

Wilson County

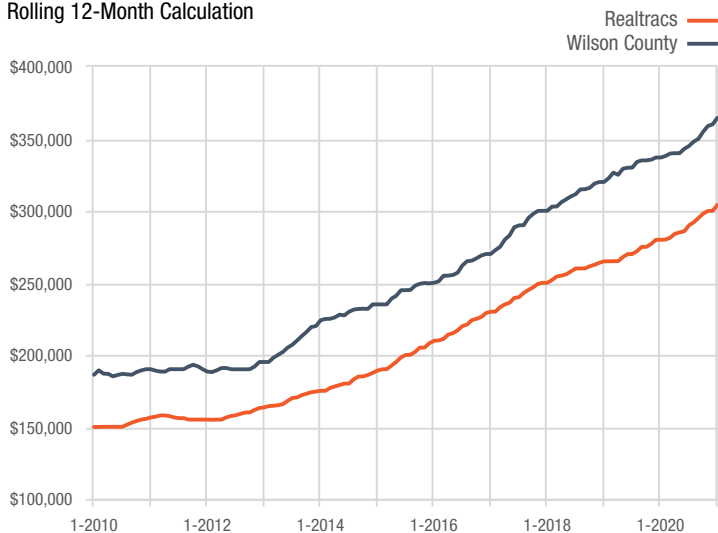
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	528	304	- 42.4%	528	304	- 42.4%
Pending Sales	179	380	+ 112.3%	179	380	+ 112.3%
Closed Sales	178	188	+ 5.6%	178	188	+ 5.6%
Days on Market Until Sale	99	97	- 2.0%	99	97	- 2.0%
Median Sales Price*	\$325,000	\$375,671	+ 15.6%	\$325,000	\$375,671	+ 15.6%
Average Sales Price*	\$342,381	\$406,277	+ 18.7%	\$342,381	\$406,277	+ 18.7%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	99.4%	100.0%	+ 0.6%
Inventory of Homes for Sale	1,173	381	- 67.5%	—	—	—
Months Supply of Inventory	4.8	1.2	- 75.0%	—	—	—

Townhouse/Condo	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	30	43	+ 43.3%	30	43	+ 43.3%
Pending Sales	18	34	+ 88.9%	18	34	+ 88.9%
Closed Sales	16	13	- 18.8%	16	13	- 18.8%
Days on Market Until Sale	81	125	+ 54.3%	81	125	+ 54.3%
Median Sales Price*	\$267,000	\$249,990	- 6.4%	\$267,000	\$249,990	- 6.4%
Average Sales Price*	\$270,635	\$232,313	- 14.2%	\$270,635	\$232,313	- 14.2%
Percent of List Price Received*	97.5%	99.3%	+ 1.8%	97.5%	99.3%	+ 1.8%
Inventory of Homes for Sale	85	58	- 31.8%	—	—	—
Months Supply of Inventory	7.4	2.3	- 68.9%	—	—	—

* 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.

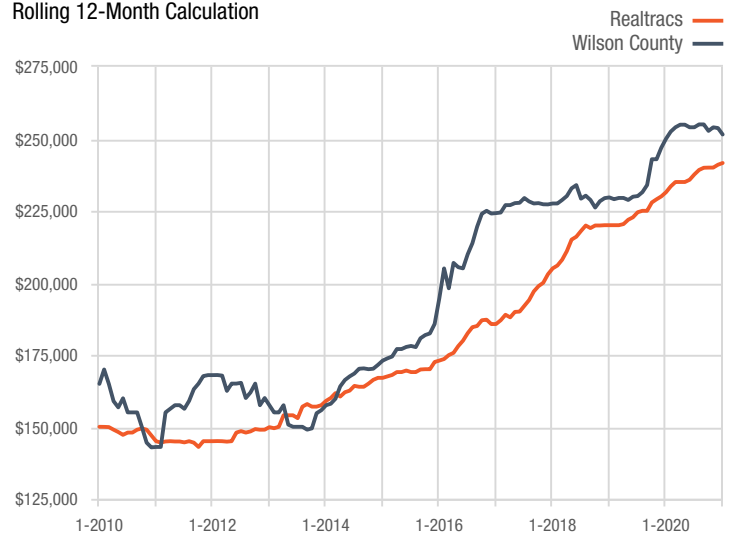
Median Sales Price - Single-Family

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



January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings decreased 38.9 percent for Single Family but increased 45.2 percent for Townhouse/Condo. Pending Sales increased 113.9 percent for Single Family and 94.4 percent for Townhouse/Condo. Inventory decreased 64.3 percent for Single Family and 30.3 percent for Townhouse/Condo.

Median Sales Price increased 11.9 percent to \$346,990 for Single Family but decreased 6.2 percent to \$250,490 for Townhouse/Condo. Days on Market increased 1.0 percent for Single Family and 46.9 percent for Townhouse/Condo. Months Supply of Inventory decreased 73.5 percent for Single Family and 68.4 percent for Townhouse/Condo.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Quick Facts

+ 12.3%

Change in
Closed Sales
All Properties

+ 12.4%

Change in
Median Sales Price
All Properties

- 62.3%

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.

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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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		597	365	- 38.9%	597	365	- 38.9%
Pending Sales		209	447	+ 113.9%	209	447	+ 113.9%
Closed Sales		204	233	+ 14.2%	204	233	+ 14.2%
Days on Market Until Sale		97	98	+ 1.0%	97	98	+ 1.0%
Median Sales Price		\$310,000	\$346,990	+ 11.9%	\$310,000	\$346,990	+ 11.9%
Average Sales Price		\$323,054	\$379,613	+ 17.5%	\$323,054	\$379,613	+ 17.5%
Percent of List Price Received		98.9%	99.7%	+ 0.8%	98.9%	99.7%	+ 0.8%
Housing Affordability Index		93	91	- 2.2%	93	91	- 2.2%
Inventory of Homes for Sale		1,416	505	- 64.3%	—	—	—
Months Supply of Inventory		4.9	1.3	- 73.5%	—	—	—

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.



