

Wilson County

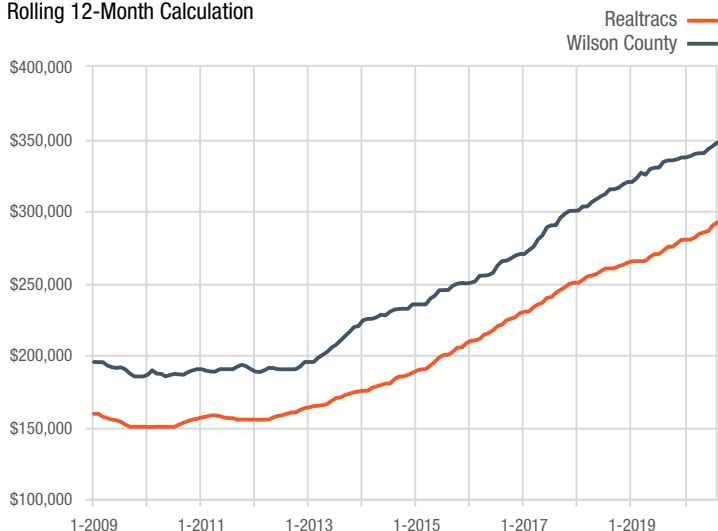
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	516	511	- 1.0%	4,028	4,062	+ 0.8%
Pending Sales	227	585	+ 157.7%	1,835	2,724	+ 48.4%
Closed Sales	310	368	+ 18.7%	2,077	2,208	+ 6.3%
Days on Market Until Sale	63	85	+ 34.9%	54	90	+ 66.7%
Median Sales Price*	\$340,000	\$361,670	+ 6.4%	\$335,000	\$350,000	+ 4.5%
Average Sales Price*	\$360,480	\$384,308	+ 6.6%	\$354,714	\$372,850	+ 5.1%
Percent of List Price Received*	99.1%	99.3%	+ 0.2%	99.0%	99.1%	+ 0.1%
Inventory of Homes for Sale	1,340	684	- 49.0%	—	—	—
Months Supply of Inventory	6.2	2.1	- 66.1%	—	—	—

Townhouse/Condo	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	26	46	+ 76.9%	183	277	+ 51.4%
Pending Sales	8	49	+ 512.5%	59	202	+ 242.4%
Closed Sales	13	24	+ 84.6%	67	152	+ 126.9%
Days on Market Until Sale	86	108	+ 25.6%	67	90	+ 34.3%
Median Sales Price*	\$240,990	\$251,913	+ 4.5%	\$239,070	\$254,245	+ 6.3%
Average Sales Price*	\$243,056	\$252,983	+ 4.1%	\$240,813	\$252,765	+ 5.0%
Percent of List Price Received*	99.2%	99.3%	+ 0.1%	98.7%	99.0%	+ 0.3%
Inventory of Homes for Sale	86	56	- 34.9%	—	—	—
Months Supply of Inventory	12.1	2.5	- 79.3%	—	—	—

* 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.

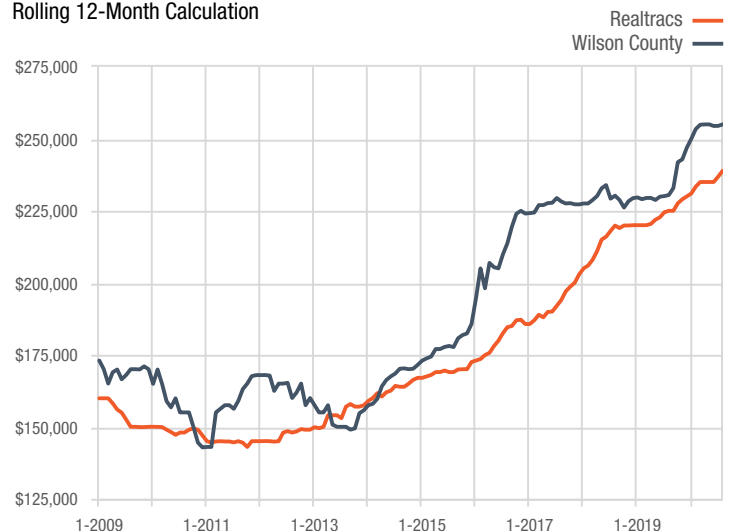
Median Sales Price - Single-Family

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



August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings decreased 6.8 percent for Single Family but increased 80.8 percent for Townhouse/Condo. Pending Sales increased 142.3 percent for Single Family and 488.9 percent for Townhouse/Condo. Inventory decreased 47.4 percent for Single Family and 36.3 percent for Townhouse/Condo.

Median Sales Price increased 7.0 percent to \$349,855 for Single Family and 6.5 percent to \$259,745 for Townhouse/Condo. Days on Market increased 31.3 percent for Single Family and 20.2 percent for Townhouse/Condo. Months Supply of Inventory decreased 63.5 percent for Single Family and 79.3 percent for Townhouse/Condo.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Quick Facts

+ 17.4%

Change in
Closed Sales
All Properties

+ 5.8%

Change in
Median Sales Price
All Properties

- 46.8%

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.

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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		604	563	- 6.8%	4,611	4,584	- 0.6%
Pending Sales		274	664	+ 142.3%	2,166	3,140	+ 45.0%
Closed Sales		371	425	+ 14.6%	2,423	2,590	+ 6.9%
Days on Market Until Sale		67	88	+ 31.3%	58	92	+ 58.6%
Median Sales Price		\$326,824	\$349,855	+ 7.0%	\$317,200	\$334,900	+ 5.6%
Average Sales Price		\$335,455	\$368,347	+ 9.8%	\$332,722	\$351,268	+ 5.6%
Percent of List Price Received		98.7%	99.0%	+ 0.3%	98.7%	98.7%	0.0%
Housing Affordability Index		89	86	- 3.4%	92	90	- 2.2%
Inventory of Homes for Sale		1,626	856	- 47.4%	—	—	—
Months Supply of Inventory		6.3	2.3	- 63.5%	—	—	—

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.



