

Local Market Update – June 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 3.2%

Change in
New Listings

+ 6.6%

Change in
Closed Sales

- 6.2%

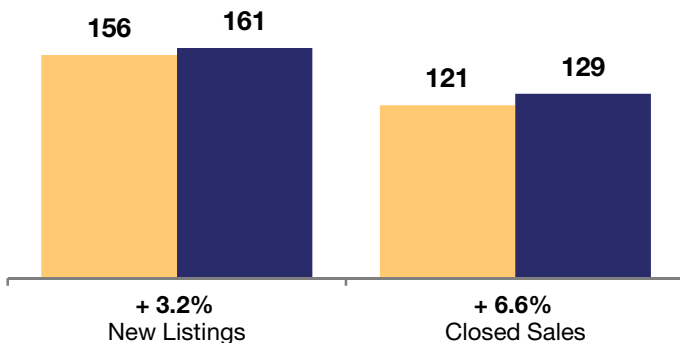
Change in
Median Sales Price

	June			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	156	161	+ 3.2%	945	1,009	+ 6.8%
Closed Sales	121	129	+ 6.6%	522	604	+ 15.7%
Median Sales Price*	\$275,000	\$258,000	- 6.2%	\$260,300	\$265,000	+ 1.8%
Average Sales Price*	\$310,463	\$290,980	- 6.3%	\$280,298	\$282,456	+ 0.8%
Total Dollar Volume (in millions)*	\$37.6	\$37.5	- 0.1%	\$146.1	\$170.6	+ 16.8%
Percent of Original List Price Received*	94.4%	96.7%	+ 2.4%	94.3%	96.0%	+ 1.8%
Percent of List Price Received*	96.9%	98.1%	+ 1.3%	97.3%	97.9%	+ 0.5%
Days on Market Until Sale	118	101	- 14.2%	125	113	- 10.0%
Inventory of Homes for Sale	659	640	- 2.9%	--	--	--
Months Supply of Inventory	8.1	6.3	- 21.6%	--	--	--

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

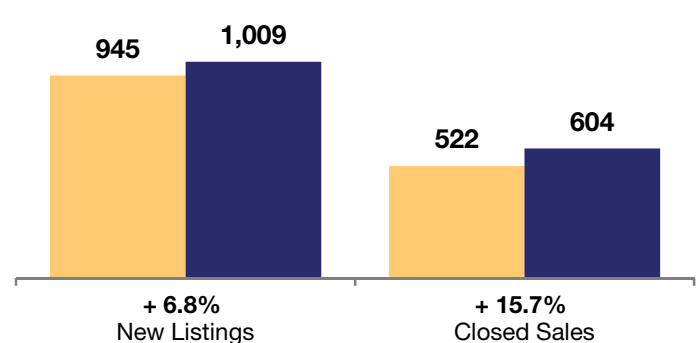
June

2012 2013



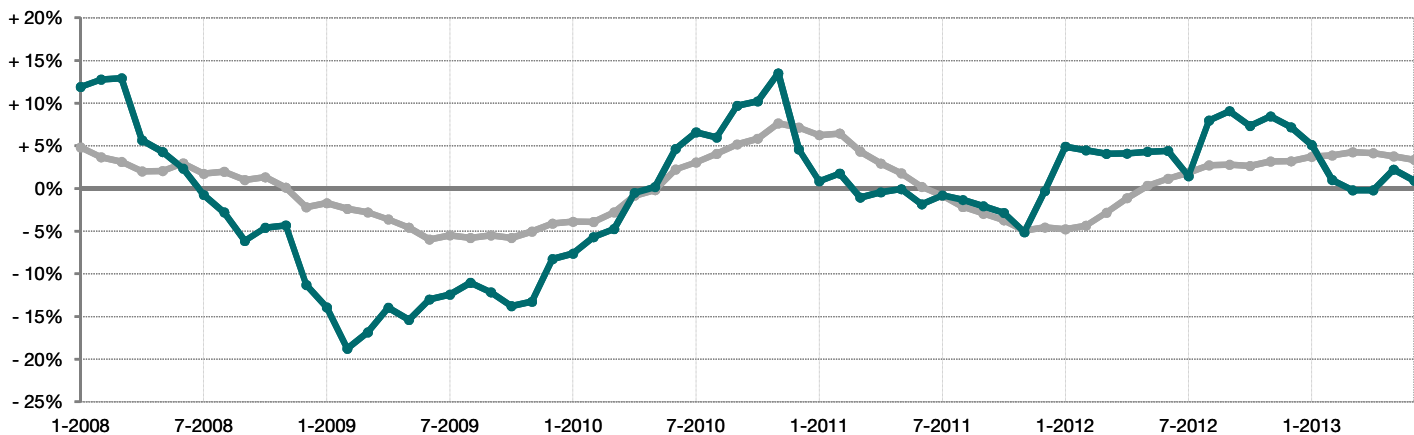
Year to Date

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