

## Wilson County

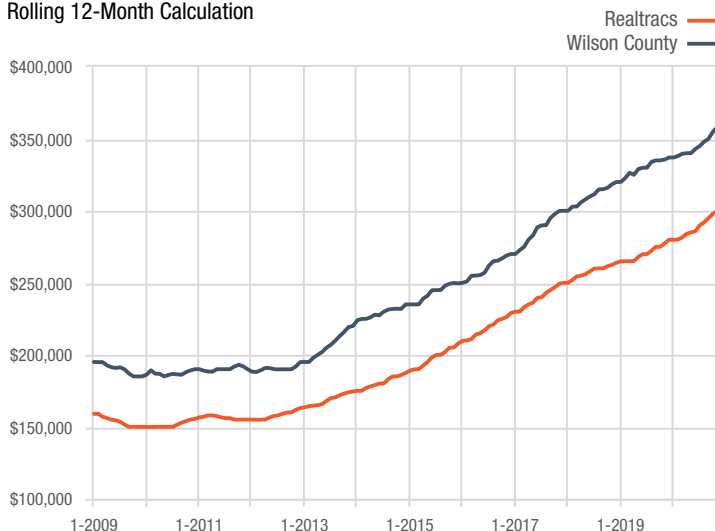
| Single Family                   | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 396       | <b>328</b>       | - 17.2%  | 5,402        | <b>5,210</b>     | - 3.6%   |
| Pending Sales                   | 238       | <b>457</b>       | + 92.0%  | 2,671        | <b>3,648</b>     | + 36.6%  |
| Closed Sales                    | 247       | <b>273</b>       | + 10.5%  | 2,911        | <b>3,116</b>     | + 7.0%   |
| Days on Market Until Sale       | 87        | <b>86</b>        | - 1.1%   | 67           | <b>90</b>        | + 34.3%  |
| Median Sales Price*             | \$340,000 | <b>\$389,900</b> | + 14.7%  | \$335,000    | <b>\$359,900</b> | + 7.4%   |
| Average Sales Price*            | \$366,720 | <b>\$400,999</b> | + 9.3%   | \$355,418    | <b>\$380,244</b> | + 7.0%   |
| Percent of List Price Received* | 98.8%     | <b>99.8%</b>     | + 1.0%   | 99.0%        | <b>99.3%</b>     | + 0.3%   |
| Inventory of Homes for Sale     | 1,205     | <b>458</b>       | - 62.0%  | —            | —                | —        |
| Months Supply of Inventory      | 5.1       | <b>1.4</b>       | - 72.5%  | —            | —                | —        |

| Townhouse/Condo                 | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 31        | <b>19</b>        | - 38.7%  | 269          | <b>365</b>       | + 35.7%  |
| Pending Sales                   | 12        | <b>35</b>        | + 191.7% | 107          | <b>277</b>       | + 158.9% |
| Closed Sales                    | 10        | <b>22</b>        | + 120.0% | 113          | <b>229</b>       | + 102.7% |
| Days on Market Until Sale       | 126       | <b>111</b>       | - 11.9%  | 92           | <b>90</b>        | - 2.2%   |
| Median Sales Price*             | \$242,900 | <b>\$249,490</b> | + 2.7%   | \$245,000    | <b>\$253,490</b> | + 3.5%   |
| Average Sales Price*            | \$242,859 | <b>\$258,659</b> | + 6.5%   | \$247,562    | <b>\$255,218</b> | + 3.1%   |
| Percent of List Price Received* | 99.4%     | <b>99.8%</b>     | + 0.4%   | 99.0%        | <b>99.1%</b>     | + 0.1%   |
| Inventory of Homes for Sale     | 100       | <b>45</b>        | - 55.0%  | —            | —                | —        |
| Months Supply of Inventory      | 10.4      | <b>1.8</b>       | - 82.7%  | —            | —                | —        |

\* 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.

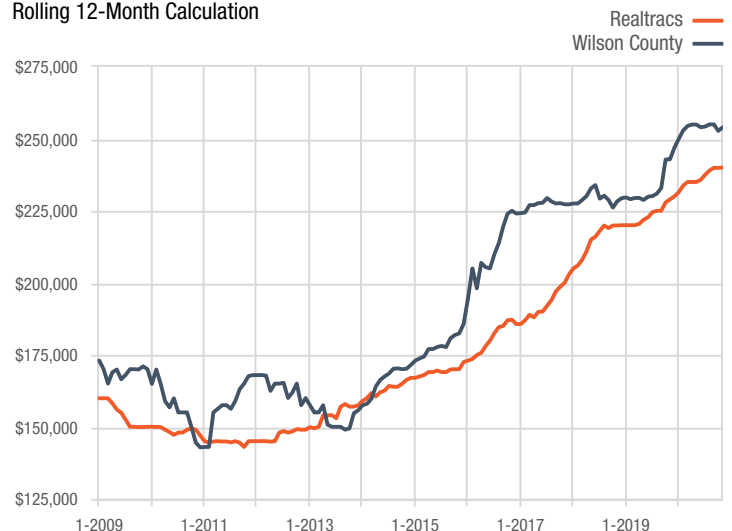
### Median Sales Price - Single-Family

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



## November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings decreased 12.9 percent for Single Family and 38.7 percent for Townhouse/Condo. Pending Sales increased 83.5 percent for Single Family and 191.7 percent for Townhouse/Condo. Inventory decreased 58.1 percent for Single Family and 56.2 percent for Townhouse/Condo.

Median Sales Price increased 14.2 percent to \$370,000 for Single Family and 2.7 percent to \$249,490 for Townhouse/Condo. Days on Market increased 2.2 percent for Single Family but decreased 11.9 percent for Townhouse/Condo. Months Supply of Inventory decreased 69.8 percent for Single Family and 83.0 percent for Townhouse/Condo.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Quick Facts

**+ 11.9%**

Change in  
**Closed Sales**  
All Properties

**+ 14.6%**

Change in  
**Median Sales Price**  
All Properties

**- 58.0%**

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 | 11-2019   | 11-2020          | % Change | YTD 2019  | YTD 2020         | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                   |                      | 450       | <b>392</b>       | - 12.9%  | 6,176     | <b>5,899</b>     | - 4.5%   |
| <b>Pending Sales</b>                  |                      | 284       | <b>521</b>       | + 83.5%  | 3,132     | <b>4,212</b>     | + 34.5%  |
| <b>Closed Sales</b>                   |                      | 293       | <b>317</b>       | + 8.2%   | 3,387     | <b>3,652</b>     | + 7.8%   |
| <b>Days on Market Until Sale</b>      |                      | 89        | <b>91</b>        | + 2.2%   | 69        | <b>92</b>        | + 33.3%  |
| <b>Median Sales Price</b>             |                      | \$324,000 | <b>\$370,000</b> | + 14.2%  | \$319,000 | <b>\$343,260</b> | + 7.6%   |
| <b>Average Sales Price</b>            |                      | \$345,295 | <b>\$386,842</b> | + 12.0%  | \$334,070 | <b>\$359,464</b> | + 7.6%   |
| <b>Percent of List Price Received</b> |                      | 98.5%     | <b>99.4%</b>     | + 0.9%   | 98.7%     | <b>98.9%</b>     | + 0.2%   |
| <b>Housing Affordability Index</b>    |                      | 88        | <b>81</b>        | - 8.0%   | 89        | <b>88</b>        | - 1.1%   |
| <b>Inventory of Homes for Sale</b>    |                      | 1,467     | <b>615</b>       | - 58.1%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>     |                      | 5.3       | <b>1.6</b>       | - 69.8%  | —         | —                | —        |

