

Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh

+ 14.5%

Change in
New Listings

+ 14.5%

Change in
Closed Sales

+ 10.1%

Change in
Median Sales Price

October

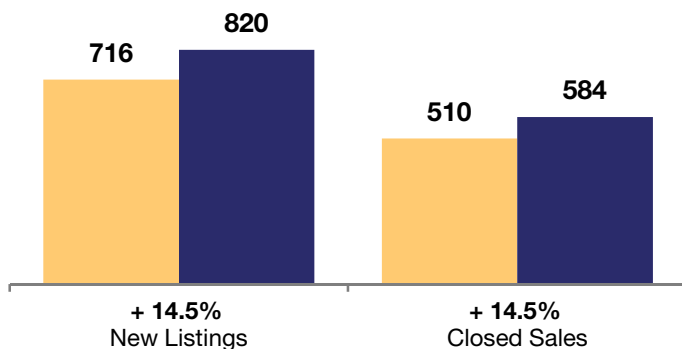
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	716	820	+ 14.5%	8,273	9,423	+ 13.9%
Closed Sales	510	584	+ 14.5%	5,229	6,563	+ 25.5%
Median Sales Price*	\$192,250	\$211,700	+ 10.1%	\$194,000	\$198,000	+ 2.1%
Average Sales Price*	\$244,151	\$267,898	+ 9.7%	\$243,498	\$246,946	+ 1.4%
Total Dollar Volume (in millions)*	\$124.5	\$156.5	+ 25.6%	\$1,272.8	\$1,620.7	+ 27.3%
Percent of Original List Price Received*	94.0%	95.8%	+ 1.9%	94.1%	95.7%	+ 1.8%
Percent of List Price Received*	96.9%	97.7%	+ 0.8%	96.9%	97.5%	+ 0.6%
Days on Market Until Sale	106	90	- 14.5%	117	93	- 19.8%
Inventory of Homes for Sale	3,209	2,881	- 10.2%	--	--	--
Months Supply of Inventory	6.4	4.6	- 28.7%	--	--	--

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

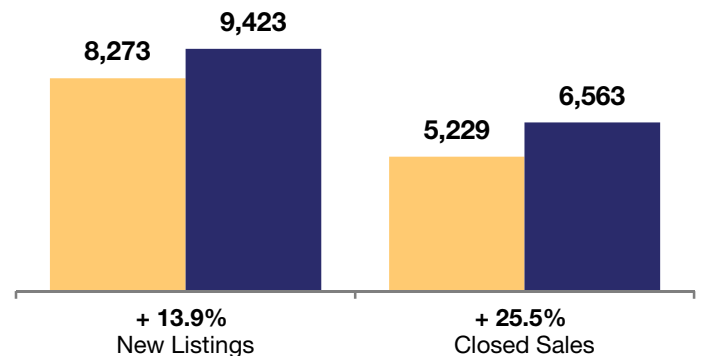
October

2012 2013



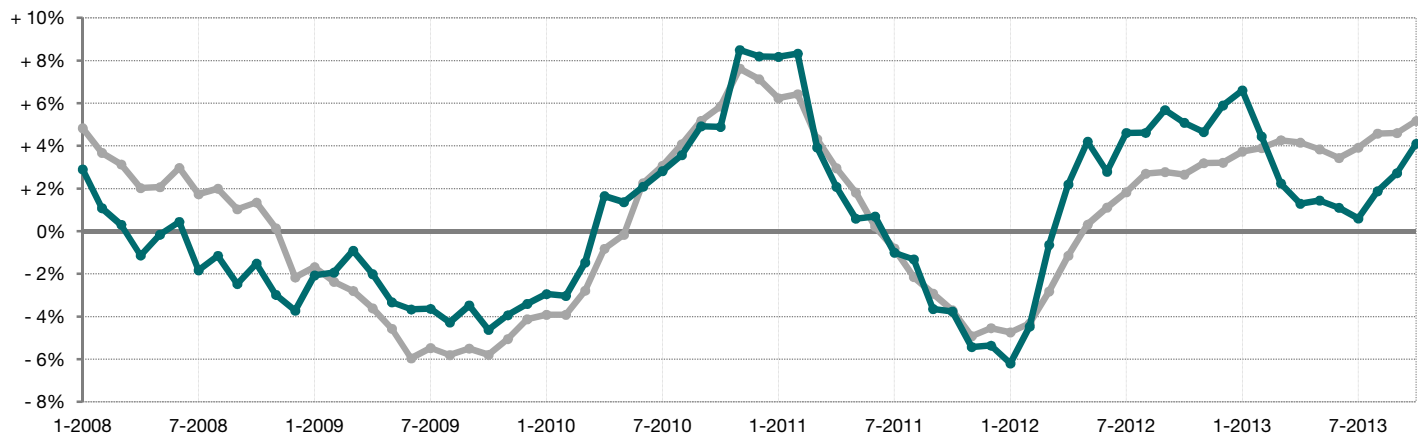
Year to Date

2012 2013



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

All MLS —
Raleigh —



** 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.