

Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 4.9%

Change in
New Listings

+ 28.3%

Change in
Closed Sales

+ 6.7%

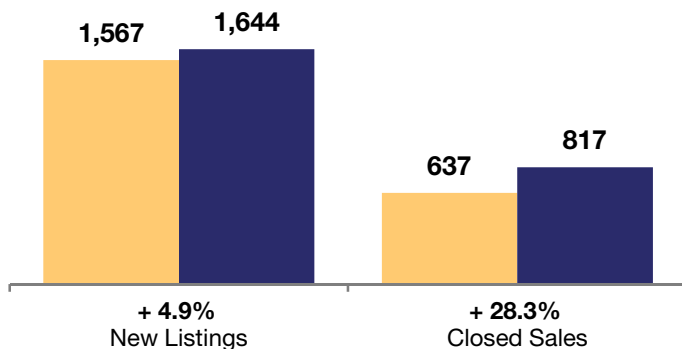
Change in
Median Sales Price

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,567	1,644	+ 4.9%	1,567	1,644	+ 4.9%
Closed Sales	637	817	+ 28.3%	637	817	+ 28.3%
Median Sales Price*	\$195,000	\$208,000	+ 6.7%	\$195,000	\$208,000	+ 6.7%
Average Sales Price*	\$235,161	\$249,461	+ 6.1%	\$235,161	\$249,461	+ 6.1%
Total Dollar Volume (in millions)*	\$149.6	\$203.8	+ 36.2%	\$149.6	\$203.8	+ 36.2%
Percent of Original List Price Received*	92.8%	94.3%	+ 1.6%	92.8%	94.3%	+ 1.6%
Percent of List Price Received*	96.7%	96.9%	+ 0.2%	96.7%	96.9%	+ 0.2%
Days on Market Until Sale	126	112	- 10.5%	126	112	- 10.5%
Inventory of Homes for Sale	6,589	5,327	- 19.2%	--	--	--
Months Supply of Inventory	7.4	4.8	- 35.5%	--	--	--

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

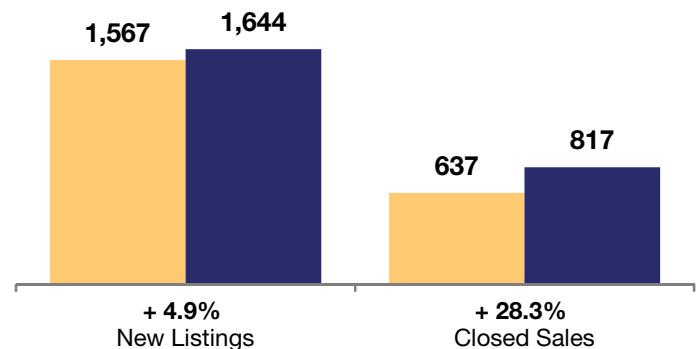
January

2012 2013



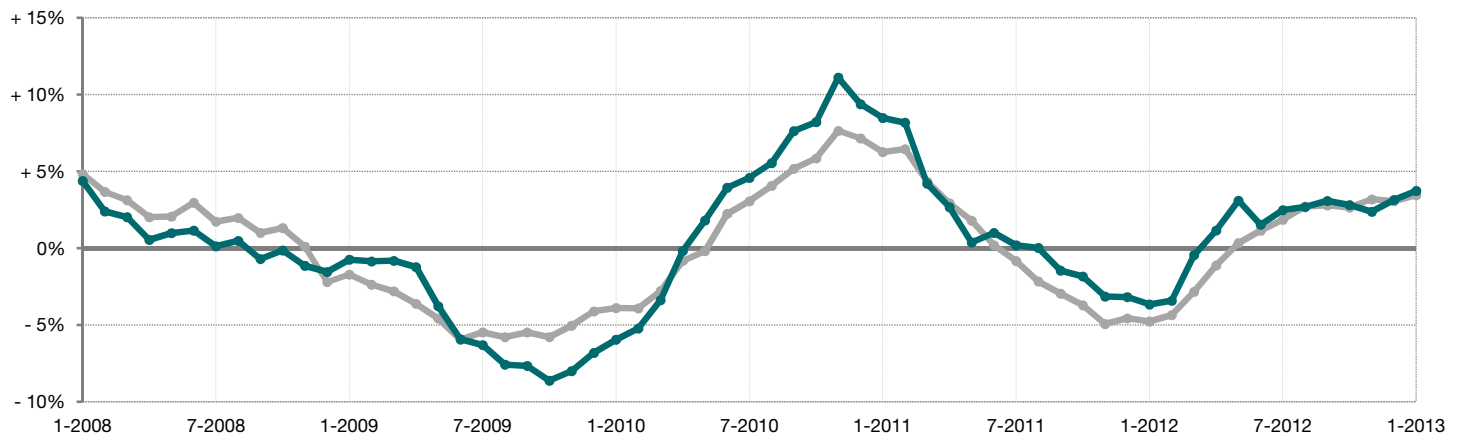
Year to Date

2012 2013



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