

Wilson County

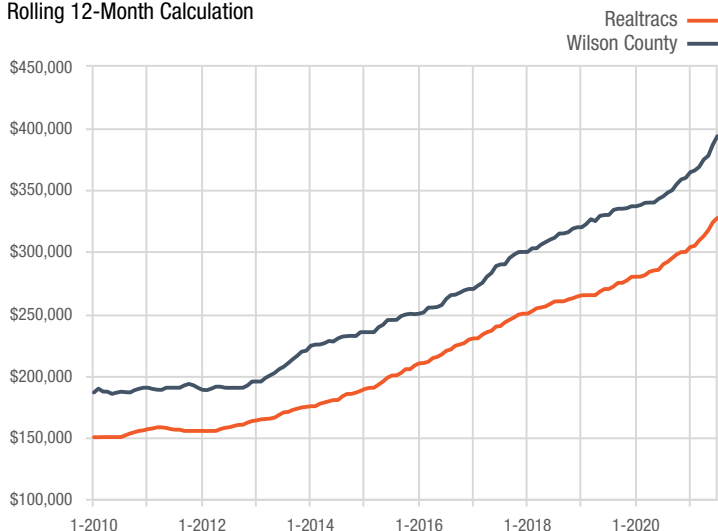
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	479	277	- 42.2%	3,562	2,468	- 30.7%
Pending Sales	359	525	+ 46.2%	1,835	2,614	+ 42.5%
Closed Sales	355	327	- 7.9%	1,844	1,991	+ 8.0%
Days on Market Until Sale	86	86	0.0%	92	94	+ 2.2%
Median Sales Price*	\$357,565	\$429,900	+ 20.2%	\$349,900	\$405,980	+ 16.0%
Average Sales Price*	\$396,693	\$454,762	+ 14.6%	\$370,758	\$436,572	+ 17.8%
Percent of List Price Received*	99.0%	101.2%	+ 2.2%	99.1%	100.7%	+ 1.6%
Inventory of Homes for Sale	1,286	341	- 73.5%	—	—	—
Months Supply of Inventory	4.9	1.0	- 79.6%	—	—	—

Townhouse/Condo	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	38	49	+ 28.9%	231	304	+ 31.6%
Pending Sales	21	64	+ 204.8%	130	291	+ 123.8%
Closed Sales	20	29	+ 45.0%	128	192	+ 50.0%
Days on Market Until Sale	82	131	+ 59.8%	87	108	+ 24.1%
Median Sales Price*	\$251,900	\$301,500	+ 19.7%	\$254,245	\$275,495	+ 8.4%
Average Sales Price*	\$250,424	\$301,049	+ 20.2%	\$252,724	\$273,017	+ 8.0%
Percent of List Price Received*	100.0%	100.5%	+ 0.5%	98.9%	100.0%	+ 1.1%
Inventory of Homes for Sale	104	42	- 59.6%	—	—	—
Months Supply of Inventory	6.1	1.2	- 80.3%	—	—	—

* 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.

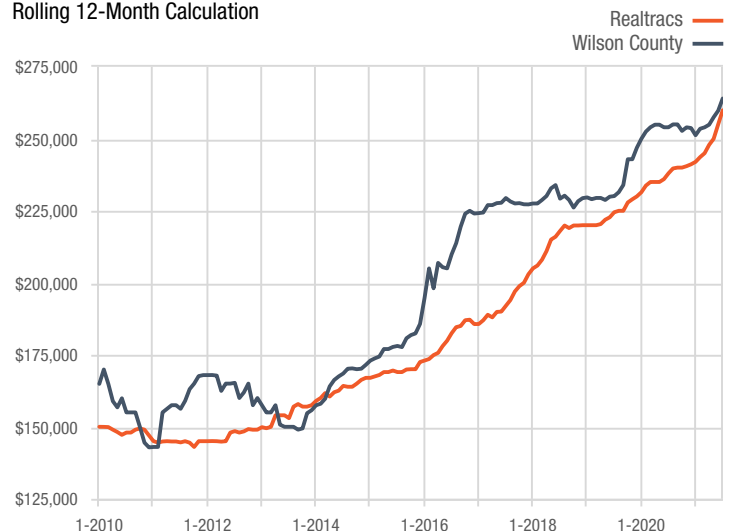
Median Sales Price - Single-Family

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



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings decreased 37.1 percent for Single Family but increased 25.0 percent for Townhouse/Condo. Pending Sales increased 44.7 percent for Single Family and 190.9 percent for Townhouse/Condo. Inventory decreased 68.4 percent for Single Family and 60.9 percent for Townhouse/Condo.

Median Sales Price increased 17.6 percent to \$410,500 for Single Family and 19.7 percent to \$301,500 for Townhouse/Condo. Days on Market decreased 3.3 percent for Single Family but increased 52.3 percent for Townhouse/Condo. Months Supply of Inventory decreased 75.5 percent for Single Family and 81.0 percent for Townhouse/Condo.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Quick Facts

- 7.4%

Change in
Closed Sales
All Properties

+ 17.1%

Change in
Median Sales Price
All Properties

- 67.9%

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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		561	353	- 37.1%	4,032	2,924	- 27.5%
Pending Sales		409	592	+ 44.7%	2,159	3,008	+ 39.3%
Closed Sales		409	370	- 9.5%	2,169	2,351	+ 8.4%
Days on Market Until Sale		90	87	- 3.3%	93	93	0.0%
Median Sales Price		\$348,995	\$410,500	+ 17.6%	\$329,900	\$385,000	+ 16.7%
Average Sales Price		\$373,938	\$432,725	+ 15.7%	\$348,133	\$412,317	+ 18.4%
Percent of List Price Received		98.9%	101.0%	+ 2.1%	98.7%	100.3%	+ 1.6%
Housing Affordability Index		88	75	- 14.8%	93	80	- 14.0%
Inventory of Homes for Sale		1,520	480	- 68.4%	—	—	—
Months Supply of Inventory		4.9	1.2	- 75.5%	—	—	—

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.



