

# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Johnston County

**+ 17.0%**

Change in  
New Listings

**+ 11.7%**

Change in  
Closed Sales

**+ 7.7%**

Change in  
Median Sales Price

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	323	<b>378</b>	+ 17.0%	4,854	<b>5,236</b>	+ 7.9%
Closed Sales	349	<b>390</b>	+ 11.7%	3,850	<b>4,149</b>	+ 7.8%
Median Sales Price*	\$206,990	<b>\$222,900</b>	+ 7.7%	\$205,770	<b>\$228,000</b>	+ 10.8%
Average Sales Price*	\$220,958	<b>\$234,248</b>	+ 6.0%	\$216,983	<b>\$234,442</b>	+ 8.0%
Total Dollar Volume (in millions)*	\$77.1	<b>\$91.4</b>	+ 18.5%	\$835.4	<b>\$972.7</b>	+ 16.4%
Percent of Original List Price Received*	98.7%	<b>98.6%</b>	- 0.1%	98.2%	<b>98.6%</b>	+ 0.4%
Percent of List Price Received*	99.3%	<b>99.2%</b>	- 0.1%	99.0%	<b>99.4%</b>	+ 0.4%
Days on Market Until Sale**	31	<b>30</b>	- 3.2%	35	<b>30</b>	- 14.3%
Inventory of Homes for Sale	913	<b>1,022</b>	+ 11.9%	--	--	--
Months Supply of Inventory	2.6	<b>2.6</b>	0.0%	--	--	--

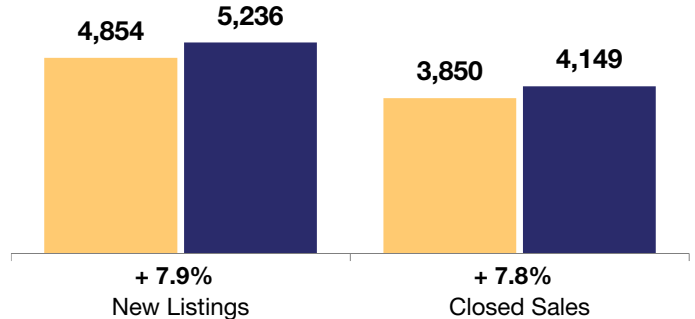
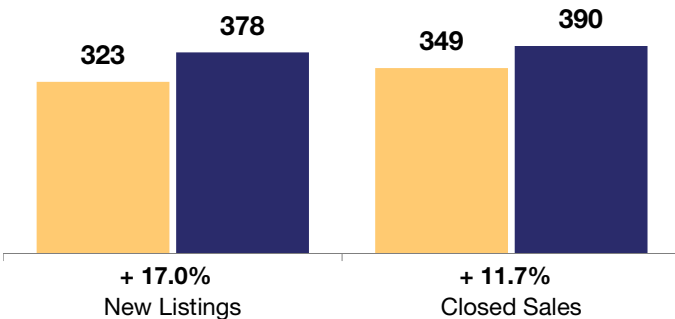
\* Does not account for seller concessions. | \*\* Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

### November

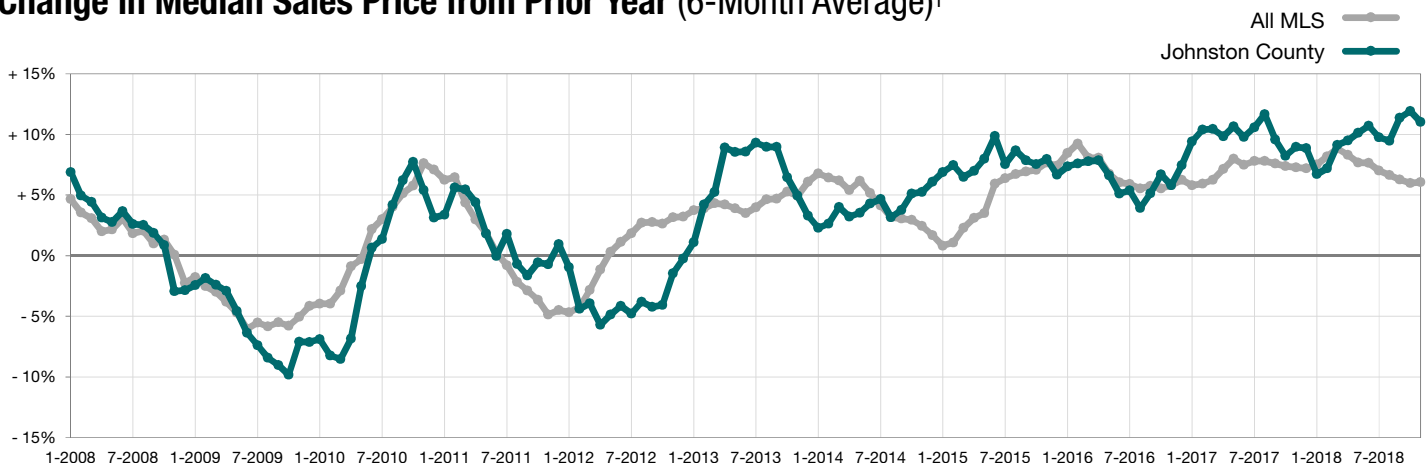
2017 2018

### 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