

Local Market Update – March 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 10.8%

Change in
New Listings

- 26.9%

Change in
Closed Sales

+ 4.2%

Change in
Median Sales Price

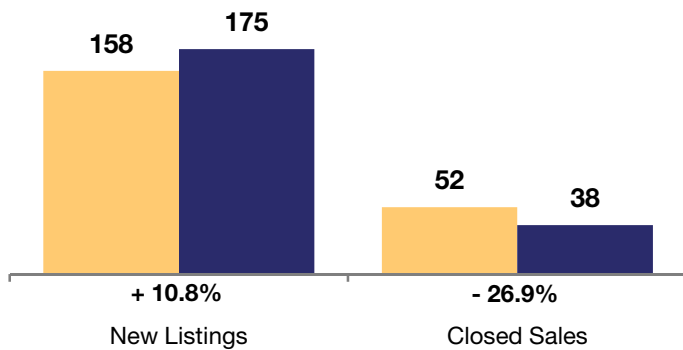
Chatham County

	March			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	158	175	+ 10.8%	412	389	- 5.6%
Closed Sales	52	38	- 26.9%	120	114	- 5.0%
Median Sales Price*	\$267,500	\$278,783	+ 4.2%	\$251,634	\$277,000	+ 10.1%
Average Sales Price*	\$294,201	\$276,221	- 6.1%	\$294,734	\$303,772	+ 3.1%
Total Dollar Volume (in millions)*	\$15.3	\$10.5	- 31.4%	\$35.2	\$34.6	- 1.6%
Percent of Original List Price Received*	91.1%	91.6%	+ 0.5%	90.3%	91.2%	+ 1.1%
Percent of List Price Received*	95.8%	96.2%	+ 0.4%	94.3%	95.4%	+ 1.1%
Days on Market Until Sale	140	165	+ 17.4%	151	127	- 15.5%
Inventory of Homes for Sale	728	707	- 2.9%	--	--	--
Months Supply of Inventory	15.1	15.9	+ 5.1%	--	--	--

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

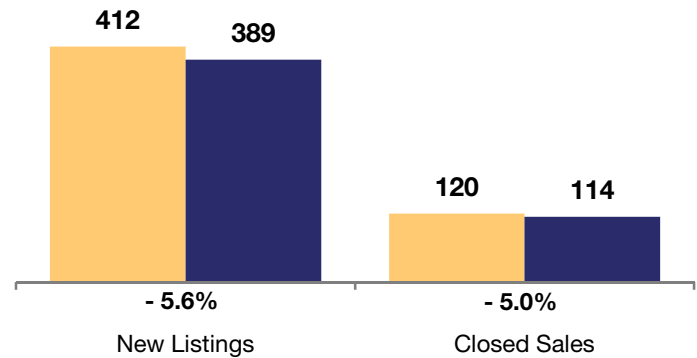
March

2010 2011

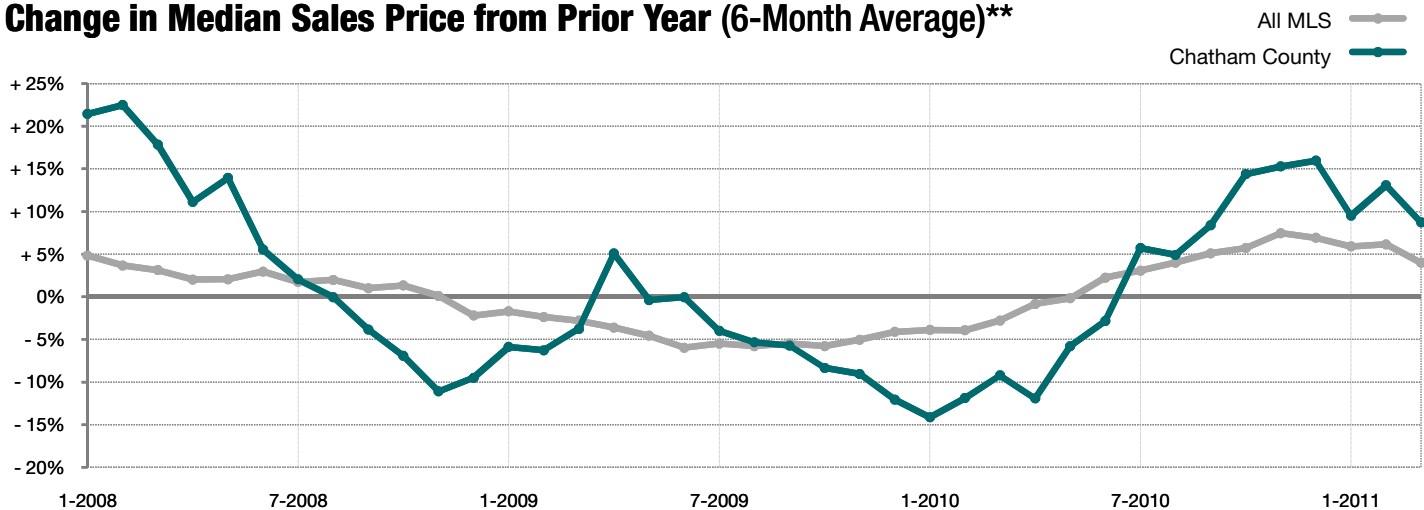


Year to Date

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. | All data provided by Triangle Multiple Listing Service, Inc. | Powered by 10K Research and Marketing.