

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Wake County

- 16.7%

Change in
New Listings

+ 2.4%

Change in
Closed Sales

+ 4.1%

Change in
Median Sales Price

December

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,077	897	- 16.7%	24,001	19,507	- 18.7%
Closed Sales	835	855	+ 2.4%	11,077	10,608	- 4.2%
Median Sales Price*	\$208,500	\$216,993	+ 4.1%	\$210,855	\$209,000	- 0.9%
Average Sales Price*	\$260,086	\$257,776	- 0.9%	\$255,762	\$247,090	- 3.4%
Total Dollar Volume (in millions)*	\$217.2	\$220.2	+ 1.4%	\$2,833.7	\$2,620.8	- 7.5%
Percent of Original List Price Received*	94.3%	93.0%	- 1.4%	93.0%	92.8%	- 0.1%
Percent of List Price Received*	98.7%	96.6%	- 2.1%	97.1%	96.7%	- 0.5%
Days on Market Until Sale	105	118	+ 13.0%	101	121	+ 19.7%
Inventory of Homes for Sale	7,986	5,897	- 26.2%	--	--	--
Months Supply of Inventory	8.7	6.7	- 23.1%	--	--	--

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

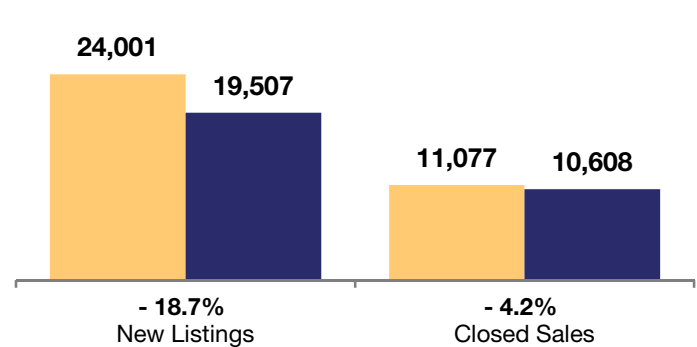
December

2010 2011



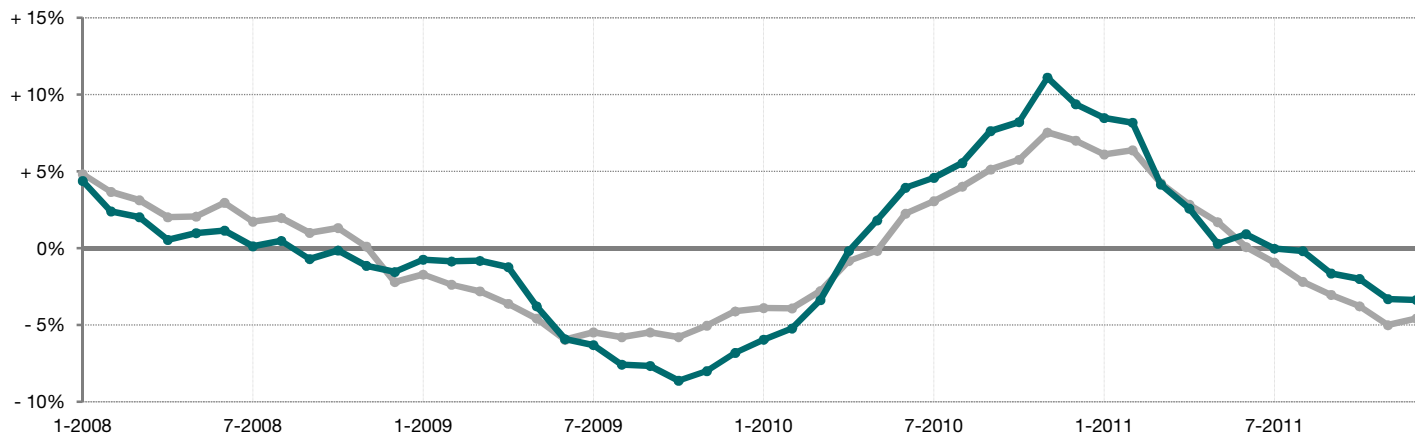
Year to Date

2010 2011



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

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