

# Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake Forest

**- 16.3%**

Change in  
New Listings

**+ 31.0%**

Change in  
Closed Sales

**- 2.0%**

Change in  
Median Sales Price

### September

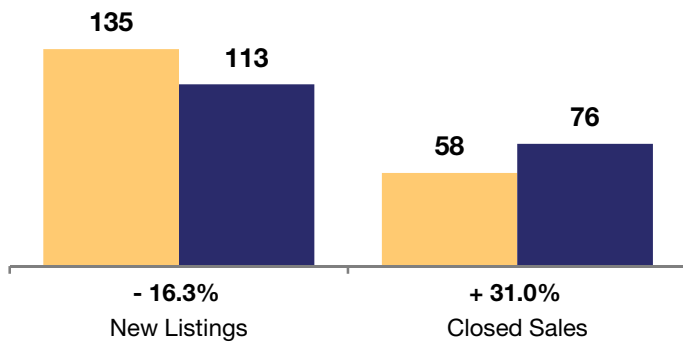
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	135	113	- 16.3%	1,558	1,303	- 16.4%
Closed Sales	58	76	+ 31.0%	652	684	+ 4.9%
Median Sales Price*	\$267,582	\$262,250	- 2.0%	\$267,567	\$255,713	- 4.4%
Average Sales Price*	\$284,803	\$260,519	- 8.5%	\$290,123	\$271,717	- 6.3%
Total Dollar Volume (in millions)*	\$16.5	\$19.8	+ 19.9%	\$189.2	\$185.9	- 1.7%
Percent of Original List Price Received*	91.5%	93.5%	+ 2.2%	92.1%	93.5%	+ 1.6%
Percent of List Price Received*	96.0%	97.7%	+ 1.8%	96.9%	97.3%	+ 0.4%
Days on Market Until Sale	88	134	+ 51.4%	108	121	+ 12.4%
Inventory of Homes for Sale	842	679	- 19.4%	--	--	--
Months Supply of Inventory	11.9	9.6	- 19.5%	--	--	--

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

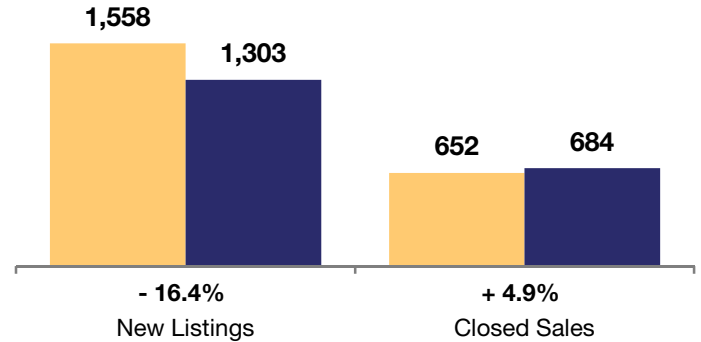
### September

2010 2011

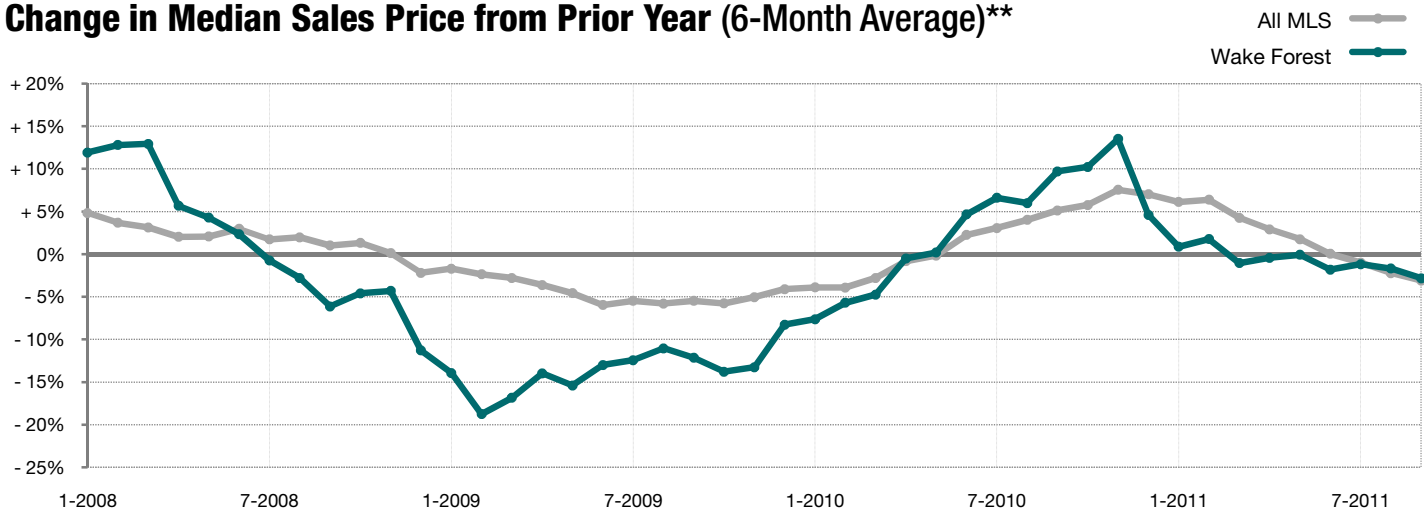


### Year to Date

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.