

Wilson County

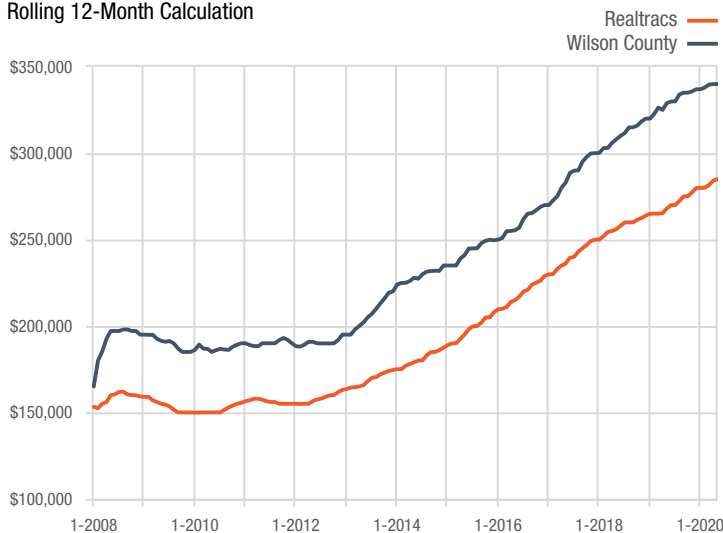
Single Family	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	564	576	+ 2.1%	2,524	2,510	- 0.6%
Pending Sales	304	465	+ 53.0%	1,163	1,588	+ 36.5%
Closed Sales	314	258	- 17.8%	1,145	1,146	+ 0.1%
Days on Market Until Sale	54	87	+ 61.1%	56	93	+ 66.1%
Median Sales Price*	\$345,000	\$329,893	- 4.4%	\$335,000	\$344,250	+ 2.8%
Average Sales Price*	\$356,328	\$365,615	+ 2.6%	\$348,164	\$361,561	+ 3.8%
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	99.0%	99.1%	+ 0.1%
Inventory of Homes for Sale	1,138	861	- 24.3%	—	—	—
Months Supply of Inventory	4.9	3.0	- 38.8%	—	—	—

Townhouse/Condo	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	24	21	- 12.5%	105	137	+ 30.5%
Pending Sales	6	31	+ 416.7%	32	117	+ 265.6%
Closed Sales	6	16	+ 166.7%	32	84	+ 162.5%
Days on Market Until Sale	27	84	+ 211.1%	64	91	+ 42.2%
Median Sales Price*	\$239,035	\$228,640	- 4.3%	\$233,950	\$255,220	+ 9.1%
Average Sales Price*	\$251,495	\$243,219	- 3.3%	\$233,322	\$250,124	+ 7.2%
Percent of List Price Received*	98.2%	98.6%	+ 0.4%	98.6%	98.6%	0.0%
Inventory of Homes for Sale	57	35	- 38.6%	—	—	—
Months Supply of Inventory	7.4	2.0	- 73.0%	—	—	—

* 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.

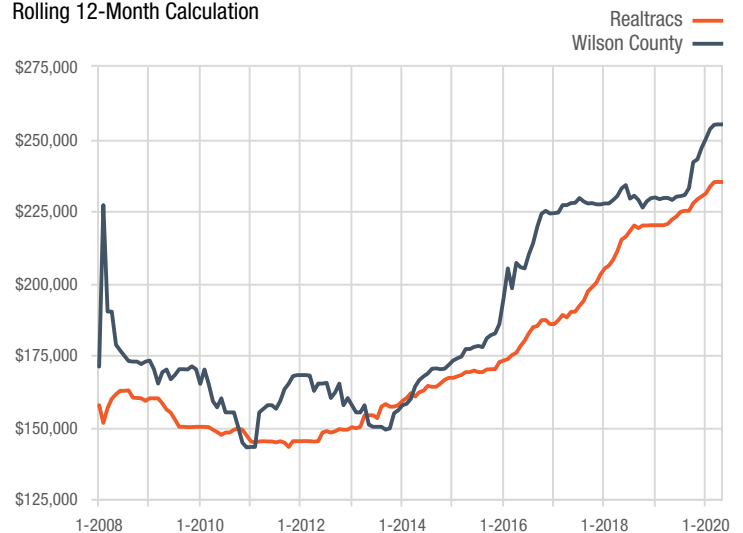
Median Sales Price - Single-Family

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



May 2020

While the effects of COVID-19 in the broader economy continue, real estate activity is beginning to recover across much of the country. According to Freddie Mac, mortgage rates have been below 3.3 percent for more than four weeks and are hovering near all-time lows, spurring strong interest by buyers and lifting showing activity up 4% nationally versus a year ago in the final week of May.

New Listings decreased 2.6 percent for Single Family but remained flat for Townhouse/Condo. Pending Sales increased 51.7 percent for Single Family and 416.7 percent for Townhouse/Condo. Inventory decreased 24.2 percent for Single Family and 37.5 percent for Townhouse/Condo.

Median Sales Price decreased 4.1 percent to \$308,990 for Single Family and 4.3 percent to \$228,640 for Townhouse/Condo. Days on Market increased 51.7 percent for Single Family and 211.1 percent for Townhouse/Condo. Months Supply of Inventory decreased 37.3 percent for Single Family and 72.8 percent for Townhouse/Condo.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

Quick Facts

- 9.6%

Change in
Closed Sales
All Properties

- 4.9%

Change in
Median Sales Price
All Properties

- 24.8%

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	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		649	632	- 2.6%	2,884	2,822	- 2.1%
Pending Sales		356	540	+ 51.7%	1,359	1,828	+ 34.5%
Closed Sales		368	322	- 12.5%	1,330	1,365	+ 2.6%
Days on Market Until Sale		58	88	+ 51.7%	59	94	+ 59.3%
Median Sales Price		\$322,250	\$308,990	- 4.1%	\$315,000	\$322,620	+ 2.4%
Average Sales Price		\$332,104	\$335,271	+ 1.0%	\$326,669	\$338,121	+ 3.5%
Percent of List Price Received		98.7%	98.5%	- 0.2%	98.6%	98.6%	0.0%
Housing Affordability Index		85	92	+ 8.2%	87	88	+ 1.1%
Inventory of Homes for Sale		1,394	1,057	- 24.2%	—	—	—
Months Supply of Inventory		5.1	3.2	- 37.3%	—	—	—

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.



