

THE SHACKELFORD REPORT OCT 2021

Residential Real Estate Market Trends – Johnston County – October 2021



Produced by:

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Quarterly Market Report

Johnston County Market Summary

Data from this report is taken directly from the Triangle MLS and includes single-family sales throughout Johnston County.

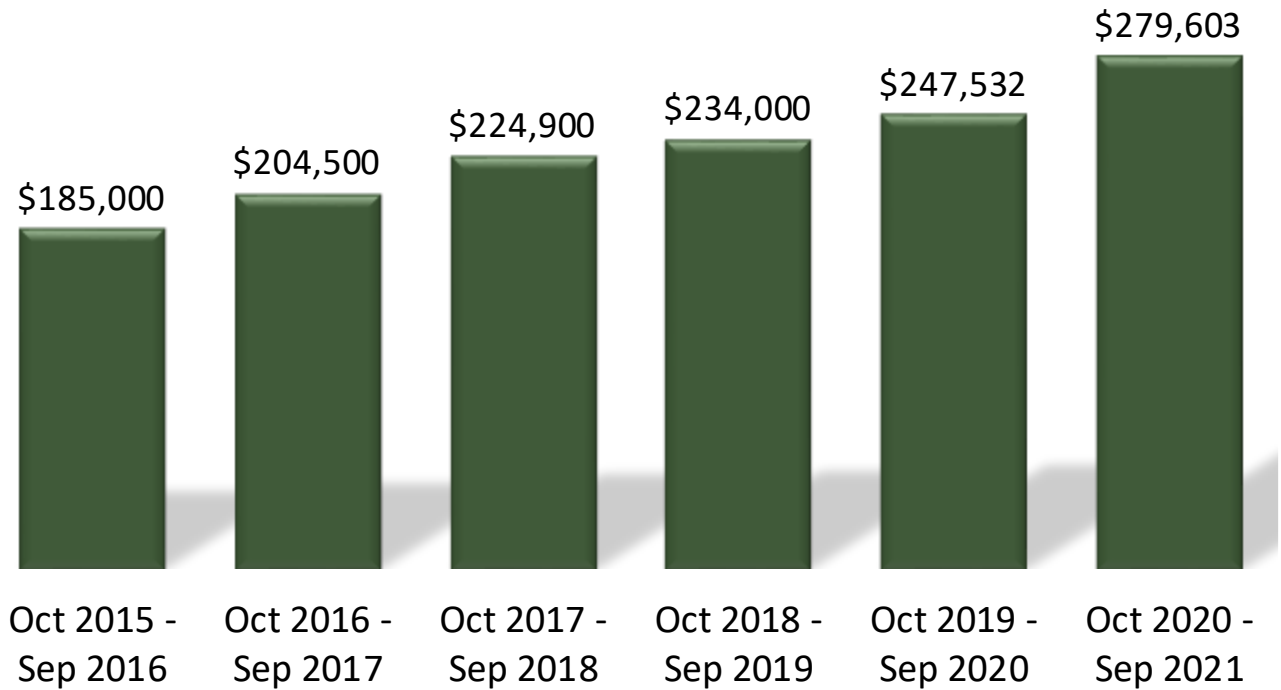
Highlights of the data include:

- 3rd quarter sales volume decreased 0.8% from the 3rd quarter of 2020.
- September sales volume was 13.4% higher than September 2020 levels.
- Pending sales at the beginning of October decreased 11.3% from October 2020.
- There are 0.6 months of inventory currently on the market.
- There are 0.7 months of new construction inventory on the market.

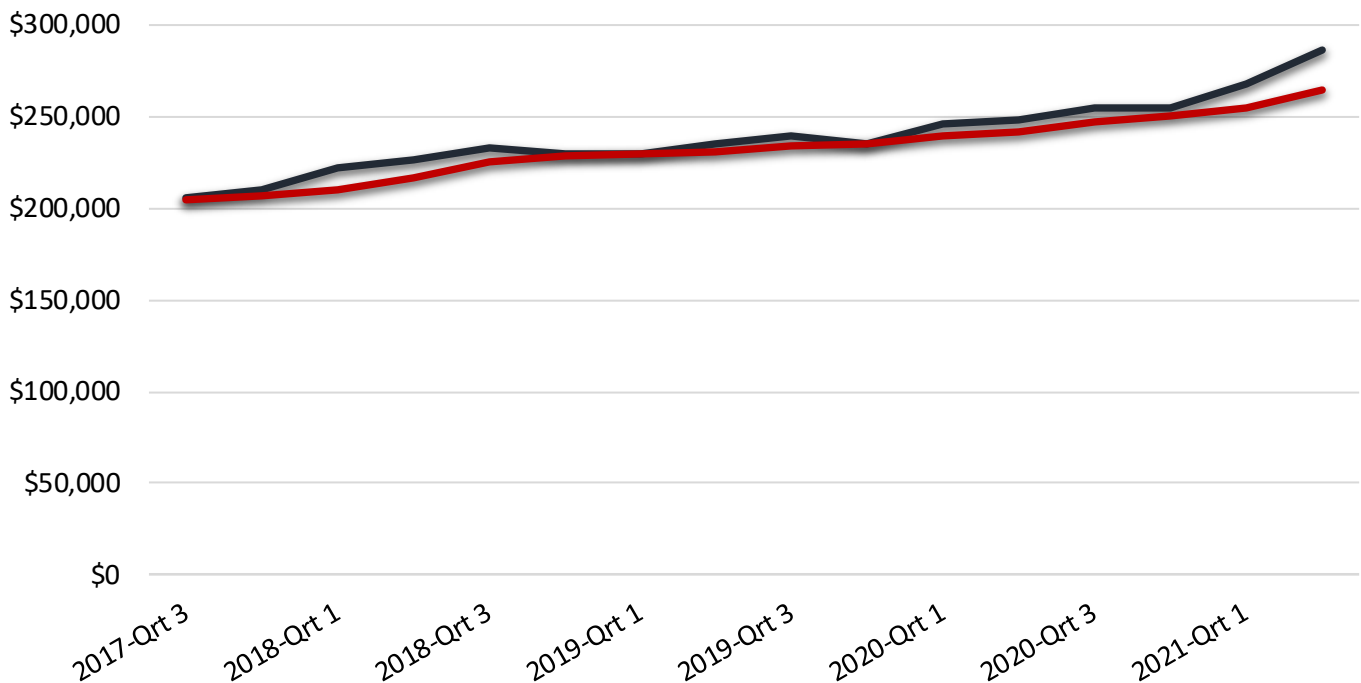
Annual Summary						
Date	Sales	Change	Sales Price	Change	DOM	Change
Oct 2015 - Sep 2016	3,550	14.3%	\$185,000	5.8%	32	-28.9%
Oct 2016 - Sep 2017	4,079	14.9%	\$204,500	10.5%	18	-43.8%
Oct 2017 - Sep 2018	4,383	7.5%	\$224,900	10.0%	4	-77.8%
Oct 2018 - Sep 2019	5,065	15.6%	\$234,000	4.0%	2	-50.0%
Oct 2019 - Sep 2020	5,383	6.3%	\$247,532	5.8%	2	0.0%
Oct 2020 - Sep 2021	6,078	12.9%	\$279,603	13.0%	0	-100.0%
Current Active Listings: 326 Months of Inventory: 0.6						

