

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

+ 15.0%

Change in
New Listings

+ 3.9%

Change in
Closed Sales

+ 6.7%

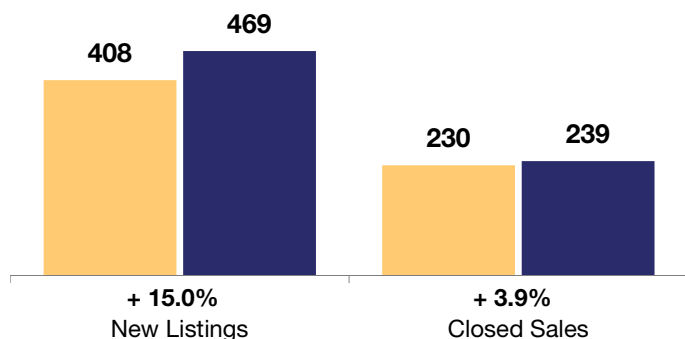
Change in
Median Sales Price

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	408	469	+ 15.0%	408	469	+ 15.0%
Closed Sales	230	239	+ 3.9%	230	239	+ 3.9%
Median Sales Price*	\$210,709	\$224,900	+ 6.7%	\$210,709	\$224,900	+ 6.7%
Average Sales Price*	\$220,175	\$241,980	+ 9.9%	\$220,175	\$241,980	+ 9.9%
Total Dollar Volume (in millions)*	\$50.6	\$57.8	+ 14.2%	\$50.6	\$57.8	+ 14.2%
Percent of Original List Price Received*	98.0%	98.3%	+ 0.3%	98.0%	98.3%	+ 0.3%
Percent of List Price Received*	99.1%	98.9%	- 0.2%	99.1%	98.9%	- 0.2%
Days on Market Until Sale**	34	32	- 5.9%	34	32	- 5.9%
Inventory of Homes for Sale	939	984	+ 4.8%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

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

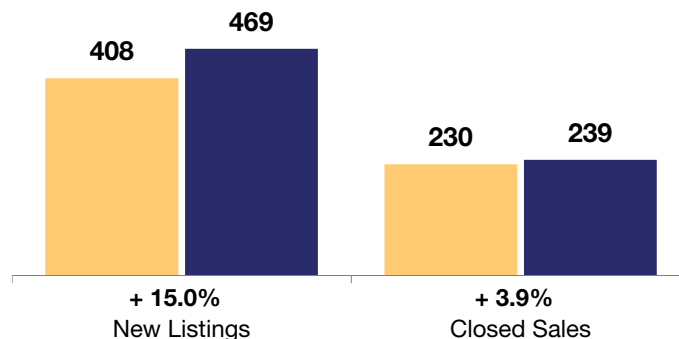
January

2018 2019

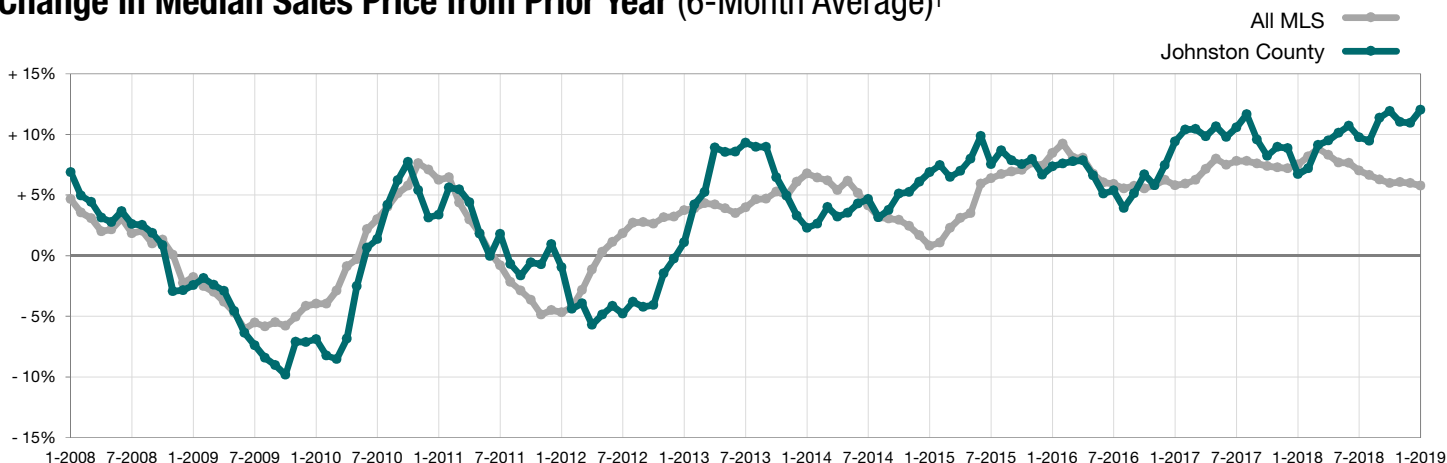


Year to Date

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