

# Local Market Update – July 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh

**+ 13.9%**

Change in  
New Listings

**+ 36.8%**

Change in  
Closed Sales

**+ 3.5%**

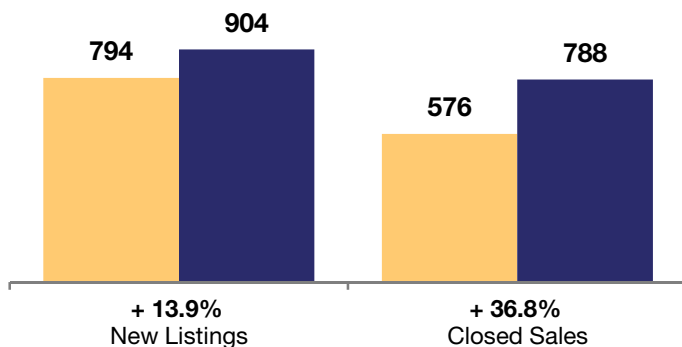
Change in  
Median Sales Price

|  | July      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2012      | 2013      | + / -   | 2012         | 2013      | + / -   |
| New Listings                             | 794       | 904       | + 13.9% | 6,041        | 6,793     | + 12.4% |
| Closed Sales                             | 576       | 788       | + 36.8% | 3,570        | 4,567     | + 27.9% |
| Median Sales Price*                      | \$195,000 | \$201,900 | + 3.5%  | \$192,500    | \$194,900 | + 1.2%  |
| Average Sales Price*                     | \$238,281 | \$252,027 | + 5.8%  | \$242,500    | \$242,559 | + 0.0%  |
| Total Dollar Volume (in millions)*       | \$137.5   | \$198.6   | + 44.5% | \$865.8      | \$1,107.8 | + 28.0% |
| Percent of Original List Price Received* | 95.1%     | 96.5%     | + 1.5%  | 94.1%        | 95.6%     | + 1.6%  |
| Percent of List Price Received*          | 97.7%     | 98.1%     | + 0.4%  | 97.0%        | 97.4%     | + 0.4%  |
| Days on Market Until Sale                | 109       | 88        | - 19.2% | 119          | 96        | - 19.1% |
| Inventory of Homes for Sale              | 3,429     | 3,011     | - 12.2% | --           | --        | --      |
| Months Supply of Inventory               | 7.2       | 5.0       | - 30.9% | --           | --        | --      |

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

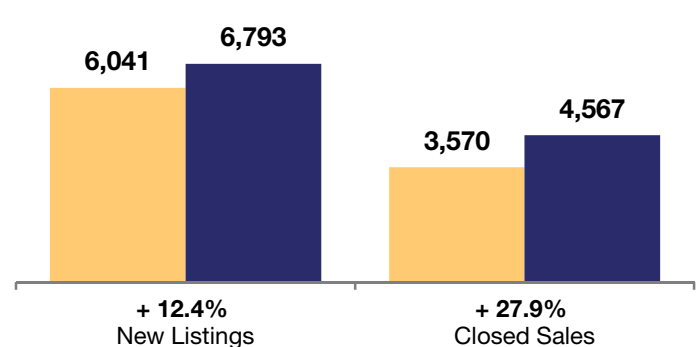
### July

2012 2013



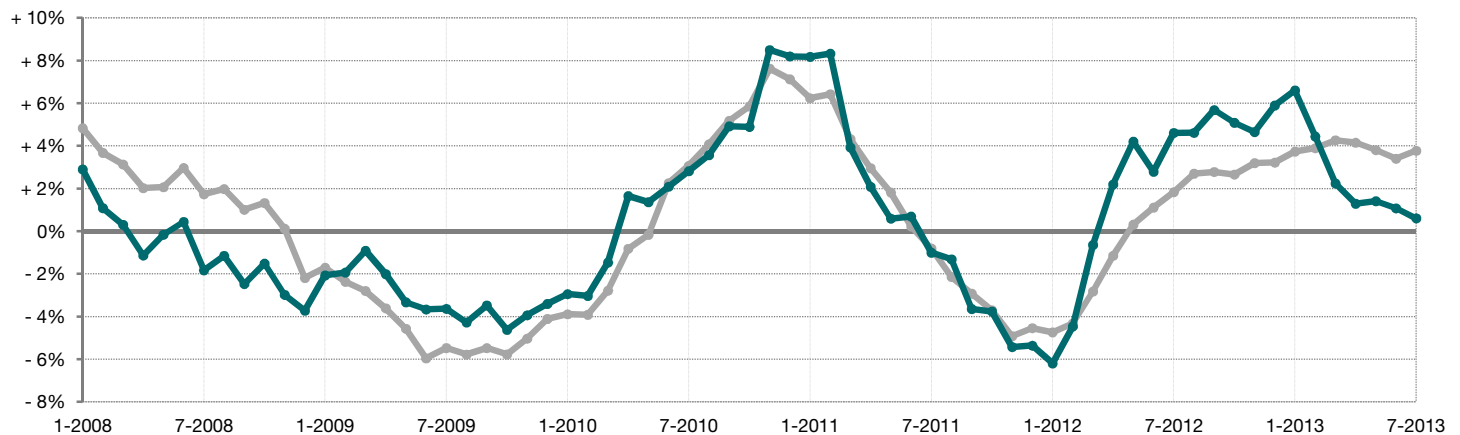
### Year to Date

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