

Local Market Update – March 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 13.6%

Change in
New Listings

+ 26.4%

Change in
Closed Sales

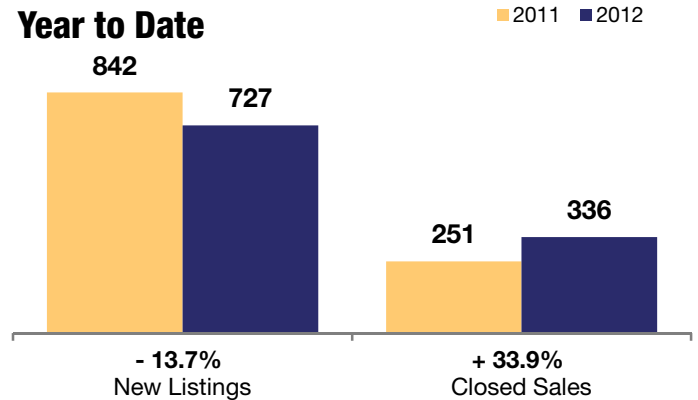
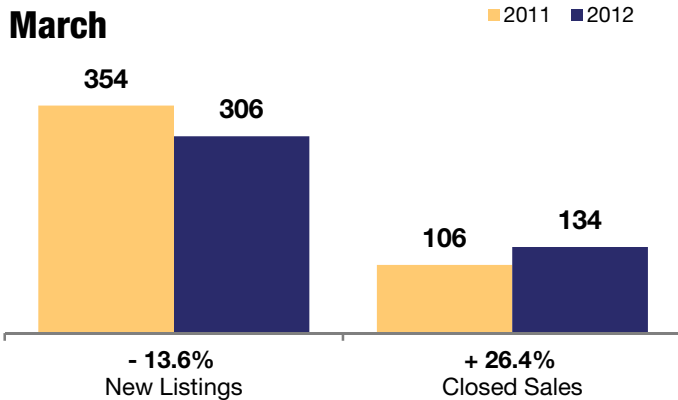
+ 1.0%

Change in
Median Sales Price

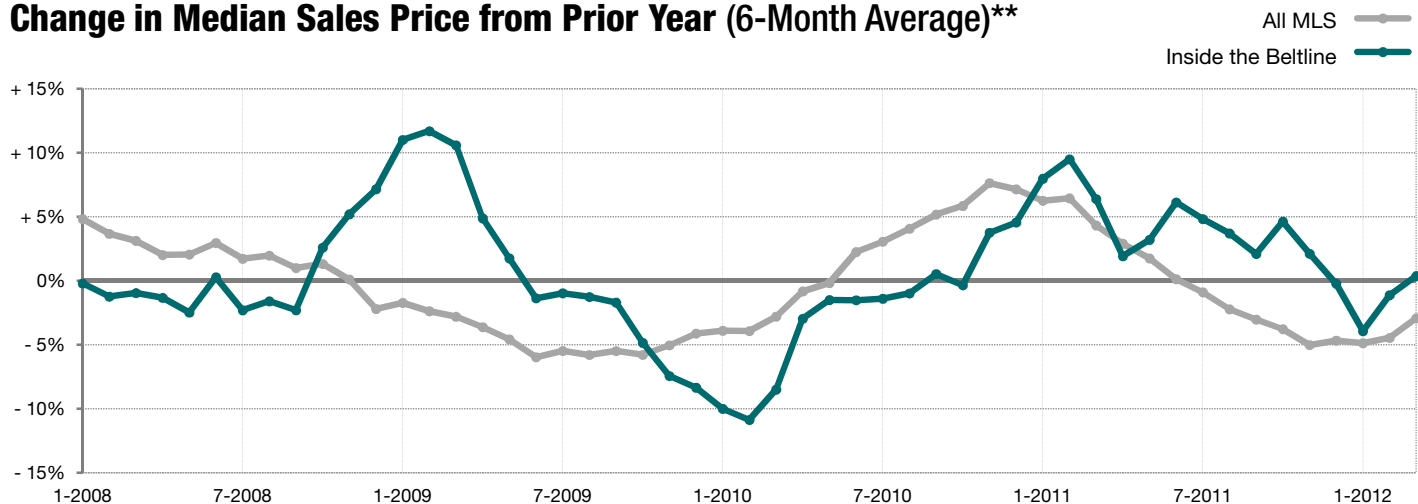
Inside the Beltline

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	354	306	- 13.6%	842	727	- 13.7%
Closed Sales	106	134	+ 26.4%	251	336	+ 33.9%
Median Sales Price*	\$171,750	\$173,500	+ 1.0%	\$163,750	\$165,000	+ 0.8%
Average Sales Price*	\$195,637	\$230,401	+ 17.8%	\$219,754	\$211,595	- 3.7%
Total Dollar Volume (in millions)*	\$20.7	\$30.9	+ 48.9%	\$55.2	\$70.9	+ 28.6%
Percent of Original List Price Received*	90.1%	90.7%	+ 0.7%	90.6%	91.1%	+ 0.5%
Percent of List Price Received*	94.1%	95.3%	+ 1.4%	95.0%	95.5%	+ 0.5%
Days on Market Until Sale	125	134	+ 6.9%	122	132	+ 7.7%
Inventory of Homes for Sale	1,439	909	- 36.8%	--	--	--
Months Supply of Inventory	11.9	7.1	- 40.4%	--	--	--

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