

Wake Forest

- 35.1%

Change in
New Listings

+ 13.2%

Change in
Closed Sales

+ 4.2%

Change in
Median Sales Price

December

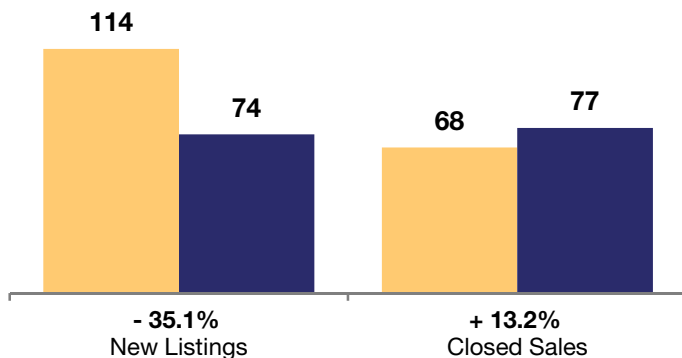
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	114	74	- 35.1%	1,939	1,580	- 18.5%
Closed Sales	68	77	+ 13.2%	834	902	+ 8.2%
Median Sales Price*	\$249,507	\$259,900	+ 4.2%	\$265,063	\$257,000	- 3.0%
Average Sales Price*	\$284,100	\$288,212	+ 1.4%	\$289,074	\$275,021	- 4.9%
Total Dollar Volume (in millions)*	\$19.3	\$22.2	+ 14.9%	\$241.1	\$248.1	+ 2.9%
Percent of Original List Price Received*	92.5%	94.0%	+ 1.7%	92.3%	93.5%	+ 1.3%
Percent of List Price Received*	96.8%	97.6%	+ 0.8%	96.9%	97.2%	+ 0.2%
Days on Market Until Sale	122	134	+ 9.6%	109	124	+ 13.2%
Inventory of Homes for Sale	763	520	- 31.8%	--	--	--
Months Supply of Inventory	11.1	7.0	- 36.7%	--	--	--

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

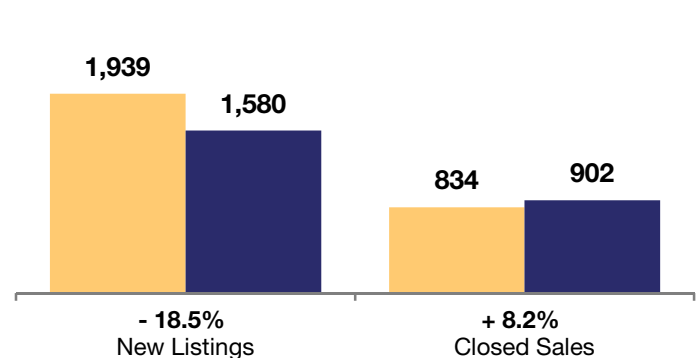
December

2010 2011

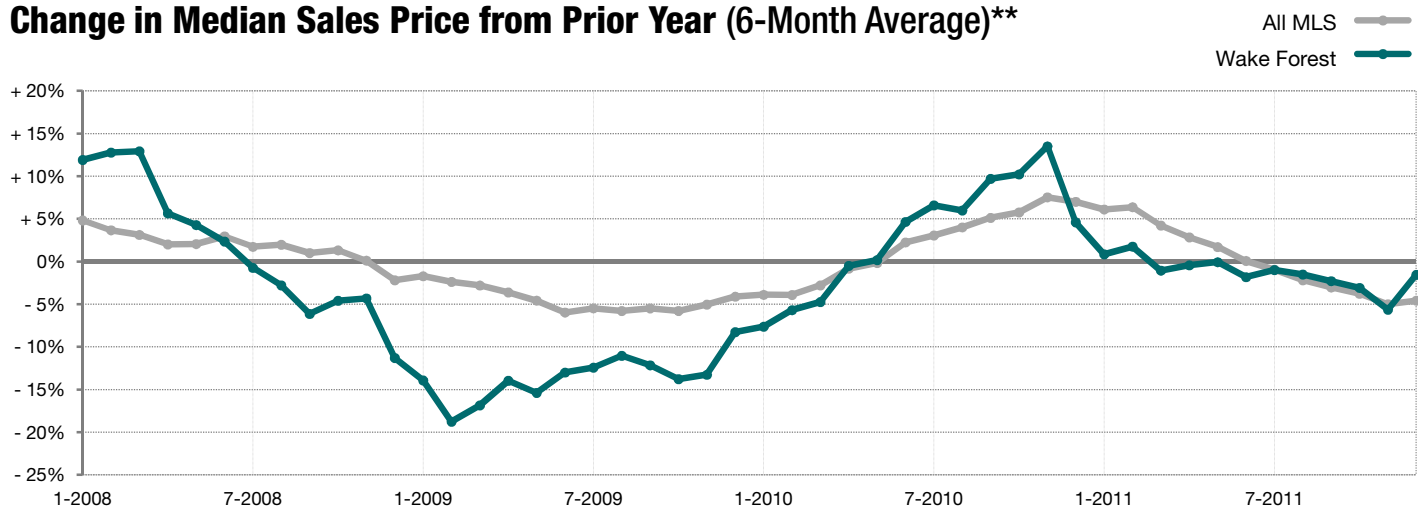


Year to Date

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 January 17, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.