

Wilson County

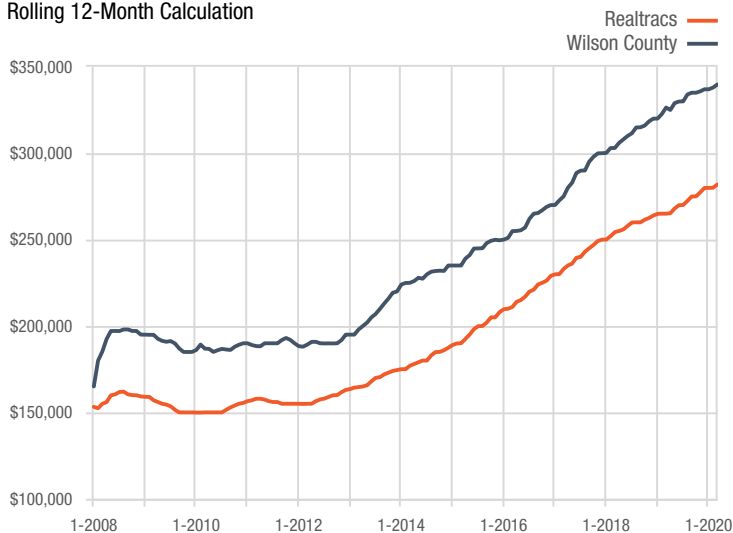
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	530	466	- 12.1%	1,422	1,435	+ 0.9%
Pending Sales	247	394	+ 59.5%	617	952	+ 54.3%
Closed Sales	241	233	- 3.3%	595	623	+ 4.7%
Days on Market until Sale	55	89	+ 61.8%	58	95	+ 63.8%
Median Sales Price*	\$350,000	\$361,900	+ 3.4%	\$334,900	\$344,900	+ 3.0%
Average Sales Price*	\$356,786	\$376,792	+ 5.6%	\$347,588	\$358,830	+ 3.2%
Percent of List Price Received*	98.9%	99.0%	+ 0.1%	98.8%	98.9%	+ 0.1%
Inventory of Homes for Sale	965	830	- 14.0%	—	—	—
Months Supply of Inventory	4.2	3.0	- 28.6%	—	—	—

Townhouse/Condo	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	15	36	+ 140.0%	54	89	+ 64.8%
Pending Sales	10	26	+ 160.0%	20	83	+ 315.0%
Closed Sales	7	16	+ 128.6%	16	52	+ 225.0%
Days on Market until Sale	52	116	+ 123.1%	53	93	+ 75.5%
Median Sales Price*	\$242,819	\$260,600	+ 7.3%	\$225,950	\$259,450	+ 14.8%
Average Sales Price*	\$238,803	\$252,943	+ 5.9%	\$228,467	\$256,588	+ 12.3%
Percent of List Price Received*	98.4%	99.6%	+ 1.2%	98.3%	98.8%	+ 0.5%
Inventory of Homes for Sale	47	35	- 25.5%	—	—	—
Months Supply of Inventory	5.2	2.2	- 57.7%	—	—	—

* 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.

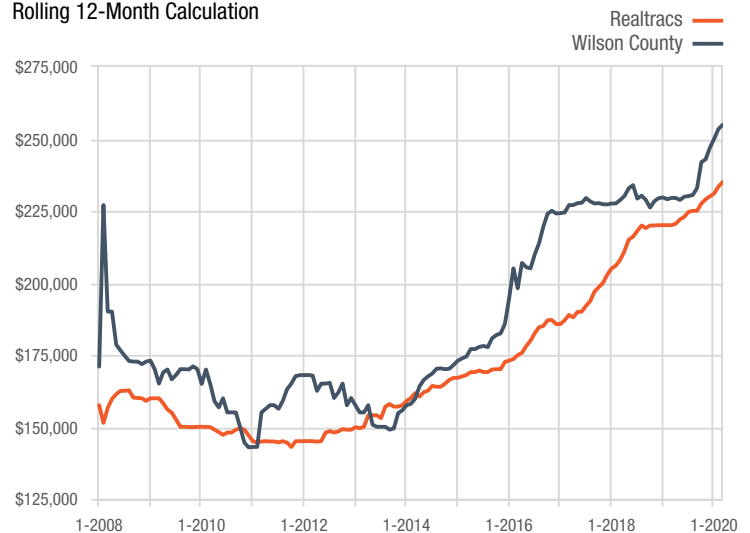
Median Sales Price - Single-Family

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



March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

New Listings decreased 10.9 percent for Single Family but increased 117.6 percent for Townhouse/Condo. Pending Sales increased 56.4 percent for Single Family and 160.0 percent for Townhouse/Condo. Inventory decreased 11.2 percent for Single Family and 23.5 percent for Townhouse/Condo.

Median Sales Price increased 4.7 percent to \$345,400 for Single Family and 7.3 percent to \$260,600 for Townhouse/Condo. Days on Market increased 67.9 percent for Single Family and 123.1 percent for Townhouse/Condo. Months Supply of Inventory decreased 27.3 percent for Single Family and 56.4 percent for Townhouse/Condo.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Quick Facts

+ 1.4%	+ 4.2%	- 11.7%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		605	539	- 10.9%	1,613	1,633	+ 1.2%
Pending Sales		287	449	+ 56.4%	724	1,084	+ 49.7%
Closed Sales		275	270	- 1.8%	692	728	+ 5.2%
Days on Market until Sale		56	94	+ 67.9%	62	96	+ 54.8%
Median Sales Price		\$330,000	\$345,400	+ 4.7%	\$312,000	\$324,999	+ 4.2%
Average Sales Price		\$339,697	\$359,056	+ 5.7%	\$325,486	\$336,675	+ 3.4%
Percent of List Price Received		98.7%	98.5%	- 0.2%	98.5%	98.5%	0.0%
Housing Affordability Index		82	82	0.0%	87	88	+ 1.1%
Inventory of Homes for Sale		1,188	1,055	- 11.2%	—	—	—
Months Supply of Inventory		4.4	3.2	- 27.3%	—	—	—

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.



