

Wilson County

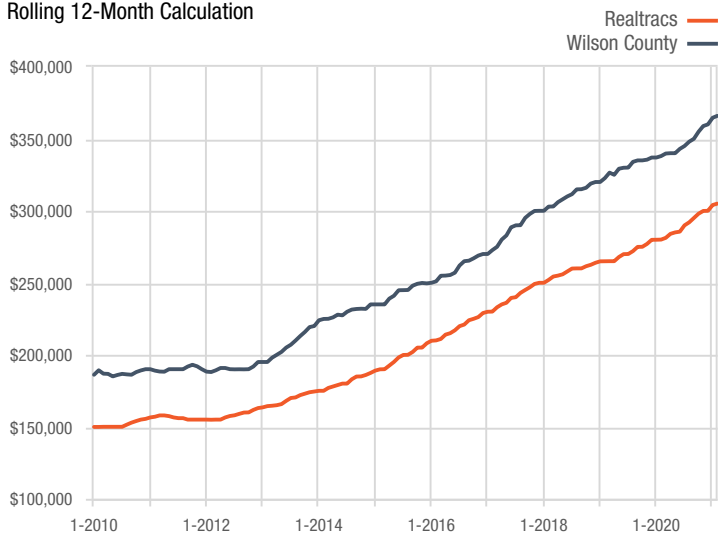
Single Family	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
Key Metrics						
New Listings	445	354	- 20.4%	973	687	- 29.4%
Pending Sales	217	487	+ 124.4%	396	808	+ 104.0%
Closed Sales	217	197	- 9.2%	395	392	- 0.8%
Days on Market Until Sale	103	87	- 15.5%	102	92	- 9.8%
Median Sales Price*	\$347,500	\$389,945	+ 12.2%	\$334,900	\$379,900	+ 13.4%
Average Sales Price*	\$353,035	\$409,537	+ 16.0%	\$348,264	\$407,365	+ 17.0%
Percent of List Price Received*	98.4%	99.7%	+ 1.3%	98.9%	99.8%	+ 0.9%
Inventory of Homes for Sale	1,246	351	- 71.8%	—	—	—
Months Supply of Inventory	5.0	1.0	- 80.0%	—	—	—

Townhouse/Condo	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
Key Metrics						
New Listings	23	37	+ 60.9%	53	81	+ 52.8%
Pending Sales	22	49	+ 122.7%	40	77	+ 92.5%
Closed Sales	20	16	- 20.0%	36	30	- 16.7%
Days on Market Until Sale	84	132	+ 57.1%	82	131	+ 59.8%
Median Sales Price*	\$249,450	\$256,740	+ 2.9%	\$259,450	\$254,445	- 1.9%
Average Sales Price*	\$248,268	\$259,231	+ 4.4%	\$258,209	\$246,284	- 4.6%
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	98.4%	99.3%	+ 0.9%
Inventory of Homes for Sale	81	37	- 54.3%	—	—	—
Months Supply of Inventory	6.3	1.4	- 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.

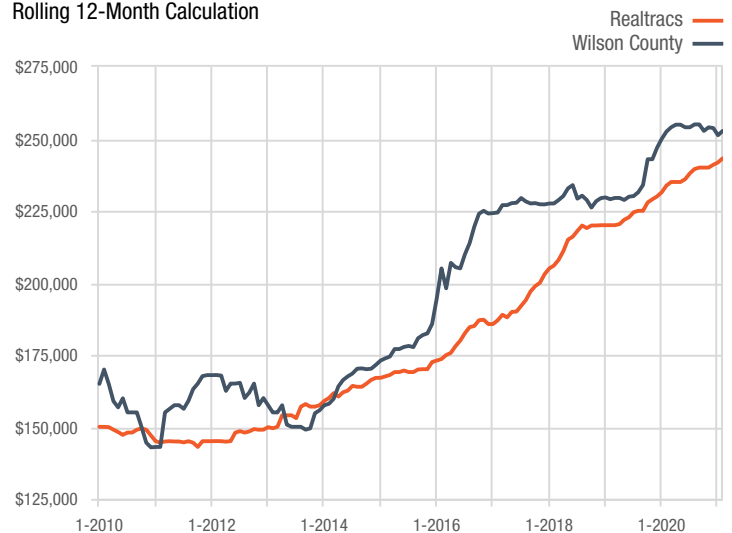
Median Sales Price - Single-Family

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



February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings decreased 19.6 percent for Single Family but increased 60.9 percent for Townhouse/Condo. Pending Sales increased 114.3 percent for Single Family and 122.7 percent for Townhouse/Condo. Inventory decreased 68.6 percent for Single Family and 51.2 percent for Townhouse/Condo.

Median Sales Price increased 18.9 percent to \$362,490 for Single Family and 2.9 percent to \$256,740 for Townhouse/Condo. Days on Market decreased 16.7 percent for Single Family but increased 57.1 percent for Townhouse/Condo. Months Supply of Inventory decreased 76.9 percent for Single Family and 74.6 percent for Townhouse/Condo.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

Quick Facts

- 7.9%

Change in
Closed Sales
All Properties

+ 18.7%

Change in
Median Sales Price
All Properties

- 67.7%

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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		501	403	- 19.6%	1,098	799	- 27.2%
Pending Sales		259	555	+ 114.3%	468	928	+ 98.3%
Closed Sales		259	241	- 6.9%	463	481	+ 3.9%
Days on Market Until Sale		102	85	- 16.7%	100	91	- 9.0%
Median Sales Price		\$304,900	\$362,490	+ 18.9%	\$307,500	\$354,995	+ 15.4%
Average Sales Price		\$324,469	\$382,334	+ 17.8%	\$323,851	\$380,918	+ 17.6%
Percent of List Price Received		98.0%	99.3%	+ 1.3%	98.4%	99.5%	+ 1.1%
Housing Affordability Index		96	87	- 9.4%	95	89	- 6.3%
Inventory of Homes for Sale		1,491	468	- 68.6%	—	—	—
Months Supply of Inventory		5.2	1.2	- 76.9%	—	—	—

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.