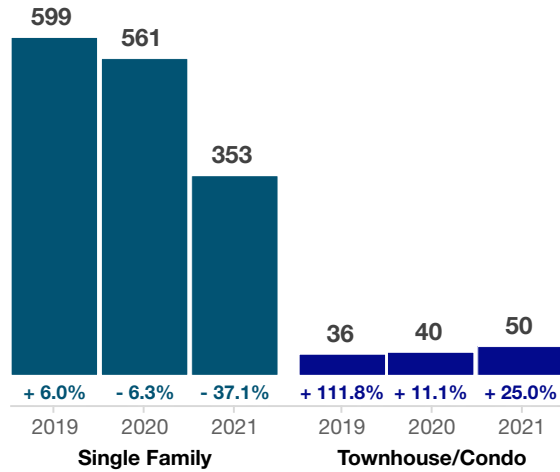
Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		40	50	+ 25.0%	240	309	+ 28.8%
Pending Sales		22	64	+ 190.9%	132	297	+ 125.0%
Closed Sales		22	29	+ 31.8%	131	198	+ 51.1%
Days on Market Until Sale		86	131	+ 52.3%	88	108	+ 22.7%
Median Sales Price		\$251,900	\$301,500	+ 19.7%	\$254,490	\$276,735	+ 8.7%
Average Sales Price		\$253,454	\$301,049	+ 18.8%	\$253,492	\$278,912	+ 10.0%
Percent of List Price Received		99.6%	100.5%	+ 0.9%	98.9%	99.9%	+ 1.0%
Housing Affordability Index		121	102	- 15.7%	120	111	- 7.5%
Inventory of Homes for Sale		110	43	- 60.9%	—	—	—
Months Supply of Inventory		6.3	1.2	- 81.0%	—	—	—

New Listings

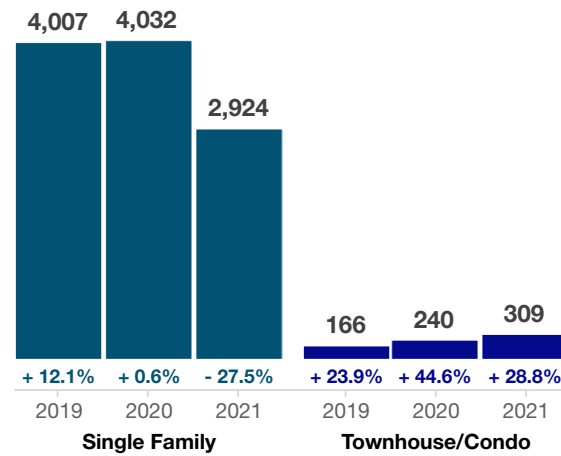
A count of the properties that have been newly listed on the market in a given month.



July

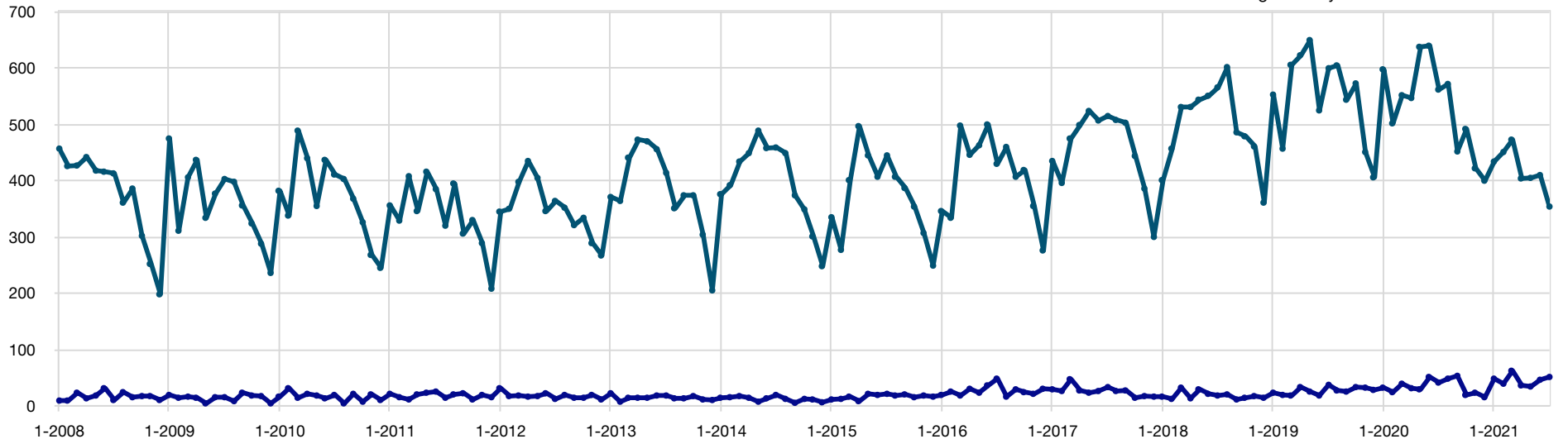


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	571	- 5.5%	47	+ 80.8%
9-2020	451	- 16.9%	52	+ 116.7%
10-2020	491	- 14.2%	18	- 43.8%
11-2020	421	- 6.4%	22	- 29.0%
12-2020	399	- 1.5%	14	- 48.1%
1-2021	433	- 27.5%	47	+ 51.6%
2-2021	450	- 10.2%	38	+ 65.2%
3-2021	472	- 14.3%	61	+ 60.5%
4-2021	403	- 26.2%	35	+ 16.7%
5-2021	404	- 36.6%	33	+ 17.9%
6-2021	409	- 36.0%	45	- 10.0%
7-2021	353	- 37.1%	50	+ 25.0%
12-Month Avg	438	- 20.5%	39	+ 21.9%

Historical New Listings by Month

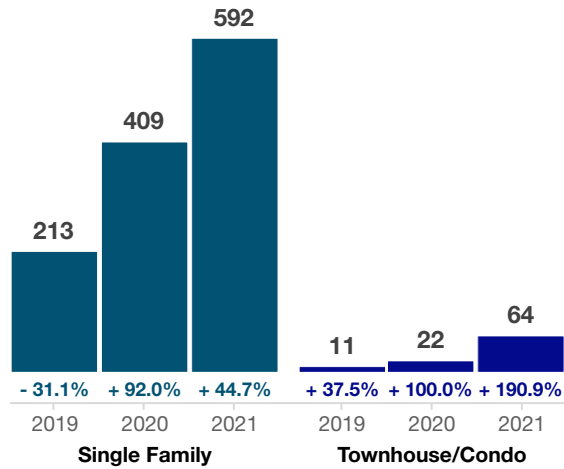


Pending Sales

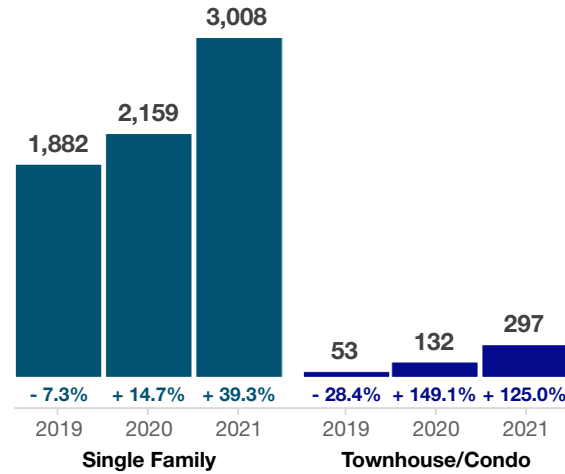
A count of the properties on which offers have been accepted in a given month.



