

Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Orange County

- 11.5%

Change in
New Listings

- 13.8%

Change in
Closed Sales

- 19.5%

Change in
Median Sales Price

November

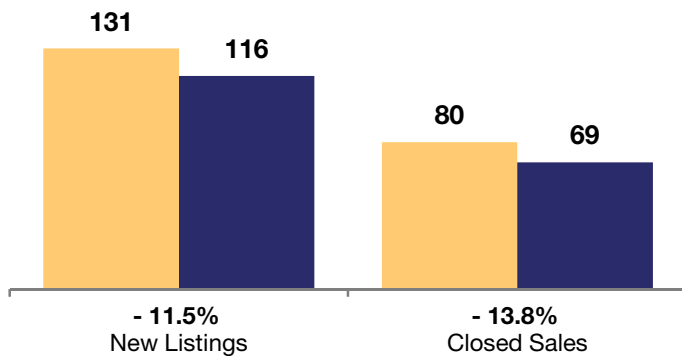
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	131	116	- 11.5%	2,484	2,116	- 14.8%
Closed Sales	80	69	- 13.8%	1,064	1,062	- 0.2%
Median Sales Price*	\$271,500	\$218,450	- 19.5%	\$277,000	\$265,000	- 4.3%
Average Sales Price*	\$348,805	\$296,352	- 15.0%	\$333,925	\$328,000	- 1.8%
Total Dollar Volume (in millions)*	\$27.9	\$20.4	- 26.7%	\$355.0	\$348.3	- 1.9%
Percent of Original List Price Received*	91.9%	87.5%	- 4.8%	92.8%	91.4%	- 1.5%
Percent of List Price Received*	94.9%	94.2%	- 0.7%	96.1%	95.2%	- 0.9%
Days on Market Until Sale	119	171	+ 43.8%	108	129	+ 19.0%
Inventory of Homes for Sale	1,009	790	- 21.7%	--	--	--
Months Supply of Inventory	10.5	8.5	- 19.2%	--	--	--

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

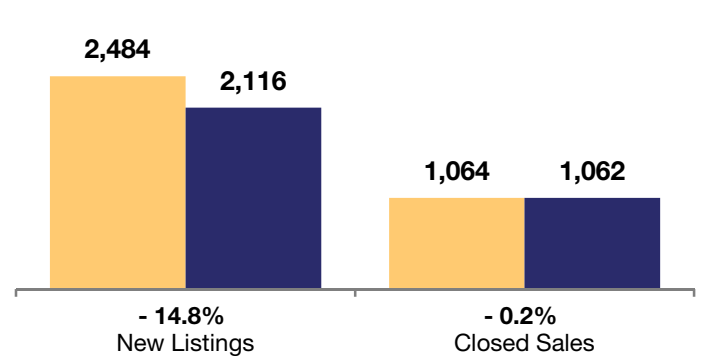
November

2010 2011



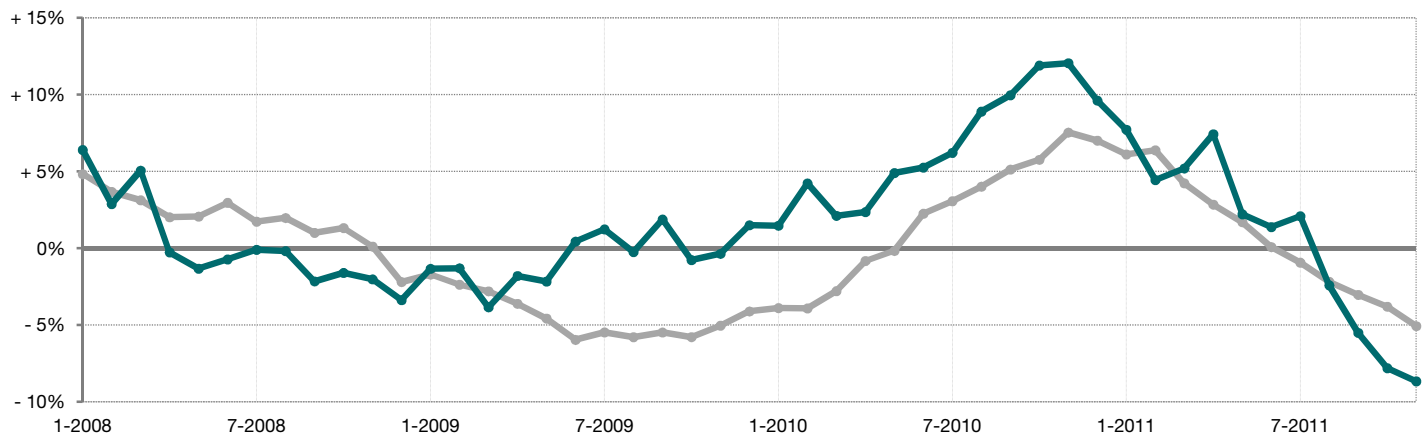
Year to Date

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 December 15, 2011. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.