

# Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**+ 0.6%**

Change in  
New Listings

**+ 43.8%**

Change in  
Closed Sales

**0.0%**

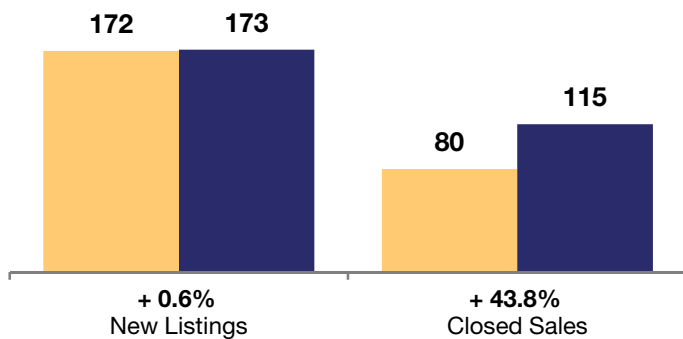
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	172	173	+ 0.6%	435	455	+ 4.6%
Closed Sales	80	115	+ 43.8%	208	255	+ 22.6%
Median Sales Price*	\$265,000	\$265,000	0.0%	\$250,000	\$258,000	+ 3.2%
Average Sales Price*	\$266,790	\$282,995	+ 6.1%	\$271,830	\$277,328	+ 2.0%
Total Dollar Volume (in millions)*	\$21.1	\$32.5	+ 54.3%	\$56.3	\$70.7	+ 25.6%
Percent of Original List Price Received*	93.2%	95.9%	+ 2.8%	92.9%	95.3%	+ 2.6%
Percent of List Price Received*	97.3%	97.4%	+ 0.1%	96.9%	97.5%	+ 0.5%
Days on Market Until Sale	148	115	- 22.3%	136	121	- 11.1%
Inventory of Homes for Sale	639	567	- 11.3%	--	--	--
Months Supply of Inventory	8.1	5.8	- 28.2%	--	--	--

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

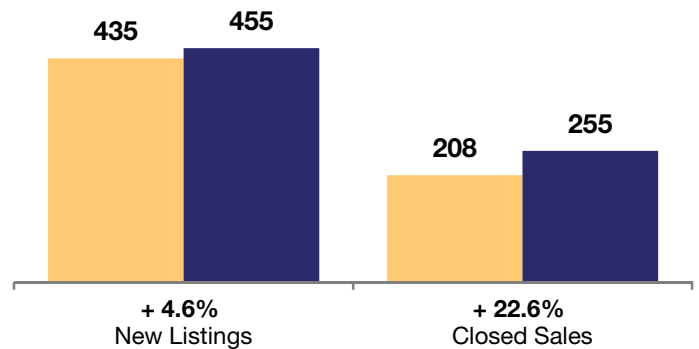
### March

2012 2013

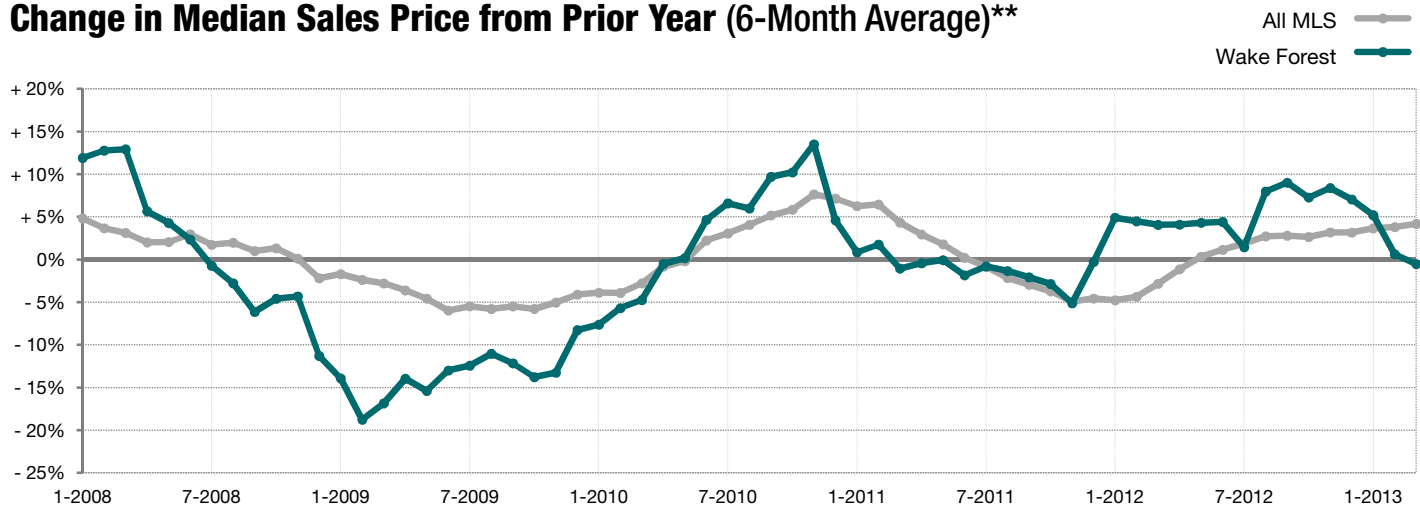


### Year to Date

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