Quarterly Summary								
Date	Sales	Change	Sales Price	Change	4Qrt Med	Change	DOM	Change
2019-Qrt 4	1,210	-12.8%	\$235,000	-2.1%	\$235,000	0.4%	2	-33.3%
2020-Qrt 1	1,151	-4.9%	\$246,214	4.8%	\$239,500	1.9%	2	0.0%
2020-Qrt 2	1,422	23.5%	\$248,143	0.8%	\$242,000	1.0%	1	-50.0%
2020-Qrt 3	1,600	12.5%	\$254,900	2.7%	\$247,532	2.3%	2	100.0%
2020-Qrt 4	1,576	-1.5%	\$255,000	0.0%	\$250,010	1.0%	0	-100.0%
2021-Qrt 1	1,385	-12.1%	\$267,490	4.9%	\$255,000	2.0%	0	-
2021-Qrt 2	1,529	10.4%	\$286,000	6.9%	\$265,000	3.9%	0	-
2021-Qrt 3	1,588	3.9%	\$321,600	12.4%	\$279,603	5.5%	2	-

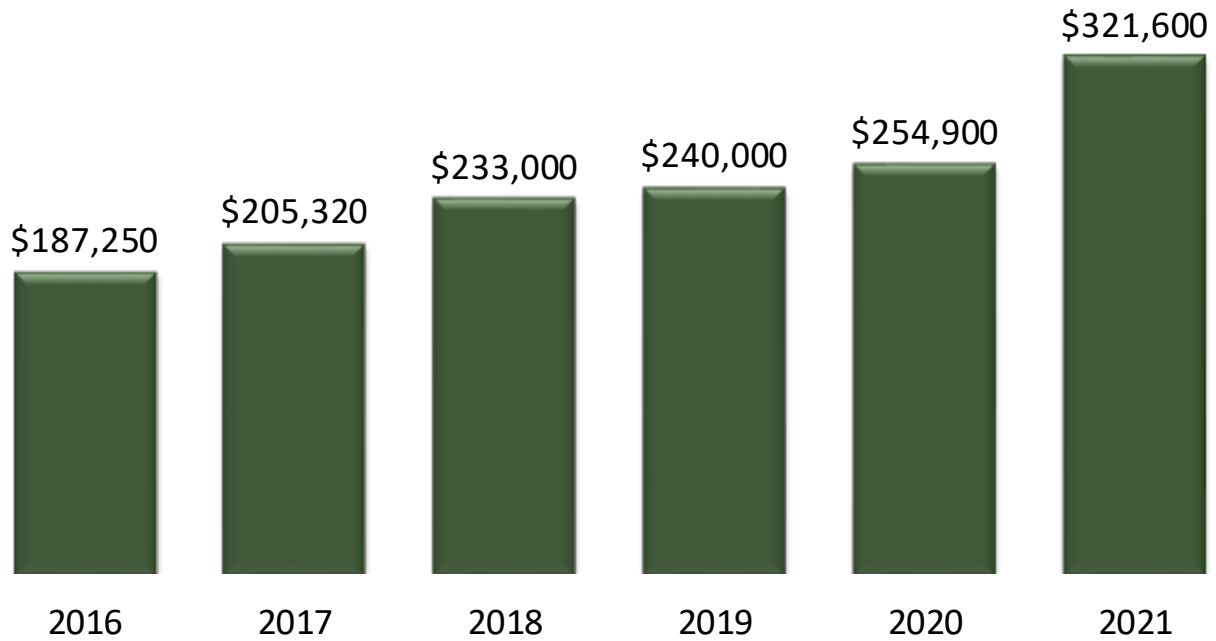
Annual Median Sales Price



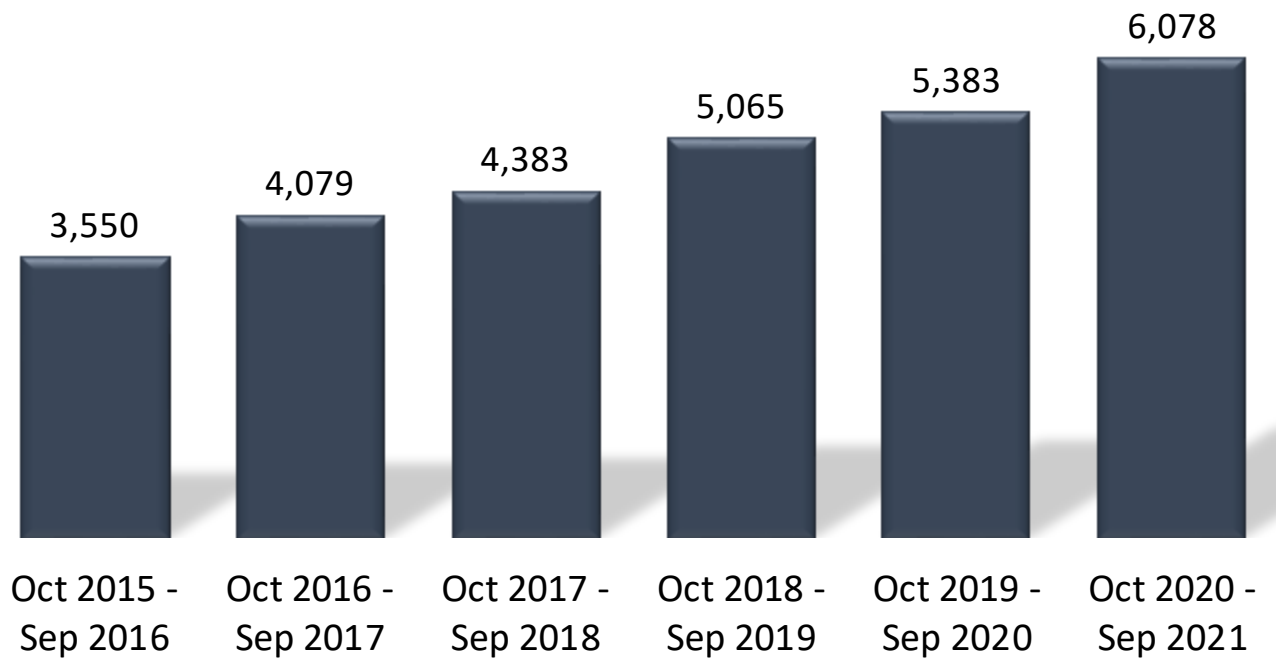
Median Sales Price by Quarter



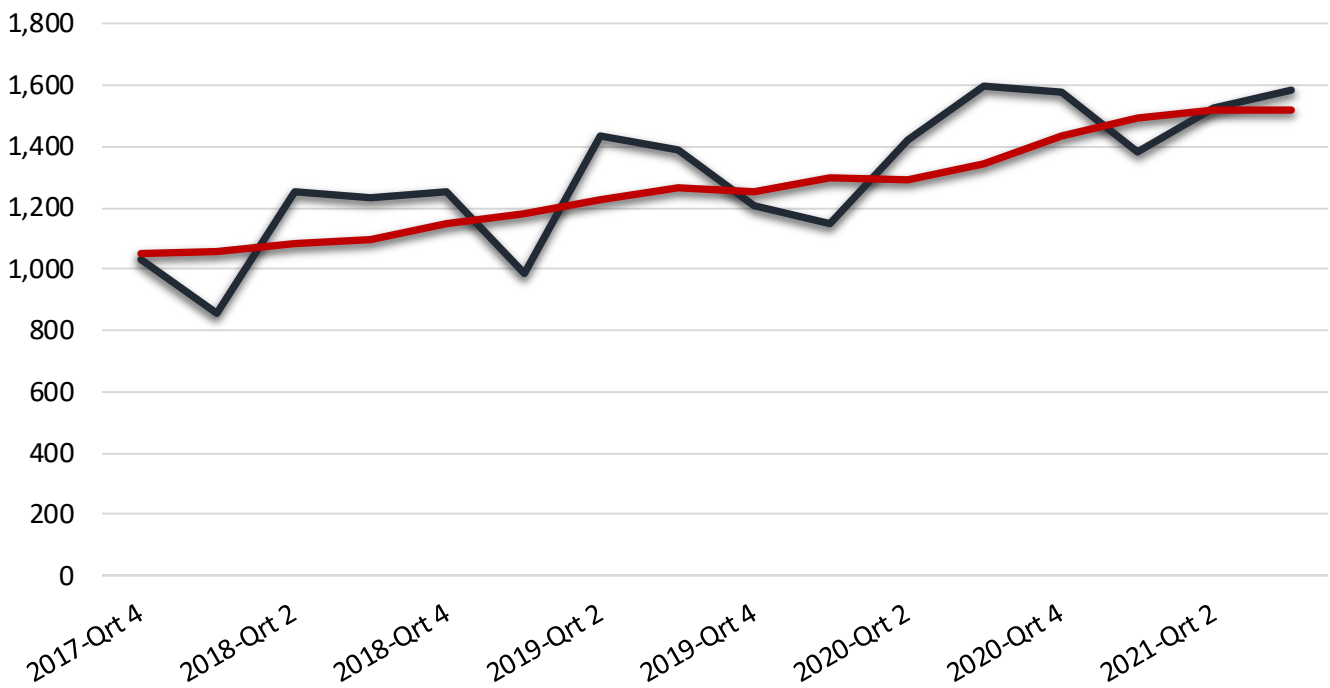
3rd Qtr Year over Year Median Sales Price



