

Wilson County

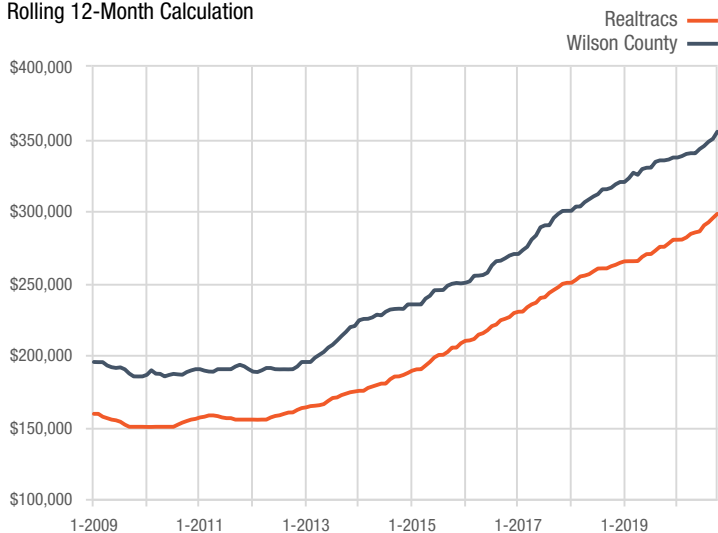
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	510	428	- 16.1%	5,006	4,882	- 2.5%
Pending Sales	314	458	+ 45.9%	2,434	3,258	+ 33.9%
Closed Sales	293	311	+ 6.1%	2,664	2,843	+ 6.7%
Days on Market Until Sale	112	94	- 16.1%	65	91	+ 40.0%
Median Sales Price*	\$333,019	\$387,450	+ 16.3%	\$335,000	\$356,850	+ 6.5%
Average Sales Price*	\$351,435	\$408,220	+ 16.2%	\$354,378	\$378,211	+ 6.7%
Percent of List Price Received*	98.7%	99.5%	+ 0.8%	99.0%	99.2%	+ 0.2%
Inventory of Homes for Sale	1,253	651	- 48.0%	—	—	—
Months Supply of Inventory	5.4	2.1	- 61.1%	—	—	—

Townhouse/Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	32	17	- 46.9%	238	346	+ 45.4%
Pending Sales	21	53	+ 152.4%	95	252	+ 165.3%
Closed Sales	22	33	+ 50.0%	103	207	+ 101.0%
Days on Market Until Sale	114	75	- 34.2%	89	88	- 1.1%
Median Sales Price*	\$265,995	\$247,990	- 6.8%	\$246,900	\$253,490	+ 2.7%
Average Sales Price*	\$265,856	\$262,515	- 1.3%	\$248,019	\$254,852	+ 2.8%
Percent of List Price Received*	99.1%	98.8%	- 0.3%	98.9%	99.0%	+ 0.1%
Inventory of Homes for Sale	88	53	- 39.8%	—	—	—
Months Supply of Inventory	9.9	2.2	- 77.8%	—	—	—

* 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.

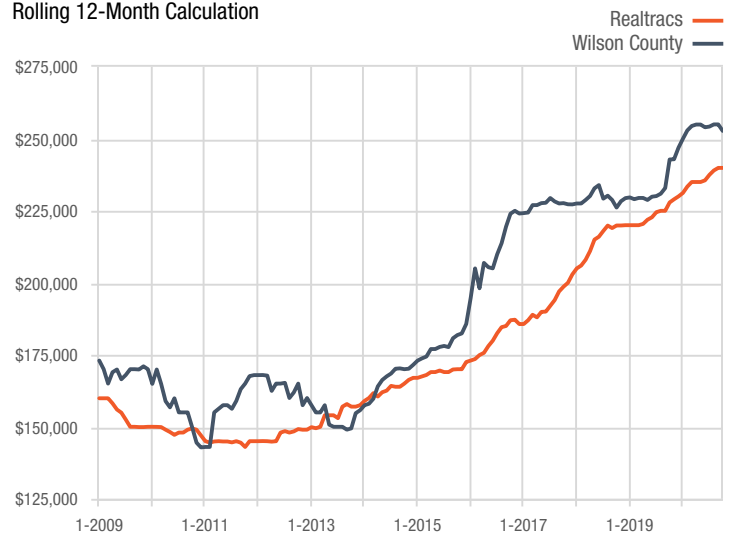
Median Sales Price - Single-Family

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



October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings decreased 17.1 percent for Single Family and 43.8 percent for Townhouse/Condo. Pending Sales increased 42.6 percent for Single Family and 152.4 percent for Townhouse/Condo. Inventory decreased 46.7 percent for Single Family and 41.9 percent for Townhouse/Condo.

Median Sales Price increased 17.2 percent to \$374,950 for Single Family but decreased 6.8 percent to \$247,990 for Townhouse/Condo. Days on Market decreased 12.8 percent for Single Family and 34.2 percent for Townhouse/Condo. Months Supply of Inventory decreased 60.7 percent for Single Family and 78.0 percent for Townhouse/Condo.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Quick Facts

+ 7.9%

Change in
Closed Sales
All Properties

+ 19.5%

Change in
Median Sales Price
All Properties

- 46.5%

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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		572	474	- 17.1%	5,725	5,507	- 3.8%
Pending Sales		357	509	+ 42.6%	2,849	3,763	+ 32.1%
Closed Sales		334	351	+ 5.1%	3,094	3,335	+ 7.8%
Days on Market Until Sale		109	95	- 12.8%	67	92	+ 37.3%
Median Sales Price		\$319,950	\$374,950	+ 17.2%	\$318,990	\$340,000	+ 6.6%
Average Sales Price		\$332,471	\$393,248	+ 18.3%	\$333,013	\$356,826	+ 7.2%
Percent of List Price Received		98.3%	99.2%	+ 0.9%	98.7%	98.8%	+ 0.1%
Housing Affordability Index		91	80	- 12.1%	91	89	- 2.2%
Inventory of Homes for Sale		1,534	817	- 46.7%	—	—	—
Months Supply of Inventory		5.6	2.2	- 60.7%	—	—	—

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.



