

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake County

**- 20.5%**

Change in  
New Listings

**+ 19.8%**

Change in  
Closed Sales

**- 2.9%**

Change in  
Median Sales Price

### October

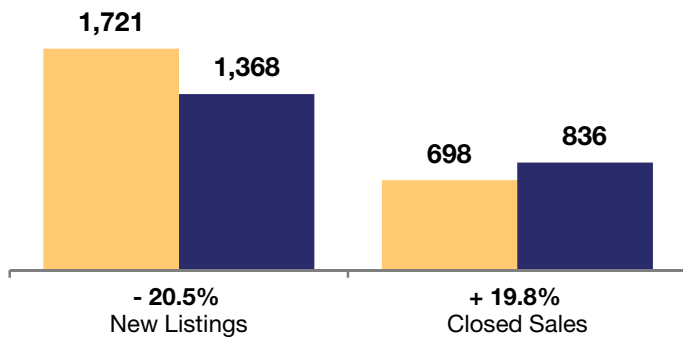
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,721	1,368	- 20.5%	21,485	17,400	- 19.0%
Closed Sales	698	836	+ 19.8%	9,535	8,938	- 6.3%
Median Sales Price*	\$211,000	\$204,950	- 2.9%	\$210,000	\$207,000	- 1.4%
Average Sales Price*	\$249,475	\$243,517	- 2.4%	\$253,637	\$245,834	- 3.1%
Total Dollar Volume (in millions)*	\$174.1	\$203.6	+ 16.9%	\$2,419.0	\$2,197.1	- 9.2%
Percent of Original List Price Received*	92.5%	92.8%	+ 0.3%	92.9%	92.8%	- 0.1%
Percent of List Price Received*	96.8%	96.5%	- 0.3%	97.0%	96.6%	- 0.3%
Days on Market Until Sale	107	124	+ 15.7%	101	122	+ 21.1%
Inventory of Homes for Sale	9,269	6,994	- 24.5%	--	--	--
Months Supply of Inventory	9.8	8.1	- 17.5%	--	--	--

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

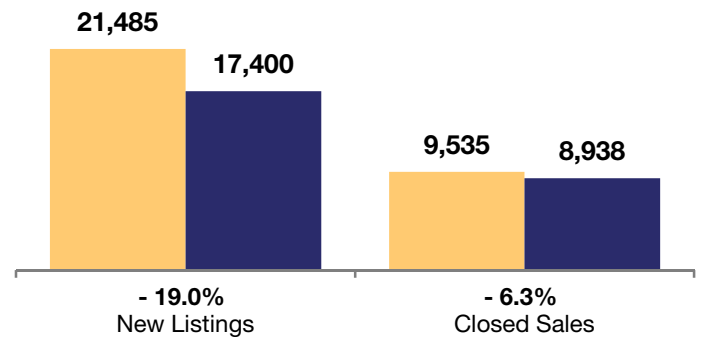
### October

2010 2011



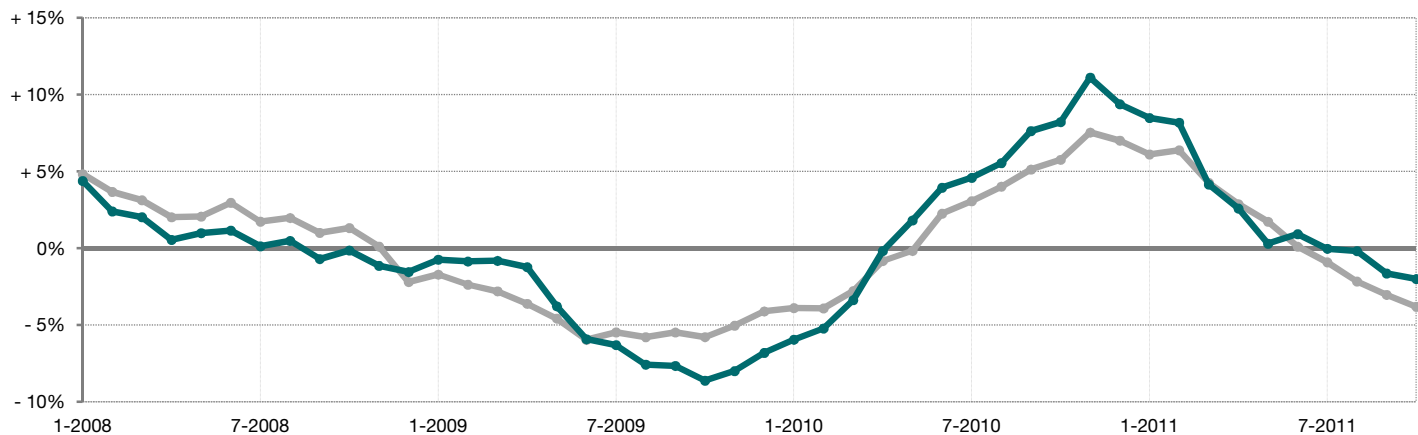
### Year to Date

2010 2011



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

All MLS —  
Wake County —



\*\* 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.