

ULI Triangle: For-Sale Housing in the Urban Core

March 27, 2018



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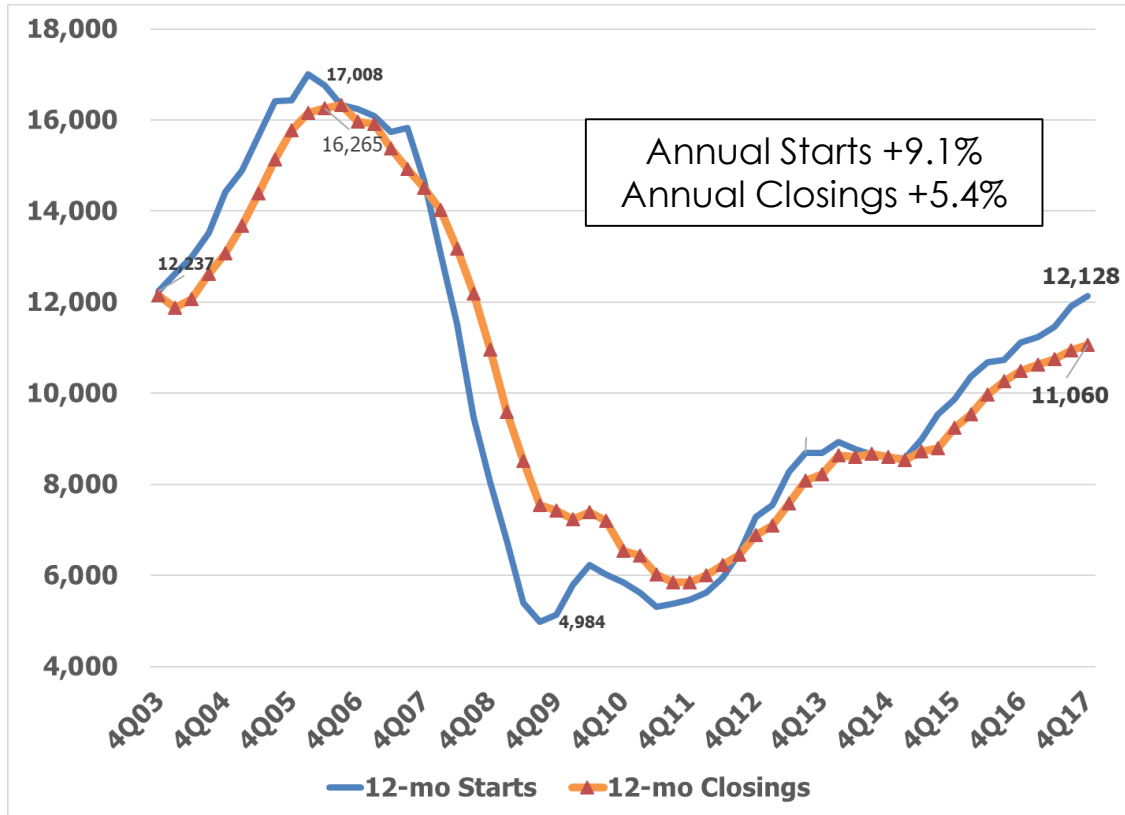
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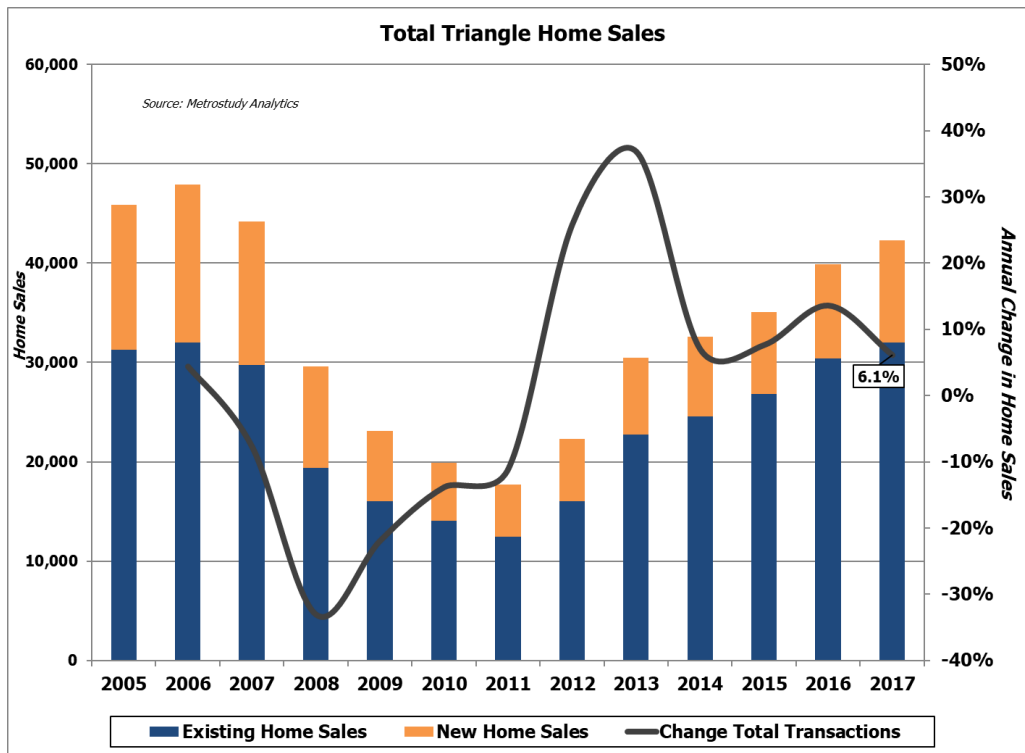


