

Wilson County

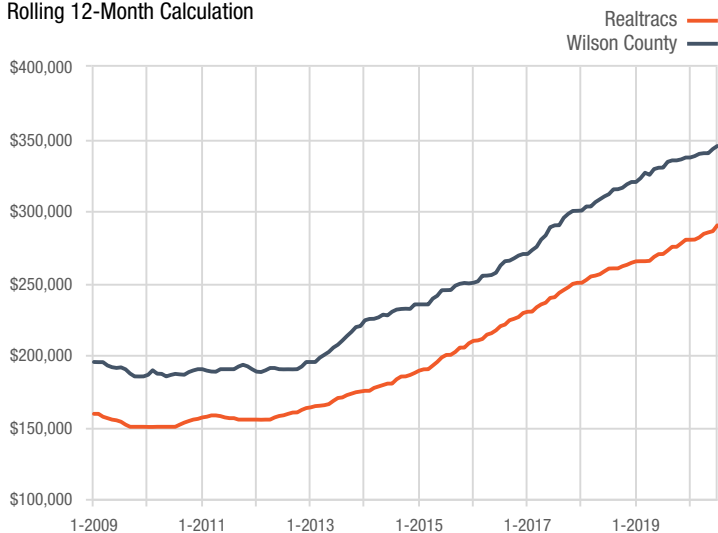
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
Key Metrics						
New Listings	530	470	- 11.3%	3,512	3,546	+ 1.0%
Pending Sales	176	585	+ 232.4%	1,608	2,364	+ 47.0%
Closed Sales	300	343	+ 14.3%	1,767	1,829	+ 3.5%
Days on Market Until Sale	44	85	+ 93.2%	52	91	+ 75.0%
Median Sales Price*	\$335,500	\$357,000	+ 6.4%	\$335,000	\$349,777	+ 4.4%
Average Sales Price*	\$367,719	\$392,268	+ 6.7%	\$353,705	\$369,477	+ 4.5%
Percent of List Price Received*	99.2%	99.1%	- 0.1%	99.0%	99.1%	+ 0.1%
Inventory of Homes for Sale	1,264	724	- 42.7%	—	—	—
Months Supply of Inventory	5.7	2.3	- 59.6%	—	—	—

Townhouse/Condo	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
Key Metrics						
New Listings	35	38	+ 8.6%	157	231	+ 47.1%
Pending Sales	10	32	+ 220.0%	51	172	+ 237.3%
Closed Sales	11	18	+ 63.6%	54	126	+ 133.3%
Days on Market Until Sale	57	72	+ 26.3%	62	86	+ 38.7%
Median Sales Price*	\$243,000	\$246,905	+ 1.6%	\$239,035	\$253,995	+ 6.3%
Average Sales Price*	\$258,236	\$247,077	- 4.3%	\$240,272	\$252,282	+ 5.0%
Percent of List Price Received*	98.2%	100.0%	+ 1.8%	98.6%	98.9%	+ 0.3%
Inventory of Homes for Sale	78	63	- 19.2%	—	—	—
Months Supply of Inventory	9.8	3.1	- 68.4%	—	—	—

* 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.

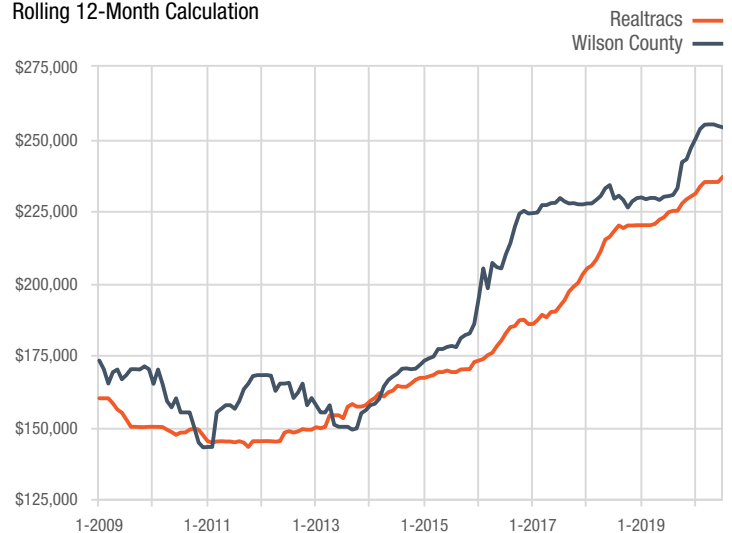
Median Sales Price - Single-Family

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



July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

New Listings decreased 8.2 percent for Single Family but increased 11.1 percent for Townhouse/Condo. Pending Sales increased 207.9 percent for Single Family and 218.2 percent for Townhouse/Condo. Inventory decreased 40.1 percent for Single Family and 20.2 percent for Townhouse/Condo.

