

## Wilson County

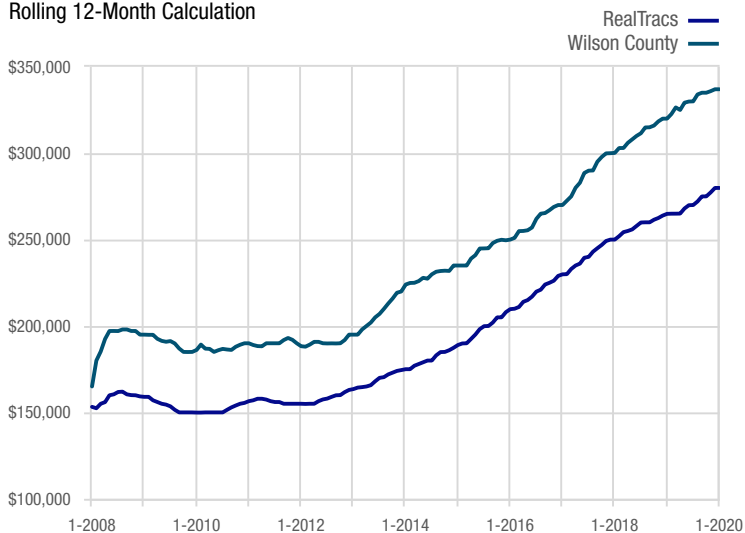
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
<b>Key Metrics</b>						
New Listings	491	<b>526</b>	+ 7.1%	491	<b>526</b>	+ 7.1%
Pending Sales	174	<b>327</b>	+ 87.9%	174	<b>327</b>	+ 87.9%
Closed Sales	157	<b>171</b>	+ 8.9%	157	<b>171</b>	+ 8.9%
Days on Market Until Sale	65	<b>97</b>	+ 49.2%	65	<b>97</b>	+ 49.2%
Median Sales Price*	\$330,000	<b>\$325,000</b>	- 1.5%	\$330,000	<b>\$325,000</b>	- 1.5%
Average Sales Price*	\$349,558	<b>\$342,880</b>	- 1.9%	\$349,558	<b>\$342,880</b>	- 1.9%
Percent of List Price Received*	98.8%	<b>99.4%</b>	+ 0.6%	98.8%	<b>99.4%</b>	+ 0.6%
Inventory of Homes for Sale	868	<b>826</b>	- 4.8%	—	—	—
Months Supply of Inventory	3.7	<b>3.0</b>	- 18.9%	—	—	—

Townhouse/Condo	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
<b>Key Metrics</b>						
New Listings	22	<b>29</b>	+ 31.8%	22	<b>29</b>	+ 31.8%
Pending Sales	6	<b>28</b>	+ 366.7%	6	<b>28</b>	+ 366.7%
Closed Sales	3	<b>16</b>	+ 433.3%	3	<b>16</b>	+ 433.3%
Days on Market Until Sale	80	<b>81</b>	+ 1.3%	80	<b>81</b>	+ 1.3%
Median Sales Price*	\$204,000	<b>\$267,000</b>	+ 30.9%	\$204,000	<b>\$267,000</b>	+ 30.9%
Average Sales Price*	\$247,417	<b>\$270,635</b>	+ 9.4%	\$247,417	<b>\$270,635</b>	+ 9.4%
Percent of List Price Received*	96.1%	<b>97.5%</b>	+ 1.5%	96.1%	<b>97.5%</b>	+ 1.5%
Inventory of Homes for Sale	38	<b>54</b>	+ 42.1%	—	—	—
Months Supply of Inventory	3.9	<b>4.0</b>	+ 2.6%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

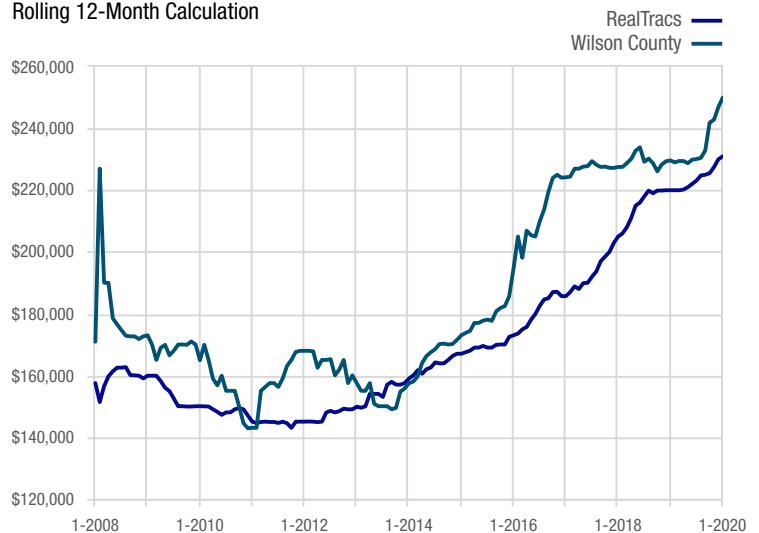
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.