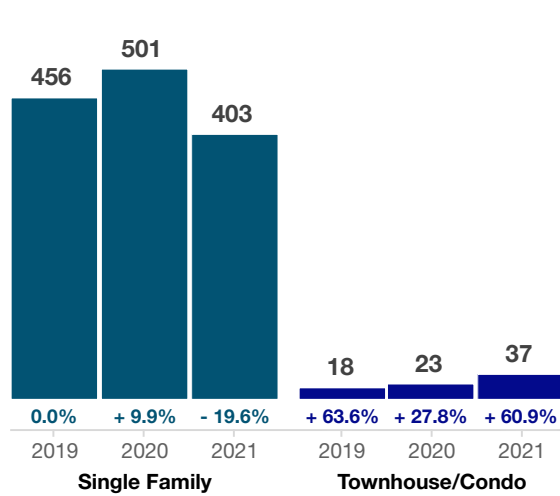
Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		23	37	+ 60.9%	54	83	+ 53.7%
Pending Sales		22	49	+ 122.7%	40	78	+ 95.0%
Closed Sales		20	16	- 20.0%	36	31	- 13.9%
Days on Market Until Sale		84	132	+ 57.1%	82	128	+ 56.1%
Median Sales Price		\$249,450	\$256,740	+ 2.9%	\$259,450	\$254,900	- 1.8%
Average Sales Price		\$248,268	\$259,231	+ 4.4%	\$258,209	\$250,033	- 3.2%
Percent of List Price Received		99.1%	99.2%	+ 0.1%	98.4%	99.2%	+ 0.8%
Housing Affordability Index		117	123	+ 5.1%	113	124	+ 9.7%
Inventory of Homes for Sale		84	41	- 51.2%	—	—	—
Months Supply of Inventory		6.3	1.6	- 74.6%	—	—	—

New Listings

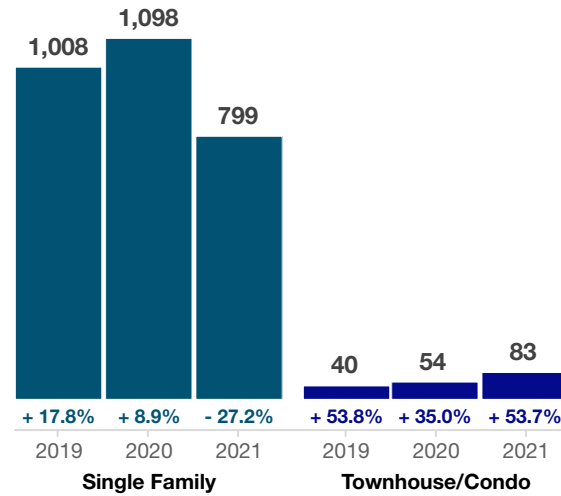
A count of the properties that have been newly listed on the market in a given month.



February

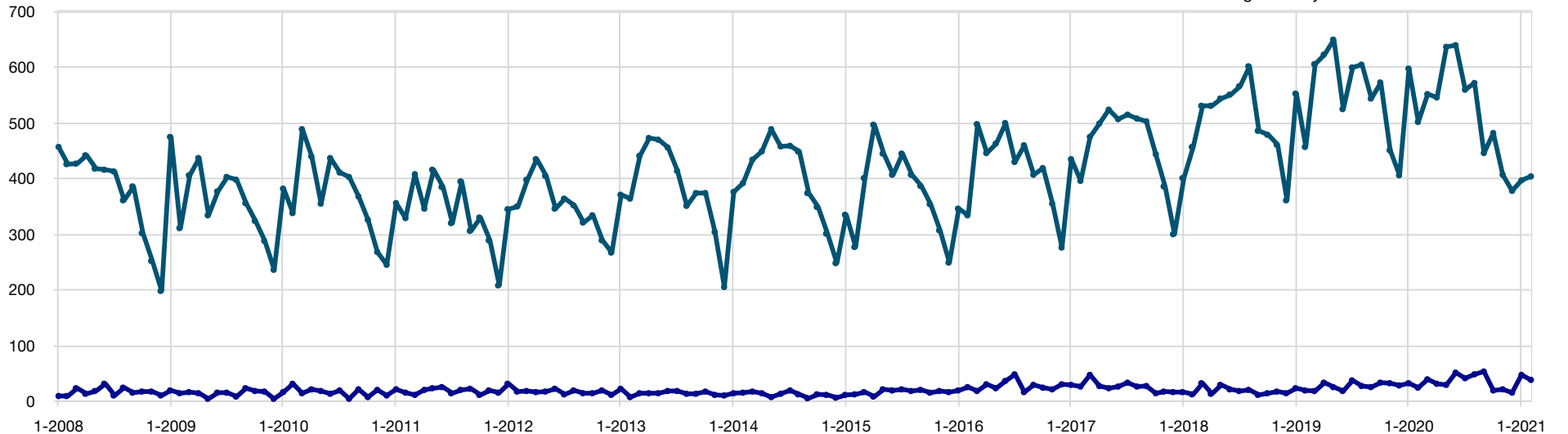


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2020	551	- 8.9%	38	+ 123.5%
4-2020	545	- 12.4%	30	- 6.3%
5-2020	636	- 2.0%	28	+ 16.7%
6-2020	639	+ 21.9%	50	+ 194.1%
7-2020	559	- 6.7%	40	+ 11.1%
8-2020	571	- 5.5%	47	+ 80.8%
9-2020	445	- 18.0%	52	+ 116.7%
10-2020	481	- 15.9%	18	- 43.8%
11-2020	406	- 9.8%	20	- 35.5%
12-2020	377	- 6.9%	14	- 48.1%
1-2021	396	- 33.7%	46	+ 48.4%
2-2021	403	- 19.6%	37	+ 60.9%
12-Month Avg	501	- 9.9%	35	+ 29.6%

Historical New Listings by Month

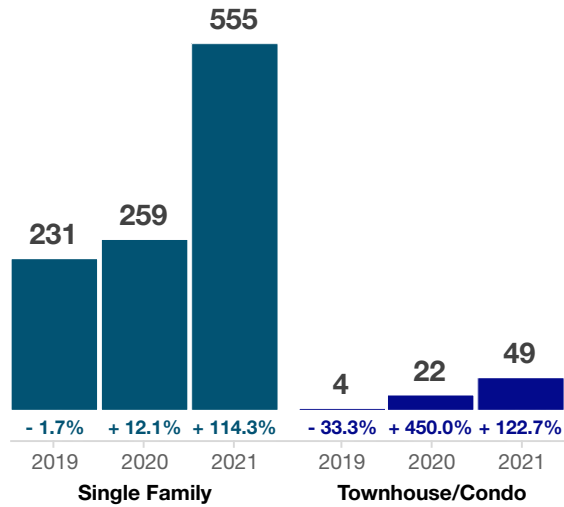


Pending Sales

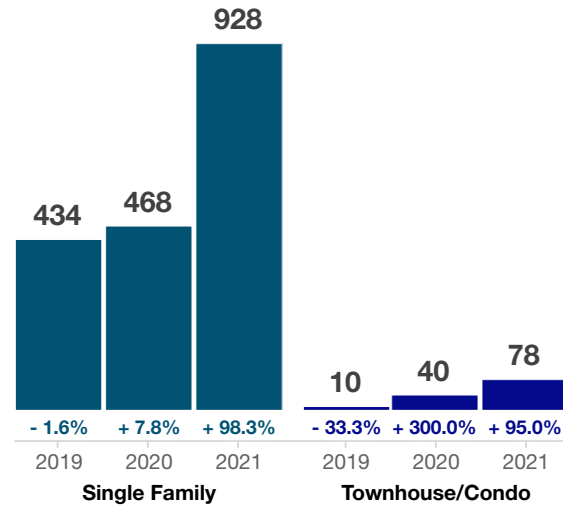
A count of the properties on which offers have been accepted in a given month.