Median Sales Price increased 10.6 percent to \$348,240 for Single Family but decreased 2.2 percent to \$242,000 for Townhouse/Condo. Days on Market increased 78.0 percent for Single Family and 32.2 percent for Townhouse/Condo. Months Supply of Inventory decreased 55.2 percent for Single Family and 68.3 percent for Townhouse/Condo.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Quick Facts

+ 13.4%

Change in
Closed Sales
All Properties

+ 9.6%

Change in
Median Sales Price
All Properties

- 39.1%

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.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



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	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		599	550	- 8.2%	4,007	4,012	+ 0.1%
Pending Sales		216	665	+ 207.9%	1,892	2,723	+ 43.9%
Closed Sales		354	397	+ 12.1%	2,052	2,154	+ 5.0%
Days on Market Until Sale		50	89	+ 78.0%	56	93	+ 66.1%
Median Sales Price		\$315,000	\$348,240	+ 10.6%	\$315,000	\$329,900	+ 4.7%
Average Sales Price		\$344,691	\$369,415	+ 7.2%	\$332,229	\$346,885	+ 4.4%
Percent of List Price Received		98.9%	98.9%	0.0%	98.7%	98.7%	0.0%
Housing Affordability Index		89	87	- 2.2%	89	91	+ 2.2%
Inventory of Homes for Sale		1,532	917	- 40.1%	—	—	—
Months Supply of Inventory		5.8	2.6	- 55.2%	—	—	—

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.



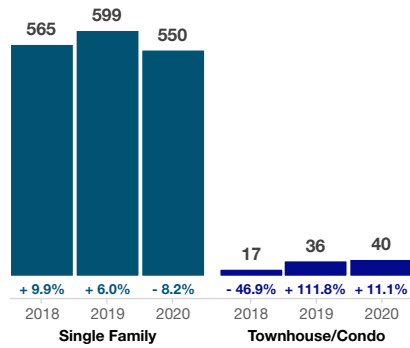
Key Metrics	Historical Sparkbars	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		36	40	+ 11.1%	166	240	+ 44.6%
Pending Sales		11	35	+ 218.2%	53	176	+ 232.1%
Closed Sales		13	19	+ 46.2%	56	128	+ 128.6%
Days on Market Until Sale		59	78	+ 32.2%	62	86	+ 38.7%
Median Sales Price		\$247,500	\$242,000	- 2.2%	\$239,070	\$253,995	+ 6.2%
Average Sales Price		\$256,777	\$246,573	- 4.0%	\$240,575	\$252,471	+ 4.9%
Percent of List Price Received		96.9%	99.7%	+ 2.9%	98.3%	98.9%	+ 0.6%
Housing Affordability Index		113	125	+ 10.6%	117	119	+ 1.7%
Inventory of Homes for Sale		84	67	- 20.2%	—	—	—
Months Supply of Inventory		10.1	3.2	- 68.3%	—	—	—

New Listings

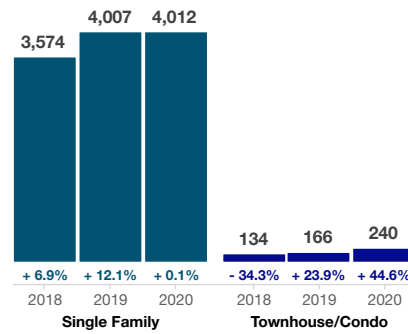
A count of the properties that have been newly listed on the market in a given month.



July

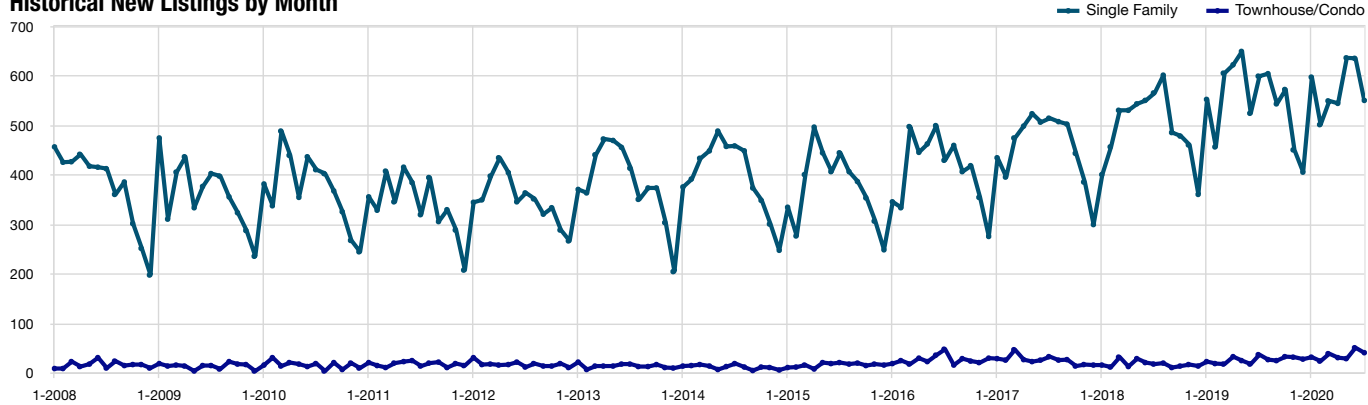


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	604	+ 0.5%	26	+ 36.8%
9-2019	543	+ 12.0%	24	+ 140.0%
10-2019	572	+ 19.7%	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	549	- 9.3%	38	+ 123.5%
4-2020	544	- 12.5%	30	- 6.3%
5-2020	636	- 2.0%	28	+ 16.7%
6-2020	635	+ 21.2%	50	+ 194.1%
7-2020	550	- 8.2%	40	+ 11.1%
12-Month Avg	549	+ 3.0%	32	+ 60.0%