# 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.



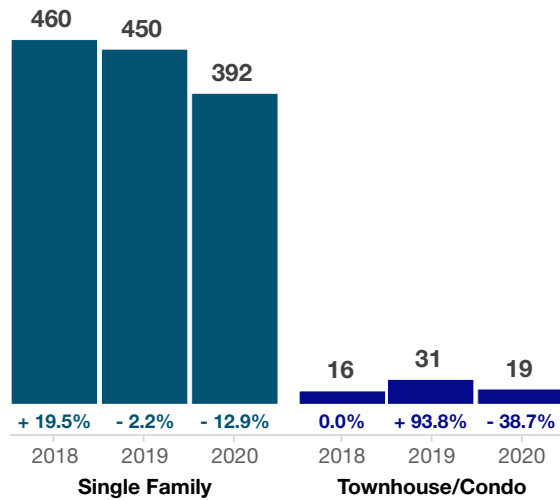
| Key Metrics                           | Historical Sparkbars | 11-2019   | 11-2020          | % Change | YTD 2019  | YTD 2020         | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                   |                      | 31        | <b>19</b>        | - 38.7%  | 279       | <b>376</b>       | + 34.8%  |
| <b>Pending Sales</b>                  |                      | 12        | <b>35</b>        | + 191.7% | 111       | <b>284</b>       | + 155.9% |
| <b>Closed Sales</b>                   |                      | 10        | <b>22</b>        | + 120.0% | 117       | <b>236</b>       | + 101.7% |
| <b>Days on Market Until Sale</b>      |                      | 126       | <b>111</b>       | - 11.9%  | 93        | <b>90</b>        | - 3.2%   |
| <b>Median Sales Price</b>             |                      | \$242,900 | <b>\$249,490</b> | + 2.7%   | \$246,900 | <b>\$253,990</b> | + 2.9%   |
| <b>Average Sales Price</b>            |                      | \$242,859 | <b>\$258,659</b> | + 6.5%   | \$248,235 | <b>\$257,240</b> | + 3.6%   |
| <b>Percent of List Price Received</b> |                      | 99.4%     | <b>99.8%</b>     | + 0.4%   | 98.7%     | <b>99.0%</b>     | + 0.3%   |
| <b>Housing Affordability Index</b>    |                      | 117       | <b>121</b>       | + 3.4%   | 115       | <b>119</b>       | + 3.5%   |
| <b>Inventory of Homes for Sale</b>    |                      | 105       | <b>46</b>        | - 56.2%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>     |                      | 10.6      | <b>1.8</b>       | - 83.0%  | —         | —                | —        |

# New Listings

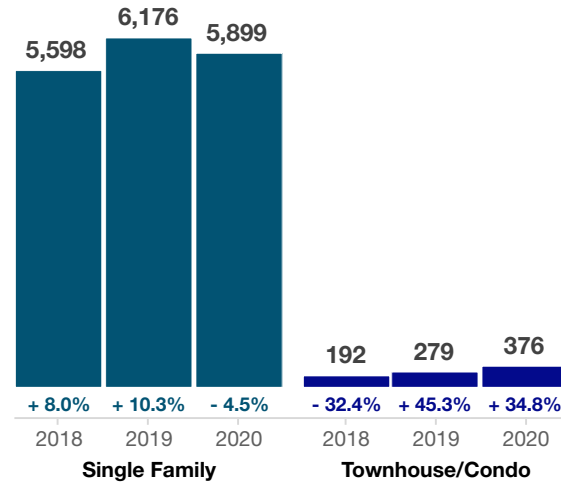
A count of the properties that have been newly listed on the market in a given month.



## November

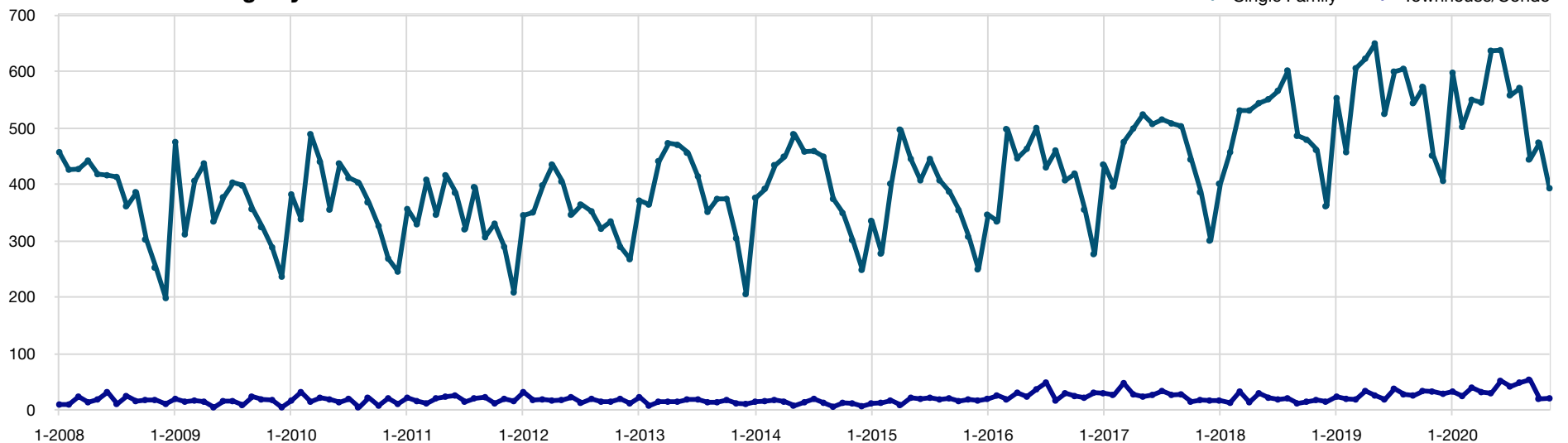


## Year to Date



| New Listings   | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 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         | 570           | - 5.6%                | 47                | + 80.8%               |
| 9-2020         | 443           | - 18.4%               | 52                | + 116.7%              |
| 10-2020        | 473           | - 17.3%               | 18                | - 43.8%               |
| <b>11-2020</b> | <b>392</b>    | <b>- 12.9%</b>        | <b>19</b>         | <b>- 38.7%</b>        |
| 12-Month Avg   | 525           | - 3.7%                | 34                | + 41.7%               |

