

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

- 6.2%

Change in
New Listings

+ 26.1%

Change in
Closed Sales

+ 2.1%

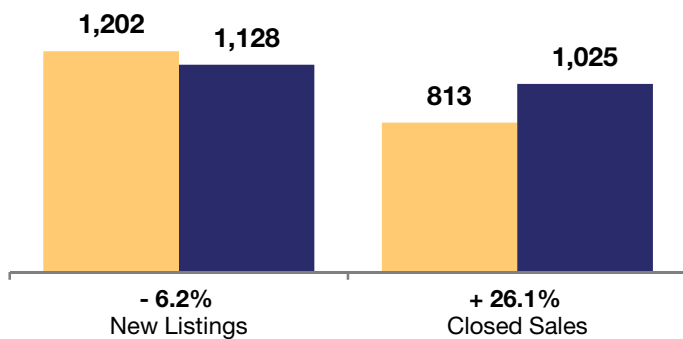
Change in
Median Sales Price

	November			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,202	1,128	- 6.2%	18,640	18,637	- 0.0%
Closed Sales	813	1,025	+ 26.1%	9,763	12,107	+ 24.0%
Median Sales Price*	\$219,000	\$223,501	+ 2.1%	\$208,500	\$214,900	+ 3.1%
Average Sales Price*	\$245,732	\$257,130	+ 4.6%	\$246,040	\$251,019	+ 2.0%
Total Dollar Volume (in millions)*	\$199.8	\$263.6	+ 31.9%	\$2,401.9	\$3,038.1	+ 26.5%
Percent of Original List Price Received*	93.3%	94.6%	+ 1.4%	92.8%	94.6%	+ 1.9%
Percent of List Price Received*	96.9%	97.2%	+ 0.3%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	116	106	- 8.4%	121	112	- 7.7%
Inventory of Homes for Sale	7,213	5,076	- 29.6%	--	--	--
Months Supply of Inventory	8.2	4.7	- 42.5%	--	--	--

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

November

■ 2011 ■ 2012



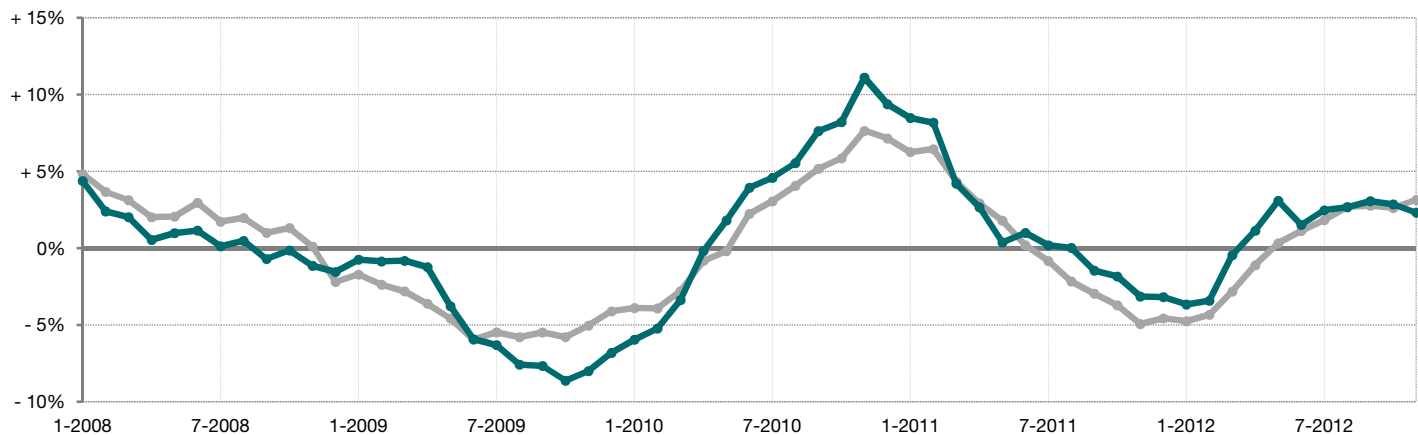
Year to Date

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