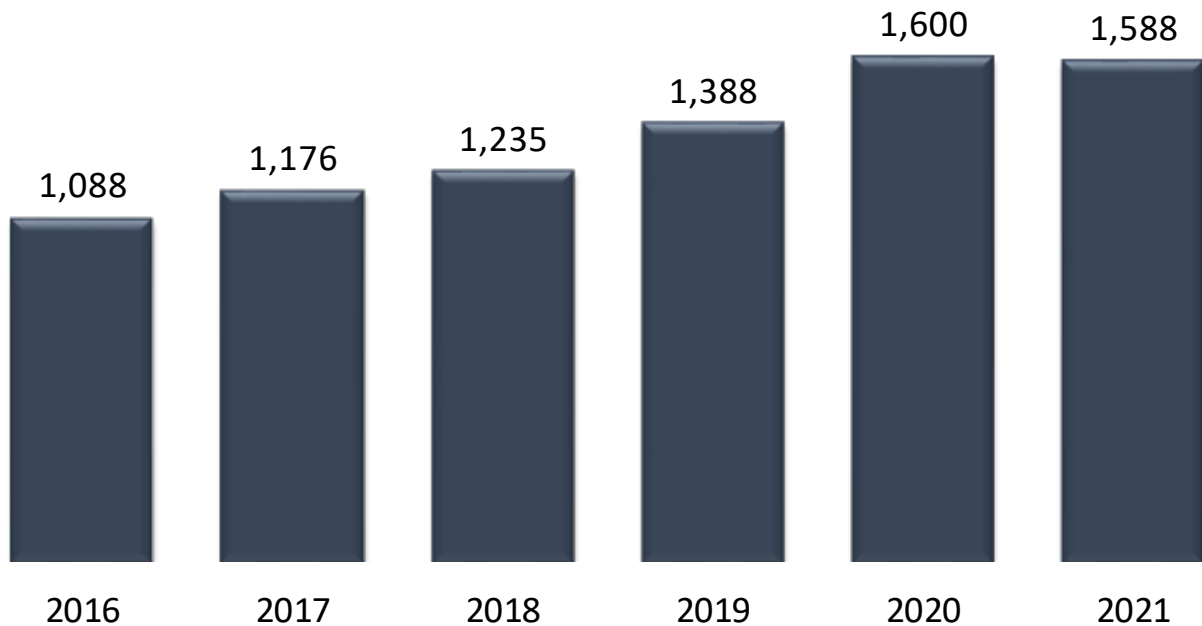
Annual Sales Volume



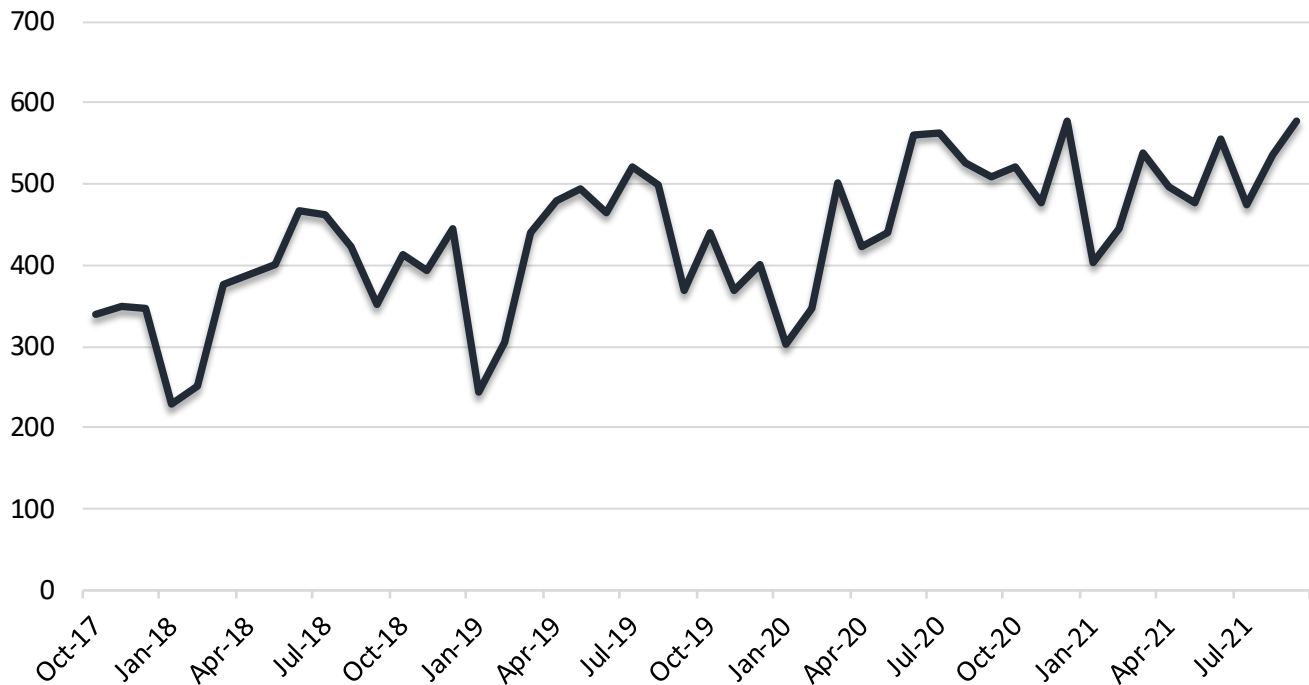
Sales Volume by Quarter



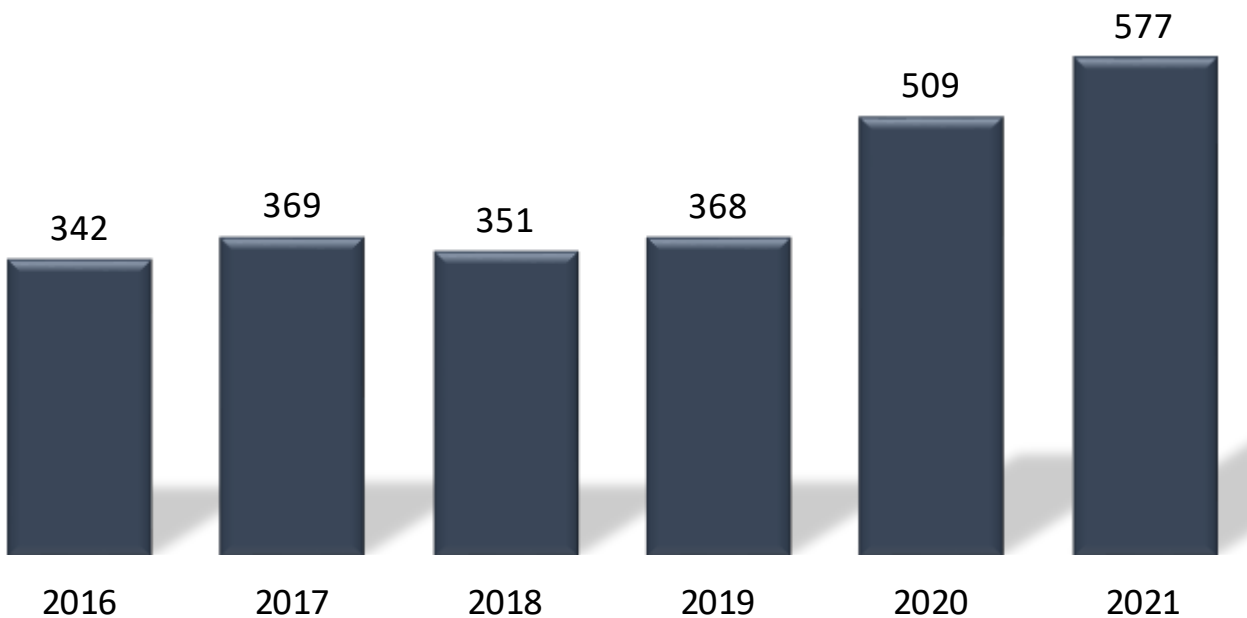
3rd Qtr Year over Year Sales Volume



