

# Local Market Update – May 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**- 4.2%**

Change in  
New Listings

**0.0%**

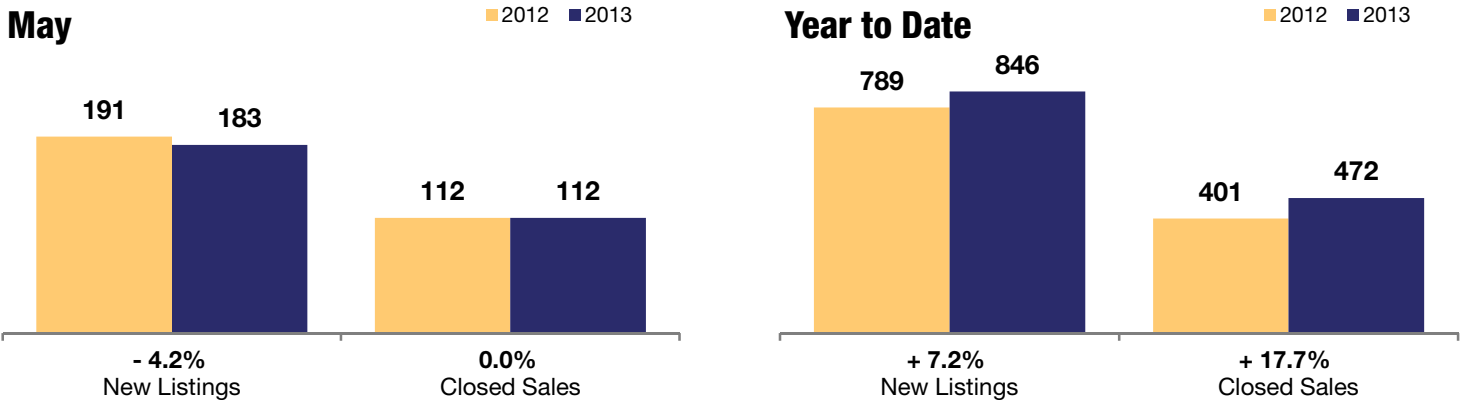
Change in  
Closed Sales

**+ 15.4%**

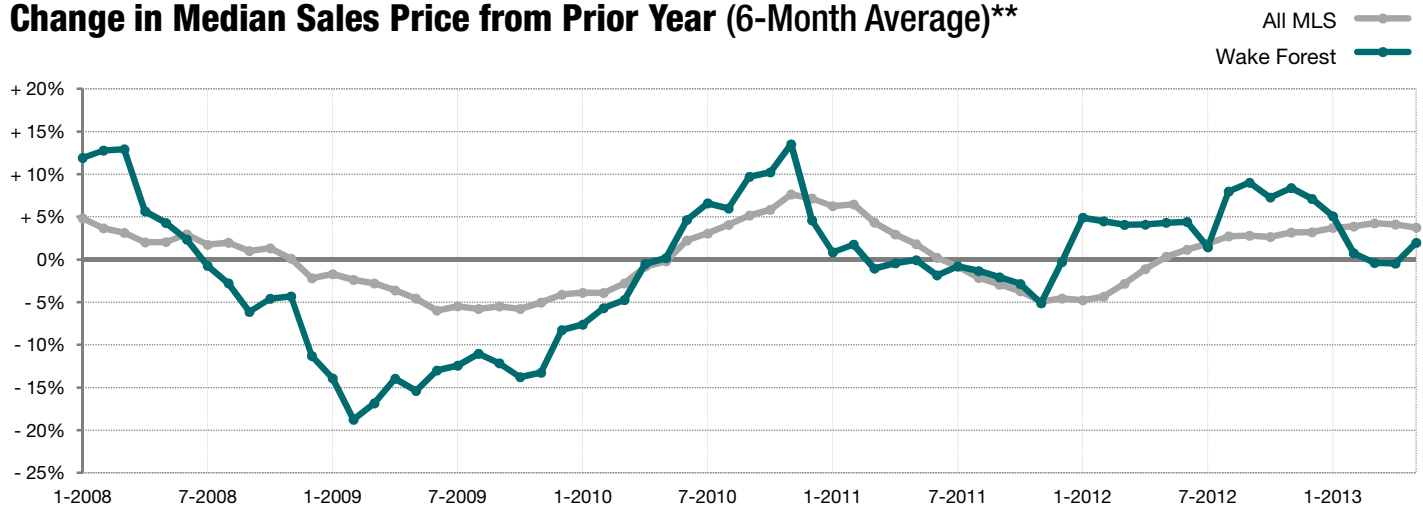
Change in  
Median Sales Price

|  | May       |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2012      | 2013             | + / -   | 2012         | 2013             | + / -   |
| New Listings                             | 191       | 183              | - 4.2%  | 789          | 846              | + 7.2%  |
| Closed Sales                             | 112       | 112              | 0.0%    | 401          | 472              | + 17.7% |
| Median Sales Price*                      | \$245,750 | <b>\$283,500</b> | + 15.4% | \$254,900    | <b>\$265,000</b> | + 4.0%  |
| Average Sales Price*                     | \$269,579 | <b>\$284,196</b> | + 5.4%  | \$271,173    | <b>\$279,748</b> | + 3.2%  |
| Total Dollar Volume (in millions)*       | \$30.2    | <b>\$31.8</b>    | + 5.4%  | \$108.5      | <b>\$132.0</b>   | + 21.7% |
| Percent of Original List Price Received* | 96.0%     | <b>96.4%</b>     | + 0.4%  | 94.3%        | <b>95.8%</b>     | + 1.6%  |
| Percent of List Price Received*          | 98.1%     | <b>98.2%</b>     | + 0.1%  | 97.5%        | <b>97.8%</b>     | + 0.3%  |
| Days on Market Until Sale                | 122       | 117              | - 4.5%  | 127          | 117              | - 8.5%  |
| Inventory of Homes for Sale              | 680       | 656              | - 3.5%  | --           | --               | --      |
| Months Supply of Inventory               | 8.6       | 6.6              | - 23.4% | --           | --               | --      |

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



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