

THE SHACKELFORD REPORT MAR 2020

Residential Real Estate Market Trends – Johnston County – March 2020



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.

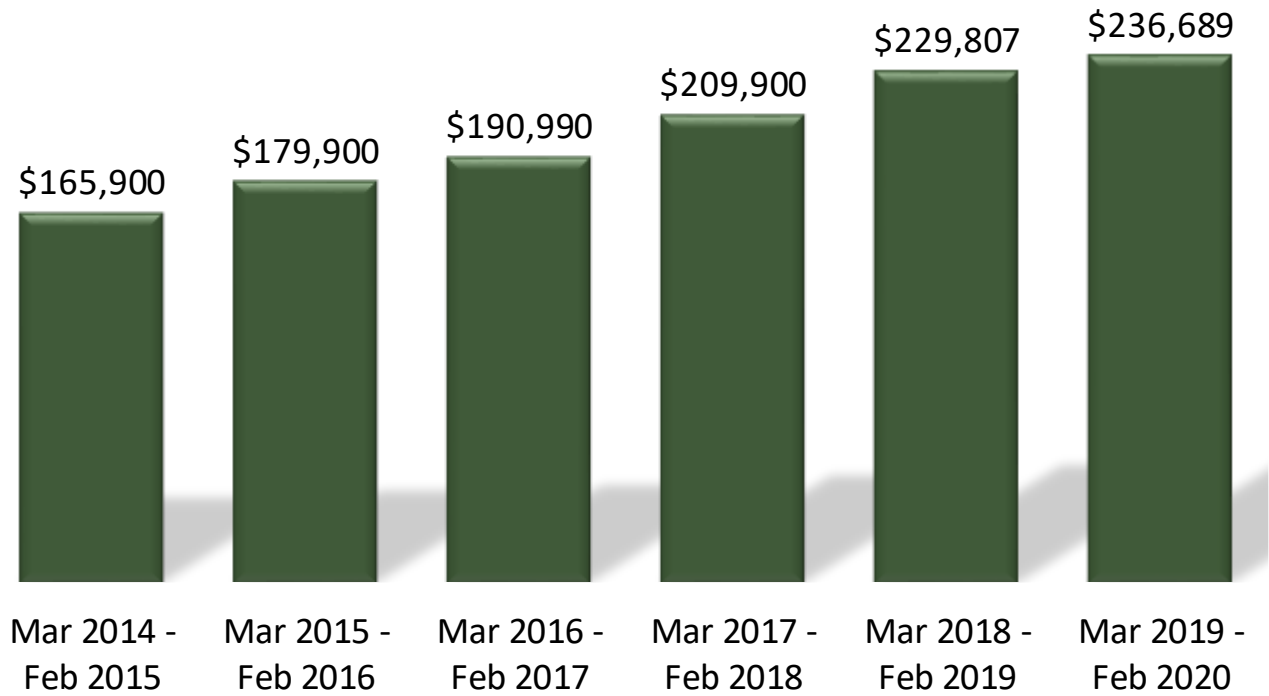
Highlights of the data include:

- 4th quarter sales volume decreased 3.4% from the 4th quarter of 2018.
- February sales volume was 13.8% higher than February 2019 levels.
- Pending sales at the beginning of March increased 17.5% over March 2019.
- There are 1.9 months of inventory currently on the market.
- There are 2.8 months of new construction inventory on the market.

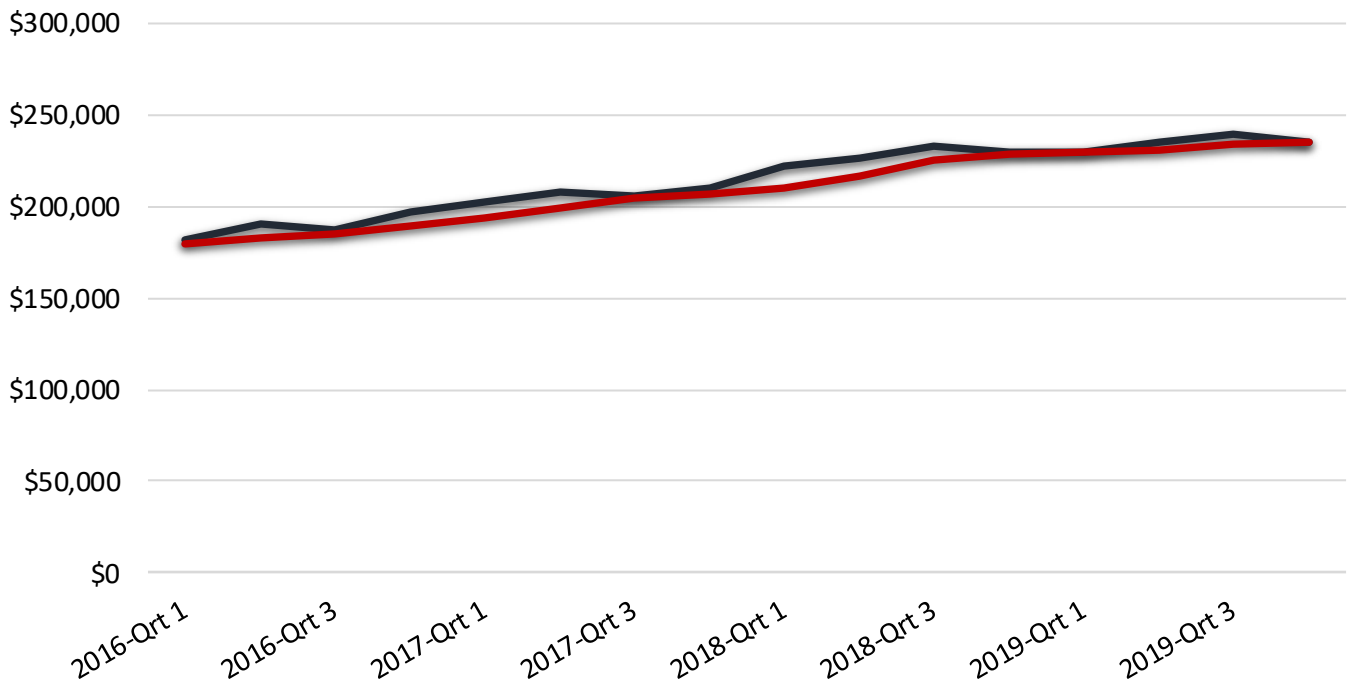
Annual Summary						
Date	Sales	Change	Sales Price	Change	DOM	Change
Mar 2014 - Feb 2015	2,801	12.6%	\$165,900	4.7%	55	1.9%
Mar 2015 - Feb 2016	3,189	13.9%	\$179,900	8.4%	41	-25.5%
Mar 2016 - Feb 2017	3,841	20.4%	\$190,990	6.2%	24	-41.5%
Mar 2017 - Feb 2018	4,201	9.4%	\$209,900	9.9%	14	-41.7%
Mar 2018 - Feb 2019	4,667	11.1%	\$229,807	9.5%	2	-85.7%
Mar 2019 - Feb 2020	5,125	9.8%	\$236,689	3.0%	2	0.0%
Current Active Listings: 795 Months of Inventory: 1.9						

