

Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 0.6%

Change in
New Listings

+ 28.9%

Change in
Closed Sales

+ 7.7%

Change in
Median Sales Price

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	792	787	- 0.6%	7,219	6,825	- 5.5%
Closed Sales	498	642	+ 28.9%	3,404	4,210	+ 23.7%
Median Sales Price*	\$186,000	\$200,300	+ 7.7%	\$186,000	\$194,000	+ 4.3%
Average Sales Price*	\$235,705	\$253,542	+ 7.6%	\$235,157	\$244,619	+ 4.0%
Total Dollar Volume (in millions)*	\$117.2	\$162.5	+ 38.7%	\$800.4	\$1,029.6	+ 28.6%
Percent of Original List Price Received*	91.9%	94.3%	+ 2.6%	92.1%	94.1%	+ 2.1%
Percent of List Price Received*	95.9%	96.8%	+ 0.9%	96.3%	96.9%	+ 0.6%
Days on Market Until Sale	117	113	- 3.4%	123	118	- 3.9%
Inventory of Homes for Sale	4,174	2,749	- 34.1%	--	--	--
Months Supply of Inventory	10.4	5.7	- 45.7%	--	--	--

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

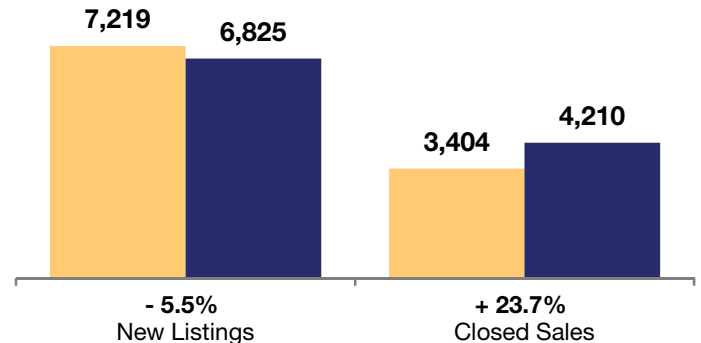
August

2011 2012



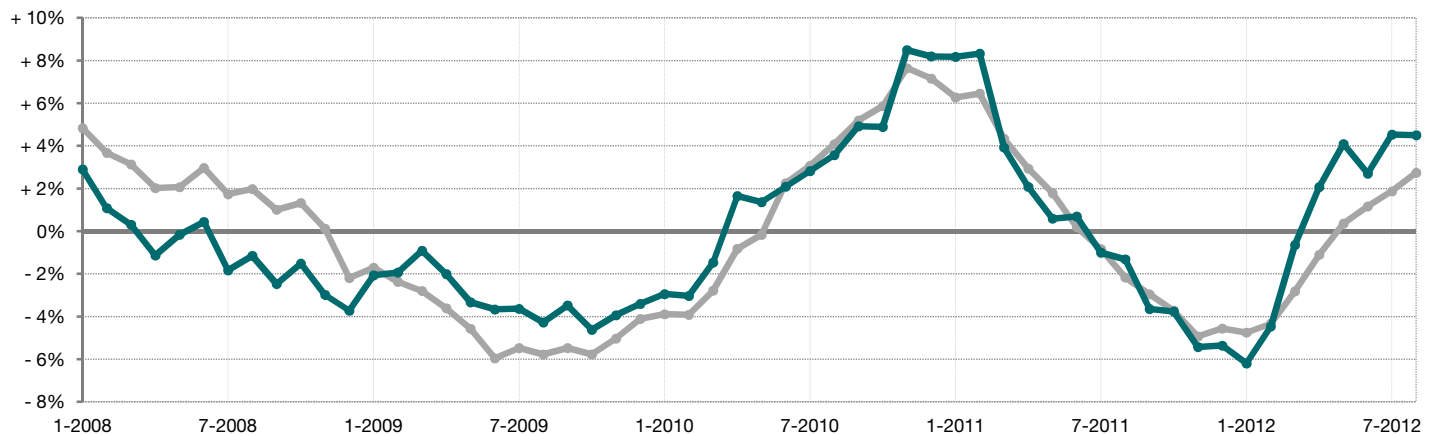
Year to Date

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