July

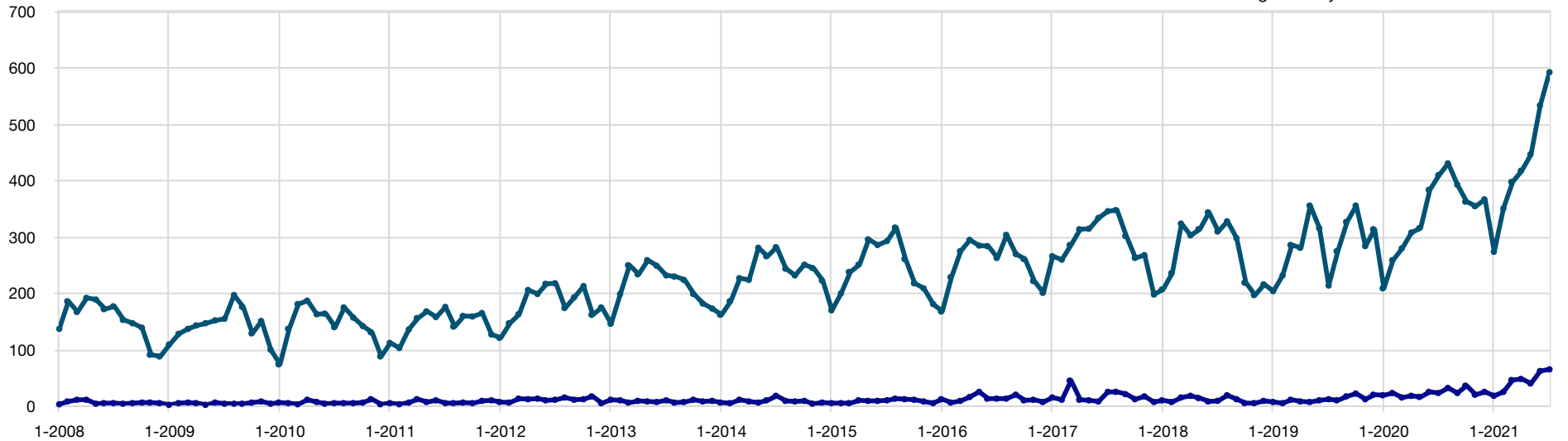


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	430	+ 56.9%	31	+ 244.4%
9-2020	392	+ 20.2%	22	+ 37.5%
10-2020	362	+ 2.0%	35	+ 66.7%
11-2020	354	+ 25.1%	19	+ 72.7%
12-2020	366	+ 16.9%	24	+ 26.3%
1-2021	273	+ 31.3%	17	- 5.6%
2-2021	350	+ 35.7%	24	+ 9.1%
3-2021	397	+ 42.3%	45	+ 221.4%
4-2021	417	+ 35.8%	47	+ 176.5%
5-2021	446	+ 41.6%	39	+ 160.0%
6-2021	533	+ 39.2%	61	+ 154.2%
7-2021	592	+ 44.7%	64	+ 190.9%
12-Month Avg	409	+ 32.4%	36	+ 111.8%

Historical Pending Sales by Month

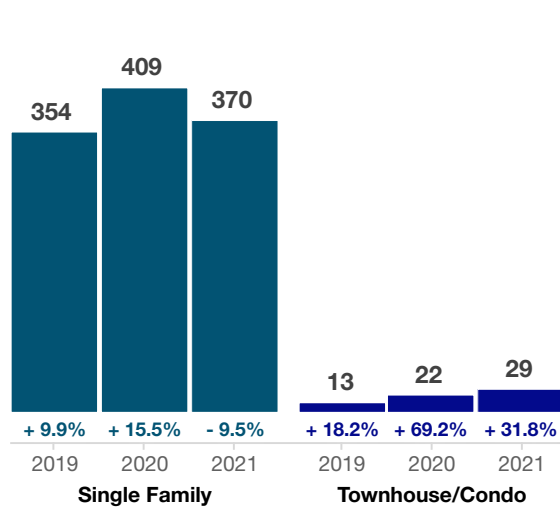


Closed Sales

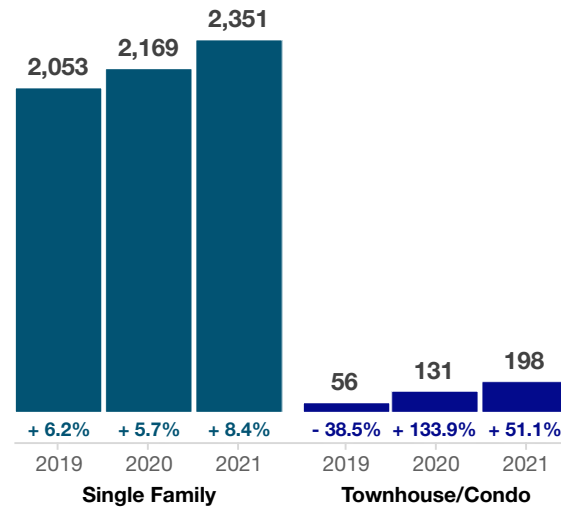
A count of the actual sales that closed in a given month.



July

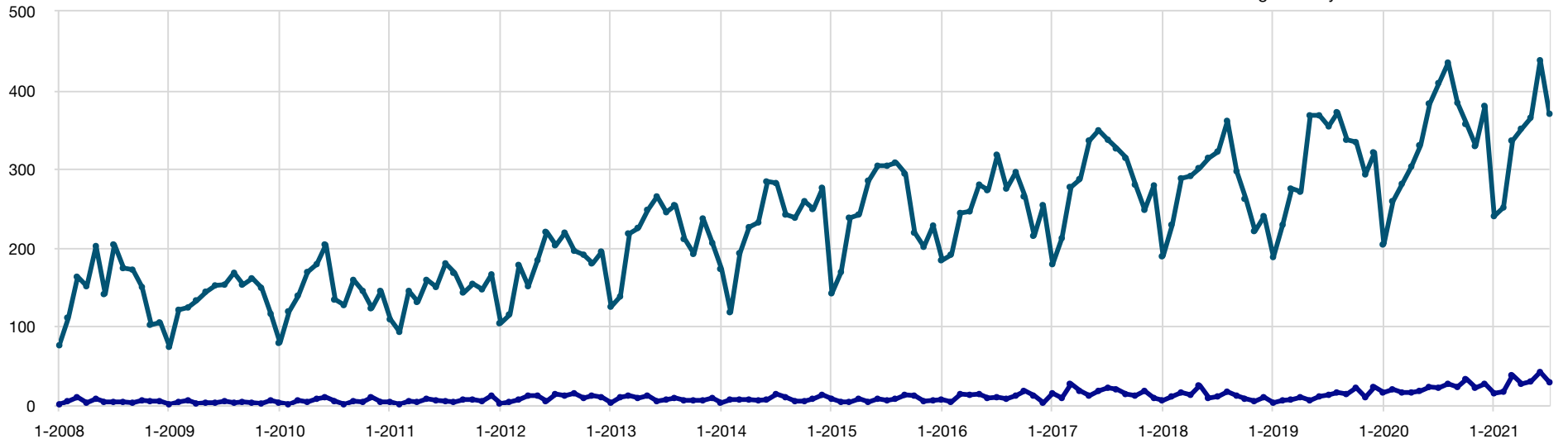


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	435	+ 16.9%	27	+ 68.8%
9-2020	384	+ 13.9%	23	+ 64.3%
10-2020	357	+ 6.9%	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	351	+ 15.8%	27	+ 68.8%
5-2021	365	+ 10.6%	30	+ 66.7%
6-2021	438	+ 14.4%	42	+ 82.6%
7-2021	370	- 9.5%	29	+ 31.8%
12-Month Avg	353	+ 10.7%	28	+ 55.6%