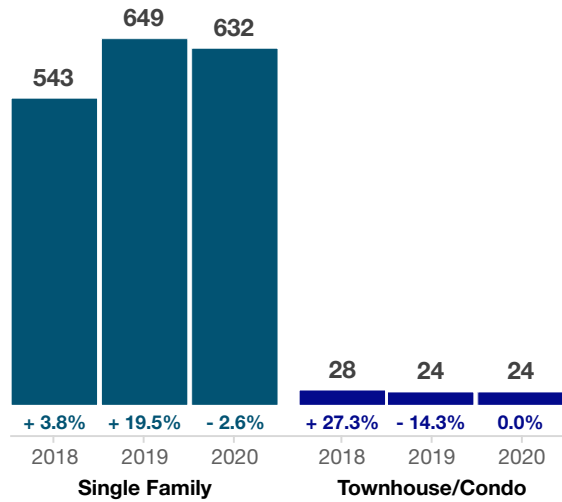
Key Metrics	Historical Sparkbars	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		24	24	0.0%	113	143	+ 26.5%
Pending Sales		6	31	+ 416.7%	33	117	+ 254.5%
Closed Sales		6	16	+ 166.7%	32	84	+ 162.5%
Days on Market Until Sale		27	84	+ 211.1%	64	91	+ 42.2%
Median Sales Price		\$239,035	\$228,640	- 4.3%	\$233,950	\$255,220	+ 9.1%
Average Sales Price		\$251,495	\$243,219	- 3.3%	\$233,322	\$250,124	+ 7.2%
Percent of List Price Received		98.2%	98.6%	+ 0.4%	98.6%	98.6%	0.0%
Housing Affordability Index		114	125	+ 9.6%	117	112	- 4.3%
Inventory of Homes for Sale		64	40	- 37.5%	—	—	—
Months Supply of Inventory		8.1	2.2	- 72.8%	—	—	—

New Listings

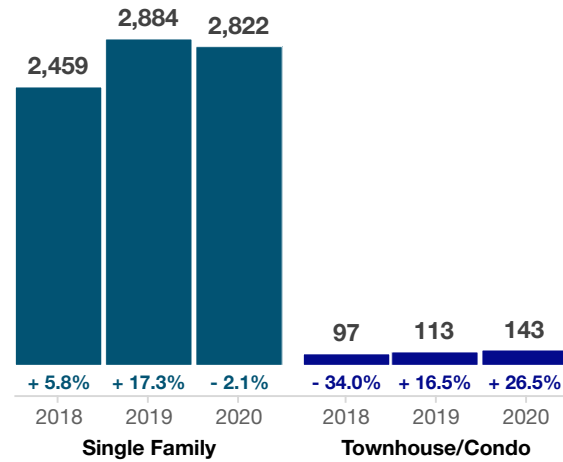
A count of the properties that have been newly listed on the market in a given month.



May

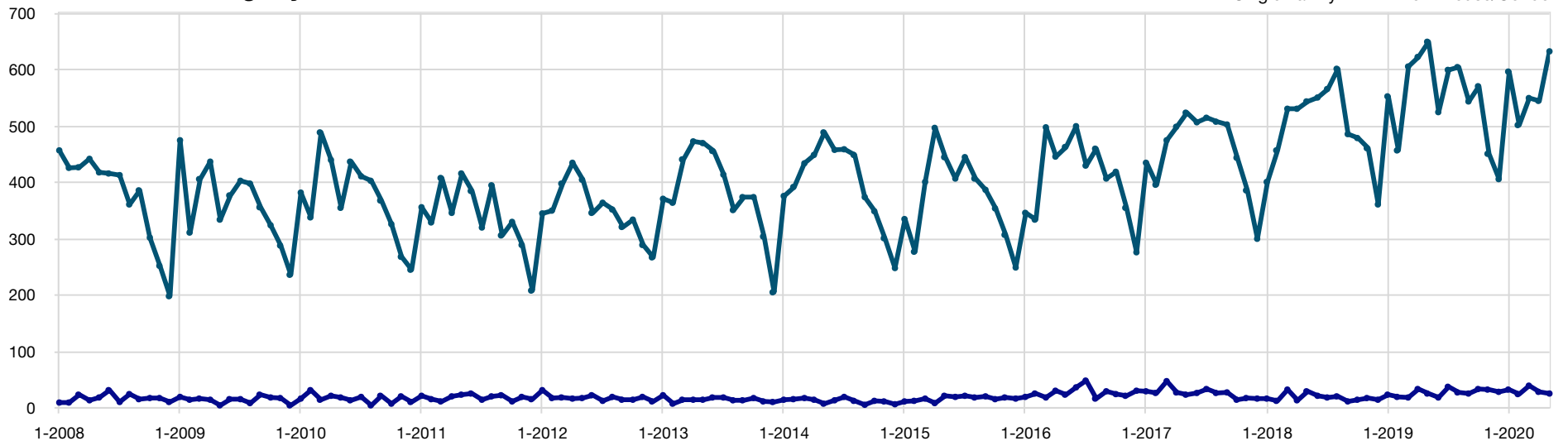


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	31	+ 40.9%
2-2020	501	+ 9.9%	23	+ 27.8%
3-2020	549	- 9.3%	38	+ 123.5%
4-2020	544	- 12.5%	27	- 15.6%
5-2020	632	- 2.6%	24	0.0%
12-Month Avg	543	+ 2.1%	28	+ 55.6%

Historical New Listings by Month

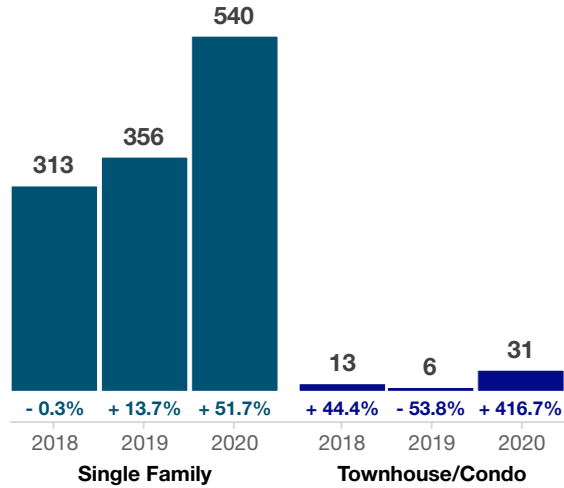


Pending Sales

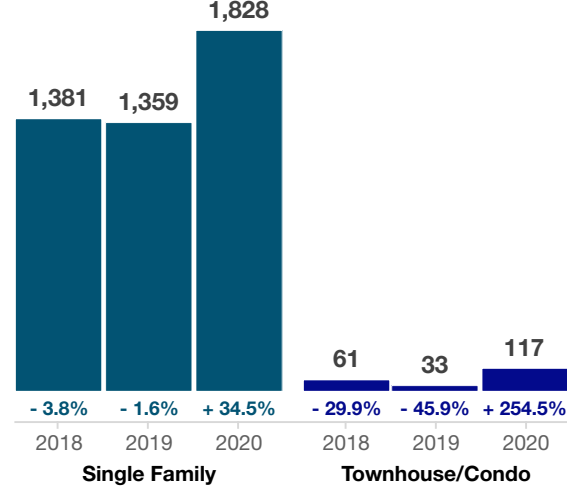
A count of the properties on which offers have been accepted in a given month.