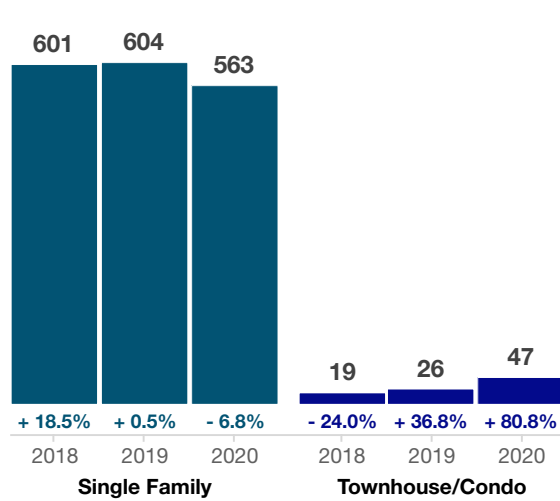
Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		26	47	+ 80.8%	192	287	+ 49.5%
Pending Sales		9	53	+ 488.9%	62	208	+ 235.5%
Closed Sales		14	27	+ 92.9%	70	158	+ 125.7%
Days on Market Until Sale		89	107	+ 20.2%	68	91	+ 33.8%
Median Sales Price		\$243,945	\$259,745	+ 6.5%	\$240,030	\$255,220	+ 6.3%
Average Sales Price		\$245,088	\$264,503	+ 7.9%	\$241,478	\$255,374	+ 5.8%
Percent of List Price Received		98.8%	98.8%	0.0%	98.4%	98.9%	+ 0.5%
Housing Affordability Index		120	116	- 3.3%	122	118	- 3.3%
Inventory of Homes for Sale		91	58	- 36.3%	—	—	—
Months Supply of Inventory		12.1	2.5	- 79.3%	—	—	—

New Listings

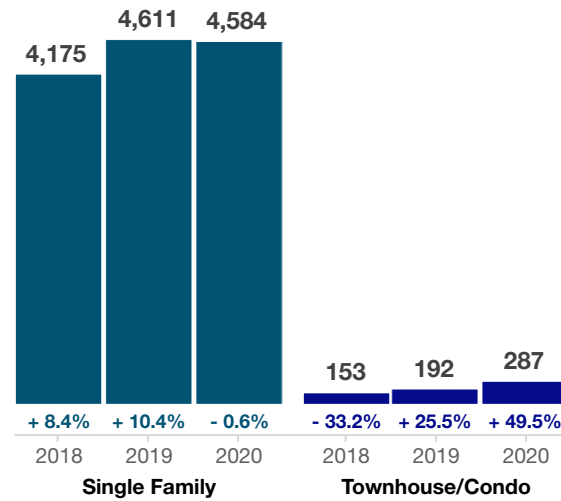
A count of the properties that have been newly listed on the market in a given month.



August

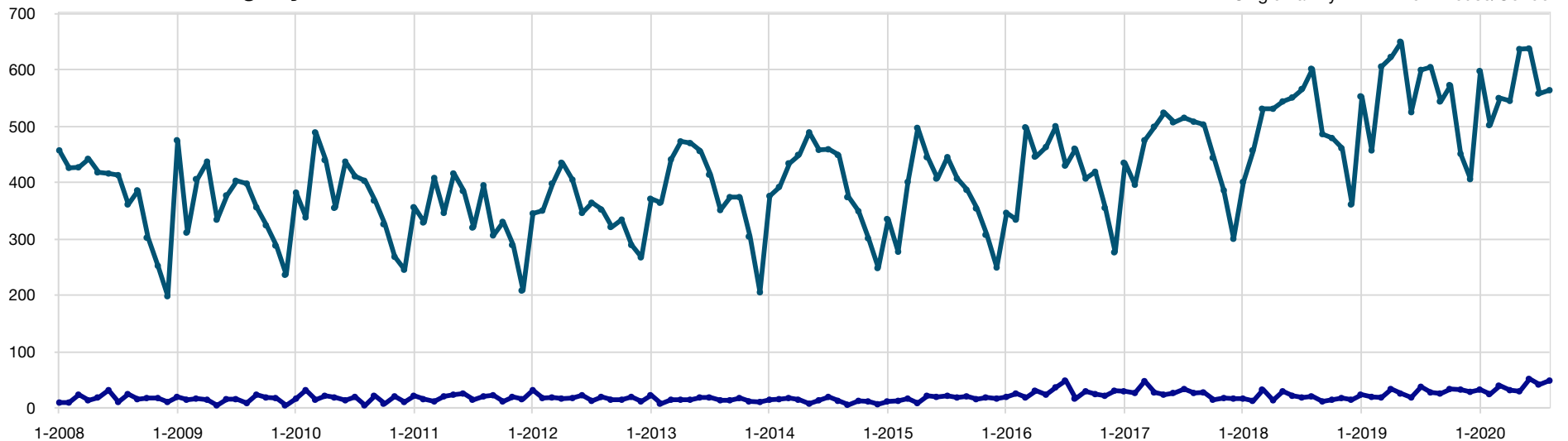


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	637	+ 21.6%	50	+ 194.1%
7-2020	557	- 7.0%	40	+ 11.1%
8-2020	563	- 6.8%	47	+ 80.8%
12-Month Avg	546	+ 2.4%	33	+ 65.0%

Historical New Listings by Month

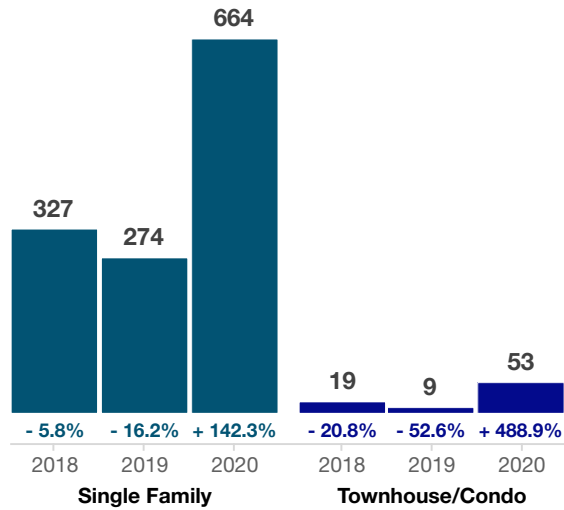


Pending Sales

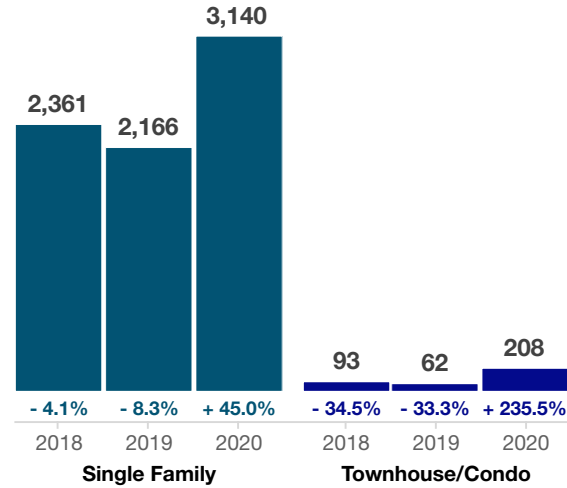
A count of the properties on which offers have been accepted in a given month.



