

## Wilson County

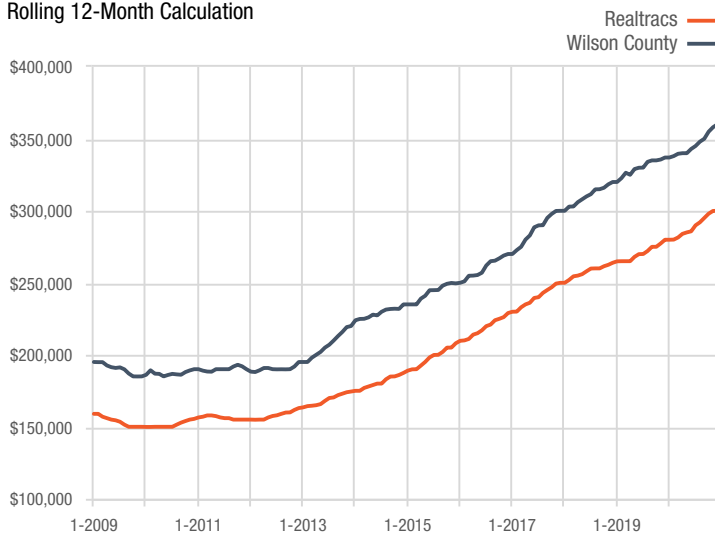
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
<b>Key Metrics</b>						
New Listings	357	<b>309</b>	- 13.4%	5,759	<b>5,517</b>	- 4.2%
Pending Sales	274	<b>421</b>	+ 53.6%	2,944	<b>3,885</b>	+ 32.0%
Closed Sales	278	<b>303</b>	+ 9.0%	3,189	<b>3,428</b>	+ 7.5%
Days on Market Until Sale	100	<b>92</b>	- 8.0%	69	<b>91</b>	+ 31.9%
Median Sales Price*	\$349,395	<b>\$383,990</b>	+ 9.9%	\$337,000	<b>\$360,000</b>	+ 6.8%
Average Sales Price*	\$366,705	<b>\$409,948</b>	+ 11.8%	\$356,403	<b>\$382,849</b>	+ 7.4%
Percent of List Price Received*	98.9%	<b>99.7%</b>	+ 0.8%	99.0%	<b>99.3%</b>	+ 0.3%
Inventory of Homes for Sale	1,043	<b>421</b>	- 59.6%	—	—	—
Months Supply of Inventory	4.3	<b>1.3</b>	- 69.8%	—	—	—

Townhouse/Condo	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
<b>Key Metrics</b>						
New Listings	26	<b>12</b>	- 53.8%	295	<b>378</b>	+ 28.1%
Pending Sales	19	<b>34</b>	+ 78.9%	125	<b>292</b>	+ 133.6%
Closed Sales	23	<b>25</b>	+ 8.7%	136	<b>254</b>	+ 86.8%
Days on Market Until Sale	114	<b>128</b>	+ 12.3%	96	<b>94</b>	- 2.1%
Median Sales Price*	\$257,000	<b>\$253,490</b>	- 1.4%	\$246,900	<b>\$253,490</b>	+ 2.7%
Average Sales Price*	\$257,948	<b>\$249,195</b>	- 3.4%	\$249,319	<b>\$254,625</b>	+ 2.1%
Percent of List Price Received*	99.4%	<b>99.7%</b>	+ 0.3%	99.0%	<b>99.2%</b>	+ 0.2%
Inventory of Homes for Sale	84	<b>39</b>	- 53.6%	—	—	—
Months Supply of Inventory	8.1	<b>1.6</b>	- 80.2%	—	—	—

\* 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.

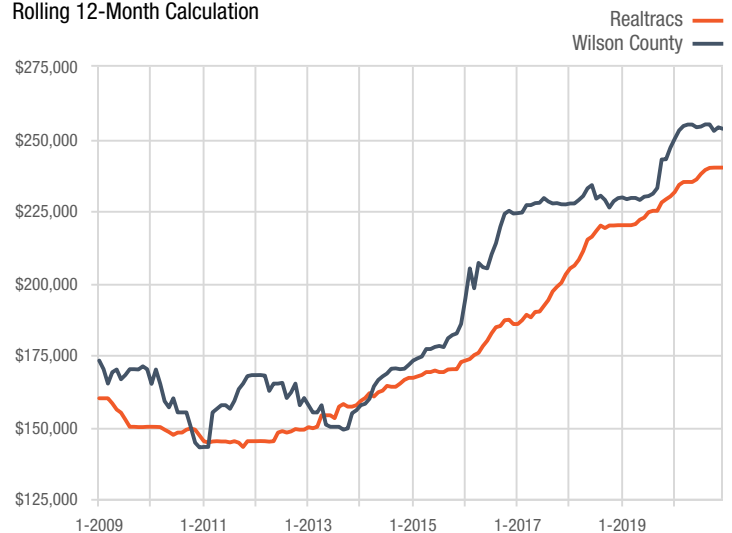
### Median Sales Price - Single-Family

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



## December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings decreased 12.8 percent for Single Family and 48.1 percent for Townhouse/Condo. Pending Sales increased 58.1 percent for Single Family and 84.2 percent for Townhouse/Condo. Inventory decreased 57.3 percent for Single Family and 52.9 percent for Townhouse/Condo.

Median Sales Price increased 10.6 percent to \$365,000 for Single Family but decreased 1.4 percent to \$253,490 for Townhouse/Condo. Days on Market decreased 9.6 percent for Single Family but increased 12.3 percent for Townhouse/Condo. Months Supply of Inventory decreased 66.7 percent for Single Family and 80.2 percent for Townhouse/Condo.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Quick Facts

**+ 11.7%**

Change in  
**Closed Sales**  
All Properties

**+ 9.4%**

Change in  
**Median Sales Price**  
All Properties

**- 57.0%**

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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		405	<b>353</b>	- 12.8%	6,581	<b>6,251</b>	- 5.0%
<b>Pending Sales</b>		313	<b>495</b>	+ 58.1%	3,444	<b>4,506</b>	+ 30.8%
<b>Closed Sales</b>		320	<b>358</b>	+ 11.9%	3,707	<b>4,021</b>	+ 8.5%
<b>Days on Market Until Sale</b>		104	<b>94</b>	- 9.6%	72	<b>92</b>	+ 27.8%
<b>Median Sales Price</b>		\$330,000	<b>\$365,000</b>	+ 10.6%	\$319,990	<b>\$345,000</b>	+ 7.8%
<b>Average Sales Price</b>		\$346,218	<b>\$384,164</b>	+ 11.0%	\$335,120	<b>\$361,634</b>	+ 7.9%
<b>Percent of List Price Received</b>		98.4%	<b>99.1%</b>	+ 0.7%	98.6%	<b>98.9%</b>	+ 0.3%
<b>Housing Affordability Index</b>		87	<b>86</b>	- 1.1%	89	<b>91</b>	+ 2.2%
<b>Inventory of Homes for Sale</b>		1,280	<b>547</b>	- 57.3%	—	—	—
<b>Months Supply of Inventory</b>		4.5	<b>1.5</b>	- 66.7%	—	—	—