May

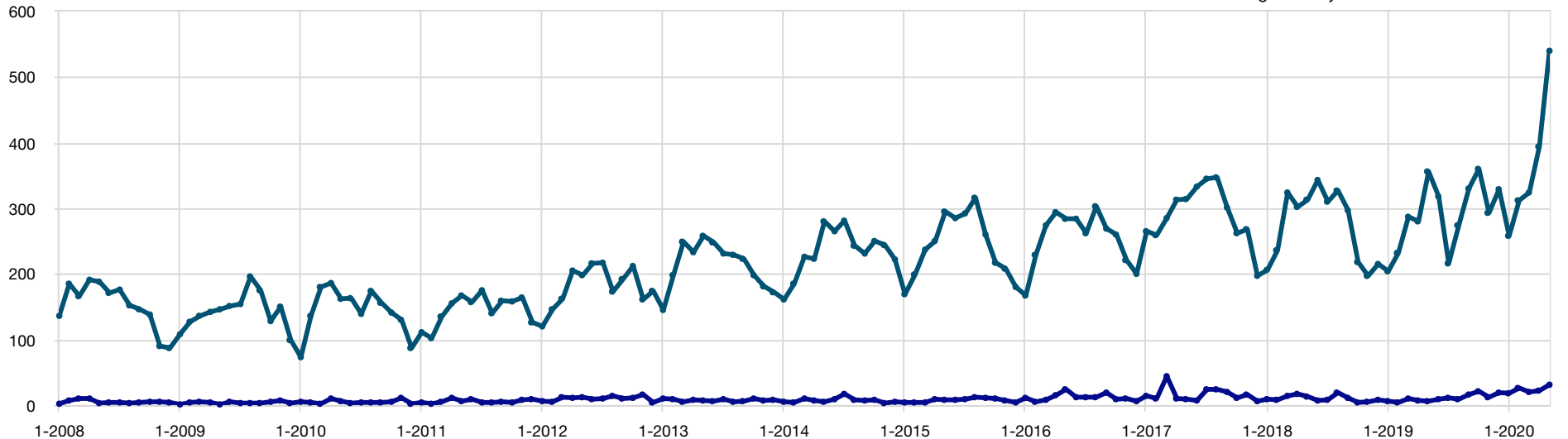


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2019	318	- 7.3%	9	+ 28.6%
7-2019	216	- 30.3%	11	+ 37.5%
8-2019	274	- 16.2%	9	- 52.6%
9-2019	330	+ 11.1%	16	+ 45.5%
10-2019	360	+ 65.1%	21	+ 425.0%
11-2019	293	+ 48.7%	12	+ 140.0%
12-2019	329	+ 53.0%	19	+ 137.5%
1-2020	258	+ 26.5%	18	+ 200.0%
2-2020	312	+ 34.5%	26	+ 550.0%
3-2020	324	+ 12.9%	20	+ 100.0%
4-2020	394	+ 40.7%	22	+ 214.3%
5-2020	540	+ 51.7%	31	+ 416.7%
12-Month Avg	329	+ 21.0%	18	+ 125.0%

Historical Pending Sales by Month

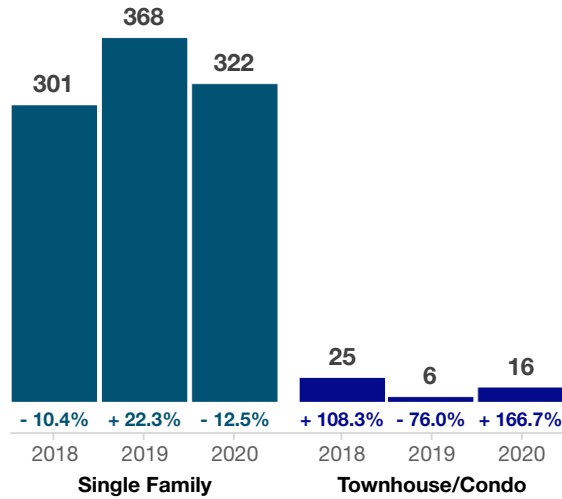


Closed Sales

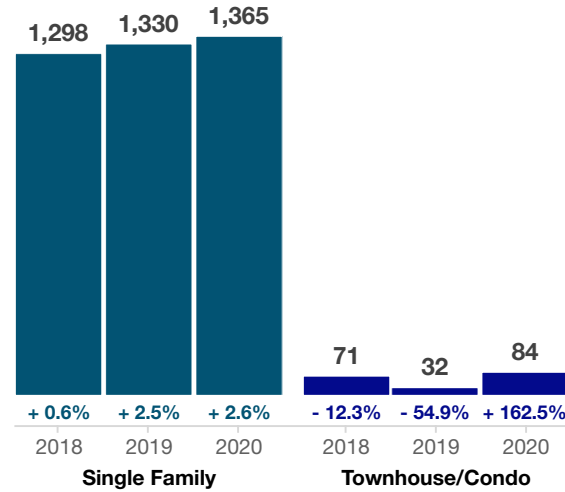
A count of the actual sales that closed in a given month.



May

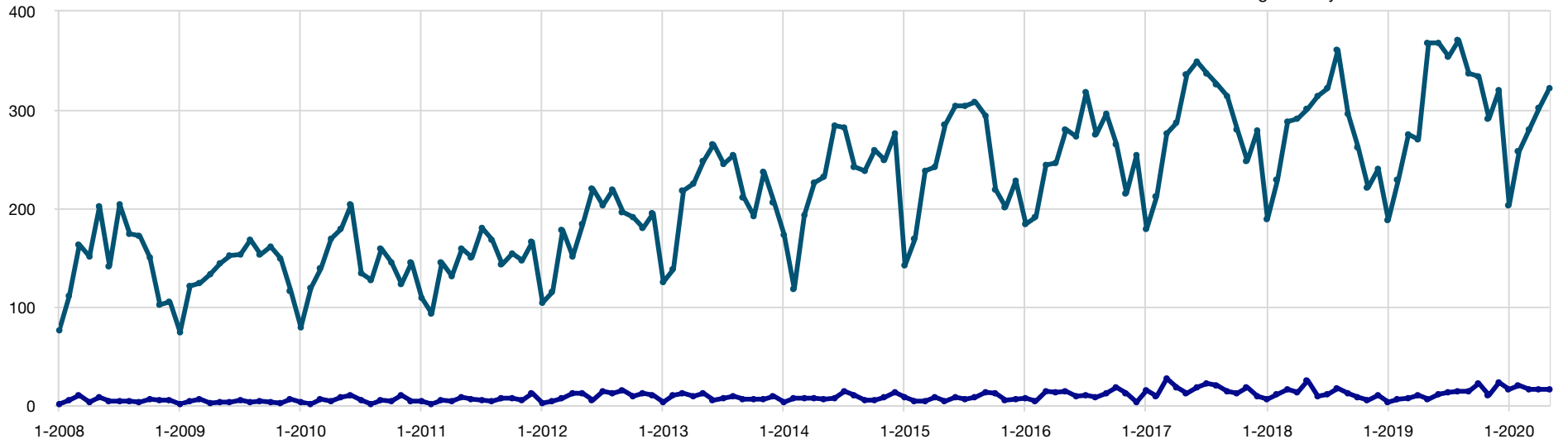


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	258	+ 12.7%	20	+ 233.3%
3-2020	280	+ 1.8%	16	+ 128.6%
4-2020	302	+ 11.9%	16	+ 60.0%
5-2020	322	- 12.5%	16	+ 166.7%
12-Month Avg	312	+ 11.8%	16	+ 77.8%

