

# Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Wake County

**- 17.8%**

Change in  
New Listings

**+ 20.4%**

Change in  
Closed Sales

**- 11.4%**

Change in  
Median Sales Price

### September

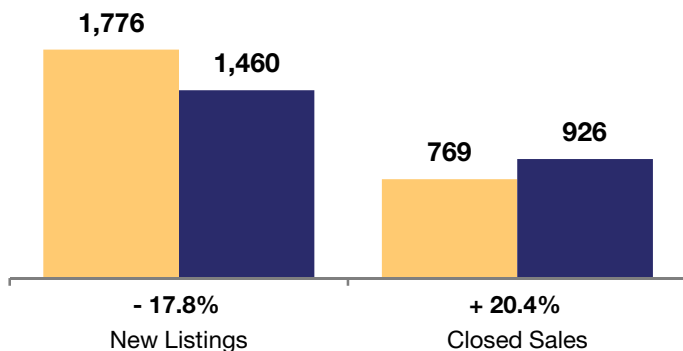
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,776	1,460	- 17.8%	19,764	16,002	- 19.0%
Closed Sales	769	926	+ 20.4%	8,837	8,081	- 8.6%
Median Sales Price*	\$220,000	\$195,000	- 11.4%	\$210,000	\$207,000	- 1.4%
Average Sales Price*	\$261,727	\$235,420	- 10.1%	\$253,966	\$245,974	- 3.1%
Total Dollar Volume (in millions)*	\$201.3	\$218.0	+ 8.3%	\$2,244.9	\$1,987.6	- 11.5%
Percent of Original List Price Received*	91.4%	92.5%	+ 1.3%	92.9%	92.8%	- 0.1%
Percent of List Price Received*	96.4%	96.5%	+ 0.1%	97.0%	96.6%	- 0.3%
Days on Market Until Sale	102	125	+ 22.8%	100	122	+ 21.8%
Inventory of Homes for Sale	9,541	7,321	- 23.3%	--	--	--
Months Supply of Inventory	9.7	8.6	- 11.7%	--	--	--

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

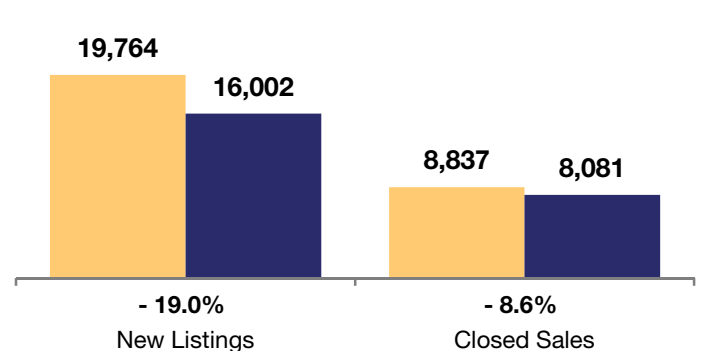
### September

2010 2011

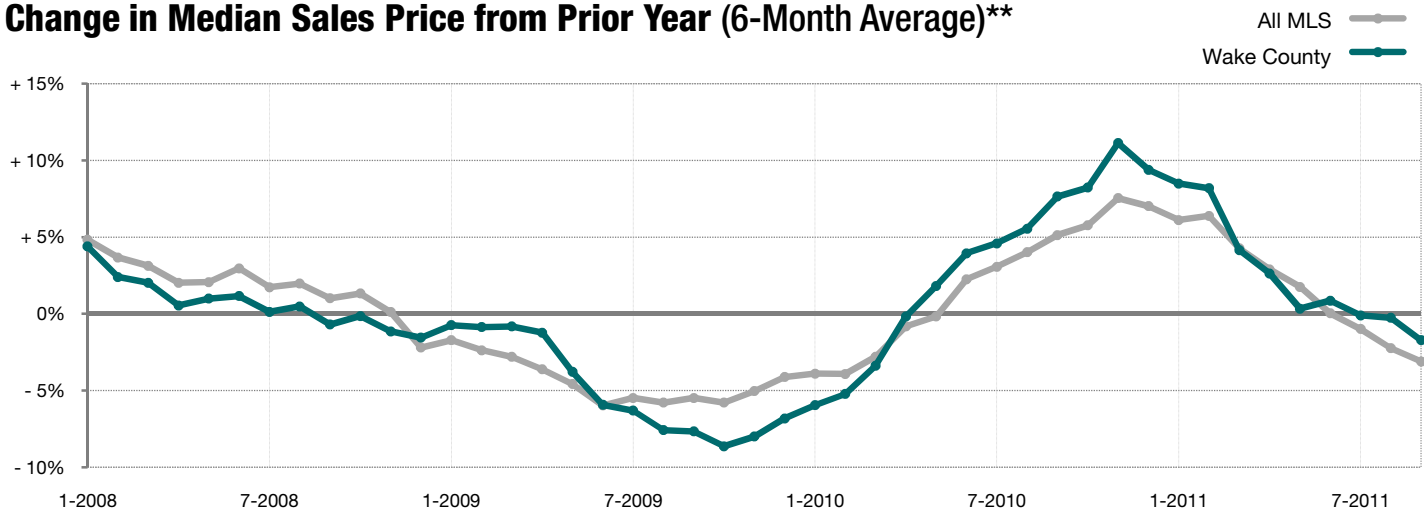


### Year to Date

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.