

Wilson County

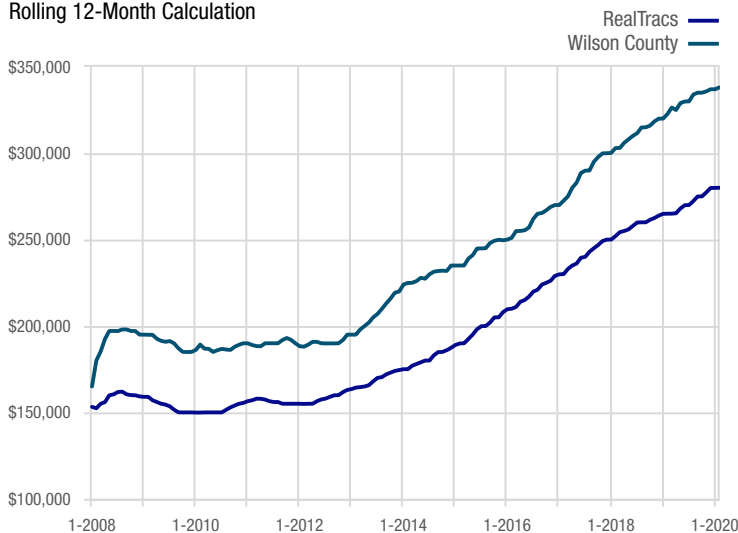
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	401	435	+ 8.5%	892	963	+ 8.0%
Pending Sales	196	375	+ 91.3%	370	648	+ 75.1%
Closed Sales	196	208	+ 6.1%	354	384	+ 8.5%
Days on Market Until Sale	55	97	+ 76.4%	61	98	+ 60.7%
Median 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.

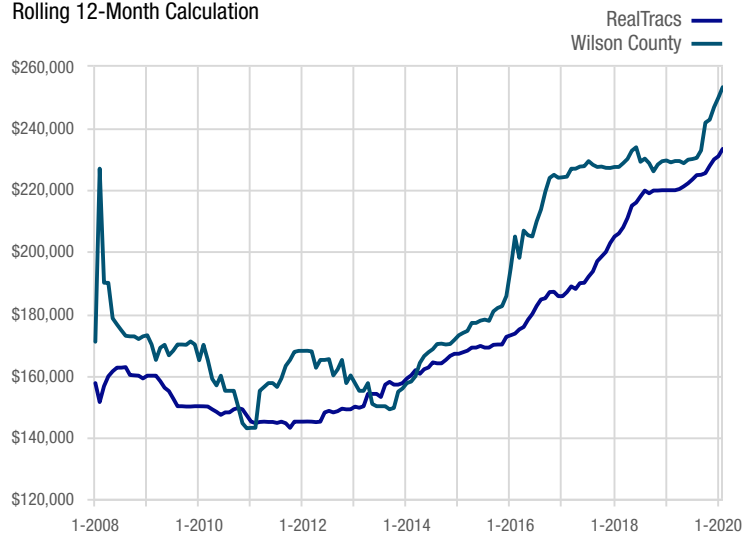
Median Sales Price - Single-Family

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.

Monthly Indicators



February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

New Listings increased 7.7 percent for Single Family and 27.8 percent for Townhouse/Condo. Pending Sales increased 85.4 percent for Single Family and 1025.0 percent for Townhouse/Condo. Inventory decreased 4.7 percent for Single Family and 14.3 percent for Townhouse/Condo.

Median Sales Price increased 3.9 percent to \$306,515 for Single Family and 16.6 percent to \$249,450 for Townhouse/Condo. Days on Market increased 64.4 percent for Single Family and 110.0 percent for Townhouse/Condo. Months Supply of Inventory decreased 19.5 percent for Single Family and 49.0 percent for Townhouse/Condo.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Quick Facts

+ 14.9%

Change in
Closed Sales
All Properties

+ 0.7%

Change in
Median Sales Price
All Properties

- 5.1%

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	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		456	491	+ 7.7%	1,008	1,087	+ 7.8%
Pending Sales		233	432	+ 85.4%	437	739	+ 69.1%
Closed Sales		229	250	+ 9.2%	417	452	+ 8.4%
Days on Market Until Sale		59	97	+ 64.4%	65	97	+ 49.2%
Median Sales Price		\$294,900	\$306,515	+ 3.9%	\$299,900	\$308,190	+ 2.8%
Average Sales Price		\$311,128	\$324,516	+ 4.3%	\$316,113	\$323,960	+ 2.5%
Percent of List Price Received		98.2%	98.0%	- 0.2%	98.3%	98.4%	+ 0.1%
Housing Affordability Index		91	93	+ 2.2%	90	92	+ 2.2%
Inventory of Homes for Sale		1,113	1,061	- 4.7%	—	—	—
Months Supply of Inventory		4.1	3.3	- 19.5%	—	—	—

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.



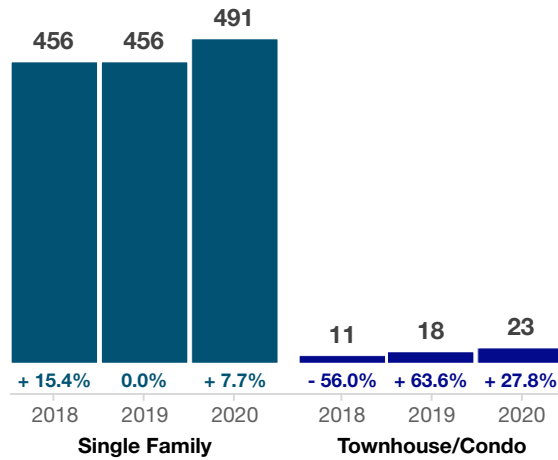
Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		18	23	+ 27.8%	40	53	+ 32.5%
Pending Sales		4	45	+ 1,025.0%	10	67	+ 570.0%
Closed Sales		6	20	+ 233.3%	9	36	+ 300.0%
Days on Market Until Sale		40	84	+ 110.0%	53	82	+ 54.7%
Median Sales Price		\$213,950	\$249,450	+ 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%
Housing Affordability Index		126	114	- 9.5%	131	110	- 16.0%
Inventory of Homes for Sale		49	42	- 14.3%	—	—	—
Months Supply of Inventory		5.1	2.6	- 49.0%	—	—	—

New Listings

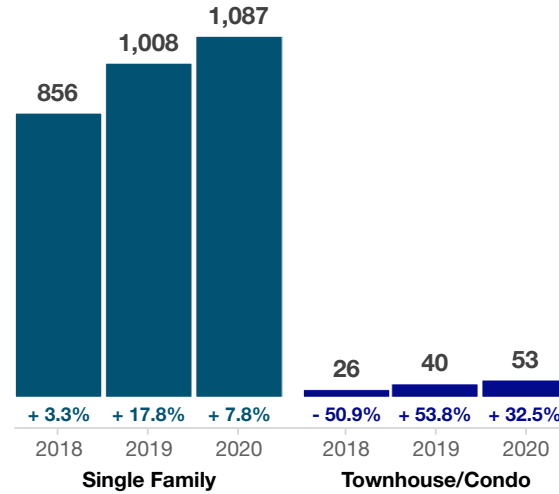
A count of the properties that have been newly listed on the market in a given month.



