

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Johnston County

**- 10.6%**

Change in  
New Listings

**+ 7.4%**

Change in  
Closed Sales

**+ 8.9%**

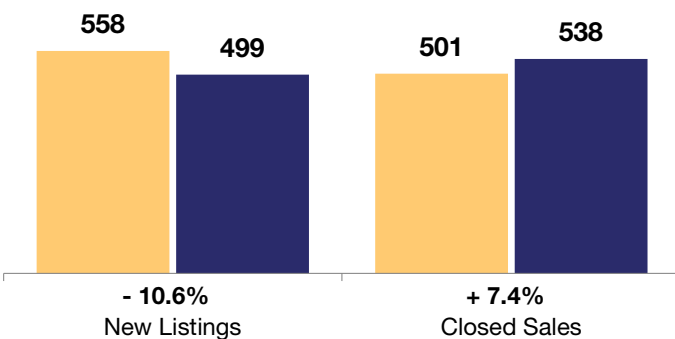
Change in  
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	558	499	- 10.6%	1,580	1,437	- 9.1%
Closed Sales	501	538	+ 7.4%	1,151	1,385	+ 20.3%
Median Sales Price*	\$249,900	<b>\$272,200</b>	+ 8.9%	\$246,429	<b>\$267,490</b>	+ 8.5%
Average Sales Price*	\$254,994	<b>\$280,396</b>	+ 10.0%	\$251,194	<b>\$277,057</b>	+ 10.3%
Total Dollar Volume (in millions)*	\$127.8	<b>\$150.9</b>	+ 18.1%	\$289.1	<b>\$383.7</b>	+ 32.7%
Percent of Original List Price Received*	98.7%	<b>101.2%</b>	+ 2.5%	98.5%	<b>100.9%</b>	+ 2.4%
Percent of List Price Received*	99.4%	<b>100.8%</b>	+ 1.4%	99.3%	<b>100.5%</b>	+ 1.2%
Days on Market Until Sale**	30	<b>13</b>	- 56.7%	32	<b>15</b>	- 53.1%
Inventory of Homes for Sale	994	<b>279</b>	- 71.9%	--	--	--
Months Supply of Inventory	2.3	<b>0.5</b>	- 78.3%	--	--	--

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

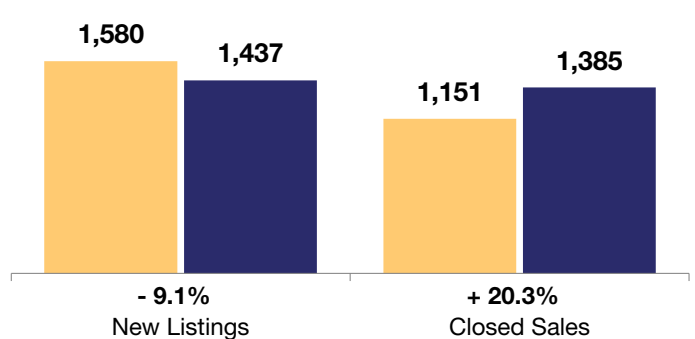
### March

2020 2021

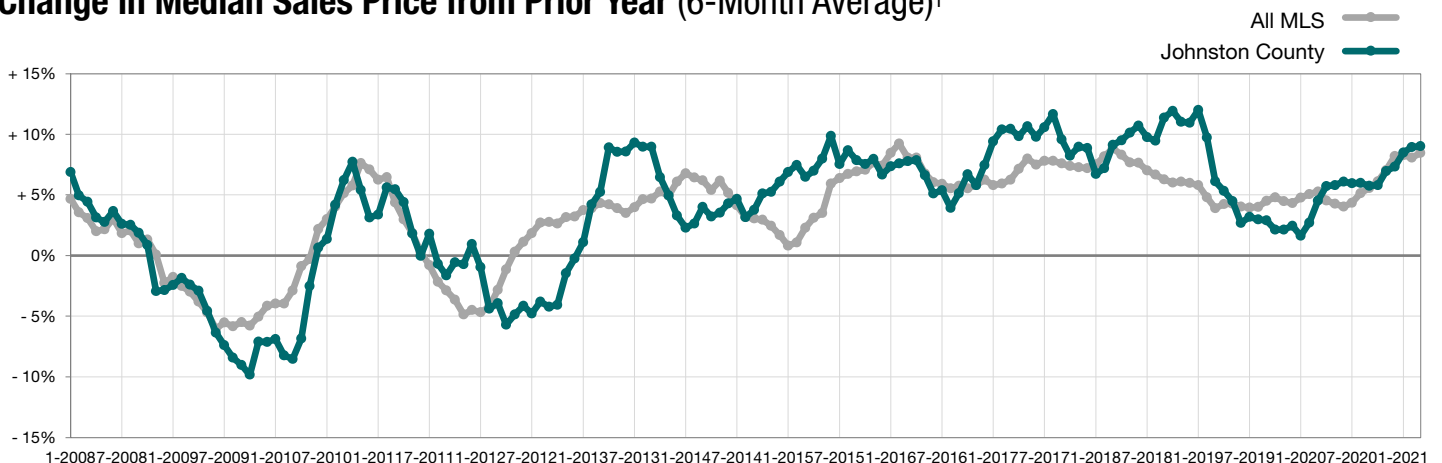


### Year to Date

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