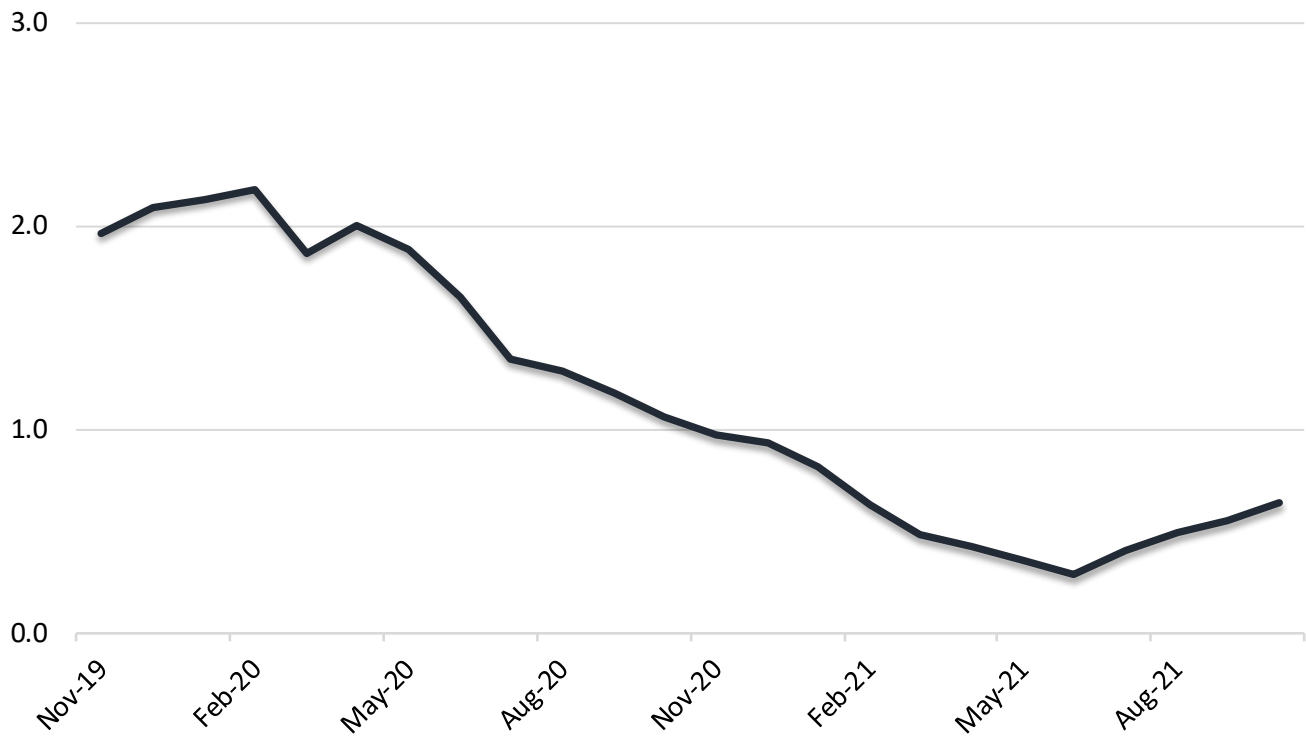
Monthly Sales Volume



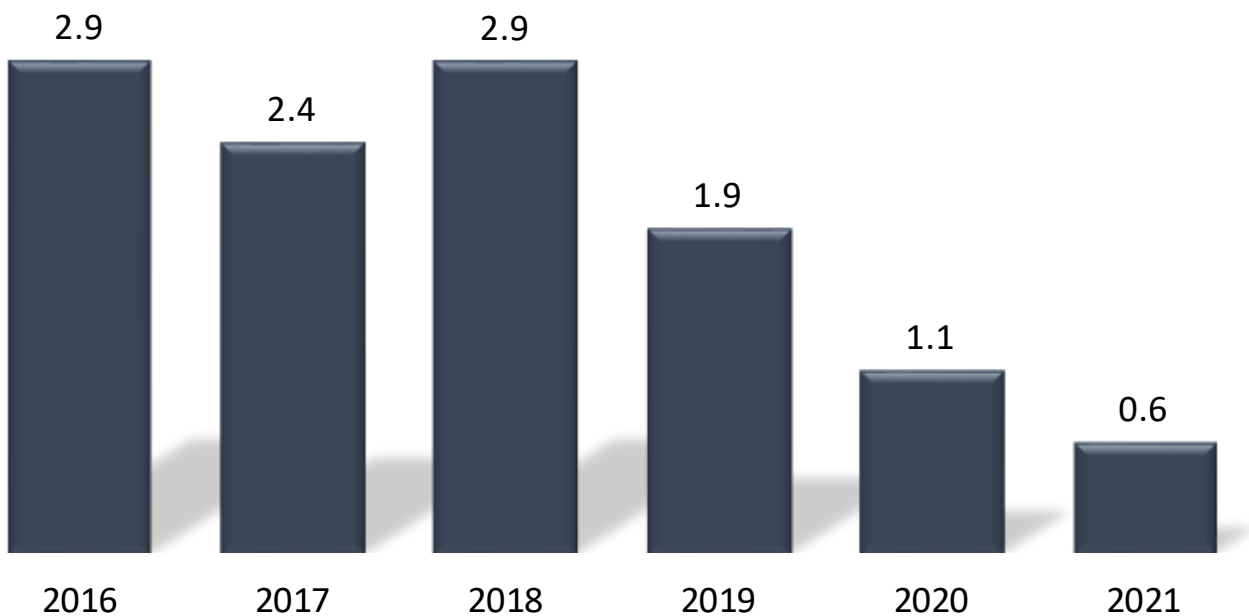
September Year over Year Sales Volume



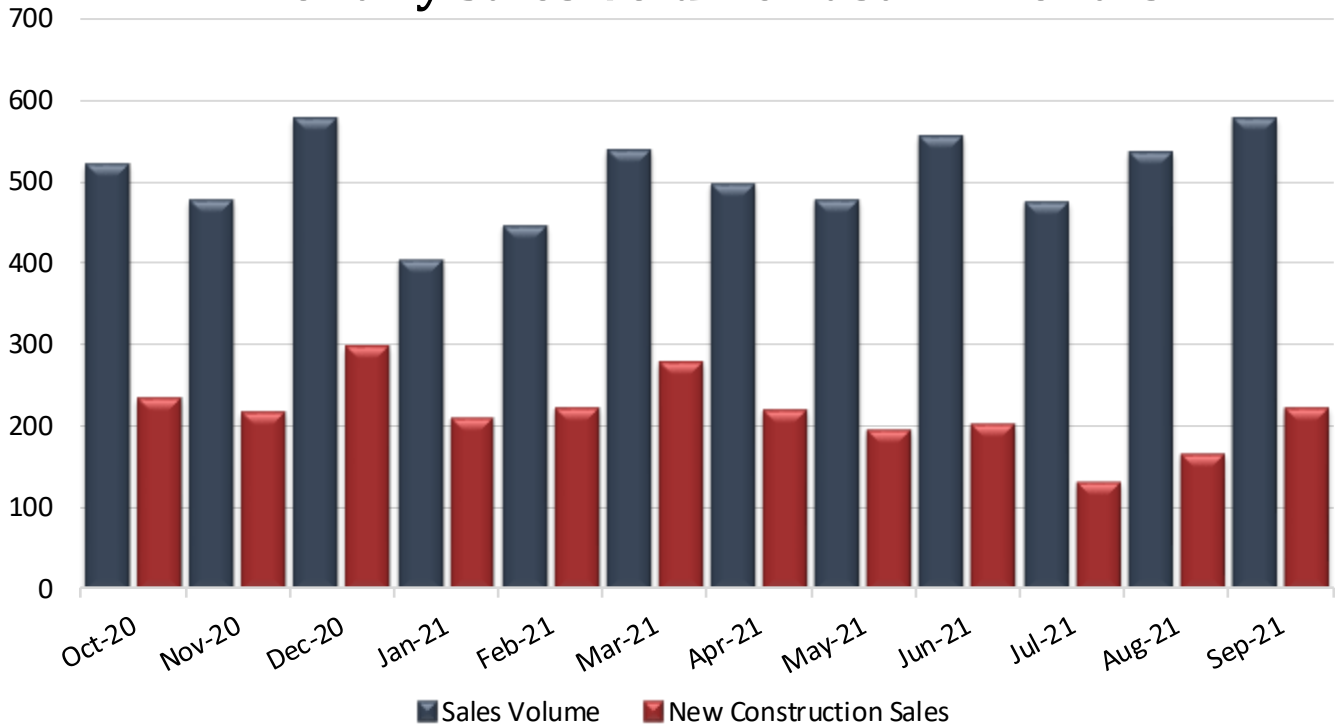
Monthly Inventory Levels



