

Wilson County

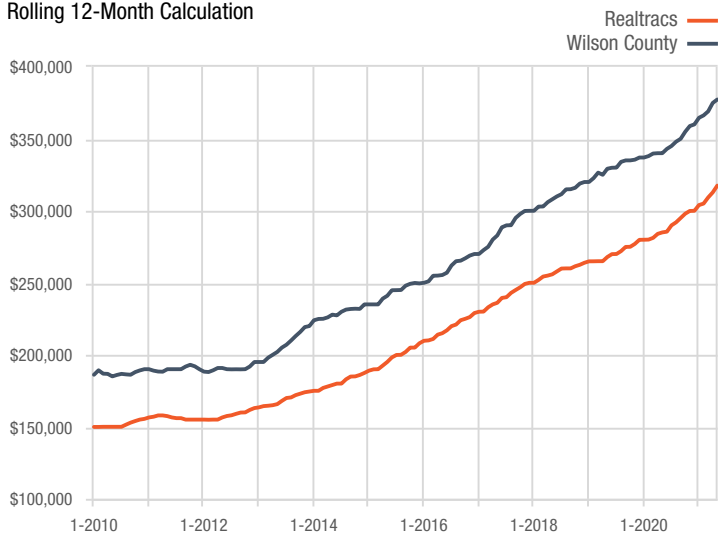
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	580	302	- 47.9%	2,518	1,773	- 29.6%
Pending Sales	254	532	+ 109.4%	1,148	1,937	+ 68.7%
Closed Sales	266	288	+ 8.3%	1,157	1,274	+ 10.1%
Days on Market Until Sale	88	91	+ 3.4%	94	96	+ 2.1%
Median Sales Price*	\$329,900	\$390,000	+ 18.2%	\$344,900	\$390,000	+ 13.1%
Average Sales Price*	\$365,025	\$428,111	+ 17.3%	\$361,765	\$423,447	+ 17.1%
Percent of List Price Received*	99.1%	101.1%	+ 2.0%	99.1%	100.4%	+ 1.3%
Inventory of Homes for Sale	1,351	334	- 75.3%	—	—	—
Months Supply of Inventory	5.5	0.9	- 83.6%	—	—	—

Townhouse/Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	25	26	+ 4.0%	144	199	+ 38.2%
Pending Sales	15	49	+ 226.7%	86	202	+ 134.9%
Closed Sales	18	29	+ 61.1%	86	122	+ 41.9%
Days on Market Until Sale	89	108	+ 21.3%	92	108	+ 17.4%
Median Sales Price*	\$228,640	\$282,370	+ 23.5%	\$255,220	\$263,990	+ 3.4%
Average Sales Price*	\$242,972	\$280,894	+ 15.6%	\$249,912	\$263,643	+ 5.5%
Percent of List Price Received*	98.7%	100.2%	+ 1.5%	98.6%	99.5%	+ 0.9%
Inventory of Homes for Sale	77	32	- 58.4%	—	—	—
Months Supply of Inventory	5.2	1.0	- 80.8%	—	—	—

* 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.

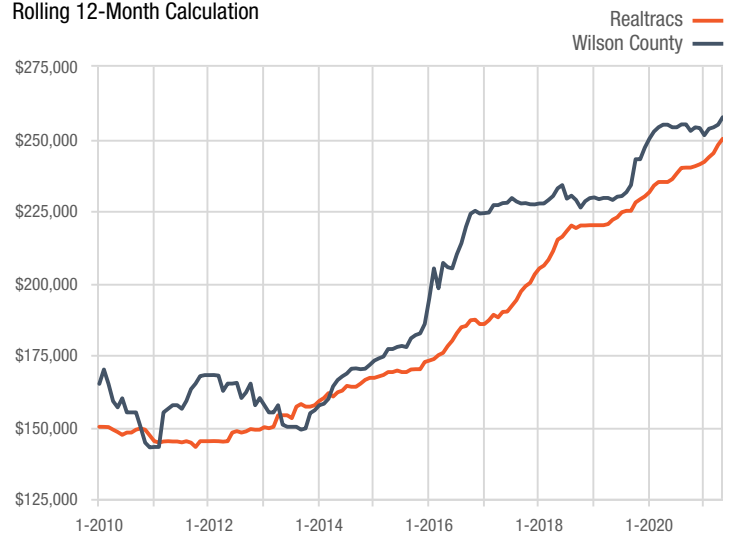
Median Sales Price - Single-Family

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



May 2021

As the weather warms and pandemic restrictions ease across much of the country, the U.S. housing market shows little sign of cooling. Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at this time last year, and sales prices are surging as a result.

New Listings decreased 44.1 percent for Single Family and 7.1 percent for Townhouse/Condo. Pending Sales increased 94.6 percent for Single Family and 226.7 percent for Townhouse/Condo. Inventory decreased 71.1 percent for Single Family and 59.8 percent for Townhouse/Condo.

Median Sales Price increased 17.7 percent to \$370,000 for Single Family and 23.5 percent to \$282,370 for Townhouse/Condo. Days on Market decreased 1.1 percent for Single Family but increased 21.3 percent for Townhouse/Condo. Months Supply of Inventory decreased 80.0 percent for Single Family and 81.5 percent for Townhouse/Condo.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

Quick Facts

+ 9.2%

Change in
Closed Sales
All Properties

+ 18.0%

Change in
Median Sales Price
All Properties

- 70.5%

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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		637	356	- 44.1%	2,832	2,085	- 26.4%
Pending Sales		315	613	+ 94.6%	1,367	2,224	+ 62.7%
Closed Sales		330	351	+ 6.4%	1,377	1,528	+ 11.0%
Days on Market Until Sale		89	88	- 1.1%	95	93	- 2.1%
Median Sales Price		\$314,458	\$370,000	+ 17.7%	\$323,750	\$373,990	+ 15.5%
Average Sales Price		\$335,531	\$407,248	+ 21.4%	\$338,360	\$399,632	+ 18.1%
Percent of List Price Received		98.5%	100.5%	+ 2.0%	98.6%	100.1%	+ 1.5%
Housing Affordability Index		95	82	- 13.7%	92	81	- 12.0%
Inventory of Homes for Sale		1,573	455	- 71.1%	—	—	—
Months Supply of Inventory		5.5	1.1	- 80.0%	—	—	—

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.



