

Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

+ 19.8%

Change in
New Listings

+ 20.8%

Change in
Closed Sales

+ 4.4%

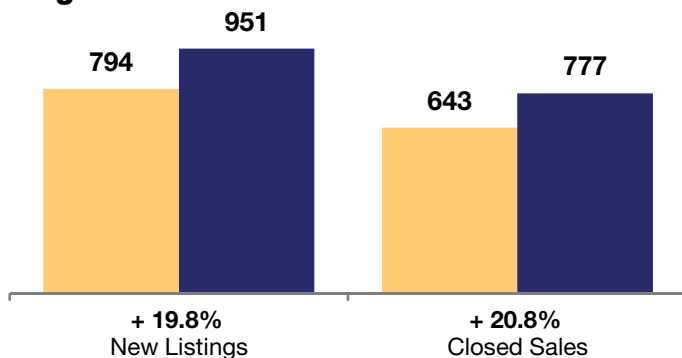
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	794	951	+ 19.8%	6,835	7,746	+ 13.3%
Closed Sales	643	777	+ 20.8%	4,213	5,354	+ 27.1%
Median Sales Price*	\$200,650	\$209,500	+ 4.4%	\$194,000	\$195,000	+ 0.5%
Average Sales Price*	\$253,491	\$256,731	+ 1.3%	\$244,177	\$244,534	+ 0.1%
Total Dollar Volume (in millions)*	\$162.7	\$199.5	+ 22.6%	\$1,028.5	\$1,309.2	+ 27.3%
Percent of Original List Price Received*	94.3%	96.2%	+ 2.1%	94.1%	95.7%	+ 1.7%
Percent of List Price Received*	96.7%	97.8%	+ 1.1%	96.9%	97.4%	+ 0.5%
Days on Market Until Sale	113	86	- 23.9%	118	95	- 19.9%
Inventory of Homes for Sale	3,345	2,945	- 12.0%	--	--	--
Months Supply of Inventory	6.9	4.8	- 30.3%	--	--	--

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

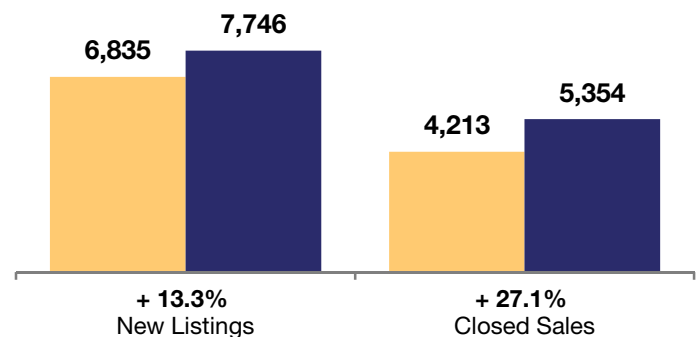
August

2012 2013



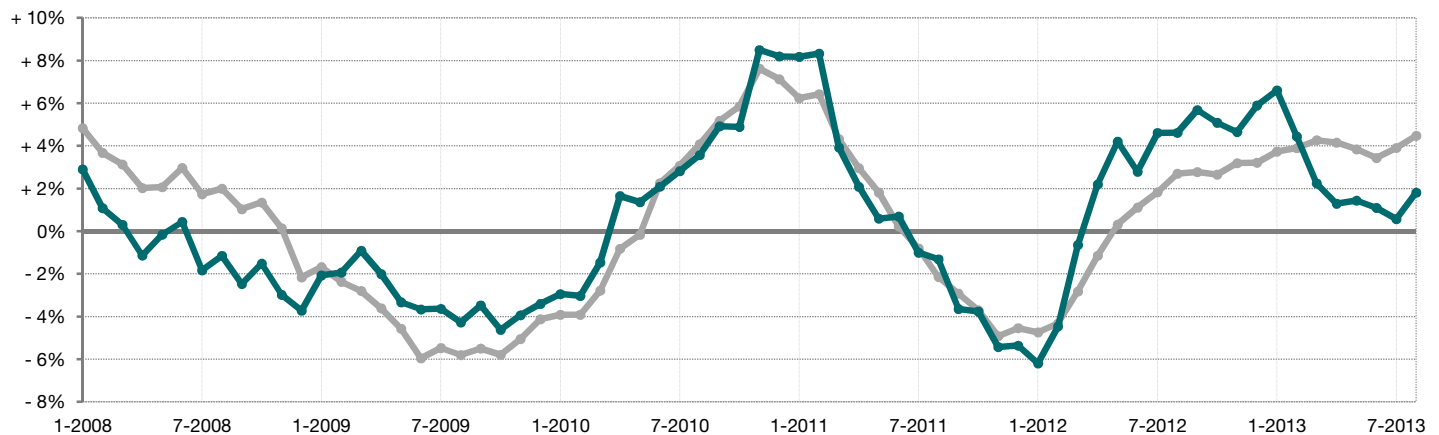
Year to Date

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