Raleigh - Durham Market

10 Year History of New Home Starts and Closings



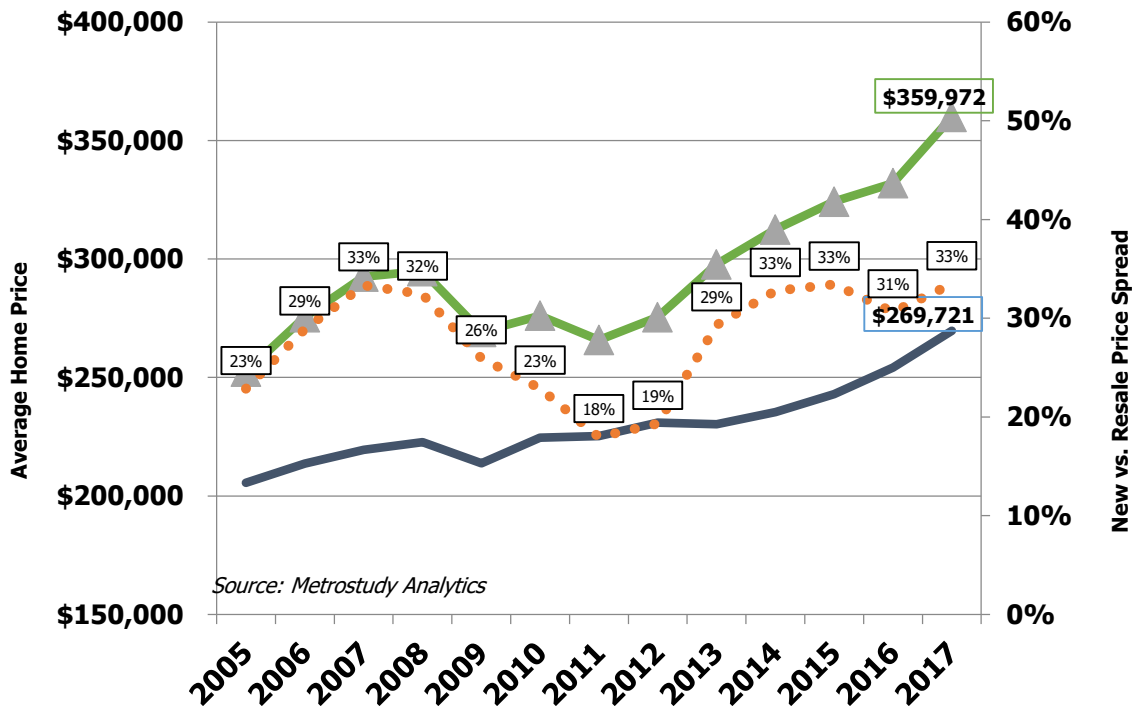
Metrostudy Analytics: Triangle New & Existing Home Sales



Metrostudy Analytics: Triangle New & Existing Average Sales Prices



New vs. Existing Sales Price: Average



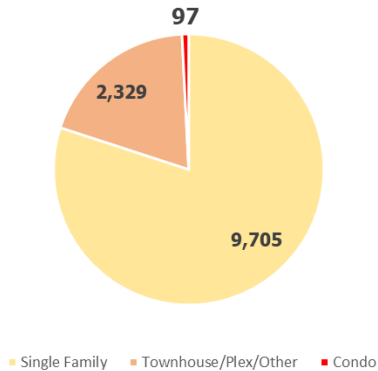
What's missing from the Housing Recovery?



