

Local Market Update – February 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

- 21.3%

Change in
New Listings

+ 30.9%

Change in
Closed Sales

+ 6.4%

Change in
Median Sales Price

February

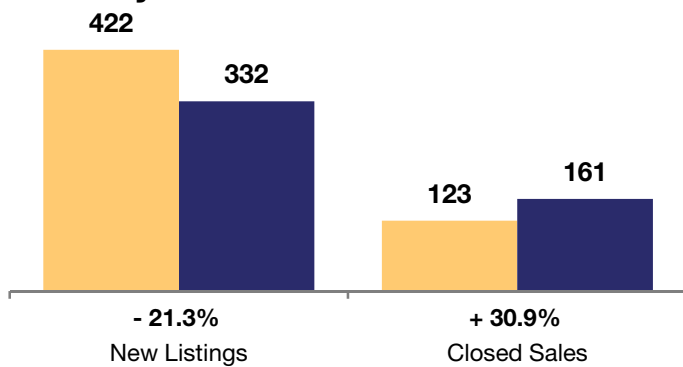
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	422	332	- 21.3%	759	641	- 15.5%
Closed Sales	123	161	+ 30.9%	229	288	+ 25.8%
Median Sales Price*	\$213,395	\$227,000	+ 6.4%	\$225,500	\$225,000	- 0.2%
Average Sales Price*	\$272,047	\$285,930	+ 5.1%	\$279,260	\$279,721	+ 0.2%
Total Dollar Volume (in millions)*	\$33.5	\$46.0	+ 37.6%	\$64.0	\$80.6	+ 26.0%
Percent of Original List Price Received*	92.5%	92.9%	+ 0.4%	91.8%	92.4%	+ 0.6%
Percent of List Price Received*	96.4%	96.1%	- 0.2%	96.5%	96.3%	- 0.2%
Days on Market Until Sale	107	125	+ 16.7%	120	126	+ 5.0%
Inventory of Homes for Sale	1,723	1,128	- 34.5%	--	--	--
Months Supply of Inventory	9.4	6.4	- 32.1%	--	--	--

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

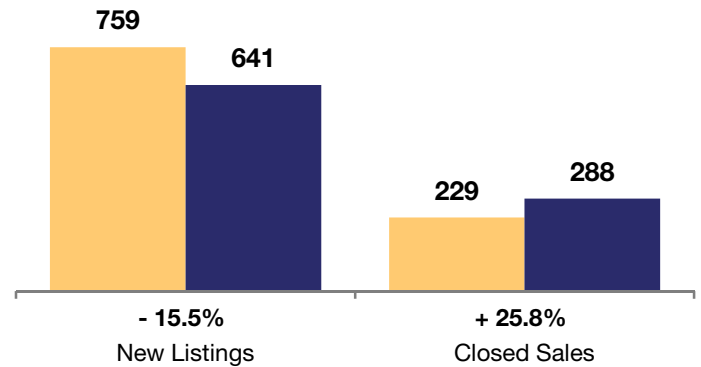
February

2011 2012

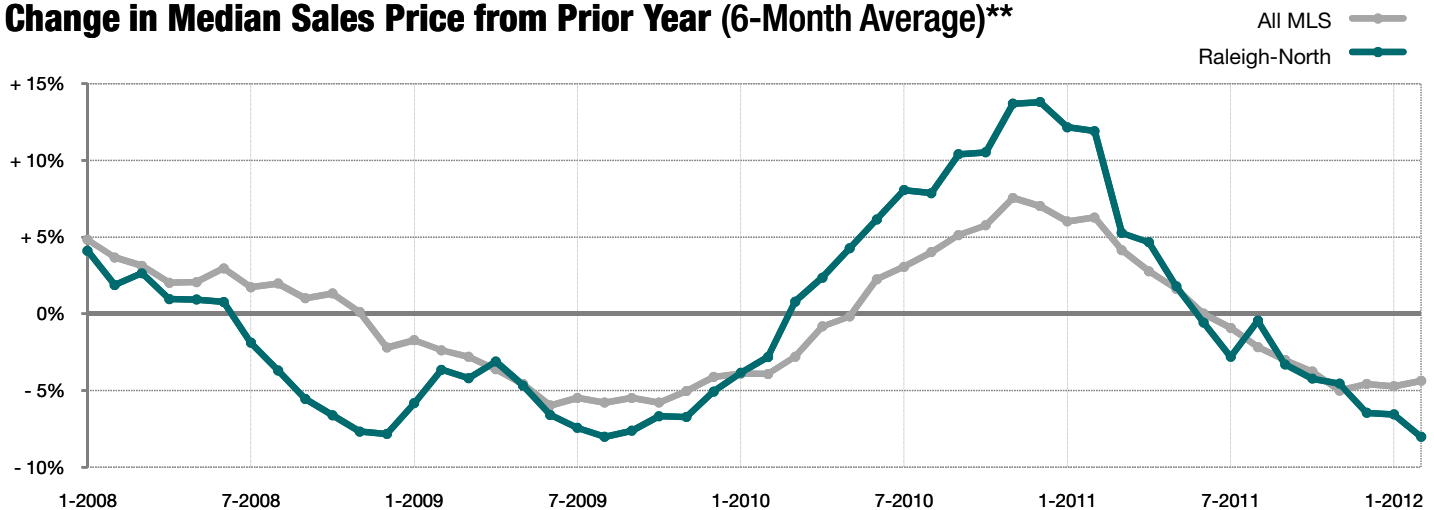


Year to Date

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.