

## MARKET ANALYSIS RALEIGH-DURHAM-CHAPEL HILL

**\$540,374**

### AVERAGE SALES PRICE

The average sales price increased from \$529,204 in the first half of 2022 to \$540,374 in the first half of 2023, reflecting an increase of 2.1%.

**10,530**

### TOTAL SALES

The total sales decreased from 14,042 in the first half of 2022 to 10,530 in the first half of 2023, reflecting a decrease of 25.0%.

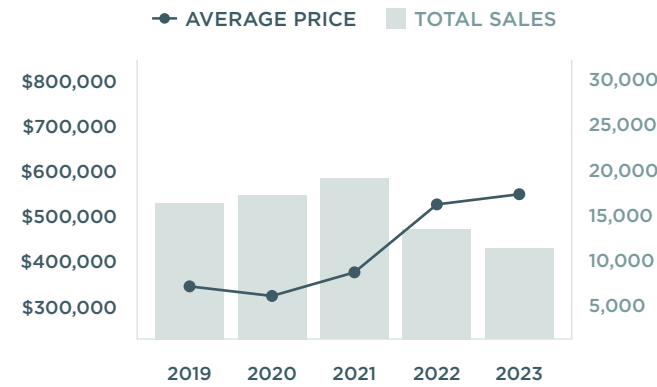
**12,495**

### NEW LISTINGS

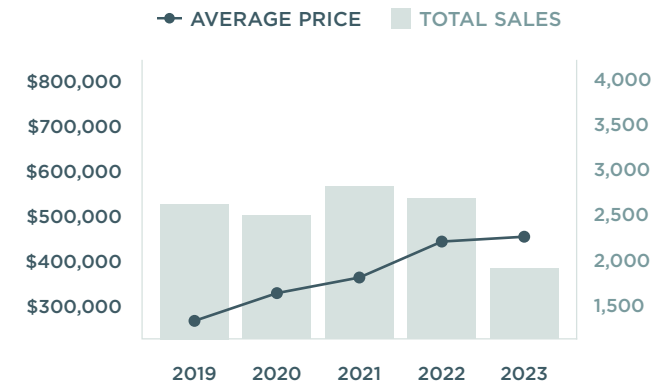
The new listings decreased from 16,844 in the first half of 2022 to 12,495 in the first half of 2023, reflecting a decrease of 25.8%.

## THE TRIANGLE MARKET

	2022	%	2023	TREND
Total Sales	14,042	-25.0%	10,530	▼
Price per Sq. Ft.	\$225	4%	\$234	▲
Days on Market	8	162.5%	21	▲
Avg. Sales Price	\$529,204	2.1%	\$540,374	▲
Total Volume	\$7,431,081,315	-23.4%	\$5,690,136,249	▼

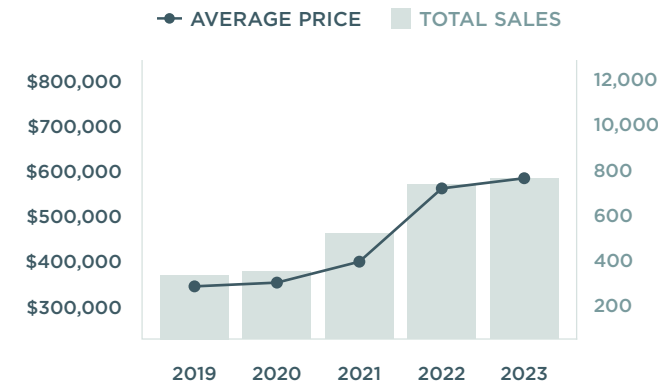


## DURHAM COUNTY



	2022	%	2023	TREND
Total Sales	2,664	-26.6%	1,956	▼
Price per Sq. Ft.	\$240	-0.4%	\$239	▼
Days on Market	10	110%	21	▲
Avg. Sales Price	\$442,926	2.6%	\$454,336	▲
Total Volume	\$1,179,954,698	-24.7%	\$888,680,291	▼

