

Local Market Update – December 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake Forest

+ 1.3%

Change in
New Listings

+ 14.1%

Change in
Closed Sales

- 1.5%

Change in
Median Sales Price

December

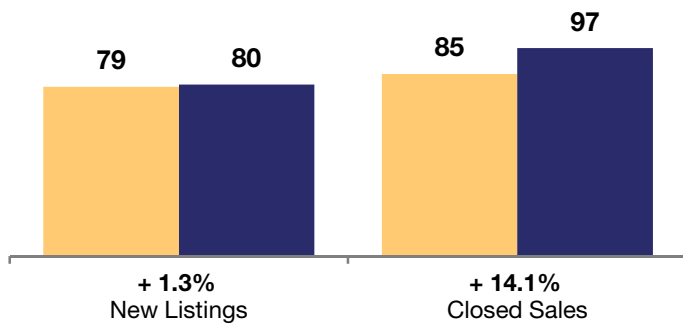
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	79	80	+ 1.3%	1,608	1,728	+ 7.5%
Closed Sales	85	97	+ 14.1%	916	1,126	+ 22.9%
Median Sales Price*	\$269,000	\$265,000	- 1.5%	\$259,000	\$265,000	+ 2.3%
Average Sales Price*	\$299,928	\$285,956	- 4.7%	\$276,759	\$283,869	+ 2.6%
Total Dollar Volume (in millions)*	\$25.5	\$27.7	+ 8.8%	\$253.5	\$319.4	+ 26.0%
Percent of Original List Price Received*	94.6%	96.3%	+ 1.9%	93.6%	94.9%	+ 1.4%
Percent of List Price Received*	97.8%	98.5%	+ 0.7%	97.2%	97.5%	+ 0.2%
Days on Market Until Sale	123	112	- 8.5%	122	118	- 3.3%
Inventory of Homes for Sale	563	517	- 8.2%	--	--	--
Months Supply of Inventory	7.4	5.5	- 25.3%	--	--	--

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

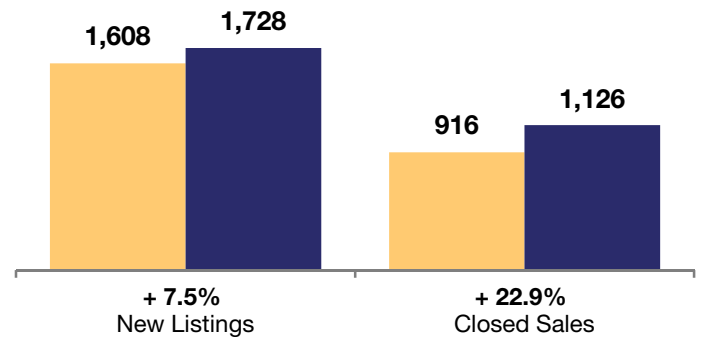
December

2011 2012

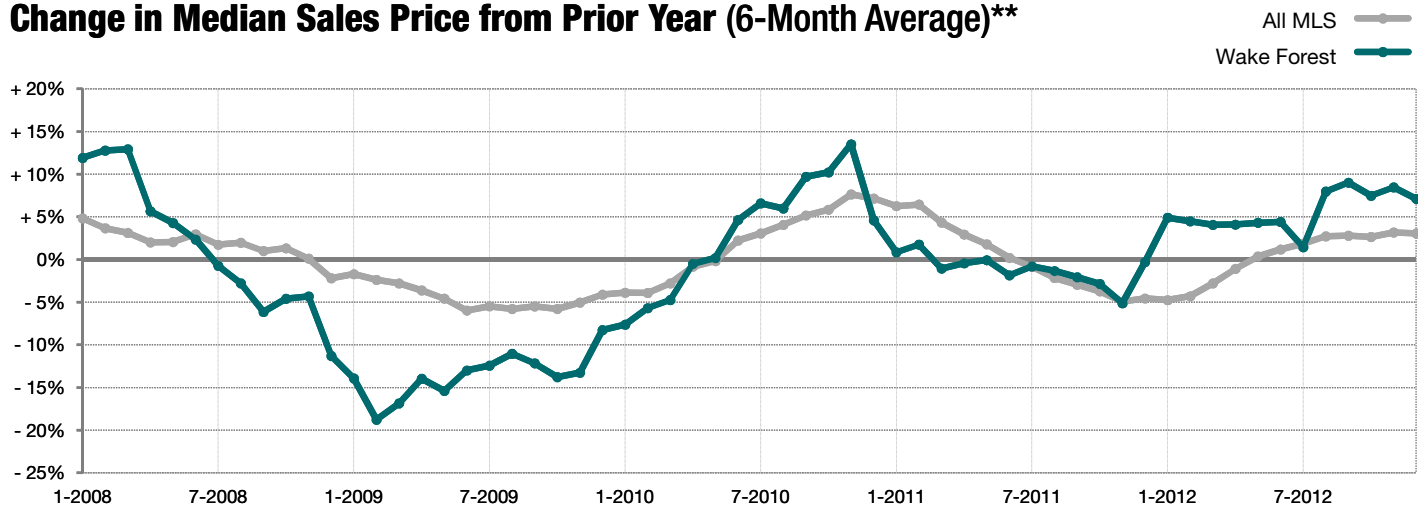


Year to Date

2011 2012



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