February

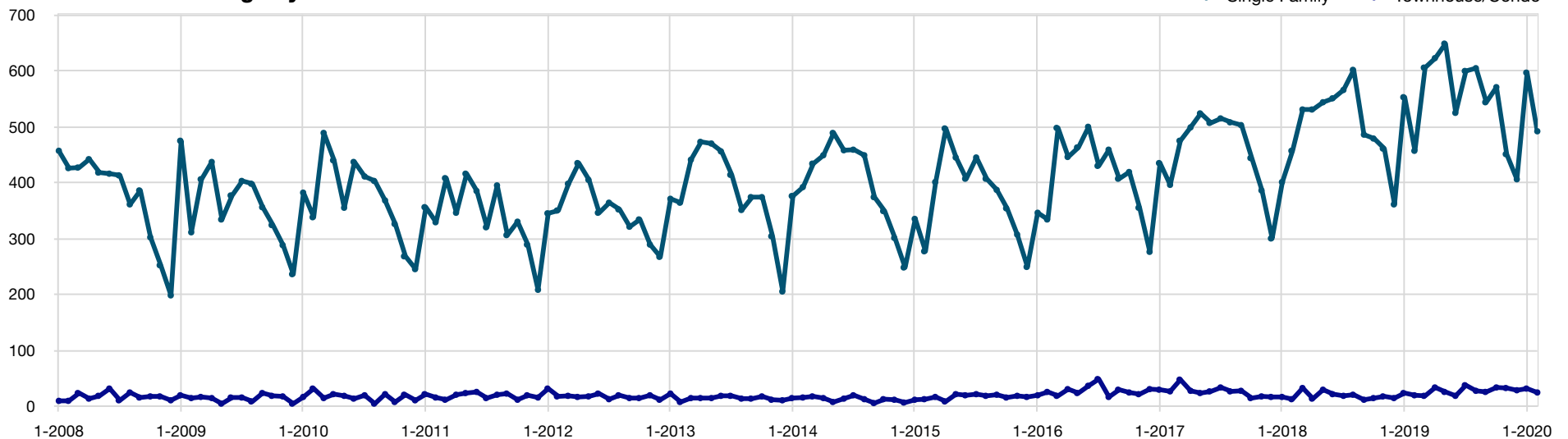


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2019	605	+ 14.2%	17	- 45.2%
4-2019	622	+ 17.4%	32	+ 166.7%
5-2019	648	+ 19.3%	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	405	+ 12.5%	27	+ 107.7%
1-2020	596	+ 8.0%	30	+ 36.4%
2-2020	491	+ 7.7%	23	+ 27.8%
12-Month Avg	555	+ 9.0%	27	+ 50.0%

Historical New Listings by Month

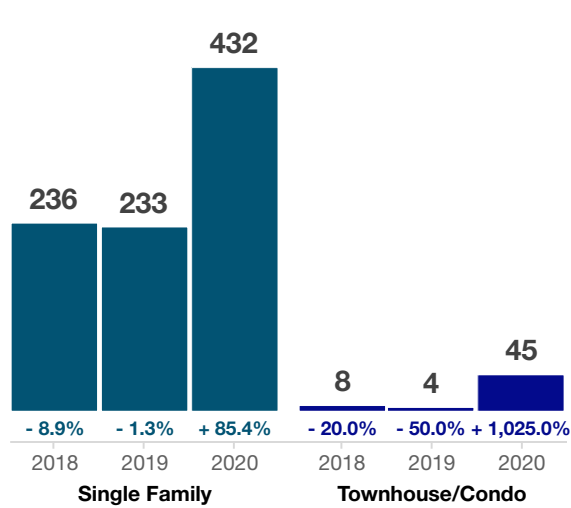


Pending Sales

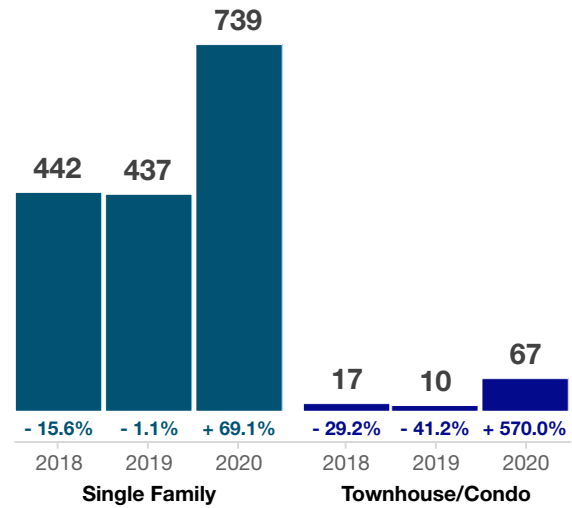
A count of the properties on which offers have been accepted in a given month.



