

Local Market Update – June 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 1.0%

Change in
New Listings

+ 21.2%

Change in
Closed Sales

- 3.6%

Change in
Median Sales Price

	June			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,789	1,806	+ 1.0%	11,488	11,042	- 3.9%
Closed Sales	1,176	1,425	+ 21.2%	5,143	6,224	+ 21.0%
Median Sales Price*	\$225,000	\$217,000	- 3.6%	\$208,500	\$212,000	+ 1.7%
Average Sales Price*	\$260,607	\$259,544	- 0.4%	\$245,882	\$248,207	+ 0.9%
Total Dollar Volume (in millions)*	\$306.3	\$369.9	+ 20.8%	\$1,264.8	\$1,544.4	+ 22.1%
Percent of Original List Price Received*	93.7%	94.8%	+ 1.3%	92.9%	94.3%	+ 1.5%
Percent of List Price Received*	96.8%	97.2%	+ 0.4%	96.8%	97.1%	+ 0.3%
Days on Market Until Sale	113	113	- 0.5%	120	118	- 2.0%
Inventory of Homes for Sale	9,106	5,946	- 34.7%	--	--	--
Months Supply of Inventory	11.1	6.1	- 44.9%	--	--	--

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

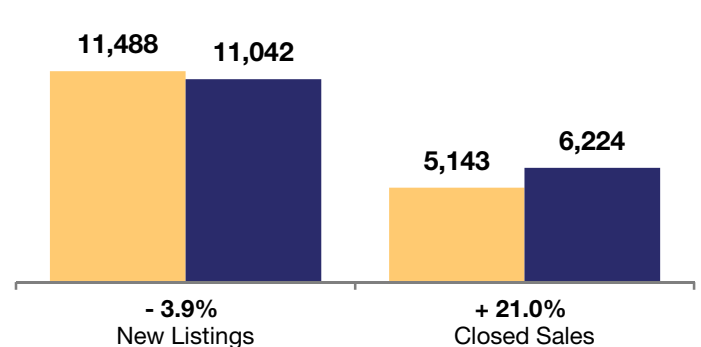
June

2011 2012



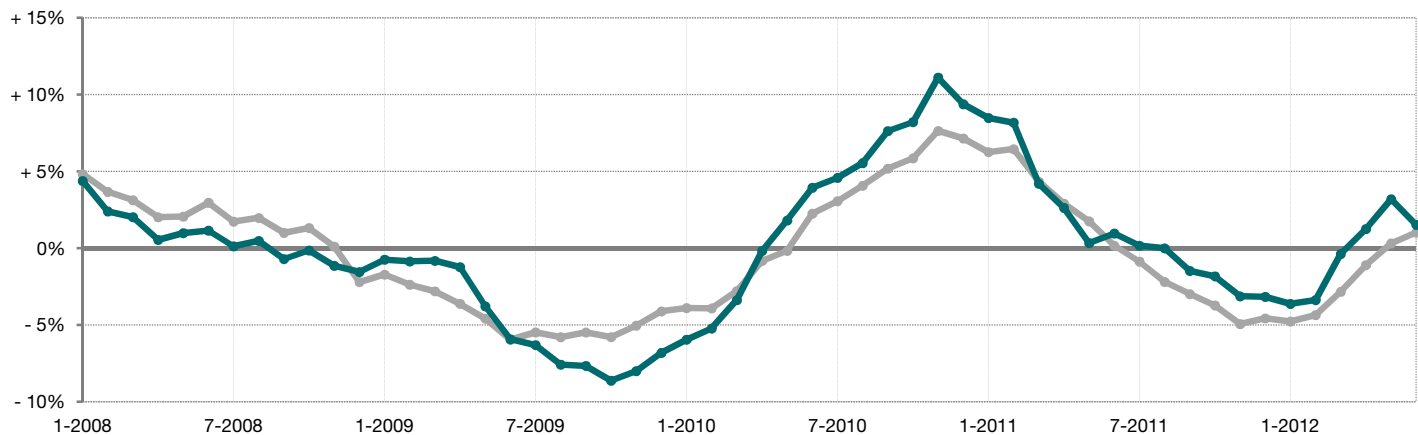
Year to Date

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