

Local Market Update – May 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

+ 15.0%

Change in
New Listings

+ 35.8%

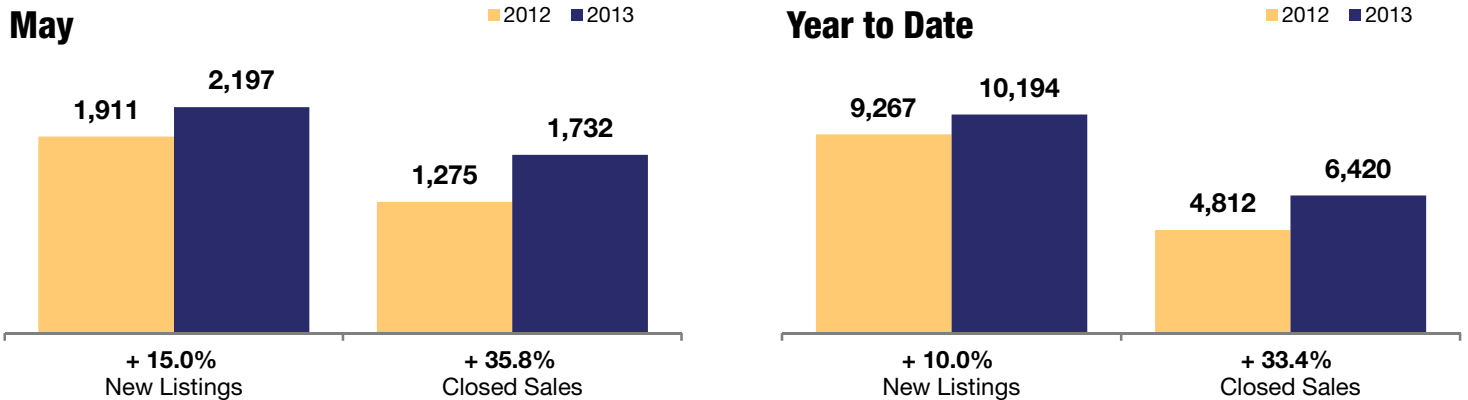
Change in
Closed Sales

+ 4.2%

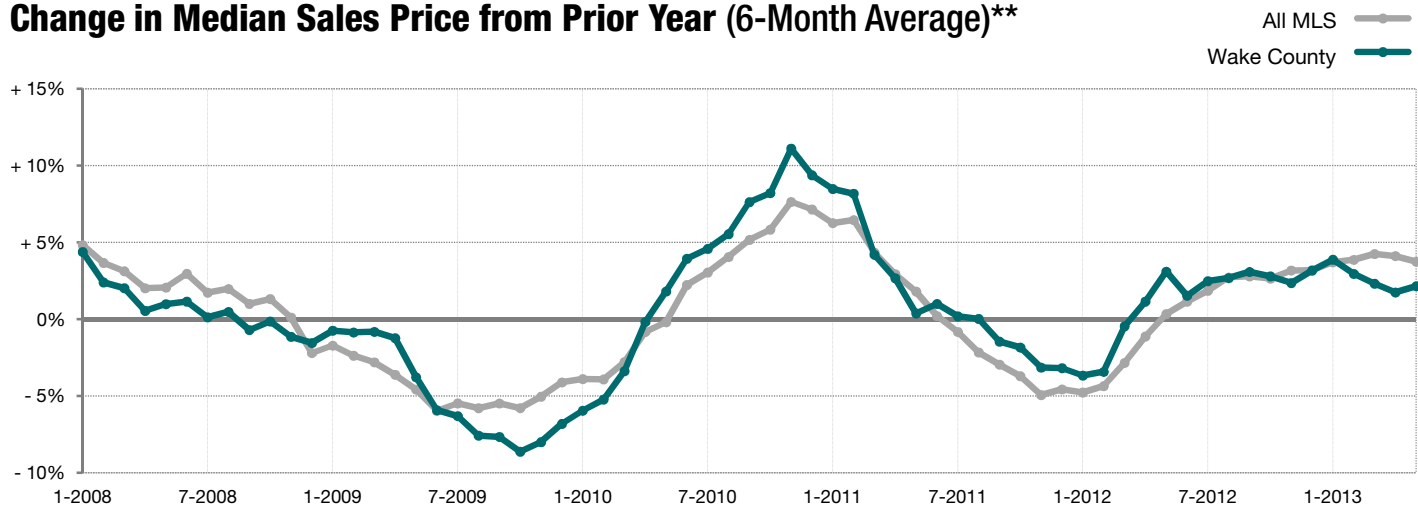
Change in
Median Sales Price

| | May | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2012 | 2013 | + / - | 2012 | 2013 | + / - |
| New Listings | 1,911 | 2,197 | + 15.0% | 9,267 | 10,194 | + 10.0% |
| Closed Sales | 1,275 | 1,732 | + 35.8% | 4,812 | 6,420 | + 33.4% |
| Median Sales Price* | \$220,000 | \$229,150 | + 4.2% | \$210,000 | \$214,900 | + 2.3% |
| Average Sales Price* | \$254,861 | \$264,118 | + 3.6% | \$244,961 | \$252,067 | + 2.9% |
| Total Dollar Volume (in millions)* | \$324.9 | \$457.5 | + 40.8% | \$1,178.3 | \$1,618.3 | + 37.3% |
| Percent of Original List Price Received* | 95.5% | 96.9% | + 1.5% | 94.2% | 95.9% | + 1.8% |
| Percent of List Price Received* | 97.6% | 98.1% | + 0.6% | 97.1% | 97.6% | + 0.5% |
| Days on Market Until Sale | 107 | 89 | - 16.7% | 119 | 100 | - 16.4% |
| Inventory of Homes for Sale | 7,383 | 6,302 | - 14.6% | -- | -- | -- |
| Months Supply of Inventory | 7.7 | 5.1 | - 34.2% | -- | -- | -- |

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



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