

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

- 24.3%

Change in
New Listings

+ 7.3%

Change in
Closed Sales

- 3.0%

Change in
Median Sales Price

October

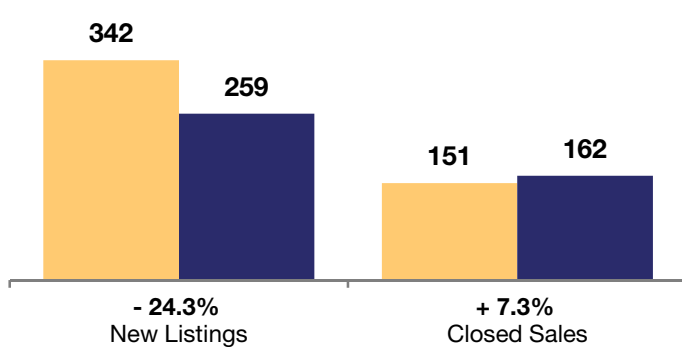
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	342	259	- 24.3%	4,519	3,581	- 20.8%
Closed Sales	151	162	+ 7.3%	2,025	1,791	- 11.6%
Median Sales Price*	\$225,000	\$218,250	- 3.0%	\$233,000	\$227,500	- 2.4%
Average Sales Price*	\$265,779	\$265,265	- 0.2%	\$283,209	\$273,806	- 3.3%
Total Dollar Volume (in millions)*	\$40.1	\$43.0	+ 7.1%	\$574.1	\$489.9	- 14.7%
Percent of Original List Price Received*	92.9%	92.4%	- 0.5%	93.1%	92.8%	- 0.3%
Percent of List Price Received*	96.8%	96.3%	- 0.5%	96.9%	96.6%	- 0.3%
Days on Market Until Sale	97	125	+ 29.6%	95	120	+ 26.5%
Inventory of Homes for Sale	1,880	1,369	- 27.2%	--	--	--
Months Supply of Inventory	9.3	8.2	- 12.0%	--	--	--

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

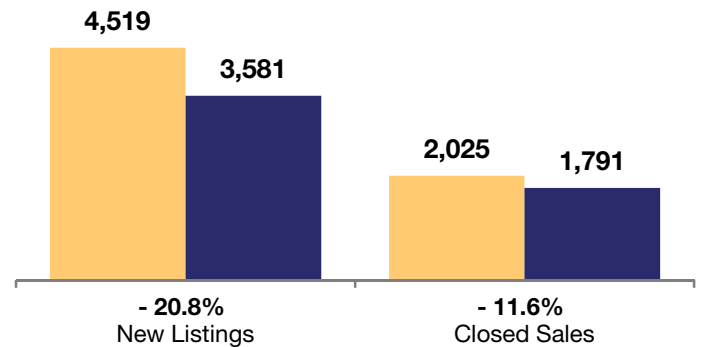
October

2010 2011

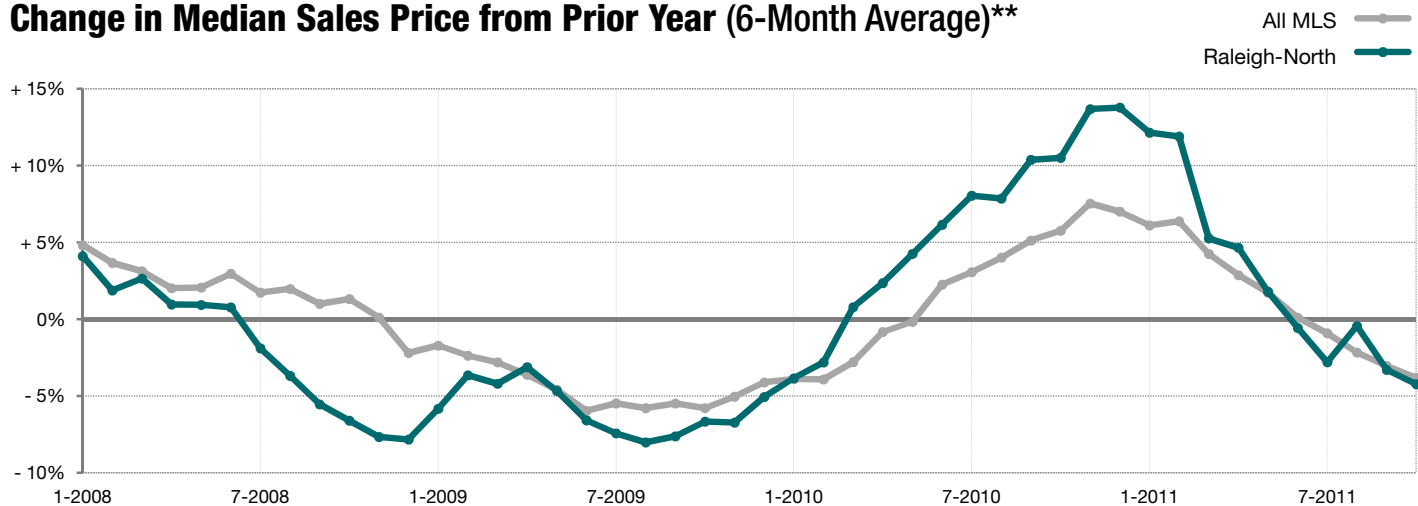


Year to Date

2010 2011



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



** 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.