# 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.



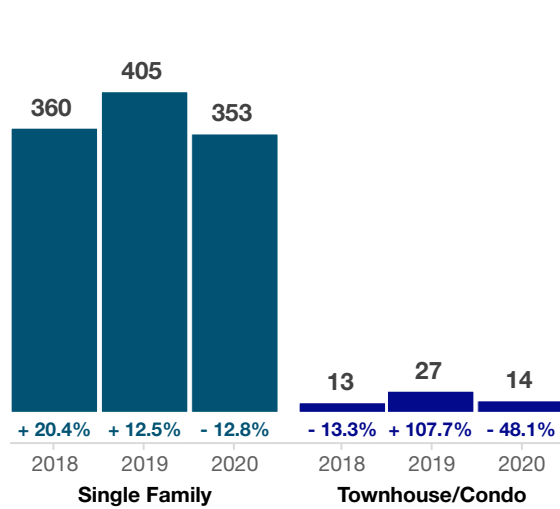
Key Metrics	Historical Sparkbars	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		27	14	- 48.1%	306	391	+ 27.8%
<b>Pending Sales</b>		19	35	+ 84.2%	129	300	+ 132.6%
<b>Closed Sales</b>		23	25	+ 8.7%	140	261	+ 86.4%
<b>Days on Market Until Sale</b>		114	128	+ 12.3%	96	94	- 2.1%
<b>Median Sales Price</b>		\$257,000	\$253,490	- 1.4%	\$247,745	\$253,990	+ 2.5%
<b>Average Sales Price</b>		\$257,948	\$249,195	- 3.4%	\$249,831	\$256,469	+ 2.7%
<b>Percent of List Price Received</b>		99.4%	99.7%	+ 0.3%	98.8%	99.1%	+ 0.3%
<b>Housing Affordability Index</b>		111	124	+ 11.7%	115	123	+ 7.0%
<b>Inventory of Homes for Sale</b>		87	41	- 52.9%	—	—	—
<b>Months Supply of Inventory</b>		8.1	1.6	- 80.2%	—	—	—

# New Listings

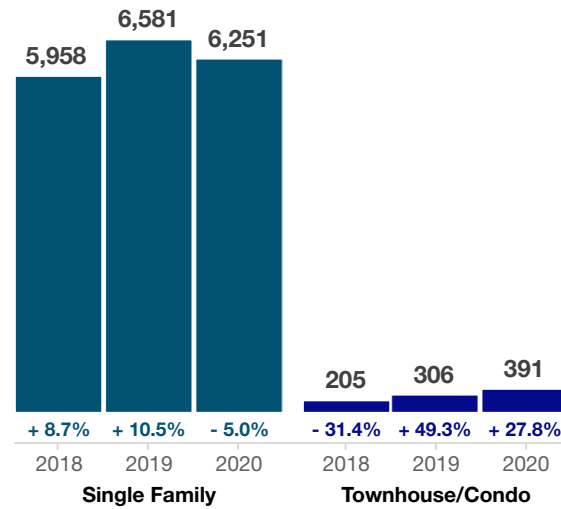
A count of the properties that have been newly listed on the market in a given month.



## December

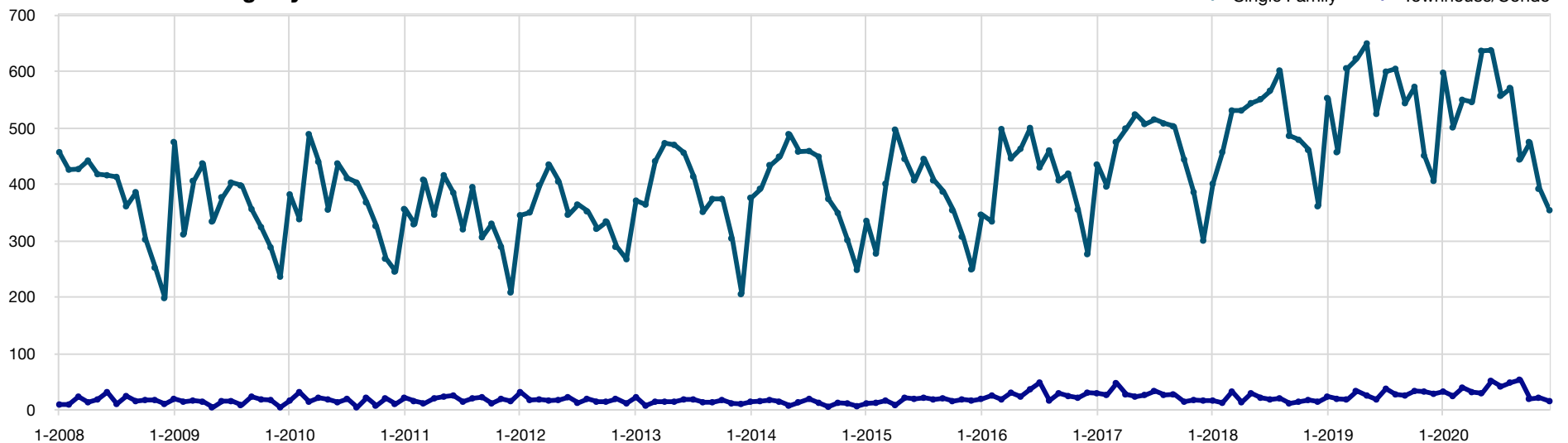


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2020	597	+ 8.2%	31	+ 40.9%
2-2020	500	+ 9.6%	23	+ 27.8%
3-2020	549	- 9.3%	38	+ 123.5%
4-2020	545	- 12.4%	30	- 6.3%
5-2020	636	- 2.0%	28	+ 16.7%
6-2020	637	+ 21.6%	50	+ 194.1%
7-2020	556	- 7.2%	40	+ 11.1%
8-2020	570	- 5.6%	47	+ 80.8%
9-2020	443	- 18.4%	52	+ 116.7%
10-2020	474	- 17.1%	18	- 43.8%
11-2020	391	- 13.1%	20	- 35.5%
<b>12-2020</b>	<b>353</b>	<b>- 12.8%</b>	<b>14</b>	<b>- 48.1%</b>
12-Month Avg	521	- 4.9%	33	+ 26.9%

