

Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 26.9%

Change in
New Listings

+ 37.5%

Change in
Closed Sales

+ 4.5%

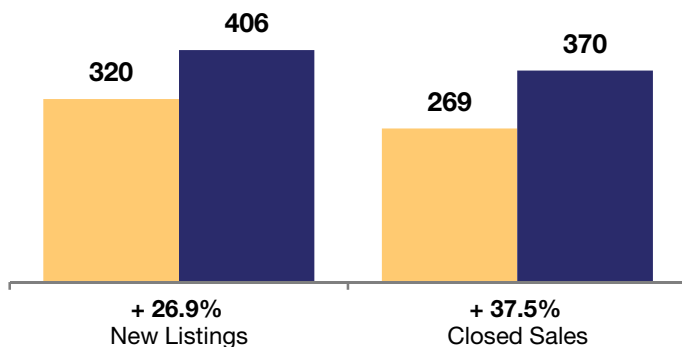
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	320	406	+ 26.9%	2,841	3,365	+ 18.4%
Closed Sales	269	370	+ 37.5%	1,787	2,407	+ 34.7%
Median Sales Price*	\$233,500	\$244,000	+ 4.5%	\$232,000	\$233,900	+ 0.8%
Average Sales Price*	\$286,295	\$292,526	+ 2.2%	\$278,444	\$282,081	+ 1.3%
Total Dollar Volume (in millions)*	\$77.0	\$108.2	+ 40.5%	\$497.6	\$679.0	+ 36.5%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.3%	94.2%	96.0%	+ 2.0%
Percent of List Price Received*	96.7%	97.8%	+ 1.1%	96.7%	97.6%	+ 0.9%
Days on Market Until Sale	106	79	- 25.2%	117	92	- 21.8%
Inventory of Homes for Sale	1,326	1,203	- 9.3%	--	--	--
Months Supply of Inventory	6.5	4.4	- 32.0%	--	--	--

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

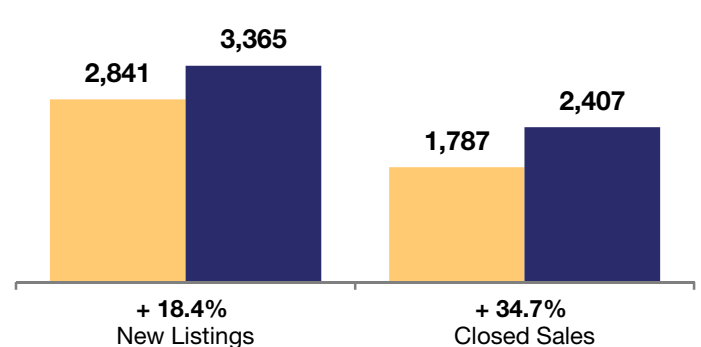
August

2012 2013



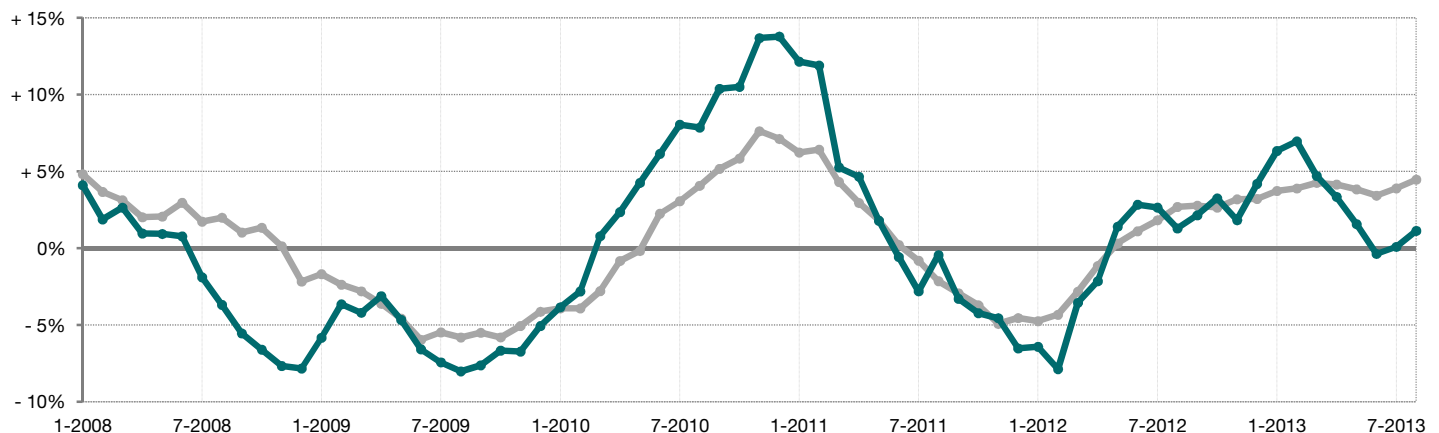
Year to Date

2012 2013



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, 2013. All data from Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.