

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 0.3%

Change in
New Listings

+ 6.1%

Change in
Closed Sales

+ 18.8%

Change in
Median Sales Price

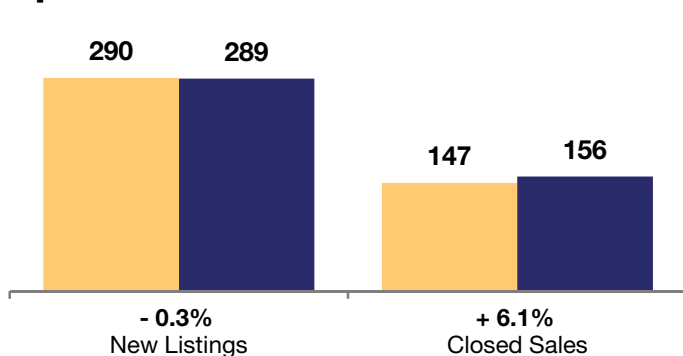
Inside the Beltline

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
| New Listings | 290 | 289 | - 0.3% | 1,132 | 1,021 | - 9.8% |
| Closed Sales | 147 | 156 | + 6.1% | 398 | 493 | + 23.9% |
| Median Sales Price* | \$145,000 | \$172,250 | + 18.8% | \$156,500 | \$165,000 | + 5.4% |
| Average Sales Price* | \$210,805 | \$232,192 | + 10.1% | \$216,449 | \$217,964 | + 0.7% |
| Total Dollar Volume (in millions)* | \$31.0 | \$36.2 | + 16.9% | \$86.1 | \$107.3 | + 24.5% |
| Percent of Original List Price Received* | 89.3% | 93.3% | + 4.5% | 90.1% | 91.8% | + 1.9% |
| Percent of List Price Received* | 95.0% | 96.4% | + 1.5% | 95.0% | 95.8% | + 0.8% |
| Days on Market Until Sale | 147 | 133 | - 9.0% | 131 | 133 | + 1.1% |
| Inventory of Homes for Sale | 1,458 | 940 | - 35.5% | -- | -- | -- |
| Months Supply of Inventory | 12.4 | 7.3 | - 41.1% | -- | -- | -- |

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

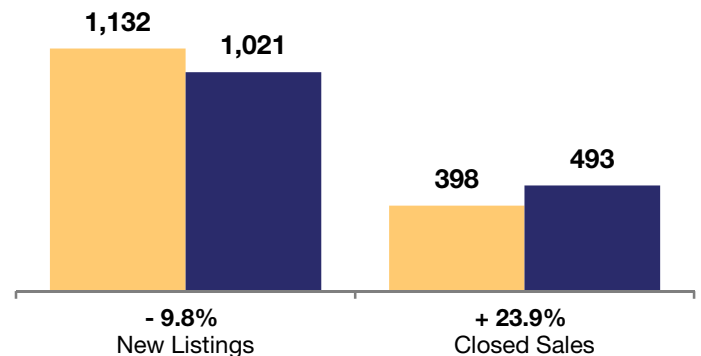
April

2011 2012

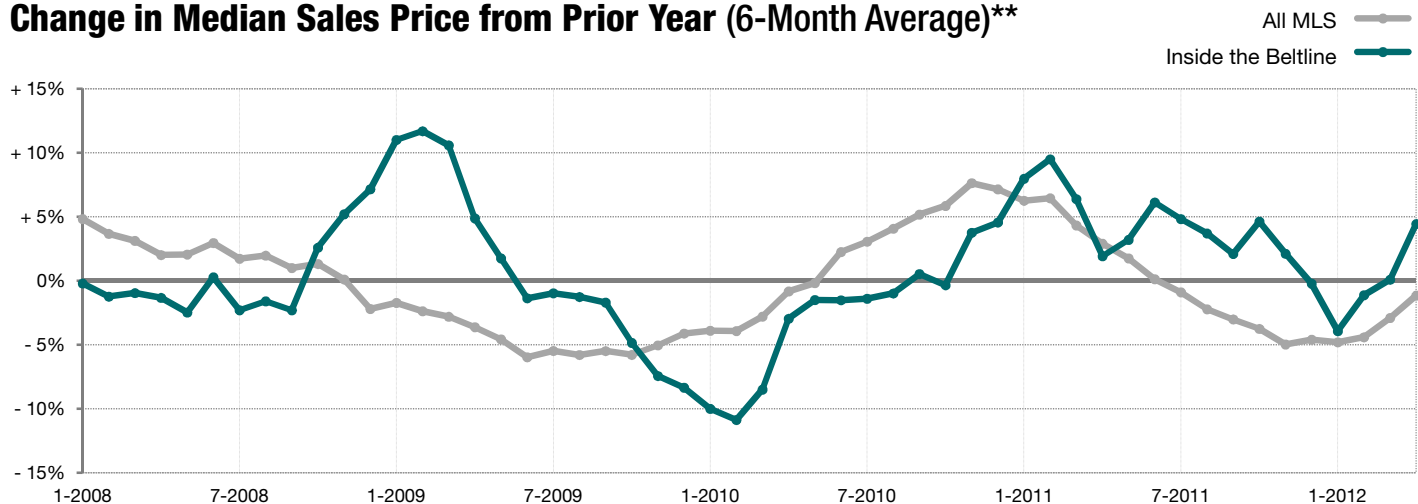


Year to Date

2011 2012



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 May 10, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.