

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Orange County

- 18.7%

Change in
New Listings

- 19.0%

Change in
Closed Sales

- 3.8%

Change in
Median Sales Price

December

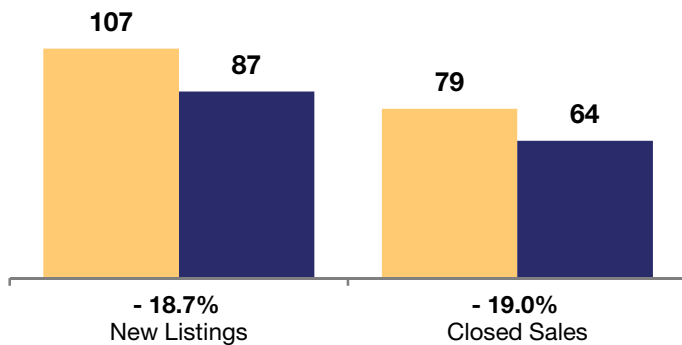
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	107	87	- 18.7%	2,591	2,203	- 15.0%
Closed Sales	79	64	- 19.0%	1,143	1,126	- 1.5%
Median Sales Price*	\$247,000	\$237,500	- 3.8%	\$275,000	\$261,000	- 5.1%
Average Sales Price*	\$297,427	\$273,999	- 7.9%	\$331,400	\$325,020	- 1.9%
Total Dollar Volume (in millions)*	\$23.5	\$17.5	- 25.4%	\$378.5	\$366.0	- 3.3%
Percent of Original List Price Received*	92.9%	88.8%	- 4.4%	92.8%	91.2%	- 1.7%
Percent of List Price Received*	96.3%	93.3%	- 3.2%	96.1%	95.1%	- 1.0%
Days on Market Until Sale	108	135	+ 24.8%	108	129	+ 19.3%
Inventory of Homes for Sale	917	706	- 23.0%	--	--	--
Months Supply of Inventory	9.5	7.6	- 20.5%	--	--	--

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

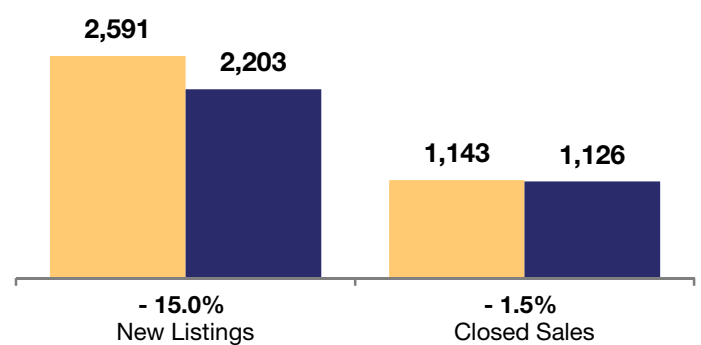
December

2010 2011



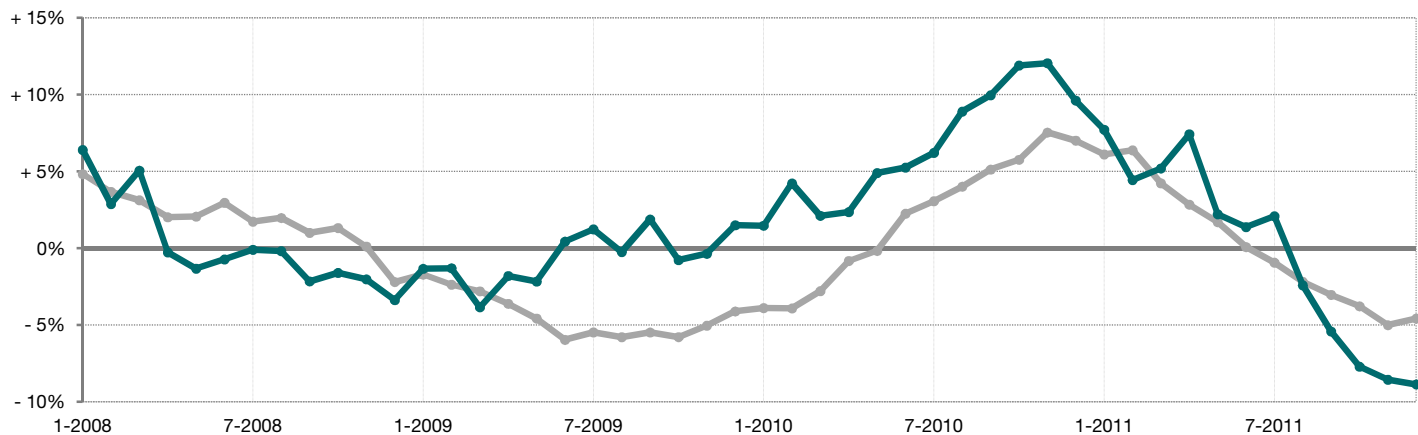
Year to Date

2010 2011



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

All MLS — Orange 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.