

Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 16.6%

+ 19.4%

+ 0.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

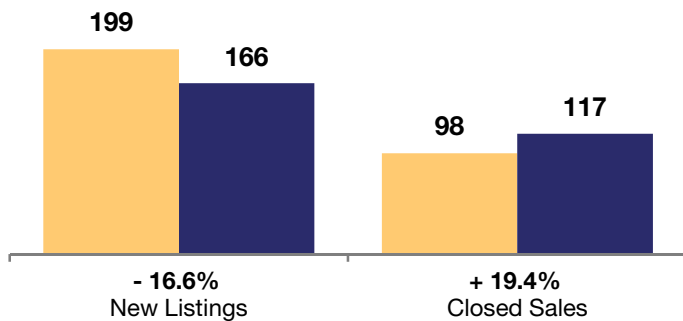
Inside the Beltline

	November			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	199	166	- 16.6%	3,393	2,669	- 21.3%
Closed Sales	98	117	+ 19.4%	1,376	1,333	- 3.1%
Median Sales Price*	\$181,750	\$182,500	+ 0.4%	\$162,650	\$168,125	+ 3.4%
Average Sales Price*	\$281,898	\$226,399	- 19.7%	\$230,493	\$226,403	- 1.8%
Total Dollar Volume (in millions)*	\$27.6	\$26.5	- 4.1%	\$317.1	\$302.3	- 4.7%
Percent of Original List Price Received*	94.4%	90.5%	- 4.2%	91.0%	91.0%	- 0.0%
Percent of List Price Received*	98.7%	95.2%	- 3.5%	96.1%	95.5%	- 0.6%
Days on Market Until Sale	104	118	+ 13.5%	105	130	+ 23.1%
Inventory of Homes for Sale	1,416	1,039	- 26.6%	--	--	--
Months Supply of Inventory	11.6	8.7	- 25.5%	--	--	--

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

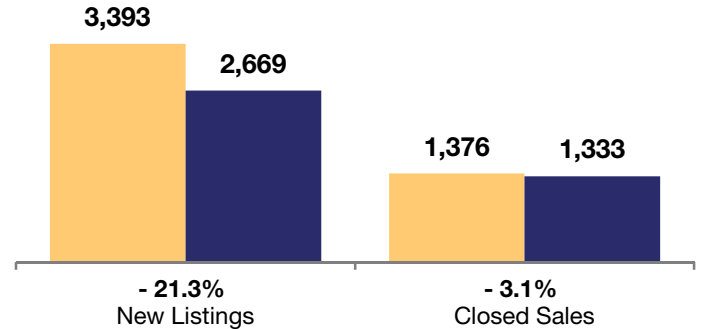
November

2010 2011

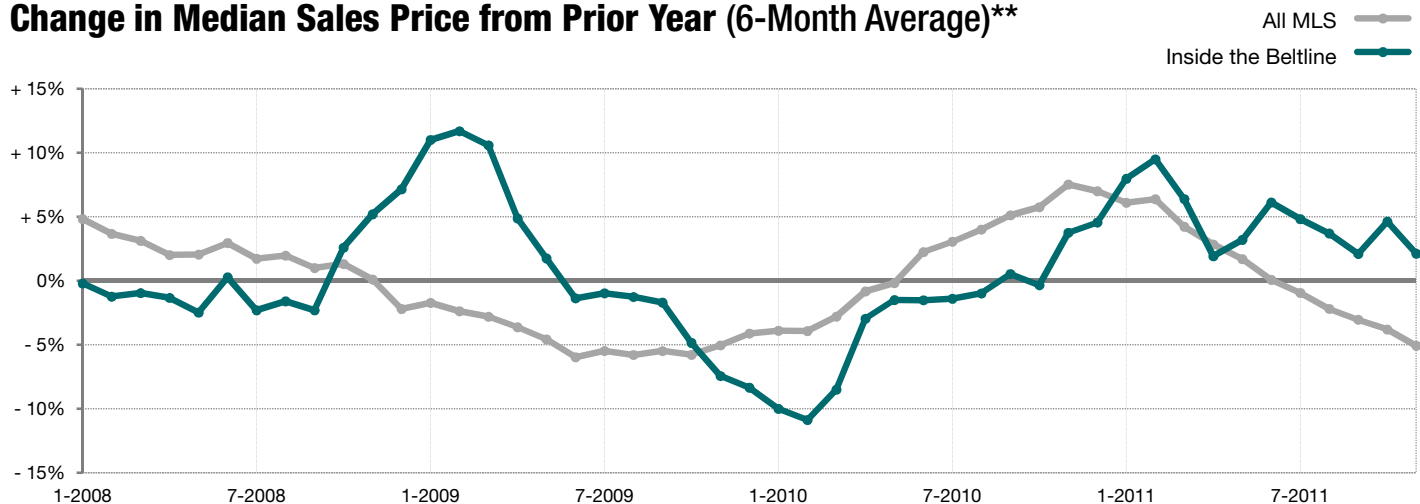


Year to Date

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 December 15, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.