

# Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh-North

**+ 7.1%**

Change in  
New Listings

**+ 26.2%**

Change in  
Closed Sales

**+ 7.3%**

Change in  
Median Sales Price

### January

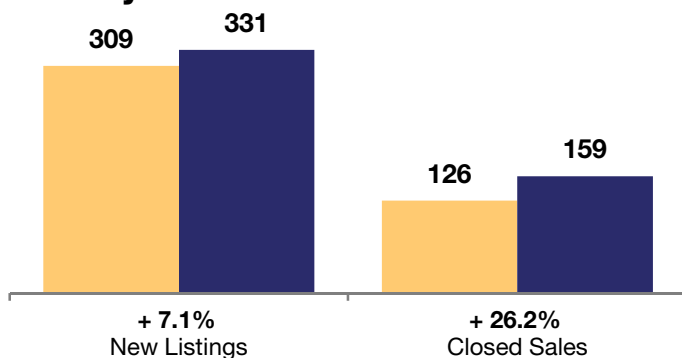
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	309	331	+ 7.1%	309	331	+ 7.1%
Closed Sales	126	159	+ 26.2%	126	159	+ 26.2%
Median Sales Price*	\$221,000	<b>\$237,185</b>	+ 7.3%	\$221,000	<b>\$237,185</b>	+ 7.3%
Average Sales Price*	\$273,205	<b>\$274,723</b>	+ 0.6%	\$273,205	<b>\$274,723</b>	+ 0.6%
Total Dollar Volume (in millions)*	\$34.4	<b>\$43.7</b>	+ 26.9%	\$34.4	<b>\$43.7</b>	+ 26.9%
Percent of Original List Price Received*	91.9%	<b>94.0%</b>	+ 2.2%	91.9%	<b>94.0%</b>	+ 2.2%
Percent of List Price Received*	96.5%	<b>96.8%</b>	+ 0.3%	96.5%	<b>96.8%</b>	+ 0.3%
Days on Market Until Sale	127	<b>122</b>	- 3.5%	127	<b>122</b>	- 3.5%
Inventory of Homes for Sale	1,270	<b>1,054</b>	- 17.0%	--	--	--
Months Supply of Inventory	7.1	<b>4.7</b>	- 33.8%	--	--	--

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

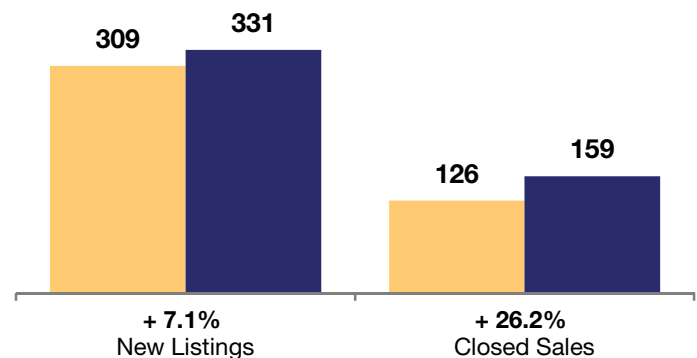
### January

2012 2013



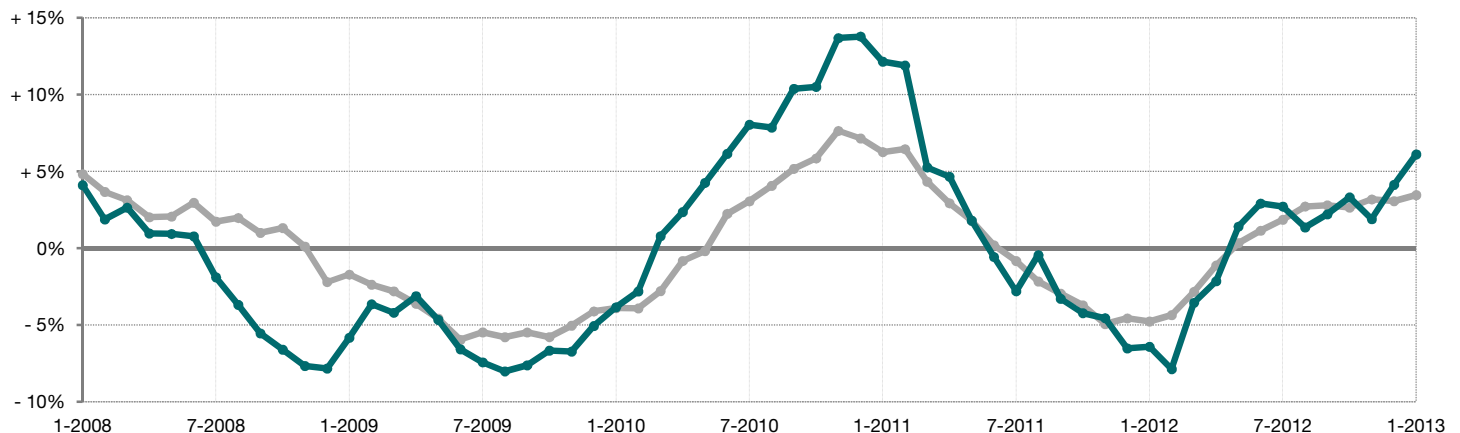
### Year to Date

2012 2013



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

All MLS —  
Raleigh-North —



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