## Historical New Listings by Month

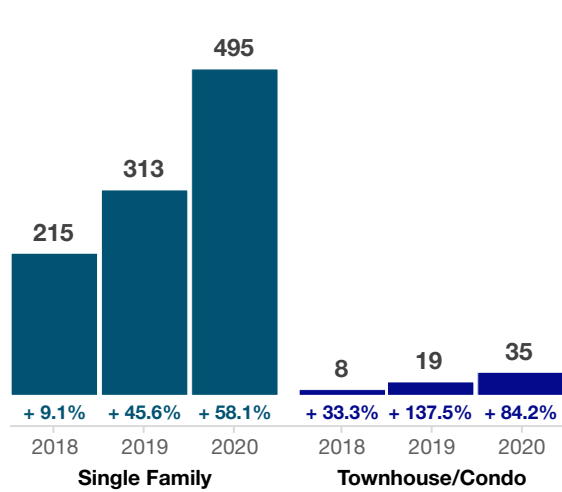


# Pending Sales

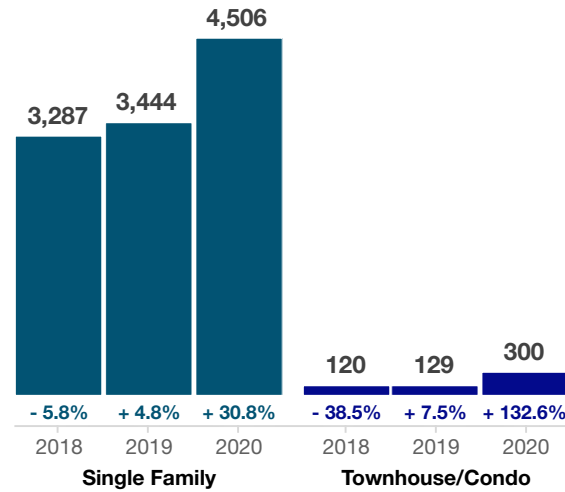
A count of the properties on which offers have been accepted in a given month.



## December

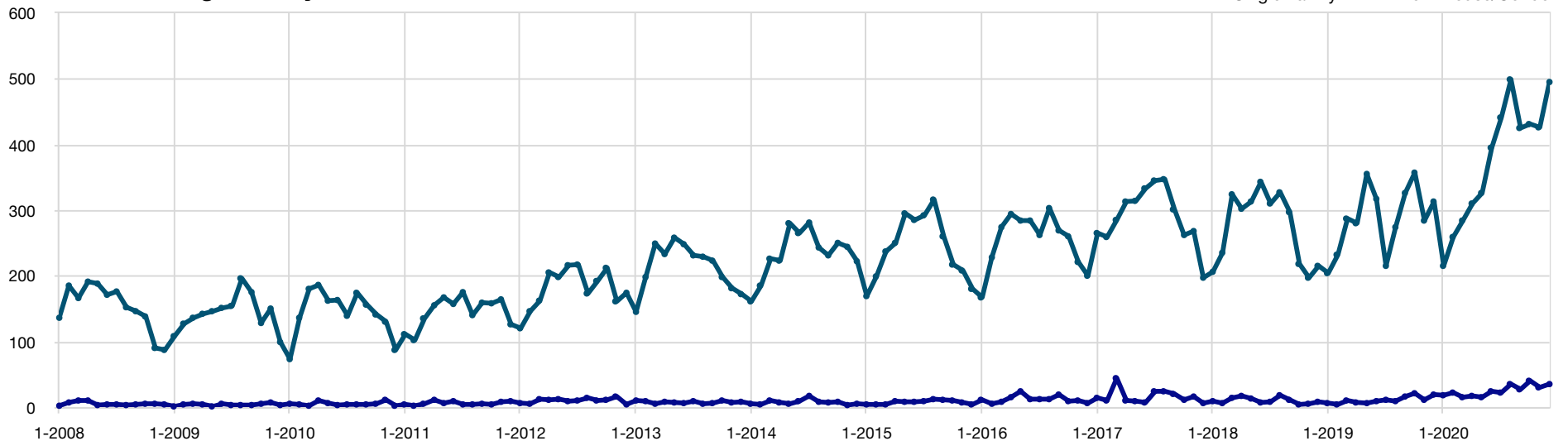


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2020	215	+ 5.4%	18	+ 200.0%
2-2020	259	+ 11.6%	22	+ 450.0%
3-2020	284	- 1.0%	15	+ 50.0%
4-2020	310	+ 10.7%	17	+ 142.9%
5-2020	326	- 8.2%	15	+ 150.0%
6-2020	395	+ 24.6%	24	+ 166.7%
7-2020	441	+ 105.1%	22	+ 100.0%
8-2020	499	+ 82.1%	35	+ 288.9%
9-2020	425	+ 30.4%	27	+ 68.8%
10-2020	431	+ 20.7%	40	+ 90.5%
11-2020	426	+ 50.0%	30	+ 172.7%
<b>12-2020</b>	<b>495</b>	<b>+ 58.1%</b>	<b>35</b>	<b>+ 84.2%</b>
12-Month Avg	376	+ 31.0%	25	+ 127.3%

## Historical Pending Sales by Month

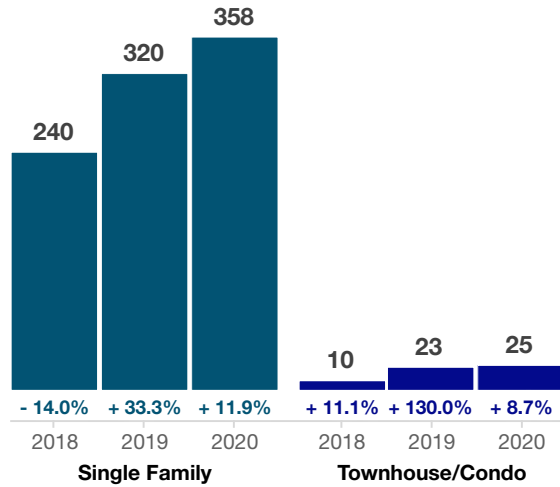


# Closed Sales

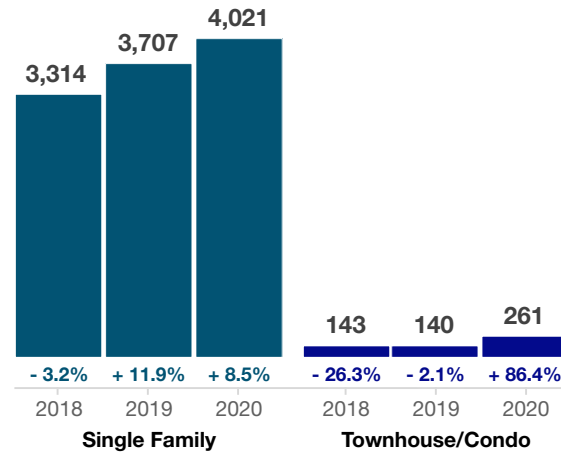
A count of the actual sales that closed in a given month.



