

# THE SHACKELFORD REPORT SEP 2019

Residential Real Estate Market Trends – Johnston County – September 2019



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.

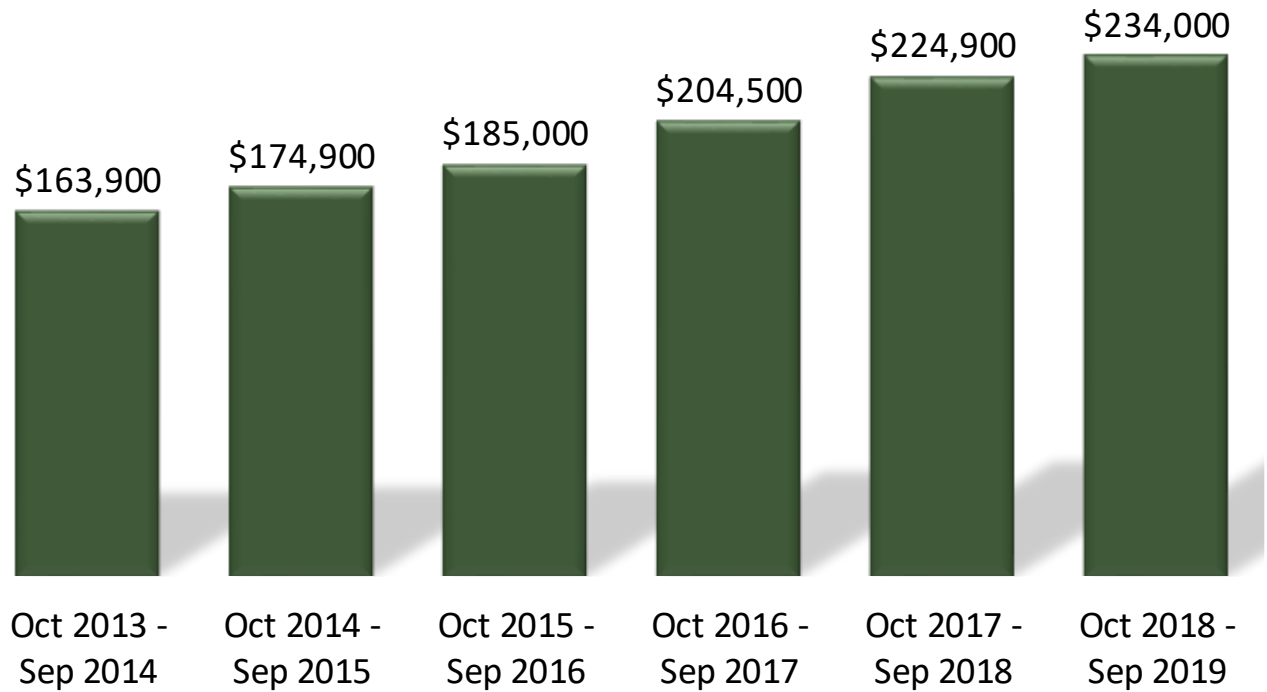
Highlights of the data include:

- 3<sup>rd</sup> quarter sales volume increased 11.8% over the 3<sup>rd</sup> quarter of 2018.
- September sales volume was 3.1% higher than September 2018 levels.
- There are 1.9 months of inventory currently on the market.
- There are 2.5 months of new construction inventory on the market.

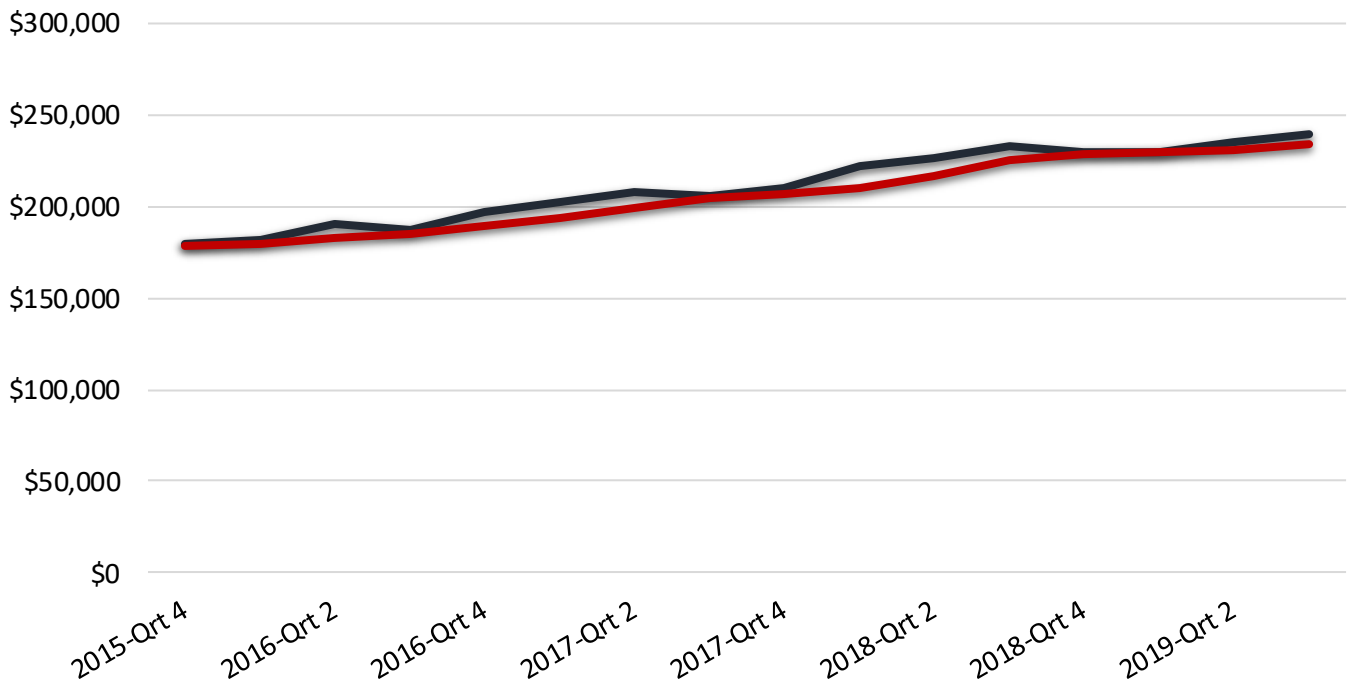
Annual Summary						
Date	Sales	Change	Sales Price	Change	DOM	Change
Oct 2013 - Sep 2014	2,653	11.9%	\$163,900	4.1%	53	-10.2%
Oct 2014 - Sep 2015	3,106	17.1%	\$174,900	6.7%	45	-15.1%
Oct 2015 - Sep 2016	3,550	14.3%	\$185,000	5.8%	32	-28.9%
Oct 2016 - Sep 2017	4,079	14.9%	\$204,500	10.5%	18	-43.8%
Oct 2017 - Sep 2018	4,383	7.5%	\$224,900	10.0%	4	-77.8%
Oct 2018 - Sep 2019	5,052	15.3%	\$234,000	4.0%	2	-50.0%
Current Active Listings:		802	Months of Inventory:		1.9	