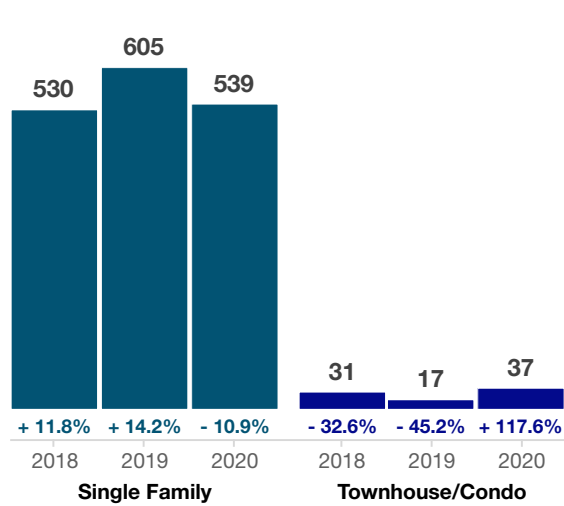
Key Metrics	Historical Sparkbars	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		17	37	+ 117.6%	57	91	+ 59.6%
Pending Sales		10	26	+ 160.0%	20	83	+ 315.0%
Closed Sales		7	16	+ 128.6%	16	52	+ 225.0%
Days on Market until Sale		52	116	+ 123.1%	53	93	+ 75.5%
Median Sales Price		\$242,819	\$260,600	+ 7.3%	\$225,950	\$259,450	+ 14.8%
Average Sales Price		\$238,803	\$252,943	+ 5.9%	\$228,467	\$256,588	+ 12.3%
Percent of List Price Received		98.4%	99.6%	+ 1.2%	98.3%	98.8%	+ 0.5%
Housing Affordability Index		112	109	- 2.7%	120	110	- 8.3%
Inventory of Homes for Sale		51	39	- 23.5%	—	—	—
Months Supply of Inventory		5.5	2.4	- 56.4%	—	—	—

New Listings

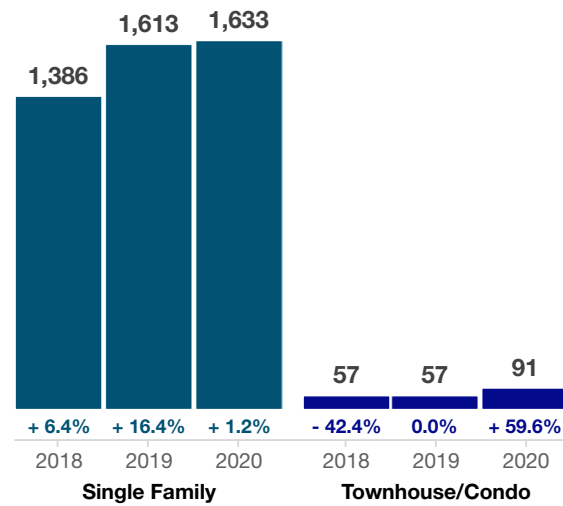
A count of the properties that have been newly listed on the market in a given month.



March

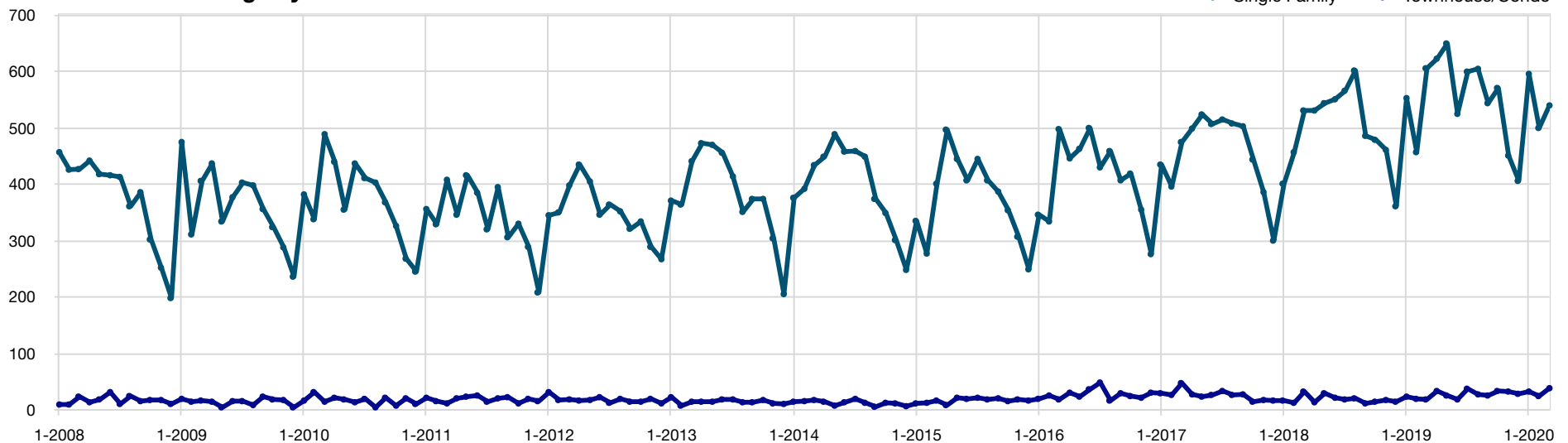


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	405	+ 12.5%	27	+ 107.7%
1-2020	595	+ 7.8%	31	+ 40.9%
2-2020	499	+ 9.4%	23	+ 27.8%
3-2020	539	- 10.9%	37	+ 117.6%
12-Month Avg	550	+ 6.8%	28	+ 64.7%

Historical New Listings by Month

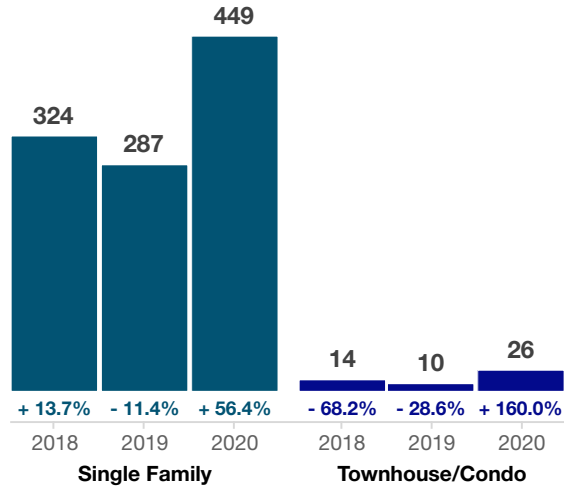


Pending Sales

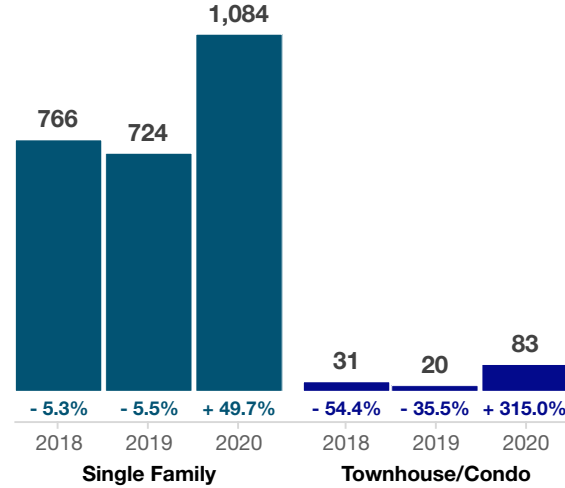
A count of the properties on which offers have been accepted in a given month.