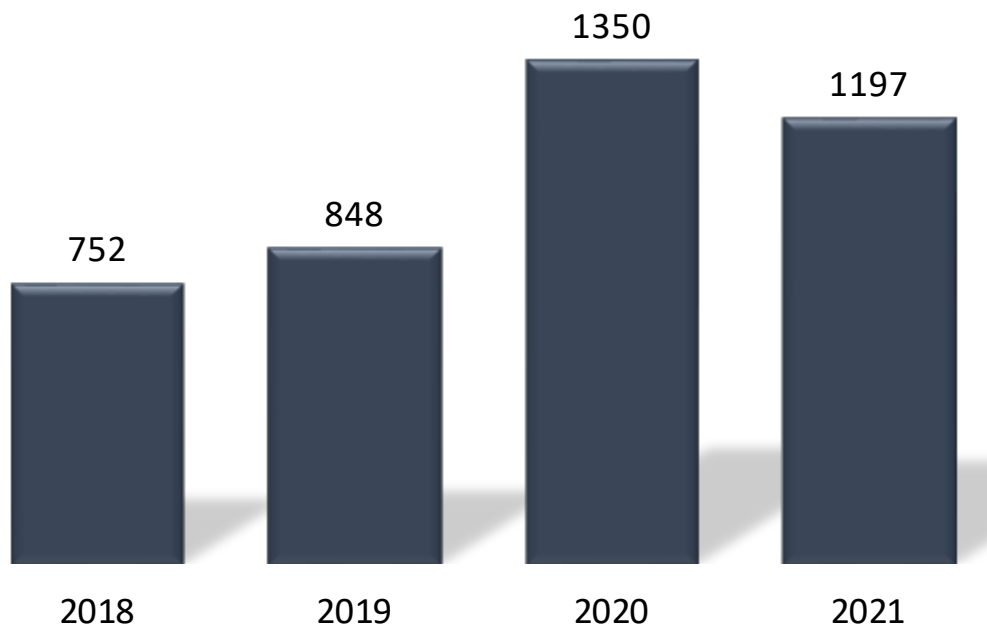
October Year over Year Inventory



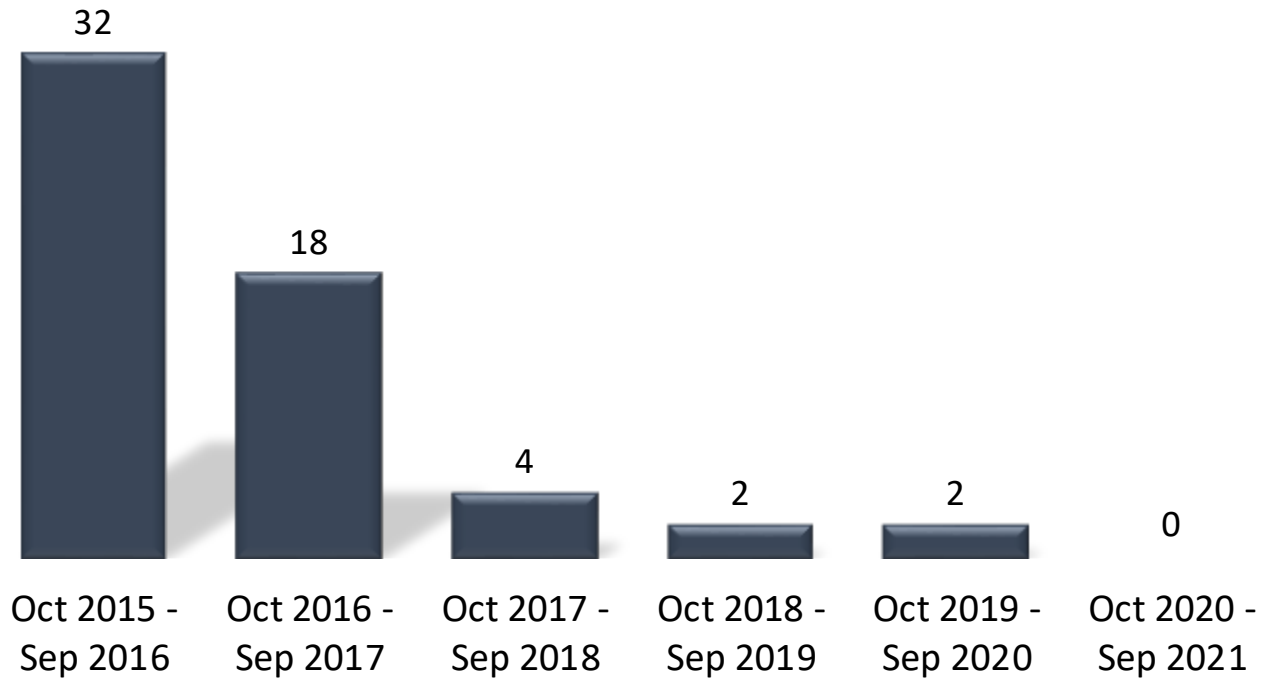
Monthly Sales Volume Past 12 Months



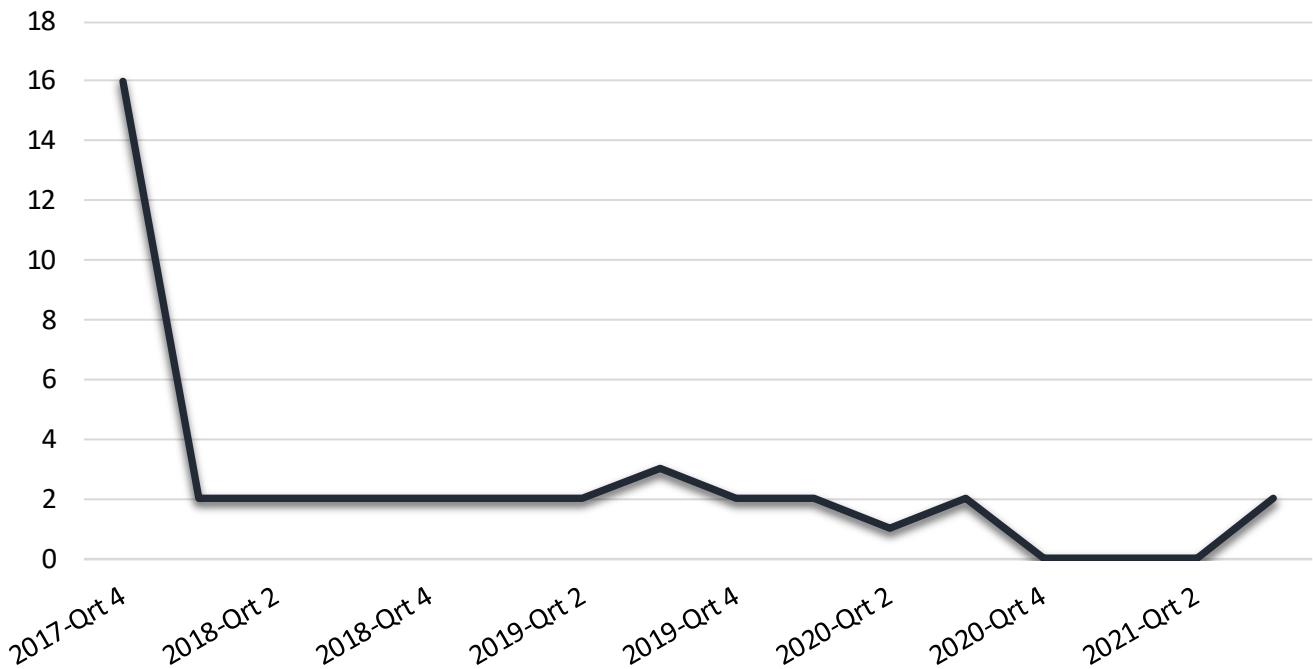
October Year over Year Pending Sales



