

Johnston County

+ 0.3%

Change in
New Listings

+ 27.1%

Change in
Closed Sales

+ 9.5%

Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	304	305	+ 0.3%	5,159	5,557	+ 7.7%
Closed Sales	347	441	+ 27.1%	4,197	4,595	+ 9.5%
Median Sales Price*	\$214,000	\$234,400	+ 9.5%	\$206,990	\$228,900	+ 10.6%
Average Sales Price*	\$222,759	\$237,120	+ 6.4%	\$217,460	\$234,678	+ 7.9%
Total Dollar Volume (in millions)*	\$77.1	\$104.6	+ 35.7%	\$912.5	\$1,078.3	+ 18.2%
Percent of Original List Price Received*	98.4%	98.4%	0.0%	98.2%	98.6%	+ 0.4%
Percent of List Price Received*	99.0%	99.5%	+ 0.5%	99.0%	99.4%	+ 0.4%
Days on Market Until Sale**	29	35	+ 20.7%	35	30	- 14.3%
Inventory of Homes for Sale	917	979	+ 6.8%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

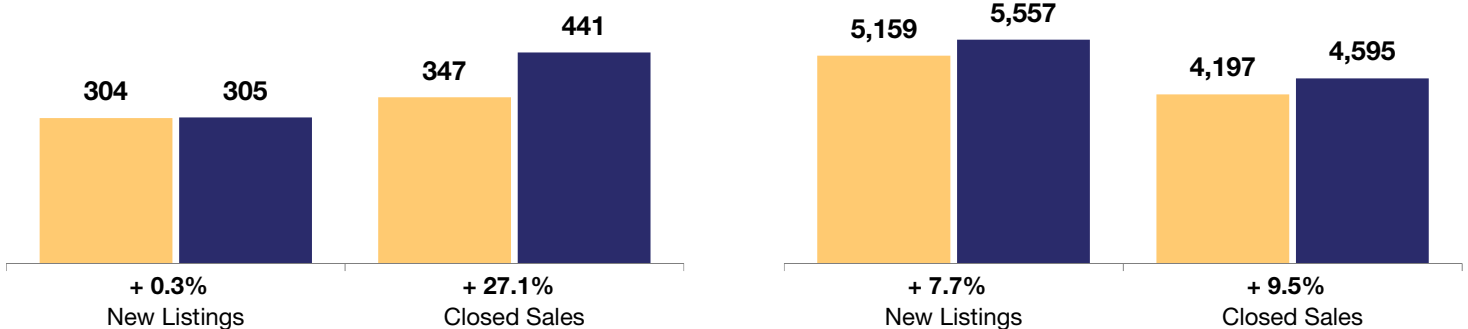
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

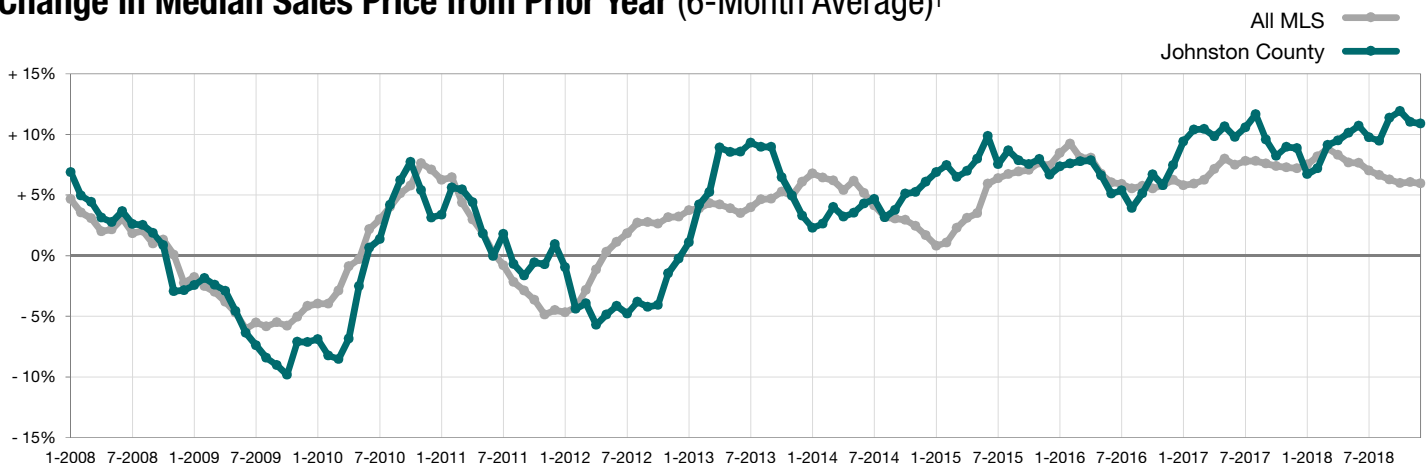
2017 2018

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