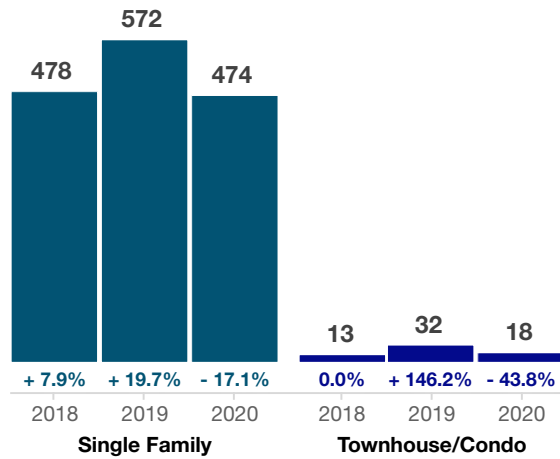
Key Metrics	Historical Sparkbars	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		32	18	- 43.8%	248	357	+ 44.0%
Pending Sales		21	53	+ 152.4%	99	259	+ 161.6%
Closed Sales		22	33	+ 50.0%	107	214	+ 100.0%
Days on Market Until Sale		114	75	- 34.2%	90	88	- 2.2%
Median Sales Price		\$265,995	\$247,990	- 6.8%	\$247,500	\$253,995	+ 2.6%
Average Sales Price		\$265,856	\$262,515	- 1.3%	\$248,738	\$257,094	+ 3.4%
Percent of List Price Received		99.1%	98.8%	- 0.3%	98.6%	98.9%	+ 0.3%
Housing Affordability Index		110	122	+ 10.9%	118	119	+ 0.8%
Inventory of Homes for Sale		93	54	- 41.9%	—	—	—
Months Supply of Inventory		10.0	2.2	- 78.0%	—	—	—

New Listings

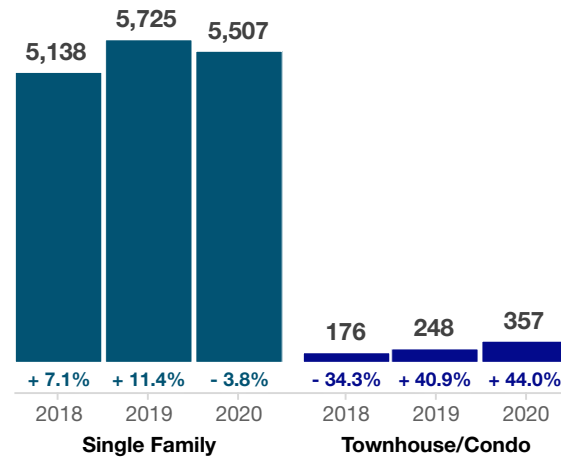
A count of the properties that have been newly listed on the market in a given month.



October

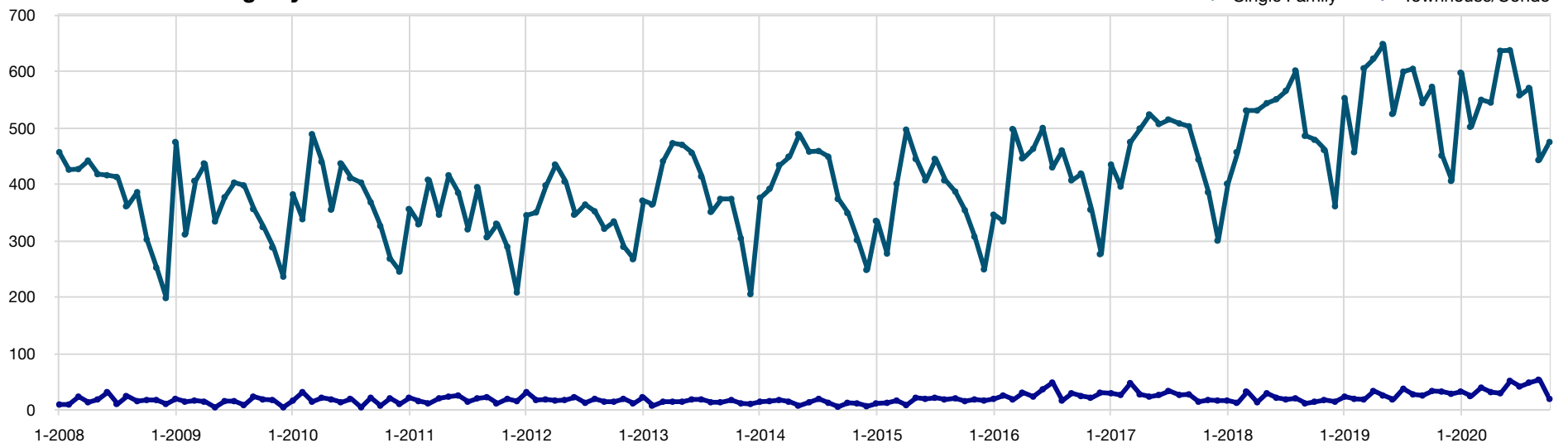


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	- 1.9%	28	+ 16.7%
6-2020	637	+ 21.6%	50	+ 194.1%
7-2020	557	- 7.0%	40	+ 11.1%
8-2020	570	- 5.6%	47	+ 80.8%
9-2020	442	- 18.6%	52	+ 116.7%
10-2020	474	- 17.1%	18	- 43.8%
12-Month Avg	530	- 2.8%	35	+ 52.2%

Historical New Listings by Month

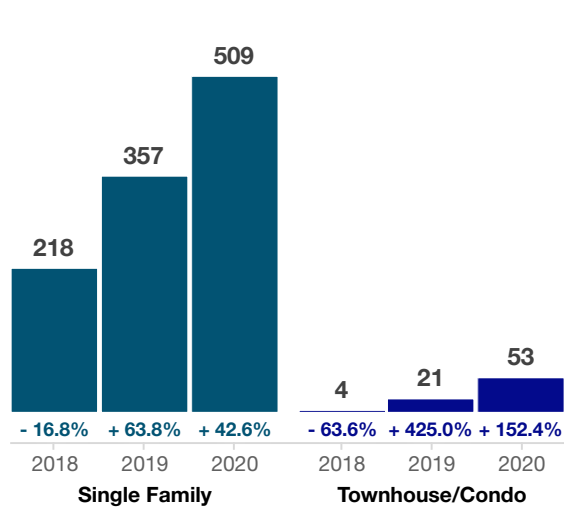


Pending Sales

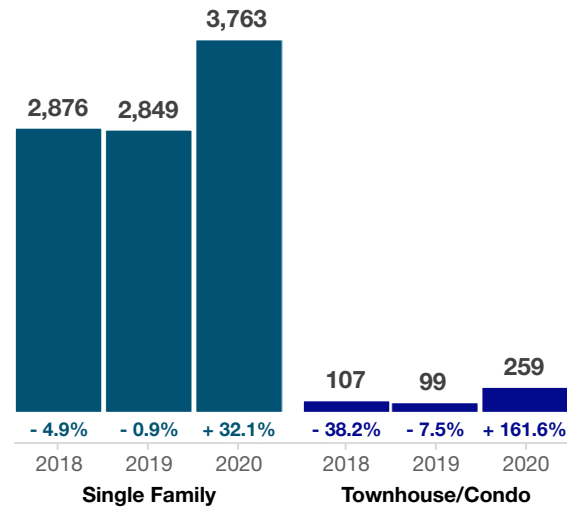
A count of the properties on which offers have been accepted in a given month.



