

## Wilson County

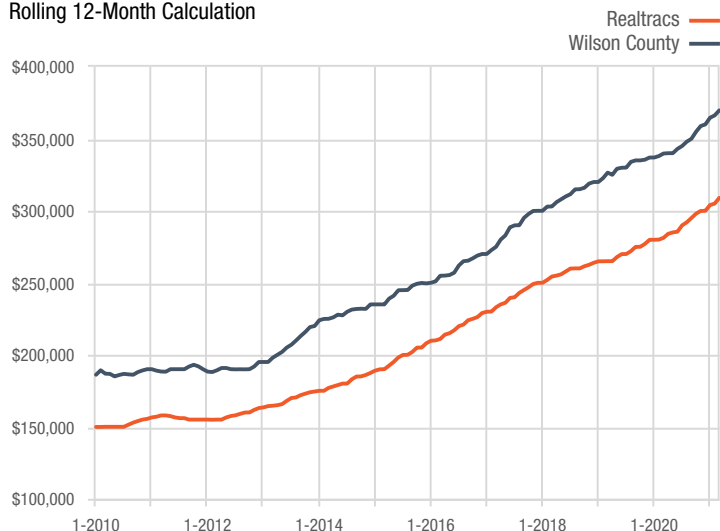
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	476	<b>328</b>	- 31.1%	1,449	<b>1,041</b>	- 28.2%
Pending Sales	245	<b>514</b>	+ 109.8%	641	<b>1,211</b>	+ 88.9%
Closed Sales	244	<b>256</b>	+ 4.9%	639	<b>658</b>	+ 3.0%
Days on Market Until Sale	90	<b>95</b>	+ 5.6%	97	<b>94</b>	- 3.1%
Median Sales Price*	\$360,950	<b>\$385,495</b>	+ 6.8%	\$344,900	<b>\$381,758</b>	+ 10.7%
Average Sales Price*	\$375,673	<b>\$417,289</b>	+ 11.1%	\$358,763	<b>\$411,167</b>	+ 14.6%
Percent of List Price Received*	99.1%	<b>100.3%</b>	+ 1.2%	98.9%	<b>100.0%</b>	+ 1.1%
Inventory of Homes for Sale	1,257	<b>302</b>	- 76.0%	—	—	—
Months Supply of Inventory	5.1	<b>0.9</b>	- 82.4%	—	—	—

Townhouse/Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	37	<b>58</b>	+ 56.8%	90	<b>141</b>	+ 56.7%
Pending Sales	14	<b>72</b>	+ 414.3%	54	<b>128</b>	+ 137.0%
Closed Sales	16	<b>36</b>	+ 125.0%	52	<b>67</b>	+ 28.8%
Days on Market Until Sale	116	<b>101</b>	- 12.9%	93	<b>114</b>	+ 22.6%
Median Sales Price*	\$260,600	<b>\$263,990</b>	+ 1.3%	\$259,450	<b>\$257,490</b>	- 0.8%
Average Sales Price*	\$252,943	<b>\$261,247</b>	+ 3.3%	\$256,588	<b>\$256,506</b>	- 0.0%
Percent of List Price Received*	99.6%	<b>99.5%</b>	- 0.1%	98.8%	<b>99.4%</b>	+ 0.6%
Inventory of Homes for Sale	75	<b>48</b>	- 36.0%	—	—	—
Months Supply of Inventory	5.7	<b>1.7</b>	- 70.2%	—	—	—

\* 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.

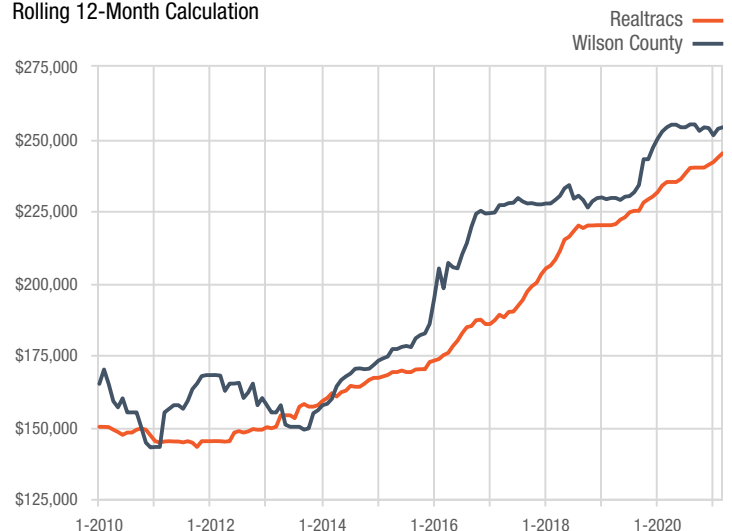
### Median Sales Price - Single-Family

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



## March 2021

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

New Listings decreased 29.4 percent for Single Family but increased 55.3 percent for Townhouse/Condo. Pending Sales increased 115.0 percent for Single Family and 428.6 percent for Townhouse/Condo. Inventory decreased 72.5 percent for Single Family and 36.7 percent for Townhouse/Condo.

Median Sales Price increased 2.9 percent to \$360,000 for Single Family and 1.3 percent to \$263,990 for Townhouse/Condo. Days on Market decreased 1.1 percent for Single Family and 13.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 81.1 percent for Single Family and 70.7 percent for Townhouse/Condo.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

## Quick Facts

**+ 18.2%**

Change in  
**Closed Sales**  
All Properties

**+ 1.4%**

Change in  
**Median Sales Price**  
All Properties

**- 70.7%**

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	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		551	<b>389</b>	- 29.4%	1,649	<b>1,224</b>	- 25.8%
<b>Pending Sales</b>		280	<b>602</b>	+ 115.0%	748	<b>1,395</b>	+ 86.5%
<b>Closed Sales</b>		281	<b>314</b>	+ 11.7%	744	<b>805</b>	+ 8.2%
<b>Days on Market Until Sale</b>		94	<b>93</b>	- 1.1%	98	<b>93</b>	- 5.1%
<b>Median Sales Price</b>		\$349,900	<b>\$360,000</b>	+ 2.9%	\$325,000	<b>\$359,545</b>	+ 10.6%
<b>Average Sales Price</b>		\$358,814	<b>\$391,931</b>	+ 9.2%	\$337,110	<b>\$385,495</b>	+ 14.4%
<b>Percent of List Price Received</b>		98.6%	<b>99.7%</b>	+ 1.1%	98.5%	<b>99.6%</b>	+ 1.1%
<b>Housing Affordability Index</b>		84	<b>88</b>	+ 4.8%	90	<b>88</b>	- 2.2%
<b>Inventory of Homes for Sale</b>		1,515	<b>417</b>	- 72.5%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>1.0</b>	- 81.1%	—	—	—