August

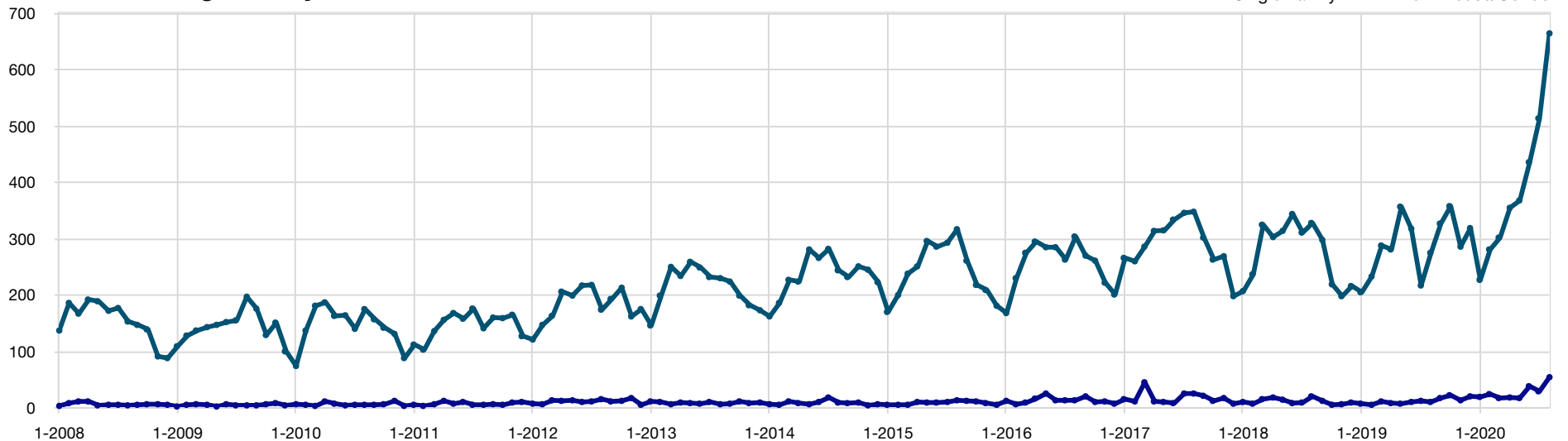


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2019	326	+ 9.8%	16	+ 45.5%
10-2019	357	+ 63.8%	21	+ 425.0%
11-2019	285	+ 44.7%	12	+ 140.0%
12-2019	318	+ 47.9%	19	+ 137.5%
1-2020	226	+ 10.8%	18	+ 200.0%
2-2020	280	+ 20.7%	23	+ 475.0%
3-2020	301	+ 4.9%	16	+ 60.0%
4-2020	354	+ 26.4%	17	+ 142.9%
5-2020	367	+ 3.1%	16	+ 166.7%
6-2020	435	+ 37.2%	37	+ 311.1%
7-2020	513	+ 137.5%	28	+ 154.5%
8-2020	664	+ 142.3%	53	+ 488.9%
12-Month Avg	369	+ 43.0%	23	+ 187.5%

Historical Pending Sales by Month

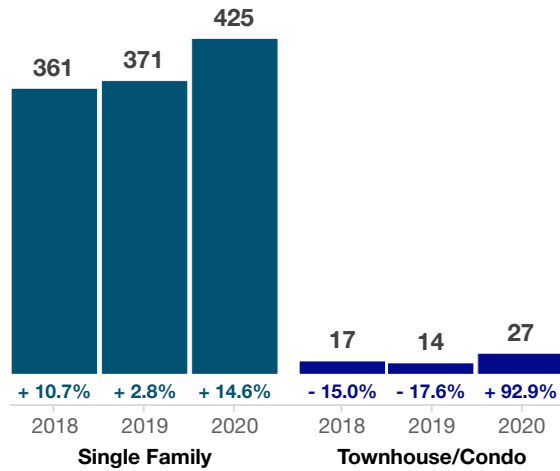


Closed Sales

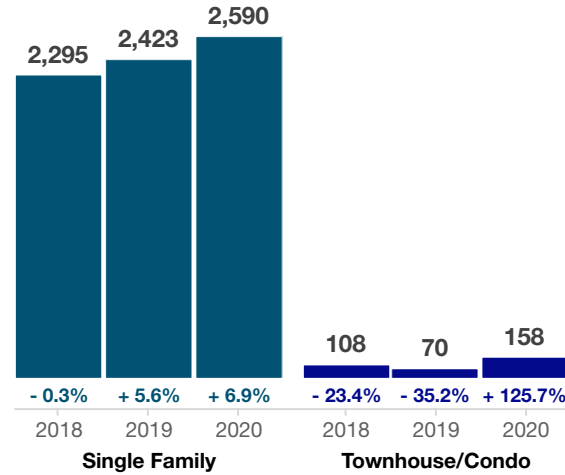
A count of the actual sales that closed in a given month.



August

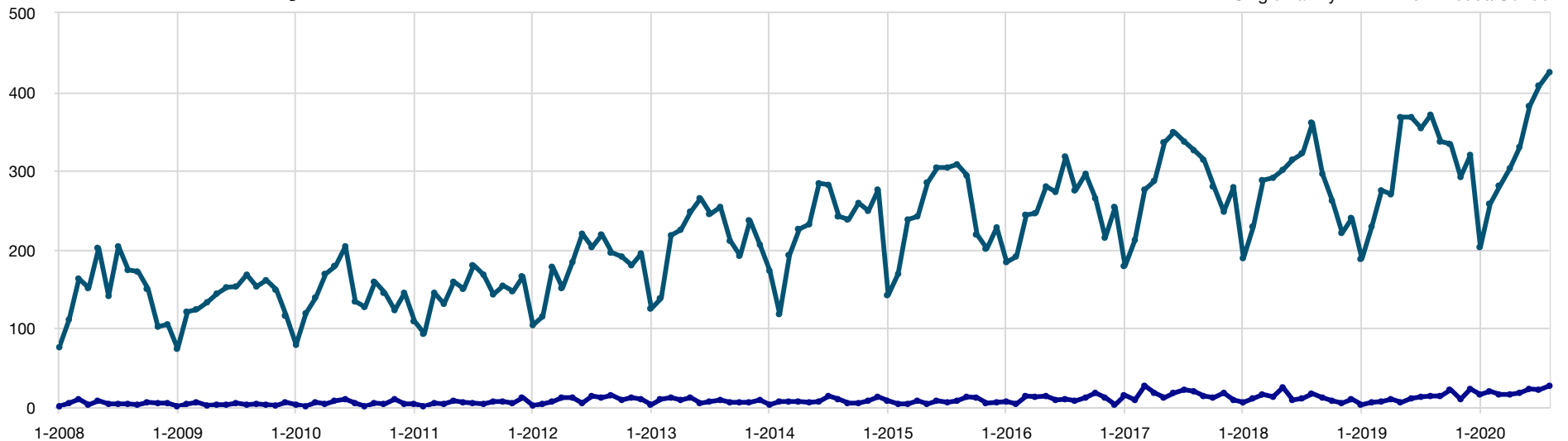


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	408	+ 15.3%	22	+ 69.2%
8-2020	425	+ 14.6%	27	+ 92.9%
12-Month Avg	323	+ 12.5%	19	+ 111.1%

