

## Wilson County

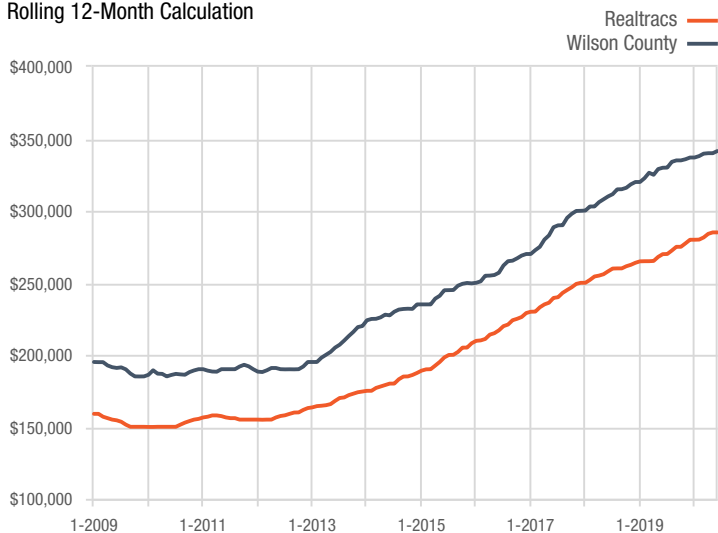
Single Family	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
<b>Key Metrics</b>						
New Listings	458	<b>410</b>	- 10.5%	2,982	<b>2,922</b>	- 2.0%
Pending Sales	270	<b>399</b>	+ 47.8%	1,433	<b>1,901</b>	+ 32.7%
Closed Sales	322	<b>191</b>	- 40.7%	1,467	<b>1,344</b>	- 8.4%
Days on Market Until Sale	48	<b>85</b>	+ 77.1%	54	<b>92</b>	+ 70.4%
Median Sales Price*	\$330,000	<b>\$347,000</b>	+ 5.2%	\$335,000	<b>\$344,900</b>	+ 3.0%
Average Sales Price*	\$360,335	<b>\$361,412</b>	+ 0.3%	\$350,837	<b>\$361,465</b>	+ 3.0%
Percent of List Price Received*	99.1%	<b>98.8%</b>	- 0.3%	99.0%	<b>99.0%</b>	0.0%
Inventory of Homes for Sale	1,120	<b>812</b>	- 27.5%	—	—	—
Months Supply of Inventory	4.9	<b>2.8</b>	- 42.9%	—	—	—

Townhouse/Condo	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
<b>Key Metrics</b>						
New Listings	17	<b>40</b>	+ 135.3%	122	<b>181</b>	+ 48.4%
Pending Sales	9	<b>39</b>	+ 333.3%	41	<b>149</b>	+ 263.4%
Closed Sales	11	<b>11</b>	0.0%	43	<b>95</b>	+ 120.9%
Days on Market Until Sale	63	<b>79</b>	+ 25.4%	63	<b>89</b>	+ 41.3%
Median Sales Price*	\$256,500	<b>\$251,490</b>	- 2.0%	\$239,000	<b>\$254,000</b>	+ 6.3%
Average Sales Price*	\$242,527	<b>\$272,507</b>	+ 12.4%	\$235,677	<b>\$252,716</b>	+ 7.2%
Percent of List Price Received*	99.1%	<b>99.1%</b>	0.0%	98.7%	<b>98.6%</b>	- 0.1%
Inventory of Homes for Sale	62	<b>47</b>	- 24.2%	—	—	—
Months Supply of Inventory	7.9	<b>2.4</b>	- 69.6%	—	—	—

\* 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.

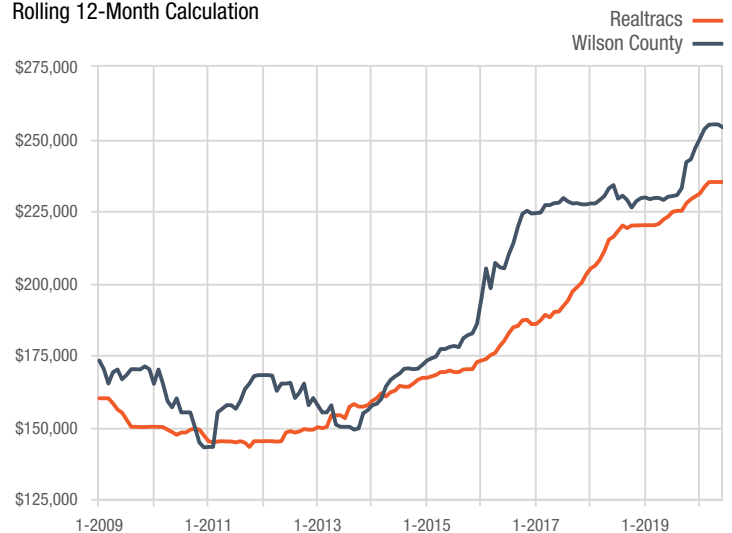
### Median Sales Price - Single-Family

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



## June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings decreased 12.0 percent for Single Family but increased 135.3 percent for Townhouse/Condo. Pending Sales increased 44.0 percent for Single Family and 344.4 percent for Townhouse/Condo. Inventory decreased 28.5 percent for Single Family and 26.1 percent for Townhouse/Condo.

Median Sales Price increased 2.2 percent to \$325,500 for Single Family but decreased 1.5 percent to \$252,740 for Townhouse/Condo. Days on Market increased 63.5 percent for Single Family and 19.0 percent for Townhouse/Condo. Months Supply of Inventory decreased 41.2 percent for Single Family and 69.4 percent for Townhouse/Condo.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Quick Facts

**- 35.9%**

Change in  
**Closed Sales**  
All Properties

**+ 3.7%**

Change in  
**Median Sales Price**  
All Properties

**- 28.4%**

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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		524	<b>461</b>	- 12.0%	3,408	<b>3,286</b>	- 3.6%
<b>Pending Sales</b>		318	<b>458</b>	+ 44.0%	1,677	<b>2,195</b>	+ 30.9%
<b>Closed Sales</b>		368	<b>231</b>	- 37.2%	1,698	<b>1,604</b>	- 5.5%
<b>Days on Market Until Sale</b>		52	<b>85</b>	+ 63.5%	58	<b>93</b>	+ 60.3%
<b>Median Sales Price</b>		\$318,450	<b>\$325,500</b>	+ 2.2%	\$315,000	<b>\$324,175</b>	+ 2.9%
<b>Average Sales Price</b>		\$340,306	<b>\$340,484</b>	+ 0.1%	\$329,628	<b>\$338,398</b>	+ 2.7%
<b>Percent of List Price Received</b>		98.8%	<b>98.5%</b>	- 0.3%	98.7%	<b>98.6%</b>	- 0.1%
<b>Housing Affordability Index</b>		86	<b>88</b>	+ 2.3%	87	<b>88</b>	+ 1.1%
<b>Inventory of Homes for Sale</b>		1,379	<b>986</b>	- 28.5%	—	—	—
<b>Months Supply of Inventory</b>		5.1	<b>3.0</b>	- 41.2%	—	—	—

