

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Johnston County

**- 7.6%**

Change in  
New Listings

**+ 18.8%**

Change in  
Closed Sales

**+ 6.3%**

Change in  
Median Sales Price

### October

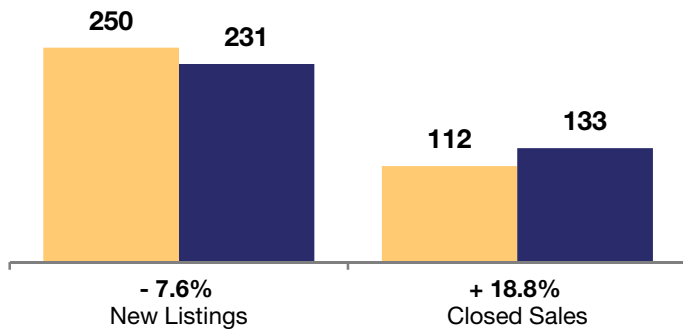
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	250	231	- 7.6%	3,453	2,720	- 21.2%
Closed Sales	112	133	+ 18.8%	1,498	1,321	- 11.8%
Median Sales Price*	\$148,702	<b>\$158,000</b>	+ 6.3%	\$152,523	<b>\$152,000</b>	- 0.3%
Average Sales Price*	\$164,804	<b>\$165,023</b>	+ 0.1%	\$167,092	<b>\$163,664</b>	- 2.1%
Total Dollar Volume (in millions)*	\$18.5	<b>\$21.9</b>	+ 18.9%	\$250.3	<b>\$216.0</b>	- 13.7%
Percent of Original List Price Received*	91.9%	<b>93.6%</b>	+ 1.8%	91.9%	<b>91.9%</b>	+ 0.0%
Percent of List Price Received*	96.6%	<b>96.8%</b>	+ 0.2%	96.7%	<b>96.3%</b>	- 0.5%
Days on Market Until Sale	109	132	+ 21.0%	113	134	+ 18.6%
Inventory of Homes for Sale	1,649	1,391	- 15.6%	--	--	--
Months Supply of Inventory	10.8	10.9	+ 0.9%	--	--	--

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

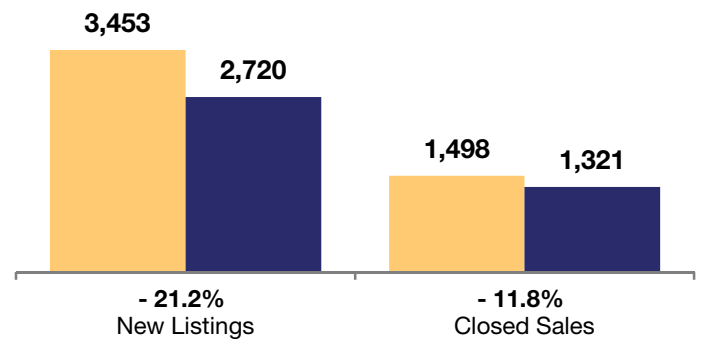
### October

2010 2011

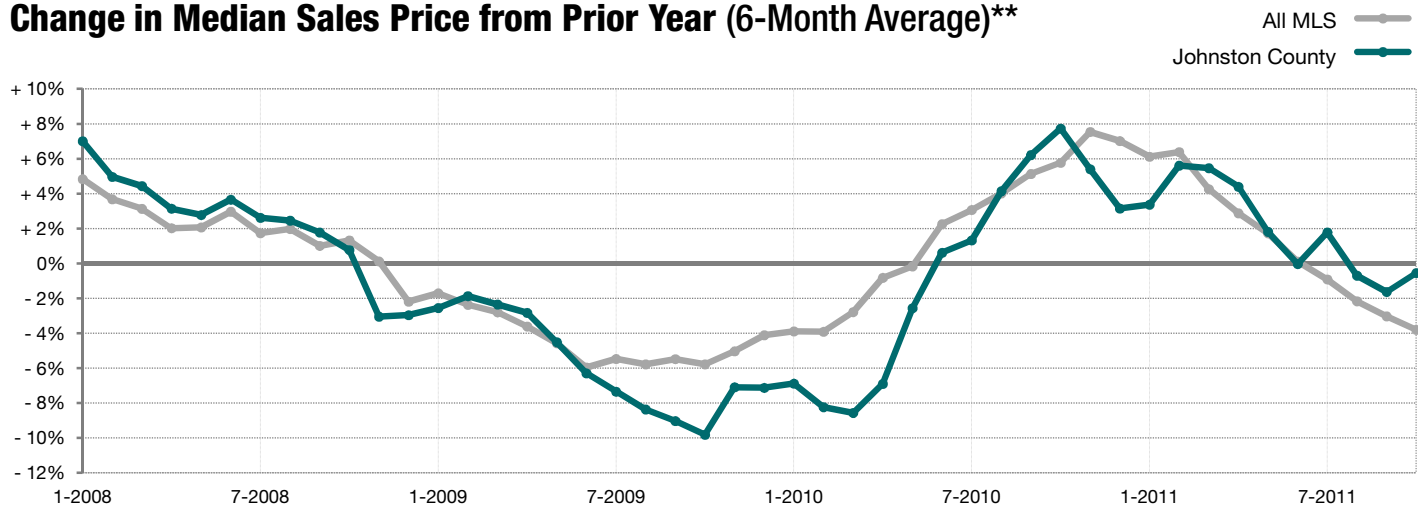


### Year to Date

2010 2011



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