Historical New Listings by Month

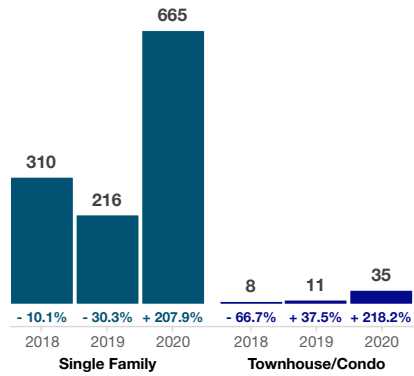


Pending Sales

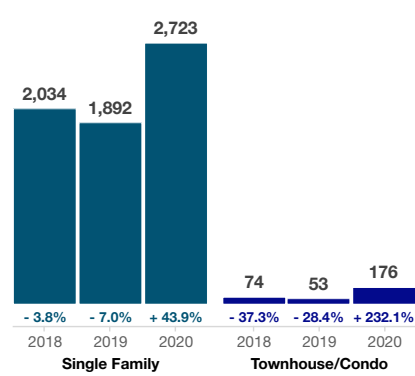
A count of the properties on which offers have been accepted in a given month.



July

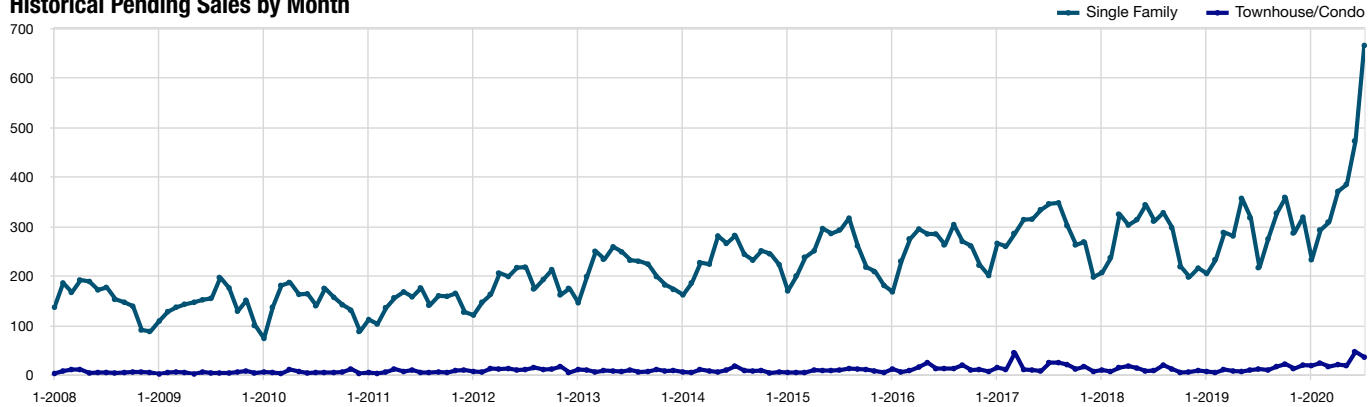


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	274	- 16.2%	9	- 52.6%
9-2019	326	+ 9.8%	16	+ 45.5%
10-2019	358	+ 64.2%	21	+ 425.0%
11-2019	286	+ 45.2%	12	+ 140.0%
12-2019	318	+ 47.9%	19	+ 137.5%
1-2020	232	+ 13.7%	18	+ 200.0%
2-2020	292	+ 25.9%	23	+ 475.0%
3-2020	308	+ 7.3%	16	+ 60.0%
4-2020	370	+ 32.1%	20	+ 185.7%
5-2020	384	+ 7.9%	18	+ 200.0%
6-2020	472	+ 48.9%	46	+ 411.1%
7-2020	665	+ 207.9%	35	+ 218.2%
12-Month Avg	357	+ 36.3%	21	+ 162.5%

Historical Pending Sales by Month

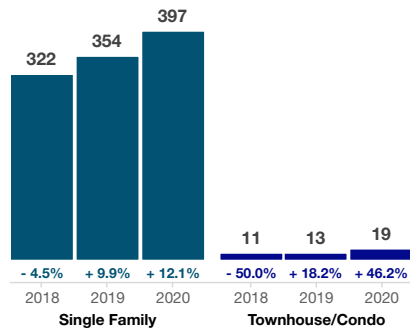


Closed Sales

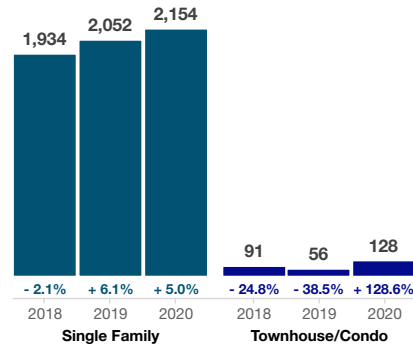
A count of the actual sales that closed in a given month.