March

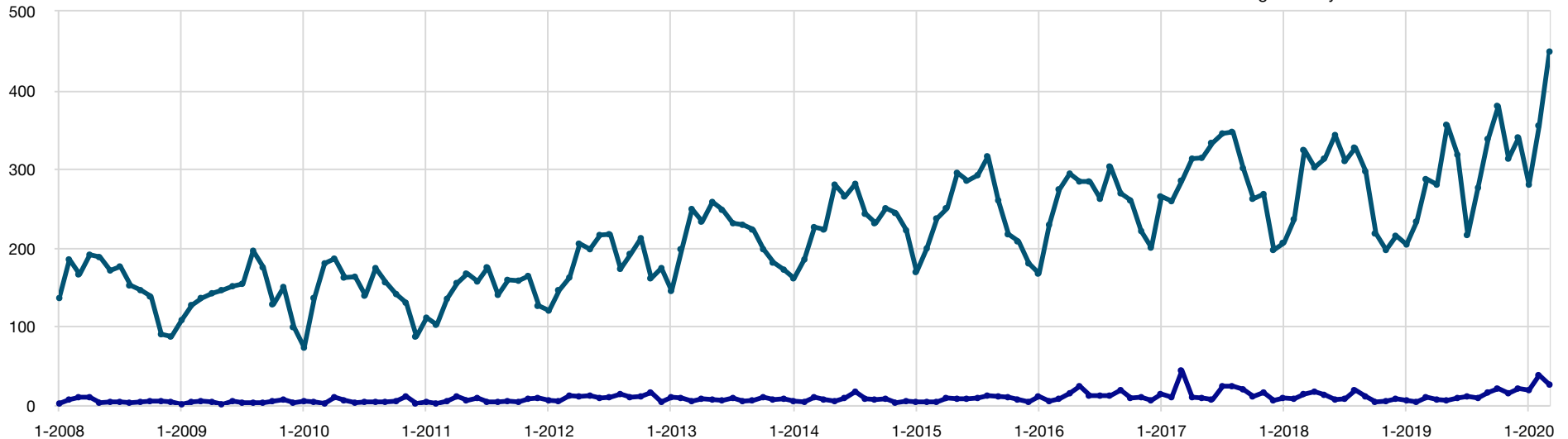


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
4-2019	280	- 7.3%	7	- 58.8%
5-2019	356	+ 13.7%	6	- 53.8%
6-2019	318	- 7.3%	9	+ 28.6%
7-2019	216	- 30.3%	11	+ 37.5%
8-2019	276	- 15.6%	9	- 52.6%
9-2019	338	+ 13.8%	16	+ 45.5%
10-2019	380	+ 74.3%	21	+ 425.0%
11-2019	313	+ 58.9%	15	+ 200.0%
12-2019	340	+ 58.1%	21	+ 162.5%
1-2020	280	+ 37.3%	19	+ 216.7%
2-2020	355	+ 52.4%	38	+ 850.0%
3-2020	449	+ 56.4%	26	+ 160.0%
12-Month Avg	325	+ 19.9%	17	+ 88.9%

Historical Pending Sales by Month

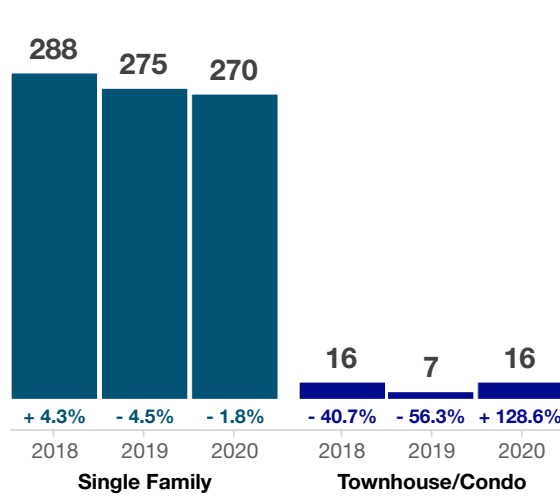


Closed Sales

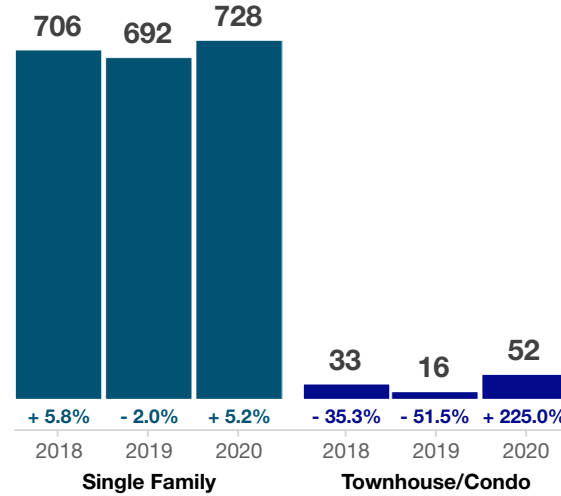
A count of the actual sales that closed in a given month.