Quarterly Summary								
Date	Sales	Change	Sales Price	Change	4Qrt Med	Change	DOM	Change
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	989	-20.9%	\$229,900	0.1%	\$229,900	0.4%	2	0.0%
2019-Qrt 2	1,437	45.3%	\$234,800	2.1%	\$231,362	0.6%	2	0.0%
2019-Qrt 3	1,388	-3.4%	\$240,000	2.2%	\$234,000	1.1%	3	50.0%
2019-Qrt 4	1,209	-12.9%	\$235,000	-2.1%	\$235,000	0.4%	2	-33.3%

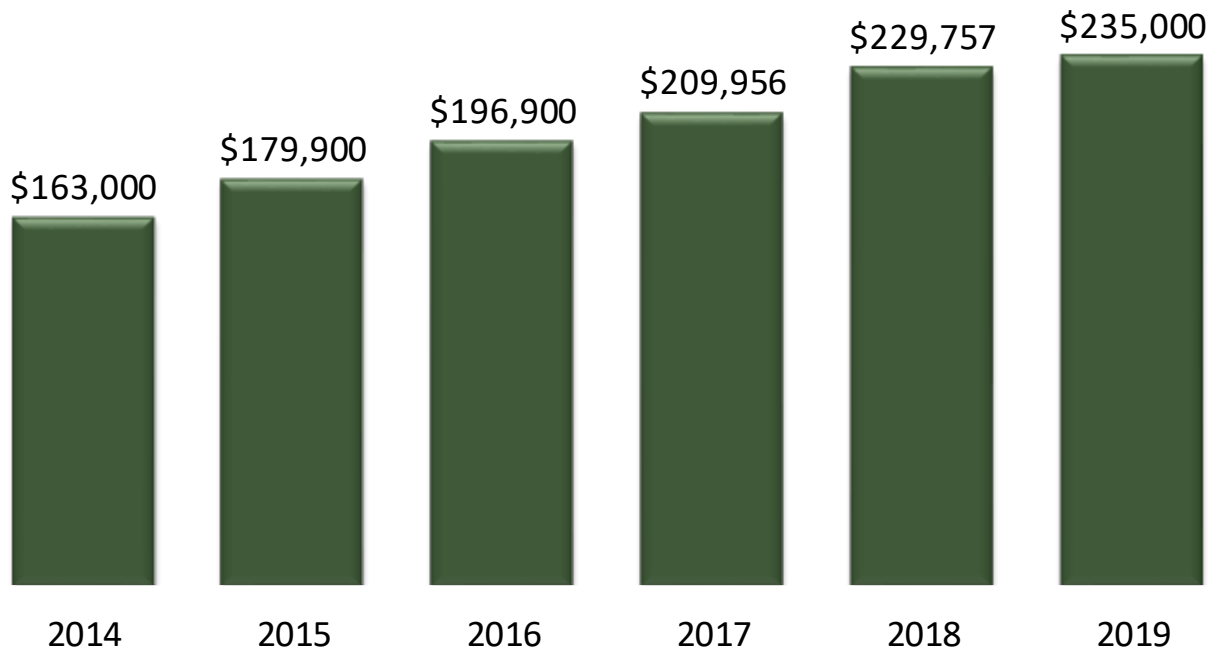
Annual Median Sales Price



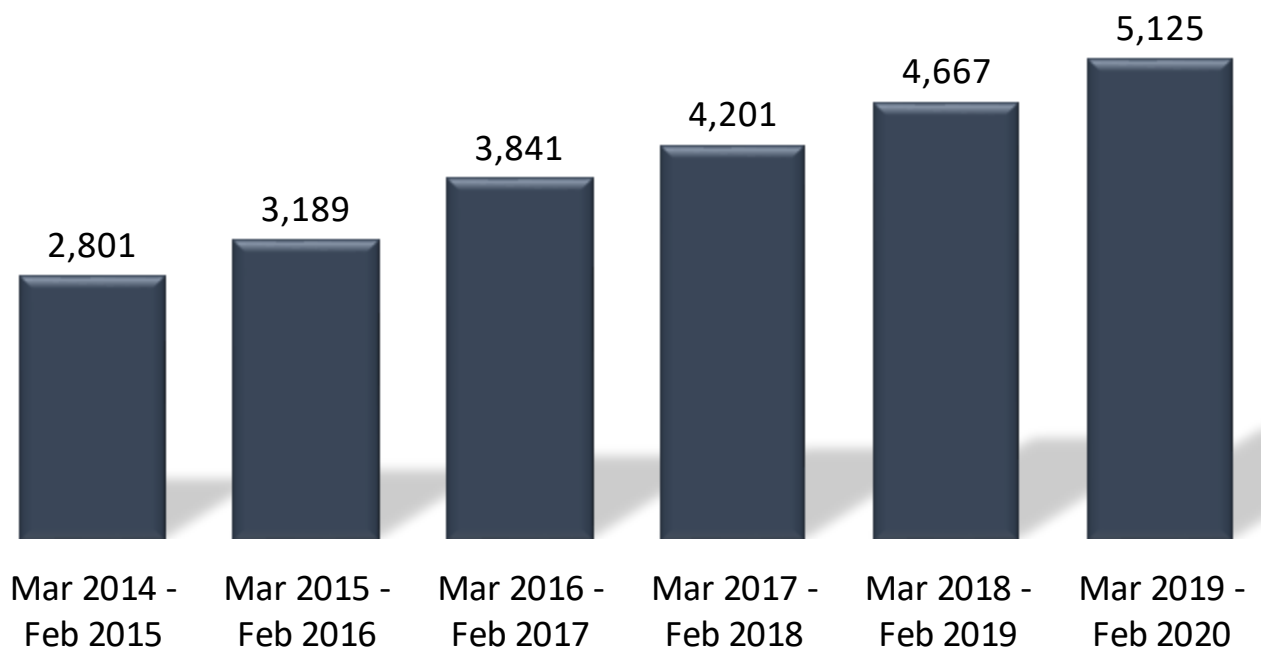
Median Sales Price by Quarter



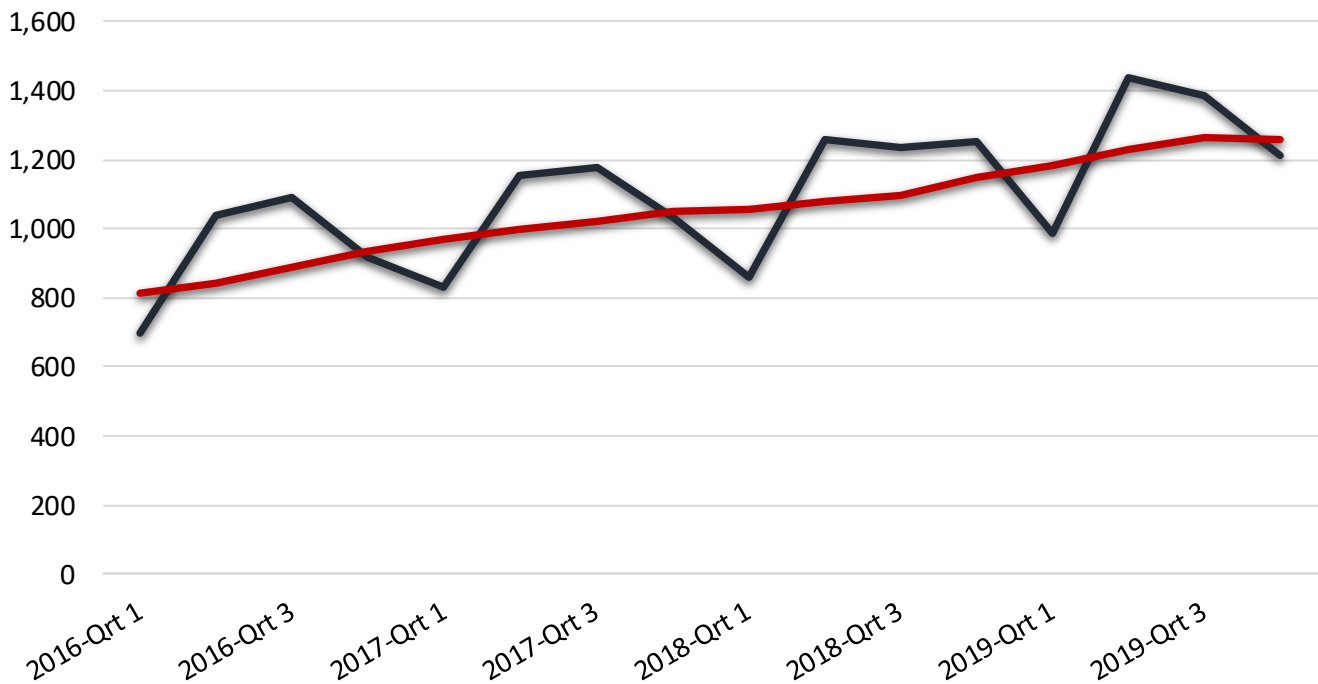
4th Qtr Year over Year Median Sales Price



