

Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

+ 26.3%

Change in
New Listings

+ 43.5%

Change in
Closed Sales

+ 6.4%

Change in
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	327	413	+ 26.3%	5,703	6,296	+ 10.4%
Closed Sales	402	577	+ 43.5%	5,024	5,745	+ 14.4%
Median Sales Price*	\$239,708	\$255,000	+ 6.4%	\$235,000	\$250,000	+ 6.4%
Average Sales Price*	\$253,523	\$266,424	+ 5.1%	\$243,710	\$261,620	+ 7.3%
Total Dollar Volume (in millions)*	\$101.9	\$153.7	+ 50.8%	\$1,223.9	\$1,503.0	+ 22.8%
Percent of Original List Price Received*	98.0%	100.5%	+ 2.6%	98.5%	99.3%	+ 0.8%
Percent of List Price Received*	99.0%	100.0%	+ 1.0%	99.2%	99.7%	+ 0.5%
Days on Market Until Sale**	32	12	- 62.5%	29	23	- 20.7%
Inventory of Homes for Sale	1,006	431	- 57.2%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--

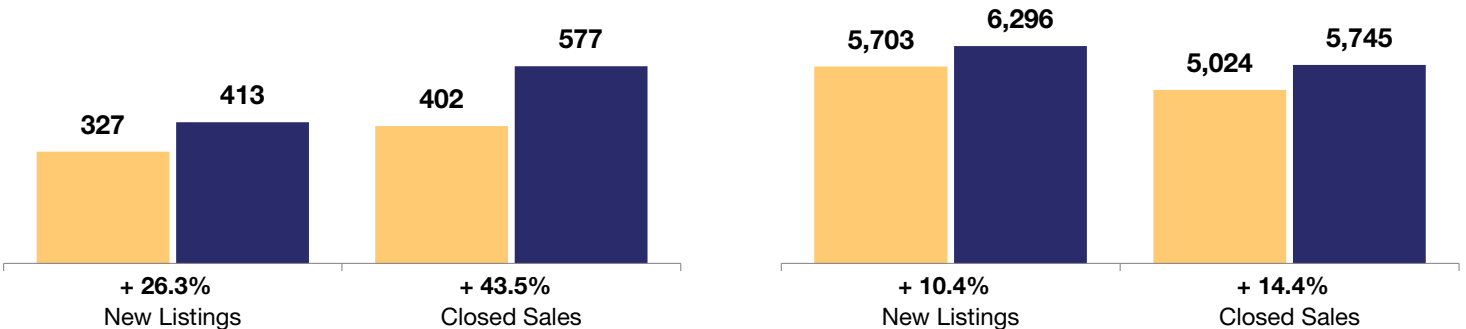
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

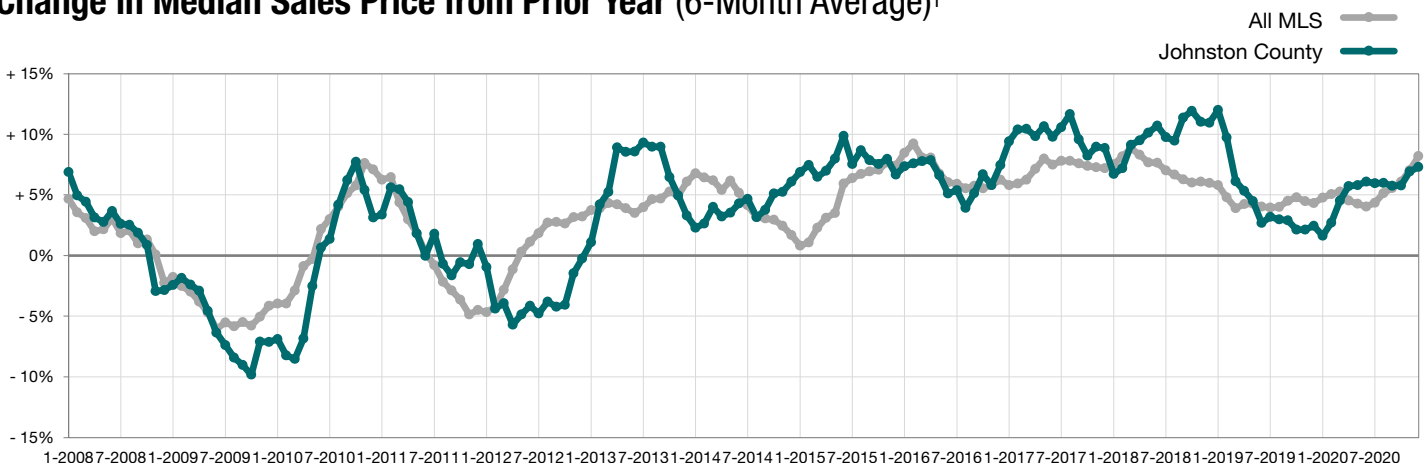
2019 2020

Year to Date

2019 2020



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