# 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.



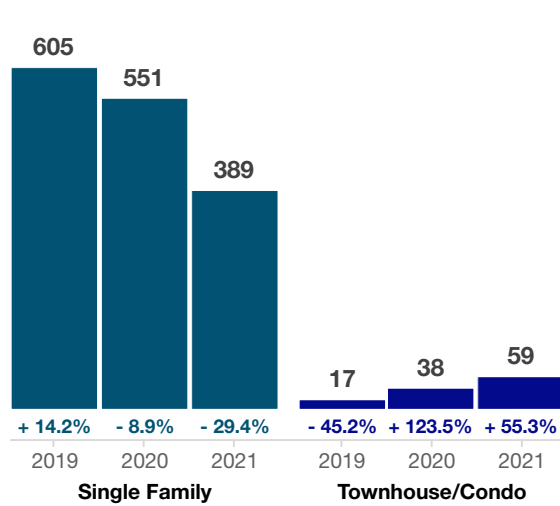
Key Metrics	Historical Sparkbars	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		38	<b>59</b>	+ 55.3%	92	<b>144</b>	+ 56.5%
<b>Pending Sales</b>		14	<b>74</b>	+ 428.6%	54	<b>131</b>	+ 142.6%
<b>Closed Sales</b>		16	<b>37</b>	+ 131.3%	52	<b>69</b>	+ 32.7%
<b>Days on Market Until Sale</b>		116	<b>100</b>	- 13.8%	93	<b>112</b>	+ 20.4%
<b>Median Sales Price</b>		\$260,600	<b>\$263,990</b>	+ 1.3%	\$259,450	<b>\$257,990</b>	- 0.6%
<b>Average Sales Price</b>		\$252,943	<b>\$262,808</b>	+ 3.9%	\$256,588	<b>\$258,948</b>	+ 0.9%
<b>Percent of List Price Received</b>		99.6%	<b>99.3%</b>	- 0.3%	98.8%	<b>99.3%</b>	+ 0.5%
<b>Housing Affordability Index</b>		112	<b>120</b>	+ 7.1%	113	<b>122</b>	+ 8.0%
<b>Inventory of Homes for Sale</b>		79	<b>50</b>	- 36.7%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>1.7</b>	- 70.7%	—	—	—

# New Listings

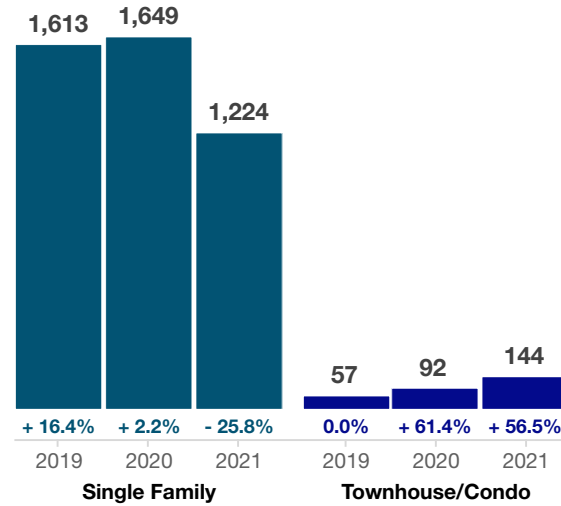
A count of the properties that have been newly listed on the market in a given month.



## March

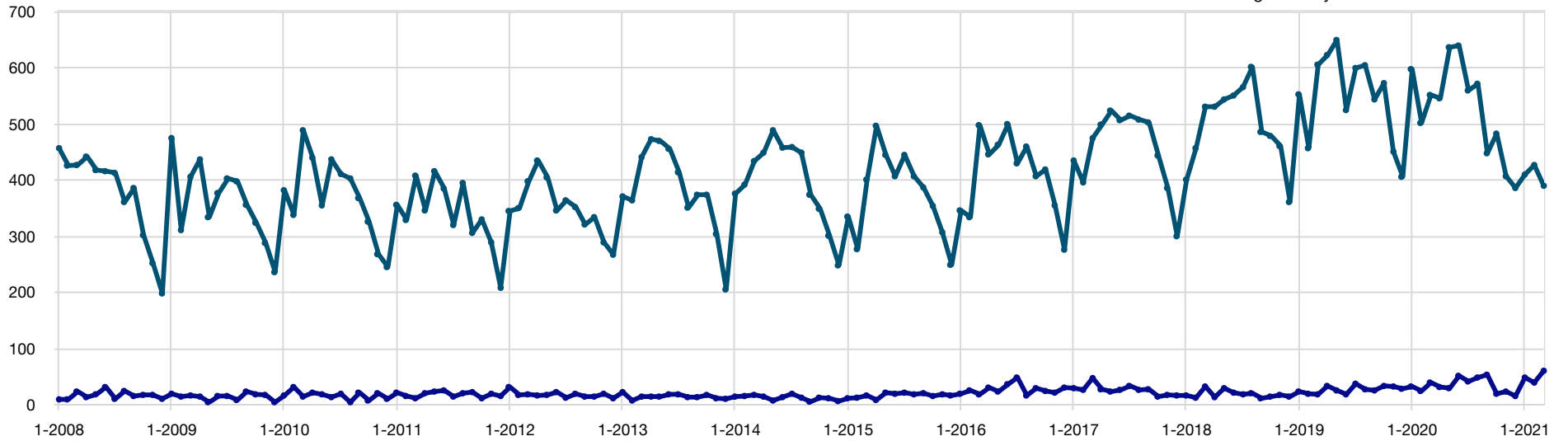


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	447	-17.7%	52	+116.7%
10-2020	482	-15.7%	18	-43.8%
11-2020	406	-9.8%	22	-29.0%
12-2020	385	-4.9%	14	-48.1%
1-2021	409	-31.5%	47	+51.6%
2-2021	426	-15.0%	38	+65.2%
<b>3-2021</b>	<b>389</b>	<b>-29.4%</b>	<b>59</b>	<b>+55.3%</b>
12-Month Avg	491	-10.9%	37	+32.1%

## Historical New Listings by Month

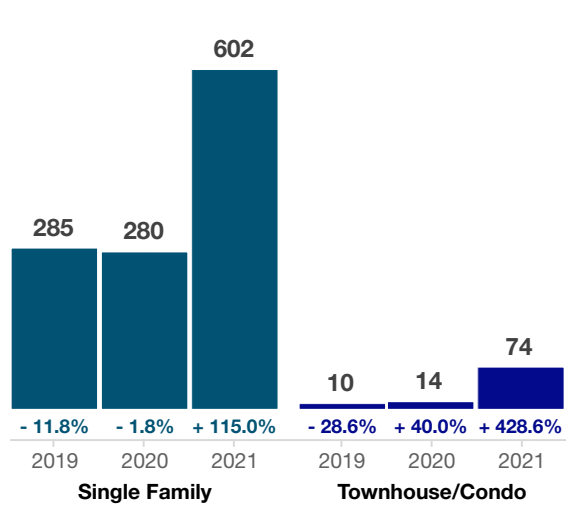


# Pending Sales

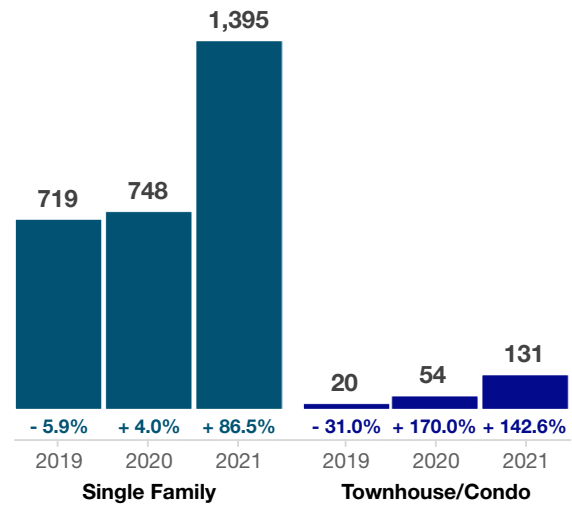
A count of the properties on which offers have been accepted in a given month.



