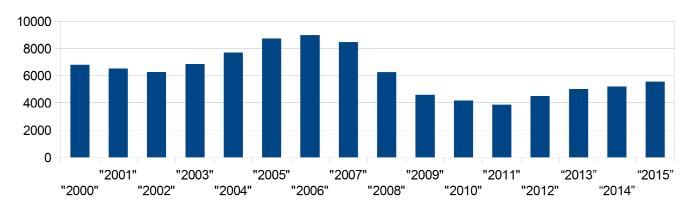


New Construction-Average List Price

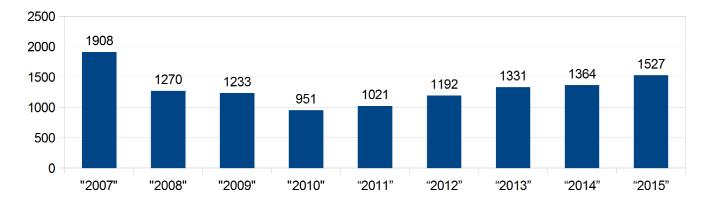


Closed sales metrics

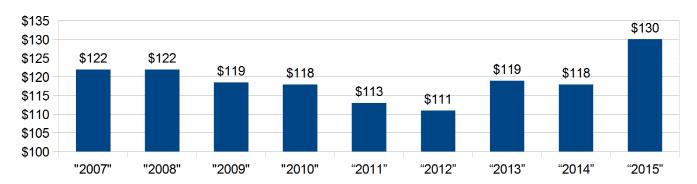
Annual new home closings in TMLS



Closed sales during quarter



Average Sales Price-per square foot



Fourth Quarter 2015 919-460-7993 ©2016 Stacey P. Anfindsen

Active Listing and Closed Sale Metrics

The geographic location is presented with its corresponding TMLS area within the first column. The next column breaks down detached housing by price bracket, condo and townhouse product are broken out along with an area total. The next column presents the current number of active listings followed by the number of closed sales. The closings are through the last day of the month shown at the bottom of this page. The supply column represents the number of months of inventory remaining, if sales pace continues and no additional inventory is added. The next column presents the average days on market for the closed sales. This average is based upon the listing agent days on market (LADOM).

Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Cary/Apex/Mo'ville(z5/10/15)	0-149.9	0	0	0	0	0
	150-199.9	0	0	0	0	0
	200-299.9	3	41	3	1	60
	300-399.9	13	114	10	1	48
	400-599.9	61	209	17	4	64
	600-799.9	36	128	11	3	82
	+008	7	32	3	3	34
	Condo	30	8	1	45	133
	Townhouse	41	343	29	1	53
	Area Total	191	875	73	3	60
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
N.Raleigh/N.Wake(z2/7)	0-149.9	0	0	0	0	0
	150-199.9	1	0	0	0	0
	200-299.9	2	1	0	24	30
	300-399.9	0	1	0	0	110
	400-599.9	24	80	7	4	128
	600-799.9	58	75	6	9	101
	+008	17	25	2	8	67
	Condo	3	7	1	5	96
	Townhouse	11	72	6	2	64
	Area Total	116	261	22	5	95
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Area S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9	NumList 0	YTDCIsd 0	PerMonth 0	Supply 0	AvgDOM 0
	Class 0-149.9 150-199.9	NumList 0 0	YTDCIsd 0 1	PerMonth 0 0	Supply 0 0	AvgDOM 0 84
	Class 0-149.9 150-199.9 200-299.9	NumList 0 0 5	9 0 1 34	PerMonth 0 0 3	Supply 0 0 2	0 84 25
	Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 0 0 5 42	9 1 34 162	PerMonth	Supply 0 0 2 3	0 84 25 67
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 0 0 5 42 74	YTDCIsd 0 1 34 162 259	PerMonth 0 0 3 14 22	Supply 0 0 2 3 3	0 84 25 67 91
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9	NumList 0 0 5 42 74 14	9 1 34 162 259 47	PerMonth 0 0 3 14 22 4	Supply	AvgDOM 0 84 25 67 91 117
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+	NumList 0 0 5 42 74 14 3	7TDCIsd 0 1 34 162 259 47 5	PerMonth 0 0 3 14 22 4 0	Supply 0 0 2 3 3 4 7	AvgDOM 0 84 25 67 91 117 100
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo	NumList 0 0 5 42 74 14 3 0	YTDCIsd 0 1 34 162 259 47 5 0	PerMonth 0 0 3 14 22 4 0 0	Supply 0 0 2 3 3 4 7 0	AvgDOM 0 84 25 67 91 117 100 0
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse	NumList 0 0 5 42 74 14 3 0 29	YTDCIsd 0 1 34 162 259 47 5 0 91	PerMonth 0 0 3 14 22 4 0 0 8	Supply 0 0 2 3 3 4 7 0 4	AvgDOM 0 84 25 67 91 117 100 0 66
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total	NumList 0 0 5 42 74 14 3 0 29 167	YTDCIsd 0 1 34 162 259 47 5 0 91 599	PerMonth 0 0 3 14 22 4 0 0 8 50	Supply 0 0 2 3 3 4 7 0 4 3	AvgDOM 0 84 25 67 91 117 100 0 66 79
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class	NumList 0 0 5 42 74 14 3 0 29 167 NumList	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth	Supply 0 0 2 3 3 4 7 0 4 3 Supply	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 0	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 0 1	Supply 0 0 2 3 4 7 0 4 3 Supply 0 0 0	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1 6	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13 20	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1 2	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1 4	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75 145 72
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1 6 16	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13 20 32	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1 2 3	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1 4 6	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75 145 72 96
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1 6 16 20	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13 20 32 19	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1 2 3 2	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1 4 6 13	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75 145 72 96 125
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1 6 16 20 11	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13 20 32 19 9	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1 2 3 2 1	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1 4 6 13 15	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75 145 72 96 125 70
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+	NumList 0 0 5 42 74 14 3 0 29 167 NumList 0 0 1 6 16 20	YTDCIsd 0 1 34 162 259 47 5 0 91 599 YTDCIsd 0 1 14 13 20 32 19	PerMonth 0 0 3 14 22 4 0 0 8 50 PerMonth 0 1 1 2 3 2	Supply 0 0 2 3 3 4 7 0 4 3 Supply 0 0 1 4 6 13	AvgDOM 0 84 25 67 91 117 100 0 66 79 AvgDOM 0 5 75 145 72 96 125