July

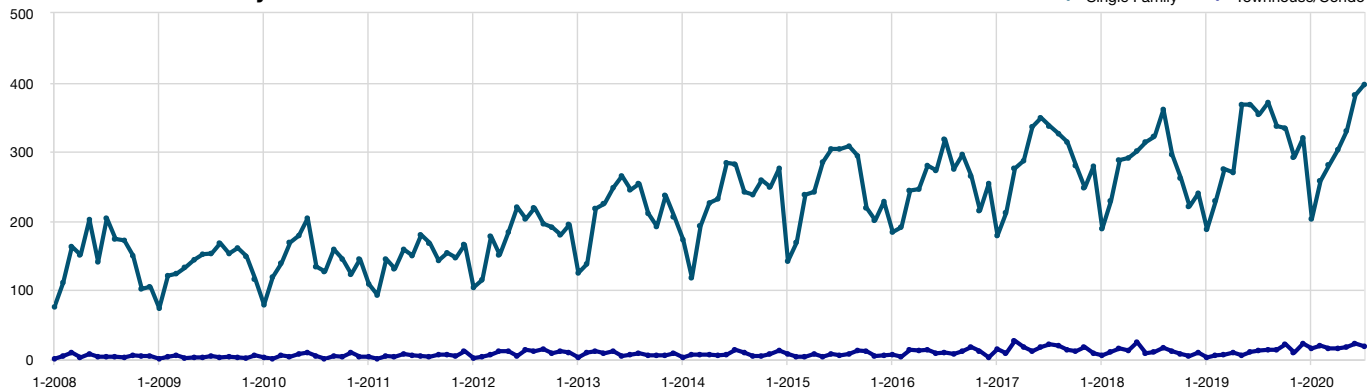


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	292	+ 32.1%	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	281	+ 2.2%	16	+ 128.6%
4-2020	303	+ 12.2%	16	+ 60.0%
5-2020	330	- 10.3%	18	+ 200.0%
6-2020	382	+ 3.8%	23	+ 109.1%
7-2020	397	+ 12.1%	19	+ 46.2%
12-Month Avg	317	+ 10.8%	18	+ 100.0%

Historical Closed Sales by Month

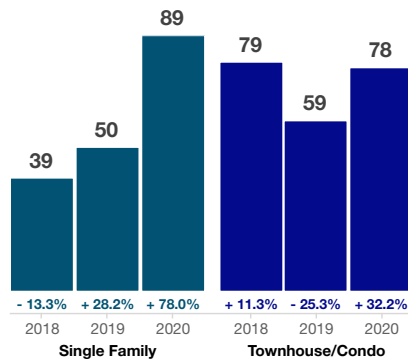


Days on Market Until Sale

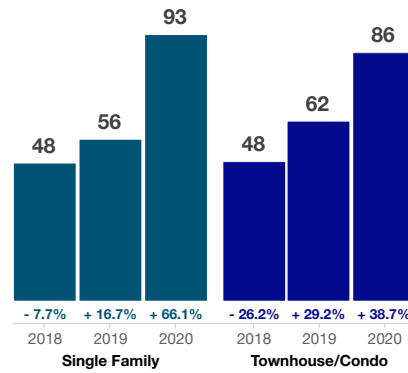
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



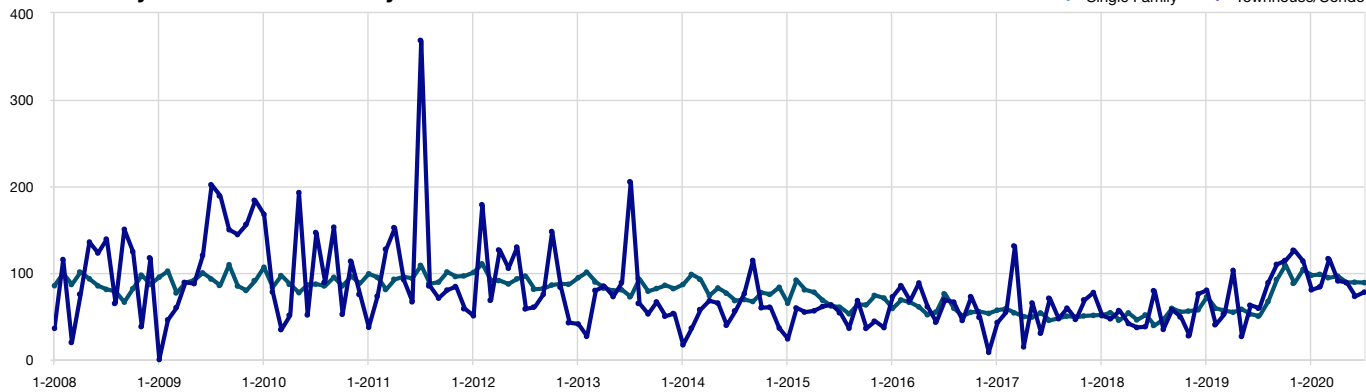
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	88	+57.1%	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%	89	+229.6%
6-2020	89	+71.2%	73	+15.9%
7-2020	89	+78.0%	78	+32.2%
12-Month Avg*	92	+66.0%	96	+70.6%

