

Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

- 33.3%

Change in
New Listings

- 3.2%

Change in
Closed Sales

- 11.9%

Change in
Median Sales Price

	November			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	123	82	- 33.3%	1,824	1,506	- 17.4%
Closed Sales	63	61	- 3.2%	766	824	+ 7.6%
Median Sales Price*	\$267,000	\$235,150	- 11.9%	\$266,832	\$256,790	- 3.8%
Average Sales Price*	\$280,978	\$259,266	- 7.7%	\$289,516	\$273,811	- 5.4%
Total Dollar Volume (in millions)*	\$17.7	\$15.8	- 10.7%	\$221.8	\$225.6	+ 1.7%
Percent of Original List Price Received*	93.3%	92.1%	- 1.2%	92.2%	93.4%	+ 1.3%
Percent of List Price Received*	97.1%	96.2%	- 1.0%	97.0%	97.1%	+ 0.2%
Days on Market Until Sale	114	131	+ 15.0%	108	123	+ 13.6%
Inventory of Homes for Sale	818	563	- 31.2%	--	--	--
Months Supply of Inventory	12.0	7.7	- 35.7%	--	--	--

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

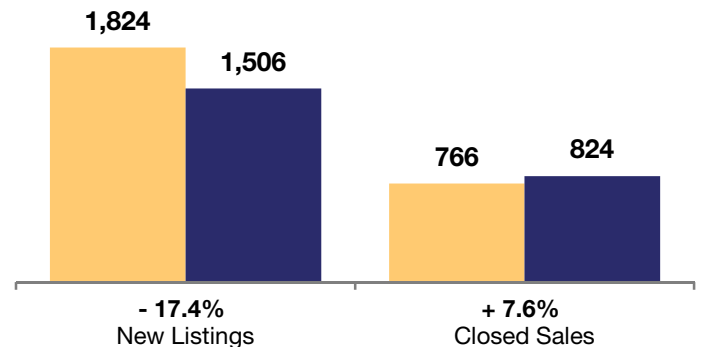
November

2010 2011



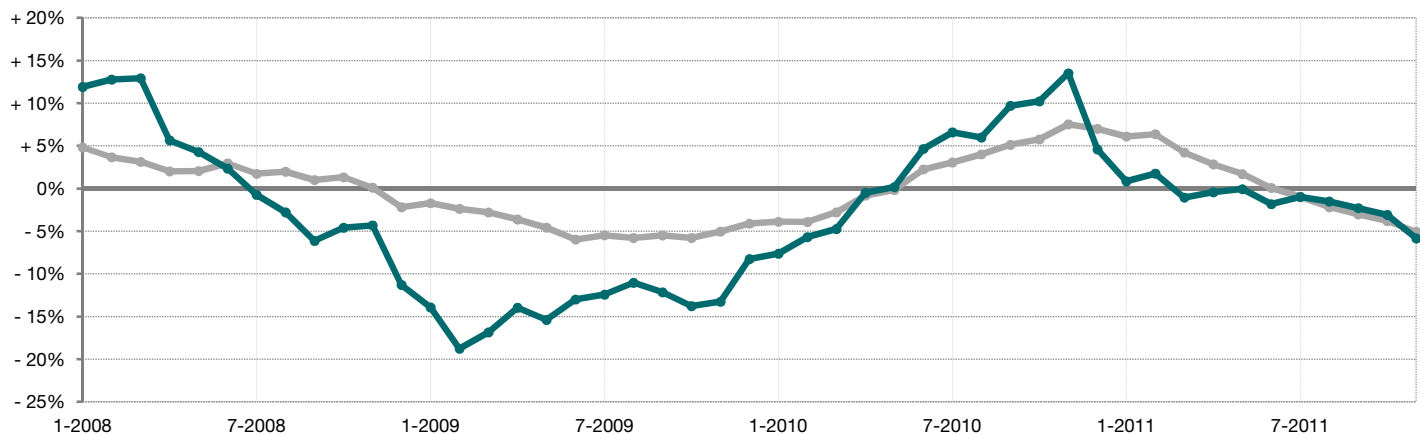
Year to Date

2010 2011



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