

Wilson County

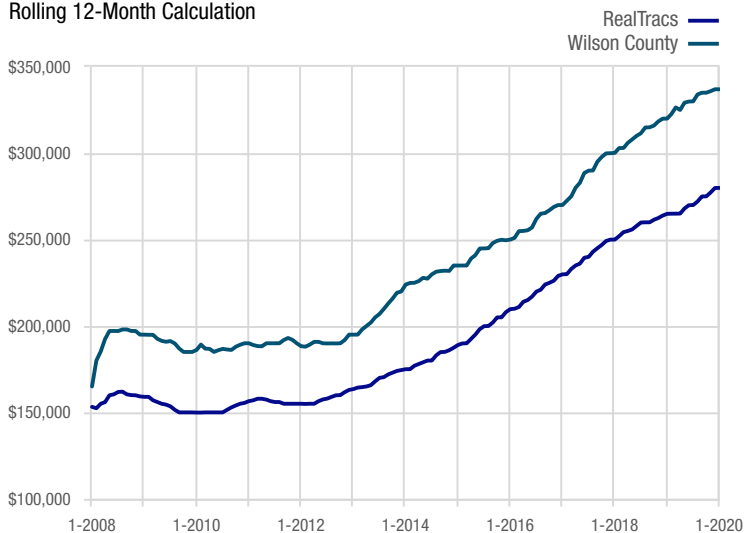
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	491	526	+ 7.1%	491	526	+ 7.1%
Pending Sales	174	327	+ 87.9%	174	327	+ 87.9%
Closed Sales	157	171	+ 8.9%	157	171	+ 8.9%
Days on Market Until Sale	65	97	+ 49.2%	65	97	+ 49.2%
Median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

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

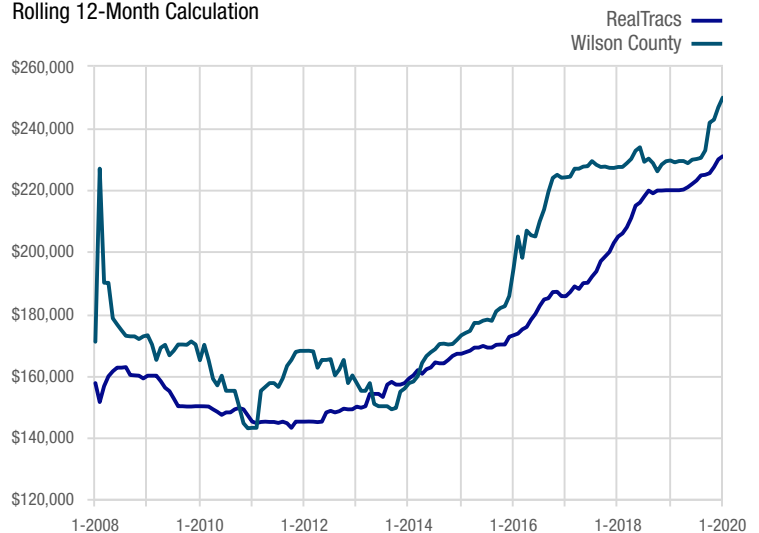
Median Sales Price - Single-Family

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.

Current as of February 7, 2020. All data from RealTracs, Inc. Report © 2020 ShowingTime.

Monthly Indicators



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings increased 7.2 percent for Single Family and 36.4 percent for Townhouse/Condo. Pending Sales increased 82.8 percent for Single Family and 366.7 percent for Townhouse/Condo. Inventory decreased 3.4 percent for Single Family but increased 38.1 percent for Townhouse/Condo.

Median Sales Price increased 3.2 percent to \$309,659 for Single Family and 30.9 percent to \$267,000 for Townhouse/Condo. Days on Market increased 35.7 percent for Single Family and 1.3 percent for Townhouse/Condo. Months Supply of Inventory decreased 15.4 percent for Single Family but remained flat for Townhouse/Condo.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Quick Facts

+ 12.1%

Change in
Closed Sales
All Properties

+ 0.8%

Change in
Median Sales Price
All Properties

- 1.9%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in DeKalb, Smith and Wilson Counties. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		552	592	+ 7.2%	552	592	+ 7.2%
Pending Sales		204	373	+ 82.8%	204	373	+ 82.8%
Closed Sales		187	197	+ 5.3%	187	197	+ 5.3%
Days on Market Until Sale		70	95	+ 35.7%	70	95	+ 35.7%
Median Sales Price		\$300,000	\$309,659	+ 3.2%	\$300,000	\$309,659	+ 3.2%
Average Sales Price		\$323,582	\$322,792	- 0.2%	\$323,582	\$322,792	- 0.2%
Percent of List Price Received		98.4%	98.9%	+ 0.5%	98.4%	98.9%	+ 0.5%
Housing Affordability Index		89	92	+ 3.4%	89	92	+ 3.4%
Inventory of Homes for Sale		1,074	1,037	- 3.4%	—	—	—
Months Supply of Inventory		3.9	3.3	- 15.4%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



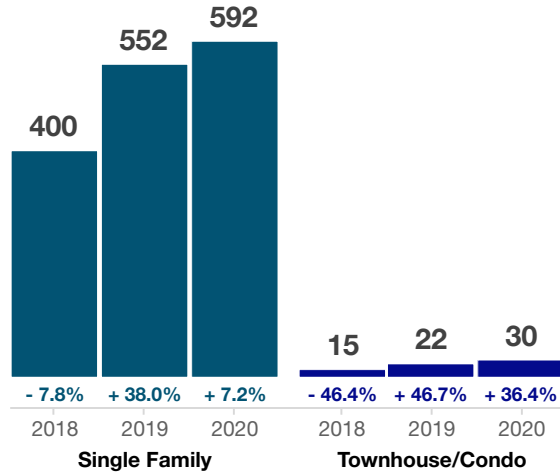
Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		22	30	+ 36.4%	22	30	+ 36.4%
Pending Sales		6	28	+ 366.7%	6	28	+ 366.7%
Closed Sales		3	16	+ 433.3%	3	16	+ 433.3%
Days on Market Until Sale		80	81	+ 1.3%	80	81	+ 1.3%
Median Sales Price		\$204,000	\$267,000	+ 30.9%	\$204,000	\$267,000	+ 30.9%
Average Sales Price		\$247,417	\$270,635	+ 9.4%	\$247,417	\$270,635	+ 9.4%
Percent of List Price Received		96.1%	97.5%	+ 1.5%	96.1%	97.5%	+ 1.5%
Housing Affordability Index		130	107	- 17.7%	130	107	- 17.7%
Inventory of Homes for Sale		42	58	+ 38.1%	—	—	—
Months Supply of Inventory		4.2	4.2	0.0%	—	—	—

New Listings

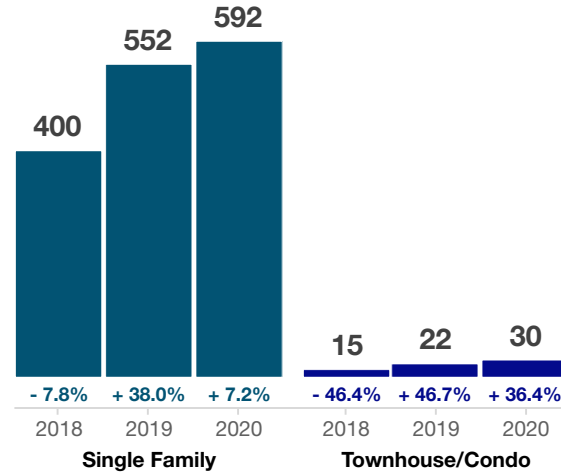
A count of the properties that have been newly listed on the market in a given month.