February

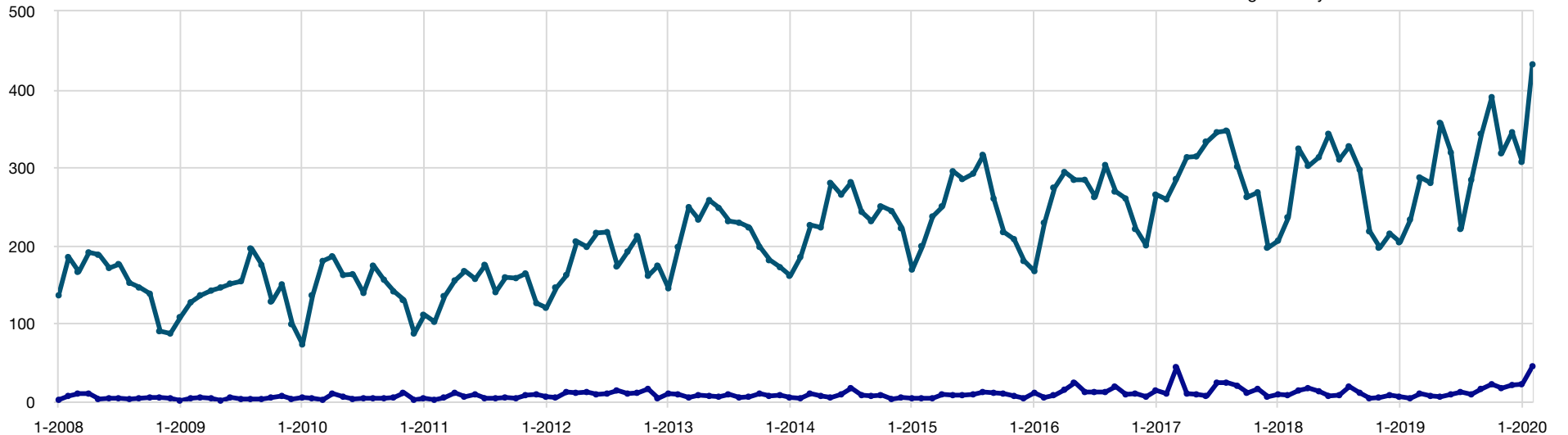


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2019	287	- 11.4%	10	- 28.6%
4-2019	280	- 7.3%	7	- 58.8%
5-2019	357	+ 14.1%	6	- 53.8%
6-2019	319	- 7.0%	9	+ 28.6%
7-2019	221	- 28.7%	12	+ 50.0%
8-2019	284	- 13.1%	9	- 52.6%
9-2019	343	+ 15.5%	16	+ 45.5%
10-2019	390	+ 78.9%	22	+ 450.0%
11-2019	318	+ 61.4%	17	+ 240.0%
12-2019	345	+ 60.5%	21	+ 162.5%
1-2020	307	+ 50.5%	22	+ 266.7%
2-2020	432	+ 85.4%	45	+ 1,025.0%
12-Month Avg	324	+ 18.2%	16	+ 60.0%

Historical Pending Sales by Month

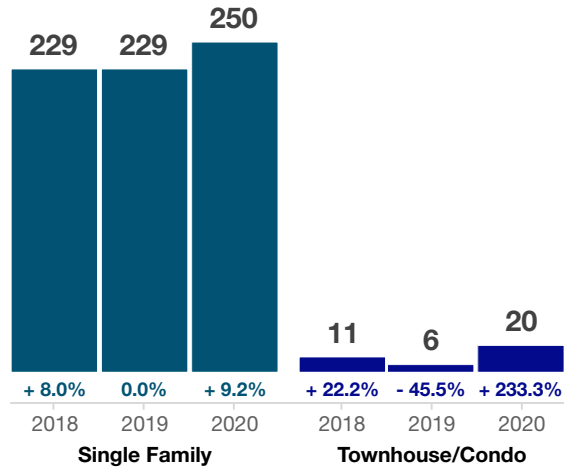


Closed Sales

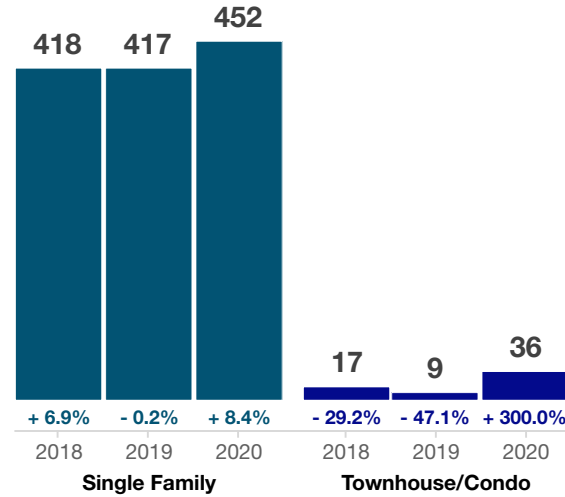
A count of the actual sales that closed in a given month.



February

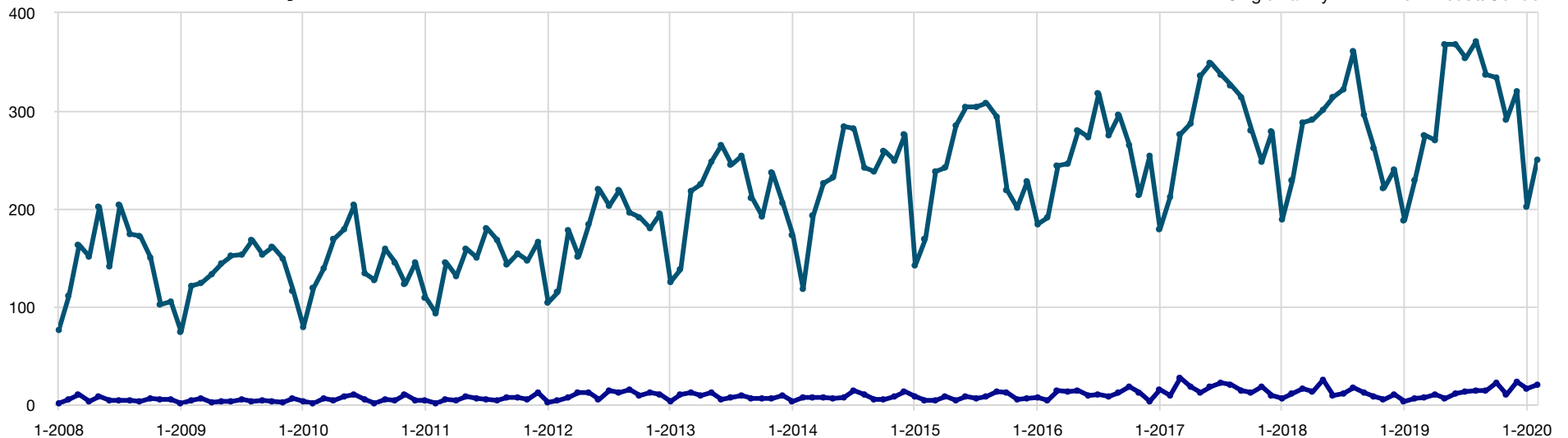


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	202	+ 7.4%	16	+ 433.3%
2-2020	250	+ 9.2%	20	+ 233.3%
12-Month Avg	312	+ 13.0%	14	+ 27.3%

