

Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

+ 2.5%

Change in
New Listings

+ 16.1%

Change in
Closed Sales

- 0.5%

Change in
Median Sales Price

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	478	490	+ 2.5%	3,999	4,043	+ 1.1%
Closed Sales	422	490	+ 16.1%	2,997	3,430	+ 14.4%
Median Sales Price*	\$238,000	\$236,753	- 0.5%	\$226,550	\$234,900	+ 3.7%
Average Sales Price*	\$239,506	\$242,640	+ 1.3%	\$233,088	\$242,131	+ 3.9%
Total Dollar Volume (in millions)*	\$101.1	\$118.9	+ 17.6%	\$698.6	\$830.0	+ 18.8%
Percent of Original List Price Received*	98.6%	98.8%	+ 0.2%	98.8%	98.6%	- 0.2%
Percent of List Price Received*	99.4%	99.5%	+ 0.1%	99.4%	99.3%	- 0.1%
Days on Market Until Sale**	30	21	- 30.0%	30	29	- 3.3%
Inventory of Homes for Sale	1,072	825	- 23.0%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

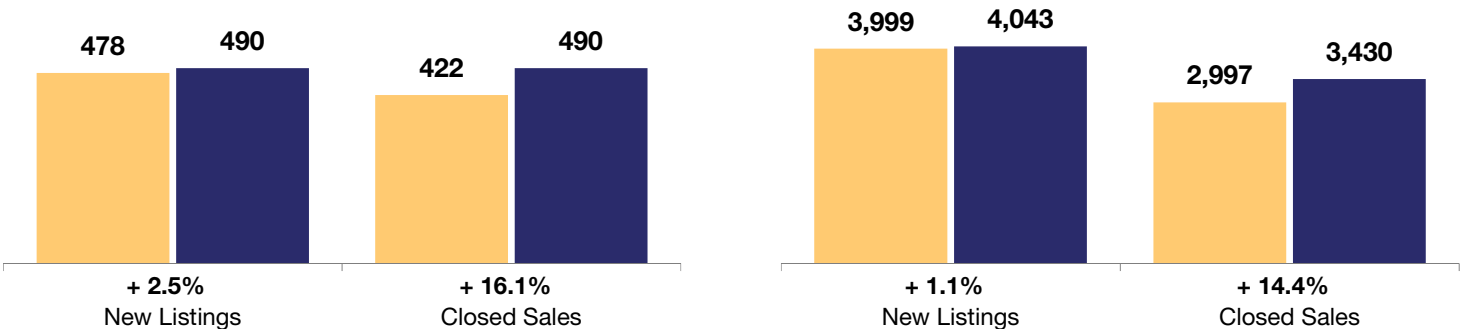
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

August

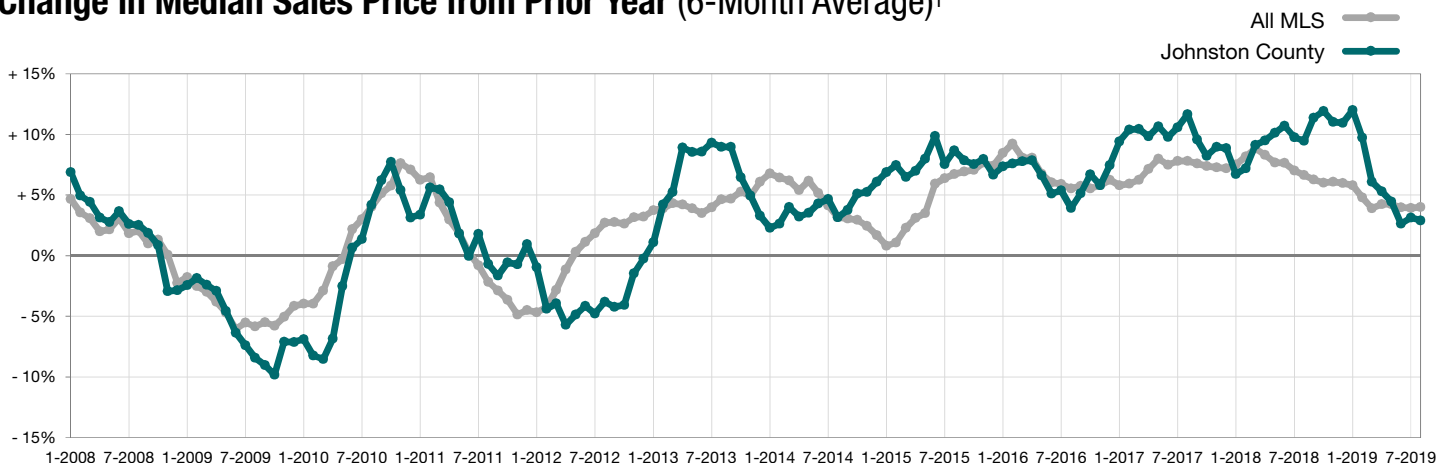
2018 2019

Year to Date

2018 2019



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