

Local Market Update

January 2020

Compared to January 2019



Median price
Residential \$324,950

Same **0** %

Condo \$266,000 Up **30.4** %

Land, Lots, Farms \$119,000 Down **3.8** %



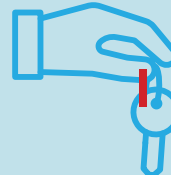
Residential Price Distribution for January



New listings
Residential 542 Up **10.2** %

Condo 29 Up **26.1** %

Land, Lots, Farms 85 Up **3.7** %



Closed sales
Residential 178 Up **9.2** %

Condo 17 Up **467** %

Land, Lots, Farms 12 Same **0** %



Days on market
Residential 32
11 days less than Jan '19

Condo 40
30 days less than Jan '19

Land, Lots, Farms 92
10 days more than Jan '19



Total inventory
Residential 1179 Down **1.5** %

Condo 82 Up **78.3** %

Land, Lots, Farms 313 Down **0.3** %

Note: This information is derived from the monthly spreadsheet provided by RealTracs and only represents Wilson County. Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size. Data may vary slightly from RealTracs VS. InfoSparks data reported due to raw data vs. scrubbed data formats.



Comparison from January 2019 to 2020

2019 January					2020 January				
	<u>Residential</u>	<u>Condo</u>	<u>Land, Lots & Farms</u>	<u>Multi- Family</u>		<u>Residential</u>	<u>Condo</u>	<u>Land, Lots & Farms</u>	<u>Multi- Family</u>
Closings	163	3	12	1	Closings	178	17	12	1
Average Price	\$340,385	\$247,417	\$160,225	\$115,000	Average Price	\$338,183	\$270,098	\$116,238	\$334,000
Median Price	\$325,000	\$204,000	\$123,750	\$115,000	Median Price	\$324,950	\$266,000	\$119,000	\$334,000
DOM	43	70	82	2	DOM	32	40	92	53
List to Contract Days					List to Contract Days	37	45	93	67
Contract to Closed Days					Contract to Closed Days	60	33	59	60
List to Closed Days					List to Closed Days	96	78	152	127
Total Inventory	1,197	46	314	1	Total Inventory	1,179	82	313	1
Active Inv	741	28	265	1	Active Inv	710	41	270	1
Under Contract Inv	456	18	48	0	Under Contract Inv	469	40	43	0
New Listings	492	23	82	1	New Listings	542	29	85	1
New Under Contract	252	11	28	1	New Under Contract	304	27	34	1
					*Decrease	*Increase			