

## Entire Triangle Region

**- 20.2%**

Change in  
New Listings

**+ 11.3%**

Change in  
Closed Sales

**- 6.5%**

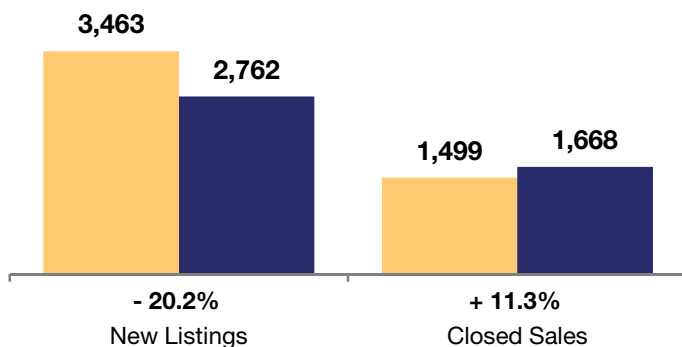
Change in  
Median Sales Price

|                                          | September |                  |         | Year to Date |                  |         |
|------------------------------------------|-----------|------------------|---------|--------------|------------------|---------|
|                                          | 2010      | 2011             | + / -   | 2010         | 2011             | + / -   |
| New Listings                             | 3,463     | <b>2,762</b>     | - 20.2% | 37,939       | <b>30,920</b>    | - 18.5% |
| Closed Sales                             | 1,499     | <b>1,668</b>     | + 11.3% | 16,514       | <b>15,179</b>    | - 8.1%  |
| Median Sales Price*                      | \$193,000 | <b>\$180,500</b> | - 6.5%  | \$189,000    | <b>\$185,000</b> | - 2.1%  |
| Average Sales Price*                     | \$230,496 | <b>\$220,821</b> | - 4.2%  | \$227,991    | <b>\$224,114</b> | - 1.7%  |
| Total Dollar Volume (in millions)*       | \$345.1   | <b>\$368.3</b>   | + 6.7%  | \$3,762.3    | <b>\$3,397.6</b> | - 9.7%  |
| Percent of Original List Price Received* | 90.8%     | <b>91.7%</b>     | + 1.0%  | 92.3%        | <b>92.0%</b>     | - 0.4%  |
| Percent of List Price Received*          | 95.6%     | <b>95.8%</b>     | + 0.2%  | 96.4%        | <b>96.1%</b>     | - 0.3%  |
| Days on Market Until Sale                | 107       | <b>130</b>       | + 21.8% | 103          | <b>126</b>       | + 22.6% |
| Inventory of Homes for Sale              | 19,645    | <b>15,601</b>    | - 20.6% | --           | --               | --      |
| Months Supply of Inventory               | 10.8      | <b>9.8</b>       | - 9.2%  | --           | --               | --      |

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

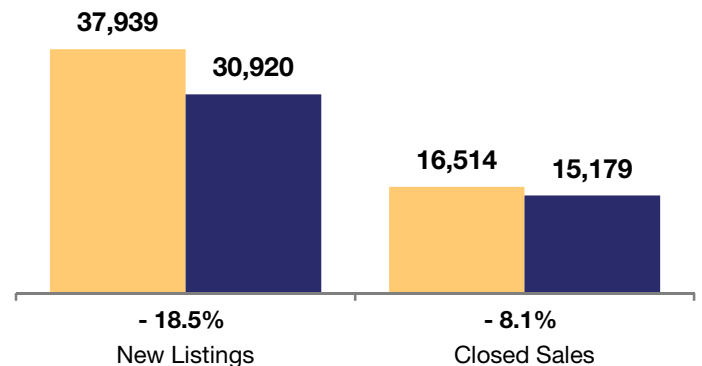
### September

2010 2011

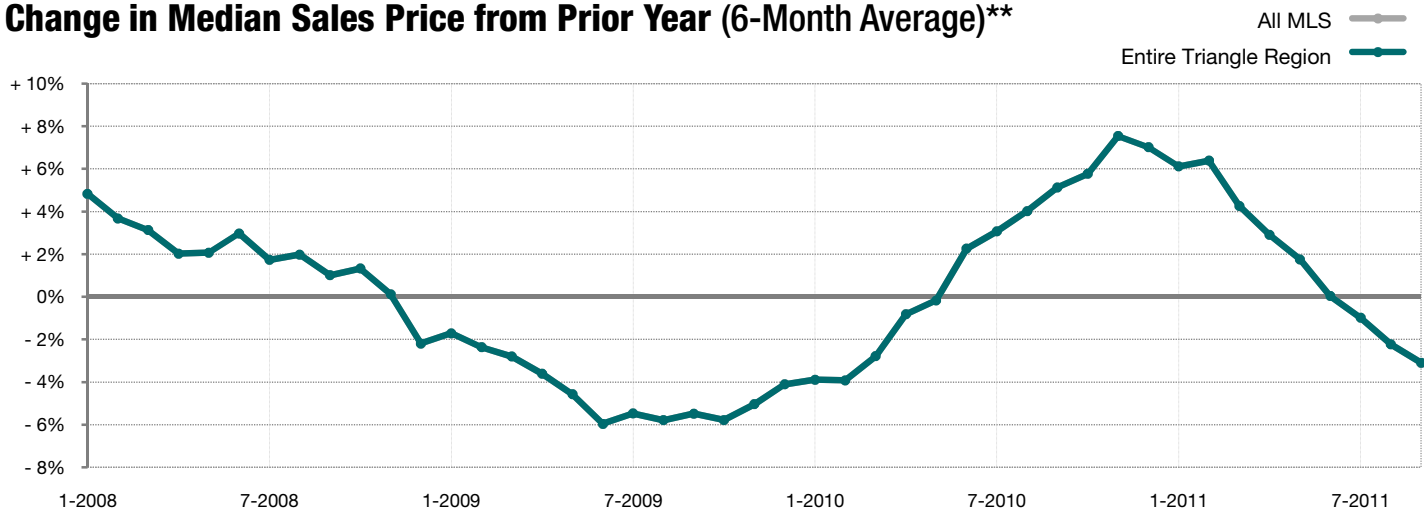


### Year to Date

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.