## March

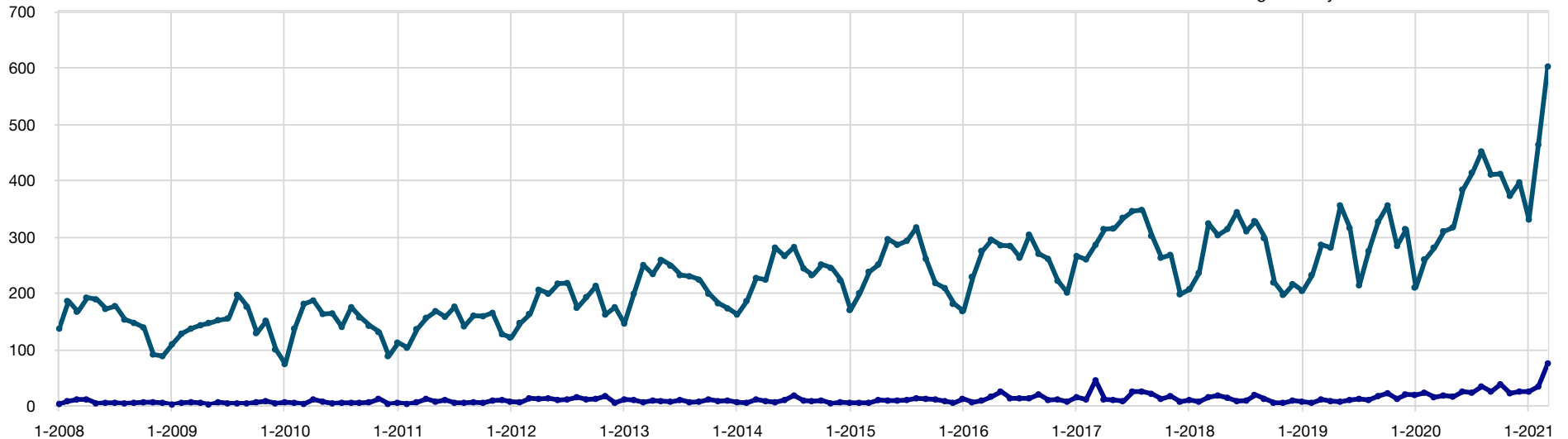


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
4-2020	309	+ 10.4%	17	+ 142.9%
5-2020	316	- 11.0%	15	+ 150.0%
6-2020	383	+ 21.6%	24	+ 166.7%
7-2020	413	+ 93.9%	22	+ 100.0%
8-2020	451	+ 64.6%	33	+ 266.7%
9-2020	410	+ 25.8%	24	+ 50.0%
10-2020	411	+ 15.8%	37	+ 76.2%
11-2020	372	+ 31.4%	21	+ 90.9%
12-2020	396	+ 26.5%	24	+ 26.3%
1-2021	330	+ 57.9%	24	+ 33.3%
2-2021	463	+ 78.8%	33	+ 50.0%
<b>3-2021</b>	<b>602</b>	<b>+ 115.0%</b>	<b>74</b>	<b>+ 428.6%</b>
12-Month Avg	405	+ 40.1%	29	+ 107.1%

## Historical Pending Sales by Month

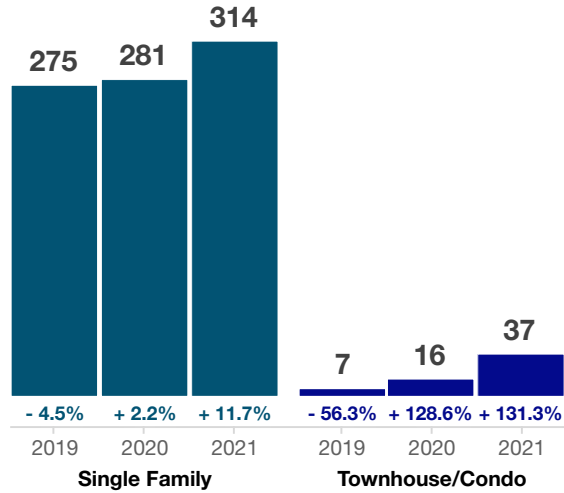


# Closed Sales

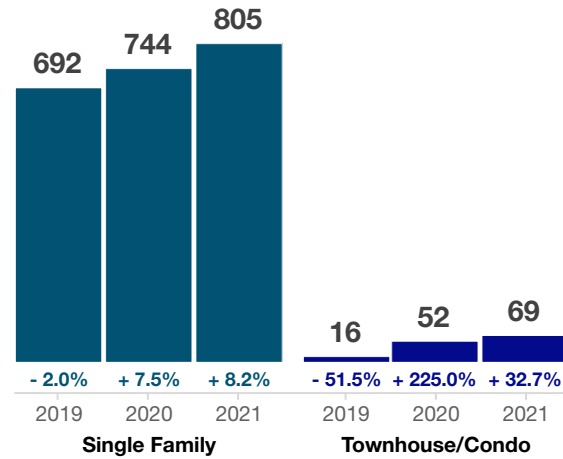
A count of the actual sales that closed in a given month.