January

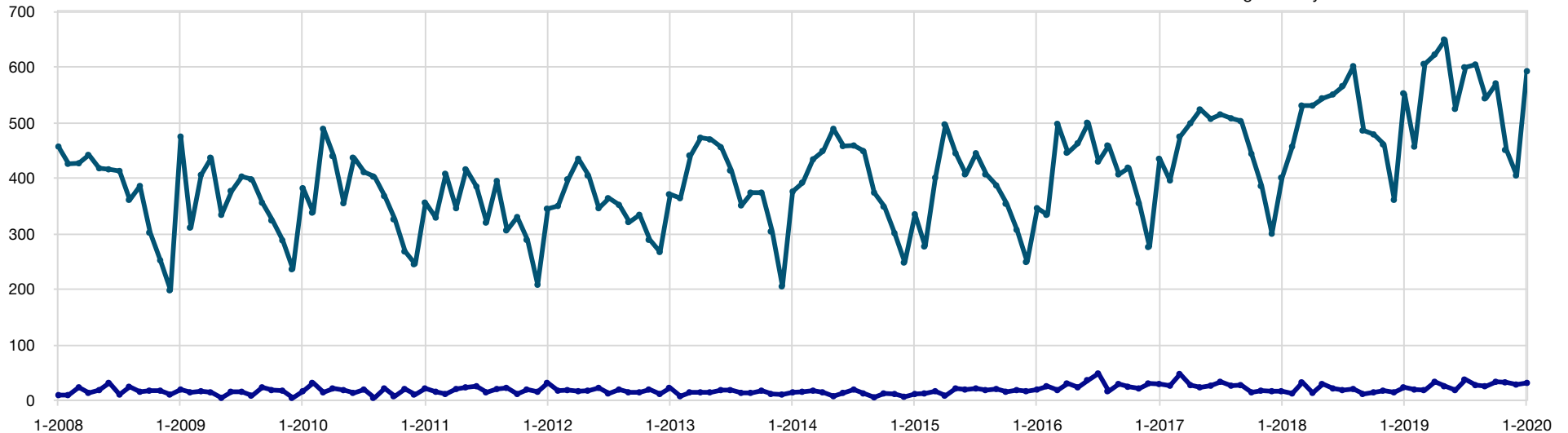


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	456	0.0%	18	+ 63.6%
3-2019	605	+ 14.2%	17	- 45.2%
4-2019	622	+ 17.4%	32	+ 166.7%
5-2019	649	+ 19.5%	24	- 14.3%
6-2019	524	- 4.7%	17	- 15.0%
7-2019	599	+ 6.0%	36	+ 111.8%
8-2019	604	+ 0.5%	26	+ 36.8%
9-2019	543	+ 12.0%	24	+ 140.0%
10-2019	570	+ 19.2%	32	+ 146.2%
11-2019	450	- 2.2%	31	+ 93.8%
12-2019	404	+ 12.2%	27	+ 107.7%
1-2020	592	+ 7.2%	30	+ 36.4%
12-Month Avg	552	+ 8.4%	26	+ 44.4%

Historical New Listings by Month

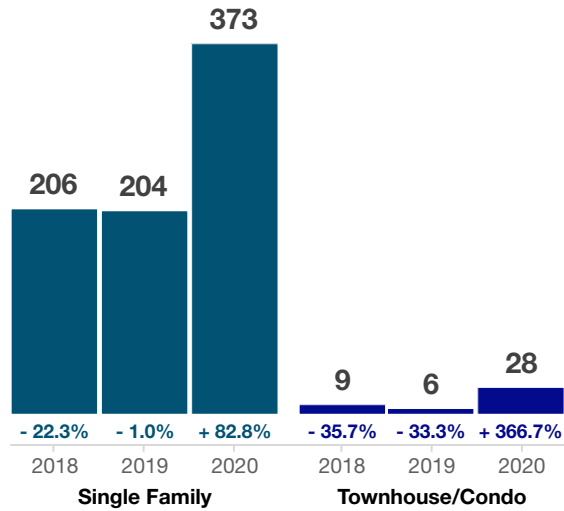


Pending Sales

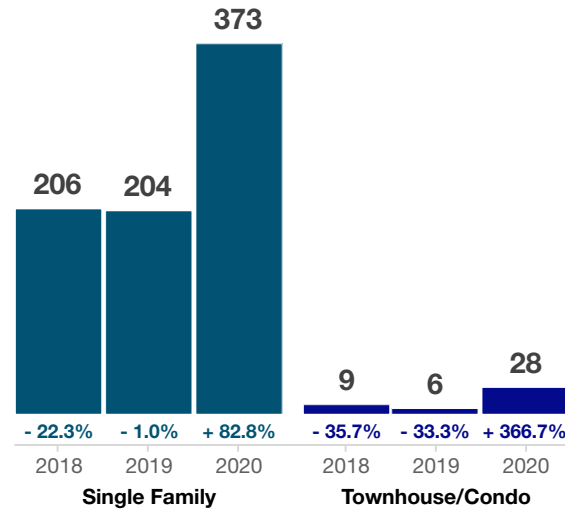
A count of the properties on which offers have been accepted in a given month.



