

Local Market Update – June 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

- 1.9%

Change in
New Listings

+ 12.2%

Change in
Closed Sales

- 2.4%

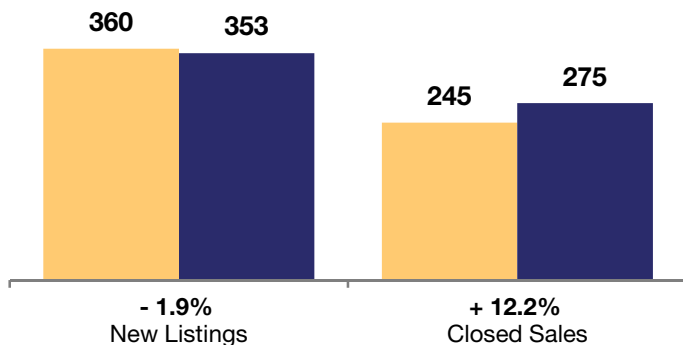
Change in
Median Sales Price

	June			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	360	353	- 1.9%	2,447	2,179	- 11.0%
Closed Sales	245	275	+ 12.2%	1,035	1,292	+ 24.8%
Median Sales Price*	\$232,000	\$226,500	- 2.4%	\$225,900	\$232,475	+ 2.9%
Average Sales Price*	\$283,610	\$288,723	+ 1.8%	\$273,757	\$281,602	+ 2.9%
Total Dollar Volume (in millions)*	\$69.5	\$79.4	+ 14.3%	\$283.3	\$363.8	+ 28.4%
Percent of Original List Price Received*	93.3%	94.5%	+ 1.4%	93.0%	94.0%	+ 1.1%
Percent of List Price Received*	96.4%	96.6%	+ 0.2%	96.7%	96.7%	- 0.1%
Days on Market Until Sale	118	112	- 5.0%	120	121	+ 0.8%
Inventory of Homes for Sale	1,908	1,138	- 40.4%	--	--	--
Months Supply of Inventory	11.6	5.8	- 50.5%	--	--	--

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

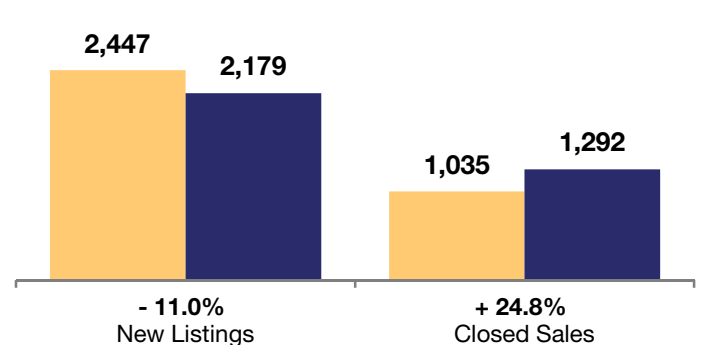
June

2011 2012



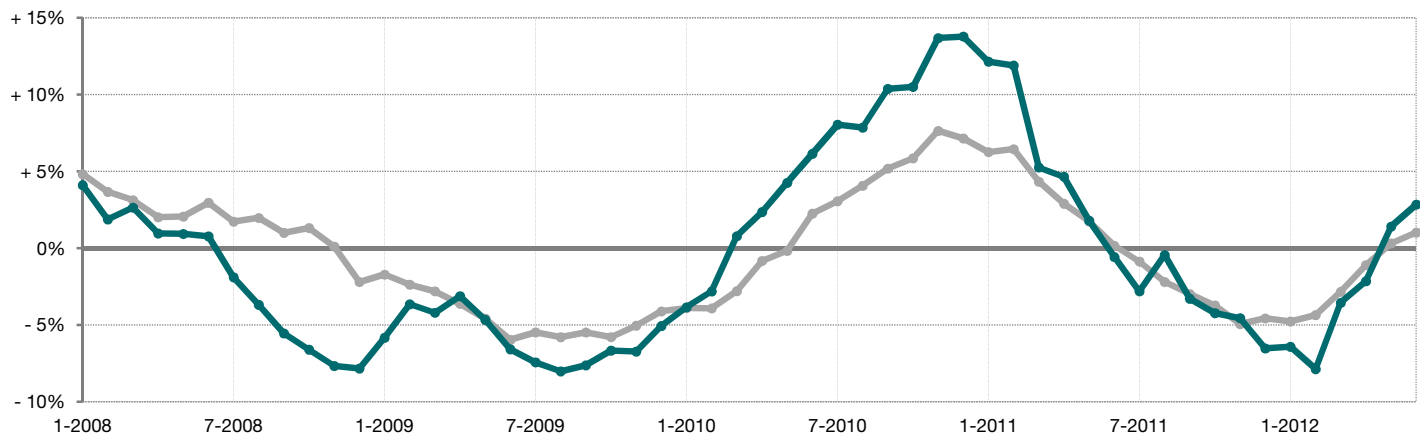
Year to Date

2011 2012



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