

## Wilson County

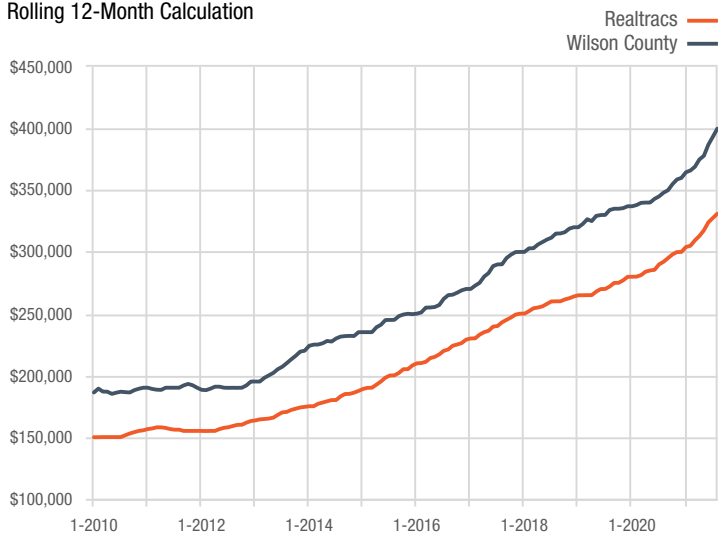
Single Family	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
<b>Key Metrics</b>						
New Listings	520	<b>293</b>	- 43.7%	4,082	<b>2,825</b>	- 30.8%
Pending Sales	372	<b>483</b>	+ 29.8%	2,207	<b>2,913</b>	+ 32.0%
Closed Sales	376	<b>289</b>	- 23.1%	2,220	<b>2,291</b>	+ 3.2%
Days on Market Until Sale	85	<b>83</b>	- 2.4%	91	<b>93</b>	+ 2.2%
Median Sales Price*	\$361,670	<b>\$436,458</b>	+ 20.7%	\$350,145	<b>\$410,000</b>	+ 17.1%
Average Sales Price*	\$382,809	<b>\$447,480</b>	+ 16.9%	\$372,792	<b>\$437,738</b>	+ 17.4%
Percent of List Price Received*	99.4%	<b>101.7%</b>	+ 2.3%	99.1%	<b>100.8%</b>	+ 1.7%
Inventory of Homes for Sale	1,230	<b>361</b>	- 70.7%	—	—	—
Months Supply of Inventory	4.5	<b>1.0</b>	- 77.8%	—	—	—

Townhouse/Condo	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
<b>Key Metrics</b>						
New Listings	46	<b>71</b>	+ 54.3%	277	<b>380</b>	+ 37.2%
Pending Sales	27	<b>72</b>	+ 166.7%	157	<b>337</b>	+ 114.6%
Closed Sales	24	<b>29</b>	+ 20.8%	152	<b>225</b>	+ 48.0%
Days on Market Until Sale	108	<b>103</b>	- 4.6%	90	<b>107</b>	+ 18.9%
Median Sales Price*	\$251,913	<b>\$283,490</b>	+ 12.5%	\$254,245	<b>\$276,600</b>	+ 8.8%
Average Sales Price*	\$252,983	<b>\$294,118</b>	+ 16.3%	\$252,765	<b>\$275,367</b>	+ 8.9%
Percent of List Price Received*	99.3%	<b>100.2%</b>	+ 0.9%	99.0%	<b>100.0%</b>	+ 1.0%
Inventory of Homes for Sale	100	<b>60</b>	- 40.0%	—	—	—
Months Supply of Inventory	5.4	<b>1.7</b>	- 68.5%	—	—	—

\* 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.

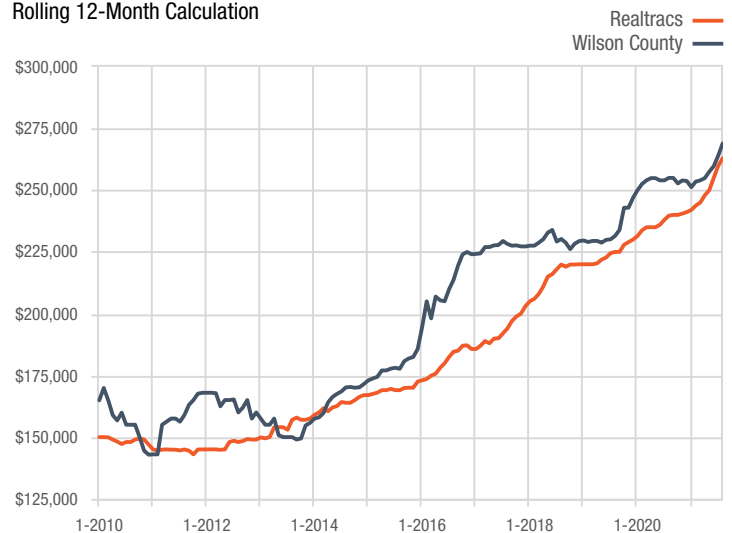
### Median Sales Price - Single-Family

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



## August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings decreased 36.7 percent for Single Family but increased 51.1 percent for Townhouse/Condo. Pending Sales increased 33.0 percent for Single Family and 135.5 percent for Townhouse/Condo. Inventory decreased 65.2 percent for Single Family and 41.2 percent for Townhouse/Condo.

Median Sales Price increased 19.5 percent to \$418,236 for Single Family and 9.4 percent to \$284,245 for Townhouse/Condo. Days on Market decreased 8.0 percent for Single Family and 5.6 percent for Townhouse/Condo. Months Supply of Inventory decreased 73.3 percent for Single Family and 69.8 percent for Townhouse/Condo.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

## Quick Facts

**- 16.5%**

Change in  
**Closed Sales**  
All Properties

**+ 15.4%**

Change in  
**Median Sales Price**  
All Properties

**- 63.6%**

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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		572	<b>362</b>	- 36.7%	4,604	<b>3,355</b>	- 27.1%
<b>Pending Sales</b>		430	<b>572</b>	+ 33.0%	2,589	<b>3,369</b>	+ 30.1%
<b>Closed Sales</b>		435	<b>356</b>	- 18.2%	2,604	<b>2,720</b>	+ 4.5%
<b>Days on Market Until Sale</b>		88	<b>81</b>	- 8.0%	92	<b>92</b>	0.0%
<b>Median Sales Price</b>		\$349,855	<b>\$418,236</b>	+ 19.5%	\$334,900	<b>\$388,000</b>	+ 15.9%
<b>Average Sales Price</b>		\$366,572	<b>\$423,229</b>	+ 15.5%	\$351,202	<b>\$413,539</b>	+ 17.7%
<b>Percent of List Price Received</b>		99.0%	<b>101.1%</b>	+ 2.1%	98.7%	<b>100.4%</b>	+ 1.7%
<b>Housing Affordability Index</b>		102	<b>87</b>	- 14.7%	107	<b>94</b>	- 12.1%
<b>Inventory of Homes for Sale</b>		1,438	<b>501</b>	- 65.2%	—	—	—
<b>Months Supply of Inventory</b>		4.5	<b>1.2</b>	- 73.3%	—	—	—