October

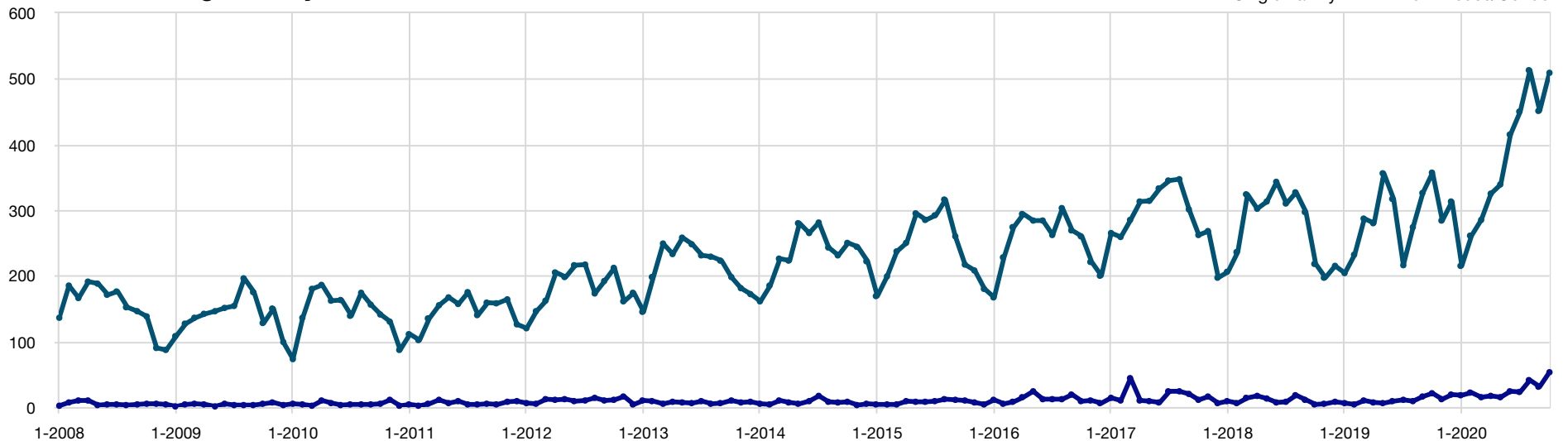


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	284	+ 44.2%	12	+ 140.0%
12-2019	313	+ 45.6%	19	+ 137.5%
1-2020	215	+ 5.4%	18	+ 200.0%
2-2020	261	+ 12.5%	22	+ 450.0%
3-2020	285	- 0.7%	15	+ 50.0%
4-2020	325	+ 16.1%	17	+ 142.9%
5-2020	339	- 4.8%	15	+ 150.0%
6-2020	415	+ 30.9%	24	+ 166.7%
7-2020	450	+ 108.3%	23	+ 109.1%
8-2020	513	+ 87.2%	41	+ 355.6%
9-2020	451	+ 38.3%	31	+ 93.8%
10-2020	509	+ 42.6%	53	+ 152.4%
12-Month Avg	363	+ 33.5%	24	+ 166.7%

Historical Pending Sales by Month

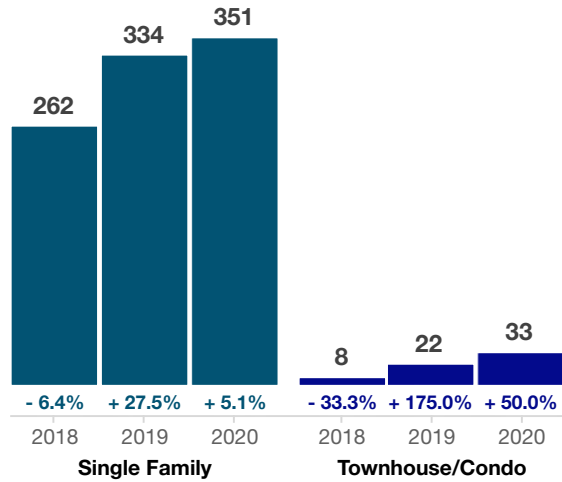


Closed Sales

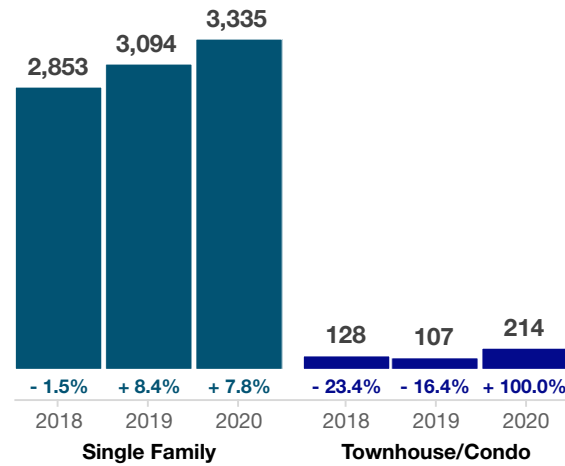
A count of the actual sales that closed in a given month.



October

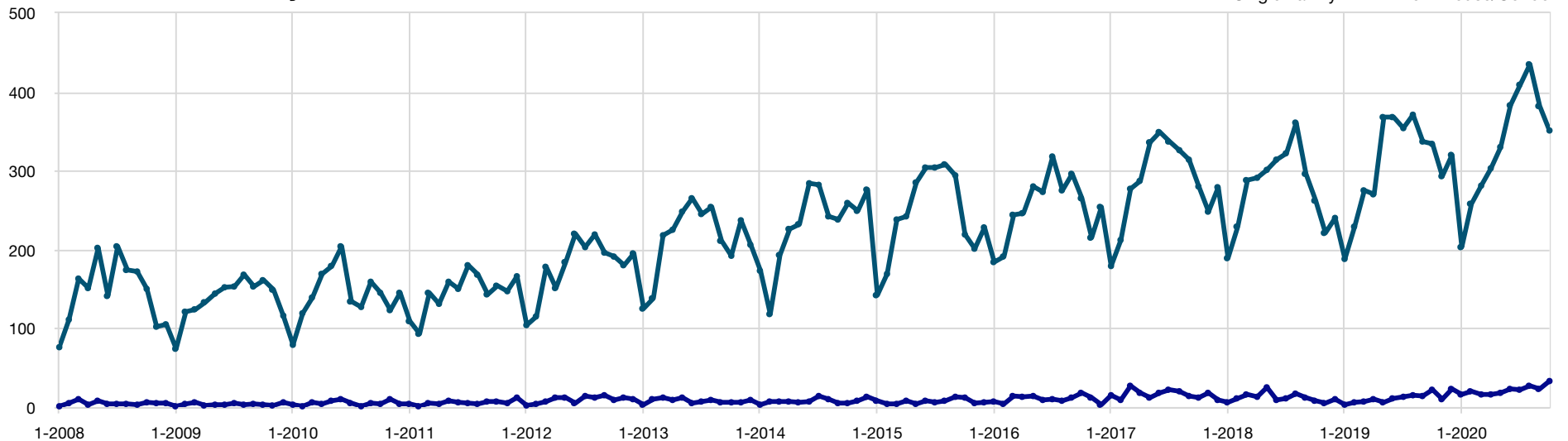


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	293	+ 32.6%	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	383	+ 4.1%	23	+ 109.1%
7-2020	409	+ 15.5%	22	+ 69.2%
8-2020	435	+ 17.3%	27	+ 80.0%
9-2020	382	+ 13.4%	23	+ 64.3%
10-2020	351	+ 5.1%	33	+ 50.0%
12-Month Avg	329	+ 11.1%	21	+ 110.0%

