

Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 12.6%

+ 15.4%

- 6.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Durham County

November

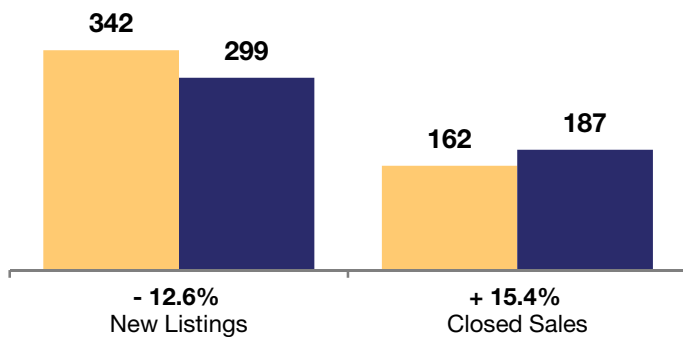
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	342	299	- 12.6%	5,941	4,834	- 18.6%
Closed Sales	162	187	+ 15.4%	2,751	2,519	- 8.4%
Median Sales Price*	\$172,500	\$162,000	- 6.1%	\$170,098	\$166,701	- 2.0%
Average Sales Price*	\$186,732	\$169,670	- 9.1%	\$190,899	\$186,883	- 2.1%
Total Dollar Volume (in millions)*	\$30.3	\$31.7	+ 4.9%	\$524.7	\$469.7	- 10.5%
Percent of Original List Price Received*	91.1%	90.9%	- 0.2%	92.6%	91.2%	- 1.5%
Percent of List Price Received*	96.1%	95.3%	- 0.8%	96.3%	95.6%	- 0.7%
Days on Market Until Sale	103	125	+ 21.6%	88	120	+ 36.4%
Inventory of Homes for Sale	2,305	1,717	- 25.5%	--	--	--
Months Supply of Inventory	9.4	7.7	- 18.6%	--	--	--

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

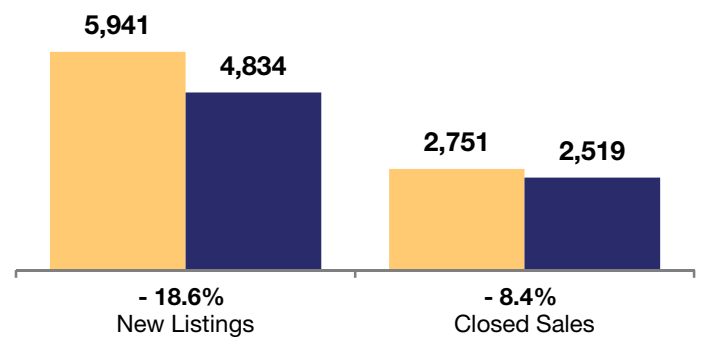
November

2010 2011



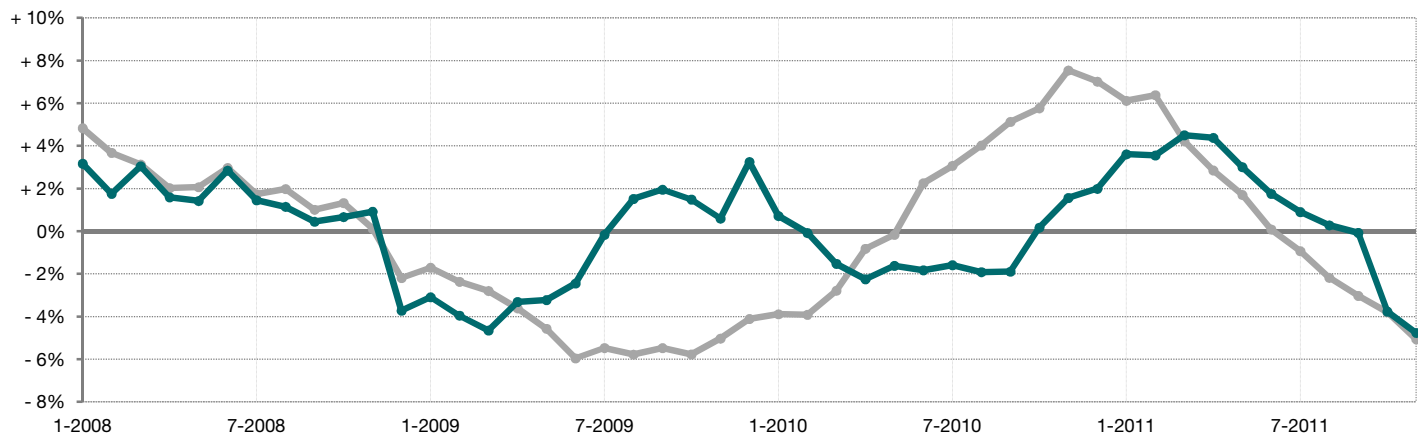
Year to Date

2010 2011



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

All MLS —
Durham 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.