

Local Market Update – September 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 14.6%

Change in
New Listings

+ 21.7%

Change in
Closed Sales

- 2.0%

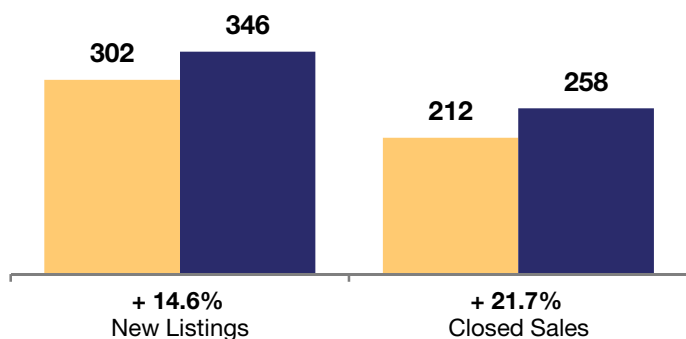
Change in
Median Sales Price

	September			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	302	346	+ 14.6%	3,143	3,711	+ 18.1%
Closed Sales	212	258	+ 21.7%	1,999	2,669	+ 33.5%
Median Sales Price*	\$233,000	\$228,450	- 2.0%	\$232,000	\$233,900	+ 0.8%
Average Sales Price*	\$286,773	\$269,577	- 6.0%	\$279,327	\$281,198	+ 0.7%
Total Dollar Volume (in millions)*	\$60.8	\$69.6	+ 14.4%	\$558.4	\$750.5	+ 34.4%
Percent of Original List Price Received*	94.8%	96.1%	+ 1.4%	94.2%	96.0%	+ 1.9%
Percent of List Price Received*	96.8%	98.1%	+ 1.3%	96.7%	97.7%	+ 0.9%
Days on Market Until Sale	108	88	- 17.9%	116	91	- 21.4%
Inventory of Homes for Sale	1,302	1,174	- 9.8%	--	--	--
Months Supply of Inventory	6.3	4.2	- 32.4%	--	--	--

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

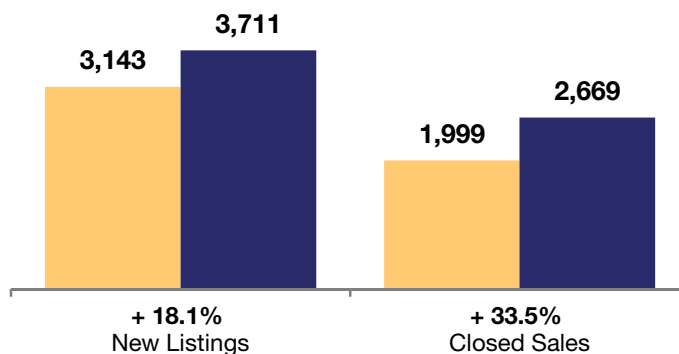
September

2012 2013



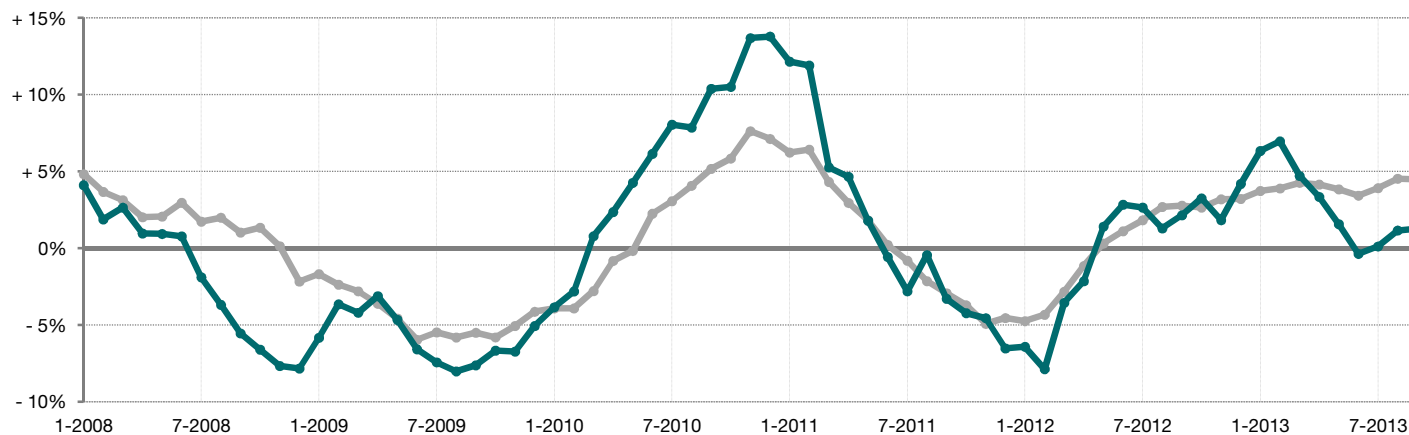
Year to Date

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