Historical Closed Sales by Month

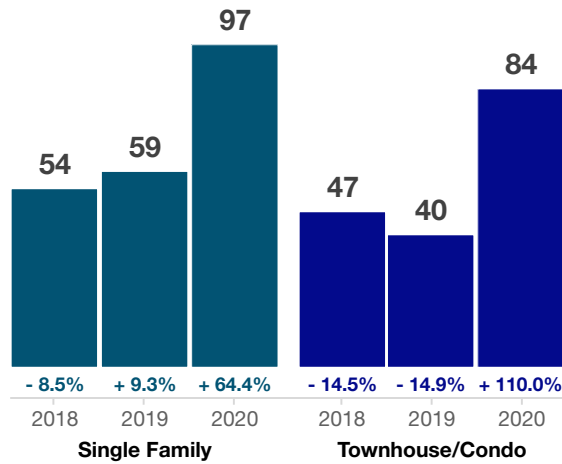


Days on Market Until Sale

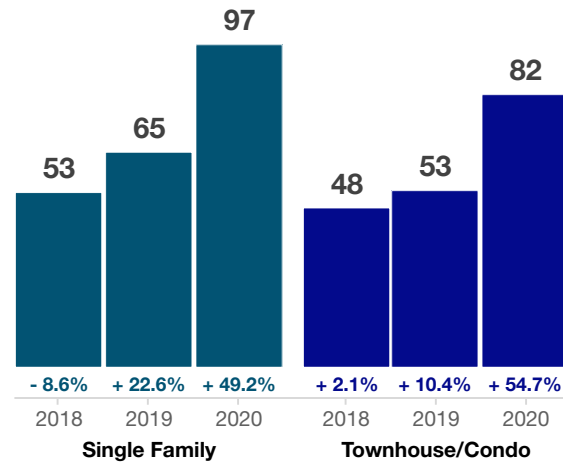
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



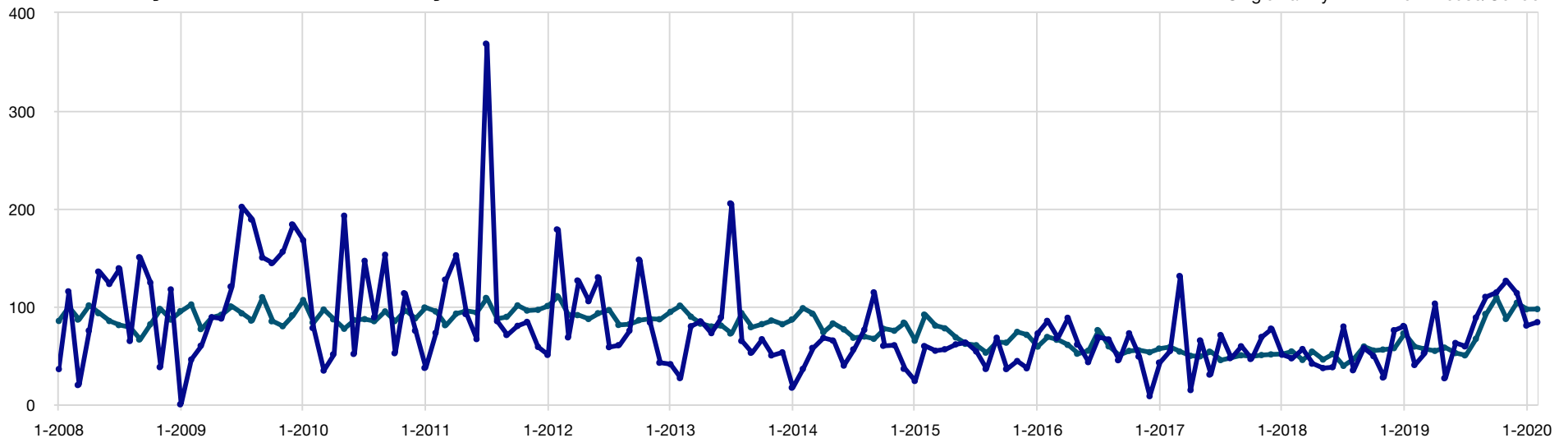
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	97	+ 34.7%	81	+ 1.3%
2-2020	97	+ 64.4%	84	+ 110.0%
12-Month Avg*	76	+ 45.1%	91	+ 85.7%

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

Historical Days on Market Until Sale by Month

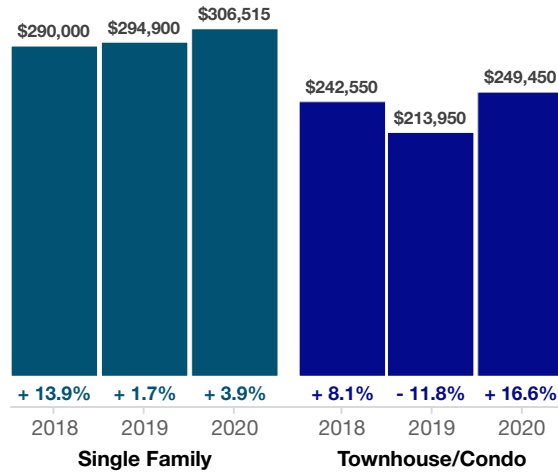


Median Sales Price

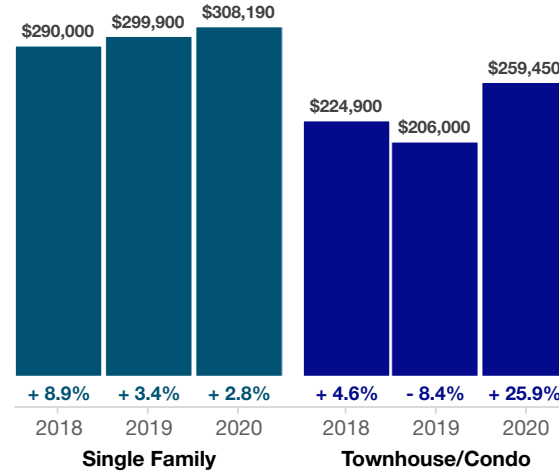
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