Historical Closed Sales by Month

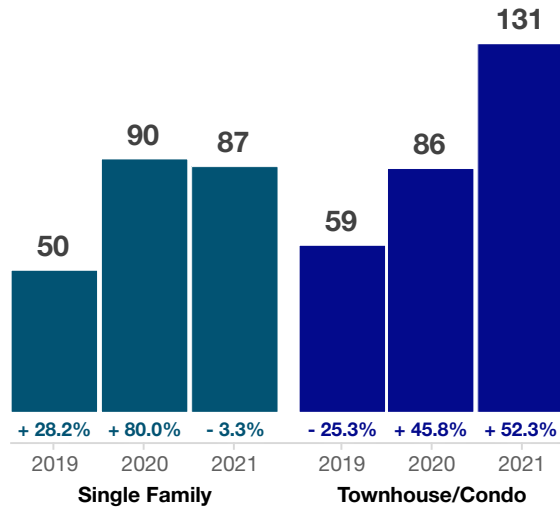


Days on Market Until Sale

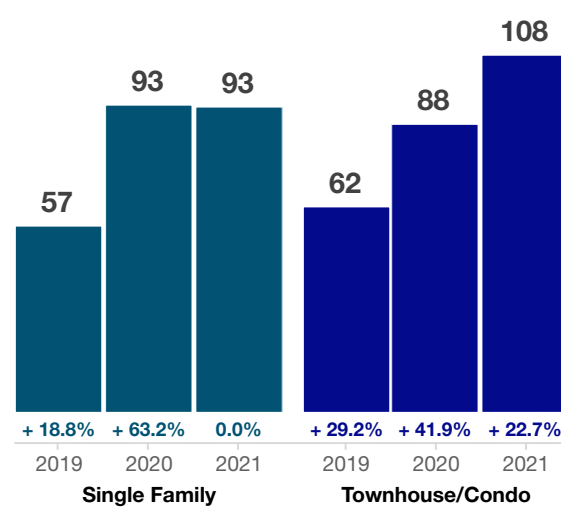
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



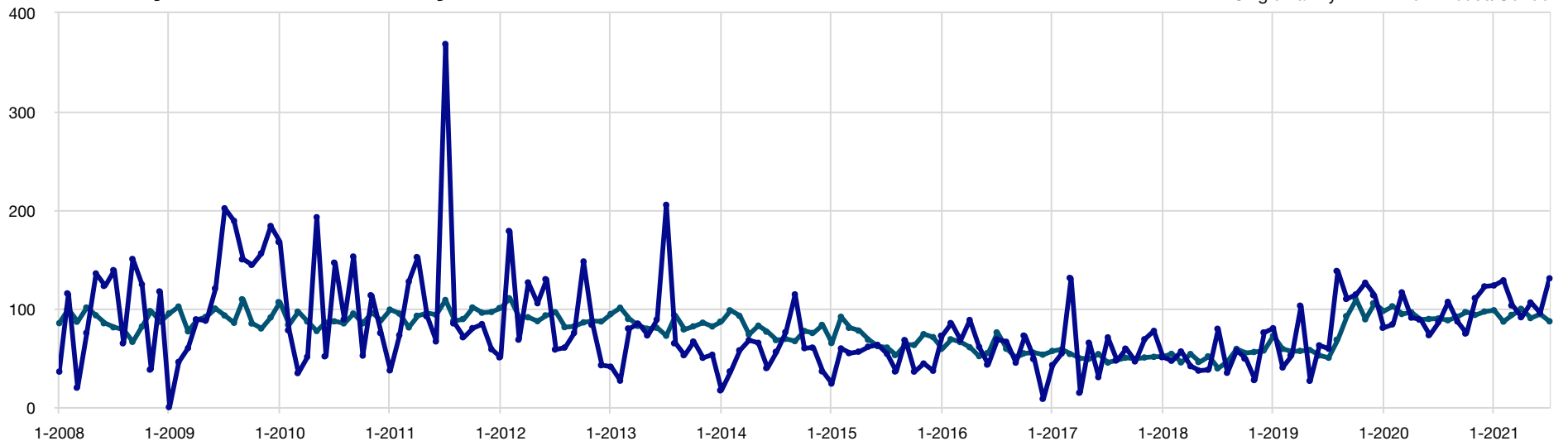
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	90	+ 1.1%	106	+ 19.1%
6-2021	94	+ 5.6%	96	+ 31.5%
7-2021	87	- 3.3%	131	+ 52.3%
12-Month Avg*	93	+ 0.1%	105	+ 4.7%

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

Historical Days on Market Until Sale by Month

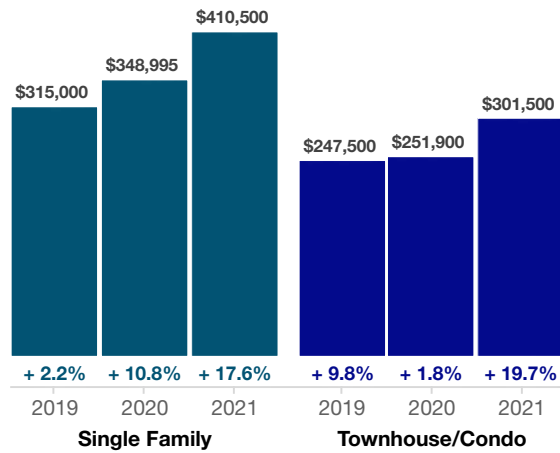


Median Sales Price

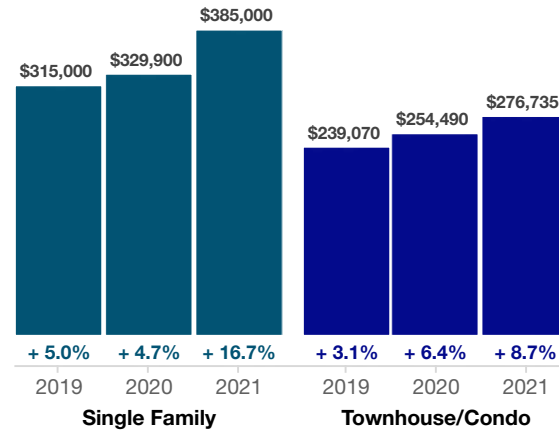
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