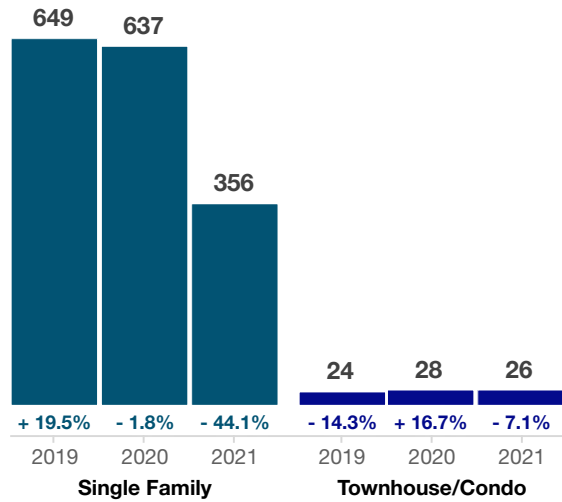
Key Metrics	Historical Sparkbars	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		28	26	- 7.1%	150	203	+ 35.3%
Pending Sales		15	49	+ 226.7%	86	207	+ 140.7%
Closed Sales		18	29	+ 61.1%	86	126	+ 46.5%
Days on Market Until Sale		89	108	+ 21.3%	92	108	+ 17.4%
Median Sales Price		\$228,640	\$282,370	+ 23.5%	\$255,220	\$266,445	+ 4.4%
Average Sales Price		\$242,972	\$280,894	+ 15.6%	\$249,912	\$268,340	+ 7.4%
Percent of List Price Received		98.7%	100.2%	+ 1.5%	98.6%	99.4%	+ 0.8%
Housing Affordability Index		131	108	- 17.6%	117	114	- 2.6%
Inventory of Homes for Sale		82	33	- 59.8%	—	—	—
Months Supply of Inventory		5.4	1.0	- 81.5%	—	—	—

New Listings

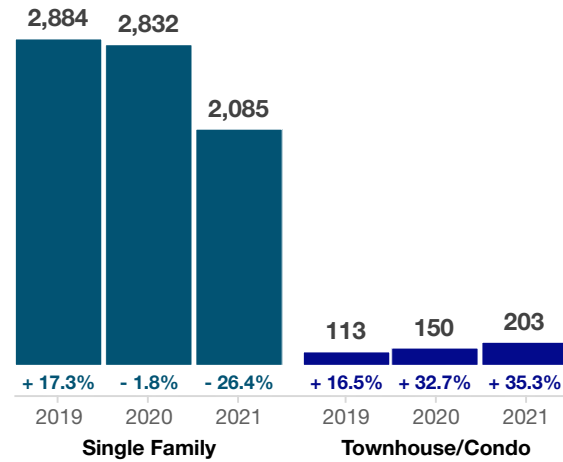
A count of the properties that have been newly listed on the market in a given month.



May

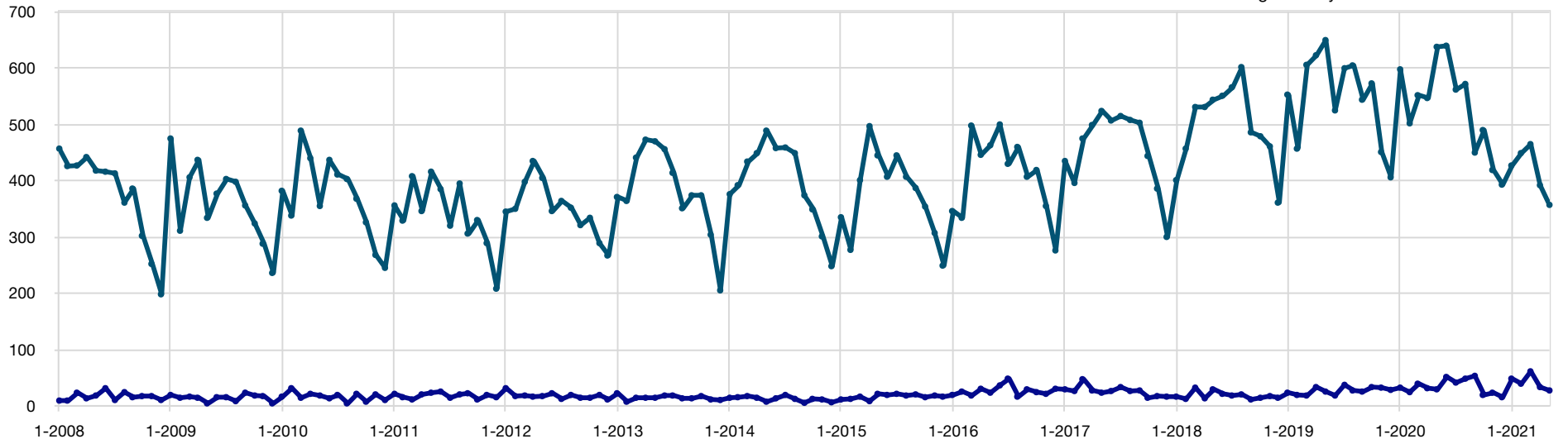


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	639	+ 21.9%	50	+ 194.1%
7-2020	561	- 6.3%	40	+ 11.1%
8-2020	571	- 5.5%	47	+ 80.8%
9-2020	449	- 17.3%	52	+ 116.7%
10-2020	489	- 14.5%	18	- 43.8%
11-2020	418	- 7.1%	22	- 29.0%
12-2020	392	- 3.2%	14	- 48.1%
1-2021	426	- 28.6%	47	+ 51.6%
2-2021	448	- 10.6%	38	+ 65.2%
3-2021	464	- 15.8%	60	+ 57.9%
4-2021	391	- 28.4%	32	+ 6.7%
5-2021	356	- 44.1%	26	- 7.1%
12-Month Avg	467	- 14.2%	37	+ 27.6%

Historical New Listings by Month

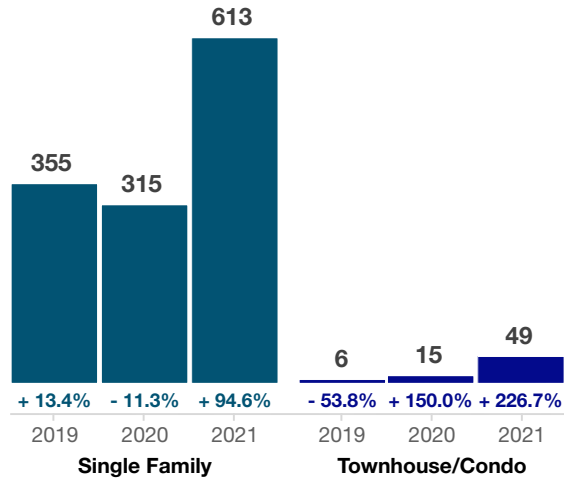


Pending Sales

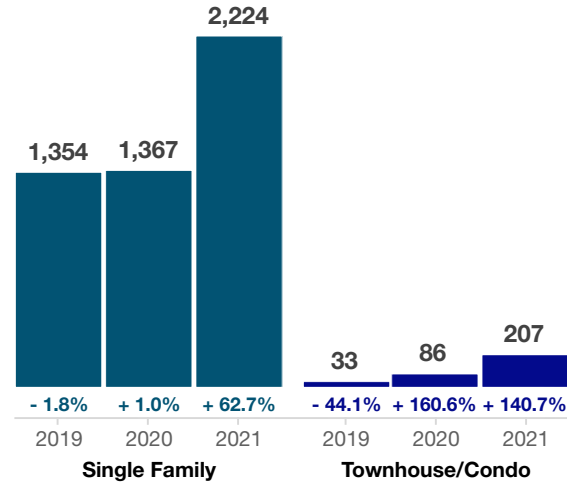
A count of the properties on which offers have been accepted in a given month.



