

# Local Market Update – April 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh

**+ 22.1%**

Change in  
New Listings

**+ 43.2%**

Change in  
Closed Sales

**+ 0.3%**

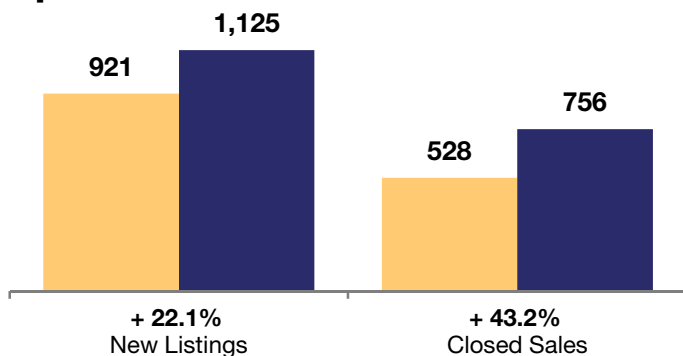
Change in  
Median Sales Price

|  | April     |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2012      | 2013             | + / -   | 2012         | 2013             | + / -   |
| New Listings                             | 921       | <b>1,125</b>     | + 22.1% | 3,500        | <b>3,880</b>     | + 10.9% |
| Closed Sales                             | 528       | <b>756</b>       | + 43.2% | 1,706        | <b>2,198</b>     | + 28.8% |
| Median Sales Price*                      | \$196,000 | <b>\$196,674</b> | + 0.3%  | \$190,000    | <b>\$190,000</b> | 0.0%    |
| Average Sales Price*                     | \$243,244 | <b>\$242,223</b> | - 0.4%  | \$239,193    | <b>\$235,399</b> | - 1.6%  |
| Total Dollar Volume (in millions)*       | \$128.4   | <b>\$183.1</b>   | + 42.6% | \$407.9      | <b>\$517.4</b>   | + 26.9% |
| Percent of Original List Price Received* | 94.3%     | <b>95.4%</b>     | + 1.1%  | 93.2%        | <b>94.8%</b>     | + 1.7%  |
| Percent of List Price Received*          | 97.1%     | <b>97.2%</b>     | + 0.1%  | 96.6%        | <b>97.0%</b>     | + 0.5%  |
| Days on Market Until Sale                | 126       | <b>97</b>        | - 22.7% | 127          | <b>105</b>       | - 17.4% |
| Inventory of Homes for Sale              | 3,663     | <b>3,116</b>     | - 14.9% | --           | --               | --      |
| Months Supply of Inventory               | 8.3       | <b>5.6</b>       | - 32.7% | --           | --               | --      |

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

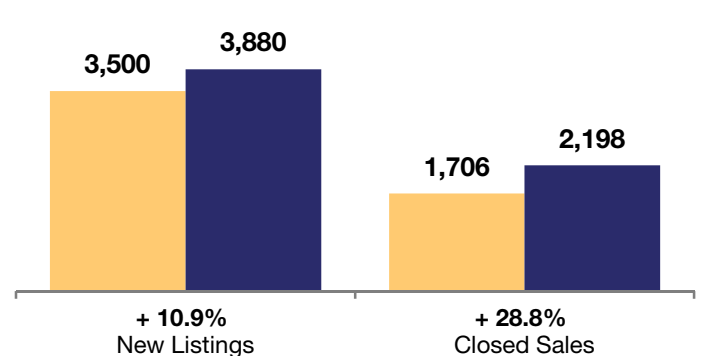
### April

2012 2013



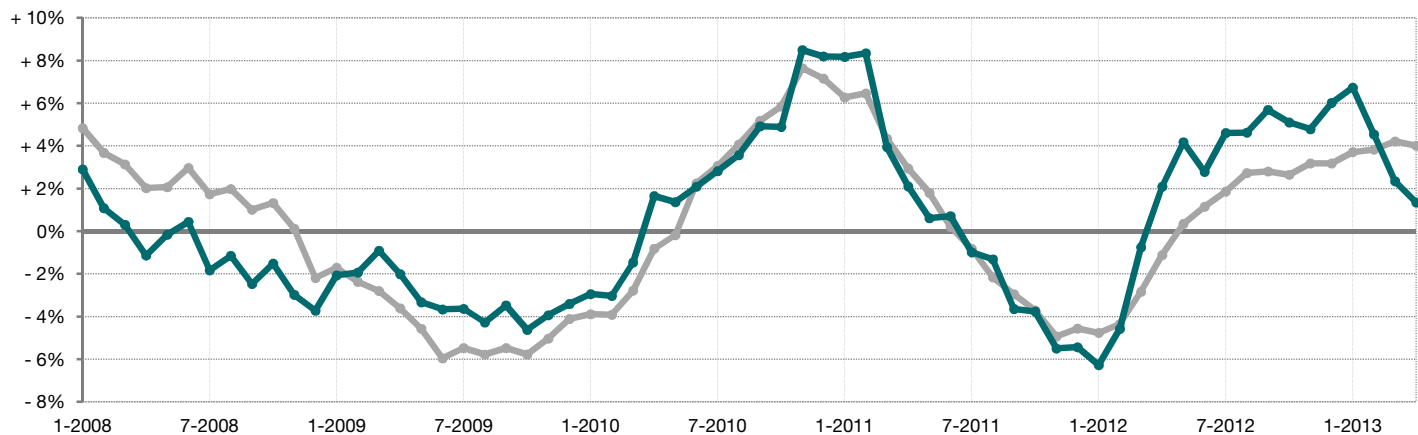
### Year to Date

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