# 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.



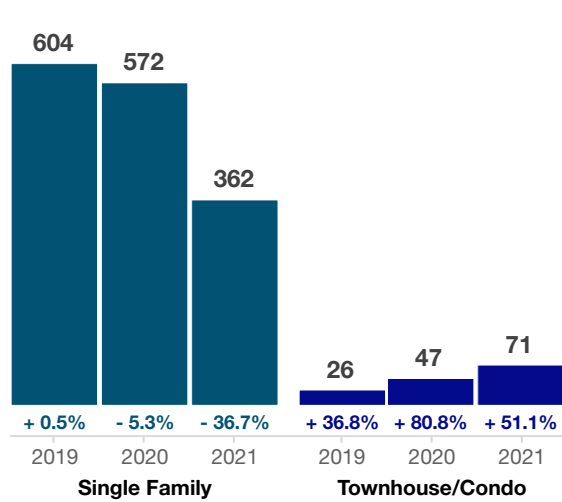
Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		47	<b>71</b>	+ 51.1%	287	<b>385</b>	+ 34.1%
<b>Pending Sales</b>		31	<b>73</b>	+ 135.5%	163	<b>344</b>	+ 111.0%
<b>Closed Sales</b>		27	<b>30</b>	+ 11.1%	158	<b>232</b>	+ 46.8%
<b>Days on Market Until Sale</b>		107	<b>101</b>	- 5.6%	91	<b>106</b>	+ 16.5%
<b>Median Sales Price</b>		\$259,745	<b>\$284,245</b>	+ 9.4%	\$255,220	<b>\$276,990</b>	+ 8.5%
<b>Average Sales Price</b>		\$264,503	<b>\$302,480</b>	+ 14.4%	\$255,374	<b>\$281,500</b>	+ 10.2%
<b>Percent of List Price Received</b>		98.8%	<b>100.2%</b>	+ 1.4%	98.9%	<b>99.9%</b>	+ 1.0%
<b>Housing Affordability Index</b>		137	<b>128</b>	- 6.6%	140	<b>132</b>	- 5.7%
<b>Inventory of Homes for Sale</b>		102	<b>60</b>	- 41.2%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>1.6</b>	- 69.8%	—	—	—

# New Listings

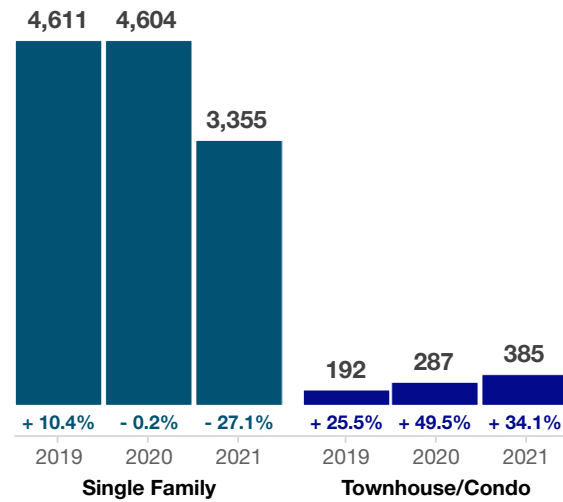
A count of the properties that have been newly listed on the market in a given month.



## August

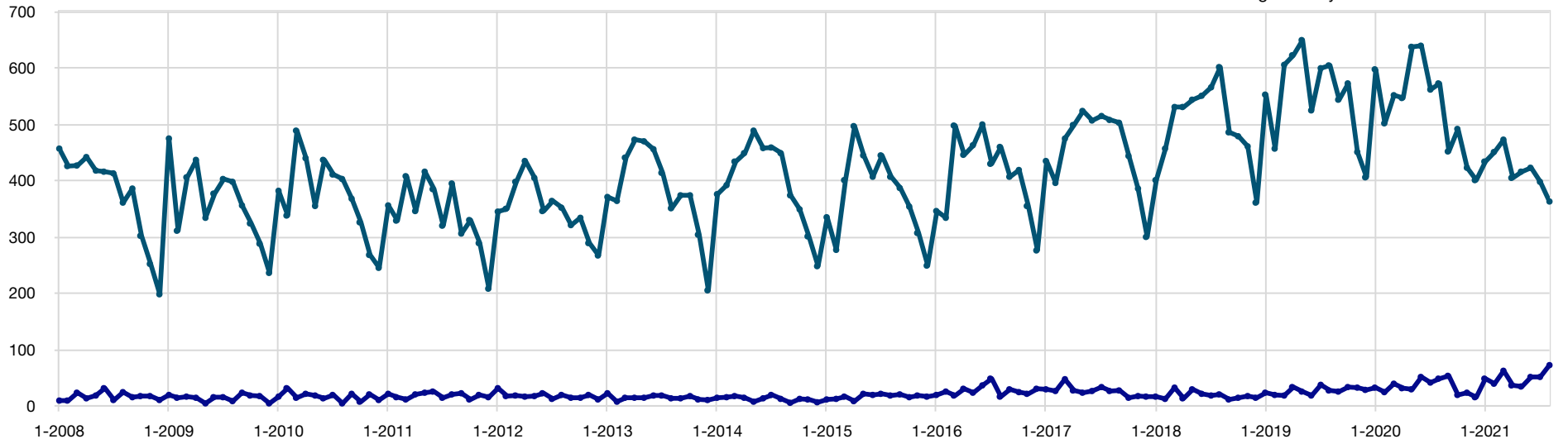


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	451	-16.9%	52	+116.7%
10-2020	491	-14.2%	18	-43.8%
11-2020	422	-6.2%	22	-29.0%
12-2020	400	-1.2%	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	404	-26.0%	35	+16.7%
5-2021	415	-34.9%	33	+17.9%
6-2021	422	-34.0%	50	0.0%
7-2021	397	-29.2%	50	+25.0%
<b>8-2021</b>	<b>362</b>	<b>-36.7%</b>	<b>71</b>	<b>+51.1%</b>
12-Month Avg	427	-22.1%	41	+24.2%