Quarterly Summary								
Date	Sales	Change	Sales Price	Change	4Qrt Med	Change	DOM	Change
2017-Qrt 4	1,035	-12.0%	\$209,956	2.3%	\$206,900	1.2%	16	0.0%
2018-Qrt 1	857	-17.2%	\$222,500	6.0%	\$210,000	1.5%	2	-87.5%
2018-Qrt 2	1,256	46.6%	\$226,850	2.0%	\$216,800	3.2%	2	0.0%
2018-Qrt 3	1,235	-1.7%	\$233,000	2.7%	\$224,900	3.7%	2	0.0%
2018-Qrt 4	1,251	1.3%	\$229,757	-1.4%	\$228,900	1.8%	2	0.0%
2019-Qrt 1	988	-21.0%	\$229,900	0.1%	\$229,900	0.4%	2	0.0%
2019-Qrt 2	1,432	44.9%	\$234,800	2.1%	\$231,362	0.6%	2	0.0%
2019-Qrt 3	1,381	-3.6%	\$240,000	2.2%	\$234,000	1.1%	3	50.0%

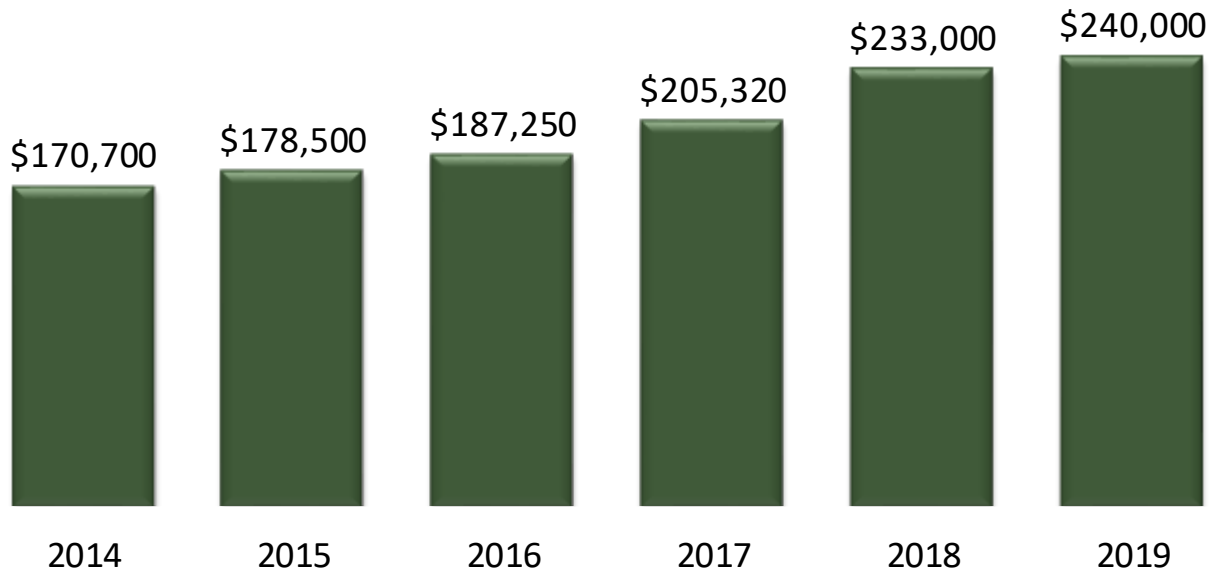
## Annual Median Sales Price



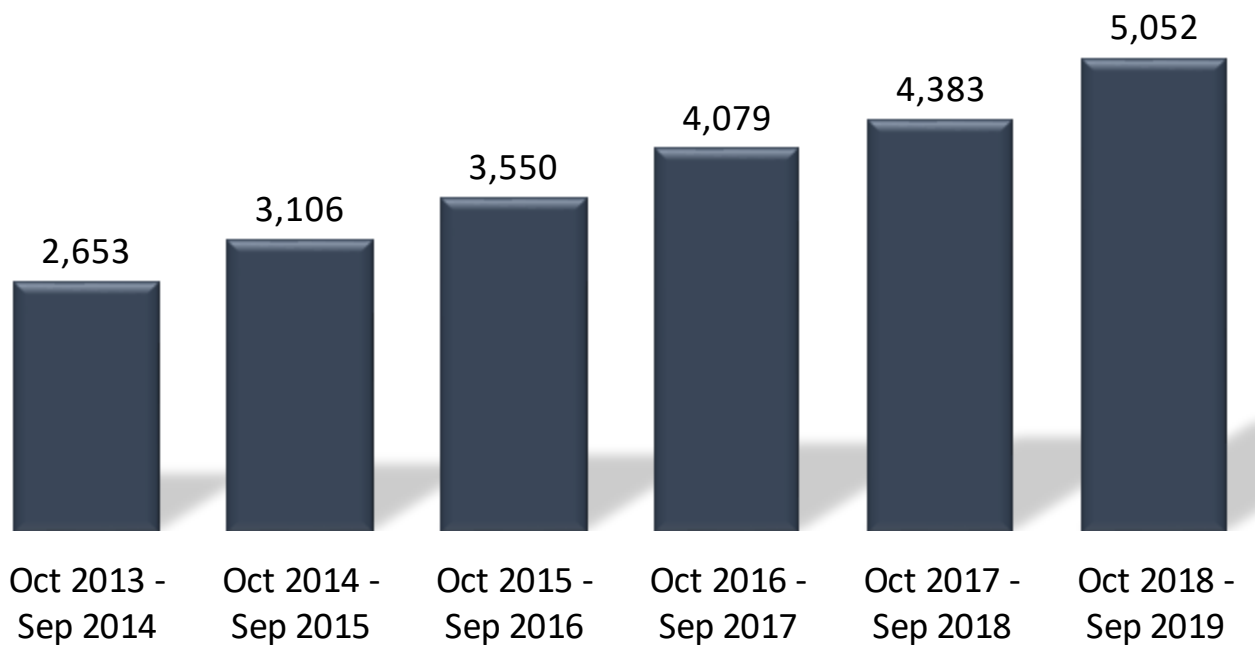
## Median Sales Price by Quarter



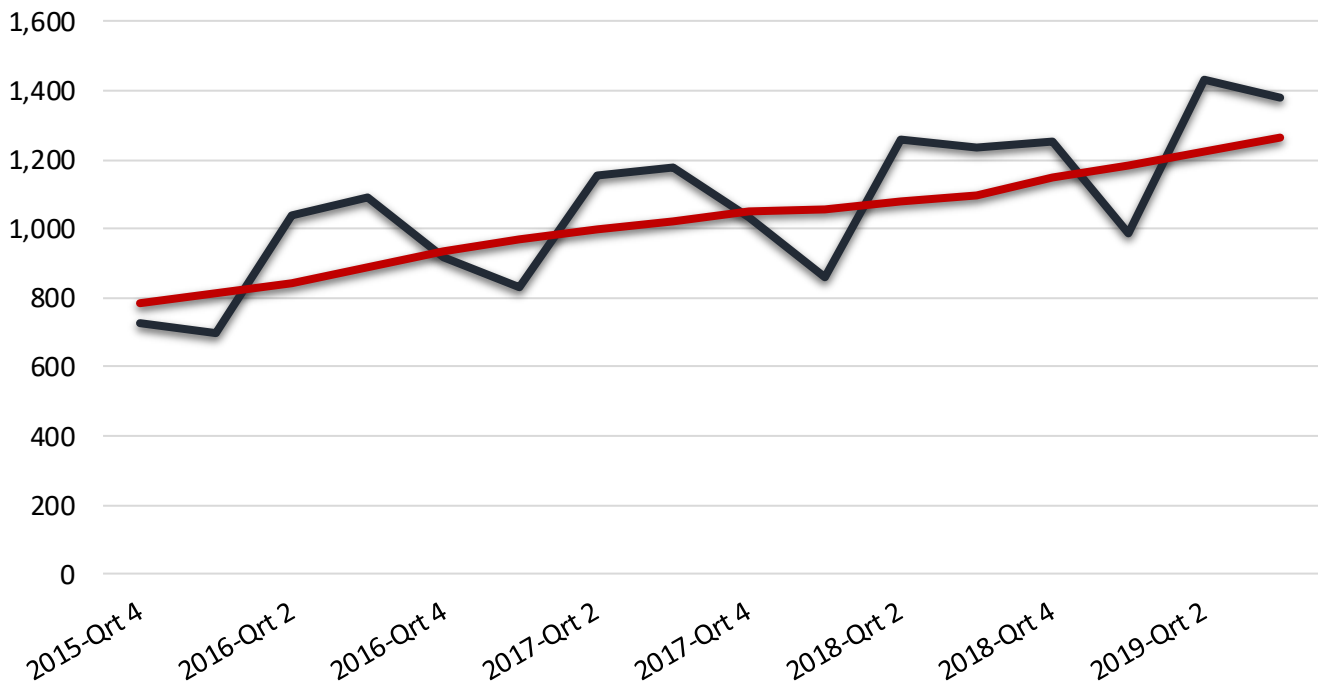
## 3rd Qtr Year over Year Median Sales Price