## Historical New Listings by Month

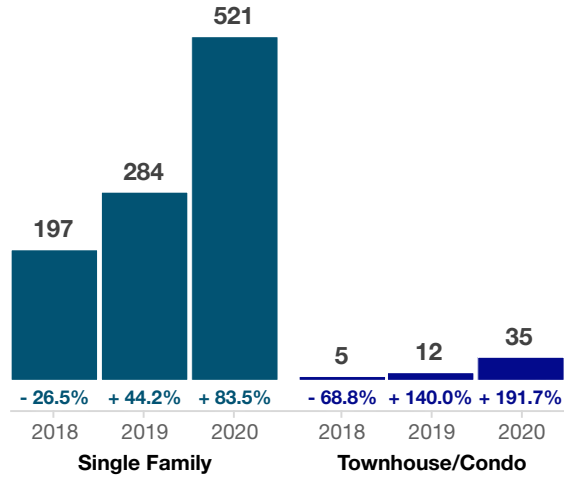


# Pending Sales

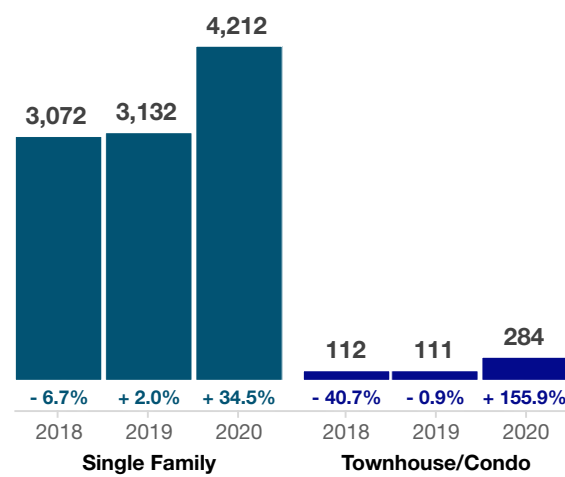
A count of the properties on which offers have been accepted in a given month.



## November

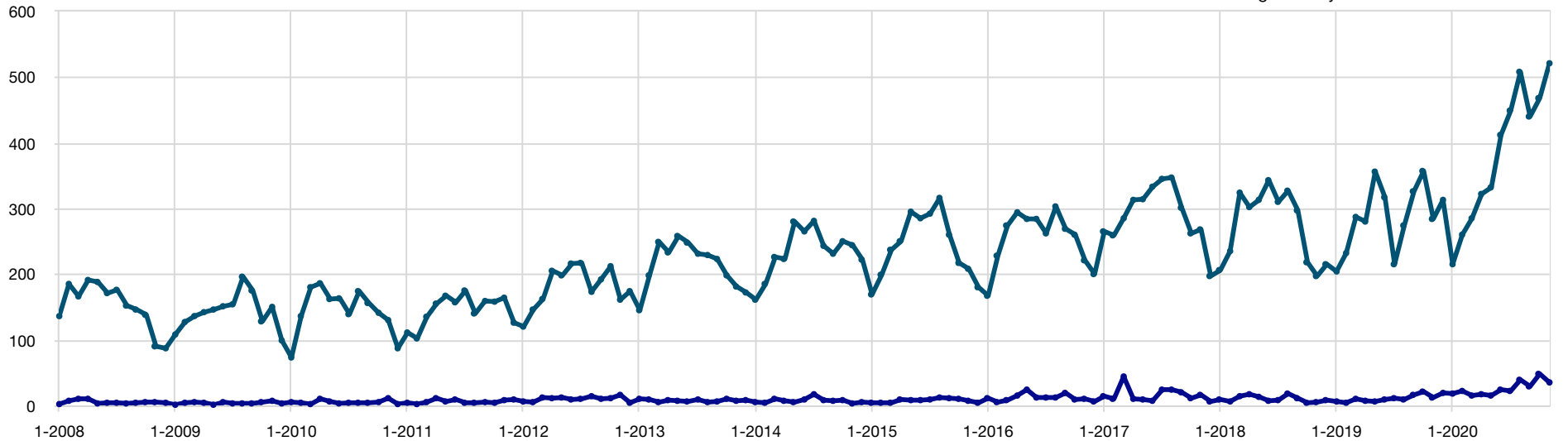


## Year to Date



| Pending Sales  | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 12-2019        | 313           | + 45.6%               | 19                | + 137.5%              |
| 1-2020         | 215           | + 5.4%                | 18                | + 200.0%              |
| 2-2020         | 260           | + 12.1%               | 22                | + 450.0%              |
| 3-2020         | 285           | - 0.7%                | 15                | + 50.0%               |
| 4-2020         | 322           | + 15.0%               | 17                | + 142.9%              |
| 5-2020         | 332           | - 6.7%                | 15                | + 150.0%              |
| 6-2020         | 412           | + 30.0%               | 24                | + 166.7%              |
| 7-2020         | 449           | + 108.8%              | 22                | + 100.0%              |
| 8-2020         | 508           | + 85.4%               | 39                | + 333.3%              |
| 9-2020         | 440           | + 35.0%               | 29                | + 81.3%               |
| 10-2020        | 468           | + 31.1%               | 48                | + 128.6%              |
| <b>11-2020</b> | <b>521</b>    | <b>+ 83.5%</b>        | <b>35</b>         | <b>+ 191.7%</b>       |
| 12-Month Avg   | 377           | + 35.1%               | 25                | + 150.0%              |

## Historical Pending Sales by Month

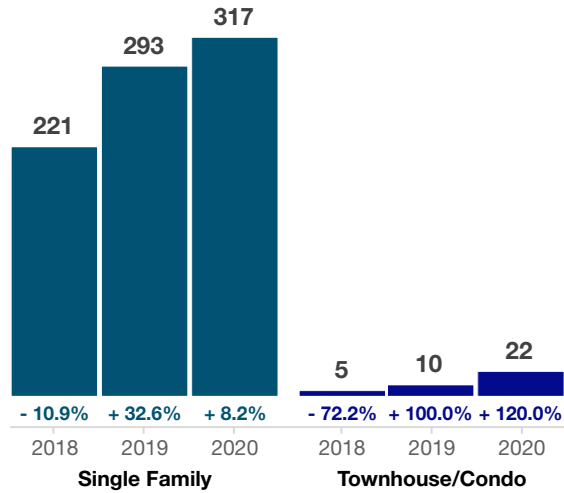


# Closed Sales

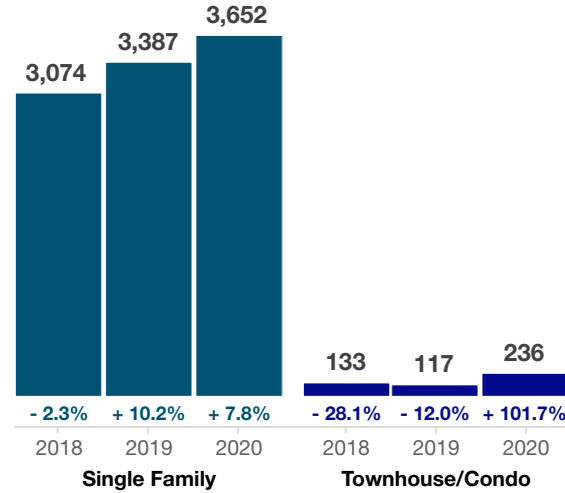
A count of the actual sales that closed in a given month.