May

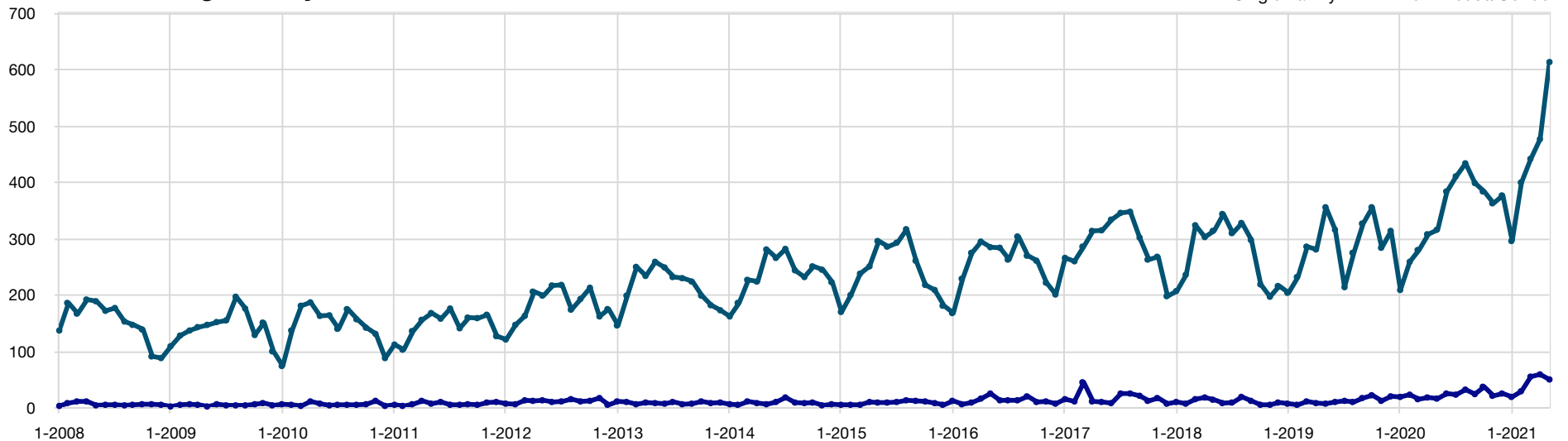


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	383	+ 21.6%	24	+ 166.7%
7-2020	410	+ 92.5%	22	+ 100.0%
8-2020	433	+ 58.0%	31	+ 244.4%
9-2020	398	+ 22.1%	23	+ 43.8%
10-2020	383	+ 7.9%	36	+ 71.4%
11-2020	362	+ 27.9%	20	+ 81.8%
12-2020	376	+ 20.1%	24	+ 26.3%
1-2021	295	+ 41.8%	18	0.0%
2-2021	399	+ 54.7%	28	+ 27.3%
3-2021	441	+ 58.1%	54	+ 285.7%
4-2021	476	+ 55.0%	58	+ 241.2%
5-2021	613	+ 94.6%	49	+ 226.7%
12-Month Avg	414	+ 44.3%	32	+ 113.3%

Historical Pending Sales by Month

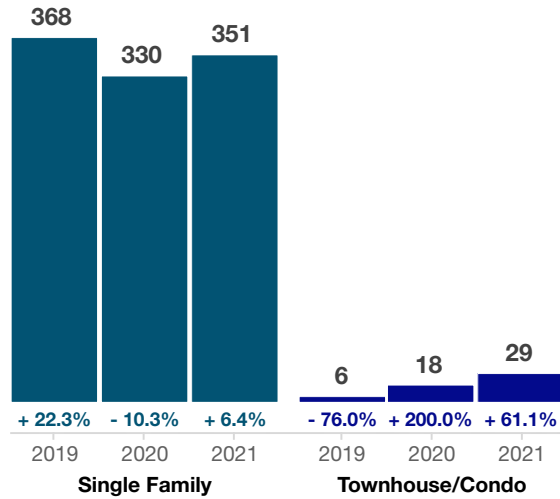


Closed Sales

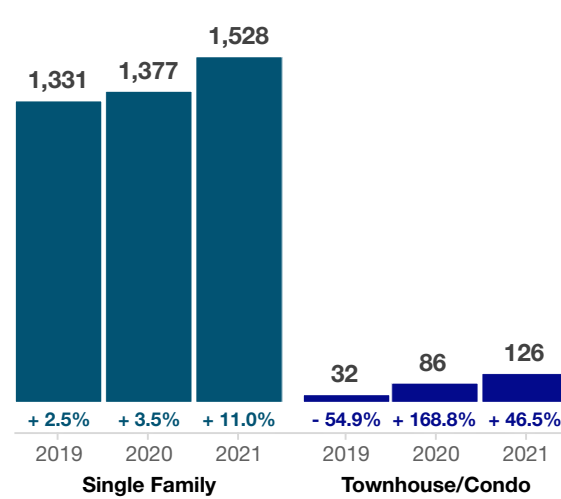
A count of the actual sales that closed in a given month.



