

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Raleigh-North

**- 28.9%**

Change in  
New Listings

**+ 9.0%**

Change in  
Closed Sales

**- 4.9%**

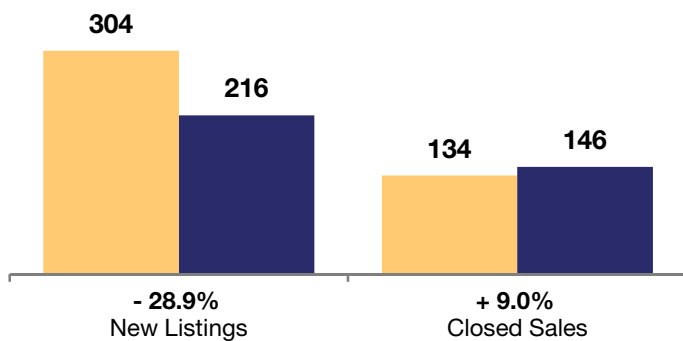
Change in  
Median Sales Price

|  | November  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2010      | 2011             | + / -   | 2010         | 2011             | + / -   |
| New Listings                             | 304       | 216              | - 28.9% | 4,823        | 3,797            | - 21.3% |
| Closed Sales                             | 134       | 146              | + 9.0%  | 2,159        | 1,937            | - 10.3% |
| Median Sales Price*                      | \$236,500 | <b>\$225,000</b> | - 4.9%  | \$233,800    | <b>\$227,500</b> | - 2.7%  |
| Average Sales Price*                     | \$299,981 | <b>\$275,445</b> | - 8.2%  | \$284,251    | <b>\$273,938</b> | - 3.6%  |
| Total Dollar Volume (in millions)*       | \$40.2    | <b>\$40.2</b>    | + 0.0%  | \$614.3      | <b>\$530.1</b>   | - 13.7% |
| Percent of Original List Price Received* | 91.3%     | <b>93.3%</b>     | + 2.1%  | 93.0%        | <b>92.9%</b>     | - 0.1%  |
| Percent of List Price Received*          | 96.0%     | <b>96.5%</b>     | + 0.6%  | 96.8%        | <b>96.6%</b>     | - 0.2%  |
| Days on Market Until Sale                | 115       | <b>124</b>       | + 8.2%  | 96           | <b>121</b>       | + 25.2% |
| Inventory of Homes for Sale              | 1,807     | <b>1,249</b>     | - 30.9% | --           | --               | --      |
| Months Supply of Inventory               | 9.3       | <b>7.4</b>       | - 20.5% | --           | --               | --      |

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

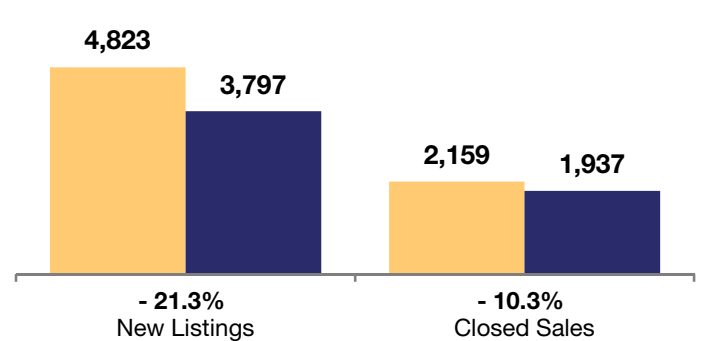
### November

2010 2011



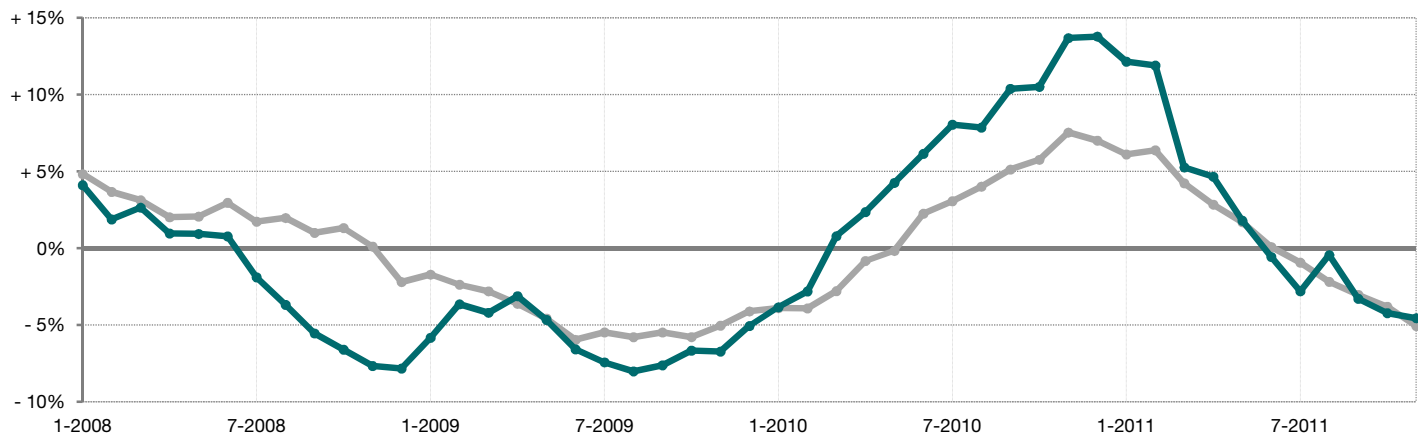
### Year to Date

2010 2011



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

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