Historical Closed Sales by Month

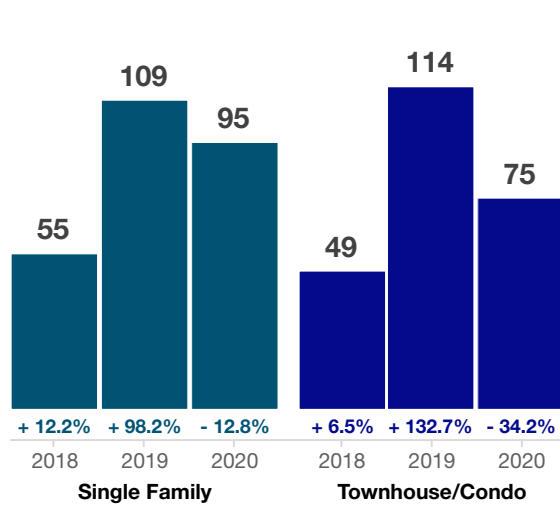


Days on Market Until Sale

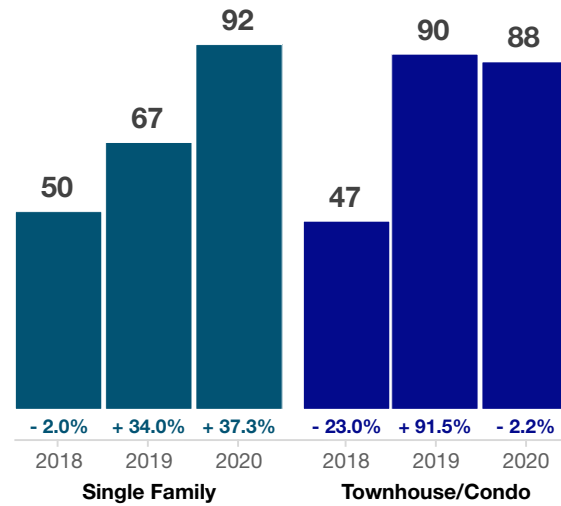
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



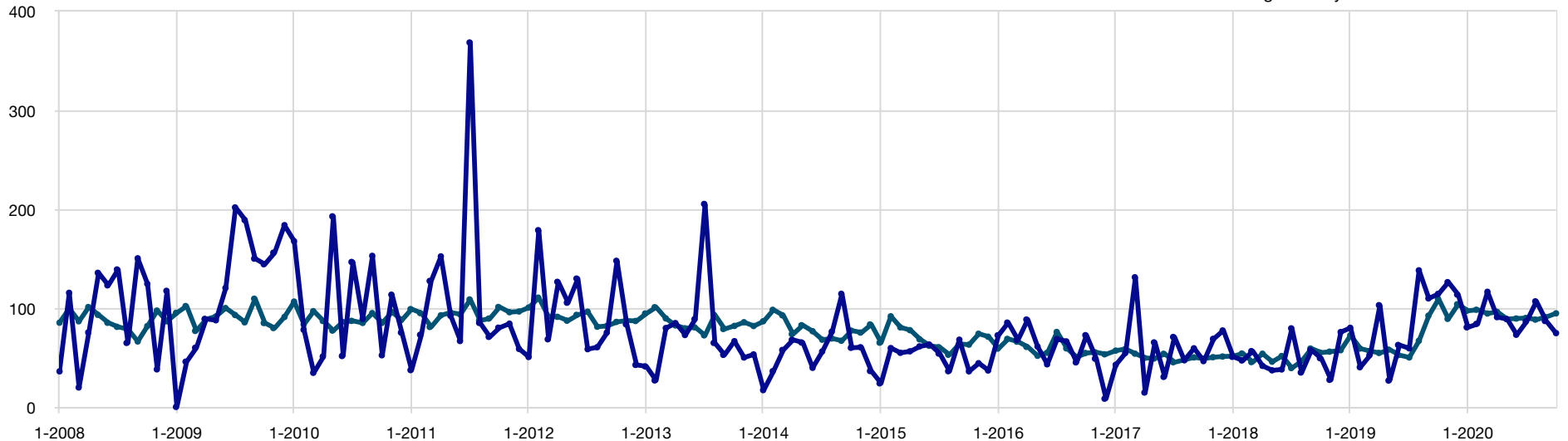
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	89	+ 58.9%	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	- 22.5%
9-2020	91	- 1.1%	87	- 20.9%
10-2020	95	- 12.8%	75	- 34.2%
12-Month Avg*	93	+ 41.0%	92	+ 6.6%

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

Historical Days on Market Until Sale by Month

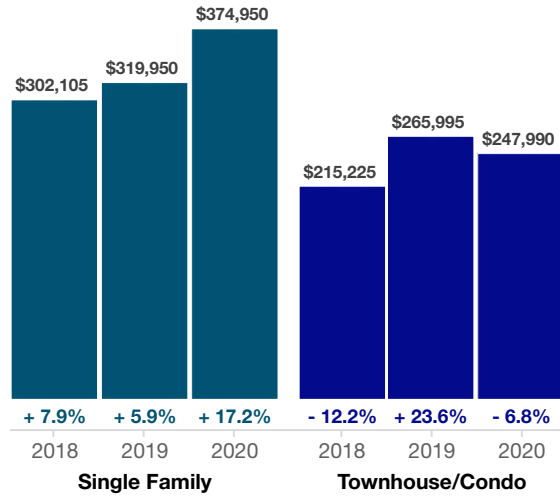


Median Sales Price

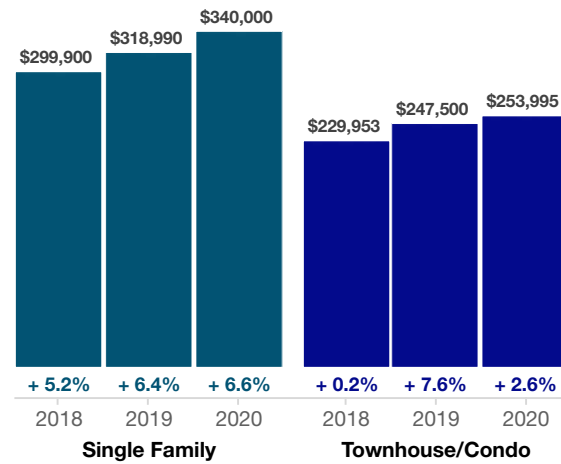
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



