

December

	<u>Residential</u>	<u>Condo</u>	<u>Land, Lots & Farms</u>	<u>Multi- Family</u>
Closings	272	21	8	0
Average Price	\$363,171	\$259,277	\$138,445	\$0
Median Price	\$349,395	\$257,000	\$92,000	\$0
DOM	30	52	149	0
List to Contract Days	34	56	160	0
Contract to Closed Days	64	59	29	0
List to Closed Days	98	115	189	0
Total Inventory	1,203	106	324	2
Active Inv	705	65	284	1
Under Contract Inv	498	41	40	1
New Listings	369	27	42	0
New Under Contract	195	16	11	1

Wilson County Homes Sales

2017				
January				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	160	15	14	1
Average Price	\$295,472	\$213,183	\$241,532	\$185,000
Median Price	\$287,458	\$210,000	\$72,200	\$185,000
DOM	34	30	190	113
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	943	79	369	4
Active Inv	575	41	332	3
Under Contract Inv	368	39	38	0
New Listings	387	28	57	1
New Under Contract	246	15	18	2

February				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	183	9	14	1
Average Price	\$294,640	\$227,008	\$110,593	\$185,000
Median Price	\$270,000	\$224,300	\$61,000	\$185,000
DOM	30	46	260	182
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,001	81	380	4
Active Inv	554	41	333	4
Under Contract Inv	447	40	47	0
New Listings	350	23	51	1
New Under Contract	244	11	30	1

March				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	249	27	31	2
Average Price	\$316,158	\$226,398	\$110,734	\$173,750
Median Price	\$304,000	\$225,701	\$55,000	\$173,750
DOM	31	115	123	165
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,018	81	371	4
Active Inv	535	30	321	3
Under Contract Inv	483	51	50	1
New Listings	419	45	76	2
New Under Contract	270	44	31	1

April				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	253	18	31	1
Average Price	\$315,779	\$212,735	\$165,758	\$125,000
Median Price	\$299,900	\$208,961	\$107,500	\$125,000
DOM	32	11	59	65
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,056	81	356	2
Active Inv	524	25	298	2
Under Contract Inv	532	56	58	1
New Listings	428	26	57	0
New Under Contract	332	13	30	2

May				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	277	11	26	1
Average Price	\$313,061	\$235,788	\$82,052	\$140,000
Median Price	\$289,500	\$230,000	\$68,500	\$140,000
DOM	29	34	225	40
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,114	83	347	1
Active Inv	519	28	293	0
Under Contract Inv	595	55	54	1
New Listings	455	19	67	1
New Under Contract	322	13	22	1

June				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	297	19	23	0
Average Price	\$329,397	\$226,015	\$133,385	\$0
Median Price	\$305,000	\$216,751	\$125,000	\$0
DOM	30	10	213	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,142	81	350	1
Active Inv	552	35	305	0
Under Contract Inv	590	46	45	1
New Listings	448	25	54	0
New Under Contract	292	8	23	0

July				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	295	20	12	1
Average Price	\$333,871	\$243,525	\$101,823	\$149,900
Median Price	\$300,000	\$239,225	\$83,165	\$149,900
DOM	23	15	61	2
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,133	77	364	1
Active Inv	558	33	321	1
Under Contract Inv	575	45	42	1
New Listings	467	32	56	1
New Under Contract	305	21	27	1

August				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	275	19	25	1
Average Price	\$306,604	\$240,939	\$148,232	\$140,000
Median Price	\$300,000	\$218,651	\$100,000	\$140,000
DOM	22	18	124	16
List to Contract Days				
Contract to Closed Days				
List to Closed Days				

2018				
January				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	168	6	25	0
Average Price	\$318,911	\$245,950	\$161,892	\$0
Median Price	\$317,394	\$219,900	\$70,000	\$0
DOM	31	34	154	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,048	67	325	1
Active Inv	531	24	272	1
Under Contract Inv	517	43	54	1
New Listings	386	15	66	1
New Under Contract	229	13	25	1

February				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	208	11	19	1
Average Price	\$309,351	\$239,003	\$224,858	\$220,000
Median Price	\$292,500	\$242,550	\$102,000	\$220,000
DOM	26	19	213	4
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,086	68	337	2
Active Inv	549	23	278	1
Under Contract Inv	537	45	59	1
New Listings	402	10	50	1
New Under Contract	235	10	36	1