## December

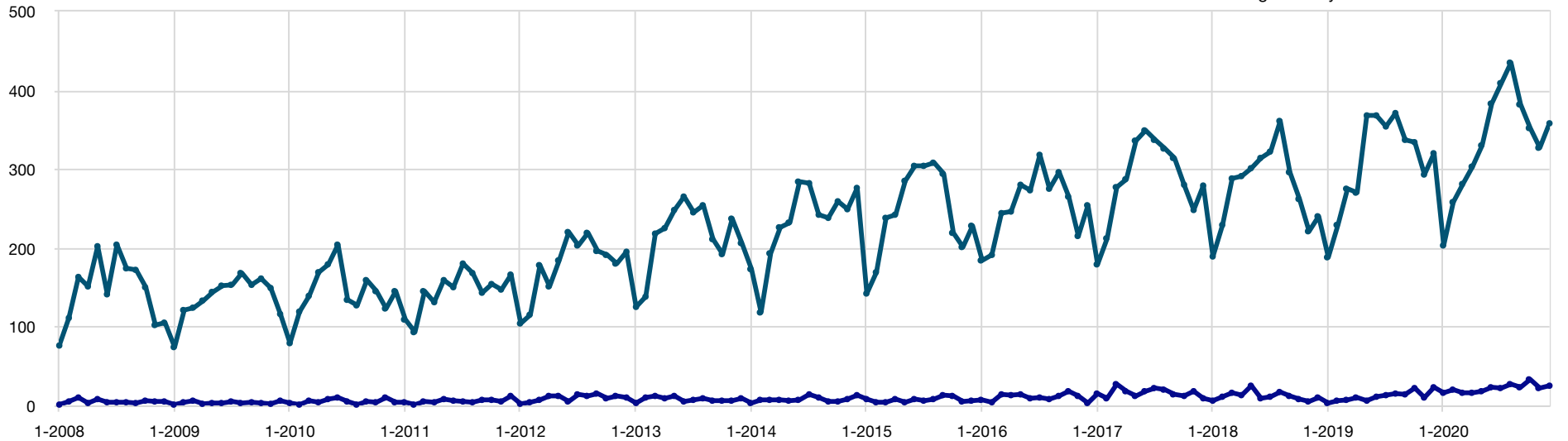


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	352	+ 5.4%	33	+ 50.0%
11-2020	327	+ 11.6%	22	+ 120.0%
<b>12-2020</b>	<b>358</b>	<b>+ 11.9%</b>	<b>25</b>	<b>+ 8.7%</b>
12-Month Avg	335	+ 8.4%	22	+ 83.3%

## Historical Closed Sales by Month

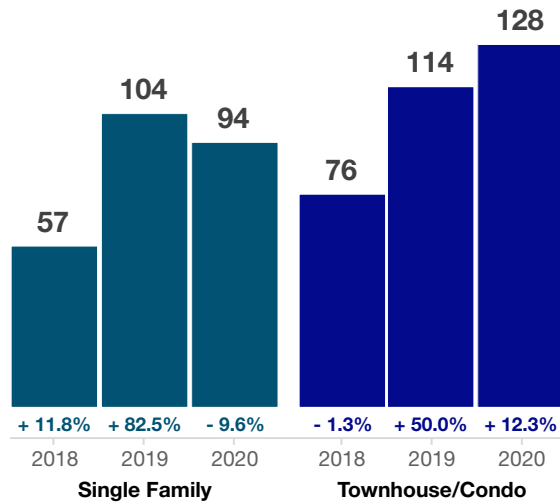


# Days on Market Until Sale

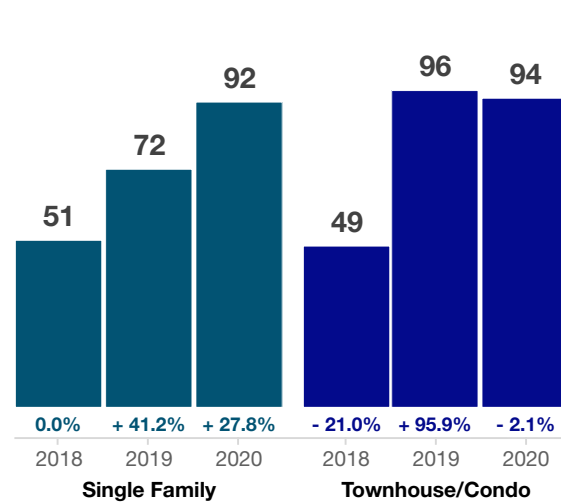
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



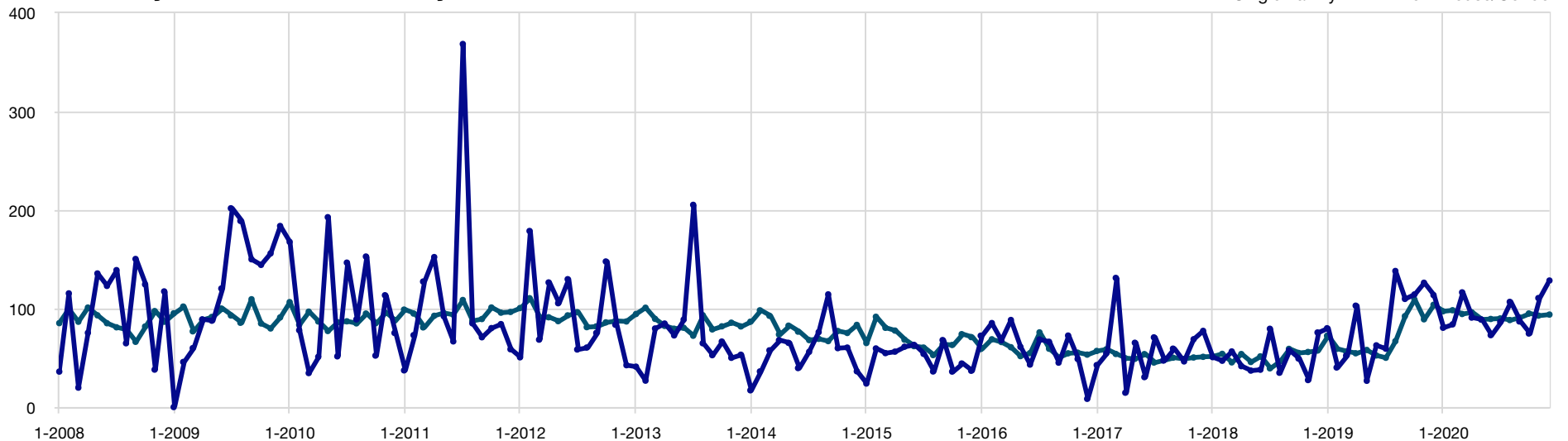
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
11-2020	93	+ 4.5%	111	- 11.9%
<b>12-2020</b>	<b>94</b>	<b>- 9.6%</b>	<b>128</b>	<b>+ 12.3%</b>
12-Month Avg*	92	+ 28.2%	94	- 2.8%

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

## Historical Days on Market Until Sale by Month



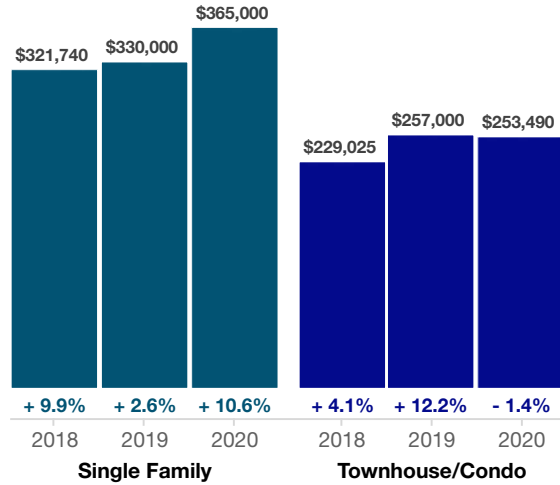


# Median Sales Price

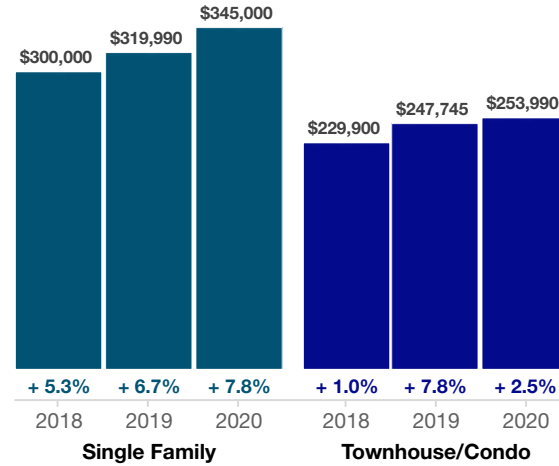
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