## March

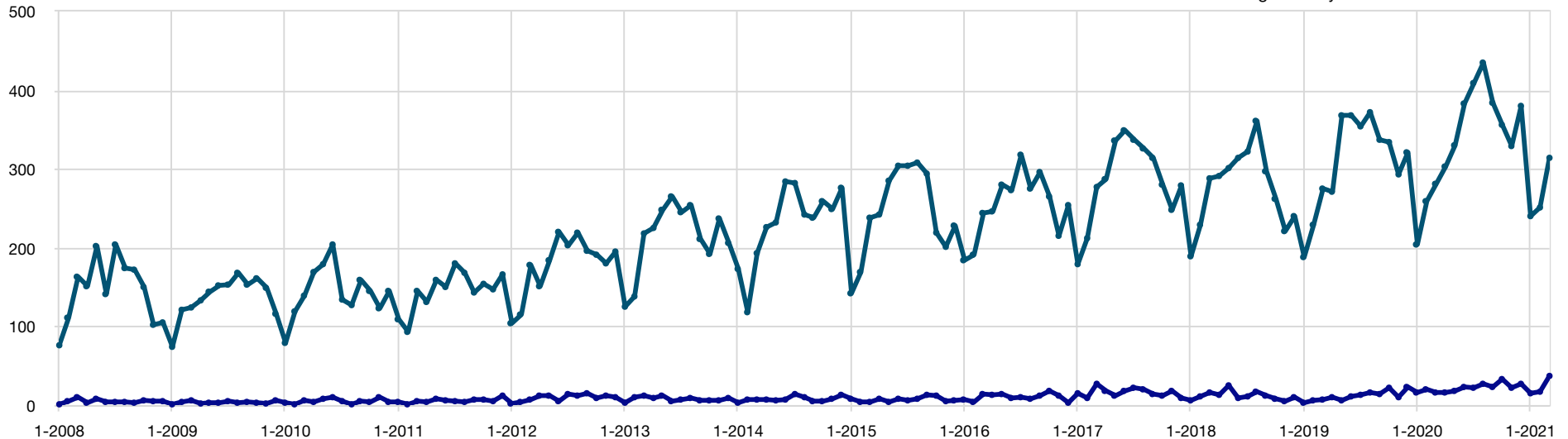


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	251	- 3.1%	17	- 15.0%
<b>3-2021</b>	<b>314</b>	<b>+ 11.7%</b>	<b>37</b>	<b>+ 131.3%</b>
12-Month Avg	343	+ 9.2%	23	+ 53.3%

## Historical Closed Sales by Month

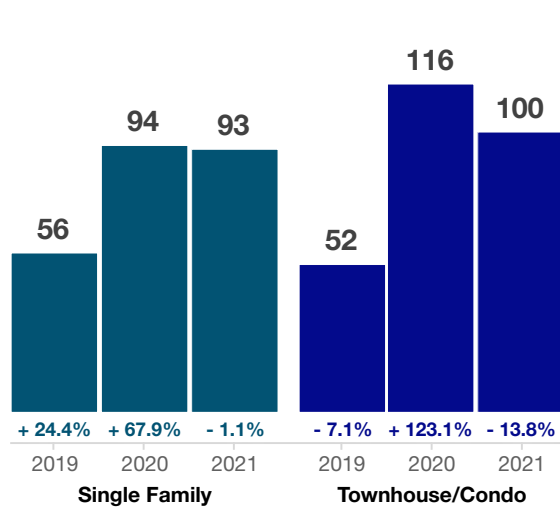


# Days on Market Until Sale

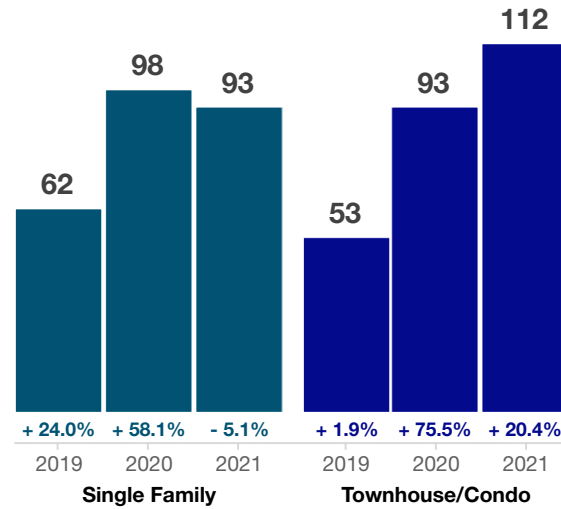
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



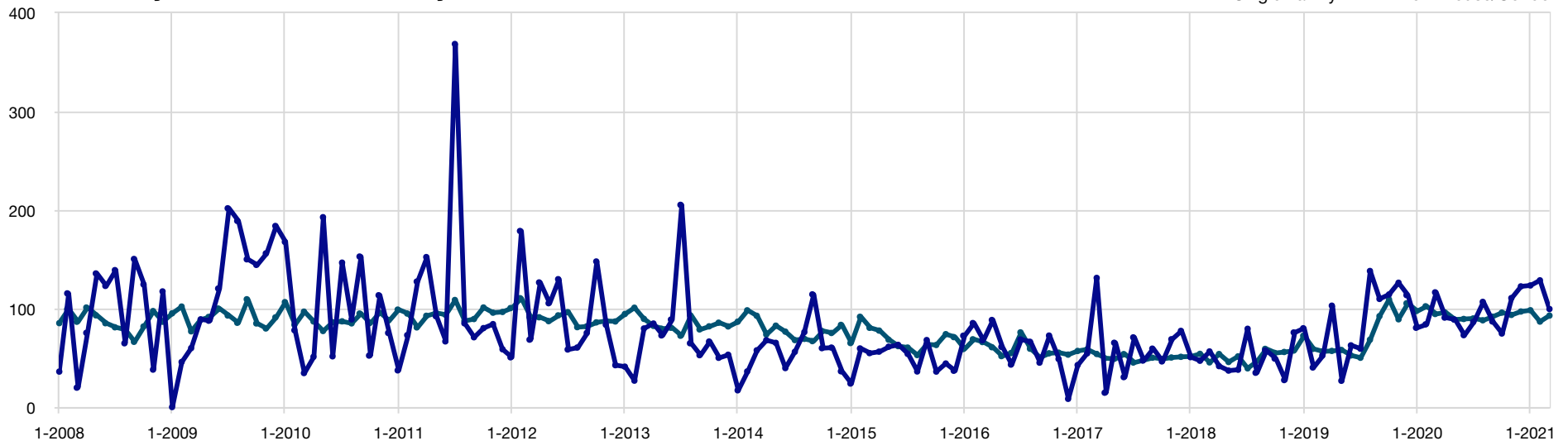
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	87	- 14.7%	129	+ 53.6%
<b>3-2021</b>	<b>93</b>	<b>- 1.1%</b>	<b>100</b>	<b>- 13.8%</b>
12-Month Avg*	92	+ 15.8%	98	- 1.3%

