

Local Market Update – July 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 27.8%

Change in
New Listings

+ 9.7%

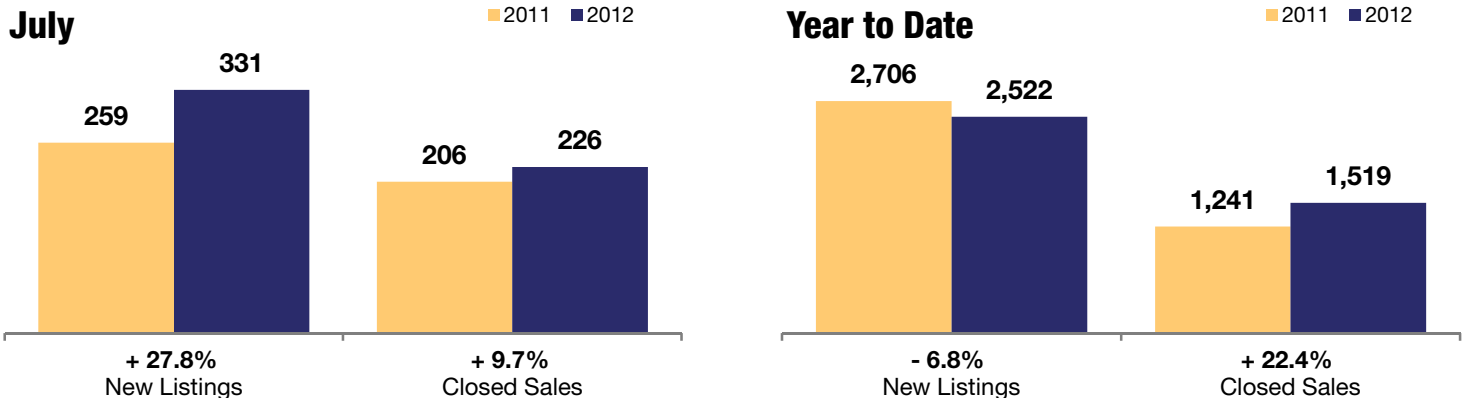
Change in
Closed Sales

- 4.9%

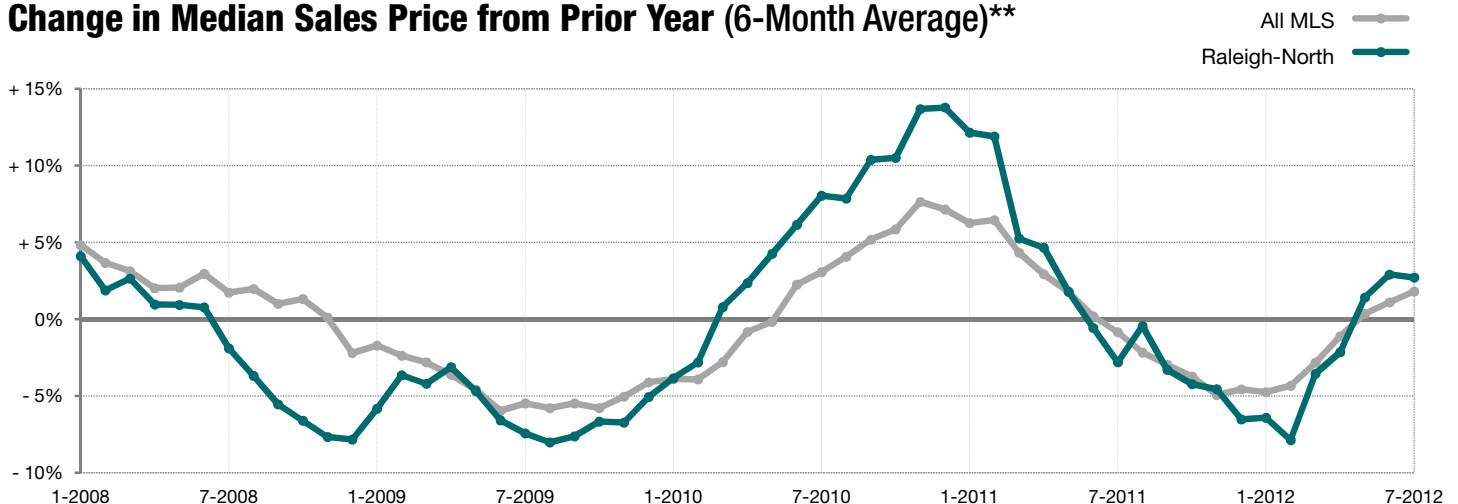
Change in
Median Sales Price

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	259	331	+ 27.8%	2,706	2,522	- 6.8%
Closed Sales	206	226	+ 9.7%	1,241	1,519	+ 22.4%
Median Sales Price*	\$236,000	\$224,450	- 4.9%	\$227,000	\$231,500	+ 2.0%
Average Sales Price*	\$271,613	\$256,534	- 5.6%	\$273,403	\$278,145	+ 1.7%
Total Dollar Volume (in millions)*	\$55.7	\$58.0	+ 4.0%	\$339.1	\$422.5	+ 24.6%
Percent of Original List Price Received*	92.7%	95.0%	+ 2.5%	92.9%	94.1%	+ 1.3%
Percent of List Price Received*	96.3%	97.1%	+ 0.8%	96.7%	96.7%	+ 0.1%
Days on Market Until Sale	117	110	- 5.8%	119	119	- 0.2%
Inventory of Homes for Sale	1,779	1,166	- 34.5%	--	--	--
Months Supply of Inventory	10.7	5.8	- 45.2%	--	--	--

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



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