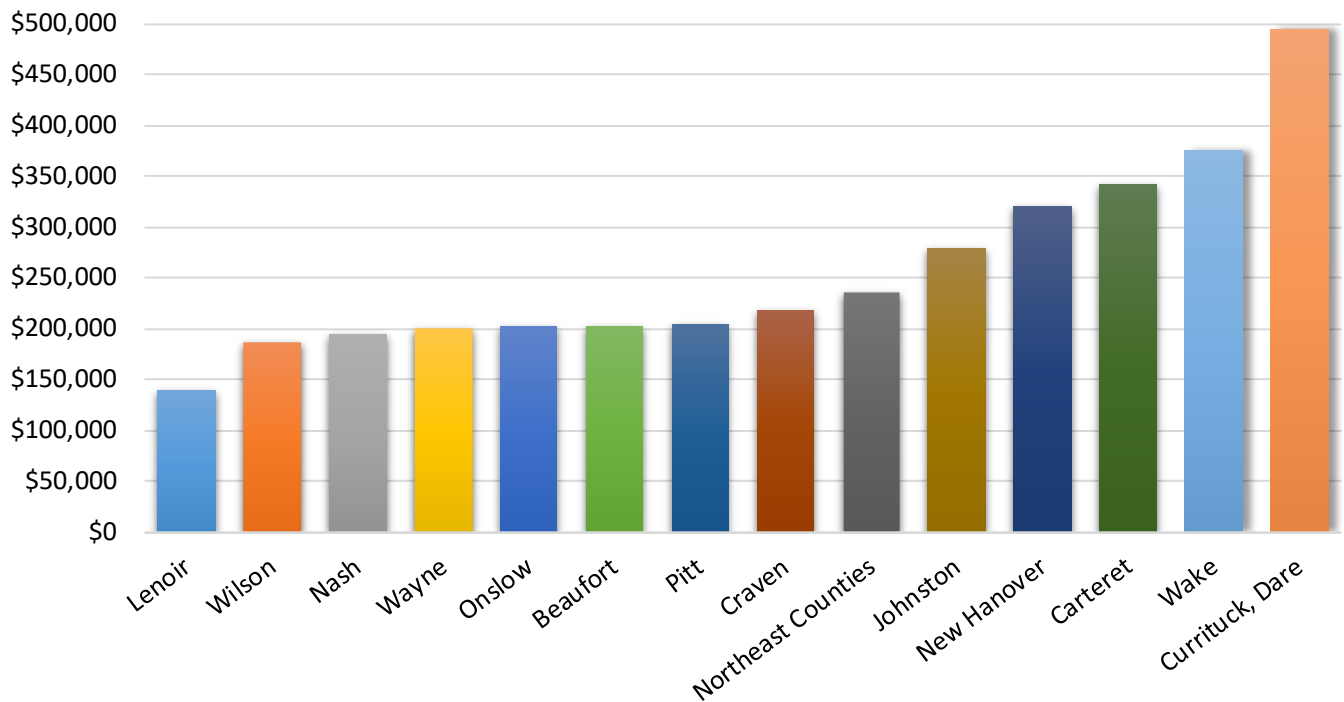
Annual Median Days on the Market



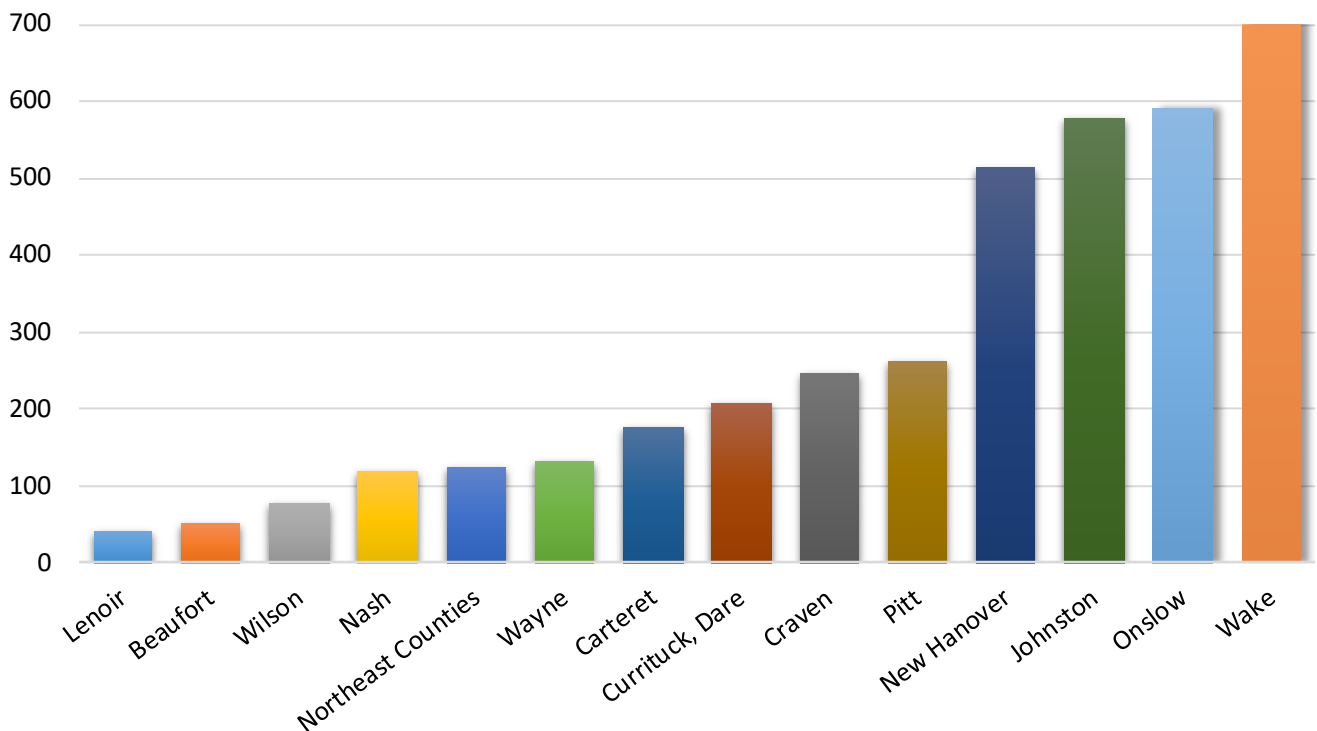
Median Days on Market by Quarter



Current Year Median Sales Price by County

