

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 20.3%

Change in
New Listings

+ 47.1%

Change in
Closed Sales

+ 1.7%

Change in
Median Sales Price

October

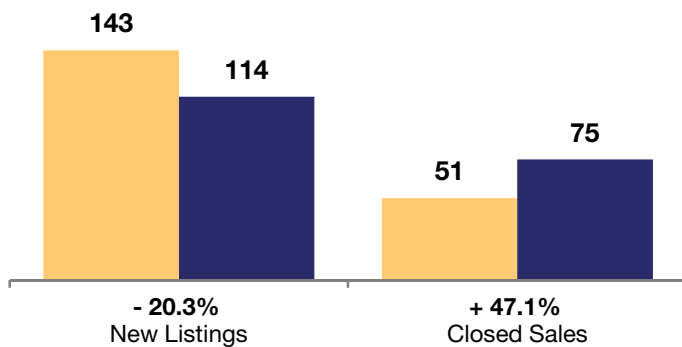
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	143	114	- 20.3%	1,701	1,422	- 16.4%
Closed Sales	51	75	+ 47.1%	703	760	+ 8.1%
Median Sales Price*	\$262,500	\$267,000	+ 1.7%	\$266,664	\$256,790	- 3.7%
Average Sales Price*	\$292,296	\$287,798	- 1.5%	\$290,281	\$273,692	- 5.7%
Total Dollar Volume (in millions)*	\$14.9	\$21.6	+ 44.8%	\$204.1	\$208.0	+ 1.9%
Percent of Original List Price Received*	92.8%	92.7%	- 0.1%	92.1%	93.5%	+ 1.4%
Percent of List Price Received*	97.1%	96.4%	- 0.7%	96.9%	97.2%	+ 0.3%
Days on Market Until Sale	103	135	+ 31.8%	108	123	+ 14.1%
Inventory of Homes for Sale	839	624	- 25.6%	--	--	--
Months Supply of Inventory	12.3	8.6	- 30.0%	--	--	--

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

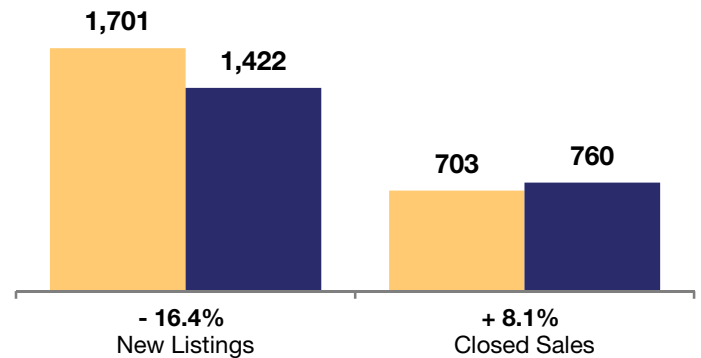
October

2010 2011

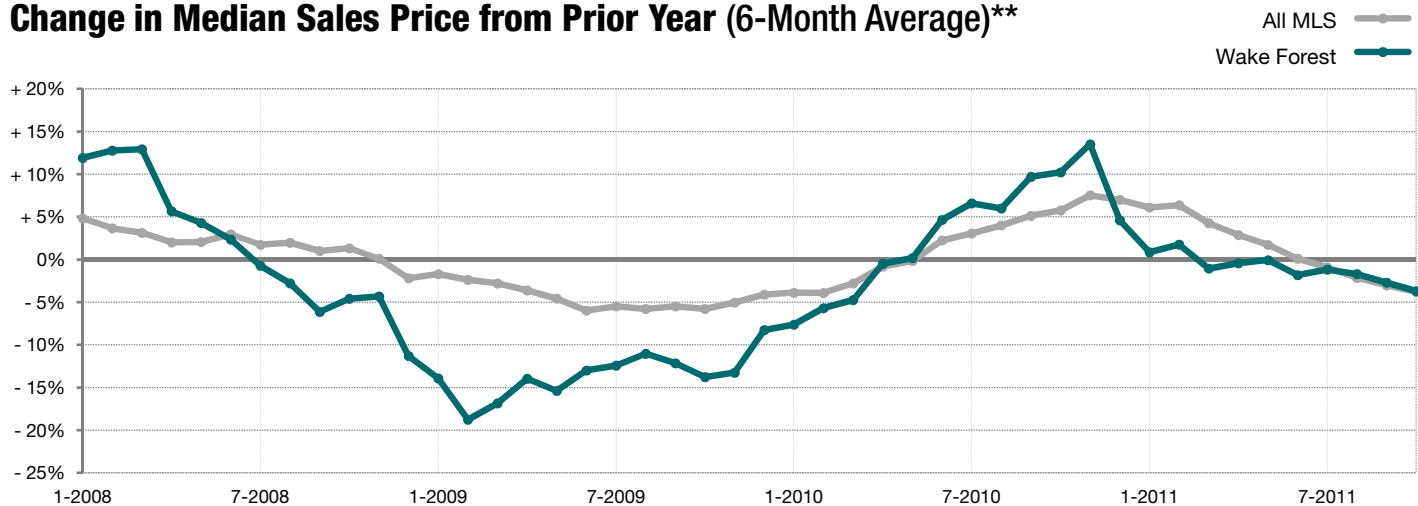


Year to Date

2010 2011



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 November 15, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.