

## Wilson County

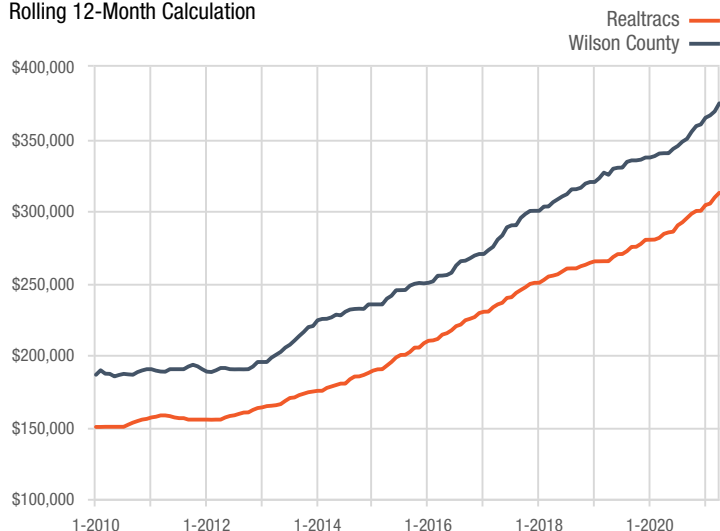
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	488	<b>295</b>	- 39.5%	1,937	<b>1,395</b>	- 28.0%
Pending Sales	256	<b>528</b>	+ 106.3%	894	<b>1,581</b>	+ 76.8%
Closed Sales	252	<b>293</b>	+ 16.3%	891	<b>969</b>	+ 8.8%
Days on Market Until Sale	93	<b>100</b>	+ 7.5%	96	<b>96</b>	0.0%
Median Sales Price*	\$349,764	<b>\$411,686</b>	+ 17.7%	\$345,000	<b>\$390,000</b>	+ 13.0%
Average Sales Price*	\$365,915	<b>\$451,233</b>	+ 23.3%	\$360,790	<b>\$422,131</b>	+ 17.0%
Percent of List Price Received*	99.4%	<b>101.0%</b>	+ 1.6%	99.1%	<b>100.3%</b>	+ 1.2%
Inventory of Homes for Sale	1,279	<b>319</b>	- 75.1%	—	—	—
Months Supply of Inventory	5.2	<b>0.9</b>	- 82.7%	—	—	—

Townhouse/Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	29	<b>31</b>	+ 6.9%	119	<b>173</b>	+ 45.4%
Pending Sales	17	<b>69</b>	+ 305.9%	71	<b>178</b>	+ 150.7%
Closed Sales	16	<b>25</b>	+ 56.3%	68	<b>93</b>	+ 36.8%
Days on Market Until Sale	91	<b>87</b>	- 4.4%	92	<b>108</b>	+ 17.4%
Median Sales Price*	\$242,700	<b>\$271,870</b>	+ 12.0%	\$256,183	<b>\$258,490</b>	+ 0.9%
Average Sales Price*	\$236,019	<b>\$263,422</b>	+ 11.6%	\$251,749	<b>\$258,263</b>	+ 2.6%
Percent of List Price Received*	97.8%	<b>99.2%</b>	+ 1.4%	98.5%	<b>99.3%</b>	+ 0.8%
Inventory of Homes for Sale	76	<b>26</b>	- 65.8%	—	—	—
Months Supply of Inventory	5.4	<b>0.8</b>	- 85.2%	—	—	—

\* 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.

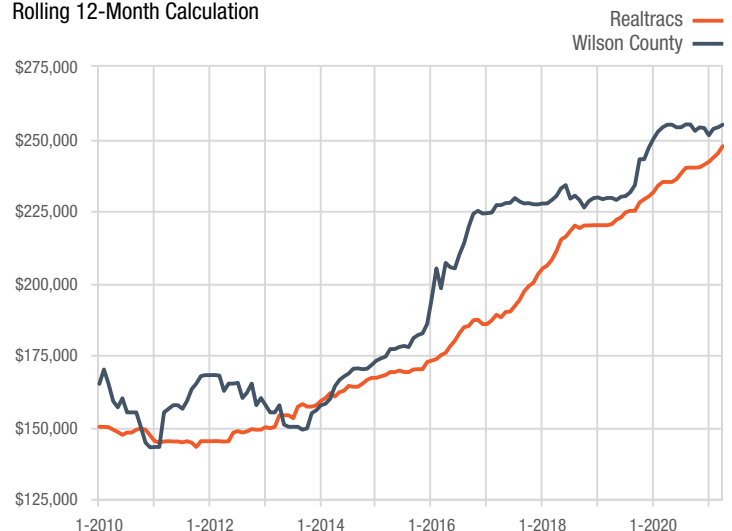
### Median Sales Price - Single-Family

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



## April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings decreased 36.7 percent for Single Family but increased 6.7 percent for Townhouse/Condo. Pending Sales increased 95.1 percent for Single Family and 323.5 percent for Townhouse/Condo. Inventory decreased 71.4 percent for Single Family and 66.7 percent for Townhouse/Condo.

Median Sales Price increased 19.8 percent to \$398,190 for Single Family and 12.0 percent to \$271,870 for Townhouse/Condo. Days on Market increased 1.0 percent for Single Family but remained flat for Townhouse/Condo. Months Supply of Inventory decreased 79.2 percent for Single Family and 85.7 percent for Townhouse/Condo.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Quick Facts

**+ 13.5%**

Change in  
**Closed Sales**  
All Properties

**+ 19.0%**

Change in  
**Median Sales Price**  
All Properties

**- 71.1%**

Change in  
**Homes for Sale**  
All Properties

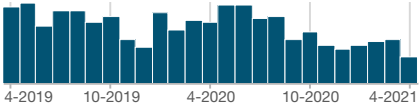
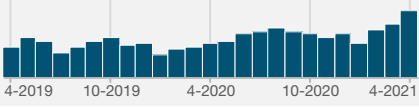
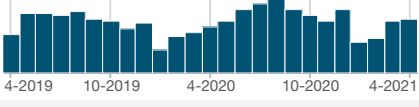
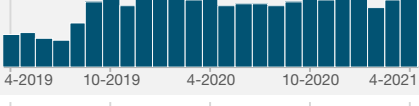
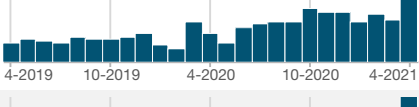
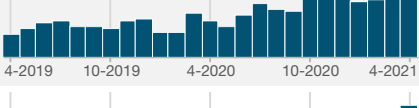
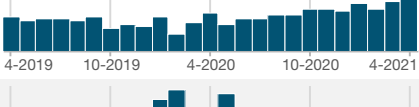
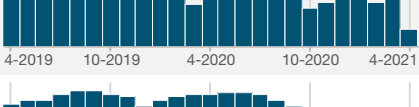
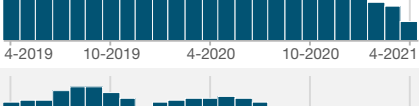
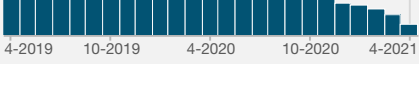
This report covers residential real estate activity in DeKalb, Smith and Wilson Counties. Percent changes are calculated using rounded figures.

