

Local Market Update – February 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 13.0%

Change in
New Listings

+ 15.0%

Change in
Closed Sales

+ 11.7%

Change in
Median Sales Price

February

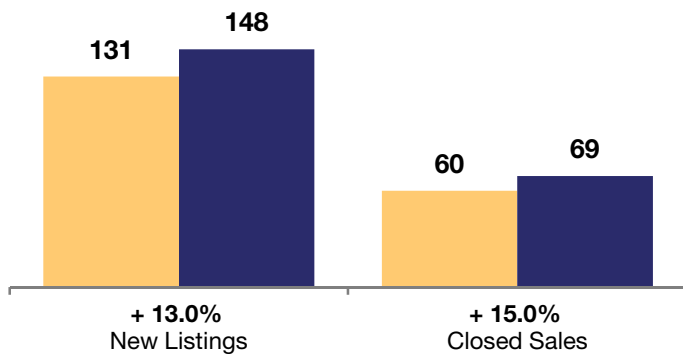
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	131	148	+ 13.0%	263	282	+ 7.2%
Closed Sales	60	69	+ 15.0%	128	139	+ 8.6%
Median Sales Price*	\$224,250	\$250,500	+ 11.7%	\$249,750	\$257,000	+ 2.9%
Average Sales Price*	\$256,443	\$267,861	+ 4.5%	\$274,941	\$270,589	- 1.6%
Total Dollar Volume (in millions)*	\$15.4	\$18.5	+ 20.1%	\$35.2	\$37.6	+ 6.9%
Percent of Original List Price Received*	91.3%	95.5%	+ 4.6%	92.6%	94.7%	+ 2.3%
Percent of List Price Received*	95.9%	97.4%	+ 1.6%	96.7%	97.5%	+ 0.8%
Days on Market Until Sale	130	124	- 4.3%	129	127	- 1.4%
Inventory of Homes for Sale	610	554	- 9.2%	--	--	--
Months Supply of Inventory	7.6	5.8	- 23.3%	--	--	--

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

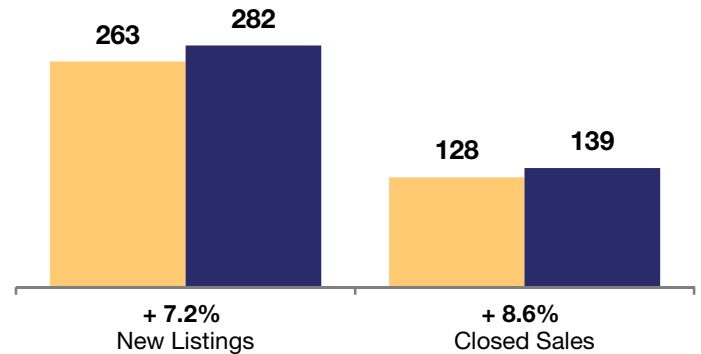
February

2012 2013



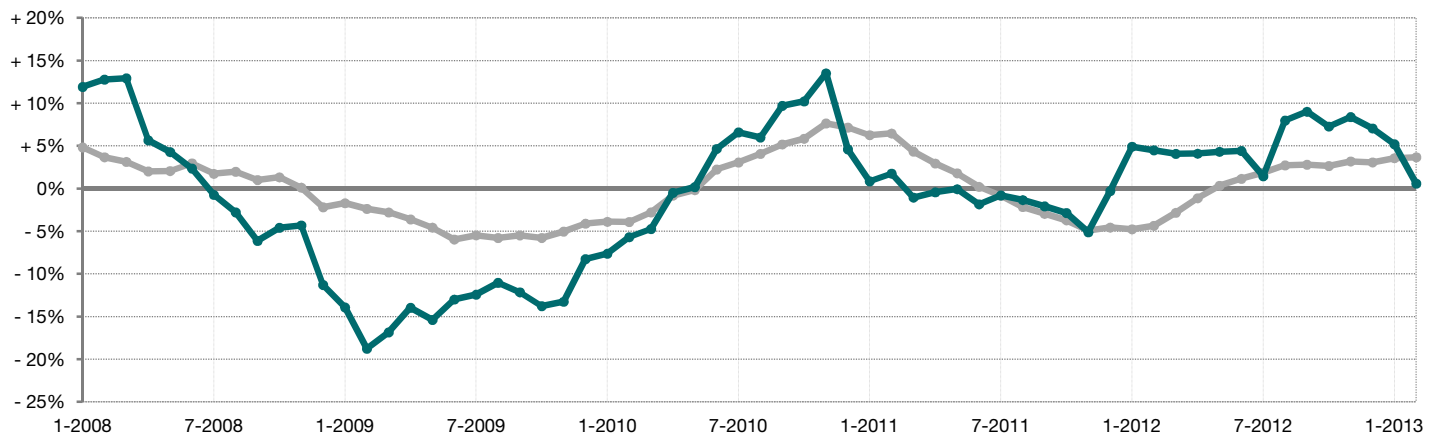
Year to Date

2012 2013



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

All MLS —
Wake Forest —



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