

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Entire Triangle Region

- 17.0%

+ 11.7%

- 5.4%

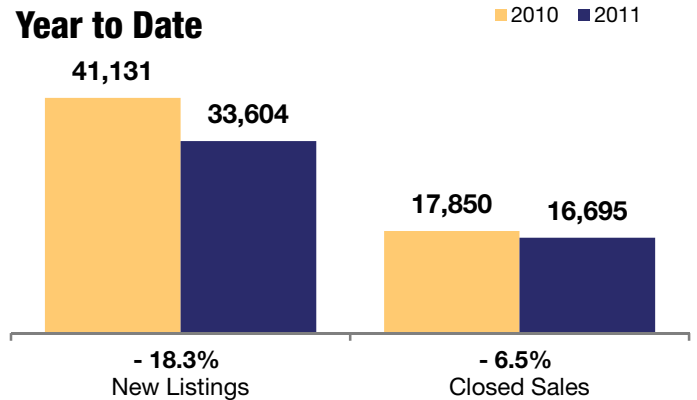
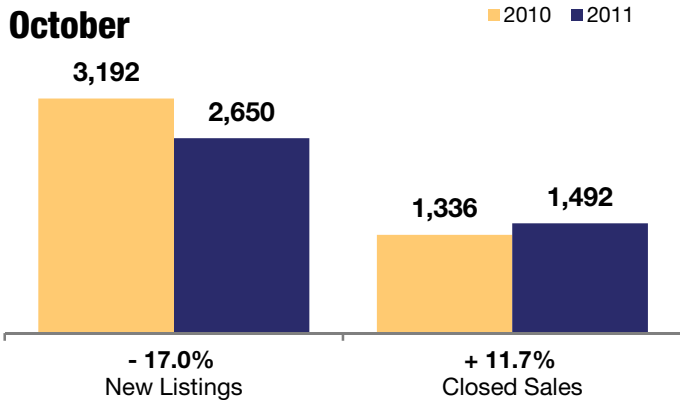
Change in
New Listings

Change in
Closed Sales

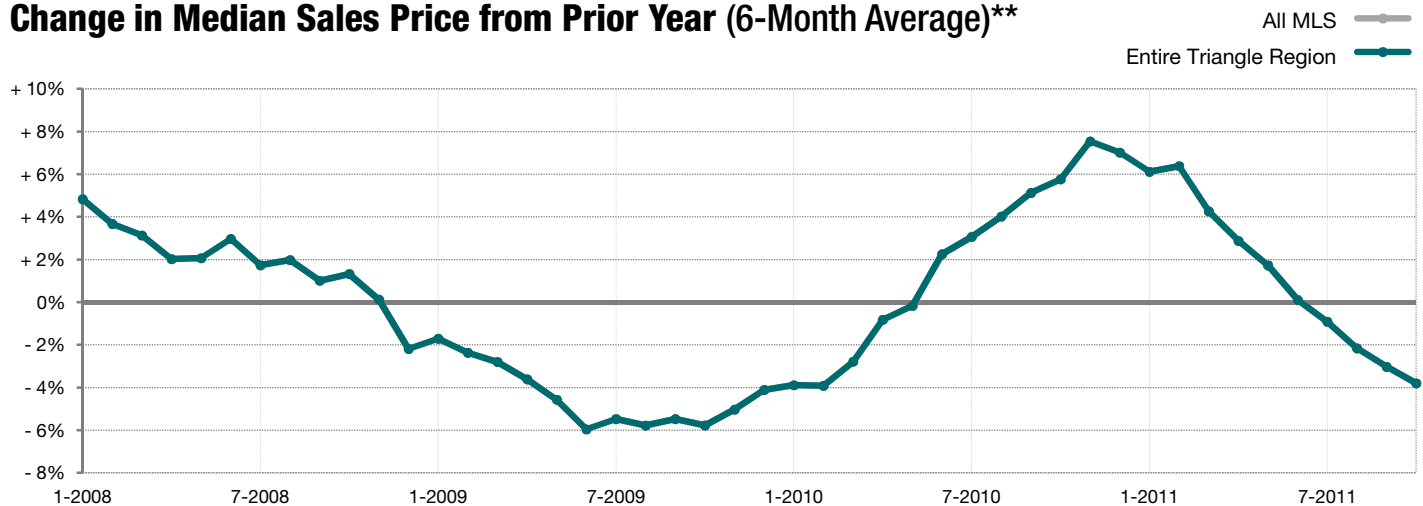
Change in
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,192	2,650	- 17.0%	41,131	33,604	- 18.3%
Closed Sales	1,336	1,492	+ 11.7%	17,850	16,695	- 6.5%
Median Sales Price*	\$192,450	\$182,063	- 5.4%	\$189,500	\$185,000	- 2.4%
Average Sales Price*	\$228,948	\$214,423	- 6.3%	\$228,063	\$223,311	- 2.1%
Total Dollar Volume (in millions)*	\$305.4	\$318.7	+ 4.3%	\$4,067.7	\$3,722.7	- 8.5%
Percent of Original List Price Received*	91.8%	92.0%	+ 0.2%	92.3%	92.0%	- 0.3%
Percent of List Price Received*	96.1%	95.8%	- 0.4%	96.4%	96.1%	- 0.3%
Days on Market Until Sale	110	126	+ 14.2%	104	126	+ 21.8%
Inventory of Homes for Sale	18,966	15,078	- 20.5%	--	--	--
Months Supply of Inventory	10.7	9.4	- 12.6%	--	--	--

* 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. | Current as of November 15, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.