

Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

- 6.5%

+ 19.9%

- 0.6%

Change in
New Listings

Change in
Closed Sales

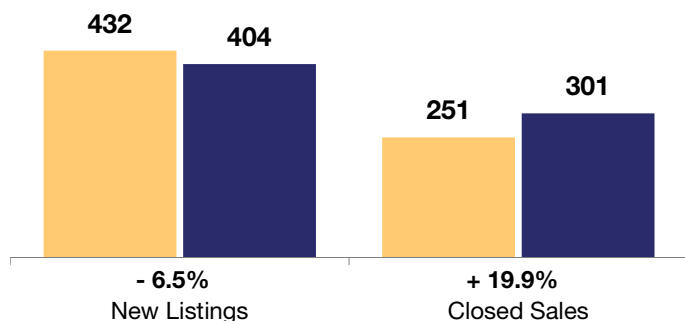
Change in
Median Sales Price

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	432	404	- 6.5%	840	877	+ 4.4%
Closed Sales	251	301	+ 19.9%	481	544	+ 13.1%
Median Sales Price*	\$236,500	\$235,000	- 0.6%	\$221,900	\$230,145	+ 3.7%
Average Sales Price*	\$234,332	\$244,921	+ 4.5%	\$227,562	\$243,553	+ 7.0%
Total Dollar Volume (in millions)*	\$58.8	\$73.7	+ 25.3%	\$109.5	\$132.5	+ 21.0%
Percent of Original List Price Received*	98.2%	97.6%	- 0.6%	98.1%	98.0%	- 0.1%
Percent of List Price Received*	99.3%	98.6%	- 0.7%	99.2%	98.8%	- 0.4%
Days on Market Until Sale**	45	41	- 8.9%	39	37	- 5.1%
Inventory of Homes for Sale	951	916	- 3.7%	--	--	--
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--

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

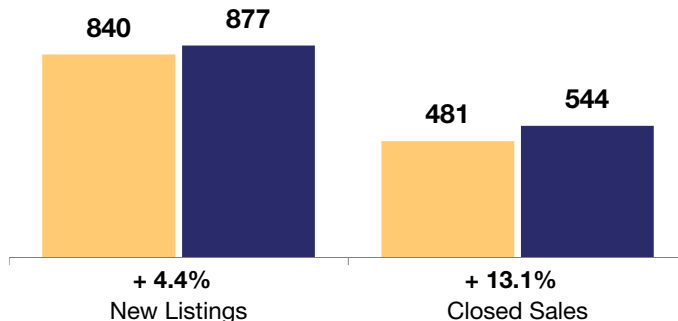
February

2018 2019

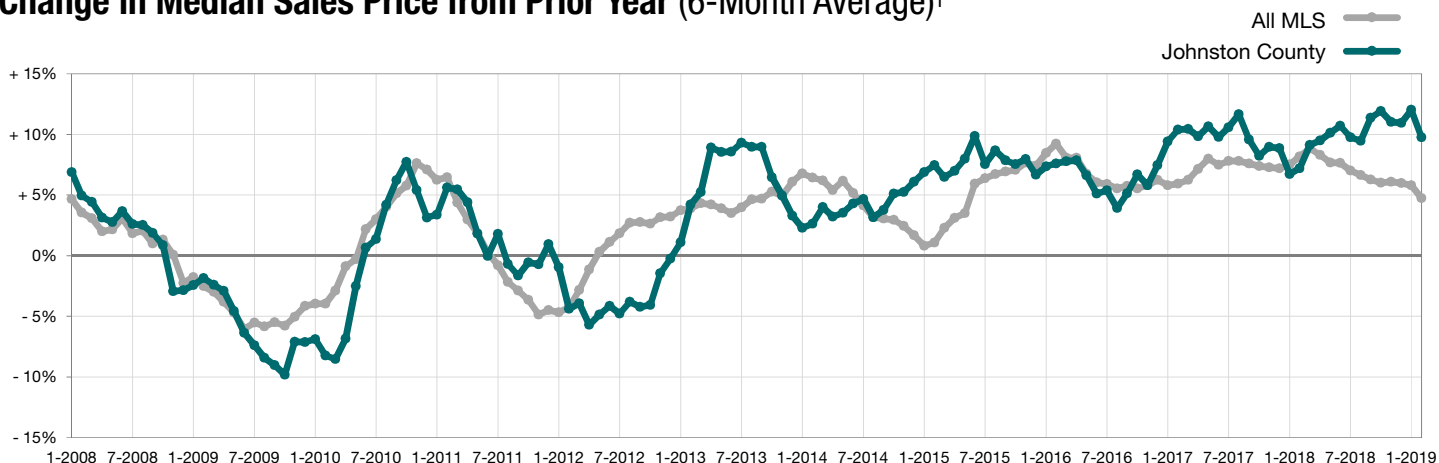


Year to Date

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