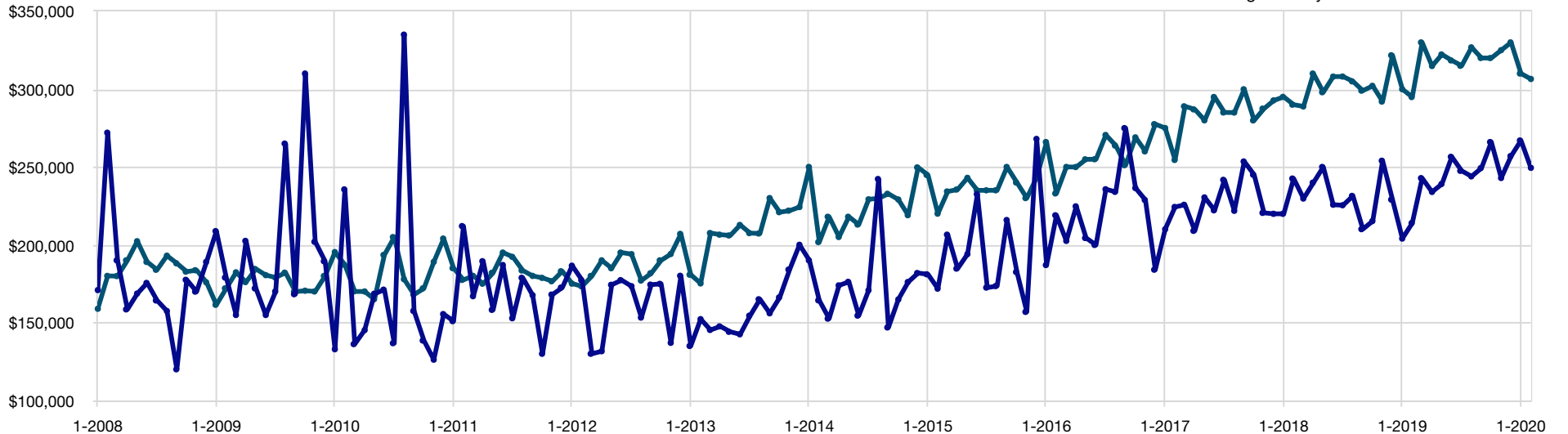
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$310,000	+ 3.4%	\$267,000	+ 30.9%
2-2020	\$306,515	+ 3.9%	\$249,450	+ 16.6%
12-Month Avg*	\$320,000	+ 6.7%	\$253,400	+ 10.2%

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

Historical Median Sales Price by Month

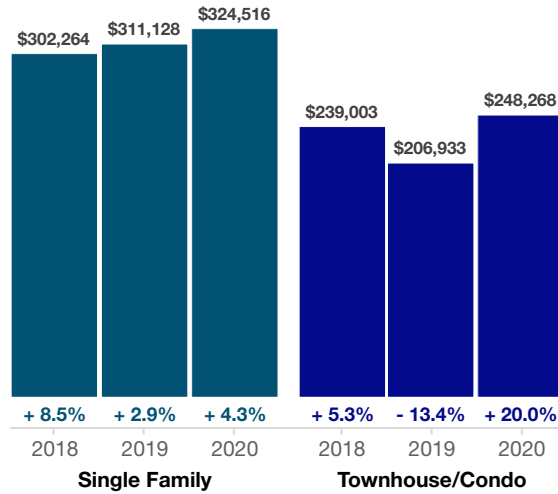


Average Sales Price

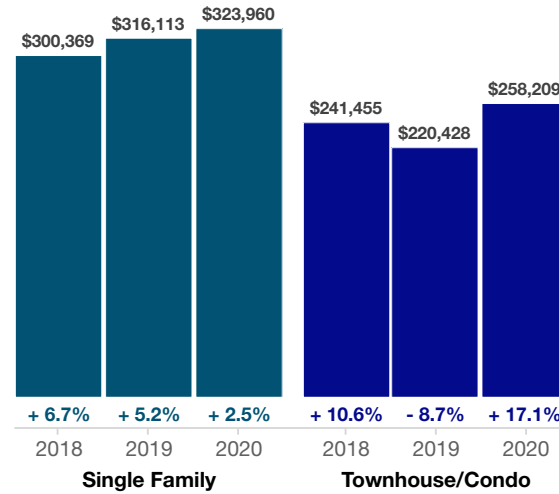
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



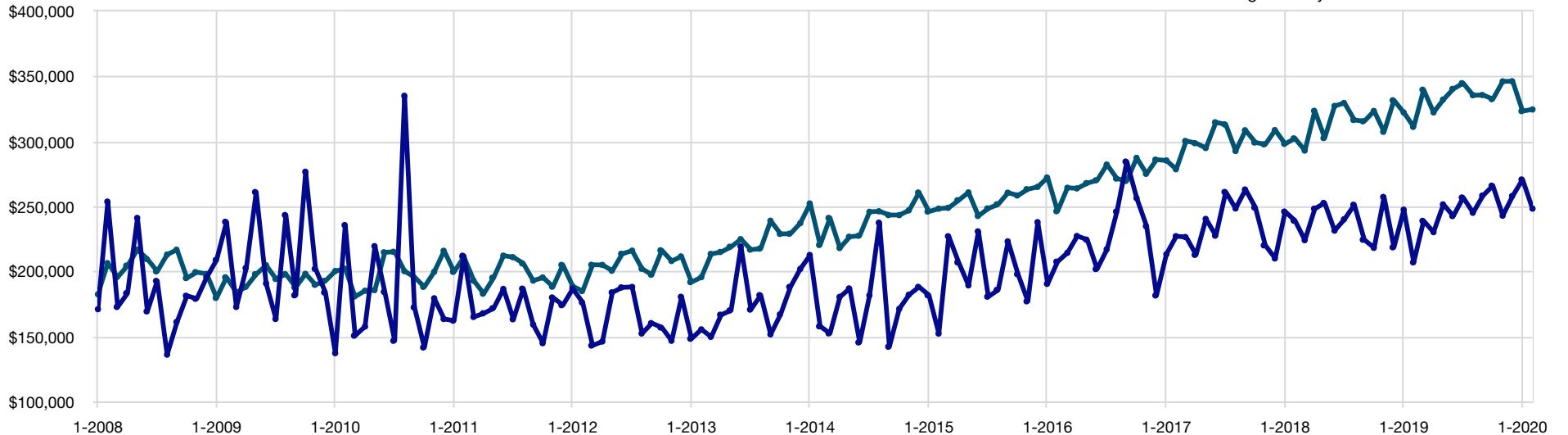
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$323,261	+ 0.3%	\$270,635	+ 9.4%
2-2020	\$324,516	+ 4.3%	\$248,268	+ 20.0%
12-Month Avg*	\$335,959	+ 6.0%	\$253,260	+ 6.8%