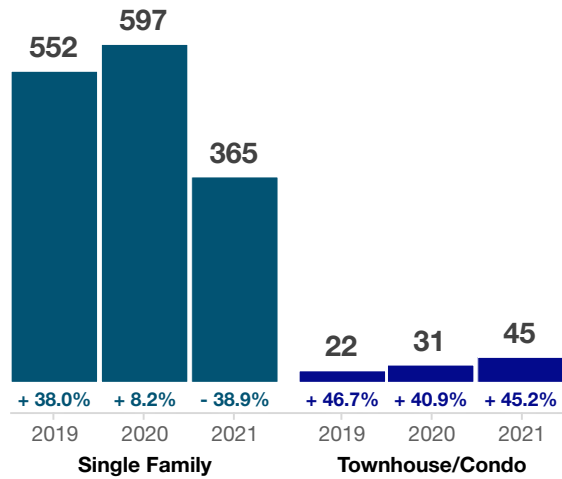
Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		31	45	+ 45.2%	31	45	+ 45.2%
Pending Sales		18	35	+ 94.4%	18	35	+ 94.4%
Closed Sales		16	14	- 12.5%	16	14	- 12.5%
Days on Market Until Sale		81	119	+ 46.9%	81	119	+ 46.9%
Median Sales Price		\$267,000	\$250,490	- 6.2%	\$267,000	\$250,490	- 6.2%
Average Sales Price		\$270,635	\$241,612	- 10.7%	\$270,635	\$241,612	- 10.7%
Percent of List Price Received		97.5%	99.1%	+ 1.6%	97.5%	99.1%	+ 1.6%
Housing Affordability Index		108	126	+ 16.7%	108	126	+ 16.7%
Inventory of Homes for Sale		89	62	- 30.3%	—	—	—
Months Supply of Inventory		7.6	2.4	- 68.4%	—	—	—

New Listings

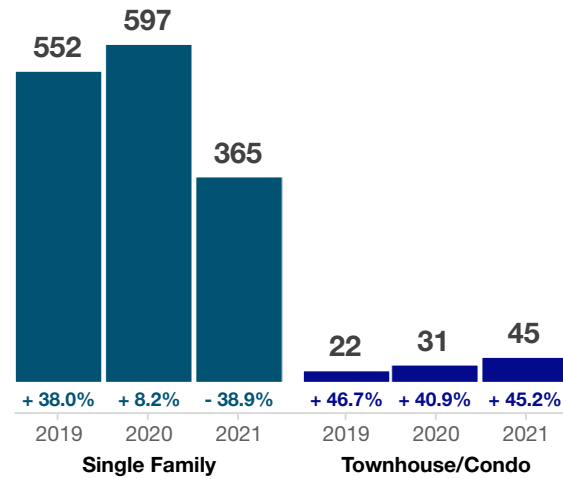
A count of the properties that have been newly listed on the market in a given month.



January

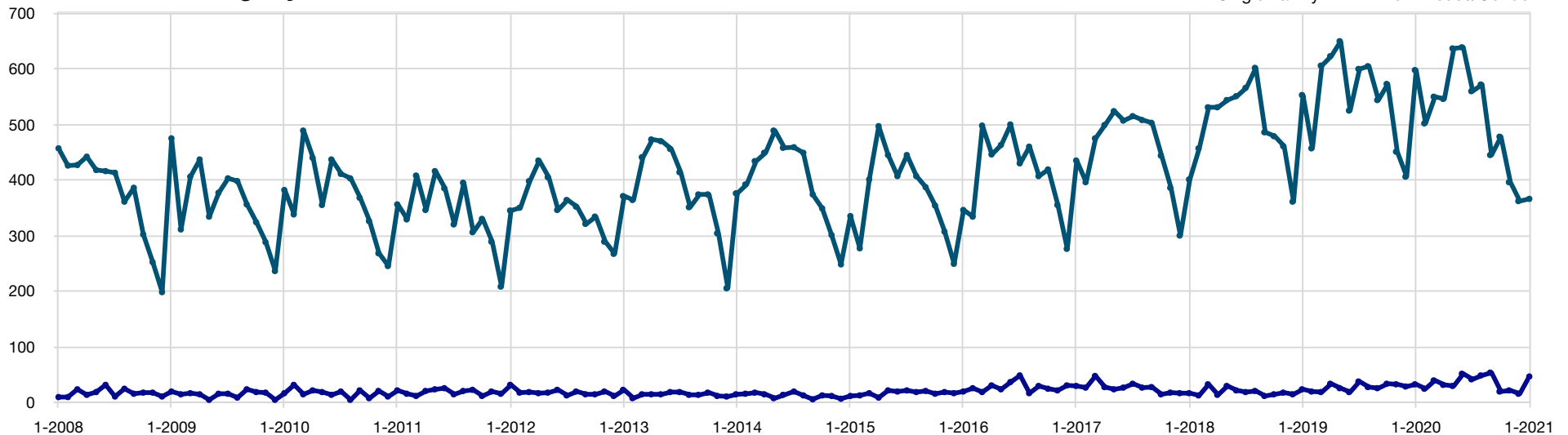


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	501	+ 9.9%	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	638	+ 21.8%	50	+ 194.1%
7-2020	559	- 6.7%	40	+ 11.1%
8-2020	571	- 5.5%	47	+ 80.8%
9-2020	444	- 18.2%	52	+ 116.7%
10-2020	477	- 16.6%	18	- 43.8%
11-2020	395	- 12.2%	20	- 35.5%
12-2020	361	- 10.9%	14	- 48.1%
1-2021	365	- 38.9%	45	+ 45.2%
12-Month Avg	503	- 8.9%	34	+ 30.8%

Historical New Listings by Month

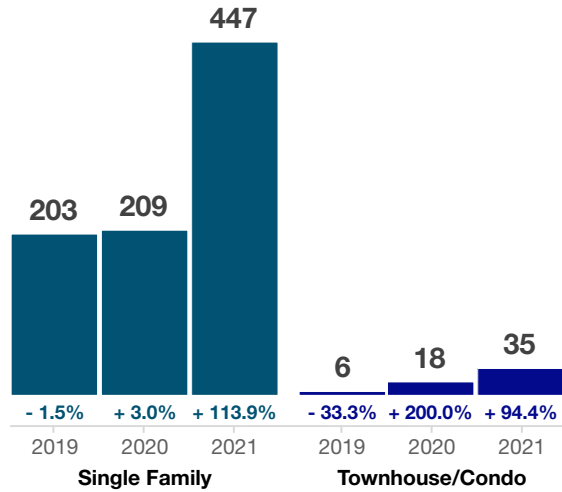


Pending Sales

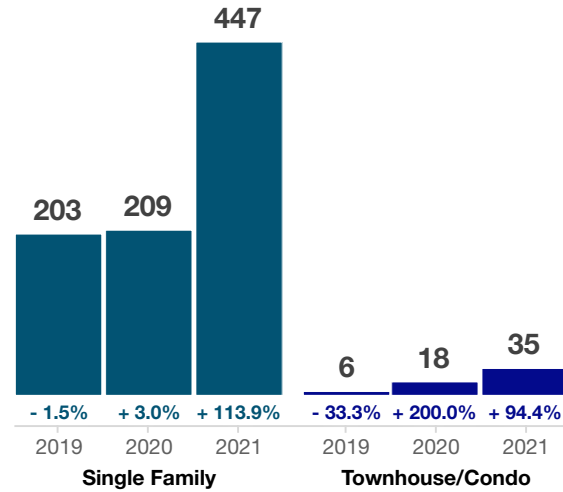
A count of the properties on which offers have been accepted in a given month.