Historical Closed Sales by Month

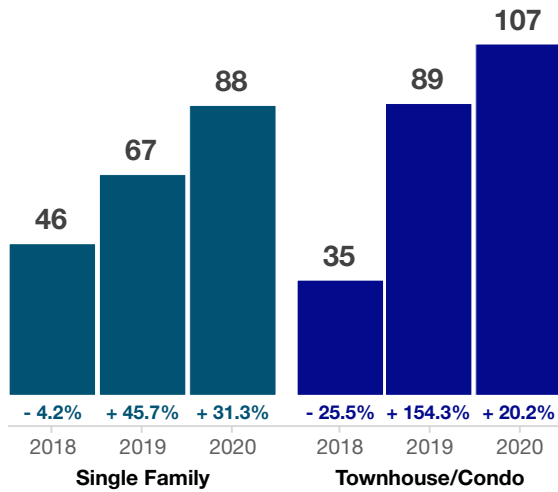


Days on Market Until Sale

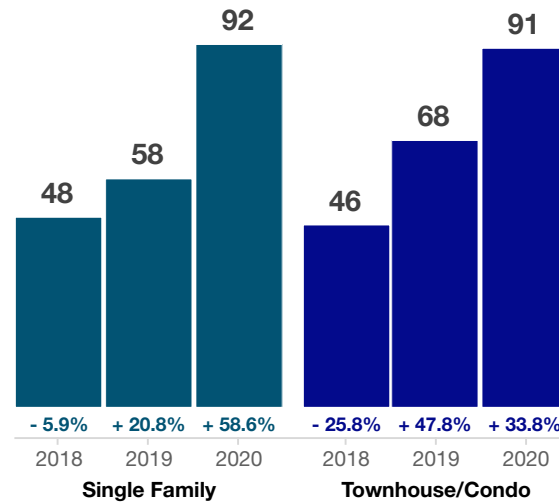
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



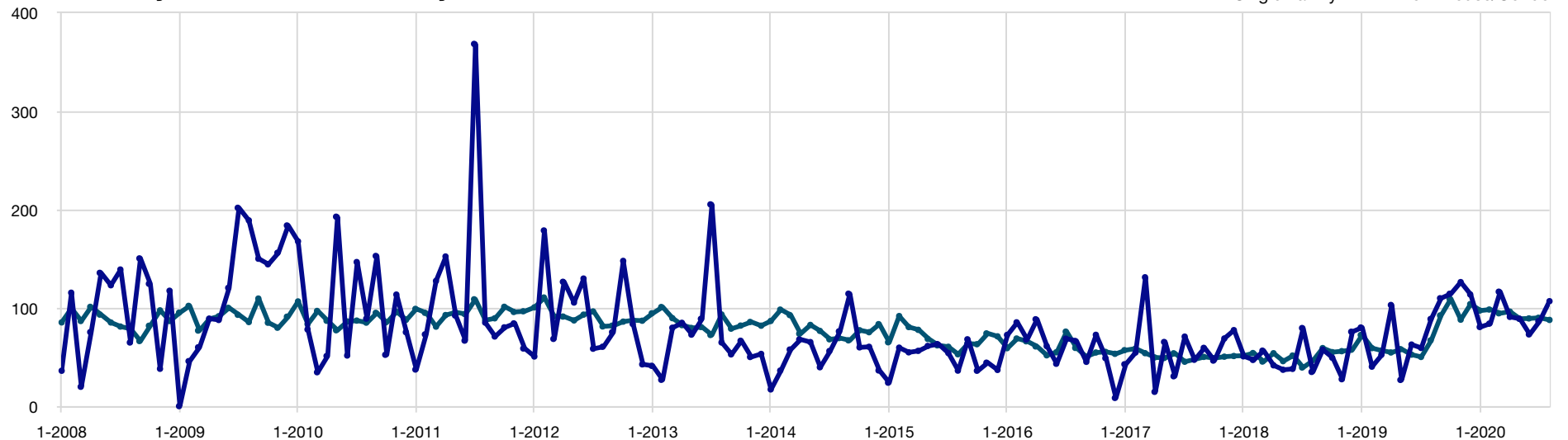
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	90	+ 80.0%	86	+ 45.8%
8-2020	88	+ 31.3%	107	+ 20.2%
12-Month Avg*	94	+ 63.2%	98	+ 53.5%

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

Historical Days on Market Until Sale by Month

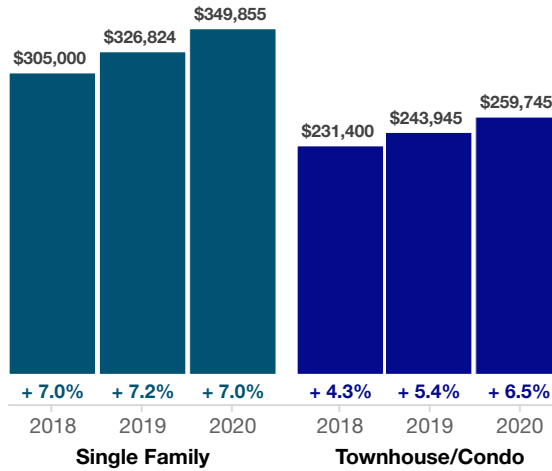


Median Sales Price

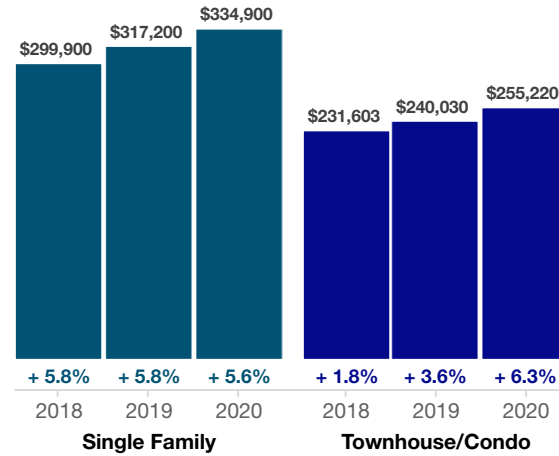
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