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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		545	<b>345</b>	- 36.7%	2,194	<b>1,643</b>	- 25.1%
<b>Pending Sales</b>		307	<b>599</b>	+ 95.1%	1,052	<b>1,816</b>	+ 72.6%
<b>Closed Sales</b>		303	<b>335</b>	+ 10.6%	1,047	<b>1,160</b>	+ 10.8%
<b>Days on Market Until Sale</b>		96	<b>97</b>	+ 1.0%	97	<b>94</b>	- 3.1%
<b>Median Sales Price</b>		\$332,500	<b>\$398,190</b>	+ 19.8%	\$329,450	<b>\$372,250</b>	+ 13.0%
<b>Average Sales Price</b>		\$344,539	<b>\$428,102</b>	+ 24.3%	\$339,256	<b>\$397,065</b>	+ 17.0%
<b>Percent of List Price Received</b>		99.1%	<b>100.9%</b>	+ 1.8%	98.7%	<b>99.9%</b>	+ 1.2%
<b>Housing Affordability Index</b>		89	<b>76</b>	- 14.6%	90	<b>82</b>	- 8.9%
<b>Inventory of Homes for Sale</b>		1,526	<b>437</b>	- 71.4%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>1.1</b>	- 79.2%	—	—	—

# 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.



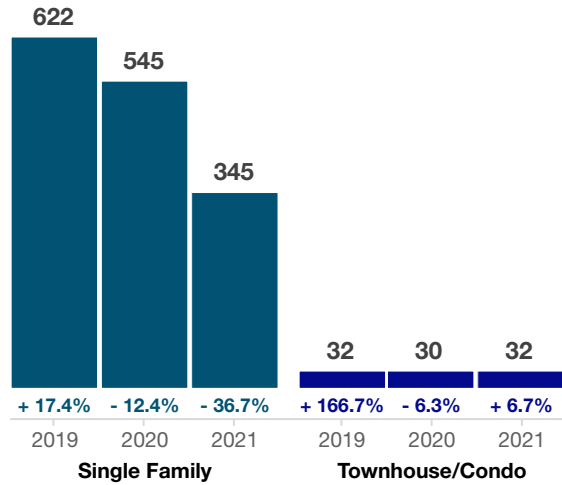
Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		30	<b>32</b>	+ 6.7%	122	<b>177</b>	+ 45.1%
<b>Pending Sales</b>		17	<b>72</b>	+ 323.5%	71	<b>183</b>	+ 157.7%
<b>Closed Sales</b>		16	<b>27</b>	+ 68.8%	68	<b>97</b>	+ 42.6%
<b>Days on Market Until Sale</b>		91	<b>91</b>	0.0%	92	<b>107</b>	+ 16.3%
<b>Median Sales Price</b>		\$242,700	<b>\$271,870</b>	+ 12.0%	\$256,183	<b>\$259,990</b>	+ 1.5%
<b>Average Sales Price</b>		\$236,019	<b>\$279,650</b>	+ 18.5%	\$251,749	<b>\$264,587</b>	+ 5.1%
<b>Percent of List Price Received</b>		97.8%	<b>98.8%</b>	+ 1.0%	98.5%	<b>99.1%</b>	+ 0.6%
<b>Housing Affordability Index</b>		122	<b>112</b>	- 8.2%	116	<b>117</b>	+ 0.9%
<b>Inventory of Homes for Sale</b>		81	<b>27</b>	- 66.7%	—	—	—
<b>Months Supply of Inventory</b>		5.6	<b>0.8</b>	- 85.7%	—	—	—

# New Listings

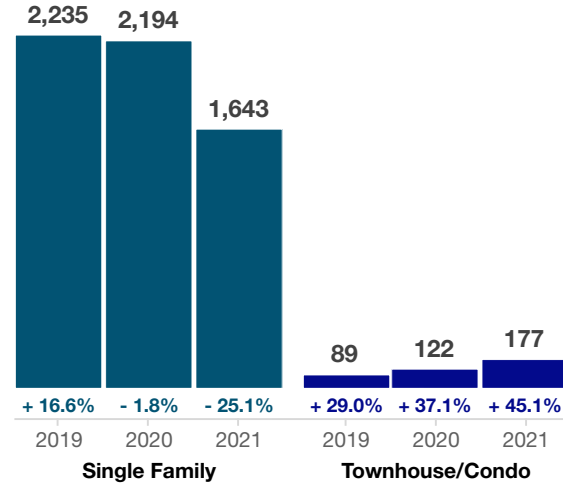
A count of the properties that have been newly listed on the market in a given month.



## April

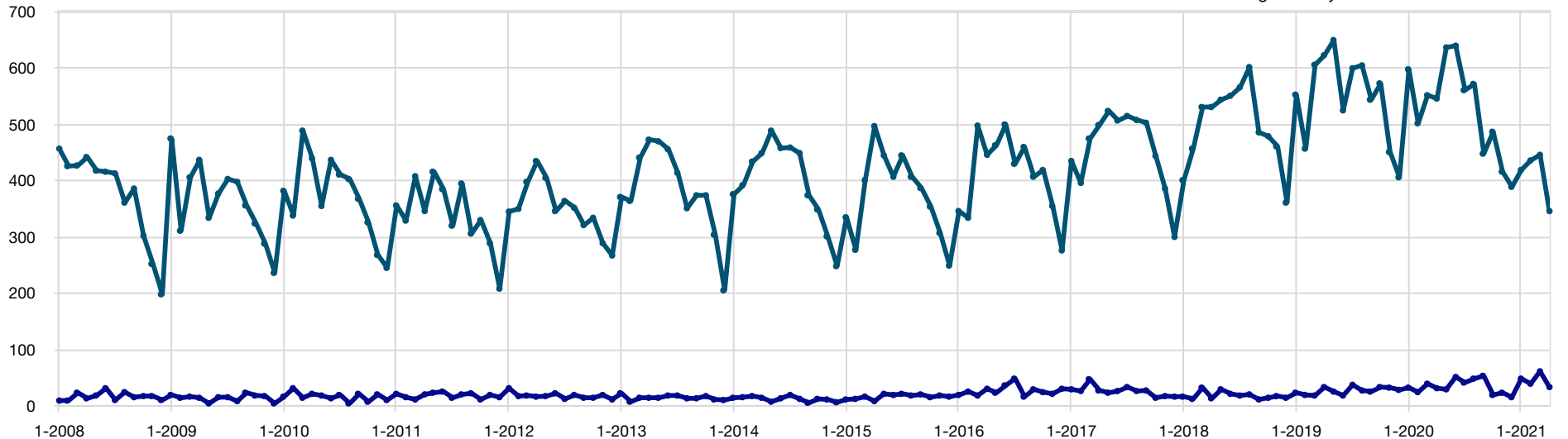


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
5-2020	636	- 2.0%	28	+ 16.7%
6-2020	639	+ 21.9%	50	+ 194.1%
7-2020	560	- 6.5%	40	+ 11.1%
8-2020	571	- 5.5%	47	+ 80.8%
9-2020	447	- 17.7%	52	+ 116.7%
10-2020	486	- 15.0%	18	- 43.8%
11-2020	415	- 7.8%	22	- 29.0%
12-2020	388	- 4.2%	14	- 48.1%
1-2021	418	- 30.0%	47	+ 51.6%
2-2021	435	- 13.2%	38	+ 65.2%
3-2021	445	- 19.2%	60	+ 57.9%
<b>4-2021</b>	<b>345</b>	<b>- 36.7%</b>	<b>32</b>	<b>+ 6.7%</b>
12-Month Avg	482	- 11.6%	37	+ 32.1%

