

# Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Hillsborough

**- 26.3%**

Change in  
New Listings

**- 22.2%**

Change in  
Closed Sales

**+ 25.4%**

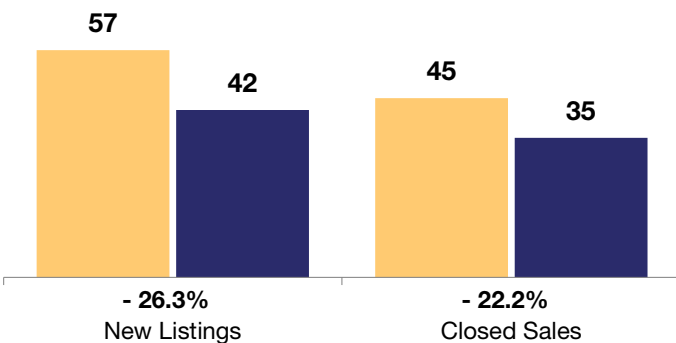
Change in  
Median Sales Price

	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	57	42	- 26.3%	434	485	+ 11.8%
Closed Sales	45	35	- 22.2%	401	393	- 2.0%
Median Sales Price*	\$322,000	<b>\$403,923</b>	+ 25.4%	\$306,000	<b>\$397,750</b>	+ 30.0%
Average Sales Price*	\$382,457	<b>\$450,091</b>	+ 17.7%	\$363,596	<b>\$422,155</b>	+ 16.1%
Total Dollar Volume (in millions)*	\$17.2	<b>\$15.3</b>	- 11.1%	\$145.8	<b>\$165.5</b>	+ 13.5%
Percent of Original List Price Received*	99.7%	<b>102.8%</b>	+ 3.1%	98.8%	<b>103.8%</b>	+ 5.1%
Percent of List Price Received*	100.3%	<b>102.9%</b>	+ 2.6%	99.5%	<b>103.8%</b>	+ 4.3%
Days on Market Until Sale**	33	<b>9</b>	- 72.7%	41	<b>18</b>	- 56.1%
Inventory of Homes for Sale	75	<b>34</b>	- 54.7%	--	--	--
Months Supply of Inventory	1.9	<b>0.8</b>	- 57.9%	--	--	--

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

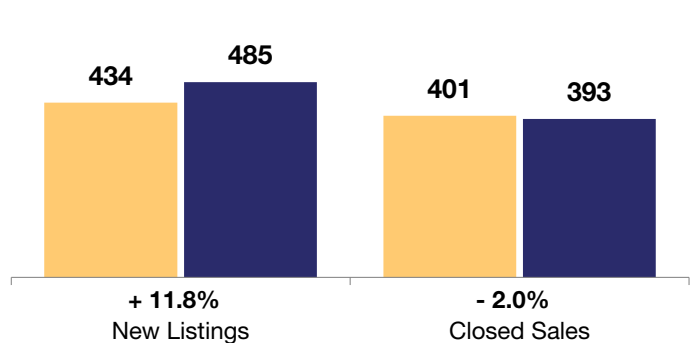
### October

2020 2021

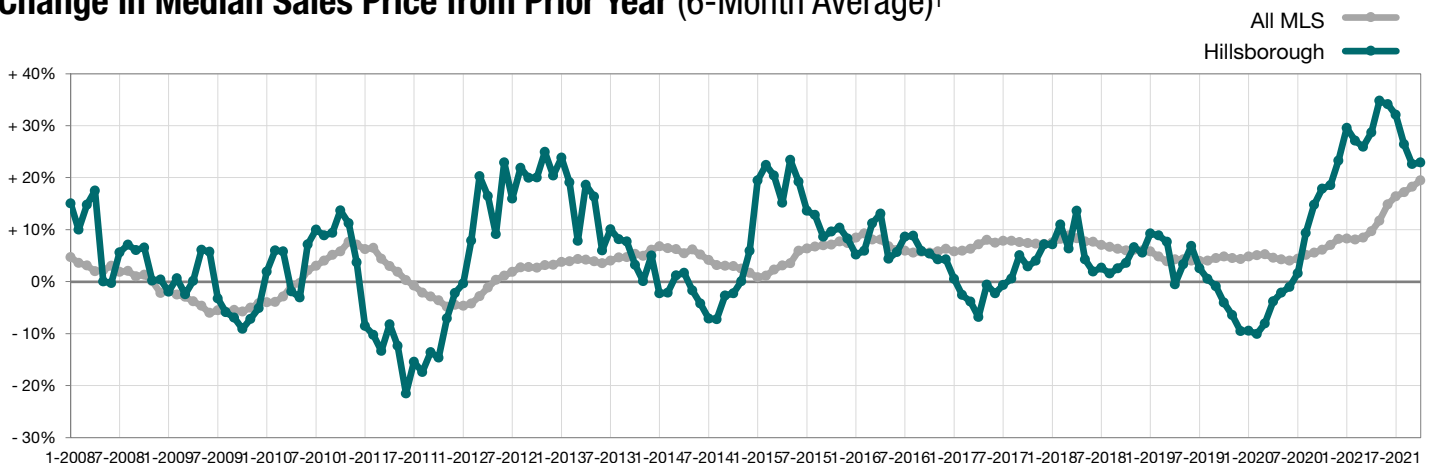


### Year to Date

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