# 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.



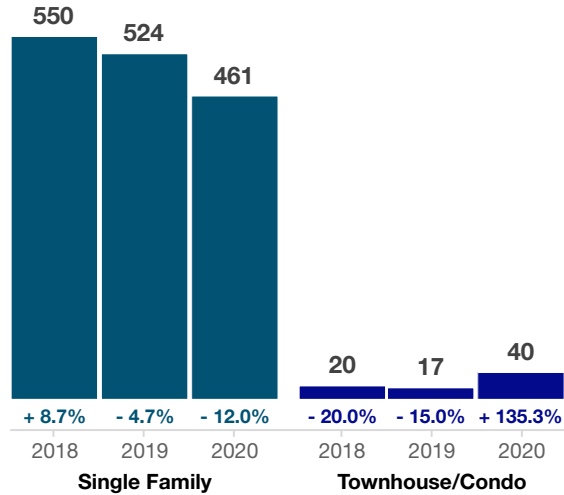
Key Metrics	Historical Sparkbars	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		17	<b>40</b>	+ 135.3%	130	<b>187</b>	+ 43.8%
<b>Pending Sales</b>		9	<b>40</b>	+ 344.4%	42	<b>150</b>	+ 257.1%
<b>Closed Sales</b>		11	<b>12</b>	+ 9.1%	43	<b>96</b>	+ 123.3%
<b>Days on Market Until Sale</b>		63	<b>75</b>	+ 19.0%	63	<b>89</b>	+ 41.3%
<b>Median Sales Price</b>		\$256,500	<b>\$252,740</b>	- 1.5%	\$239,000	<b>\$254,500</b>	+ 6.5%
<b>Average Sales Price</b>		\$242,527	<b>\$274,069</b>	+ 13.0%	\$235,677	<b>\$253,117</b>	+ 7.4%
<b>Percent of List Price Received</b>		99.1%	<b>98.8%</b>	- 0.3%	98.7%	<b>98.6%</b>	- 0.1%
<b>Housing Affordability Index</b>		106	<b>113</b>	+ 6.6%	114	<b>112</b>	- 1.8%
<b>Inventory of Homes for Sale</b>		69	<b>51</b>	- 26.1%	—	—	—
<b>Months Supply of Inventory</b>		8.5	<b>2.6</b>	- 69.4%	—	—	—

# New Listings

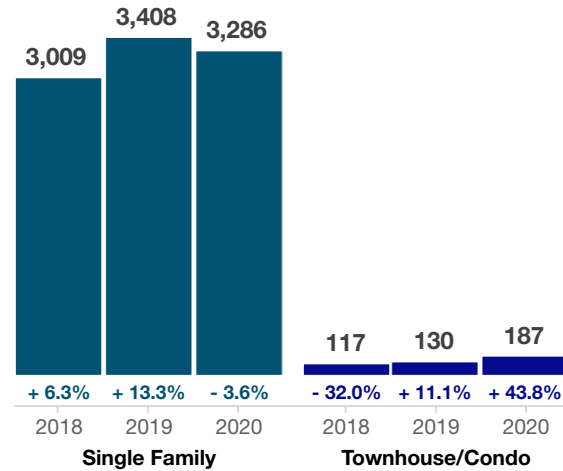
A count of the properties that have been newly listed on the market in a given month.



## June

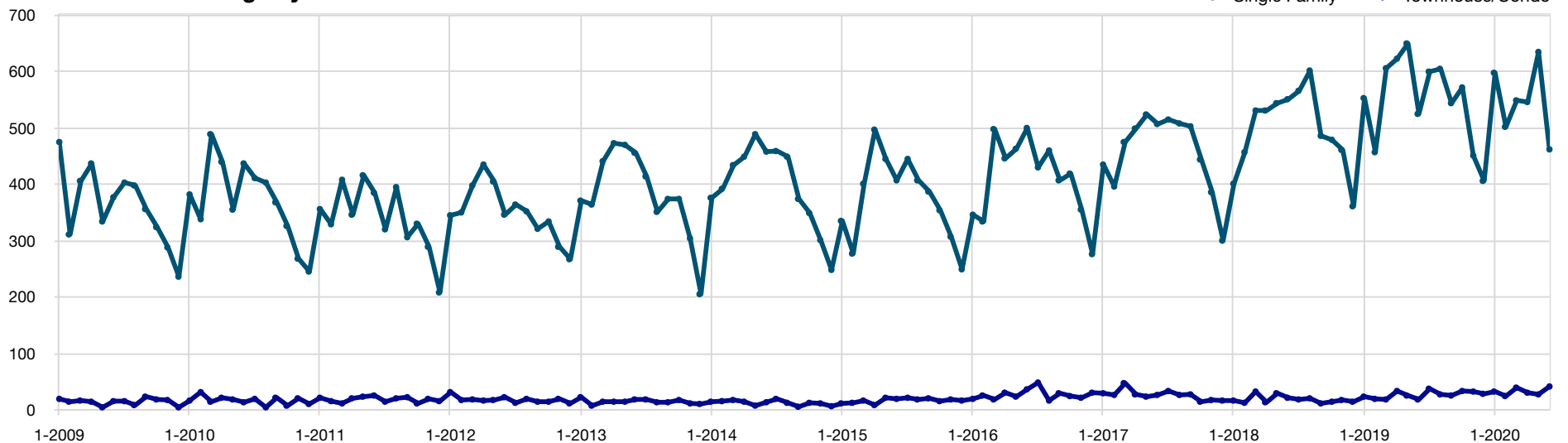


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	571	+ 19.5%	32	+ 146.2%
11-2019	450	- 2.2%	31	+ 93.8%
12-2019	405	+ 12.5%	27	+ 107.7%
1-2020	597	+ 8.2%	31	+ 40.9%
2-2020	501	+ 9.9%	23	+ 27.8%
3-2020	548	- 9.4%	38	+ 123.5%
4-2020	545	- 12.4%	29	- 9.4%
5-2020	634	- 2.3%	26	+ 8.3%
<b>6-2020</b>	<b>461</b>	<b>- 12.0%</b>	<b>40</b>	<b>+ 135.3%</b>
12-Month Avg	538	+ 1.5%	30	+ 66.7%

