

Wilson County

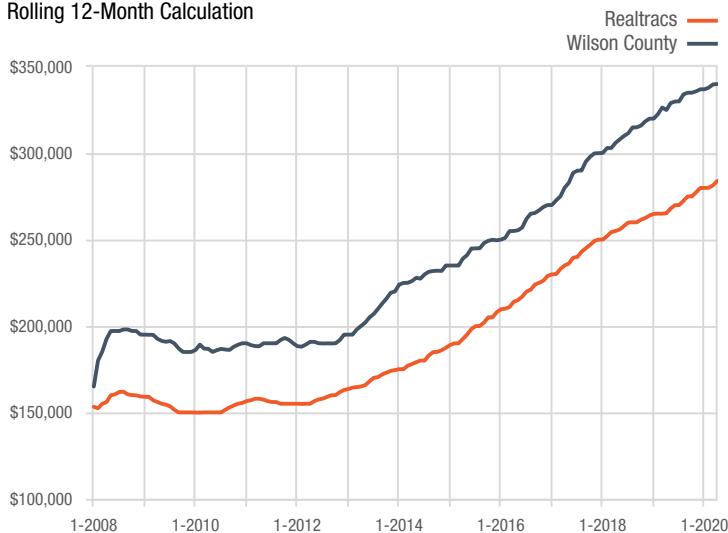
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	538	482	- 10.4%	1,960	1,925	- 1.8%
Pending Sales	243	412	+ 69.5%	860	1,234	+ 43.5%
Closed Sales	236	249	+ 5.5%	831	881	+ 6.0%
Days on Market Until Sale	53	93	+ 75.5%	57	94	+ 64.9%
Median Sales Price*	\$325,000	\$349,777	+ 7.6%	\$330,000	\$345,000	+ 4.5%
Average Sales Price*	\$338,715	\$367,019	+ 8.4%	\$345,076	\$360,974	+ 4.6%
Percent of List Price Received*	99.1%	99.5%	+ 0.4%	98.9%	99.1%	+ 0.2%
Inventory of Homes for Sale	1,064	861	- 19.1%	—	—	—
Months Supply of Inventory	4.7	3.1	- 34.0%	—	—	—

Townhouse/Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	27	26	- 3.7%	81	115	+ 42.0%
Pending Sales	6	24	+ 300.0%	26	94	+ 261.5%
Closed Sales	10	16	+ 60.0%	26	68	+ 161.5%
Days on Market Until Sale	103	91	- 11.7%	72	92	+ 27.8%
Median Sales Price*	\$233,950	\$242,700	+ 3.7%	\$231,450	\$256,183	+ 10.7%
Average Sales Price*	\$230,187	\$236,019	+ 2.5%	\$229,128	\$251,749	+ 9.9%
Percent of List Price Received*	99.2%	97.8%	- 1.4%	98.7%	98.5%	- 0.2%
Inventory of Homes for Sale	52	43	- 17.3%	—	—	—
Months Supply of Inventory	6.4	2.6	- 59.4%	—	—	—

* 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.

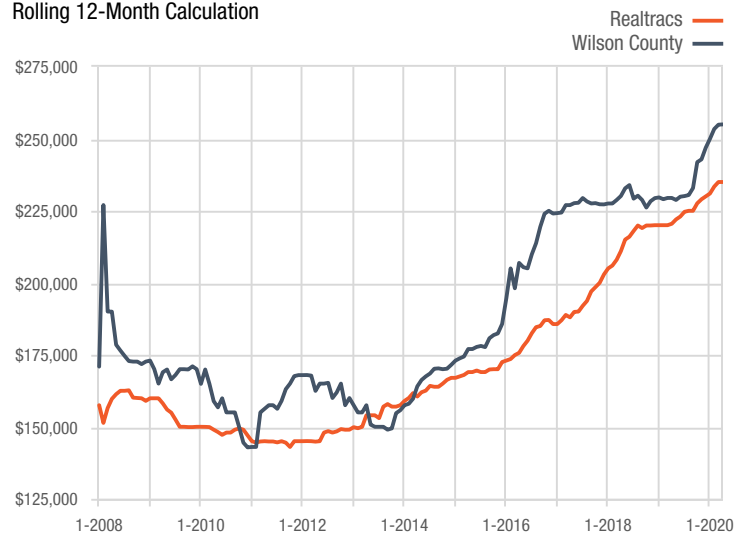
Median Sales Price - Single-Family

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



April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings decreased 13.5 percent for Single Family and 15.6 percent for Townhouse/Condo. Pending Sales increased 70.7 percent for Single Family and 242.9 percent for Townhouse/Condo. Inventory decreased 17.8 percent for Single Family and 18.6 percent for Townhouse/Condo.

Median Sales Price increased 5.8 percent to \$333,000 for Single Family and 3.7 percent to \$242,700 for Townhouse/Condo. Days on Market increased 74.5 percent for Single Family but decreased 11.7 percent for Townhouse/Condo. Months Supply of Inventory decreased 32.7 percent for Single Family and 58.0 percent for Townhouse/Condo.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Quick Facts

+ 12.5%

Change in
Closed Sales
All Properties

+ 6.8%

Change in
Median Sales Price
All Properties

- 17.8%

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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		622	538	- 13.5%	2,235	2,180	- 2.5%
Pending Sales		280	478	+ 70.7%	1,004	1,413	+ 40.7%
Closed Sales		270	299	+ 10.7%	962	1,036	+ 7.7%
Days on Market Until Sale		55	96	+ 74.5%	60	96	+ 60.0%
Median Sales Price		\$314,840	\$333,000	+ 5.8%	\$312,000	\$329,000	+ 5.4%
Average Sales Price		\$322,261	\$345,827	+ 7.3%	\$324,585	\$339,365	+ 4.6%
Percent of List Price Received		98.9%	99.1%	+ 0.2%	98.6%	98.7%	+ 0.1%
Housing Affordability Index		87	86	- 1.1%	88	87	- 1.1%
Inventory of Homes for Sale		1,315	1,081	- 17.8%	—	—	—
Months Supply of Inventory		4.9	3.3	- 32.7%	—	—	—

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.



