

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Chatham County

- 2.1%

Change in
New Listings

- 11.4%

Change in
Closed Sales

- 5.5%

Change in
Median Sales Price

October

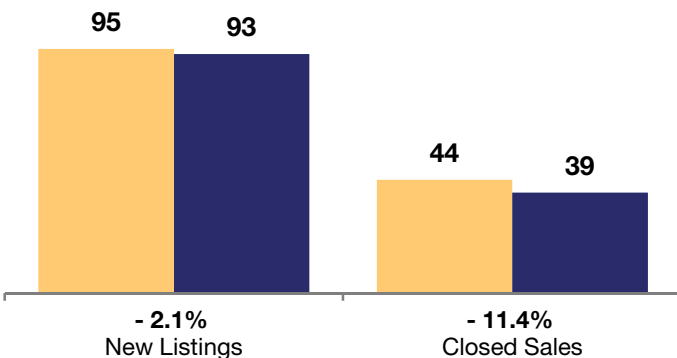
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	95	93	- 2.1%	1,235	1,163	- 5.8%
Closed Sales	44	39	- 11.4%	485	493	+ 1.6%
Median Sales Price*	\$301,625	\$285,000	- 5.5%	\$275,000	\$272,897	- 0.8%
Average Sales Price*	\$356,772	\$282,344	- 20.9%	\$313,989	\$304,674	- 3.0%
Total Dollar Volume (in millions)*	\$15.7	\$11.0	- 29.9%	\$151.8	\$149.9	- 1.2%
Percent of Original List Price Received*	90.3%	94.0%	+ 4.1%	90.8%	91.6%	+ 1.0%
Percent of List Price Received*	95.2%	96.6%	+ 1.5%	95.3%	95.6%	+ 0.4%
Days on Market Until Sale	127	135	+ 6.3%	134	138	+ 2.8%
Inventory of Homes for Sale	724	644	- 11.0%	--	--	--
Months Supply of Inventory	15.2	13.4	- 11.8%	--	--	--

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

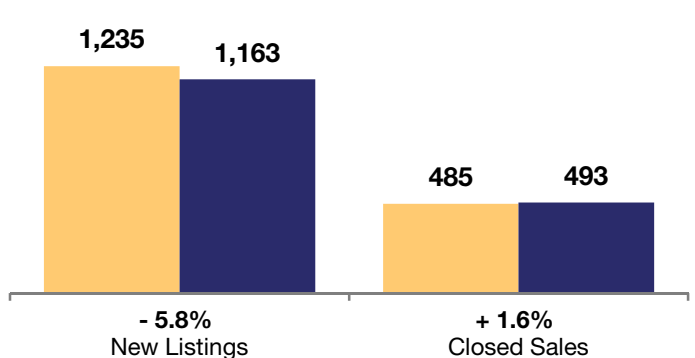
October

2010 2011



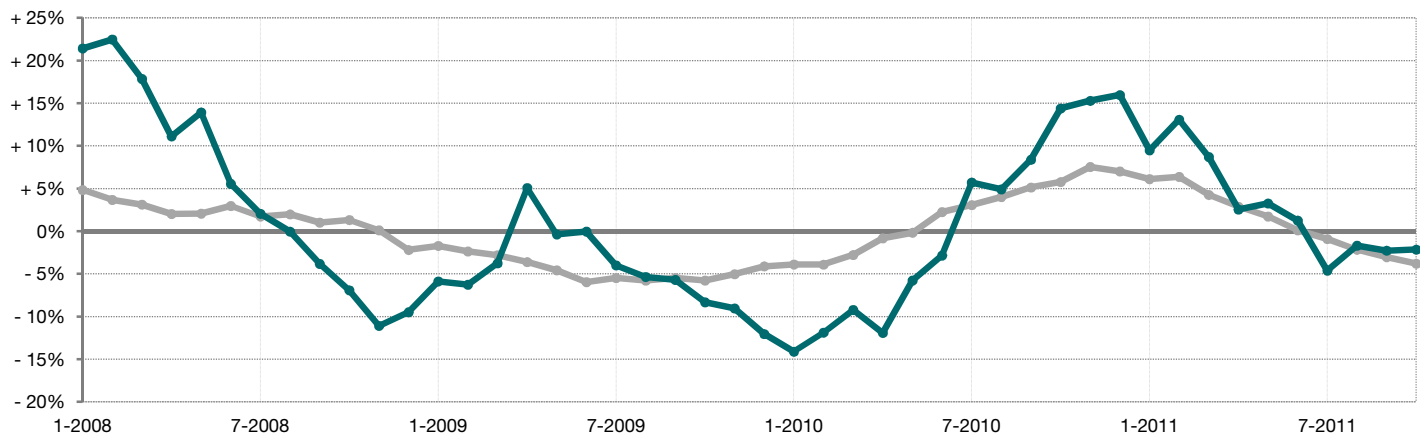
Year to Date

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 November 15, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.