March

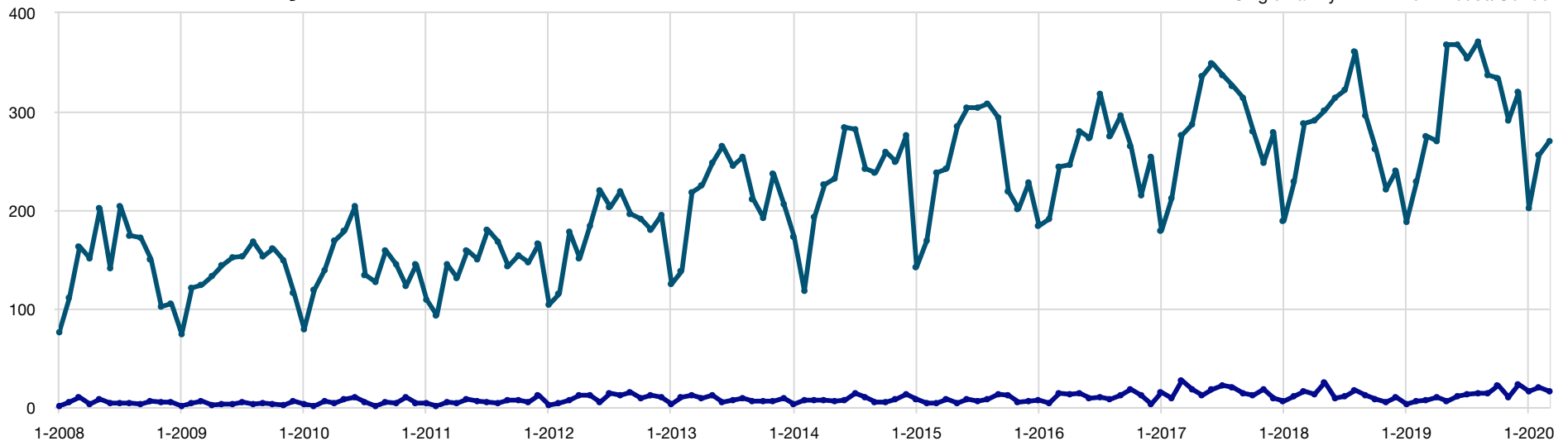


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	256	+ 11.8%	20	+ 233.3%
3-2020	270	- 1.8%	16	+ 128.6%
12-Month Avg	312	+ 13.5%	15	+ 36.4%

Historical Closed Sales by Month

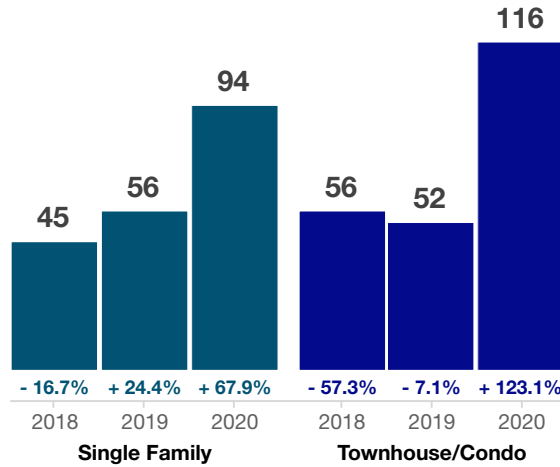


Days on Market until Sale

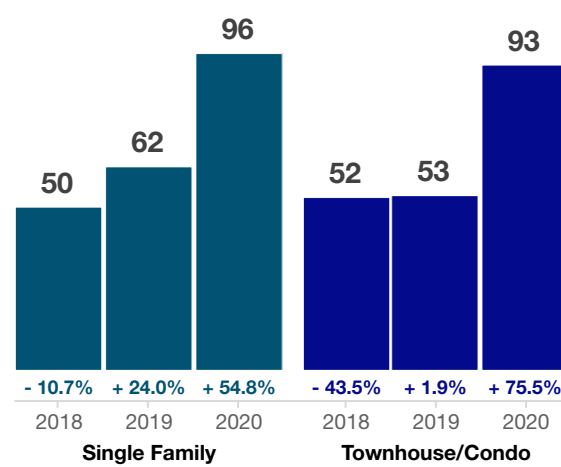
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



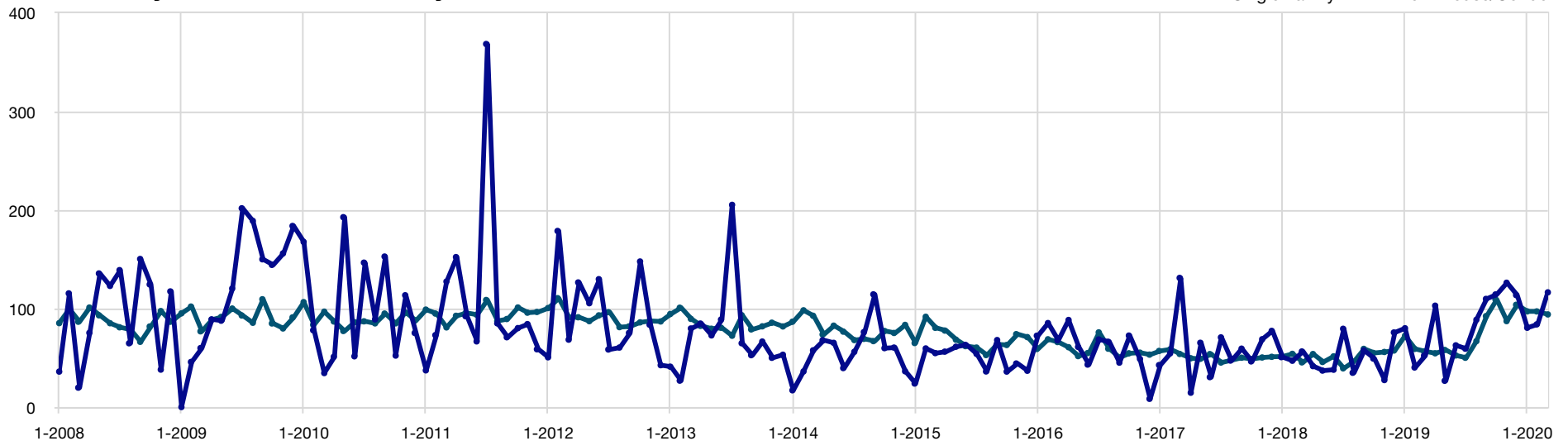
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2020	94	+ 67.9%	116	+ 123.1%
12-Month Avg*	79	+ 47.7%	95	+ 96.6%

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

Historical Days on Market until Sale by Month

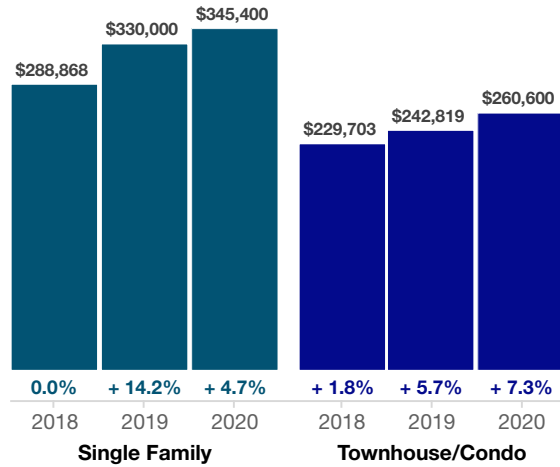


Median Sales Price

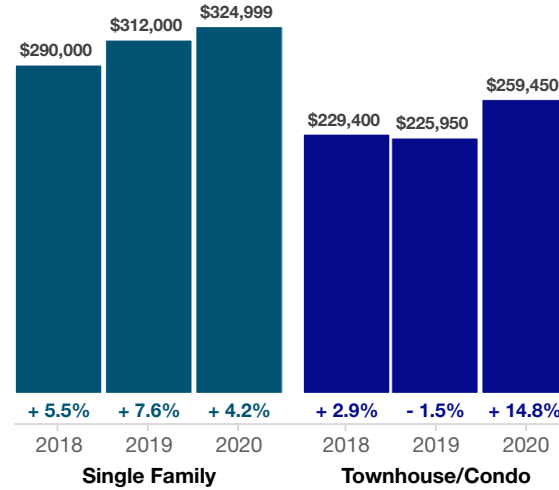
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



