

Local Market Update – January 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 8.2%

Change in
New Listings

+ 14.3%

Change in
Closed Sales

- 2.4%

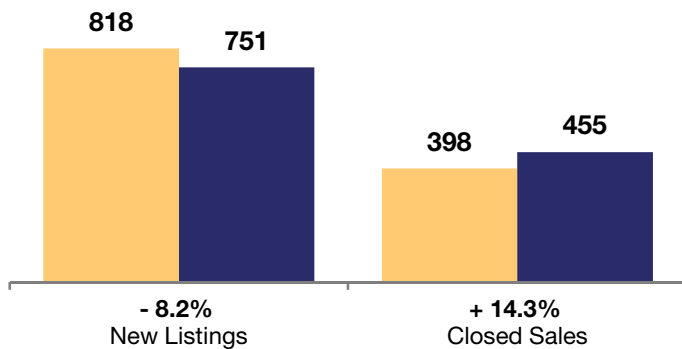
Change in
Median Sales Price

	January			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	818	751	- 8.2%	818	751	- 8.2%
Closed Sales	398	455	+ 14.3%	398	455	+ 14.3%
Median Sales Price*	\$190,500	\$186,000	- 2.4%	\$190,500	\$186,000	- 2.4%
Average Sales Price*	\$236,491	\$249,958	+ 5.7%	\$236,491	\$249,958	+ 5.7%
Total Dollar Volume (in millions)*	\$94.1	\$113.7	+ 20.8%	\$94.1	\$113.7	+ 20.8%
Percent of Original List Price Received*	93.7%	95.2%	+ 1.6%	93.7%	95.2%	+ 1.6%
Percent of List Price Received*	96.5%	97.1%	+ 0.6%	96.5%	97.1%	+ 0.6%
Days on Market Until Sale	114	91	- 20.2%	114	91	- 20.2%
Inventory of Homes for Sale	2,718	2,486	- 8.5%	--	--	--
Months Supply of Inventory	5.2	3.8	- 26.3%	--	--	--

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

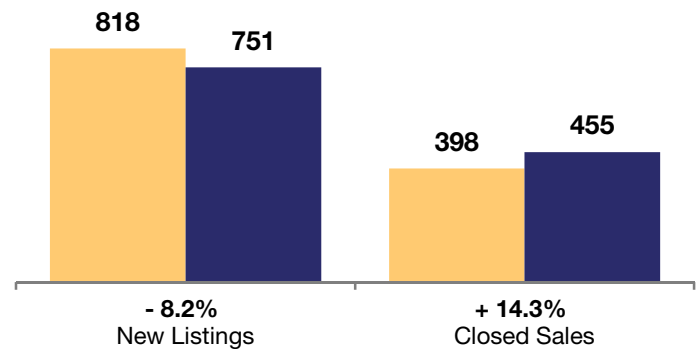
January

2013 2014



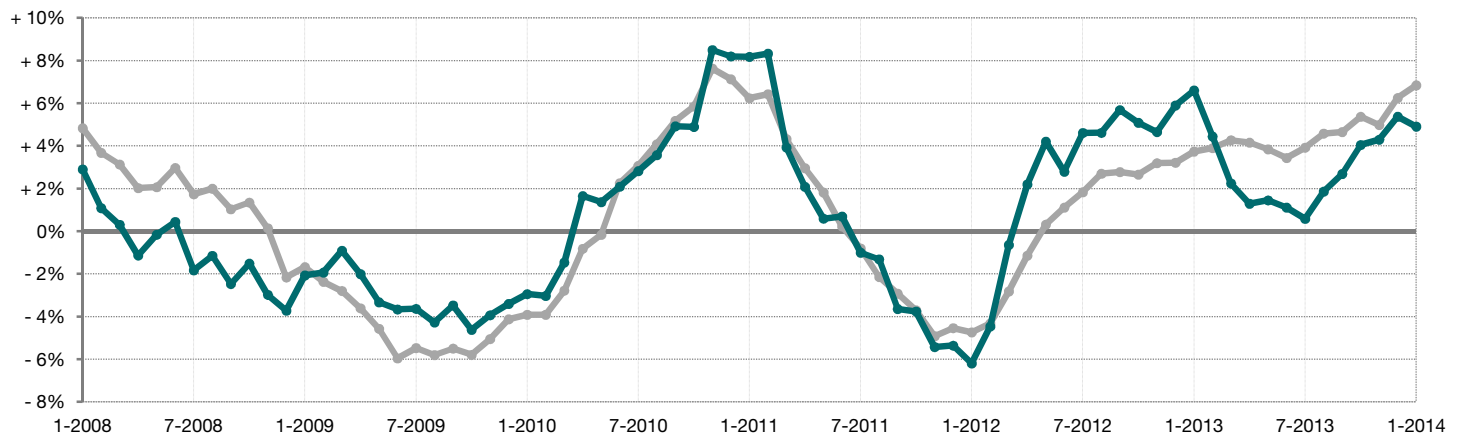
Year to Date

2013 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Raleigh —



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