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

## Historical Days on Market Until Sale by Month



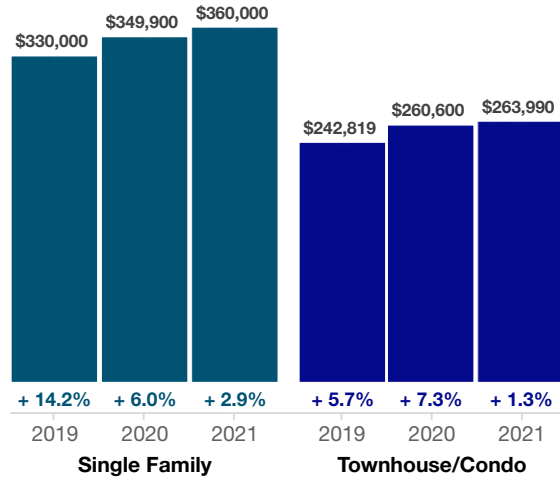


# Median Sales Price

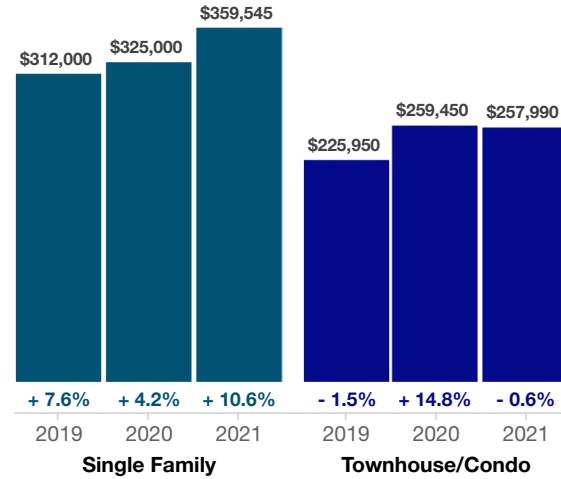
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



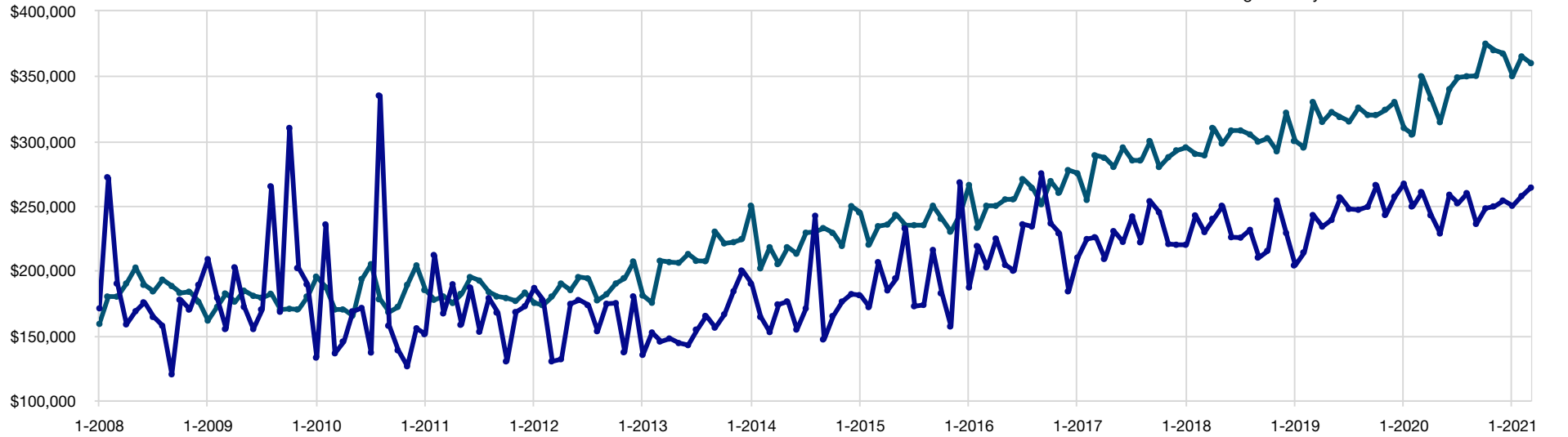
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$365,169	+ 19.8%	\$257,490	+ 3.2%
<b>3-2021</b>	<b>\$360,000</b>	<b>+ 2.9%</b>	<b>\$263,990</b>	<b>+ 1.3%</b>
12-Month Avg*	\$350,000	+ 9.4%	\$254,900	+ 0.4%

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

## Historical Median Sales Price by Month

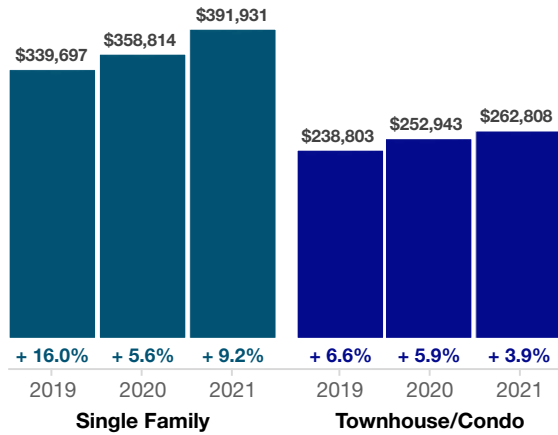


# Average Sales Price

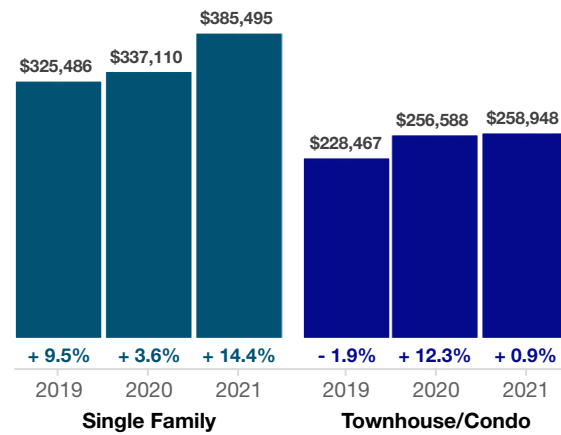
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



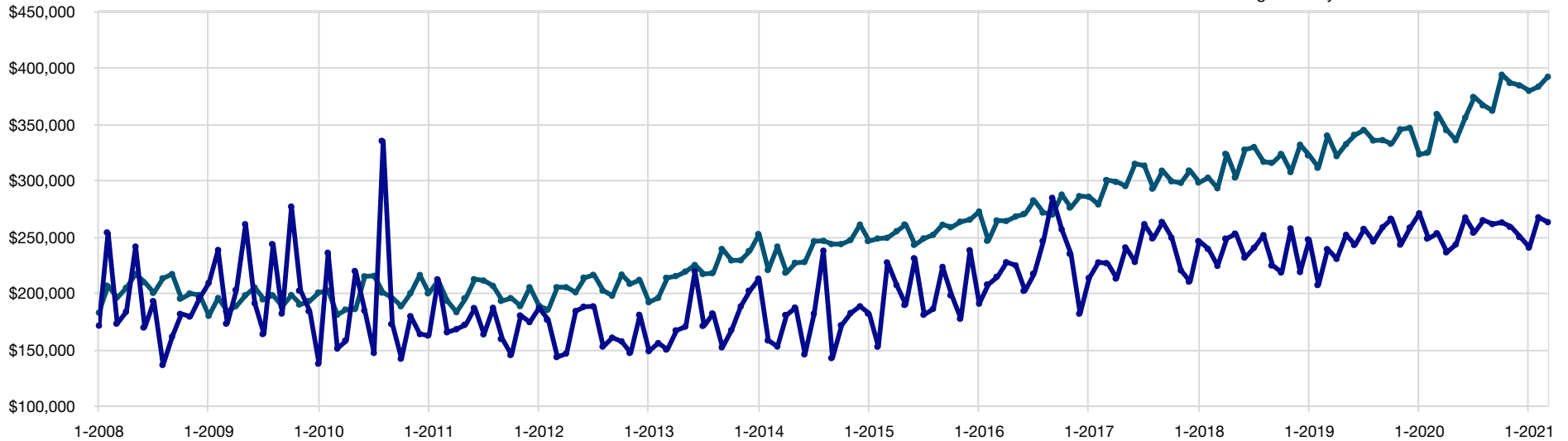
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$383,163	+ 18.1%	\$267,070	+ 7.6%
<b>3-2021</b>	<b>\$391,931</b>	<b>+ 9.2%</b>	<b>\$262,808</b>	<b>+ 3.9%</b>
12-Month Avg*	\$371,010	+ 10.0%	\$257,047	+ 1.3%