February

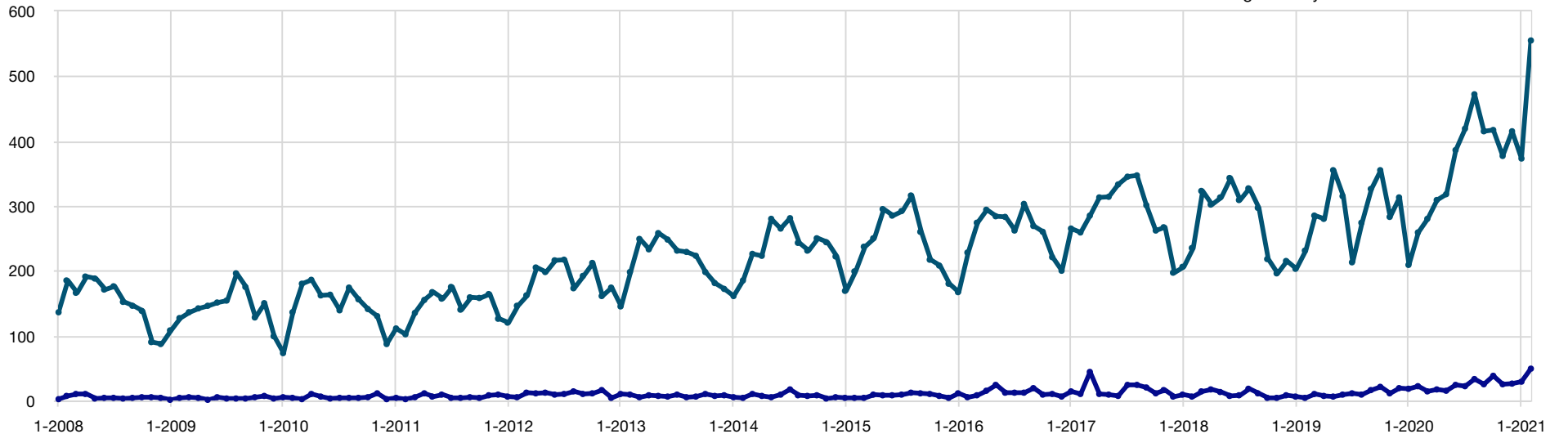


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2020	280	- 1.8%	14	+ 40.0%
4-2020	309	+ 10.4%	17	+ 142.9%
5-2020	318	- 10.4%	15	+ 150.0%
6-2020	386	+ 22.5%	24	+ 166.7%
7-2020	419	+ 96.7%	22	+ 100.0%
8-2020	472	+ 72.3%	33	+ 266.7%
9-2020	415	+ 27.3%	25	+ 56.3%
10-2020	417	+ 17.5%	38	+ 81.0%
11-2020	377	+ 33.2%	25	+ 127.3%
12-2020	415	+ 32.6%	26	+ 36.8%
1-2021	373	+ 78.5%	29	+ 61.1%
2-2021	555	+ 114.3%	49	+ 122.7%
12-Month Avg	395	+ 36.7%	26	+ 100.0%

Historical Pending Sales by Month

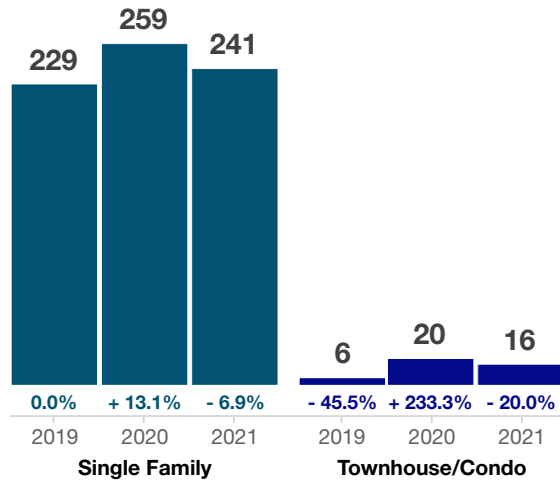


Closed Sales

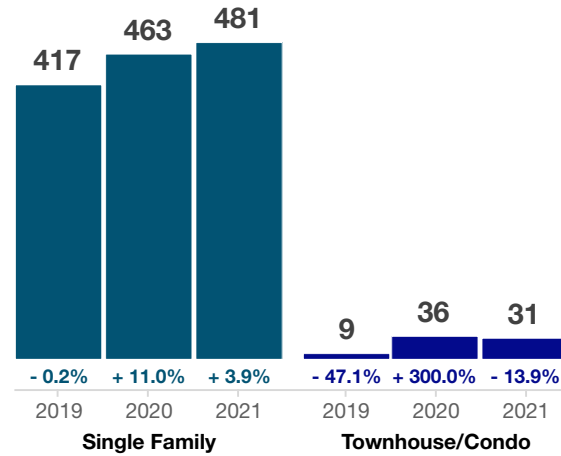
A count of the actual sales that closed in a given month.



February

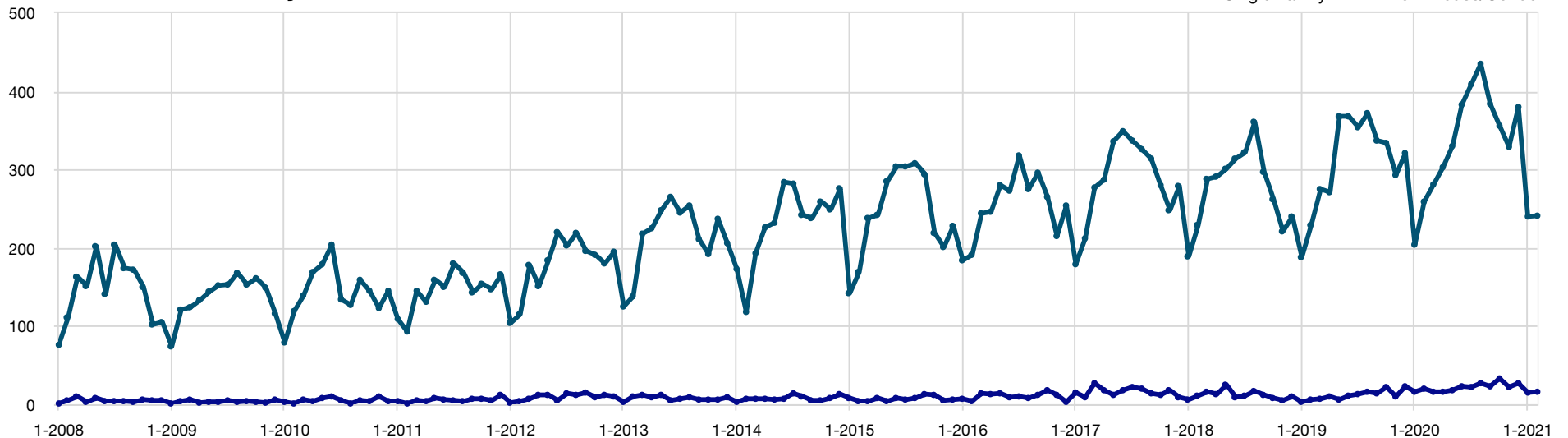


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	435	+ 16.9%	27	+ 68.8%
9-2020	384	+ 13.9%	23	+ 64.3%
10-2020	356	+ 6.6%	33	+ 50.0%
11-2020	329	+ 12.3%	22	+ 120.0%
12-2020	380	+ 18.4%	27	+ 17.4%
1-2021	240	+ 17.6%	15	- 6.3%
2-2021	241	- 6.9%	16	- 20.0%
12-Month Avg	339	+ 8.3%	22	+ 57.1%