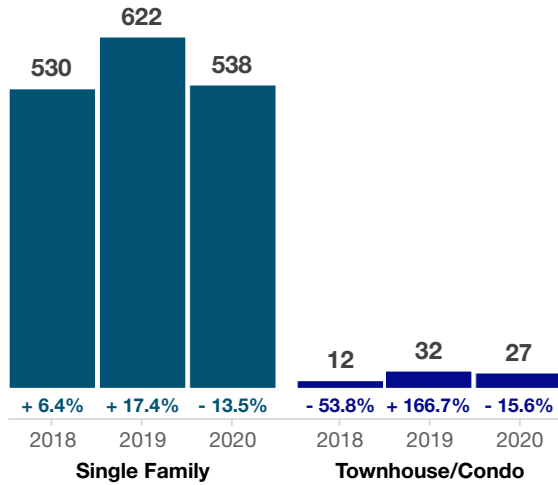
Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		32	27	- 15.6%	89	118	+ 32.6%
Pending Sales		7	24	+ 242.9%	27	94	+ 248.1%
Closed Sales		10	16	+ 60.0%	26	68	+ 161.5%
Days on Market Until Sale		103	91	- 11.7%	72	92	+ 27.8%
Median Sales Price		\$233,950	\$242,700	+ 3.7%	\$231,450	\$256,183	+ 10.7%
Average Sales Price		\$230,187	\$236,019	+ 2.5%	\$229,128	\$251,749	+ 9.9%
Percent of List Price Received		99.2%	97.8%	- 1.4%	98.7%	98.5%	- 0.2%
Housing Affordability Index		117	117	0.0%	118	111	- 5.9%
Inventory of Homes for Sale		59	48	- 18.6%	—	—	—
Months Supply of Inventory		6.9	2.9	- 58.0%	—	—	—

New Listings

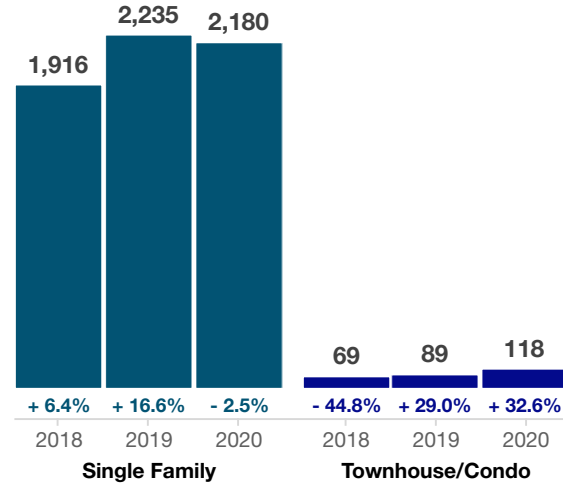
A count of the properties that have been newly listed on the market in a given month.



April

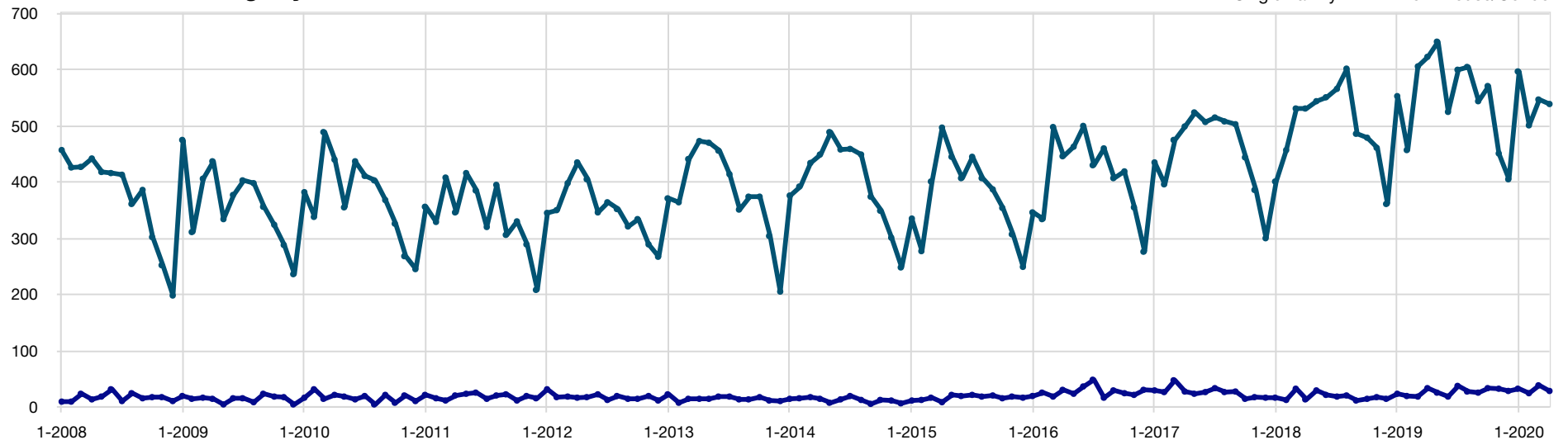


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	596	+ 8.0%	31	+ 40.9%
2-2020	500	+ 9.6%	23	+ 27.8%
3-2020	546	- 9.8%	37	+ 117.6%
4-2020	538	- 13.5%	27	- 15.6%
12-Month Avg	544	+ 4.0%	28	+ 47.4%

Historical New Listings by Month

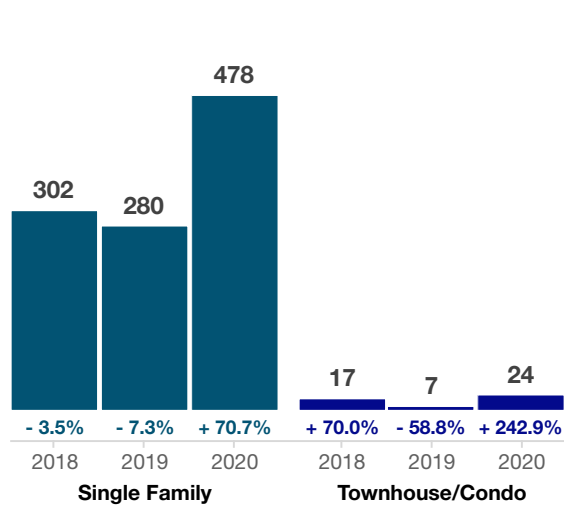


Pending Sales

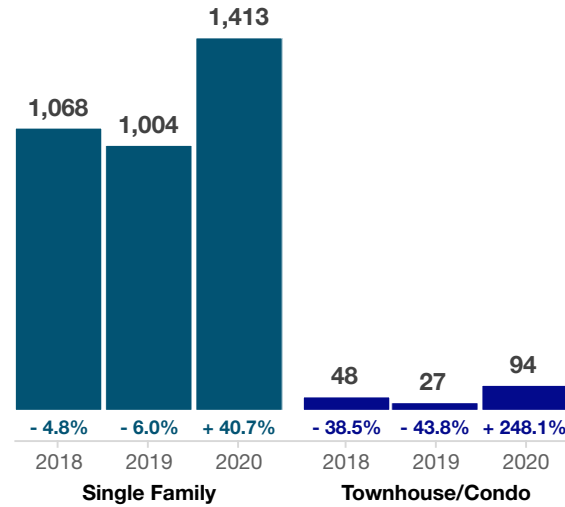
A count of the properties on which offers have been accepted in a given month.