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

## Historical Average Sales Price by Month

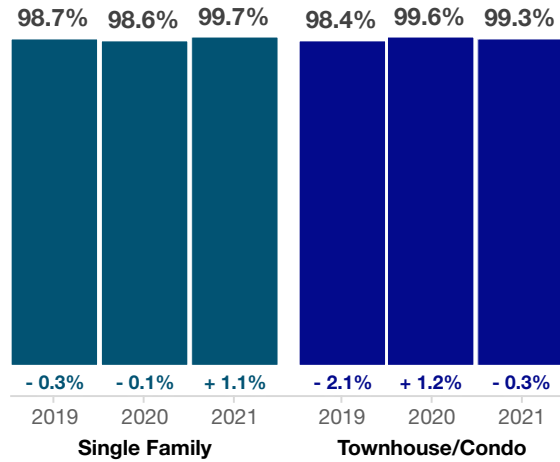


# Percent of List Price Received

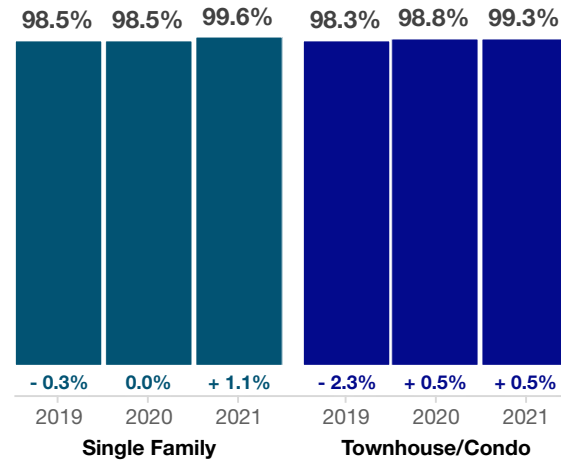
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



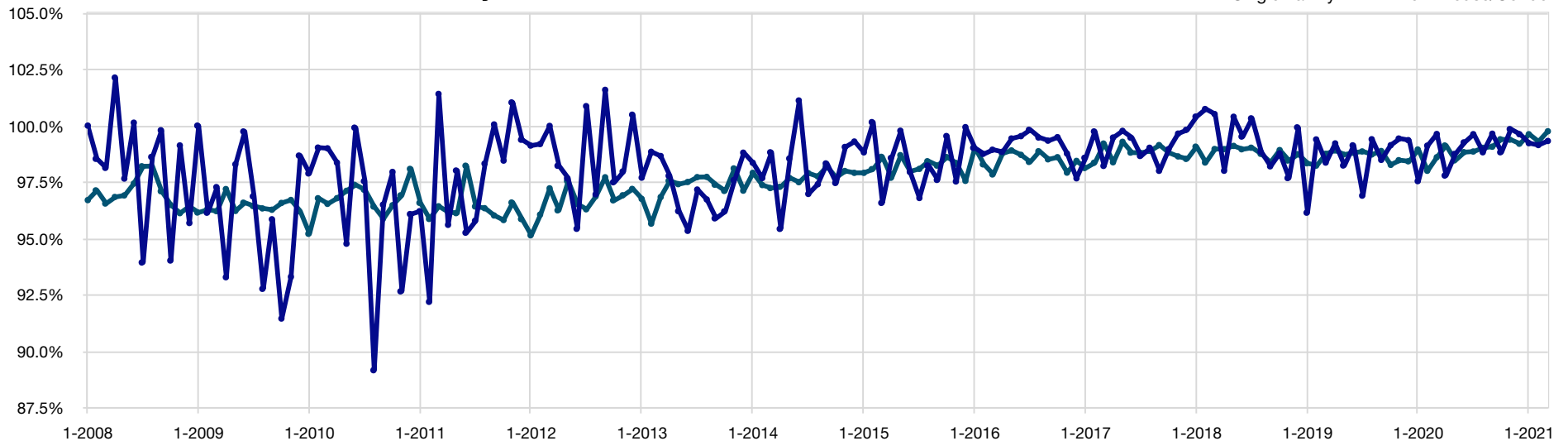
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	99.1%	0.0%
<b>3-2021</b>	<b>99.7%</b>	<b>+ 1.1%</b>	<b>99.3%</b>	<b>- 0.3%</b>
12-Month Avg*	99.1%	+ 0.5%	99.2%	+ 0.3%