## Historical New Listings by Month

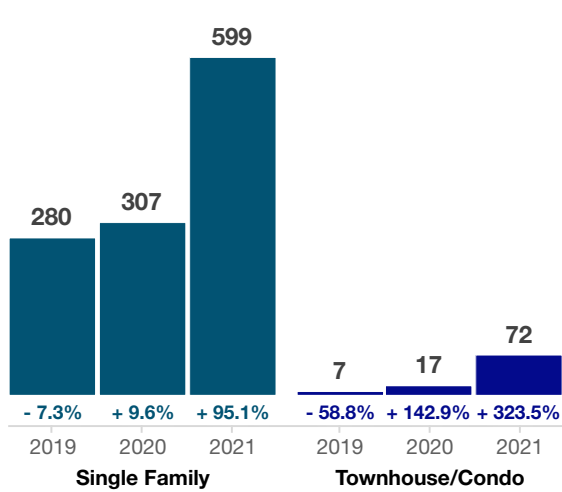


# Pending Sales

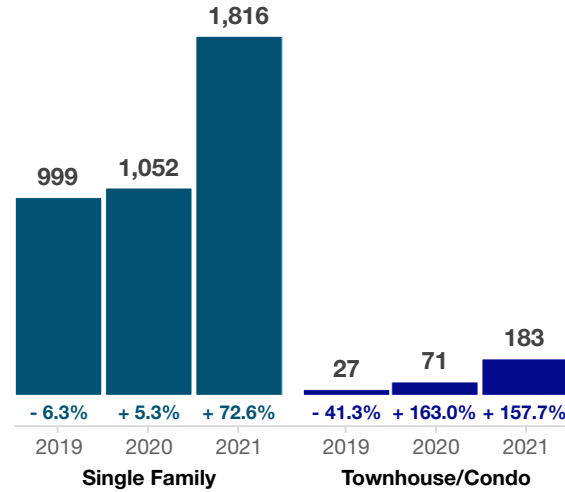
A count of the properties on which offers have been accepted in a given month.



## April

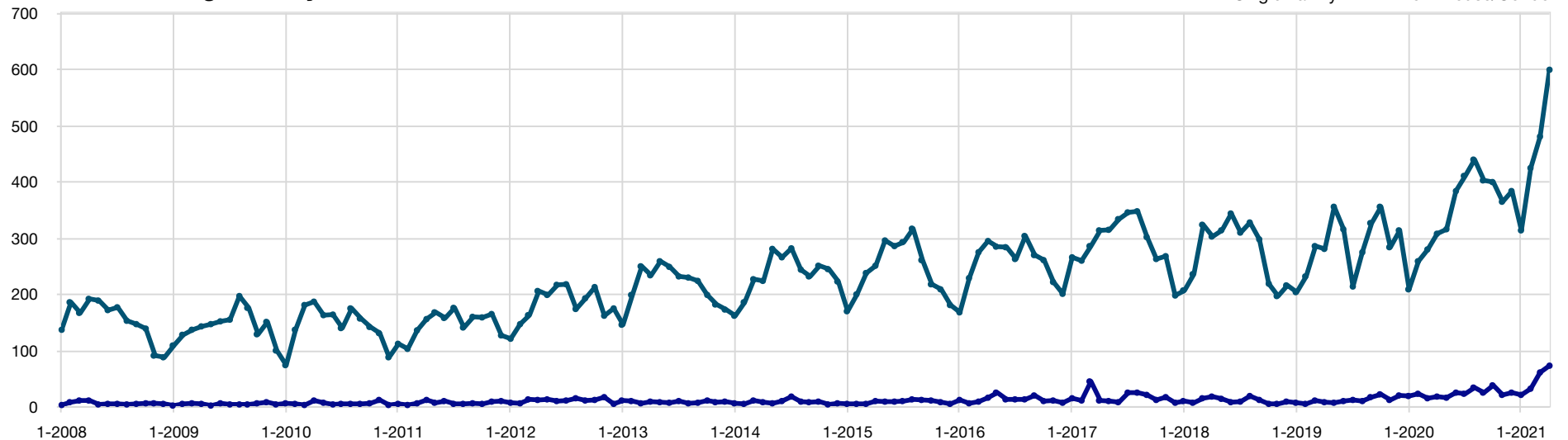


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
5-2020	315	- 11.3%	15	+ 150.0%
6-2020	383	+ 21.6%	24	+ 166.7%
7-2020	410	+ 92.5%	22	+ 100.0%
8-2020	439	+ 60.2%	33	+ 266.7%
9-2020	402	+ 23.3%	24	+ 50.0%
10-2020	399	+ 12.4%	37	+ 76.2%
11-2020	364	+ 28.6%	20	+ 81.8%
12-2020	383	+ 22.4%	24	+ 26.3%
1-2021	313	+ 50.5%	20	+ 11.1%
2-2021	424	+ 64.3%	31	+ 40.9%
3-2021	480	+ 72.0%	60	+ 328.6%
<b>4-2021</b>	<b>599</b>	<b>+ 95.1%</b>	<b>72</b>	<b>+ 323.5%</b>
12-Month Avg	409	+ 40.5%	32	+ 128.6%

## Historical Pending Sales by Month

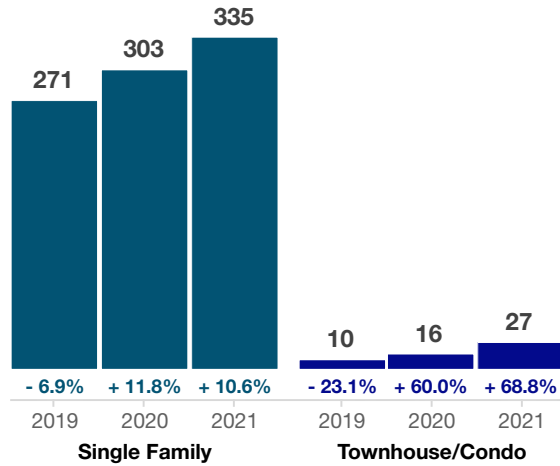


# Closed Sales

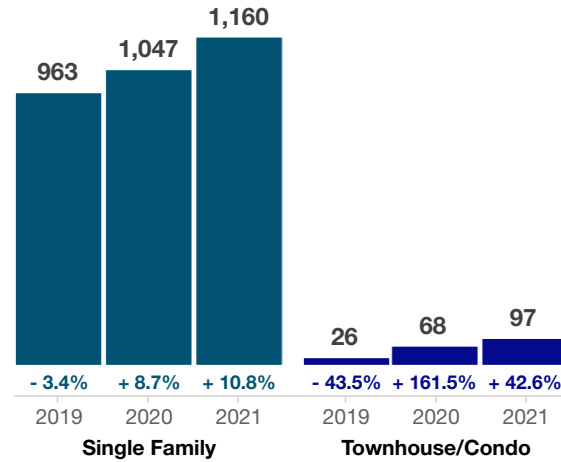
A count of the actual sales that closed in a given month.