April

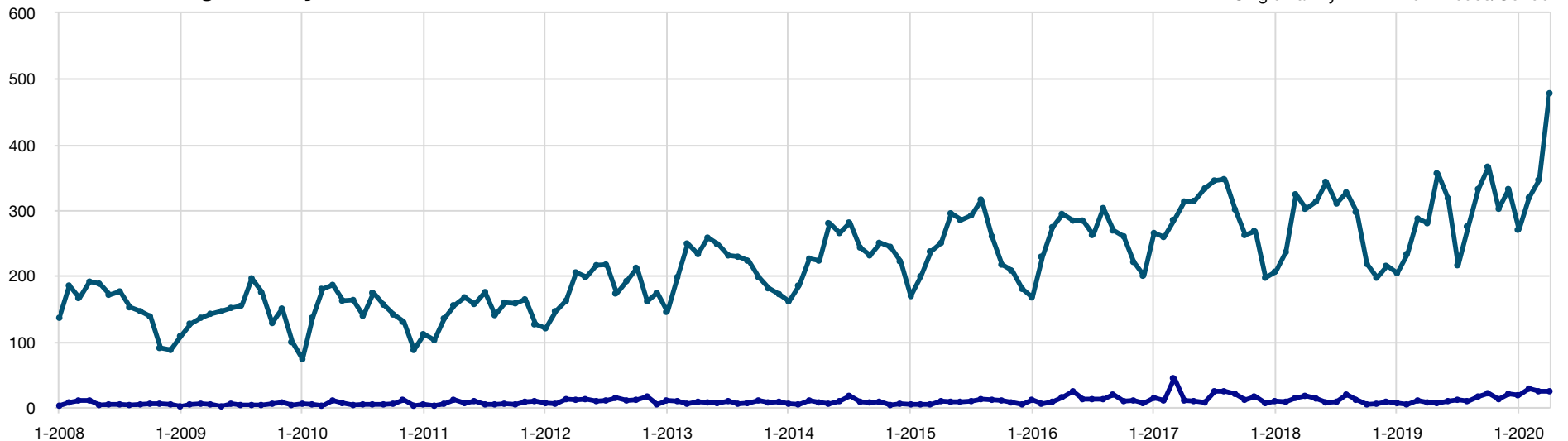


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	275	- 15.9%	9	- 52.6%
9-2019	332	+ 11.8%	16	+ 45.5%
10-2019	366	+ 67.9%	21	+ 425.0%
11-2019	302	+ 53.3%	12	+ 140.0%
12-2019	332	+ 54.4%	20	+ 150.0%
1-2020	270	+ 32.4%	18	+ 200.0%
2-2020	319	+ 36.9%	28	+ 600.0%
3-2020	346	+ 20.6%	24	+ 140.0%
4-2020	478	+ 70.7%	24	+ 242.9%
12-Month Avg	326	+ 21.2%	17	+ 88.9%

Historical Pending Sales by Month

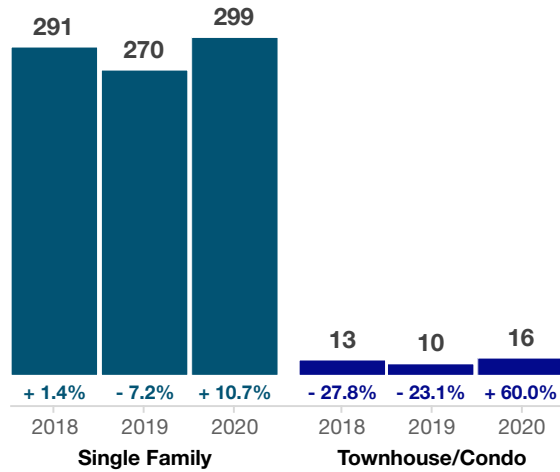


Closed Sales

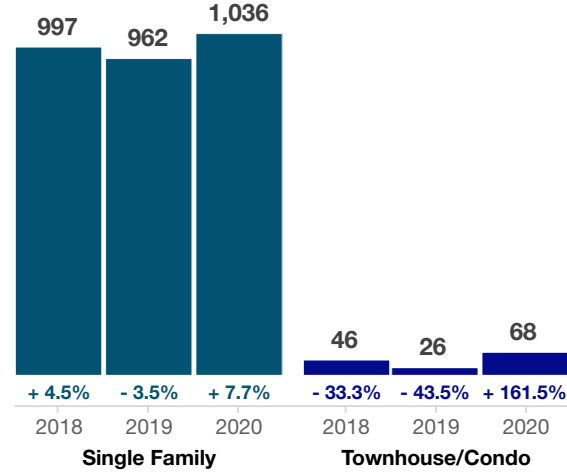
A count of the actual sales that closed in a given month.



April

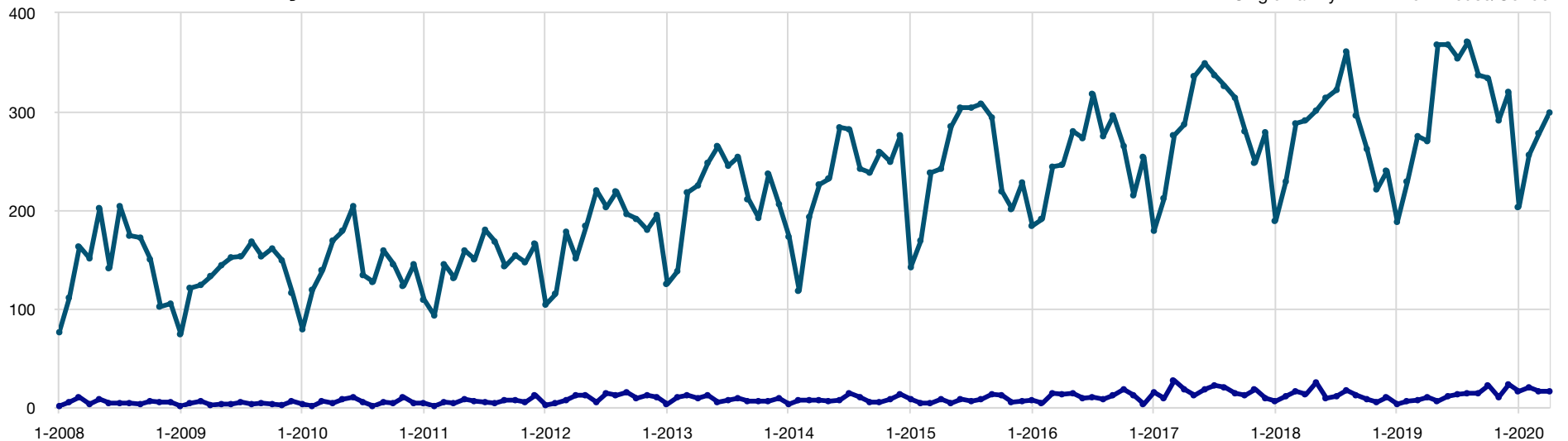


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	203	+ 8.0%	16	+ 433.3%
2-2020	256	+ 11.8%	20	+ 233.3%
3-2020	278	+ 1.1%	16	+ 128.6%
4-2020	299	+ 10.7%	16	+ 60.0%
12-Month Avg	315	+ 15.4%	15	+ 50.0%

