

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake County

**- 17.1%**

Change in  
New Listings

**+ 13.2%**

Change in  
Closed Sales

**- 6.2%**

Change in  
Median Sales Price

### November

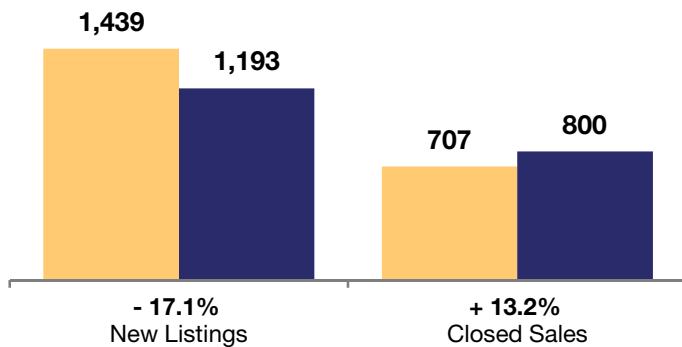
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,439	1,193	- 17.1%	22,924	18,604	- 18.8%
Closed Sales	707	800	+ 13.2%	10,242	9,742	- 4.9%
Median Sales Price*	\$232,900	\$218,450	- 6.2%	\$211,950	\$208,000	- 1.9%
Average Sales Price*	\$279,313	\$247,948	- 11.2%	\$255,410	\$246,160	- 3.6%
Total Dollar Volume (in millions)*	\$197.5	\$198.4	+ 0.4%	\$2,616.5	\$2,397.9	- 8.4%
Percent of Original List Price Received*	92.7%	93.3%	+ 0.6%	92.9%	92.8%	- 0.0%
Percent of List Price Received*	97.1%	96.9%	- 0.1%	97.0%	96.7%	- 0.3%
Days on Market Until Sale	105	116	+ 10.6%	101	121	+ 20.3%
Inventory of Homes for Sale	8,788	6,576	- 25.2%	--	--	--
Months Supply of Inventory	9.7	7.5	- 22.1%	--	--	--

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

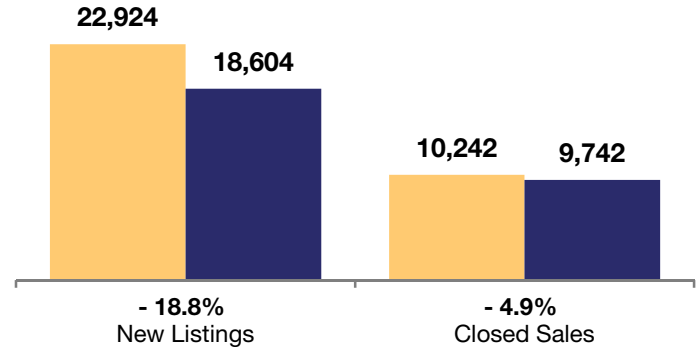
### November

2010 2011



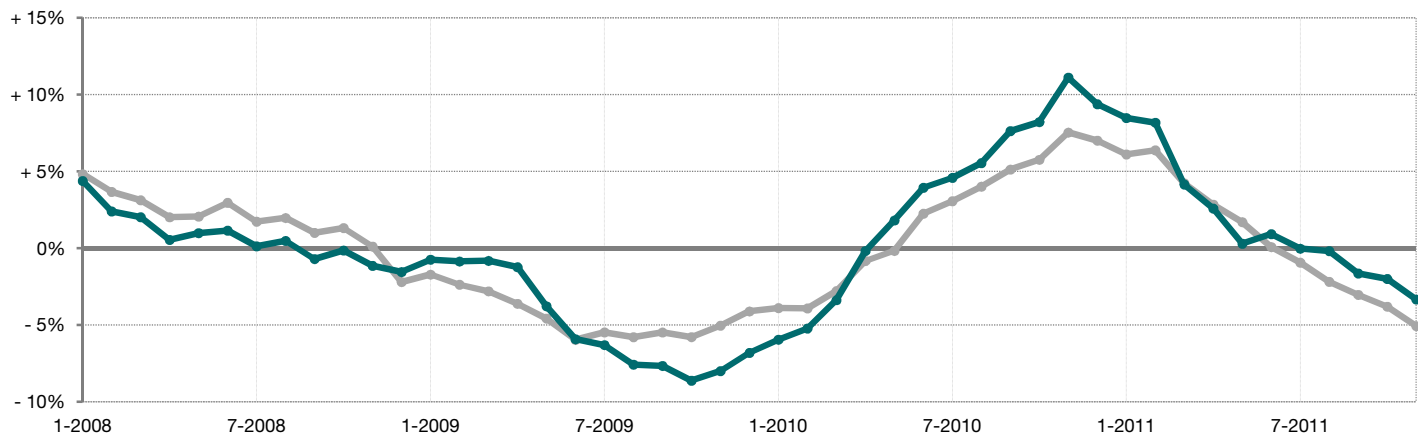
### Year to Date

2010 2011



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

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