

# Local Market Update – June 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh-North

**+ 6.3%**

Change in  
New Listings

**+ 10.0%**

Change in  
Closed Sales

**+ 9.1%**

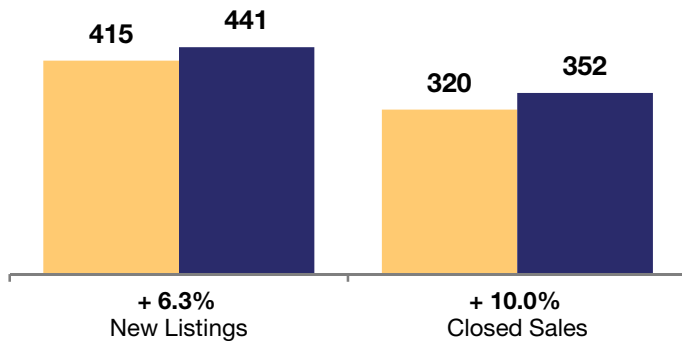
Change in  
Median Sales Price

|  | June      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2013      | 2014             | + / -   | 2013         | 2014             | + / -   |
| New Listings                             | 415       | 441              | + 6.3%  | 2,543        | 2,651            | + 4.2%  |
| Closed Sales                             | 320       | 352              | + 10.0% | 1,674        | 1,709            | + 2.1%  |
| Median Sales Price*                      | \$222,000 | <b>\$242,250</b> | + 9.1%  | \$232,000    | <b>\$242,150</b> | + 4.4%  |
| Average Sales Price*                     | \$270,949 | <b>\$299,526</b> | + 10.5% | \$277,765    | <b>\$291,423</b> | + 4.9%  |
| Total Dollar Volume (in millions)*       | \$86.7    | <b>\$105.4</b>   | + 21.6% | \$465.0      | <b>\$498.0</b>   | + 7.1%  |
| Percent of Original List Price Received* | 96.1%     | <b>97.4%</b>     | + 1.4%  | 95.8%        | <b>96.8%</b>     | + 1.0%  |
| Percent of List Price Received*          | 97.4%     | <b>98.4%</b>     | + 1.0%  | 97.5%        | <b>98.1%</b>     | + 0.7%  |
| Days on Market Until Sale                | 88        | <b>75</b>        | - 14.8% | 96           | <b>82</b>        | - 14.6% |
| Inventory of Homes for Sale              | 1,349     | <b>1,320</b>     | - 2.1%  | --           | --               | --      |
| Months Supply of Inventory               | 5.3       | <b>4.5</b>       | - 15.7% | --           | --               | --      |

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

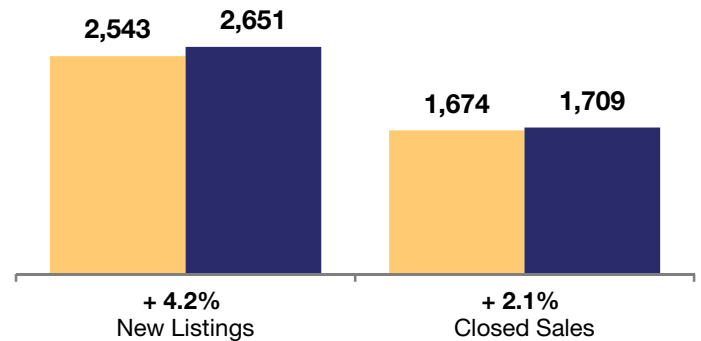
### June

2013 2014



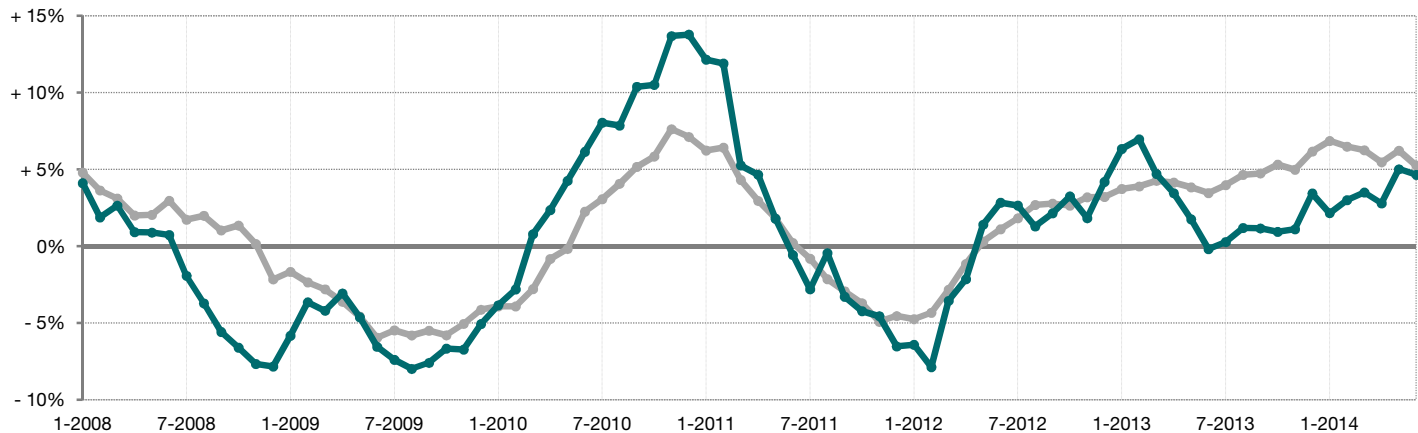
### Year to Date

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