January

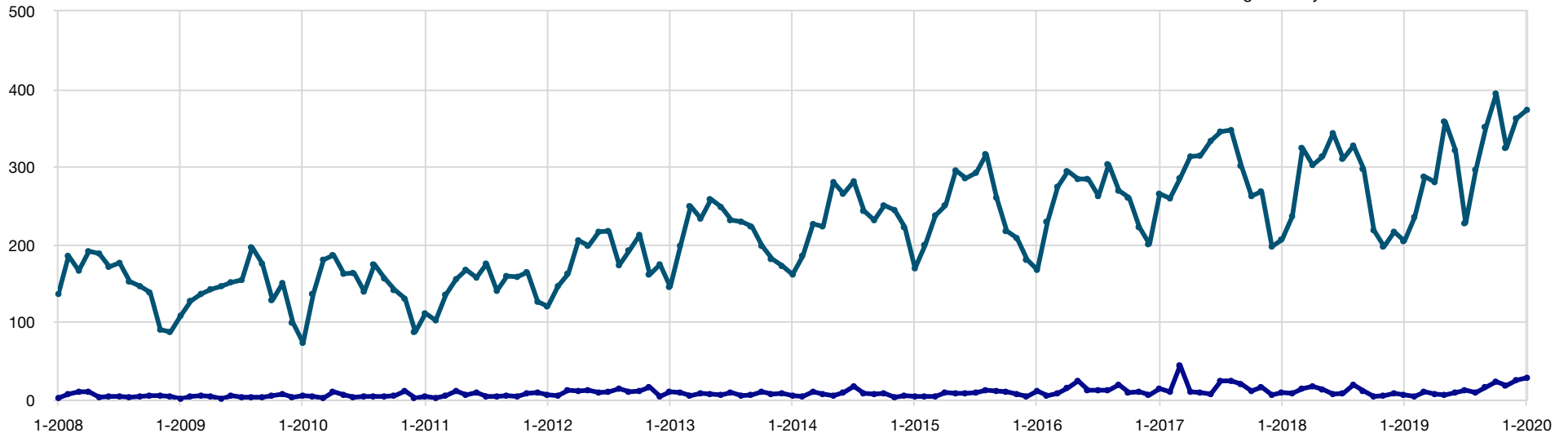


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	235	- 0.4%	4	- 50.0%
3-2019	287	- 11.4%	10	- 28.6%
4-2019	280	- 7.3%	7	- 58.8%
5-2019	358	+ 14.4%	6	- 53.8%
6-2019	321	- 6.4%	9	+ 28.6%
7-2019	227	- 26.8%	12	+ 50.0%
8-2019	296	- 9.5%	9	- 52.6%
9-2019	351	+ 18.2%	16	+ 45.5%
10-2019	394	+ 80.7%	23	+ 475.0%
11-2019	324	+ 64.5%	18	+ 260.0%
12-2019	362	+ 67.6%	25	+ 212.5%
1-2020	373	+ 82.8%	28	+ 366.7%
12-Month Avg	317	+ 15.7%	14	+ 40.0%

Historical Pending Sales by Month

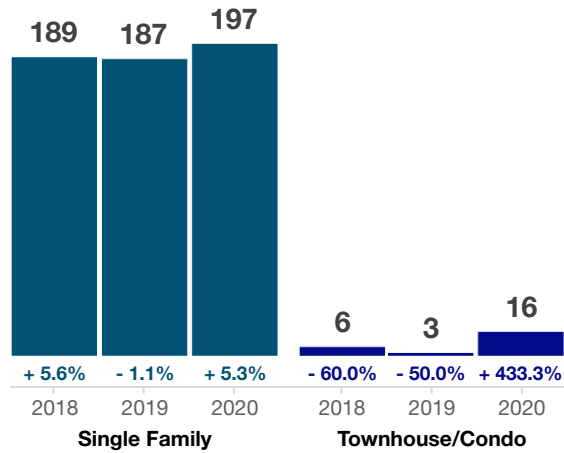


Closed Sales

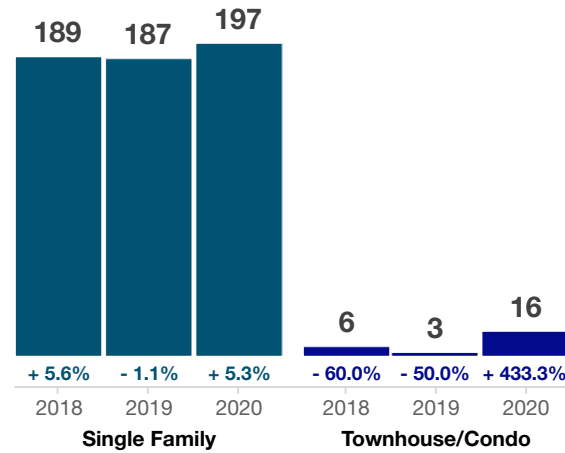
A count of the actual sales that closed in a given month.



January

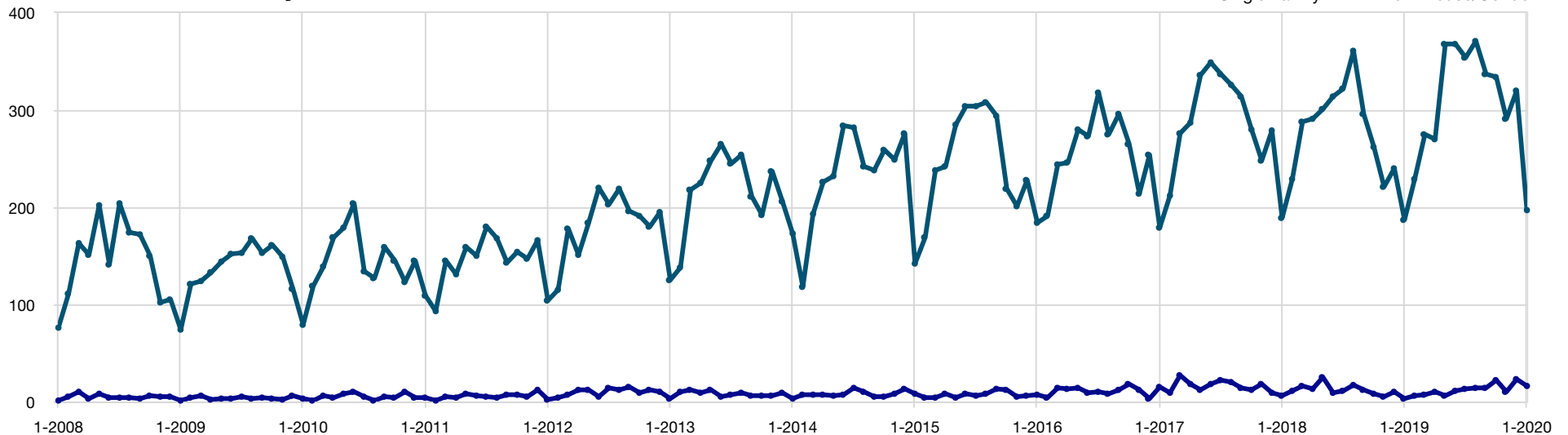


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	229	0.0%	6	-45.5%
3-2019	275	-4.5%	7	-56.3%
4-2019	270	-7.2%	10	-23.1%
5-2019	368	+22.3%	6	-76.0%
6-2019	368	+17.2%	11	+22.2%
7-2019	354	+9.9%	13	+18.2%
8-2019	371	+2.8%	14	-17.6%
9-2019	337	+13.9%	14	+16.7%
10-2019	334	+27.5%	22	+175.0%
11-2019	291	+31.7%	10	+100.0%
12-2019	320	+33.3%	23	+130.0%
1-2020	197	+5.3%	16	+433.3%
12-Month Avg	310	+12.3%	13	+8.3%

