

Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 4.8%

+ 25.8%

- 2.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Raleigh-North

August

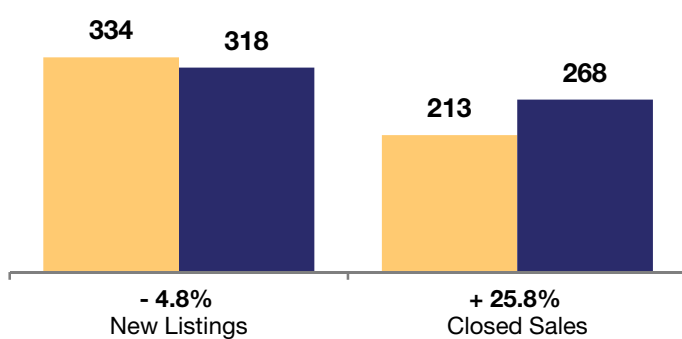
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	334	318	- 4.8%	3,040	2,840	- 6.6%
Closed Sales	213	268	+ 25.8%	1,454	1,787	+ 22.9%
Median Sales Price*	\$240,000	\$233,250	- 2.8%	\$228,000	\$232,000	+ 1.8%
Average Sales Price*	\$295,212	\$286,503	- 3.0%	\$276,587	\$279,398	+ 1.0%
Total Dollar Volume (in millions)*	\$62.6	\$76.8	+ 22.7%	\$401.7	\$499.3	+ 24.3%
Percent of Original List Price Received*	92.8%	94.4%	+ 1.7%	92.9%	94.2%	+ 1.4%
Percent of List Price Received*	96.4%	96.8%	+ 0.4%	96.6%	96.7%	+ 0.1%
Days on Market Until Sale	120	106	- 11.5%	119	117	- 1.9%
Inventory of Homes for Sale	1,685	1,091	- 35.3%	--	--	--
Months Supply of Inventory	9.9	5.3	- 46.0%	--	--	--

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

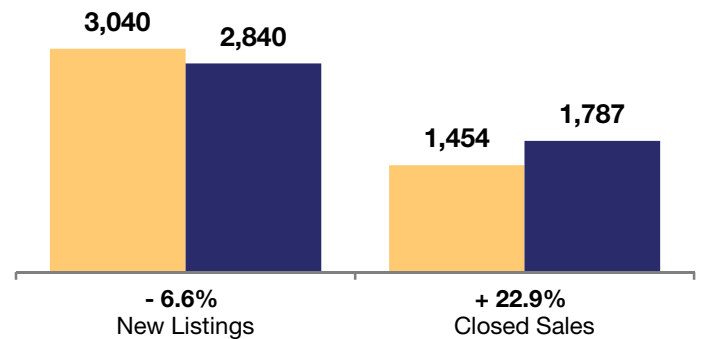
August

2011 2012



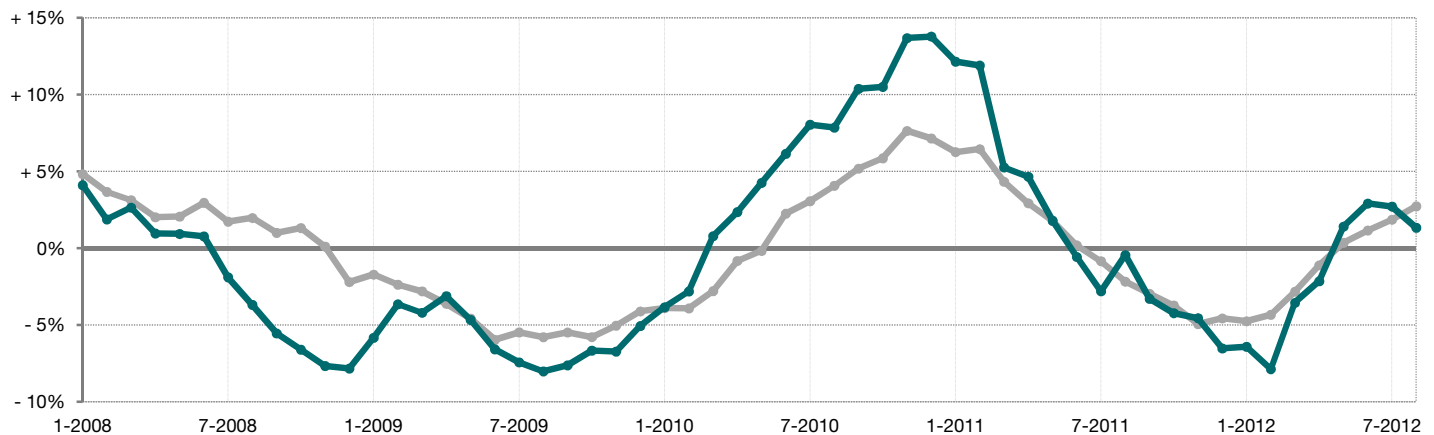
Year to Date

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