

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Chatham County

- 27.5%

Change in
New Listings

+ 41.5%

Change in
Closed Sales

- 1.2%

Change in
Median Sales Price

September

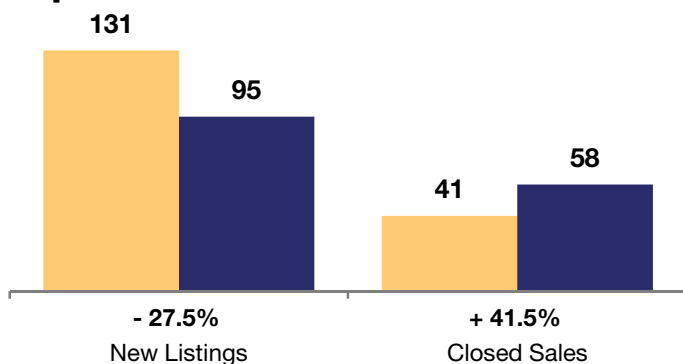
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	131	95	- 27.5%	1,140	1,070	- 6.1%
Closed Sales	41	58	+ 41.5%	441	454	+ 2.9%
Median Sales Price*	\$325,000	\$321,000	- 1.2%	\$265,000	\$270,159	+ 1.9%
Average Sales Price*	\$336,551	\$328,860	- 2.3%	\$309,701	\$306,597	- 1.0%
Total Dollar Volume (in millions)*	\$13.8	\$19.1	+ 38.2%	\$136.1	\$138.9	+ 2.1%
Percent of Original List Price Received*	90.2%	92.9%	+ 2.9%	90.8%	91.4%	+ 0.7%
Percent of List Price Received*	94.9%	96.8%	+ 2.0%	95.3%	95.5%	+ 0.3%
Days on Market Until Sale	165	124	- 24.9%	135	138	+ 2.4%
Inventory of Homes for Sale	743	660	- 11.2%	--	--	--
Months Supply of Inventory	15.4	14.3	- 7.2%	--	--	--

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

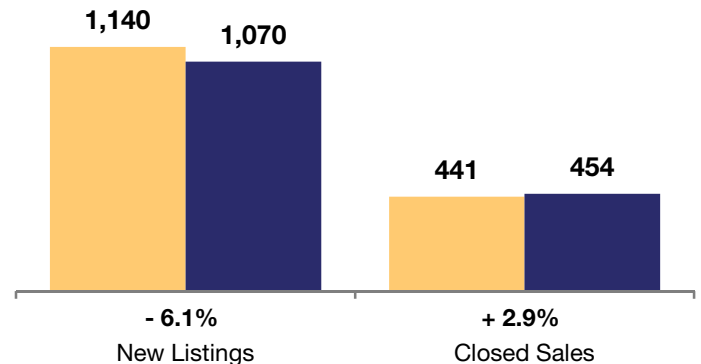
September

2010 2011

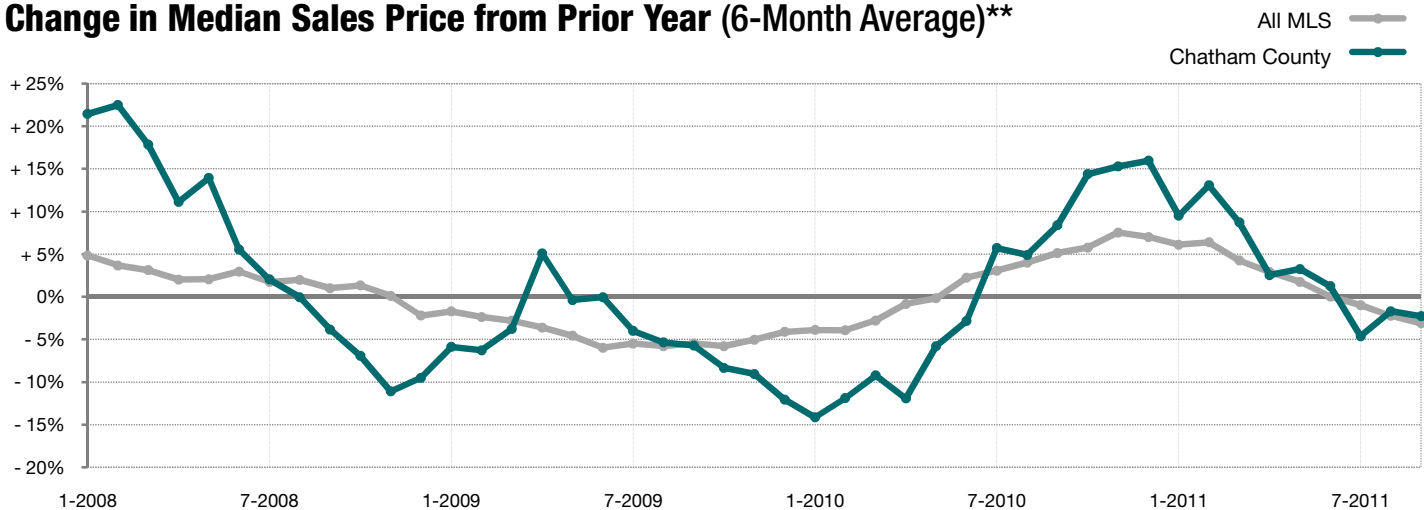


Year to Date

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. | Current as of October 17, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.