

Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Hillsborough

- 32.1%

Change in
New Listings

- 41.3%

Change in
Closed Sales

+ 28.3%

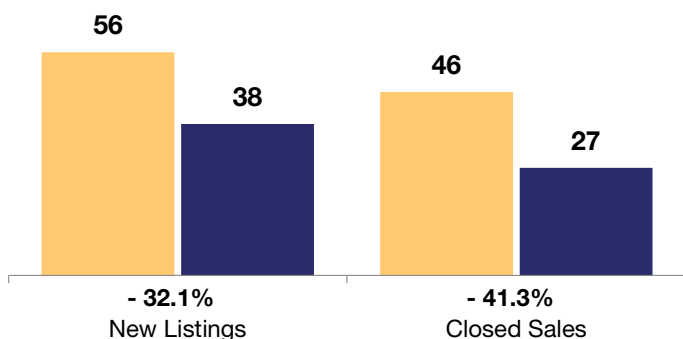
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	56	38	- 32.1%	131	91	- 30.5%
Closed Sales	46	27	- 41.3%	107	75	- 29.9%
Median Sales Price*	\$297,460	\$381,702	+ 28.3%	\$290,240	\$383,500	+ 32.1%
Average Sales Price*	\$339,558	\$380,022	+ 11.9%	\$327,916	\$428,156	+ 30.6%
Total Dollar Volume (in millions)*	\$15.6	\$10.3	- 34.3%	\$35.1	\$32.1	- 8.5%
Percent of Original List Price Received*	100.3%	102.2%	+ 1.9%	98.5%	100.3%	+ 1.8%
Percent of List Price Received*	100.8%	102.6%	+ 1.8%	99.6%	101.1%	+ 1.5%
Days on Market Until Sale**	35	37	+ 5.7%	47	42	- 10.6%
Inventory of Homes for Sale	104	29	- 72.1%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--

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

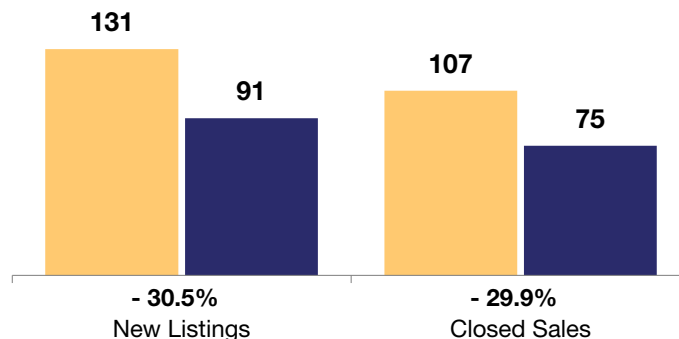
March

2020 2021

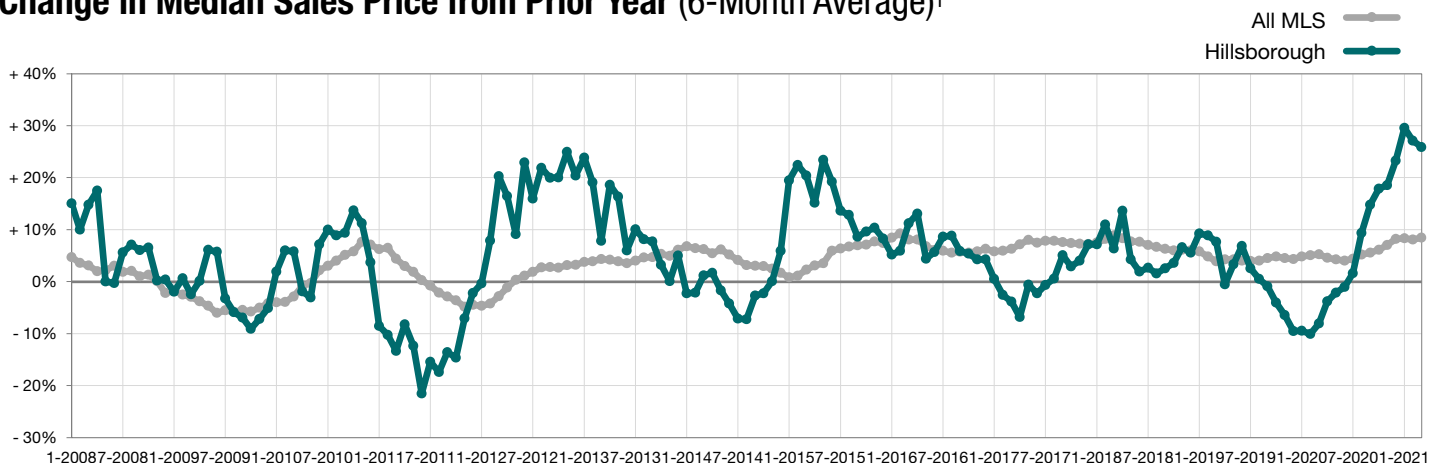


Year to Date

2020 2021



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