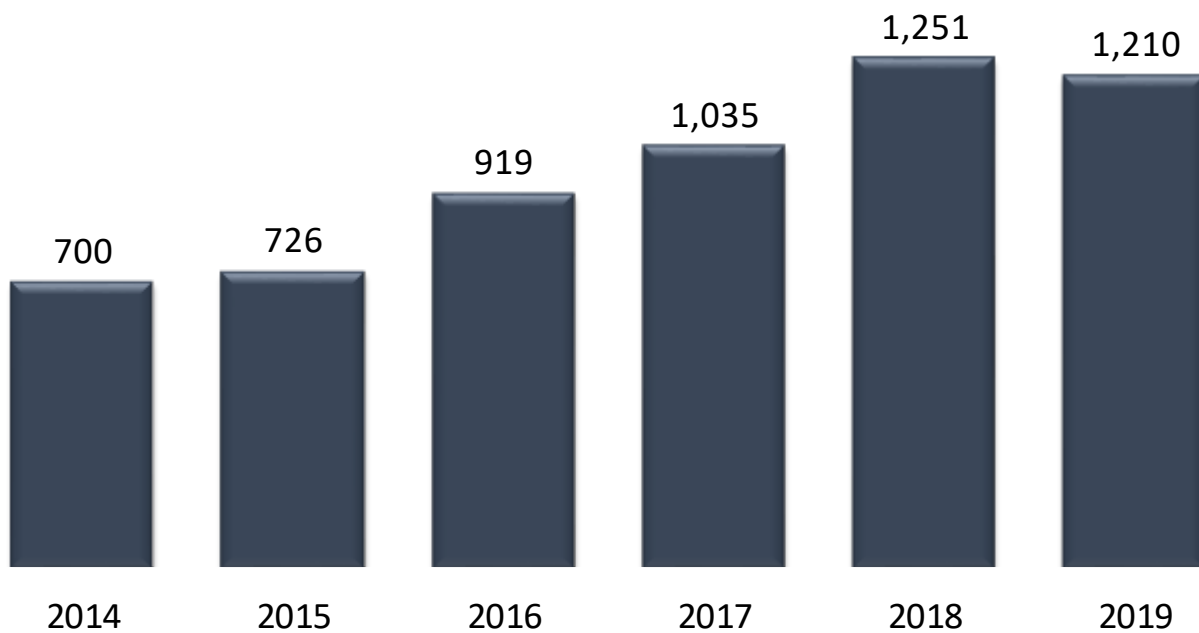
Annual Sales Volume



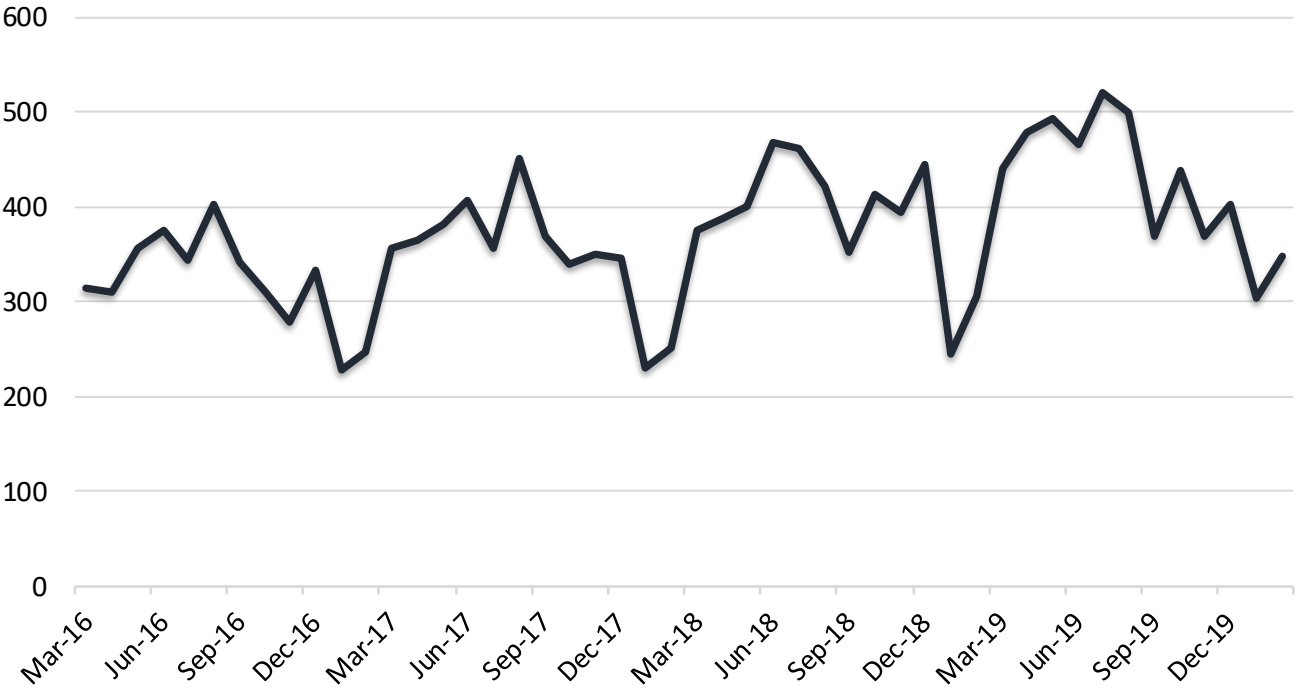
Sales Volume by Quarter



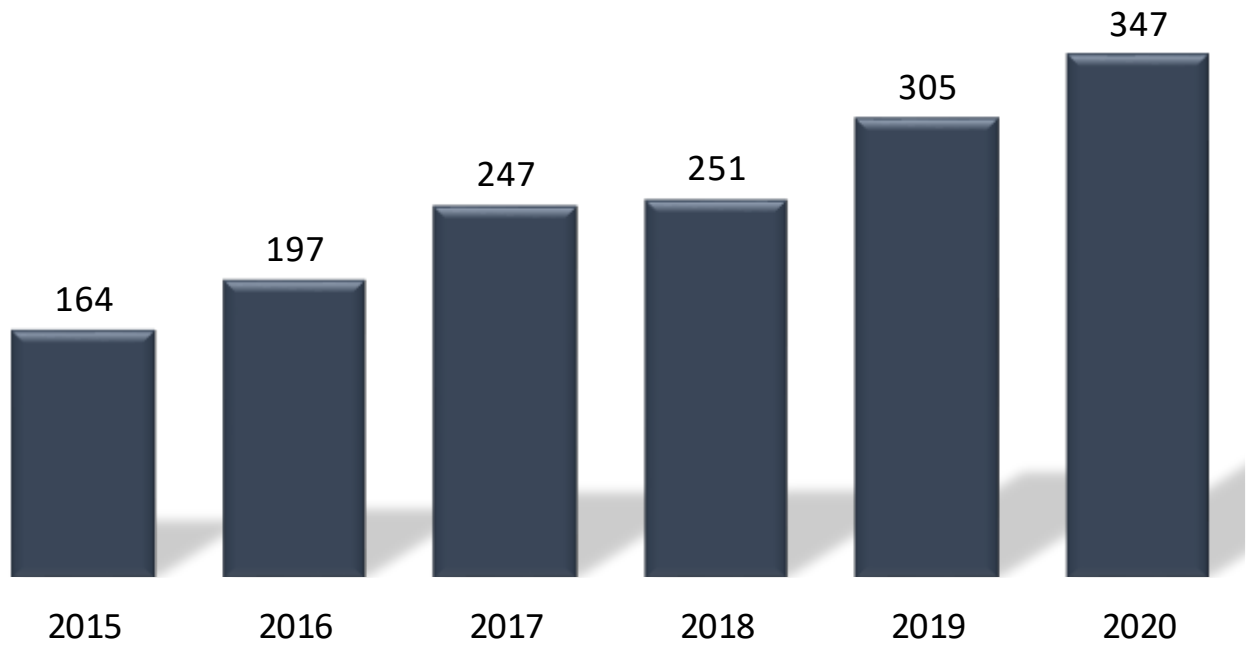
4th Qtr Year over Year Sales Volume