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

Historical Days on Market Until Sale by Month

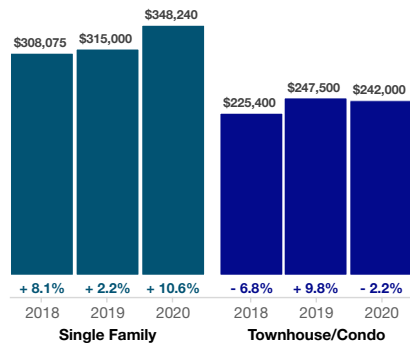


Median Sales Price

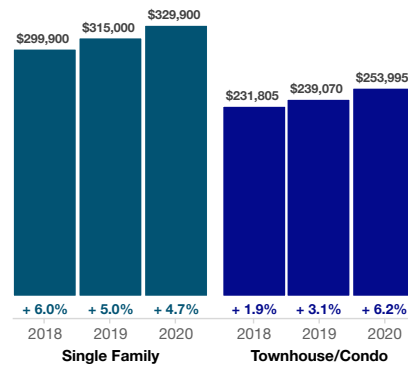
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



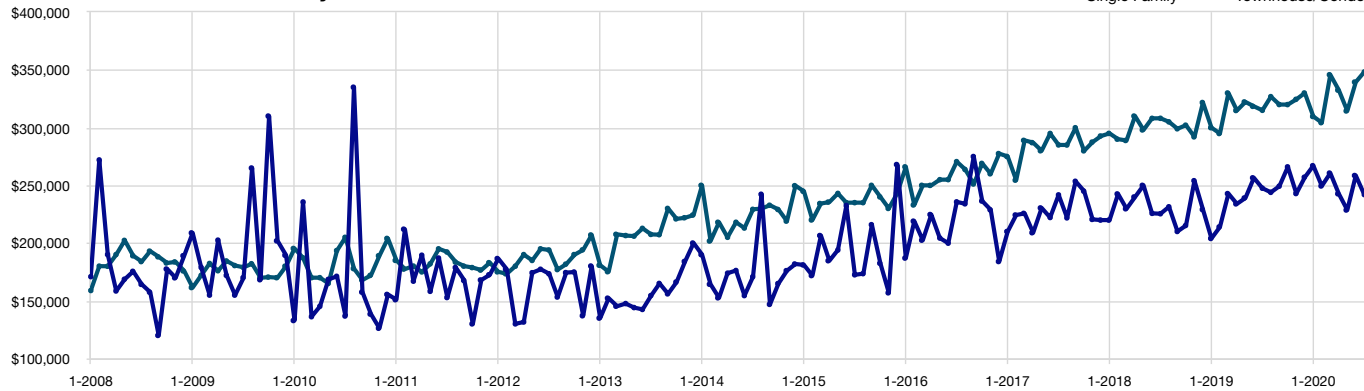
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$324,500	+ 11.1%	\$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	\$345,800	+ 4.8%	\$260,600	+ 7.3%
4-2020	\$332,500	+ 5.6%	\$242,700	+ 3.7%
5-2020	\$314,458	- 2.4%	\$228,640	- 4.3%
6-2020	\$339,450	+ 6.6%	\$258,490	+ 0.8%
7-2020	\$348,240	+ 10.6%	\$242,000	- 2.2%
12-Month Avg*	\$326,045	+ 5.2%	\$254,490	+ 10.1%

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

Historical Median Sales Price by Month

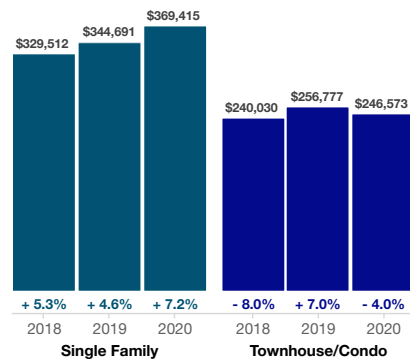


Average Sales Price

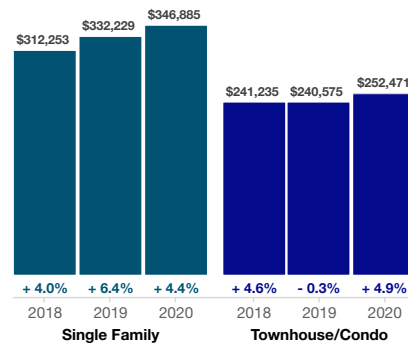
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