Active Listing and Closed Sale Metrics

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Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
N.E. Raleigh(z8)	0-149.9	0	0	0	0	0
	150-199.9	0	2	0	0	56
	200-299.9	7	31	3	3	103
	300-399.9	7	11	1	8	48
	400-599.9	2	0	0	0	0
	600-799.9	0	0	0	0	0
	800+	0	0	0	0	0
	Condo	0	0	0	0	0
	Townhouse	4	2	0	24	46
	Area Total	20	46	4	5	85
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
S.E.Raleigh/Garner(z3/6)	0-149.9	16	45	4	4	51
	150-199.9	20	39	3	6	43
	200-299.9	2	11	1	2	146
	300-399.9	8	20	2	5	58
	400-599.9	3	1	0	36	107
	600-799.9	0	0	0	0	0
	+008	1	0	0	0	0
	Condo	0	0	0	0	0
	Townhouse	29	50	4	7	70
	A == = T=4=1	79	166	14	6	62
	Area Total	79	100		Ö	02
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Area FV/S.Wake(z16/18)		NumList 2	YTDCIsd 19	PerMonth 2	Supply 1	AvgDOM 122
	Class 0-149.9 150-199.9	NumList 2 28	YTDCIsd	PerMonth 2 4	Supply	AvgDOM
	Class 0-149.9	NumList 2 28 57	YTDCIsd 19	PerMonth 2	Supply 1	AvgDOM 122
	Class 0-149.9 150-199.9	NumList 2 28	19 45 262 140	PerMonth 2 4 22 12	Supply	AvgDOM 122 123
	Class 0-149.9 150-199.9 200-299.9	NumList 2 28 57	YTDClsd 19 45 262	PerMonth 2 4 22	Supply	122 123 78
	Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 2 28 57 67	19 45 262 140	PerMonth 2 4 22 12	Supply	122 123 78 99
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 2 28 57 67 5	YTDCIsd 19 45 262 140 25	PerMonth 2 4 22 12 2	Supply 1 7 3 6 2	AvgDOM 122 123 78 99 130 108
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo	NumList 2 28 57 67 5 0 0	YTDCIsd 19 45 262 140 25 1 0 0	PerMonth	Supply 1 7 3 6 2 0 0 0	AvgDOM 122 123 78 99 130 108 0
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse	NumList 2 28 57 67 5 0 0 0	YTDCIsd 19 45 262 140 25 1 0 0	PerMonth 2 4 22 12 2 0 0 0 0	Supply 1 7 3 6 2 0 0 0	AvgDOM 122 123 78 99 130 108 0 0
FV/S.Wake(z16/18)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total	NumList 2 28 57 67 5 0 0 0 159	YTDCIsd 19 45 262 140 25 1 0 0 492	PerMonth 2 4 22 12 2 0 0 0 41	Supply 1 7 3 6 2 0 0 0 4	AvgDOM 122 123 78 99 130 108 0 0 0 93
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class	NumList 2 28 57 67 5 0 0 0 159 NumList	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd	PerMonth	Supply 1 7 3 6 2 0 0 0 4 Supply	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM
FV/S.Wake(z16/18)	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9	2 28 57 67 5 0 0 0 159 NumList 0	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0	PerMonth	Supply 1 7 3 6 2 0 0 0 4 Supply 0	AvgDOM 122 123 78 99 130 108 0 0 0 4 AvgDOM 0 93 AvgDOM 0
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9	2 28 57 67 5 0 0 0 159 NumList 0 1	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3	PerMonth 2 4 22 12 2 0 0 0 41 PerMonth 0 0	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9	2 28 57 67 5 0 0 0 159 NumList 0 1 32	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151	PerMonth 2 4 22 12 2 0 0 0 41 PerMonth 0 0 13	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9	2 28 57 67 5 0 0 0 159 NumList 0 1 32 110	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219	PerMonth 2 4 22 12 2 0 0 0 41 PerMonth 0 0 13 18	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 2 28 57 67 5 0 0 0 159 NumList 0 1 32 110 91	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219 167	PerMonth 2 4 22 12 2 0 0 0 41 PerMonth 0 0 13 18 14	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6 7	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108 97
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9	NumList 2 28 57 67 5 0 0 0 159 NumList 0 1 32 110 91 22	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219 167 38	PerMonth 2 4 22 12 0 0 0 0 41 PerMonth 0 13 18 14 3	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6 7	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108 97 85
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+	2 28 57 67 5 0 0 0 159 NumList 0 1 32 110 91 22 7	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219 167 38 20	PerMonth 2 4 22 12 0 0 0 41 PerMonth 0 13 18 14 3 2	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6 7 7 4	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108 97 85 71
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo	2 28 57 67 5 0 0 0 159 NumList 0 1 32 110 91 22 7 8	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219 167 38 20 16	PerMonth 2 4 22 12 0 0 0 41 PerMonth 0 13 18 14 3 2 1	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6 7 7 4 6	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108 97 85 71 40
FV/S.Wake(z16/18) Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+	2 28 57 67 5 0 0 0 159 NumList 0 1 32 110 91 22 7	YTDCIsd 19 45 262 140 25 1 0 0 492 YTDCIsd 0 3 151 219 167 38 20	PerMonth 2 4 22 12 0 0 0 41 PerMonth 0 13 18 14 3 2	Supply 1 7 3 6 2 0 0 0 4 Supply 0 4 3 6 7 7 4	AvgDOM 122 123 78 99 130 108 0 0 0 93 AvgDOM 0 72 80 108 97 85 71

