

Local Market Update – March 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 9.7%

Change in
New Listings

- 13.2%

Change in
Closed Sales

- 0.6%

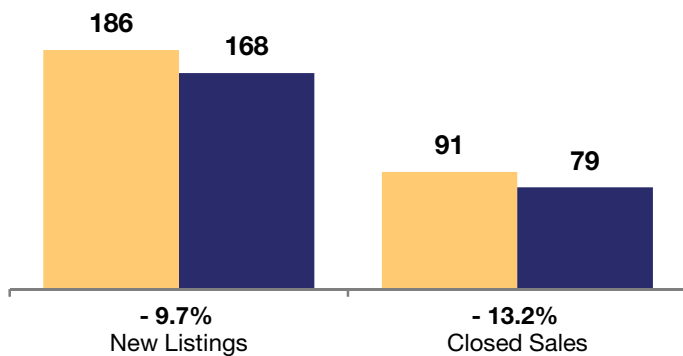
Change in
Median Sales Price

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	186	168	- 9.7%	485	421	- 13.2%
Closed Sales	91	79	- 13.2%	174	203	+ 16.7%
Median Sales Price*	\$269,900	\$268,250	- 0.6%	\$256,500	\$252,000	- 1.8%
Average Sales Price*	\$271,946	\$268,209	- 1.4%	\$266,807	\$270,414	+ 1.4%
Total Dollar Volume (in millions)*	\$24.7	\$20.9	- 15.4%	\$46.4	\$54.6	+ 17.7%
Percent of Original List Price Received*	94.4%	93.3%	- 1.2%	93.7%	92.8%	- 1.0%
Percent of List Price Received*	97.3%	97.4%	+ 0.1%	97.2%	96.9%	- 0.3%
Days on Market Until Sale	136	149	+ 9.7%	129	139	+ 8.2%
Inventory of Homes for Sale	805	555	- 31.1%	--	--	--
Months Supply of Inventory	11.1	7.1	- 36.1%	--	--	--

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

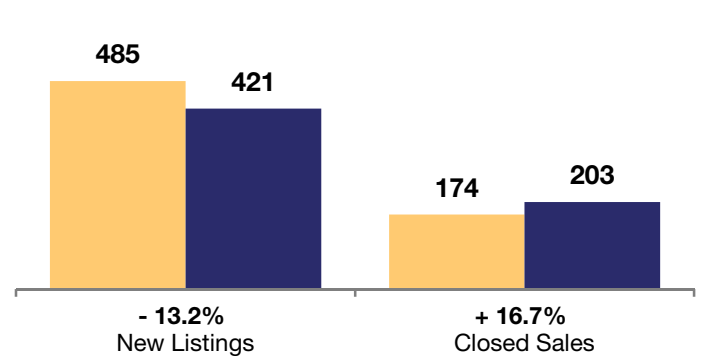
March

2011 2012

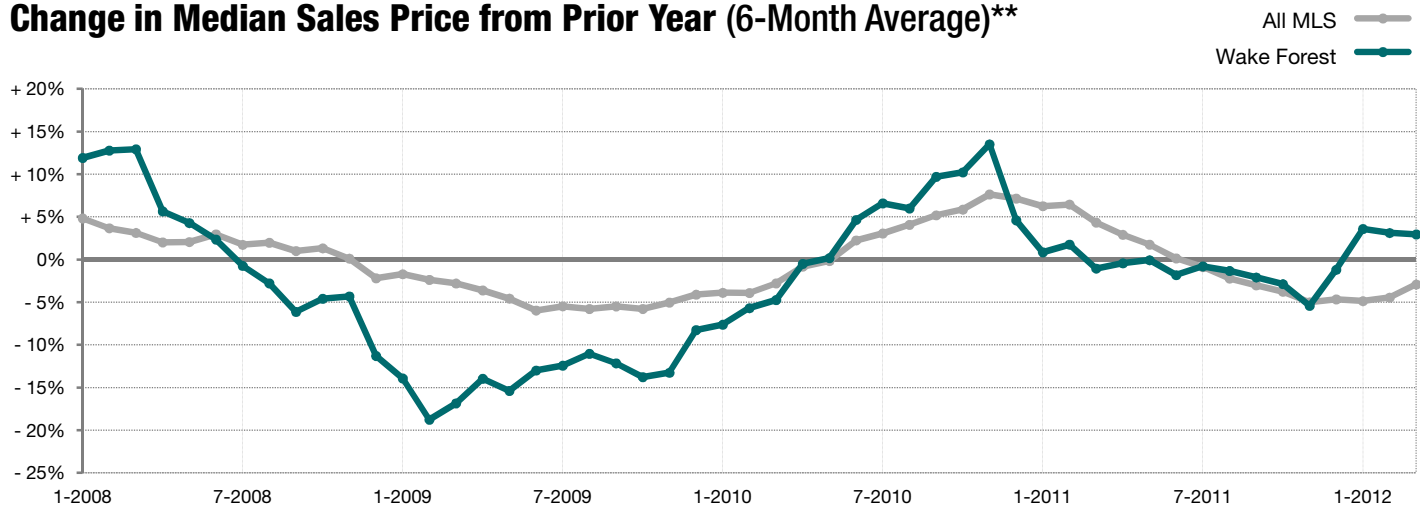


Year to Date

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