

Local Market Update – September 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 8.4%

Change in
New Listings

+ 26.6%

Change in
Closed Sales

- 4.2%

Change in
Median Sales Price

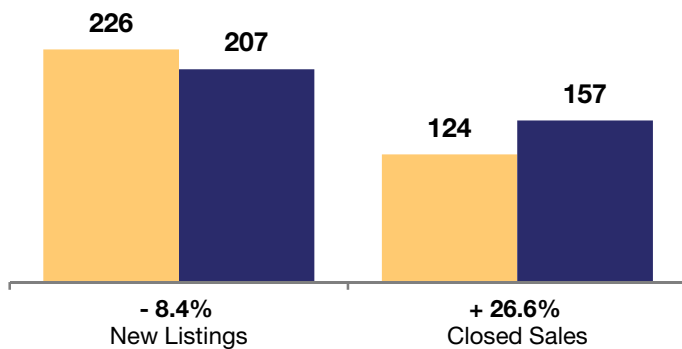
Inside the Beltline

	September			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	226	207	- 8.4%	2,320	2,230	- 3.9%
Closed Sales	124	157	+ 26.6%	1,102	1,413	+ 28.2%
Median Sales Price*	\$170,075	\$162,950	- 4.2%	\$166,350	\$178,000	+ 7.0%
Average Sales Price*	\$240,579	\$205,000	- 14.8%	\$226,689	\$232,398	+ 2.5%
Total Dollar Volume (in millions)*	\$29.8	\$32.0	+ 7.3%	\$250.3	\$328.0	+ 31.0%
Percent of Original List Price Received*	90.5%	92.9%	+ 2.6%	91.2%	93.7%	+ 2.7%
Percent of List Price Received*	94.5%	95.5%	+ 1.1%	95.6%	96.7%	+ 1.1%
Days on Market Until Sale	141	115	- 18.0%	131	121	- 7.9%
Inventory of Homes for Sale	1,234	806	- 34.7%	--	--	--
Months Supply of Inventory	10.5	5.5	- 47.6%	--	--	--

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

September

2011 2012



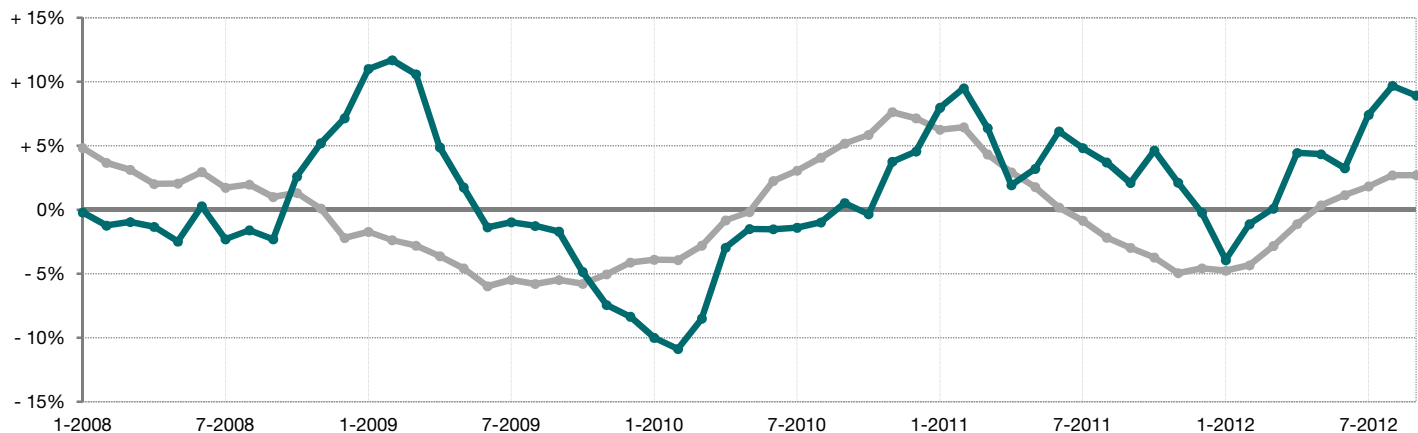
Year to Date

2011 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS Inside the Beltline



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