## Historical New Listings by Month

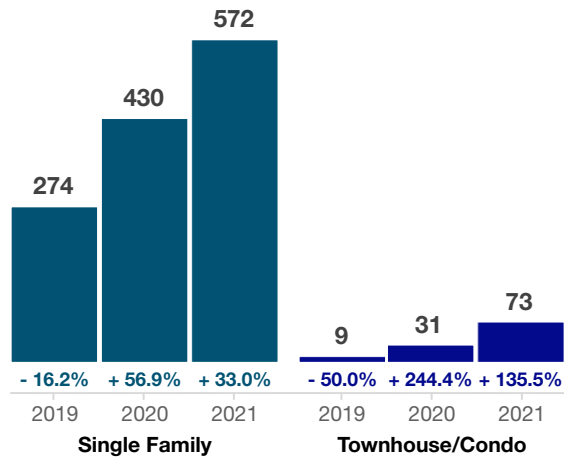


# Pending Sales

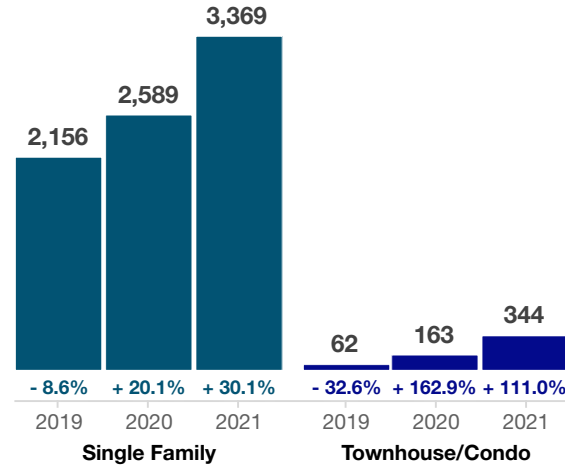
A count of the properties on which offers have been accepted in a given month.



## August



## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	391	+ 19.9%	22	+ 37.5%
10-2020	361	+ 1.7%	35	+ 66.7%
11-2020	351	+ 24.0%	19	+ 72.7%
12-2020	366	+ 16.9%	24	+ 26.3%
1-2021	269	+ 29.3%	17	- 5.6%
2-2021	329	+ 27.5%	19	- 13.6%
3-2021	387	+ 38.7%	44	+ 214.3%
4-2021	403	+ 31.3%	38	+ 123.5%
5-2021	431	+ 36.8%	38	+ 153.3%
6-2021	508	+ 32.6%	56	+ 133.3%
7-2021	470	+ 14.9%	59	+ 168.2%
<b>8-2021</b>	<b>572</b>	<b>+ 33.0%</b>	<b>73</b>	<b>+ 135.5%</b>
12-Month Avg	403	+ 25.2%	37	+ 94.7%

## Historical Pending Sales by Month

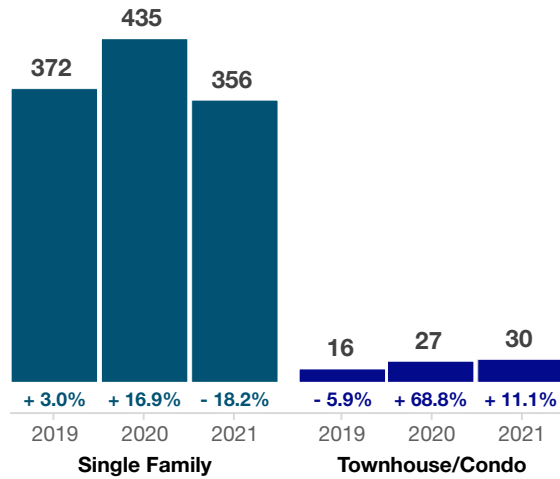


# Closed Sales

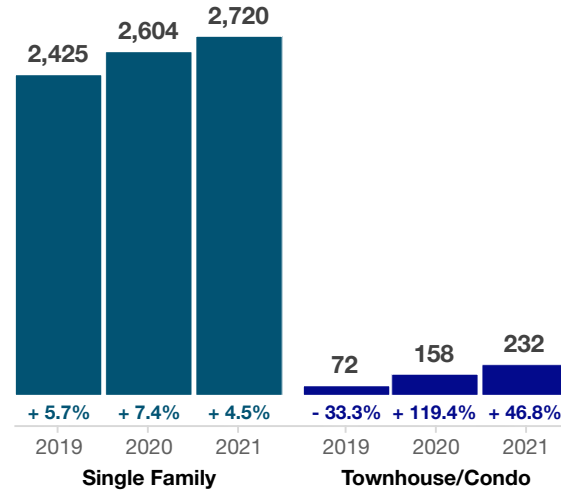
A count of the actual sales that closed in a given month.



## August



## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	383	- 6.4%	33	+ 50.0%
<b>8-2021</b>	<b>356</b>	<b>- 18.2%</b>	<b>30</b>	<b>+ 11.1%</b>
12-Month Avg	348	+ 7.4%	28	+ 47.4%

## Historical Closed Sales by Month

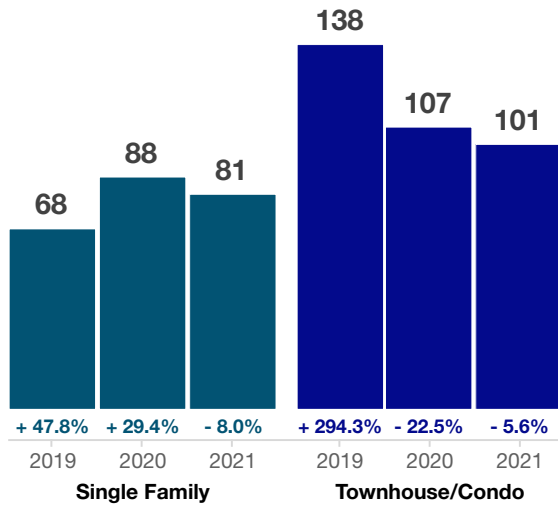


# Days on Market Until Sale

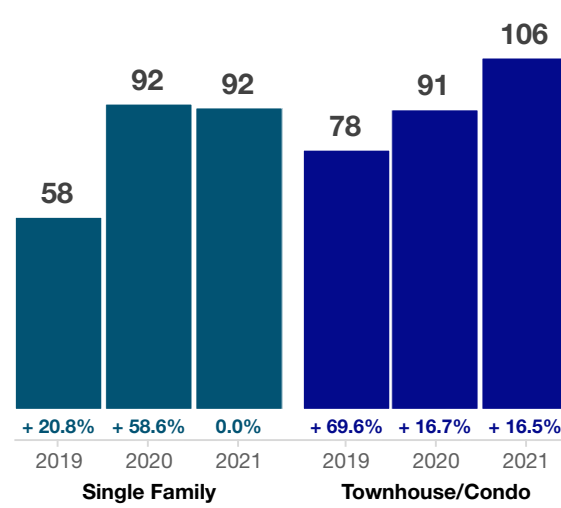
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