## November

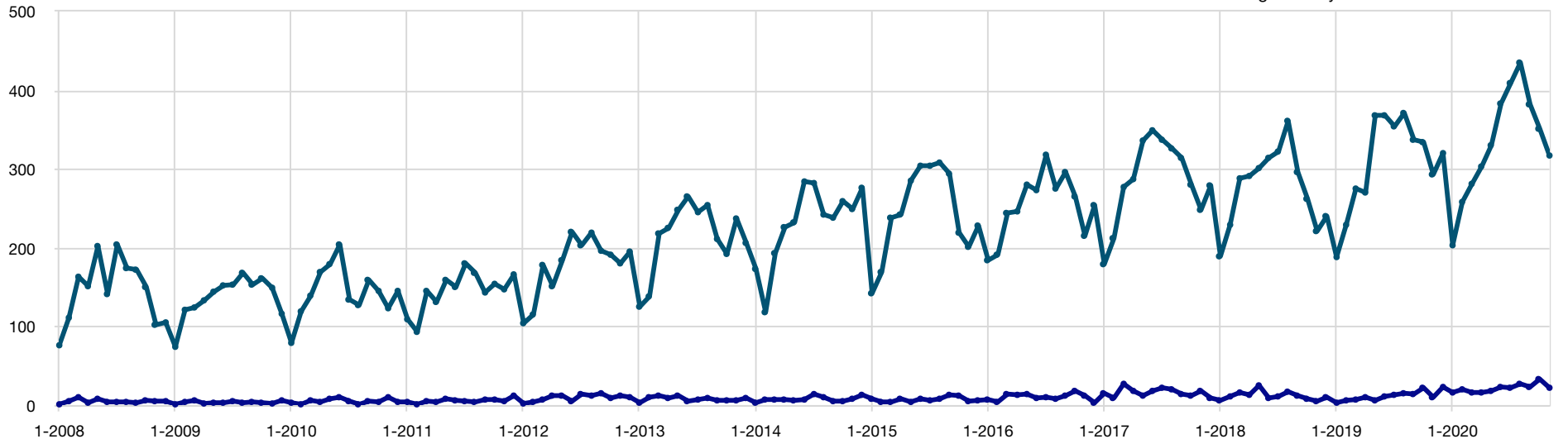


## Year to Date



| Closed Sales   | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 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%               |
| <b>11-2020</b> | <b>317</b>    | <b>+ 8.2%</b>         | <b>22</b>         | <b>+ 120.0%</b>       |
| 12-Month Avg   | 331           | + 9.6%                | 22                | + 100.0%              |

## Historical Closed Sales by Month

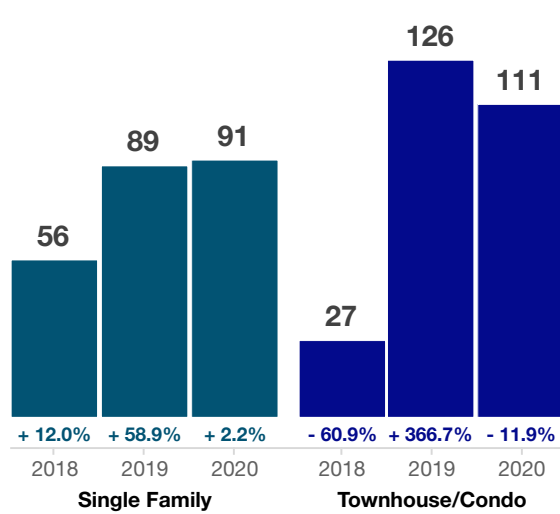


# Days on Market Until Sale

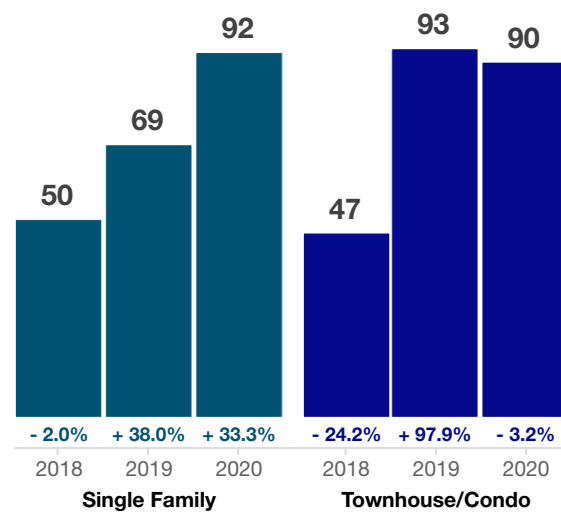
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



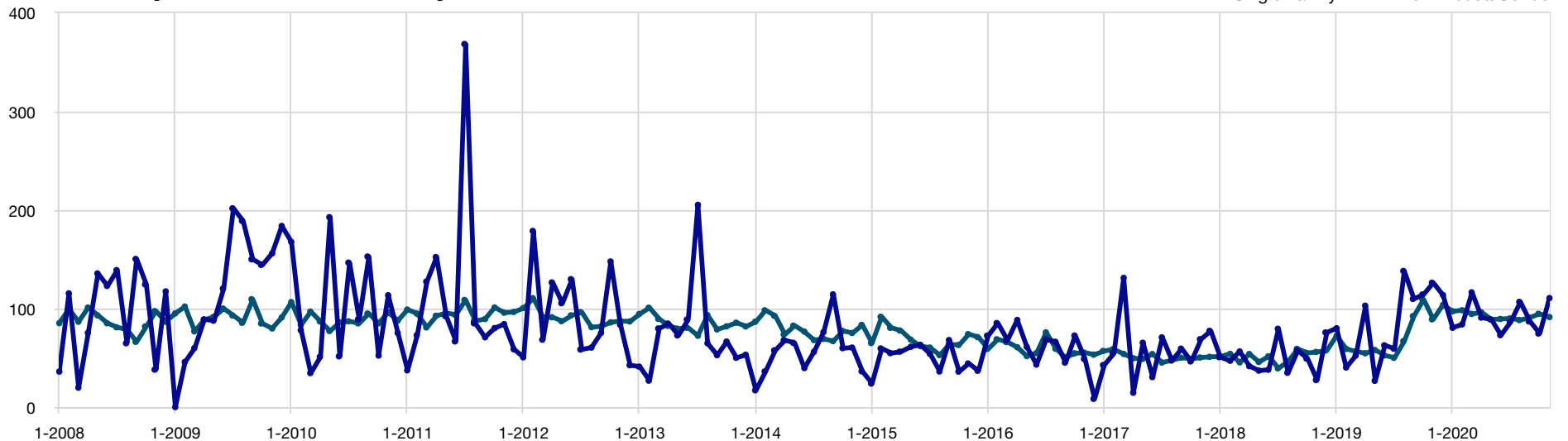
## Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 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%               |
| <b>11-2020</b> | <b>91</b>     | <b>+ 2.2%</b>         | <b>111</b>        | <b>- 11.9%</b>        |
| 12-Month Avg*  | 93            | + 36.2%               | 92                | + 0.5%                |

