

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 13.7%

+ 18.9%

- 14.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Raleigh-North

December

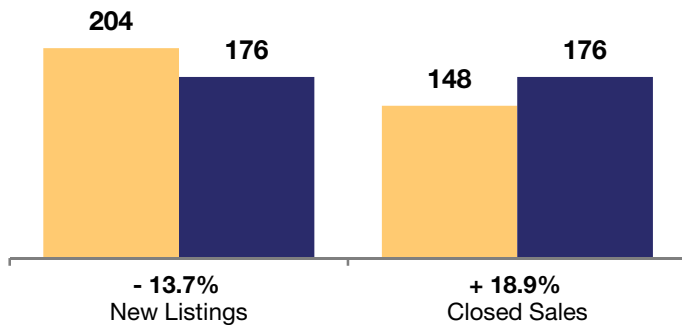
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	204	176	- 13.7%	5,027	3,973	- 21.0%
Closed Sales	148	176	+ 18.9%	2,307	2,114	- 8.4%
Median Sales Price*	\$245,450	\$210,000	- 14.4%	\$234,500	\$225,500	- 3.8%
Average Sales Price*	\$334,107	\$268,377	- 19.7%	\$287,452	\$273,445	- 4.9%
Total Dollar Volume (in millions)*	\$49.4	\$47.2	- 4.5%	\$663.8	\$577.6	- 13.0%
Percent of Original List Price Received*	91.7%	92.7%	+ 1.1%	92.9%	92.9%	- 0.1%
Percent of List Price Received*	96.0%	96.1%	+ 0.1%	96.8%	96.6%	- 0.2%
Days on Market Until Sale	103	114	+ 10.2%	97	120	+ 24.0%
Inventory of Homes for Sale	1,589	1,100	- 30.8%	--	--	--
Months Supply of Inventory	8.3	6.4	- 22.8%	--	--	--

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

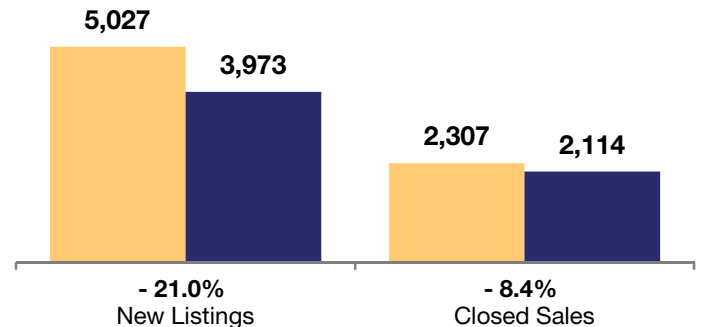
December

2010 2011



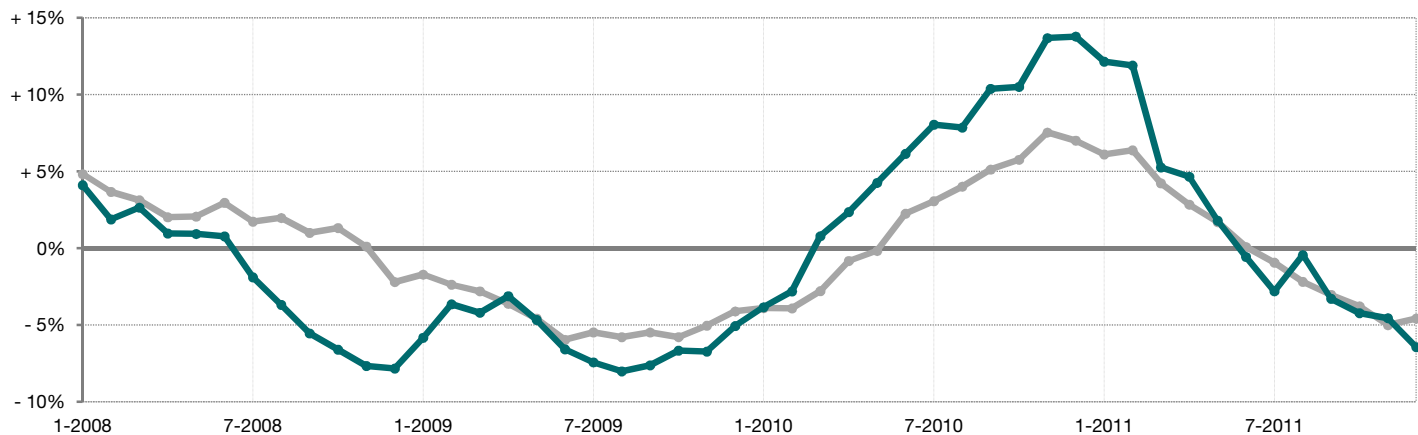
Year to Date

2010 2011



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

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