

Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 17.5%

Change in
New Listings

+ 54.2%

Change in
Closed Sales

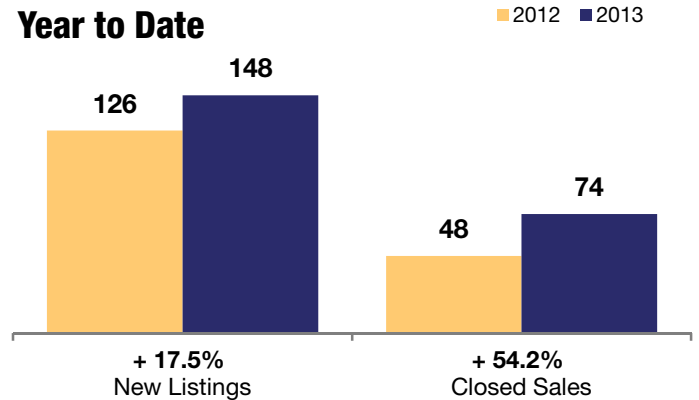
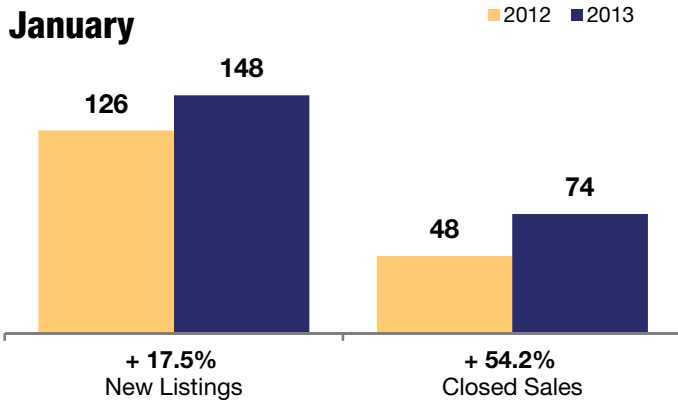
+ 31.9%

Change in
Median Sales Price

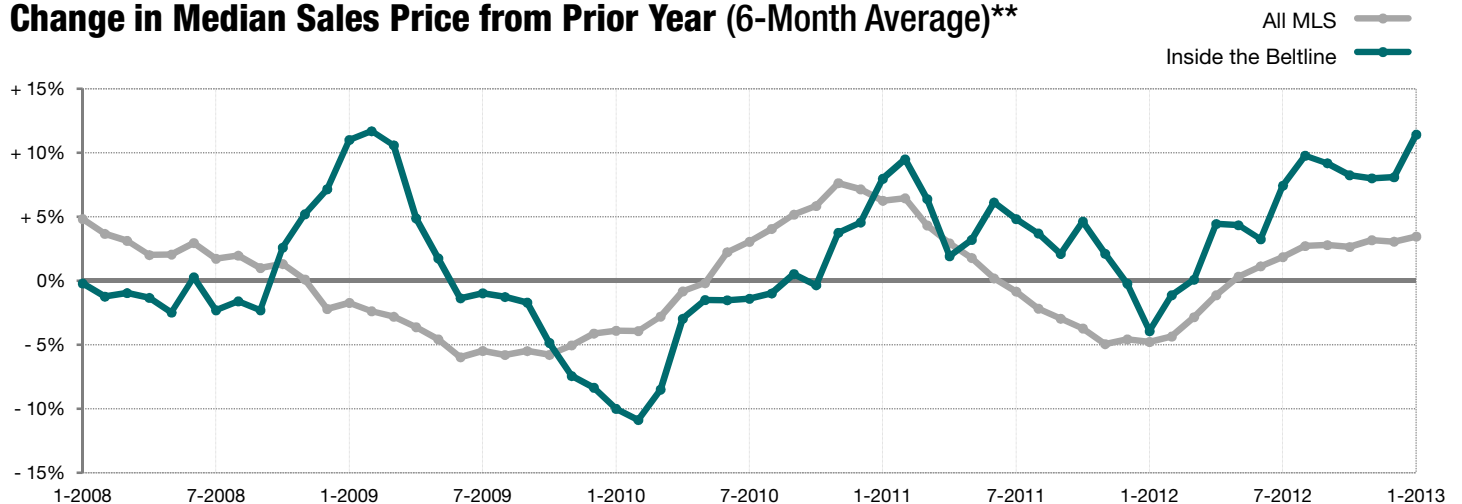
Inside the Beltline

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	126	148	+ 17.5%	126	148	+ 17.5%
Closed Sales	48	74	+ 54.2%	48	74	+ 54.2%
Median Sales Price*	\$182,500	\$240,800	+ 31.9%	\$182,500	\$240,800	+ 31.9%
Average Sales Price*	\$265,208	\$301,390	+ 13.6%	\$265,208	\$301,390	+ 13.6%
Total Dollar Volume (in millions)*	\$12.7	\$22.3	+ 75.2%	\$12.7	\$22.3	+ 75.2%
Percent of Original List Price Received*	92.3%	92.6%	+ 0.4%	92.3%	92.6%	+ 0.4%
Percent of List Price Received*	95.7%	95.2%	- 0.6%	95.7%	95.2%	- 0.6%
Days on Market Until Sale	136	117	- 14.1%	136	117	- 14.1%
Inventory of Homes for Sale	641	474	- 26.1%	--	--	--
Months Supply of Inventory	8.1	4.9	- 39.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of February 10, 2013. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.