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

## Historical Days on Market Until Sale by Month



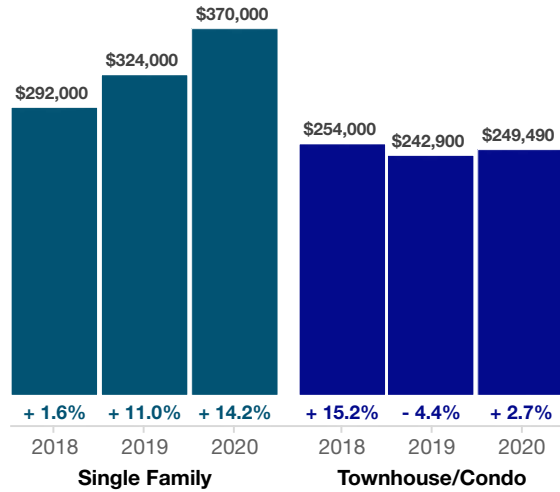


# Median Sales Price

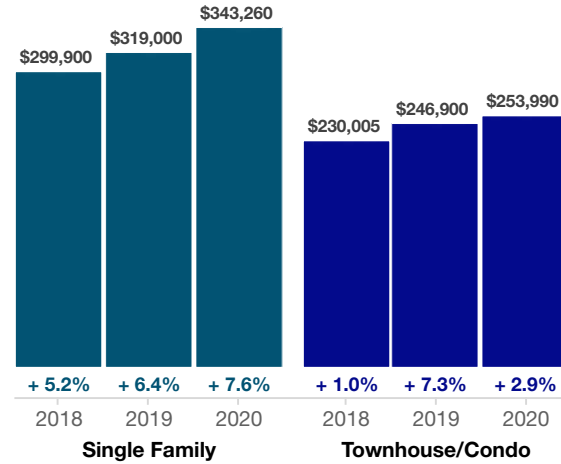
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



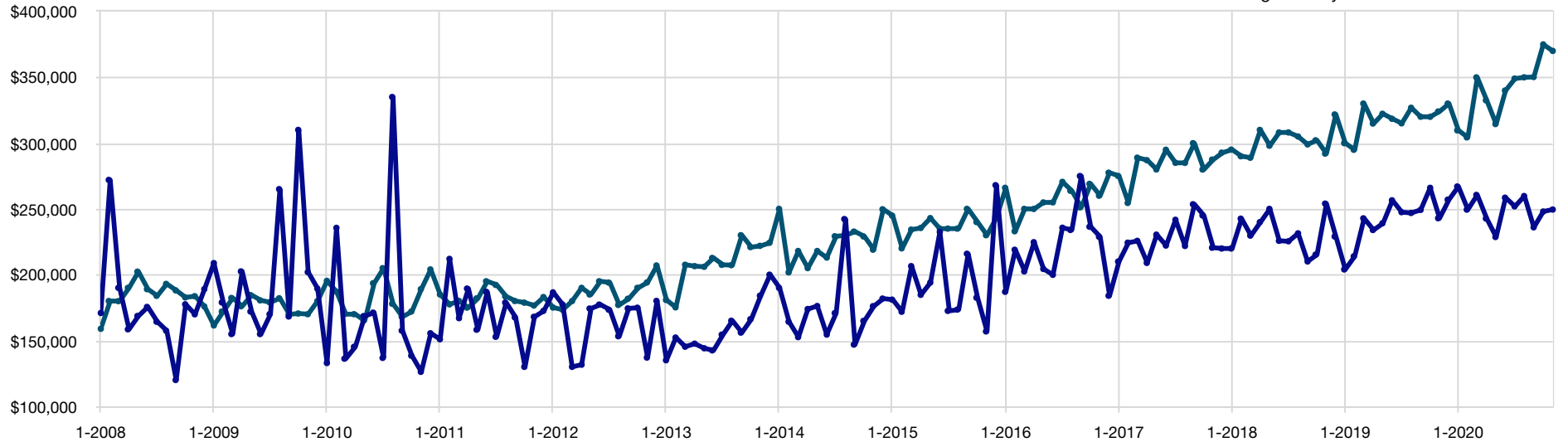
## Year to Date



| Median Sales Price | Single Family    | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|-------------------|-----------------------|
| 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             | \$349,900        | + 6.0%                | \$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%                |
| <b>11-2020</b>     | <b>\$370,000</b> | <b>+ 14.2%</b>        | <b>\$249,490</b>  | <b>+ 2.7%</b>         |
| 12-Month Avg*      | \$342,565        | + 7.3%                | \$254,000         | + 4.5%                |

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

## Historical Median Sales Price by Month

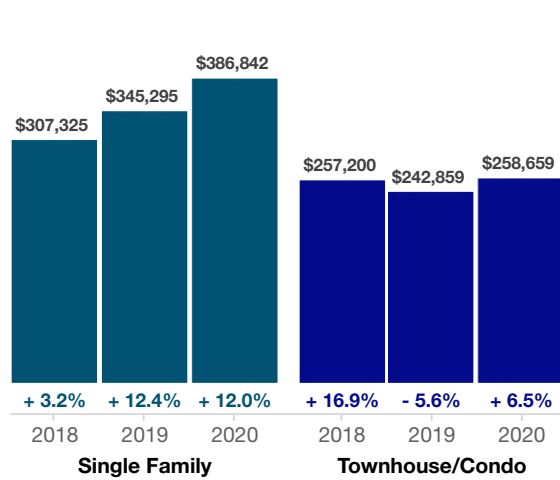


# Average Sales Price

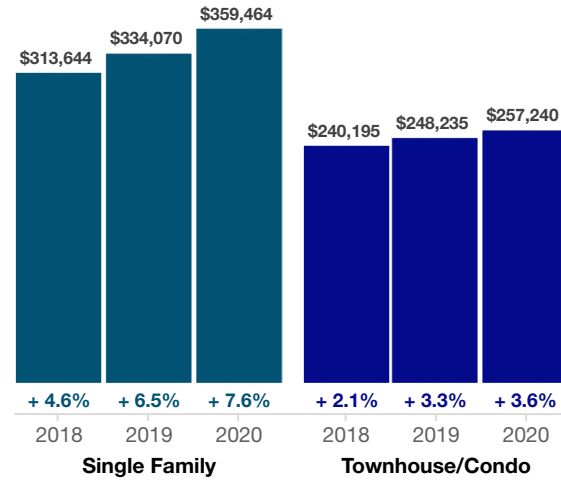
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



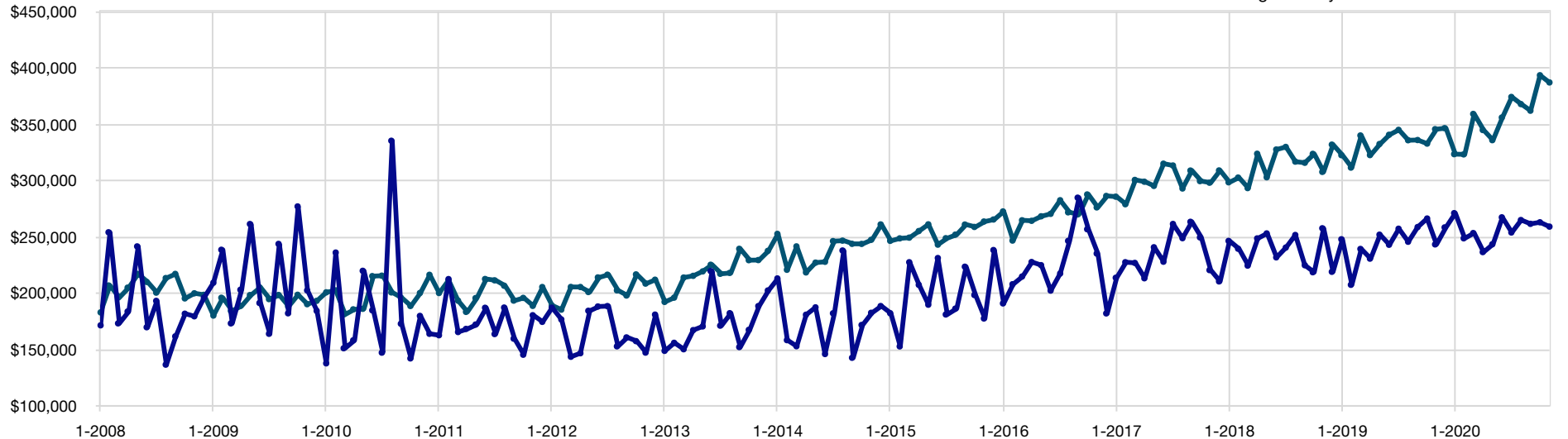
## Year to Date



| Avg. Sales Price | Single Family    | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------|------------------|-----------------------|-------------------|-----------------------|
| 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           | \$358,850        | + 5.6%                | \$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%                |
| <b>11-2020</b>   | <b>\$386,842</b> | <b>+ 12.0%</b>        | <b>\$258,659</b>  | <b>+ 6.5%</b>         |
| 12-Month Avg*    | \$358,393        | + 7.3%                | \$257,303         | + 4.6%                |

