

Local Market Update

April 2020

Compared to April 2019



Median price
Residential \$346,750

Up **7.7%**

Condo \$242,700

Up **4.2%**

Land, Lots, Farms \$85,000

Down **75%**

Residential Price Distribution for April



New listings
Residential 496

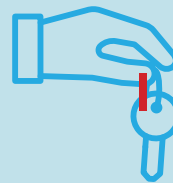
Down **10%**

Condo 27

Up **8%**

Land, Lots, Farms 35

Down **52.7%**



Closed sales
Residential 254

Up **6.7%**

Condo 16

Up **33%**

Land, Lots, Farms 13

Up **18.2%**



Days on market

Residential 25
3 days less than Apr '19

Condo 23

35 days less than Apr '19

Land, Lots, Farms 157
11 days more than Apr '19



Total inventory

Residential 1322 Down **0.3%**

Condo 83

Up **36.1%**

Land, Lots, Farms 316

Down **6%**

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 April 2019 to 2020

2019

April

	<u>Residential</u>	<u>Condo</u>	<u>Land, Lots & Farms</u>	<u>Multi- Family</u>
Closings	238	12	11	0
Average Price	\$333,686	\$266,406	\$321,491	\$0
Median Price	\$322,050	\$232,900	\$340,000	\$0
DOM	28	58	146	0
List to Contract Days	33	81	154	0
Contract to Closed Days	57	65	51	0
List to Closed Days	90	146	205	0
Total Inventory	1,340	61	333	2
Active Inv	720	42	280	2
Under Contract Inv	620	19	53	0
New Listings	551	25	74	0
New Under Contract	334	12	20	1

2020

April

	<u>Residential</u>	<u>Condo</u>	<u>Land, Lots & Farms</u>	<u>Multi- Family</u>
Closings	254	16	13	1
Average Price	\$362,937	\$236,019	\$83,054	\$335,000
Median Price	\$346,750	\$242,700	\$85,000	\$335,000
DOM	25	23	157	1
List to Contract Days	29	31	172	1
Contract to Closed Days	62	59	268	69
List to Closed Days	92	89	440	70
Total Inventory	1,336	83	313	2
Active Inv	725	43	247	1
Under Contract Inv	611	40	67	0
New Listings	496	27	35	0
New Under Contract	326	14	27	0
*Decrease				
*Increase				