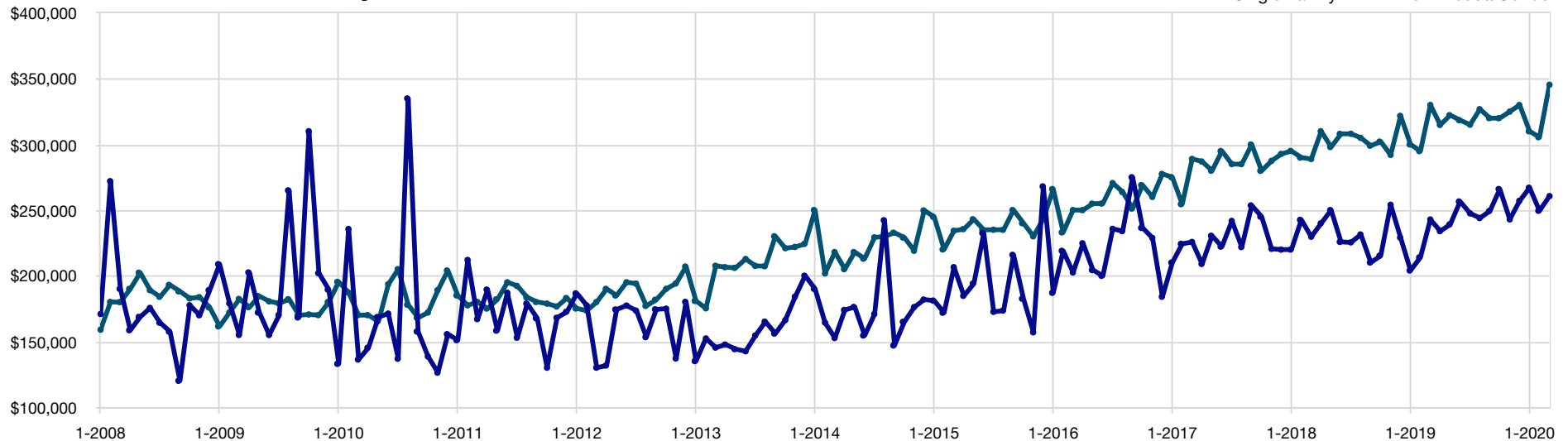
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$305,465	+ 3.6%	\$249,450	+ 16.6%
3-2020	\$345,400	+ 4.7%	\$260,600	+ 7.3%
12-Month Avg*	\$320,000	+ 4.9%	\$254,900	+ 10.9%

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

Historical Median Sales Price by Month

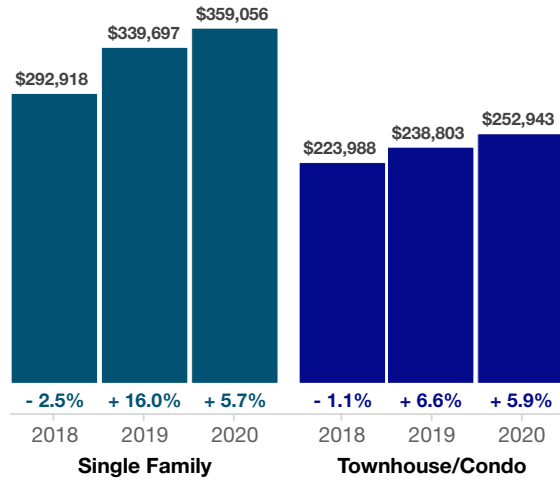


Average Sales Price

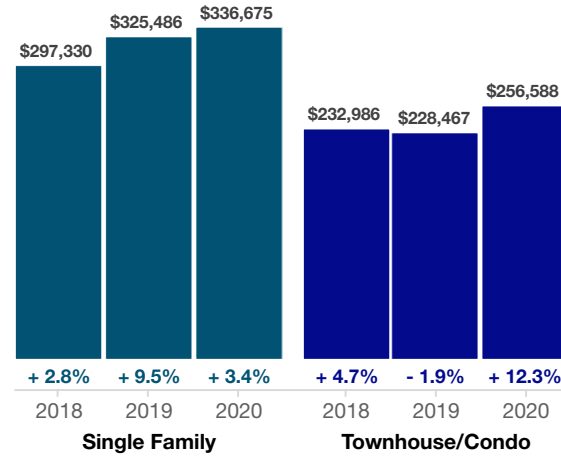
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



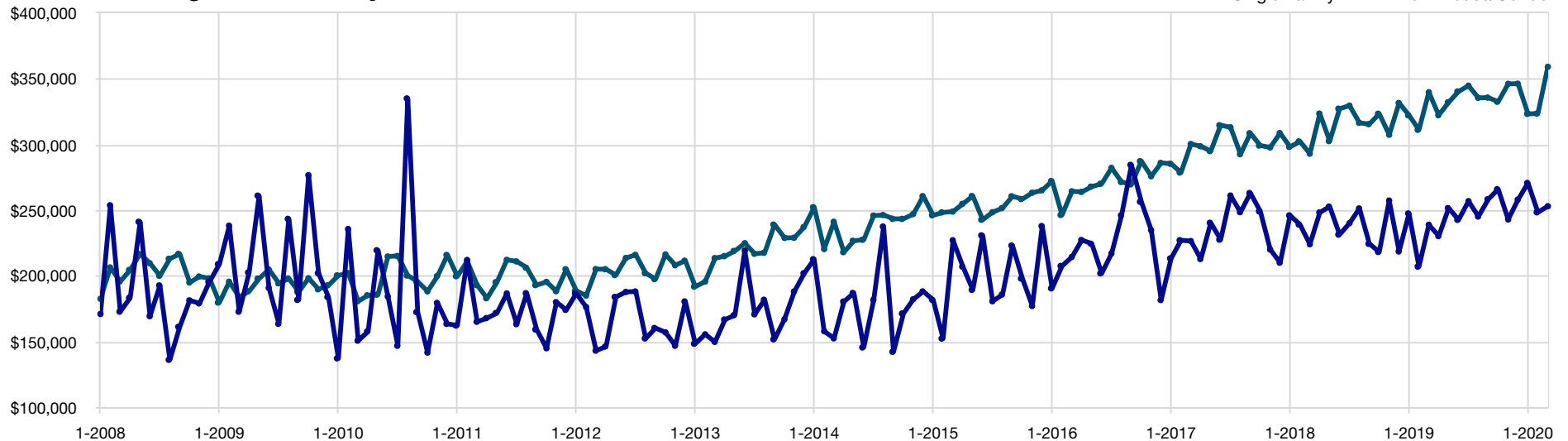
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$323,499	+ 4.0%	\$248,268	+ 20.0%
3-2020	\$359,056	+ 5.7%	\$252,943	+ 5.9%
12-Month Avg*	\$337,266	+ 5.1%	\$253,809	+ 6.3%