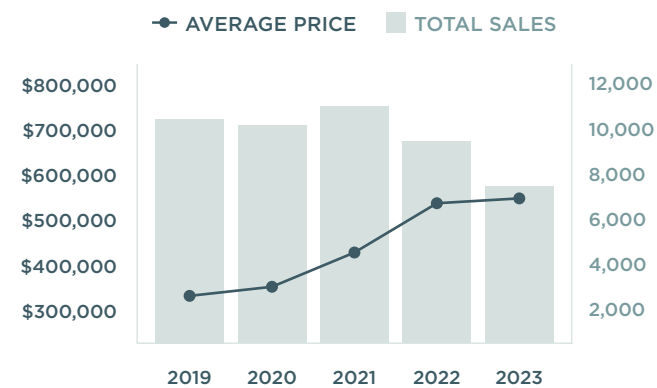
## ORANGE COUNTY



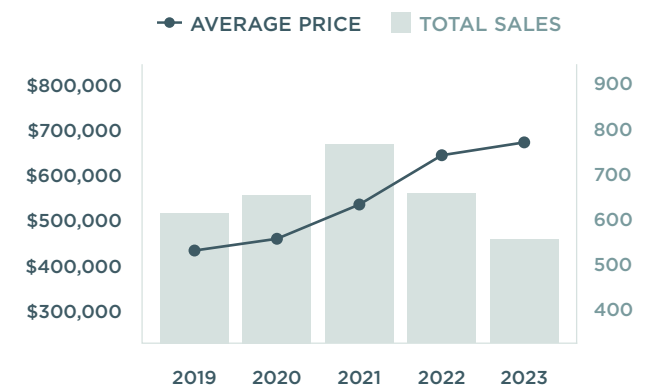
	2022	%	2023	TREND
Total Sales	906	-28.7%	646	▼
Price per Sq. Ft.	\$252	3.6%	\$261	▲
Days on Market	11	63.6%	18	▲
Avg. Sales Price	\$573,531	3.2%	\$592,035	▲
Total Volume	\$519,619,013	-26.4%	\$382,454,675	▼

## WAKE COUNTY

	2022	%	2023	TREND
Total Sales	9,813	-25.1%	7,349	▼
Price per Sq. Ft.	\$233	-1.7%	\$229	▼
Days on Market	7	200%	21	▲
Avg. Sales Price	\$538,990	1.5%	\$547,331	▲
Total Volume	\$5,289,112,063	-24%	\$4,022,336,639	▼



## CHATHAM COUNTY



	2022	%	2023	TREND
Total Sales	659	-13.7%	569	▼
Price per Sq. Ft.	\$236	5.9%	\$250	▲
Days on Market	12	75%	21	▲
Avg. Sales Price	\$671,313	2.6%	\$688,658	▲
Total Volume	\$442,395,541	-11.4%	\$391,846,477	▼

## RALEIGH-DURHAM-CHAPEL HILL

# MARKET PERFORMANCE AT A GLANCE

The end of June marks halftime for the calendar year, but in the real estate market, it also typically represents the seasonal tapering off of the Spring market frenzy. With half of the year in the rearview mirror, it makes sense to pore through data, map trends, calculate predictions, and update our clients on what has happened.

In 2023, we have seen a continuation of trends from 2022 in many respects, but prices stabilized and homes stayed on the market a little longer. Interest rates have risen sharply of late but have stabilized. Even with rates increasing, supply (or rather, lack thereof) and demand for homes remain the driver of the trends we observe for our local market here in Raleigh-Durham-Chapel Hill. Strategies to make your offer stand out or maximize the sale price of your property remain essential in this environment, and our Nest agents continually work to stay on the cutting edge to best serve you. Whether you are a first-time buyer, upsizing, downsizing, renting, or renovating, we are here to walk beside you every step of the way and celebrate your success.

### WAKE COUNTY

**8,657**

NEW LISTINGS

**7,349**

TOTAL SALES

### DURHAM COUNTY

**2,319**

NEW LISTINGS

**1,956**

TOTAL SALES

### ORANGE COUNTY

**832**

NEW LISTINGS

**646**

TOTAL SALES

### CHATHAM COUNTY

**666**

NEW LISTINGS

**569**

TOTAL SALES