

# Local Market Update – February 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake County

**- 10.5%**

Change in  
New Listings

**+ 32.1%**

Change in  
Closed Sales

**+ 2.6%**

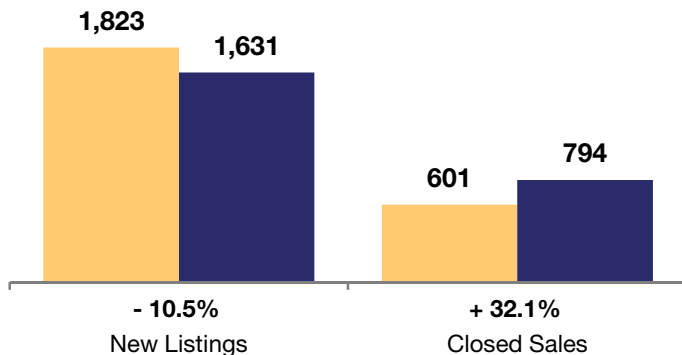
Change in  
Median Sales Price

|  | February  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2011      | 2012             | + / -   | 2011         | 2012             | + / -   |
| New Listings                             | 1,823     | <b>1,631</b>     | - 10.5% | 3,461        | <b>3,191</b>     | - 7.8%  |
| Closed Sales                             | 601       | <b>794</b>       | + 32.1% | 1,138        | <b>1,429</b>     | + 25.6% |
| Median Sales Price*                      | \$195,000 | <b>\$200,000</b> | + 2.6%  | \$200,635    | <b>\$199,000</b> | - 0.8%  |
| Average Sales Price*                     | \$233,641 | <b>\$233,949</b> | + 0.1%  | \$241,240    | <b>\$234,241</b> | - 2.9%  |
| Total Dollar Volume (in millions)*       | \$140.4   | <b>\$185.8</b>   | + 32.3% | \$274.5      | <b>\$334.5</b>   | + 21.9% |
| Percent of Original List Price Received* | 92.4%     | <b>92.8%</b>     | + 0.4%  | 92.0%        | <b>92.8%</b>     | + 0.8%  |
| Percent of List Price Received*          | 96.5%     | <b>96.5%</b>     | + 0.0%  | 96.5%        | <b>96.6%</b>     | + 0.1%  |
| Days on Market Until Sale                | 114       | <b>125</b>       | + 9.4%  | 118          | <b>125</b>       | + 6.1%  |
| Inventory of Homes for Sale              | 8,406     | <b>5,861</b>     | - 30.3% | --           | --               | --      |
| Months Supply of Inventory               | 9.5       | <b>6.5</b>       | - 31.3% | --           | --               | --      |

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

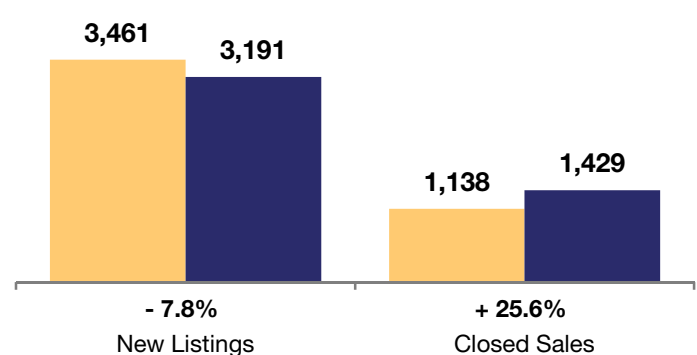
### February

2011 2012

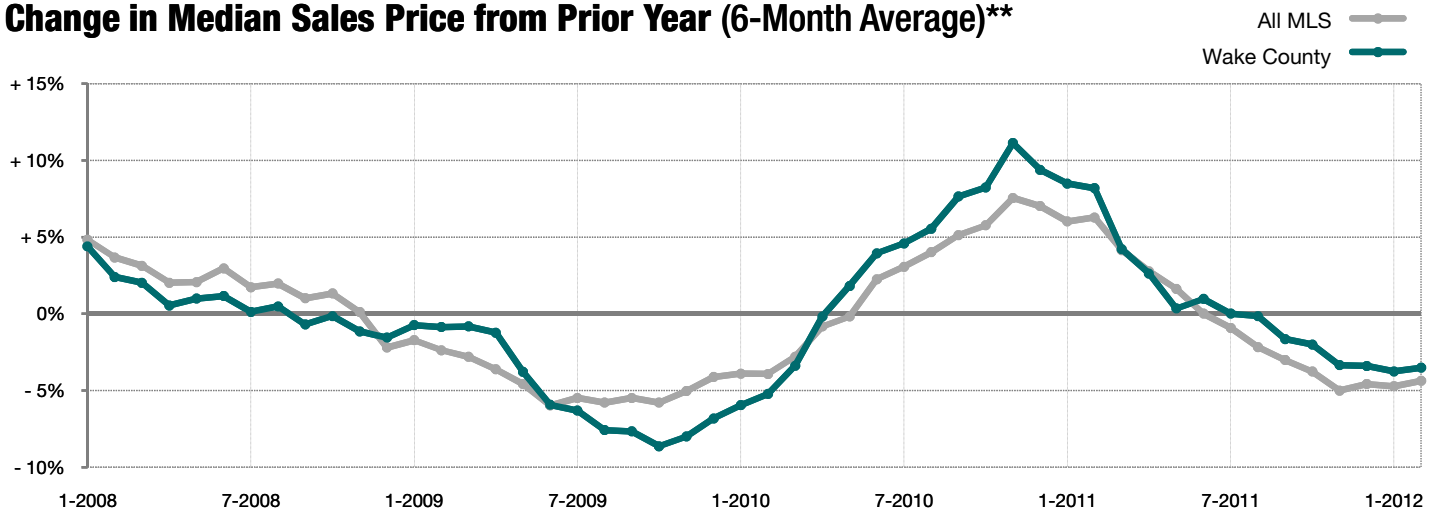


### Year to Date

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 March 12, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.