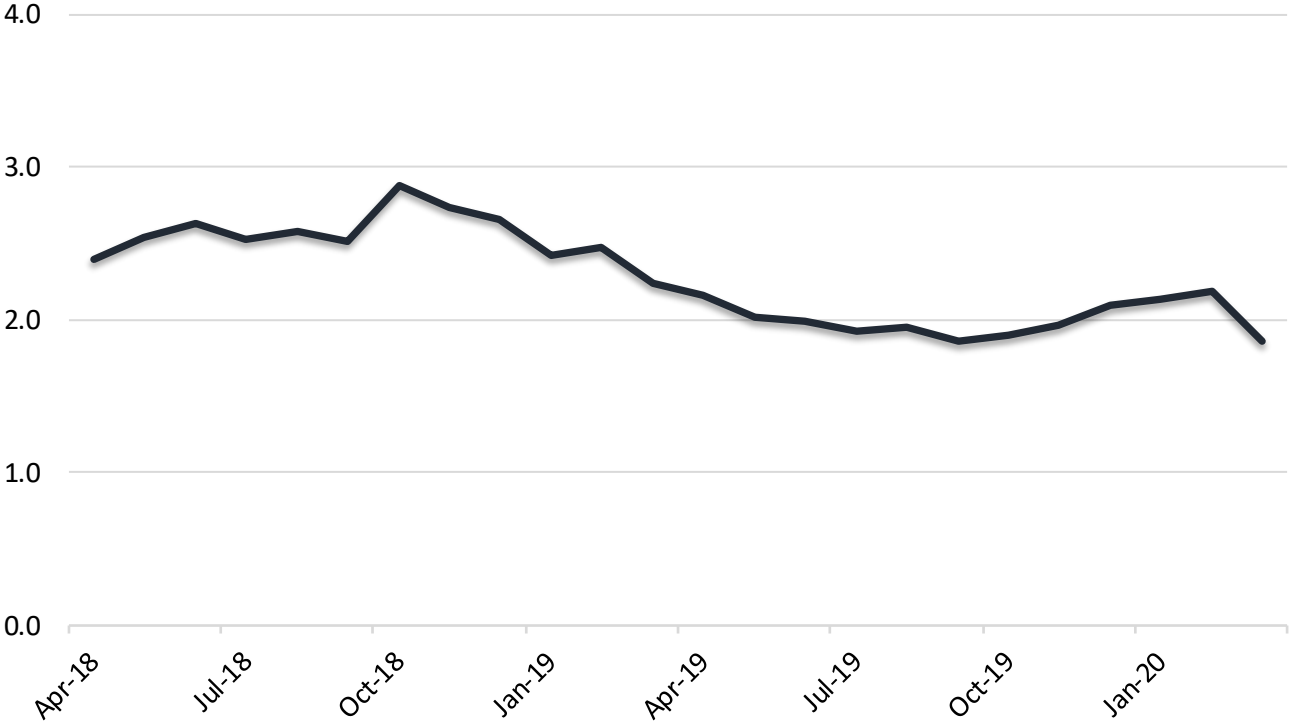
Monthly Sales Volume



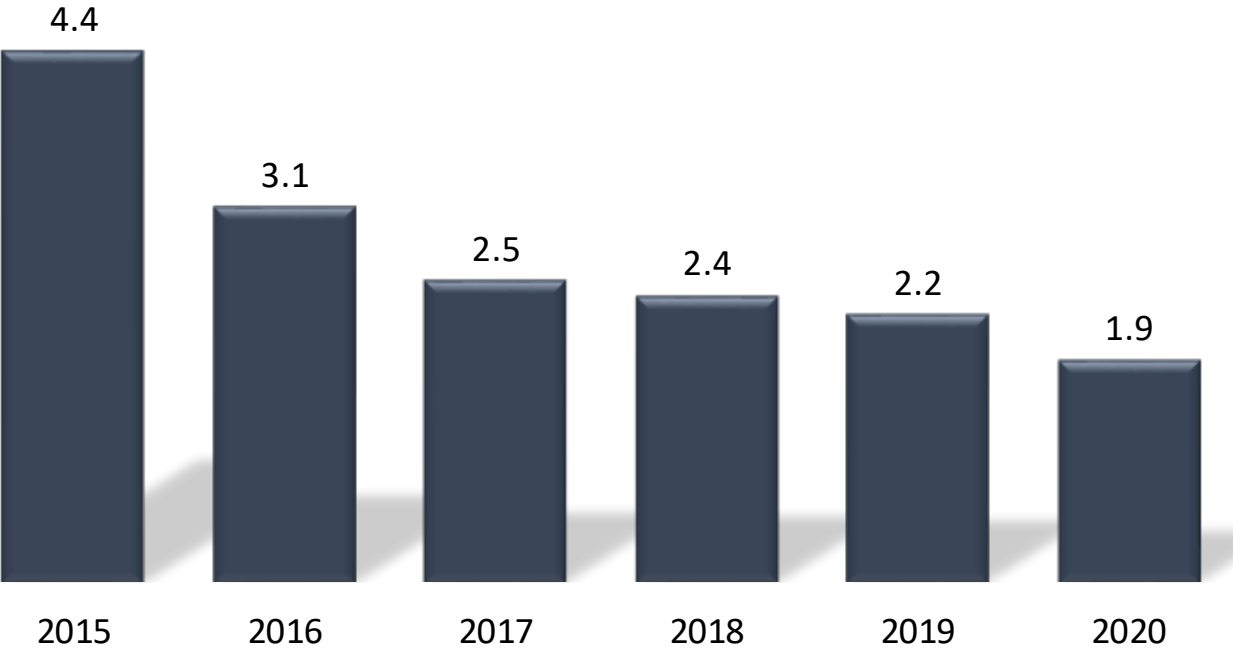
February Year over Year Sales Volume



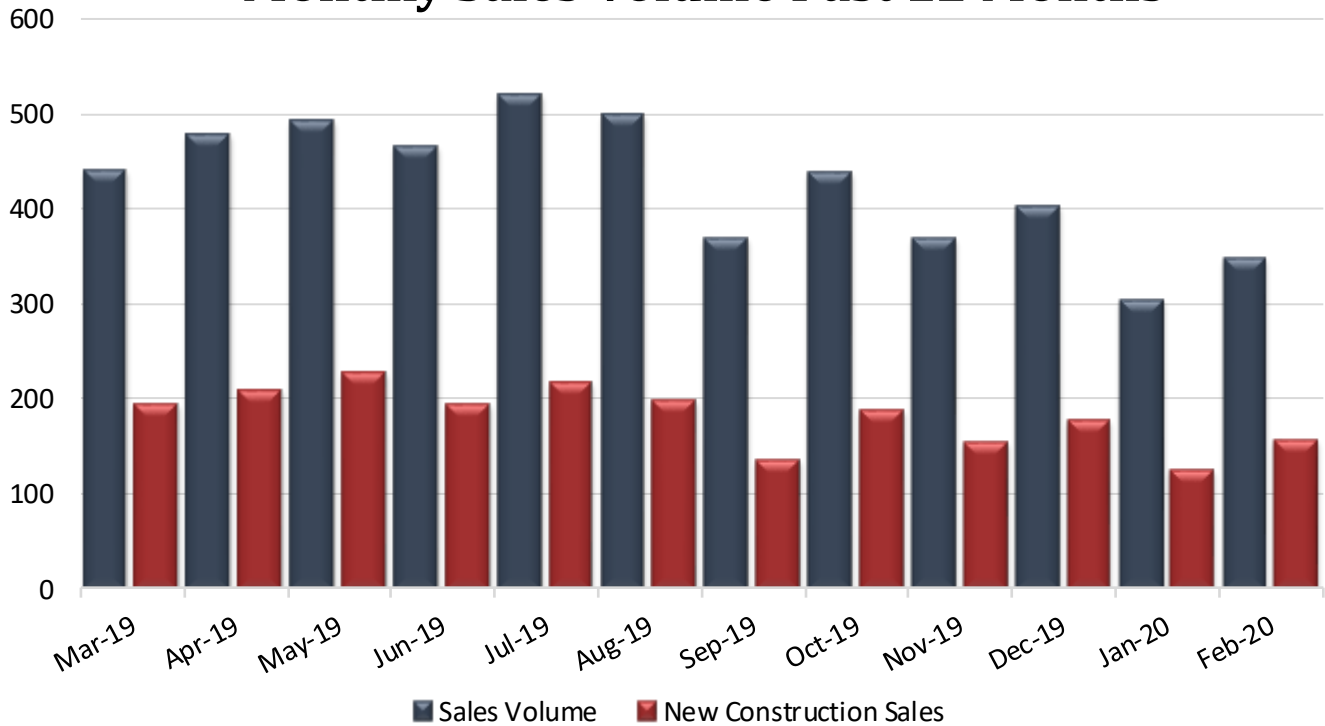
