

# Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**- 8.3%**

Change in  
New Listings

**- 19.4%**

Change in  
Closed Sales

**+ 5.4%**

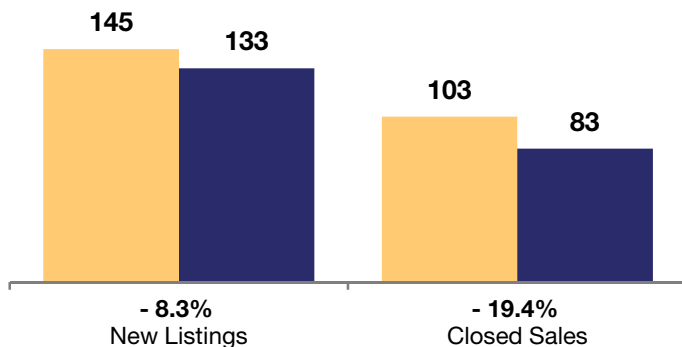
Change in  
Median Sales Price

	October			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	145	133	- 8.3%	1,543	1,641	+ 6.4%
Closed Sales	103	83	- 19.4%	936	1,054	+ 12.6%
Median Sales Price*	\$255,000	\$268,699	+ 5.4%	\$266,900	\$267,250	+ 0.1%
Average Sales Price*	\$273,088	\$298,843	+ 9.4%	\$285,187	\$286,930	+ 0.6%
Total Dollar Volume (in millions)*	\$28.1	\$24.8	- 11.8%	\$266.7	\$302.4	+ 13.4%
Percent of Original List Price Received*	95.3%	97.9%	+ 2.7%	94.7%	96.4%	+ 1.8%
Percent of List Price Received*	97.8%	98.8%	+ 1.1%	97.4%	98.0%	+ 0.7%
Days on Market Until Sale	106	83	- 21.2%	120	104	- 13.1%
Inventory of Homes for Sale	629	579	- 7.9%	--	--	--
Months Supply of Inventory	7.0	5.6	- 20.0%	--	--	--

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

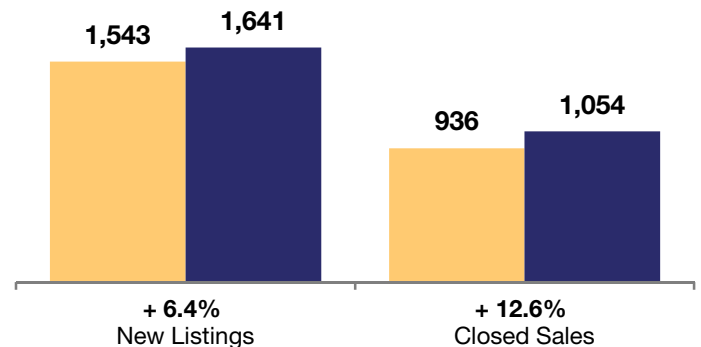
### October

2012 2013

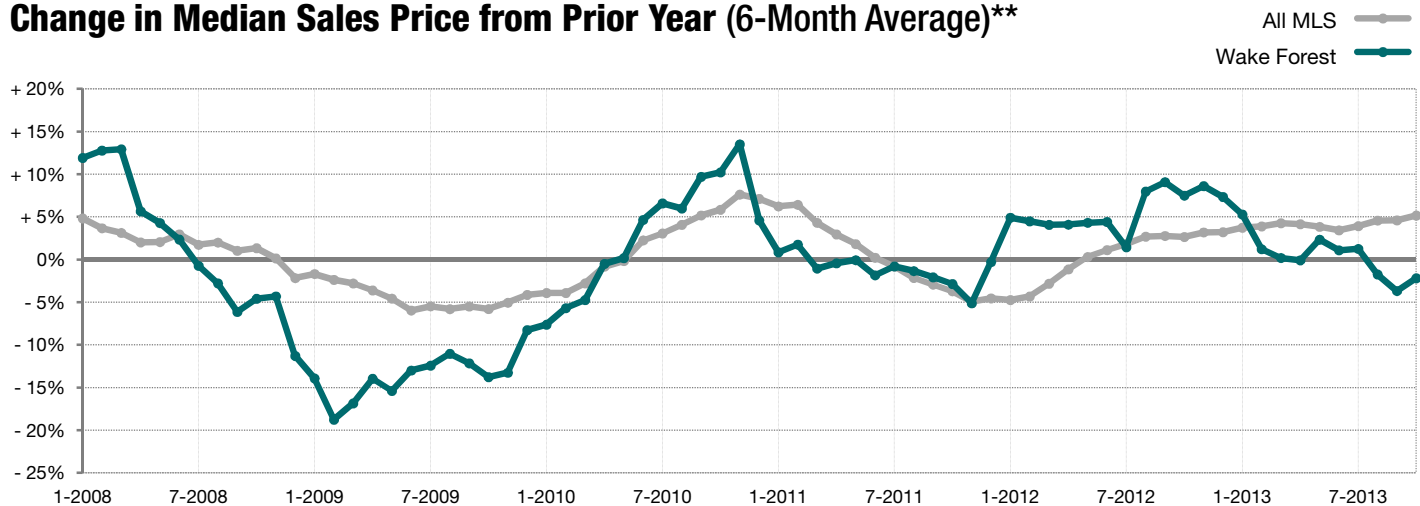


### Year to Date

2012 2013



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



\*\* 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.