

# Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**+ 47.0%**

Change in  
New Listings

**- 10.9%**

Change in  
Closed Sales

**+ 7.9%**

Change in  
Median Sales Price

### December

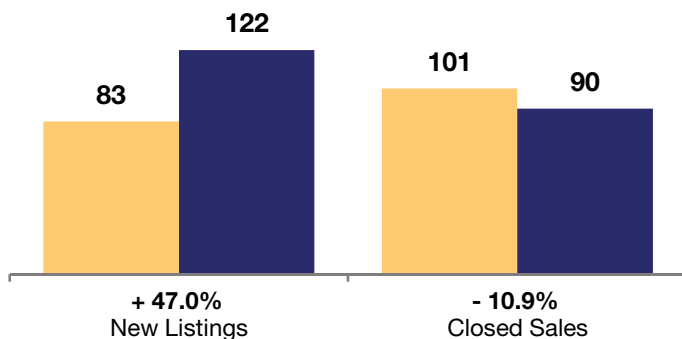
### Year to Date

|  | 2012      | 2013      | + / -   | 2012      | 2013      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 83        | 122       | + 47.0% | 1,728     | 1,860     | + 7.6%  |
| Closed Sales                             | 101       | 90        | - 10.9% | 1,131     | 1,235     | + 9.2%  |
| Median Sales Price*                      | \$267,000 | \$287,995 | + 7.9%  | \$265,000 | \$271,000 | + 2.3%  |
| Average Sales Price*                     | \$291,795 | \$301,406 | + 3.3%  | \$284,566 | \$289,164 | + 1.6%  |
| Total Dollar Volume (in millions)*       | \$29.5    | \$27.1    | - 8.0%  | \$321.6   | \$357.1   | + 11.1% |
| Percent of Original List Price Received* | 96.5%     | 96.7%     | + 0.2%  | 94.9%     | 96.4%     | + 1.6%  |
| Percent of List Price Received*          | 98.6%     | 98.2%     | - 0.4%  | 97.5%     | 98.0%     | + 0.6%  |
| Days on Market Until Sale                | 108       | 96        | - 11.1% | 117       | 104       | - 11.1% |
| Inventory of Homes for Sale              | 525       | 500       | - 4.8%  | --        | --        | --      |
| Months Supply of Inventory               | 5.6       | 4.9       | - 12.8% | --        | --        | --      |

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

### December

2012 2013

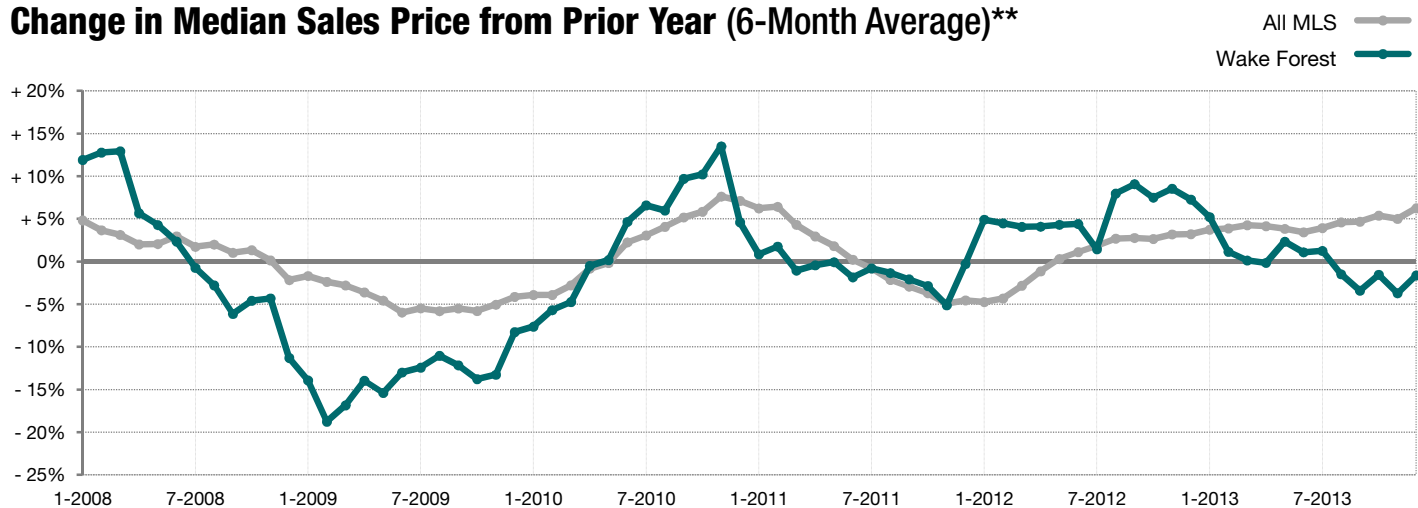


### Year to Date

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 January 10, 2014. All data from Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.