## April

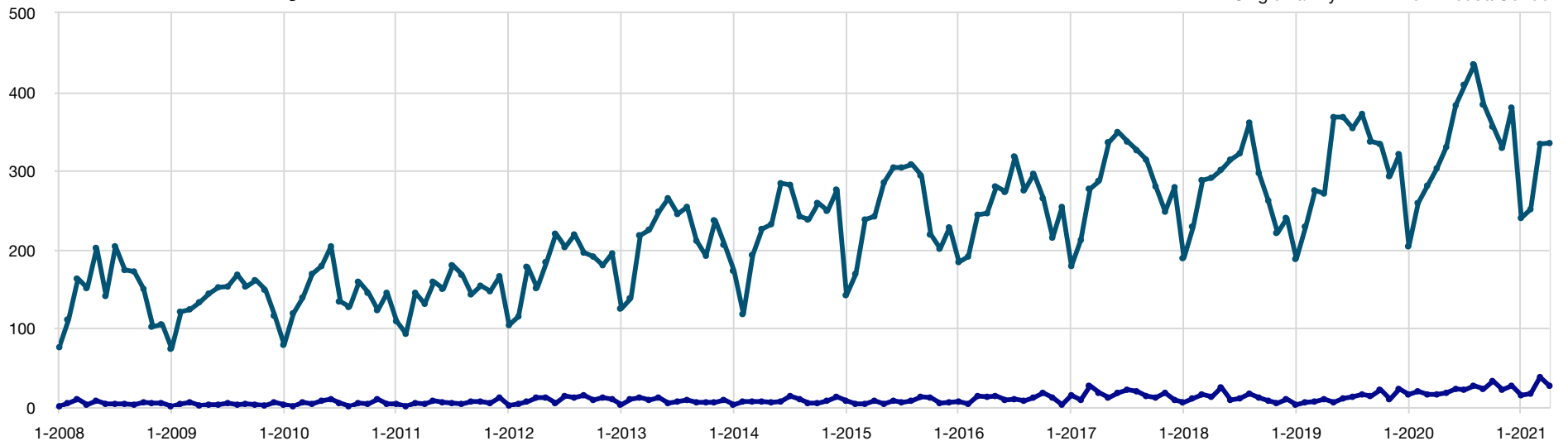


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2021	334	+ 18.9%	38	+ 137.5%
<b>4-2021</b>	<b>335</b>	<b>+ 10.6%</b>	<b>27</b>	<b>+ 68.8%</b>
12-Month Avg	347	+ 9.8%	24	+ 60.0%

## Historical Closed Sales by Month

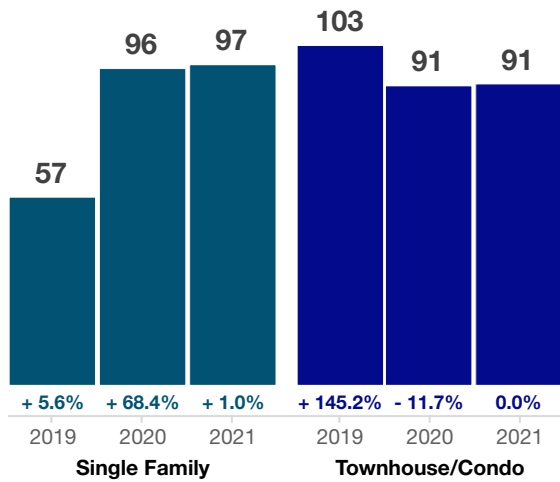


# Days on Market Until Sale

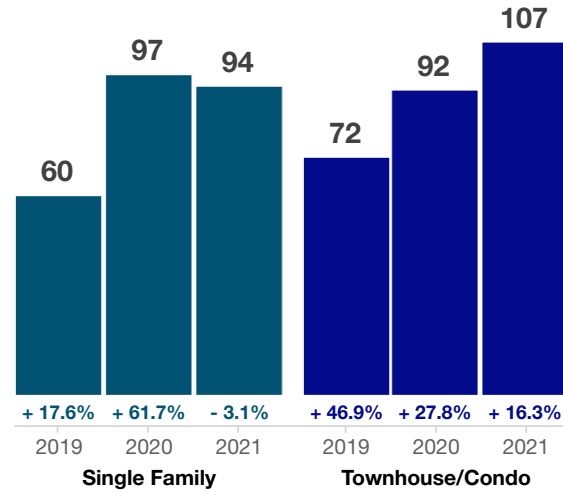
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



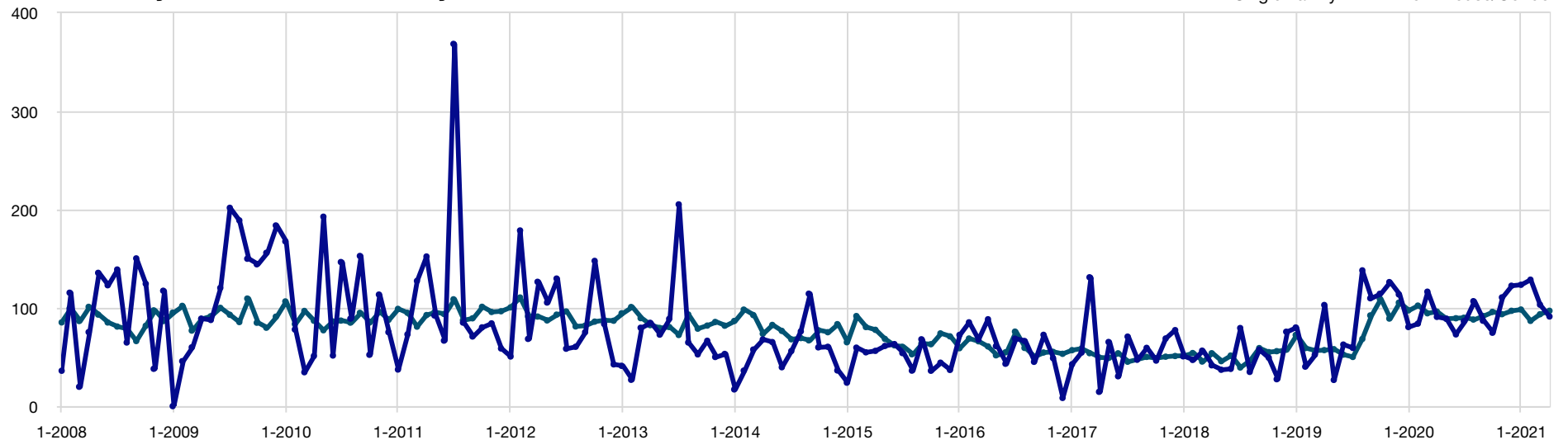
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2021	93	- 1.1%	103	- 11.2%
<b>4-2021</b>	<b>97</b>	<b>+ 1.0%</b>	<b>91</b>	<b>0.0%</b>
12-Month Avg*	92	+ 11.9%	98	- 0.1%

