

Local Market Update

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 19.7% **- 7.3%** **+ 1.0%**

Change in
New Listings

Change in
Closed Sales

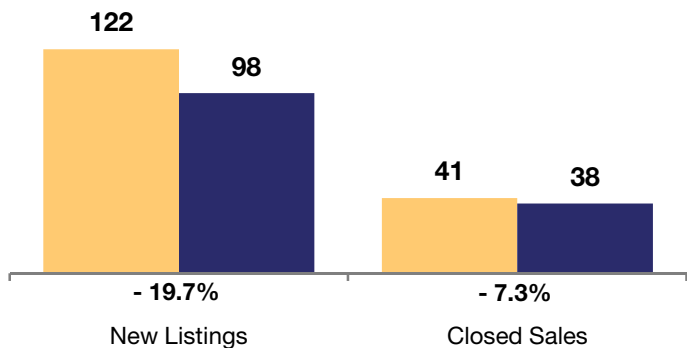
Change in
Median Sales Price

Chatham County

	January			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	122	98	- 19.7%	122	98	- 19.7%
Closed Sales	41	38	- 7.3%	41	38	- 7.3%
Median Sales Price*	\$263,238	\$266,000	+ 1.0%	\$263,238	\$266,000	+ 1.0%
Average Sales Price*	\$292,311	\$311,446	+ 6.5%	\$292,311	\$311,446	+ 6.5%
Total Dollar Volume (in millions)*	\$11.8	\$11.8	+ 0.3%	\$11.8	\$11.8	+ 0.3%
Percent of Original List Price Received*	93.5%	95.7%	+ 2.4%	93.5%	95.7%	+ 2.4%
Days on Market Until Sale	170	102	- 40.1%	170	102	- 40.1%
Inventory of Homes for Sale	648	633	- 2.3%	--	--	--
Months Supply of Inventory	14.1	13.7	- 2.8%	--	--	--

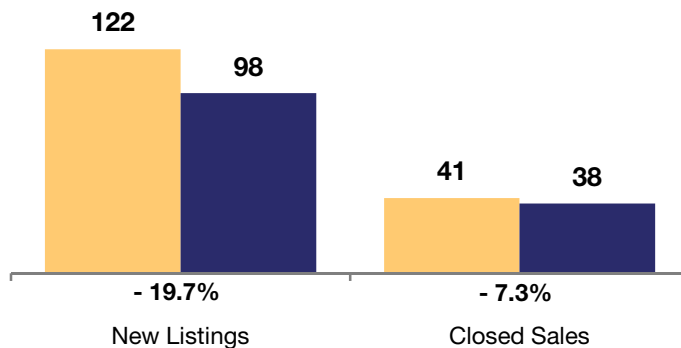
January

2010 2011



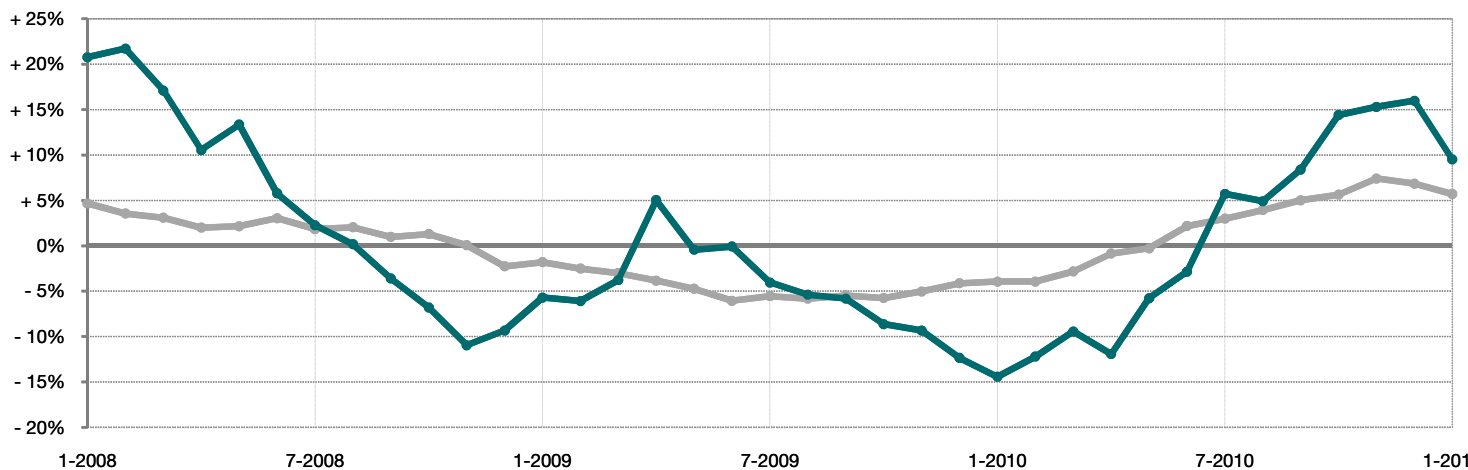
Year to Date

2010 2011



Change in Median Sales Price 6-Month Smoothed Average*

All MLS —
Chatham County —



* Does not account for seller concessions. ** This chart uses a rolling six months of average change in Median Sales Price to account for small sample size. | Some figures are for one month worth of activity and can look extreme due to small sample size. | All data provided by Triangle Multiple Listing Service, Inc. Powered by 10K Research and Marketing.