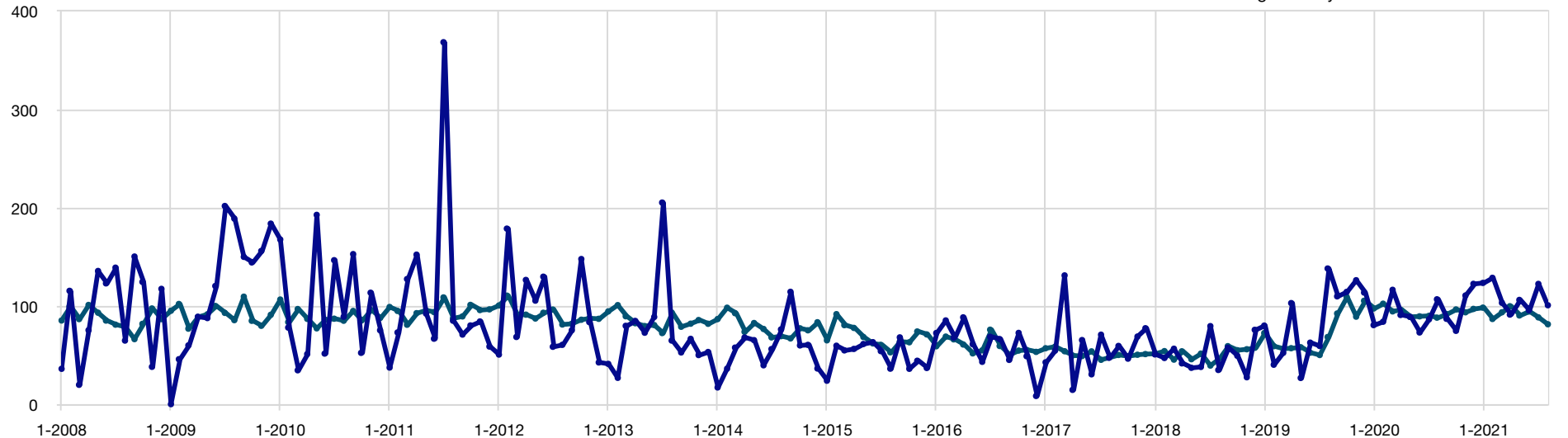
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	88	- 2.2%	122	+ 41.9%
<b>8-2021</b>	<b>81</b>	<b>- 8.0%</b>	<b>101</b>	<b>- 5.6%</b>
12-Month Avg*	93	- 2.2%	104	+ 5.5%

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

## Historical Days on Market Until Sale by Month



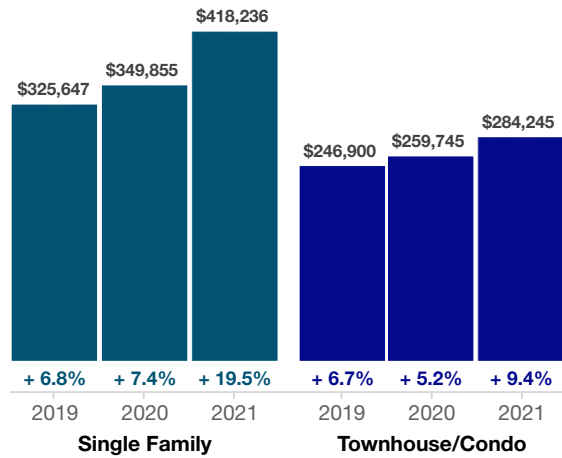


# Median Sales Price

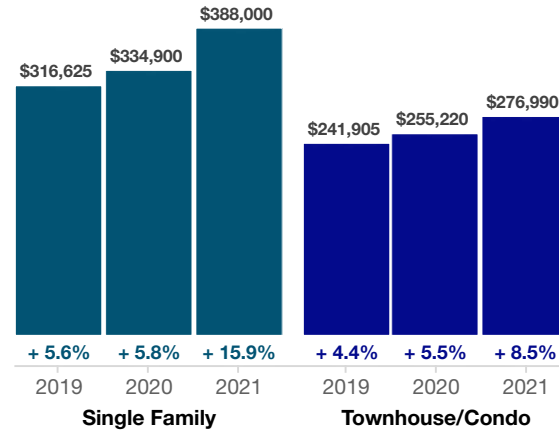
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



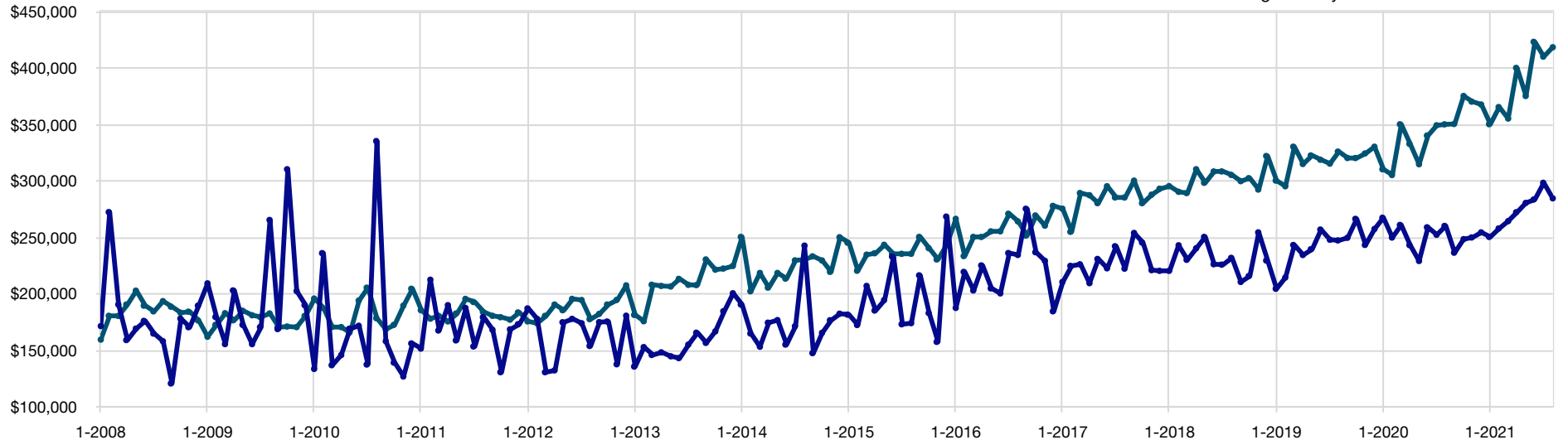
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$409,900	+ 17.5%	\$298,000	+ 18.3%
<b>8-2021</b>	<b>\$418,236</b>	<b>+ 19.5%</b>	<b>\$284,245</b>	<b>+ 9.4%</b>
12-Month Avg*	\$379,900	+ 15.1%	\$269,990	+ 5.7%