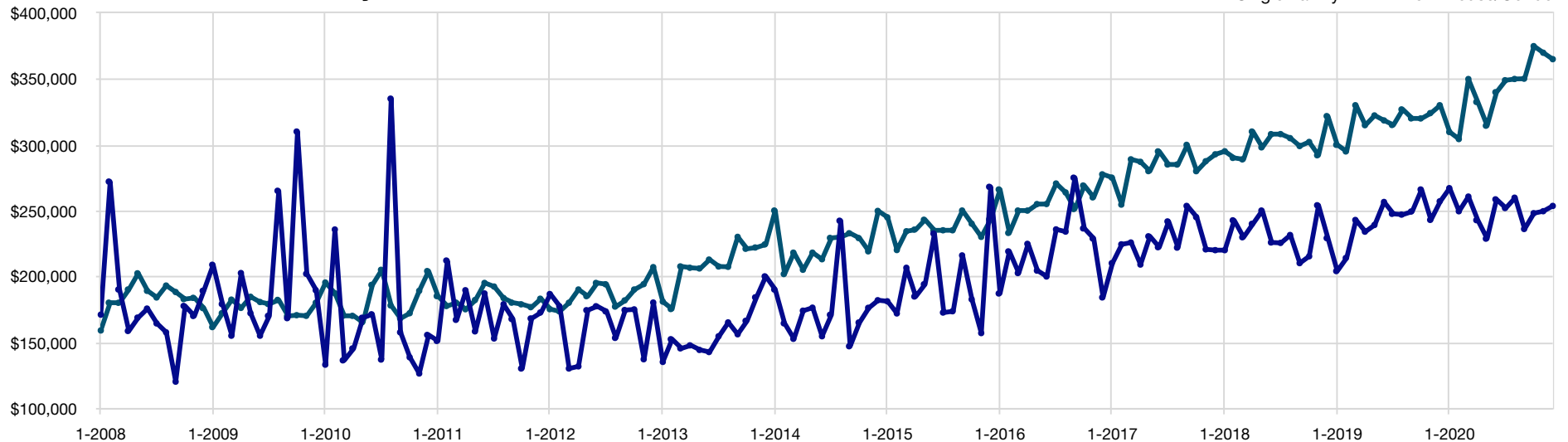
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$374,900	+ 17.2%	\$247,990	- 6.8%
11-2020	\$369,900	+ 14.2%	\$249,490	+ 2.7%
<b>12-2020</b>	<b>\$365,000</b>	<b>+ 10.6%</b>	<b>\$253,490</b>	<b>- 1.4%</b>
12-Month Avg*	\$345,000	+ 7.8%	\$253,990	+ 2.5%

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

## Historical Median Sales Price by Month

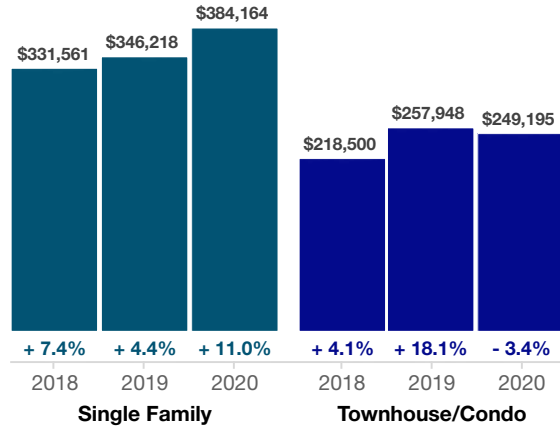


# Average Sales Price

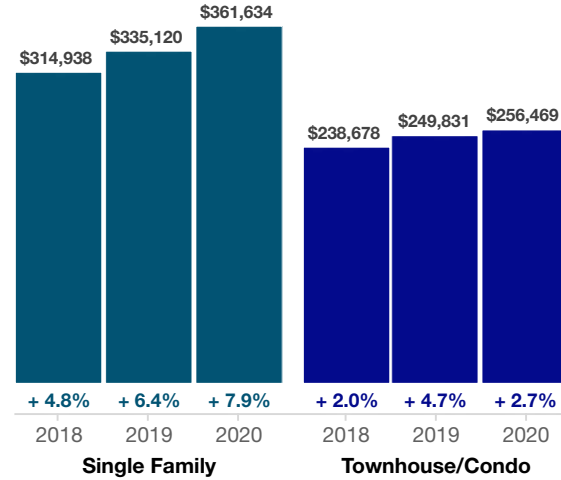
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



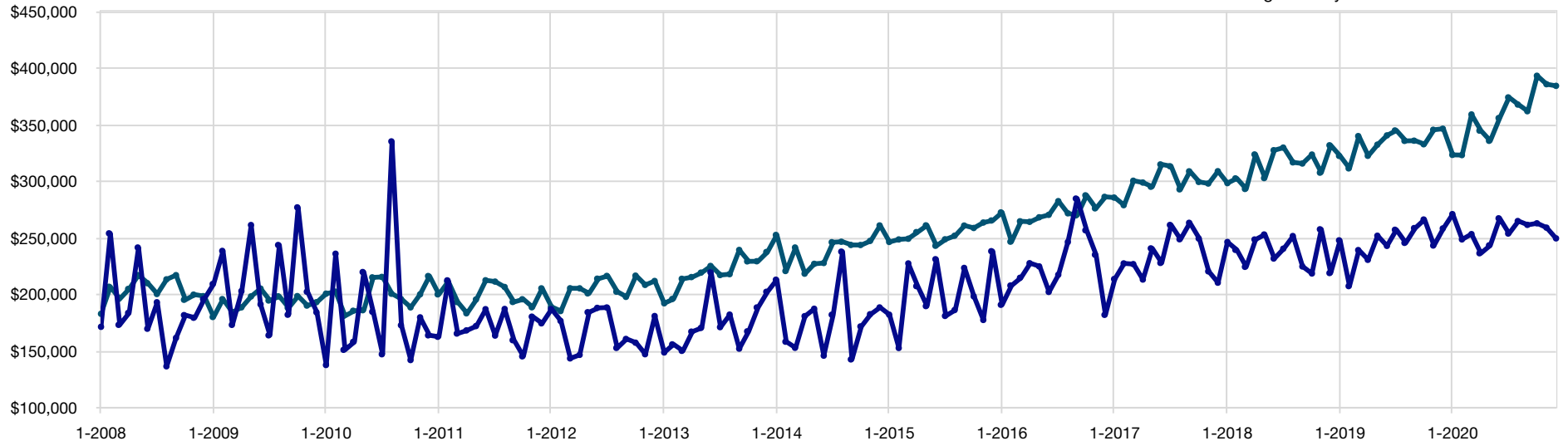
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$393,090	+ 18.2%	\$262,515	- 1.3%
11-2020	\$385,626	+ 11.7%	\$258,659	+ 6.5%
<b>12-2020</b>	<b>\$384,164</b>	<b>+ 11.0%</b>	<b>\$249,195</b>	<b>- 3.4%</b>
12-Month Avg*	\$361,634	+ 7.9%	\$256,469	+ 2.7%

