

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 3.2%

Change in
New Listings

+ 56.8%

Change in
Closed Sales

+ 4.2%

Change in
Median Sales Price

November

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	217	224	+ 3.2%	3,798	3,679	- 3.1%
Closed Sales	146	229	+ 56.8%	1,937	2,433	+ 25.6%
Median Sales Price*	\$225,000	\$234,500	+ 4.2%	\$227,000	\$232,900	+ 2.6%
Average Sales Price*	\$264,616	\$294,323	+ 11.2%	\$273,117	\$283,149	+ 3.7%
Total Dollar Volume (in millions)*	\$38.6	\$67.4	+ 74.5%	\$528.5	\$688.9	+ 30.3%
Percent of Original List Price Received*	93.2%	94.0%	+ 0.9%	92.9%	94.3%	+ 1.5%
Percent of List Price Received*	96.5%	96.9%	+ 0.5%	96.6%	96.8%	+ 0.2%
Days on Market Until Sale	125	117	- 6.7%	121	115	- 5.1%
Inventory of Homes for Sale	1,395	977	- 30.0%	--	--	--
Months Supply of Inventory	8.0	4.5	- 44.1%	--	--	--

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

November

2011 2012



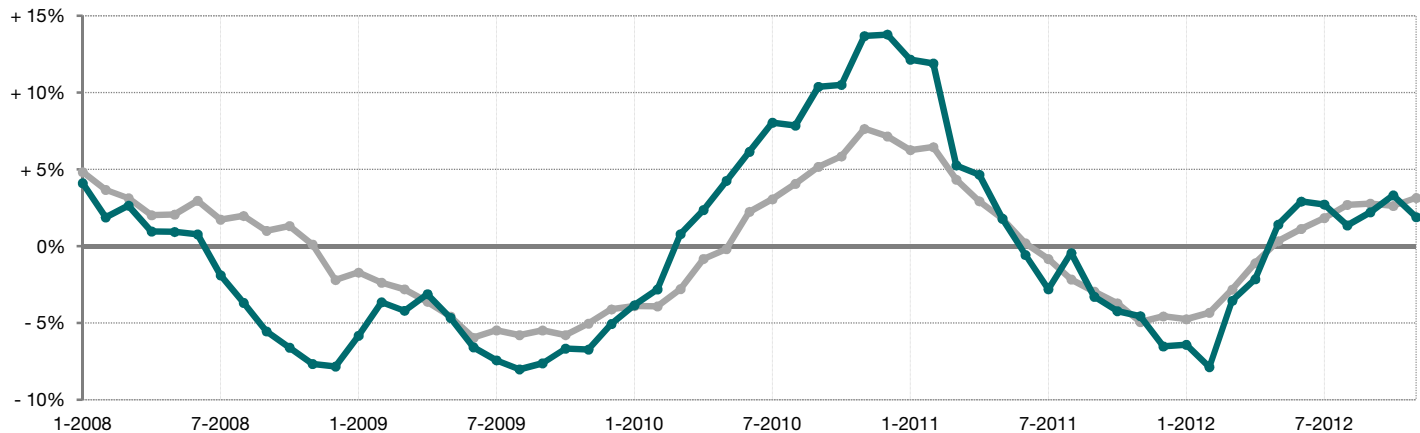
Year to Date

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