January

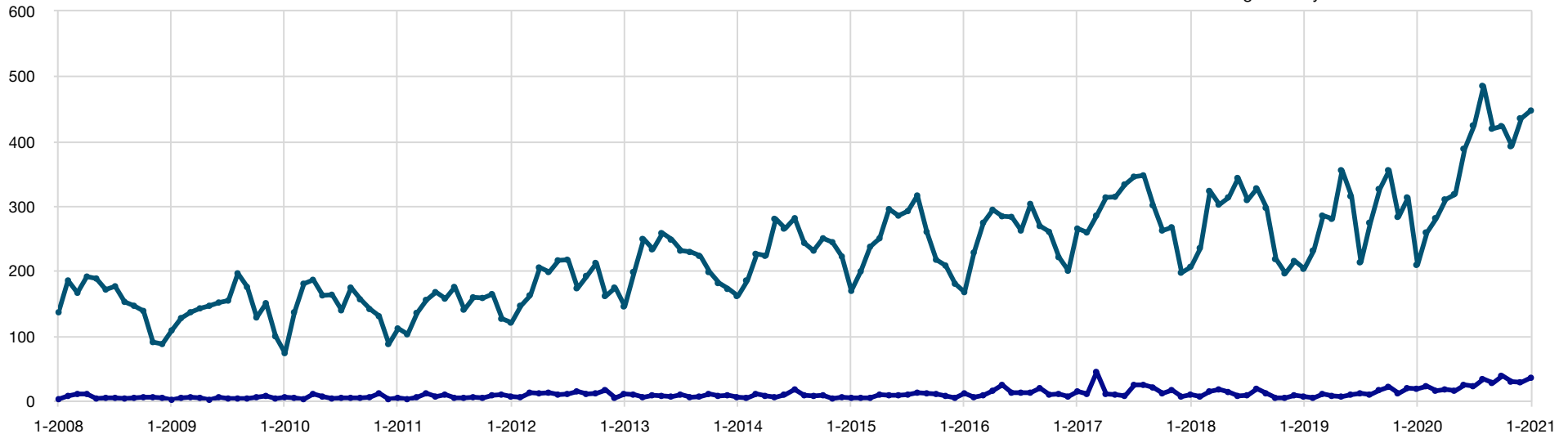


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	259	+ 12.1%	22	+ 450.0%
3-2020	281	- 1.4%	15	+ 50.0%
4-2020	310	+ 10.7%	17	+ 142.9%
5-2020	318	- 10.4%	15	+ 150.0%
6-2020	388	+ 23.2%	24	+ 166.7%
7-2020	424	+ 99.1%	22	+ 100.0%
8-2020	485	+ 77.0%	33	+ 266.7%
9-2020	419	+ 28.5%	27	+ 68.8%
10-2020	423	+ 19.2%	38	+ 81.0%
11-2020	392	+ 38.5%	29	+ 163.6%
12-2020	435	+ 39.0%	28	+ 47.4%
1-2021	447	+ 113.9%	35	+ 94.4%
12-Month Avg	382	+ 33.1%	25	+ 108.3%

Historical Pending Sales by Month

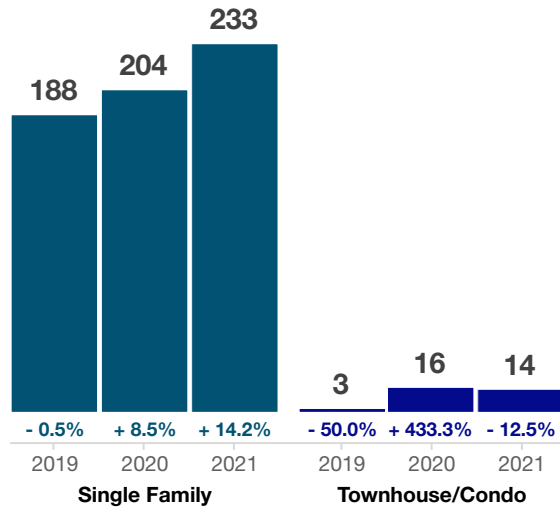


Closed Sales

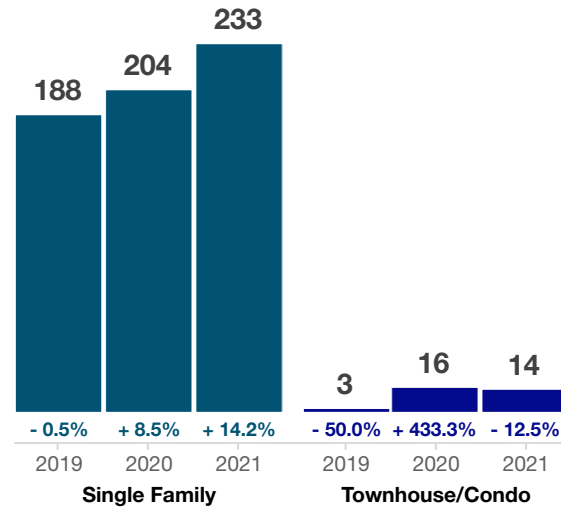
A count of the actual sales that closed in a given month.



January

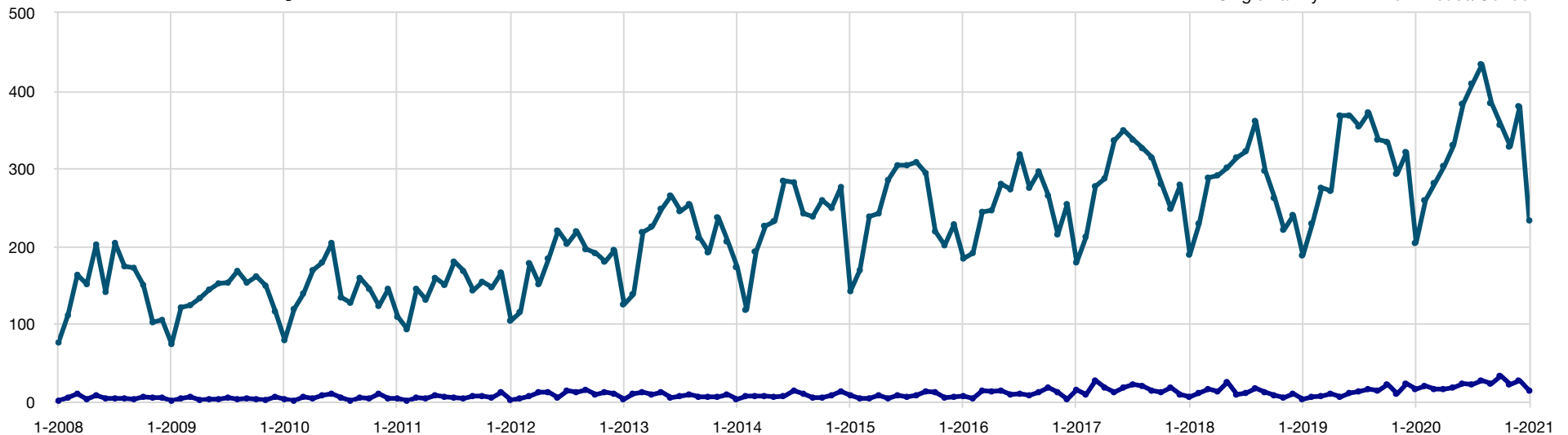


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	259	+ 13.1%	20	+ 233.3%
3-2020	281	+ 2.2%	16	+ 128.6%
4-2020	303	+ 11.8%	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	434	+ 16.7%	27	+ 68.8%
9-2020	384	+ 13.9%	23	+ 64.3%
10-2020	356	+ 6.6%	33	+ 50.0%
11-2020	328	+ 11.9%	22	+ 120.0%
12-2020	380	+ 18.4%	27	+ 17.4%
1-2021	233	+ 14.2%	14	- 12.5%
12-Month Avg	340	+ 9.3%	22	+ 69.2%