Historical Closed Sales by Month

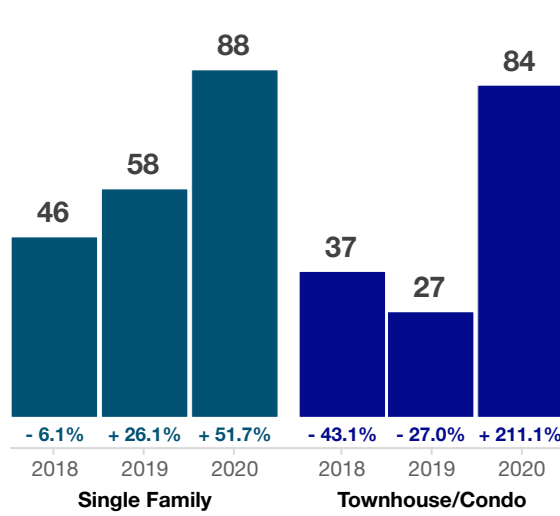


Days on Market Until Sale

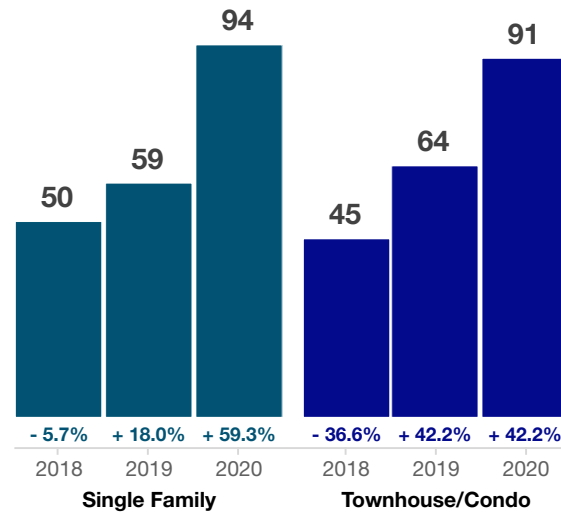
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



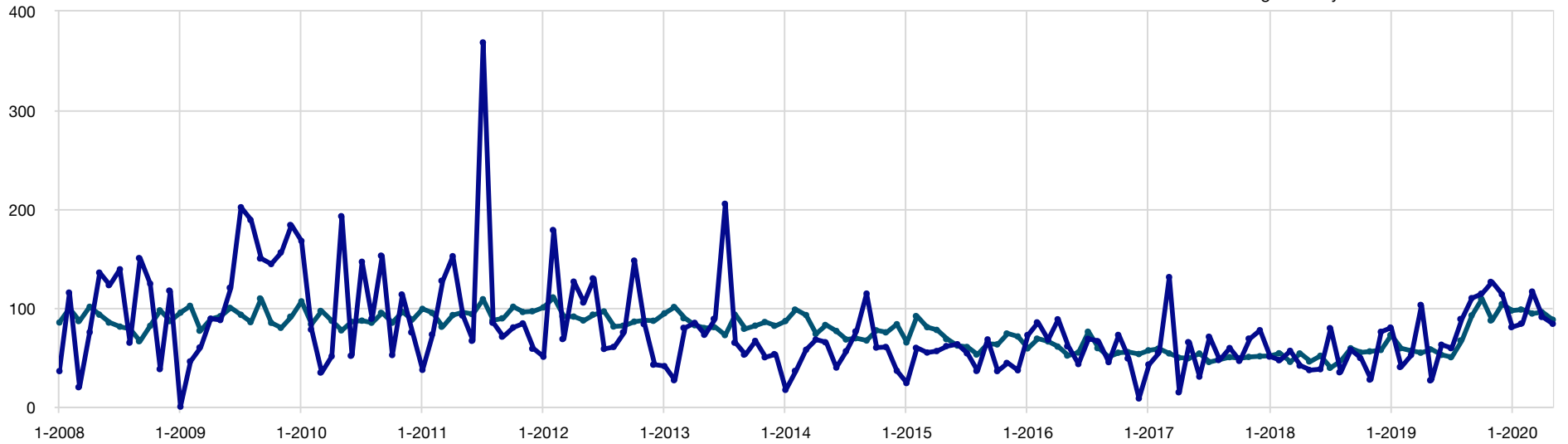
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	98	+ 66.1%	84	+ 110.0%
3-2020	94	+ 67.9%	116	+ 123.1%
4-2020	96	+ 74.5%	91	- 11.7%
5-2020	88	+ 51.7%	84	+ 211.1%
12-Month Avg*	85	+ 55.5%	96	+ 70.8%

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

Historical Days on Market Until Sale by Month

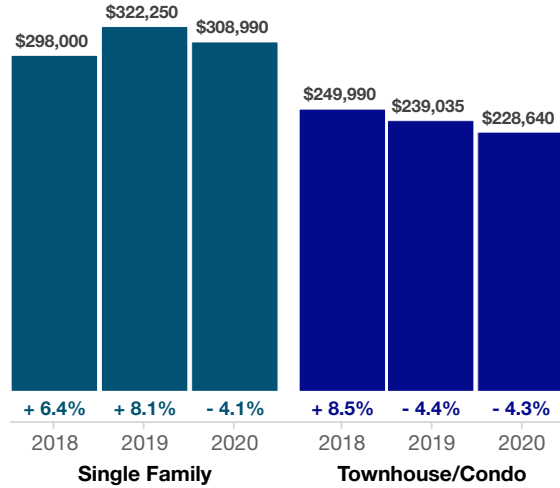


Median Sales Price

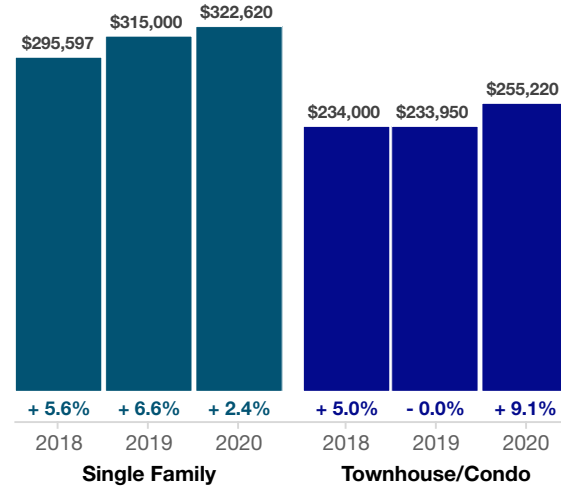
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



