

Local Market Update – April 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 23.9%

Change in
New Listings

+ 19.8%

Change in
Closed Sales

- 8.7%

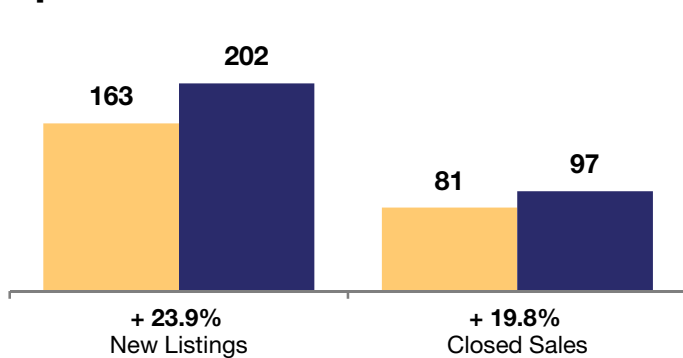
Change in
Median Sales Price

	April			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	163	202	+ 23.9%	598	659	+ 10.2%
Closed Sales	81	97	+ 19.8%	289	352	+ 21.8%
Median Sales Price*	\$281,407	\$257,000	- 8.7%	\$262,000	\$257,750	- 1.6%
Average Sales Price*	\$271,699	\$270,591	- 0.4%	\$271,793	\$275,522	+ 1.4%
Total Dollar Volume (in millions)*	\$22.0	\$26.2	+ 19.3%	\$78.3	\$97.0	+ 23.9%
Percent of Original List Price Received*	95.6%	96.1%	+ 0.5%	93.6%	95.5%	+ 2.0%
Percent of List Price Received*	98.0%	97.9%	- 0.0%	97.2%	97.6%	+ 0.4%
Days on Market Until Sale	112	114	+ 1.8%	129	119	- 8.0%
Inventory of Homes for Sale	648	628	- 3.1%	--	--	--
Months Supply of Inventory	8.4	6.3	- 24.5%	--	--	--

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

April

2012 2013



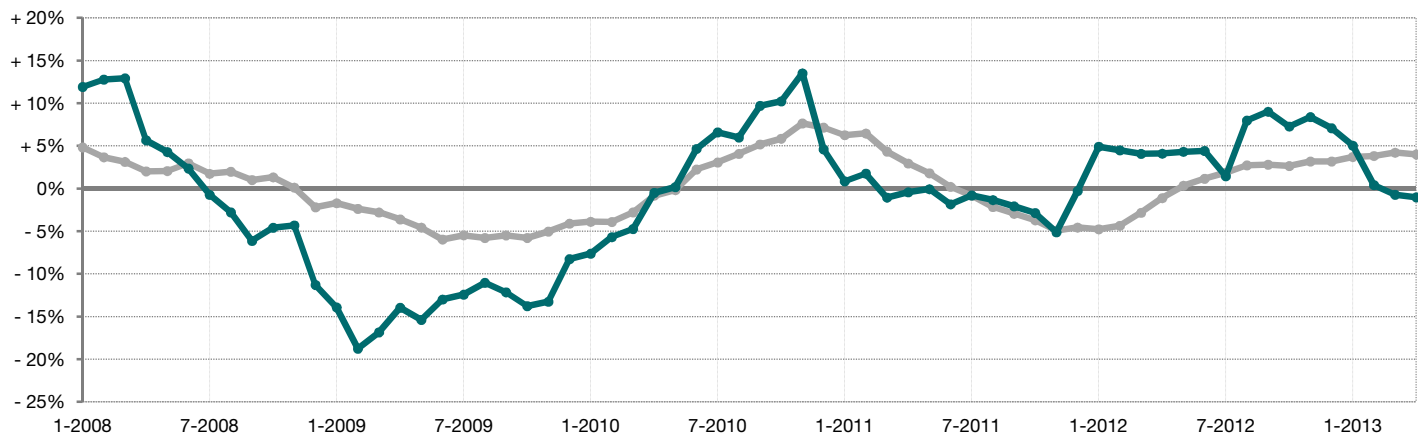
Year to Date

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