Historical Closed Sales by Month

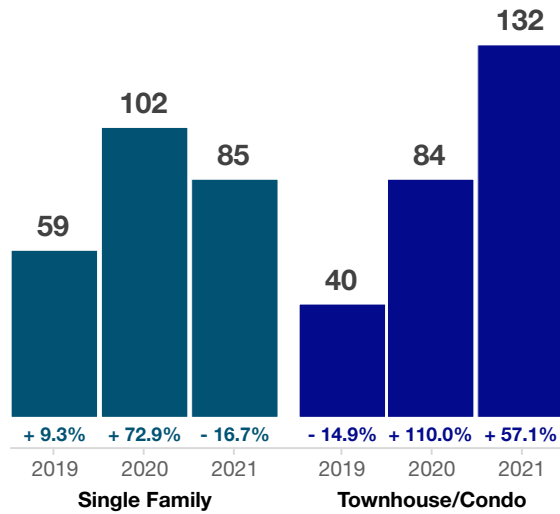


Days on Market Until Sale

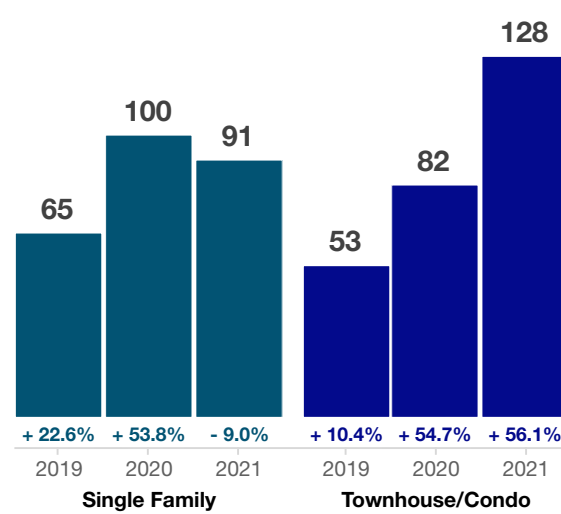
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



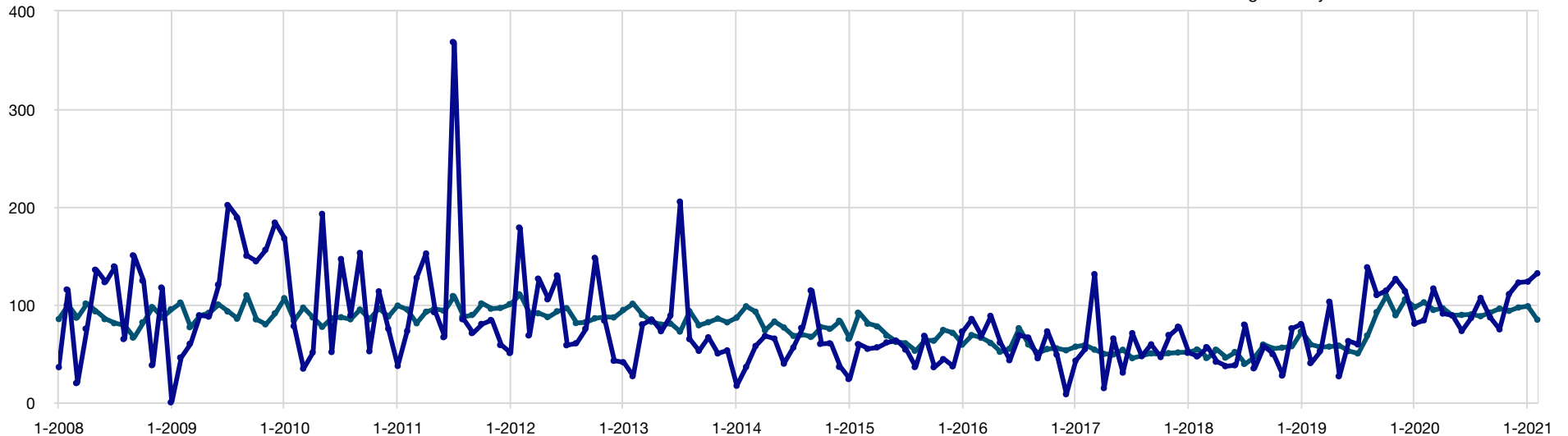
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	94	+ 5.6%	111	- 11.9%
12-2020	97	- 7.6%	123	+ 7.9%
1-2021	98	+ 1.0%	123	+ 51.9%
2-2021	85	- 16.7%	132	+ 57.1%
12-Month Avg*	92	+ 20.0%	99	+ 3.5%

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

Historical Days on Market Until Sale by Month

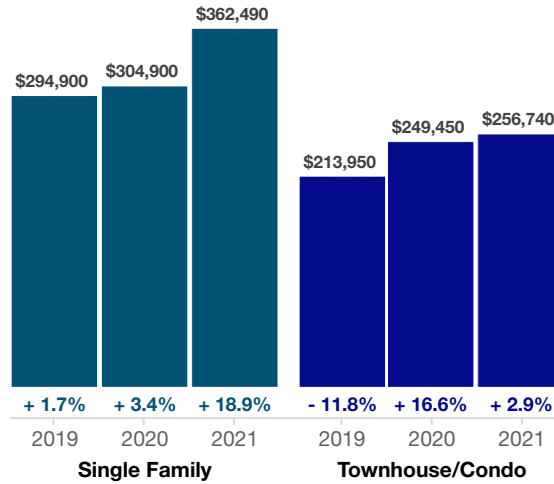


Median Sales Price

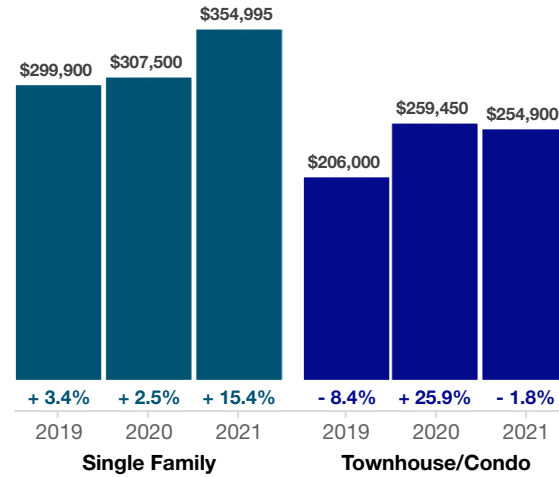
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