May

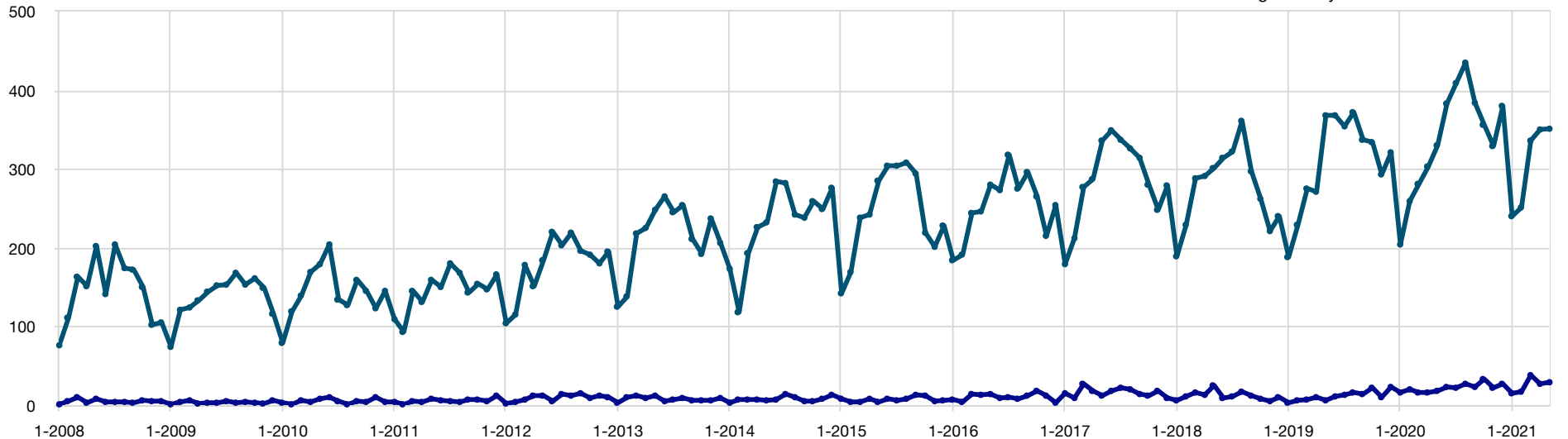


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	336	+ 19.6%	38	+ 137.5%
4-2021	350	+ 15.5%	27	+ 68.8%
5-2021	351	+ 6.4%	29	+ 61.1%
12-Month Avg	350	+ 11.8%	25	+ 56.3%

Historical Closed Sales by Month

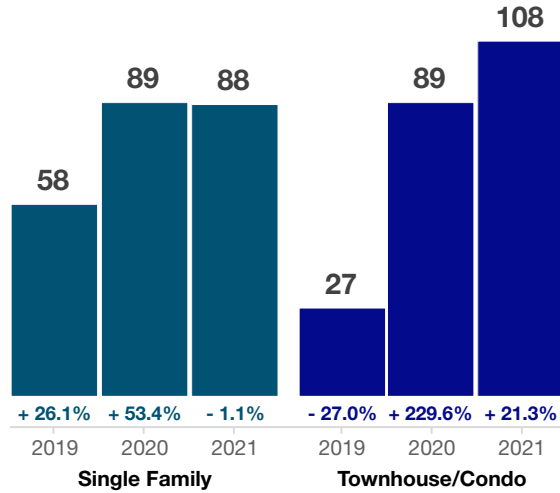


Days on Market Until Sale

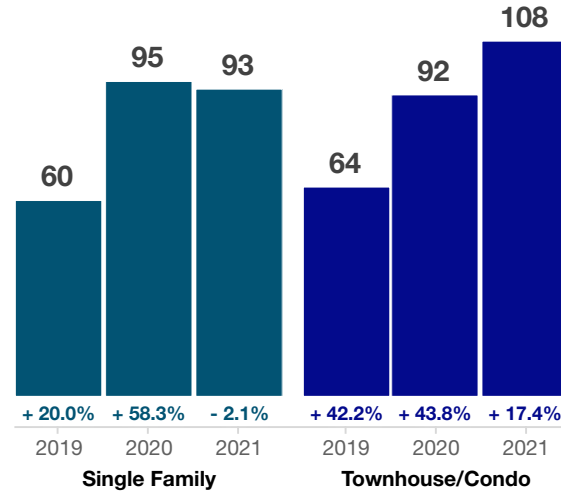
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



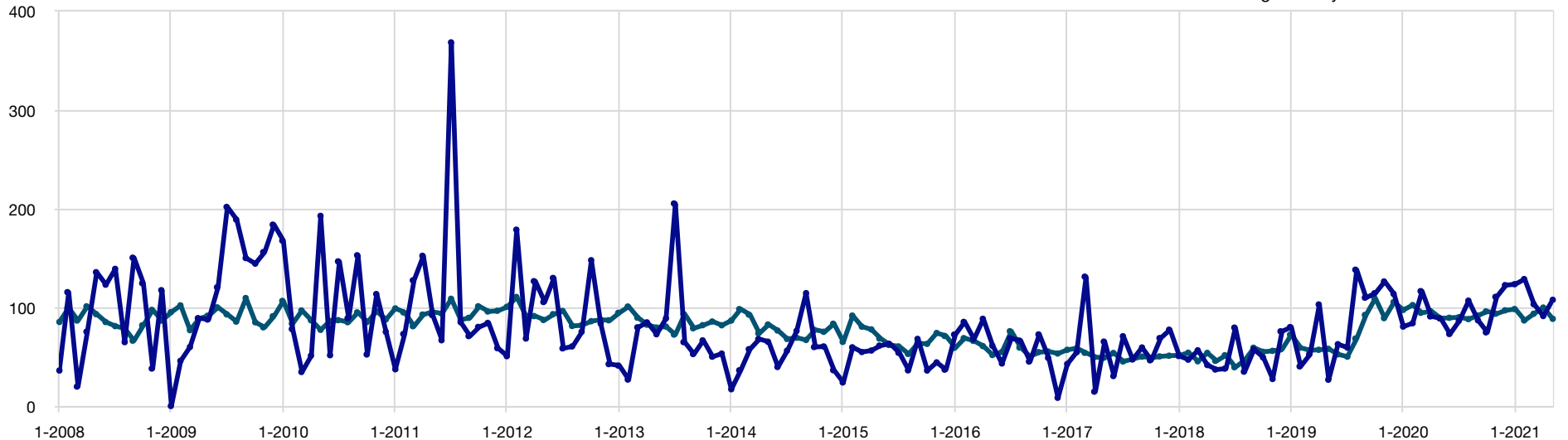
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	94	0.0%	103	- 11.2%
4-2021	100	+ 4.2%	91	0.0%
5-2021	88	- 1.1%	108	+ 21.3%
12-Month Avg*	93	+ 8.2%	100	+ 0.0%

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

Historical Days on Market Until Sale by Month

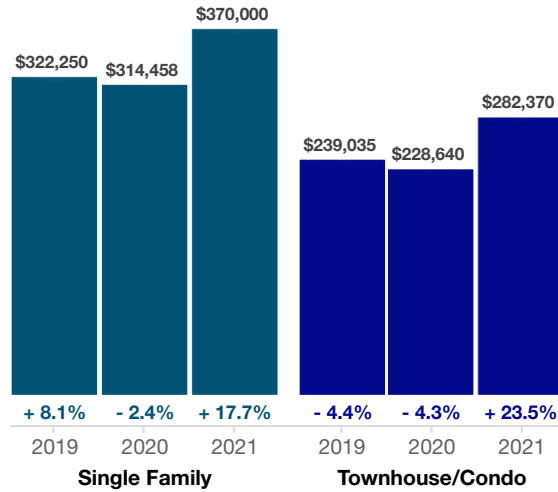


Median Sales Price

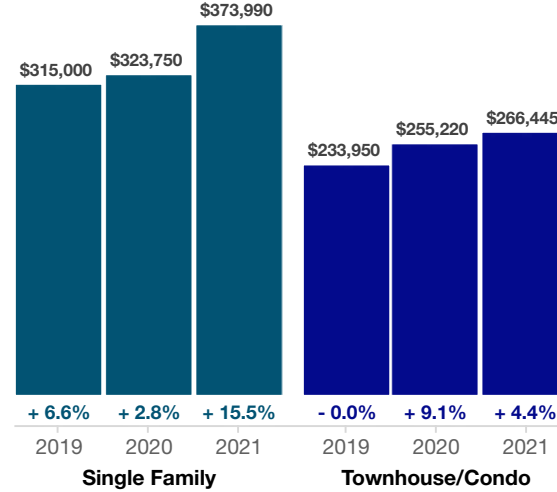
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