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

Historical Average Sales Price by Month

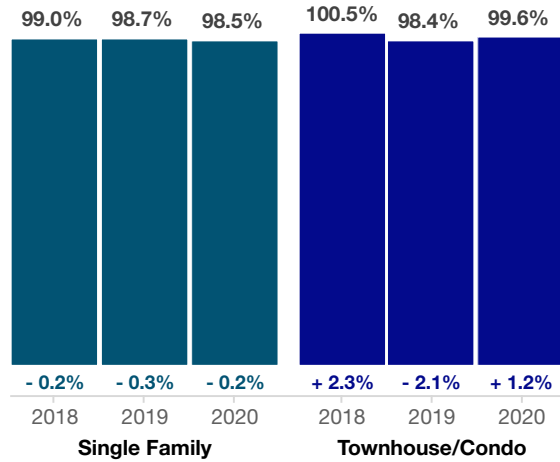


Percent of List Price Received

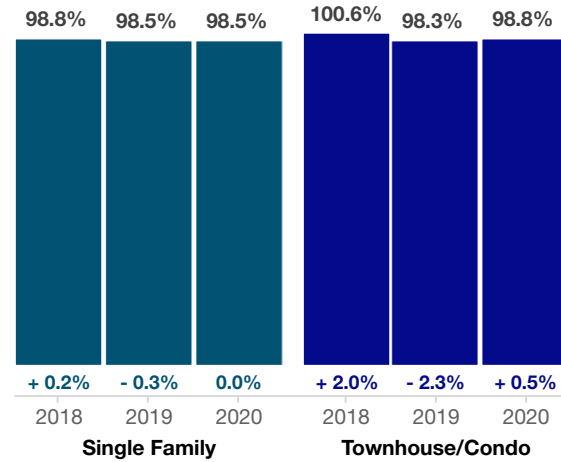
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



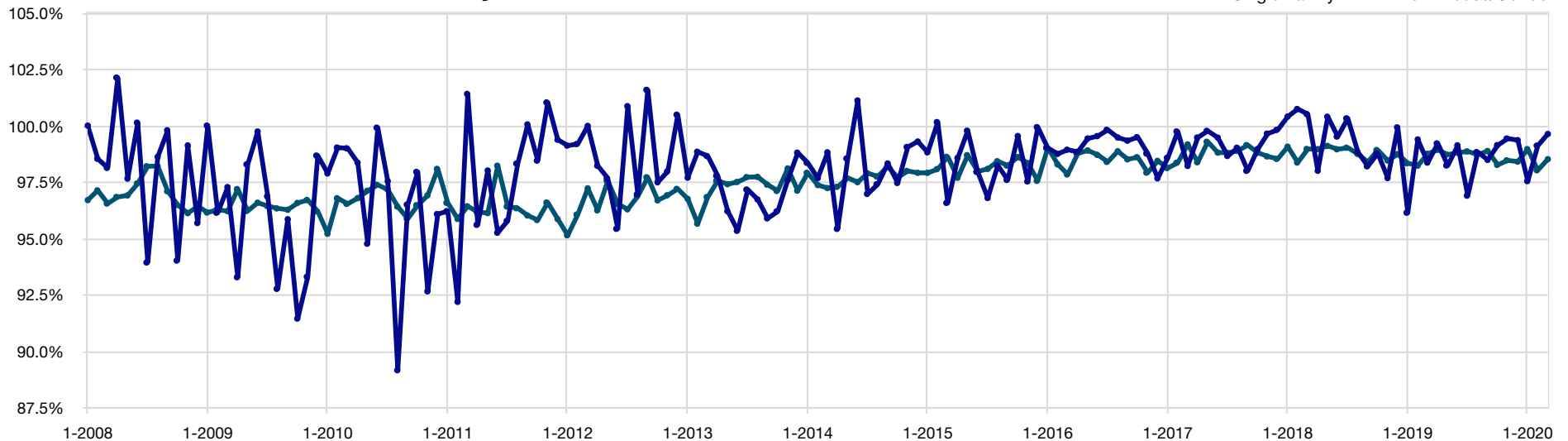
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2020	98.5%	- 0.2%	99.6%	+ 1.2%
12-Month Avg*	98.6%	- 0.1%	98.8%	- 0.3%

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

Historical Percent of List Price Received by Month

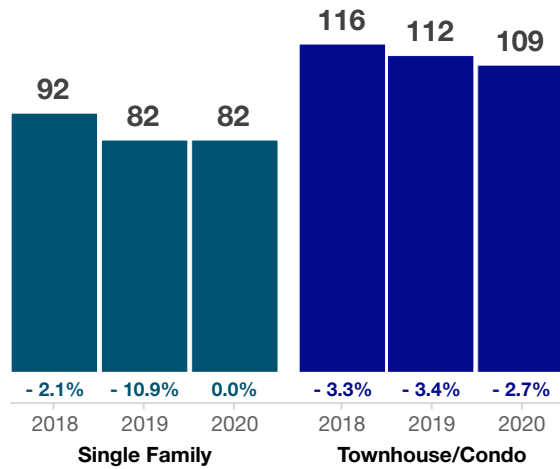


Housing Affordability Index

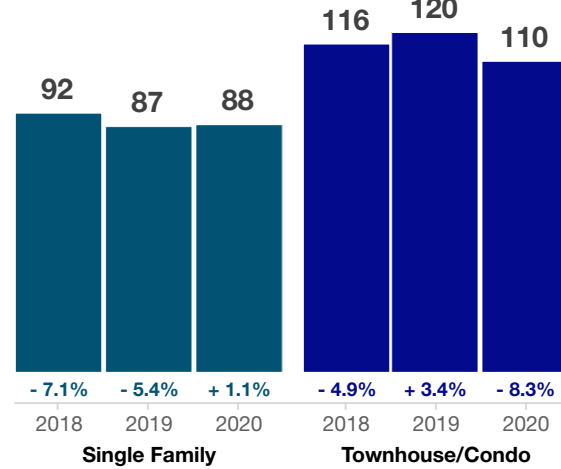
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affo