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

## Historical Median Sales Price by Month

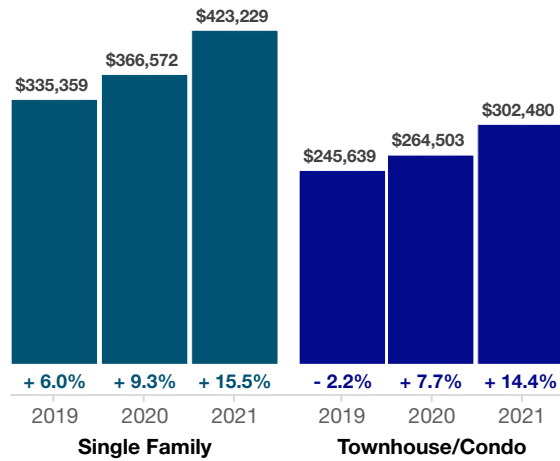


# Average Sales Price

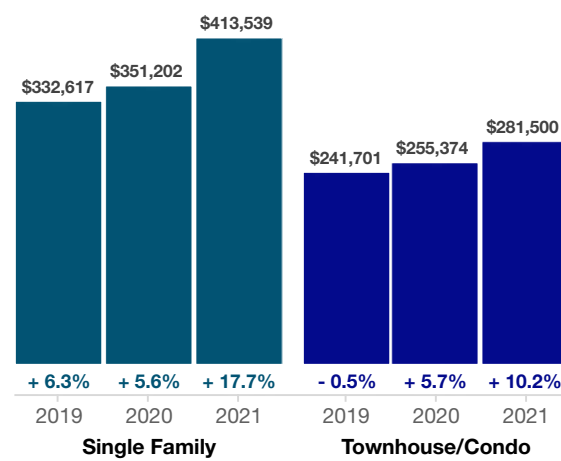
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



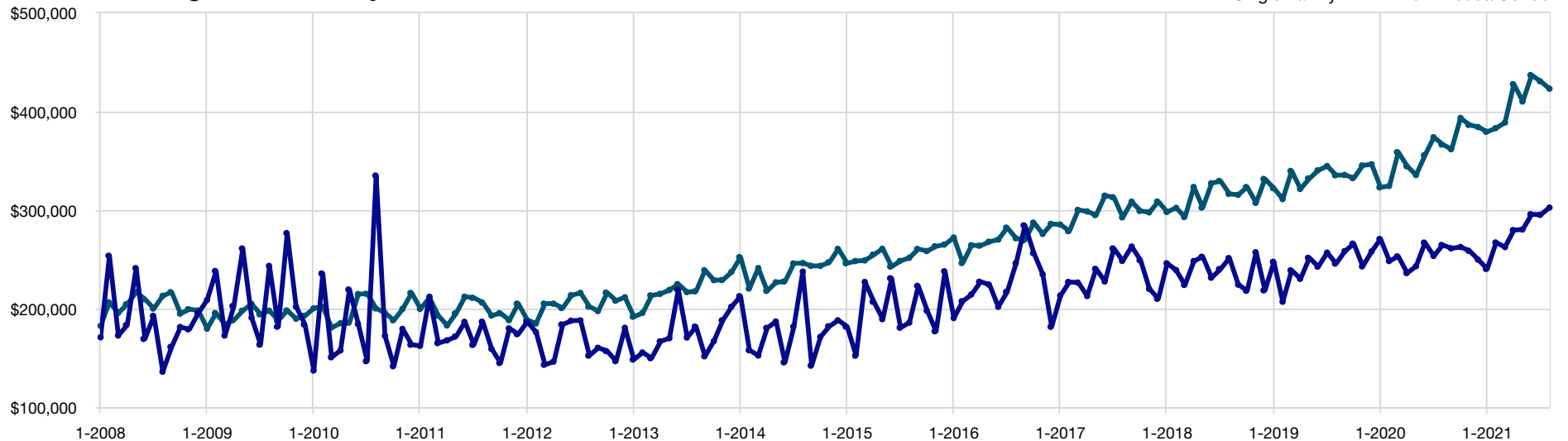
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$427,827	+ 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	\$430,730	+ 15.2%	\$295,134	+ 16.4%
<b>8-2021</b>	<b>\$423,229</b>	<b>+ 15.5%</b>	<b>\$302,480</b>	<b>+ 14.4%</b>
12-Month Avg*	\$402,252	+ 15.8%	\$274,206	+ 7.0%

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

## Historical Average Sales Price by Month



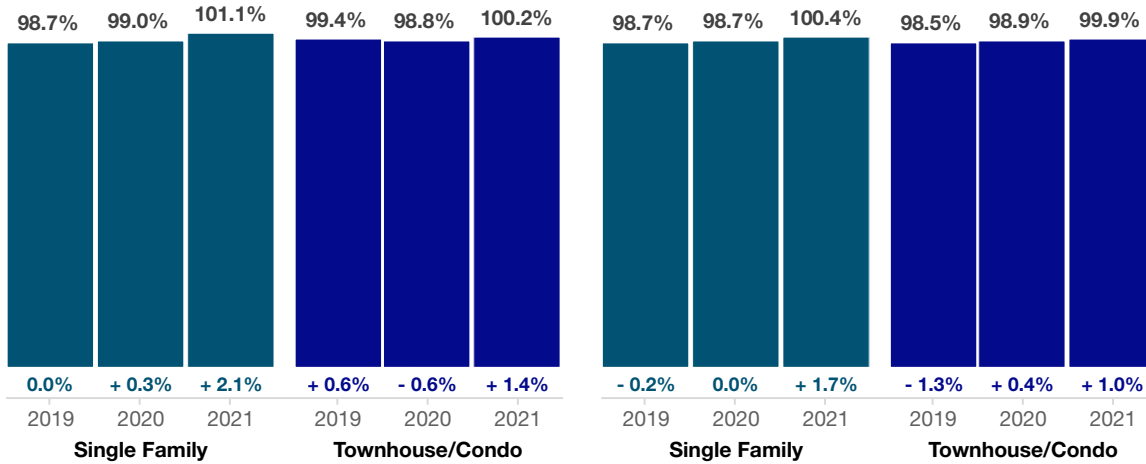
# Percent of List Price Received

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.