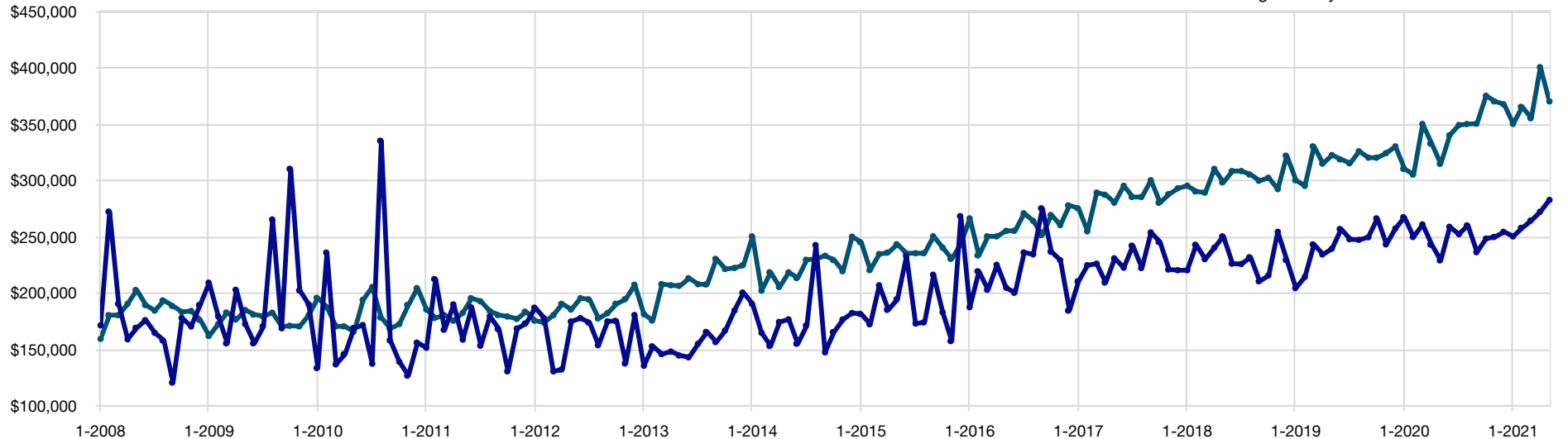
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2021	\$400,423	+ 20.4%	\$271,870	+ 12.0%
5-2021	\$370,000	+ 17.7%	\$282,370	+ 23.5%
12-Month Avg*	\$360,000	+ 12.3%	\$258,340	+ 1.3%

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

Historical Median Sales Price by Month

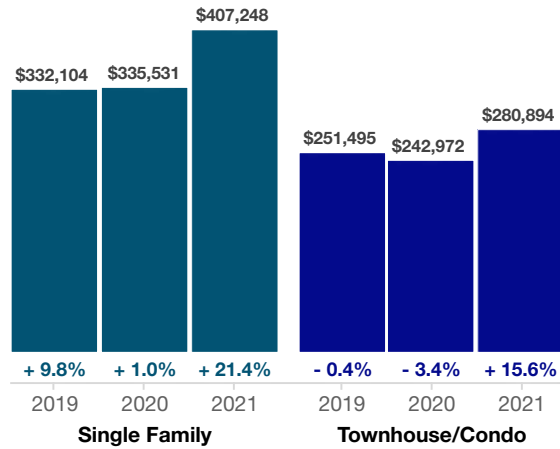


Average Sales Price

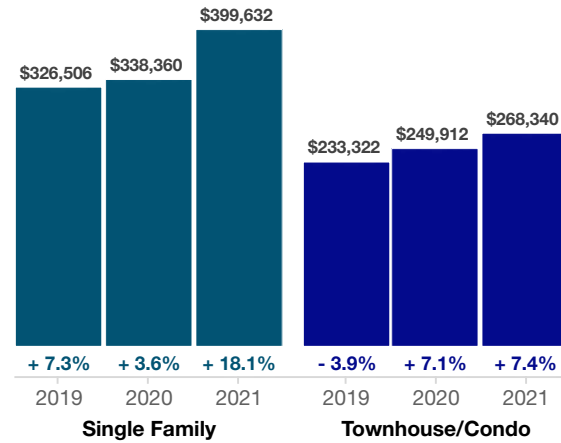
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



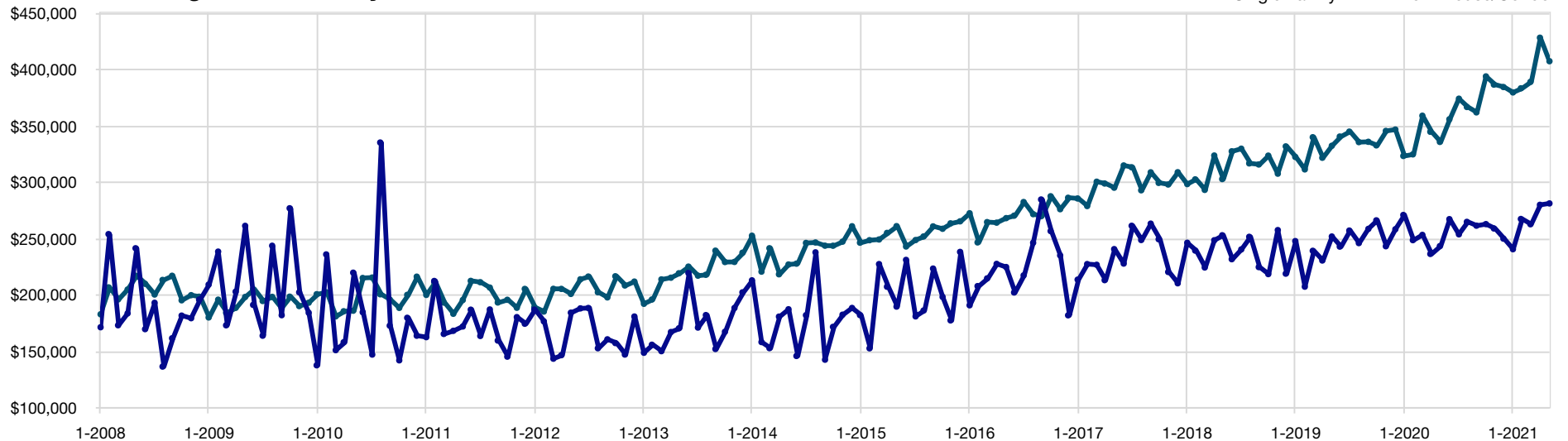
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$388,859	+ 8.4%	\$262,392	+ 3.7%
4-2021	\$428,111	+ 24.3%	\$279,650	+ 18.5%
5-2021	\$407,248	+ 21.4%	\$280,894	+ 15.6%
12-Month Avg*	\$383,328	+ 13.0%	\$263,257	+ 4.2%

