

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 31.9%

Change in
New Listings

+ 5.2%

Change in
Closed Sales

+ 13.4%

Change in
Median Sales Price

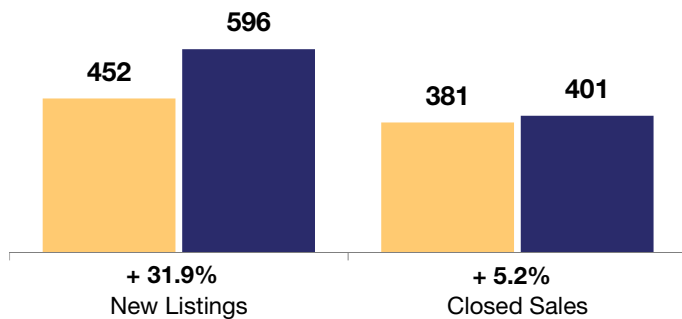
Johnston County

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	452	596	+ 31.9%	2,243	2,499	+ 11.4%
Closed Sales	381	401	+ 5.2%	1,578	1,645	+ 4.2%
Median Sales Price*	\$201,052	\$228,045	+ 13.4%	\$203,090	\$222,500	+ 9.6%
Average Sales Price*	\$211,479	\$233,178	+ 10.3%	\$212,184	\$230,601	+ 8.7%
Total Dollar Volume (in millions)*	\$80.6	\$93.5	+ 16.0%	\$334.8	\$379.3	+ 13.3%
Percent of Original List Price Received*	98.2%	98.9%	+ 0.7%	97.9%	98.6%	+ 0.7%
Percent of List Price Received*	99.1%	99.6%	+ 0.5%	98.9%	99.4%	+ 0.5%
Days on Market Until Sale**	34	32	- 5.9%	40	34	- 15.0%
Inventory of Homes for Sale	894	977	+ 9.3%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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

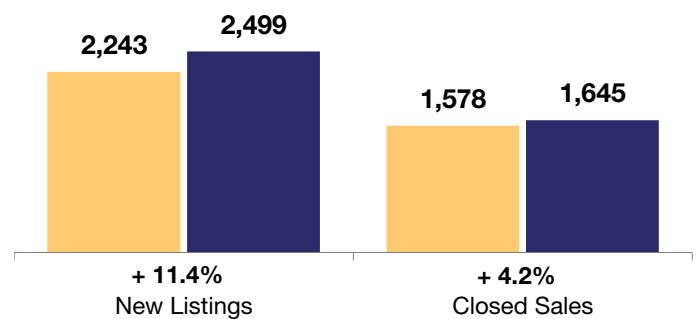
May

2017 2018

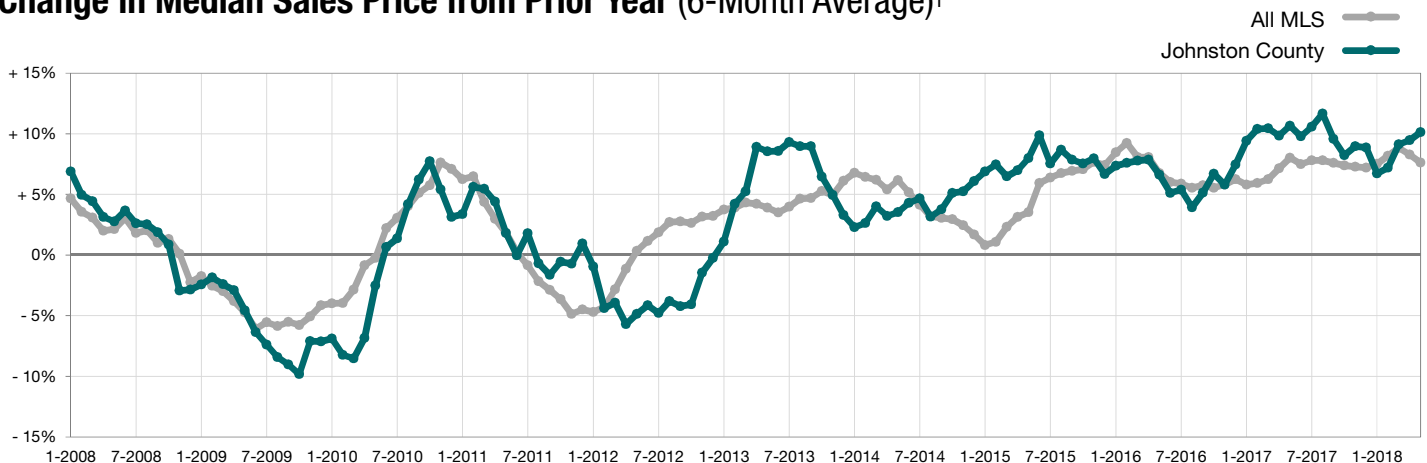


Year to Date

2017 2018



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