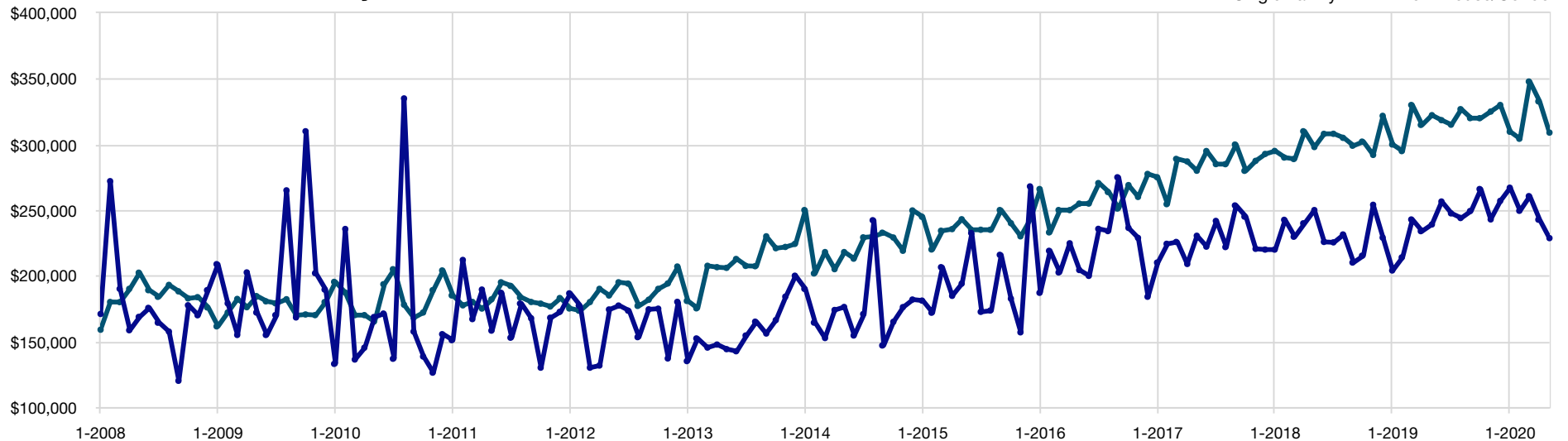
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$304,300	+ 3.2%	\$249,450	+ 16.6%
3-2020	\$347,850	+ 5.4%	\$260,600	+ 7.3%
4-2020	\$332,750	+ 5.7%	\$242,700	+ 3.7%
5-2020	\$308,990	- 4.1%	\$228,640	- 4.3%
12-Month Avg*	\$320,000	+ 3.9%	\$255,000	+ 11.1%

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

Historical Median Sales Price by Month

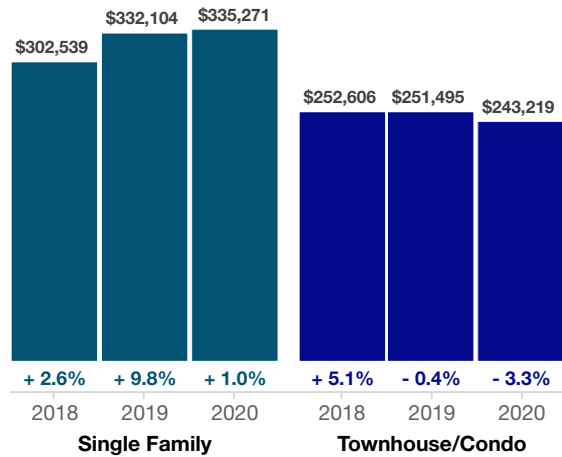


Average Sales Price

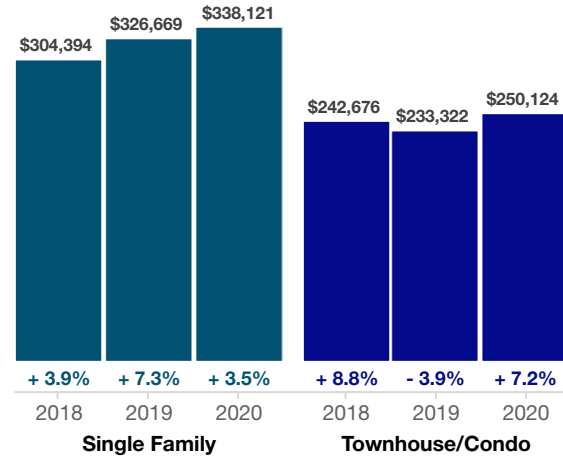
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



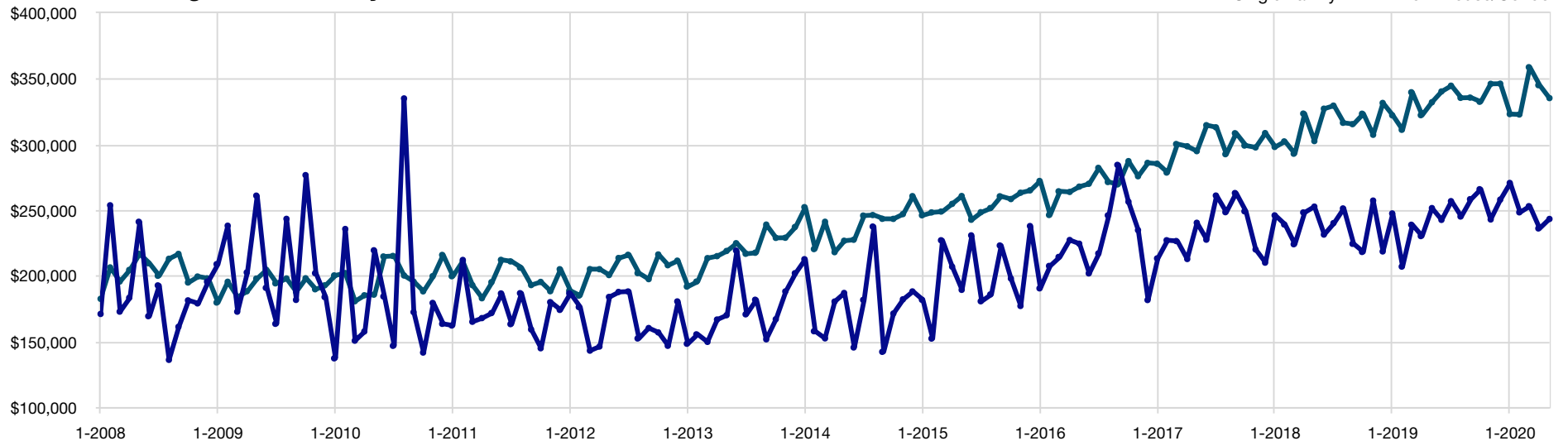
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$322,785	+ 3.7%	\$248,268	+ 20.0%
3-2020	\$358,774	+ 5.6%	\$252,943	+ 5.9%
4-2020	\$345,112	+ 7.1%	\$236,019	+ 2.5%
5-2020	\$335,271	+ 1.0%	\$243,219	- 3.3%
12-Month Avg*	\$339,278	+ 4.8%	\$252,741	+ 7.9%