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

Historical Average Sales Price by Month



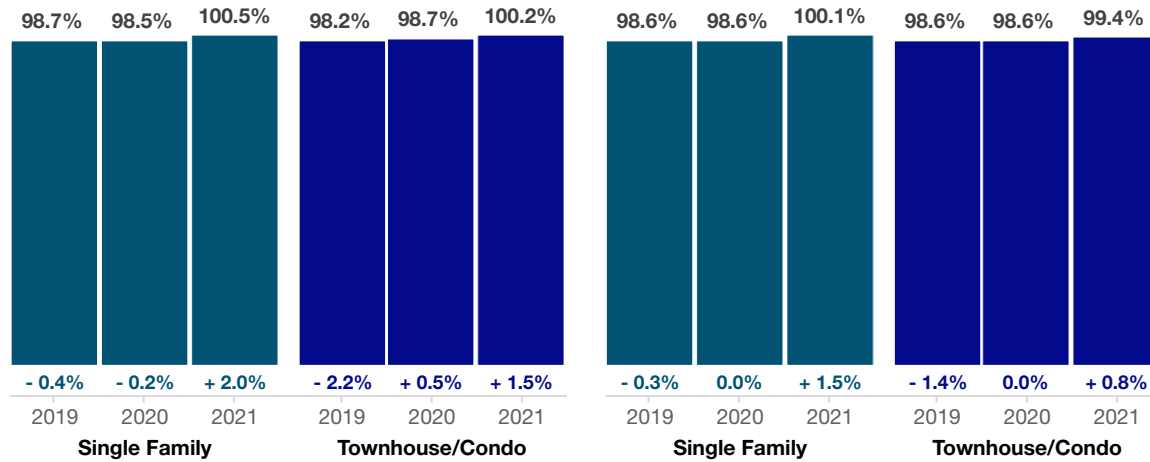
Percent of List Price Received

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.



May

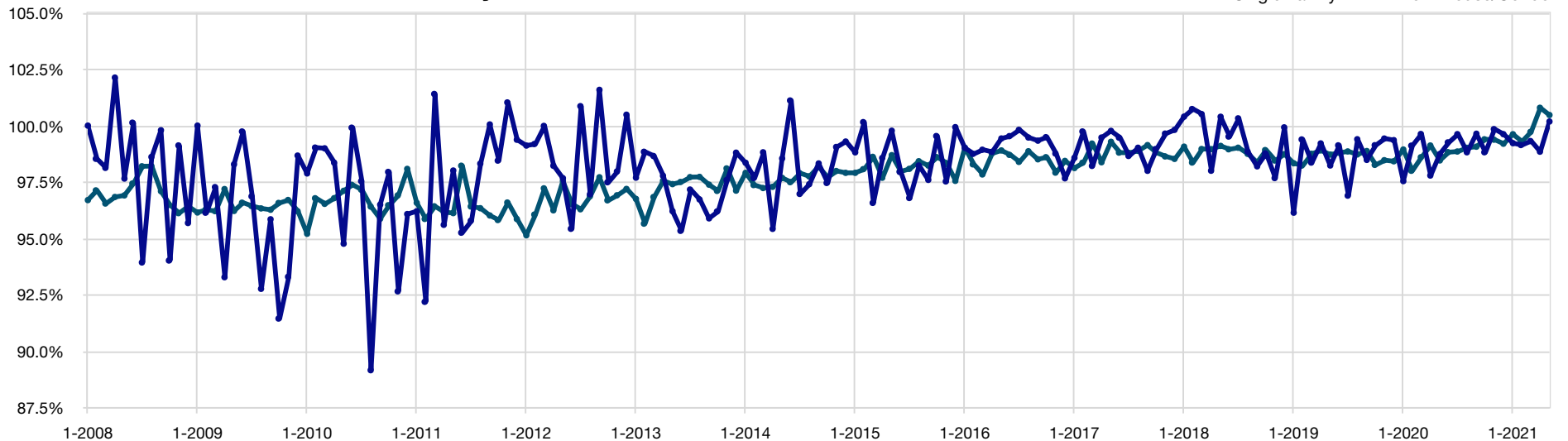
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2021	100.8%	+ 1.7%	98.8%	+ 1.0%
5-2021	100.5%	+ 2.0%	100.2%	+ 1.5%
12-Month Avg*	99.4%	+ 0.8%	99.4%	+ 0.6%

