

Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 10.3%

Change in
New Listings

+ 12.6%

Change in
Closed Sales

+ 8.5%

Change in
Median Sales Price

October

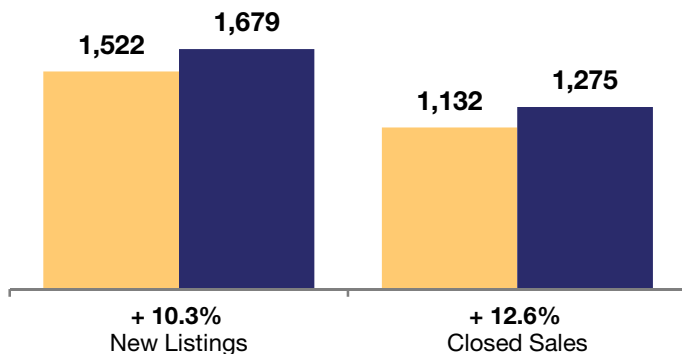
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,522	1,679	+ 10.3%	17,526	19,662	+ 12.2%
Closed Sales	1,132	1,275	+ 12.6%	11,095	14,080	+ 26.9%
Median Sales Price*	\$212,020	\$230,000	+ 8.5%	\$213,000	\$221,000	+ 3.8%
Average Sales Price*	\$252,884	\$272,810	+ 7.9%	\$250,282	\$259,562	+ 3.7%
Total Dollar Volume (in millions)*	\$286.0	\$347.8	+ 21.6%	\$2,775.9	\$3,654.6	+ 31.7%
Percent of Original List Price Received*	94.7%	96.5%	+ 1.9%	94.6%	96.4%	+ 1.9%
Percent of List Price Received*	97.4%	98.1%	+ 0.7%	97.2%	97.9%	+ 0.7%
Days on Market Until Sale	103	82	- 19.9%	112	91	- 18.9%
Inventory of Homes for Sale	6,465	5,814	- 10.1%	--	--	--
Months Supply of Inventory	6.1	4.3	- 29.4%	--	--	--

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

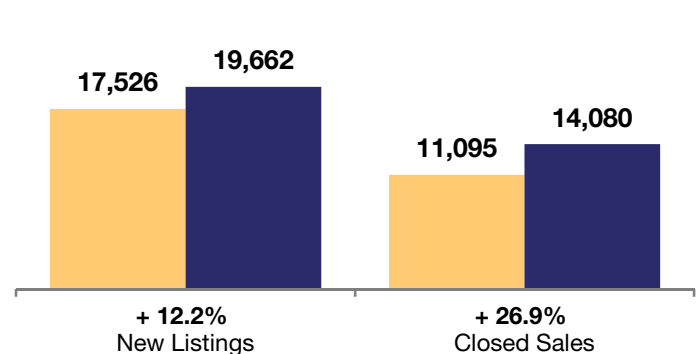
October

2012 2013



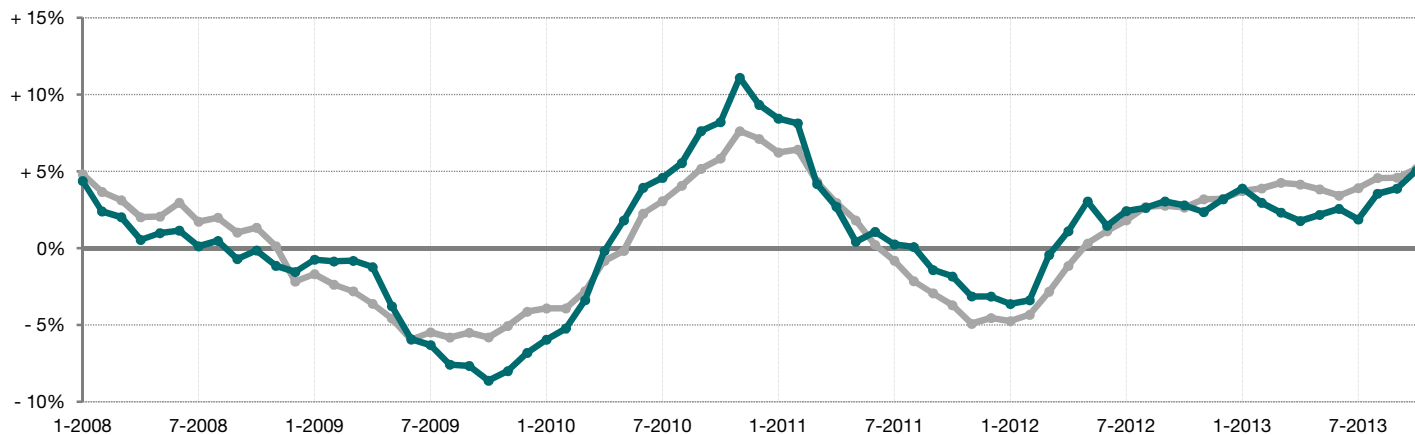
Year to Date

2012 2013



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

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