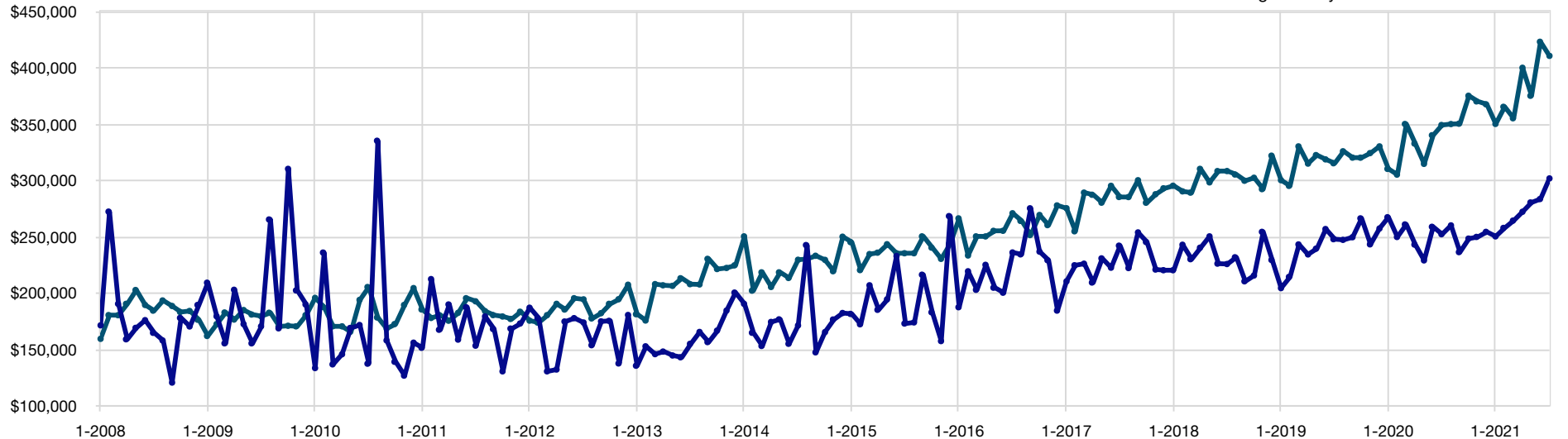
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$399,900	+ 20.3%	\$271,870	+ 12.0%
5-2021	\$375,000	+ 19.3%	\$280,120	+ 22.5%
6-2021	\$423,000	+ 24.4%	\$283,180	+ 9.6%
7-2021	\$410,500	+ 17.6%	\$301,500	+ 19.7%
12-Month Avg*	\$375,000	+ 14.7%	\$265,995	+ 4.4%

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

Historical Median Sales Price by Month

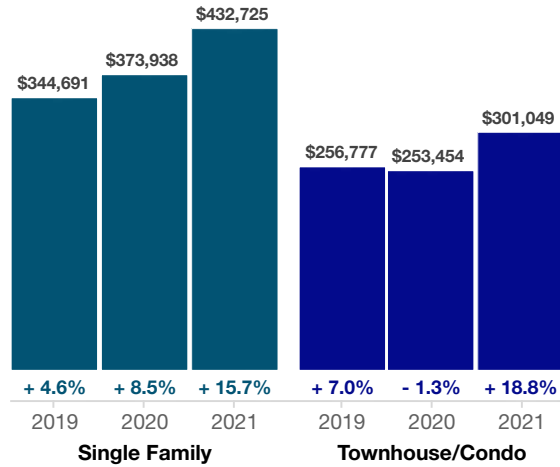


Average Sales Price

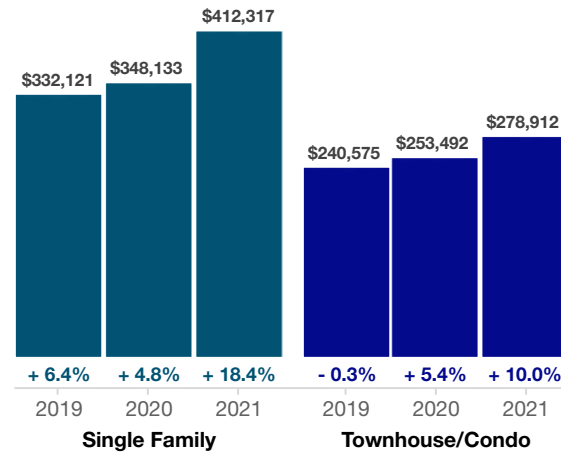
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



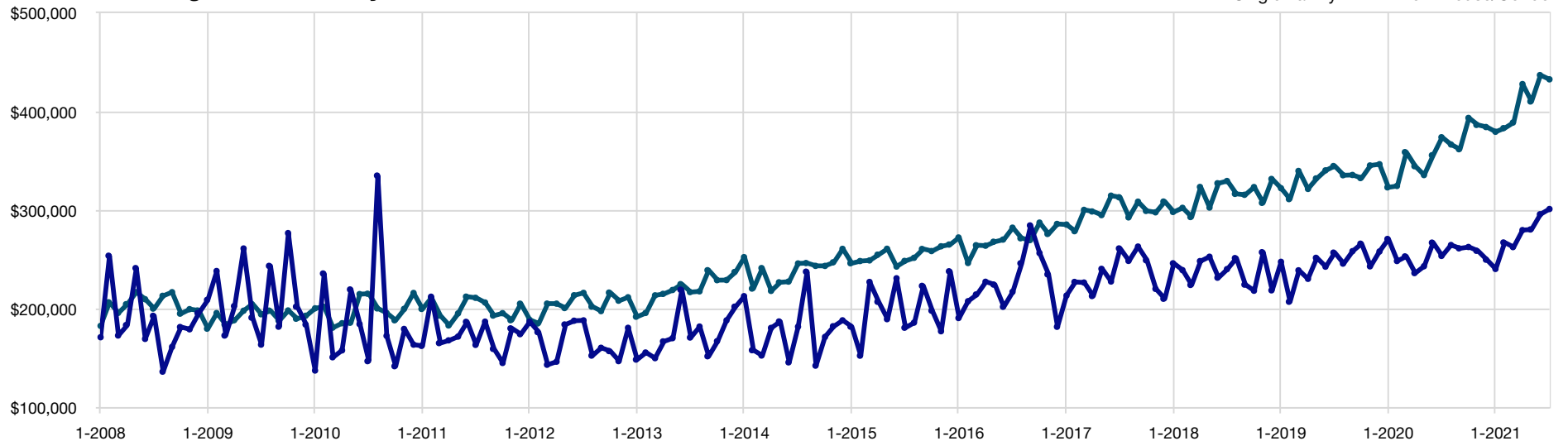
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	\$366,572	+ 9.3%	\$264,503	+ 7.7%
9-2020	\$361,781	+ 7.8%	\$261,136	+ 1.1%
10-2020	\$393,545	+ 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	\$427,916	+ 24.2%	\$279,650	+ 18.5%
5-2021	\$410,266	+ 22.3%	\$280,297	+ 15.4%
6-2021	\$437,019	+ 22.9%	\$295,723	+ 10.8%
7-2021	\$432,725	+ 15.7%	\$301,049	+ 18.8%
12-Month Avg*	\$396,948	+ 15.4%	\$271,108	+ 6.5%