## Historical New Listings by Month

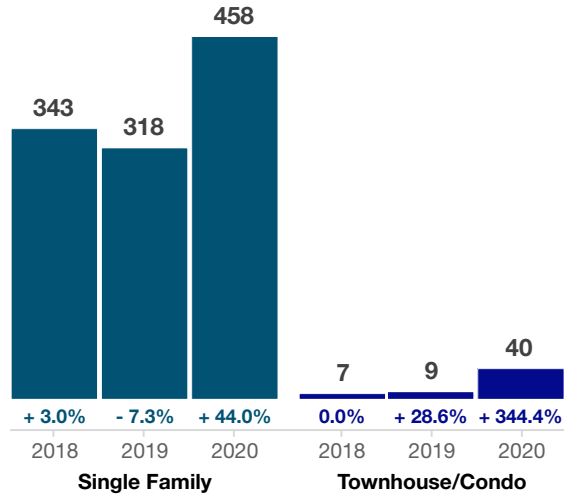


# Pending Sales

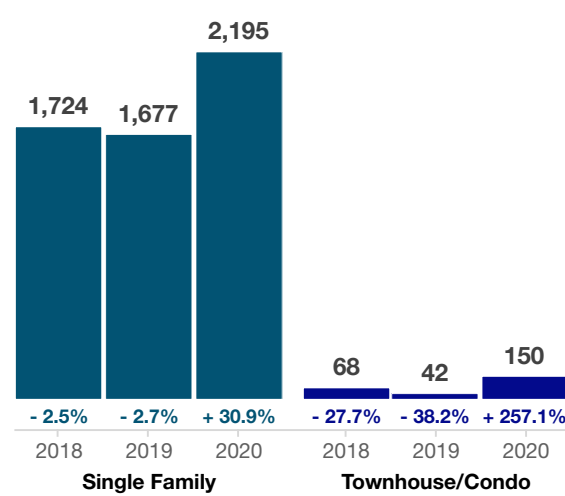
A count of the properties on which offers have been accepted in a given month.



## June

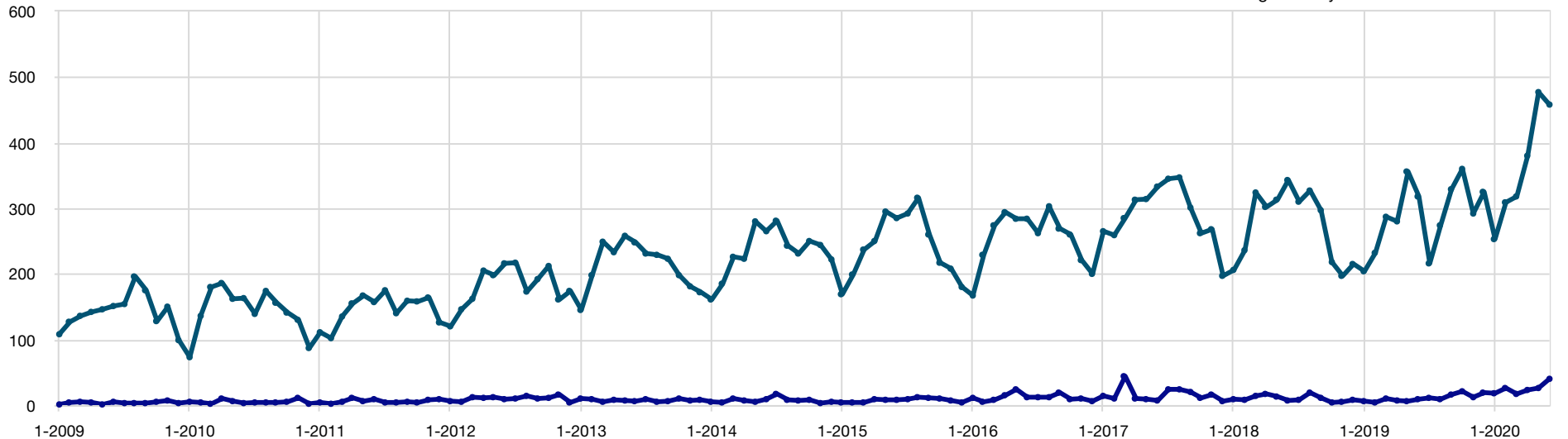


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2019	216	-30.3%	11	+37.5%
8-2019	274	-16.2%	9	-52.6%
9-2019	329	+10.8%	16	+45.5%
10-2019	360	+65.1%	21	+425.0%
11-2019	292	+48.2%	12	+140.0%
12-2019	325	+51.2%	19	+137.5%
1-2020	253	+24.0%	18	+200.0%
2-2020	309	+33.2%	26	+550.0%
3-2020	318	+10.8%	17	+70.0%
4-2020	380	+35.7%	23	+228.6%
5-2020	477	+34.0%	26	+333.3%
<b>6-2020</b>	<b>458</b>	<b>+44.0%</b>	<b>40</b>	<b>+344.4%</b>
12-Month Avg	333	+23.3%	20	+150.0%

## Historical Pending Sales by Month

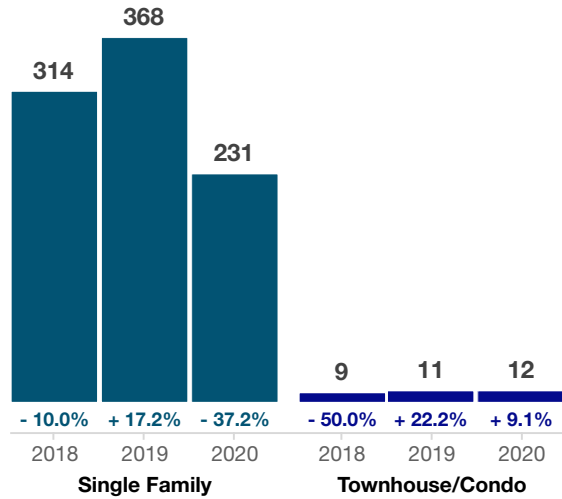


# Closed Sales

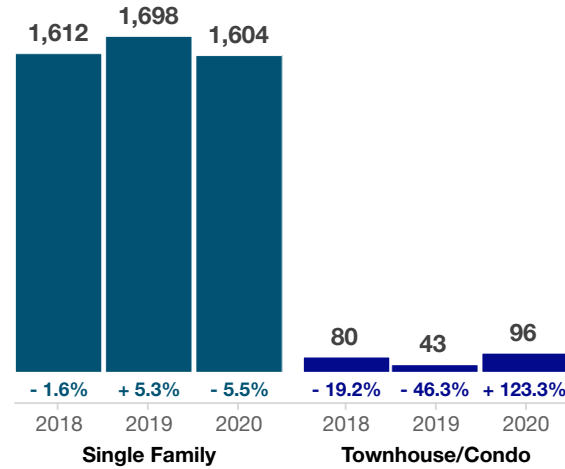
A count of the actual sales that closed in a given month.