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

## Historical Days on Market Until Sale by Month



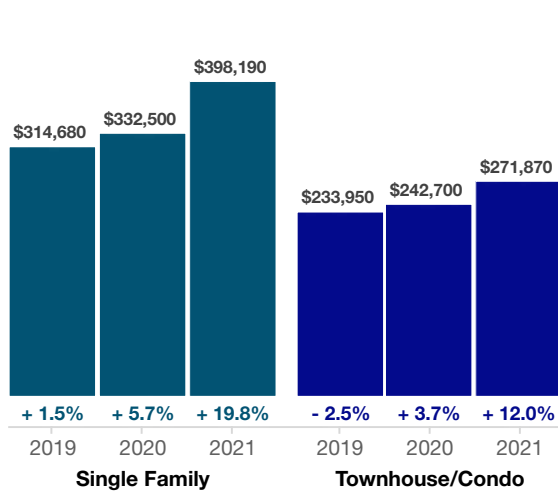


# Median Sales Price

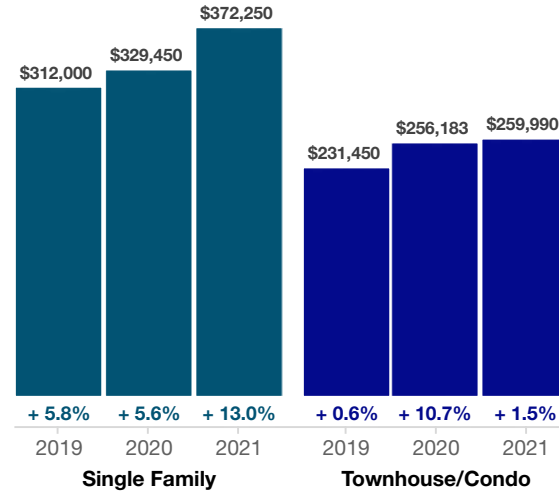
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



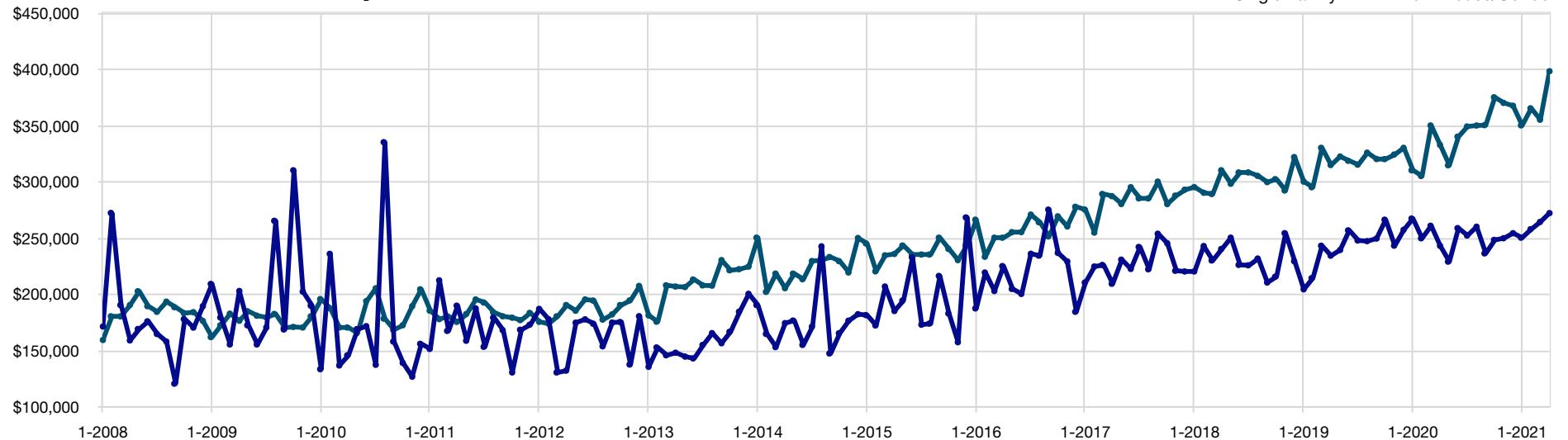
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2021	\$355,000	+ 1.5%	\$263,990	+ 1.3%
<b>4-2021</b>	<b>\$398,190</b>	<b>+ 19.8%</b>	<b>\$271,870</b>	<b>+ 12.0%</b>
12-Month Avg*	\$355,000	+ 9.7%	\$254,995	+ 0.0%

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

## Historical Median Sales Price by Month

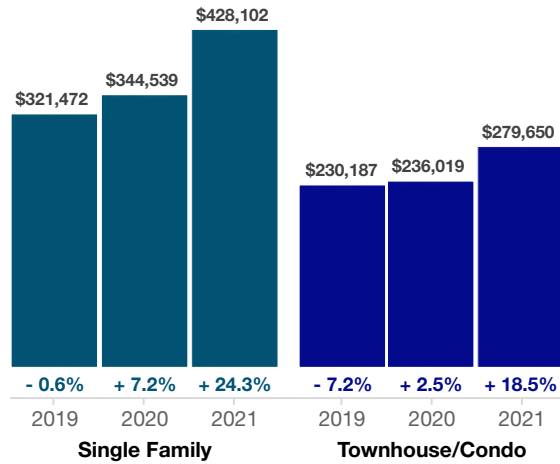


# Average Sales Price

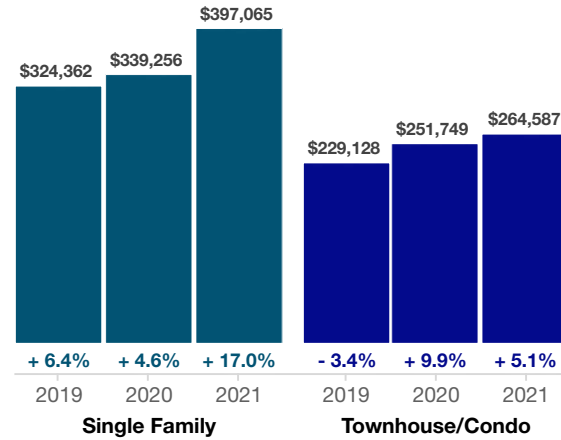
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



