

# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Johnston County

**- 8.1%**

Change in  
New Listings

**+ 29.1%**

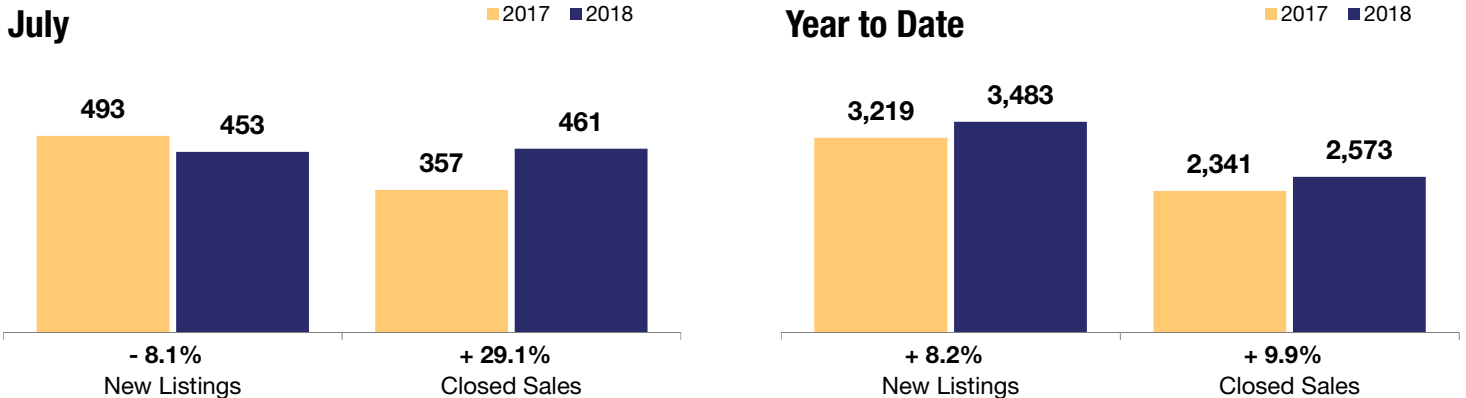
Change in  
Closed Sales

**+ 3.4%**

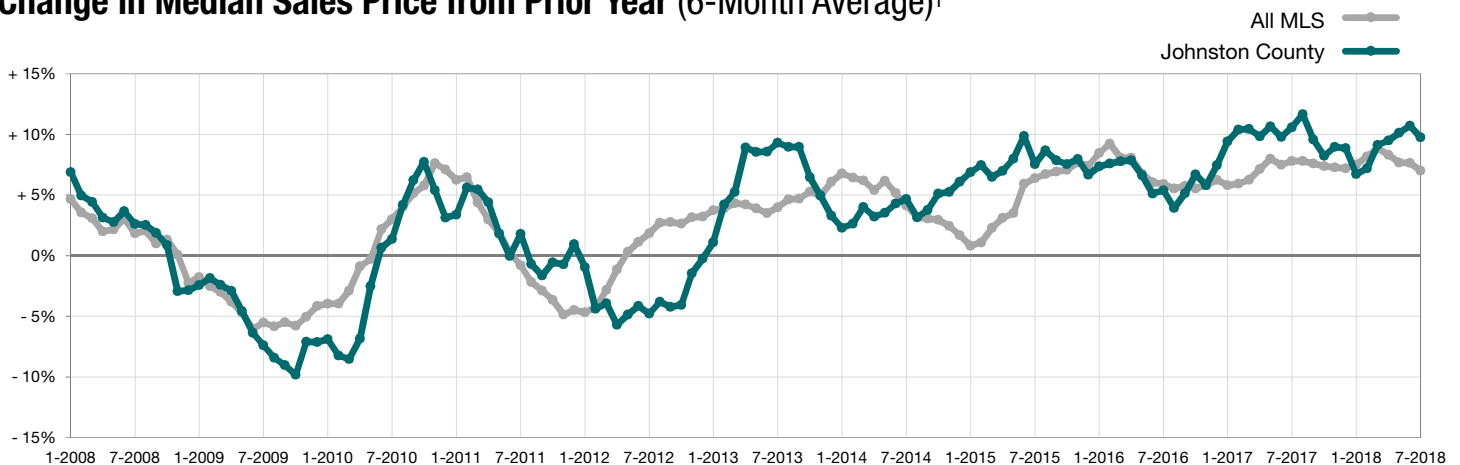
Change in  
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	493	453	- 8.1%	3,219	3,483	+ 8.2%
Closed Sales	357	461	+ 29.1%	2,341	2,573	+ 9.9%
Median Sales Price*	\$217,500	\$225,000	+ 3.4%	\$206,693	\$225,000	+ 8.9%
Average Sales Price*	\$224,276	\$233,316	+ 4.0%	\$216,315	\$232,011	+ 7.3%
Total Dollar Volume (in millions)*	\$80.1	\$107.6	+ 34.3%	\$506.4	\$597.0	+ 17.9%
Percent of Original List Price Received*	98.5%	99.1%	+ 0.6%	98.2%	98.8%	+ 0.6%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	99.0%	99.5%	+ 0.5%
Days on Market Until Sale**	30	22	- 26.7%	37	30	- 18.9%
Inventory of Homes for Sale	926	987	+ 6.6%	--	--	--
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.



### 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