Historical Closed Sales by Month

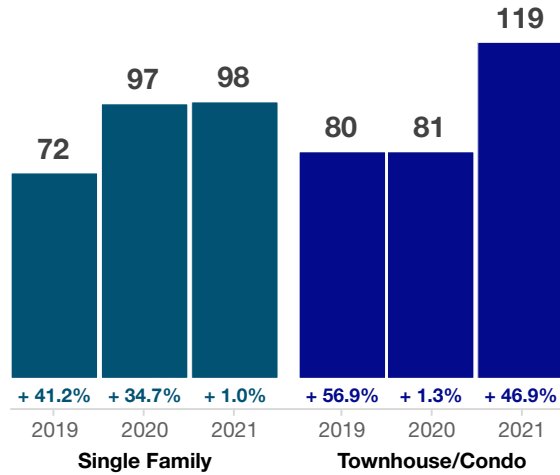


Days on Market Until Sale

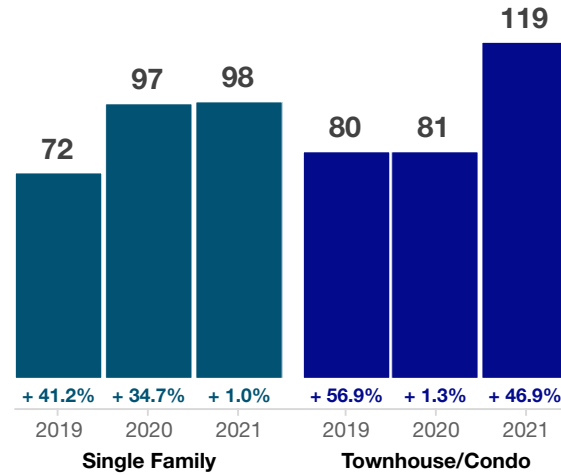
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



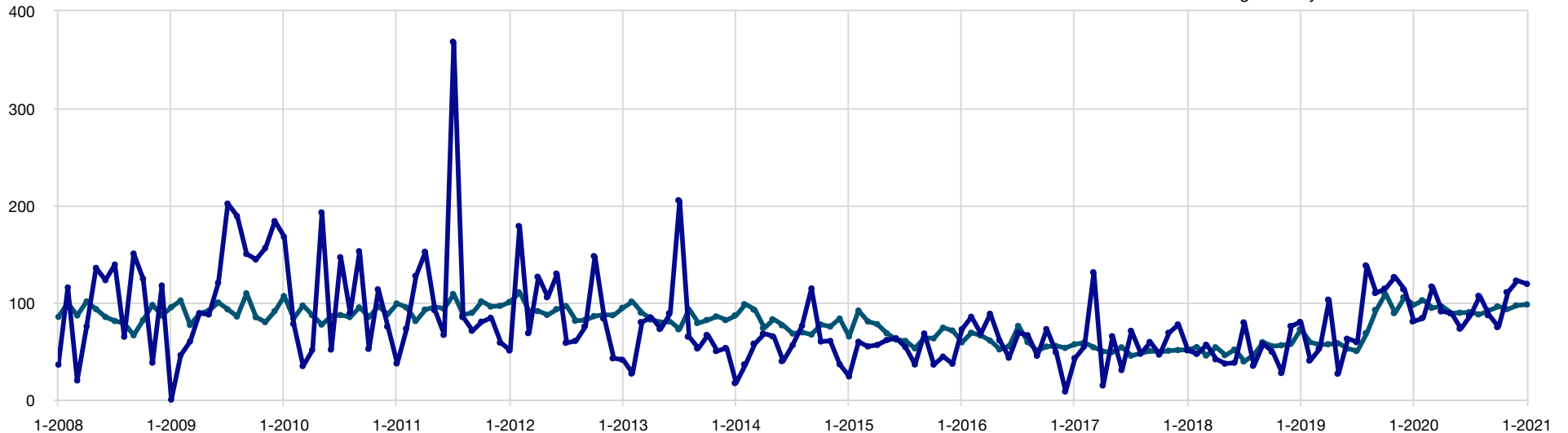
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	102	+ 72.9%	84	+ 110.0%
3-2020	94	+ 67.9%	116	+ 123.1%
4-2020	96	+ 68.4%	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	+ 29.4%	107	- 22.5%
9-2020	92	0.0%	87	- 20.9%
10-2020	96	- 11.9%	75	- 34.2%
11-2020	93	+ 4.5%	111	- 11.9%
12-2020	97	- 7.6%	123	+ 7.9%
1-2021	98	+ 1.0%	119	+ 46.9%
12-Month Avg*	93	+ 26.0%	96	+ 0.5%

* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

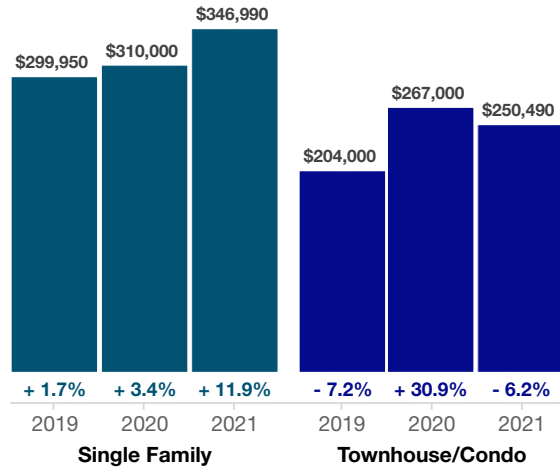


Median Sales Price

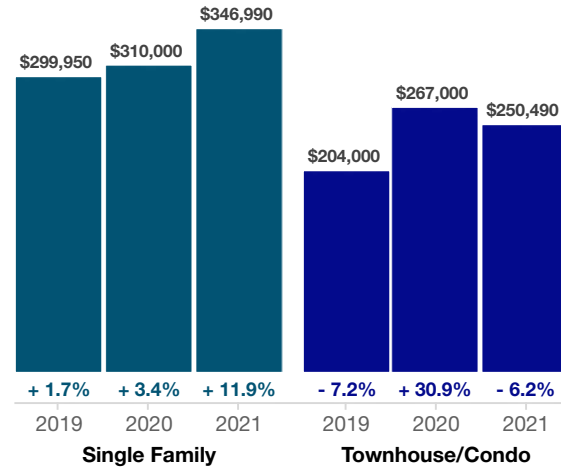
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



