

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Durham County

- 18.3%

Change in
New Listings

- 2.4%

Change in
Closed Sales

- 6.5%

Change in
Median Sales Price

December

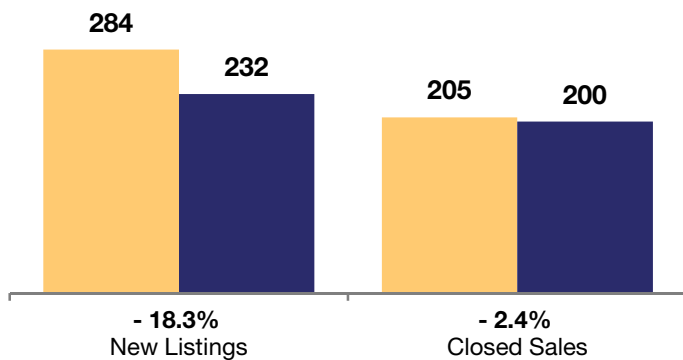
Year to Date

| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings | 284 | 232 | - 18.3% | 6,225 | 5,067 | - 18.6% |
| Closed Sales | 205 | 200 | - 2.4% | 2,956 | 2,720 | - 8.0% |
| Median Sales Price* | \$166,250 | \$155,500 | - 6.5% | \$170,000 | \$165,000 | - 2.9% |
| Average Sales Price* | \$184,139 | \$165,979 | - 9.9% | \$190,432 | \$185,311 | - 2.7% |
| Total Dollar Volume (in millions)* | \$37.7 | \$33.2 | - 11.8% | \$562.4 | \$503.0 | - 10.6% |
| Percent of Original List Price Received* | 92.2% | 90.8% | - 1.6% | 92.5% | 91.1% | - 1.5% |
| Percent of List Price Received* | 96.2% | 95.1% | - 1.2% | 96.3% | 95.6% | - 0.7% |
| Days on Market Until Sale | 105 | 121 | + 15.0% | 89 | 121 | + 34.8% |
| Inventory of Homes for Sale | 2,084 | 1,511 | - 27.5% | -- | -- | -- |
| Months Supply of Inventory | 8.4 | 6.7 | - 20.0% | -- | -- | -- |

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

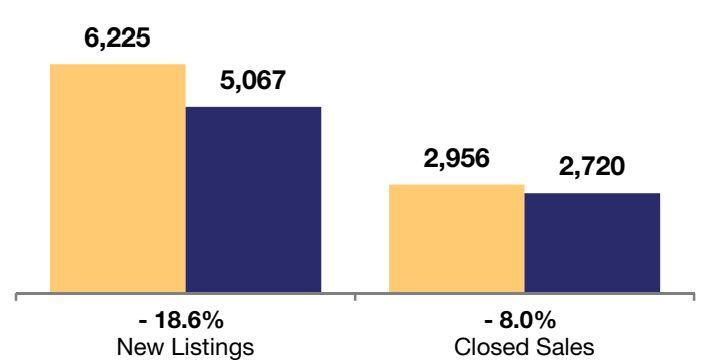
December

2010 2011



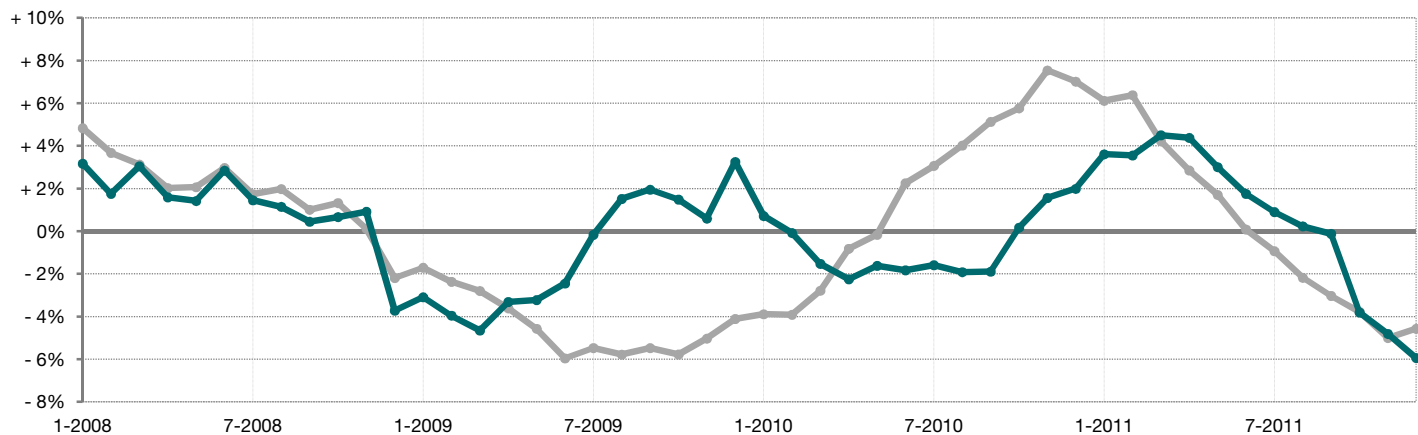
Year to Date

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 January 17, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.