

# Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**+ 17.7%**

Change in  
New Listings

**+ 29.9%**

Change in  
Closed Sales

**+ 2.7%**

Change in  
Median Sales Price

## Raleigh-North

### October

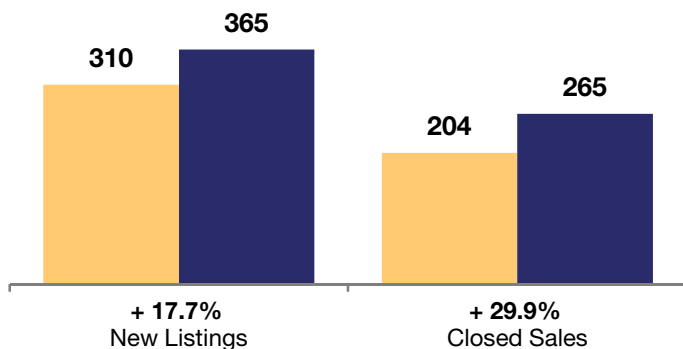
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	310	365	+ 17.7%	3,453	4,076	+ 18.0%
Closed Sales	204	265	+ 29.9%	2,203	2,936	+ 33.3%
Median Sales Price*	\$243,343	\$250,000	+ 2.7%	\$232,500	\$235,000	+ 1.1%
Average Sales Price*	\$299,992	\$315,840	+ 5.3%	\$281,241	\$284,475	+ 1.1%
Total Dollar Volume (in millions)*	\$61.2	\$83.7	+ 36.8%	\$619.6	\$835.2	+ 34.8%
Percent of Original List Price Received*	95.1%	95.8%	+ 0.8%	94.3%	96.0%	+ 1.8%
Percent of List Price Received*	97.4%	97.6%	+ 0.1%	96.8%	97.7%	+ 0.9%
Days on Market Until Sale	97	93	- 4.5%	114	91	- 20.1%
Inventory of Homes for Sale	1,286	1,159	- 9.9%	--	--	--
Months Supply of Inventory	6.1	4.1	- 32.6%	--	--	--

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

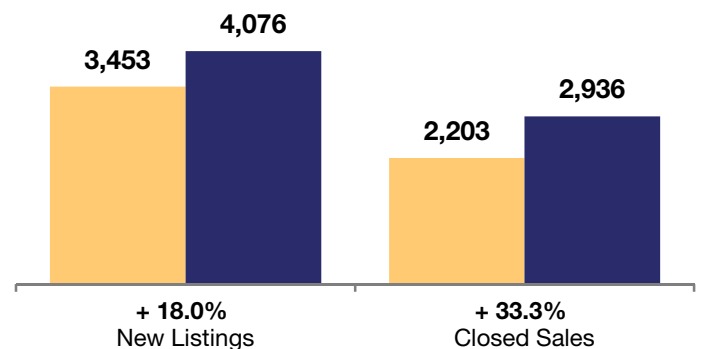
### October

2012 2013



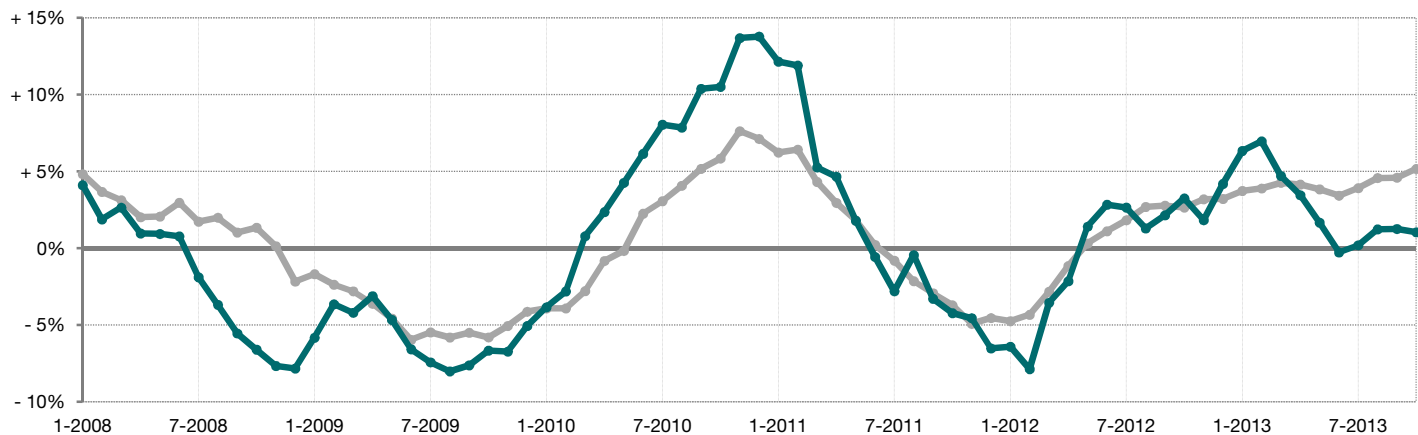
### Year to Date

2012 2013



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

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