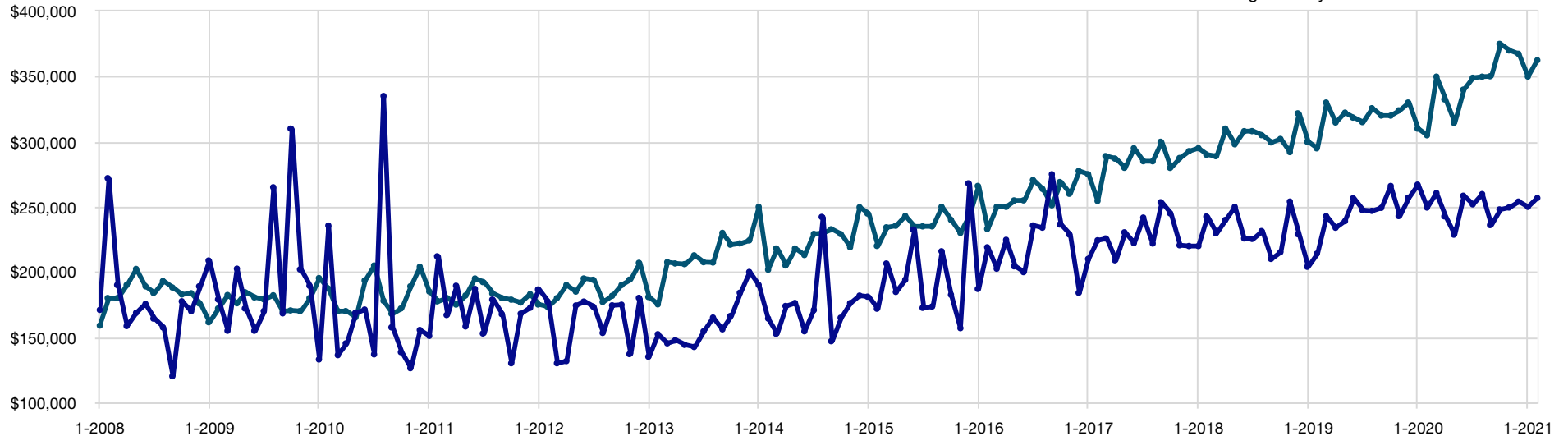
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$349,855	+ 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	\$370,000	+ 14.2%	\$249,490	+ 2.7%
12-2020	\$367,420	+ 11.3%	\$253,990	- 1.2%
1-2021	\$349,978	+ 12.9%	\$249,990	- 6.4%
2-2021	\$362,490	+ 18.9%	\$256,740	+ 2.9%
12-Month Avg*	\$350,000	+ 9.4%	\$253,990	+ 0.6%

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

Historical Median Sales Price by Month

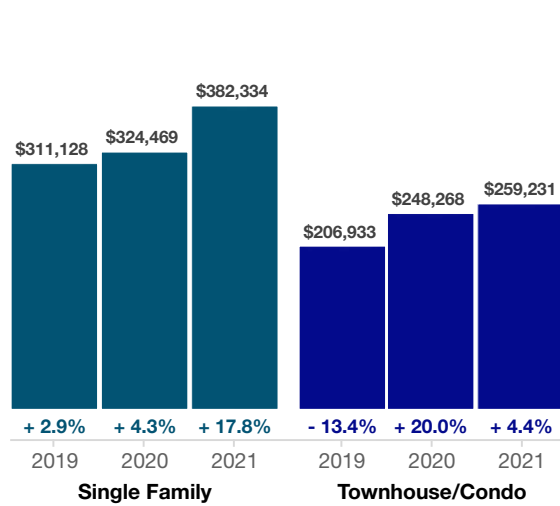


Average Sales Price

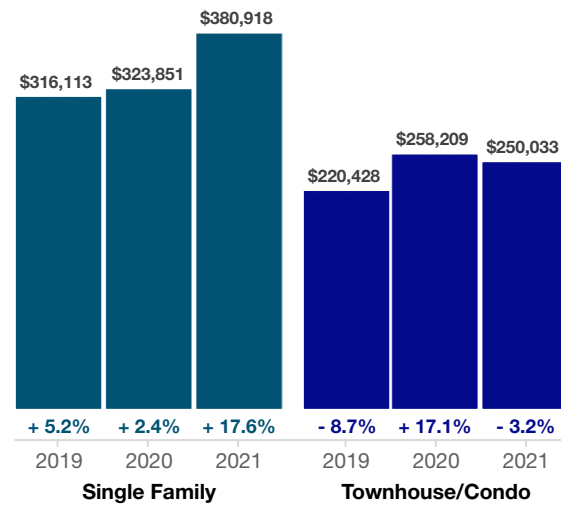
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



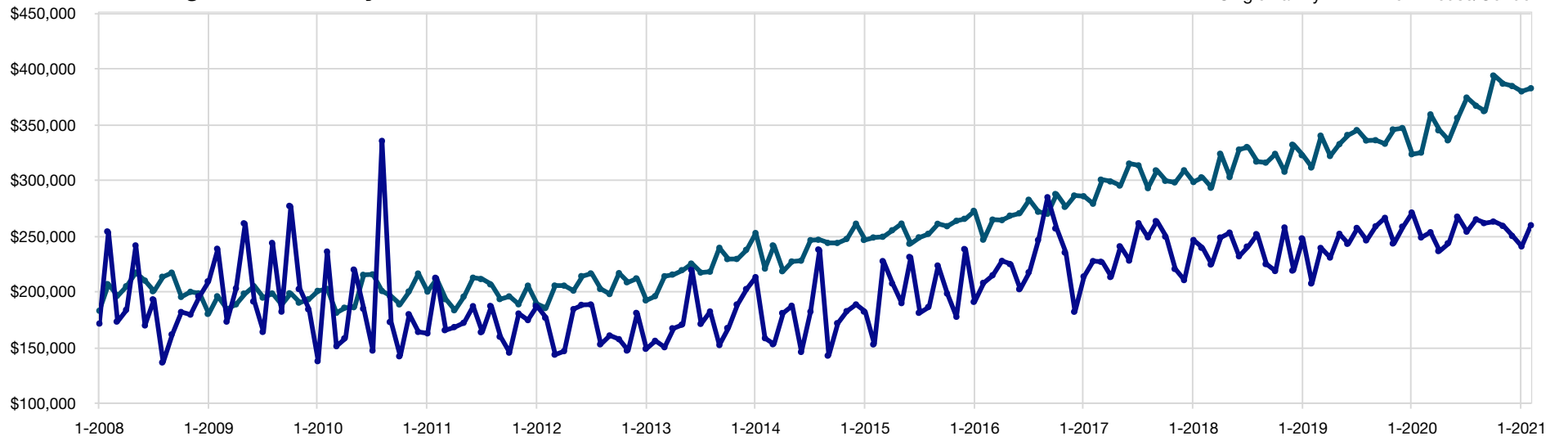
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2020	\$358,814	+ 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	\$366,572	+ 9.3%	\$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	\$386,460	+ 11.9%	\$258,659	+ 6.5%
12-2020	\$384,300	+ 10.9%	\$249,621	- 3.2%
1-2021	\$379,502	+ 17.5%	\$240,223	- 11.2%
2-2021	\$382,334	+ 17.8%	\$259,231	+ 4.4%
12-Month Avg*	\$368,469	+ 9.7%	\$255,442	+ 0.9%