## June

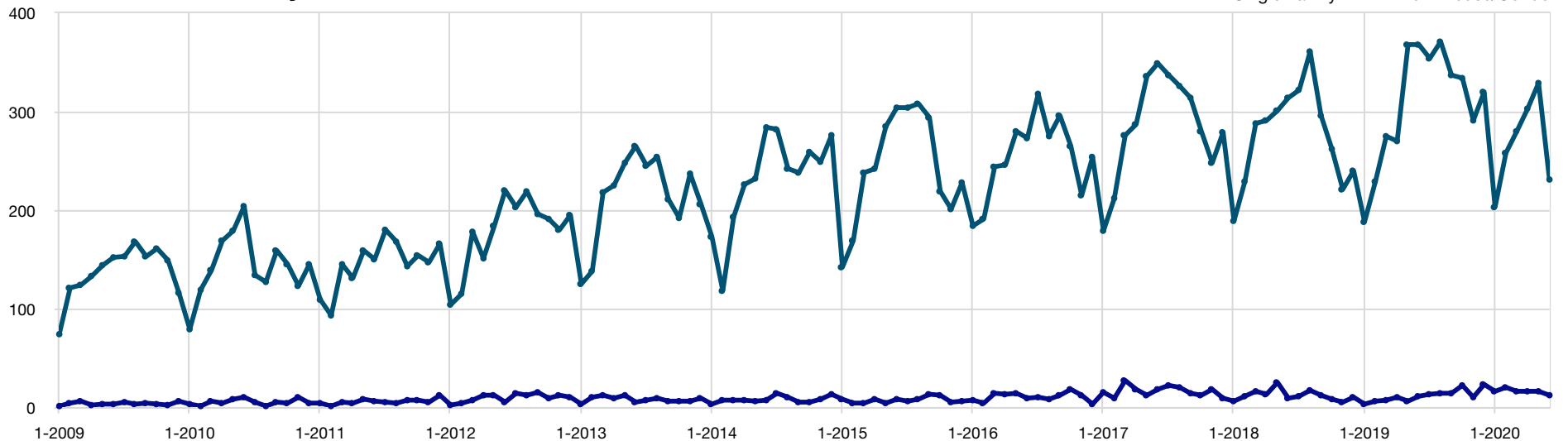


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	303	+ 12.2%	16	+ 60.0%
5-2020	329	- 10.6%	16	+ 166.7%
<b>6-2020</b>	<b>231</b>	<b>- 37.2%</b>	<b>12</b>	<b>+ 9.1%</b>
12-Month Avg	301	+ 6.4%	16	+ 77.8%

## Historical Closed Sales by Month

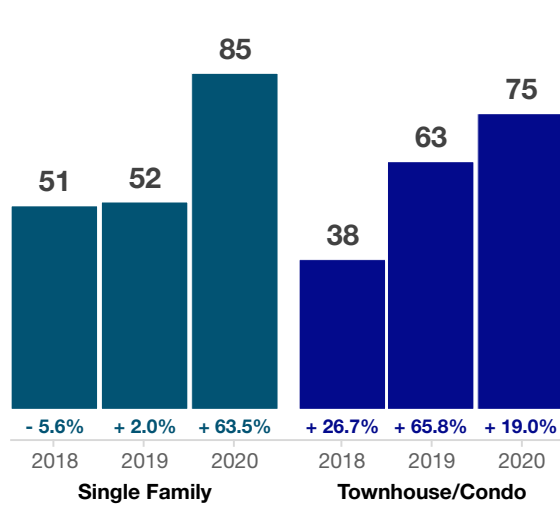


# Days on Market Until Sale

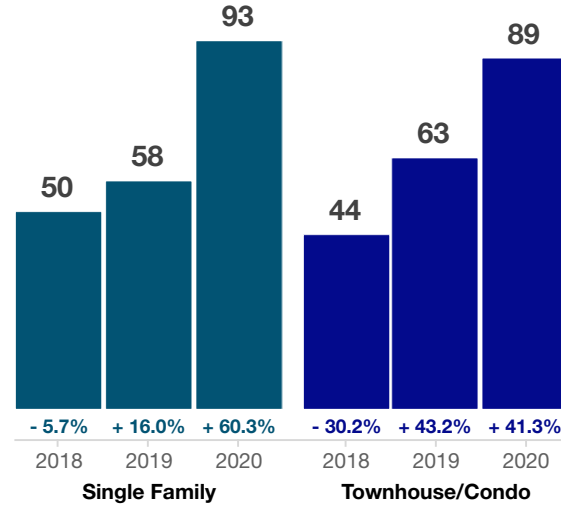
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



