

# Local Market Update – July 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh

**+ 11.1%**

Change in  
New Listings

**+ 20.1%**

Change in  
Closed Sales

**+ 5.4%**

Change in  
Median Sales Price

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	709	788	+ 11.1%	6,427	6,034	- 6.1%
Closed Sales	478	574	+ 20.1%	2,906	3,567	+ 22.7%
Median Sales Price*	\$185,000	\$195,000	+ 5.4%	\$186,000	\$192,500	+ 3.5%
Average Sales Price*	\$234,616	\$238,466	+ 1.6%	\$235,064	\$242,882	+ 3.3%
Total Dollar Volume (in millions)*	\$112.0	\$137.1	+ 22.4%	\$683.2	\$866.4	+ 26.8%
Percent of Original List Price Received*	91.9%	95.1%	+ 3.5%	92.2%	94.0%	+ 2.0%
Percent of List Price Received*	96.2%	97.7%	+ 1.6%	96.4%	97.0%	+ 0.6%
Days on Market Until Sale	129	109	- 15.2%	124	119	- 3.9%
Inventory of Homes for Sale	4,402	2,840	- 35.5%	--	--	--
Months Supply of Inventory	11.2	6.0	- 46.7%	--	--	--

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

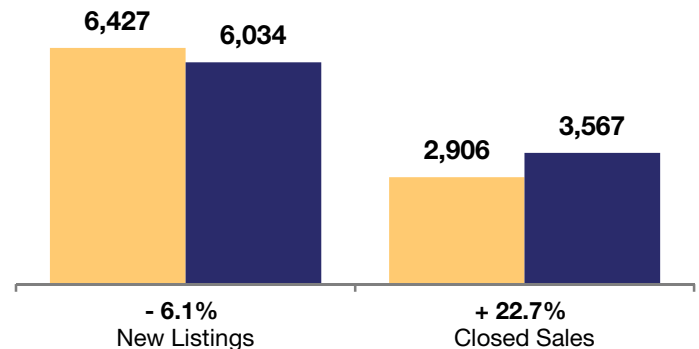
### July

2011 2012



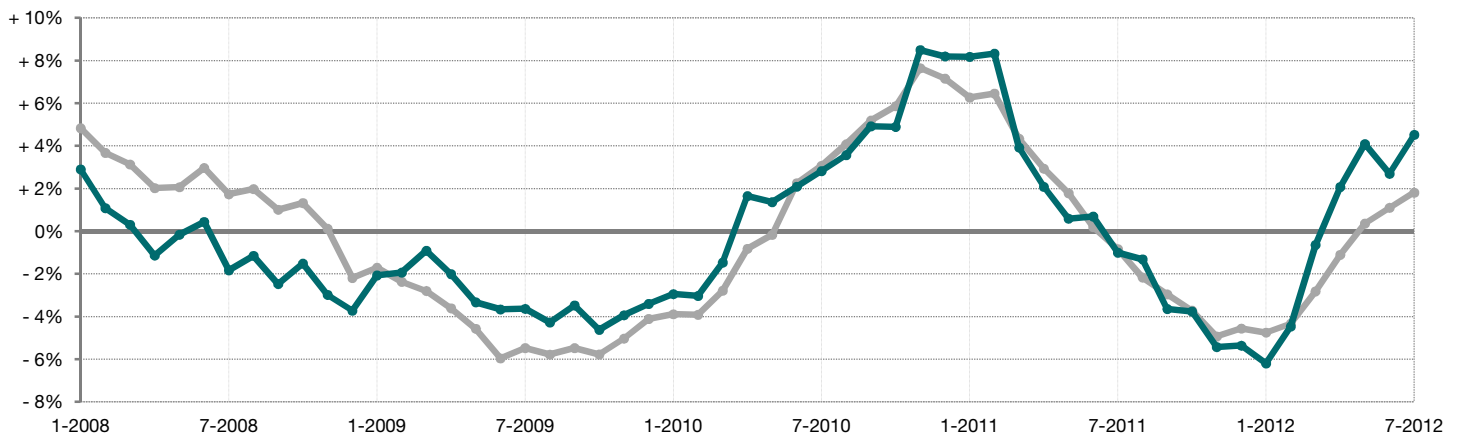
### Year to Date

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