

Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 11.7%

+ 85.7%

+ 23.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Wake Forest

January

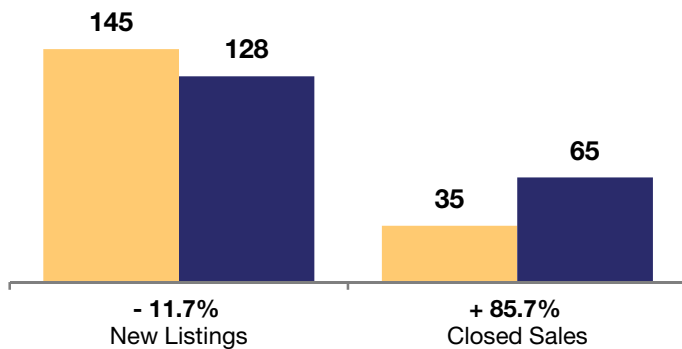
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	145	128	- 11.7%	145	128	- 11.7%
Closed Sales	35	65	+ 85.7%	35	65	+ 85.7%
Median Sales Price*	\$218,205	\$270,000	+ 23.7%	\$218,205	\$270,000	+ 23.7%
Average Sales Price*	\$263,209	\$283,857	+ 7.8%	\$263,209	\$283,857	+ 7.8%
Total Dollar Volume (in millions)*	\$9.2	\$18.5	+ 100.3%	\$9.2	\$18.5	+ 100.3%
Percent of Original List Price Received*	93.0%	93.5%	+ 0.5%	93.0%	93.5%	+ 0.5%
Percent of List Price Received*	96.6%	97.3%	+ 0.7%	96.6%	97.3%	+ 0.7%
Days on Market Until Sale	119	136	+ 14.5%	119	136	+ 14.5%
Inventory of Homes for Sale	769	529	- 31.2%	--	--	--
Months Supply of Inventory	11.3	6.9	- 38.4%	--	--	--

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

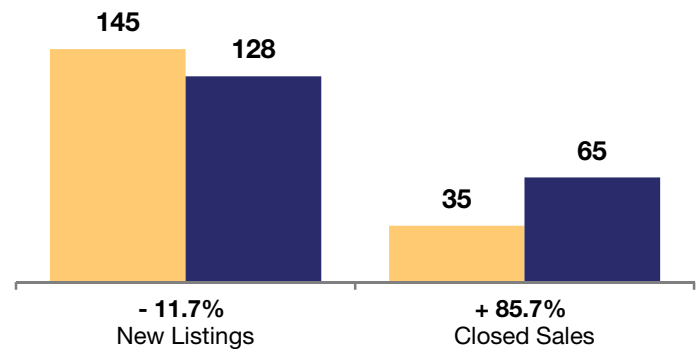
January

2011 2012

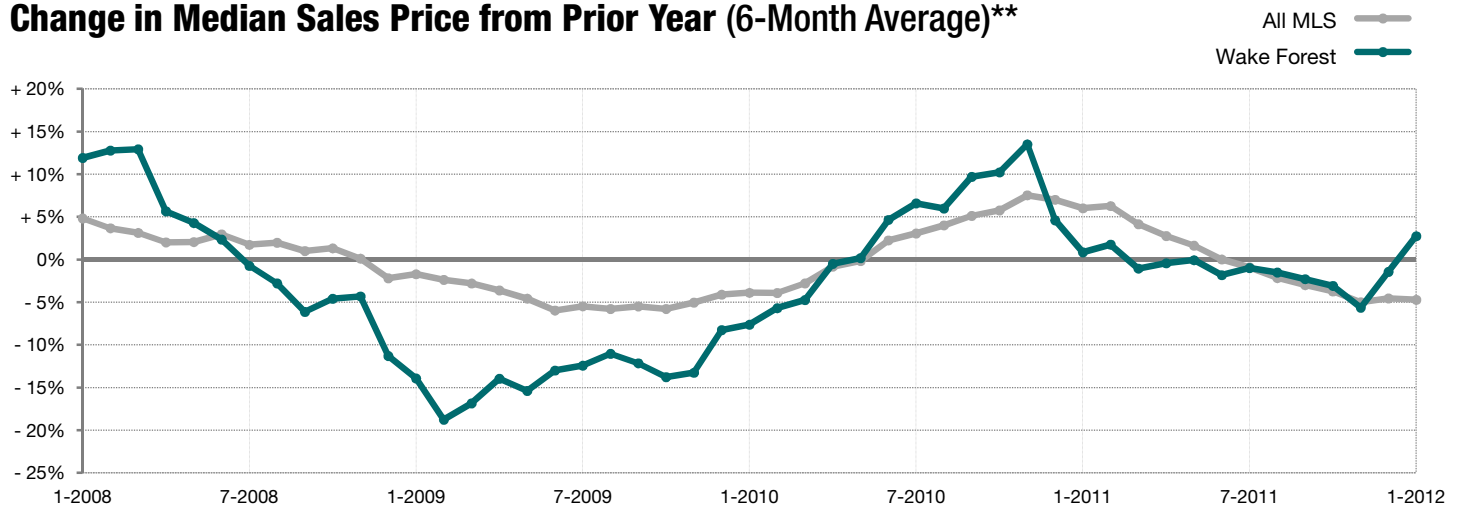


Year to Date

2011 2012



Change in Median Sales Price from Prior Year (6-Month Average)**



** 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 February 15, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.