

Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 22.0%

Change in
New Listings

+ 36.1%

Change in
Closed Sales

+ 30.4%

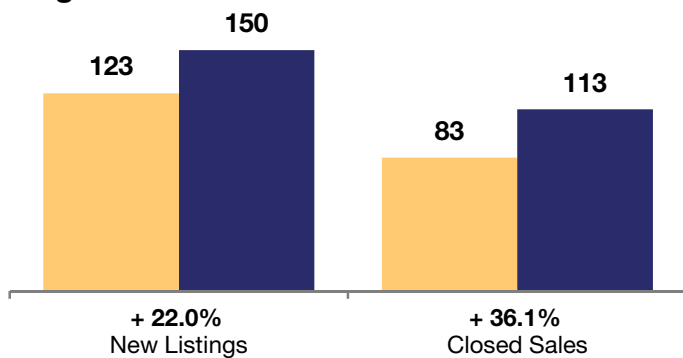
Change in
Median Sales Price

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	123	150	+ 22.0%	1,214	1,235	+ 1.7%
Closed Sales	83	113	+ 36.1%	612	736	+ 20.3%
Median Sales Price*	\$230,000	\$300,000	+ 30.4%	\$256,000	\$269,000	+ 5.1%
Average Sales Price*	\$260,740	\$308,707	+ 18.4%	\$273,978	\$286,261	+ 4.5%
Total Dollar Volume (in millions)*	\$21.6	\$34.9	+ 61.2%	\$167.7	\$210.4	+ 25.5%
Percent of Original List Price Received*	93.5%	94.0%	+ 0.6%	93.6%	94.5%	+ 0.9%
Percent of List Price Received*	97.2%	96.9%	- 0.3%	97.2%	97.3%	+ 0.0%
Days on Market Until Sale	119	130	+ 8.9%	119	126	+ 5.7%
Inventory of Homes for Sale	760	583	- 23.3%	--	--	--
Months Supply of Inventory	10.7	6.7	- 37.2%	--	--	--

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

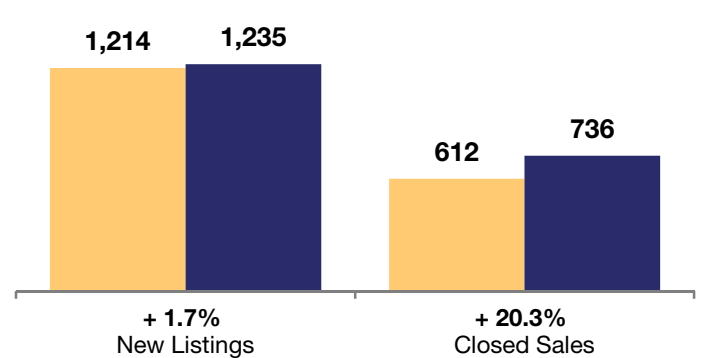
August

2011 2012



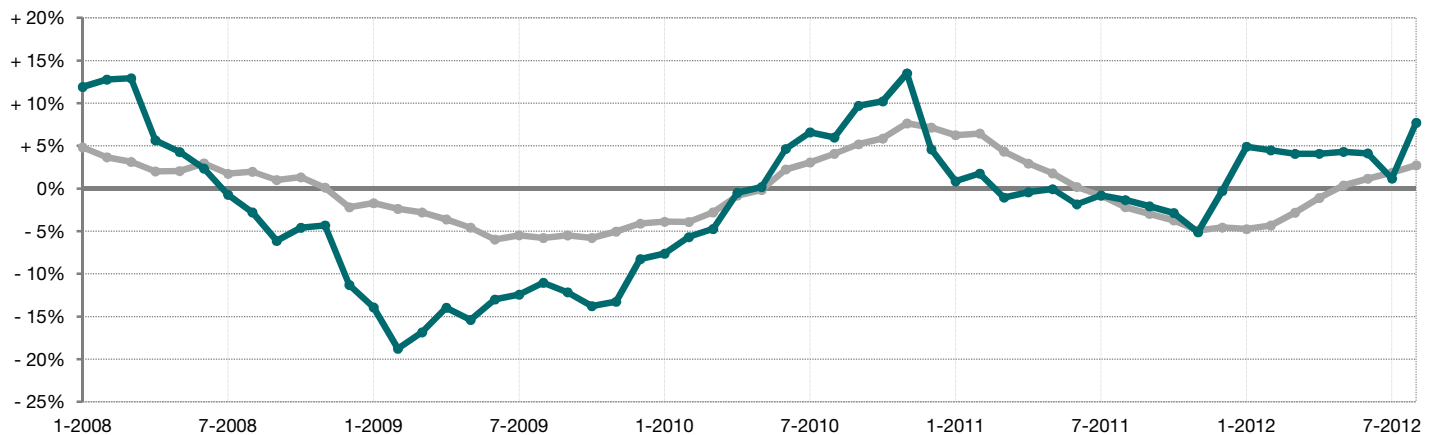
Year to Date

2011 2012



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