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

Historical Average Sales Price by Month



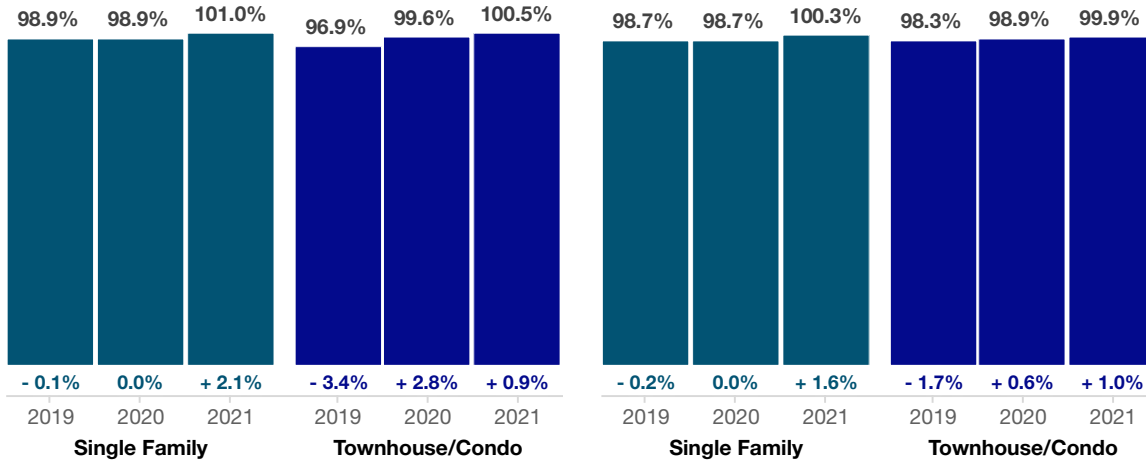
Percent of List Price Received

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.



July

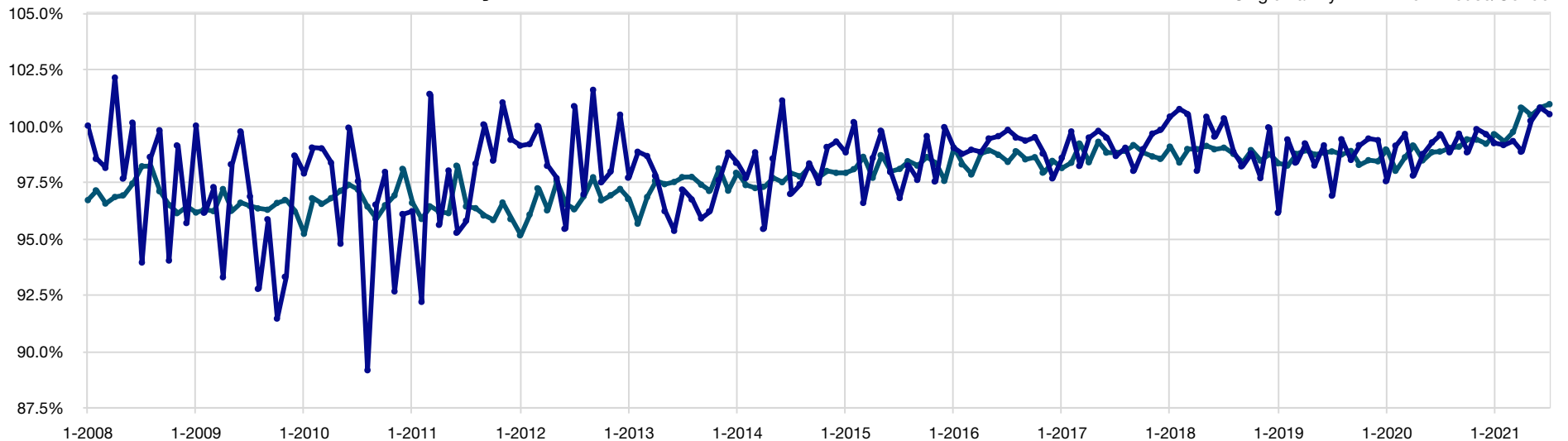
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
6-2021	100.8%	+ 2.0%	100.8%	+ 1.5%
7-2021	101.0%	+ 2.1%	100.5%	+ 0.9%
12-Month Avg*	99.8%	+ 1.2%	99.6%	+ 0.6%

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

Historical Percent of List Price Received by Month

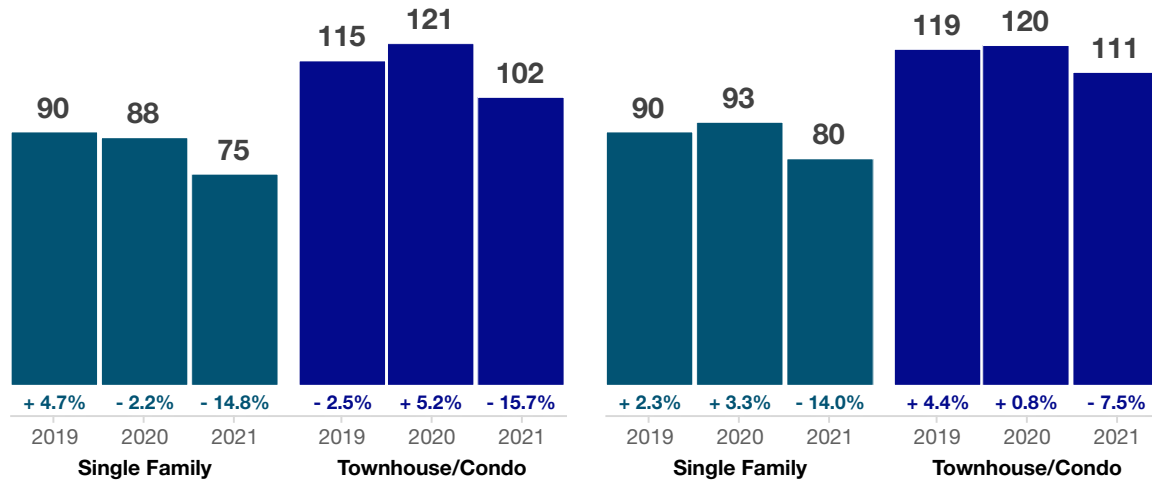


Housing Affordability Index

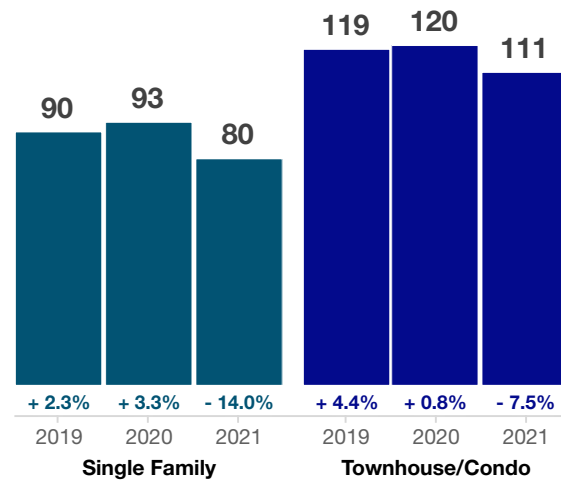
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