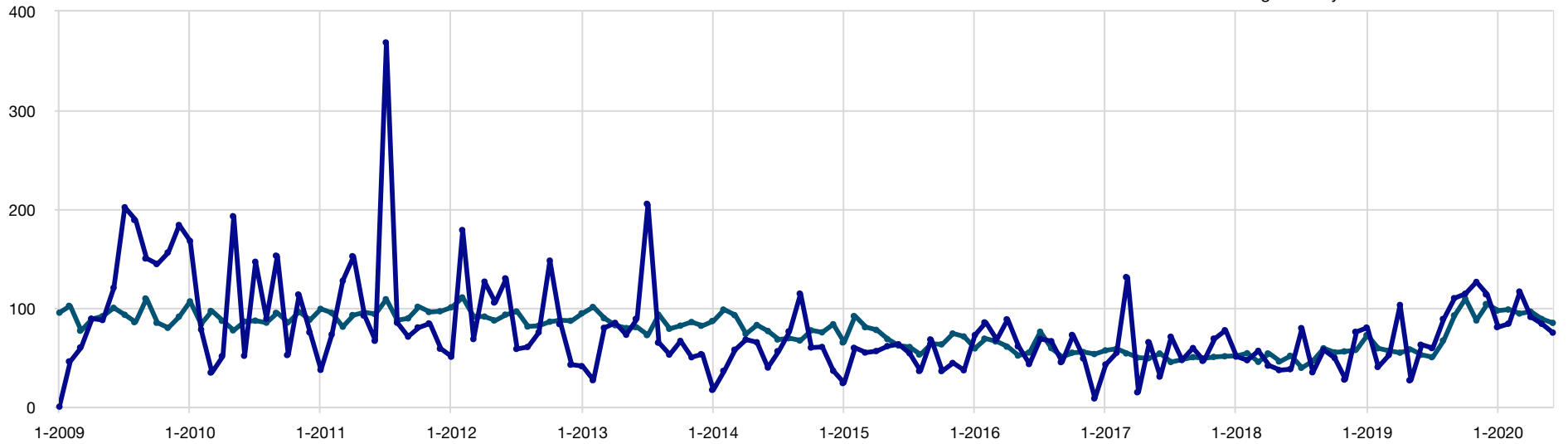
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	89	+ 53.4%	84	+ 211.1%
<b>6-2020</b>	<b>85</b>	<b>+ 63.5%</b>	<b>75</b>	<b>+ 19.0%</b>
12-Month Avg*	88	+ 61.6%	96	+ 65.3%

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

## Historical Days on Market Until Sale by Month



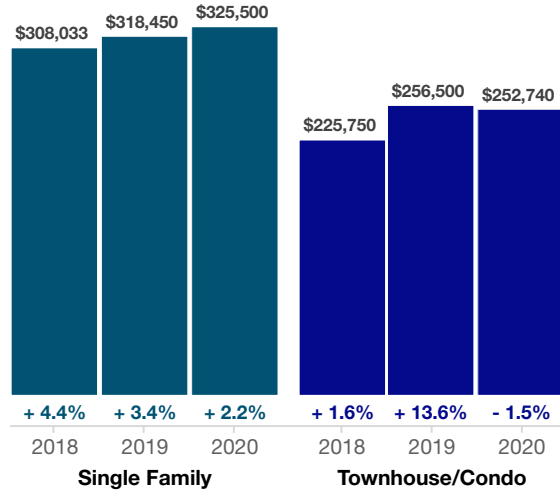


# Median Sales Price

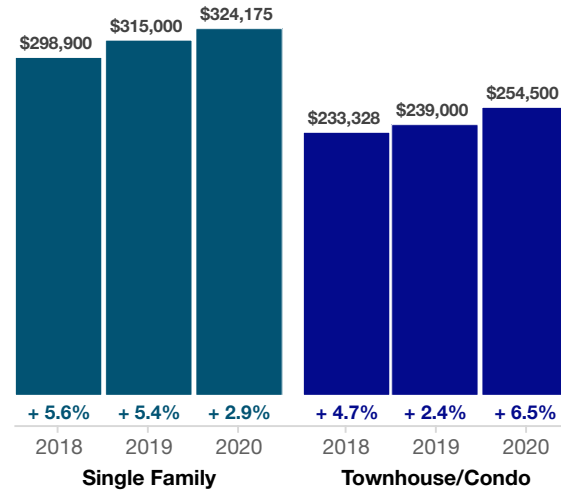
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



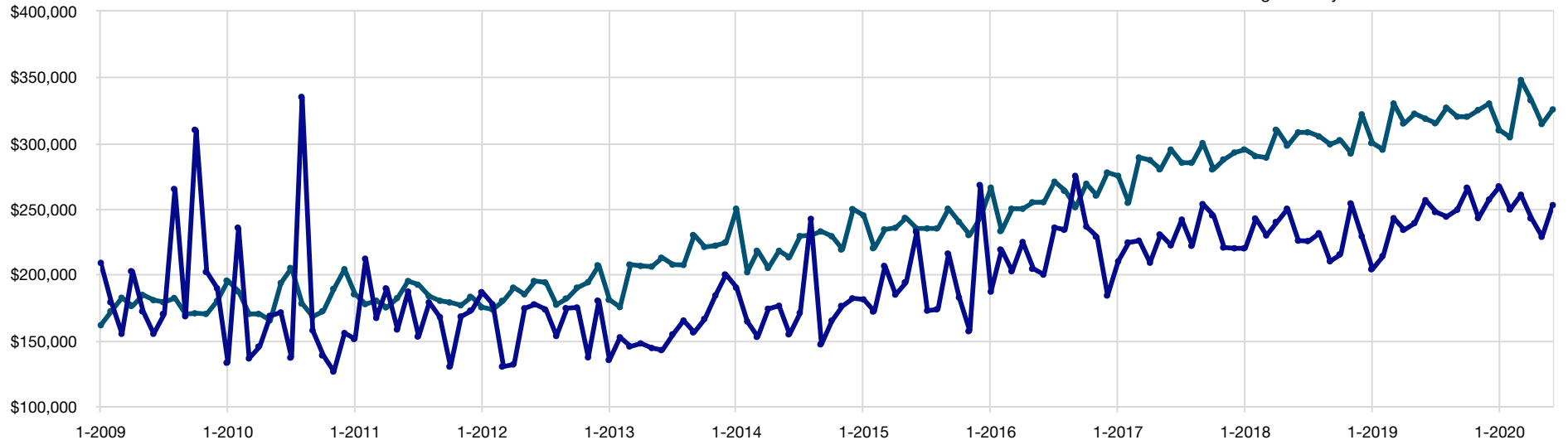
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$332,500	+ 5.6%	\$242,700	+ 3.7%
5-2020	\$314,415	- 2.4%	\$228,640	- 4.3%
<b>6-2020</b>	<b>\$325,500</b>	<b>+ 2.2%</b>	<b>\$252,740</b>	<b>- 1.5%</b>
12-Month Avg*	\$323,000	+ 4.2%	\$253,995	+ 10.5%