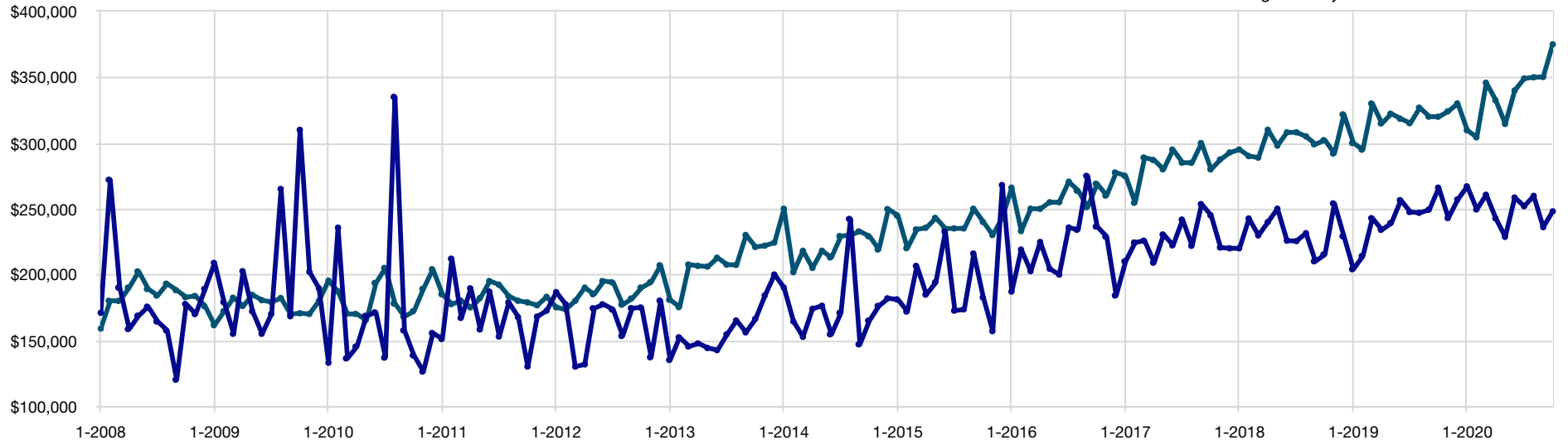
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	\$324,000	+ 11.0%	\$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	\$339,900	+ 6.7%	\$258,490	+ 0.8%
7-2020	\$348,995	+ 10.8%	\$251,900	+ 1.8%
8-2020	\$349,950	+ 7.1%	\$259,745	+ 5.2%
9-2020	\$350,175	+ 9.4%	\$235,990	- 5.3%
10-2020	\$374,950	+ 17.2%	\$247,990	- 6.8%
12-Month Avg*	\$339,500	+ 7.3%	\$253,990	+ 4.5%

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

Historical Median Sales Price by Month

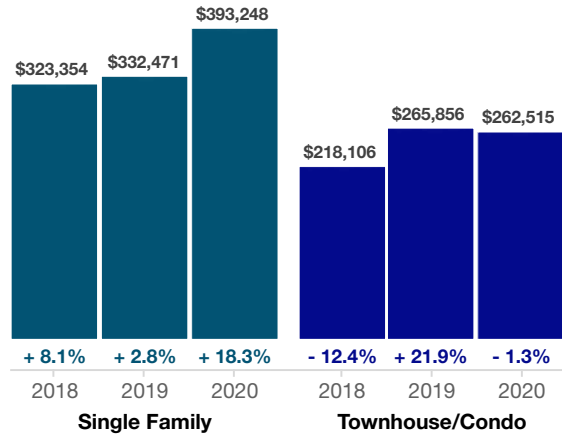


Average Sales Price

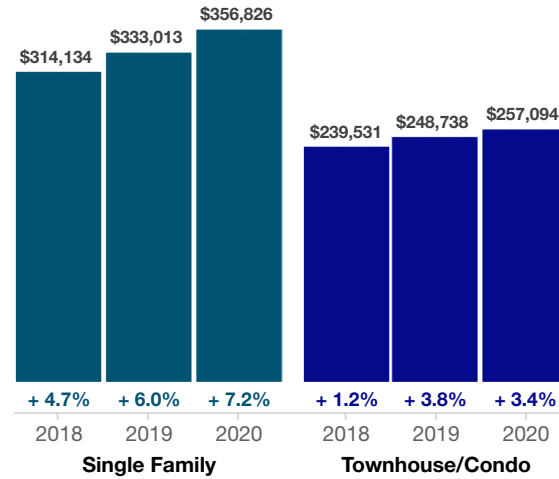
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



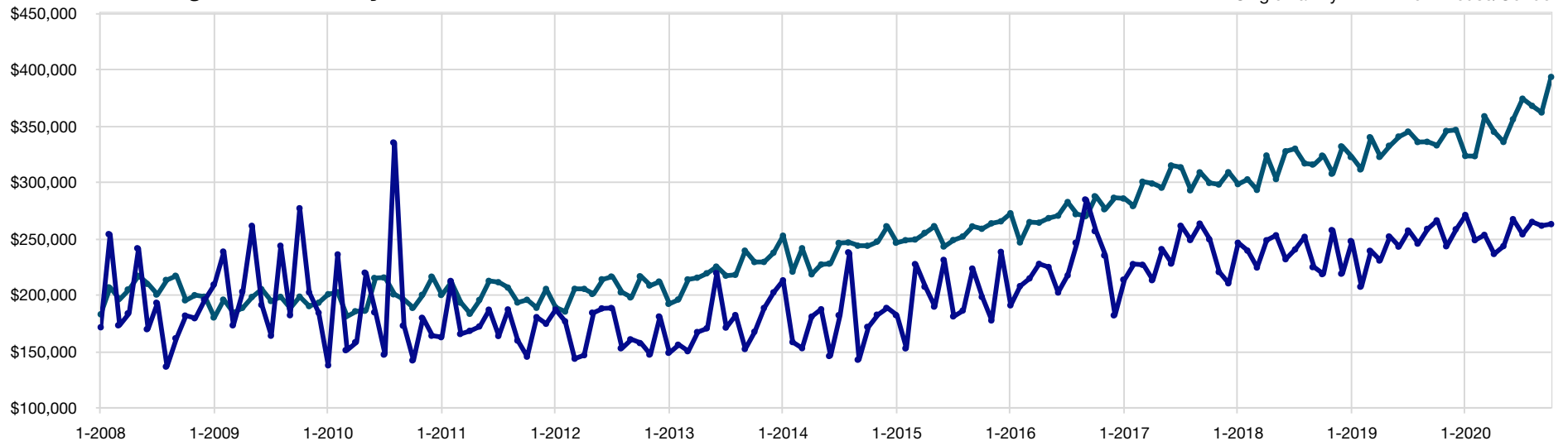
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	\$345,295	+ 12.4%	\$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	\$355,653	+ 4.5%	\$266,915	+ 10.1%
7-2020	\$373,938	+ 8.5%	\$253,454	- 1.3%
8-2020	\$367,618	+ 9.6%	\$264,503	+ 7.9%
9-2020	\$361,718	+ 7.8%	\$261,136	+ 1.1%
10-2020	\$393,248	+ 18.3%	\$262,515	- 1.3%
12-Month Avg*	\$355,111	+ 7.2%	\$256,597	+ 4.1%