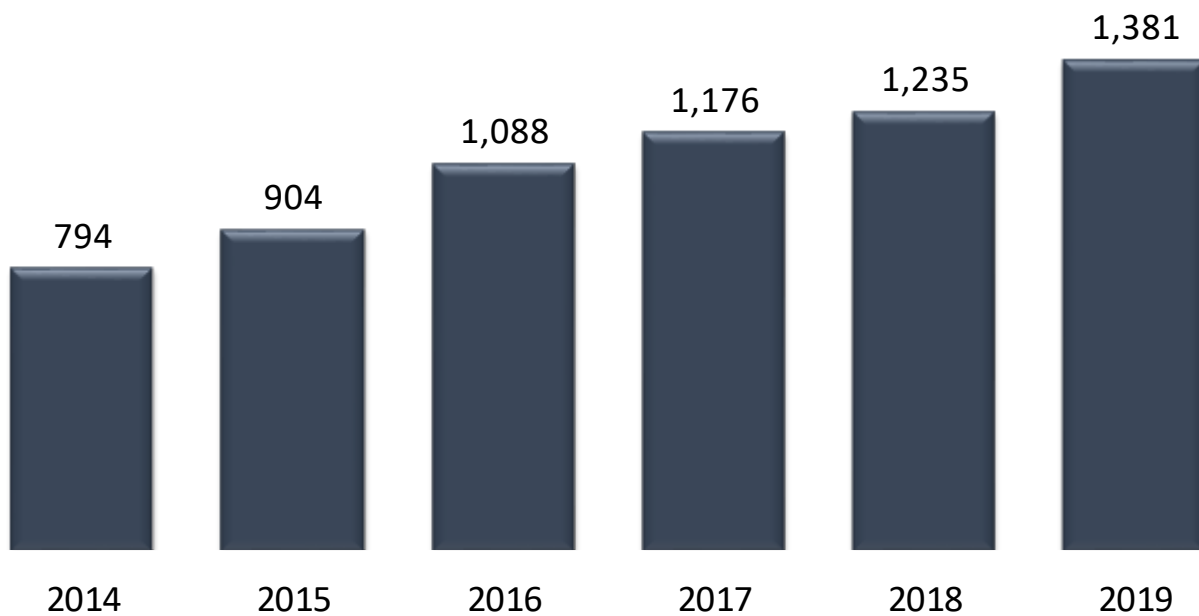
## Annual Sales Volume



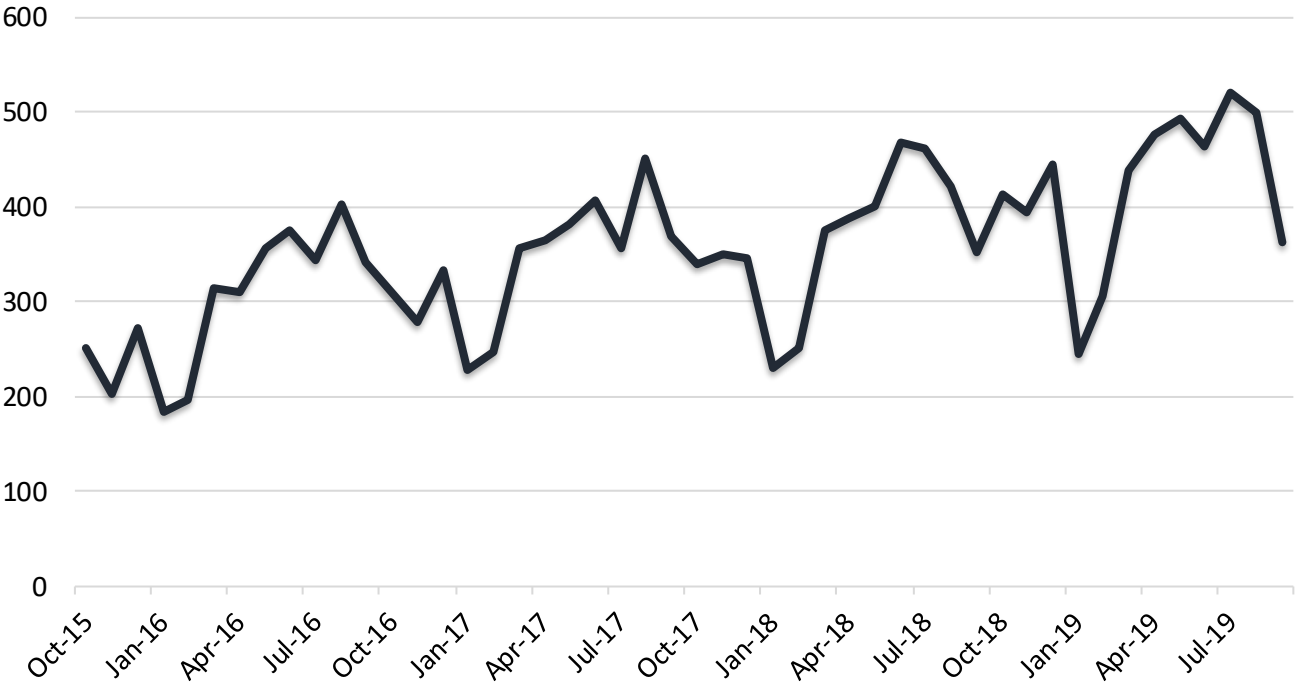
## Sales Volume by Quarter



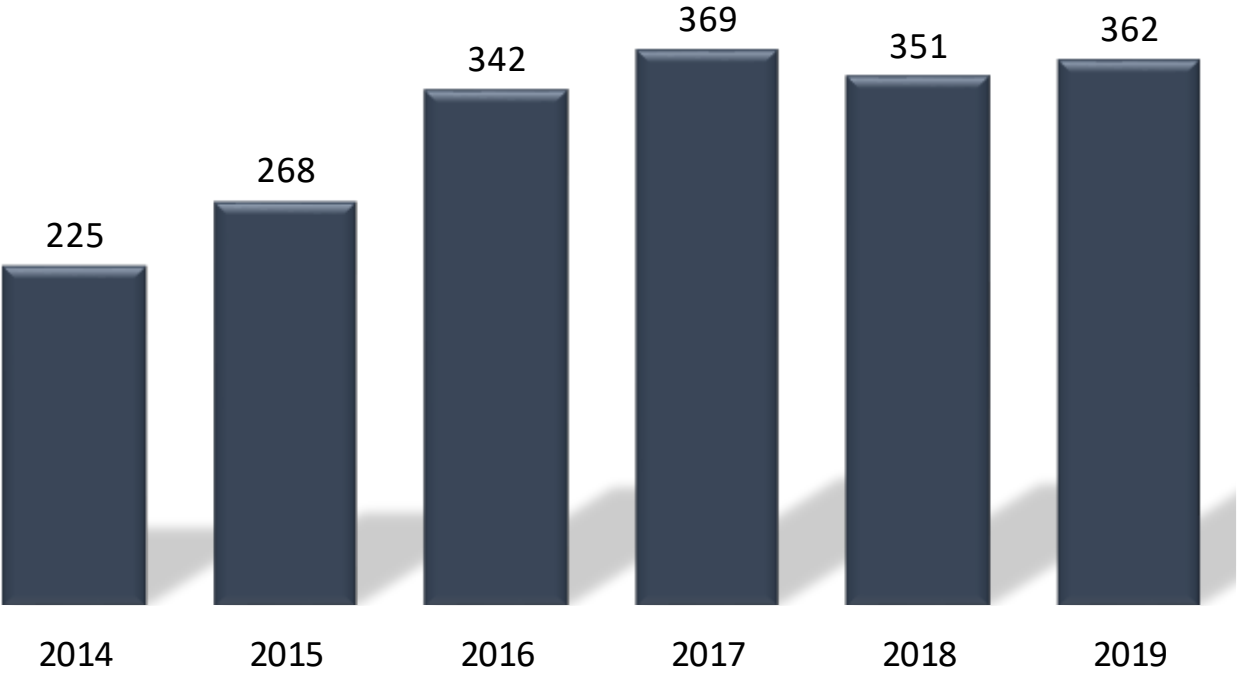
## 3rd Qtr Year over Year Sales