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

Historical Average Sales Price by Month

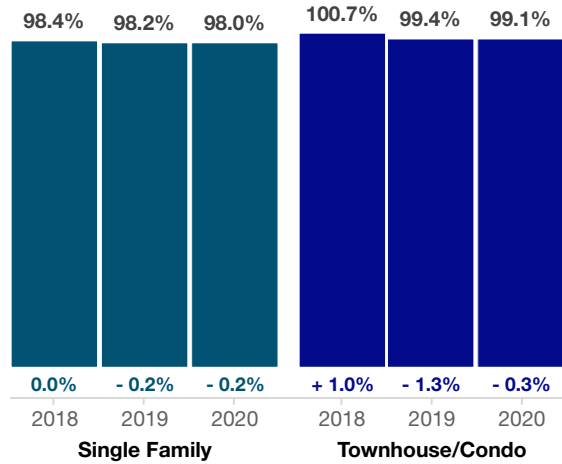


Percent of List Price Received

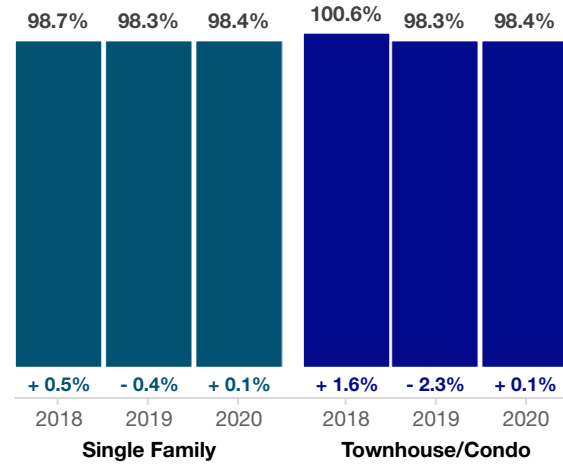
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



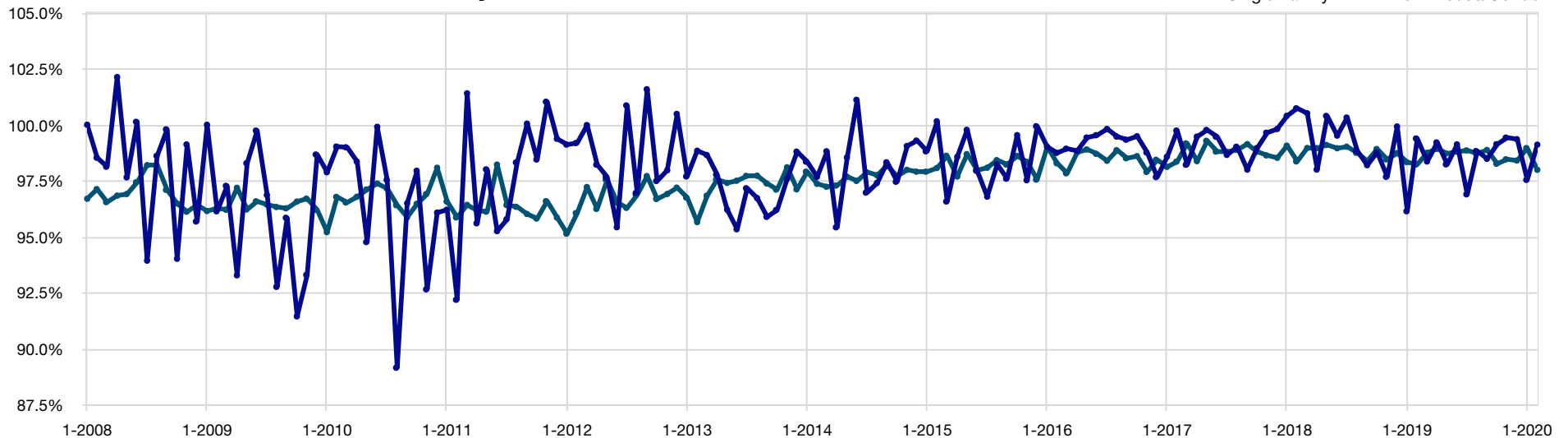
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	99.0%	+ 0.7%	97.5%	+ 1.5%
2-2020	98.0%	- 0.2%	99.1%	- 0.3%
12-Month Avg*	98.6%	- 0.1%	98.7%	- 0.6%

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

Historical Percent of List Price Received by Month

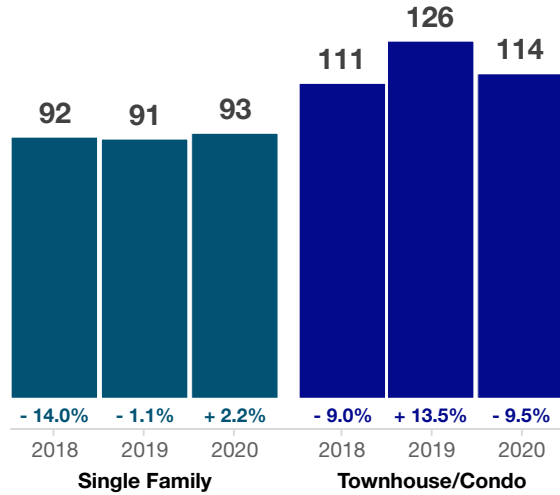


Housing Affordability Index

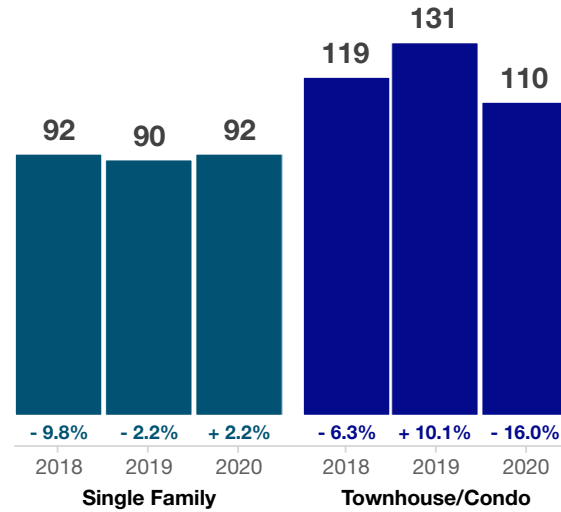
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