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

## Historical Average Sales Price by Month

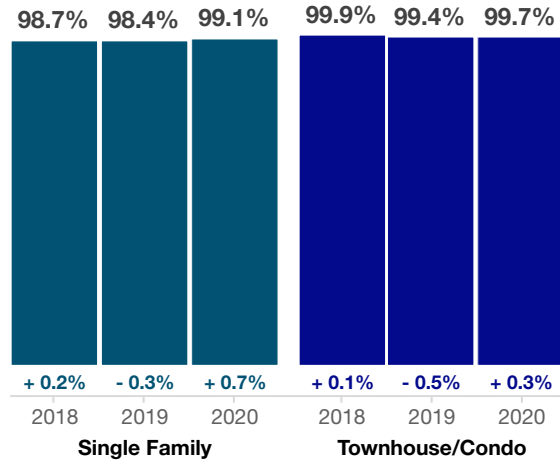


# Percent of List Price Received

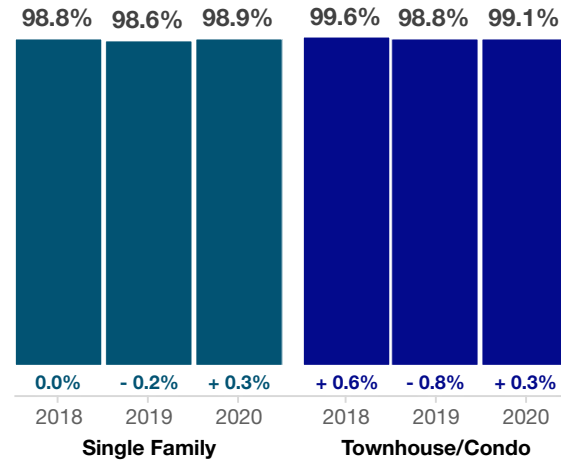
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



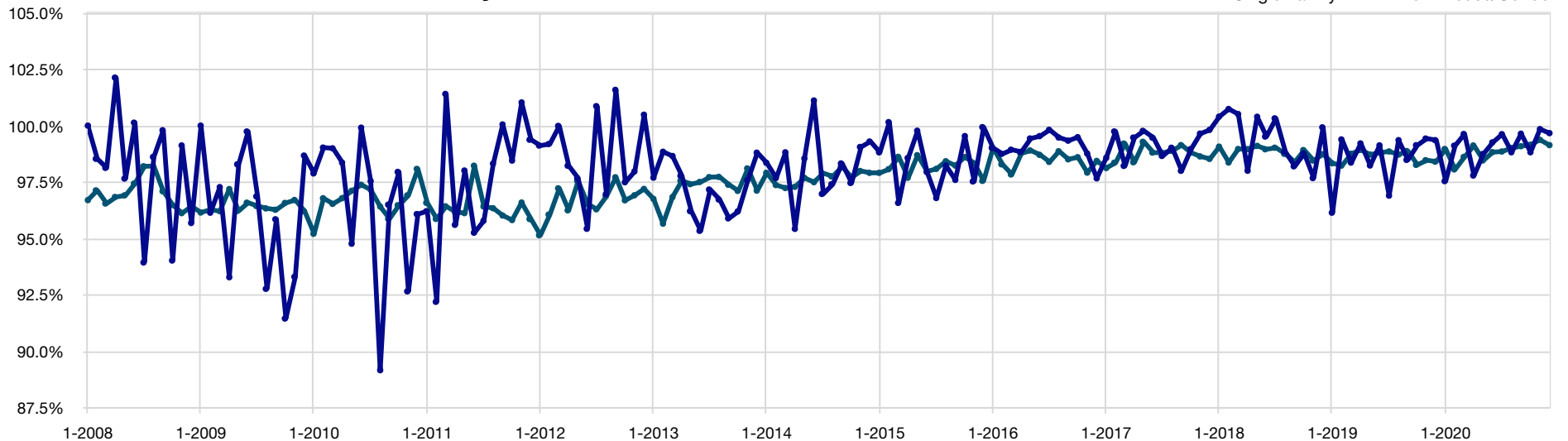
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
11-2020	99.4%	+ 0.9%	99.8%	+ 0.4%
<b>12-2020</b>	<b>99.1%</b>	<b>+ 0.7%</b>	<b>99.7%</b>	<b>+ 0.3%</b>
12-Month Avg*	98.9%	+ 0.3%	99.1%	+ 0.3%

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

## Historical Percent of List Price Received by Month

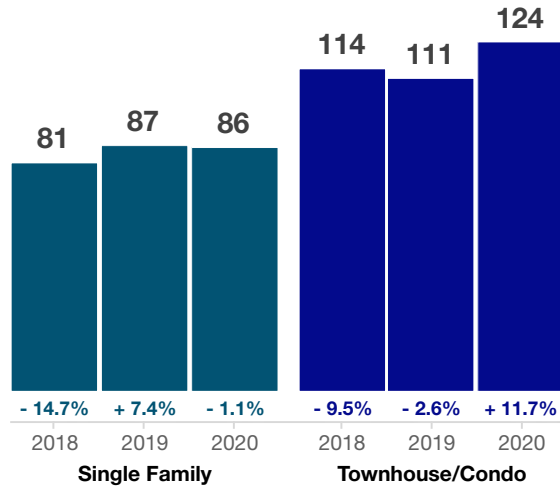


# Housing Affordability Index

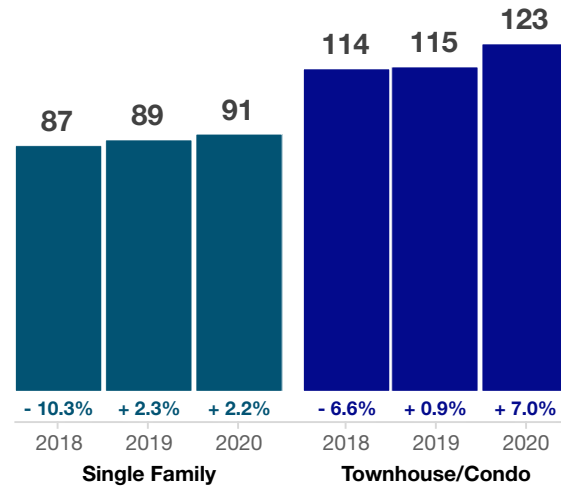
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

