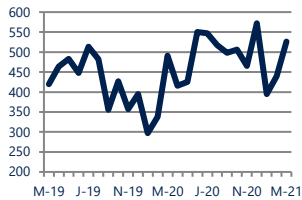


**Focus On: Johnston County Housing Market**

March 2021

**Units Sold**

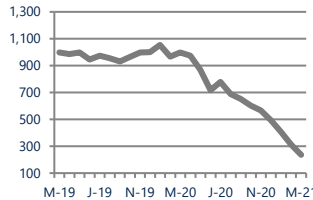
526



**Up 7%**  
Vs. Year Ago

**Active Inventory**

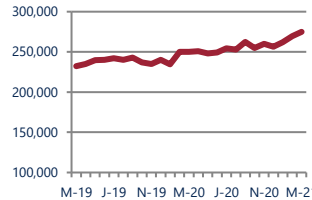
236



**Down -76%**  
Vs. Year Ago

**Median Sale Price**

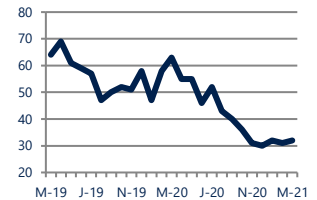
\$274,900



**Up 10%**  
Vs. Year Ago

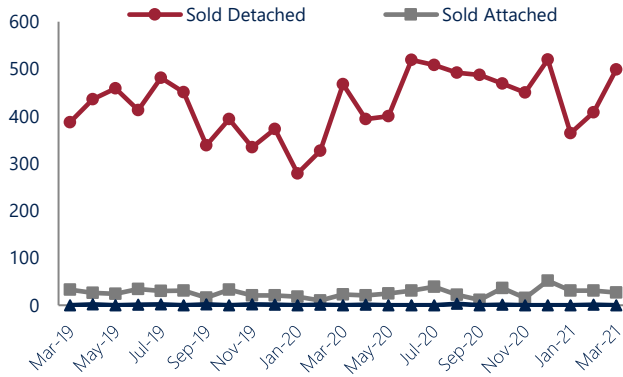
**Days On Market**

32



**Down -49%**  
Vs. Year Ago

**Units Sold\***



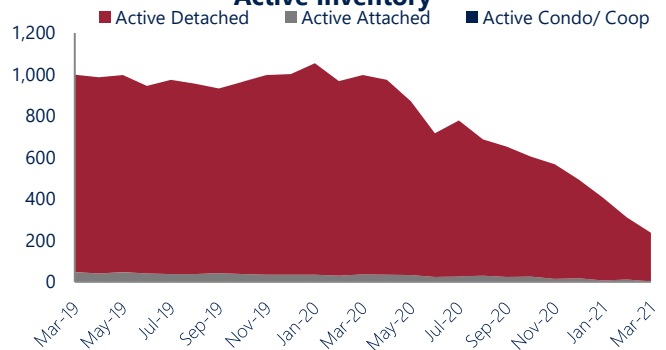
**Units Sold**

There was an increase in total units sold in March, with 526 sold this month in Johnston County versus 440 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 7% versus March 2020.

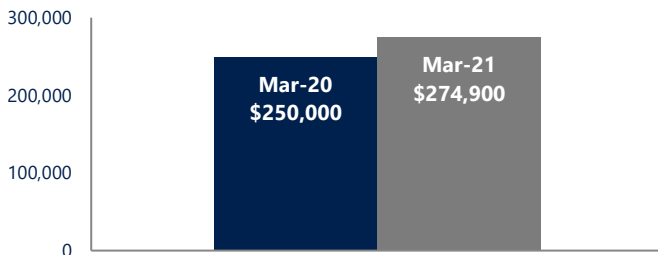
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 761 units or 76%. The total number of active inventory this March was 236 compared to 997 in March 2020. This month's total of 236 is lower than the previous month's total supply of available inventory of 311, a decrease of 24%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