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

Historical Average Sales Price by Month

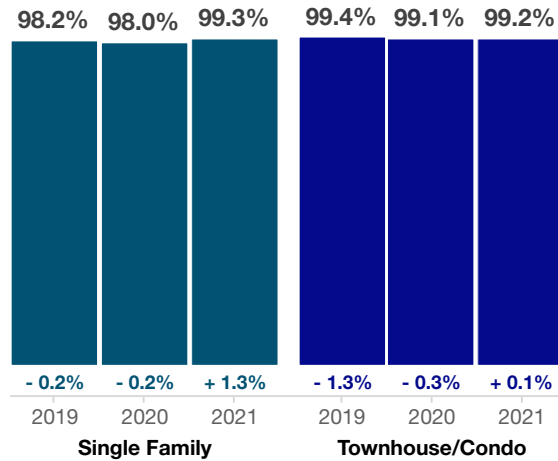


Percent of List Price Received

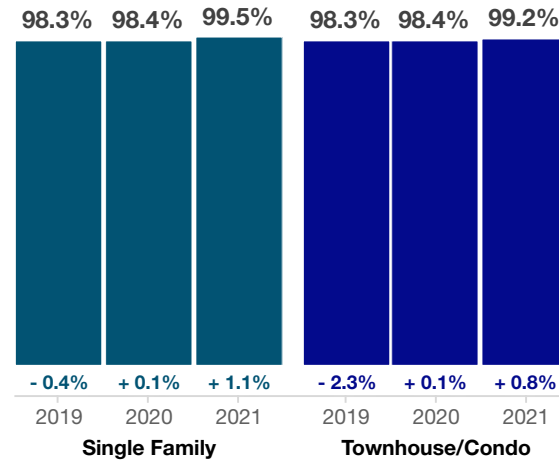
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



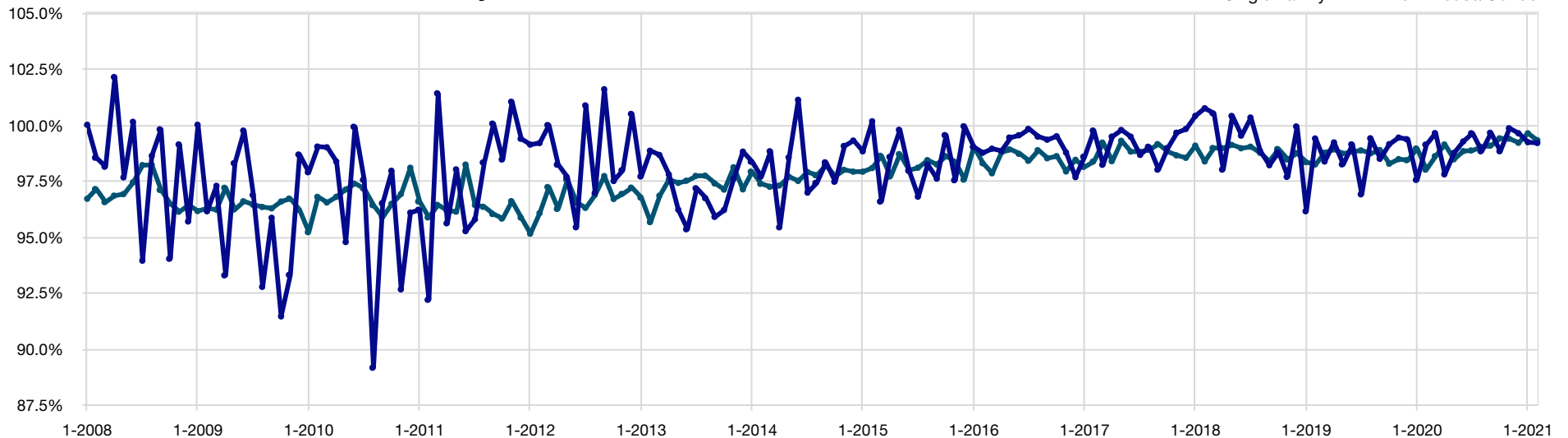
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	99.6%	+ 0.7%	99.2%	+ 1.7%
2-2021	99.3%	+ 1.3%	99.2%	+ 0.1%
12-Month Avg*	99.1%	+ 0.4%	99.2%	+ 0.4%

