

Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 20.3%

Change in
New Listings

- 7.1%

Change in
Closed Sales

+ 6.2%

Change in
Median Sales Price

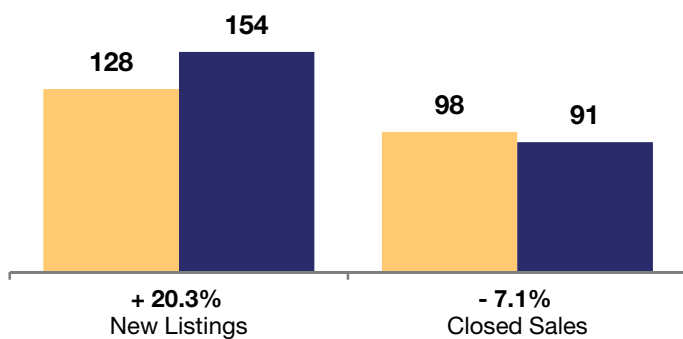
Inside the Beltline

	October			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	128	154	+ 20.3%	1,518	1,638	+ 7.9%
Closed Sales	98	91	- 7.1%	977	1,074	+ 9.9%
Median Sales Price*	\$233,500	\$248,000	+ 6.2%	\$230,000	\$240,000	+ 4.3%
Average Sales Price*	\$292,125	\$332,265	+ 13.7%	\$286,809	\$300,859	+ 4.9%
Total Dollar Volume (in millions)*	\$28.6	\$30.2	+ 5.6%	\$280.0	\$323.1	+ 15.4%
Percent of Original List Price Received*	93.1%	96.0%	+ 3.1%	93.9%	94.4%	+ 0.6%
Percent of List Price Received*	95.9%	97.5%	+ 1.6%	96.7%	96.5%	- 0.2%
Days on Market Until Sale	102	86	- 15.9%	121	95	- 21.8%
Inventory of Homes for Sale	589	535	- 9.2%	--	--	--
Months Supply of Inventory	6.3	5.2	- 16.8%	--	--	--

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

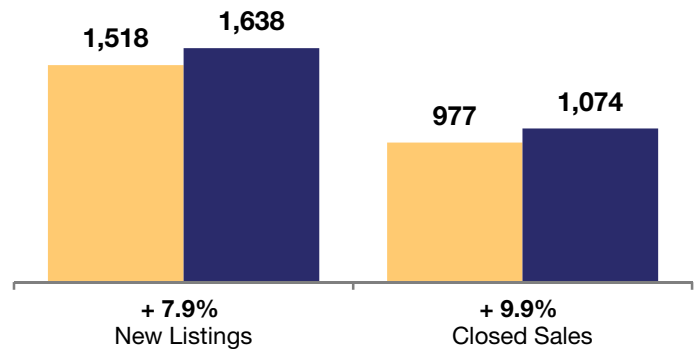
October

2012 2013

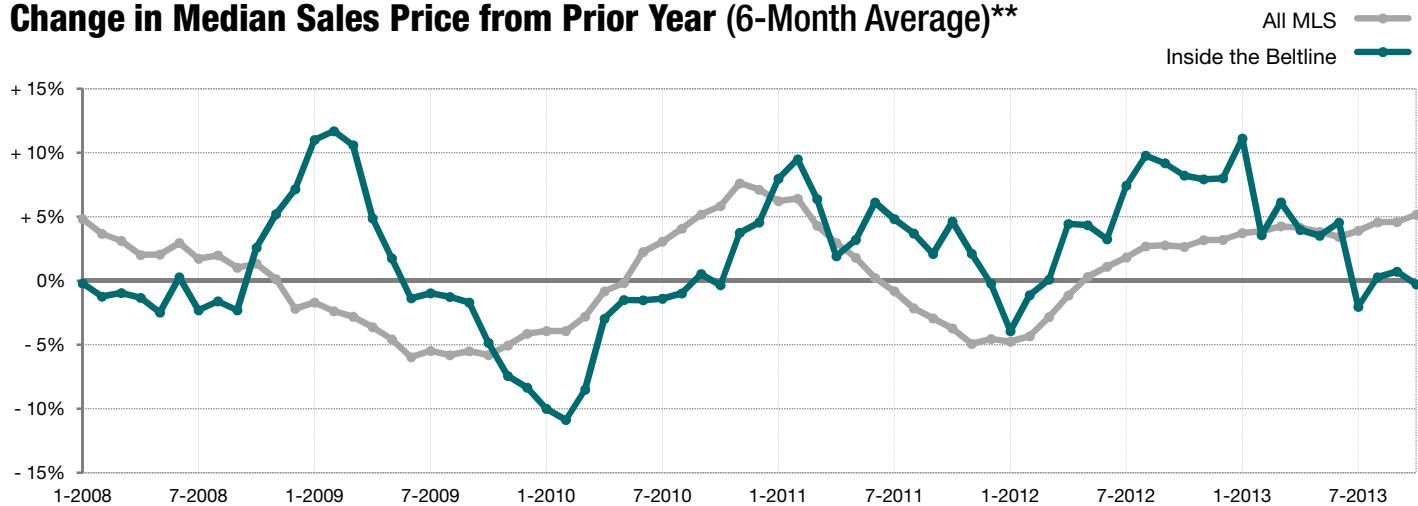


Year to Date

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 November 11, 2013. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.