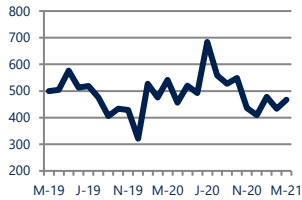
Last March, the median sale price for Johnston County Homes was \$250,000. This March, the median sale price was \$274,900, an increase of 10% or \$24,900 compared to last year. The current median sold price is 2% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

**Focus On: Johnston County Housing Market**

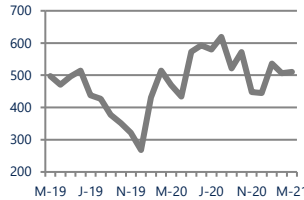
March 2021

**New Listings**  
467



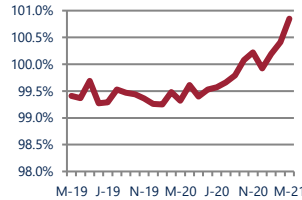
**Down -14%**  
Vs. Year Ago

**Current Contracts**  
510



**Up 9%**  
Vs. Year Ago

**Sold Vs. List Price**  
100.9%



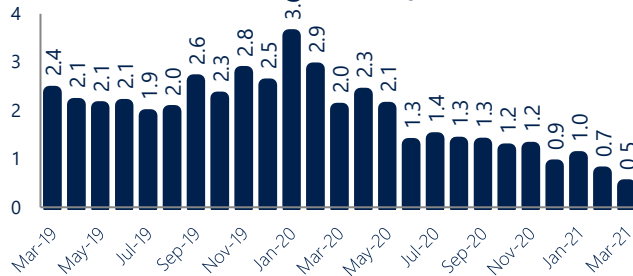
**Up 1.5%**  
Vs. Year Ago

**Months of Supply**  
0.5



**Down -78%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

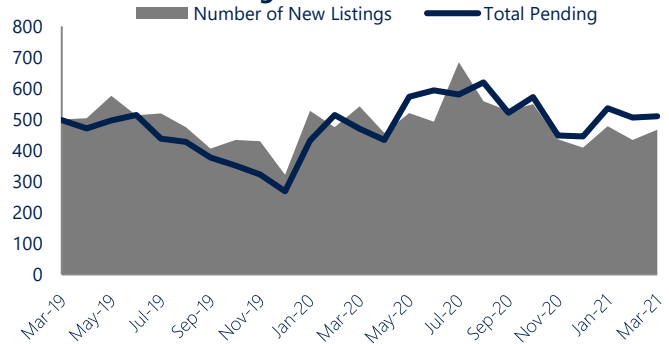
In March, there was 0.4 months of supply available in Johnston County, compared to 2.0 in March 2020. That is a decrease of 78% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

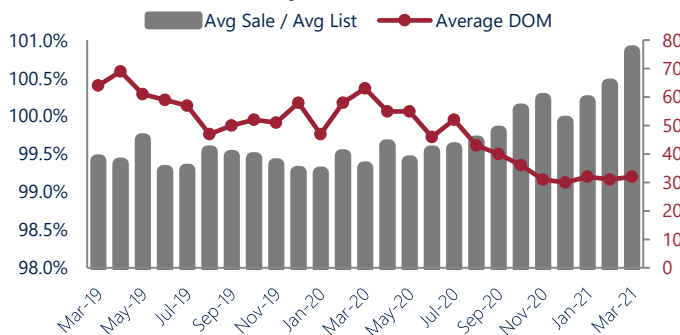
**New Listings & Current Contracts**

This month there were 467 homes newly listed for sale in Johnston County compared to 542 in March 2020, a decrease of 14%. There were 510 current contracts pending sale this March compared to 470 a year ago. The number of current contracts is 9% higher than last March.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In March, the average sale price in Johnston County was 100.9% of the average list price, which is 1.5% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 32, lower than the average last year, which was 63, a decrease of 49%.

Johnston County are defined as properties listed in zip code/s .

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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