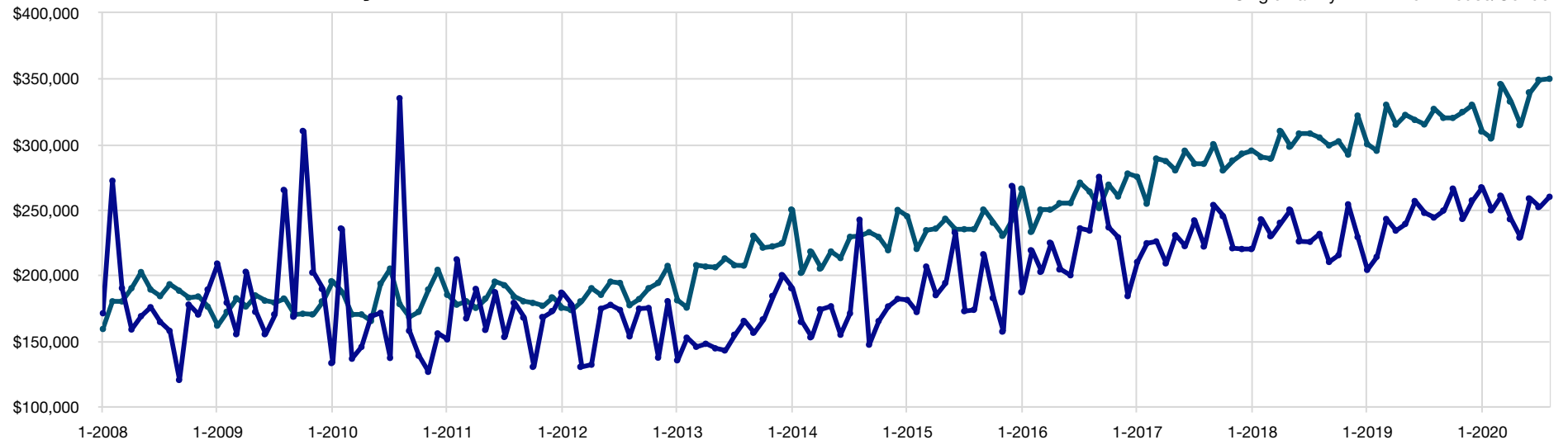
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$349,000	+ 10.8%	\$251,900	+ 1.8%
8-2020	\$349,855	+ 7.0%	\$259,745	+ 6.5%
12-Month Avg*	\$329,995	+ 5.3%	\$255,530	+ 9.7%

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

Historical Median Sales Price by Month

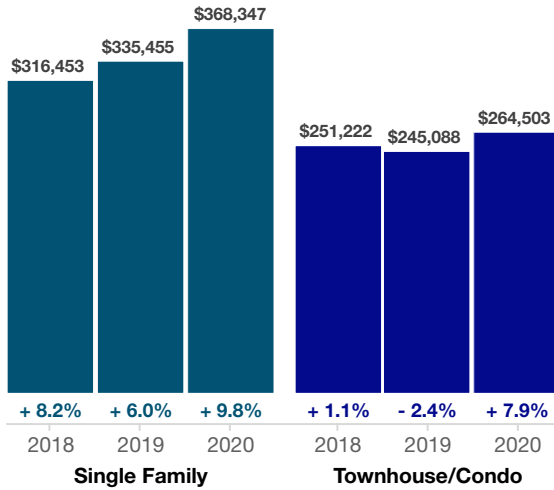


Average Sales Price

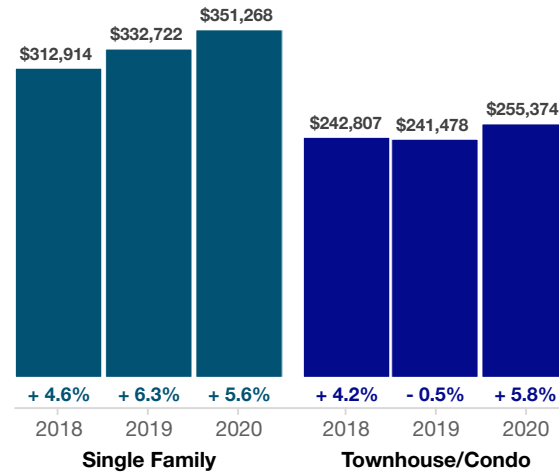
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



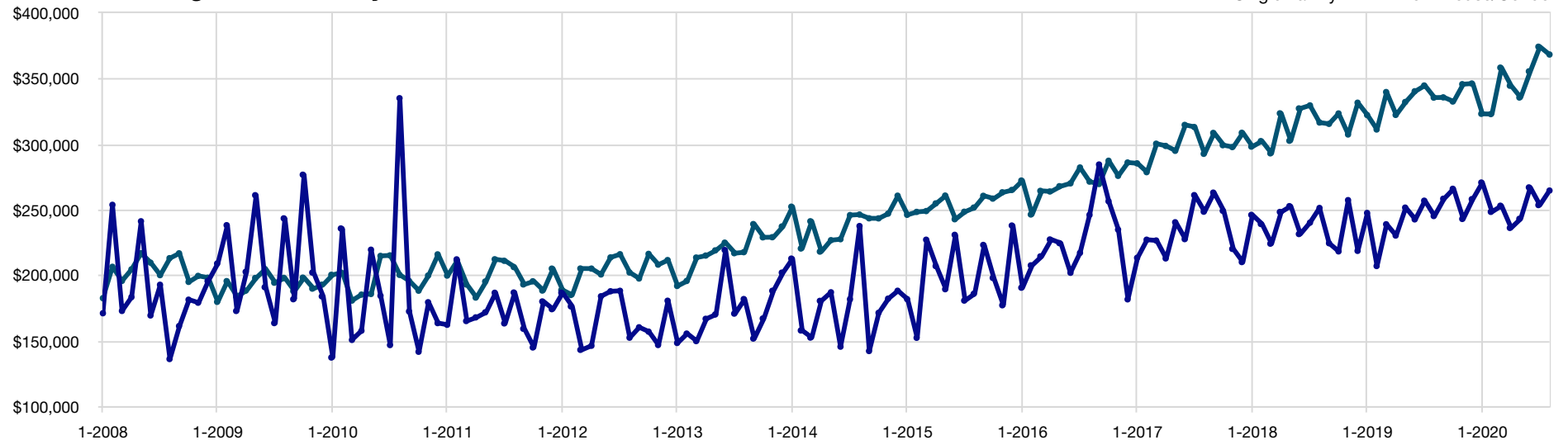
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$322,878	+ 3.8%	\$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	\$374,286	+ 8.6%	\$253,454	- 1.3%
8-2020	\$368,347	+ 9.8%	\$264,503	+ 7.9%
12-Month Avg*	\$347,443	+ 5.7%	\$256,278	+ 8.5%