Monthly Inventory Levels



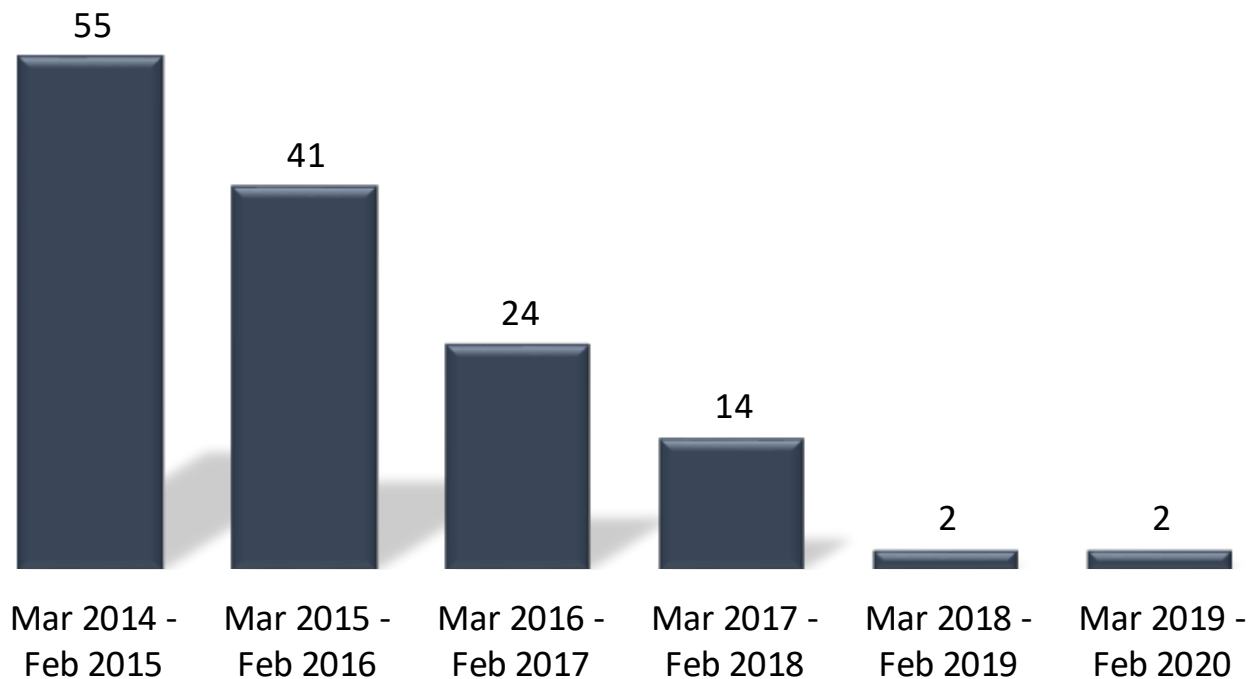
March Year over Year Inventory



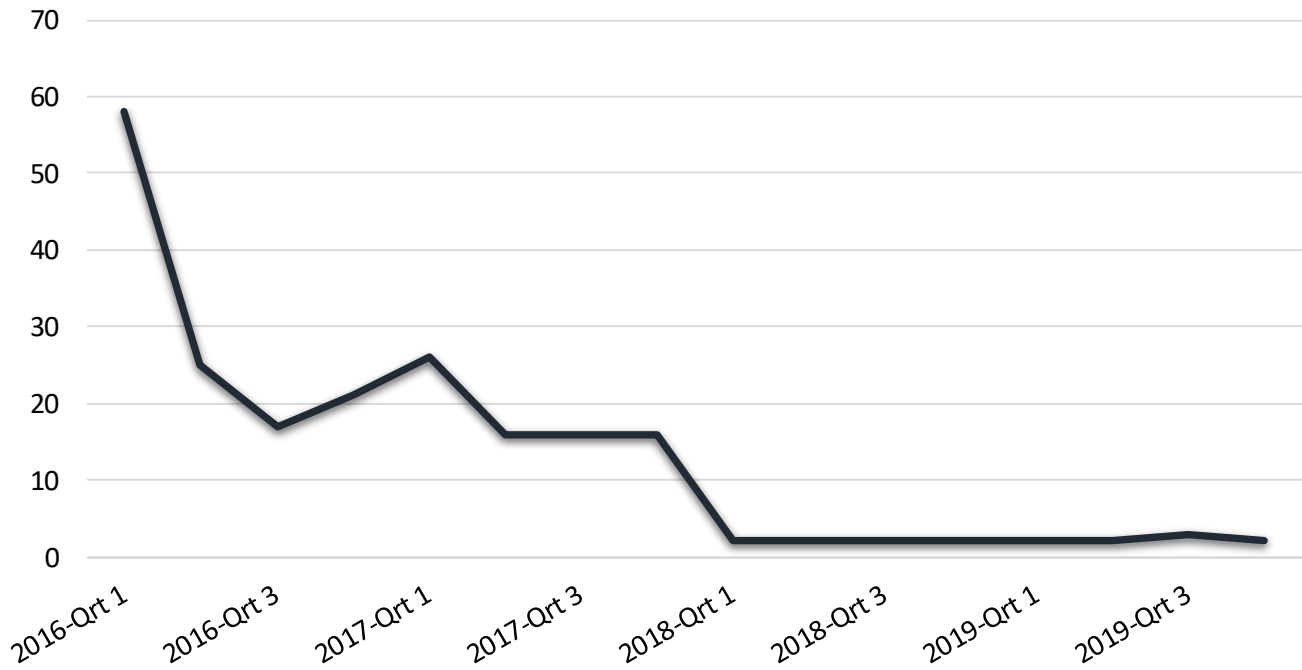
Monthly Sales Volume Past 12 Months



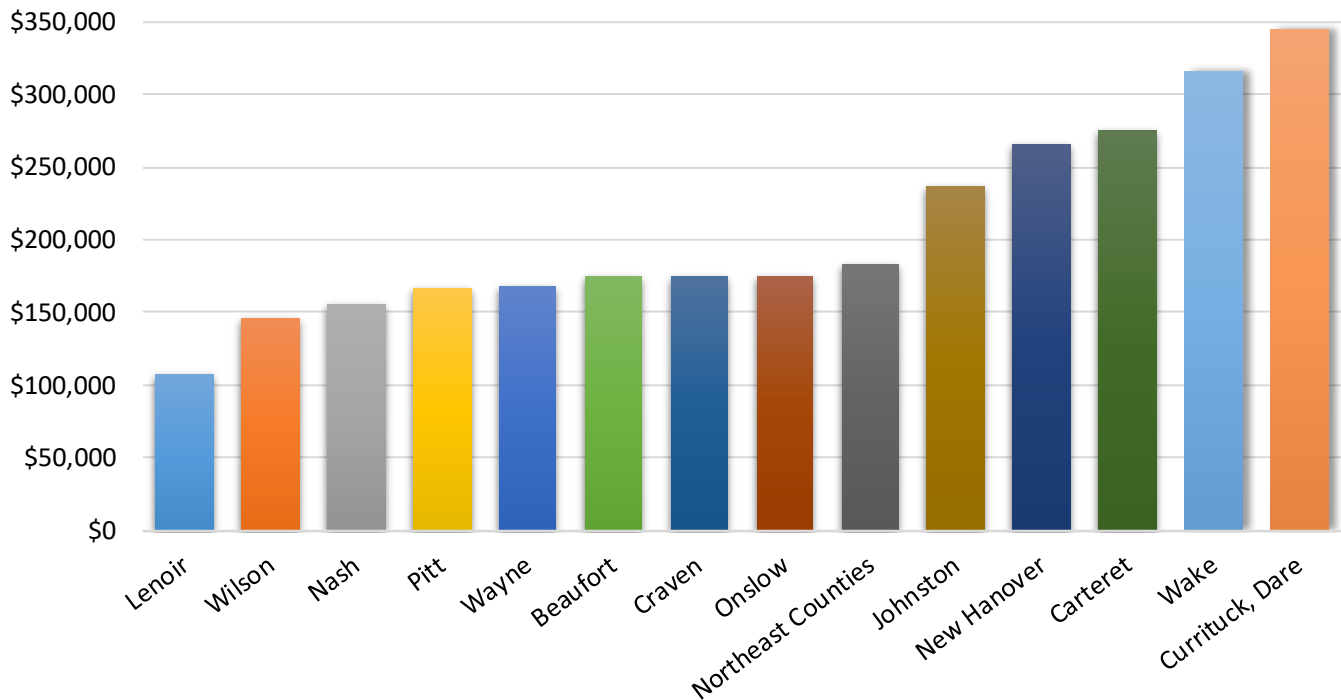
