

Local Market Update – March 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

- 11.3%

Change in
New Listings

+ 13.1%

Change in
Closed Sales

+ 4.2%

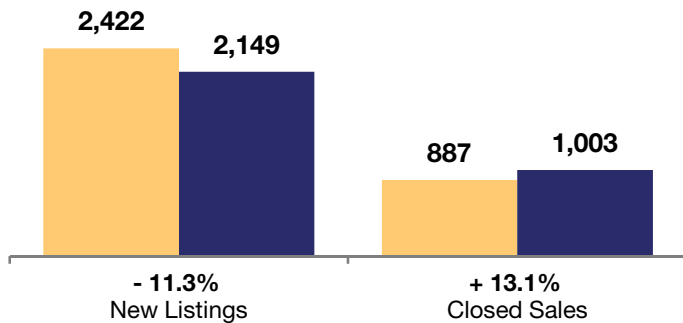
Change in
Median Sales Price

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	2,422	2,149	- 11.3%	5,883	5,345	- 9.1%
Closed Sales	887	1,003	+ 13.1%	2,025	2,440	+ 20.5%
Median Sales Price*	\$201,000	\$209,495	+ 4.2%	\$200,769	\$204,990	+ 2.1%
Average Sales Price*	\$238,513	\$242,595	+ 1.7%	\$240,046	\$237,823	- 0.9%
Total Dollar Volume (in millions)*	\$211.6	\$243.1	+ 14.9%	\$486.1	\$579.9	+ 19.3%
Percent of Original List Price Received*	92.6%	93.9%	+ 1.4%	92.3%	93.2%	+ 1.1%
Percent of List Price Received*	96.6%	97.0%	+ 0.4%	96.5%	96.7%	+ 0.2%
Days on Market Until Sale	124	129	+ 4.2%	121	127	+ 5.0%
Inventory of Homes for Sale	9,051	6,049	- 33.2%	--	--	--
Months Supply of Inventory	10.0	6.6	- 34.2%	--	--	--

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

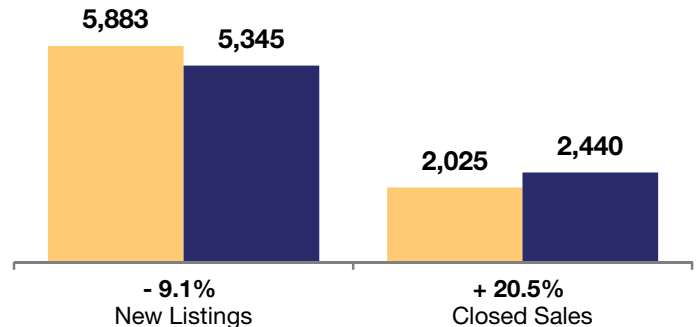
March

2011 2012



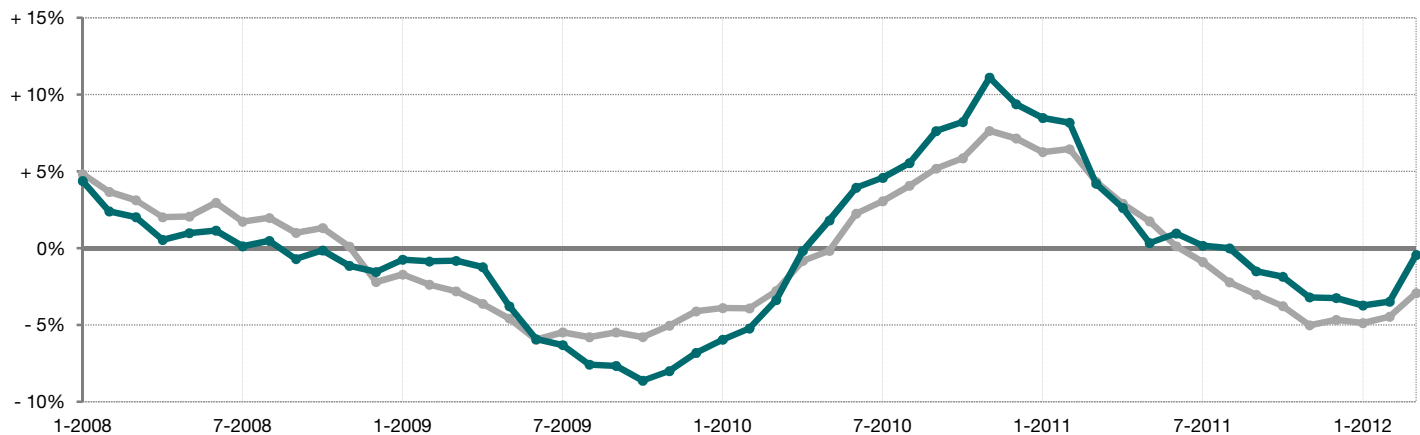
Year to Date

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