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

## Historical Median Sales Price by Month

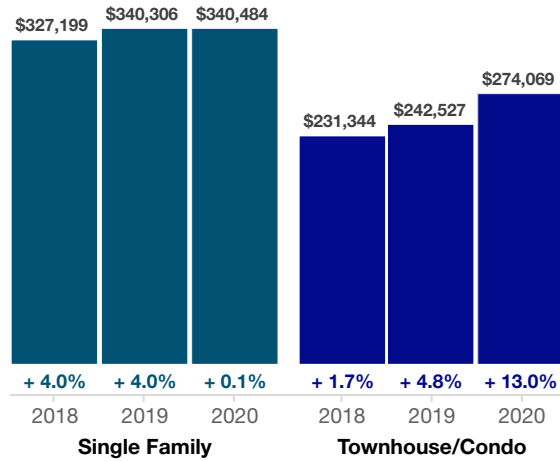


# Average Sales Price

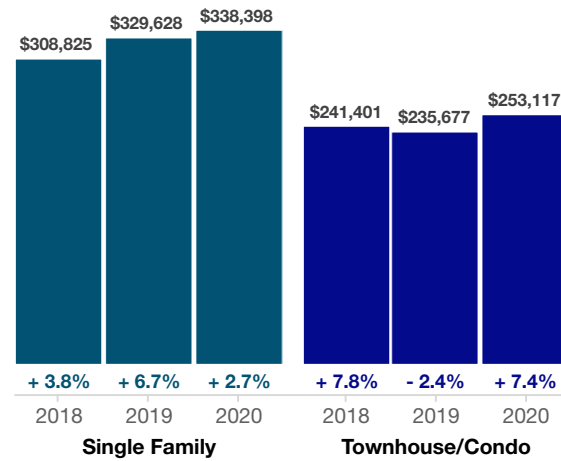
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



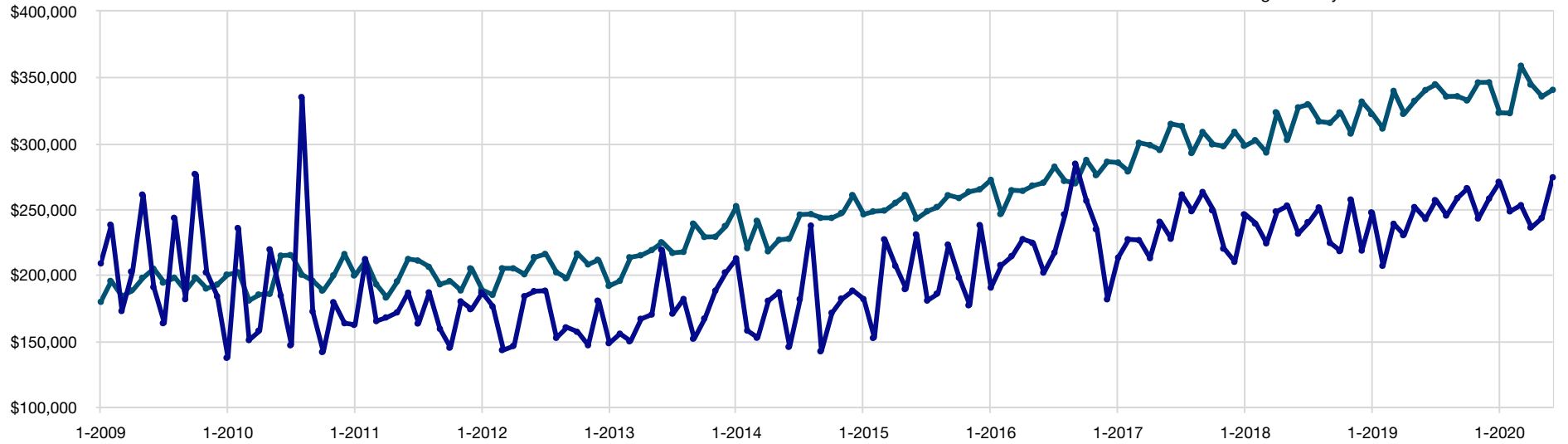
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$344,539	+ 6.9%	\$236,019	+ 2.5%
5-2020	\$335,524	+ 1.0%	\$243,219	- 3.3%
<b>6-2020</b>	<b>\$340,484</b>	<b>+ 0.1%</b>	<b>\$274,069</b>	<b>+ 13.0%</b>
12-Month Avg*	\$339,220	+ 4.3%	\$254,659	+ 8.2%

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

## Historical Average Sales Price by Month



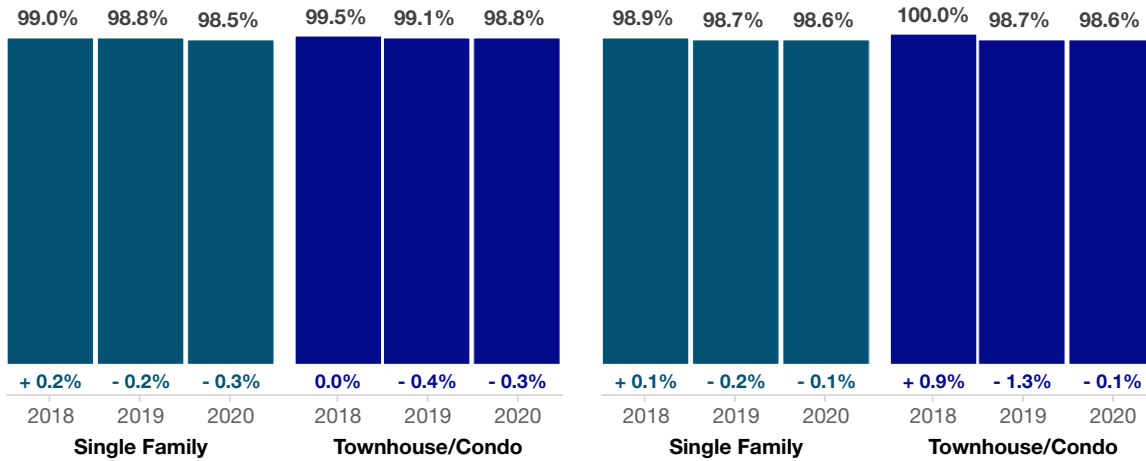
# Percent of List Price Received

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.



