

Local Market Update – February 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 15.9%

Change in
New Listings

+ 15.5%

Change in
Closed Sales

- 2.6%

Change in
Median Sales Price

Raleigh-North

February

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	333	386	+ 15.9%	642	719	+ 12.0%
Closed Sales	161	186	+ 15.5%	287	345	+ 20.2%
Median Sales Price*	\$227,000	\$221,000	- 2.6%	\$225,000	\$230,000	+ 2.2%
Average Sales Price*	\$285,899	\$269,022	- 5.9%	\$280,326	\$271,650	- 3.1%
Total Dollar Volume (in millions)*	\$46.0	\$50.0	+ 8.7%	\$80.5	\$93.7	+ 16.5%
Percent of Original List Price Received*	92.9%	94.4%	+ 1.6%	92.5%	94.2%	+ 1.9%
Percent of List Price Received*	96.1%	97.0%	+ 0.9%	96.3%	96.9%	+ 0.7%
Days on Market Until Sale	125	113	- 9.9%	126	117	- 6.9%
Inventory of Homes for Sale	1,331	1,157	- 13.1%	--	--	--
Months Supply of Inventory	7.4	5.1	- 30.1%	--	--	--

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

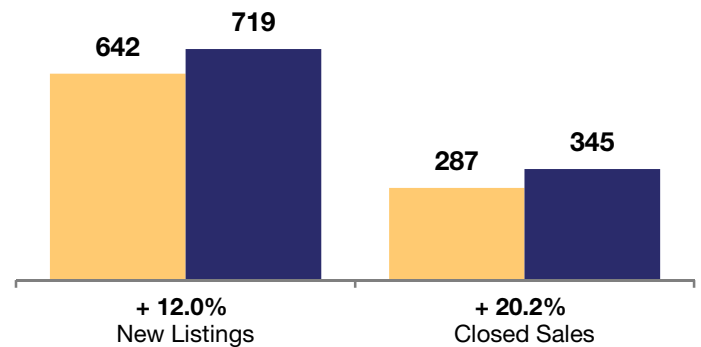
February

2012 2013



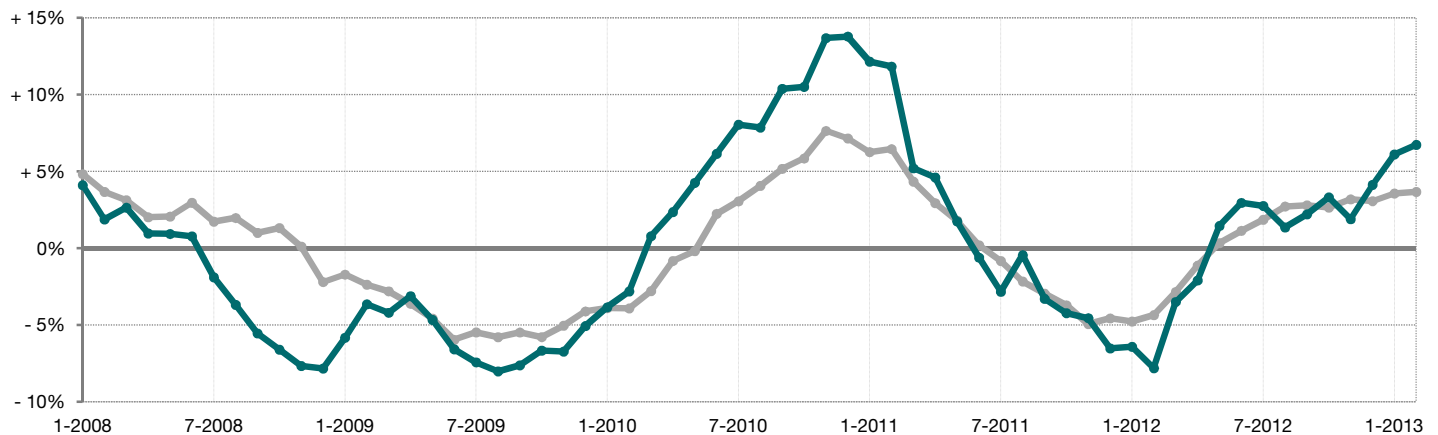
Year to Date

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