

Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 7.4%

Change in
New Listings

+ 30.5%

Change in
Closed Sales

+ 3.6%

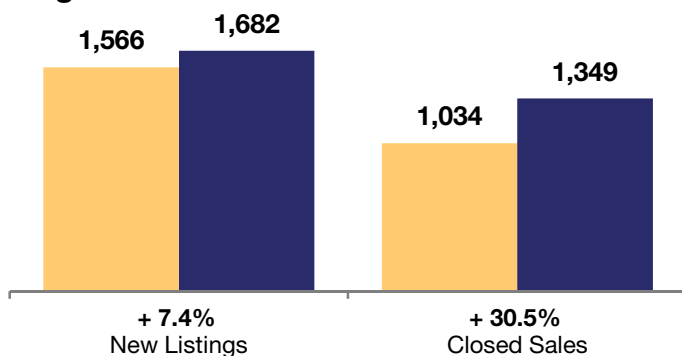
Change in
Median Sales Price

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,566	1,682	+ 7.4%	14,590	14,462	- 0.9%
Closed Sales	1,034	1,349	+ 30.5%	7,178	8,823	+ 22.9%
Median Sales Price*	\$210,000	\$217,500	+ 3.6%	\$209,230	\$214,500	+ 2.5%
Average Sales Price*	\$254,714	\$261,716	+ 2.7%	\$247,569	\$251,255	+ 1.5%
Total Dollar Volume (in millions)*	\$263.1	\$352.8	+ 34.1%	\$1,776.9	\$2,216.3	+ 24.7%
Percent of Original List Price Received*	92.7%	95.0%	+ 2.5%	92.8%	94.6%	+ 1.9%
Percent of List Price Received*	96.3%	97.1%	+ 0.9%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	119	106	- 10.9%	121	114	- 5.4%
Inventory of Homes for Sale	8,340	5,736	- 31.2%	--	--	--
Months Supply of Inventory	9.8	5.6	- 42.9%	--	--	--

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

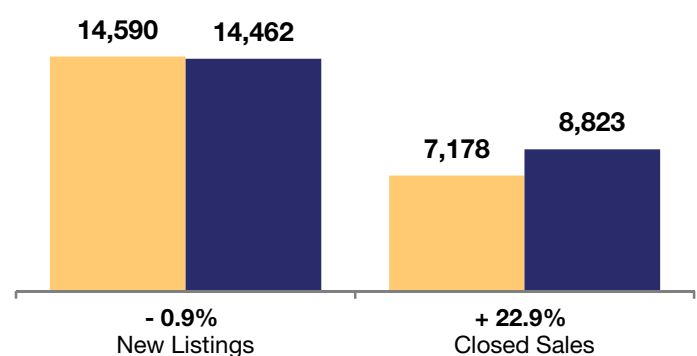
August

2011 2012



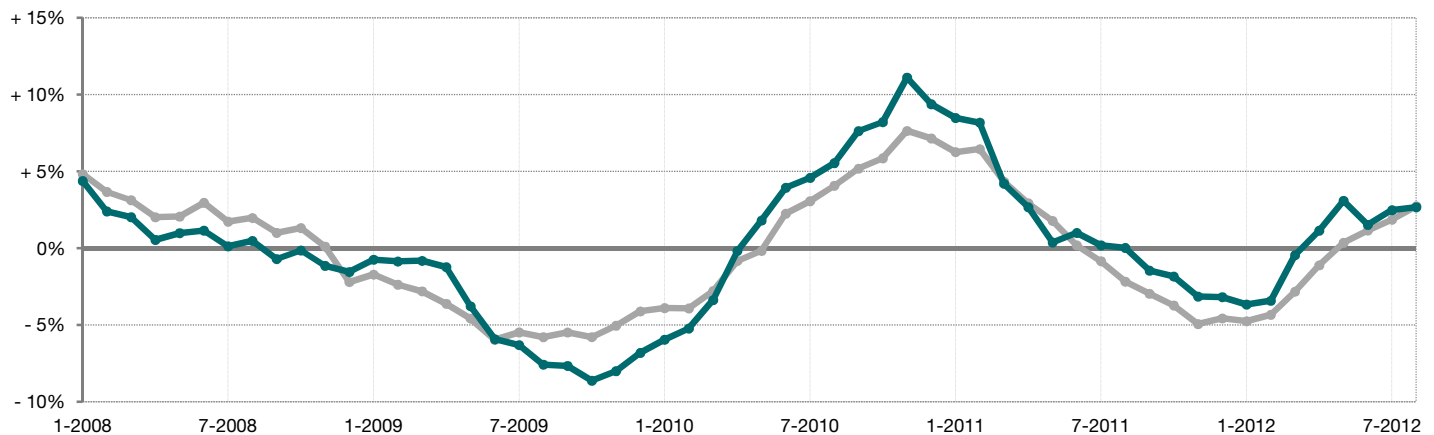
Year to Date

2011 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Wake County —



** 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.