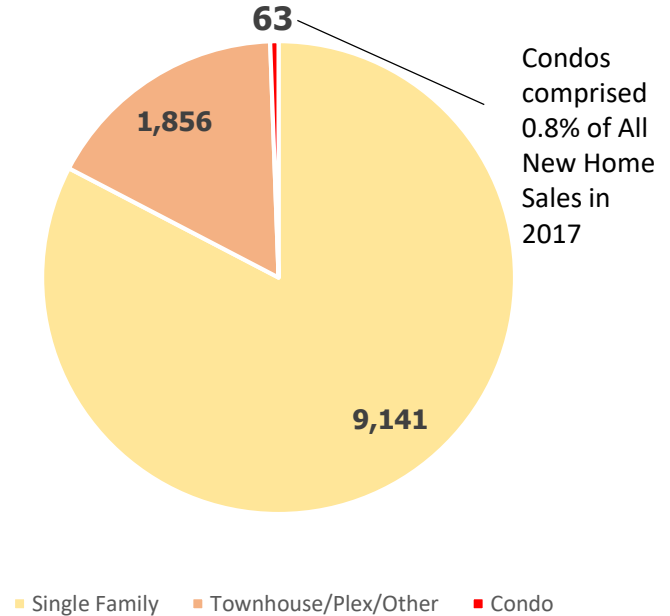
Condo/Plex Units Starts & Closings



Raleigh-Durham Housing Starts 2017



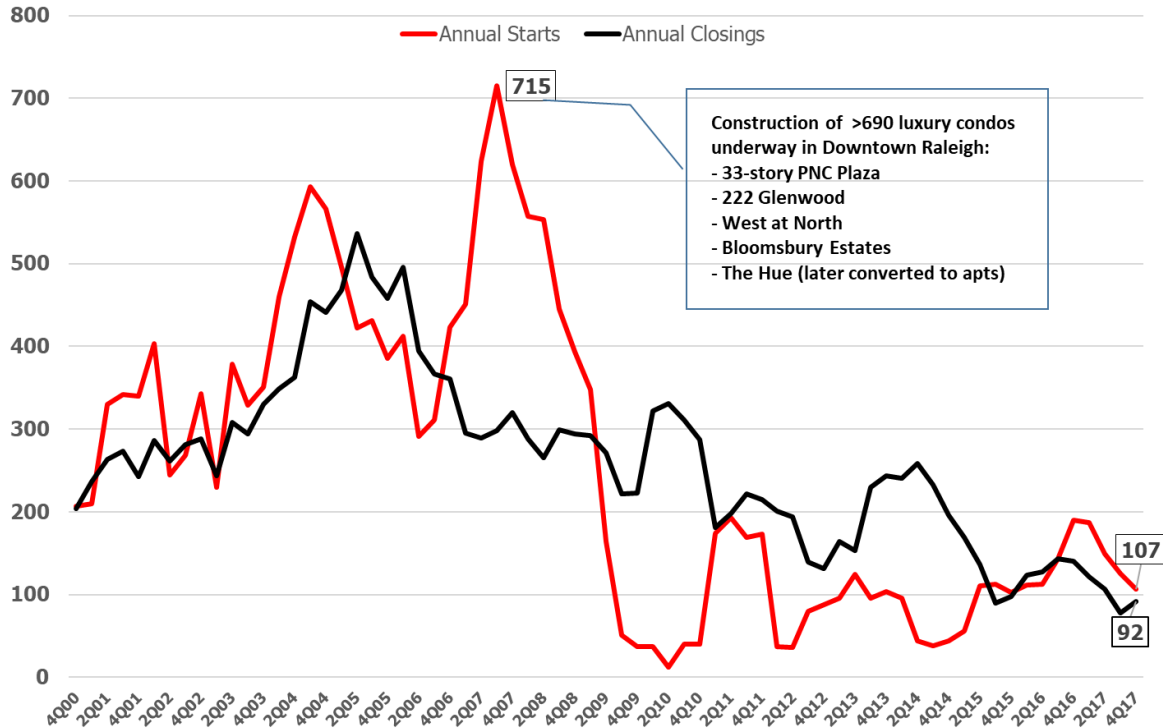
Raleigh-Durham New Closings 2017



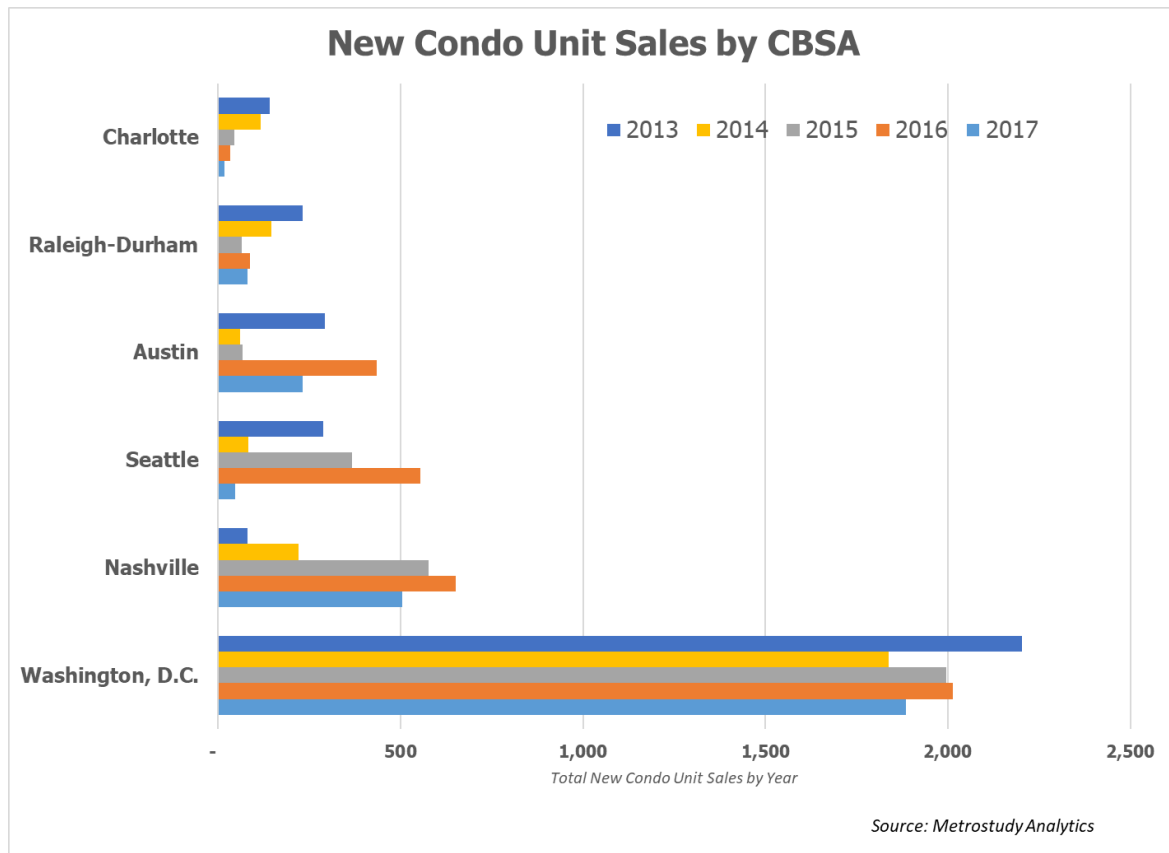
Raleigh - Durham Market History of Condo/Plex Units Starts & Closings