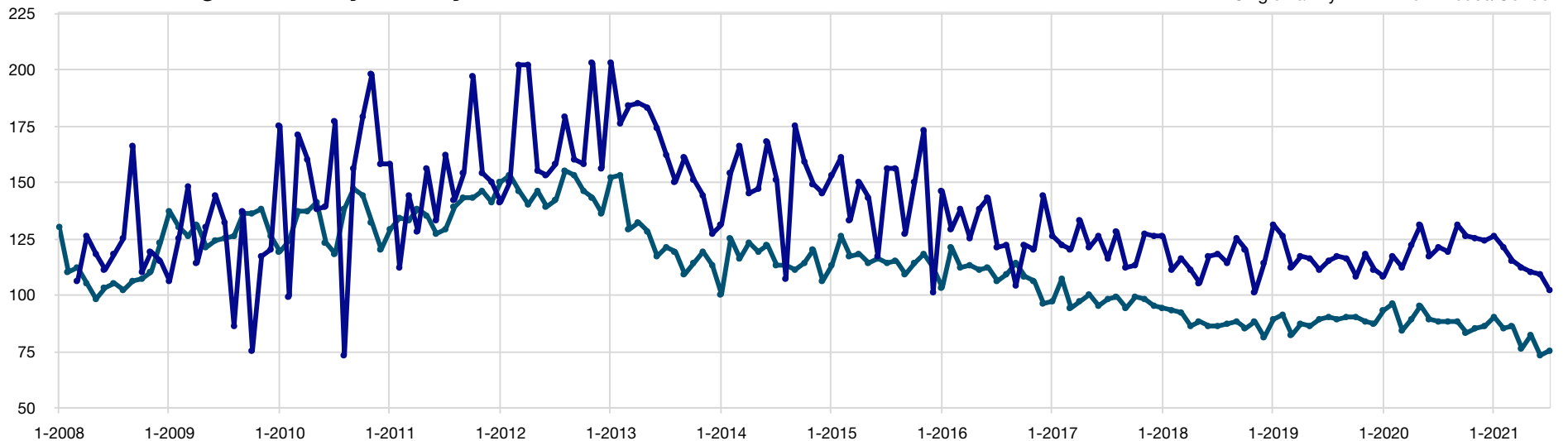


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	110	- 16.0%
6-2021	73	- 18.0%	109	- 6.8%
7-2021	75	- 14.8%	102	- 15.7%
12-Month Avg	83	- 7.8%	118	+ 0.9%

Historical Housing Affordability Index by Month

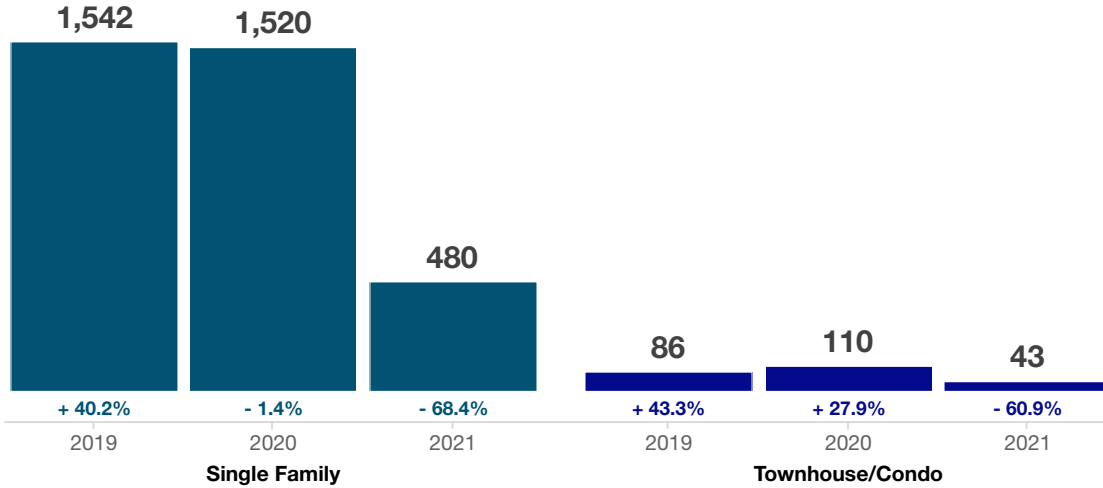


Inventory of Homes for Sale

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

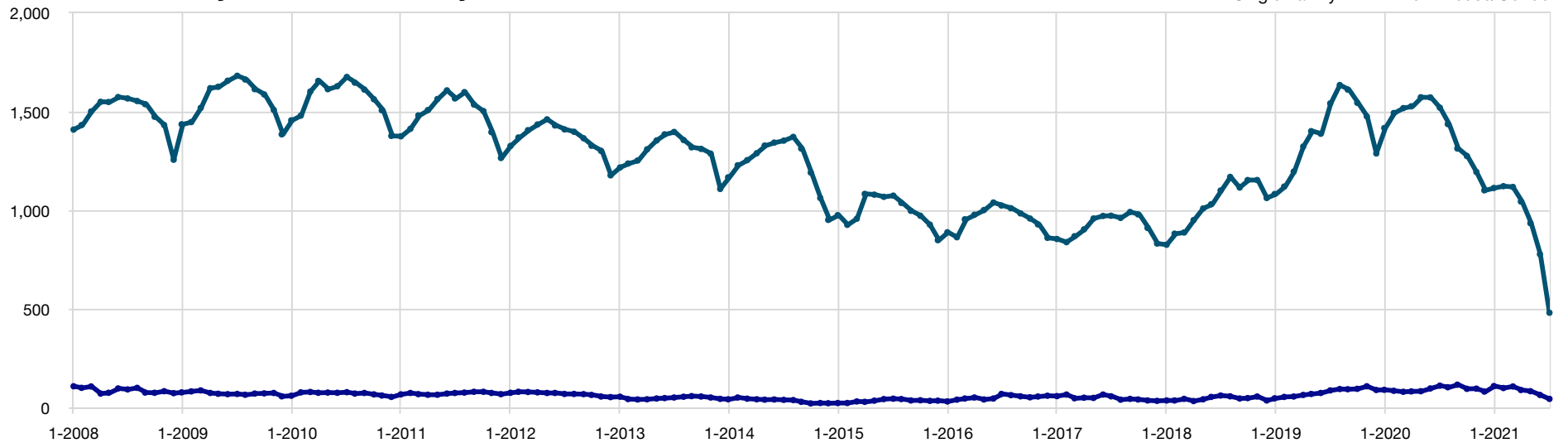


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1,437	- 12.1%	102	+ 9.7%
9-2020	1,313	- 18.5%	115	+ 25.0%
10-2020	1,275	- 17.5%	94	0.0%
11-2020	1,194	- 19.1%	95	- 11.2%
12-2020	1,101	- 14.5%	80	- 9.1%
1-2021	1,113	- 21.5%	108	+ 21.3%
2-2021	1,122	- 24.8%	98	+ 16.7%
3-2021	1,118	- 26.4%	106	+ 34.2%
4-2021	1,044	- 31.6%	88	+ 8.6%
5-2021	934	- 40.6%	82	0.0%
6-2021	777	- 50.6%	63	- 34.4%
7-2021	480	- 68.4%	43	- 60.9%
12-Month Avg	1,076	- 29.0%	90	- 1.1%