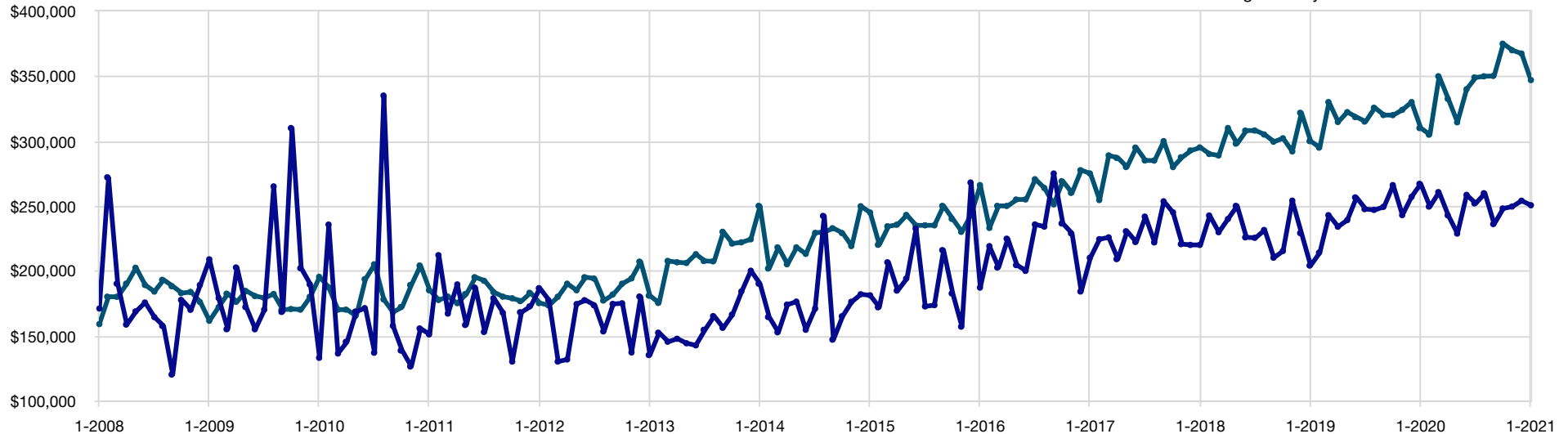
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	\$304,900	+ 3.4%	\$249,450	+ 16.6%
3-2020	\$349,900	+ 6.0%	\$260,600	+ 7.3%
4-2020	\$332,500	+ 5.7%	\$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	\$349,900	+ 7.4%	\$259,745	+ 5.2%
9-2020	\$350,175	+ 9.4%	\$235,990	- 5.3%
10-2020	\$375,000	+ 17.2%	\$247,990	- 6.8%
11-2020	\$369,950	+ 14.2%	\$249,490	+ 2.7%
12-2020	\$367,420	+ 11.3%	\$253,990	- 1.2%
1-2021	\$346,990	+ 11.9%	\$250,490	- 6.2%
12-Month Avg*	\$349,000	+ 9.1%	\$253,490	+ 1.4%

* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

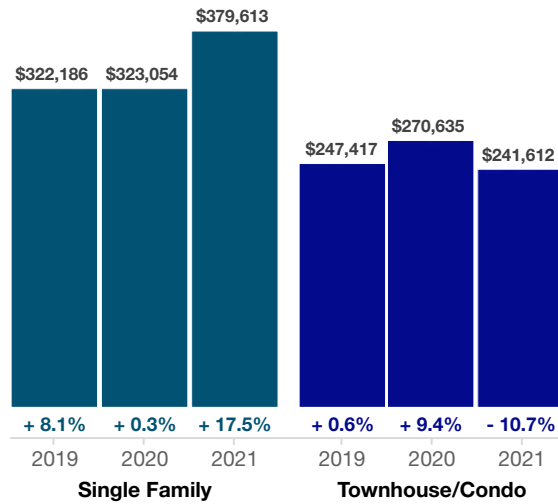


Average Sales Price

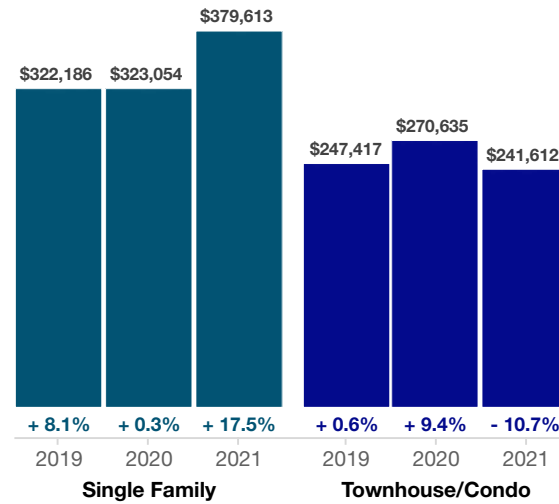
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



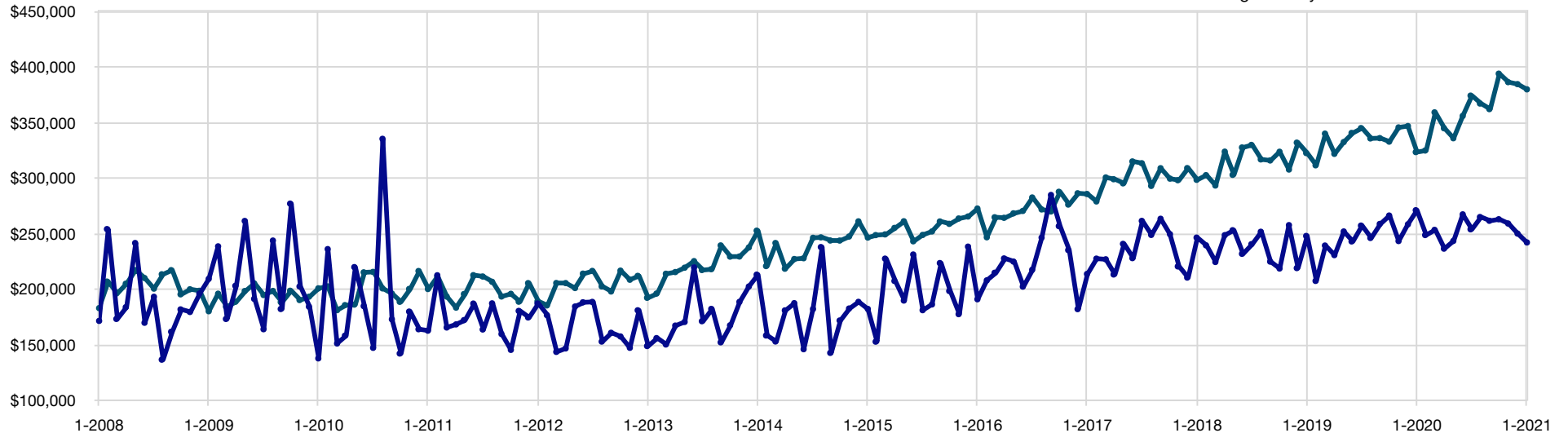
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	\$324,469	+ 4.3%	\$248,268	+ 20.0%
3-2020	\$358,850	+ 5.6%	\$252,943	+ 5.9%
4-2020	\$344,539	+ 7.2%	\$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	\$366,824	+ 9.4%	\$264,503	+ 7.7%
9-2020	\$361,781	+ 7.8%	\$261,136	+ 1.1%
10-2020	\$393,738	+ 18.4%	\$262,515	- 1.3%
11-2020	\$386,099	+ 11.8%	\$258,659	+ 6.5%
12-2020	\$384,300	+ 10.9%	\$249,621	- 3.2%
1-2021	\$379,613	+ 17.5%	\$241,612	- 10.7%
12-Month Avg*	\$364,835	+ 8.9%	\$254,793	+ 1.1%

* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



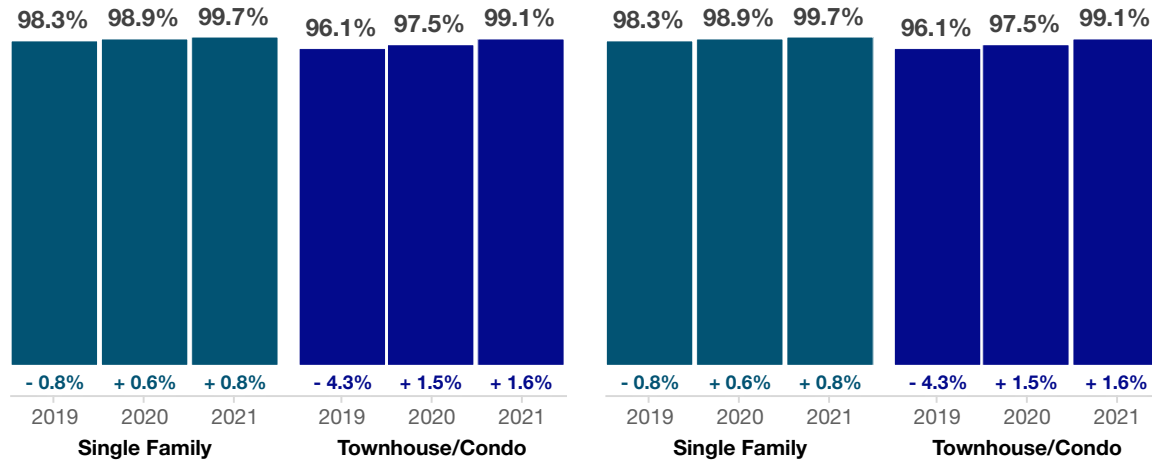
Percent of List Price Received

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.



January

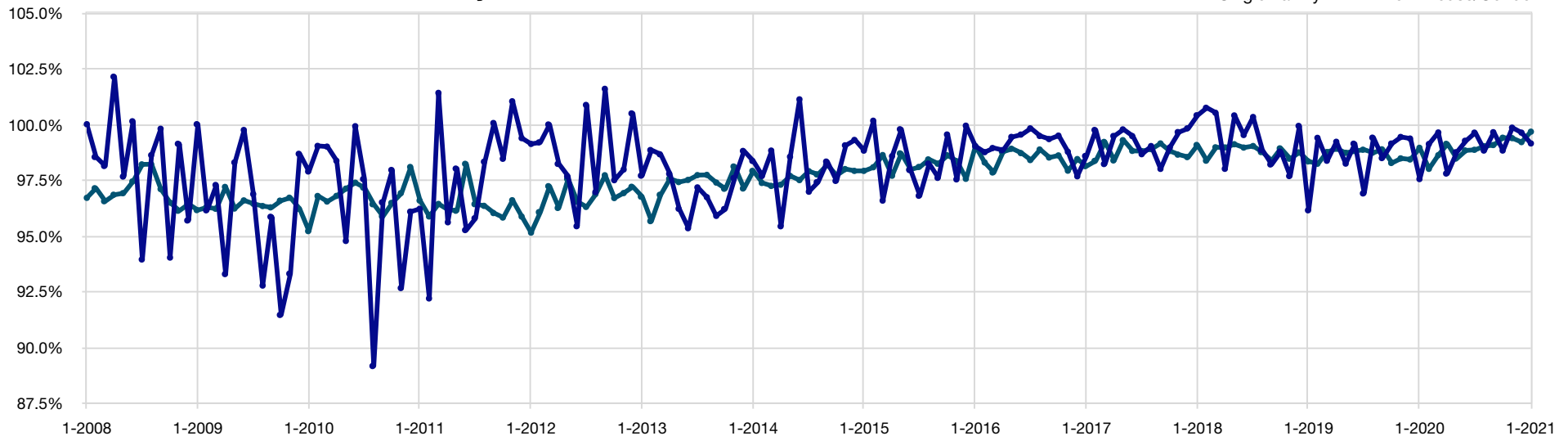
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	98.0%	- 0.2%	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	99.4%	+ 1.1%	98.8%	- 0.3%
11-2020	99.4%	+ 0.9%	99.8%	+ 0.4%
12-2020	99.2%	+ 0.8%	99.6%	+ 0.2%
1-2021	99.7%	+ 0.8%	99.1%	+ 1.6%
12-Month Avg*	99.0%	+ 0.3%	99.2%	+ 0.5%

* Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

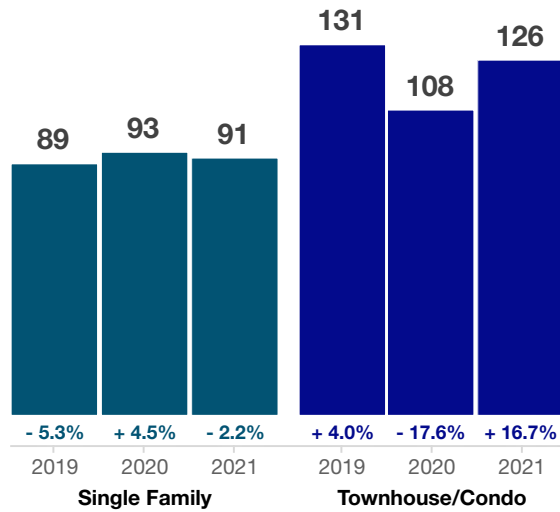


Housing Affordability Index

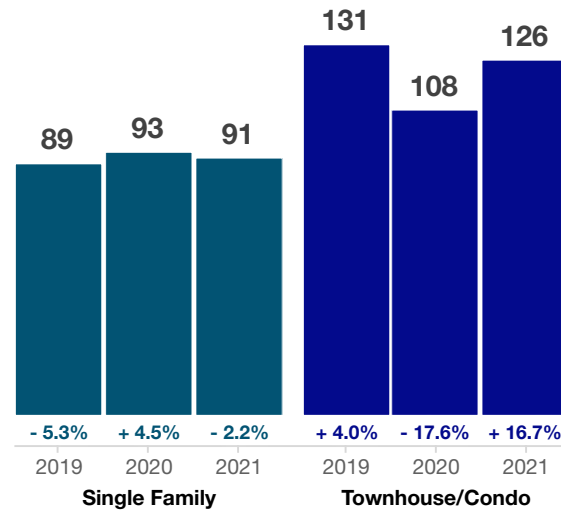


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

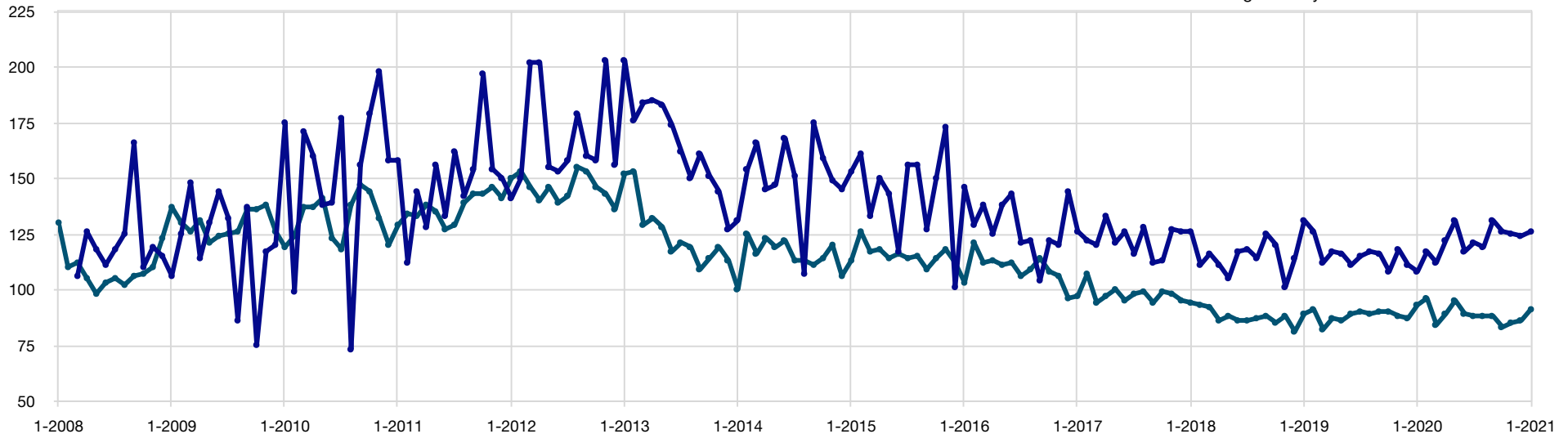


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	- 1.1%	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%
12-2020	86	- 1.1%	124	+ 11.7%
1-2021	91	- 2.2%	126	+ 16.7%
12-Month Avg	89	0.0%	123	+ 7.0%

Historical Housing Affordability Index by Month

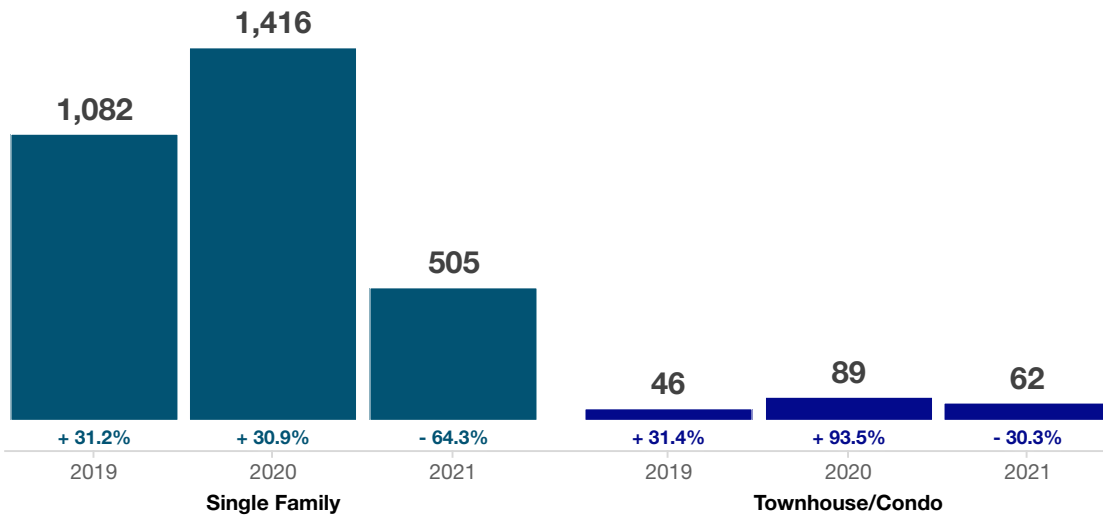


Inventory of Homes for Sale

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

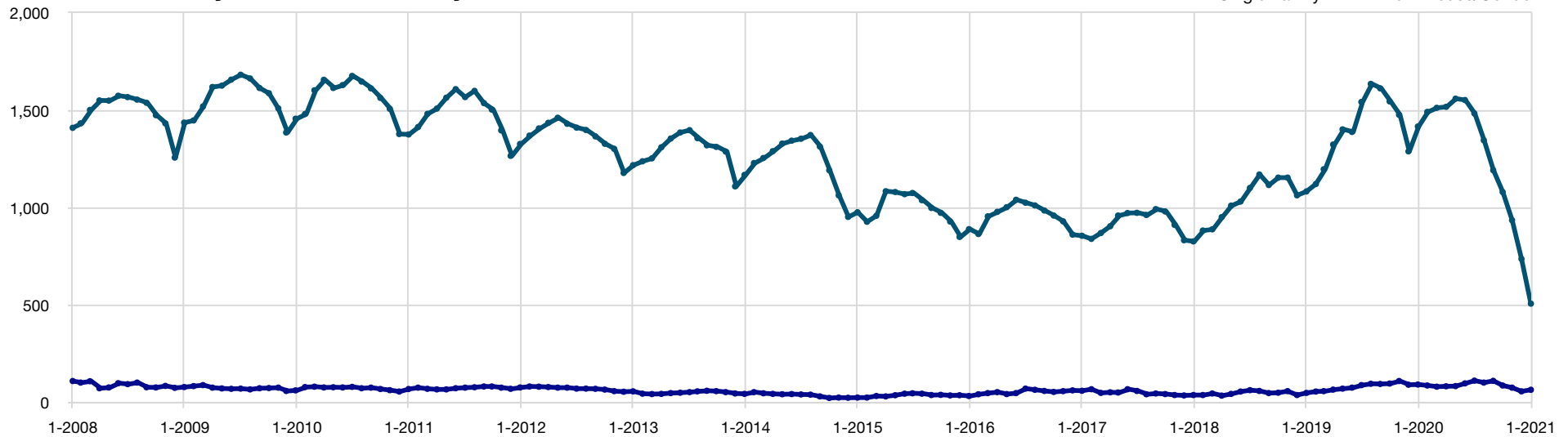


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	1,491	+ 33.1%	84	+ 58.5%
3-2020	1,512	+ 26.4%	78	+ 41.8%
4-2020	1,517	+ 14.7%	80	+ 27.0%
5-2020	1,559	+ 11.3%	81	+ 19.1%
6-2020	1,552	+ 11.8%	95	+ 30.1%
7-2020	1,483	- 3.8%	109	+ 26.7%
8-2020	1,345	- 17.7%	99	+ 6.5%
9-2020	1,191	- 26.1%	108	+ 17.4%
10-2020	1,079	- 30.2%	84	- 10.6%
11-2020	934	- 36.7%	73	- 31.8%
12-2020	735	- 42.9%	54	- 38.6%
1-2021	505	- 64.3%	62	- 30.3%
12-Month Avg	1,242	- 12.0%	84	+ 5.0%