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

Historical Average Sales Price by Month

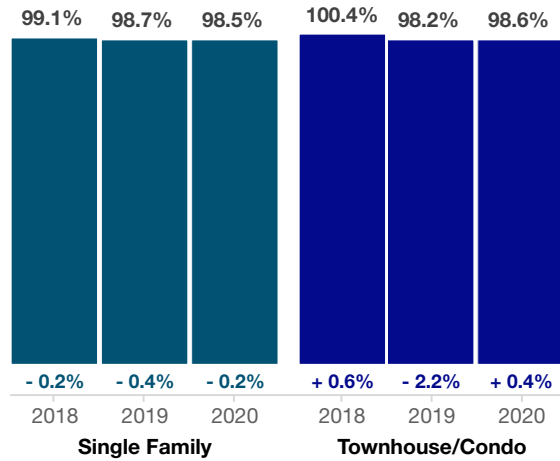


Percent of List Price Received

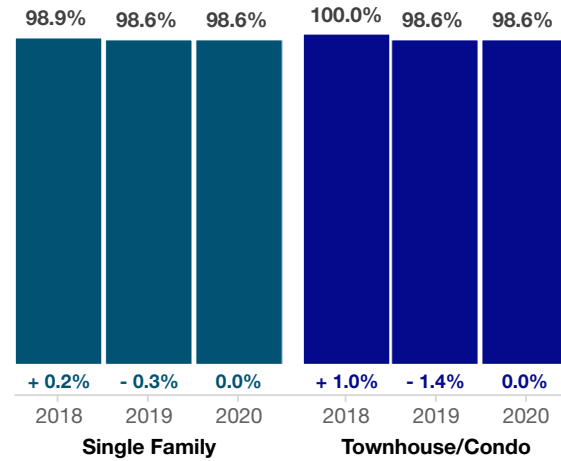
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



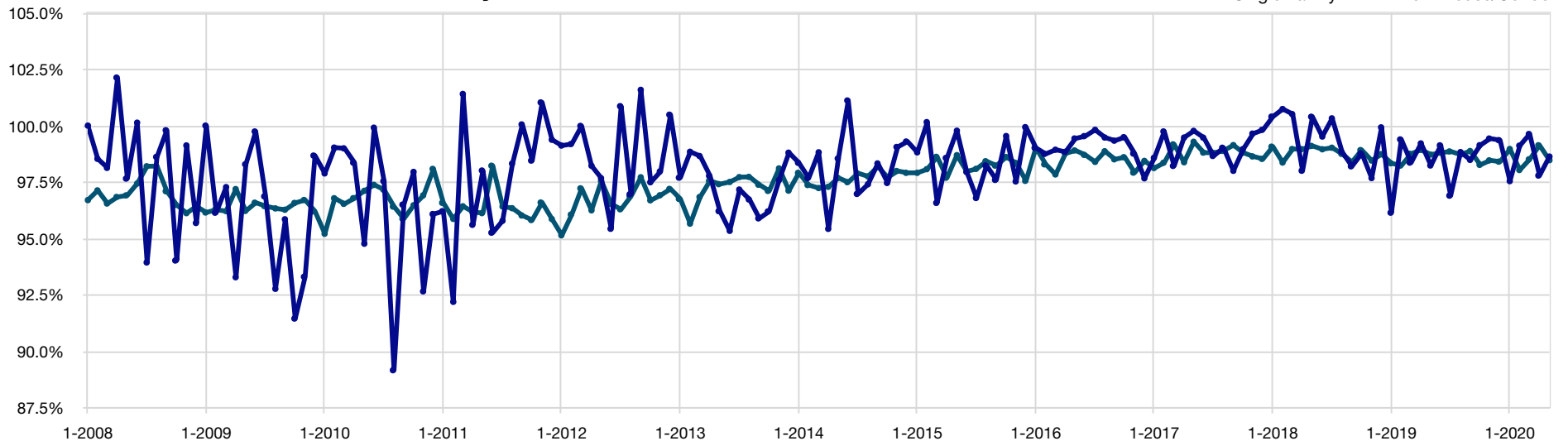
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
5-2020	98.5%	- 0.2%	98.6%	+ 0.4%
12-Month Avg*	98.6%	- 0.1%	98.7%	- 0.2%