Historical Closed Sales by Month

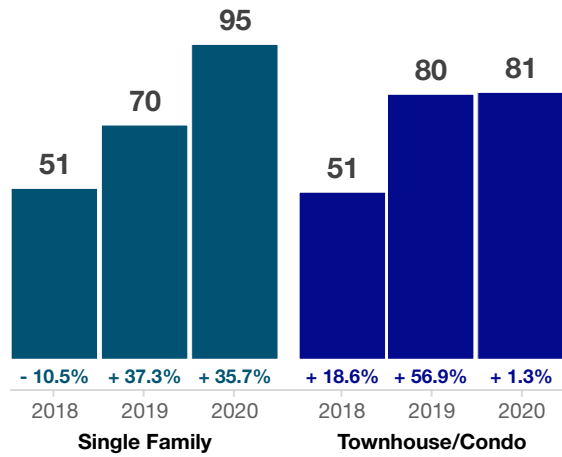


Days on Market Until Sale

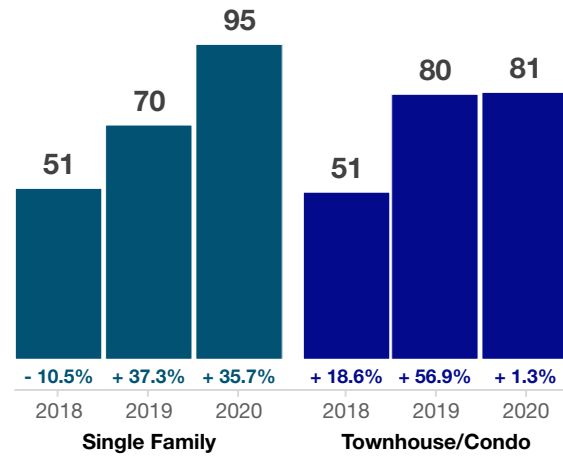
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



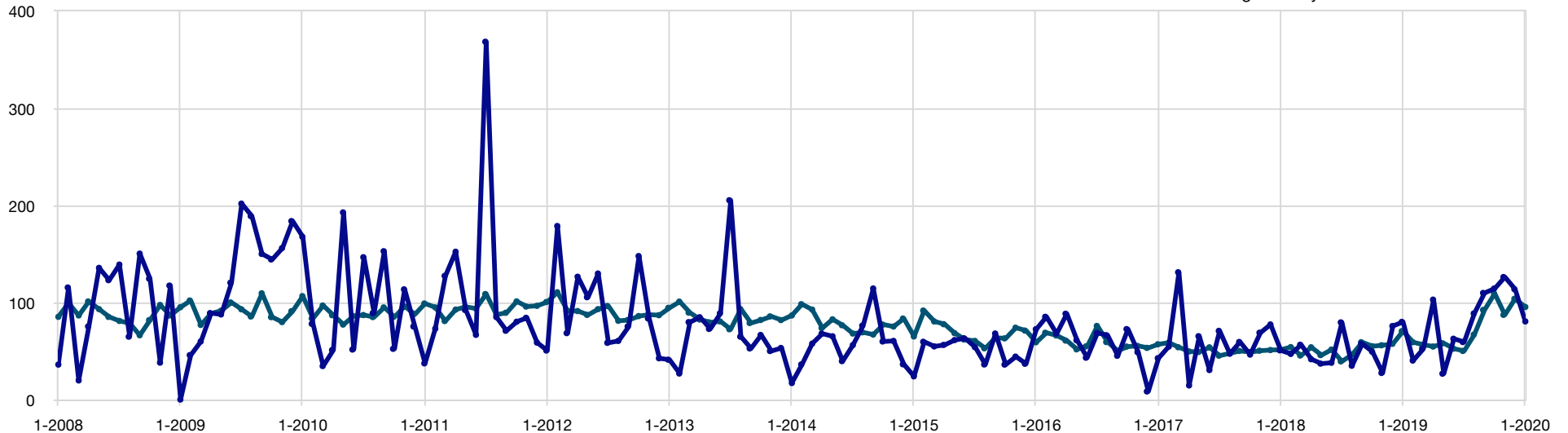
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	59	+ 9.3%	40	- 14.9%
3-2019	56	+ 24.4%	52	- 7.1%
4-2019	55	+ 1.9%	103	+ 145.2%
5-2019	58	+ 26.1%	27	- 27.0%
6-2019	52	+ 2.0%	63	+ 65.8%
7-2019	50	+ 28.2%	59	- 25.3%
8-2019	67	+ 45.7%	89	+ 154.3%
9-2019	92	+ 55.9%	110	+ 93.0%
10-2019	109	+ 98.2%	114	+ 132.7%
11-2019	87	+ 55.4%	126	+ 366.7%
12-2019	104	+ 82.5%	114	+ 50.0%
1-2020	95	+ 35.7%	81	+ 1.3%
12-Month Avg*	73	+ 41.3%	90	+ 82.8%

* Days on Market for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

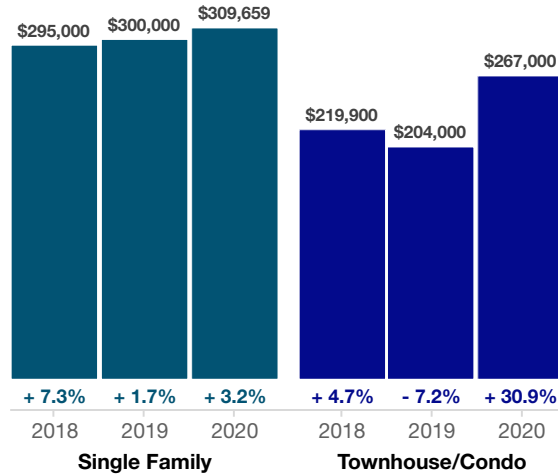


Median Sales Price

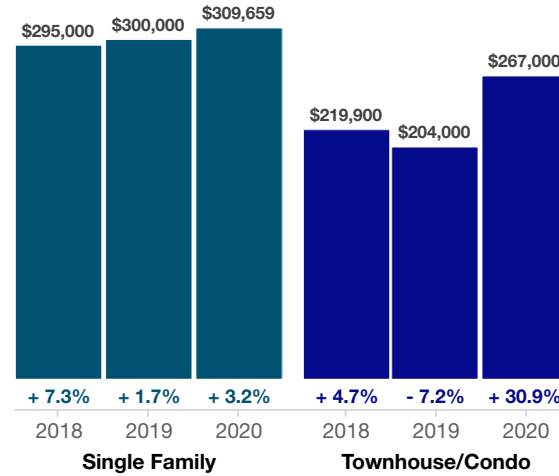
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