Historical Closed Sales by Month

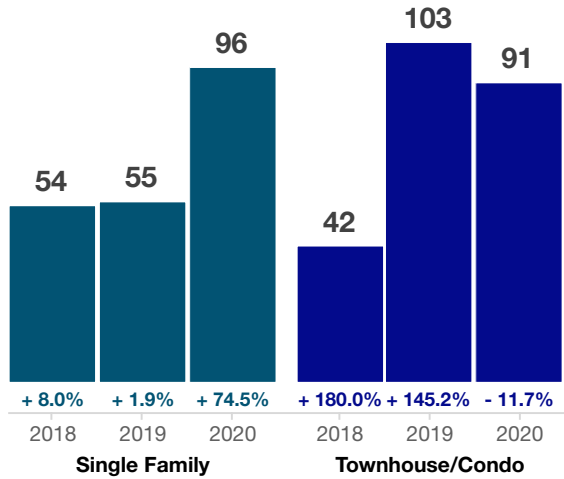


Days on Market Until Sale

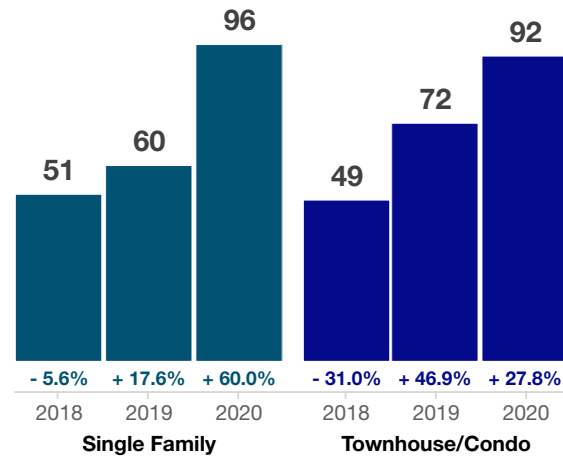
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



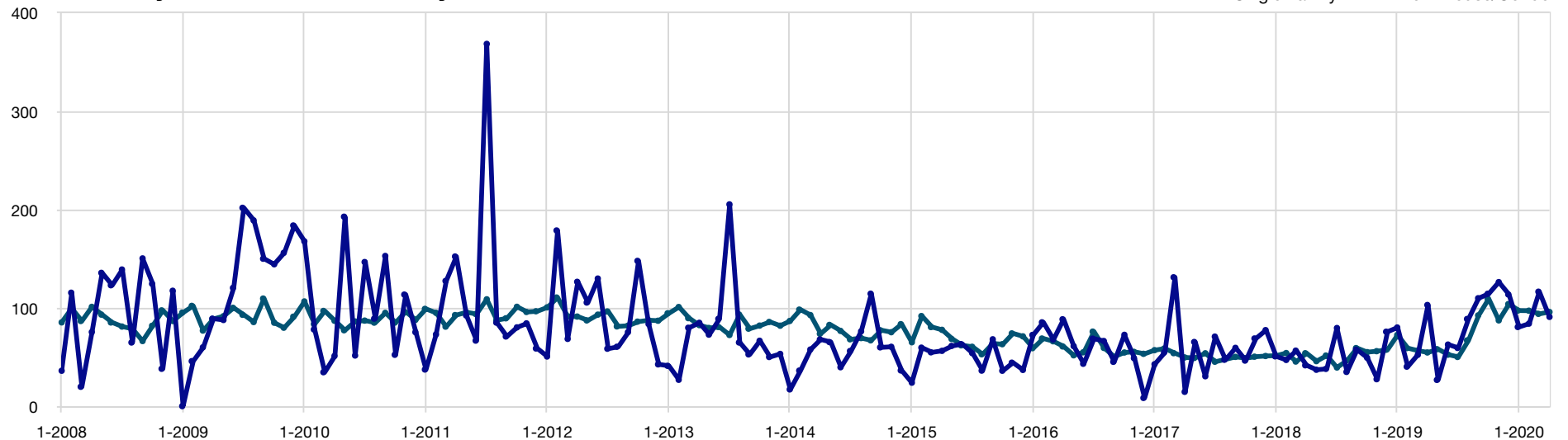
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2020	96	+ 74.5%	91	- 11.7%
12-Month Avg*	82	+ 53.3%	94	+ 76.2%

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

Historical Days on Market Until Sale by Month

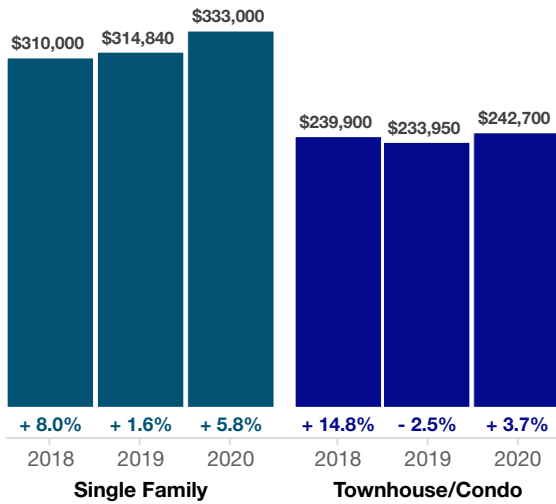


Median Sales Price

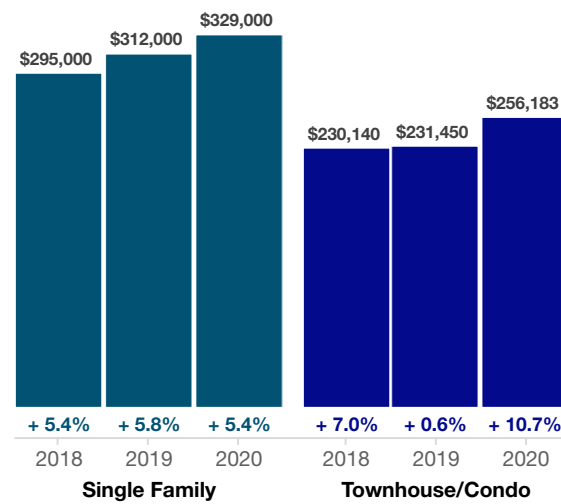
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



