

Local Market Update – February 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 14.7%

+ 48.1%

+ 14.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

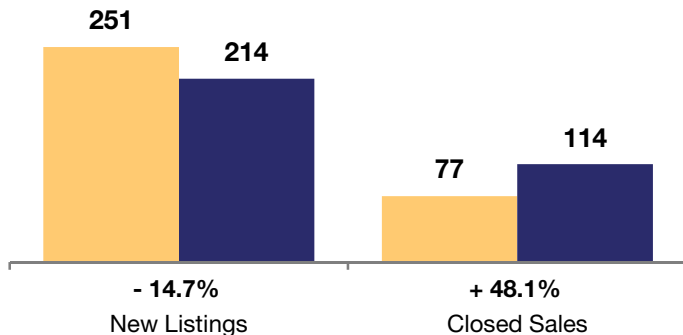
Inside the Beltline

	February			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	251	214	- 14.7%	488	420	- 13.9%
Closed Sales	77	114	+ 48.1%	145	200	+ 37.9%
Median Sales Price*	\$155,040	\$177,000	+ 14.2%	\$160,000	\$160,500	+ 0.3%
Average Sales Price*	\$214,675	\$192,231	- 10.5%	\$237,385	\$197,575	- 16.8%
Total Dollar Volume (in millions)*	\$16.5	\$21.9	+ 32.6%	\$34.4	\$39.4	+ 14.3%
Percent of Original List Price Received*	90.3%	91.4%	+ 1.3%	91.0%	91.3%	+ 0.4%
Percent of List Price Received*	94.6%	95.5%	+ 1.0%	95.7%	95.6%	- 0.1%
Days on Market Until Sale	121	120	- 0.5%	120	131	+ 9.0%
Inventory of Homes for Sale	1,370	899	- 34.4%	--	--	--
Months Supply of Inventory	11.4	7.1	- 37.4%	--	--	--

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

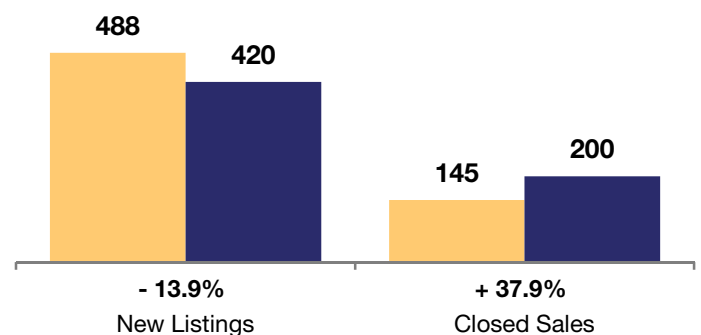
February

2011 2012

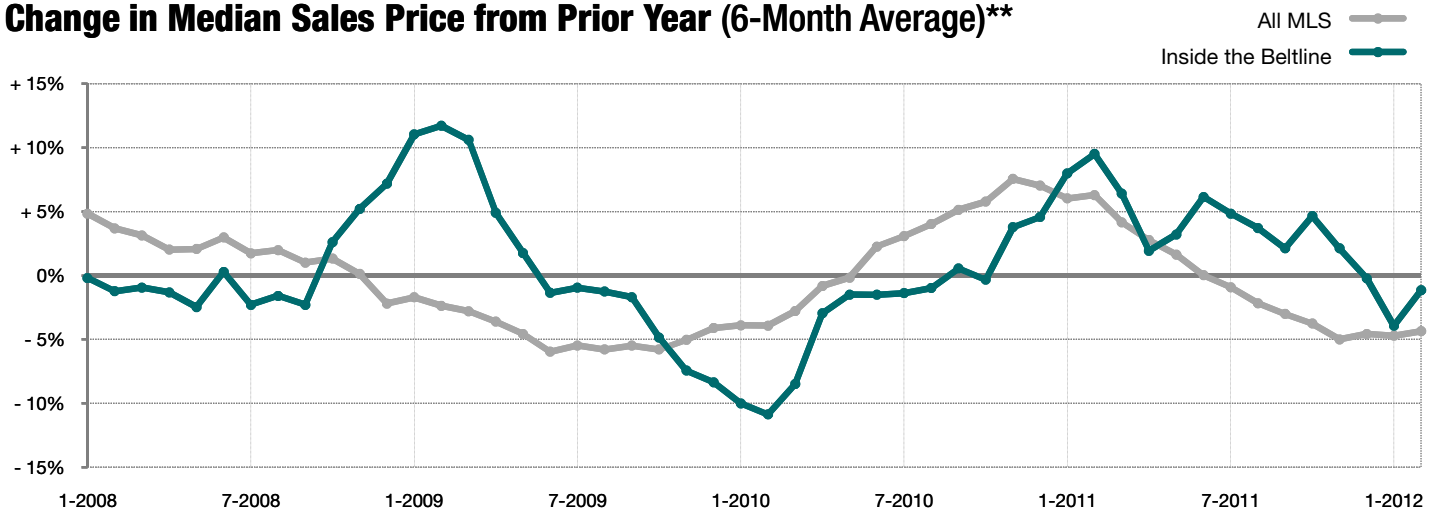


Year to Date

2011 2012



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 March 12, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.