

# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 15.6%**

**+ 26.5%**

**- 19.1%**

Change in  
New Listings

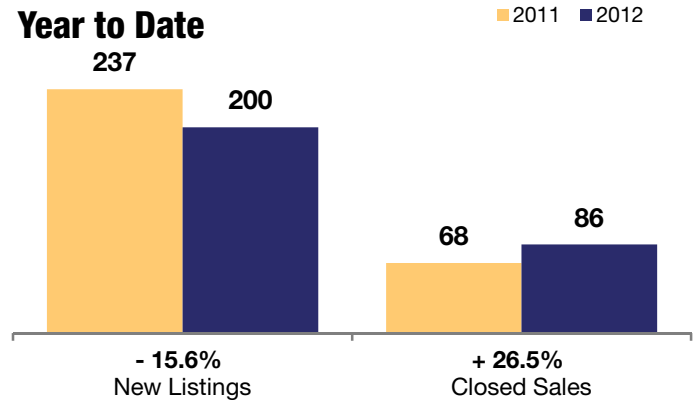
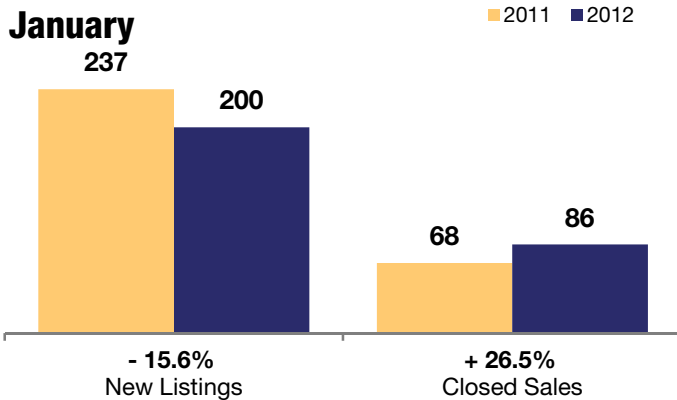
Change in  
Closed Sales

Change in  
Median Sales Price

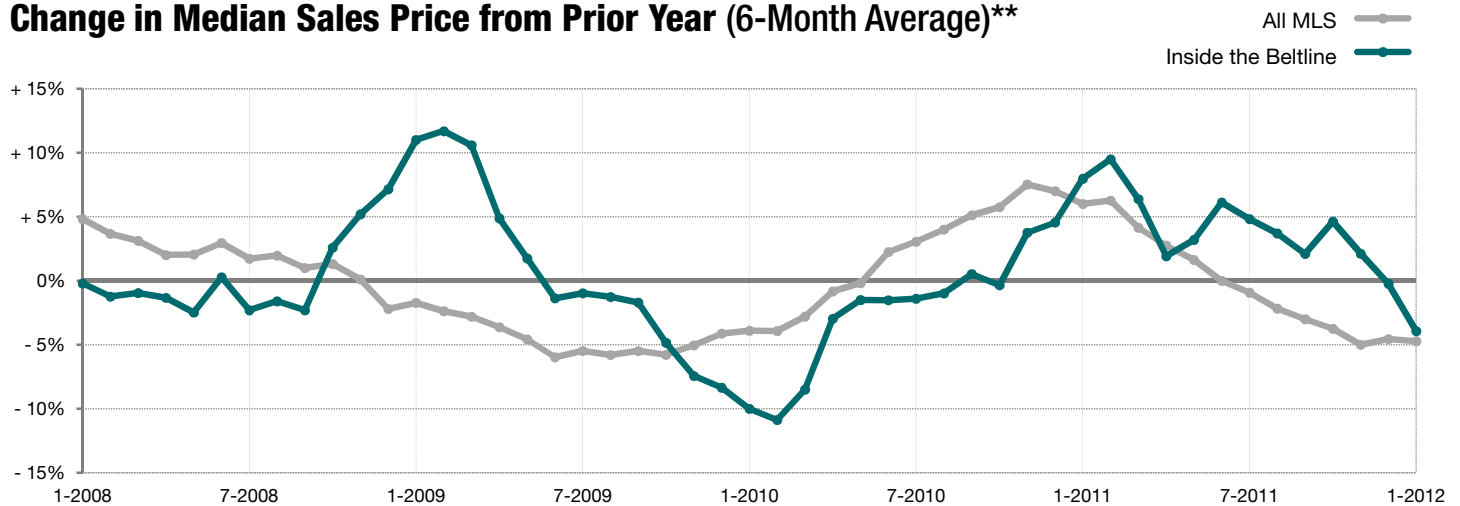
## Inside the Beltline

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	237	200	- 15.6%	237	200	- 15.6%
Closed Sales	68	86	+ 26.5%	68	86	+ 26.5%
Median Sales Price*	\$177,400	<b>\$143,500</b>	- 19.1%	\$177,400	<b>\$143,500</b>	- 19.1%
Average Sales Price*	\$263,100	<b>\$204,742</b>	- 22.2%	\$263,100	<b>\$204,742</b>	- 22.2%
Total Dollar Volume (in millions)*	\$17.9	<b>\$17.4</b>	- 2.5%	\$17.9	<b>\$17.4</b>	- 2.5%
Percent of Original List Price Received*	91.7%	<b>91.1%</b>	- 0.7%	91.7%	<b>91.1%</b>	- 0.7%
Percent of List Price Received*	97.0%	<b>95.8%</b>	- 1.3%	97.0%	<b>95.8%</b>	- 1.3%
Days on Market Until Sale	120	<b>146</b>	+ 21.7%	120	<b>146</b>	+ 21.7%
Inventory of Homes for Sale	1,334	<b>939</b>	- 29.6%	--	--	--
Months Supply of Inventory	10.8	<b>7.7</b>	- 28.7%	--	--	--

\* 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 February 15, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.