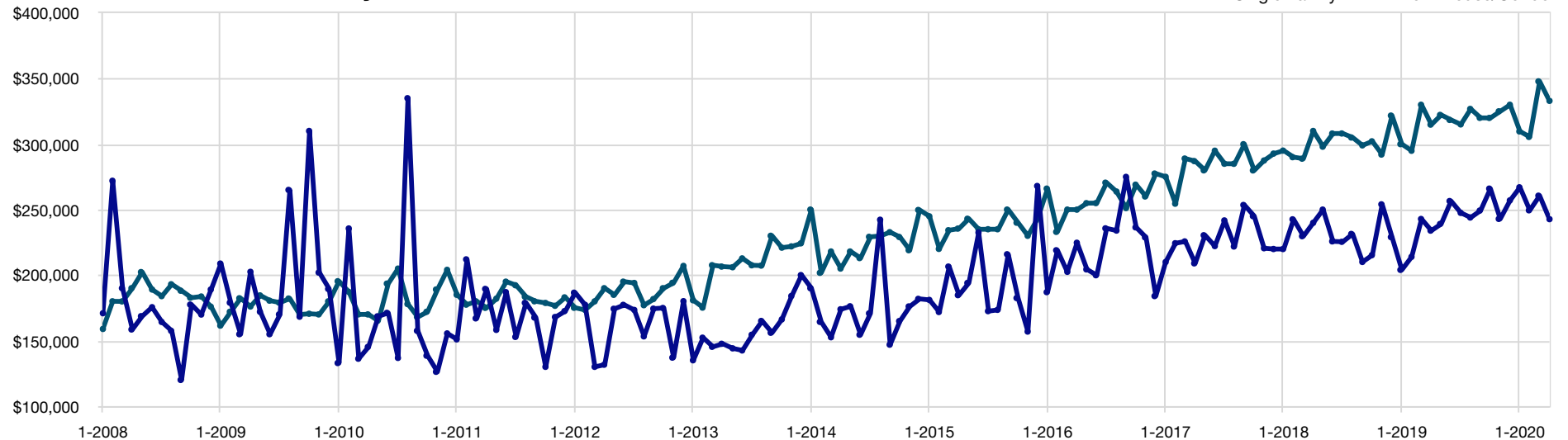
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
2-2020	\$305,465	+ 3.6%	\$249,450	+ 16.6%
3-2020	\$347,850	+ 5.4%	\$260,600	+ 7.3%
4-2020	\$333,000	+ 5.8%	\$242,700	+ 3.7%
12-Month Avg*	\$323,500	+ 6.1%	\$255,000	+ 10.9%

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

Historical Median Sales Price by Month

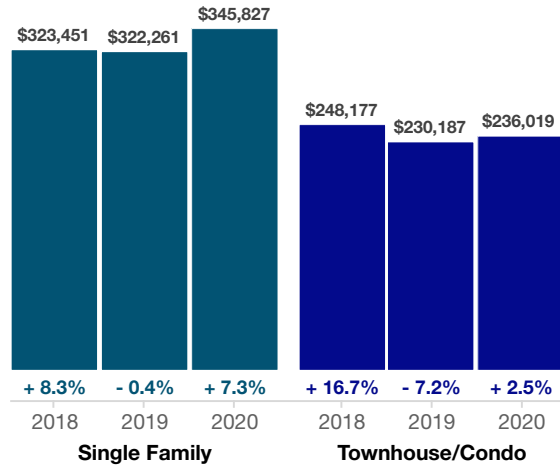


Average Sales Price

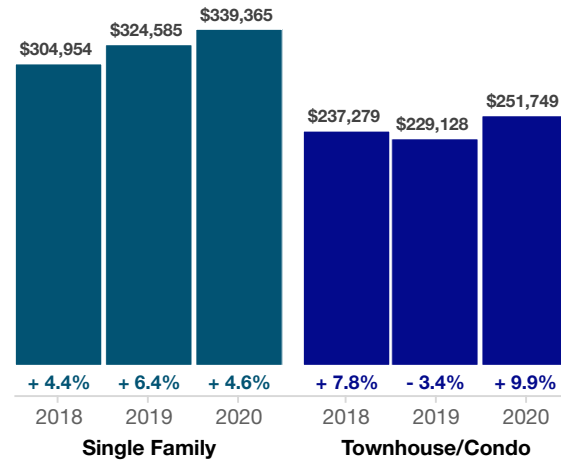
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



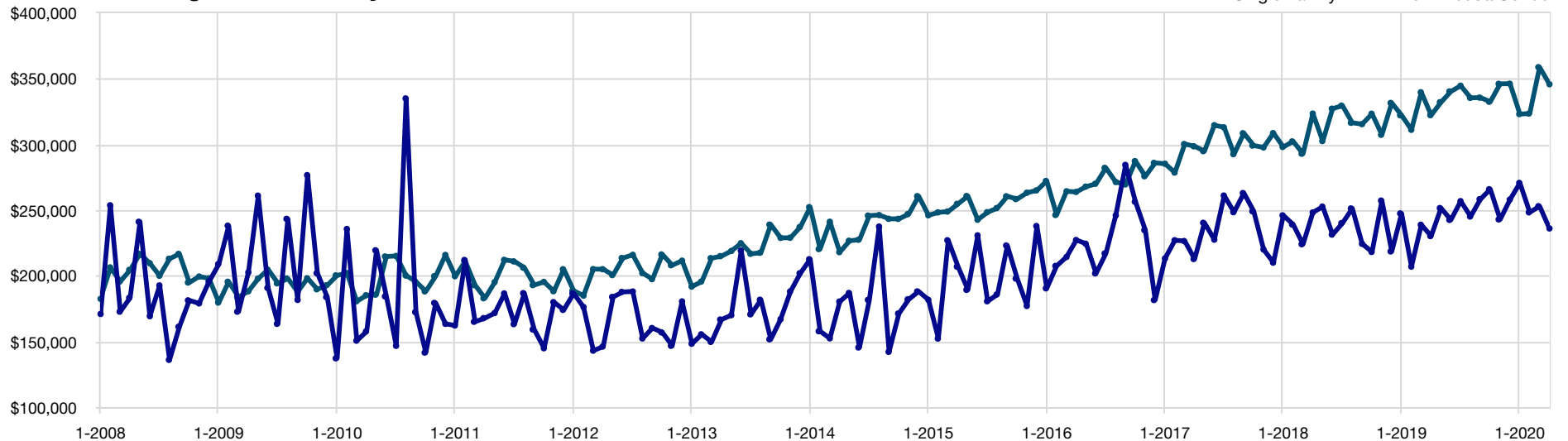
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$323,090	+ 0.3%	\$270,635	+ 9.4%
2-2020	\$323,499	+ 4.0%	\$248,268	+ 20.0%
3-2020	\$358,782	+ 5.6%	\$252,943	+ 5.9%
4-2020	\$345,827	+ 7.3%	\$236,019	+ 2.5%
12-Month Avg*	\$339,020	+ 5.7%	\$253,542	+ 6.9%

