

Local Market Update – July 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 8.0%

Change in
New Listings

+ 29.8%

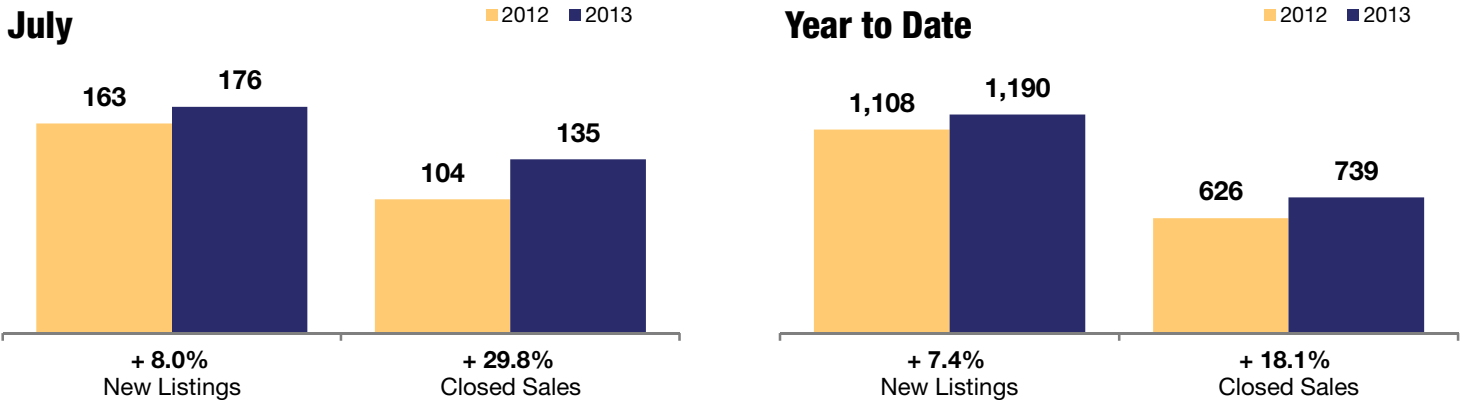
Change in
Closed Sales

- 5.4%

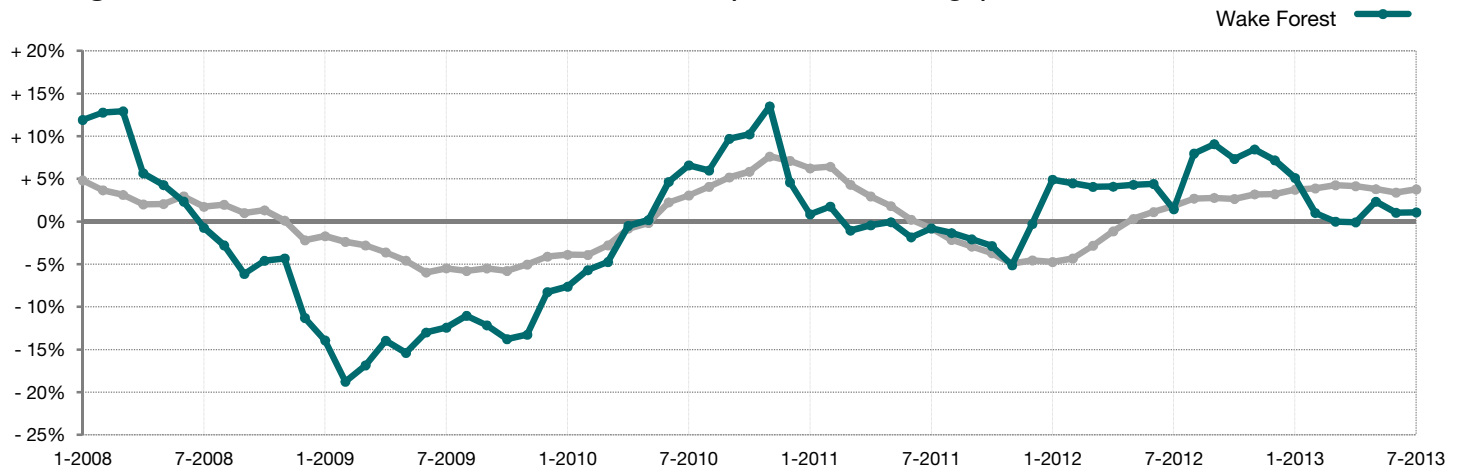
Change in
Median Sales Price

	July			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	163	176	+ 8.0%	1,108	1,190	+ 7.4%
Closed Sales	104	135	+ 29.8%	626	739	+ 18.1%
Median Sales Price*	\$292,500	\$276,840	- 5.4%	\$265,000	\$267,000	+ 0.8%
Average Sales Price*	\$294,357	\$284,033	- 3.5%	\$282,637	\$282,738	+ 0.0%
Total Dollar Volume (in millions)*	\$30.6	\$38.3	+ 25.3%	\$176.7	\$208.9	+ 18.3%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	94.6%	96.1%	+ 1.6%
Percent of List Price Received*	97.6%	97.7%	+ 0.0%	97.4%	97.8%	+ 0.5%
Days on Market Until Sale	120	98	- 18.0%	124	110	- 11.5%
Inventory of Homes for Sale	668	629	- 5.8%	--	--	--
Months Supply of Inventory	7.9	6.1	- 23.2%	--	--	--

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