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

## Historical Percent of List Price Received by Month

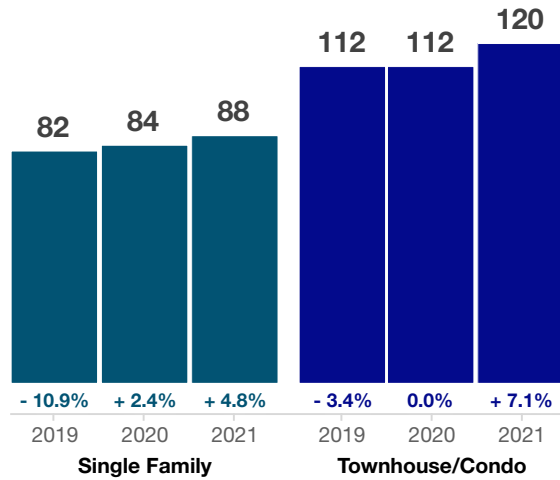


# Housing Affordability Index

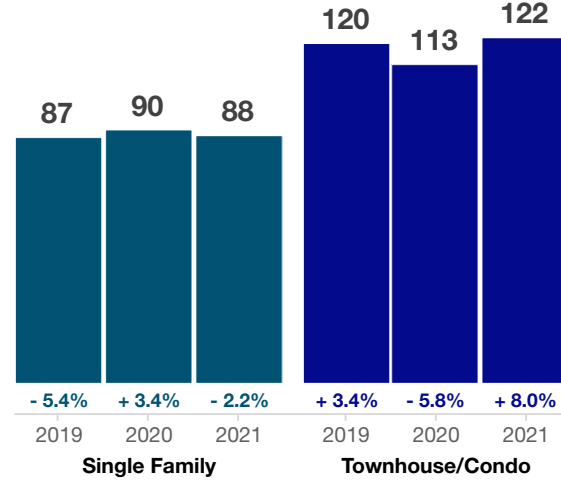


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March

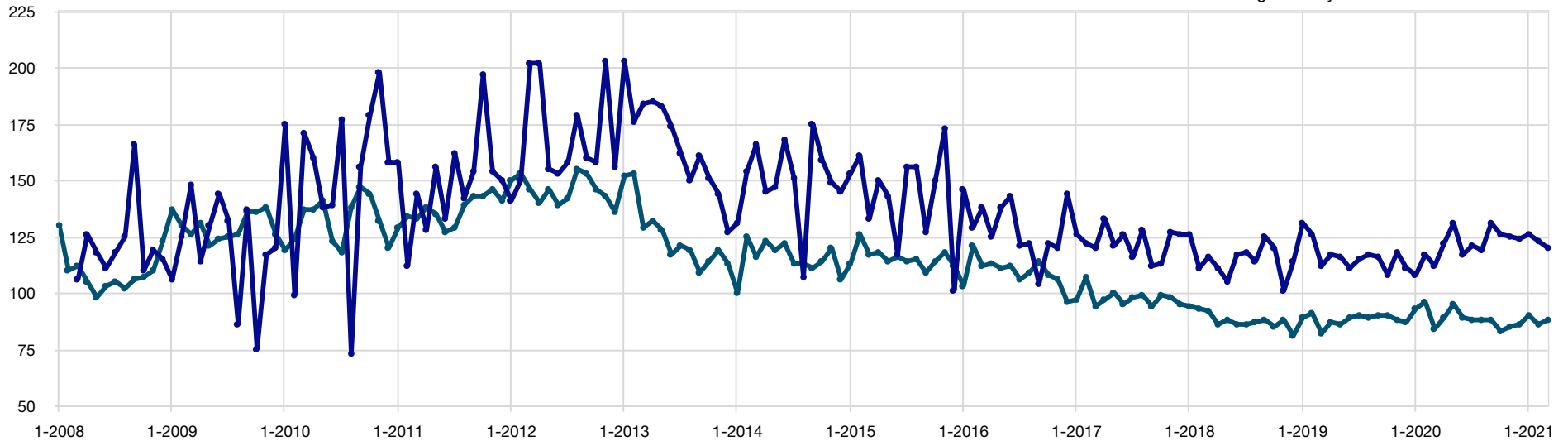


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	86	- 10.4%	123	+ 5.1%
<b>3-2021</b>	<b>88</b>	<b>+ 4.8%</b>	<b>120</b>	<b>+ 7.1%</b>
12-Month Avg	88	- 1.1%	124	+ 8.8%

## Historical Housing Affordability Index by Month

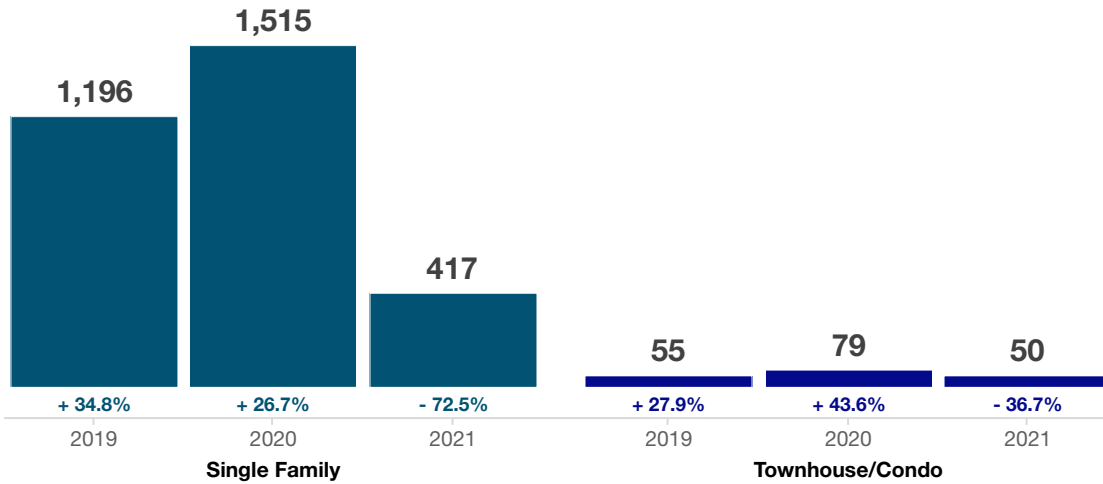


# Inventory of Homes for Sale

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

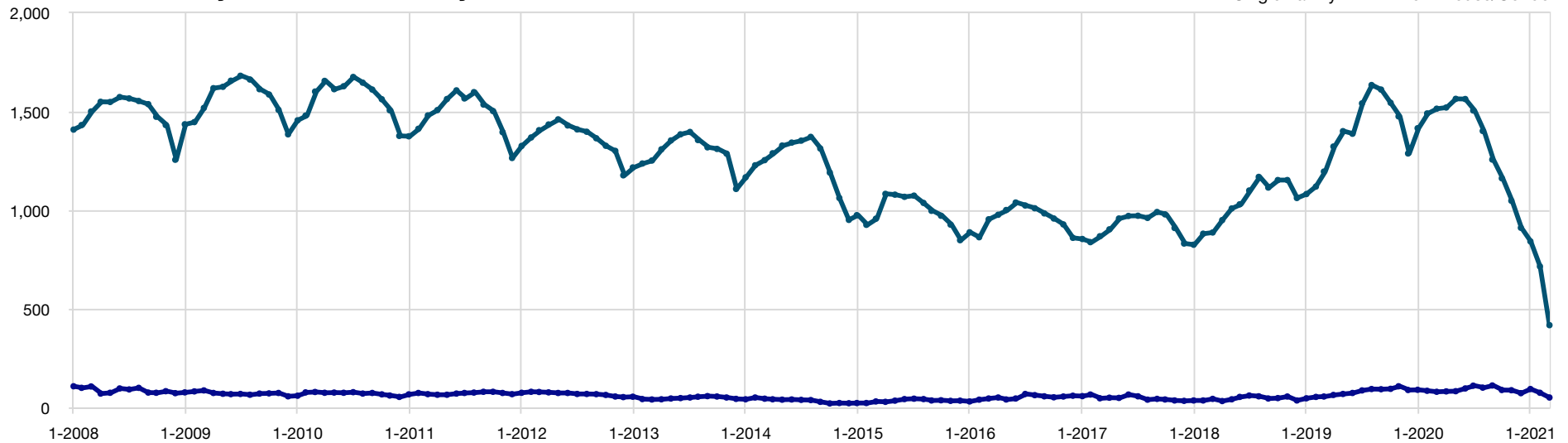


## March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
4-2020	1,521	+ 15.0%	81	+ 28.6%
5-2020	1,565	+ 11.7%	82	+ 20.6%
6-2020	1,564	+ 12.7%	96	+ 31.5%
7-2020	1,506	- 2.3%	110	+ 27.9%
8-2020	1,402	- 14.3%	100	+ 7.5%
9-2020	1,257	- 22.0%	111	+ 20.7%
10-2020	1,162	- 24.8%	88	- 6.4%
11-2020	1,048	- 29.0%	87	- 18.7%
12-2020	911	- 29.3%	72	- 18.2%
1-2021	842	- 40.5%	93	+ 4.5%
2-2021	715	- 52.0%	74	- 11.9%
<b>3-2021</b>	<b>417</b>	<b>- 72.5%</b>	<b>50</b>	<b>- 36.7%</b>
12-Month Avg	1,159	- 21.1%	87	+ 2.4%