Volume



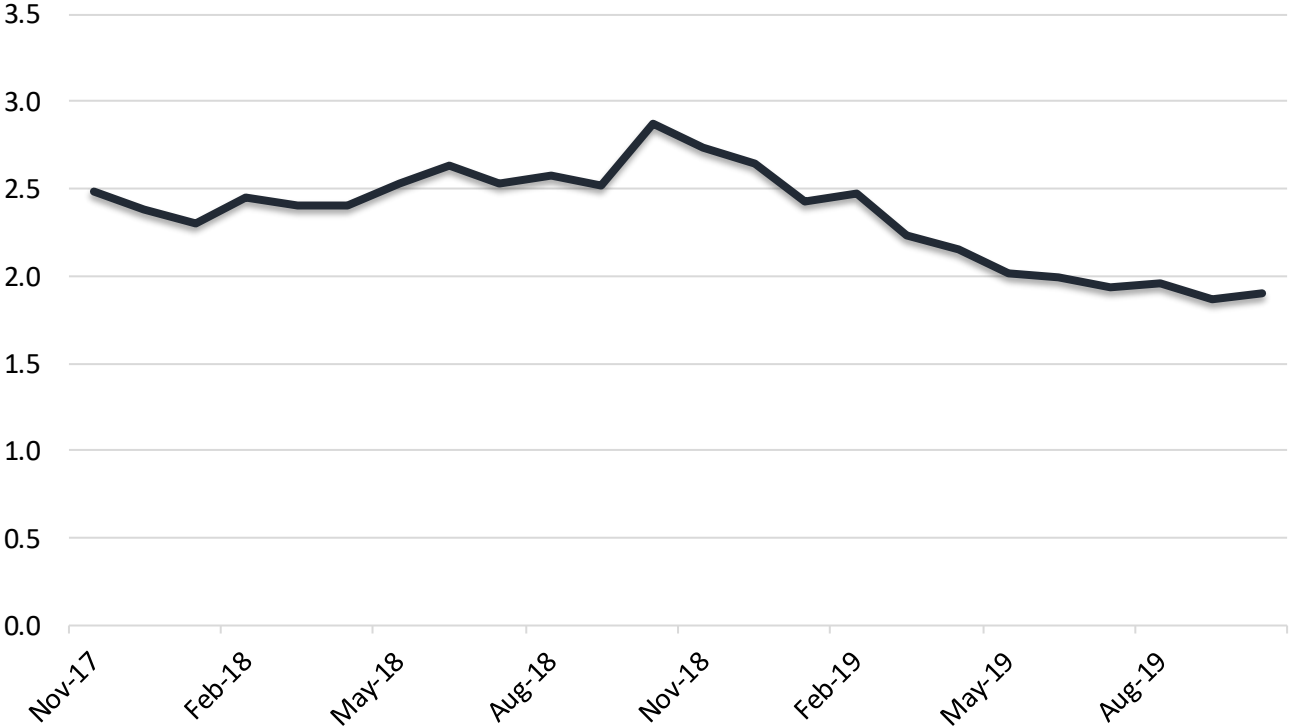
# Monthly Sales Volume



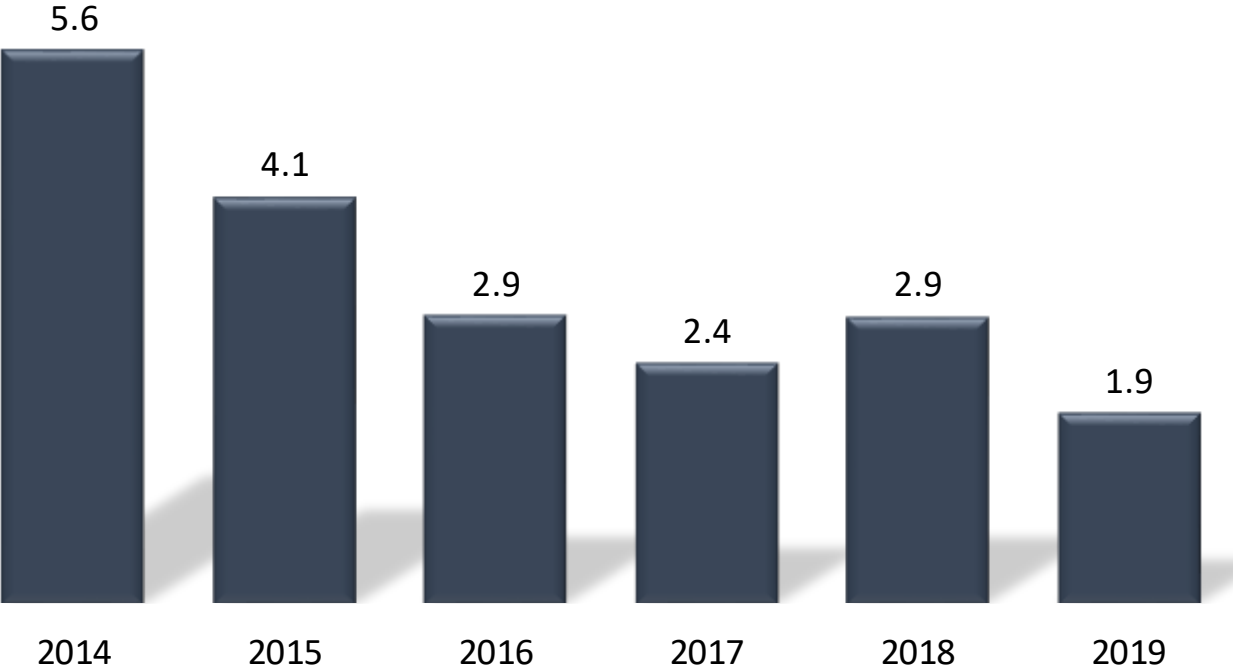
# September Year over Year Sales Volume



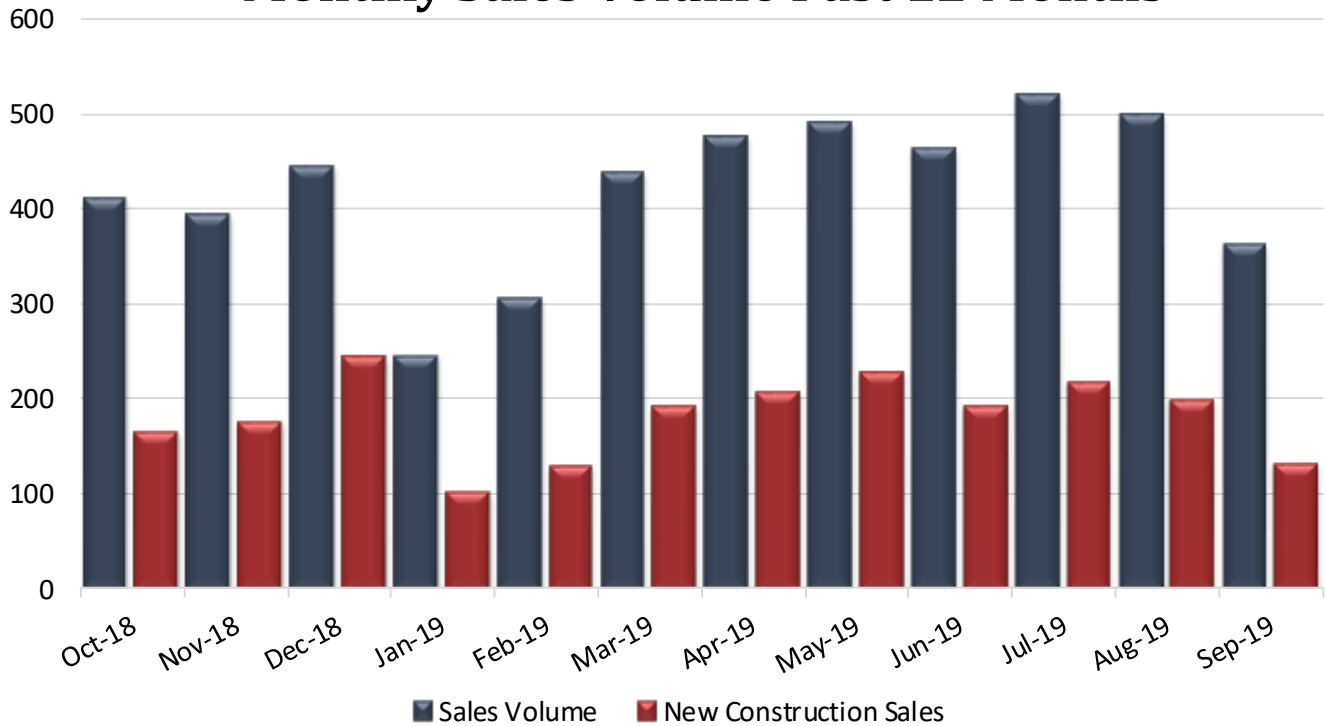