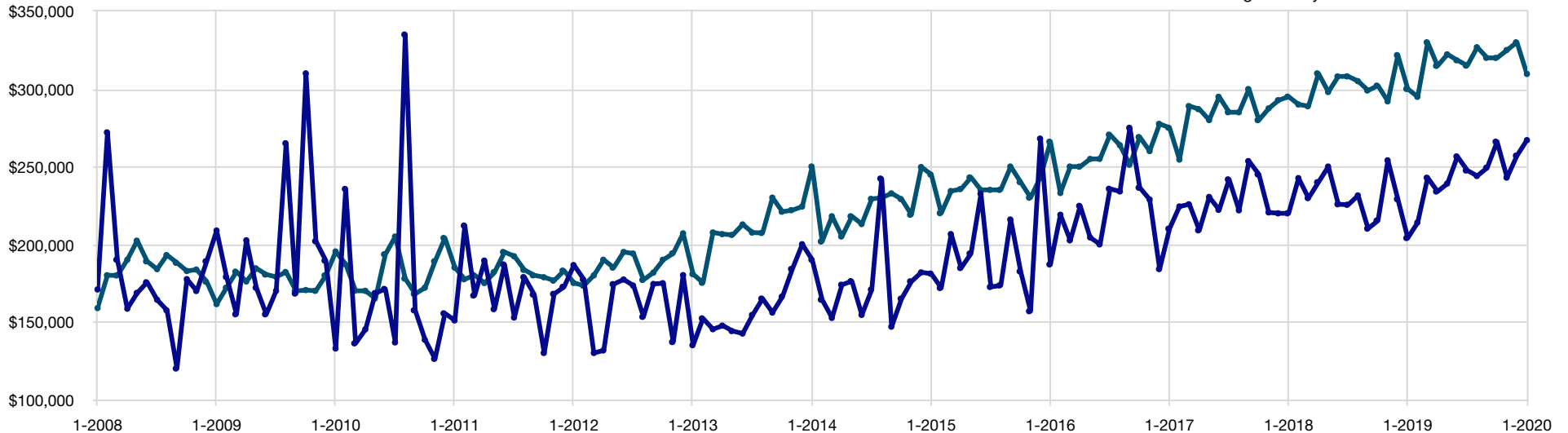
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	\$294,900	+ 1.7%	\$213,950	- 11.8%
3-2019	\$330,000	+ 14.2%	\$242,819	+ 5.7%
4-2019	\$314,840	+ 1.6%	\$233,950	- 2.5%
5-2019	\$322,250	+ 8.1%	\$239,035	- 4.4%
6-2019	\$318,450	+ 3.4%	\$256,500	+ 13.6%
7-2019	\$315,000	+ 2.2%	\$247,500	+ 9.8%
8-2019	\$326,824	+ 7.2%	\$243,945	+ 5.4%
9-2019	\$320,000	+ 7.0%	\$249,245	+ 18.7%
10-2019	\$319,950	+ 5.9%	\$265,995	+ 23.6%
11-2019	\$325,000	+ 11.3%	\$242,900	- 4.4%
12-2019	\$330,000	+ 2.6%	\$257,000	+ 12.2%
1-2020	\$309,659	+ 3.2%	\$267,000	+ 30.9%
12-Month Avg*	\$319,990	+ 6.7%	\$250,000	+ 8.7%

* Median Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

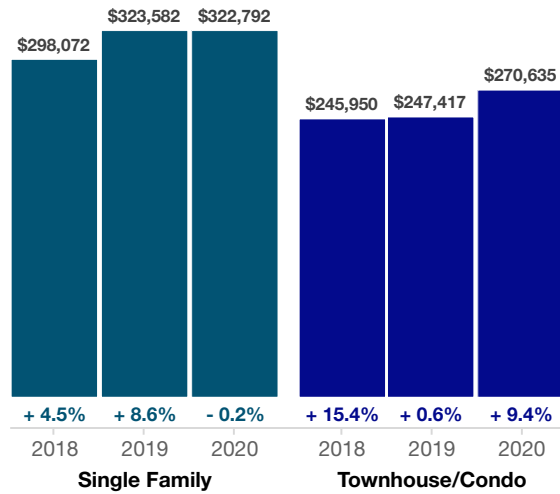


Average Sales Price

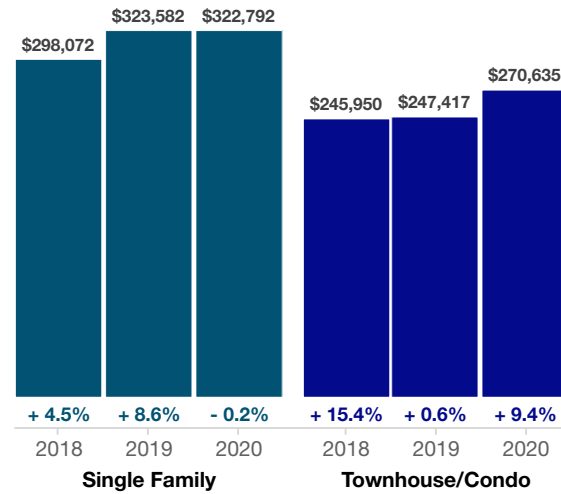
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



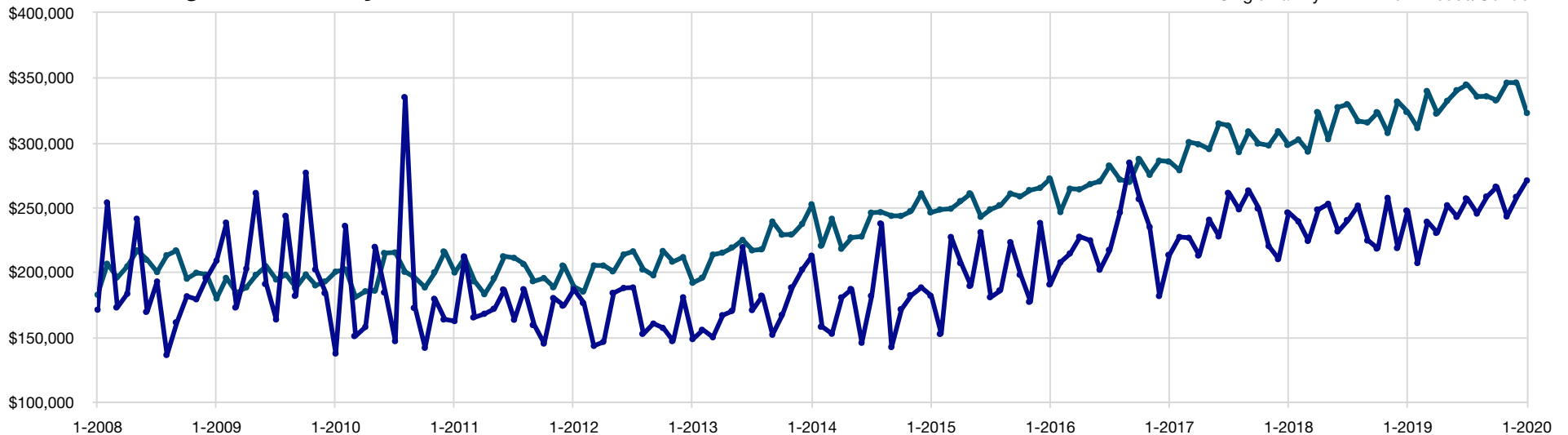
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	\$311,128	+ 2.9%	\$206,933	- 13.4%
3-2019	\$339,697	+ 16.0%	\$238,803	+ 6.6%
4-2019	\$322,261	- 0.4%	\$230,187	- 7.2%
5-2019	\$332,104	+ 9.8%	\$251,495	- 0.4%
6-2019	\$340,306	+ 4.0%	\$242,527	+ 4.8%
7-2019	\$344,691	+ 4.6%	\$256,777	+ 7.0%
8-2019	\$335,455	+ 6.0%	\$245,088	- 2.4%
9-2019	\$335,641	+ 6.4%	\$258,269	+ 15.1%
10-2019	\$332,471	+ 2.8%	\$265,856	+ 21.9%
11-2019	\$346,109	+ 12.6%	\$242,859	- 5.6%
12-2019	\$346,218	+ 4.4%	\$257,948	+ 18.1%
1-2020	\$322,792	- 0.2%	\$270,635	+ 9.4%
12-Month Avg*	\$335,189	+ 5.9%	\$252,088	+ 5.7%

