

# Local Market Update – October 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh-North

**+ 19.7%**

Change in  
New Listings

**+ 25.9%**

Change in  
Closed Sales

**+ 11.5%**

Change in  
Median Sales Price

### October

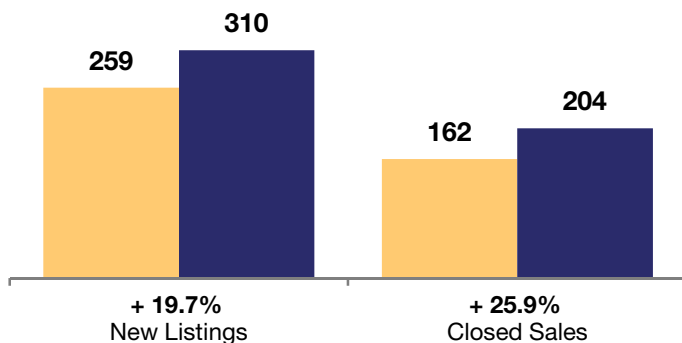
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	259	310	+ 19.7%	3,581	3,454	- 3.5%
Closed Sales	162	204	+ 25.9%	1,791	2,203	+ 23.0%
Median Sales Price*	\$218,250	\$243,343	+ 11.5%	\$227,500	\$232,800	+ 2.3%
Average Sales Price*	\$265,265	\$299,992	+ 13.1%	\$273,811	\$282,025	+ 3.0%
Total Dollar Volume (in millions)*	\$43.0	\$61.2	+ 42.4%	\$489.9	\$621.3	+ 26.8%
Percent of Original List Price Received*	92.4%	95.1%	+ 2.9%	92.8%	94.3%	+ 1.6%
Percent of List Price Received*	96.3%	97.4%	+ 1.2%	96.6%	96.8%	+ 0.2%
Days on Market Until Sale	125	97	- 22.7%	120	114	- 5.0%
Inventory of Homes for Sale	1,522	1,061	- 30.3%	--	--	--
Months Supply of Inventory	8.8	5.0	- 42.8%	--	--	--

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

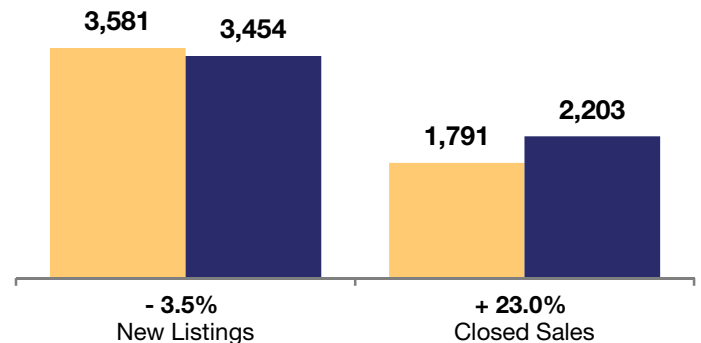
### October

2011 2012



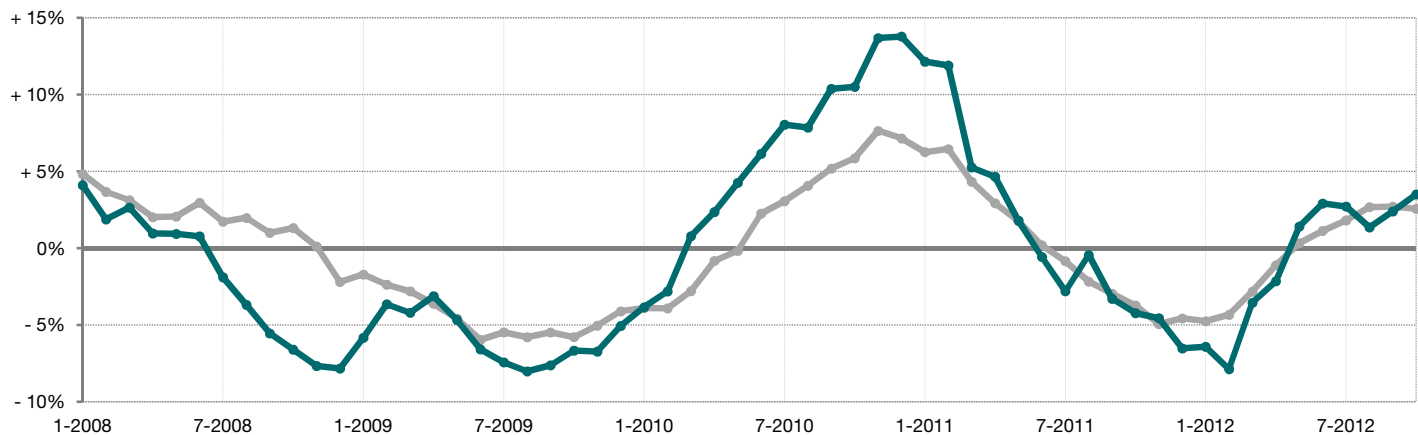
### Year to Date

2011 2012



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

All MLS —  
Raleigh-North —



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