

Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

- 5.4%

Change in
New Listings

+ 16.8%

Change in
Closed Sales

- 7.9%

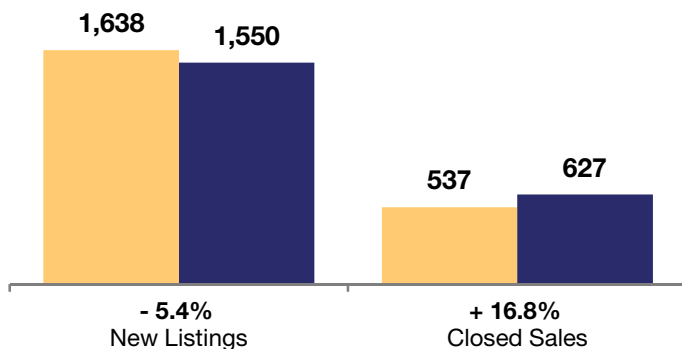
Change in
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,638	1,550	- 5.4%	1,638	1,550	- 5.4%
Closed Sales	537	627	+ 16.8%	537	627	+ 16.8%
Median Sales Price*	\$210,000	\$193,438	- 7.9%	\$210,000	\$193,438	- 7.9%
Average Sales Price*	\$249,744	\$234,409	- 6.1%	\$249,744	\$234,409	- 6.1%
Total Dollar Volume (in millions)*	\$134.1	\$146.8	+ 9.4%	\$134.1	\$146.8	+ 9.4%
Percent of Original List Price Received*	91.7%	92.7%	+ 1.2%	91.7%	92.7%	+ 1.2%
Percent of List Price Received*	96.6%	96.6%	+ 0.1%	96.6%	96.6%	+ 0.1%
Days on Market Until Sale	123	127	+ 3.1%	123	127	+ 3.1%
Inventory of Homes for Sale	8,072	5,829	- 27.8%	--	--	--
Months Supply of Inventory	8.9	6.6	- 26.0%	--	--	--

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

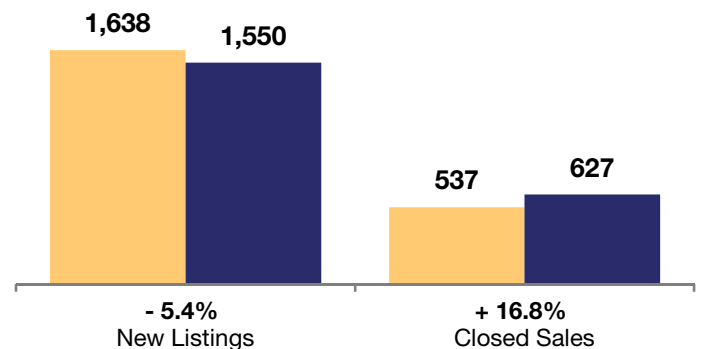
January

2011 2012



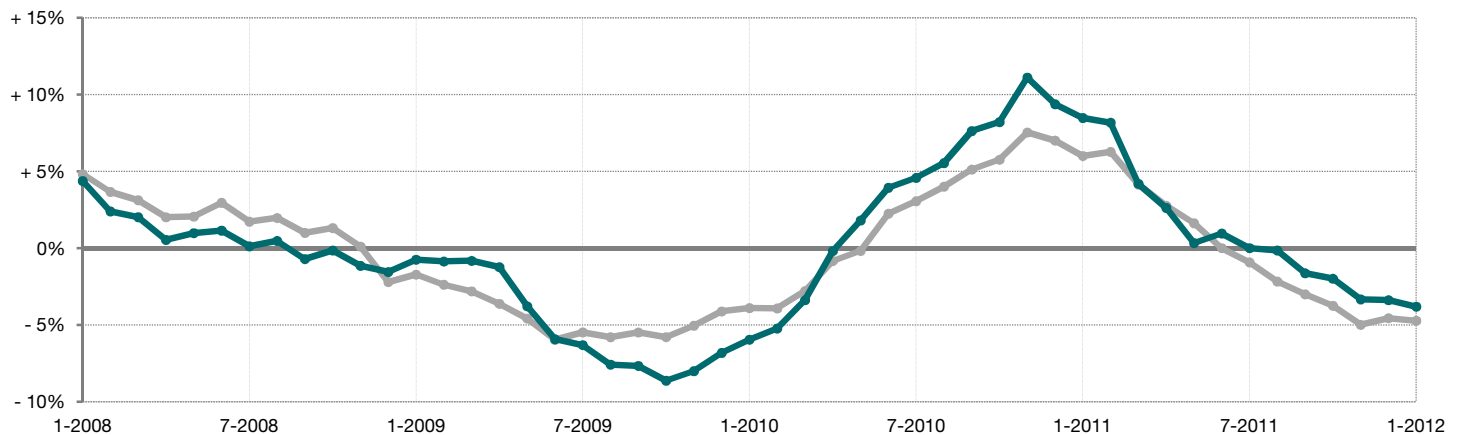
Year to Date

2011 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Wake County —



** 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 February 15, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.