

# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 7.5%**

Change in  
New Listings

**- 7.9%**

Change in  
Closed Sales

**+ 2.7%**

Change in  
Median Sales Price

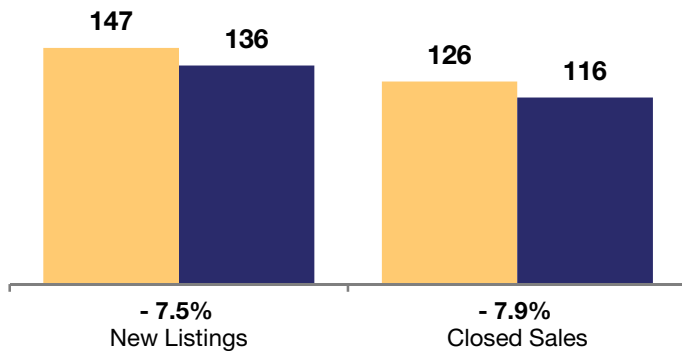
## Inside the Beltline

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	147	136	- 7.5%	3,540	2,807	- 20.7%
Closed Sales	126	116	- 7.9%	1,502	1,450	- 3.5%
Median Sales Price*	\$166,770	<b>\$171,355</b>	+ 2.7%	\$162,780	<b>\$169,000</b>	+ 3.8%
Average Sales Price*	\$211,555	<b>\$249,677</b>	+ 18.0%	\$228,904	<b>\$228,254</b>	- 0.3%
Total Dollar Volume (in millions)*	\$26.7	<b>\$29.0</b>	+ 8.7%	\$343.7	<b>\$331.5</b>	- 3.6%
Percent of Original List Price Received*	105.0%	<b>90.7%</b>	- 13.6%	92.2%	<b>91.0%</b>	- 1.3%
Percent of List Price Received*	109.6%	<b>95.0%</b>	- 13.3%	97.3%	<b>95.5%</b>	- 1.8%
Days on Market Until Sale	90	<b>147</b>	+ 63.2%	104	<b>131</b>	+ 25.9%
Inventory of Homes for Sale	1,294	<b>936</b>	- 27.7%	--	--	--
Months Supply of Inventory	10.3	<b>7.8</b>	- 24.2%	--	--	--

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

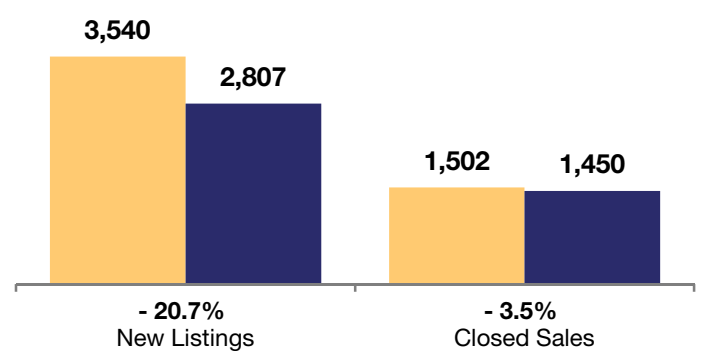
### December

2010 2011



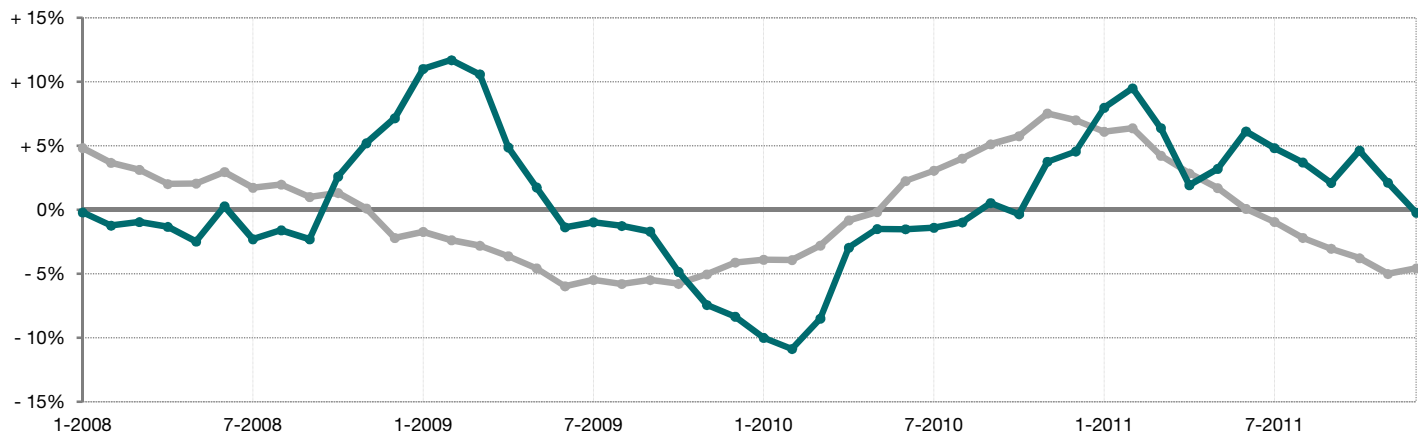
### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS Inside the Beltline



\*\* 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 January 17, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.