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

Historical Average Sales Price by Month

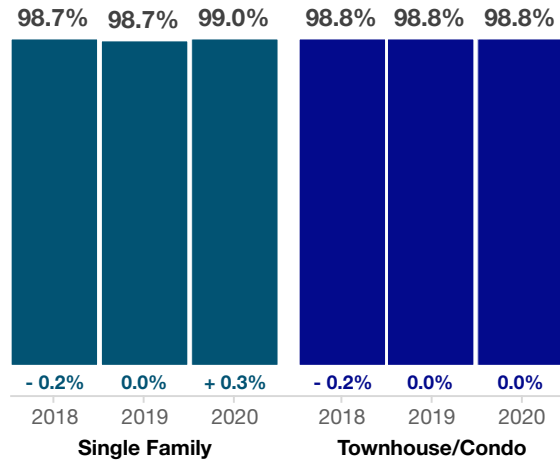


Percent of List Price Received

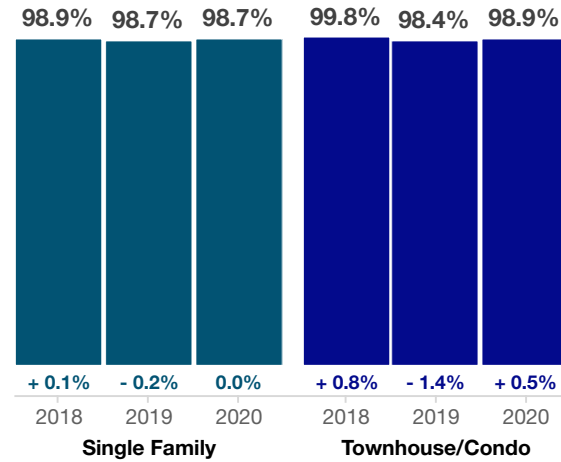
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



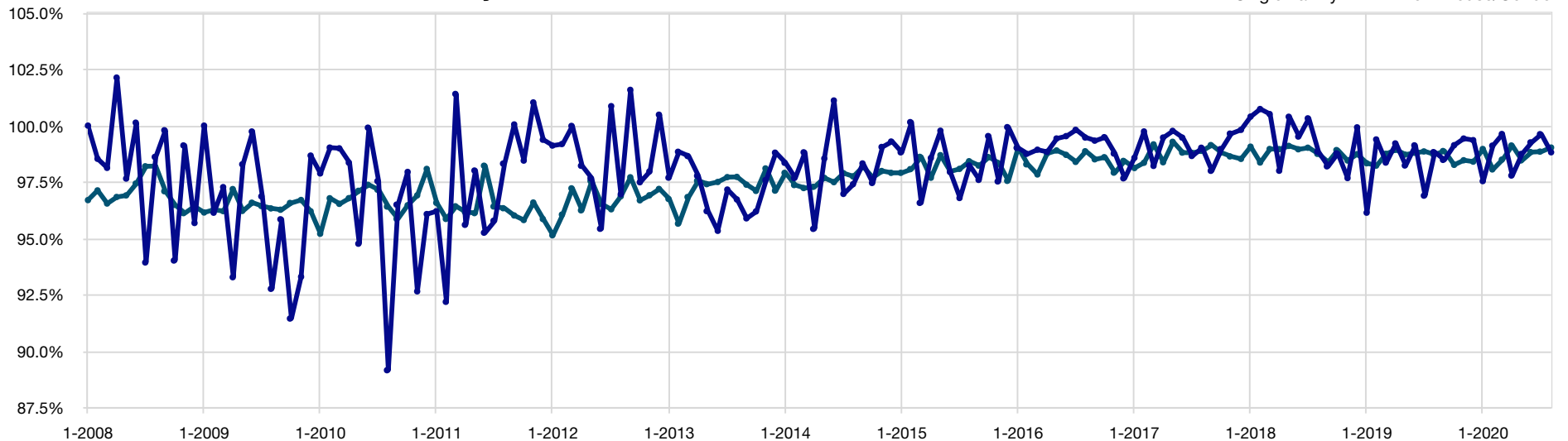
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	98.1%	- 0.1%	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	98.8%	- 0.1%	99.6%	+ 2.8%
8-2020	99.0%	+ 0.3%	98.8%	0.0%
12-Month Avg*	98.7%	- 0.0%	98.9%	+ 0.4%

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

Historical Percent of List Price Received by Month

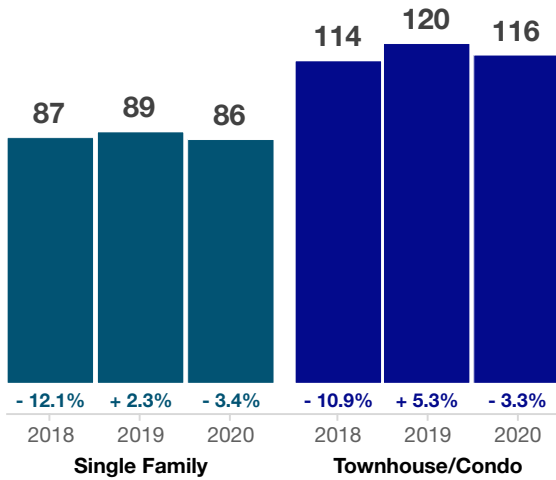


Housing Affordability Index

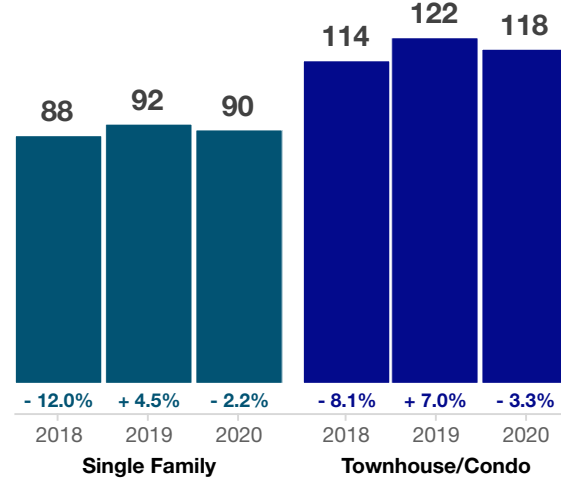
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