March

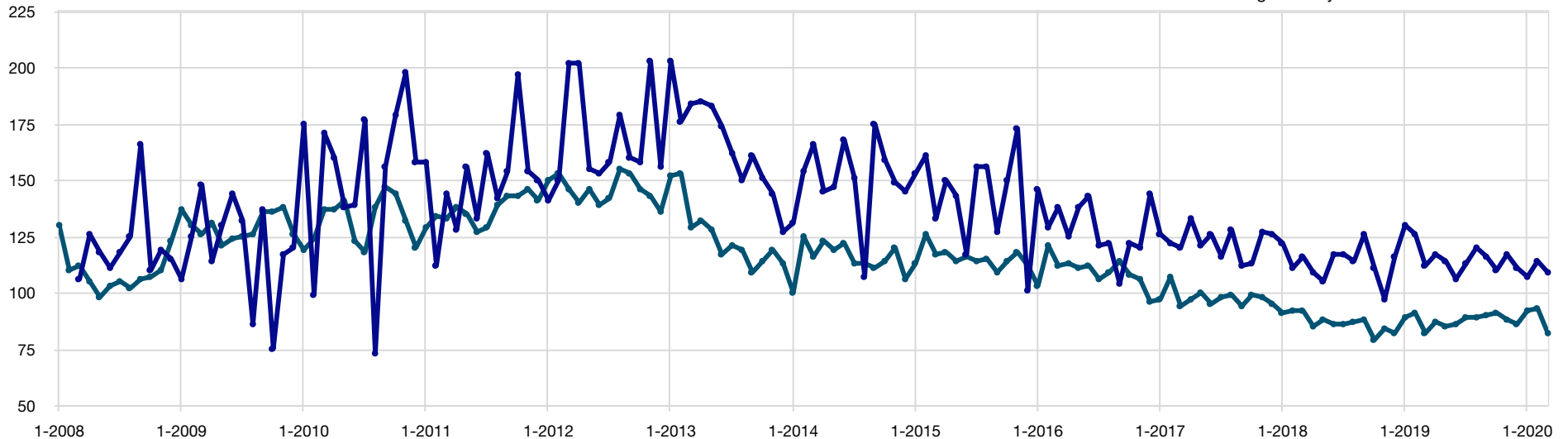


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2020	82	0.0%	109	- 2.7%
12-Month Avg	88	+ 2.3%	113	- 1.7%

Historical Housing Affordability Index by Month

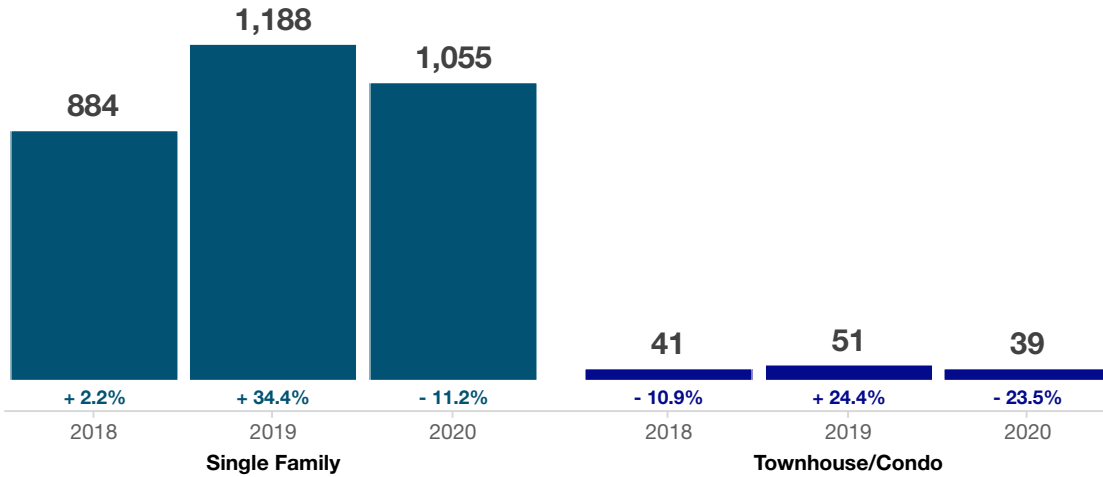


Inventory of Homes for Sale

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

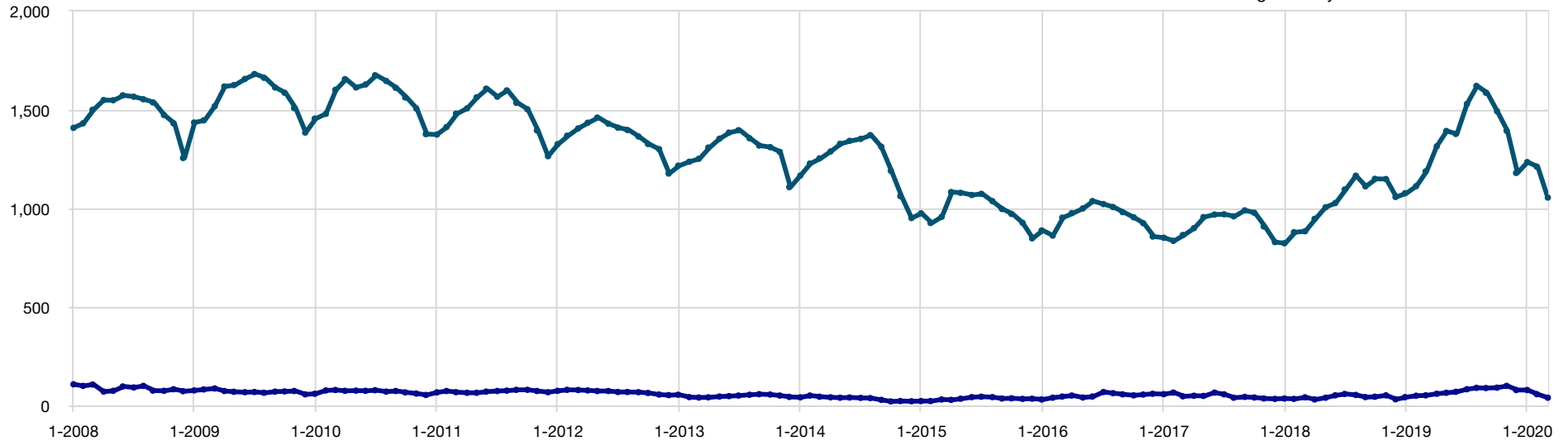


March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
4-2019	1,315	+ 38.9%	59	+ 96.7%
5-2019	1,393	+ 38.5%	64	+ 64.1%
6-2019	1,378	+ 34.2%	69	+ 35.3%
7-2019	1,530	+ 39.6%	82	+ 41.4%
8-2019	1,622	+ 39.1%	89	+ 67.9%
9-2019	1,587	+ 42.7%	88	+ 109.5%
10-2019	1,493	+ 29.8%	90	+ 104.5%
11-2019	1,394	+ 21.3%	99	+ 94.1%
12-2019	1,180	+ 11.5%	78	+ 151.6%
1-2020	1,235	+ 14.7%	78	+ 85.7%
2-2020	1,212	+ 8.9%	57	+ 16.3%
3-2020	1,055	- 11.2%	39	- 23.5%
12-Month Avg	1,366	+ 25.2%	74	+ 64.4%