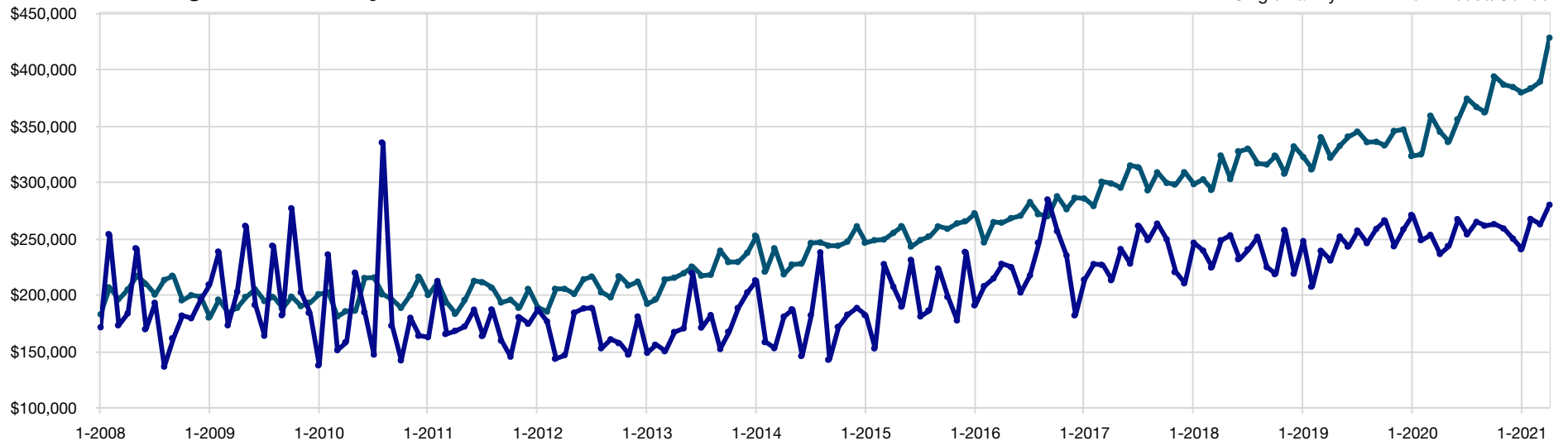
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2021	\$389,053	+ 8.4%	\$262,392	+ 3.7%
<b>4-2021</b>	<b>\$428,102</b>	<b>+ 24.3%</b>	<b>\$279,650</b>	<b>+ 18.5%</b>
12-Month Avg*	\$377,385	+ 11.3%	\$260,255	+ 2.7%

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

## Historical Average Sales Price by Month



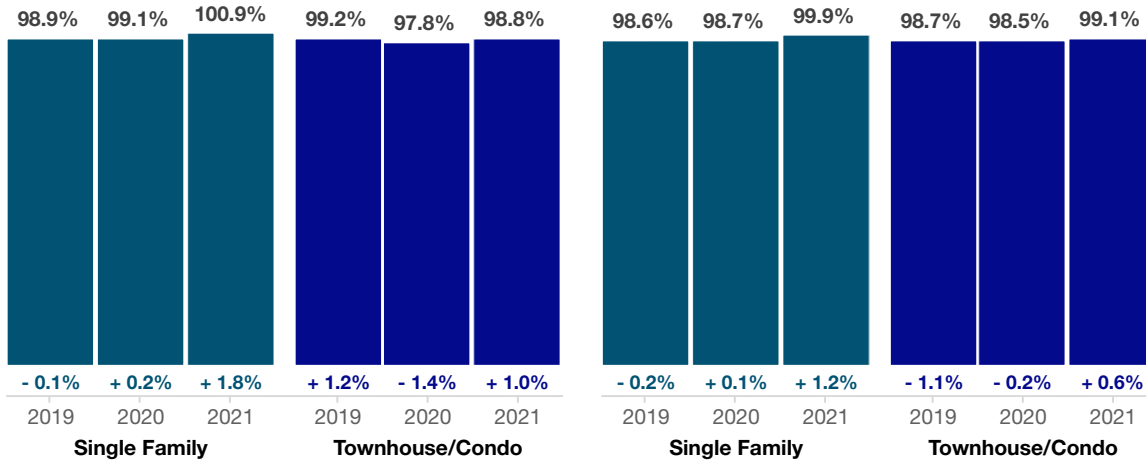
# Percent of List Price Received

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.



## April

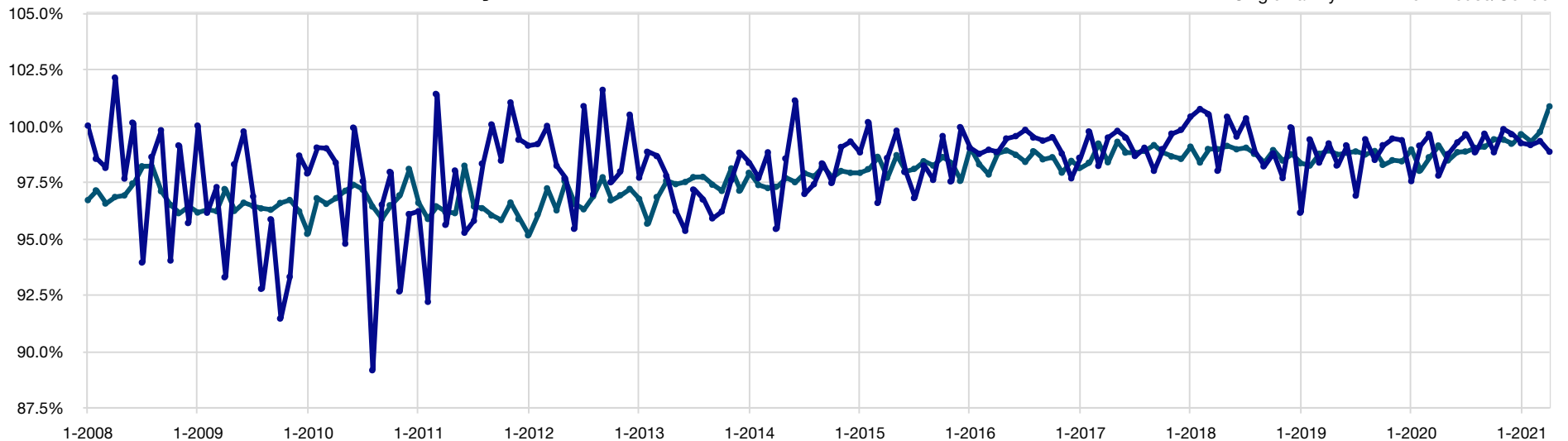
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
3-2021	99.7%	+ 1.1%	99.3%	- 0.3%
<b>4-2021</b>	<b>100.9%</b>	<b>+ 1.8%</b>	<b>98.8%</b>	<b>+ 1.0%</b>
12-Month Avg*	99.3%	+ 0.6%	99.2%	+ 0.5%

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

## Historical Percent of List Price Received by Month

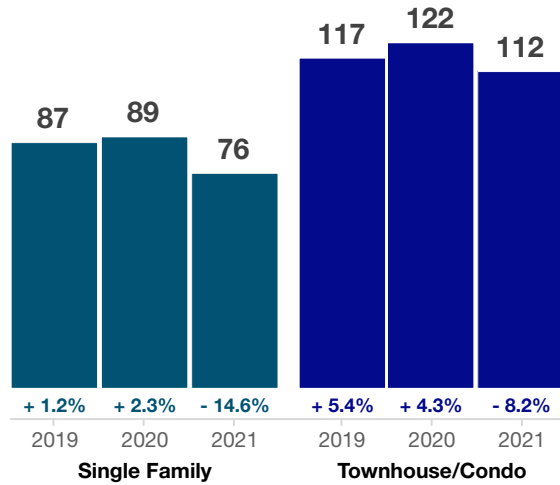


# Housing Affordability Index

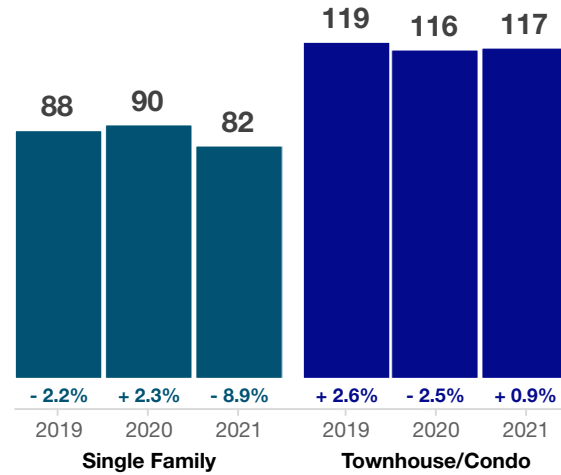
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

