

Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 5.3%

Change in
New Listings

+ 14.9%

Change in
Closed Sales

- 9.5%

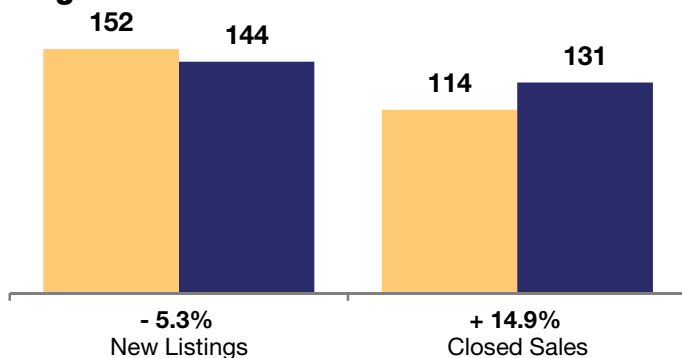
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	152	144	- 5.3%	1,260	1,348	+ 7.0%
Closed Sales	114	131	+ 14.9%	740	875	+ 18.2%
Median Sales Price*	\$300,000	\$271,400	- 9.5%	\$270,000	\$268,735	- 0.5%
Average Sales Price*	\$307,972	\$292,994	- 4.9%	\$286,545	\$284,877	- 0.6%
Total Dollar Volume (in millions)*	\$35.1	\$38.4	+ 9.3%	\$211.8	\$249.3	+ 17.7%
Percent of Original List Price Received*	94.1%	97.7%	+ 3.9%	94.5%	96.3%	+ 2.0%
Percent of List Price Received*	96.8%	98.4%	+ 1.6%	97.3%	97.9%	+ 0.6%
Days on Market Until Sale	129	83	- 35.7%	125	105	- 15.6%
Inventory of Homes for Sale	670	599	- 10.6%	--	--	--
Months Supply of Inventory	7.7	5.7	- 26.2%	--	--	--

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

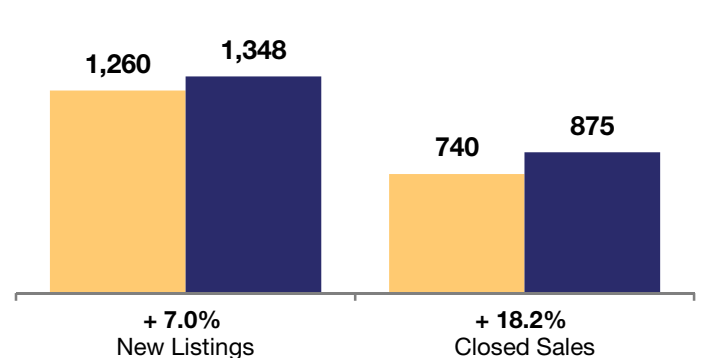
August

2012 2013



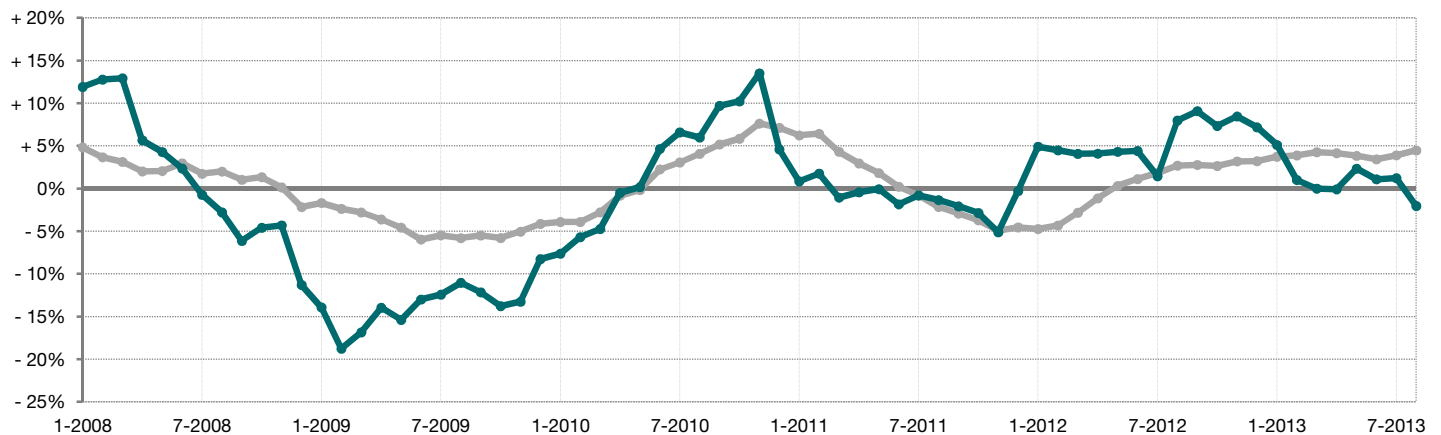
Year to Date

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