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

## Historical Average Sales Price by Month

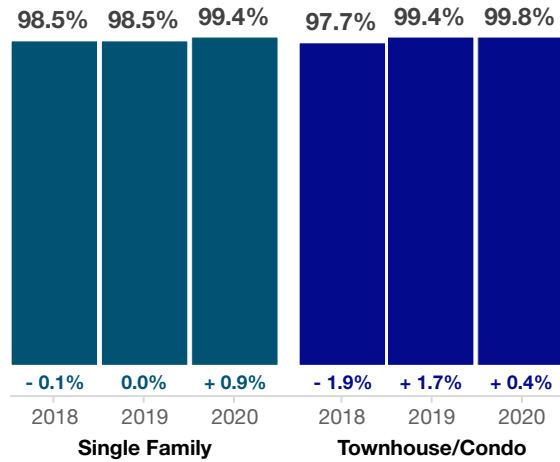


# Percent of List Price Received

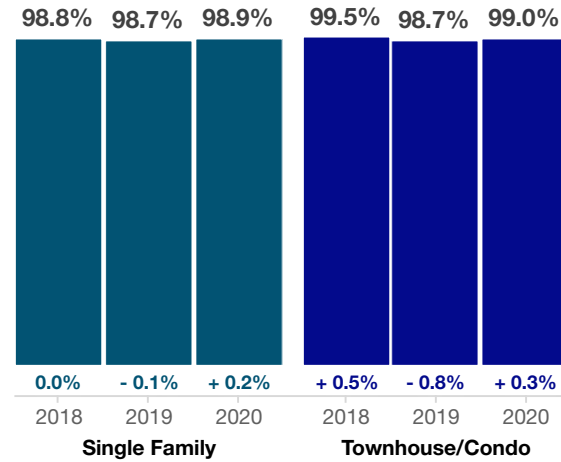
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



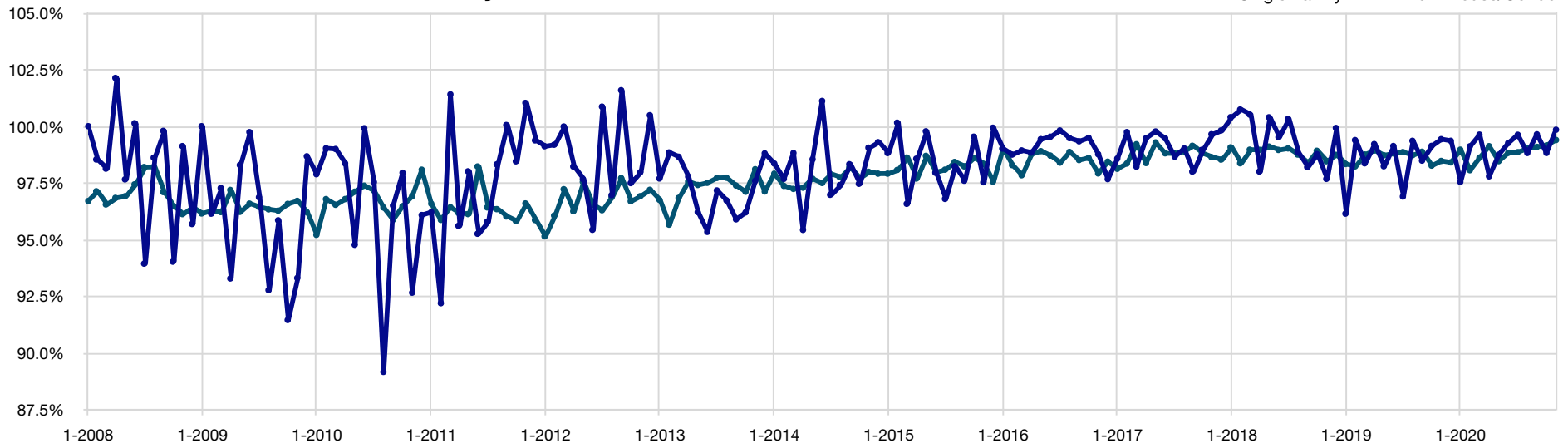
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------------|-----------------------|
| 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                      | 98.6%         | - 0.1%                | 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%                |
| <b>11-2020</b>              | <b>99.4%</b>  | <b>+ 0.9%</b>         | <b>99.8%</b>      | <b>+ 0.4%</b>         |
| 12-Month Avg*               | 98.8%         | + 0.2%                | 99.1%             | + 0.3%                |

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

## Historical Percent of List Price Received by Month

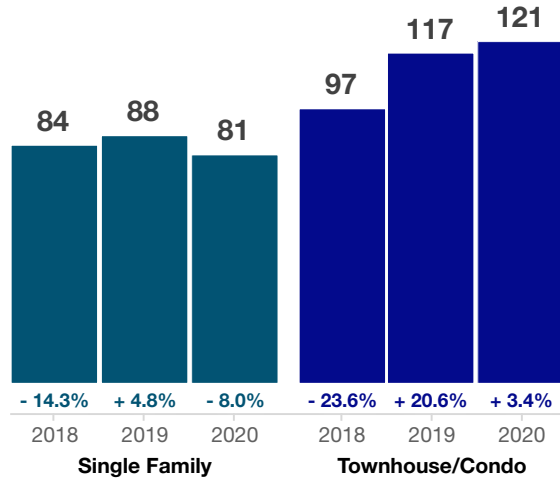


# Housing Affordability Index

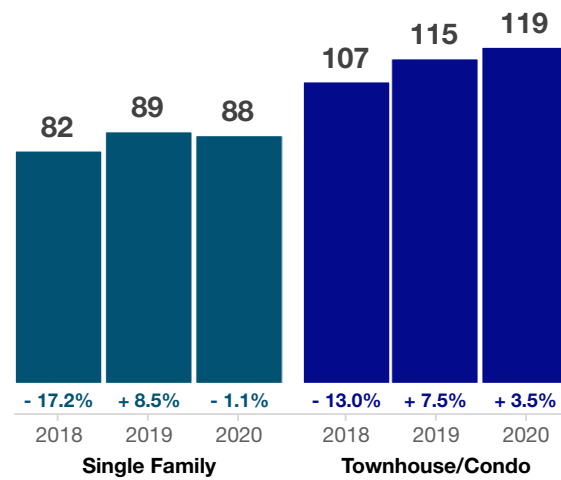
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