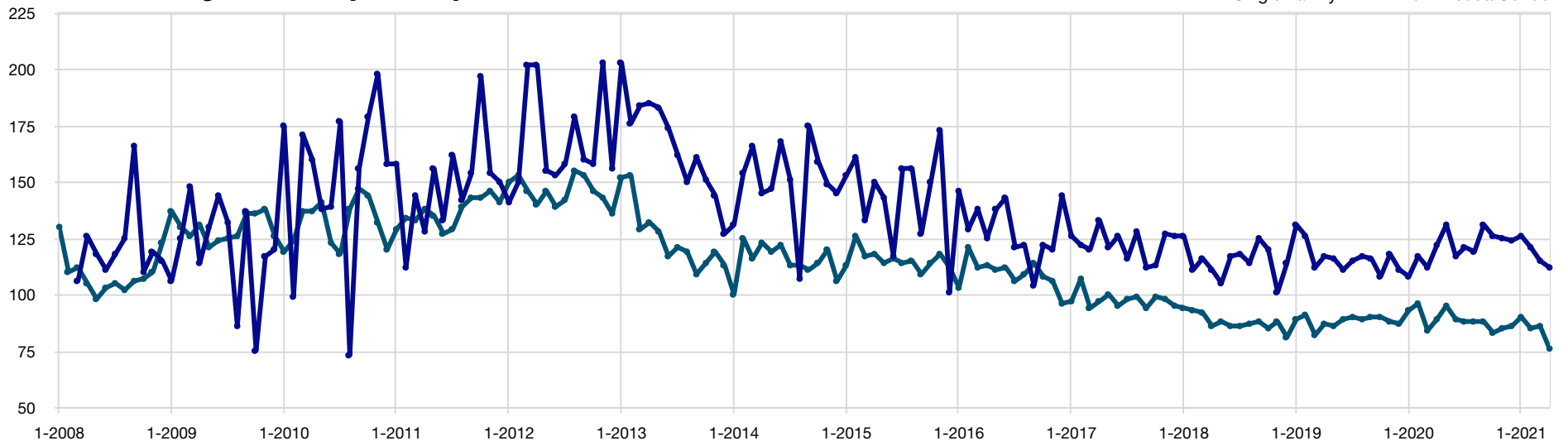


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	85	- 11.5%	121	+ 3.4%
3-2021	86	+ 2.4%	115	+ 2.7%
<b>4-2021</b>	<b>76</b>	<b>- 14.6%</b>	<b>112</b>	<b>- 8.2%</b>
12-Month Avg	87	- 2.2%	122	+ 7.0%

## Historical Housing Affordability Index by Month

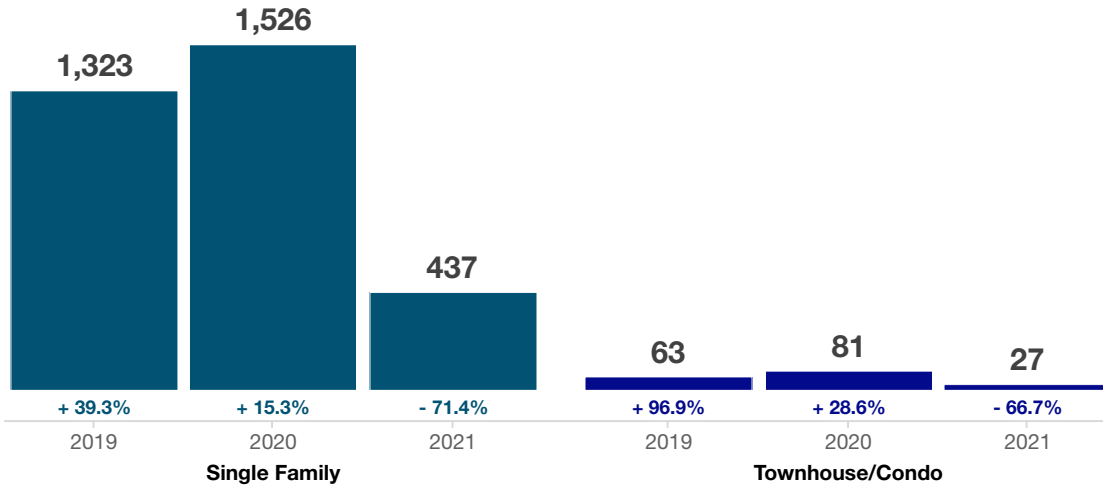


# Inventory of Homes for Sale

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

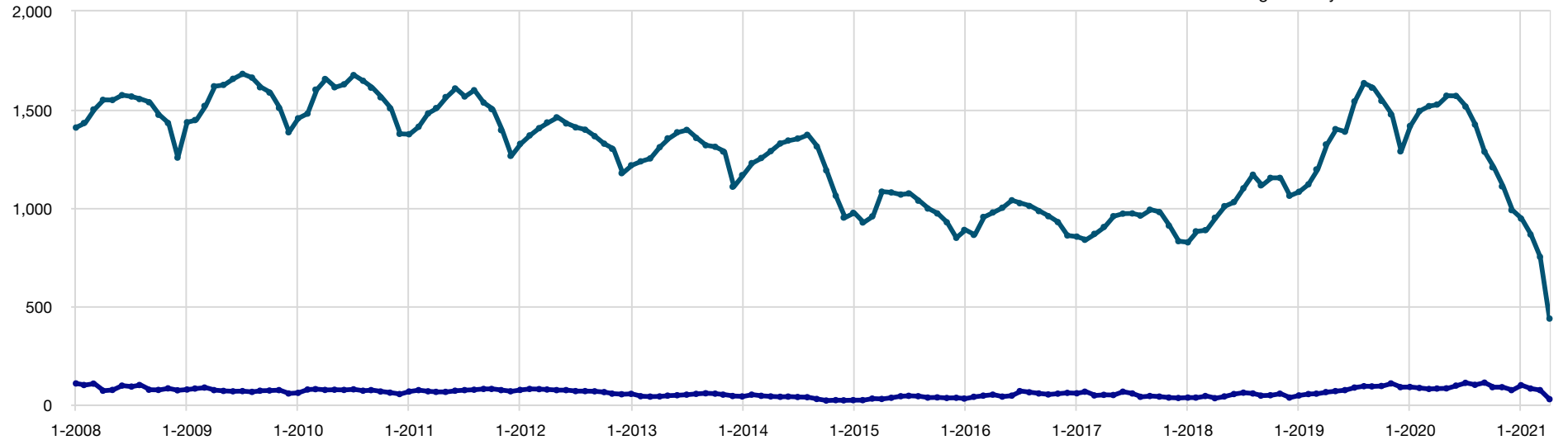


## April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
5-2020	1,571	+ 12.1%	82	+ 20.6%
6-2020	1,570	+ 13.1%	96	+ 31.5%
7-2020	1,516	- 1.7%	110	+ 27.9%
8-2020	1,424	- 12.9%	100	+ 7.5%
9-2020	1,286	- 20.2%	111	+ 20.7%
10-2020	1,207	- 21.9%	88	- 6.4%
11-2020	1,110	- 24.8%	88	- 17.8%
12-2020	989	- 23.2%	73	- 17.0%
1-2021	946	- 33.2%	98	+ 10.1%
2-2021	865	- 42.1%	81	- 3.6%
3-2021	751	- 50.5%	73	- 7.6%
<b>4-2021</b>	<b>437</b>	<b>- 71.4%</b>	<b>27</b>	<b>- 66.7%</b>
12-Month Avg	1,139	- 23.4%	86	0.0%

