

Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 1.5%

Change in
New Listings

+ 1.5%

Change in
Closed Sales

- 10.4%

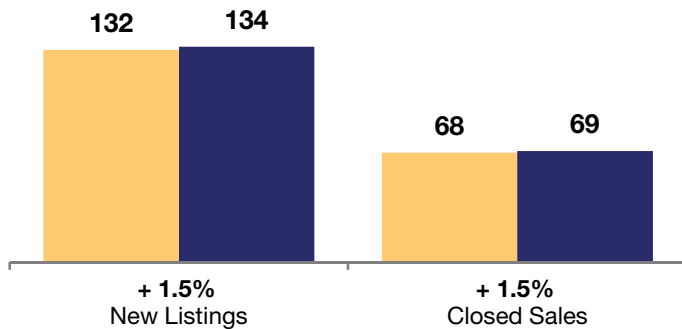
Change in
Median Sales Price

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	132	134	+ 1.5%	132	134	+ 1.5%
Closed Sales	68	69	+ 1.5%	68	69	+ 1.5%
Median Sales Price*	\$287,400	\$257,500	- 10.4%	\$287,400	\$257,500	- 10.4%
Average Sales Price*	\$291,262	\$271,802	- 6.7%	\$291,262	\$271,802	- 6.7%
Total Dollar Volume (in millions)*	\$19.8	\$18.8	- 5.3%	\$19.8	\$18.8	- 5.3%
Percent of Original List Price Received*	93.8%	93.8%	+ 0.1%	93.8%	93.8%	+ 0.1%
Percent of List Price Received*	97.5%	97.6%	+ 0.1%	97.5%	97.6%	+ 0.1%
Days on Market Until Sale	129	132	+ 2.9%	129	132	+ 2.9%
Inventory of Homes for Sale	593	529	- 10.8%	--	--	--
Months Supply of Inventory	7.5	5.6	- 24.9%	--	--	--

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

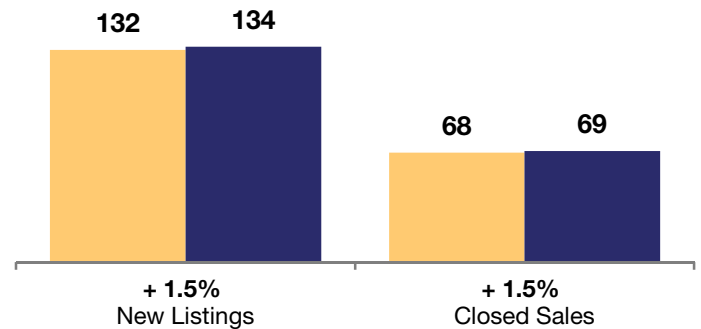
January

2012 2013

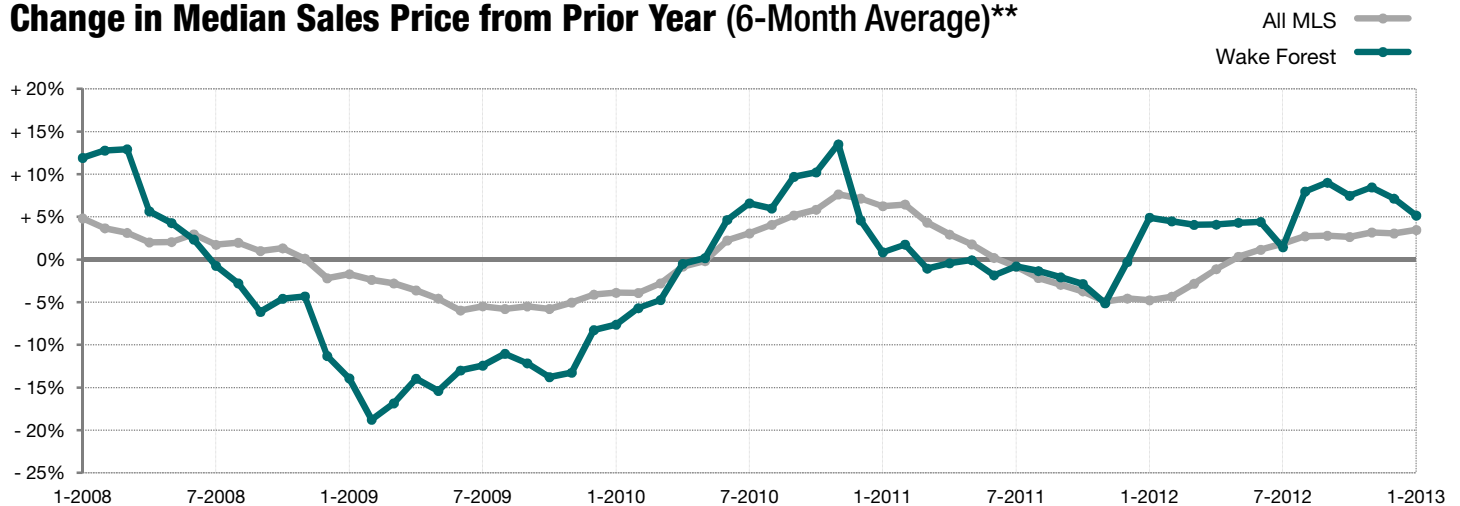


Year to Date

2012 2013



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