## June

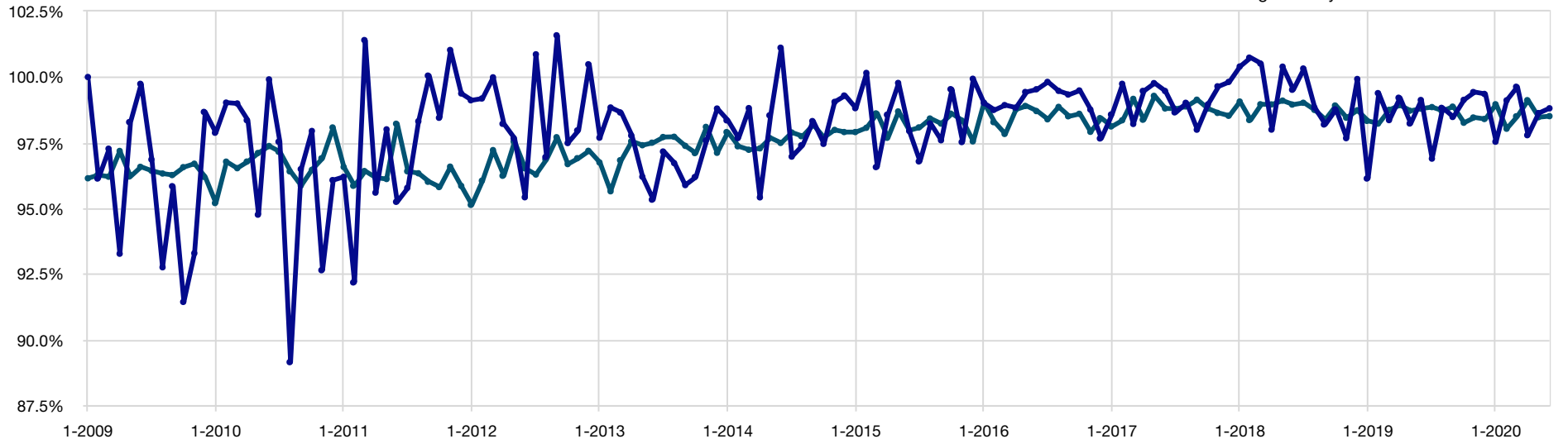
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
<b>6-2020</b>	<b>98.5%</b>	<b>- 0.3%</b>	<b>98.8%</b>	<b>- 0.3%</b>
12-Month Avg*	98.6%	- 0.1%	98.7%	- 0.2%

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

## Historical Percent of List Price Received by Month

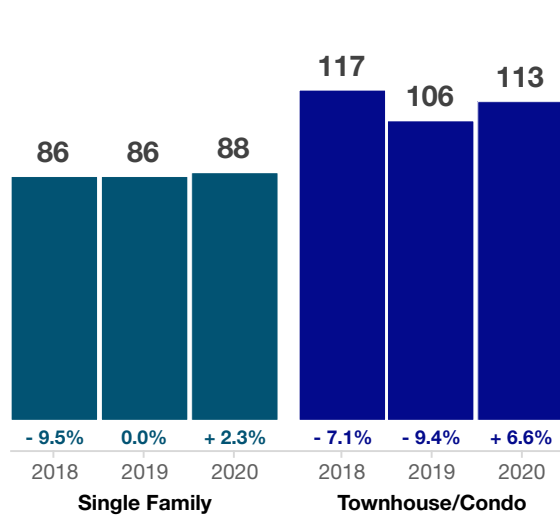


# Housing Affordability Index

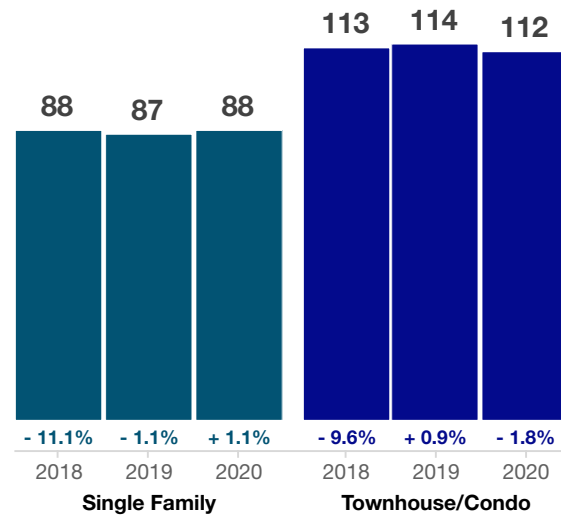
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## June

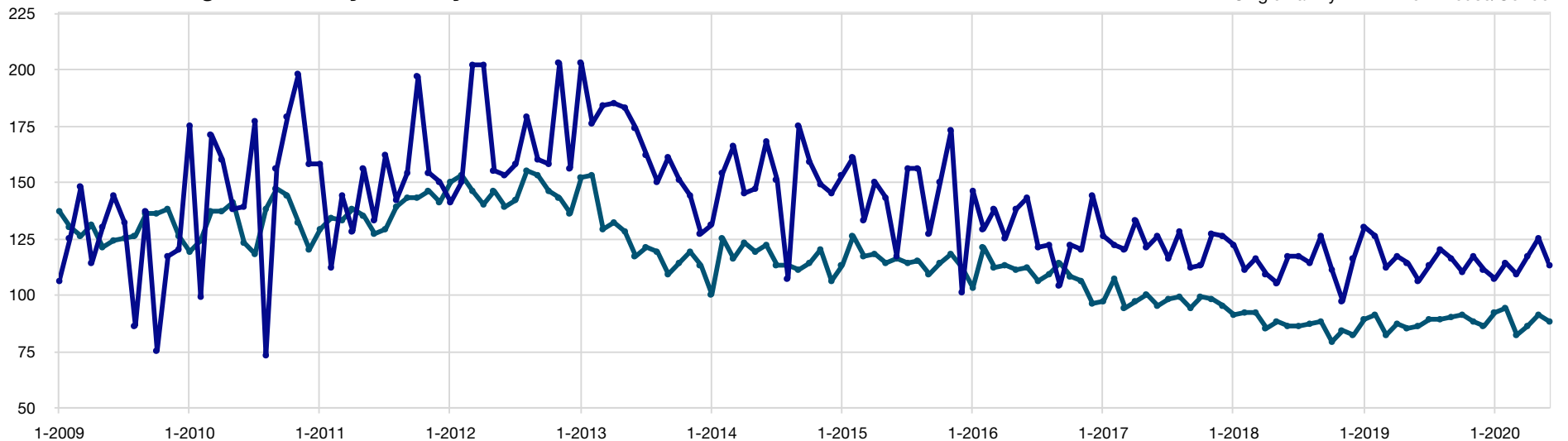


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	91	+ 7.1%	125	+ 9.6%
<b>6-2020</b>	<b>88</b>	<b>+ 2.3%</b>	<b>113</b>	<b>+ 6.6%</b>
12-Month Avg	89	+ 3.5%	114	- 1.7%