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

Historical Average Sales Price by Month

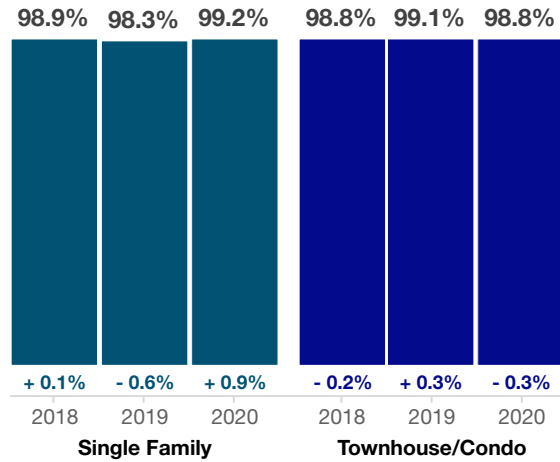


Percent of List Price Received

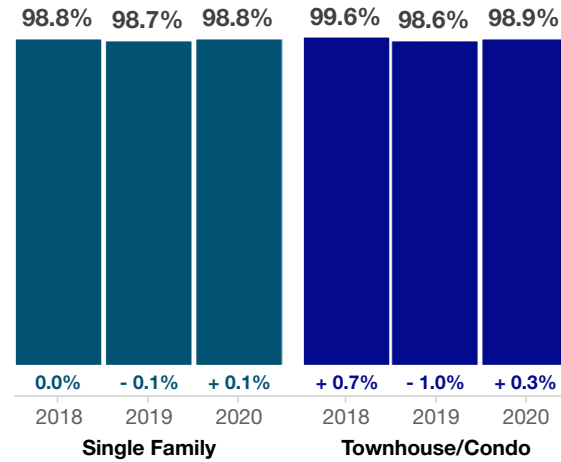
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



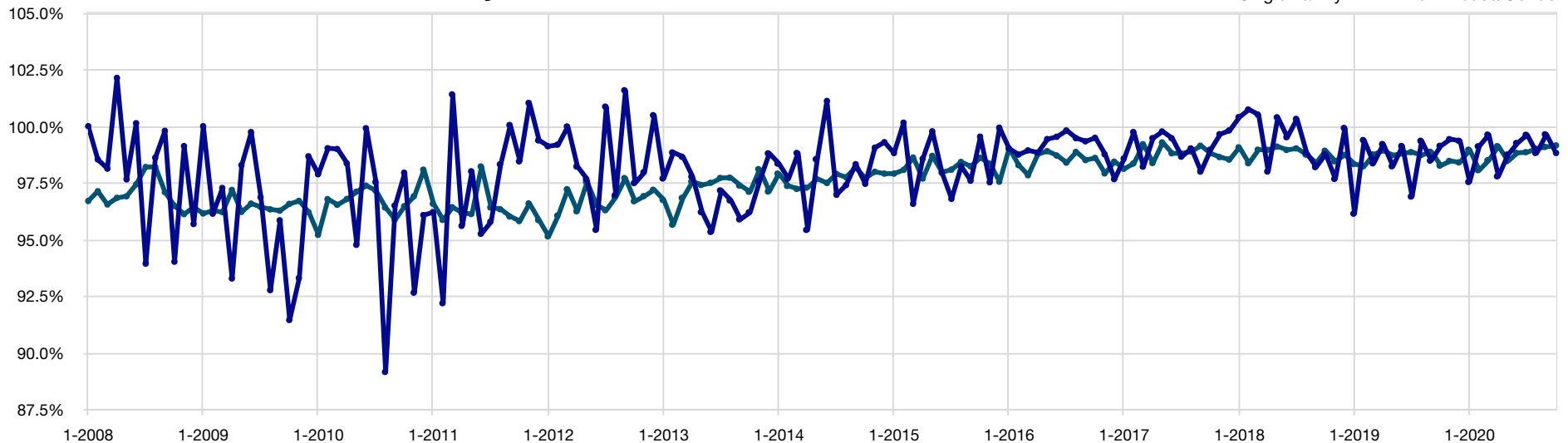
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	98.9%	0.0%	99.6%	+ 2.8%
8-2020	99.0%	+ 0.3%	98.8%	- 0.6%
9-2020	99.1%	+ 0.2%	99.6%	+ 1.1%
10-2020	99.2%	+ 0.9%	98.8%	- 0.3%
12-Month Avg*	98.8%	+ 0.1%	99.0%	+ 0.3%

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

Historical Percent of List Price Received by Month

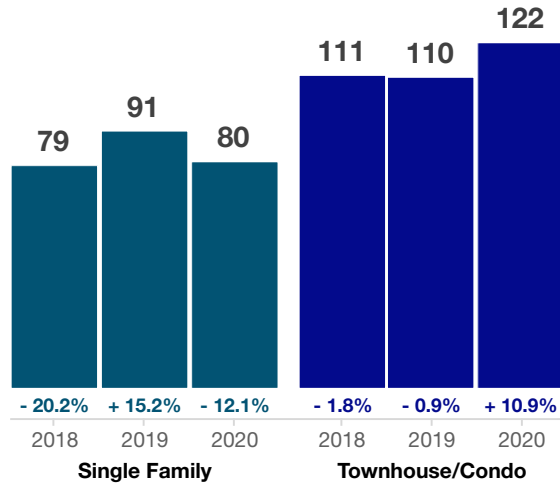


Housing Affordability Index

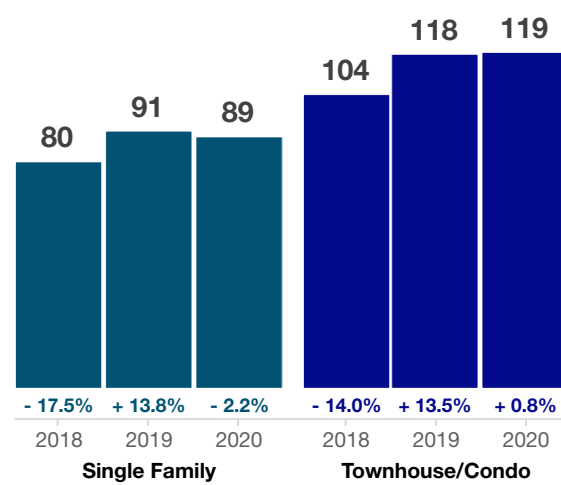
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