March				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	257	16	19	0
Average Price	\$305,173	\$223,988	\$155,374	\$0
Median Price	\$302,820	\$229,702	\$90,600	\$0
DOM	26	44	100	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,114	68	323	4
Active Inv	552	25	261	2
Under Contract Inv	562	43	62	3
New Listings	471	27	37	3
New Under Contract	346	21	28	3

April				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	252	12	26	4
Average Price	\$342,698	\$238,025	\$126,114	\$558,125
Median Price	\$329,550	\$238,700	\$94,500	\$586,250
DOM	31	21	241	23
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,167	72	323	6
Active Inv	574	18	259	2
Under Contract Inv	593	53	64	3
New Listings	465	10	59	2
New Under Contract	306	16	31	2

May				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	258	24	21	2
Average Price	\$320,636	\$248,547	\$181,469	\$147,950
Median Price	\$309,002	\$248,544	\$100,000	\$147,950
DOM	24	31	263	37
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,224	62	315	2
Active Inv	606	16	264	1
Under Contract Inv	618	46	50	1
New Listings	480	24	52	0
New Under Contract	315	17	21	2

June				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	282	9	14	0
Average Price	\$339,693	\$228,689	\$149,821	\$0
Median Price	\$316,945	\$225,750	\$142,500	\$0
DOM	28	30	136	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,264	68	316	1
Active Inv	622	20	260	0
Under Contract Inv	642	48	55	1
New Listings	472	21	38	0
New Under Contract	308	11	23	0

July				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	293	11	18	1
Average Price	\$343,288	\$240,030	\$163,251	\$625,000
Median Price	\$322,500	\$225,400	\$107,750	\$625,000
DOM	21	66	347	50
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,299	74	307	0
Active Inv	659	27	251	0
Under Contract Inv	640	47	56	0
New Listings	504	17	49	0
New Under Contract	339	16	19	0

August				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	303	17	27	2
Average Price	\$336,245	\$251,222	\$153,019	\$248,750
Median Price	\$320,733	\$231,400	\$109,000	\$248,750
DOM	23	19	58	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				

2019				
January				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	163	3	12	1
Average Price	\$340,385	\$247,417	\$160,225	\$115,000
Median Price	\$325,000	\$204,000	\$123,750	\$115,000
DOM	43	70	82	2
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,197	46	314	1
Active Inv	741	28	265	1
Under Contract Inv	456	18	48	0
New Listings	492	23	82	1
New Under Contract	252	11	28	1

February				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	193	6	18	0
Average Price	\$333,971	\$206,933	\$168,633	\$0
Median Price	\$316,000	\$213,950	\$109,500	\$0
DOM	37	31	79	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,220	54	328	2
Active Inv	685	34	276	1
Under Contract Inv	535	20	52	1
New Listings	405	18	58	2
New Under Contract	263	9	25	1

March				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	244	7	19	2
Average Price	\$353,202	\$238,803	\$120,186	\$192,000
Median Price	\$348,495	\$242,819	\$112,500	\$192,000
DOM	33</			

Total Inventory	1,163	71	366	2
Active Inv	571	30	319	2
Under Contract Inv	592	42	48	1
New Listings	460	24	44	2
New Under Contract	358	22	25	0

Total Inventory	1,343	79	304	1
Active Inv	717	32	255	1
Under Contract Inv	626	47	49	0
New Listings	537	24	48	5
New Under Contract	299	16	19	2

Total Inventory	1,420	89	349	2
Active Inv	767	50	291	2
Under Contract Inv	653	39	58	0
New Listings	523	31	66	0
New Under Contract	336	13	22	1

September				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	272	14	16	0
Average Price	\$320,367	\$258,546	\$83,550	\$0
Median Price	\$308,225	\$253,500	\$85,000	\$0
DOM	24	19	578	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,189	69	355	2
Active Inv	580	20	303	2
Under Contract Inv	609	49	52	0
New Listings	465	26	72	1
New Under Contract	289	16	29	0

September				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	260	12	11	2
Average Price	\$332,379	\$216,076	\$172,809	\$412,500
Median Price	\$309,950	\$207,500	\$116,000	\$412,500
DOM	34	30	231	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,317	74	311	3
Active Inv	752	27	260	3
Under Contract Inv	565	47	51	1
New Listings	435	10	57	3
New Under Contract	254	15	35	3

