

# Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**+ 5.4%**

Change in  
New Listings

**+ 42.2%**

Change in  
Closed Sales

**- 6.9%**

Change in  
Median Sales Price

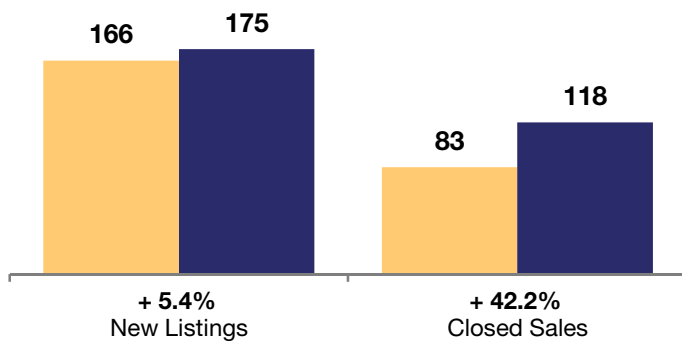
## Inside the Beltline

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	166	175	+ 5.4%	458	439	- 4.1%
Closed Sales	83	118	+ 42.2%	219	284	+ 29.7%
Median Sales Price*	\$255,000	<b>\$237,500</b>	- 6.9%	\$230,000	<b>\$225,000</b>	- 2.2%
Average Sales Price*	\$292,114	<b>\$331,319</b>	+ 13.4%	\$283,693	<b>\$309,429</b>	+ 9.1%
Total Dollar Volume (in millions)*	\$24.2	<b>\$38.8</b>	+ 59.9%	\$62.1	<b>\$87.6</b>	+ 41.0%
Percent of Original List Price Received*	94.1%	<b>94.3%</b>	+ 0.2%	93.1%	<b>94.2%</b>	+ 1.2%
Percent of List Price Received*	96.7%	<b>95.9%</b>	- 0.9%	95.9%	<b>95.7%</b>	- 0.1%
Days on Market Until Sale	106	<b>97</b>	- 8.5%	106	<b>101</b>	- 4.7%
Inventory of Homes for Sale	569	<b>511</b>	- 10.2%	--	--	--
Months Supply of Inventory	5.9	<b>4.6</b>	- 21.6%	--	--	--

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

### March

2013 2014



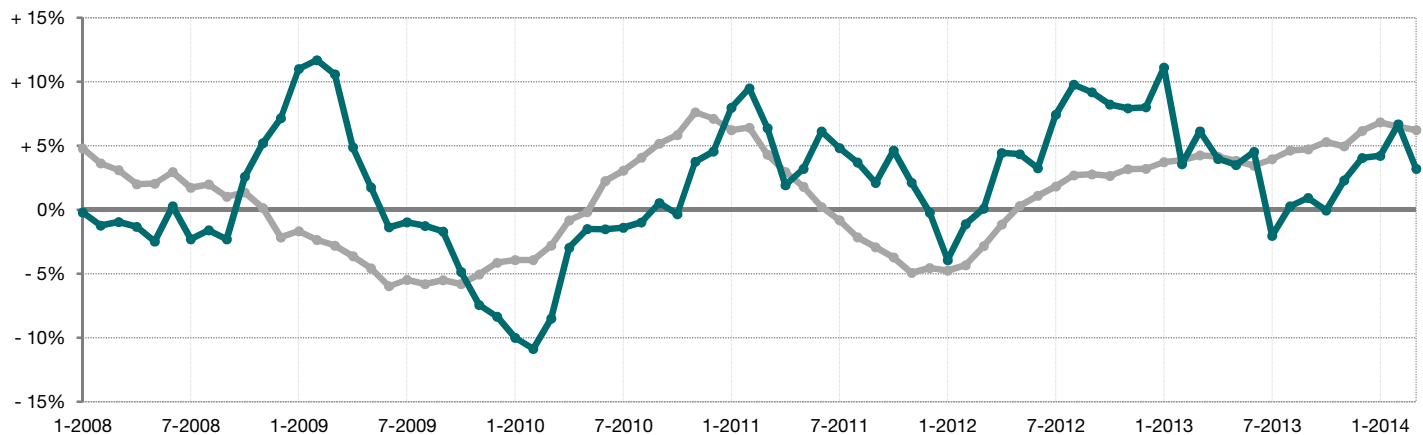
### Year to Date

2013 2014



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

All MLS — Inside the Beltline —



\*\* 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, 2014. All data from Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.