Historical Inventory of Homes for Sale by Month

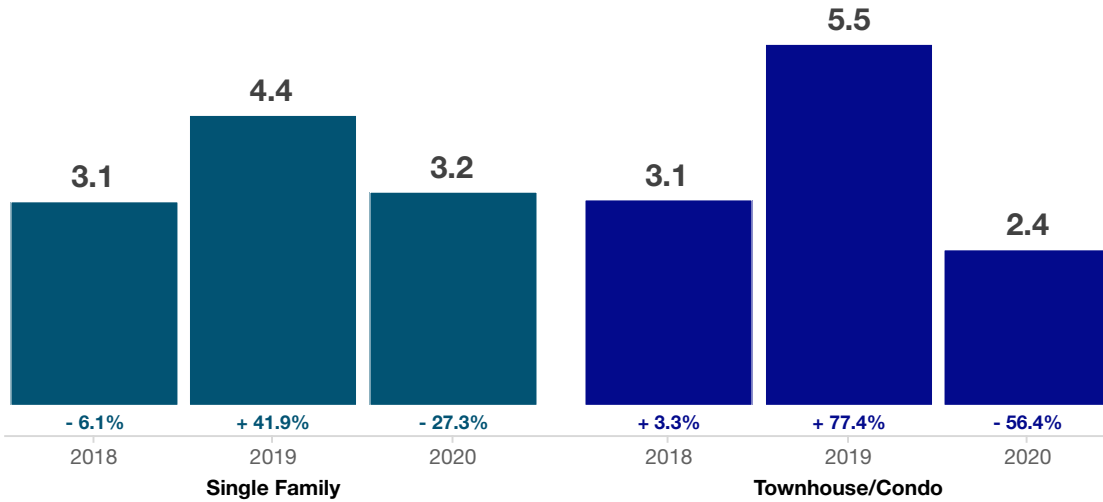


Months Supply of Inventory

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.



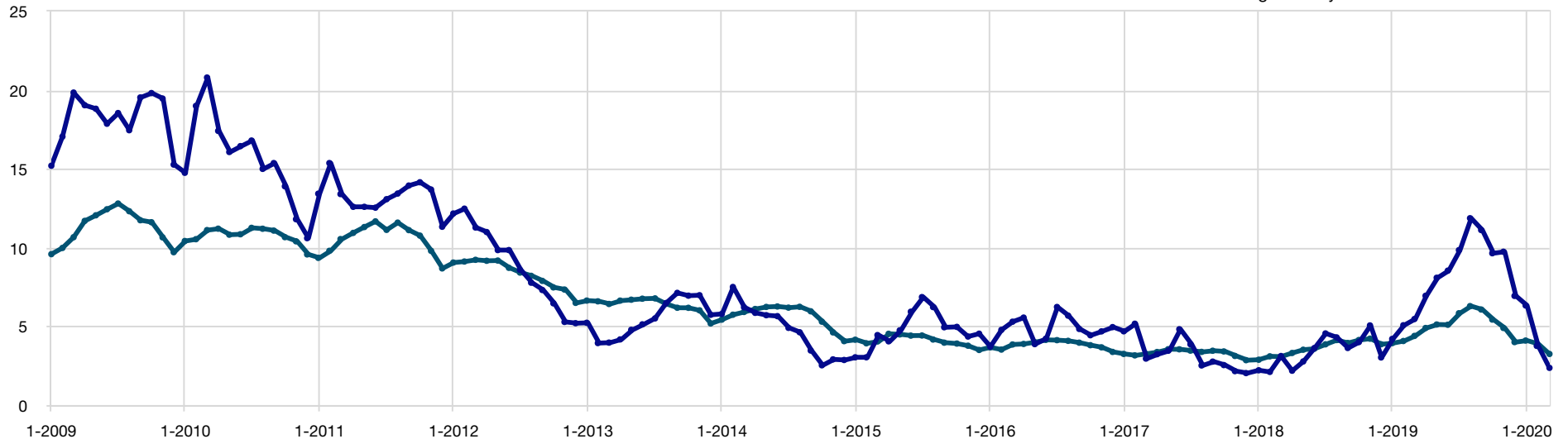
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	9.8	+ 117.8%
8-2019	6.3	+ 53.7%	11.9	+ 176.7%
9-2019	6.1	+ 56.4%	11.1	+ 208.3%
10-2019	5.4	+ 31.7%	9.6	+ 140.0%
11-2019	4.9	+ 16.7%	9.7	+ 90.2%
12-2019	4.0	+ 2.6%	6.9	+ 130.0%
1-2020	4.1	+ 5.1%	6.3	+ 50.0%
2-2020	3.9	- 4.9%	3.8	- 25.5%
3-2020	3.2	- 27.3%	2.4	- 56.4%
12-Month Avg*	4.9	+ 25.4%	7.9	+ 98.8%

* Months Supply for all properties from April 2019 through March 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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		622	576	- 7.4%	1,670	1,724	+ 3.2%
Pending Sales		297	475	+ 59.9%	744	1,167	+ 56.9%
Closed Sales		282	286	+ 1.4%	708	780	+ 10.2%
Days on Market until Sale		56	95	+ 69.6%	61	96	+ 57.4%
Median Sales Price		\$326,175	\$339,750	+ 4.2%	\$307,750	\$312,900	+ 1.7%
Average Sales Price		\$337,193	\$353,119	+ 4.7%	\$323,293	\$331,316	+ 2.5%
Percent of List Price Received		98.7%	98.6%	- 0.1%	98.5%	98.5%	0.0%
Housing Affordability Index		83	84	+ 1.2%	88	91	+ 3.4%
Inventory of Homes for Sale		1,239	1,094	- 11.7%	—	—	—
Months Supply of Inventory		4.4	3.2	- 27.3%	—	—	—