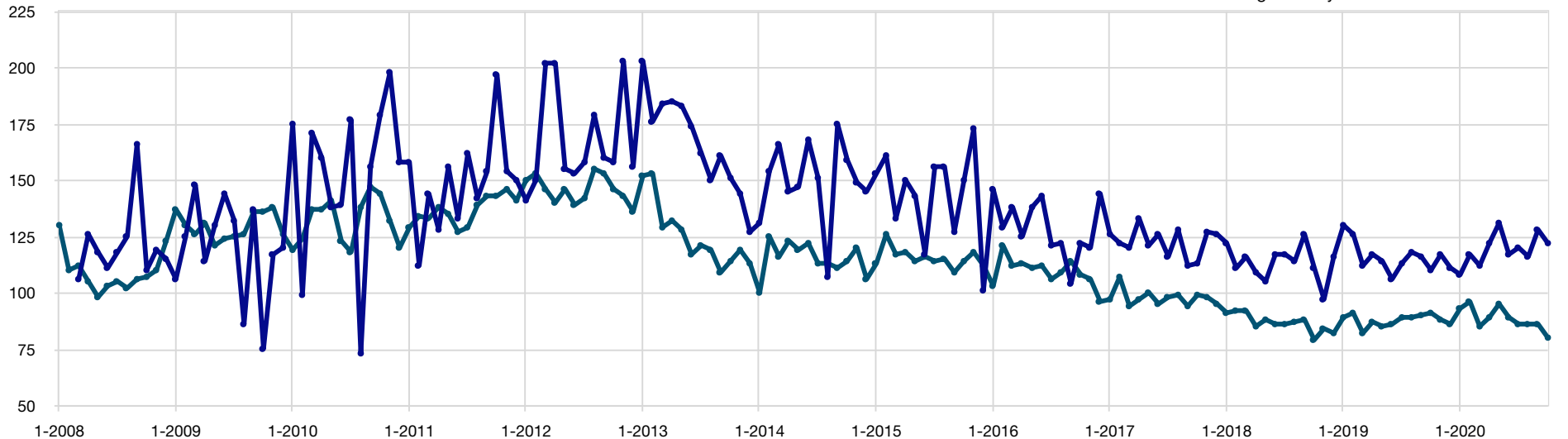


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	- 1.7%
9-2020	86	- 4.4%	128	+ 10.3%
10-2020	80	- 12.1%	122	+ 10.9%
12-Month Avg	88	+ 1.1%	118	+ 2.6%

Historical Housing Affordability Index by Month

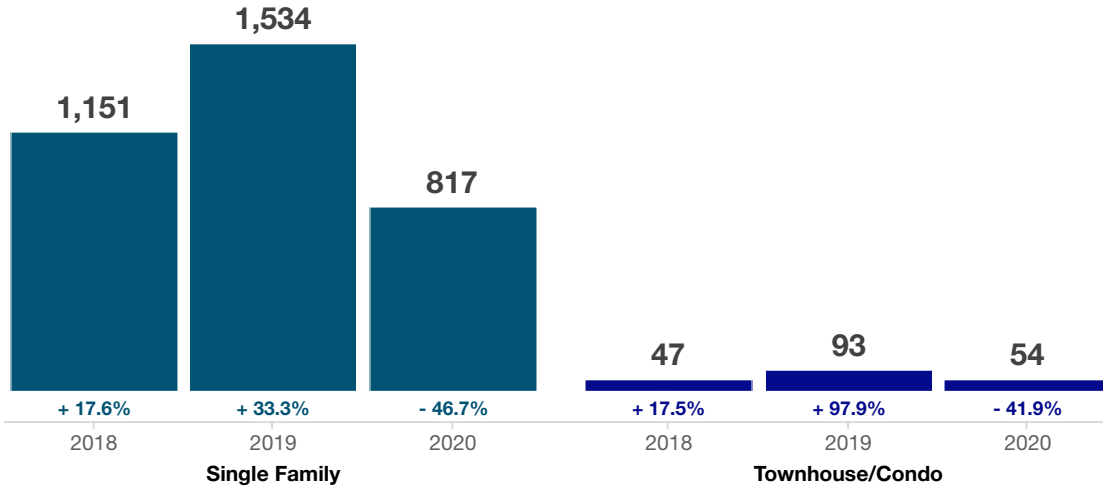


Inventory of Homes for Sale

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

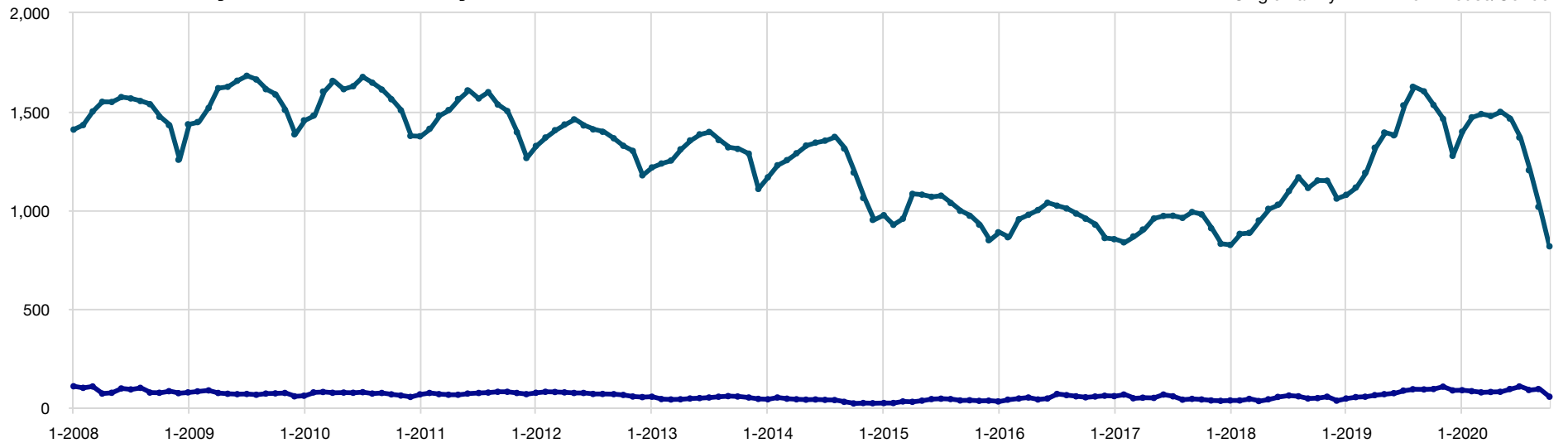


October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	1,464	+ 27.3%	105	+ 94.4%
12-2019	1,276	+ 20.5%	86	+ 152.9%
1-2020	1,398	+ 29.7%	87	+ 93.3%
2-2020	1,471	+ 31.9%	82	+ 57.7%
3-2020	1,488	+ 25.0%	76	+ 40.7%
4-2020	1,478	+ 12.2%	78	+ 25.8%
5-2020	1,499	+ 7.5%	79	+ 17.9%
6-2020	1,465	+ 6.2%	93	+ 29.2%
7-2020	1,369	- 10.6%	106	+ 24.7%
8-2020	1,203	- 26.0%	88	- 4.3%
9-2020	1,017	- 36.6%	93	+ 2.2%
10-2020	817	- 46.7%	54	- 41.9%
12-Month Avg	1,329	- 0.2%	86	+ 28.4%