Active Listing and Closed Sale Metrics

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Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
K'dale/W'dell/Zebulon(z11/12/13)	0-149.9	1	3	0	4	27
	150-199.9	10	66	6	2	82
	200-299.9	88	261	22	4	86
	300-399.9	53	49	4	13	87
	400-599.9	18	5	0	43	53
	600-799.9	0	0	0	0	0
	800+	0	0	0	0	0
	Condo	0	0	0	0	0
	Townhouse	4	43	4	1	61
	Area Total	174	427	36	5	82
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Durham County	0-149.9	13	13	1	12	86
	150-199.9	3	34	3	1	59
	200-299.9	21	153	13	2	53
	300-399.9	42	99	8	5	67
	400-599.9	39	55	5	9	59
	600-799.9	6	15	1	5	161
	+008	6	9	1	8	110
	Condo	22	8	1	33	156
	Townhouse	51	162	14	4	67
	A T-4-1	203	F40	46	4	67
	Area Total	203	548	40	4	07
Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Area Orange County		NumList 0		_		AvgDOM 43
	Class	NumList 0 2	YTDCIsd 1 8	PerMonth	Supply	AvgDOM
	Class 0-149.9	NumList 0 2 2	YTDCIsd 1	PerMonth 0	Supply 0	AvgDOM 43
	Class 0-149.9 150-199.9	NumList 0 2 2 14	YTDCIsd 1 8	PerMonth 0 1 2	Supply 0 3 4 9	AvgDOM 43 115
	Class 0-149.9 150-199.9 200-299.9	NumList 0 2 2 14 35	1 8 6 18 40	PerMonth 0 1 1 2 3	Supply 0 3 4	43 115 30
	Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 0 2 2 14	YTDCIsd 1 8 6 18	PerMonth 0 1 2	Supply 0 3 4 9	43 115 30 84
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 0 2 2 14 35	1 8 6 18 40 20 4	PerMonth 0 1 1 2 3	Supply 0 3 4 9 11	43 115 30 84 95
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9	NumList 0 2 2 14 35 17 12 4	1 8 6 18 40 20 4 13	PerMonth 0 1 1 2 3 2	Supply 0 3 4 9 11 10	AvgDOM 43 115 30 84 95 174
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse	NumList 0 2 2 14 35 17 12 4 24	YTDCIsd 1 8 6 18 40 20 4 13 63	PerMonth 0 1 1 2 3 2 0 1 5	Supply 0 3 4 9 11 10 36	AvgDOM 43 115 30 84 95 174 130
	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo	NumList 0 2 2 14 35 17 12 4	1 8 6 18 40 20 4 13	PerMonth 0 1 2 3 2 0 1	Supply 0 3 4 9 11 10 36 4 5 8	AvgDOM 43 115 30 84 95 174 130 195 76 103
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class	NumList 0 2 2 14 35 17 12 4 24	YTDCIsd 1 8 6 18 40 20 4 13 63	PerMonth 0 1 1 2 3 2 0 1 5	Supply 0 3 4 9 11 10 36 4 5	AvgDOM 43 115 30 84 95 174 130 195 76
Orange County	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total	NumList 0 2 2 14 35 17 12 4 24 110	YTDCIsd 1 8 6 18 40 20 4 13 63 173	PerMonth 0 1 1 2 3 2 0 1 5 14	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class	NumList 0 2 2 14 35 17 12 4 24 110 NumList	YTDCIsd 1 8 6 18 40 20 4 13 63 173 YTDCIsd	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth	Supply 0 3 4 9 11 10 36 4 5 8 Supply	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158	1 8 6 18 40 20 4 13 63 173 YTDCIsd 64	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74	1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4 8	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100 106
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74 22	YTDCIsd 1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118 30	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10 3	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74	1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4 8	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100 106
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74 22	YTDCIsd 1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118 30	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10 3	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4 8 9	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100 106 106
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 600-799.9	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74 22 2	1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118 30 3	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10 3 0	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4 8 9 8	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100 106 106 121
Orange County Area	Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+ Condo Townhouse Area Total Class 0-149.9 150-199.9 200-299.9 300-399.9 400-599.9 800+	NumList 0 2 2 14 35 17 12 4 24 110 NumList 6 119 158 74 22 2 0	1 8 6 18 40 20 4 13 63 173 YTDCIsd 64 277 432 118 30 3 0	PerMonth 0 1 1 2 3 2 0 1 5 14 PerMonth 5 23 36 10 3 0 0	Supply 0 3 4 9 11 10 36 4 5 8 Supply 1 5 4 8 9 8 0	AvgDOM 43 115 30 84 95 174 130 195 76 103 AvgDOM 102 74 100 106 106 121 0

