

Local Market Update

February 2020

Compared to February 2019



Median price
Residential \$340,888

Up **7.9%**

Condo \$243,900

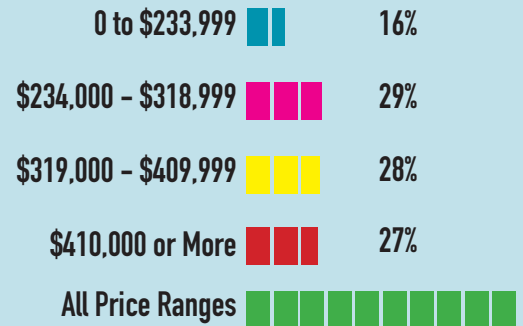
Up **14%**

Land, Lots, Farms \$109,900

Up **0.4%**



Residential Price Distribution for February



New listings

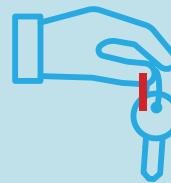
Residential 456 Up **12.6%**

Condo 23

Up **27.8%**

Land, Lots, Farms 46

Down **20.7%**



Closed sales

Residential 217 Up **12.4%**

Condo 21

Up **250%**

Land, Lots, Farms 25

Up **38.9%**



Days on market

Residential 30
7 days less than Feb '19

Condo 44

13 days more than Feb '19

Land, Lots, Farms 109
30 days more than Feb '19



Total inventory

Residential 1267 Up **3.9%**

Condo 84

Up **55.6%**

Land, Lots, Farms 323

Down **1.5%**

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 February 2019 to 2020

	2019 February				2020 February			
	<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	193	6	18	0	217	21	25	1
Average Price	\$333,971	\$206,933	\$168,633	\$0	\$346,555	\$244,155	\$180,668	\$195,000
Median Price	\$316,000	\$213,950	\$109,500	\$0	\$340,888	\$243,900	\$109,900	\$195,000
DOM	37	31	79	0	30	44	109	3
List to Contract Days					34	46	119	5
Contract to Closed Days					67	36	42	14
List to Closed Days					101	81	161	19
Total Inventory	1,220	54	328	2	1,267	84	323	3
Active Inv	685	34	276	1	686	37	258	1
Under Contract Inv	535	20	52	1	580	47	64	1
New Listings	405	18	58	2	456	23	46	2
New Under Contract	263	9	25	1	328	31	34	1
					*Decrease	*Increase		