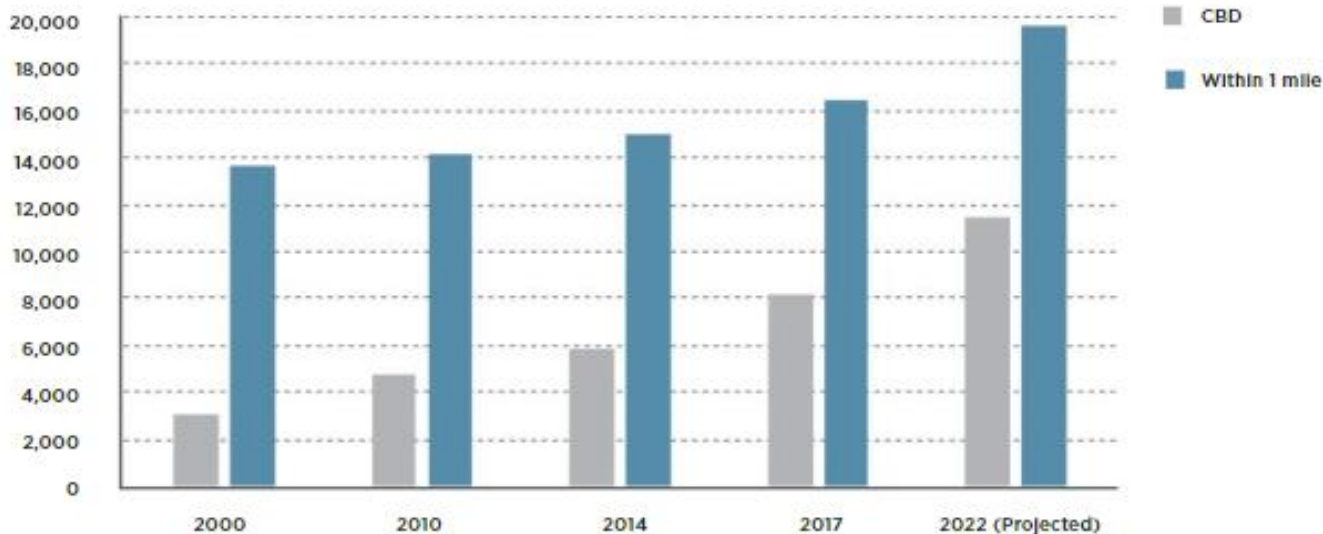
For-Sale Condo/Plex Units: Raleigh-Durham



Raleigh - Durham Market History of Condo/Plex Units Starts & Closings



According to Downtown Raleigh Alliance ...

