

# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 8.3%**

Change in  
New Listings

**+ 19.8%**

Change in  
Closed Sales

**- 10.6%**

Change in  
Median Sales Price

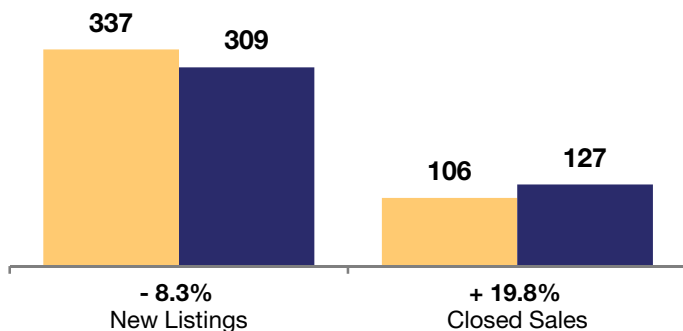
## Raleigh-North

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	337	309	- 8.3%	337	309	- 8.3%
Closed Sales	106	127	+ 19.8%	106	127	+ 19.8%
Median Sales Price*	\$242,750	<b>\$217,000</b>	- 10.6%	\$242,750	<b>\$217,000</b>	- 10.6%
Average Sales Price*	\$287,629	<b>\$271,849</b>	- 5.5%	\$287,629	<b>\$271,849</b>	- 5.5%
Total Dollar Volume (in millions)*	\$30.5	<b>\$34.5</b>	+ 13.2%	\$30.5	<b>\$34.5</b>	+ 13.2%
Percent of Original List Price Received*	91.1%	<b>91.8%</b>	+ 0.8%	91.1%	<b>91.8%</b>	+ 0.8%
Percent of List Price Received*	96.6%	<b>96.5%</b>	- 0.1%	96.6%	<b>96.5%</b>	- 0.1%
Days on Market Until Sale	134	<b>127</b>	- 5.6%	134	<b>127</b>	- 5.6%
Inventory of Homes for Sale	1,590	<b>1,114</b>	- 29.9%	--	--	--
Months Supply of Inventory	8.4	<b>6.4</b>	- 23.4%	--	--	--

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

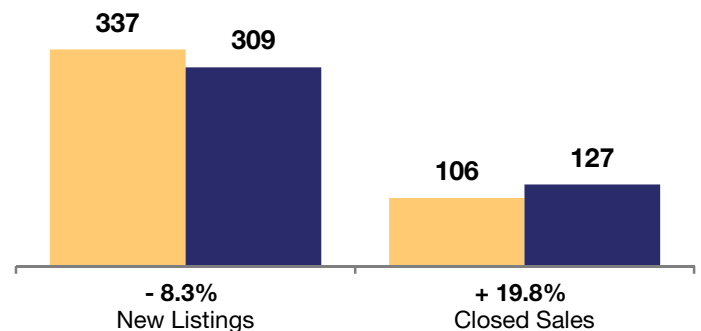
### January

2011 2012



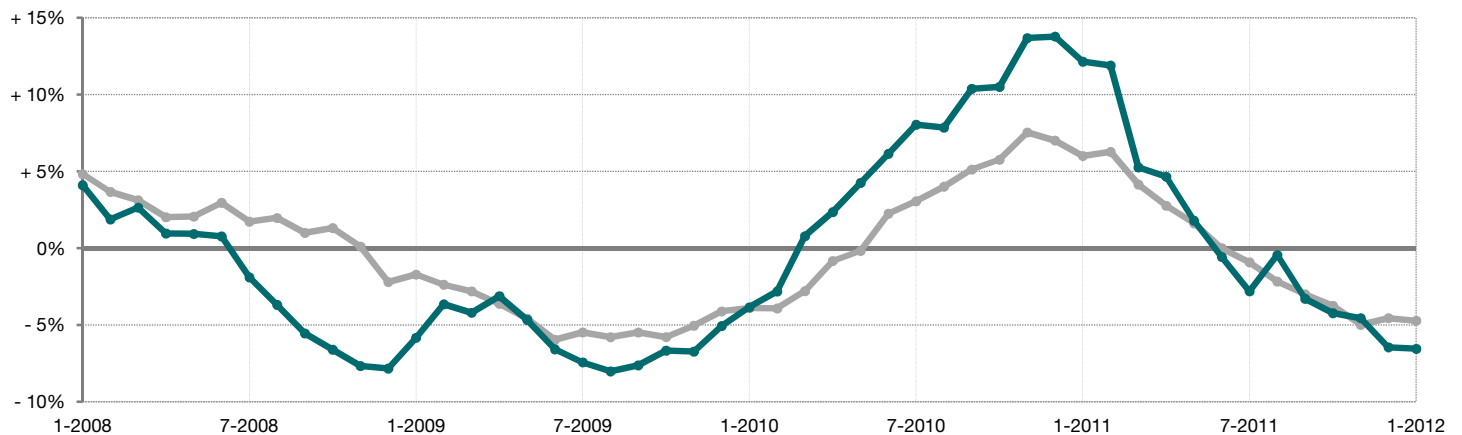
### Year to Date

2011 2012



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

All MLS —  
Raleigh-North —



\*\* 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 February 15, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.