

Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 12.7%

Change in
New Listings

+ 20.0%

Change in
Closed Sales

+ 8.2%

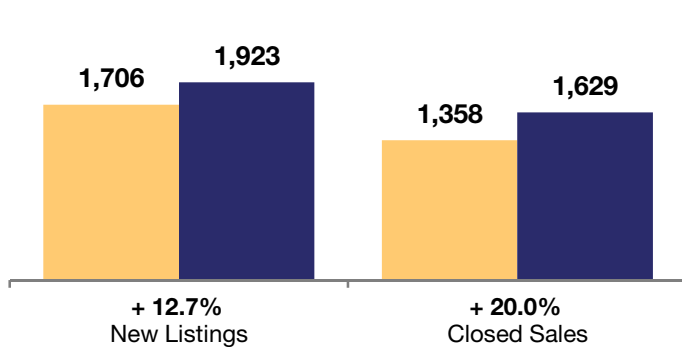
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,706	1,923	+ 12.7%	14,518	16,160	+ 11.3%
Closed Sales	1,358	1,629	+ 20.0%	8,843	11,463	+ 29.6%
Median Sales Price*	\$217,500	\$235,400	+ 8.2%	\$214,500	\$220,000	+ 2.6%
Average Sales Price*	\$261,341	\$270,771	+ 3.6%	\$251,011	\$258,232	+ 2.9%
Total Dollar Volume (in millions)*	\$354.6	\$441.1	+ 24.4%	\$2,219.2	\$2,960.1	+ 33.4%
Percent of Original List Price Received*	95.0%	97.2%	+ 2.3%	94.6%	96.3%	+ 1.8%
Percent of List Price Received*	97.1%	98.2%	+ 1.2%	97.2%	97.8%	+ 0.6%
Days on Market Until Sale	106	82	- 22.0%	114	93	- 18.7%
Inventory of Homes for Sale	6,911	5,991	- 13.3%	--	--	--
Months Supply of Inventory	6.7	4.5	- 33.0%	--	--	--

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

August

2012 2013



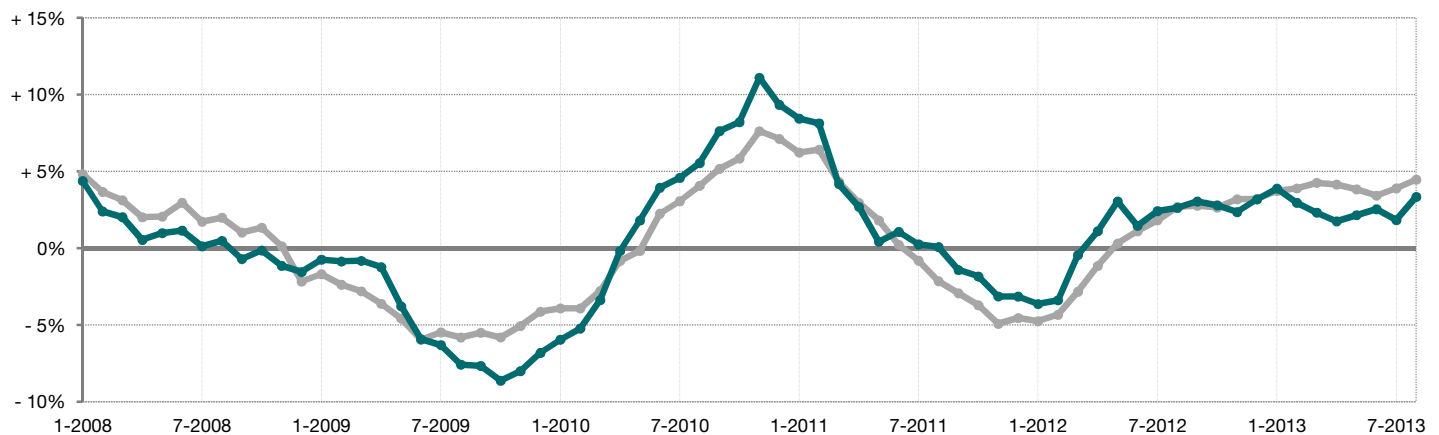
Year to Date

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