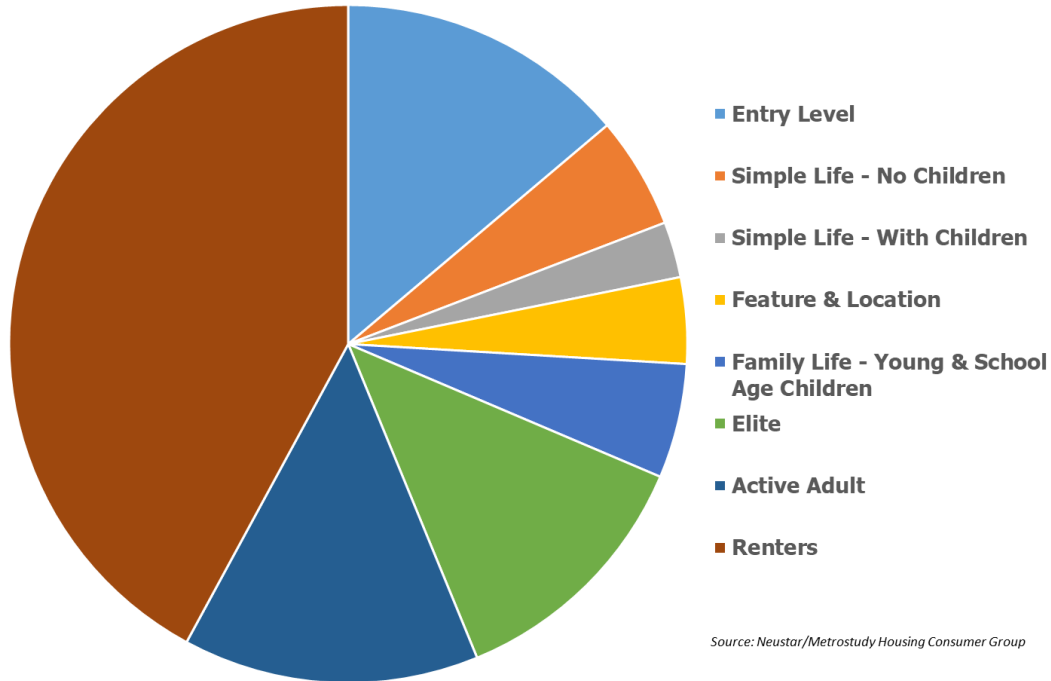


Source: U.S. Census, ESRI Business Analyst

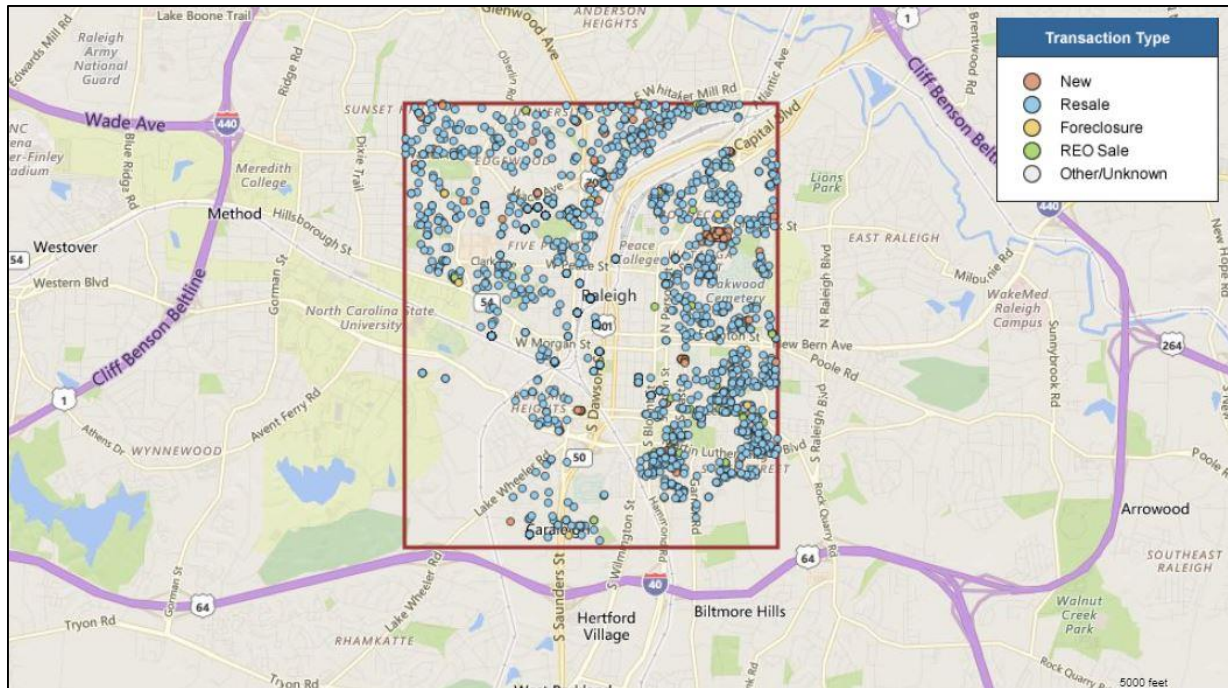