## August

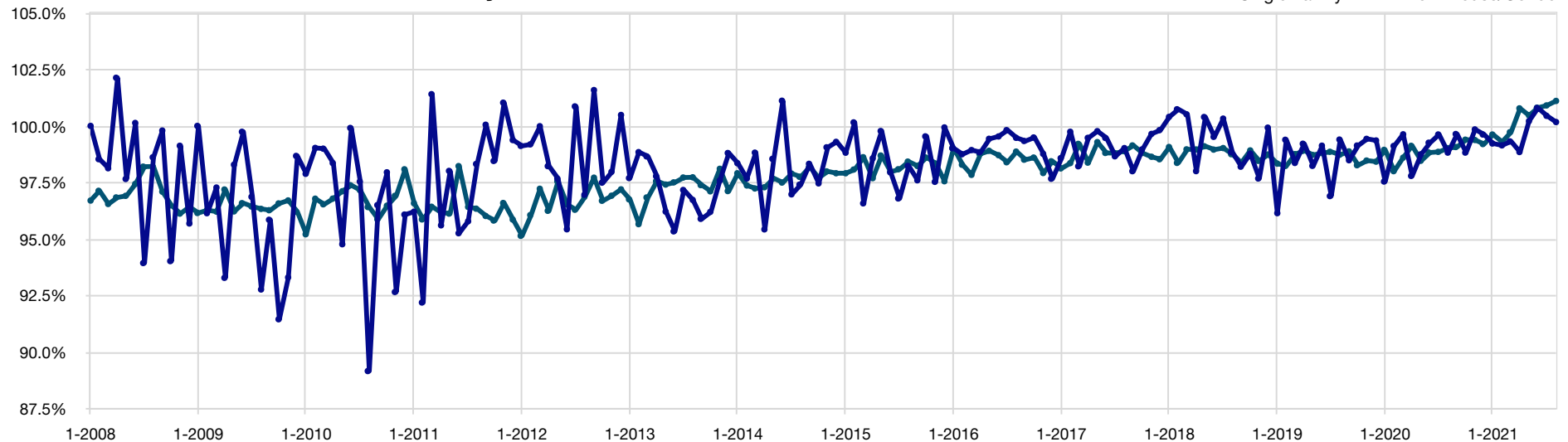
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.9%	+ 2.0%	100.4%	+ 0.8%
<b>8-2021</b>	<b>101.1%</b>	<b>+ 2.1%</b>	<b>100.2%</b>	<b>+ 1.4%</b>
12-Month Avg*	100.0%	+ 1.4%	99.7%	+ 0.8%

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

## Historical Percent of List Price Received by Month

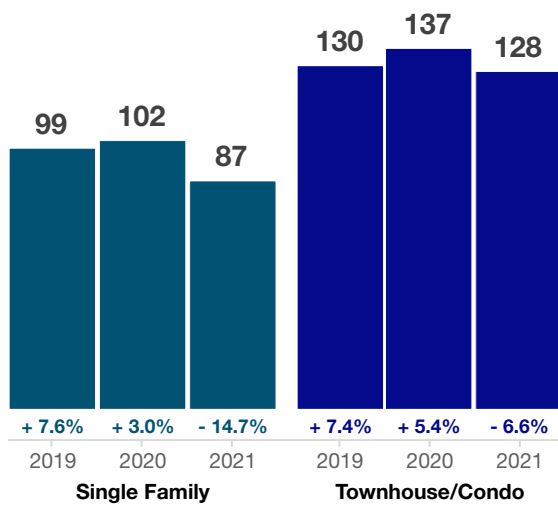


# Housing Affordability Index

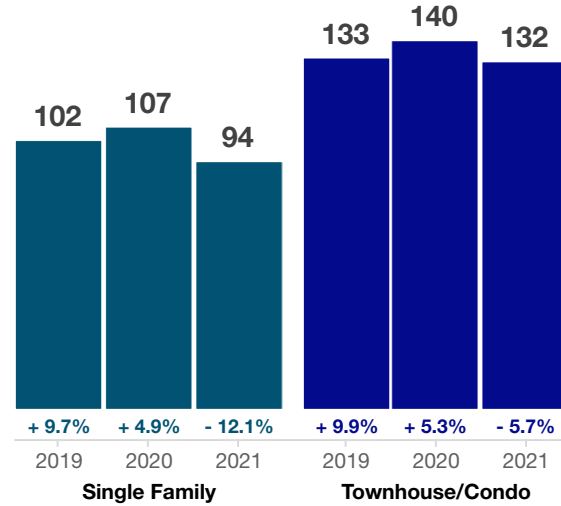
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