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

Historical Average Sales Price by Month

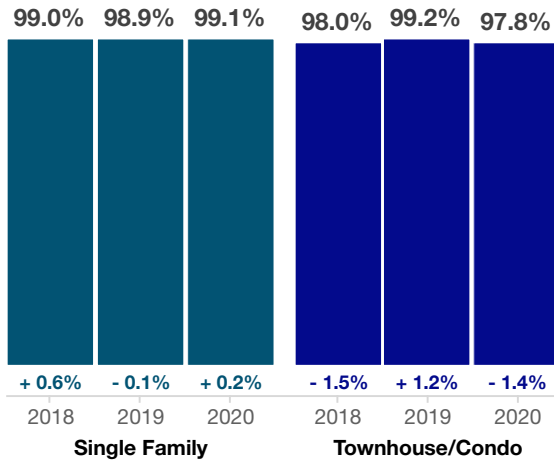


Percent of List Price Received

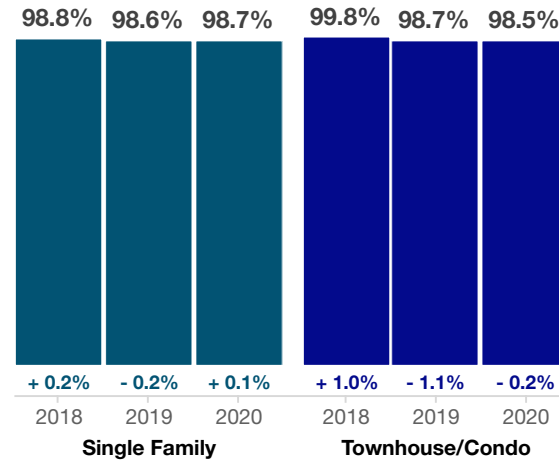
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



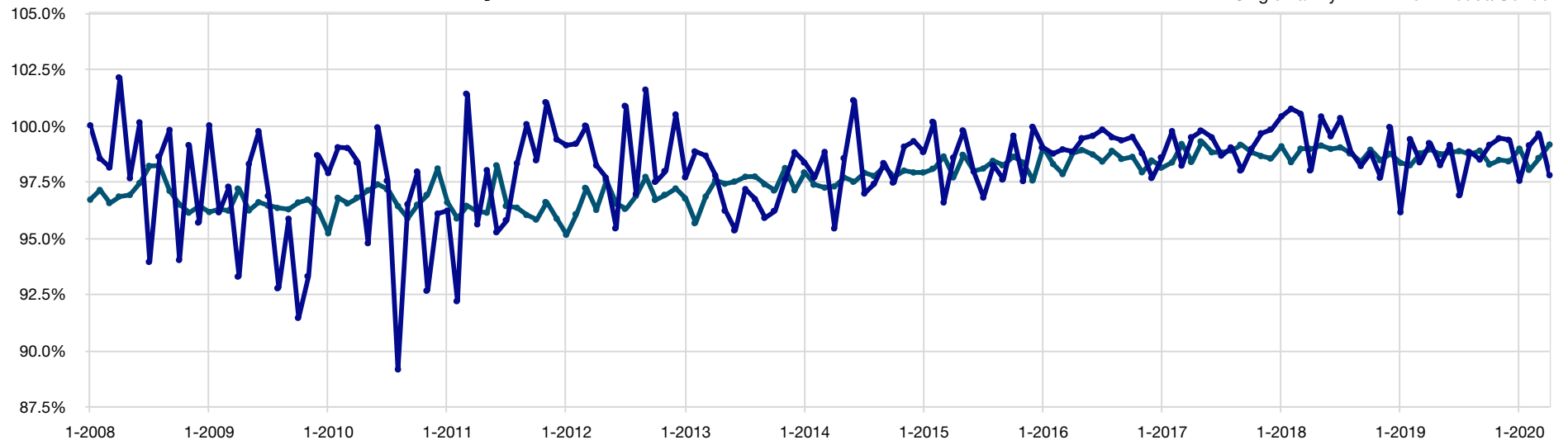
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2020	99.1%	+ 0.2%	97.8%	- 1.4%
12-Month Avg*	98.7%	- 0.1%	98.7%	- 0.6%

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

Historical Percent of List Price Received by Month

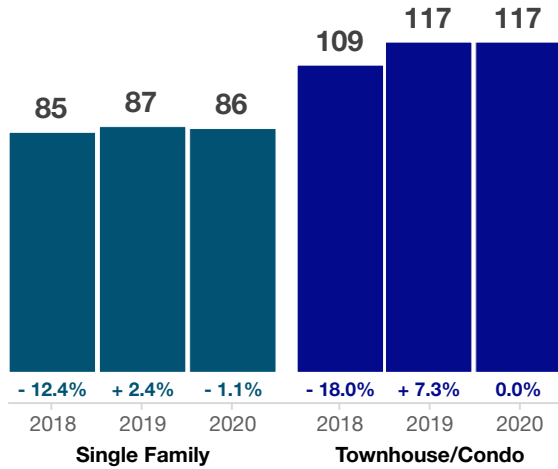


Housing Affordability Index

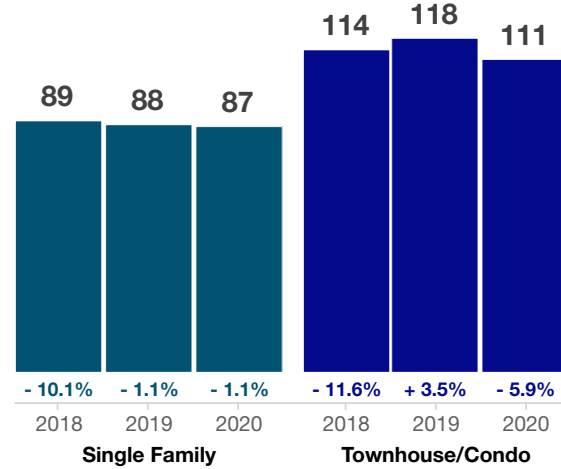
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

