

Johnston County

+ 2.6%

Change in
New Listings

- 9.9%

Change in
Closed Sales

+ 2.0%

Change in
Median Sales Price

December

Year to Date

	2018	2019	+ / -	2018	2019	+ / -
New Listings	311	319	+ 2.6%	5,572	5,685	+ 2.0%
Closed Sales	445	401	- 9.9%	4,599	5,022	+ 9.2%
Median Sales Price*	\$234,900	\$239,515	+ 2.0%	\$228,900	\$235,000	+ 2.7%
Average Sales Price*	\$237,185	\$253,313	+ 6.8%	\$234,719	\$243,673	+ 3.8%
Total Dollar Volume (in millions)*	\$105.5	\$101.6	- 3.8%	\$1,079.5	\$1,223.2	+ 13.3%
Percent of Original List Price Received*	98.4%	98.0%	- 0.4%	98.6%	98.5%	- 0.1%
Percent of List Price Received*	99.5%	99.0%	- 0.5%	99.4%	99.2%	- 0.2%
Days on Market Until Sale**	35	32	- 8.6%	30	29	- 3.3%
Inventory of Homes for Sale	1,048	929	- 11.4%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--

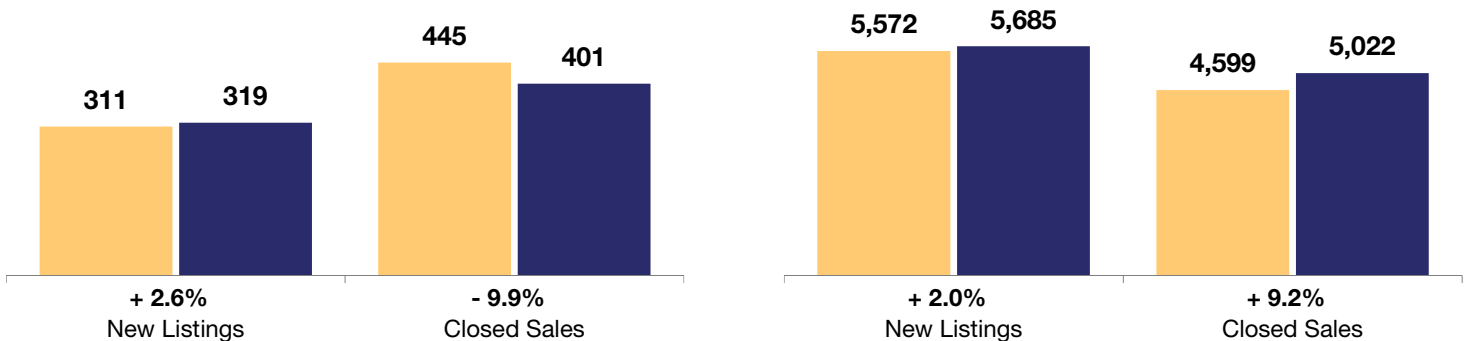
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

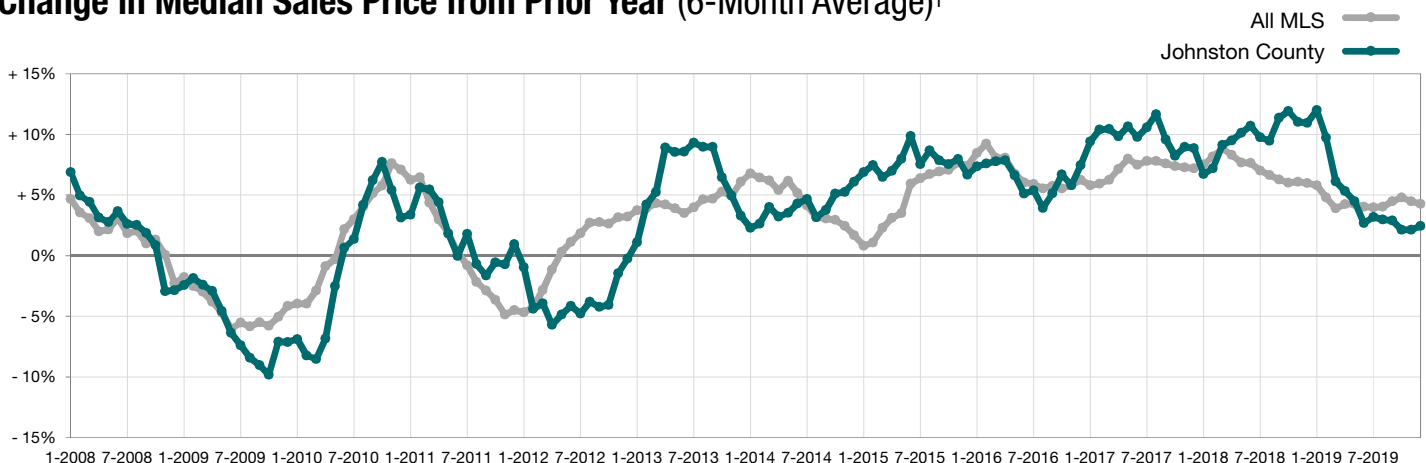
2018 2019

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