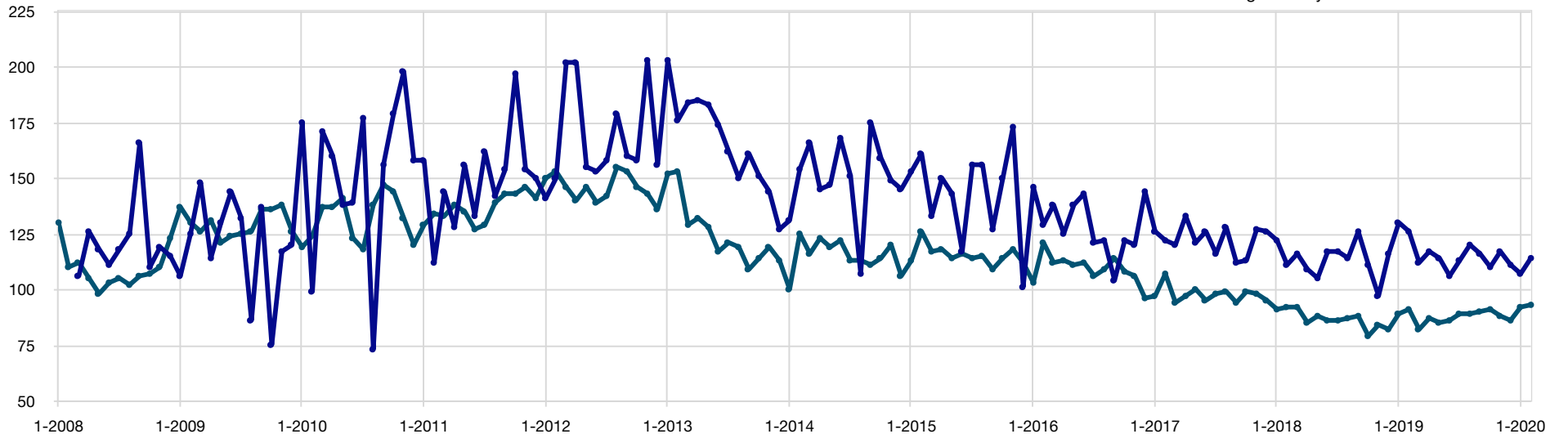


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
2-2020	93	+2.2%	114	-9.5%
12-Month Avg	88	+2.3%	113	-1.7%

Historical Housing Affordability Index by Month

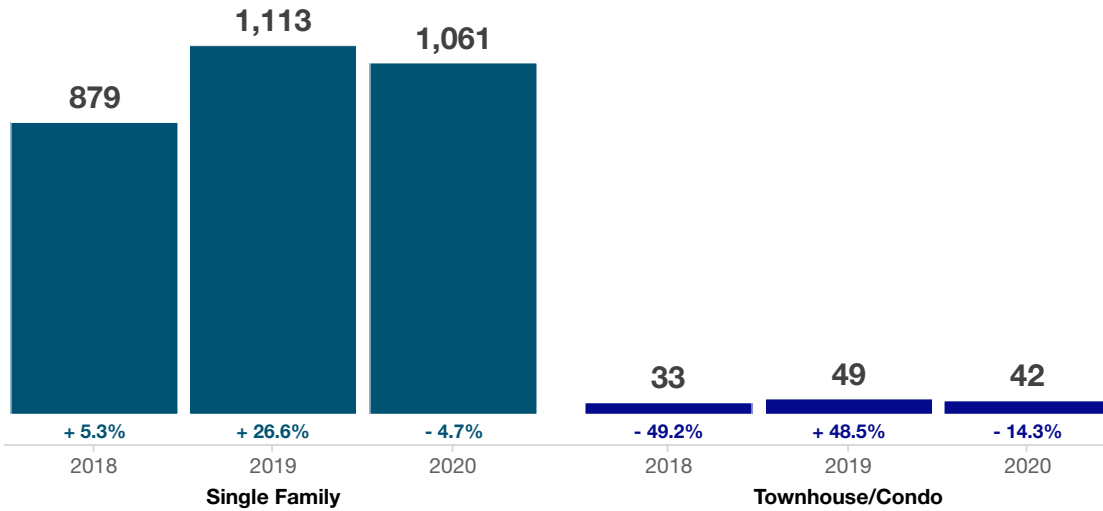


Inventory of Homes for Sale

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

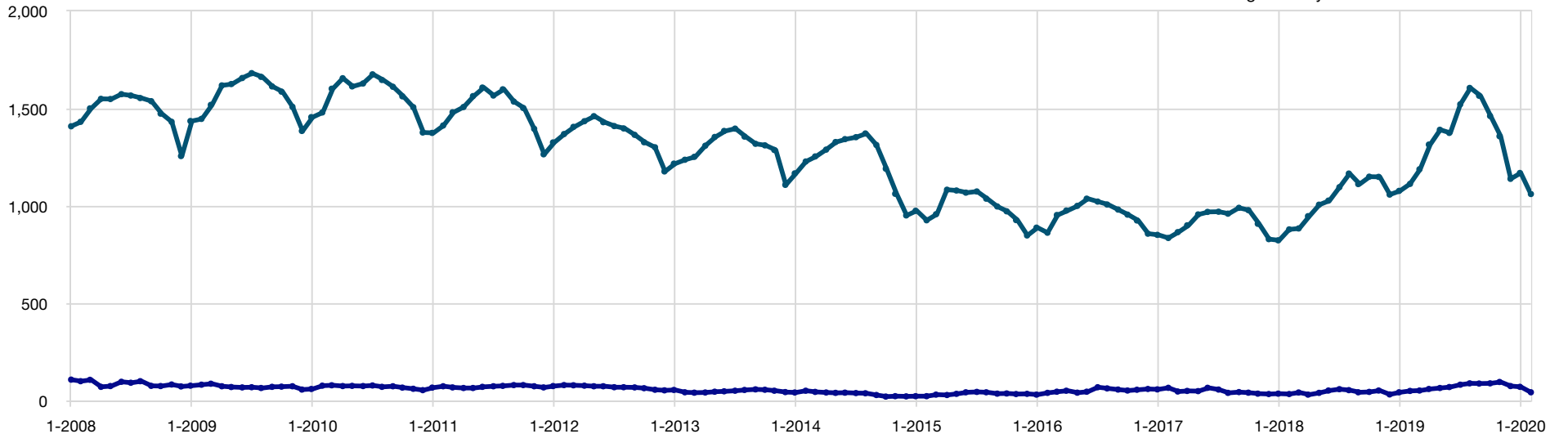


February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2019	1,188	+ 34.4%	51	+ 24.4%
4-2019	1,315	+ 38.9%	59	+ 96.7%
5-2019	1,391	+ 38.3%	64	+ 64.1%
6-2019	1,375	+ 33.9%	69	+ 35.3%
7-2019	1,522	+ 38.9%	81	+ 39.7%
8-2019	1,606	+ 37.7%	88	+ 66.0%
9-2019	1,566	+ 40.8%	87	+ 107.1%
10-2019	1,462	+ 27.1%	88	+ 100.0%
11-2019	1,358	+ 18.2%	95	+ 86.3%
12-2019	1,139	+ 7.7%	74	+ 138.7%
1-2020	1,169	+ 8.5%	70	+ 66.7%
2-2020	1,061	- 4.7%	42	- 14.3%
12-Month Avg	1,346	+ 26.4%	72	+ 63.6%

