

# Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**+ 51.2%**

Change in  
New Listings

**+ 35.4%**

Change in  
Closed Sales

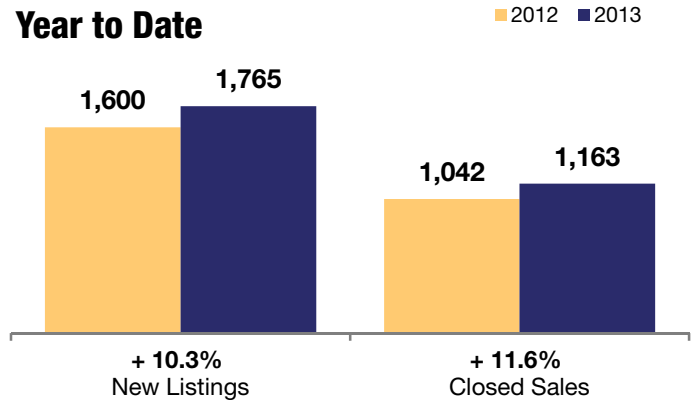
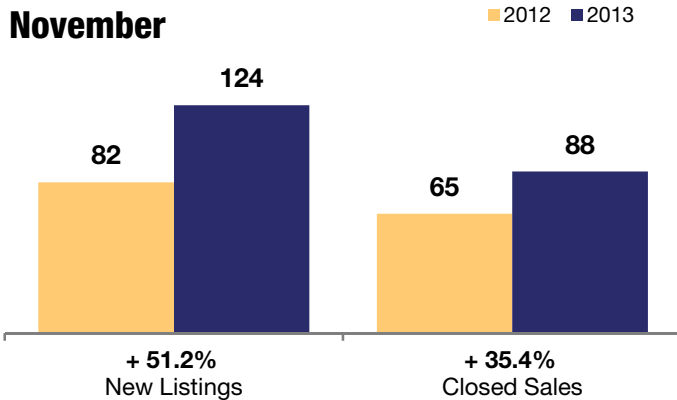
**+ 19.8%**

Change in  
Median Sales Price

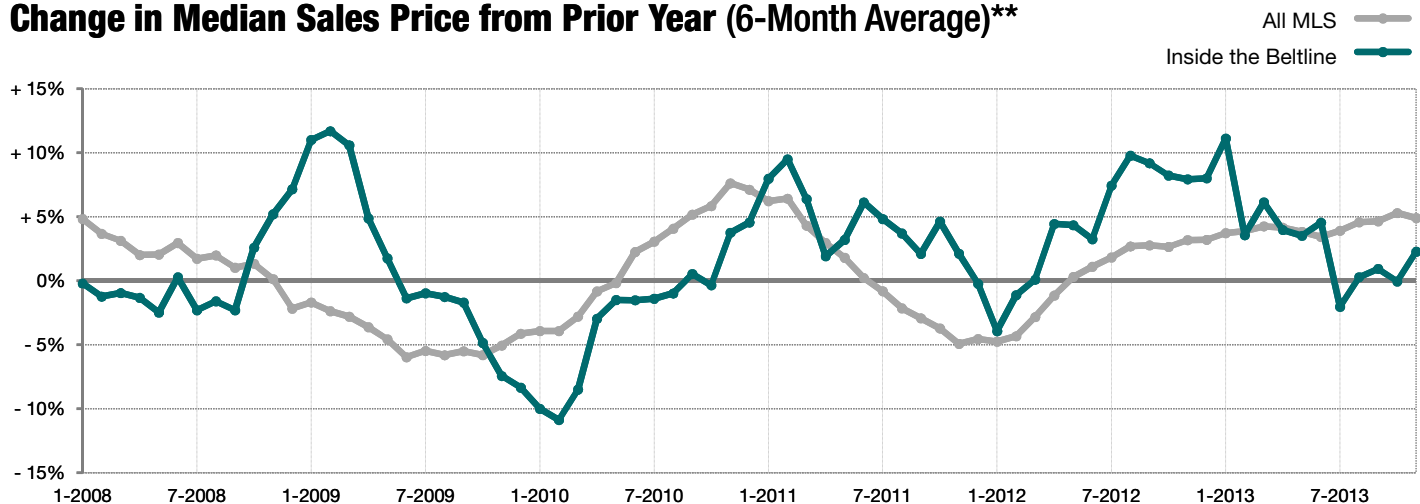
## Inside the Beltline

	November			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	82	124	+ 51.2%	1,600	1,765	+ 10.3%
Closed Sales	65	88	+ 35.4%	1,042	1,163	+ 11.6%
Median Sales Price*	\$220,000	\$263,500	+ 19.8%	\$229,500	\$240,000	+ 4.6%
Average Sales Price*	\$269,874	\$335,989	+ 24.5%	\$285,749	\$303,426	+ 6.2%
Total Dollar Volume (in millions)*	\$17.5	\$29.6	+ 68.6%	\$297.6	\$352.9	+ 18.6%
Percent of Original List Price Received*	94.5%	95.0%	+ 0.6%	93.9%	94.5%	+ 0.6%
Percent of List Price Received*	97.6%	98.0%	+ 0.4%	96.7%	96.6%	- 0.2%
Days on Market Until Sale	122	80	- 34.7%	121	94	- 22.8%
Inventory of Homes for Sale	552	528	- 4.3%	--	--	--
Months Supply of Inventory	5.9	5.1	- 14.5%	--	--	--

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