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

Historical Percent of List Price Received by Month

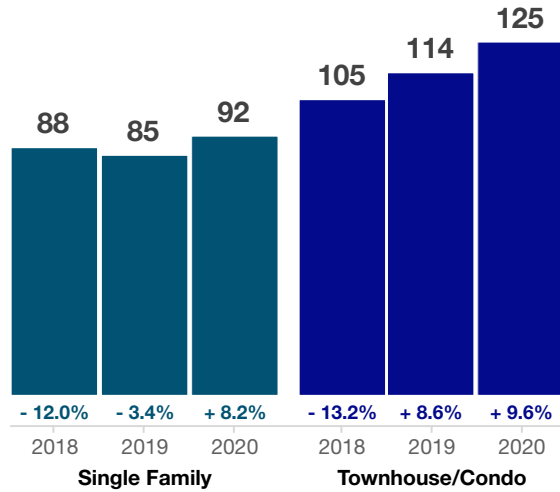


Housing Affordability Index

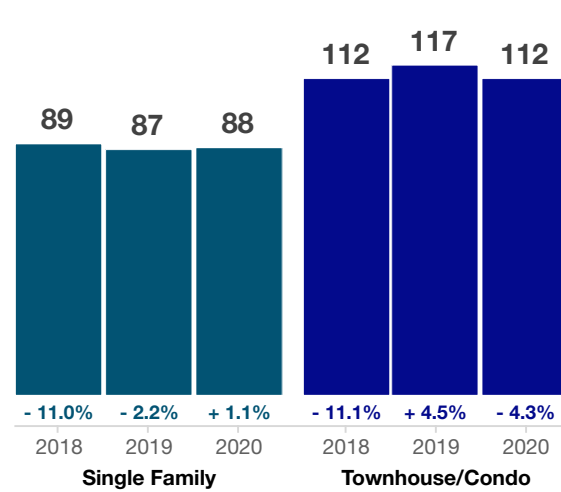


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May

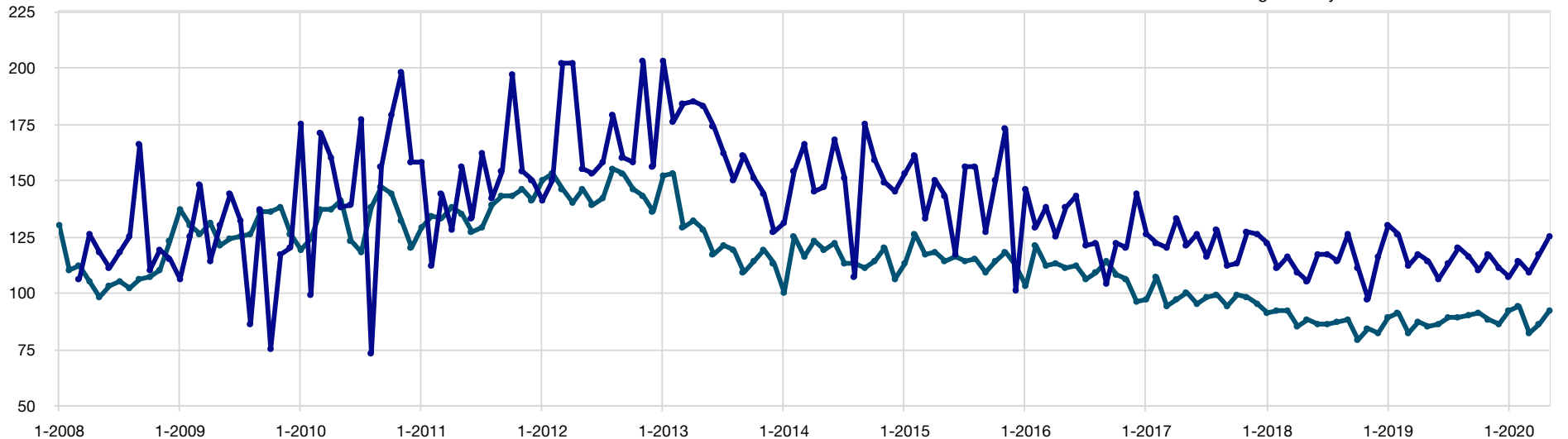


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	94	+3.3%	114	-9.5%
3-2020	82	0.0%	109	-2.7%
4-2020	86	-1.1%	117	0.0%
5-2020	92	+8.2%	125	+9.6%
12-Month Avg	89	+3.5%	114	-1.7%