* Avg. Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

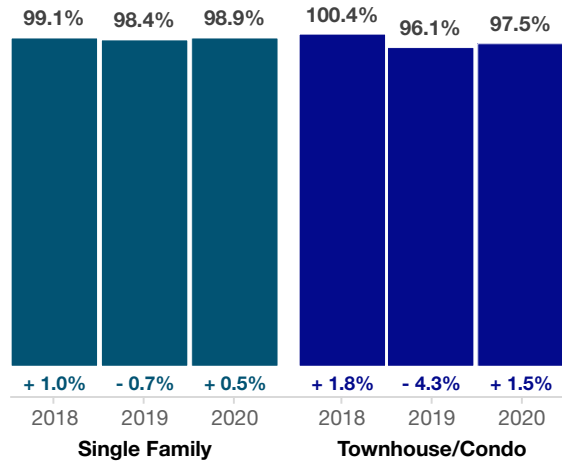


Percent of List Price Received

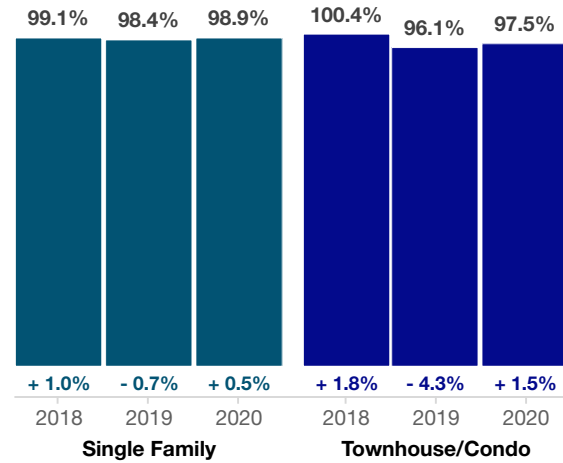
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



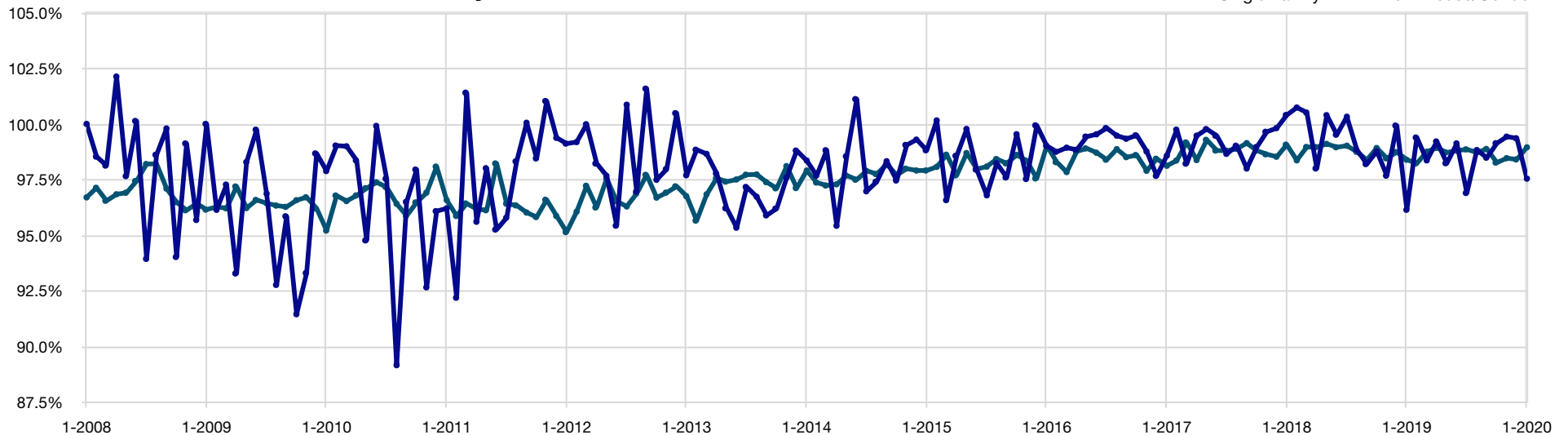
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	98.2%	- 0.2%	99.4%	- 1.3%
3-2019	98.7%	- 0.3%	98.4%	- 2.1%
4-2019	98.9%	- 0.1%	99.2%	+ 1.2%
5-2019	98.7%	- 0.4%	98.2%	- 2.2%
6-2019	98.8%	- 0.2%	99.1%	- 0.4%
7-2019	98.9%	- 0.1%	96.9%	- 3.4%
8-2019	98.7%	0.0%	98.8%	0.0%
9-2019	98.9%	+ 0.5%	98.5%	+ 0.3%
10-2019	98.3%	- 0.6%	99.1%	+ 0.3%
11-2019	98.5%	0.0%	99.4%	+ 1.7%
12-2019	98.4%	- 0.3%	99.4%	- 0.5%
1-2020	98.9%	+ 0.5%	97.5%	+ 1.5%
12-Month Avg*	98.7%	- 0.1%	98.7%	- 0.8%

* Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

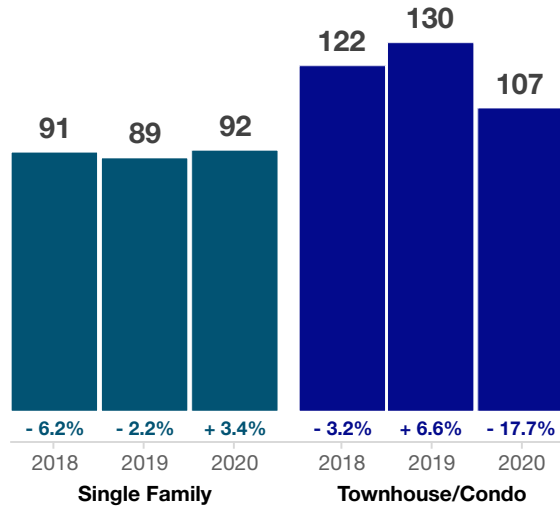


Housing Affordability Index

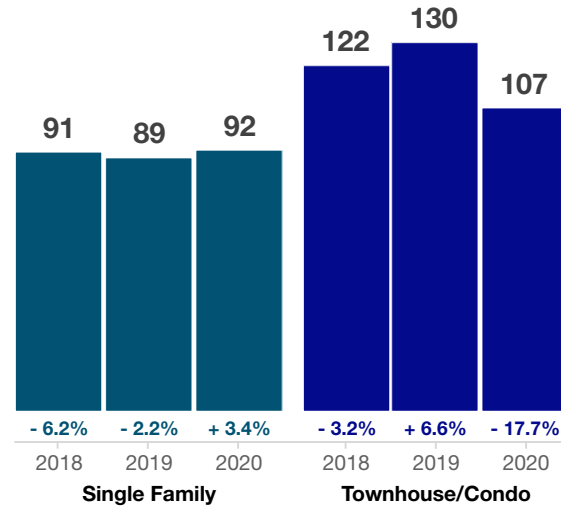


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

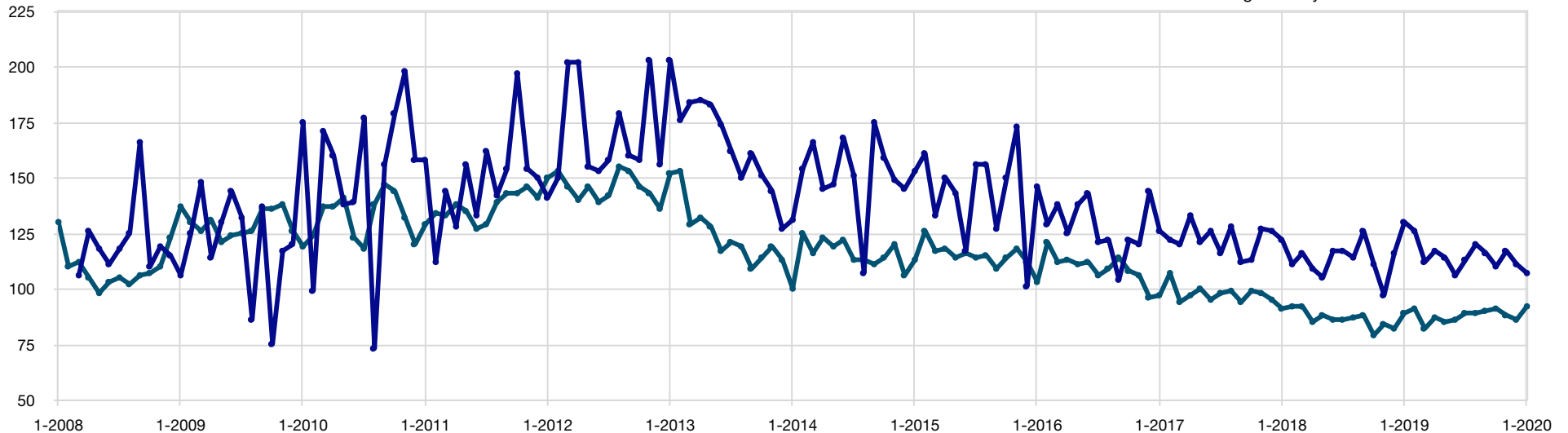


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	91	- 1.1%	126	+ 13.5%
3-2019	82	- 10.9%	112	- 3.4%
4-2019	87	+ 2.4%	117	+ 7.3%
5-2019	85	- 3.4%	114	+ 8.6%
6-2019	86	0.0%	106	- 9.4%
7-2019	89	+ 3.5%	113	- 3.4%
8-2019	89	+ 2.3%	120	+ 5.3%
9-2019	90	+ 2.3%	116	- 7.9%
10-2019	91	+ 15.2%	110	- 0.9%
11-2019	88	+ 4.8%	117	+ 20.6%
12-2019	86	+ 4.9%	111	- 4.3%
1-2020	92	+ 3.4%	107	- 17.7%
12-Month Avg	88	+ 1.1%	114	0.0%

