

Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 4.4%

Change in
New Listings

+ 56.9%

Change in
Closed Sales

+ 23.0%

Change in
Median Sales Price

Inside the Beltline

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	248	237	- 4.4%	2,094	2,021	- 3.5%
Closed Sales	130	204	+ 56.9%	978	1,256	+ 28.4%
Median Sales Price*	\$151,250	\$186,000	+ 23.0%	\$165,000	\$179,900	+ 9.0%
Average Sales Price*	\$202,325	\$252,208	+ 24.7%	\$224,926	\$235,823	+ 4.8%
Total Dollar Volume (in millions)*	\$26.3	\$51.2	+ 94.7%	\$220.5	\$296.0	+ 34.3%
Percent of Original List Price Received*	90.3%	94.3%	+ 4.5%	91.2%	93.8%	+ 2.8%
Percent of List Price Received*	94.8%	96.6%	+ 1.9%	95.7%	96.8%	+ 1.1%
Days on Market Until Sale	115	117	+ 1.7%	130	121	- 6.5%
Inventory of Homes for Sale	1,296	801	- 38.2%	--	--	--
Months Supply of Inventory	11.3	5.6	- 50.7%	--	--	--

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

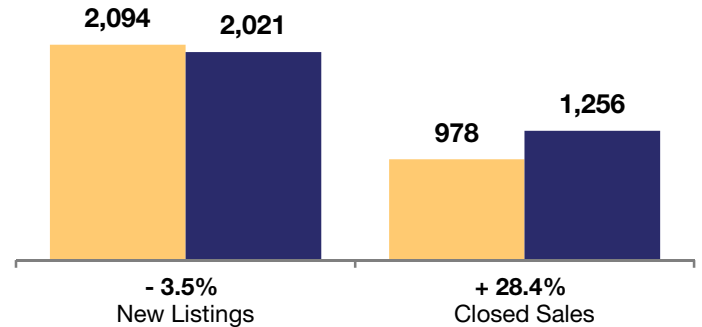
August

2011 2012

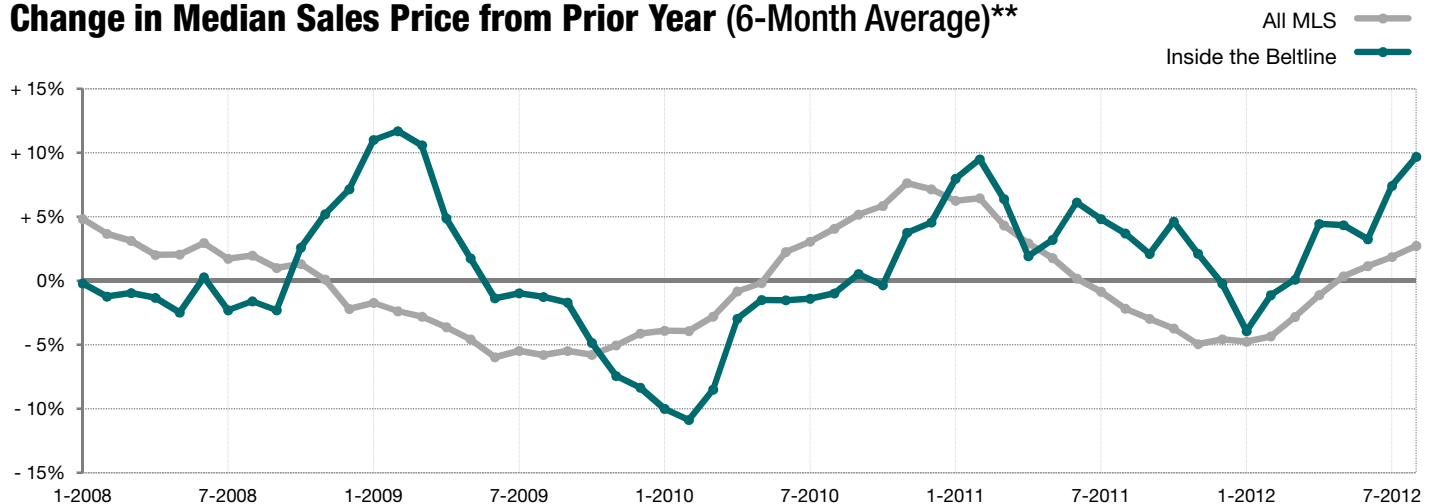


Year to Date

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