

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 19.0%

Change in
New Listings

+ 42.2%

Change in
Closed Sales

+ 1.0%

Change in
Median Sales Price

November

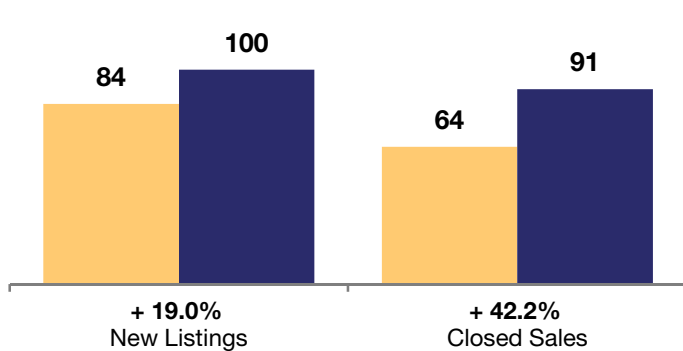
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	84	100	+ 19.0%	1,528	1,641	+ 7.4%
Closed Sales	64	91	+ 42.2%	831	1,024	+ 23.2%
Median Sales Price*	\$244,950	\$247,500	+ 1.0%	\$257,166	\$264,900	+ 3.0%
Average Sales Price*	\$260,285	\$260,642	+ 0.1%	\$274,389	\$282,818	+ 3.1%
Total Dollar Volume (in millions)*	\$16.7	\$23.7	+ 42.4%	\$228.0	\$289.3	+ 26.9%
Percent of Original List Price Received*	92.5%	94.9%	+ 2.6%	93.5%	94.7%	+ 1.3%
Percent of List Price Received*	96.3%	97.1%	+ 0.8%	97.2%	97.3%	+ 0.2%
Days on Market Until Sale	126	105	- 16.7%	122	119	- 2.3%
Inventory of Homes for Sale	625	527	- 15.7%	--	--	--
Months Supply of Inventory	8.3	5.7	- 31.6%	--	--	--

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

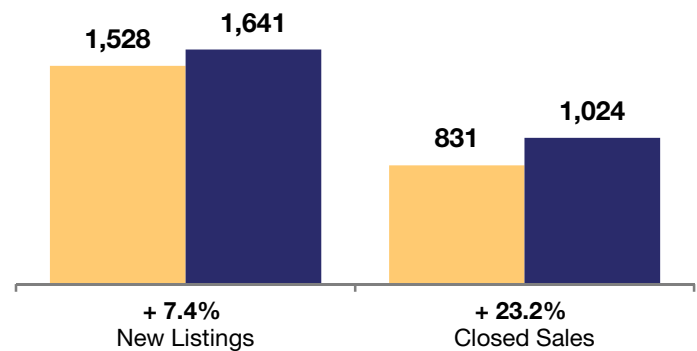
November

2011 2012

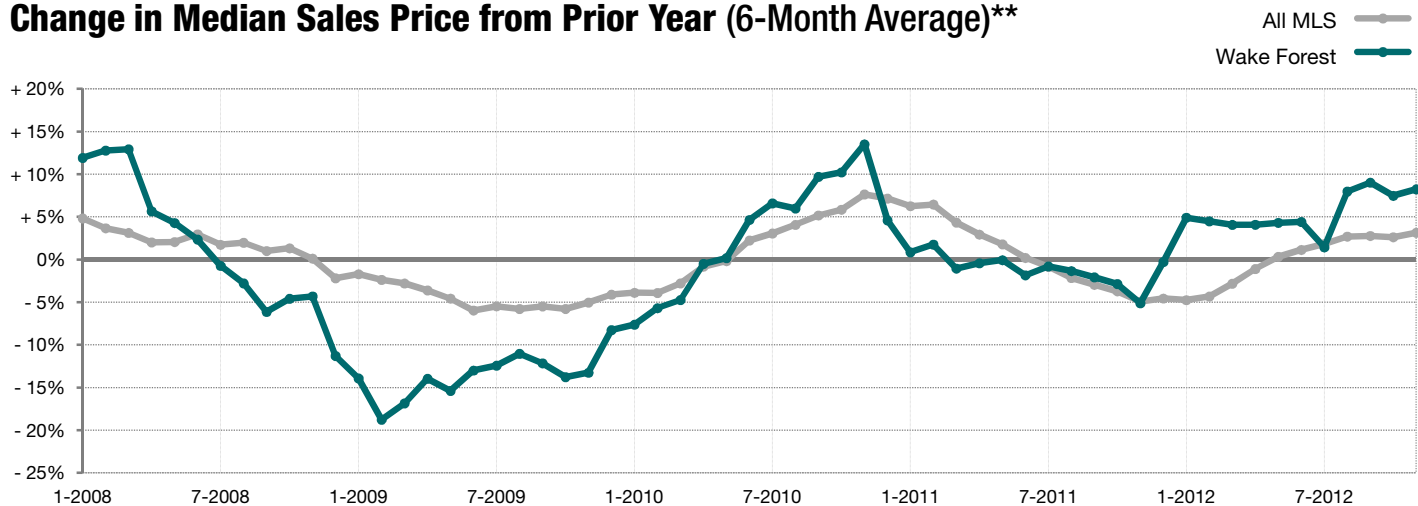


Year to Date

2011 2012



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