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

Historical Percent of List Price Received by Month

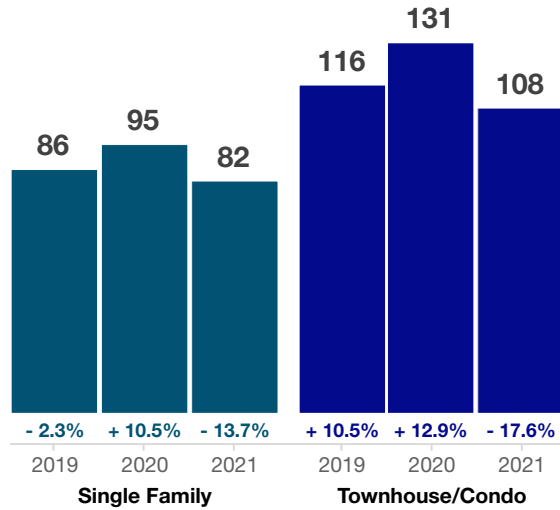


Housing Affordability Index

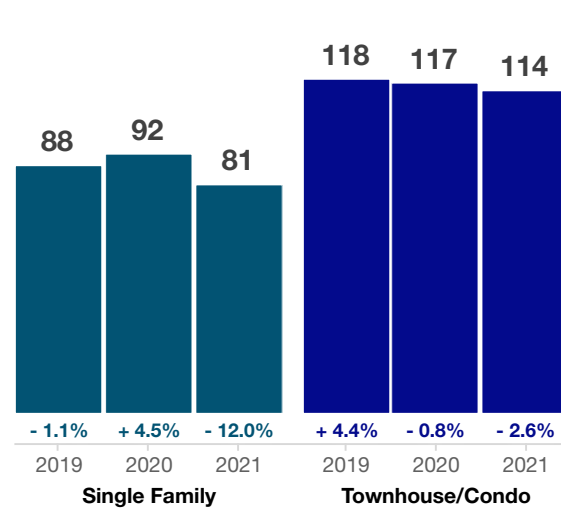


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May

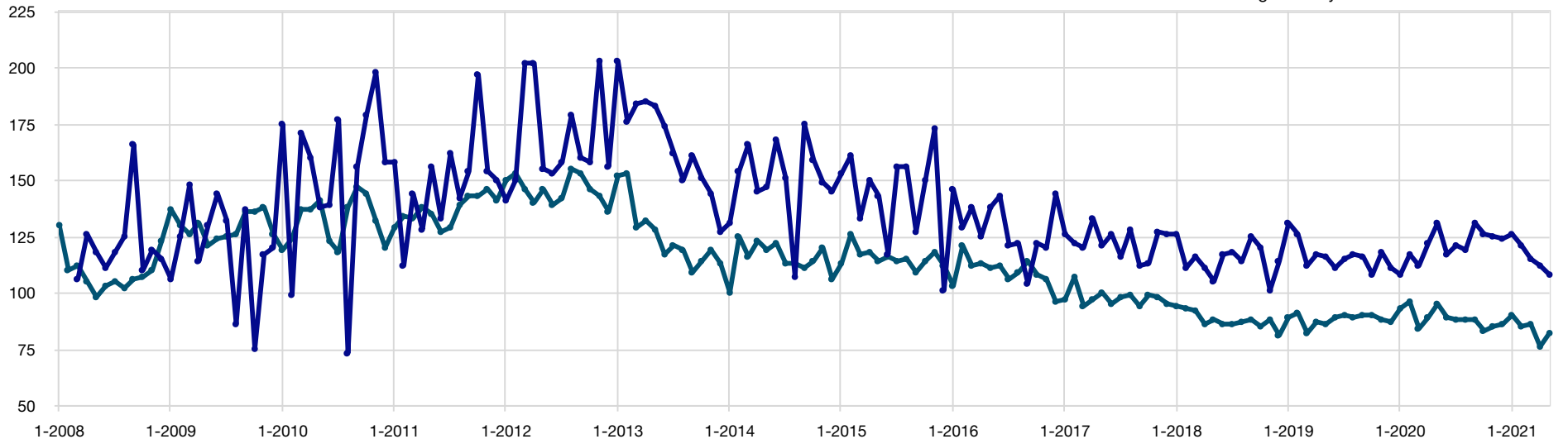


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
4-2021	76	- 14.6%	112	- 8.2%
5-2021	82	- 13.7%	108	- 17.6%
12-Month Avg	86	- 4.4%	120	+ 3.4%

Historical Housing Affordability Index by Month

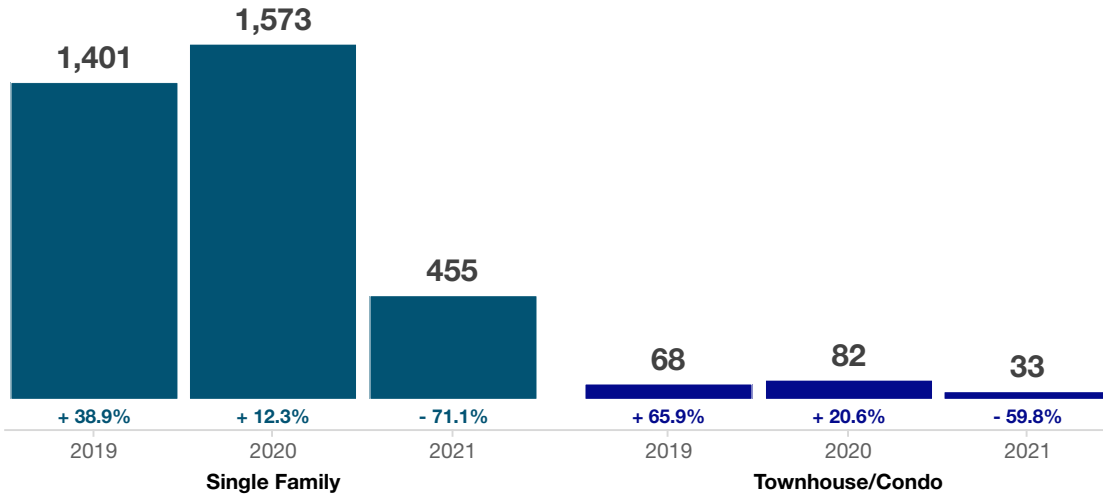


Inventory of Homes for Sale

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

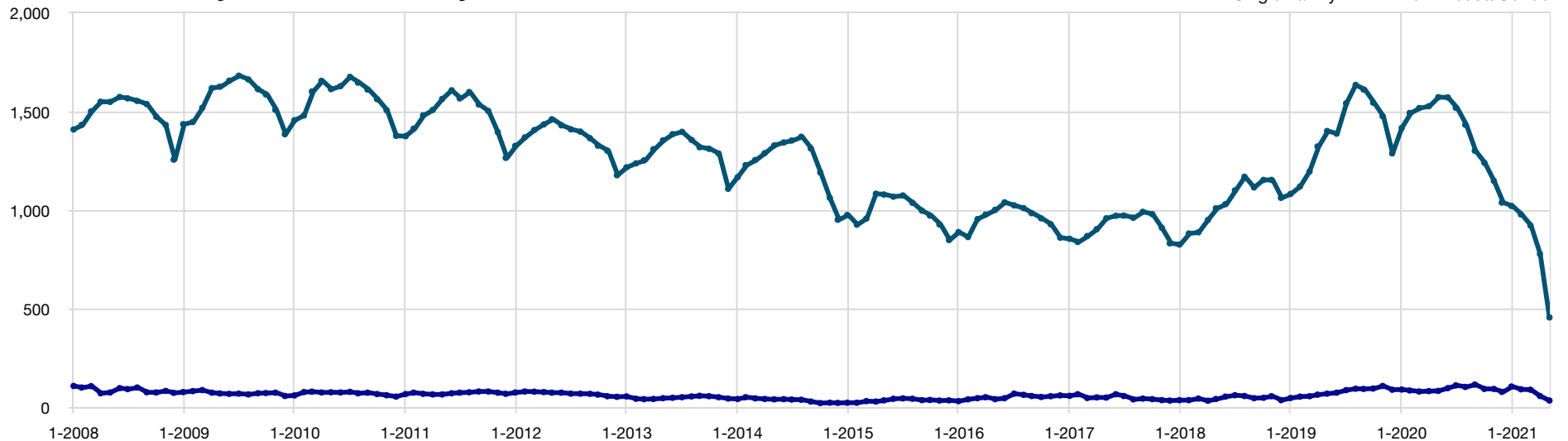


May



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	1,572	+ 13.3%	96	+ 31.5%
7-2020	1,519	- 1.5%	110	+ 27.9%
8-2020	1,433	- 12.4%	102	+ 9.7%
9-2020	1,301	- 19.3%	114	+ 23.9%
10-2020	1,240	- 19.7%	92	- 2.1%
11-2020	1,148	- 22.2%	92	- 14.0%
12-2020	1,038	- 19.4%	77	- 12.5%
1-2021	1,021	- 27.9%	104	+ 16.9%
2-2021	978	- 34.5%	90	+ 7.1%
3-2021	922	- 39.3%	88	+ 11.4%
4-2021	777	- 49.1%	56	- 30.9%
5-2021	455	- 71.1%	33	- 59.8%
12-Month Avg	1,117	- 25.6%	88	+ 1.1%