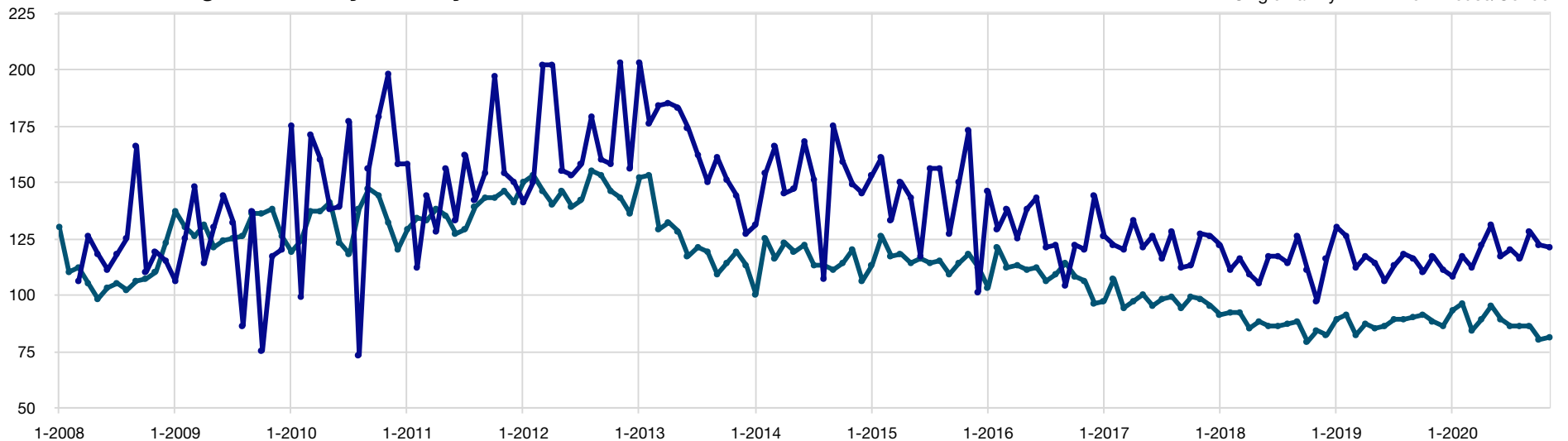


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| 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              | 84            | + 2.4%                | 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%               |
| <b>11-2020</b>      | <b>81</b>     | <b>- 8.0%</b>         | <b>121</b>        | <b>+ 3.4%</b>         |
| 12-Month Avg        | 88            | + 1.1%                | 119               | + 2.6%                |

## Historical Housing Affordability Index by Month

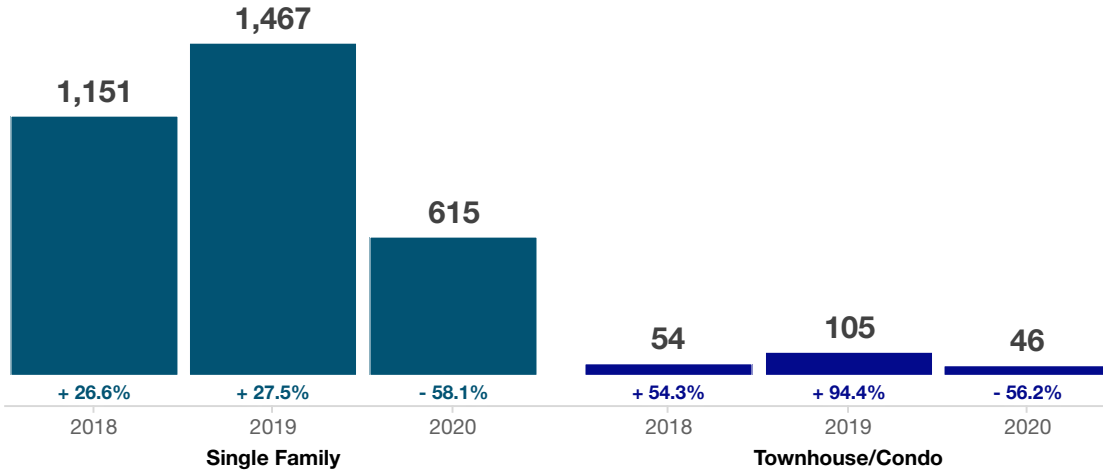


# Inventory of Homes for Sale

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

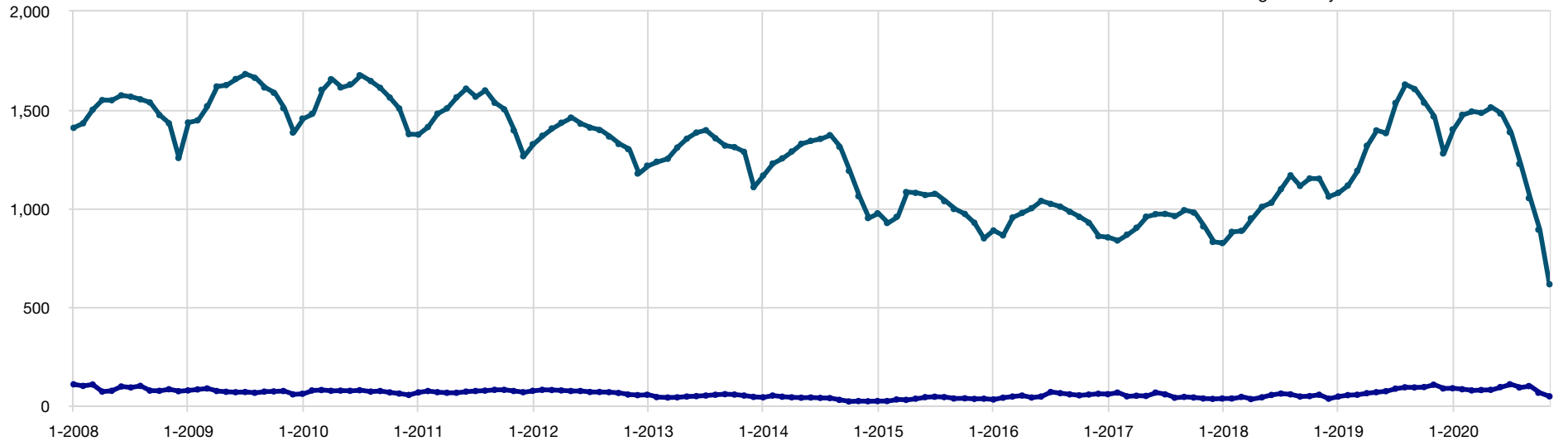


## November



| Homes for Sale | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 12-2019        | 1,279         | + 20.7%               | 86                | + 152.9%              |
| 1-2020         | 1,401         | + 29.8%               | 87                | + 93.3%               |
| 2-2020         | 1,475         | + 32.2%               | 82                | + 57.7%               |
| 3-2020         | 1,492         | + 25.3%               | 76                | + 40.7%               |
| 4-2020         | 1,485         | + 12.7%               | 78                | + 25.8%               |
| 5-2020         | 1,513         | + 8.4%                | 79                | + 17.9%               |
| 6-2020         | 1,482         | + 7.2%                | 93                | + 29.2%               |
| 7-2020         | 1,387         | - 9.6%                | 107               | + 25.9%               |
| 8-2020         | 1,226         | - 24.7%               | 91                | - 1.1%                |
| 9-2020         | 1,052         | - 34.5%               | 98                | + 7.7%                |
| 10-2020        | 892           | - 42.0%               | 64                | - 31.2%               |
| <b>11-2020</b> | <b>615</b>    | <b>- 58.1%</b>        | <b>46</b>         | <b>- 56.2%</b>        |
| 12-Month Avg   | 1,275         | - 6.3%                | 82                | + 15.5%               |

