

Local Market Update – July 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 5.8%

Change in
New Listings

+ 9.7%

Change in
Closed Sales

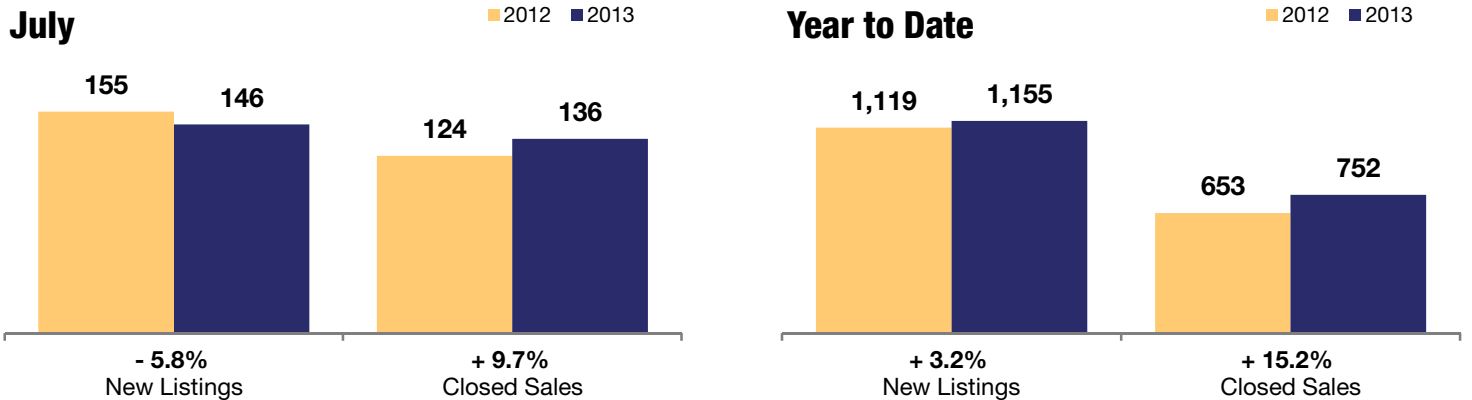
- 11.3%

Change in
Median Sales Price

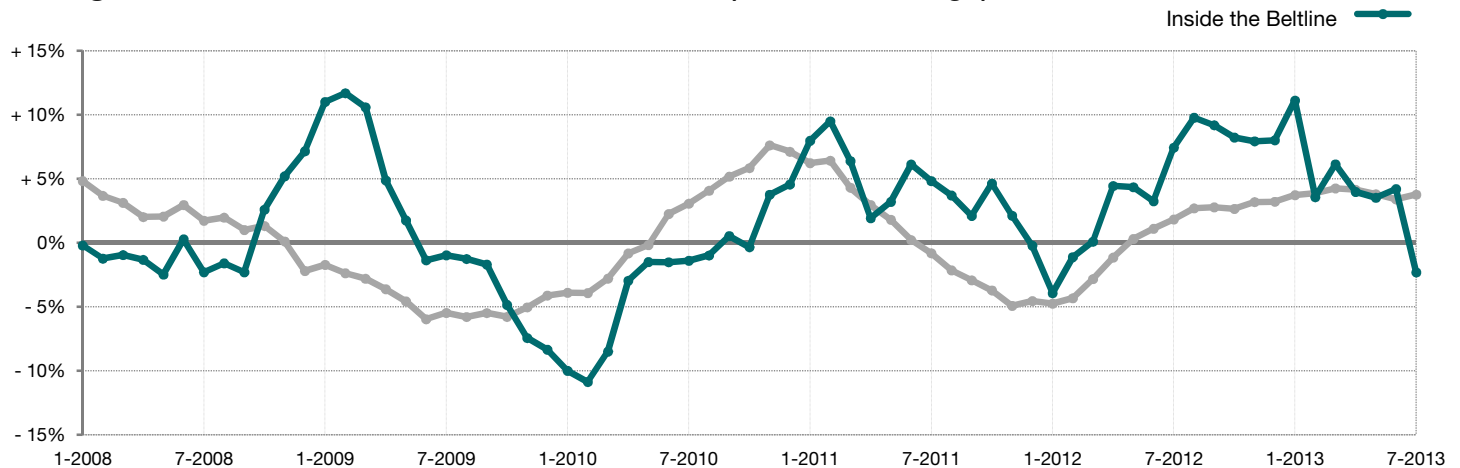
Inside the Beltline

	July			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	155	146	- 5.8%	1,119	1,155	+ 3.2%
Closed Sales	124	136	+ 9.7%	653	752	+ 15.2%
Median Sales Price*	\$241,750	\$214,500	- 11.3%	\$225,000	\$232,750	+ 3.4%
Average Sales Price*	\$299,030	\$278,753	- 6.8%	\$284,857	\$292,253	+ 2.6%
Total Dollar Volume (in millions)*	\$37.2	\$37.9	+ 2.0%	\$186.1	\$219.8	+ 18.1%
Percent of Original List Price Received*	96.0%	95.8%	- 0.2%	93.8%	94.2%	+ 0.4%
Percent of List Price Received*	98.6%	97.6%	- 1.0%	96.9%	96.3%	- 0.6%
Days on Market Until Sale	106	88	- 16.7%	124	98	- 20.9%
Inventory of Homes for Sale	614	550	- 10.4%	--	--	--
Months Supply of Inventory	7.0	5.4	- 23.6%	--	--	--

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