

Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 1.3%

Change in
New Listings

+ 20.9%

Change in
Closed Sales

- 1.6%

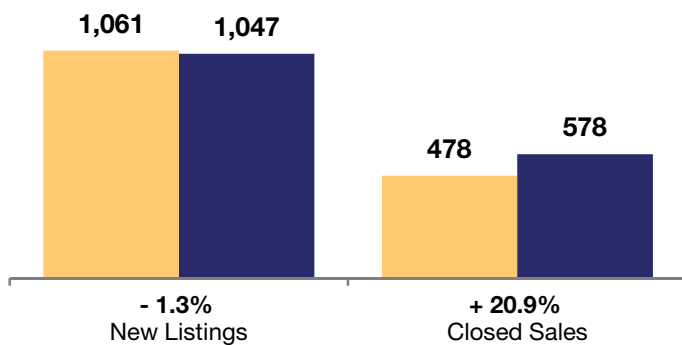
Change in
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,061	1,047	- 1.3%	2,579	2,747	+ 6.5%
Closed Sales	478	578	+ 20.9%	1,178	1,440	+ 22.2%
Median Sales Price*	\$195,153	\$192,000	- 1.6%	\$188,000	\$188,000	0.0%
Average Sales Price*	\$245,649	\$237,414	- 3.4%	\$237,376	\$231,915	- 2.3%
Total Dollar Volume (in millions)*	\$117.4	\$137.2	+ 16.9%	\$279.4	\$334.0	+ 19.5%
Percent of Original List Price Received*	93.3%	95.4%	+ 2.3%	92.7%	94.5%	+ 1.9%
Percent of List Price Received*	96.6%	97.4%	+ 0.8%	96.3%	97.0%	+ 0.6%
Days on Market Until Sale	130	102	- 21.2%	127	108	- 14.5%
Inventory of Homes for Sale	3,600	2,934	- 18.5%	--	--	--
Months Supply of Inventory	8.2	5.4	- 34.1%	--	--	--

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

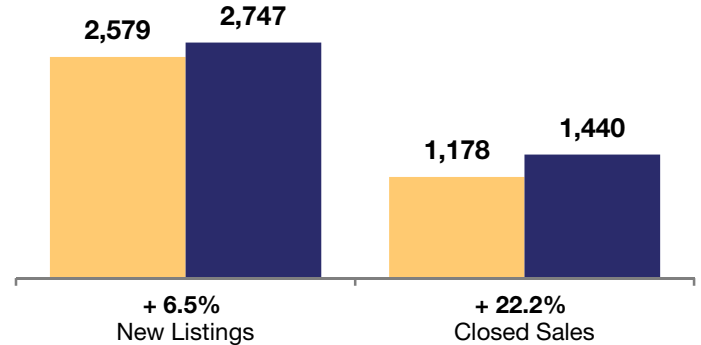
March

2012 2013



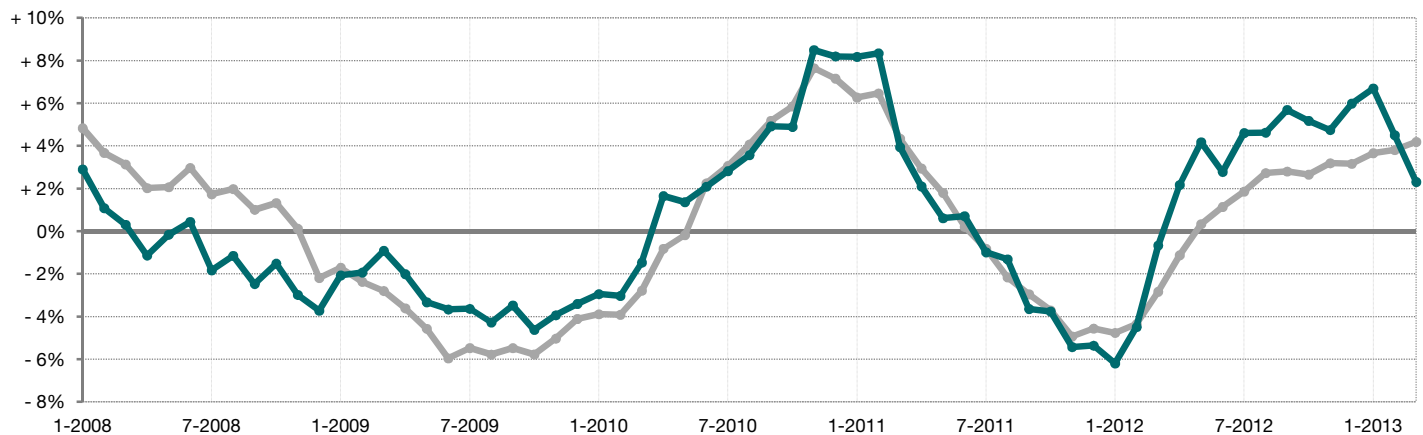
Year to Date

2012 2013



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