

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 12.5%

+ 39.3%

- 7.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

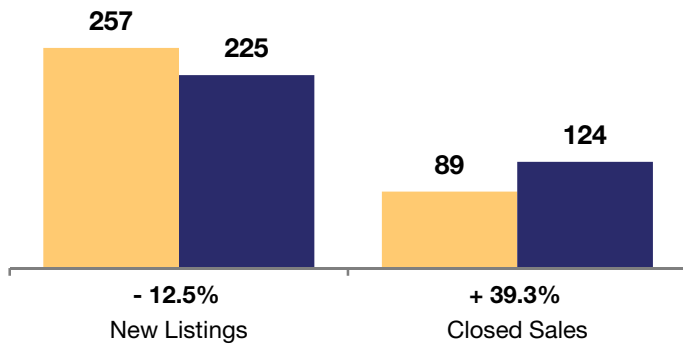
Inside the Beltline

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	257	225	- 12.5%	2,909	2,317	- 20.4%
Closed Sales	89	124	+ 39.3%	1,191	1,102	- 7.5%
Median Sales Price*	\$183,000	\$170,075	- 7.1%	\$161,000	\$166,350	+ 3.3%
Average Sales Price*	\$274,761	\$240,579	- 12.4%	\$227,890	\$226,689	- 0.5%
Total Dollar Volume (in millions)*	\$24.5	\$29.8	+ 22.0%	\$271.3	\$250.3	- 7.8%
Percent of Original List Price Received*	87.6%	90.5%	+ 3.3%	90.8%	91.2%	+ 0.4%
Percent of List Price Received*	94.2%	94.5%	+ 0.3%	96.0%	95.6%	- 0.4%
Days on Market Until Sale	118	141	+ 19.0%	106	131	+ 24.2%
Inventory of Homes for Sale	1,509	1,127	- 25.3%	--	--	--
Months Supply of Inventory	11.4	9.7	- 14.7%	--	--	--

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

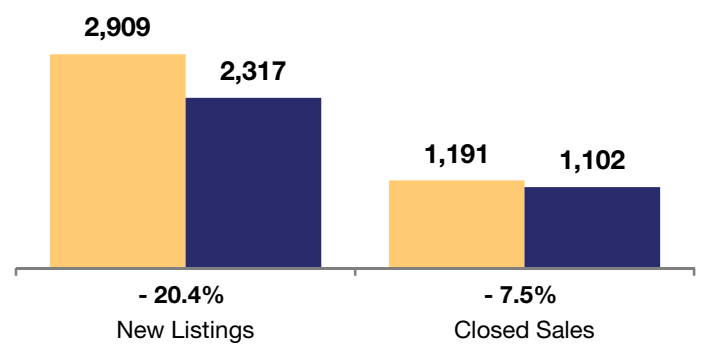
September

2010 2011

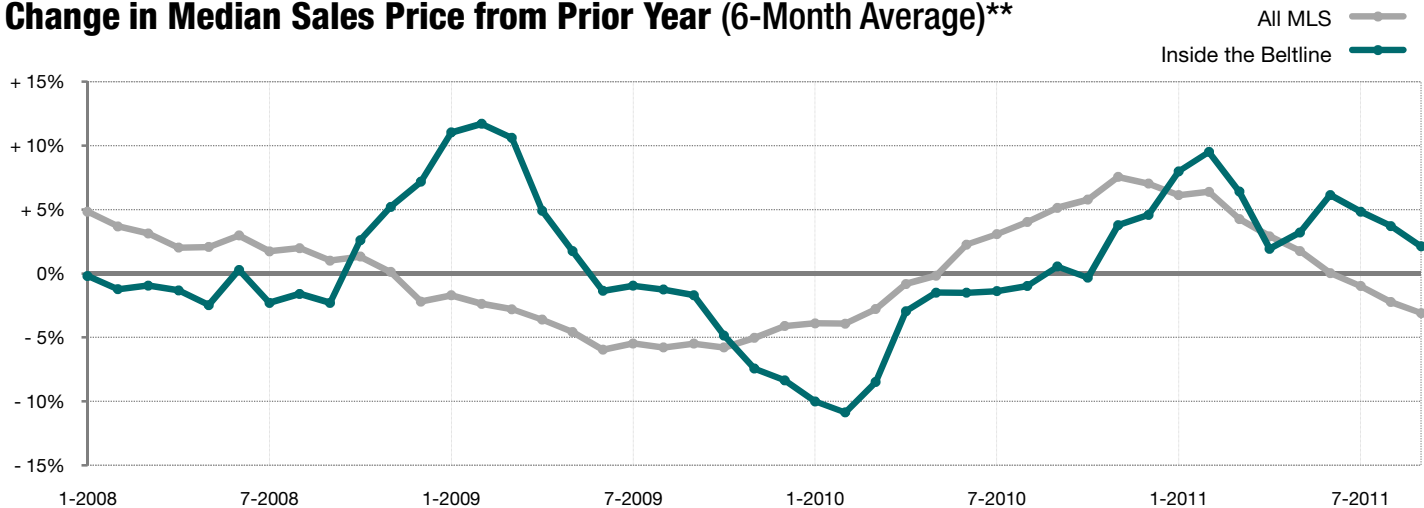


Year to Date

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.