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

Historical Percent of List Price Received by Month

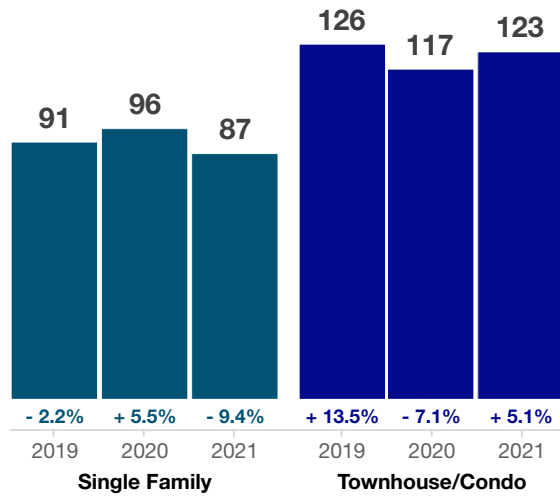


Housing Affordability Index

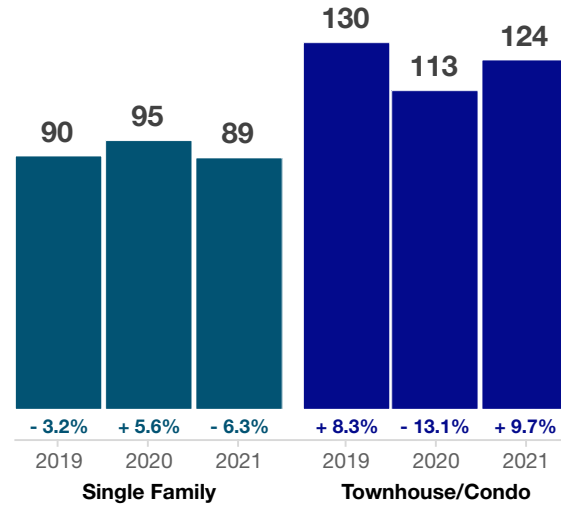


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

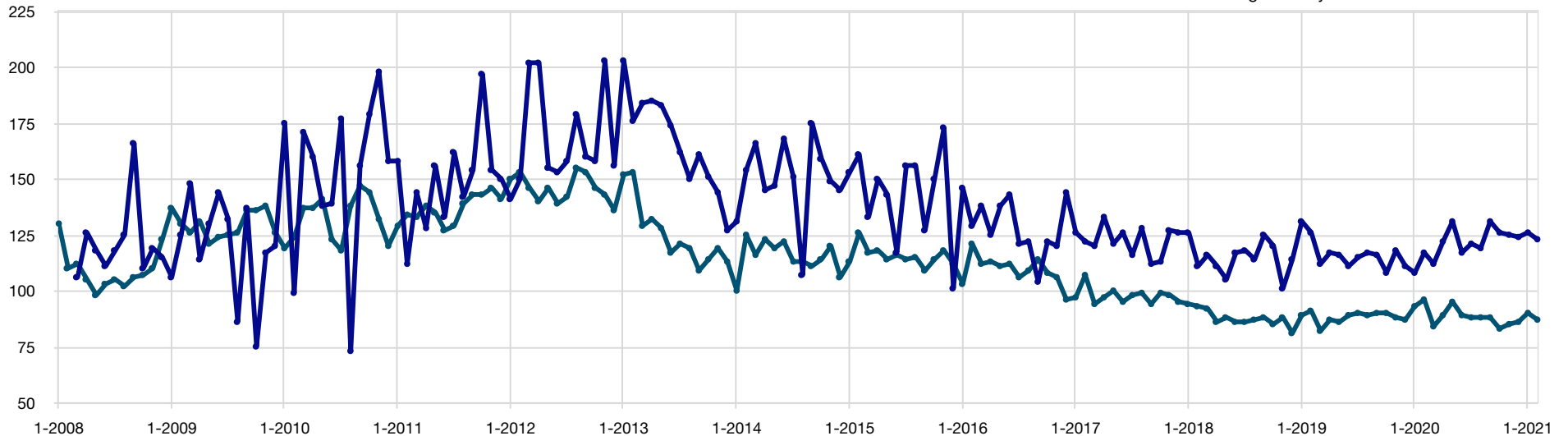


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	90	- 3.2%	126	+ 16.7%
2-2021	87	- 9.4%	123	+ 5.1%
12-Month Avg	88	- 1.1%	123	+ 7.9%

Historical Housing Affordability Index by Month

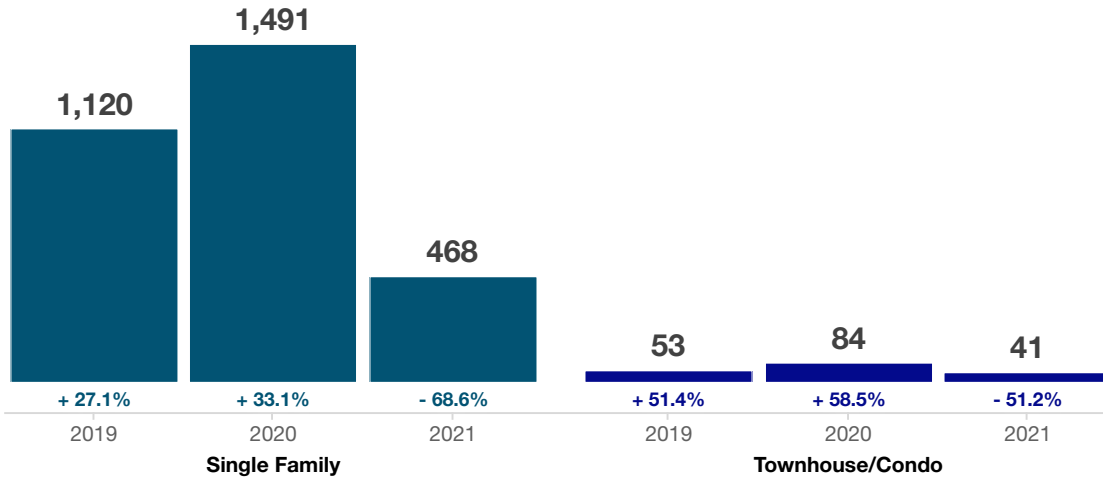


Inventory of Homes for Sale

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

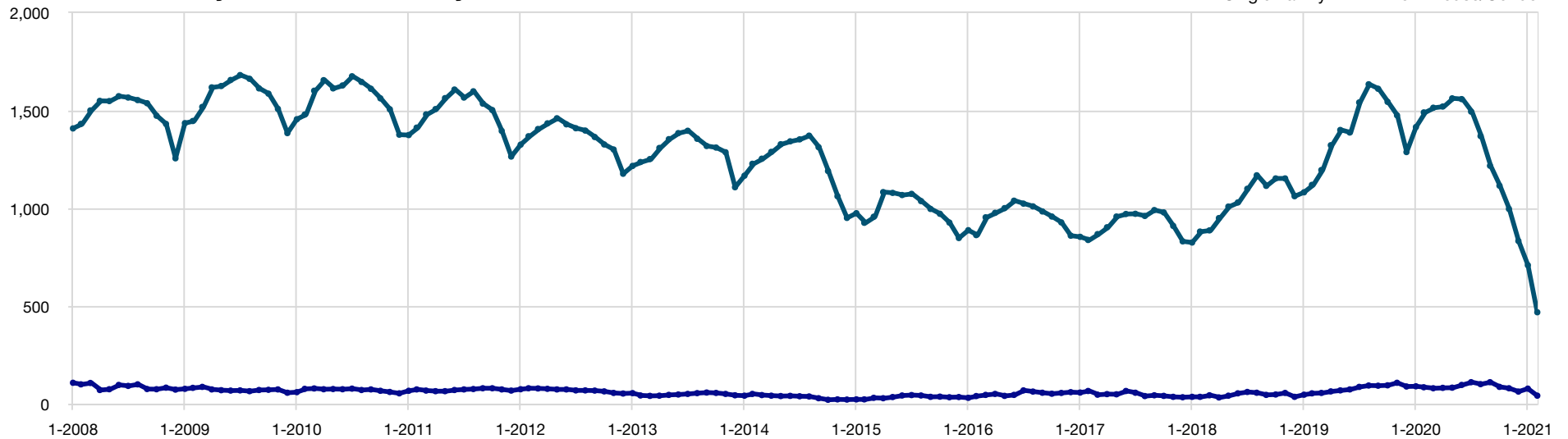


February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2020	1,515	+ 26.7%	79	+ 43.6%
4-2020	1,521	+ 15.0%	81	+ 28.6%
5-2020	1,563	+ 11.6%	82	+ 20.6%
6-2020	1,559	+ 12.3%	96	+ 31.5%
7-2020	1,495	- 3.0%	110	+ 27.9%
8-2020	1,370	- 16.2%	100	+ 7.5%
9-2020	1,218	- 24.4%	110	+ 19.6%
10-2020	1,116	- 27.8%	86	- 8.5%
11-2020	997	- 32.5%	79	- 26.2%
12-2020	833	- 35.3%	62	- 29.5%
1-2021	709	- 49.9%	77	- 13.5%
2-2021	468	- 68.6%	41	- 51.2%
12-Month Avg	1,197	- 17.0%	84	+ 1.2%