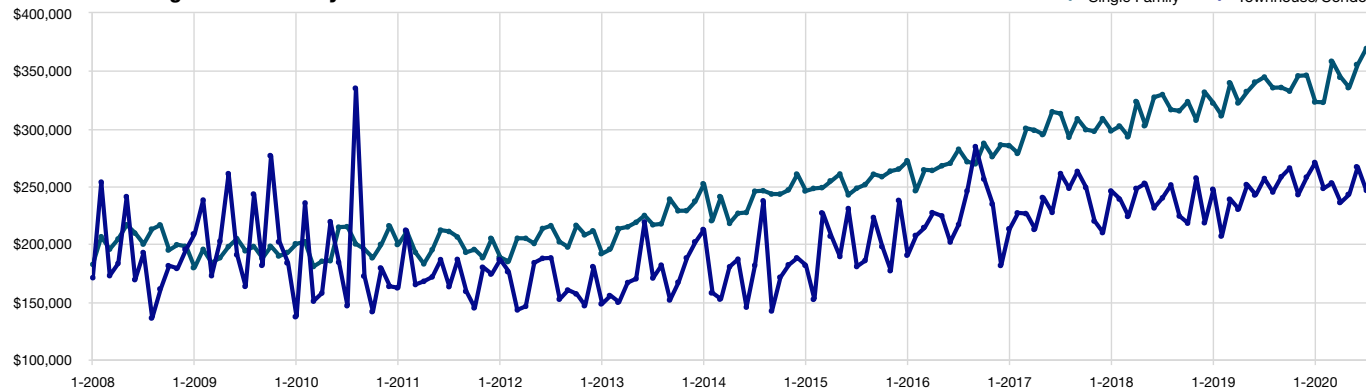
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$345,708	+ 12.5%	\$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	\$358,341	+ 5.5%	\$252,943	+ 5.9%
4-2020	\$344,539	+ 6.9%	\$236,019	+ 2.5%
5-2020	\$335,531	+ 1.0%	\$242,972	- 3.4%
6-2020	\$355,497	+ 4.5%	\$266,915	+ 10.1%
7-2020	\$369,415	+ 7.2%	\$246,573	- 4.0%
12-Month Avg*	\$343,361	+ 5.1%	\$253,903	+ 6.9%

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

Historical Average Sales Price by Month

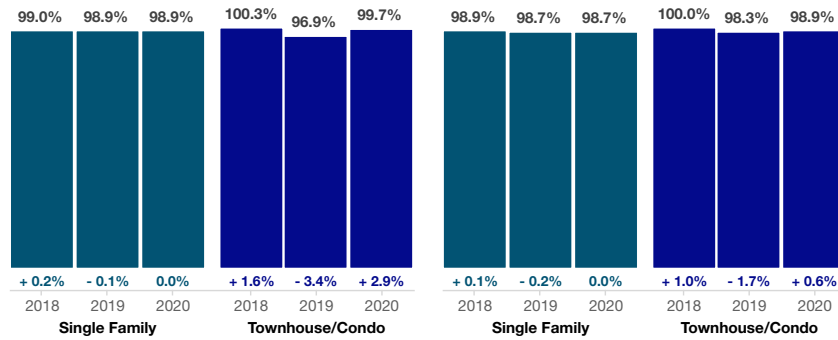


Percent of List Price Received

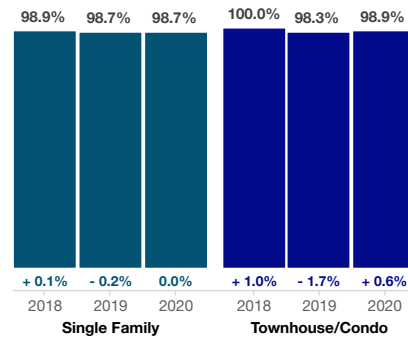
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



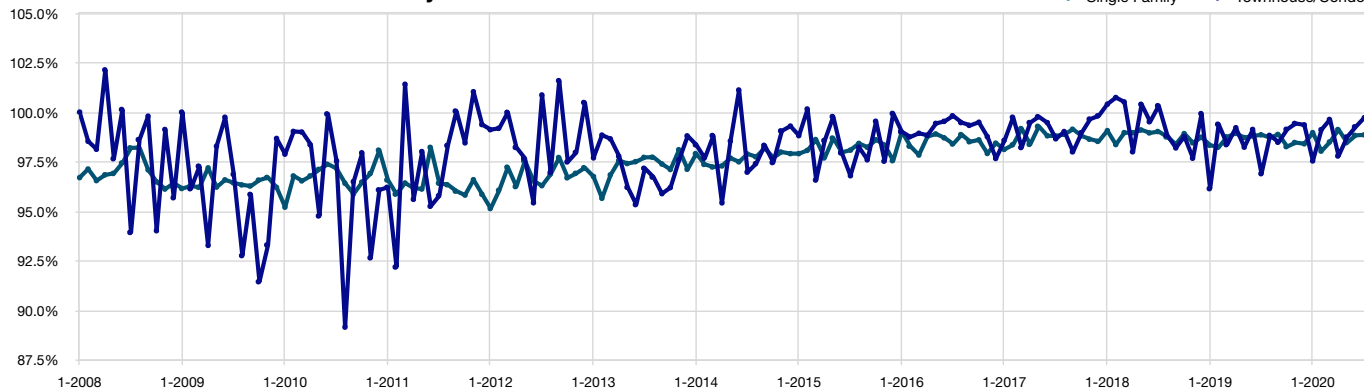
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	98.7%	+ 0.5%
6-2020	98.8%	0.0%	99.3%	+ 0.2%
7-2020	98.9%	0.0%	99.7%	+ 2.9%
12-Month Avg*	98.6%	- 0.1%	99.0%	+ 0.4%

