

Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 15.3%

Change in
New Listings

+ 3.7%

Change in
Closed Sales

+ 11.1%

Change in
Median Sales Price

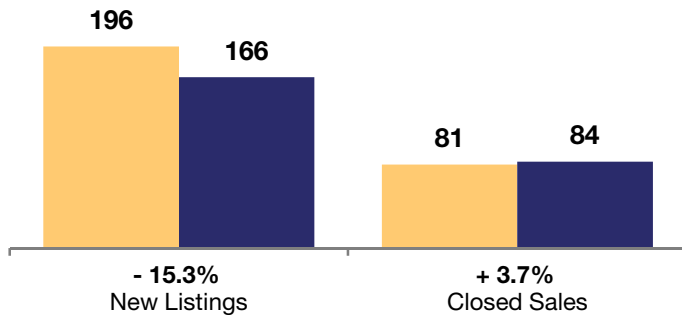
Inside the Beltline

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	196	166	- 15.3%	459	459	0.0%
Closed Sales	81	84	+ 3.7%	197	222	+ 12.7%
Median Sales Price*	\$235,000	\$261,000	+ 11.1%	\$194,500	\$232,250	+ 19.4%
Average Sales Price*	\$286,234	\$301,967	+ 5.5%	\$255,607	\$290,321	+ 13.6%
Total Dollar Volume (in millions)*	\$23.2	\$25.4	+ 9.4%	\$50.4	\$64.5	+ 28.0%
Percent of Original List Price Received*	90.5%	94.2%	+ 4.1%	91.0%	93.3%	+ 2.4%
Percent of List Price Received*	95.2%	96.8%	+ 1.7%	95.1%	96.0%	+ 0.9%
Days on Market Until Sale	133	105	- 21.3%	129	105	- 18.3%
Inventory of Homes for Sale	701	542	- 22.7%	--	--	--
Months Supply of Inventory	8.5	5.6	- 33.8%	--	--	--

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

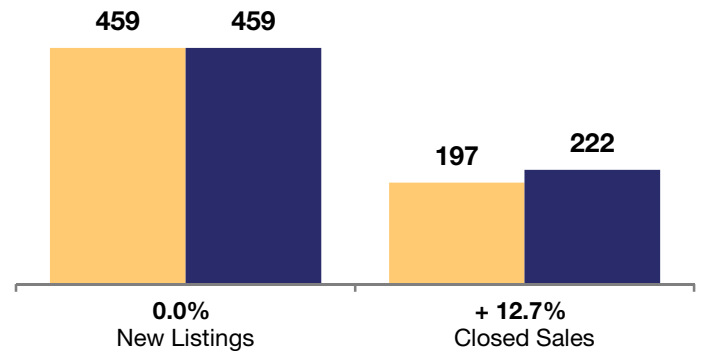
March

2012 2013

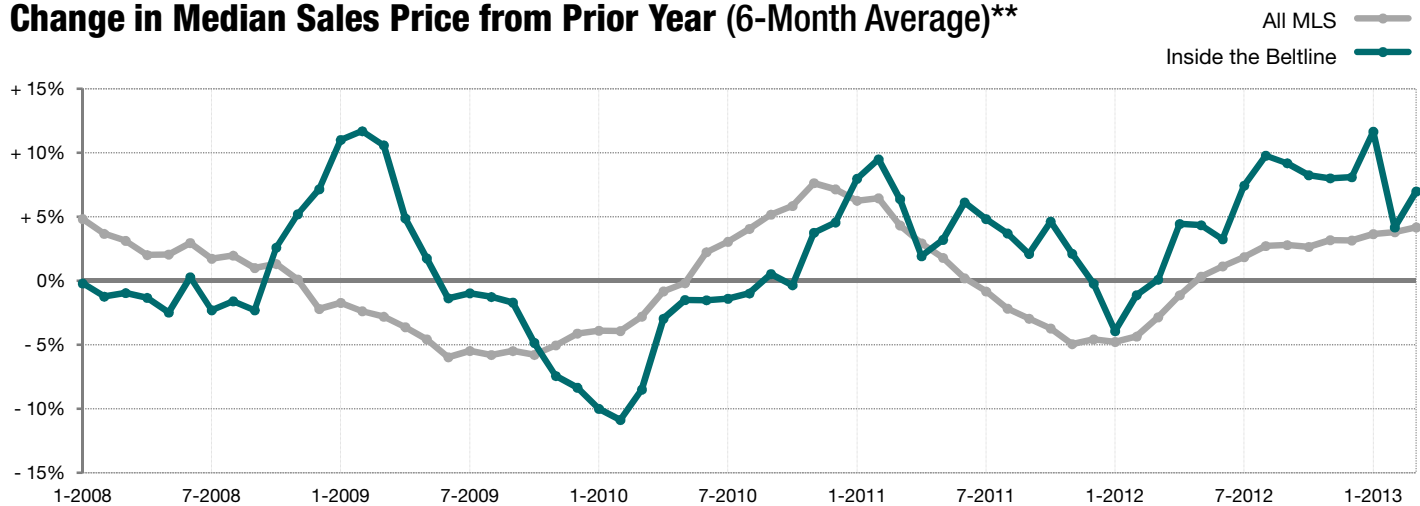


Year to Date

2012 2013



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 April 10, 2013. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.