Historical Inventory of Homes for Sale by Month

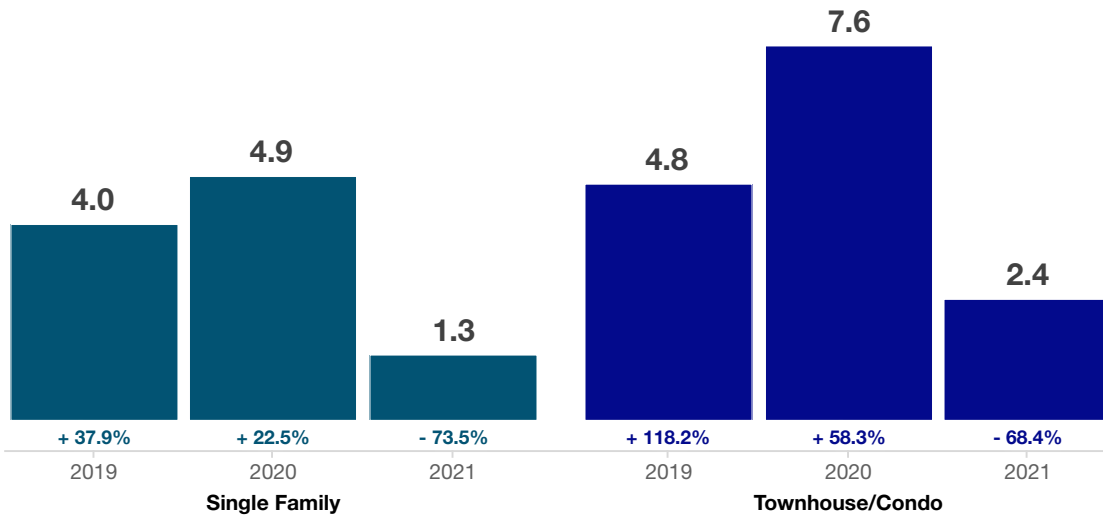


Months Supply of Inventory

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.



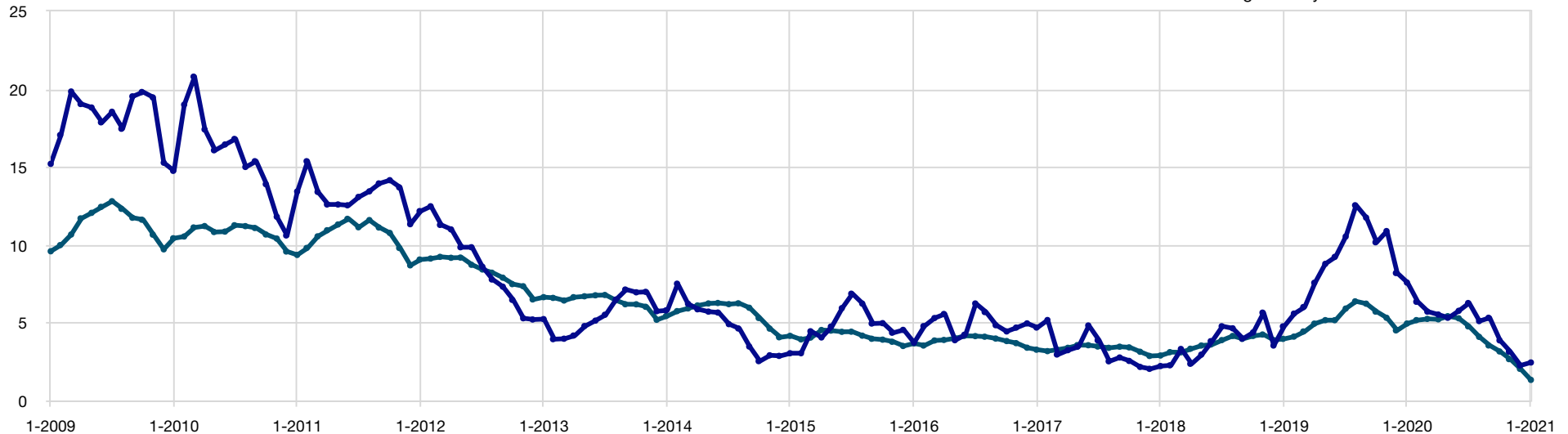
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	5.2	+ 26.8%	6.3	+ 12.5%
3-2020	5.2	+ 18.2%	5.7	- 5.0%
4-2020	5.2	+ 6.1%	5.5	- 27.6%
5-2020	5.4	+ 3.8%	5.3	- 39.8%
6-2020	5.3	+ 1.9%	5.8	- 37.0%
7-2020	4.8	- 18.6%	6.3	- 40.0%
8-2020	4.1	- 35.9%	5.1	- 59.2%
9-2020	3.5	- 43.5%	5.3	- 54.7%
10-2020	3.1	- 45.6%	3.9	- 61.8%
11-2020	2.7	- 49.1%	3.1	- 71.6%
12-2020	2.0	- 55.6%	2.3	- 72.0%
1-2021	1.3	- 73.5%	2.4	- 68.4%
12-Month Avg*	4.0	- 23.7%	4.7	- 47.6%

* Months Supply for all properties from February 2020 through January 2021. 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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		628	410	- 34.7%	628	410	- 34.7%
Pending Sales		227	482	+ 112.3%	227	482	+ 112.3%
Closed Sales		220	247	+ 12.3%	220	247	+ 12.3%
Days on Market Until Sale		96	99	+ 3.1%	96	99	+ 3.1%
Median Sales Price		\$302,500	\$340,000	+ 12.4%	\$302,500	\$340,000	+ 12.4%
Average Sales Price		\$319,189	\$371,791	+ 16.5%	\$319,189	\$371,791	+ 16.5%
Percent of List Price Received		98.8%	99.6%	+ 0.8%	98.8%	99.6%	+ 0.8%
Housing Affordability Index		95	93	- 2.1%	95	93	- 2.1%
Inventory of Homes for Sale		1,505	567	- 62.3%	—	—	—
Months Supply of Inventory		5.0	1.4	- 72.0%	—	—	—