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

Historical Percent of List Price Received by Month

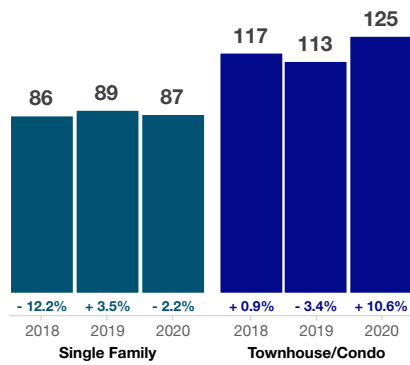


Housing Affordability Index

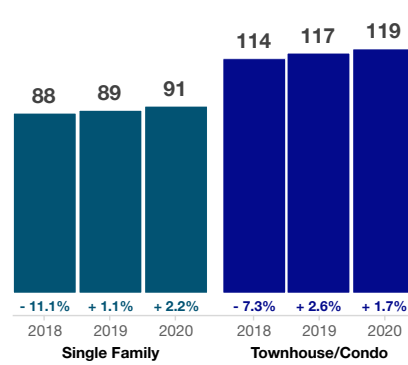
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

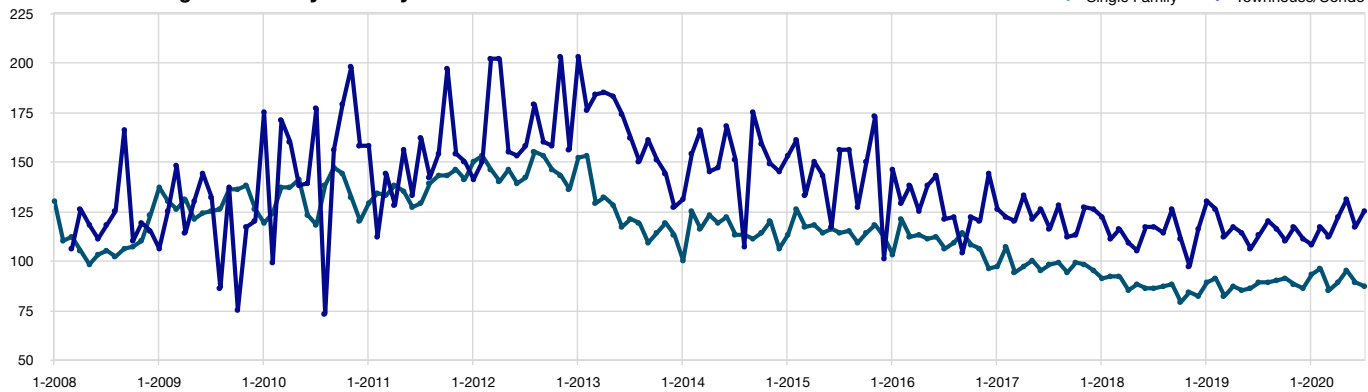


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	93	+ 4.5%	108	- 16.9%
2-2020	96	+ 5.5%	117	- 7.1%
3-2020	85	+ 3.7%	112	0.0%
4-2020	89	+ 2.3%	122	+ 4.3%
5-2020	95	+ 11.8%	131	+ 14.9%
6-2020	89	+ 3.5%	117	+ 10.4%
7-2020	87	- 2.2%	125	+ 10.6%
12-Month Avg	90	+ 4.7%	117	+ 1.7%