## Historical Inventory of Homes for Sale by Month

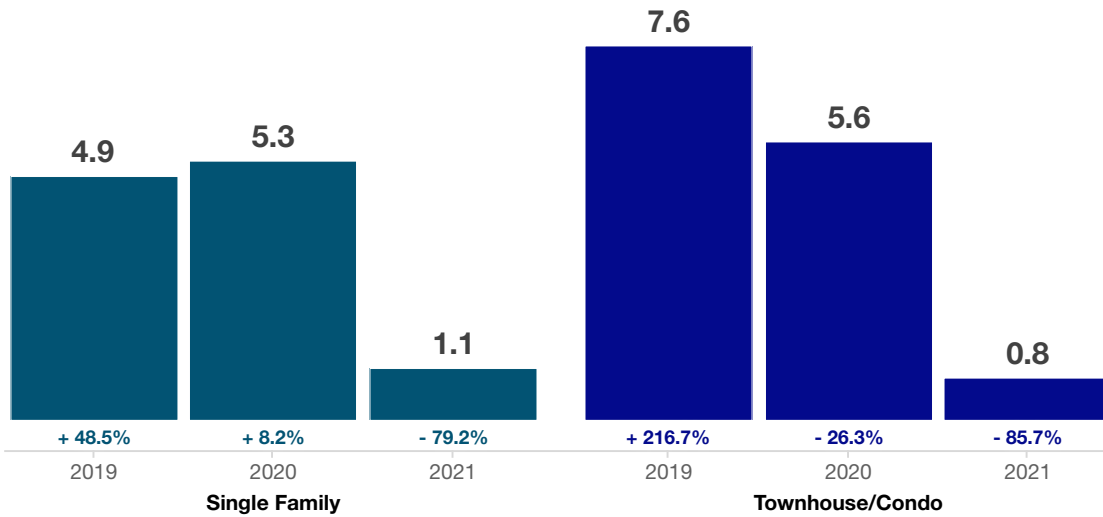


# Months Supply of Inventory

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.



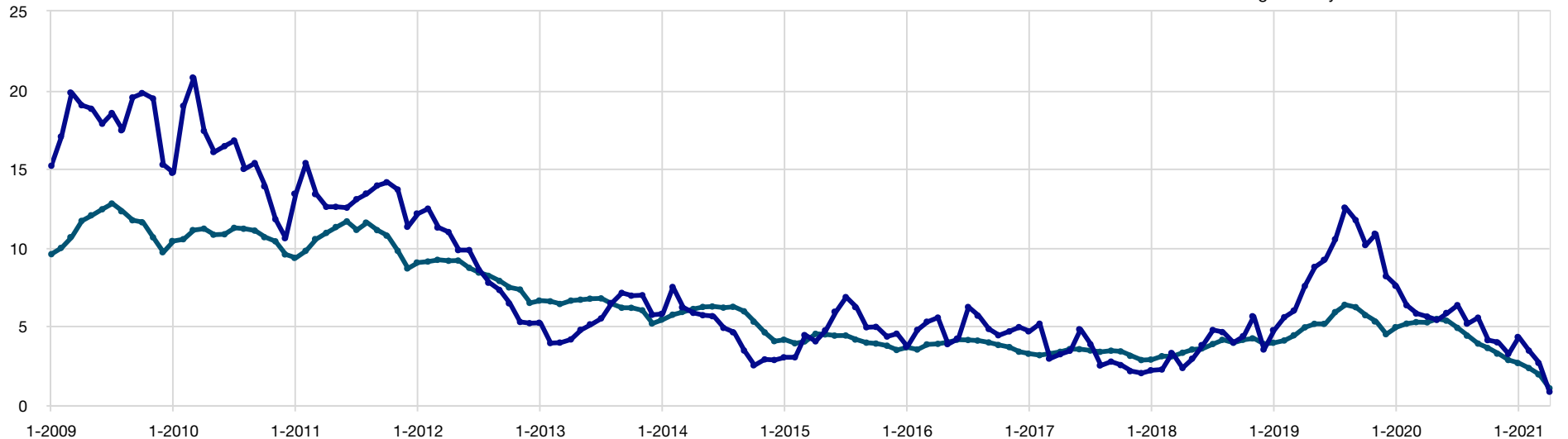
## April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
5-2020	5.5	+ 5.8%	5.4	- 38.6%
6-2020	5.4	+ 3.8%	5.8	- 37.0%
7-2020	4.9	- 16.9%	6.3	- 40.0%
8-2020	4.4	- 31.3%	5.2	- 58.4%
9-2020	3.9	- 37.1%	5.6	- 52.1%
10-2020	3.6	- 36.8%	4.1	- 59.8%
11-2020	3.3	- 37.7%	4.0	- 63.3%
12-2020	2.9	- 35.6%	3.2	- 61.0%
1-2021	2.7	- 44.9%	4.3	- 43.4%
2-2021	2.3	- 55.8%	3.5	- 44.4%
3-2021	2.0	- 62.3%	2.7	- 53.4%
<b>4-2021</b>	<b>1.1</b>	<b>- 79.2%</b>	<b>0.8</b>	<b>- 85.7%</b>
12-Month Avg*	3.5	- 35.6%	4.2	- 52.5%

\* Months Supply for all properties from May 2020 through April 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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		575	<b>377</b>	- 34.4%	2,316	<b>1,820</b>	- 21.4%
<b>Pending Sales</b>		324	<b>671</b>	+ 107.1%	1,123	<b>1,999</b>	+ 78.0%
<b>Closed Sales</b>		319	<b>362</b>	+ 13.5%	1,115	<b>1,257</b>	+ 12.7%
<b>Days on Market Until Sale</b>		96	<b>97</b>	+ 1.0%	97	<b>95</b>	- 2.1%
<b>Median Sales Price</b>		\$324,500	<b>\$386,000</b>	+ 19.0%	\$315,500	<b>\$355,000</b>	+ 12.5%
<b>Average Sales Price</b>		\$339,061	<b>\$416,999</b>	+ 23.0%	\$333,895	<b>\$386,826</b>	+ 15.9%
<b>Percent of List Price Received</b>		99.1%	<b>100.7%</b>	+ 1.6%	98.7%	<b>99.9%</b>	+ 1.2%
<b>Housing Affordability Index</b>		92	<b>79</b>	- 14.1%	94	<b>86</b>	- 8.5%
<b>Inventory of Homes for Sale</b>		1,607	<b>464</b>	- 71.1%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>1.1</b>	- 79.2%	—	—	—