Annual Median Days on the Market



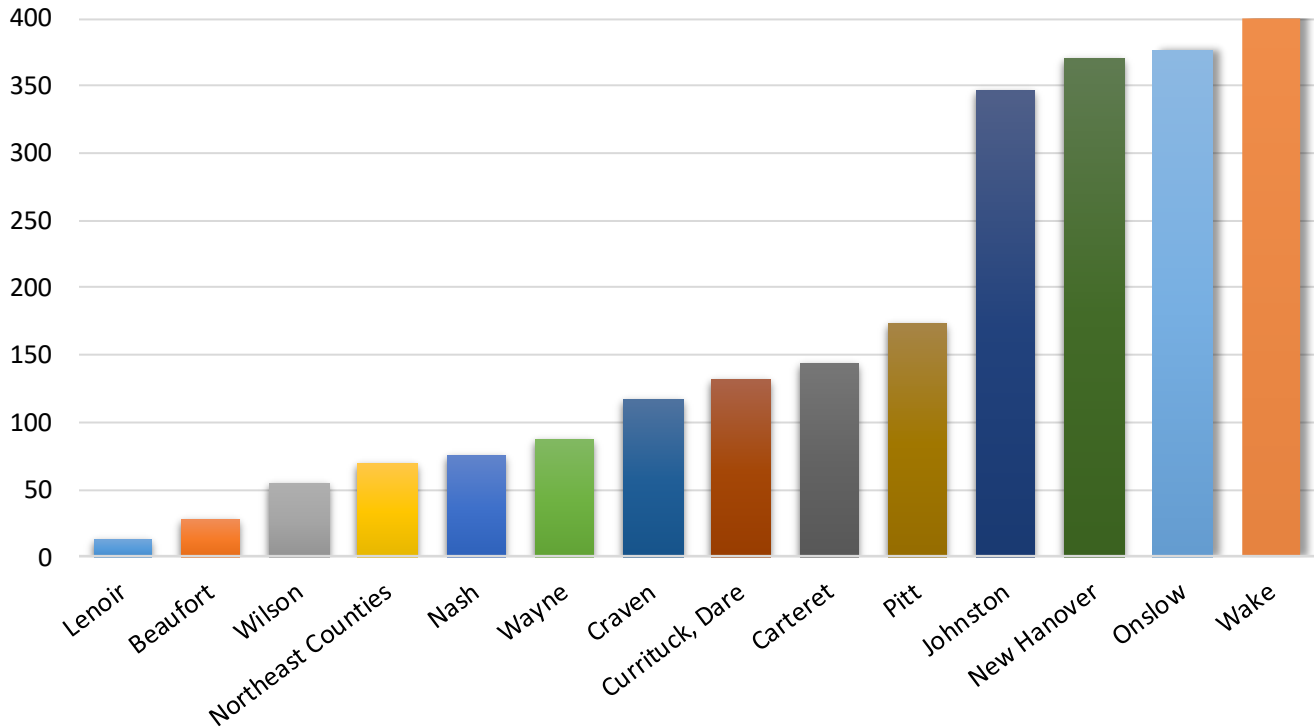
Median Days on Market by Quarter



Current Year Median Sales Price by County

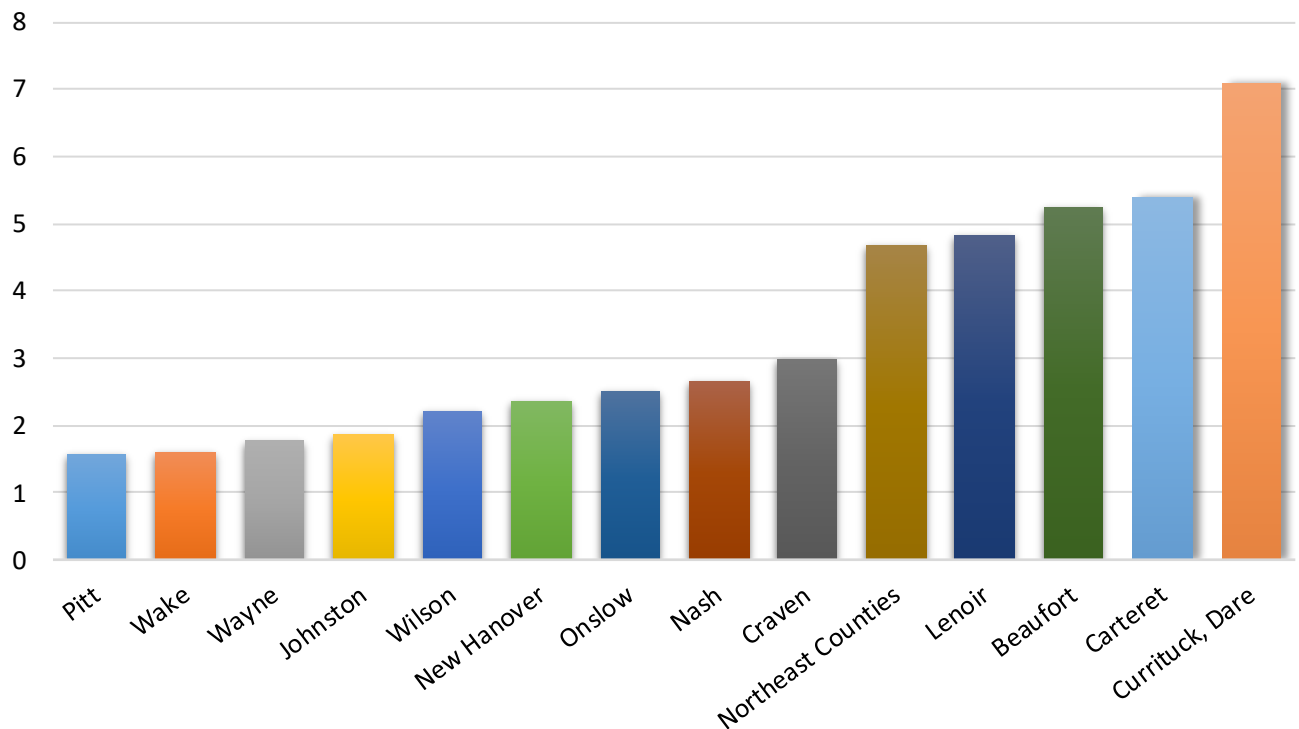


Current Month Sales Volume by County



*Wake County is off the chart at 1,510 sales

Comparison of Inventory Levels by County (Months)



New Construction Inventory Levels by County (Months)

