

Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 14.2%

Change in
New Listings

+ 6.1%

Change in
Closed Sales

- 3.6%

Change in
Median Sales Price

Raleigh-North

November

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	225	257	+ 14.2%	3,678	4,333	+ 17.8%
Closed Sales	229	243	+ 6.1%	2,432	3,182	+ 30.8%
Median Sales Price*	\$234,500	\$226,000	- 3.6%	\$232,900	\$234,950	+ 0.9%
Average Sales Price*	\$294,323	\$284,054	- 3.5%	\$282,473	\$284,466	+ 0.7%
Total Dollar Volume (in millions)*	\$67.4	\$69.0	+ 2.4%	\$687.0	\$905.2	+ 31.8%
Percent of Original List Price Received*	94.0%	96.2%	+ 2.3%	94.3%	96.0%	+ 1.9%
Percent of List Price Received*	96.9%	97.6%	+ 0.7%	96.8%	97.7%	+ 0.9%
Days on Market Until Sale	117	79	- 32.0%	115	90	- 21.2%
Inventory of Homes for Sale	1,163	1,052	- 9.5%	--	--	--
Months Supply of Inventory	5.3	3.7	- 30.5%	--	--	--

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

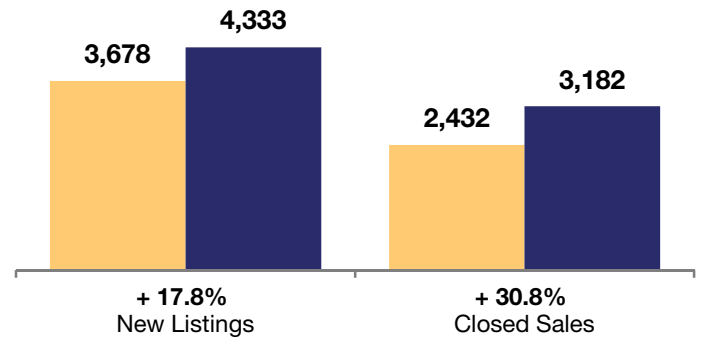
November

2012 2013



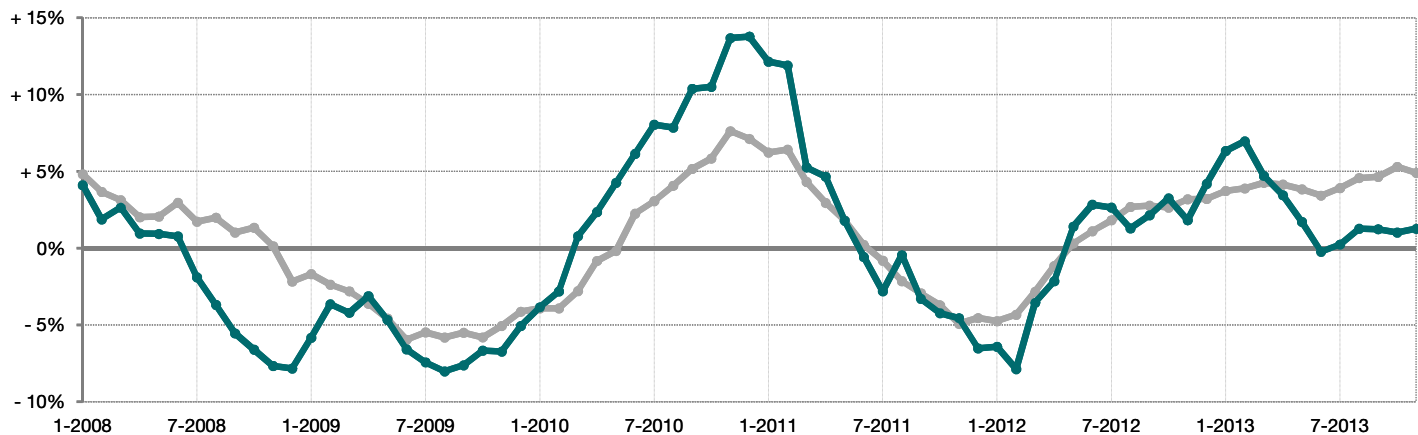
Year to Date

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