

Johnston County

+ 2.2%

Change in
New Listings

- 8.0%

Change in
Closed Sales

+ 14.9%

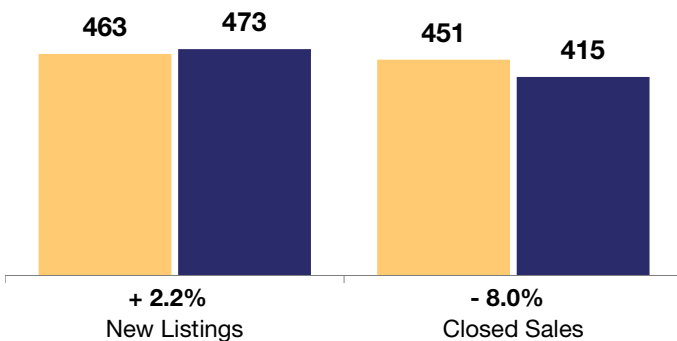
Change in
Median Sales Price

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	463	473	+ 2.2%	3,682	3,965	+ 7.7%
Closed Sales	451	415	- 8.0%	2,792	2,990	+ 7.1%
Median Sales Price*	\$208,000	\$239,000	+ 14.9%	\$206,900	\$226,525	+ 9.5%
Average Sales Price*	\$216,898	\$239,189	+ 10.3%	\$216,410	\$233,046	+ 7.7%
Total Dollar Volume (in millions)*	\$97.8	\$99.3	+ 1.5%	\$604.2	\$696.8	+ 15.3%
Percent of Original List Price Received*	98.2%	98.6%	+ 0.4%	98.2%	98.8%	+ 0.6%
Percent of List Price Received*	99.1%	99.4%	+ 0.3%	99.0%	99.5%	+ 0.5%
Days on Market Until Sale**	32	30	- 6.3%	36	30	- 16.7%
Inventory of Homes for Sale	934	976	+ 4.5%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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

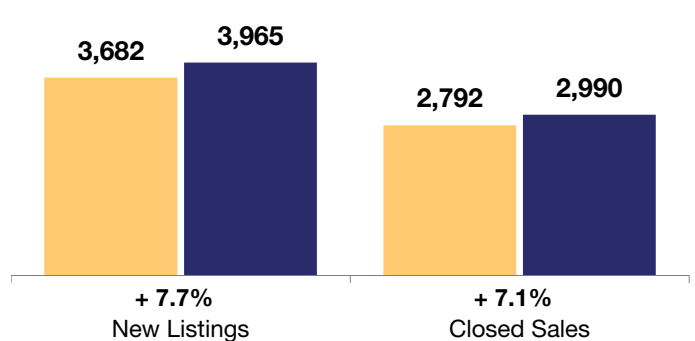
August

■ 2017 ■ 2018

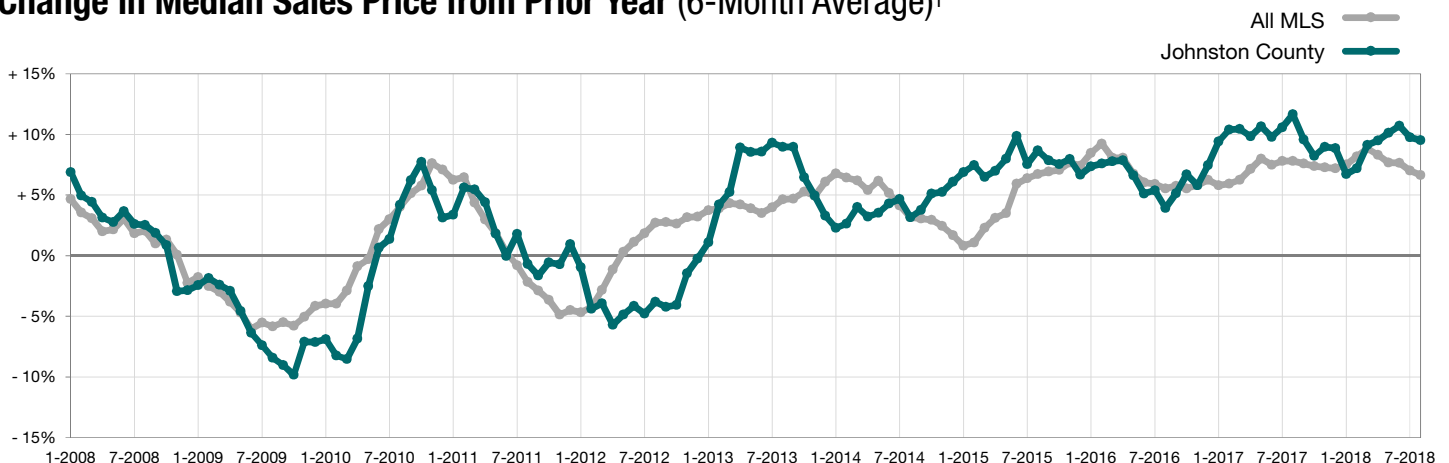


Year to Date

■ 2017 ■ 2018



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