Historical Inventory of Homes for Sale by Month

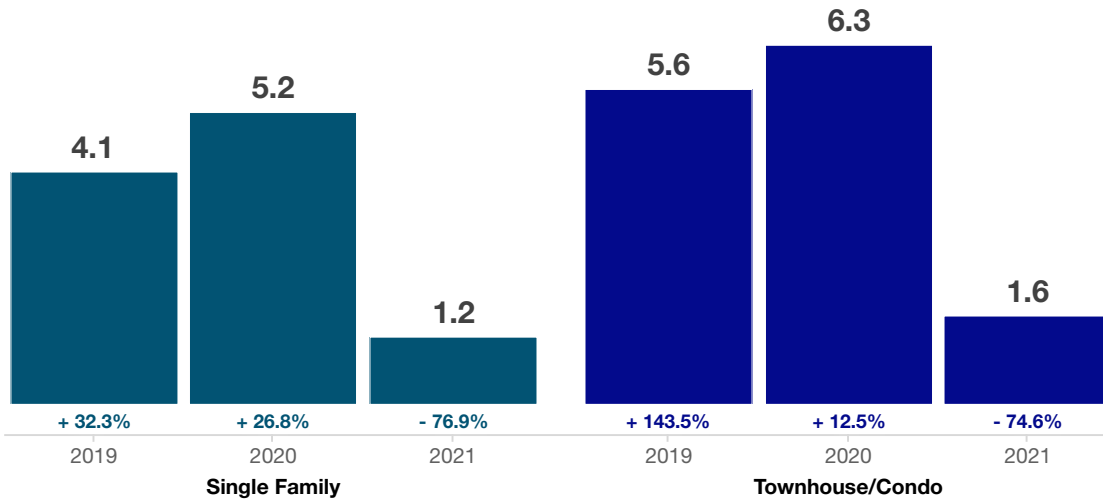


Months Supply of Inventory

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.



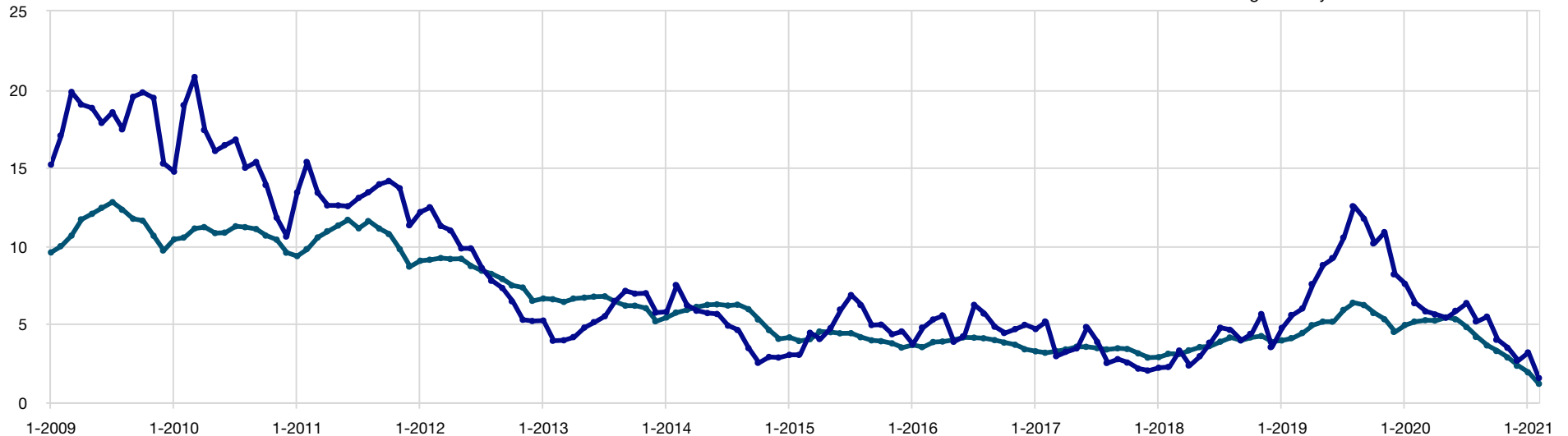
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
3-2020	5.3	+ 20.5%	5.8	- 3.3%
4-2020	5.2	+ 6.1%	5.6	- 26.3%
5-2020	5.4	+ 3.8%	5.4	- 38.6%
6-2020	5.3	+ 1.9%	5.8	- 37.0%
7-2020	4.8	- 18.6%	6.3	- 40.0%
8-2020	4.2	- 34.4%	5.2	- 58.4%
9-2020	3.6	- 41.9%	5.5	- 53.0%
10-2020	3.3	- 42.1%	4.0	- 60.8%
11-2020	2.9	- 45.3%	3.5	- 67.9%
12-2020	2.3	- 48.9%	2.7	- 67.1%
1-2021	1.9	- 61.2%	3.2	- 57.9%
2-2021	1.2	- 76.9%	1.6	- 74.6%
12-Month Avg*	3.8	- 28.8%	4.5	- 50.2%

* Months Supply for all properties from March 2020 through February 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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		524	440	- 16.0%	1,152	882	- 23.4%
Pending Sales		281	604	+ 114.9%	508	1,006	+ 98.0%
Closed Sales		279	257	- 7.9%	499	512	+ 2.6%
Days on Market Until Sale		101	88	- 12.9%	99	94	- 5.1%
Median Sales Price		\$294,900	\$349,900	+ 18.7%	\$299,950	\$345,845	+ 15.3%
Average Sales Price		\$319,007	\$374,640	+ 17.4%	\$319,087	\$372,978	+ 16.9%
Percent of List Price Received		98.1%	99.3%	+ 1.2%	98.4%	99.4%	+ 1.0%
Housing Affordability Index		99	90	- 9.1%	98	91	- 7.1%
Inventory of Homes for Sale		1,575	509	- 67.7%	—	—	—
Months Supply of Inventory		5.2	1.2	- 76.9%	—	—	—