Historical Inventory of Homes for Sale by Month

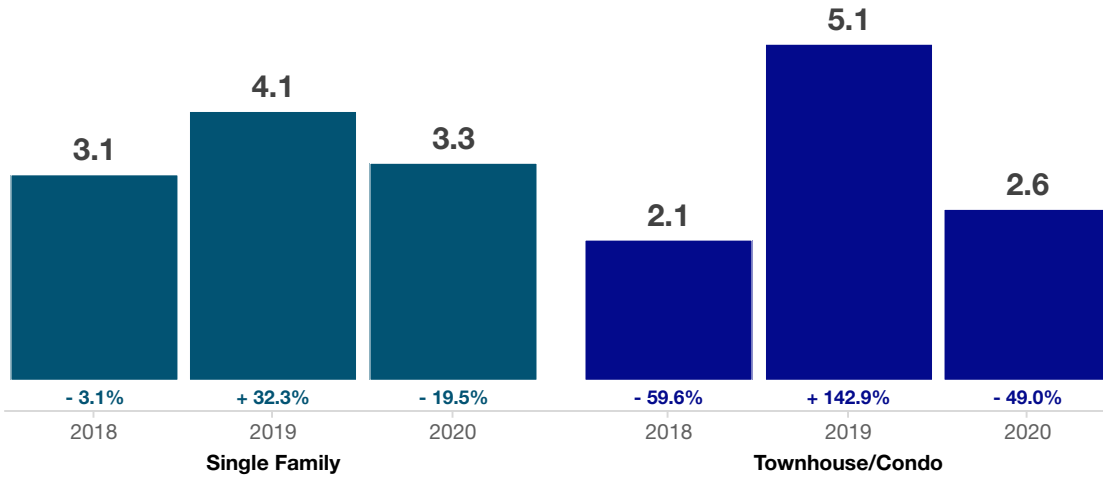


Months Supply of Inventory

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.



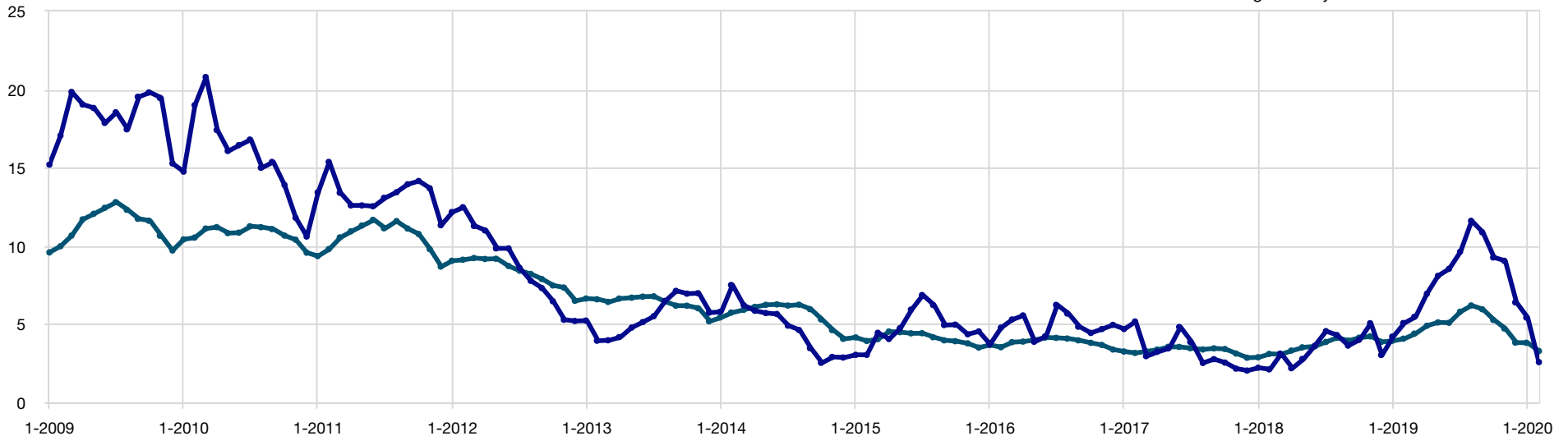
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	5.8	+ 48.7%	9.6	+ 113.3%
8-2019	6.2	+ 51.2%	11.6	+ 169.8%
9-2019	6.0	+ 53.8%	10.9	+ 202.8%
10-2019	5.3	+ 29.3%	9.3	+ 132.5%
11-2019	4.7	+ 11.9%	9.0	+ 76.5%
12-2019	3.8	- 2.6%	6.4	+ 113.3%
1-2020	3.8	- 2.6%	5.4	+ 28.6%
2-2020	3.3	- 19.5%	2.6	- 49.0%
12-Month Avg*	4.9	+ 27.8%	7.8	+ 106.2%

* Months Supply for all properties from March 2019 through February 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	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		474	514	+ 8.4%	1,048	1,140	+ 8.8%
Pending Sales		237	477	+ 101.3%	447	806	+ 80.3%
Closed Sales		235	270	+ 14.9%	426	488	+ 14.6%
Days on Market Until Sale		59	96	+ 62.7%	65	96	+ 47.7%
Median Sales Price		\$293,000	\$295,000	+ 0.7%	\$298,950	\$300,000	+ 0.4%
Average Sales Price		\$308,468	\$318,868	+ 3.4%	\$314,092	\$319,079	+ 1.6%
Percent of List Price Received		98.3%	98.1%	- 0.2%	98.3%	98.4%	+ 0.1%
Housing Affordability Index		92	97	+ 5.4%	90	95	+ 5.6%
Inventory of Homes for Sale		1,162	1,103	- 5.1%	—	—	—
Months Supply of Inventory		4.1	3.2	- 22.0%	—	—	—