

Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Orange County

+ 11.8%

Change in
New Listings

- 25.7%

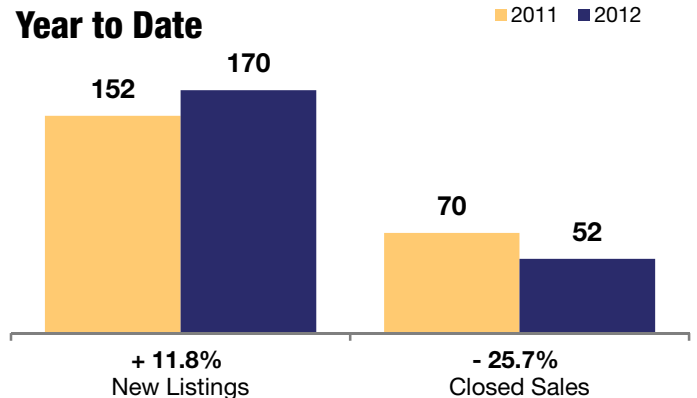
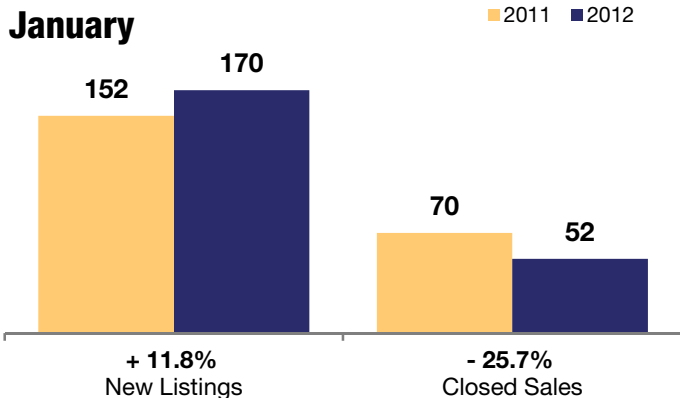
Change in
Closed Sales

- 25.8%

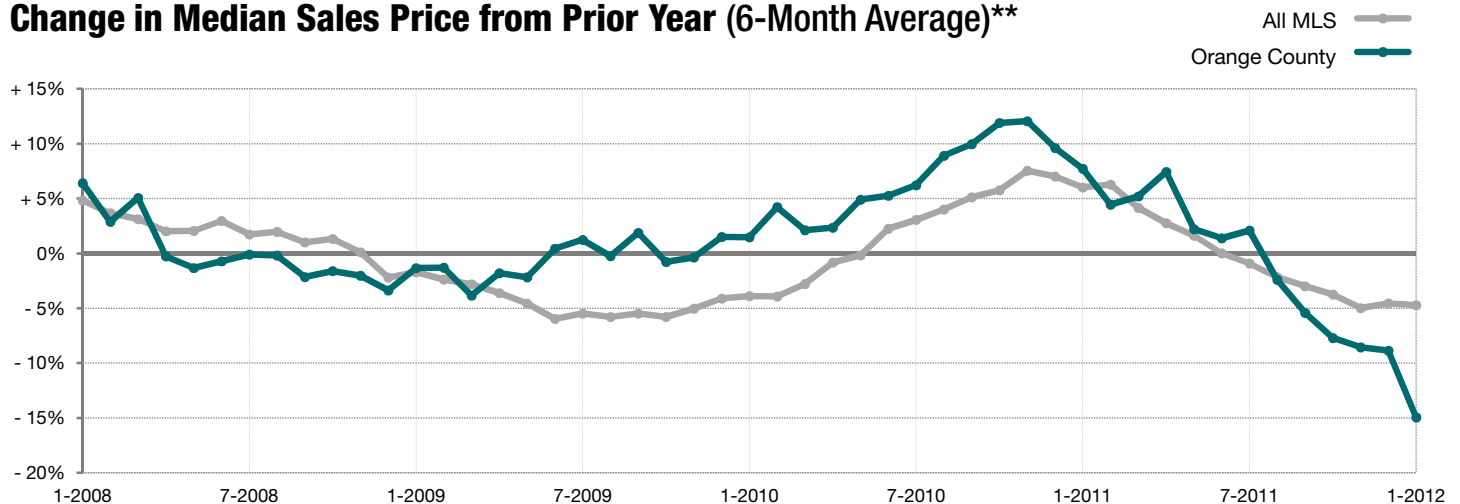
Change in
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	152	170	+ 11.8%	152	170	+ 11.8%
Closed Sales	70	52	- 25.7%	70	52	- 25.7%
Median Sales Price*	\$294,500	\$218,450	- 25.8%	\$294,500	\$218,450	- 25.8%
Average Sales Price*	\$409,620	\$303,095	- 26.0%	\$409,620	\$303,095	- 26.0%
Total Dollar Volume (in millions)*	\$28.7	\$15.8	- 45.0%	\$28.7	\$15.8	- 45.0%
Percent of Original List Price Received*	91.7%	88.6%	- 3.4%	91.7%	88.6%	- 3.4%
Percent of List Price Received*	94.7%	95.4%	+ 0.7%	94.7%	95.4%	+ 0.7%
Days on Market Until Sale	140	188	+ 34.8%	140	188	+ 34.8%
Inventory of Homes for Sale	911	727	- 20.2%	--	--	--
Months Supply of Inventory	9.5	7.8	- 18.4%	--	--	--

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



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 February 15, 2012. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.