

Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

- 7.6%

Change in
New Listings

- 13.3%

Change in
Closed Sales

+ 31.1%

Change in
Median Sales Price

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	420	388	- 7.6%	6,329	6,102	- 3.6%
Closed Sales	578	501	- 13.3%	5,750	5,950	+ 3.5%
Median Sales Price*	\$255,450	\$335,000	+ 31.1%	\$250,099	\$299,840	+ 19.9%
Average Sales Price*	\$266,601	\$347,004	+ 30.2%	\$261,689	\$312,167	+ 19.3%
Total Dollar Volume (in millions)*	\$154.1	\$173.8	+ 12.8%	\$1,504.7	\$1,857.4	+ 23.4%
Percent of Original List Price Received*	100.5%	101.8%	+ 1.3%	99.3%	102.3%	+ 3.0%
Percent of List Price Received*	100.0%	101.4%	+ 1.4%	99.7%	102.0%	+ 2.3%
Days on Market Until Sale**	12	13	+ 8.3%	23	10	- 56.5%
Inventory of Homes for Sale	504	352	- 30.2%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--

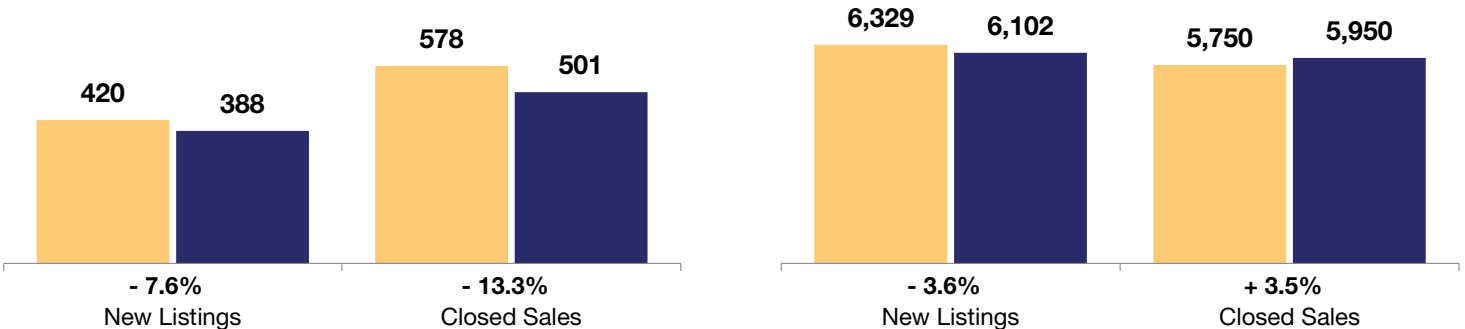
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

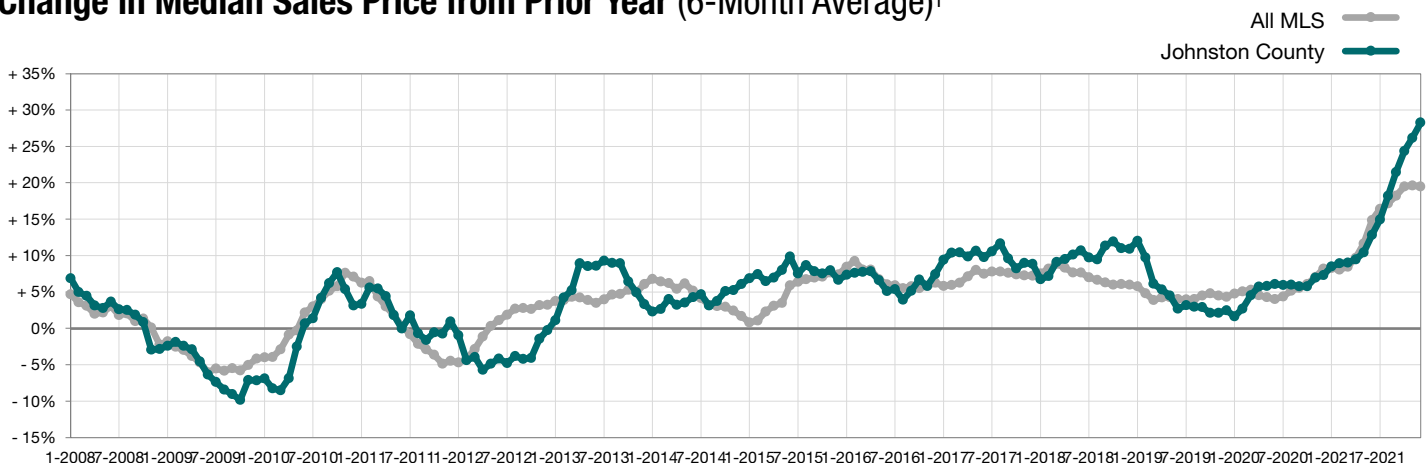
2020 2021

Year to Date

2020 2021



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