

# Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 23.5%**

**+ 10.9%**

**- 20.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Raleigh-North

### September

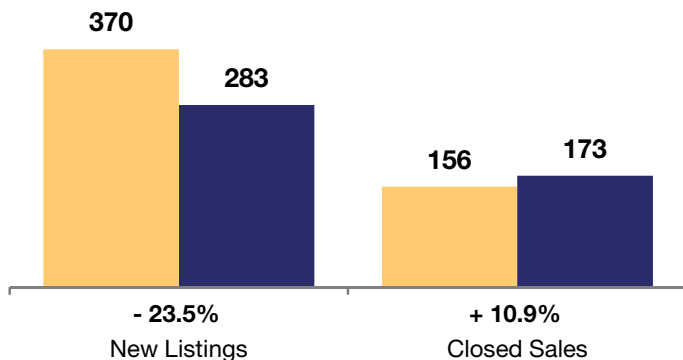
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	370	283	- 23.5%	4,178	3,323	- 20.5%
Closed Sales	156	173	+ 10.9%	1,874	1,626	- 13.2%
Median Sales Price*	\$269,000	\$215,000	- 20.1%	\$233,850	\$228,000	- 2.5%
Average Sales Price*	\$316,753	\$259,622	- 18.0%	\$284,615	\$274,864	- 3.4%
Total Dollar Volume (in millions)*	\$49.4	\$44.9	- 9.1%	\$534.0	\$446.4	- 16.4%
Percent of Original List Price Received*	92.4%	92.8%	+ 0.4%	93.1%	92.9%	- 0.3%
Percent of List Price Received*	96.2%	96.8%	+ 0.6%	96.9%	96.6%	- 0.3%
Days on Market Until Sale	106	124	+ 17.3%	95	120	+ 26.0%
Inventory of Homes for Sale	1,947	1,468	- 24.6%	--	--	--
Months Supply of Inventory	9.3	8.8	- 5.9%	--	--	--

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

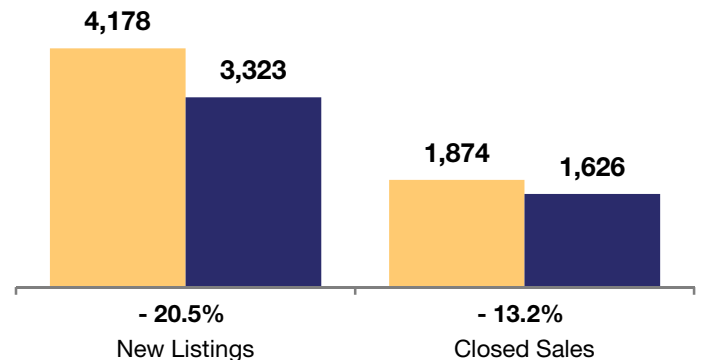
### September

2010 2011

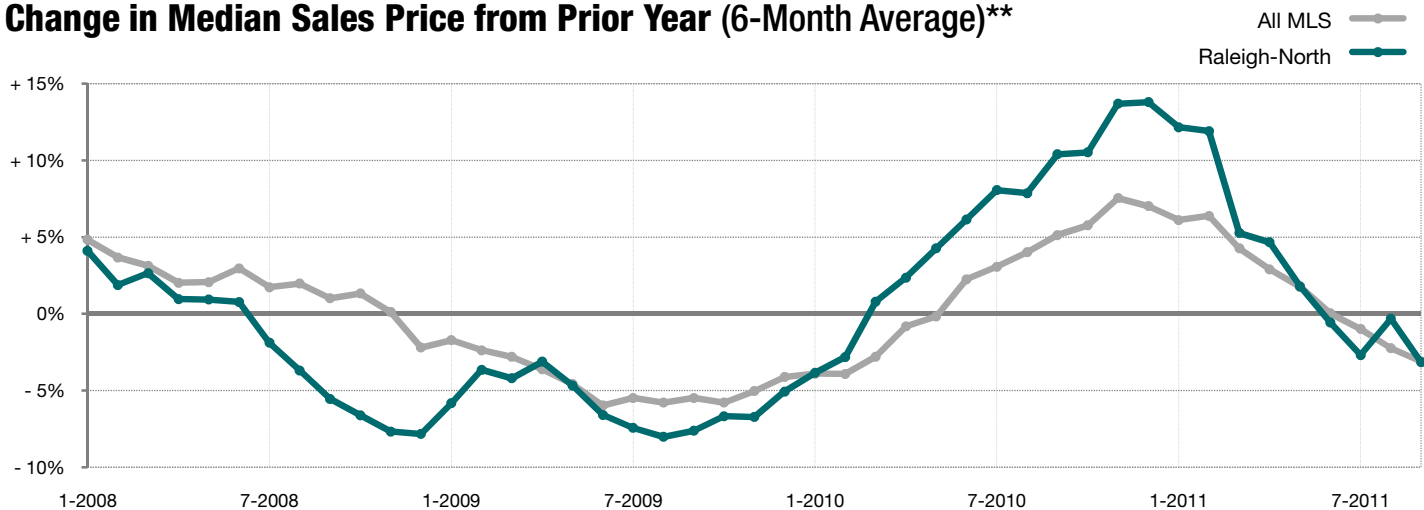


### Year to Date

2010 2011



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



\*\* 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 October 17, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.