Historical Housing Affordability Index by Month

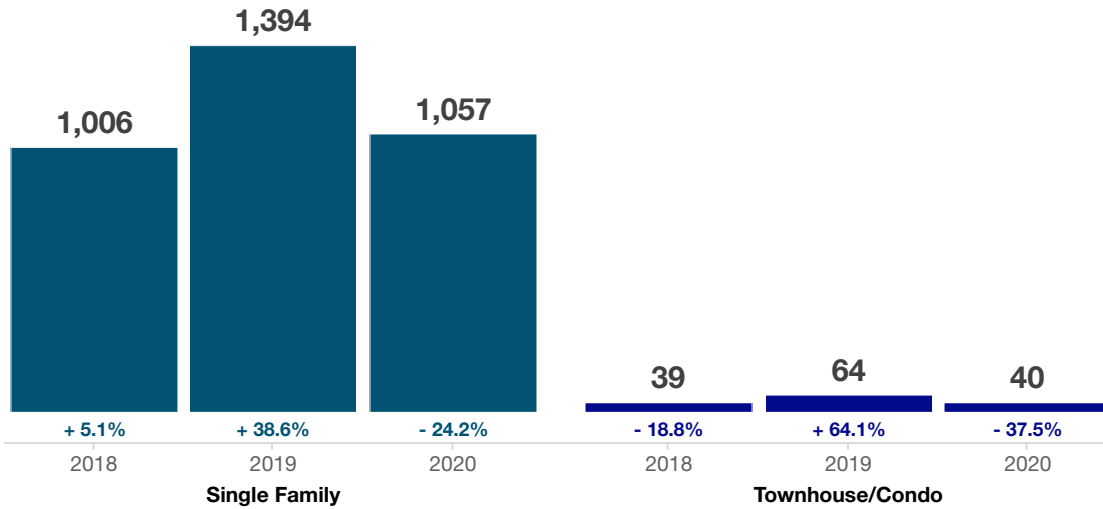


Inventory of Homes for Sale

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

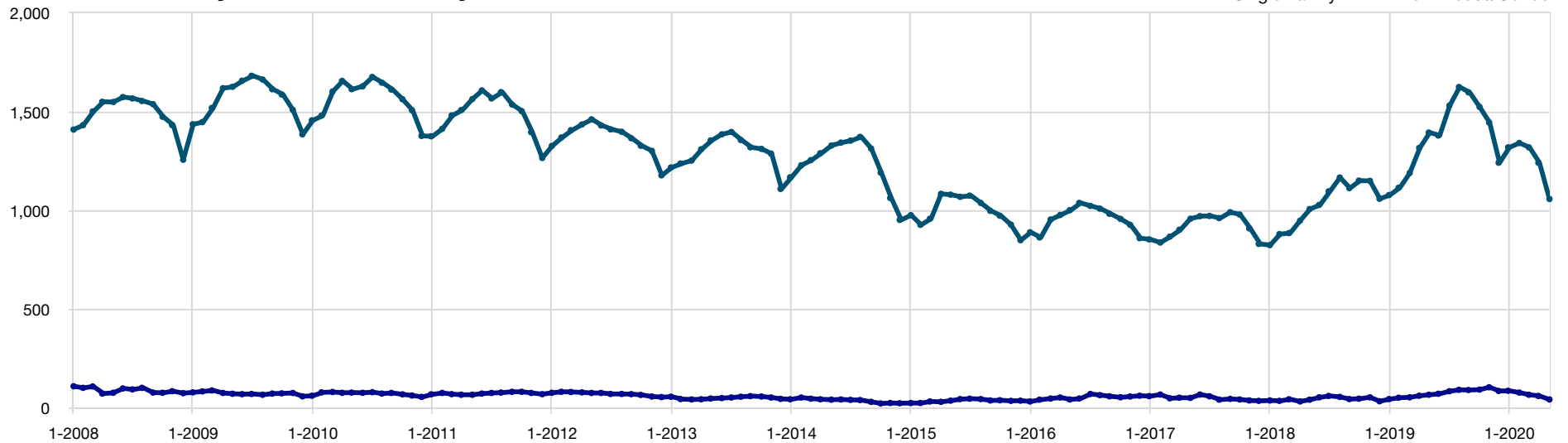


May



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2019	1,379	+ 34.3%	69	+ 35.3%
7-2019	1,531	+ 39.7%	82	+ 41.4%
8-2019	1,625	+ 39.4%	89	+ 67.9%
9-2019	1,598	+ 43.7%	88	+ 109.5%
10-2019	1,524	+ 32.5%	90	+ 104.5%
11-2019	1,445	+ 25.8%	102	+ 100.0%
12-2019	1,241	+ 17.3%	83	+ 167.7%
1-2020	1,319	+ 22.5%	84	+ 100.0%
2-2020	1,341	+ 20.4%	75	+ 53.1%
3-2020	1,319	+ 10.9%	64	+ 25.5%
4-2020	1,241	- 5.7%	58	- 1.7%
5-2020	1,057	- 24.2%	40	- 37.5%
12-Month Avg	1,385	+ 20.0%	77	+ 54.0%

Historical Inventory of Homes for Sale by Month

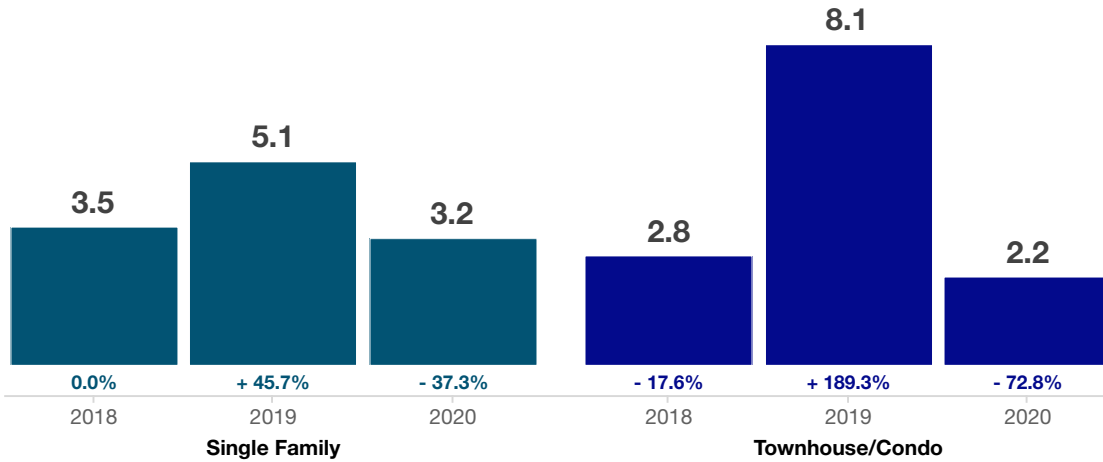


Months Supply of Inventory

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.



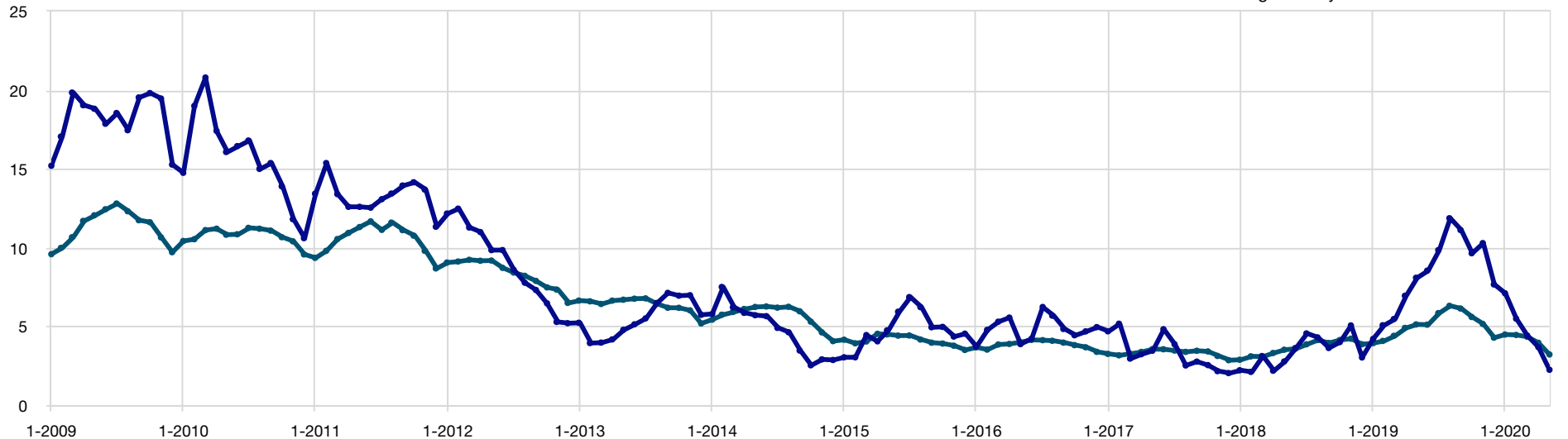
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	5.6	+ 36.6%	9.6	+ 140.0%
11-2019	5.2	+ 23.8%	10.3	+ 102.0%
12-2019	4.3	+ 10.3%	7.7	+ 156.7%
1-2020	4.5	+ 15.4%	7.1	+ 69.0%
2-2020	4.5	+ 9.8%	5.5	+ 7.8%
3-2020	4.3	- 2.3%	4.4	- 20.0%
4-2020	4.0	- 18.4%	3.7	- 46.4%
5-2020	3.2	- 37.3%	2.2	- 72.8%
12-Month Avg*	4.9	+ 17.4%	7.7	+ 58.6%

* Months Supply for all properties from June 2019 through May 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	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		673	656	- 2.5%	2,997	2,965	- 1.1%
Pending Sales		362	571	+ 57.7%	1,392	1,945	+ 39.7%
Closed Sales		374	338	- 9.6%	1,362	1,449	+ 6.4%
Days on Market Until Sale		57	88	+ 54.4%	59	94	+ 59.3%
Median Sales Price		\$319,950	\$304,123	- 4.9%	\$309,250	\$314,208	+ 1.6%
Average Sales Price		\$330,811	\$330,913	+ 0.0%	\$324,472	\$333,002	+ 2.6%
Percent of List Price Received		98.7%	98.5%	- 0.2%	98.6%	98.6%	0.0%
Housing Affordability Index		85	94	+ 10.6%	88	91	+ 3.4%
Inventory of Homes for Sale		1,458	1,097	- 24.8%	—	—	—
Months Supply of Inventory		5.2	3.2	- 38.5%	—	—	—