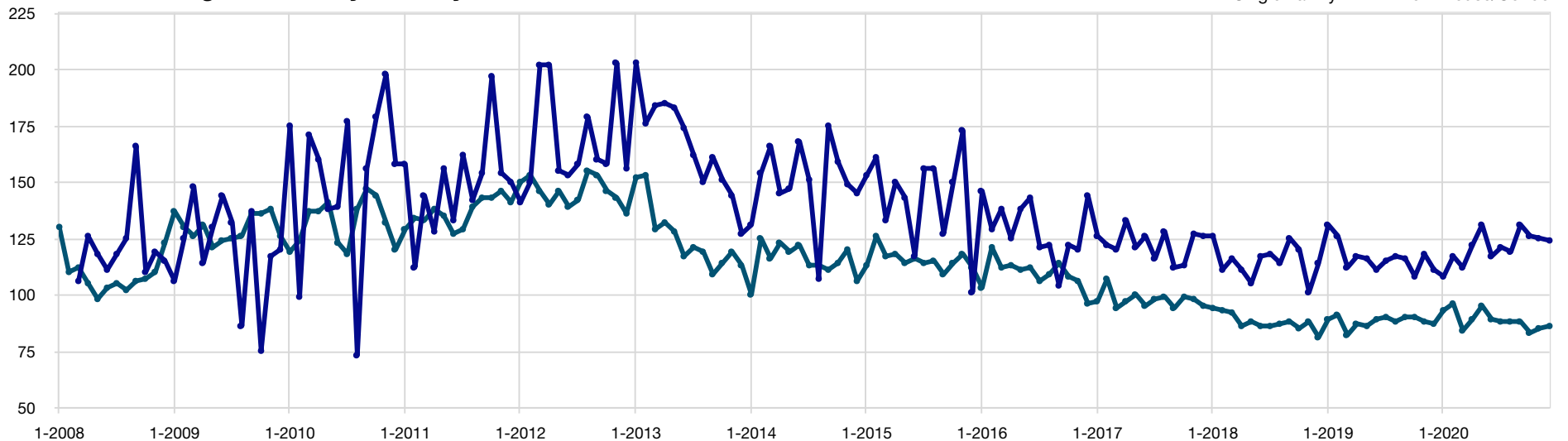


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2020	93	+ 4.5%	108	- 17.6%
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	+ 10.5%	131	+ 12.9%
6-2020	89	0.0%	117	+ 5.4%
7-2020	88	- 2.2%	121	+ 5.2%
8-2020	88	0.0%	119	+ 1.7%
9-2020	88	- 2.2%	131	+ 12.9%
10-2020	83	- 7.8%	126	+ 16.7%
11-2020	85	- 3.4%	125	+ 5.9%
<b>12-2020</b>	<b>86</b>	<b>- 1.1%</b>	<b>124</b>	<b>+ 11.7%</b>
12-Month Avg	89	+ 1.1%	121	+ 3.4%

## Historical Housing Affordability Index by Month

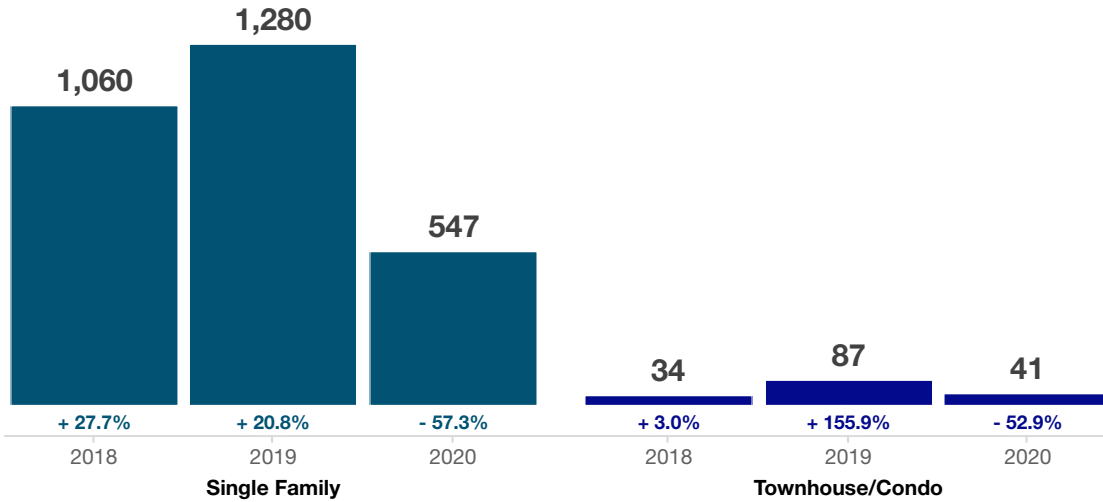


# Inventory of Homes for Sale

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

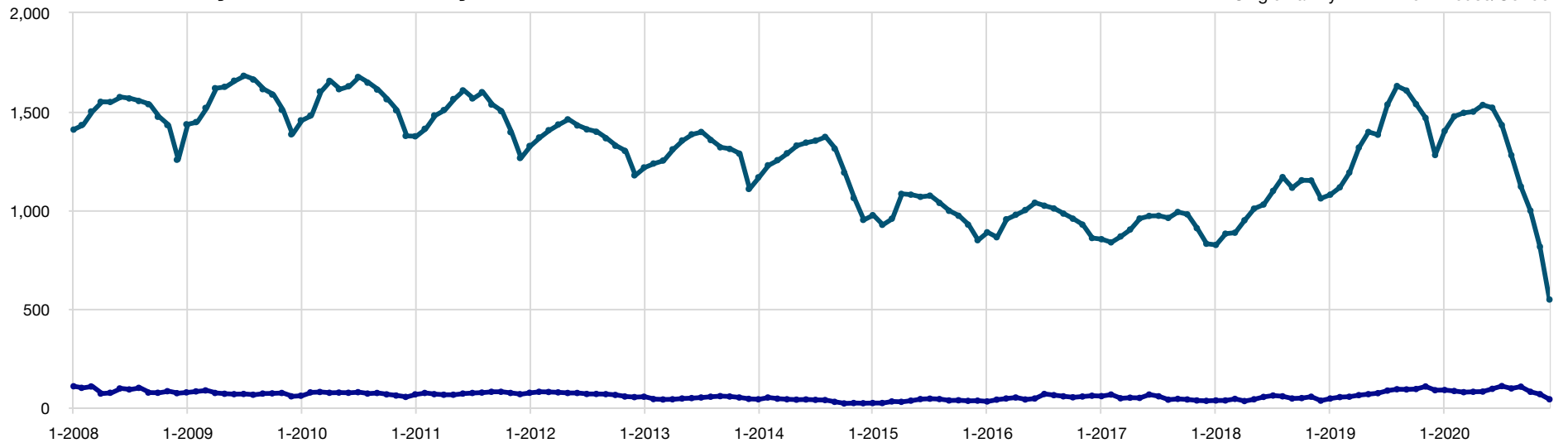


## December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2020	1,402	+ 29.9%	88	+ 95.6%
2-2020	1,476	+ 32.3%	83	+ 59.6%
3-2020	1,494	+ 25.4%	77	+ 42.6%
4-2020	1,500	+ 13.8%	79	+ 27.4%
5-2020	1,534	+ 9.8%	80	+ 19.4%
6-2020	1,520	+ 9.9%	94	+ 30.6%
7-2020	1,432	- 6.8%	108	+ 27.1%
8-2020	1,279	- 21.5%	96	+ 4.3%
9-2020	1,120	- 30.3%	105	+ 15.4%
10-2020	998	- 35.1%	79	- 15.1%
11-2020	815	- 44.5%	67	- 36.8%
<b>12-2020</b>	<b>547</b>	<b>- 57.3%</b>	<b>41</b>	<b>- 52.9%</b>
12-Month Avg	1,260	- 8.6%	83	+ 9.2%