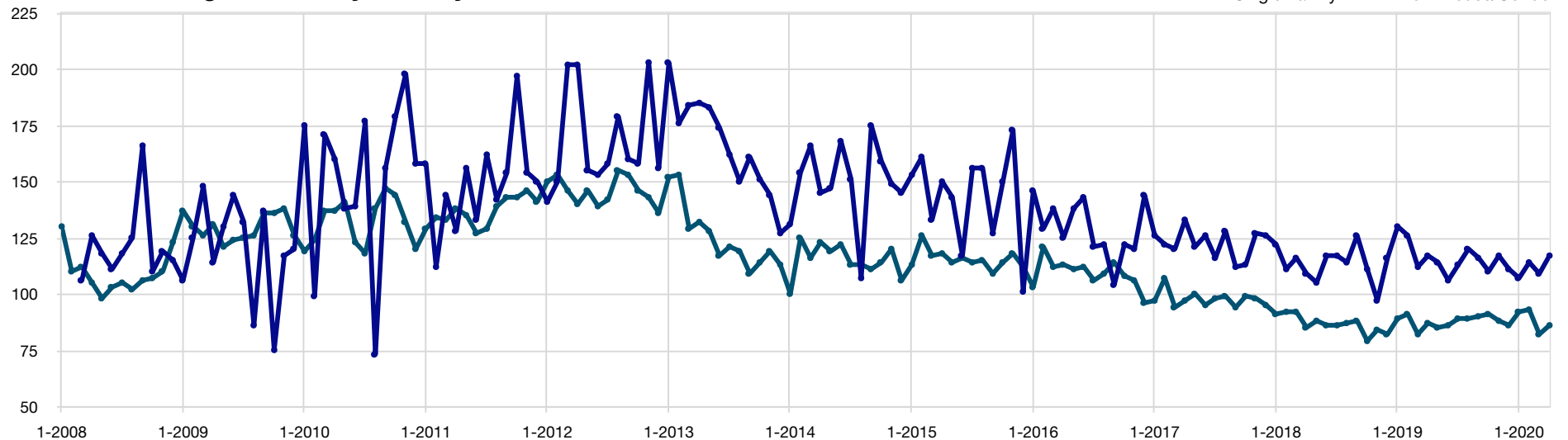


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2020	86	- 1.1%	117	0.0%
12-Month Avg	88	+ 2.3%	113	- 2.6%

Historical Housing Affordability Index by Month

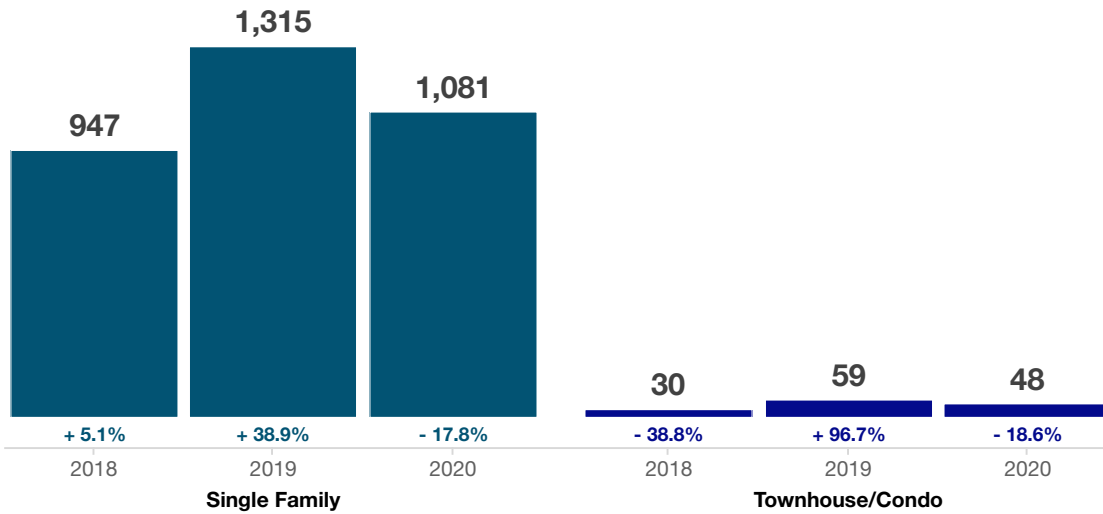


Inventory of Homes for Sale

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

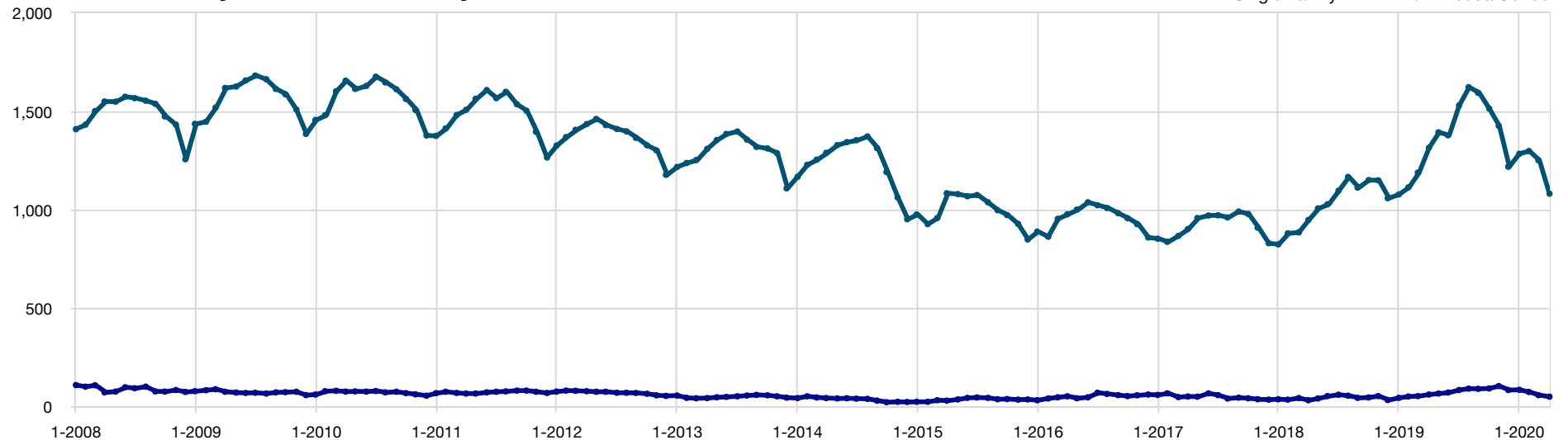


April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,623	+ 39.2%	89	+ 67.9%
9-2019	1,594	+ 43.3%	88	+ 109.5%
10-2019	1,514	+ 31.7%	90	+ 104.5%
11-2019	1,426	+ 24.1%	102	+ 100.0%
12-2019	1,218	+ 15.1%	82	+ 164.5%
1-2020	1,284	+ 19.2%	83	+ 97.6%
2-2020	1,298	+ 16.6%	72	+ 46.9%
3-2020	1,251	+ 5.3%	56	+ 9.8%
4-2020	1,081	- 17.8%	48	- 18.6%
12-Month Avg	1,383	+ 23.4%	77	+ 60.4%

