

# Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Entire Triangle Region

**- 20.1%**

**+ 22.9%**

**- 4.7%**

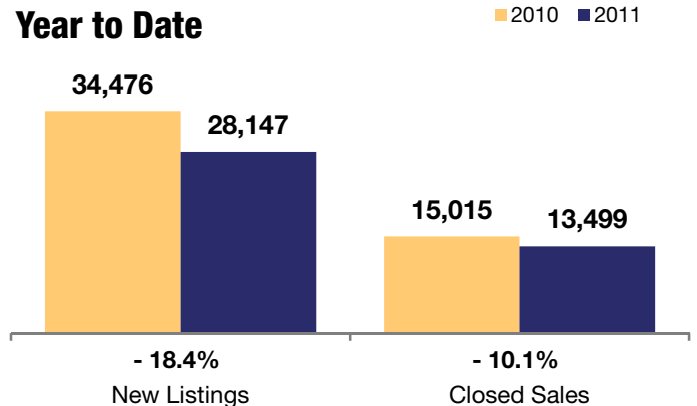
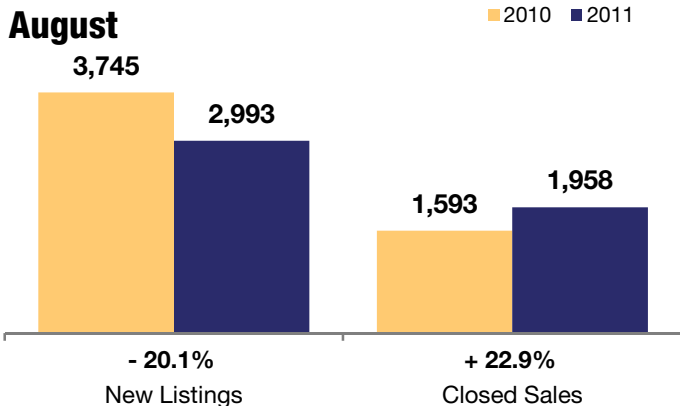
Change in  
New Listings

Change in  
Closed Sales

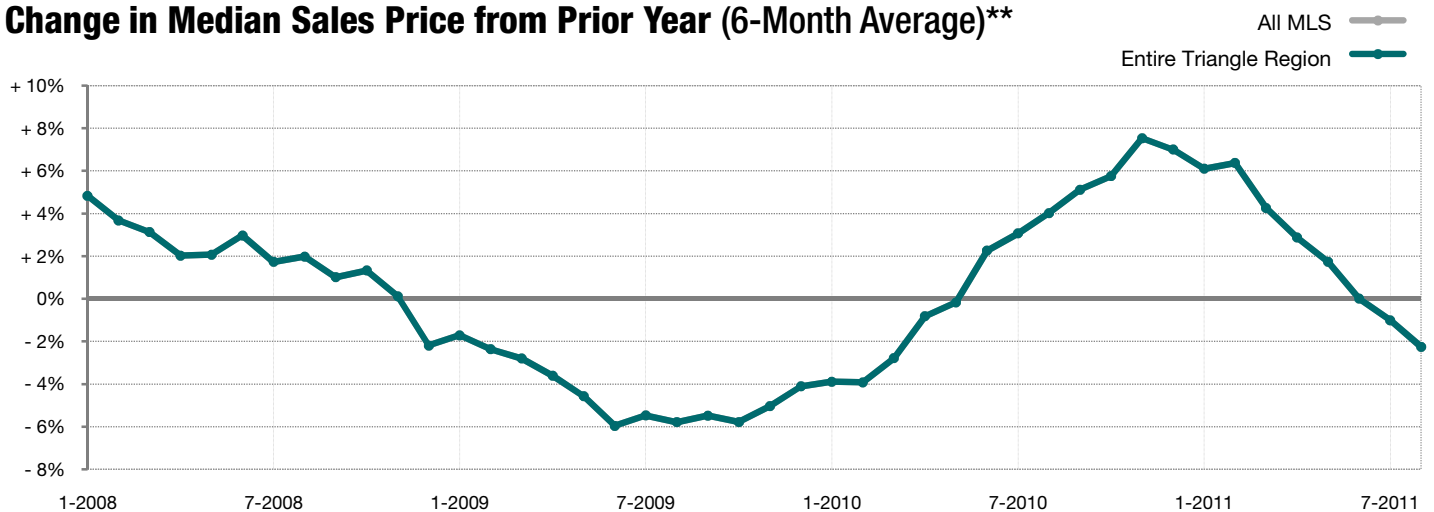
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,745	<b>2,993</b>	- 20.1%	34,476	<b>28,147</b>	- 18.4%
Closed Sales	1,593	<b>1,958</b>	+ 22.9%	15,015	<b>13,499</b>	- 10.1%
Median Sales Price*	\$194,145	<b>\$185,000</b>	- 4.7%	\$188,900	<b>\$186,000</b>	- 1.5%
Average Sales Price*	\$237,220	<b>\$226,251</b>	- 4.6%	\$227,741	<b>\$224,468</b>	- 1.4%
Total Dollar Volume (in millions)*	\$377.4	<b>\$442.4</b>	+ 17.2%	\$3,417.2	<b>\$3,026.3</b>	- 11.4%
Percent of Original List Price Received*	91.2%	<b>91.6%</b>	+ 0.4%	92.5%	<b>92.0%</b>	- 0.5%
Percent of List Price Received*	96.2%	<b>95.7%</b>	- 0.5%	96.5%	<b>96.1%</b>	- 0.4%
Days on Market Until Sale	110	<b>126</b>	+ 15.0%	103	<b>126</b>	+ 22.6%
Inventory of Homes for Sale	20,007	<b>16,167</b>	- 19.2%	--	--	--
Months Supply of Inventory	10.7	<b>10.3</b>	- 4.4%	--	--	--

\* 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.