Historical Inventory of Homes for Sale by Month

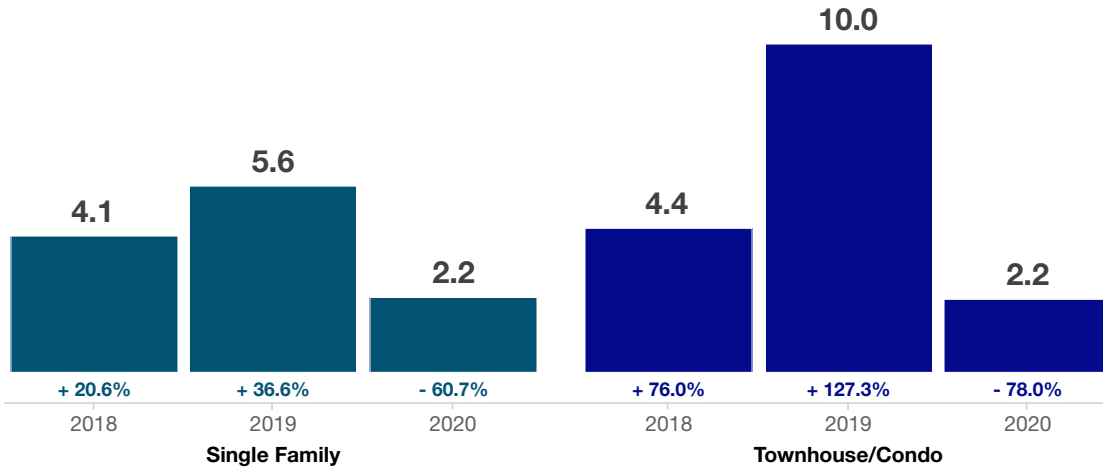


Months Supply of Inventory

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.



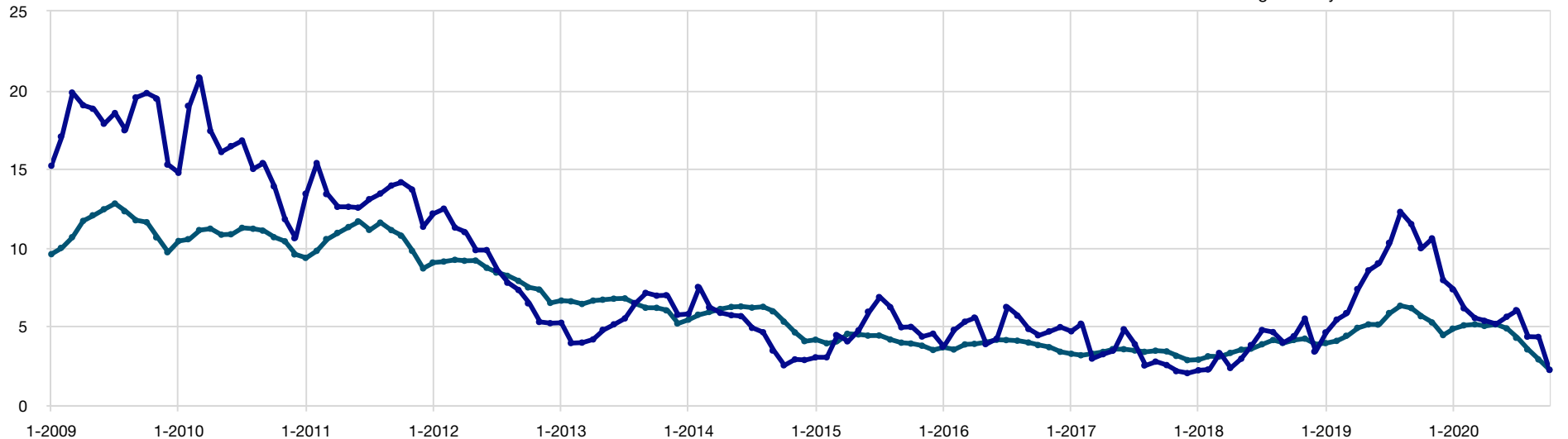
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	5.2	+ 23.8%	10.6	+ 92.7%
12-2019	4.4	+ 12.8%	7.9	+ 132.4%
1-2020	4.9	+ 25.6%	7.4	+ 60.9%
2-2020	5.1	+ 24.4%	6.2	+ 14.8%
3-2020	5.1	+ 15.9%	5.5	- 5.2%
4-2020	5.0	+ 2.0%	5.3	- 28.4%
5-2020	5.1	0.0%	5.2	- 39.5%
6-2020	4.9	- 3.9%	5.6	- 37.8%
7-2020	4.3	- 25.9%	6.0	- 41.7%
8-2020	3.5	- 44.4%	4.3	- 65.0%
9-2020	2.9	- 53.2%	4.3	- 62.6%
10-2020	2.2	- 60.7%	2.2	- 78.0%
12-Month Avg*	4.4	- 11.6%	5.9	- 24.7%

* Months Supply for all properties from November 2019 through October 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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		604	492	- 18.5%	5,973	5,864	- 1.8%
Pending Sales		378	562	+ 48.7%	2,948	4,022	+ 36.4%
Closed Sales		356	384	+ 7.9%	3,201	3,549	+ 10.9%
Days on Market Until Sale		110	93	- 15.5%	68	92	+ 35.3%
Median Sales Price		\$304,500	\$363,990	+ 19.5%	\$312,450	\$330,000	+ 5.6%
Average Sales Price		\$328,354	\$381,984	+ 16.3%	\$330,194	\$350,794	+ 6.2%
Percent of List Price Received		98.3%	99.1%	+ 0.8%	98.7%	98.8%	+ 0.1%
Housing Affordability Index		96	83	- 13.5%	93	91	- 2.2%
Inventory of Homes for Sale		1,627	871	- 46.5%	—	—	—
Months Supply of Inventory		5.8	2.2	- 62.1%	—	—	—