Historical Inventory of Homes for Sale by Month

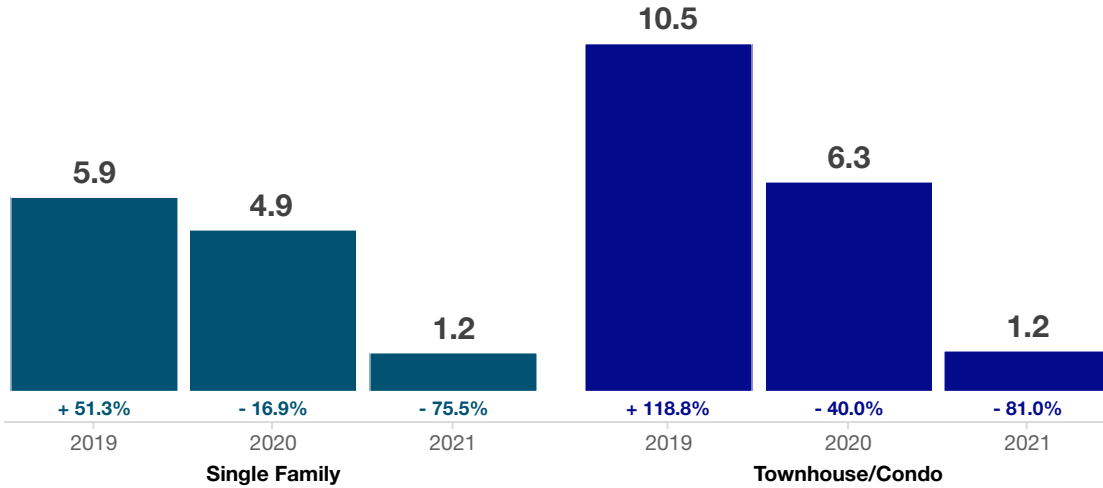


Months Supply of Inventory

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.



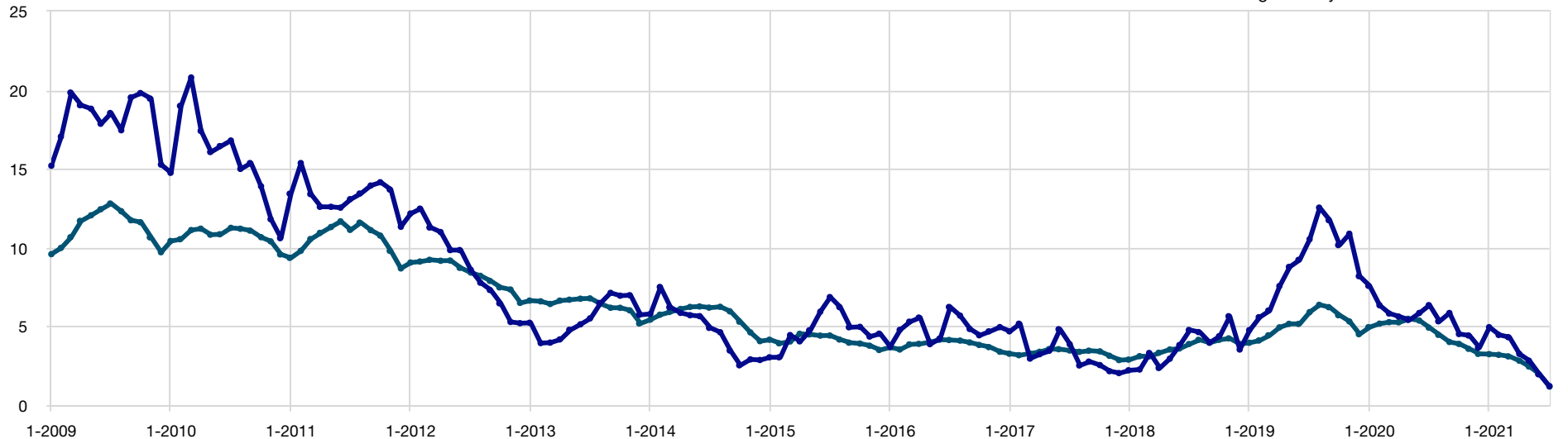
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	4.5	-29.7%	5.3	-57.6%
9-2020	4.0	-35.5%	5.8	-50.4%
10-2020	3.9	-31.6%	4.5	-55.9%
11-2020	3.6	-32.1%	4.4	-59.6%
12-2020	3.3	-26.7%	3.7	-54.9%
1-2021	3.2	-34.7%	4.9	-35.5%
2-2021	3.2	-38.5%	4.5	-28.6%
3-2021	3.1	-41.5%	4.3	-25.9%
4-2021	2.8	-47.2%	3.2	-42.9%
5-2021	2.4	-56.4%	2.8	-48.1%
6-2021	2.0	-63.0%	2.0	-65.5%
7-2021	1.2	-75.5%	1.2	-81.0%
12-Month Avg*	3.1	-42.5%	3.9	-51.6%

* Months Supply for all properties from August 2020 through July 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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		601	403	- 32.9%	4,272	3,233	- 24.3%
Pending Sales		431	656	+ 52.2%	2,291	3,305	+ 44.3%
Closed Sales		431	399	- 7.4%	2,300	2,549	+ 10.8%
Days on Market Until Sale		90	90	0.0%	93	94	+ 1.1%
Median Sales Price		\$340,000	\$398,000	+ 17.1%	\$323,495	\$375,000	+ 15.9%
Average Sales Price		\$367,773	\$423,154	+ 15.1%	\$342,728	\$401,930	+ 17.3%
Percent of List Price Received		98.9%	100.9%	+ 2.0%	98.7%	100.3%	+ 1.6%
Housing Affordability Index		90	77	- 14.4%	94	82	- 12.8%
Inventory of Homes for Sale		1,630	523	- 67.9%	—	—	—
Months Supply of Inventory		5.0	1.2	- 76.0%	—	—	—