

Local Market Update – June 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

+ 0.7%

Change in
New Listings

+ 21.9%

Change in
Closed Sales

- 3.0%

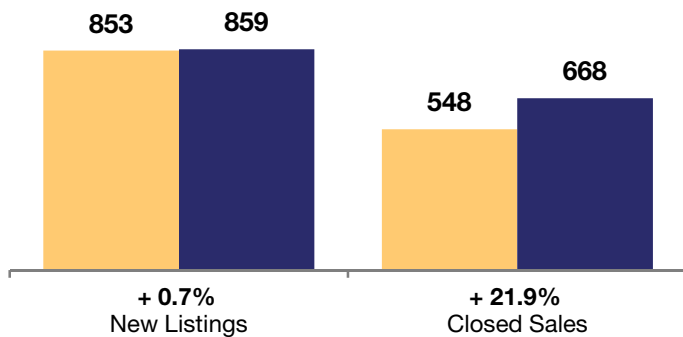
Change in
Median Sales Price

	June			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	853	859	+ 0.7%	5,718	5,224	- 8.6%
Closed Sales	548	668	+ 21.9%	2,428	2,992	+ 23.2%
Median Sales Price*	\$197,900	\$192,000	- 3.0%	\$186,000	\$191,400	+ 2.9%
Average Sales Price*	\$251,373	\$253,189	+ 0.7%	\$235,152	\$243,547	+ 3.6%
Total Dollar Volume (in millions)*	\$137.5	\$169.2	+ 23.0%	\$571.2	\$728.5	+ 27.5%
Percent of Original List Price Received*	93.1%	94.5%	+ 1.5%	92.2%	93.8%	+ 1.7%
Percent of List Price Received*	96.2%	97.1%	+ 0.9%	96.5%	96.8%	+ 0.4%
Days on Market Until Sale	115	115	- 0.1%	123	121	- 1.6%
Inventory of Homes for Sale	4,646	2,880	- 38.0%	--	--	--
Months Supply of Inventory	12.1	6.2	- 48.7%	--	--	--

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

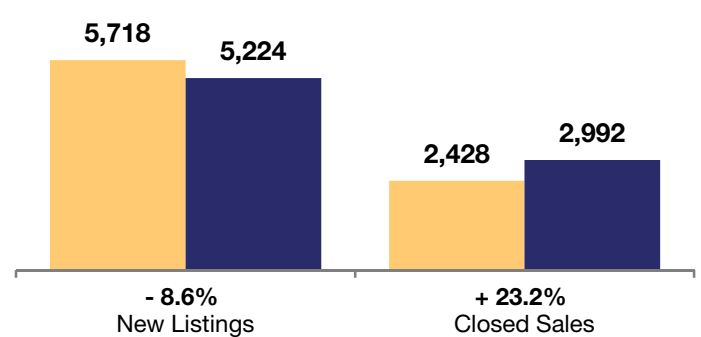
June

2011 2012



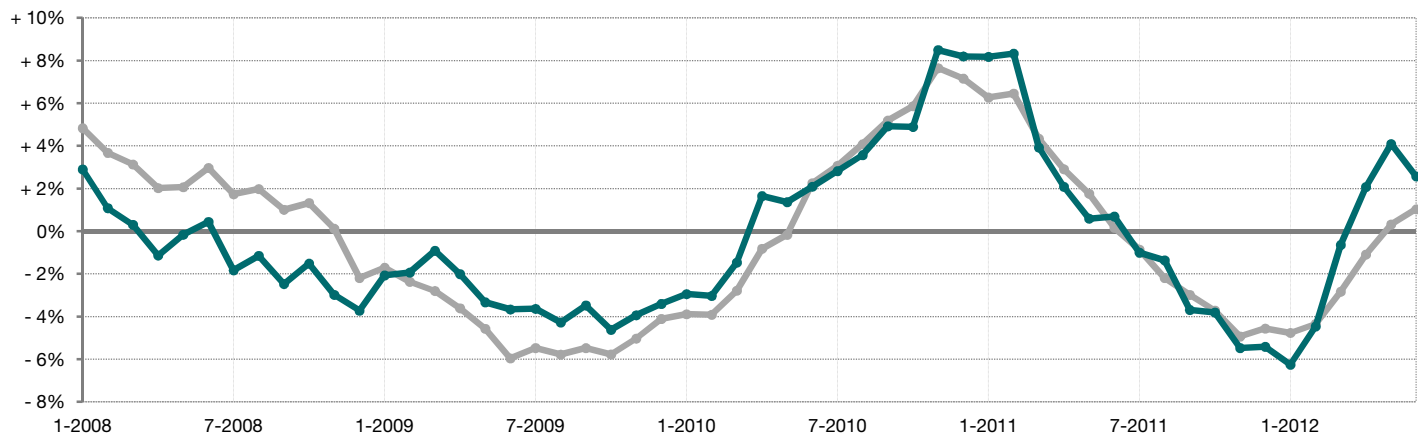
Year to Date

2011 2012



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 July 10, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.