

# Local Market Update – March 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Entire Triangle Region

**- 15.4%**

Change in  
New Listings

**- 13.6%**

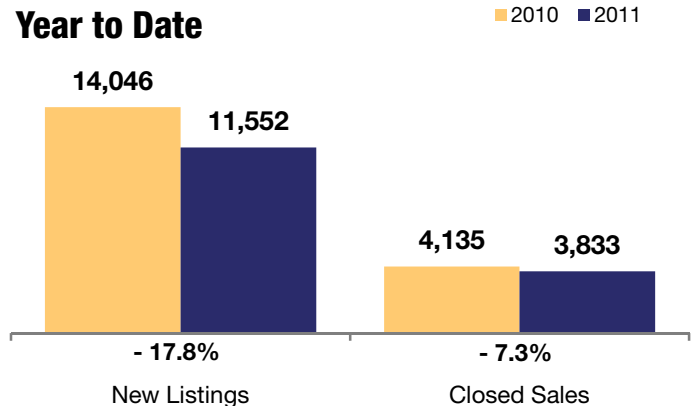
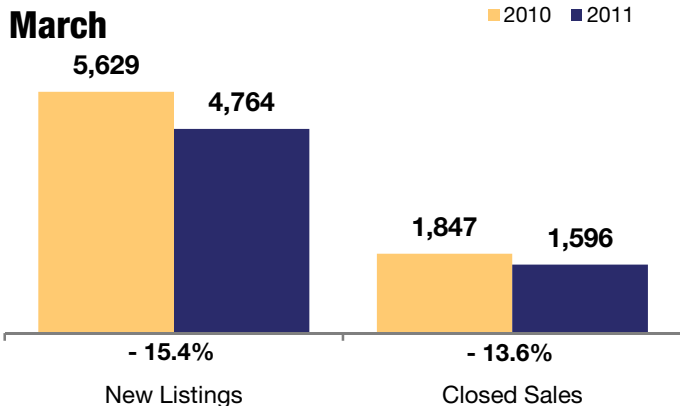
Change in  
Closed Sales

**- 1.1%**

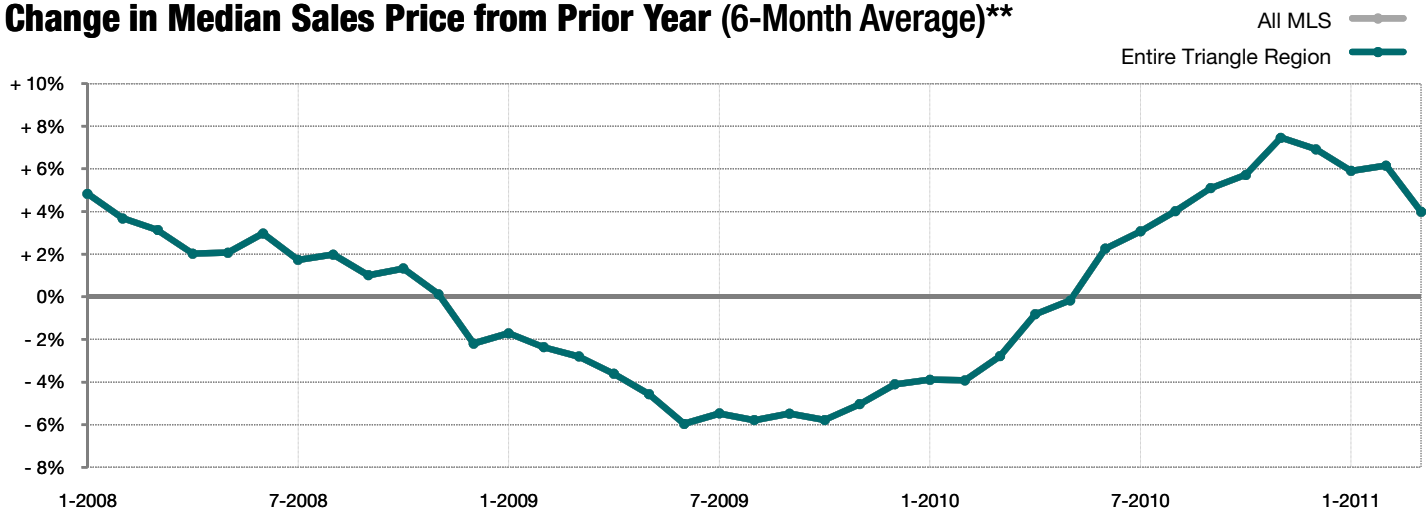
Change in  
Median Sales Price

|  | March     |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2010      | 2011             | + / -   | 2010         | 2011             | + / -   |
| New Listings                             | 5,629     | <b>4,764</b>     | - 15.4% | 14,046       | <b>11,552</b>    | - 17.8% |
| Closed Sales                             | 1,847     | <b>1,596</b>     | - 13.6% | 4,135        | <b>3,833</b>     | - 7.3%  |
| Median Sales Price*                      | \$183,000 | <b>\$181,050</b> | - 1.1%  | \$179,500    | <b>\$180,000</b> | + 0.3%  |
| Average Sales Price*                     | \$221,455 | <b>\$211,738</b> | - 4.4%  | \$217,646    | <b>\$217,302</b> | - 0.2%  |
| Total Dollar Volume (in millions)*       | \$408.4   | <b>\$337.6</b>   | - 17.3% | \$898.9      | <b>\$831.8</b>   | - 7.5%  |
| Percent of Original List Price Received* | 92.6%     | <b>91.5%</b>     | - 1.1%  | 92.0%        | <b>91.4%</b>     | - 0.7%  |
| Percent of List Price Received*          | 96.5%     | <b>95.9%</b>     | - 0.6%  | 96.2%        | <b>95.9%</b>     | - 0.3%  |
| Days on Market Until Sale                | 104       | <b>131</b>       | + 26.1% | 105          | <b>127</b>       | + 20.6% |
| Inventory of Homes for Sale              | 19,207    | <b>17,733</b>    | - 7.7%  | --           | --               | --      |
| Months Supply of Inventory               | 10.1      | <b>10.7</b>      | + 6.5%  | --           | --               | --      |

\* 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. | All data provided by Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.