

Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 6.8%

Change in
New Listings

+ 12.4%

Change in
Closed Sales

+ 0.1%

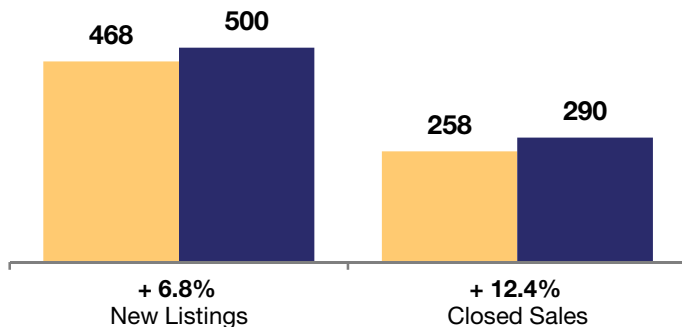
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	468	500	+ 6.8%	1,189	1,181	- 0.7%
Closed Sales	258	290	+ 12.4%	606	643	+ 6.1%
Median Sales Price*	\$231,219	\$231,500	+ 0.1%	\$230,469	\$236,000	+ 2.4%
Average Sales Price*	\$277,024	\$300,650	+ 8.5%	\$273,984	\$289,847	+ 5.8%
Total Dollar Volume (in millions)*	\$71.5	\$87.2	+ 22.0%	\$166.0	\$186.4	+ 12.2%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	94.9%	96.3%	+ 1.5%
Percent of List Price Received*	97.5%	97.8%	+ 0.4%	97.1%	97.9%	+ 0.8%
Days on Market Until Sale	96	91	- 5.2%	108	91	- 15.7%
Inventory of Homes for Sale	1,285	1,145	- 10.9%	--	--	--
Months Supply of Inventory	5.6	3.9	- 30.1%	--	--	--

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

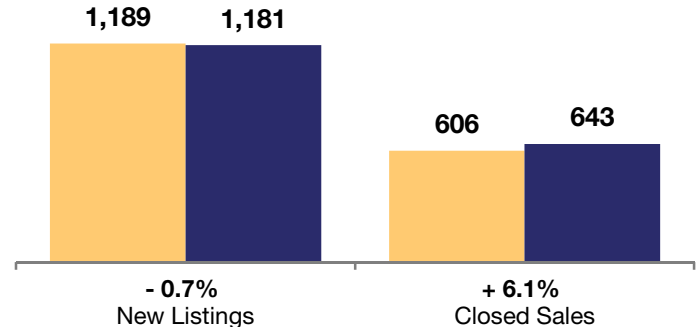
March

2013 2014



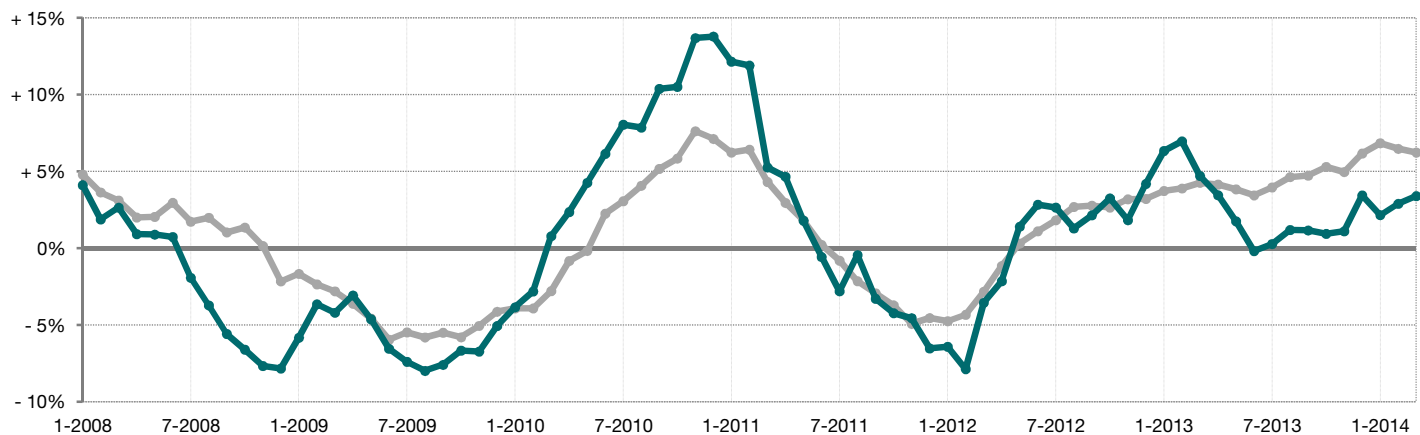
Year to Date

2013 2014



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 April 10, 2014. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.