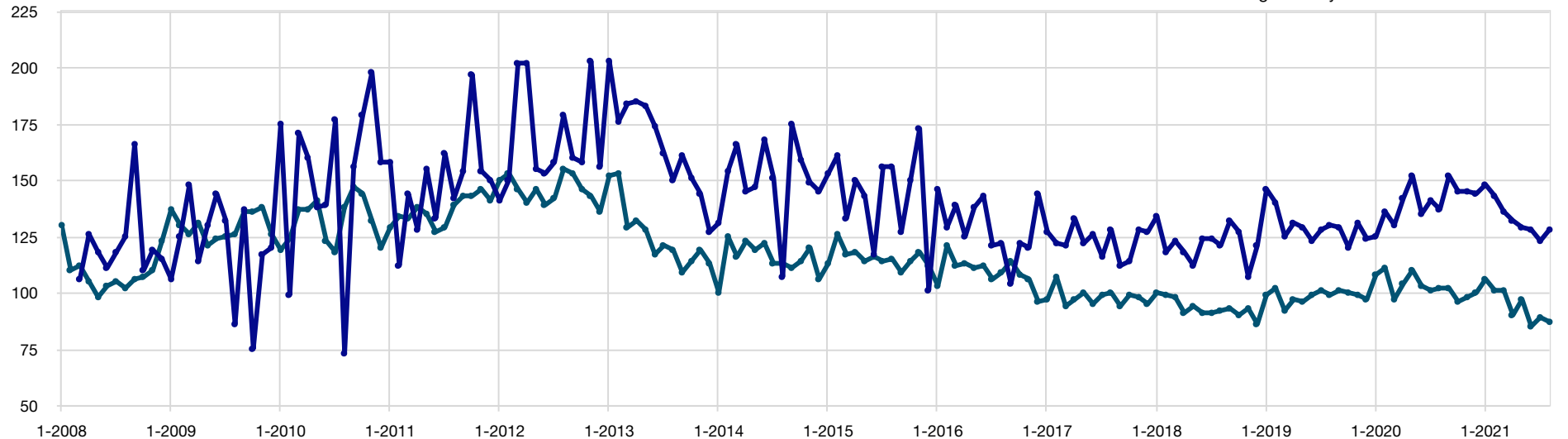


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	102	+ 1.0%	152	+ 17.8%
10-2020	96	- 4.0%	145	+ 20.8%
11-2020	98	- 1.0%	145	+ 10.7%
12-2020	100	+ 3.1%	144	+ 16.1%
1-2021	106	- 1.9%	148	+ 18.4%
2-2021	101	- 9.0%	143	+ 5.1%
3-2021	101	+ 4.1%	136	+ 4.6%
4-2021	90	- 13.5%	132	- 7.0%
5-2021	97	- 11.8%	129	- 15.1%
6-2021	85	- 17.5%	128	- 5.2%
7-2021	89	- 11.9%	123	- 12.8%
<b>8-2021</b>	<b>87</b>	<b>- 14.7%</b>	<b>128</b>	<b>- 6.6%</b>
12-Month Avg	96	- 6.8%	138	+ 3.0%

## Historical Housing Affordability Index by Month

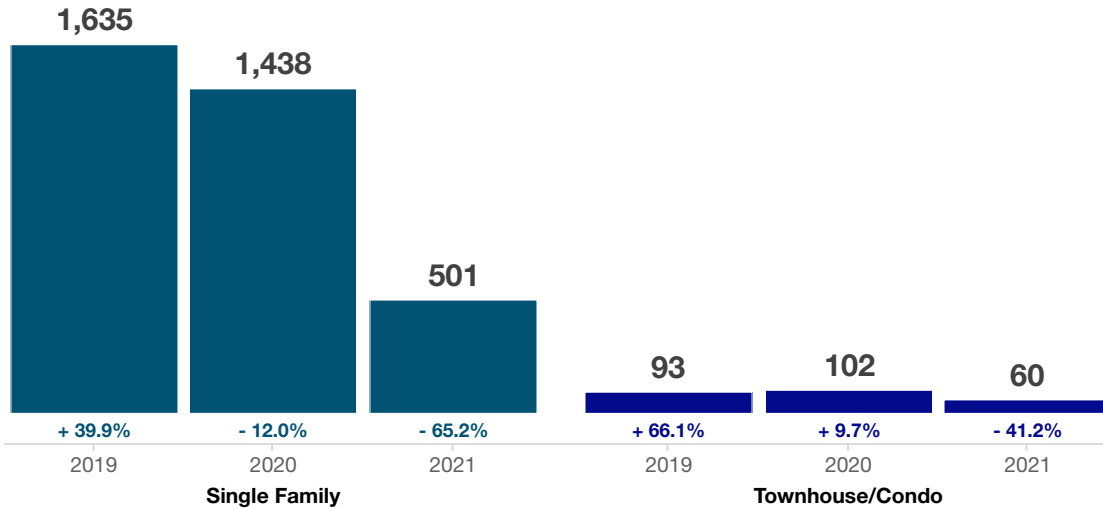


# Inventory of Homes for Sale

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

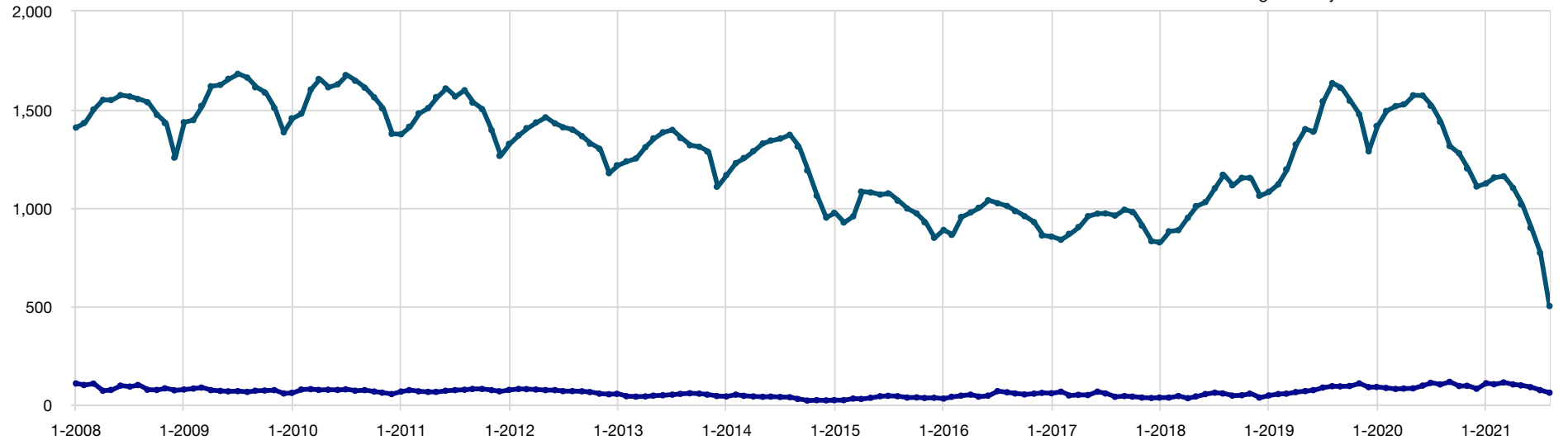


## August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	1,315	- 18.4%	115	+ 25.0%
10-2020	1,278	- 17.3%	94	0.0%
11-2020	1,201	- 18.6%	95	- 11.2%
12-2020	1,109	- 13.9%	80	- 9.1%
1-2021	1,125	- 20.6%	108	+ 21.3%
2-2021	1,155	- 22.6%	103	+ 22.6%
3-2021	1,161	- 23.5%	112	+ 41.8%
4-2021	1,102	- 27.8%	102	+ 25.9%
5-2021	1,018	- 35.3%	97	+ 18.3%
6-2021	899	- 42.8%	88	- 8.3%
7-2021	772	- 49.2%	73	- 33.6%
<b>8-2021</b>	<b>501</b>	<b>- 65.2%</b>	<b>60</b>	<b>- 41.2%</b>
12-Month Avg	1,053	- 29.7%	94	+ 2.2%