Downtown Raleigh: Household Demographics



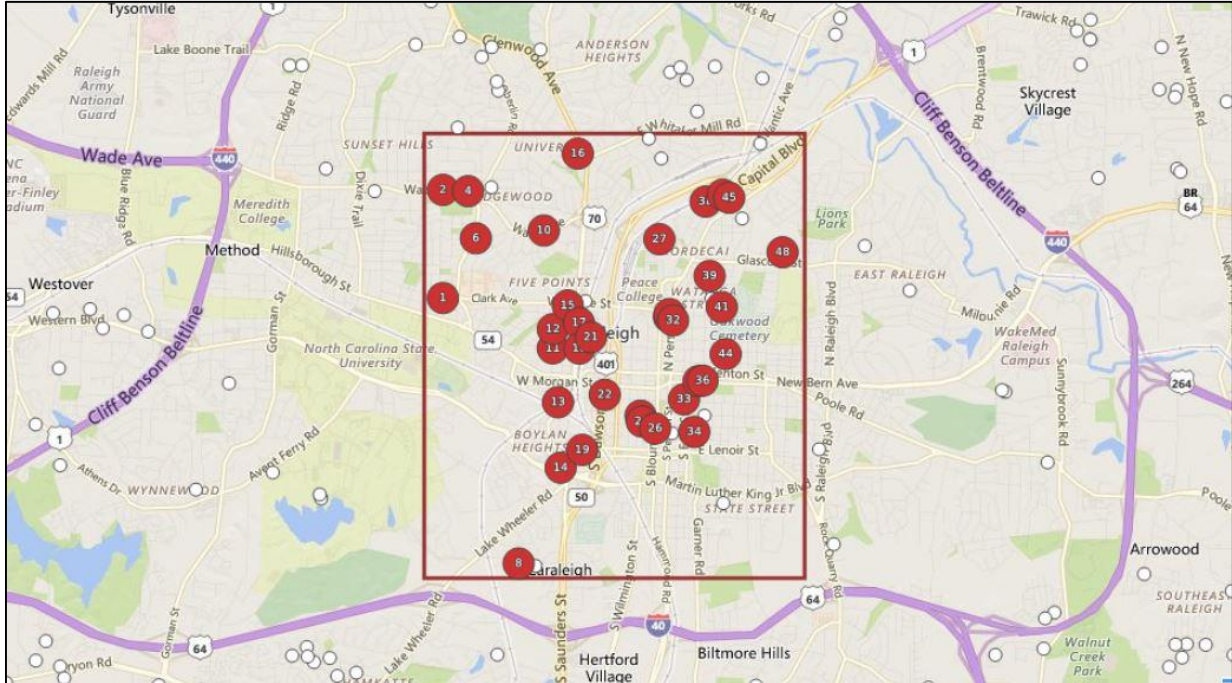
Downtown Raleigh: Household Demographics