## Historical Inventory of Homes for Sale by Month

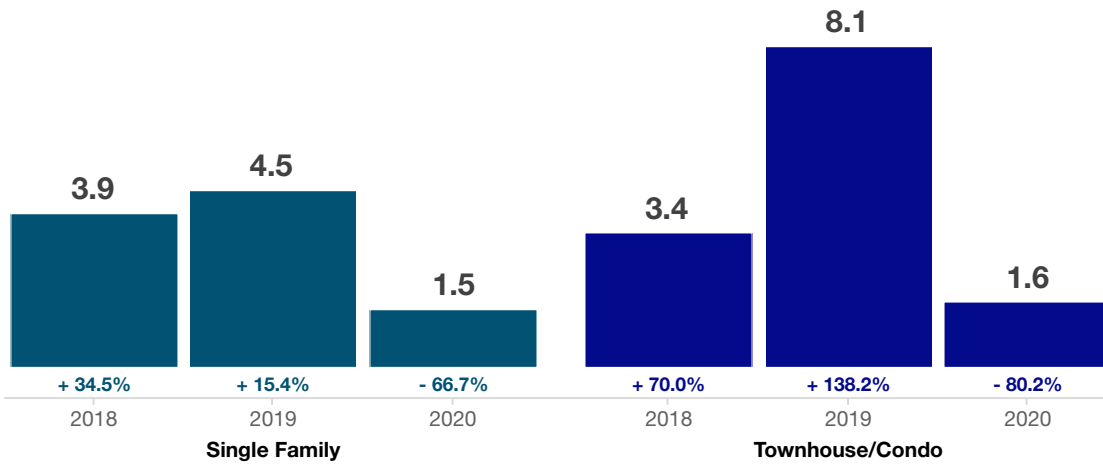


# Months Supply of Inventory

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.



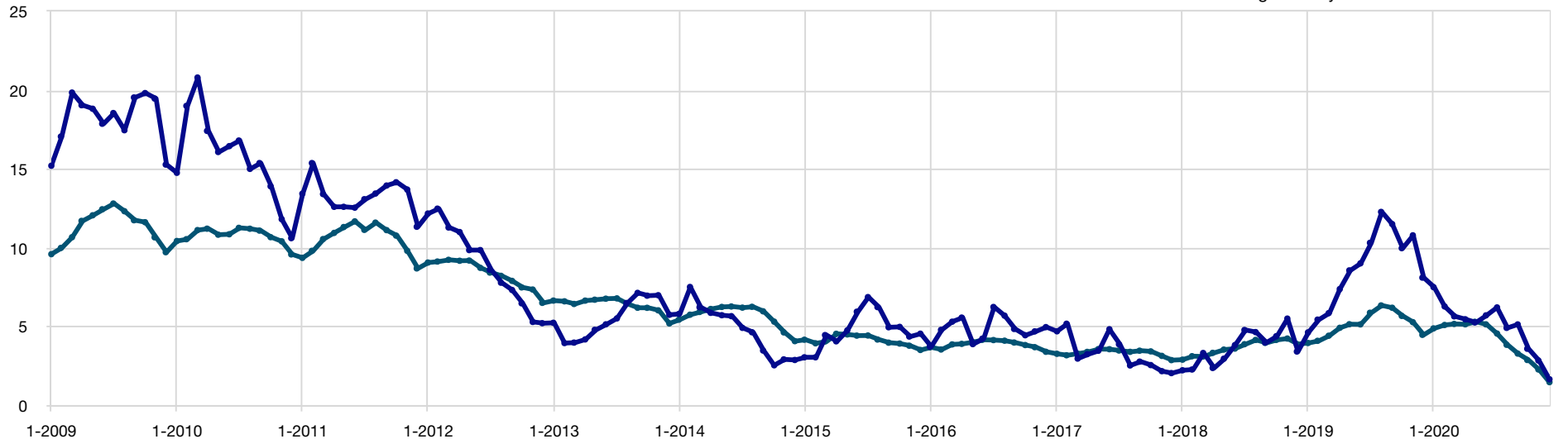
## December



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2020	4.9	+ 25.6%	7.5	+ 63.0%
2-2020	5.1	+ 24.4%	6.3	+ 16.7%
3-2020	5.2	+ 18.2%	5.6	- 3.4%
4-2020	5.1	+ 4.1%	5.4	- 27.0%
5-2020	5.3	+ 3.9%	5.2	- 39.5%
6-2020	5.1	0.0%	5.7	- 36.7%
7-2020	4.5	- 23.7%	6.2	- 39.8%
8-2020	3.8	- 39.7%	4.9	- 60.2%
9-2020	3.3	- 46.8%	5.1	- 55.7%
10-2020	2.9	- 49.1%	3.6	- 64.0%
11-2020	2.3	- 56.6%	2.8	- 74.1%
<b>12-2020</b>	<b>1.5</b>	<b>- 66.7%</b>	<b>1.6</b>	<b>- 80.2%</b>
12-Month Avg*	4.1	- 20.3%	5.0	- 42.1%

\* Months Supply for all properties from January 2020 through December 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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		432	<b>367</b>	- 15.0%	6,887	<b>6,642</b>	- 3.6%
<b>Pending Sales</b>		332	<b>530</b>	+ 59.6%	3,573	<b>4,806</b>	+ 34.5%
<b>Closed Sales</b>		343	<b>383</b>	+ 11.7%	3,847	<b>4,282</b>	+ 11.3%
<b>Days on Market Until Sale</b>		104	<b>96</b>	- 7.7%	73	<b>93</b>	+ 27.4%
<b>Median Sales Price</b>		\$320,000	<b>\$350,000</b>	+ 9.4%	\$314,425	<b>\$335,000</b>	+ 6.5%
<b>Average Sales Price</b>		\$340,299	<b>\$375,354</b>	+ 10.3%	\$332,012	<b>\$355,205</b>	+ 7.0%
<b>Percent of List Price Received</b>		98.5%	<b>99.2%</b>	+ 0.7%	98.6%	<b>98.9%</b>	+ 0.3%
<b>Housing Affordability Index</b>		89	<b>89</b>	0.0%	91	<b>93</b>	+ 2.2%
<b>Inventory of Homes for Sale</b>		1,367	<b>588</b>	- 57.0%	—	—	—
<b>Months Supply of Inventory</b>		4.6	<b>1.5</b>	- 67.4%	—	—	—