

3rd Q 2013 Home Sales by Price Band

FUQUAY VARINA

Price Range	Sold	Act	Inv	2012 Sold
\$0-\$100K	8	14	6	8
\$100-\$150K	54	68	4	50
\$150-\$200K	79	85	4	62
\$200-\$250K	62	124	6	28
\$250-\$300K	41	67	5	25
\$300-\$350K	23	31	4	9
\$350-\$400K	8	19	7	3
\$400-\$450K	2	15	12+	2
\$450-\$500K	1	7	12+	0
\$500-\$750K	4	15	11	0
\$750 >	1	5	12+	1
Overall MKT	283	450		188

ANGIER

Sold	Act	Inv	2012 Sold
15	9	2	14
17	50	9	22
29	59	7	16
11	27	8	5
7	14	6	4
2	8	12	0
0	6	12+	0
0	3	12+	0
0	2	12+	0
1	1	3	0
0	2	12+	0
82	181		61

HOLLY SPRINGS

Solds	Act	Inv	2012 Sold
0	4	12	3
22	18	3	27
49	48	3	38
37	41	4	43
33	38	4	34
35	45	4	27
41	56	5	27
14	39	9	14
11	15	5	4
11	29	8	6
0	9	12+	0
253	342		223

APEX

Price Range	Solds	Act	Inv	2012 Sold
\$0-\$100K	2	6	0	2
\$100-\$150K	32	28	3	28
\$150-\$200K	74	97	4	69
\$200-\$250K	69	63	3	66
\$250-\$300K	70	71	4	39
\$300-\$350K	62	70	4	39
\$350-\$400K	46	51	4	20
\$400-\$450K	34	34	3	10
\$450-\$500K	10	22	7	9
\$500-\$750K	31	63	7	23
\$750 >	4	12	9	1
Overall MKT	434	517		306

CARY

Sold	Act	Inv	2012 Sold
19	18	3	14
62	63	4	43
111	128	4	101
128	138	4	85
101	91	3	59
82	93	4	79
73	89	4	46
56	64	4	35
33	51	5	32
80	162	7	56
17	60	11	19
762	957		569

MORRISVILLE

Sold	Act	Inv	2012 Sold
0	1	0	0
8	12	5	16
32	22	3	47
26	33	4	29
14	17	4	12
17	24	5	16
10	30	9	9
3	17	17	1
1	1	3	1
2	9	14	3
0	2	0	1
113	168		135

12+ months of inventory

Extreme Buyer's Market

High Depreciation

9-12 months of inventory

Normal Buyers Market

Moderate Depreciation

6-8 months of inventory

Balanced Market

Flat or Moderate Depreciation

3-5 months of inventory

Normal Seller's Market

Moderate to High Appreciation

0-3 months of inventory

Extreme Seller's Market

High Appreciation