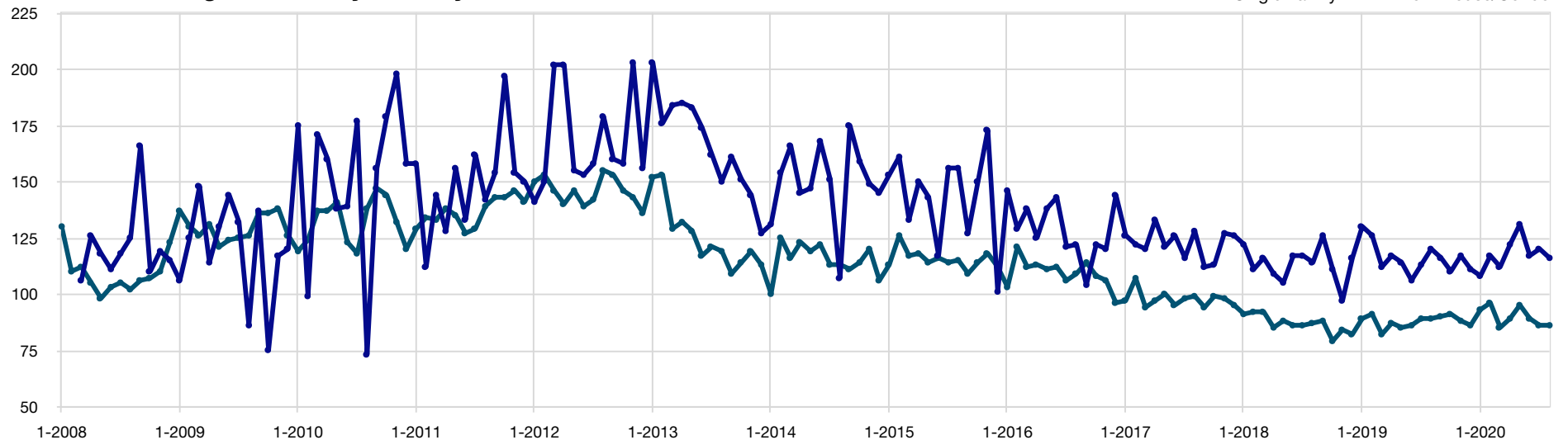


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	86	- 3.4%	120	+ 6.2%
8-2020	86	- 3.4%	116	- 3.3%
12-Month Avg	90	+ 4.7%	116	0.0%

Historical Housing Affordability Index by Month

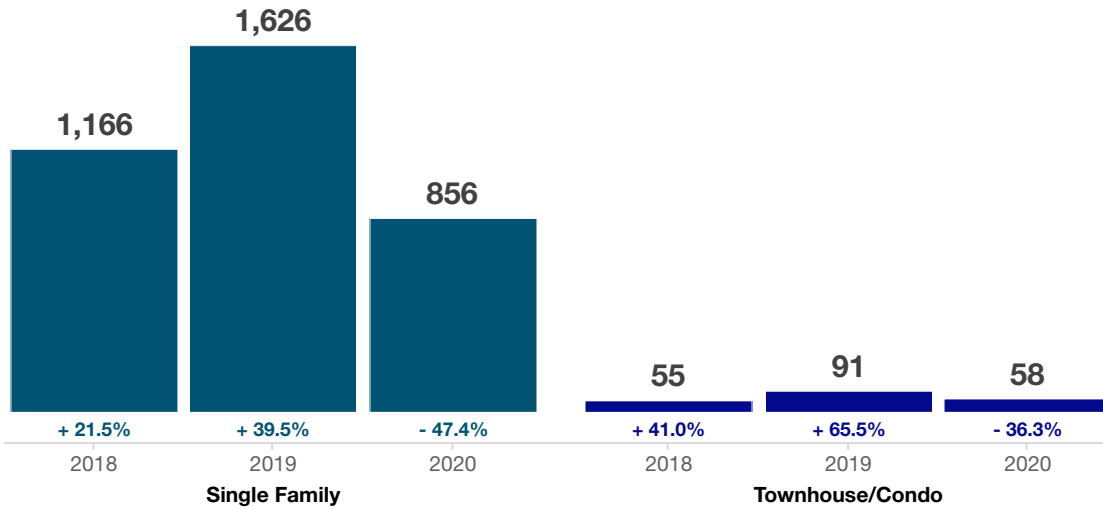


Inventory of Homes for Sale

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

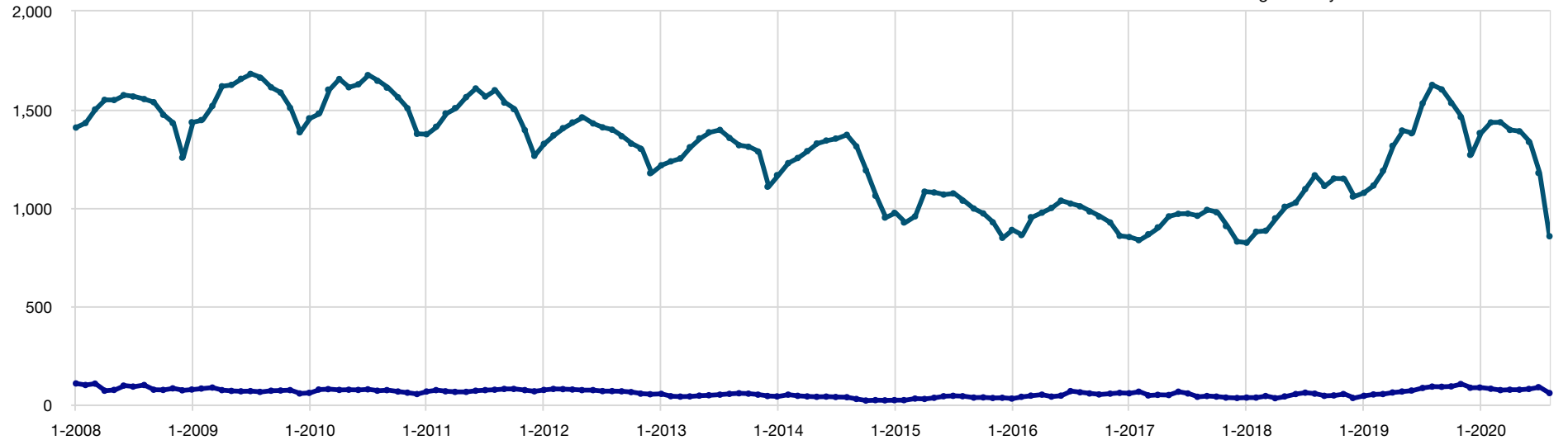


August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2019	1,603	+ 44.2%	90	+ 104.5%
10-2019	1,534	+ 33.4%	92	+ 100.0%
11-2019	1,463	+ 27.3%	104	+ 96.2%
12-2019	1,270	+ 20.0%	85	+ 157.6%
1-2020	1,381	+ 28.2%	86	+ 95.5%
2-2020	1,435	+ 28.8%	80	+ 56.9%
3-2020	1,436	+ 20.8%	73	+ 37.7%
4-2020	1,397	+ 6.2%	75	+ 23.0%
5-2020	1,390	- 0.3%	75	+ 13.6%
6-2020	1,336	- 3.2%	79	+ 11.3%
7-2020	1,178	- 23.1%	88	+ 4.8%
8-2020	856	- 47.4%	58	- 36.3%
12-Month Avg	1,357	+ 7.9%	82	+ 41.4%

