

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Orange County

- 30.6%

Change in
New Listings

+ 7.6%

Change in
Closed Sales

- 1.7%

Change in
Median Sales Price

October

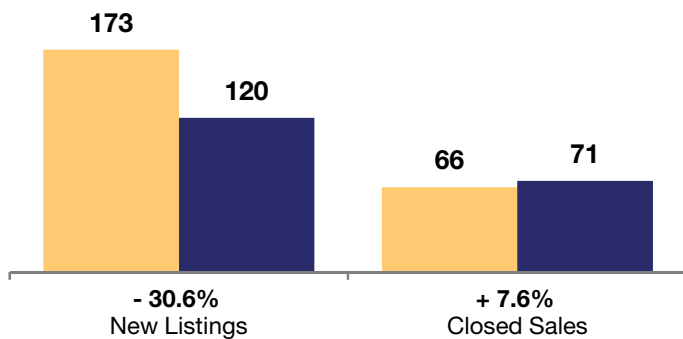
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	173	120	- 30.6%	2,353	2,000	- 15.0%
Closed Sales	66	71	+ 7.6%	984	993	+ 0.9%
Median Sales Price*	\$237,000	\$233,000	- 1.7%	\$277,500	\$265,500	- 4.3%
Average Sales Price*	\$301,790	\$259,882	- 13.9%	\$332,714	\$330,199	- 0.8%
Total Dollar Volume (in millions)*	\$19.9	\$18.5	- 7.4%	\$327.1	\$327.9	+ 0.3%
Percent of Original List Price Received*	90.5%	91.1%	+ 0.6%	92.9%	91.6%	- 1.3%
Percent of List Price Received*	94.8%	95.3%	+ 0.5%	96.2%	95.3%	- 0.9%
Days on Market Until Sale	119	142	+ 19.0%	108	126	+ 17.4%
Inventory of Homes for Sale	1,068	852	- 20.2%	--	--	--
Months Supply of Inventory	10.9	9.1	- 16.8%	--	--	--

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

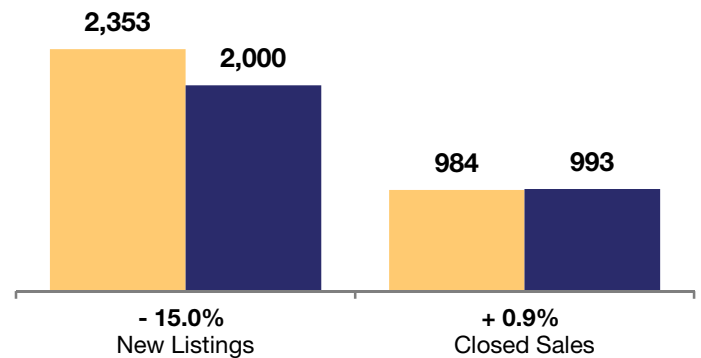
October

2010 2011



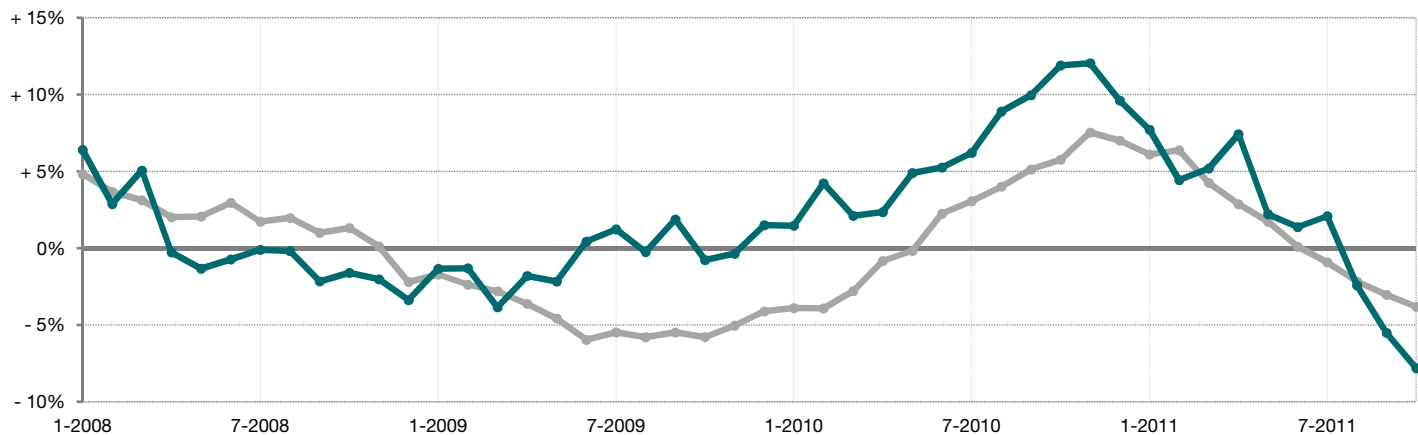
Year to Date

2010 2011



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

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