

Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

+ 20.4%

Change in
New Listings

+ 8.2%

Change in
Closed Sales

+ 3.6%

Change in
Median Sales Price

November

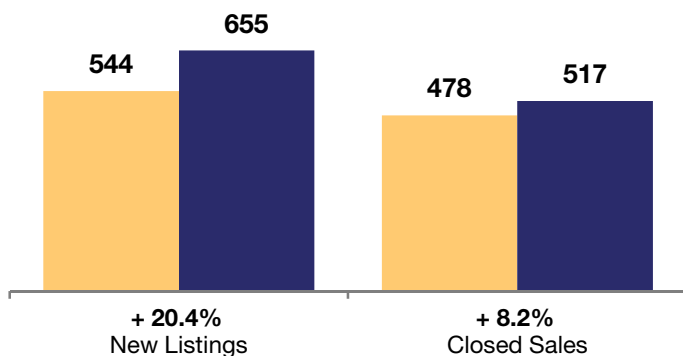
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	544	655	+ 20.4%	8,817	10,083	+ 14.4%
Closed Sales	478	517	+ 8.2%	5,707	7,086	+ 24.2%
Median Sales Price*	\$194,450	\$201,451	+ 3.6%	\$194,000	\$198,000	+ 2.1%
Average Sales Price*	\$243,205	\$257,646	+ 5.9%	\$243,474	\$247,757	+ 1.8%
Total Dollar Volume (in millions)*	\$116.3	\$133.2	+ 14.6%	\$1,389.1	\$1,755.6	+ 26.4%
Percent of Original List Price Received*	94.2%	95.8%	+ 1.7%	94.1%	95.7%	+ 1.7%
Percent of List Price Received*	97.2%	97.7%	+ 0.5%	96.9%	97.5%	+ 0.6%
Days on Market Until Sale	115	84	- 27.0%	116	93	- 20.3%
Inventory of Homes for Sale	2,996	2,731	- 8.8%	--	--	--
Months Supply of Inventory	5.9	4.3	- 26.7%	--	--	--

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

November

2012 2013



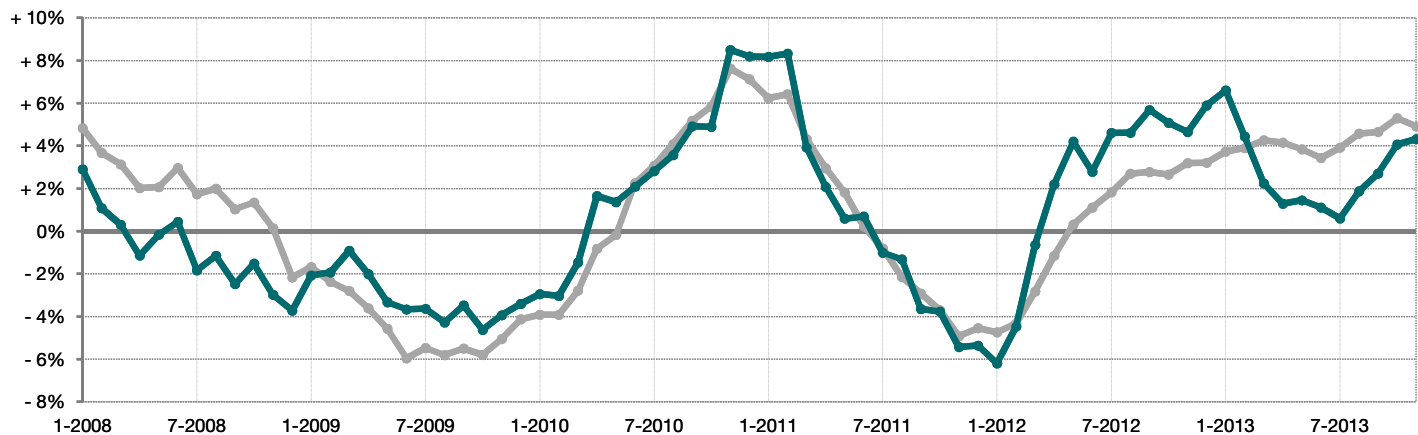
Year to Date

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