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Raleigh - Durham Market
10 Year History of New Home Starts and Closings

Annual Starts +9.1%
Annual Closings +5.4%
Metrostudy Analytics: Triangle New & Existing Home Sales

Total Triangle Home Sales

Source: Metrostudy Analytics

Existing Home Sales  New Home Sales  Change Total Transactions
Metrostudy Analytics: Triangle New & Existing Average Sales Prices

New vs. Existing Sales Price: Average

Source: Metrostudy Analytics
What’s missing from the Housing Recovery?
Condo/Plex Units Starts & Closings

Raleigh-Durham Housing Starts 2017

- Single Family: 97
- Townhouse/Plex/Other: 2,329
- Condo: 9,705

Raleigh-Durham New Closings 2017

- Single Family: 1,856
- Townhouse/Plex/Other: 63
- Condo: 9,141

Condos comprised 0.8% of All New Home Sales in 2017
History of Condo/Plex Units Starts & Closings

For-Sale Condo/Plex Units: Raleigh-Durham

- Annual Starts
- Annual Closings

Construction of >690 luxury condos underway in Downtown Raleigh:
- 33-story PNC Plaza
- 222 Glenwood
- West at North
- Bloomsbury Estates
- The Hue (later converted to aps)
Raleigh - Durham Market
History of Condo/Plex Units Starts & Closings

New Condo Unit Sales by CBSA

- Raleigh-Durham
- Austin
- Seattle
- Nashville
- Washington, D.C.

Source: Metrostudy Analytics
According to Downtown Raleigh Alliance...
Downtown Raleigh: Household Demographics

Source: Neustar/Metrostudy Housing Consumer Group
Downtown Raleigh: All Residential Transactions Jan. 2015 - present
Downtown Raleigh: New For-Sale Product
1Q2006 - Present
Downtown Cary
Downtown Durham: Household Demographics

- Entry Level
- Simple Life - No Children
- Simple Life - With Children
- Feature & Location
- Family Life - Young & School Age Children
- Elite
- Active Adult
- Renters

Source: Neustar/Metrostudy Housing Consumer Group
Downtown Durham
Panelists:
- Henry Lambert
- Roland Gammon
- Jed Gammon
- Jason Queen

ULI Triangle:
For-Sale Housing in the Urban Core
ULI Triangle: For-Sale Housing in the Urban Core

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