

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 10.7%**

Change in  
New Listings

**+ 36.8%**

Change in  
Closed Sales

**+ 13.2%**

Change in  
Median Sales Price

## Chatham County

### November

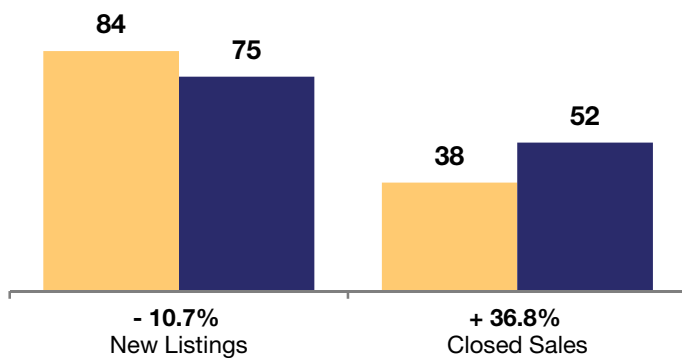
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	84	75	- 10.7%	1,319	1,238	- 6.1%
Closed Sales	38	52	+ 36.8%	523	545	+ 4.2%
Median Sales Price*	\$239,642	<b>\$271,200</b>	+ 13.2%	\$270,000	<b>\$272,897</b>	+ 1.1%
Average Sales Price*	\$269,366	<b>\$276,410</b>	+ 2.6%	\$310,735	<b>\$301,972</b>	- 2.8%
Total Dollar Volume (in millions)*	\$10.2	<b>\$14.4</b>	+ 40.4%	\$162.0	<b>\$164.3</b>	+ 1.4%
Percent of Original List Price Received*	89.8%	<b>89.0%</b>	- 0.9%	90.7%	<b>91.4%</b>	+ 0.8%
Percent of List Price Received*	94.4%	<b>94.6%</b>	+ 0.2%	95.2%	<b>95.5%</b>	+ 0.3%
Days on Market Until Sale	135	<b>162</b>	+ 19.5%	134	<b>140</b>	+ 4.4%
Inventory of Homes for Sale	706	<b>615</b>	- 12.9%	--	--	--
Months Supply of Inventory	15.1	<b>12.8</b>	- 15.5%	--	--	--

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

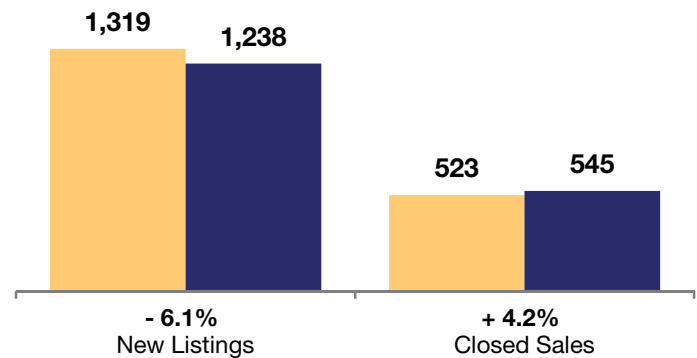
### November

2010 2011



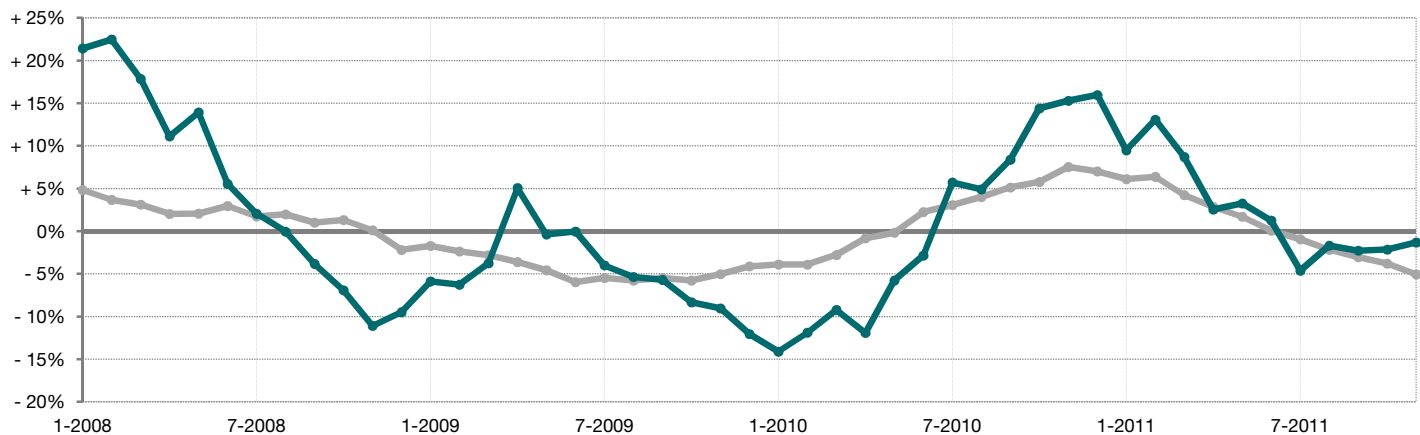
### Year to Date

2010 2011



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

All MLS — Chatham County —



\*\* 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.