Historical Housing Affordability Index by Month

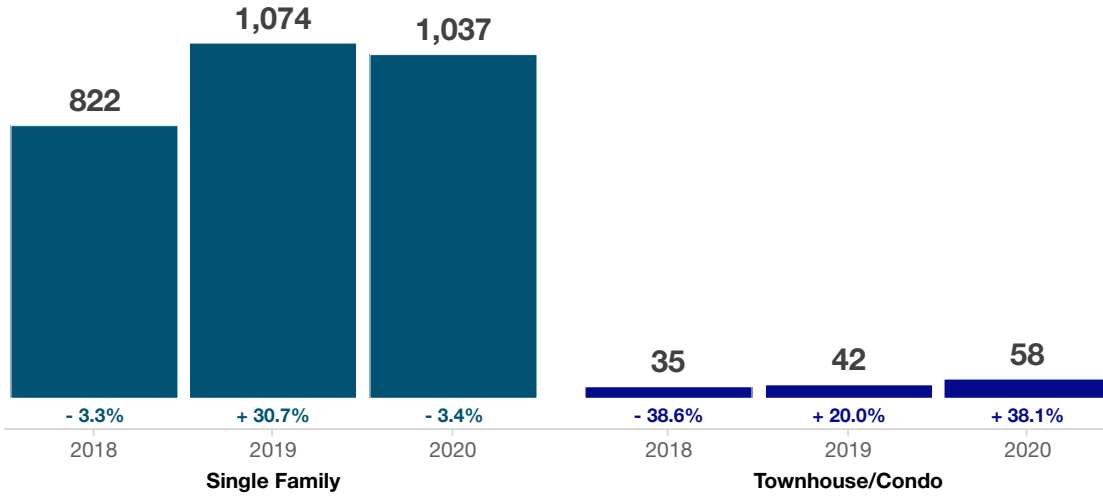


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

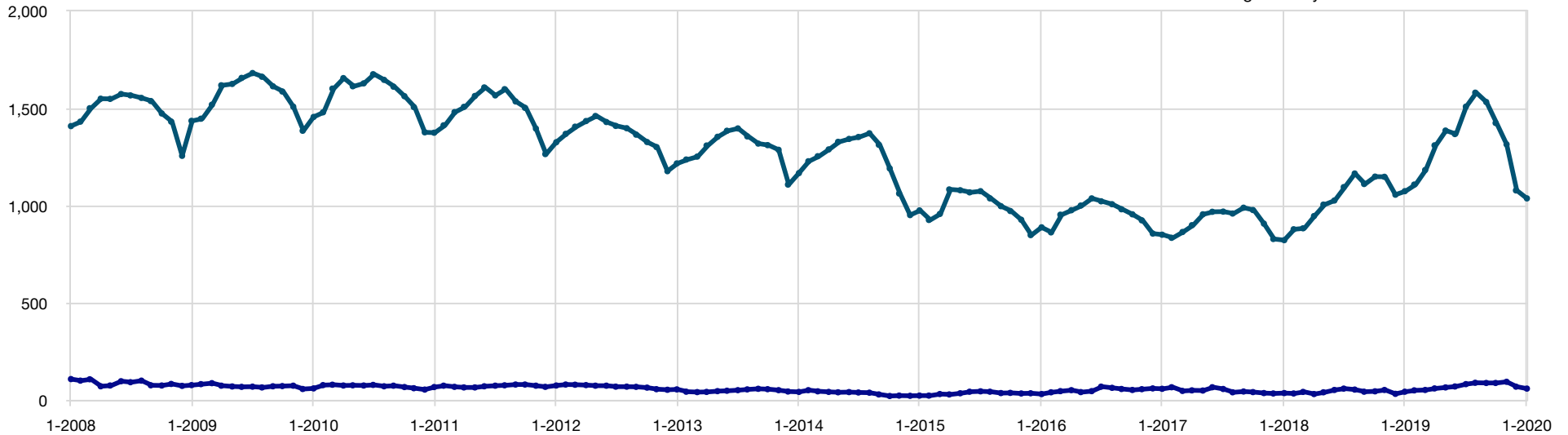


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	1,108	+ 26.2%	49	+ 48.5%
3-2019	1,183	+ 34.0%	51	+ 24.4%
4-2019	1,310	+ 38.5%	59	+ 96.7%
5-2019	1,386	+ 37.9%	64	+ 64.1%
6-2019	1,368	+ 33.3%	69	+ 35.3%
7-2019	1,509	+ 37.8%	81	+ 39.7%
8-2019	1,581	+ 35.7%	88	+ 66.0%
9-2019	1,533	+ 38.0%	87	+ 107.1%
10-2019	1,425	+ 24.0%	87	+ 97.7%
11-2019	1,315	+ 14.5%	93	+ 82.4%
12-2019	1,078	+ 2.1%	68	+ 119.4%
1-2020	1,037	- 3.4%	58	+ 38.1%
12-Month Avg	1,319	+ 26.2%	71	+ 65.1%

Historical Inventory of Homes for Sale by Month

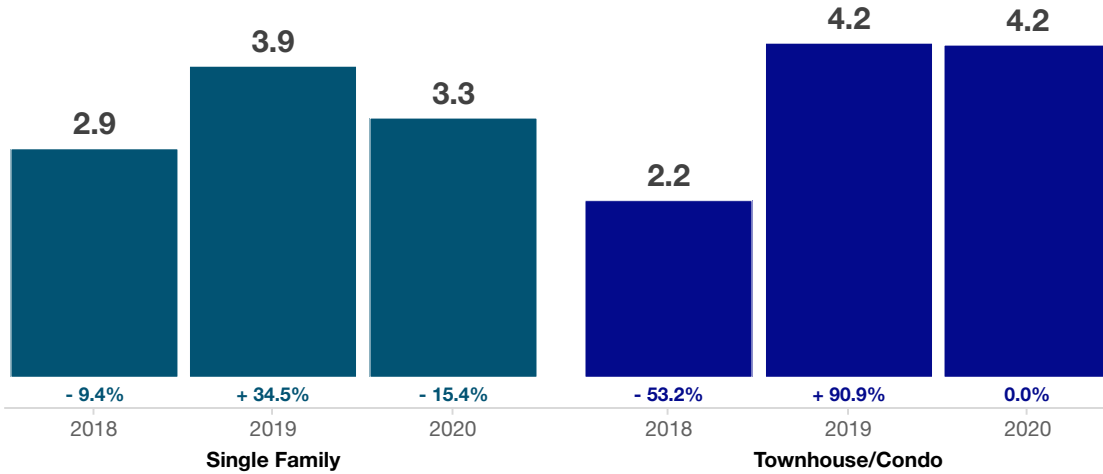


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



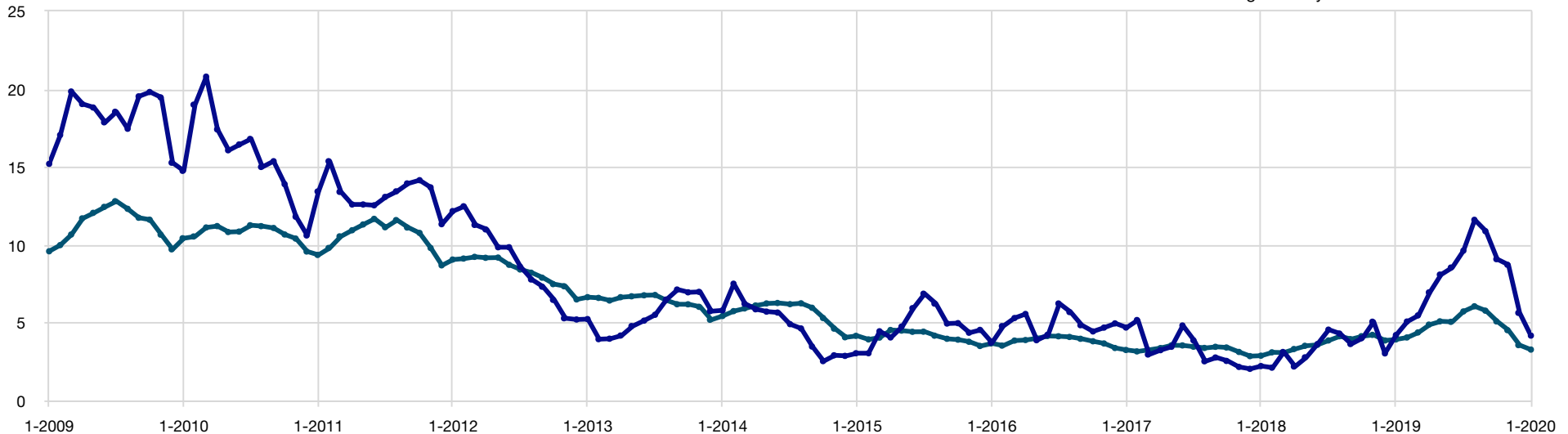
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2019	4.0	+ 29.0%	5.1	+ 142.9%
3-2019	4.4	+ 41.9%	5.5	+ 77.4%
4-2019	4.9	+ 48.5%	6.9	+ 213.6%
5-2019	5.1	+ 45.7%	8.1	+ 189.3%
6-2019	5.1	+ 41.7%	8.5	+ 136.1%
7-2019	5.7	+ 46.2%	9.6	+ 113.3%
8-2019	6.0	+ 46.3%	11.6	+ 169.8%
9-2019	5.8	+ 48.7%	10.9	+ 202.8%
10-2019	5.1	+ 24.4%	9.1	+ 127.5%
11-2019	4.5	+ 7.1%	8.7	+ 70.6%
12-2019	3.6	- 7.7%	5.6	+ 86.7%
1-2020	3.3	- 15.4%	4.2	0.0%
12-Month Avg*	4.8	+ 28.7%	7.8	+ 120.4%

* Months Supply for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes all Single Family and Townhouse/Condo properties in the MLS.



Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		574	622	+ 8.4%	574	622	+ 8.4%
Pending Sales		210	401	+ 91.0%	210	401	+ 91.0%
Closed Sales		190	213	+ 12.1%	190	213	+ 12.1%
Days on Market Until Sale		71	94	+ 32.4%	71	94	+ 32.4%
Median Sales Price		\$299,950	\$302,450	+ 0.8%	\$299,950	\$302,450	+ 0.8%
Average Sales Price		\$322,380	\$318,818	- 1.1%	\$322,380	\$318,818	- 1.1%
Percent of List Price Received		98.4%	98.8%	+ 0.4%	98.4%	98.8%	+ 0.4%
Housing Affordability Index		89	94	+ 5.6%	89	94	+ 5.6%
Inventory of Homes for Sale		1,116	1,095	- 1.9%	—	—	—
Months Supply of Inventory		3.9	3.3	- 15.4%	—	—	—