

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 2.5%

Change in
New Listings

+ 39.3%

Change in
Closed Sales

+ 12.4%

Change in
Median Sales Price

Raleigh-North

December

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	201	196	- 2.5%	3,879	4,529	+ 16.8%
Closed Sales	214	298	+ 39.3%	2,646	3,481	+ 31.6%
Median Sales Price*	\$232,750	\$261,505	+ 12.4%	\$232,900	\$235,500	+ 1.1%
Average Sales Price*	\$286,866	\$304,541	+ 6.2%	\$282,828	\$286,137	+ 1.2%
Total Dollar Volume (in millions)*	\$61.4	\$90.8	+ 47.8%	\$748.4	\$996.0	+ 33.1%
Percent of Original List Price Received*	93.8%	95.9%	+ 2.2%	94.2%	96.0%	+ 1.9%
Percent of List Price Received*	96.7%	97.6%	+ 0.9%	96.8%	97.7%	+ 0.9%
Days on Market Until Sale	116	90	- 22.4%	115	90	- 21.7%
Inventory of Homes for Sale	1,053	903	- 14.2%	--	--	--
Months Supply of Inventory	4.8	3.1	- 34.8%	--	--	--

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

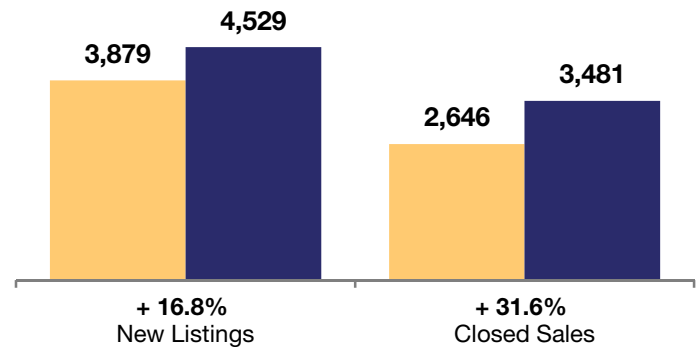
December

2012 2013



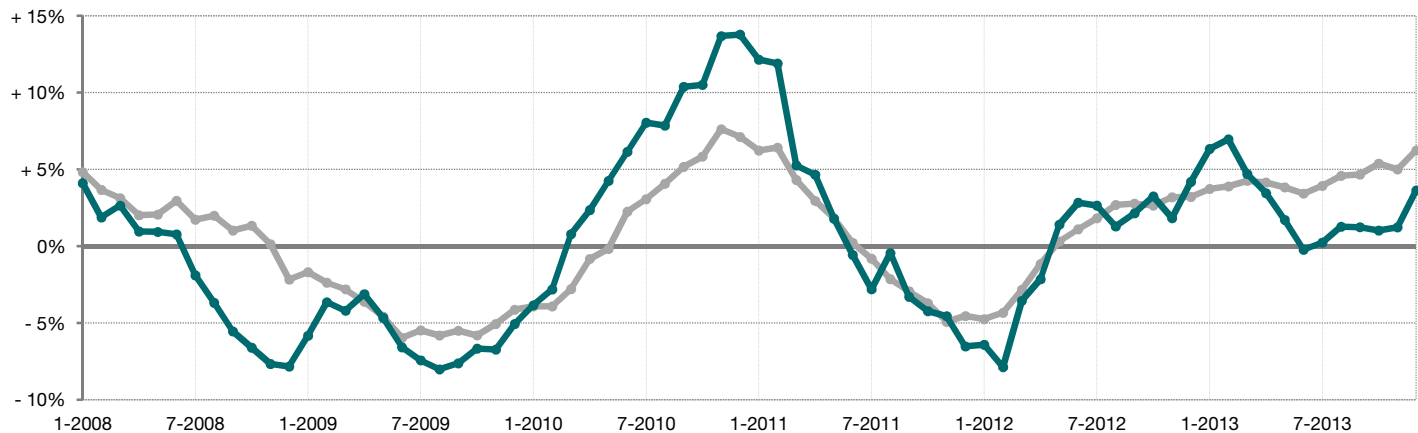
Year to Date

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 January 10, 2014. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.