## Historical Inventory of Homes for Sale by Month

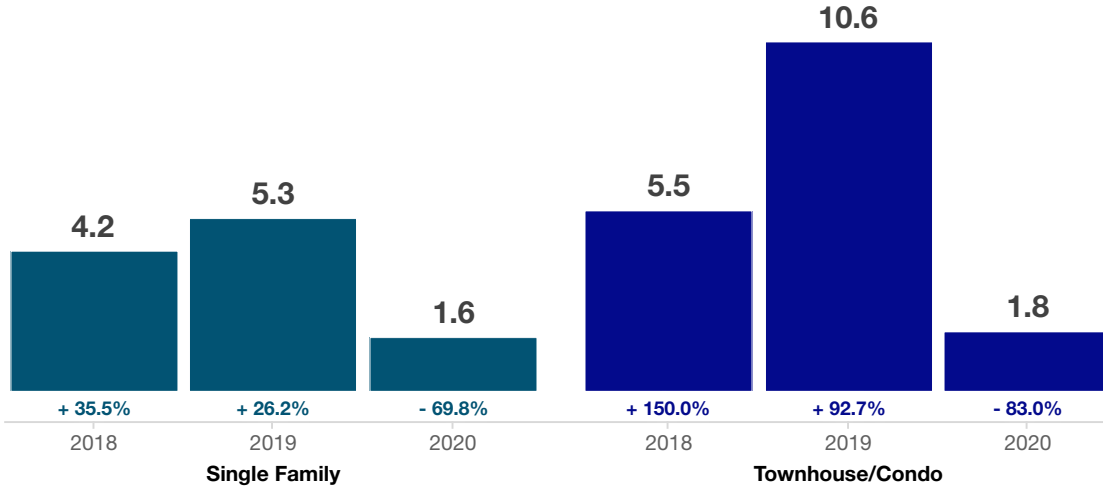


# Months Supply of Inventory

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.



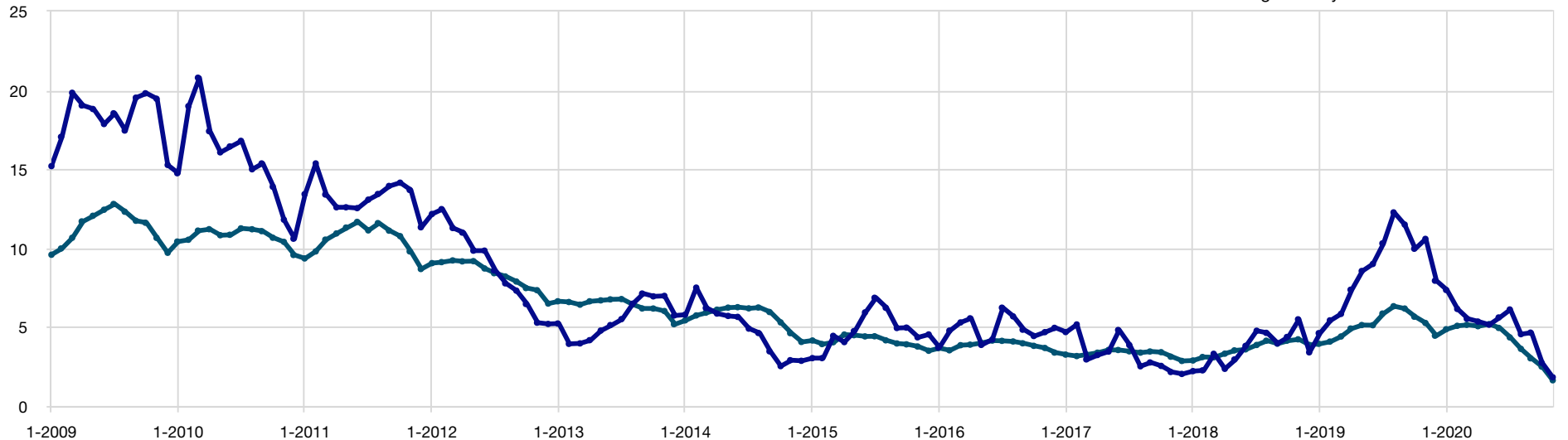
## November



| Months Supply  | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 12-2019        | 4.5           | + 15.4%               | 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         | 5.1           | + 4.1%                | 5.3               | - 28.4%               |
| 5-2020         | 5.2           | + 2.0%                | 5.2               | - 39.5%               |
| 6-2020         | 4.9           | - 3.9%                | 5.6               | - 37.8%               |
| 7-2020         | 4.3           | - 27.1%               | 6.1               | - 40.8%               |
| 8-2020         | 3.6           | - 42.9%               | 4.6               | - 62.6%               |
| 9-2020         | 3.0           | - 51.6%               | 4.6               | - 60.0%               |
| 10-2020        | 2.5           | - 56.1%               | 2.7               | - 73.0%               |
| <b>11-2020</b> | <b>1.6</b>    | <b>- 69.8%</b>        | <b>1.8</b>        | <b>- 83.0%</b>        |
| 12-Month Avg*  | 4.2           | - 17.9%               | 5.2               | - 36.3%               |

\* Months Supply for all properties from December 2019 through November 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 | 11-2019   | 11-2020          | % Change | YTD 2019  | YTD 2020         | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                   |                      | 481       | <b>411</b>       | - 14.6%  | 6,455     | <b>6,275</b>     | - 2.8%   |
| <b>Pending Sales</b>                  |                      | 296       | <b>556</b>       | + 87.8%  | 3,243     | <b>4,496</b>     | + 38.6%  |
| <b>Closed Sales</b>                   |                      | 303       | <b>339</b>       | + 11.9%  | 3,504     | <b>3,888</b>     | + 11.0%  |
| <b>Days on Market Until Sale</b>      |                      | 90        | <b>93</b>        | + 3.3%   | 70        | <b>92</b>        | + 31.4%  |
| <b>Median Sales Price</b>             |                      | \$315,000 | <b>\$361,000</b> | + 14.6%  | \$312,900 | <b>\$334,245</b> | + 6.8%   |
| <b>Average Sales Price</b>            |                      | \$341,892 | <b>\$378,474</b> | + 10.7%  | \$331,200 | <b>\$353,238</b> | + 6.7%   |
| <b>Percent of List Price Received</b> |                      | 98.5%     | <b>99.4%</b>     | + 0.9%   | 98.7%     | <b>98.9%</b>     | + 0.2%   |
| <b>Housing Affordability Index</b>    |                      | 90        | <b>84</b>        | - 6.7%   | 91        | <b>90</b>        | - 1.1%   |
| <b>Inventory of Homes for Sale</b>    |                      | 1,572     | <b>661</b>       | - 58.0%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>     |                      | 5.4       | <b>1.6</b>       | - 70.4%  | —         | —                | —        |