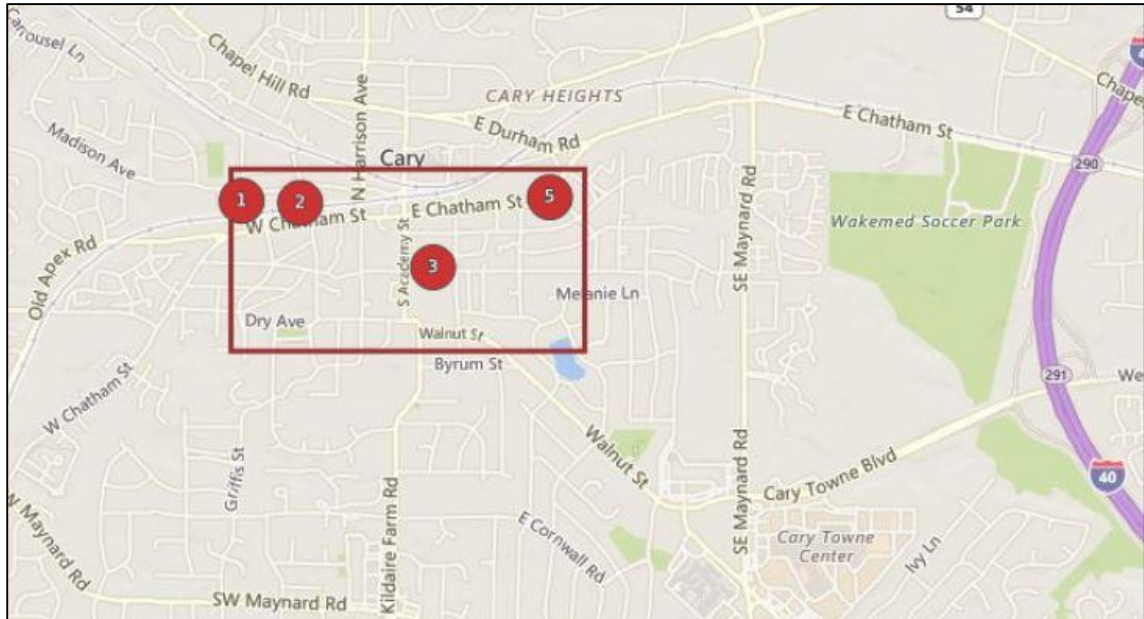
Downtown Raleigh: All Residential Transactions Jan. 2015 - present



