

# Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**- 6.0%**

Change in  
New Listings

**- 6.5%**

Change in  
Closed Sales

**+ 3.1%**

Change in  
Median Sales Price

### November

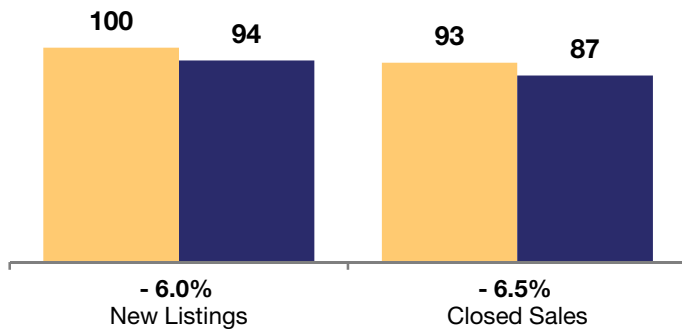
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	100	94	- 6.0%	1,644	1,735	+ 5.5%
Closed Sales	93	87	- 6.5%	1,029	1,143	+ 11.1%
Median Sales Price*	\$253,670	\$261,460	+ 3.1%	\$265,000	\$266,430	+ 0.5%
Average Sales Price*	\$270,828	\$298,129	+ 10.1%	\$283,888	\$287,886	+ 1.4%
Total Dollar Volume (in millions)*	\$25.2	\$25.9	+ 3.0%	\$291.9	\$329.1	+ 12.7%
Percent of Original List Price Received*	95.0%	96.0%	+ 1.1%	94.7%	96.4%	+ 1.7%
Percent of List Price Received*	97.1%	97.6%	+ 0.5%	97.4%	98.0%	+ 0.7%
Days on Market Until Sale	101	109	+ 7.7%	118	105	- 11.6%
Inventory of Homes for Sale	587	537	- 8.5%	--	--	--
Months Supply of Inventory	6.3	5.2	- 18.1%	--	--	--

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

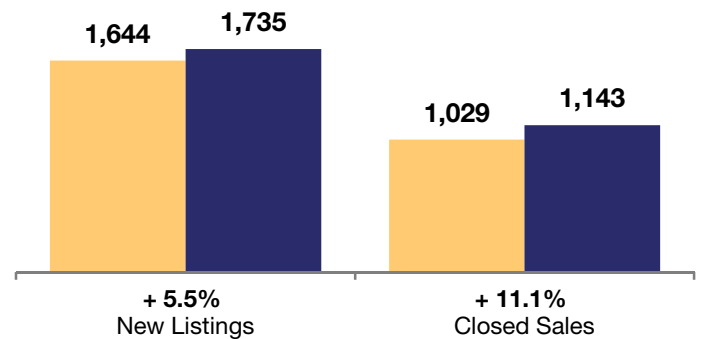
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2012 2013

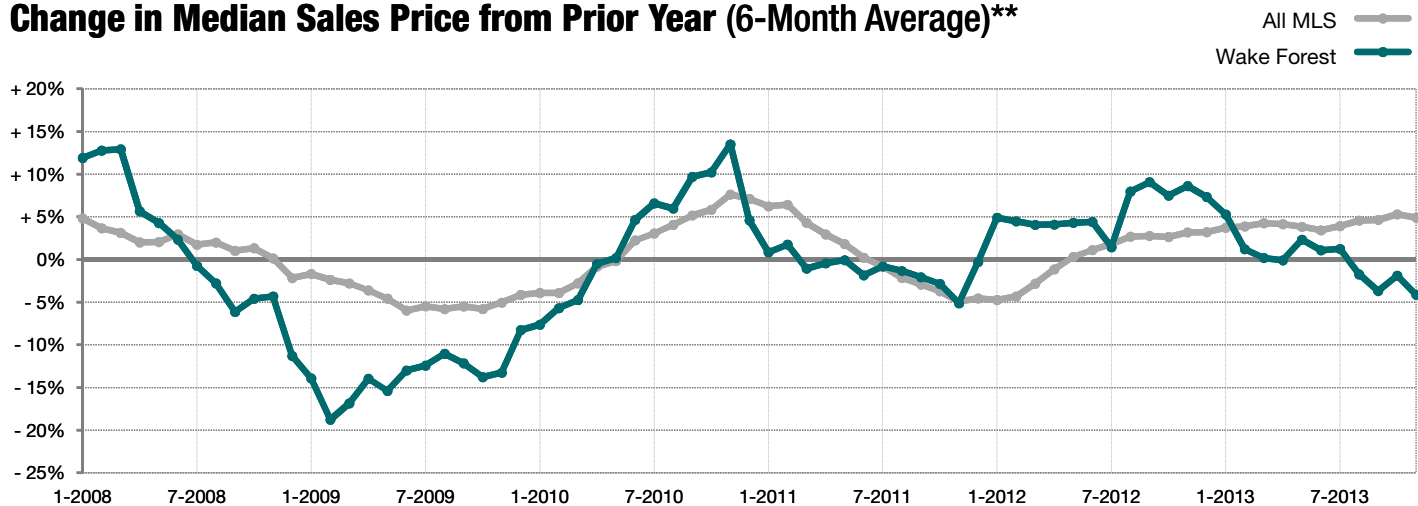


### Year to Date

2012 2013



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