

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

- 2.4%

Change in
New Listings

+ 7.5%

Change in
Closed Sales

- 2.8%

Change in
Median Sales Price

December

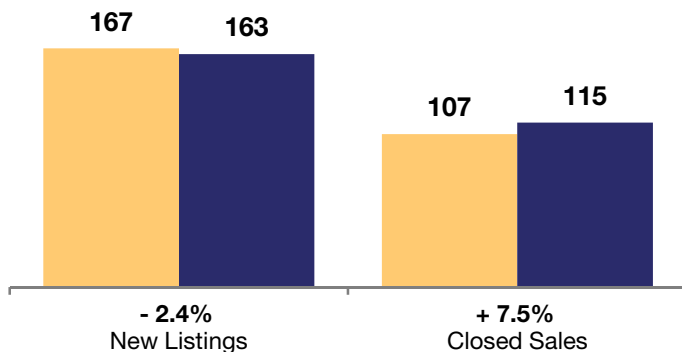
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	167	163	- 2.4%	3,864	3,090	- 20.0%
Closed Sales	107	115	+ 7.5%	1,726	1,548	- 10.3%
Median Sales Price*	\$144,000	\$139,900	- 2.8%	\$152,500	\$149,900	- 1.7%
Average Sales Price*	\$152,126	\$160,043	+ 5.2%	\$165,831	\$162,795	- 1.8%
Total Dollar Volume (in millions)*	\$16.3	\$18.4	+ 13.1%	\$286.2	\$251.6	- 12.1%
Percent of Original List Price Received*	89.9%	92.0%	+ 2.3%	91.7%	91.8%	+ 0.1%
Percent of List Price Received*	96.1%	95.9%	- 0.2%	96.7%	96.2%	- 0.5%
Days on Market Until Sale	125	128	+ 2.5%	115	135	+ 17.4%
Inventory of Homes for Sale	1,464	1,252	- 14.5%	--	--	--
Months Supply of Inventory	10.1	9.8	- 2.8%	--	--	--

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

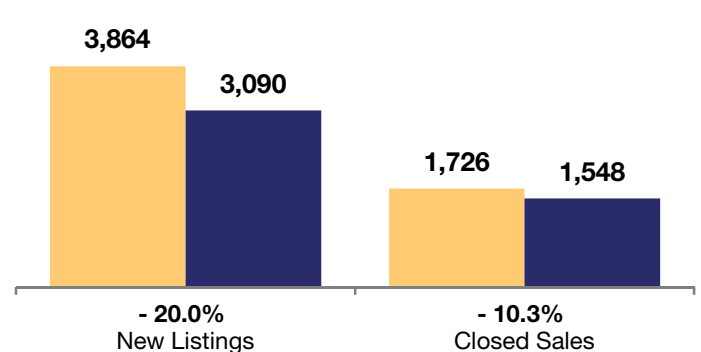
December

2010 2011



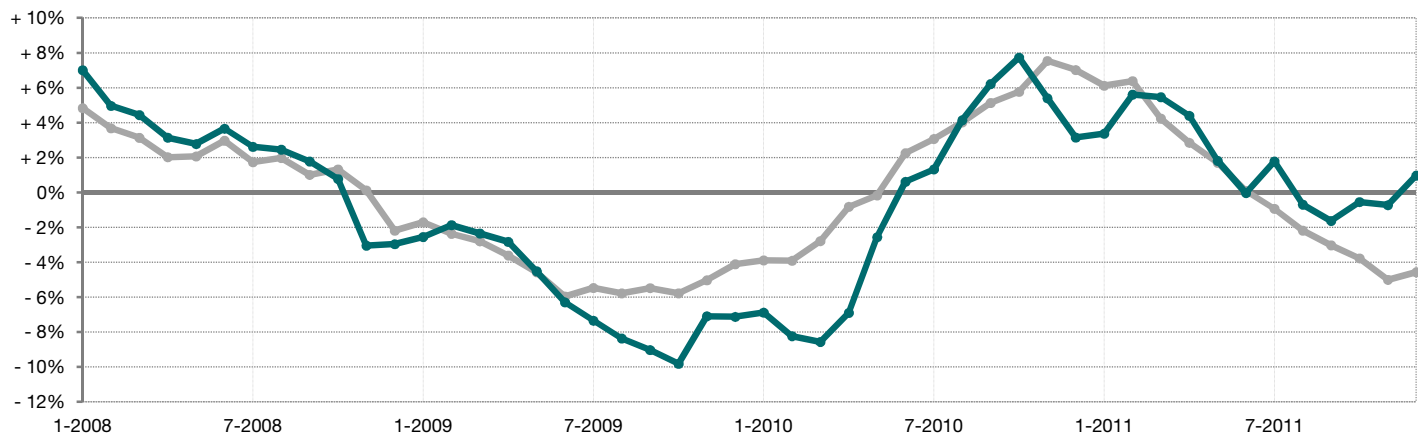
Year to Date

2010 2011



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

All MLS —
Johnston 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.