

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

- 10.1%

Change in
New Listings

+ 28.7%

Change in
Closed Sales

+ 2.3%

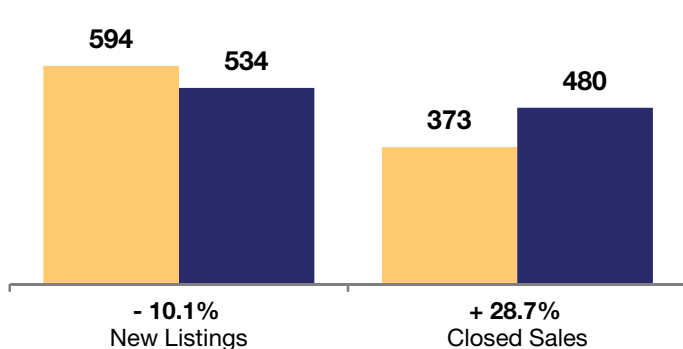
Change in
Median Sales Price

	November			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	594	534	- 10.1%	9,183	8,807	- 4.1%
Closed Sales	373	480	+ 28.7%	4,617	5,703	+ 23.5%
Median Sales Price*	\$190,000	\$194,450	+ 2.3%	\$185,000	\$194,000	+ 4.9%
Average Sales Price*	\$231,141	\$243,488	+ 5.3%	\$234,055	\$243,873	+ 4.2%
Total Dollar Volume (in millions)*	\$86.2	\$116.9	+ 35.6%	\$1,080.5	\$1,390.4	+ 28.7%
Percent of Original List Price Received*	92.7%	94.3%	+ 1.7%	92.2%	94.1%	+ 2.1%
Percent of List Price Received*	96.5%	97.2%	+ 0.7%	96.3%	96.9%	+ 0.6%
Days on Market Until Sale	118	115	- 2.7%	124	116	- 5.7%
Inventory of Homes for Sale	3,603	2,496	- 30.7%	--	--	--
Months Supply of Inventory	8.6	4.9	- 43.2%	--	--	--

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

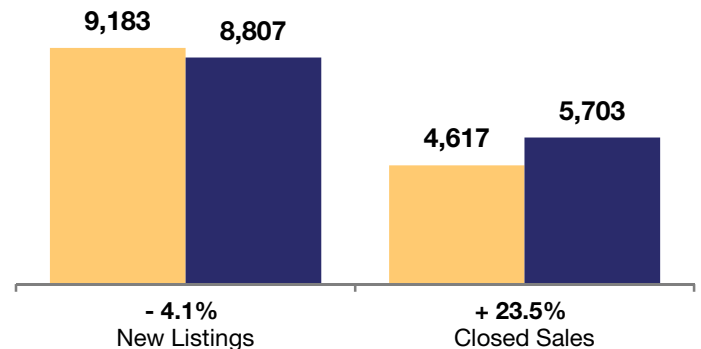
November

2011 2012



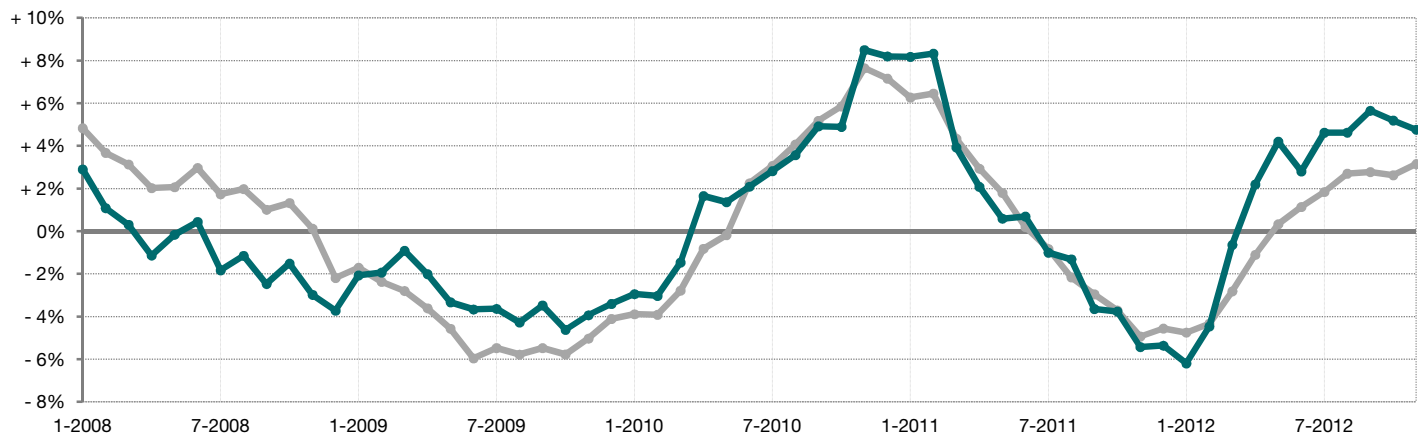
Year to Date

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