

# Local Market Update – September 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake County

**+ 0.7%**

Change in  
New Listings

**+ 19.6%**

Change in  
Closed Sales

**+ 6.5%**

Change in  
Median Sales Price

### September

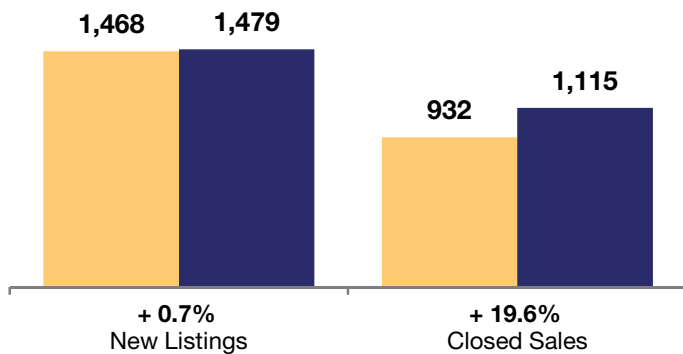
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,468	1,479	+ 0.7%	16,058	15,965	- 0.6%
Closed Sales	932	1,115	+ 19.6%	8,110	9,946	+ 22.6%
Median Sales Price*	\$195,250	\$208,000	+ 6.5%	\$207,500	\$213,500	+ 2.9%
Average Sales Price*	\$235,575	\$241,326	+ 2.4%	\$246,190	\$250,118	+ 1.6%
Total Dollar Volume (in millions)*	\$219.6	\$268.9	+ 22.5%	\$1,996.4	\$2,487.0	+ 24.6%
Percent of Original List Price Received*	92.6%	94.8%	+ 2.4%	92.8%	94.6%	+ 2.0%
Percent of List Price Received*	96.5%	97.1%	+ 0.7%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	125	106	- 15.5%	121	113	- 6.6%
Inventory of Homes for Sale	7,995	5,661	- 29.2%	--	--	--
Months Supply of Inventory	9.3	5.4	- 41.2%	--	--	--

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

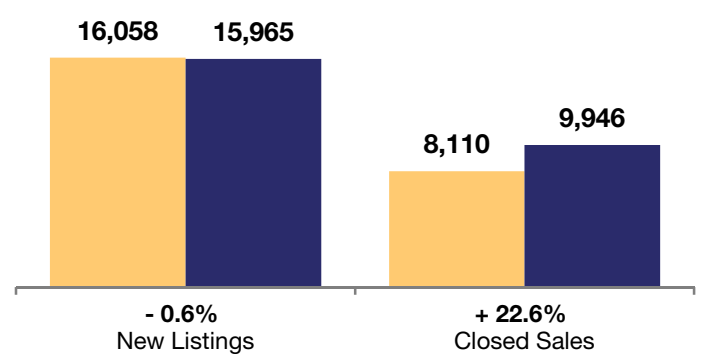
### September

2011 2012



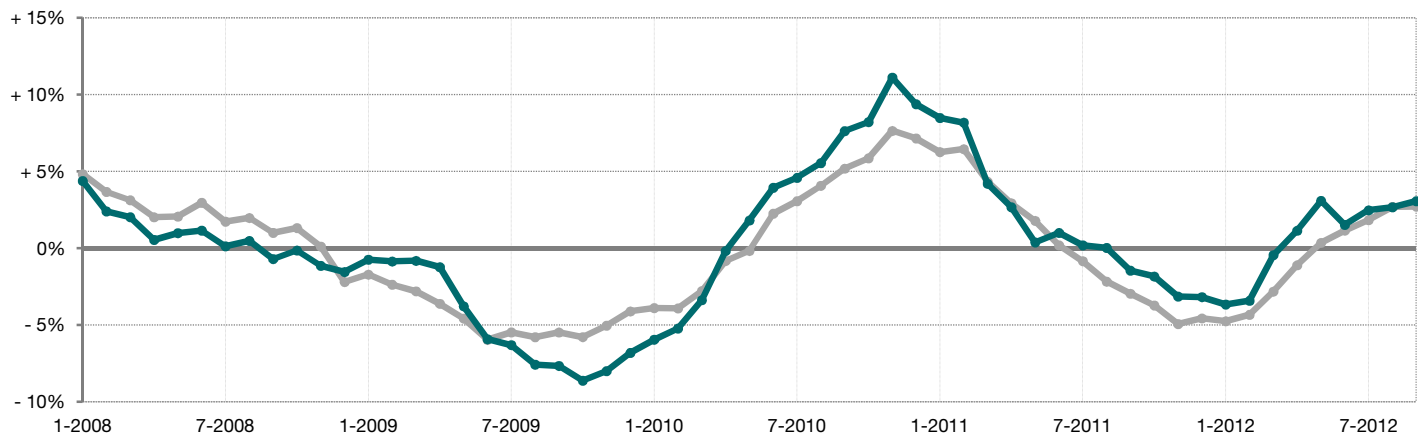
### Year to Date

2011 2012



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

All MLS —  
Wake County —



\*\* 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.