

Local Market Update – July 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 4.2%

Change in
New Listings

+ 35.3%

Change in
Closed Sales

+ 14.9%

Change in
Median Sales Price

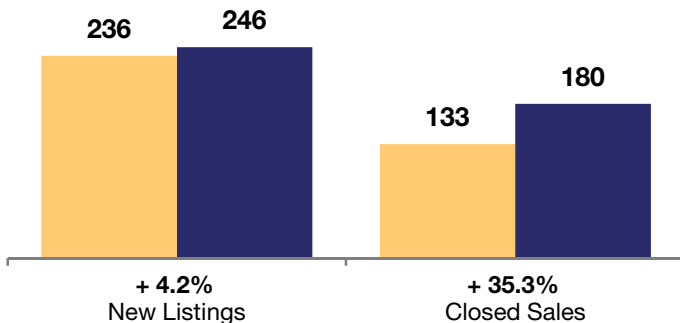
Inside the Beltline

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	236	246	+ 4.2%	1,846	1,780	- 3.6%
Closed Sales	133	180	+ 35.3%	848	1,051	+ 23.9%
Median Sales Price*	\$173,000	\$198,850	+ 14.9%	\$168,000	\$179,000	+ 6.5%
Average Sales Price*	\$212,896	\$256,534	+ 20.5%	\$228,395	\$232,202	+ 1.7%
Total Dollar Volume (in millions)*	\$28.3	\$46.3	+ 63.7%	\$194.2	\$244.1	+ 25.7%
Percent of Original List Price Received*	90.2%	95.8%	+ 6.2%	91.4%	93.7%	+ 2.5%
Percent of List Price Received*	95.2%	98.4%	+ 3.3%	95.9%	96.9%	+ 1.0%
Days on Market Until Sale	148	103	- 30.4%	132	122	- 7.4%
Inventory of Homes for Sale	1,360	814	- 40.1%	--	--	--
Months Supply of Inventory	12.0	5.9	- 50.8%	--	--	--

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

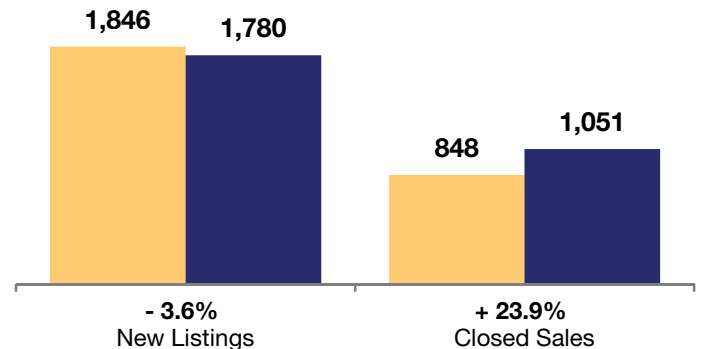
July

2011 2012



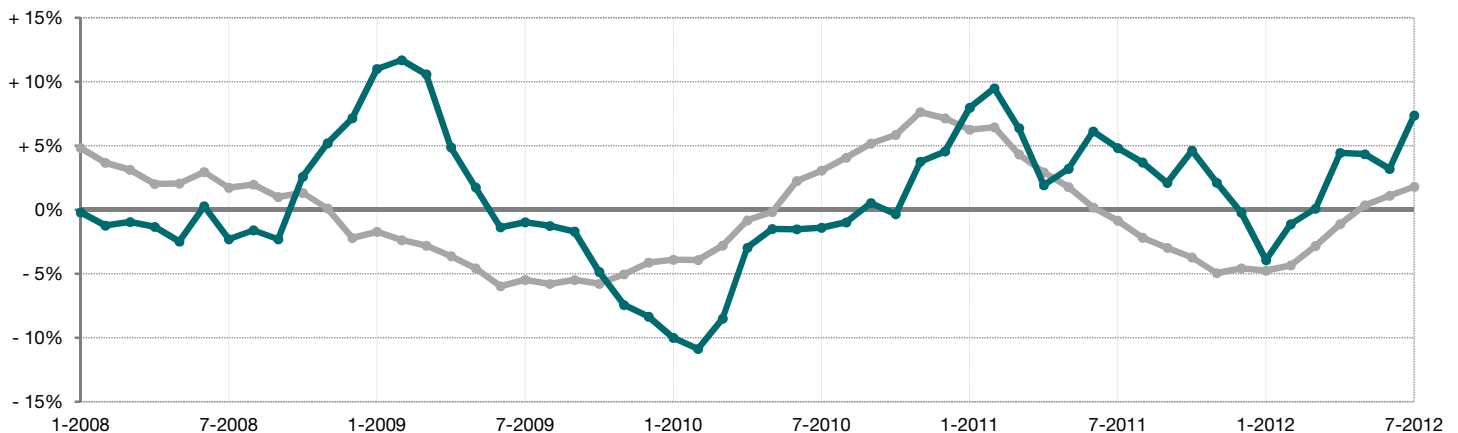
Year to Date

2011 2012



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