

Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

- 0.5%

Change in
New Listings

+ 29.8%

Change in
Closed Sales

+ 2.8%

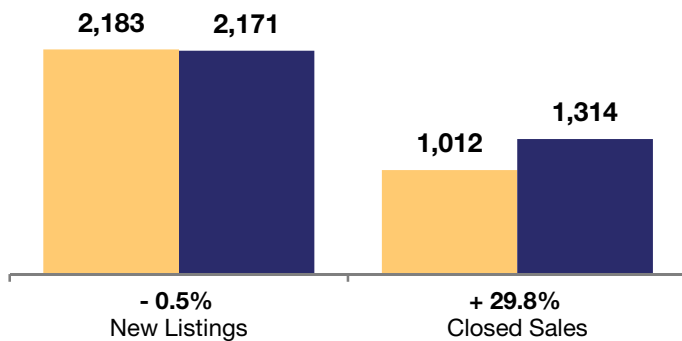
Change in
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	2,183	2,171	- 0.5%	5,402	5,635	+ 4.3%
Closed Sales	1,012	1,314	+ 29.8%	2,456	3,112	+ 26.7%
Median Sales Price*	\$208,990	\$214,900	+ 2.8%	\$204,250	\$206,500	+ 1.1%
Average Sales Price*	\$243,692	\$249,011	+ 2.2%	\$238,425	\$243,789	+ 2.2%
Total Dollar Volume (in millions)*	\$246.4	\$327.2	+ 32.8%	\$585.1	\$758.7	+ 29.7%
Percent of Original List Price Received*	93.9%	95.8%	+ 2.0%	93.3%	95.2%	+ 2.0%
Percent of List Price Received*	97.0%	97.6%	+ 0.6%	96.7%	97.3%	+ 0.6%
Days on Market Until Sale	129	103	- 20.2%	126	107	- 15.3%
Inventory of Homes for Sale	7,210	5,917	- 17.9%	--	--	--
Months Supply of Inventory	7.8	5.1	- 34.9%	--	--	--

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

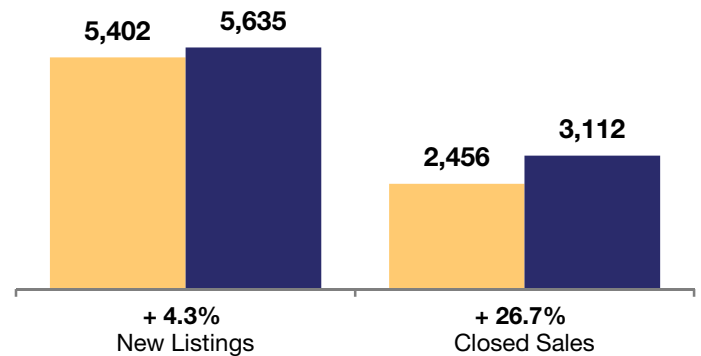
March

2012 2013



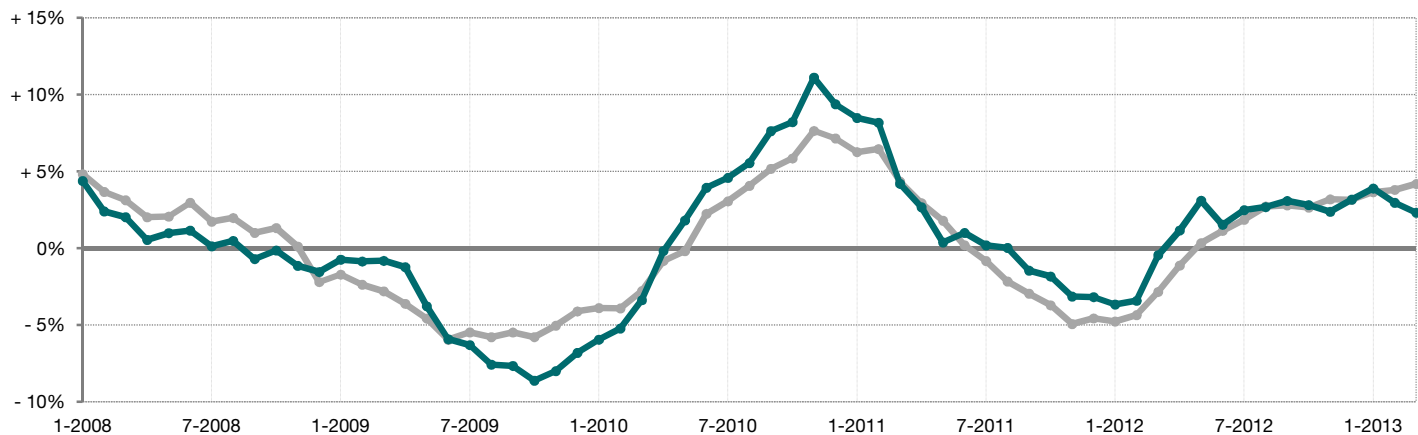
Year to Date

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