## Historical Inventory of Homes for Sale by Month

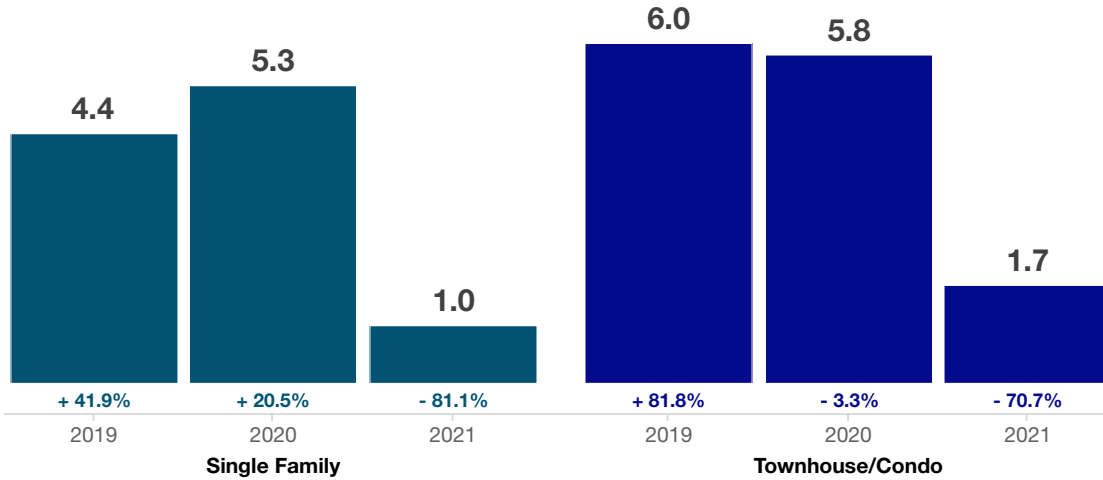


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



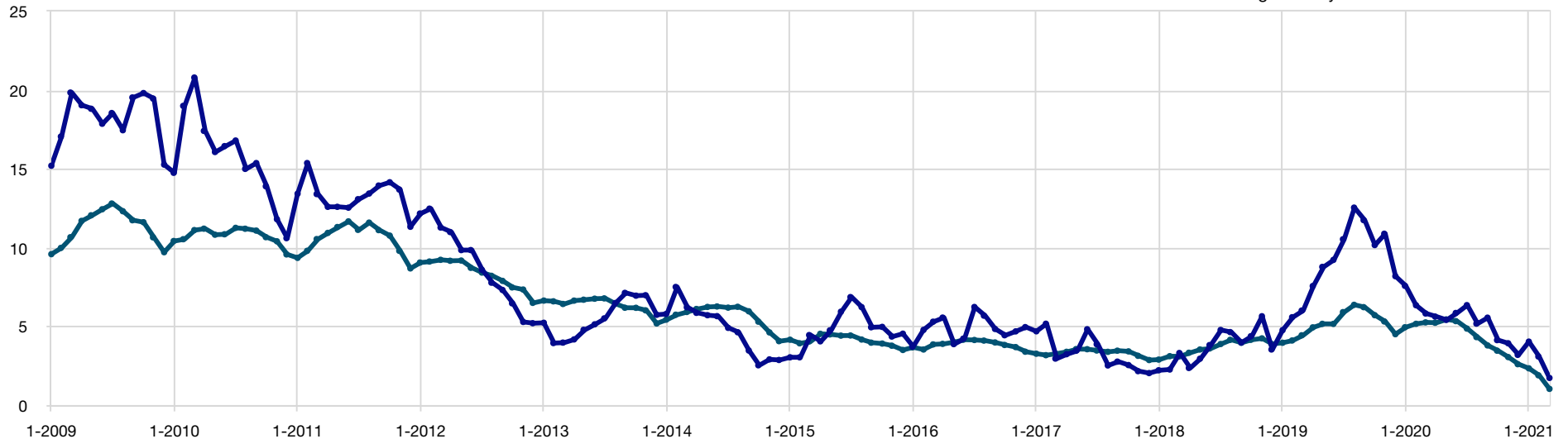
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	4.9	- 16.9%	6.3	- 40.0%
8-2020	4.3	- 32.8%	5.2	- 58.4%
9-2020	3.8	- 38.7%	5.6	- 52.1%
10-2020	3.5	- 38.6%	4.1	- 59.8%
11-2020	3.0	- 43.4%	3.9	- 64.2%
12-2020	2.6	- 42.2%	3.2	- 61.0%
1-2021	2.3	- 53.1%	4.0	- 47.4%
2-2021	1.9	- 63.5%	3.1	- 50.8%
<b>3-2021</b>	<b>1.0</b>	<b>- 81.1%</b>	<b>1.7</b>	<b>- 70.7%</b>
12-Month Avg*	3.6	- 33.0%	4.5	- 50.6%

\* Months Supply for all properties from April 2020 through March 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	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		589	<b>448</b>	- 23.9%	1,741	<b>1,368</b>	- 21.4%
<b>Pending Sales</b>		294	<b>676</b>	+ 129.9%	802	<b>1,526</b>	+ 90.3%
<b>Closed Sales</b>		297	<b>351</b>	+ 18.2%	796	<b>874</b>	+ 9.8%
<b>Days on Market Until Sale</b>		96	<b>94</b>	- 2.1%	98	<b>94</b>	- 4.1%
<b>Median Sales Price</b>		\$342,000	<b>\$346,815</b>	+ 1.4%	\$314,500	<b>\$346,990</b>	+ 10.3%
<b>Average Sales Price</b>		\$353,111	<b>\$378,320</b>	+ 7.1%	\$331,830	<b>\$375,493</b>	+ 13.2%
<b>Percent of List Price Received</b>		98.7%	<b>99.7%</b>	+ 1.0%	98.5%	<b>99.5%</b>	+ 1.0%
<b>Housing Affordability Index</b>		86	<b>91</b>	+ 5.8%	93	<b>91</b>	- 2.2%
<b>Inventory of Homes for Sale</b>		1,594	<b>467</b>	- 70.7%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>1.1</b>	- 79.2%	—	—	—