

Local Market Update – September 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 17.3%

Change in
New Listings

+ 16.4%

Change in
Closed Sales

+ 5.1%

Change in
Median Sales Price

September

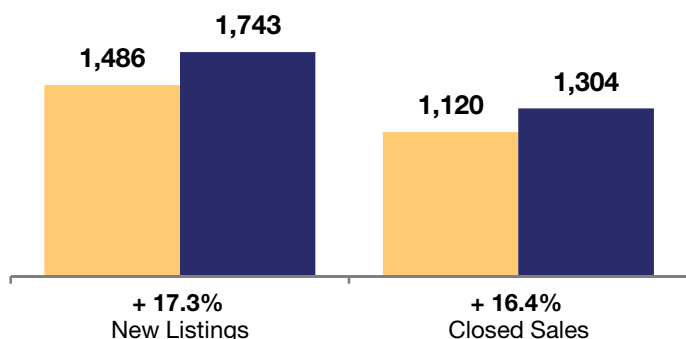
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,486	1,743	+ 17.3%	16,004	17,941	+ 12.1%
Closed Sales	1,120	1,304	+ 16.4%	9,963	12,781	+ 28.3%
Median Sales Price*	\$208,000	\$218,510	+ 5.1%	\$213,500	\$220,000	+ 3.0%
Average Sales Price*	\$241,889	\$254,735	+ 5.3%	\$249,986	\$258,061	+ 3.2%
Total Dollar Volume (in millions)*	\$270.7	\$332.2	+ 22.7%	\$2,489.9	\$3,298.3	+ 32.5%
Percent of Original List Price Received*	94.8%	96.5%	+ 1.8%	94.6%	96.4%	+ 1.8%
Percent of List Price Received*	97.2%	97.9%	+ 0.8%	97.2%	97.8%	+ 0.7%
Days on Market Until Sale	105	84	- 20.7%	113	92	- 18.8%
Inventory of Homes for Sale	6,727	5,954	- 11.5%	--	--	--
Months Supply of Inventory	6.5	4.4	- 31.4%	--	--	--

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

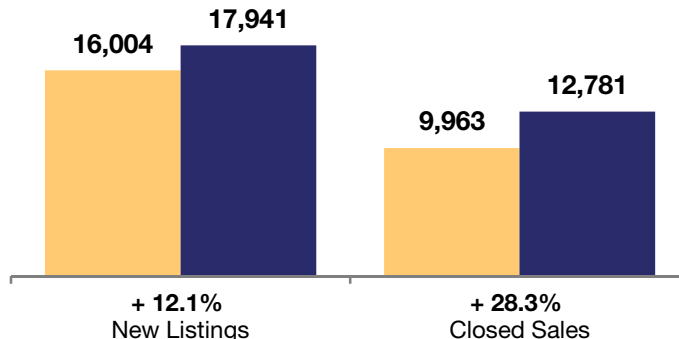
September

2012 2013



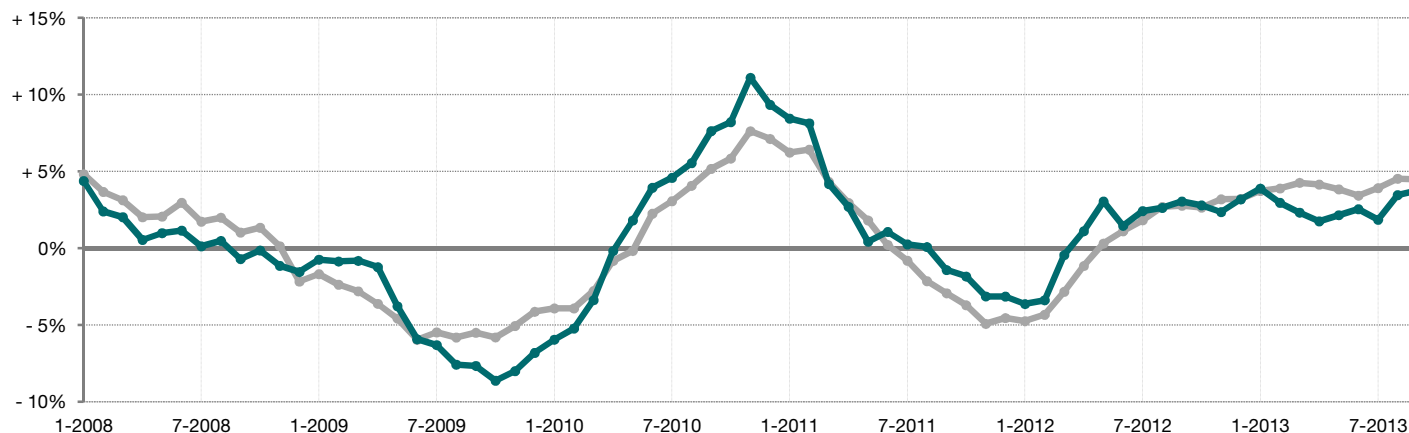
Year to Date

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