

Local Market Update – July 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 25.2%

Change in
New Listings

+ 50.7%

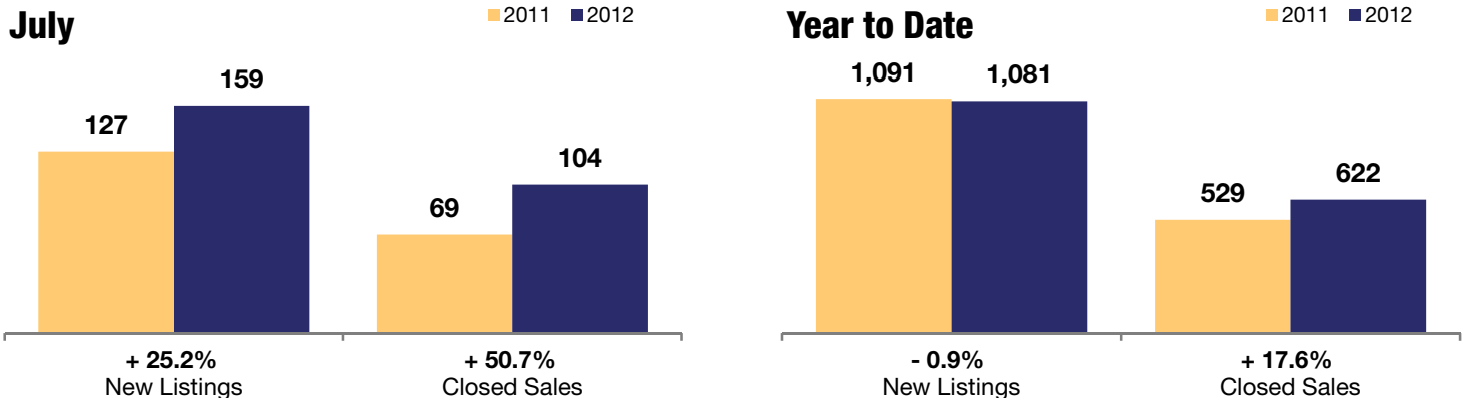
Change in
Closed Sales

+ 6.4%

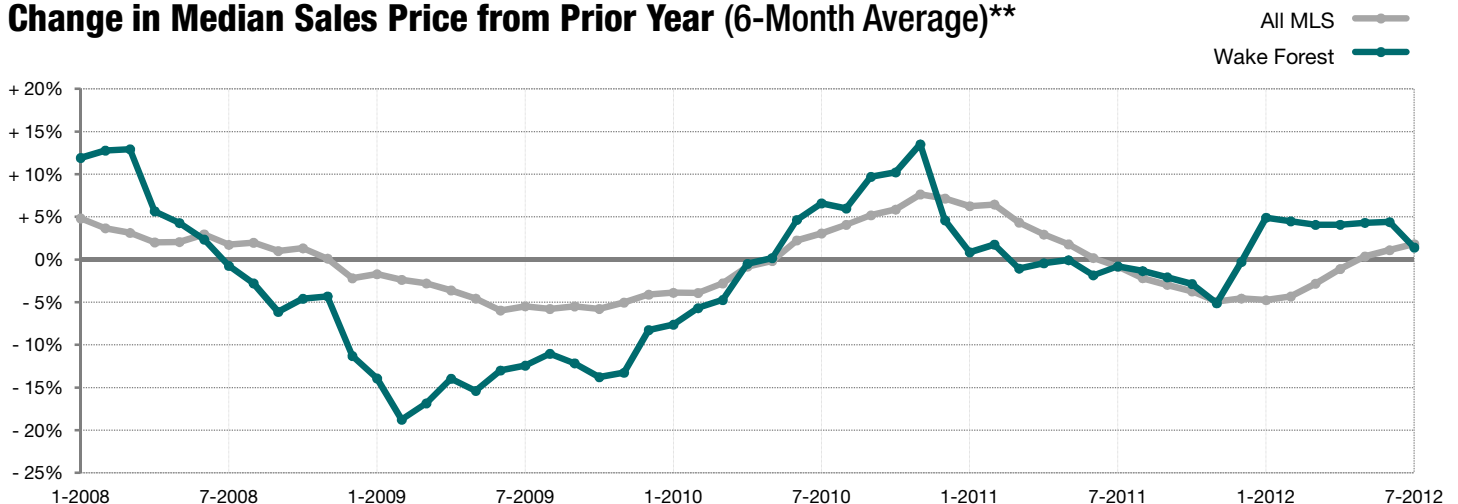
Change in
Median Sales Price

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	127	159	+ 25.2%	1,091	1,081	- 0.9%
Closed Sales	69	104	+ 50.7%	529	622	+ 17.6%
Median Sales Price*	\$275,000	\$292,500	+ 6.4%	\$259,000	\$265,000	+ 2.3%
Average Sales Price*	\$272,579	\$294,357	+ 8.0%	\$276,055	\$282,390	+ 2.3%
Total Dollar Volume (in millions)*	\$18.8	\$30.6	+ 62.8%	\$146.0	\$175.4	+ 20.1%
Percent of Original List Price Received*	91.9%	95.9%	+ 4.3%	93.6%	94.5%	+ 1.0%
Percent of List Price Received*	96.0%	97.6%	+ 1.7%	97.3%	97.4%	+ 0.1%
Days on Market Until Sale	116	120	+ 3.3%	119	125	+ 5.0%
Inventory of Homes for Sale	786	566	- 28.0%	--	--	--
Months Supply of Inventory	11.5	6.7	- 41.5%	--	--	--

* 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 August 10, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.