## Historical Inventory of Homes for Sale by Month

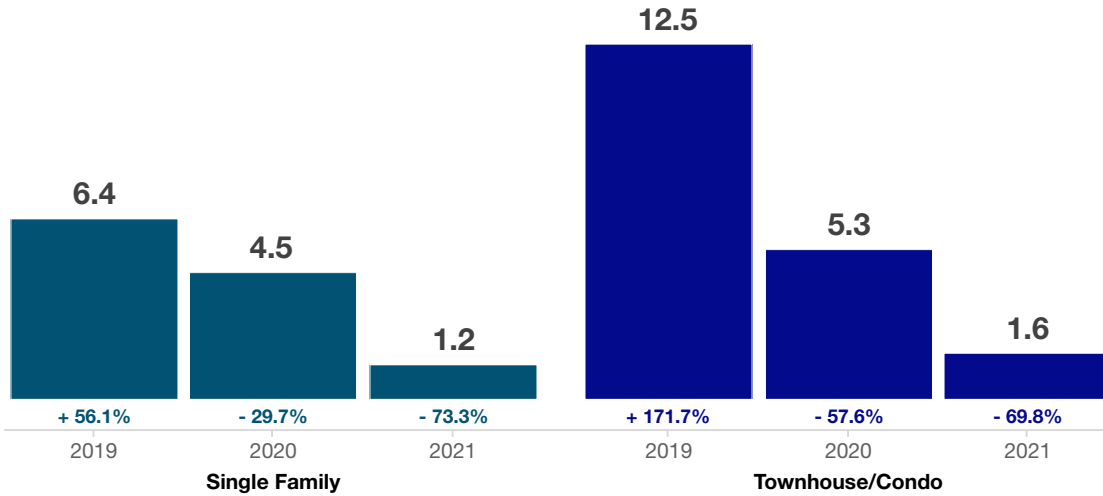


# Months Supply of Inventory

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.



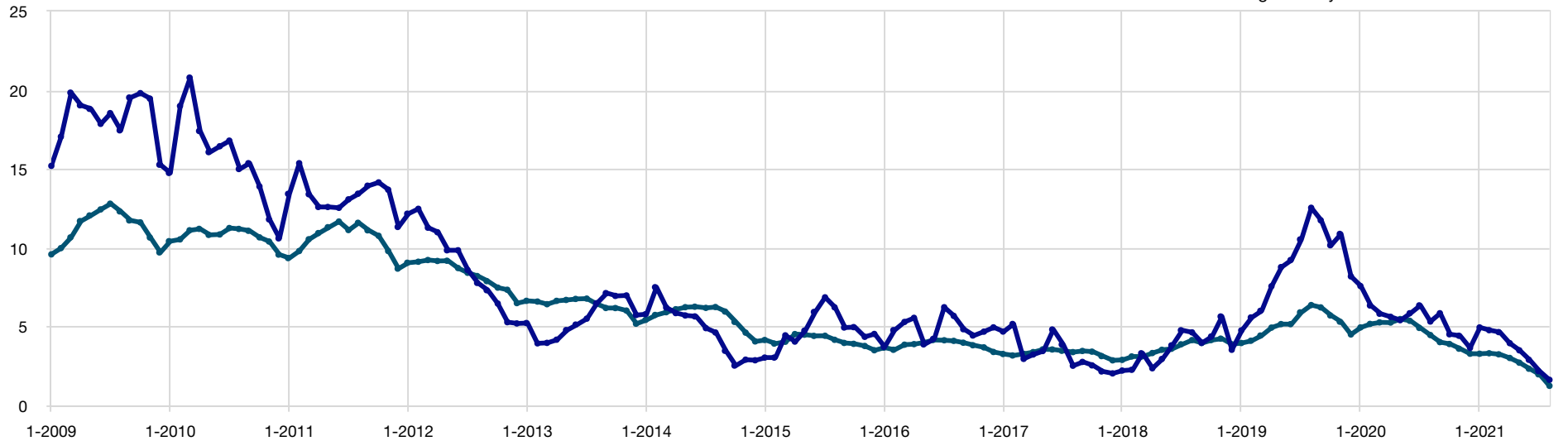
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	3.3	-32.7%	4.9	-35.5%
2-2021	3.3	-36.5%	4.8	-23.8%
3-2021	3.2	-39.6%	4.7	-19.0%
4-2021	3.0	-43.4%	3.9	-30.4%
5-2021	2.7	-50.9%	3.5	-35.2%
6-2021	2.3	-57.4%	2.9	-50.0%
7-2021	2.0	-59.2%	2.2	-65.1%
<b>8-2021</b>	<b>1.2</b>	<b>-73.3%</b>	<b>1.6</b>	<b>-69.8%</b>
12-Month Avg*	3.0	-42.7%	3.9	-47.4%

\* Months Supply for all properties from September 2020 through August 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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		619	<b>433</b>	- 30.0%	4,891	<b>3,740</b>	- 23.5%
<b>Pending Sales</b>		461	<b>645</b>	+ 39.9%	2,752	<b>3,713</b>	+ 34.9%
<b>Closed Sales</b>		462	<b>386</b>	- 16.5%	2,762	<b>2,952</b>	+ 6.9%
<b>Days on Market Until Sale</b>		89	<b>83</b>	- 6.7%	92	<b>93</b>	+ 1.1%
<b>Median Sales Price</b>		\$339,990	<b>\$392,450</b>	+ 15.4%	\$325,178	<b>\$375,000</b>	+ 15.3%
<b>Average Sales Price</b>		\$360,568	<b>\$413,746</b>	+ 14.7%	\$345,703	<b>\$403,126</b>	+ 16.6%
<b>Percent of List Price Received</b>		99.0%	<b>101.0%</b>	+ 2.0%	98.8%	<b>100.4%</b>	+ 1.6%
<b>Housing Affordability Index</b>		105	<b>93</b>	- 11.4%	110	<b>97</b>	- 11.8%
<b>Inventory of Homes for Sale</b>		1,540	<b>561</b>	- 63.6%	—	—	—
<b>Months Supply of Inventory</b>		4.5	<b>1.3</b>	- 71.1%	—	—	—