Downtown Raleigh: New For-Sale Product 1Q2006 - Present

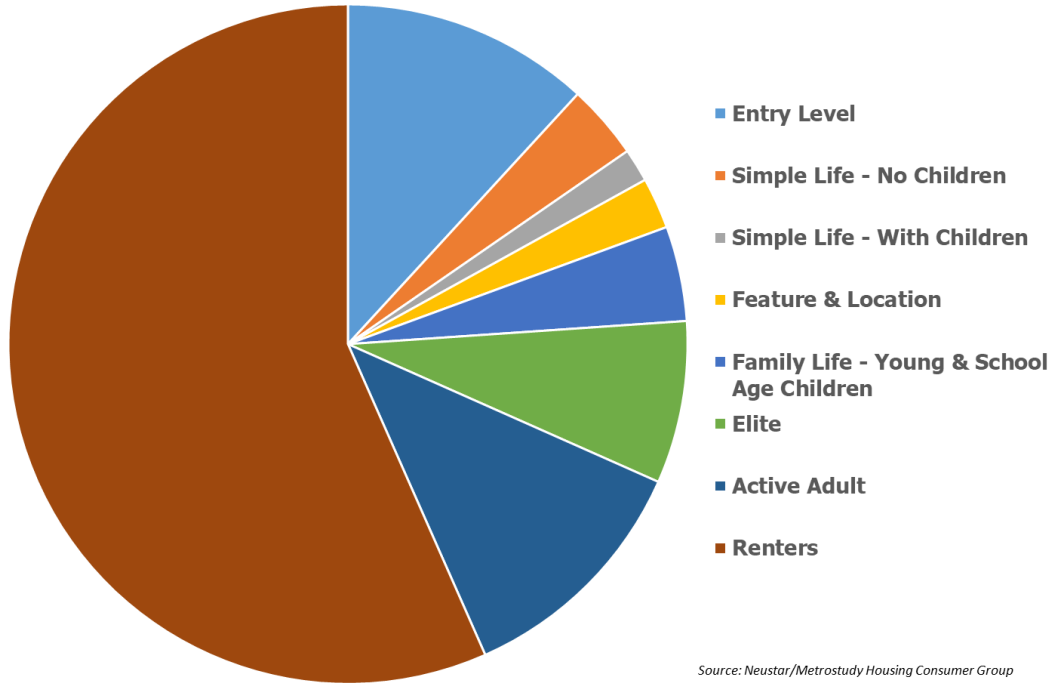


Downtown Cary



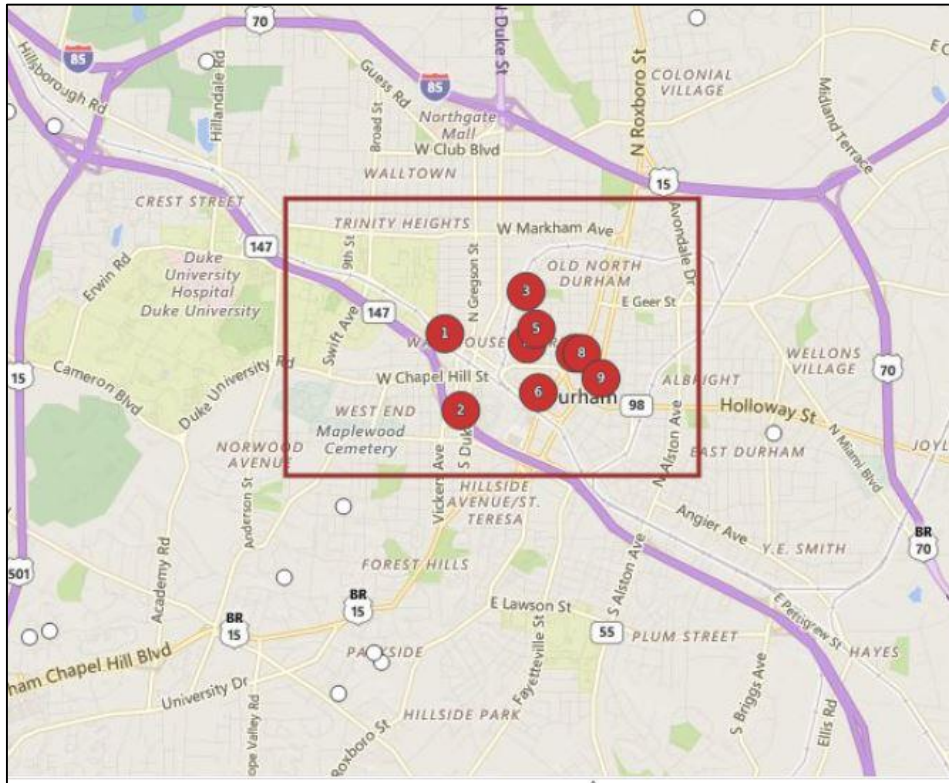


Downtown Durham: Household Demographics



Source: Neustar/Metrostudy Housing Consumer Group

Downtown Durham



ULI Triangle: For-Sale Housing in the Urban Core

Panelists:

- Henry Lambert
- Roland Gammon
- Jed Gammon
- Jason Queen

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