Historical Housing Affordability Index by Month

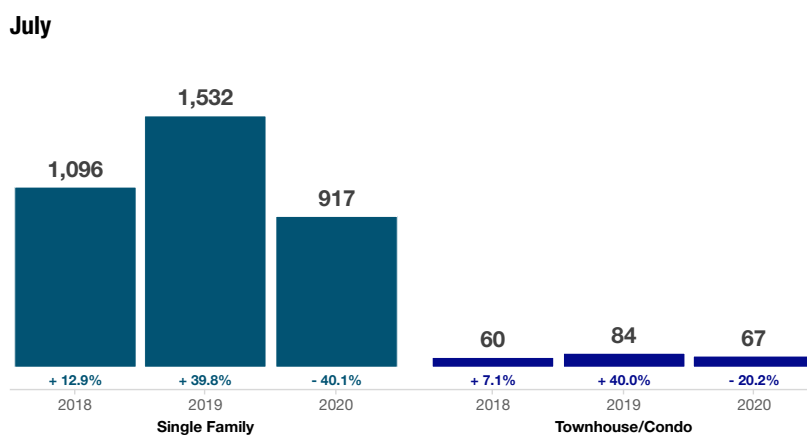


Inventory of Homes for Sale

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

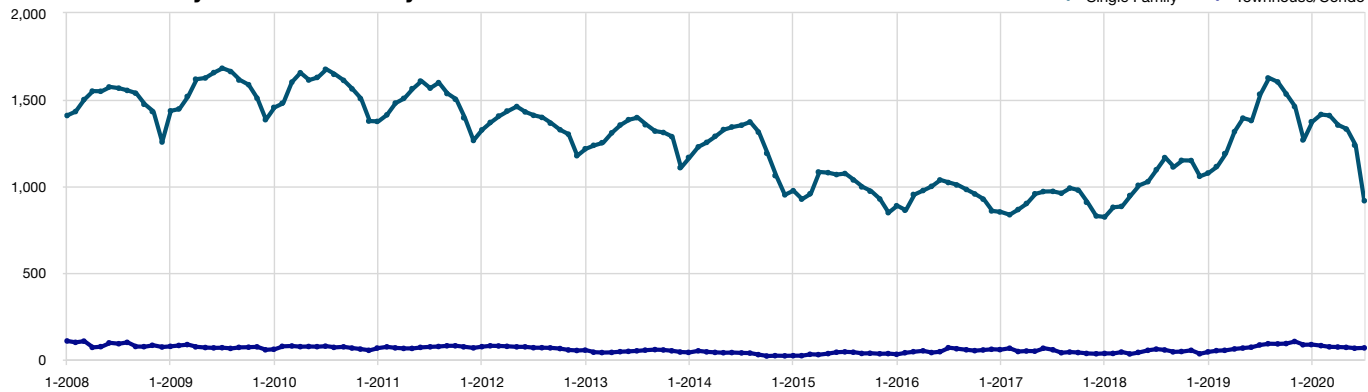


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	1,626	+ 39.5%	91	+ 65.5%
9-2019	1,603	+ 44.2%	90	+ 104.5%
10-2019	1,533	+ 33.3%	92	+ 100.0%
11-2019	1,461	+ 27.2%	104	+ 96.2%
12-2019	1,268	+ 19.8%	85	+ 157.6%
1-2020	1,373	+ 27.5%	86	+ 95.5%
2-2020	1,415	+ 27.0%	80	+ 56.9%
3-2020	1,409	+ 18.5%	73	+ 37.7%
4-2020	1,354	+ 2.9%	72	+ 18.0%
5-2020	1,331	- 4.5%	70	+ 6.1%
6-2020	1,238	- 10.3%	65	- 8.5%
7-2020	917	- 40.1%	67	- 20.2%
12-Month Avg	1,377	+ 12.9%	81	+ 47.3%

Historical Inventory of Homes for Sale by Month

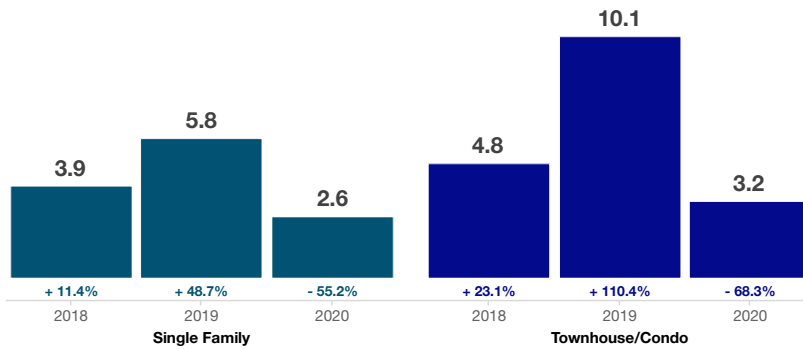


Months Supply of Inventory

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.



July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	6.3	+ 53.7%	12.1	+ 168.9%
9-2019	6.2	+ 59.0%	11.4	+ 192.3%
10-2019	5.6	+ 36.6%	9.9	+ 135.7%
11-2019	5.2	+ 23.8%	10.5	+ 98.1%
12-2019	4.4	+ 12.8%	7.8	+ 136.4%
1-2020	4.7	+ 20.5%	7.3	+ 62.2%
2-2020	4.8	+ 17.1%	6.0	+ 13.2%
3-2020	4.7	+ 6.8%	5.2	- 8.8%
4-2020	4.4	- 10.2%	4.8	- 33.3%
5-2020	4.3	- 15.7%	4.4	- 47.0%
6-2020	3.9	- 23.5%	3.4	- 61.4%
7-2020	2.6	- 55.2%	3.2	- 68.3%
12-Month Avg*	4.8	+ 6.7%	7.2	+ 20.9%

* Months Supply for all properties from August 2019 through July 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	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		635	590	- 7.1%	4,173	4,252	+ 1.9%
Pending Sales		227	700	+ 208.4%	1,945	2,899	+ 49.0%
Closed Sales		367	416	+ 13.4%	2,108	2,282	+ 8.3%
Days on Market Until Sale		50	88	+ 76.0%	57	92	+ 61.4%
Median Sales Price		\$310,255	\$340,000	+ 9.6%	\$310,000	\$322,225	+ 3.9%
Average Sales Price		\$341,577	\$363,791	+ 6.5%	\$329,792	\$341,576	+ 3.6%
Percent of List Price Received		98.8%	98.9%	+ 0.1%	98.7%	98.7%	0.0%
Housing Affordability Index		90	89	- 1.1%	90	94	+ 4.4%
Inventory of Homes for Sale		1,616	984	- 39.1%	—	—	—
Months Supply of Inventory		6.0	2.6	- 56.7%	—	—	—