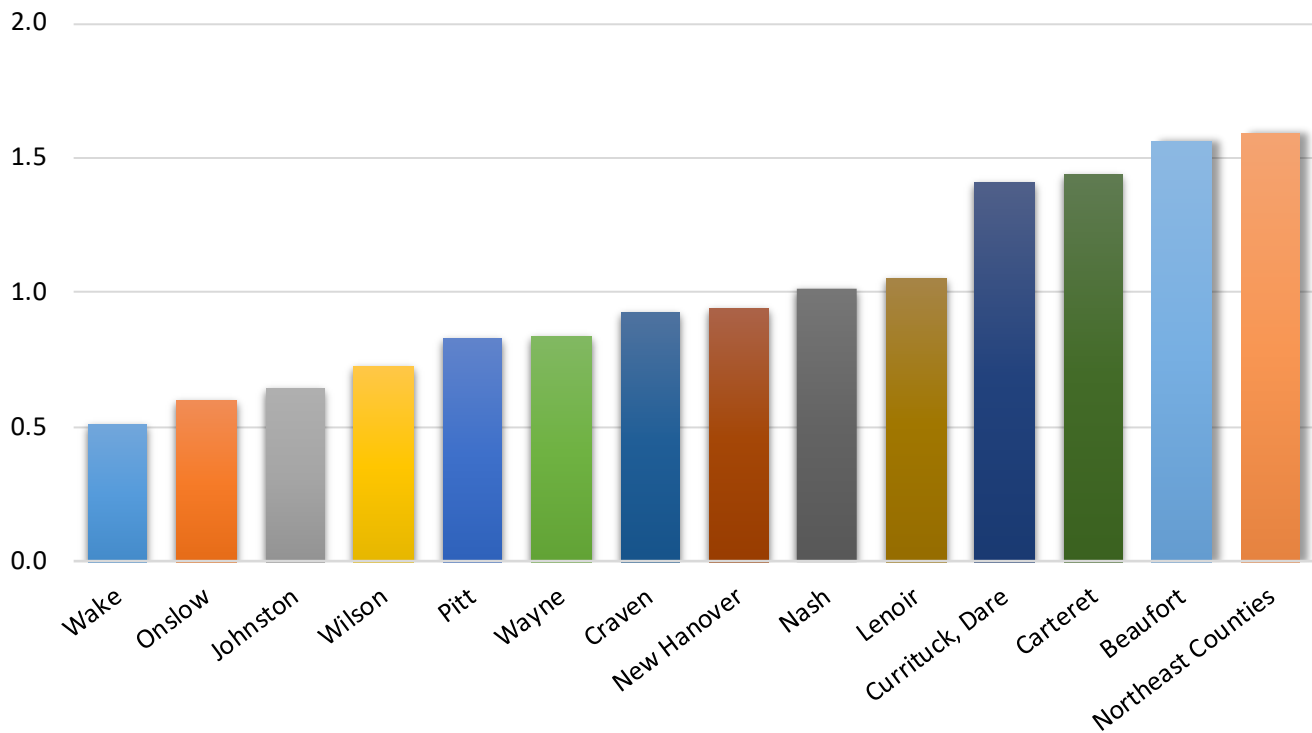


Current Month Sales Volume by County



*Wake County is off the chart at 1,757 sales

Comparison of Inventory Levels by County (Months)



New Construction Inventory Levels by County (Months)

