

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 35.4%**

**+ 28.7%**

**- 2.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

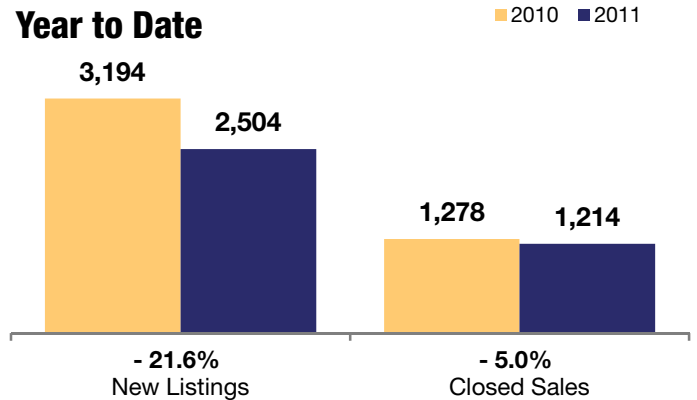
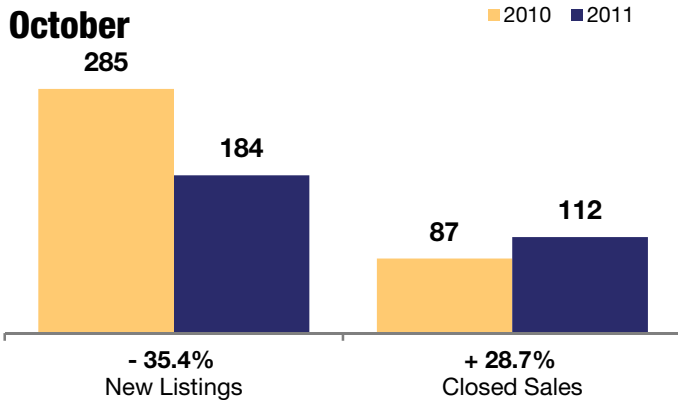
## Inside the Beltline

### October

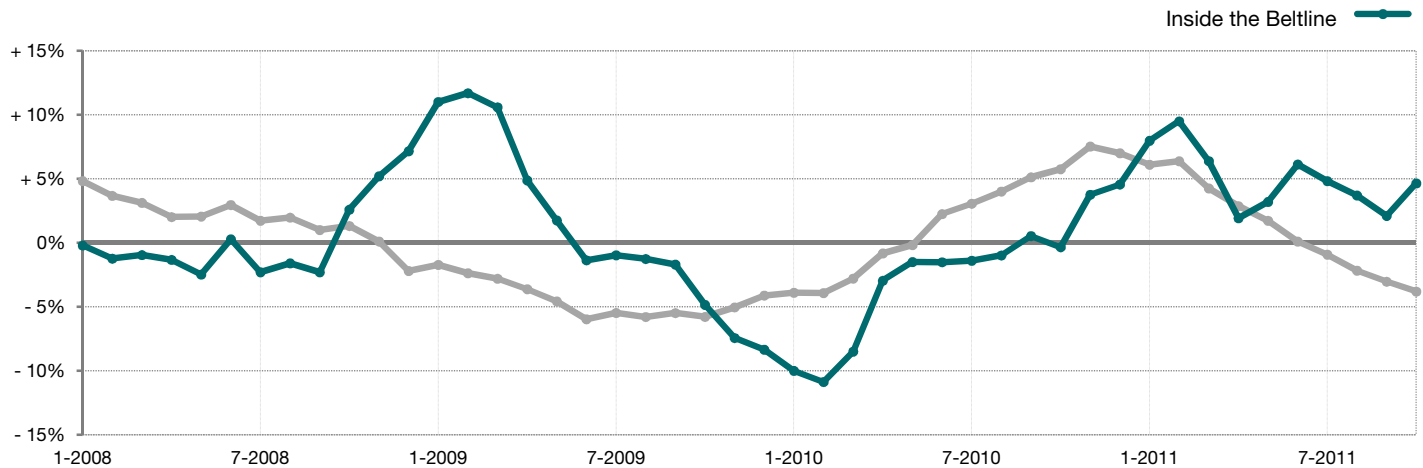
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	285	184	- 35.4%	3,194	2,504	- 21.6%
Closed Sales	87	112	+ 28.7%	1,278	1,214	- 5.0%
Median Sales Price*	\$168,000	\$164,450	- 2.1%	\$161,067	\$166,000	+ 3.1%
Average Sales Price*	\$208,204	\$220,258	+ 5.8%	\$226,549	\$226,095	- 0.2%
Total Dollar Volume (in millions)*	\$18.1	\$24.7	+ 36.2%	\$289.5	\$275.0	- 5.0%
Percent of Original List Price Received*	90.3%	90.7%	+ 0.5%	90.8%	91.1%	+ 0.4%
Percent of List Price Received*	95.4%	95.2%	- 0.2%	95.9%	95.6%	- 0.4%
Days on Market Until Sale	105	126	+ 19.7%	106	131	+ 23.7%
Inventory of Homes for Sale	1,500	1,101	- 26.6%	--	--	--
Months Supply of Inventory	11.7	9.3	- 20.8%	--	--	--

\* 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.