

# Local Market Update – June 2014

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**+ 10.2%**

Change in  
New Listings

**+ 16.2%**

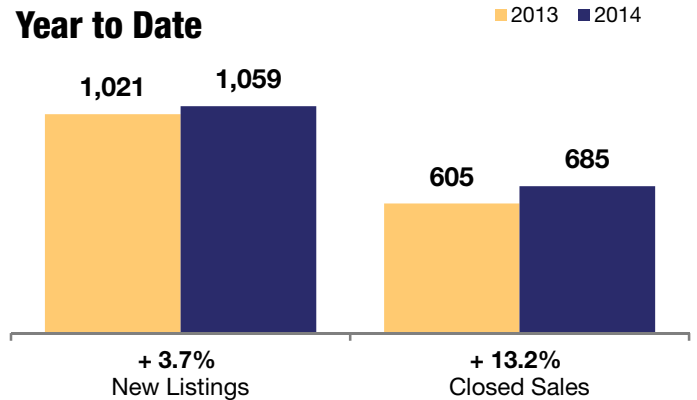
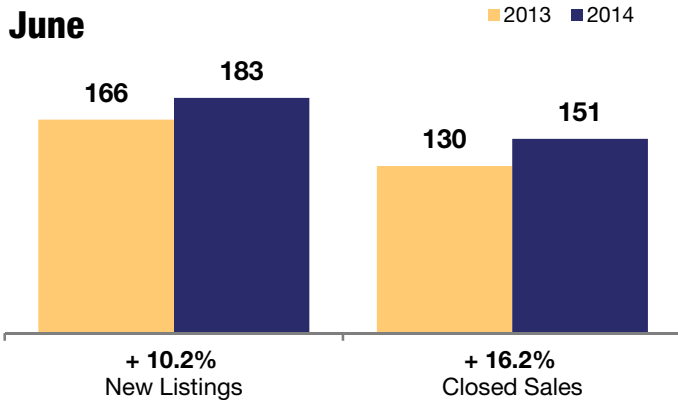
Change in  
Closed Sales

**+ 12.0%**

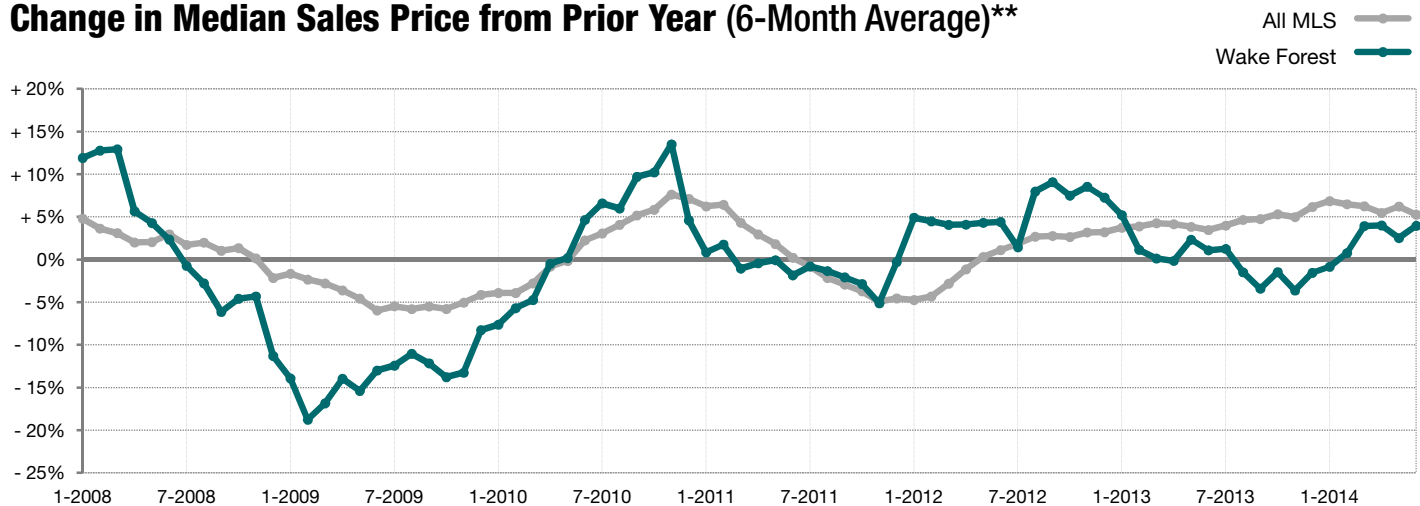
Change in  
Median Sales Price

|  | June      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2013      | 2014             | + / -   | 2013         | 2014             | + / -   |
| New Listings                             | 166       | 183              | + 10.2% | 1,021        | 1,059            | + 3.7%  |
| Closed Sales                             | 130       | 151              | + 16.2% | 605          | 685              | + 13.2% |
| Median Sales Price*                      | \$258,950 | <b>\$290,000</b> | + 12.0% | \$265,000    | <b>\$279,900</b> | + 5.6%  |
| Average Sales Price*                     | \$292,027 | <b>\$308,532</b> | + 5.7%  | \$282,687    | <b>\$296,543</b> | + 4.9%  |
| Total Dollar Volume (in millions)*       | \$38.0    | <b>\$46.6</b>    | + 22.7% | \$171.0      | <b>\$203.1</b>   | + 18.8% |
| Percent of Original List Price Received* | 96.7%     | <b>97.1%</b>     | + 0.4%  | 96.0%        | <b>96.7%</b>     | + 0.7%  |
| Percent of List Price Received*          | 98.1%     | <b>98.7%</b>     | + 0.6%  | 97.9%        | <b>98.5%</b>     | + 0.7%  |
| Days on Market Until Sale                | 100       | <b>103</b>       | + 3.0%  | 112          | <b>108</b>       | - 3.6%  |
| Inventory of Homes for Sale              | 675       | <b>615</b>       | - 8.9%  | --           | --               | --      |
| Months Supply of Inventory               | 6.7       | <b>5.6</b>       | - 16.3% | --           | --               | --      |

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