

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



+ 7.1%

Change in
New Listings

+ 19.8%

Change in
Closed Sales

+ 11.8%

Change in
Median Sales Price

Johnston County

December

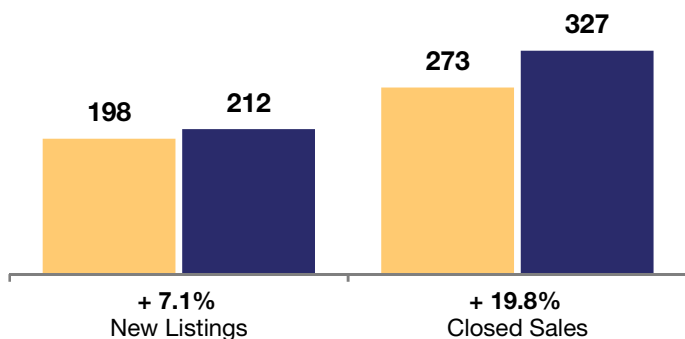
Year to Date

	2015	2016	+ / -	2015	2016	+ / -
New Listings	198	212	+ 7.1%	4,214	4,446	+ 5.5%
Closed Sales	273	327	+ 19.8%	3,129	3,735	+ 19.4%
Median Sales Price*	\$178,950	\$200,150	+ 11.8%	\$179,000	\$189,900	+ 6.1%
Average Sales Price*	\$192,220	\$205,197	+ 6.8%	\$190,131	\$201,352	+ 5.9%
Total Dollar Volume (in millions)*	\$52.4	\$67.1	+ 28.0%	\$594.6	\$751.4	+ 26.4%
Percent of Original List Price Received*	96.7%	97.5%	+ 0.8%	96.5%	97.7%	+ 1.2%
Percent of List Price Received*	98.2%	98.5%	+ 0.3%	98.0%	98.7%	+ 0.7%
Days on Market Until Sale	72	53	- 26.4%	75	60	- 20.0%
Inventory of Homes for Sale	998	754	- 24.4%	--	--	--
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--

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

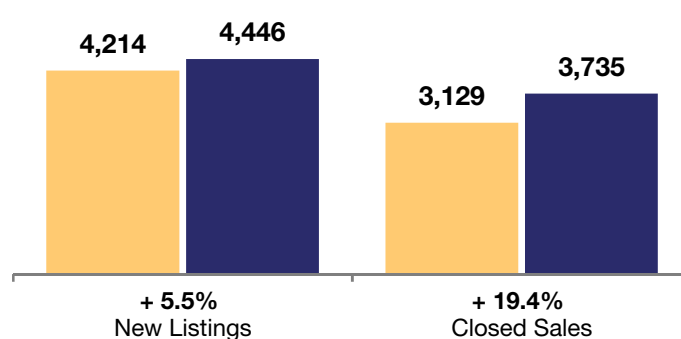
December

2015 2016

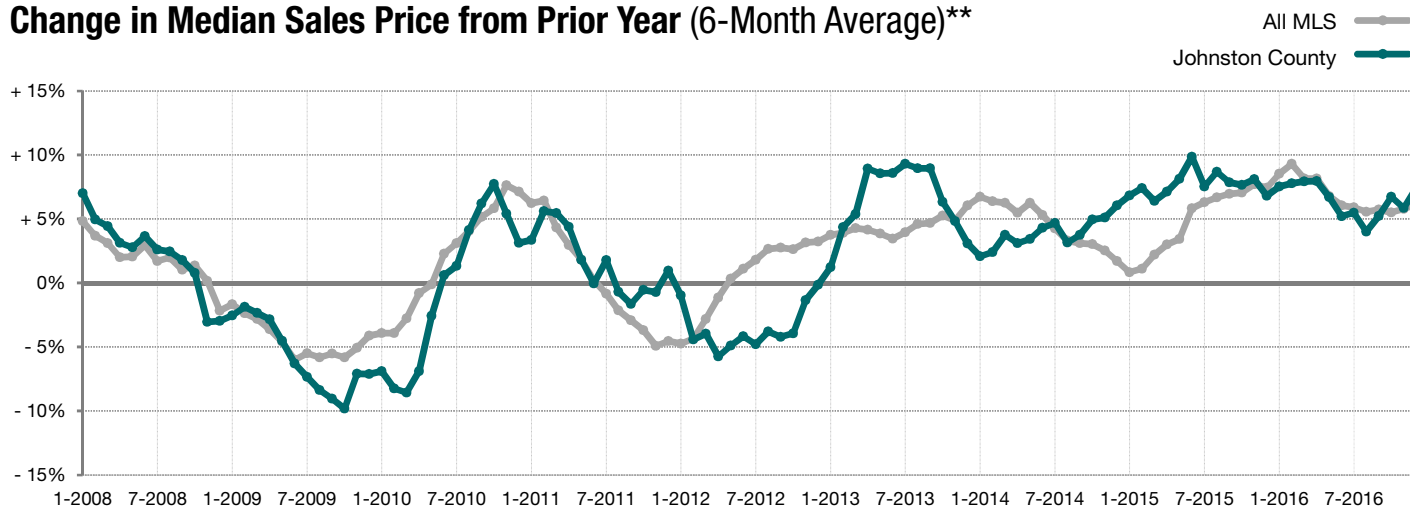


Year to Date

2015 2016



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. | Current as of January 10, 2017. All data from Triangle Multiple Listing Service, Inc.. | Powered by ShowingTime 10K.