Historical Inventory of Homes for Sale by Month

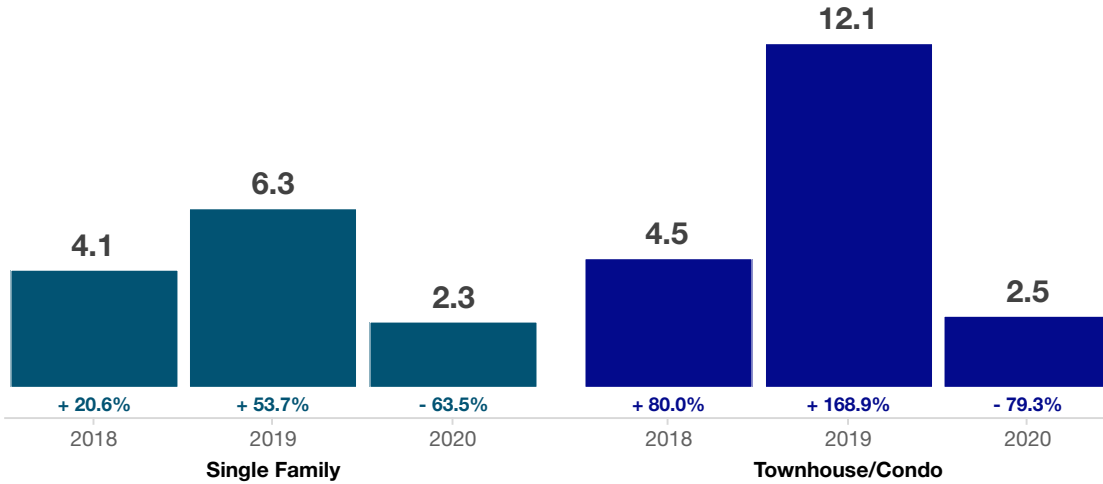


Months Supply of Inventory

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.



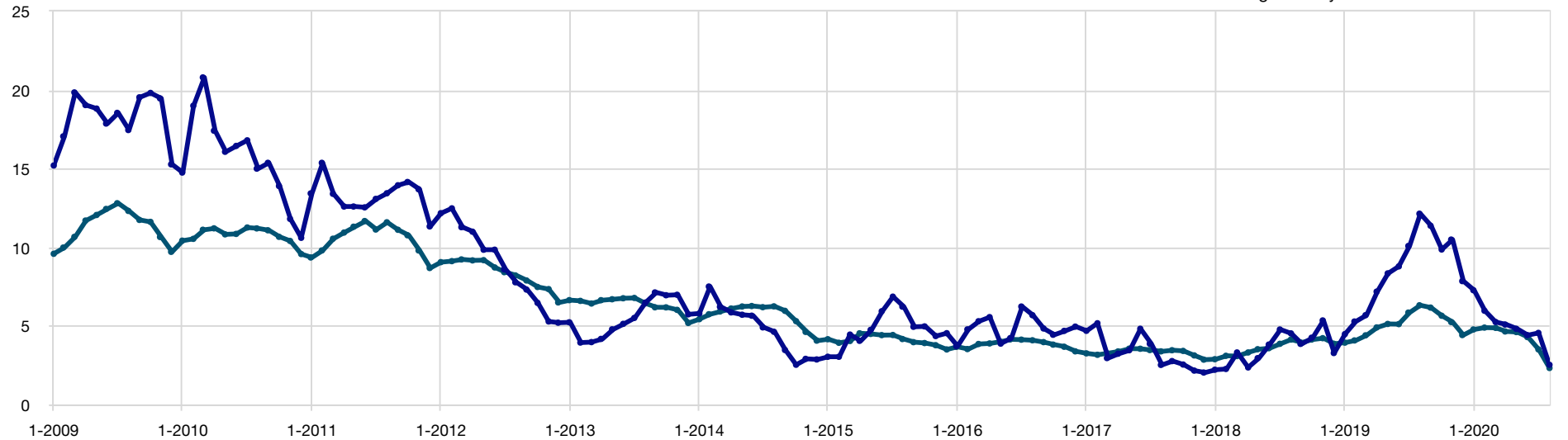
August



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	4.8	+ 23.1%	7.3	+ 62.2%
2-2020	4.9	+ 19.5%	6.0	+ 13.2%
3-2020	4.9	+ 11.4%	5.2	- 8.8%
4-2020	4.6	- 6.1%	5.1	- 29.2%
5-2020	4.6	- 9.8%	4.8	- 42.2%
6-2020	4.3	- 15.7%	4.4	- 50.0%
7-2020	3.5	- 39.7%	4.6	- 54.5%
8-2020	2.3	- 63.5%	2.5	- 79.3%
12-Month Avg*	4.6	- 0.9%	6.6	+ 1.0%

* Months Supply for all properties from September 2019 through August 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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		630	610	- 3.2%	4,803	4,871	+ 1.4%
Pending Sales		283	717	+ 153.4%	2,228	3,348	+ 50.3%
Closed Sales		385	452	+ 17.4%	2,493	2,748	+ 10.2%
Days on Market Until Sale		68	89	+ 30.9%	58	92	+ 58.6%
Median Sales Price		\$321,500	\$339,990	+ 5.8%	\$312,000	\$325,000	+ 4.2%
Average Sales Price		\$332,160	\$362,103	+ 9.0%	\$330,157	\$345,736	+ 4.7%
Percent of List Price Received		98.7%	99.0%	+ 0.3%	98.7%	98.8%	+ 0.1%
Housing Affordability Index		91	89	- 2.2%	94	93	- 1.1%
Inventory of Homes for Sale		1,717	914	- 46.8%	—	—	—
Months Supply of Inventory		6.5	2.3	- 64.6%	—	—	—