Top selling subdivisions, metrics by geographic area

Subdivision	4Q/15 Clsd	Avg SP	Avg PPF	Avg DOM	Avg LP/SP	City	Avg GLA
12 Oaks	39	\$471,180	\$155.26	38	101.39%	Holly Springs	3016
Flowers Plantation	26	\$268,651	\$105.61	144	98.96%	Clayton	2513
Traditions	25	\$372,612	\$132.23	84	100.09%	Wake Forest	2802
Woodcreek	25	\$407,285	\$134.98	60	100.75%	Holly Springs	3031
The Grove at Fallon Park	23	\$427,222	\$169.78	36	100.00%	Raleigh	2535
Bella Casa	22	\$536,387	\$156.97	76	100.17%	Apex	3429
The Village at Evans Farm	20	\$315,806	\$130.88	32	99.46%	Cary	2443
Maybrook Forest	18	\$135,631	\$93.04	70	101.17%	Raleigh	1490
Wendell Falls	18	\$283,910	\$131.48	51	99.53%	Wendell	2172
Edgewater	17	\$285,347	\$111.64	35	99.21%	Apex	2556
Wakefield	17	\$293,078	\$143.37	65	101.15%	Raleigh	2021
Brightleaf	16	\$273,611	\$114.72	76	100.81%	Durham	2356
Sterling	15	\$263,663	\$103.89	40	98.69%	Morrisville	2556
Summerwind Plantation	15	\$209,390	\$98.79	24	101.12%	Garner	2131
Grays Creek	14	\$242,637	\$115.10	5	100.12%	Fuquay Varina	2125
Parker Pointe	14	\$250,836	\$98.19	16	100.14%	Fuquay Varina	2581
Rockbridge	14	\$278,872	\$94.18	7	100.02%	Knightdale	2971
Brighton Forest	13	\$453,943	\$140.44	13	100.07%	Apex	3239
Brightwood Trails	13	\$272,752	\$108.08	17	100.00%	Durham	2562
Rustica Oaks	13	\$215,026	\$102.88	20	100.01%	Durham	2086
The Villages of Apex	13	\$297,803	\$145.74	59	100.39%	Apex	2041
Woodcreek	13	\$413,462	\$132.56	68	99.70%	Apex	3086
Bryson Village	12	\$257,008	\$103.31	140	99.68%	Raleigh	2516
Granite Ridge	12	\$163,109	\$101.94	51	101.80%	Rolesville	1600
Shearon Farms	12	\$161,212	\$99.41	27	98.92%	Wake Forest	1625
South Lakes	12	\$304,958	\$118.66	95	100.03%	Fuquay Varina	2602
Sunset Bluffs	12	\$399,150	\$147.37	73	101.27%	Fuquay Varina	2704
Jordan Ridge	11	\$232,050	\$94.38	64	99.48%	Garner	2470
Renaissance Park	11	\$207,954	\$127.87	69	101.18%	Raleigh	1633
The Homestead at Heritage	11	\$391,118	\$133.30	40	99.93%	Wake Forest	2968
Group Summary	1464	\$347,003	\$128.11	69	100.03%		2634

Area	Class	NumList	YTDCIsd	PerMonth	Supply	AvgDOM
Johnston County	Totals	409	979	82	5	93
Cary/Apex/Mo'ville(z5/10/15)	Totals	191	875	73	3	60
Wake Forest(z14/21)	Totals	307	758	63	5	87
S.Cary/S.W.Wake/H'Sprgs(z9/17)	Totals	167	599	50	3	79
Durham County	Totals	203	548	46	4	67
FV/S.Wake(z16/18)	Totals	159	492	41	4	93
K'dale/W'dell/Zebulon(z11/12/13)	Totals	174	427	36	5	82
N.Raleigh/N.Wake(z2/7)	Totals	116	261	22	5	95
ITB(z1/4)	Totals	66	226	19	4	90
Orange County	Totals	110	173	14	8	103
S.E.Raleigh/Garner(z3/6)	Totals	79	166	14	6	62
N.E. Raleigh(z8)	Totals	20	46	4	5	85
Group Summary		2001	5550	463	4	81

The top table presents the new home developments with the most amount of closings during 2015. The development name is followed by the number of closings, the average sales price/price per foot, the average days on market for the closings, the sales price/list price ratio the city location and the average gross living area. The bottom graph presents a summary by geographic area of the data on pages 6,7 and 8.