## Historical Housing Affordability Index by Month

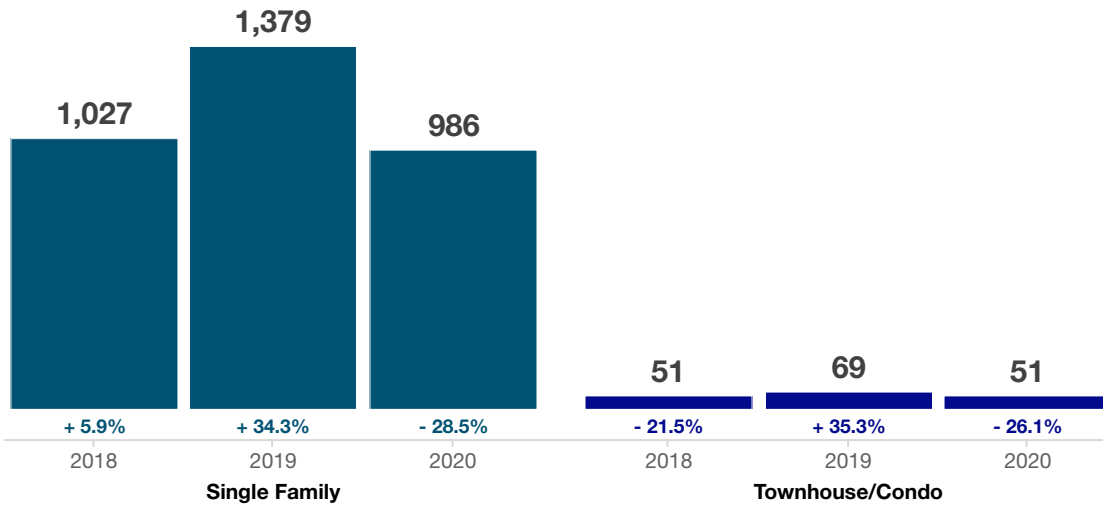


# Inventory of Homes for Sale

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



## June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2019	1,531	+ 39.7%	82	+ 41.4%
8-2019	1,625	+ 39.4%	89	+ 67.9%
9-2019	1,599	+ 43.8%	88	+ 109.5%
10-2019	1,526	+ 32.7%	90	+ 104.5%
11-2019	1,448	+ 26.0%	102	+ 100.0%
12-2019	1,248	+ 18.0%	83	+ 167.7%
1-2020	1,332	+ 23.7%	84	+ 100.0%
2-2020	1,357	+ 21.8%	75	+ 53.1%
3-2020	1,340	+ 12.7%	67	+ 31.4%
4-2020	1,276	- 3.0%	62	+ 5.1%
5-2020	1,158	- 16.9%	51	- 20.3%
<b>6-2020</b>	<b>986</b>	<b>- 28.5%</b>	<b>51</b>	<b>- 26.1%</b>
12-Month Avg	1,369	+ 15.7%	77	+ 51.0%

## Historical Inventory of Homes for Sale by Month

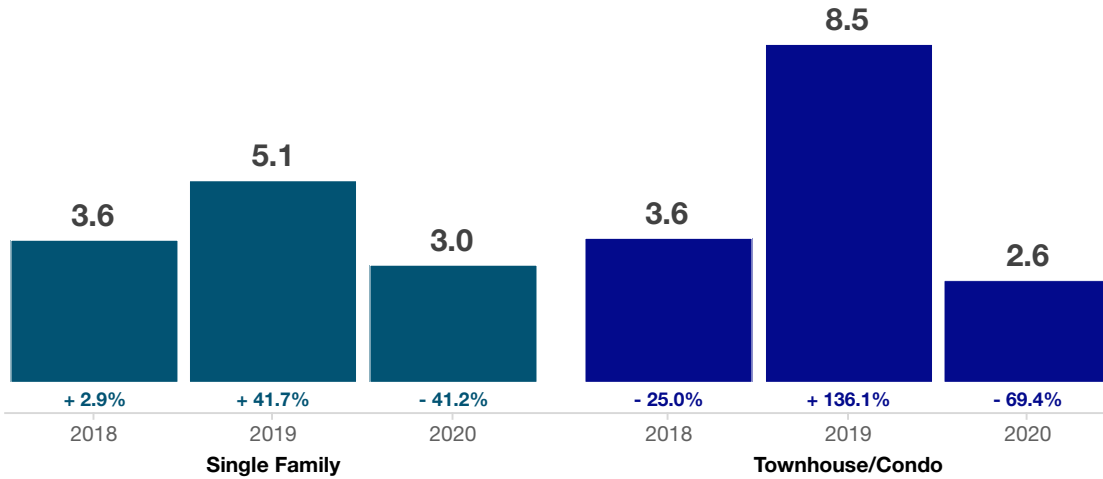


# Months Supply of Inventory

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.



## June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	4.4	0.0%	4.7	- 14.5%
4-2020	4.1	- 16.3%	4.0	- 42.0%
5-2020	3.6	- 29.4%	3.0	- 63.0%
<b>6-2020</b>	<b>3.0</b>	<b>- 41.2%</b>	<b>2.6</b>	<b>- 69.4%</b>
12-Month Avg*	4.8	+ 11.3%	7.3	+ 38.8%

\* Months Supply for all properties from July 2019 through June 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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		541	<b>501</b>	- 7.4%	3,538	<b>3,473</b>	- 1.8%
<b>Pending Sales</b>		327	<b>498</b>	+ 52.3%	1,719	<b>2,345</b>	+ 36.4%
<b>Closed Sales</b>		379	<b>243</b>	- 35.9%	1,741	<b>1,700</b>	- 2.4%
<b>Days on Market Until Sale</b>		53	<b>84</b>	+ 58.5%	58	<b>93</b>	+ 60.3%
<b>Median Sales Price</b>		\$313,000	<b>\$324,500</b>	+ 3.7%	\$310,000	<b>\$315,000</b>	+ 1.6%
<b>Average Sales Price</b>		\$337,468	<b>\$337,204</b>	- 0.1%	\$327,305	<b>\$333,568</b>	+ 1.9%
<b>Percent of List Price Received</b>		98.8%	<b>98.5%</b>	- 0.3%	98.7%	<b>98.6%</b>	- 0.1%
<b>Housing Affordability Index</b>		87	<b>88</b>	+ 1.1%	88	<b>90</b>	+ 2.3%
<b>Inventory of Homes for Sale</b>		1,448	<b>1,037</b>	- 28.4%	—	—	—
<b>Months Supply of Inventory</b>		5.2	<b>2.9</b>	- 44.2%	—	—	—