

# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Johnston County

**+ 9.4%**

Change in  
New Listings

**+ 23.8%**

Change in  
Closed Sales

**+ 4.1%**

Change in  
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	480	525	+ 9.4%	480	525	+ 9.4%
Closed Sales	244	302	+ 23.8%	244	302	+ 23.8%
Median Sales Price*	\$224,683	<b>\$233,810</b>	+ 4.1%	\$224,683	<b>\$233,810</b>	+ 4.1%
Average Sales Price*	\$241,633	<b>\$241,201</b>	- 0.2%	\$241,633	<b>\$241,201</b>	- 0.2%
Total Dollar Volume (in millions)*	\$59.0	<b>\$72.8</b>	+ 23.5%	\$59.0	<b>\$72.8</b>	+ 23.5%
Percent of Original List Price Received*	98.4%	<b>98.1%</b>	- 0.3%	98.4%	<b>98.1%</b>	- 0.3%
Percent of List Price Received*	98.9%	<b>99.1%</b>	+ 0.2%	98.9%	<b>99.1%</b>	+ 0.2%
Days on Market Until Sale**	32	<b>31</b>	- 3.1%	32	<b>31</b>	- 3.1%
Inventory of Homes for Sale	1,053	<b>955</b>	- 9.3%	--	--	--
Months Supply of Inventory	2.7	<b>2.2</b>	- 18.5%	--	--	--

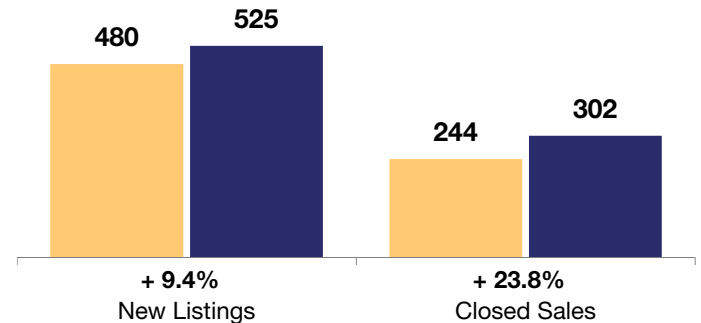
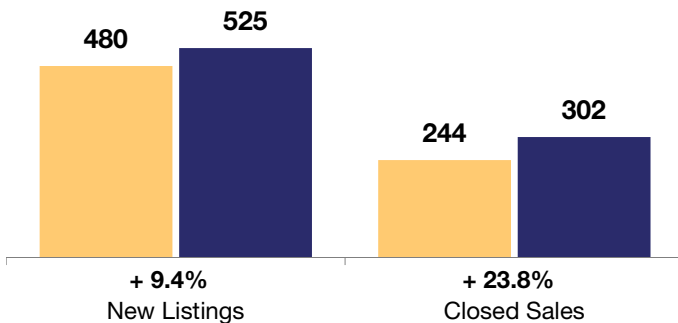
\* Does not account for seller concessions. | \*\* Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

### January

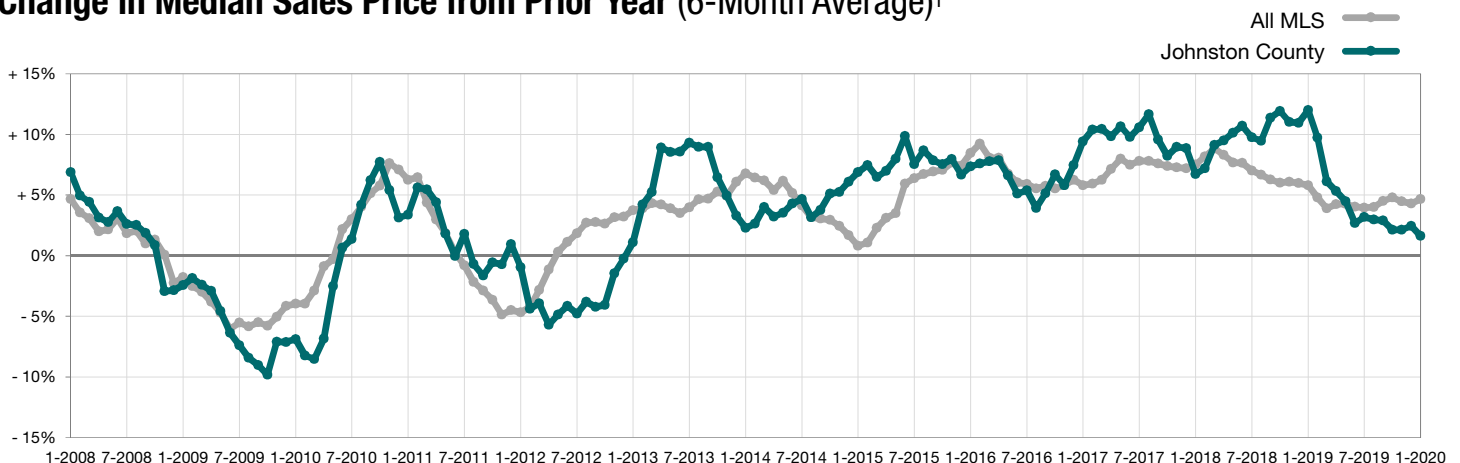
2019 2020

### 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