

Local Market Update – February 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 18.8%

Change in
New Listings

+ 12.5%

Change in
Closed Sales

- 10.0%

Change in
Median Sales Price

February

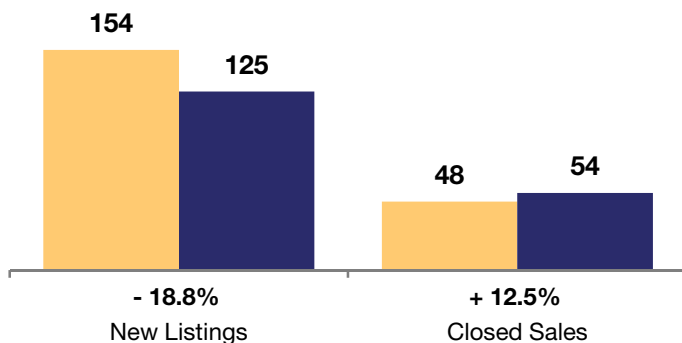
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	154	125	- 18.8%	299	253	- 15.4%
Closed Sales	48	54	+ 12.5%	83	122	+ 47.0%
Median Sales Price*	\$249,250	\$224,250	- 10.0%	\$245,000	\$249,750	+ 1.9%
Average Sales Price*	\$259,689	\$252,051	- 2.9%	\$261,173	\$271,012	+ 3.8%
Total Dollar Volume (in millions)*	\$12.5	\$13.6	+ 9.2%	\$21.7	\$33.1	+ 52.5%
Percent of Original List Price Received*	92.9%	90.7%	- 2.4%	93.0%	92.4%	- 0.6%
Percent of List Price Received*	97.6%	95.7%	- 1.9%	97.2%	96.7%	- 0.5%
Days on Market Until Sale	121	140	+ 15.6%	120	135	+ 11.9%
Inventory of Homes for Sale	787	537	- 31.8%	--	--	--
Months Supply of Inventory	11.5	7.1	- 38.3%	--	--	--

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

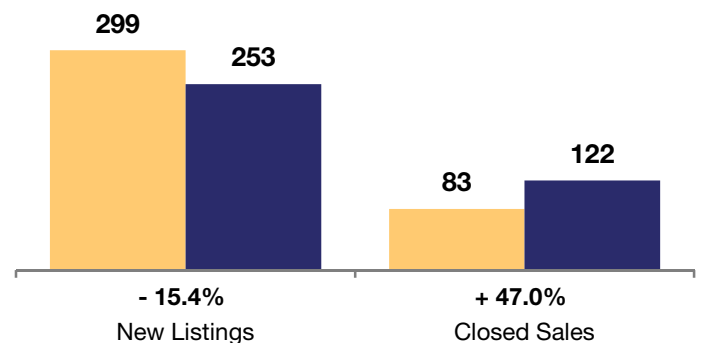
February

2011 2012

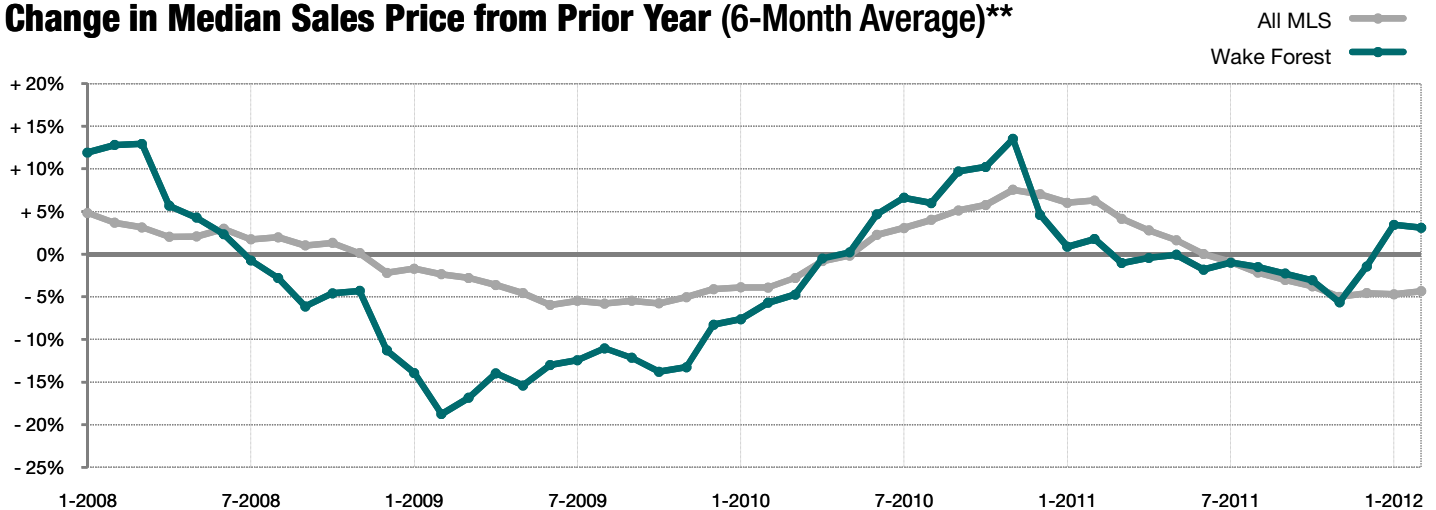


Year to Date

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 March 12, 2012. All data from Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.