September				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	293	14	15	0
Average Price	\$354,555	\$258,269	\$178,240	\$0
Median Price	\$338,000	\$249,245	\$130,000	\$0
DOM	25	41	76	0
List to Contract Days	29	46	82	0
Contract to Closed Days	63	52	58	0
List to Closed Days	92	97	140	0
Total Inventory	1,408	97	349	4
Active Inv	791	56	295	3
Under Contract Inv	617	41	54	1
New Listings	481	23	44	7
New Under Contract	291	26	13	2

October				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	245	12	24	0
Average Price	\$312,087	\$249,072	\$188,854	\$0
Median Price	\$286,209	\$245,000	\$61,000	\$0
DOM	23	30	81	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,210	76	365	2
Active Inv	614	27	311	2
Under Contract Inv	596	49	53	0
New Listings	419	13	50	1
New Under Contract	278	11	37	1

October				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	238	9	19	2
Average Price	\$338,716	\$213,761	\$135,008	\$314,500
Median Price	\$312,500	\$206,000	\$87,800	\$314,500
DOM	28	40	54	8
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,308	69	309	3
Active Inv	783	30	254	1
Under Contract Inv	525	39	54	1
New Listings	429	8	42	0
New Under Contract	185	4	17	2

October				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	300	23	17	2
Average Price	\$342,600	\$260,384	\$295,188	\$114,000
Median Price	\$325,000	\$265,990	\$129,900	\$114,000
DOM	30	45	106	25
List to Contract Days	34	49	108	33
Contract to Closed Days	76	61	70	24
List to Closed Days	110	111	177	87
Total Inventory	1,356	86	318	4
Active Inv	791	52	274	3
Under Contract Inv	565	34	44	1
New Listings	520	33	69	1
New Under Contract	302	13	19	0

November				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	227	18	26	1
Average Price	\$306,571	\$220,000	\$170,255	\$229,000
Median Price	\$296,695	\$220,500	\$80,800	\$229,000
DOM	27	46	103	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,180	73	359	2
Active Inv	582	28	301	1
Under Contract Inv	597	45	58	1
New Listings	345	15	35	0
New Under Contract	228	16	29	0

November				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	180	4	15	1
Average Price	\$327,465	\$254,000	\$360,020	\$200,000
Median Price	\$325,750	\$235,500	\$165,000	\$200,000
DOM	32	19	125	64
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,275	57	313	4
Active Inv	802	31	266	0
Under Contract Inv	473	26	46	3
New Listings	422	16	57	7
New Under Contract	204	6	16	5

November				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	244	10	15	0
Average Price	\$361,397	\$242,859	\$610,040	\$0
Median Price	\$339,950	\$242,900	\$84,900	\$0
DOM	29	63	16	0
List to Contract Days	32	74	17	0
Contract to Closed Days	55	51	134	0
List to Closed Days	88	125	151	0
Total Inventory	1,313	101	324	1
Active Inv	749	59	282	1
Under Contract Inv	563	42	41	1
New Listings	406	32	48	1
New Under Contract	242	24	13	1

December				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	252	9	33	0
Average Price	\$319,522	\$209,954	\$210,193	\$0
Median Price	\$300,456	\$219,900	\$93,000	\$0
DOM	29	74	103	0
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,083	65	339	1
Active Inv	552	24	279	1
Under Contract Inv	531	41	59	0
New Listings	270	12	52	1
New Under Contract	190	7	35	0

December				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	211	10	14	5
Average Price	\$346,139	\$218,500	\$406,119	\$228,000
Median Price	\$340,000	\$229,025	\$117,500	\$225,000
DOM	34	60	69	1
List to Contract Days				
Contract to Closed Days				
List to Closed Days				
Total Inventory	1,242	55	324	2
Active Inv	791	39	281	1
Under Contract Inv	451	16	43	2
New Listings	330	13	69	0
New Under Contract	195	7	12	1

December				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	272	21	8	0
Average Price	\$363,171	\$259,277	\$138,445	\$0
Median Price	\$349,395	\$257,000	\$92,000	\$0
DOM	30	52	149	0
List to Contract Days	34	56	160	0
Contract to Closed Days	64	59	29	0
List to Closed Days	98	115	189	0
Total Inventory	1,203	106	324	2
Active Inv	705	65	284	1
Under Contract Inv	498	41	40	1
New Listings	369	27	42	0
New Under Contract	195	16	11	1