

Local Market Update – April 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 6.3%

Change in
New Listings

+ 14.7%

Change in
Closed Sales

+ 7.1%

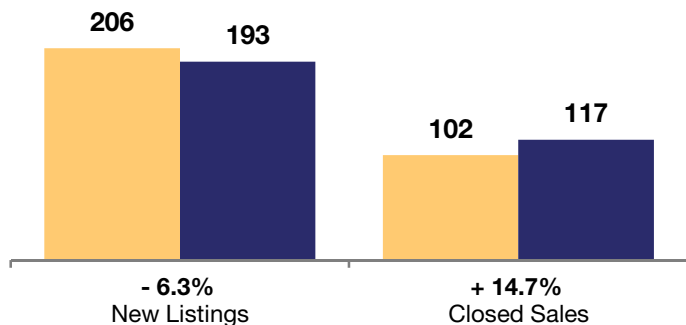
Change in
Median Sales Price

	April			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	206	193	- 6.3%	666	661	- 0.8%
Closed Sales	102	117	+ 14.7%	363	366	+ 0.8%
Median Sales Price*	\$261,450	\$280,000	+ 7.1%	\$261,000	\$277,270	+ 6.2%
Average Sales Price*	\$276,262	\$292,628	+ 5.9%	\$278,877	\$291,342	+ 4.5%
Total Dollar Volume (in millions)*	\$28.2	\$34.2	+ 21.5%	\$101.2	\$106.6	+ 5.3%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	95.6%	96.2%	+ 0.6%
Percent of List Price Received*	98.0%	98.4%	+ 0.4%	97.7%	98.2%	+ 0.6%
Days on Market Until Sale	108	121	+ 12.0%	116	112	- 3.4%
Inventory of Homes for Sale	648	631	- 2.6%	--	--	--
Months Supply of Inventory	6.5	6.1	- 5.8%	--	--	--

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

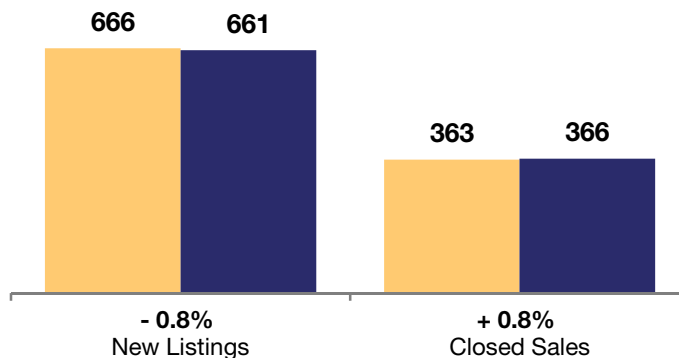
April

2013 2014



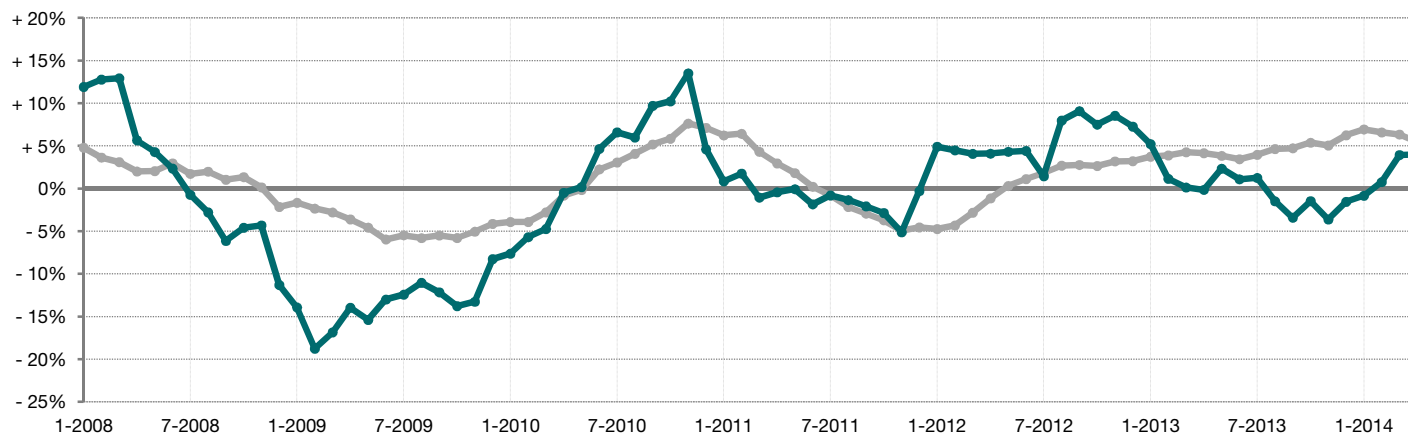
Year to Date

2013 2014



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, 2014. All data from Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.