Historical Inventory of Homes for Sale by Month

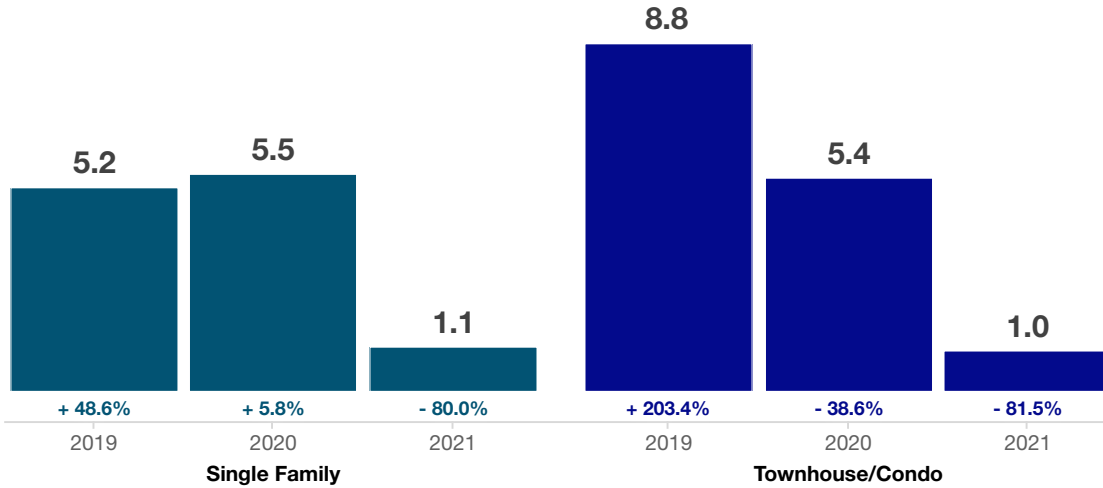


Months Supply of Inventory

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.



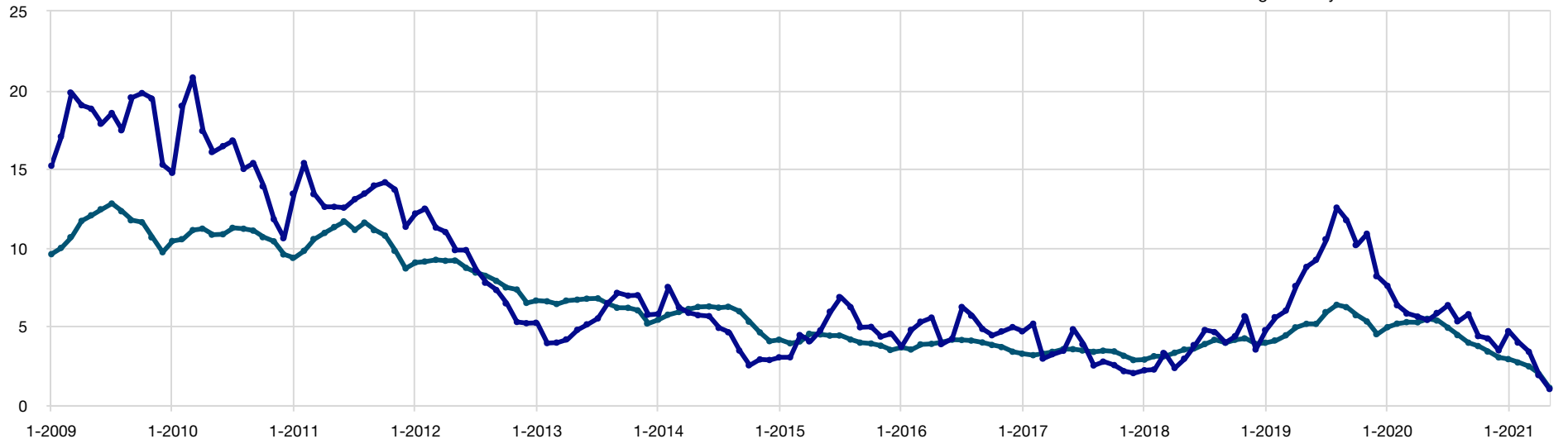
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	5.3	- 57.6%
9-2020	4.0	- 35.5%	5.8	- 50.4%
10-2020	3.7	- 35.1%	4.4	- 56.9%
11-2020	3.4	- 35.8%	4.2	- 61.5%
12-2020	3.0	- 33.3%	3.5	- 57.3%
1-2021	2.9	- 40.8%	4.7	- 38.2%
2-2021	2.7	- 48.1%	4.0	- 36.5%
3-2021	2.5	- 52.8%	3.4	- 41.4%
4-2021	2.0	- 62.3%	1.9	- 66.1%
5-2021	1.1	- 80.0%	1.0	- 81.5%
12-Month Avg*	3.3	- 38.7%	4.2	- 51.6%

* Months Supply for all properties from June 2020 through May 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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		665	382	- 42.6%	2,982	2,288	- 23.3%
Pending Sales		330	662	+ 100.6%	1,453	2,431	+ 67.3%
Closed Sales		348	380	+ 9.2%	1,463	1,654	+ 13.1%
Days on Market Until Sale		89	90	+ 1.1%	95	94	- 1.1%
Median Sales Price		\$305,000	\$360,000	+ 18.0%	\$314,500	\$358,125	+ 13.9%
Average Sales Price		\$330,744	\$397,554	+ 20.2%	\$333,143	\$389,600	+ 16.9%
Percent of List Price Received		98.5%	100.4%	+ 1.9%	98.6%	100.0%	+ 1.4%
Housing Affordability Index		98	85	- 13.3%	95	85	- 10.5%
Inventory of Homes for Sale		1,655	488	- 70.5%	—	—	—
Months Supply of Inventory		5.5	1.1	- 80.0%	—	—	—