Historical Inventory of Homes for Sale by Month

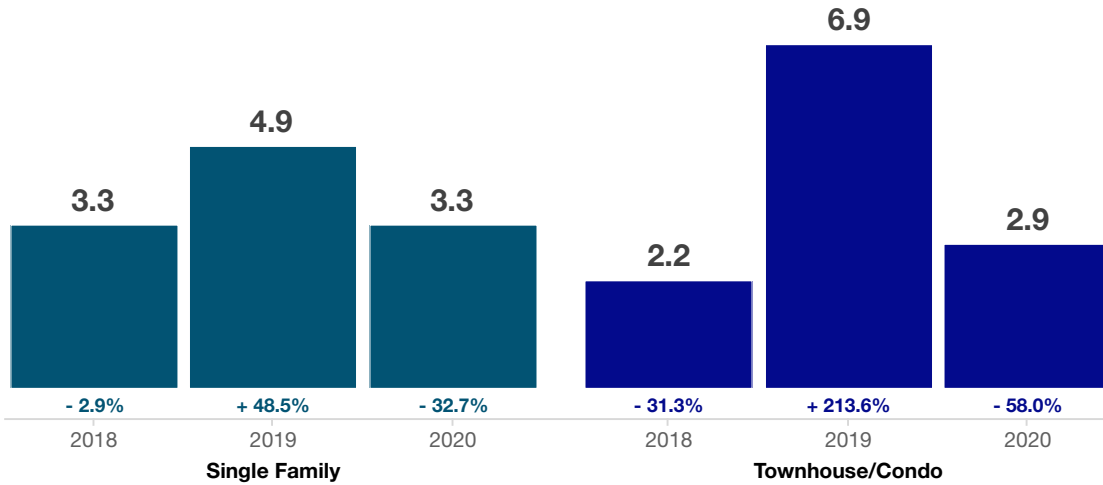


Months Supply of Inventory

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.



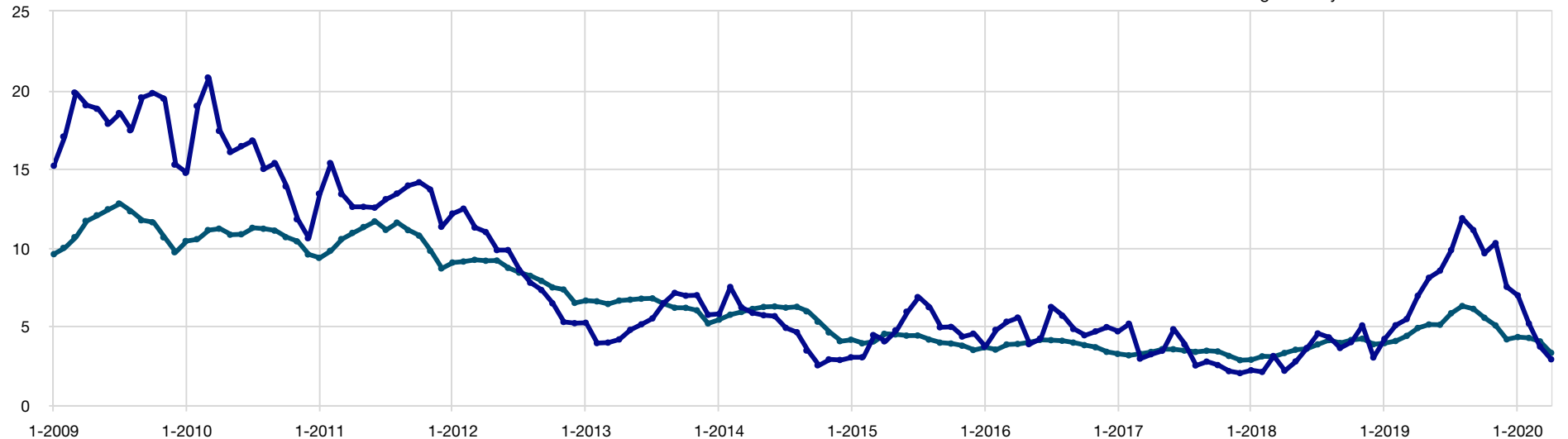
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	5.5	+ 34.1%	9.6	+ 140.0%
11-2019	5.1	+ 21.4%	10.3	+ 102.0%
12-2019	4.2	+ 7.7%	7.5	+ 150.0%
1-2020	4.3	+ 10.3%	7.0	+ 66.7%
2-2020	4.3	+ 4.9%	5.2	+ 2.0%
3-2020	4.0	- 9.1%	3.7	- 32.7%
4-2020	3.3	- 32.7%	2.9	- 58.0%
12-Month Avg*	4.9	+ 21.9%	8.0	+ 81.8%

* Months Supply for all properties from May 2019 through April 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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		654	565	- 13.6%	2,324	2,298	- 1.1%
Pending Sales		287	502	+ 74.9%	1,031	1,507	+ 46.2%
Closed Sales		280	315	+ 12.5%	988	1,104	+ 11.7%
Days on Market Until Sale		56	96	+ 71.4%	60	96	+ 60.0%
Median Sales Price		\$305,450	\$326,300	+ 6.8%	\$307,250	\$315,000	+ 2.5%
Average Sales Price		\$318,949	\$340,214	+ 6.7%	\$322,068	\$333,944	+ 3.7%
Percent of List Price Received		98.9%	99.1%	+ 0.2%	98.6%	98.7%	+ 0.1%
Housing Affordability Index		89	87	- 2.2%	89	90	+ 1.1%
Inventory of Homes for Sale		1,374	1,129	- 17.8%	—	—	—
Months Supply of Inventory		5.0	3.3	- 34.0%	—	—	—