# Monthly Inventory Levels



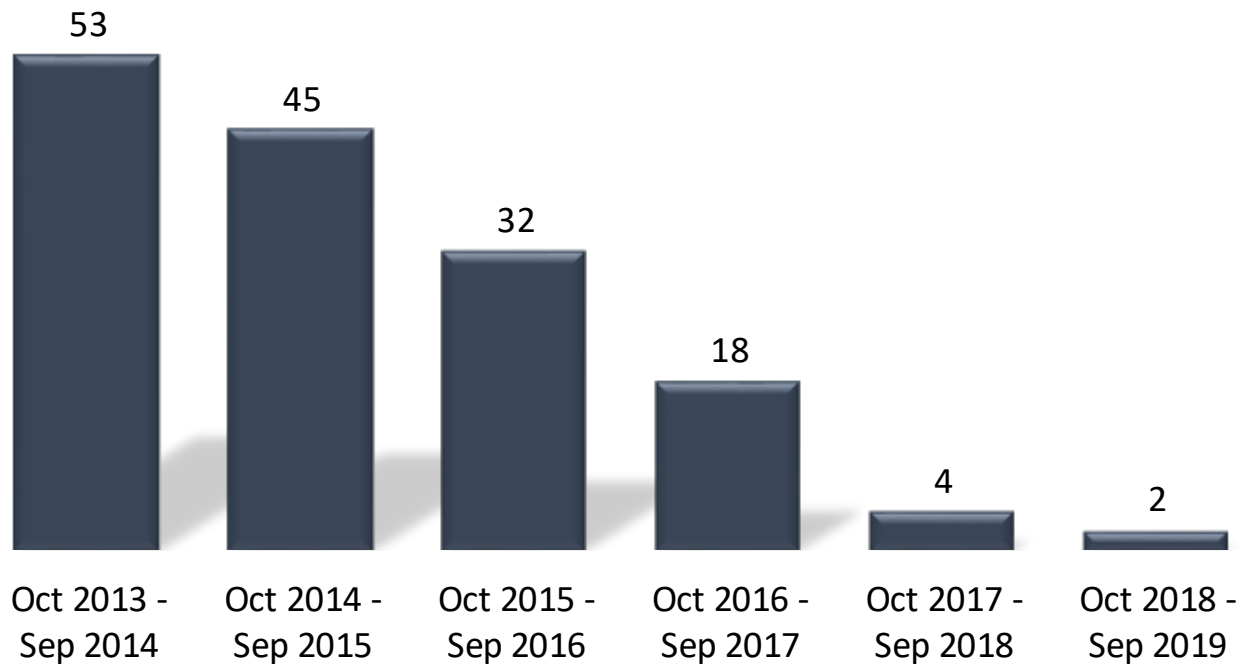
# October Year over Year Inventory



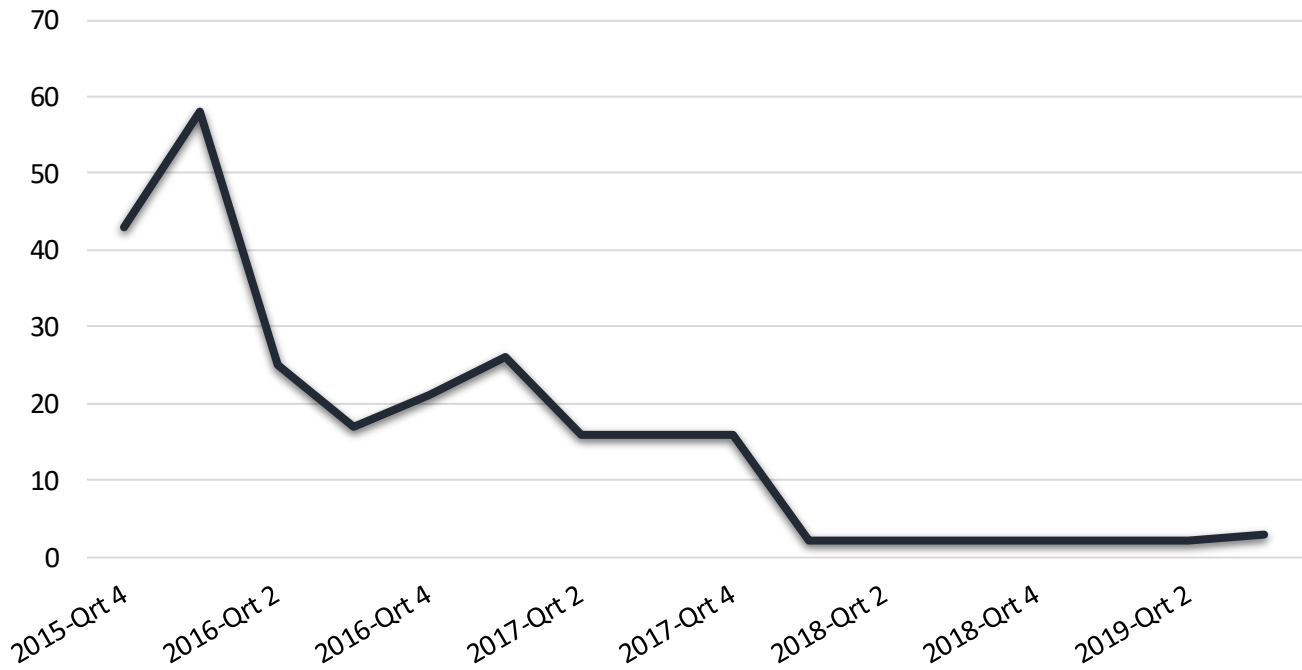
## Monthly Sales Volume Past 12 Months



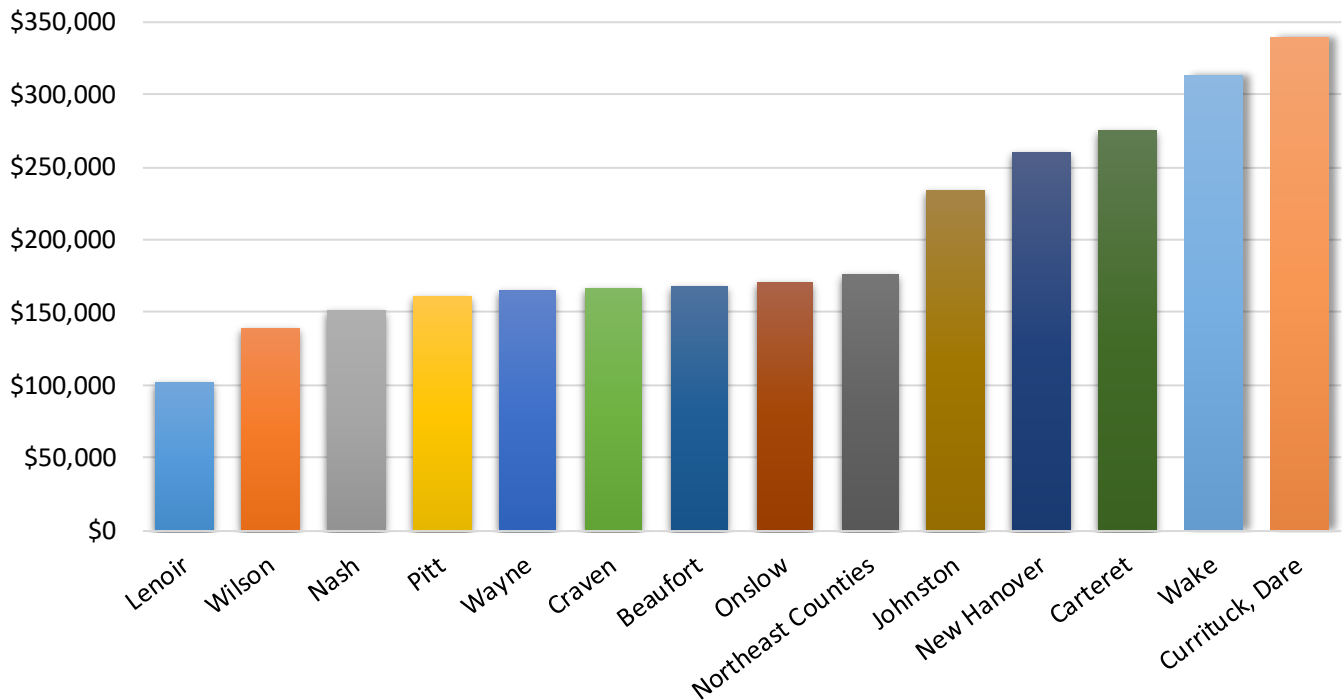
