

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Chapel Hill / Carrboro

- 24.7%

Change in
New Listings

+ 20.5%

Change in
Closed Sales

- 15.0%

Change in
Median Sales Price

September

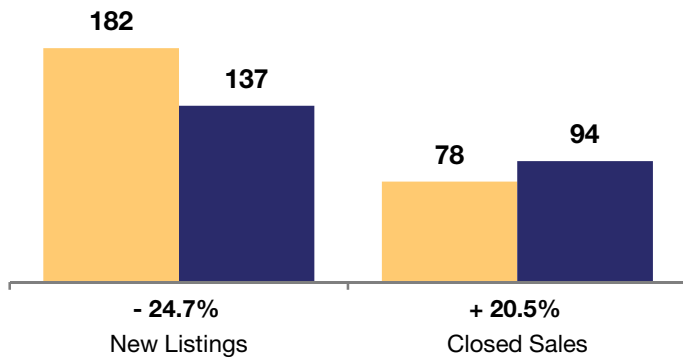
Year to Date

| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 182 | 137 | - 24.7% | 2,100 | 1,811 | - 13.8% |
| Closed Sales | 78 | 94 | + 20.5% | 890 | 886 | - 0.4% |
| Median Sales Price* | \$373,395 | \$317,250 | - 15.0% | \$321,250 | \$325,967 | + 1.5% |
| Average Sales Price* | \$402,228 | \$362,100 | - 10.0% | \$374,264 | \$385,481 | + 3.0% |
| Total Dollar Volume (in millions)* | \$31.4 | \$34.0 | + 8.5% | \$333.1 | \$341.5 | + 2.5% |
| Percent of Original List Price Received* | 92.1% | 89.7% | - 2.6% | 93.6% | 92.2% | - 1.5% |
| Percent of List Price Received* | 96.2% | 94.3% | - 2.0% | 96.5% | 95.8% | - 0.8% |
| Days on Market Until Sale | 136 | 167 | + 22.3% | 112 | 132 | + 17.5% |
| Inventory of Homes for Sale | 1,073 | 916 | - 14.6% | -- | -- | -- |
| Months Supply of Inventory | 11.1 | 10.4 | - 6.7% | -- | -- | -- |

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

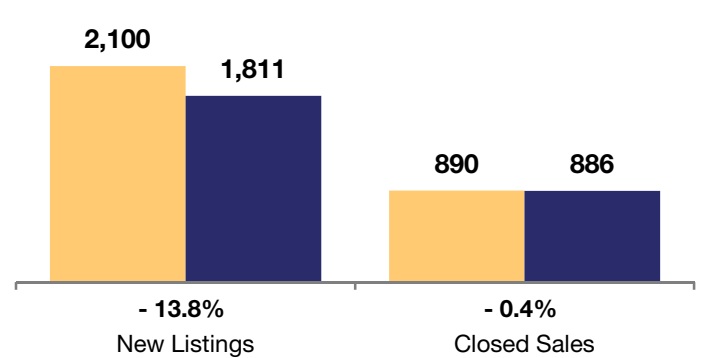
September

2010 2011

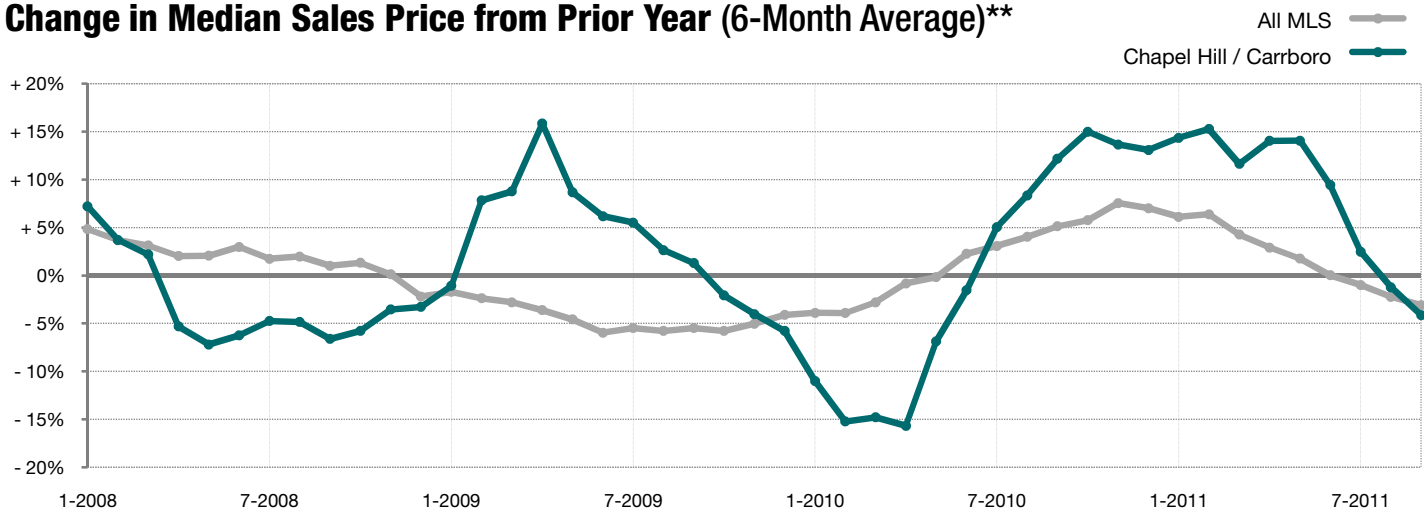


Year to Date

2010 2011



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 October 17, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.