

Wilson County

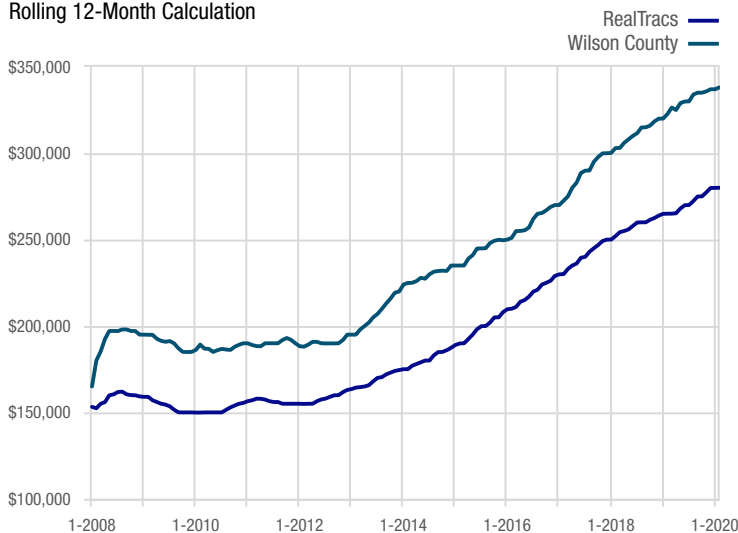
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	401	435	+ 8.5%	892	963	+ 8.0%
Pending Sales	196	375	+ 91.3%	370	648	+ 75.1%
Closed Sales	196	208	+ 6.1%	354	384	+ 8.5%
Days on Market Until Sale	55	97	+ 76.4%	61	98	+ 60.7%
Median Sales Price*	\$321,652	\$347,700	+ 8.1%	\$326,950	\$336,700	+ 3.0%
Average Sales Price*	\$336,162	\$354,327	+ 5.4%	\$341,326	\$349,094	+ 2.3%
Percent of List Price Received*	98.7%	98.4%	- 0.3%	98.7%	98.9%	+ 0.2%
Inventory of Homes for Sale	909	842	- 7.4%	—	—	—
Months Supply of Inventory	3.9	3.0	- 23.1%	—	—	—

Townhouse/Condo	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	17	23	+ 35.3%	39	52	+ 33.3%
Pending Sales	4	45	+ 1,025.0%	10	67	+ 570.0%
Closed Sales	6	20	+ 233.3%	9	36	+ 300.0%
Days on Market Until Sale	40	84	+ 110.0%	53	82	+ 54.7%
Median Sales Price*	\$213,950	\$249,450	+ 16.6%	\$206,000	\$259,450	+ 25.9%
Average Sales Price*	\$206,933	\$248,268	+ 20.0%	\$220,428	\$258,209	+ 17.1%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	98.3%	98.4%	+ 0.1%
Inventory of Homes for Sale	46	39	- 15.2%	—	—	—
Months Supply of Inventory	4.9	2.4	- 51.0%	—	—	—

* 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.

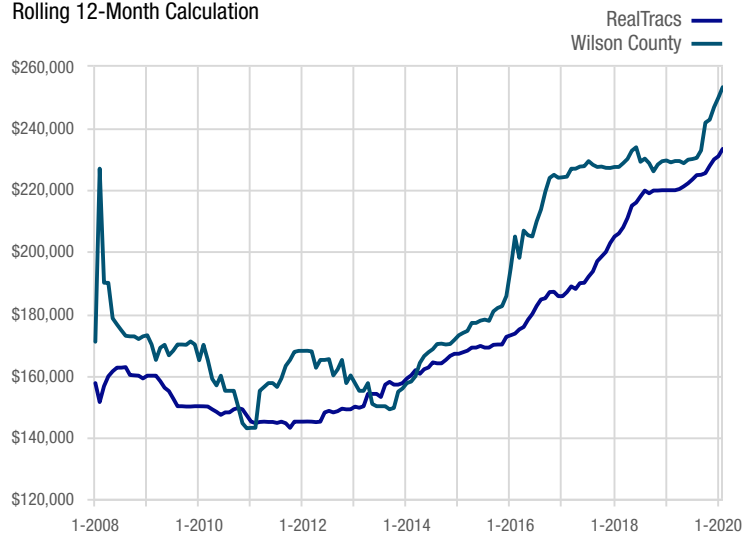
Median Sales Price - Single-Family

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.