## Annual Median Days on the Market



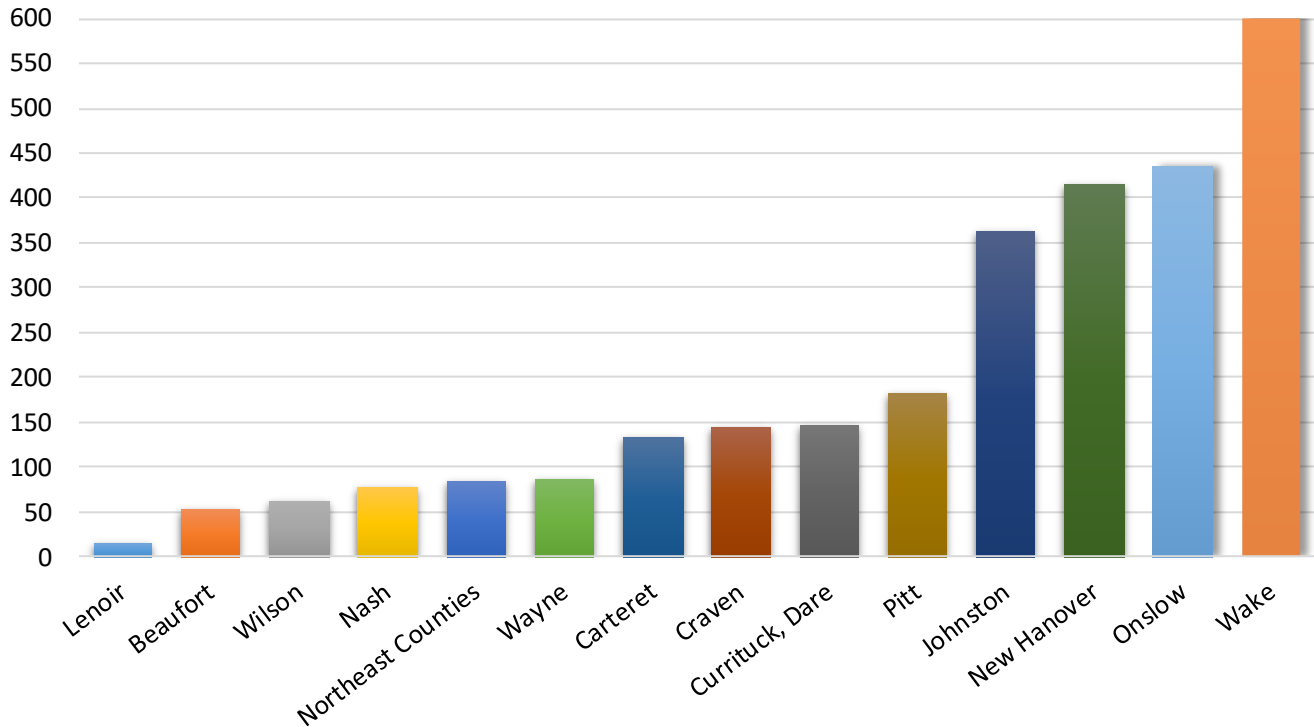
## Median Days on Market by Quarter



## Current Year Median Sales Price by County

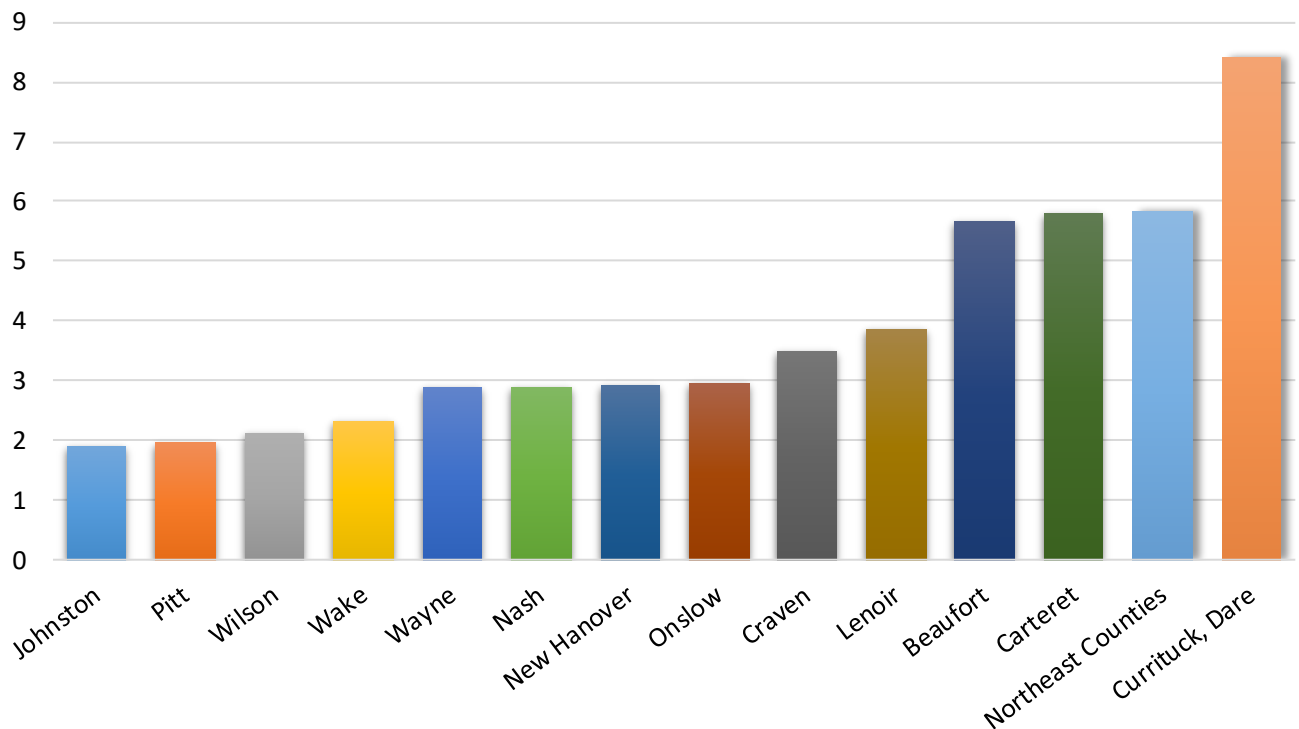


## Current Month Sales Volume by County



\*Wake County is off the chart at 1,638 sales

## Comparison of Inventory Levels by County (Months)



## New Construction Inventory Levels by County (Months)

