

Wilson County

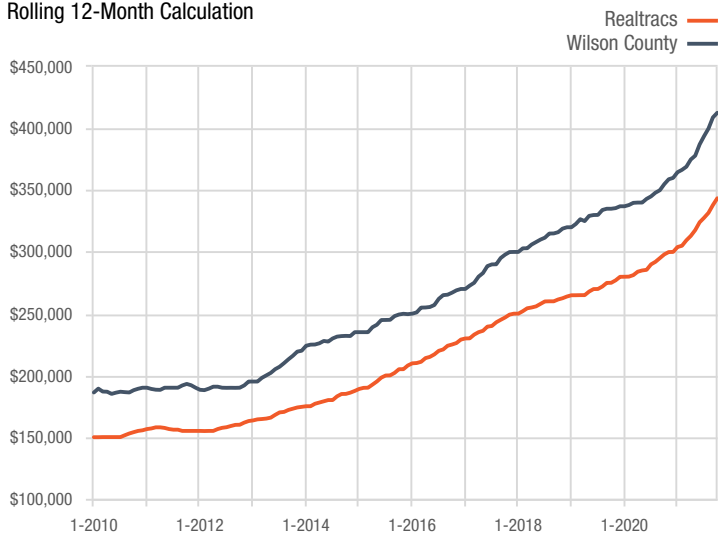
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	445	347	- 22.0%	4,920	3,595	- 26.9%
Pending Sales	312	532	+ 70.5%	2,839	3,538	+ 24.6%
Closed Sales	318	283	- 11.0%	2,854	2,912	+ 2.0%
Days on Market Until Sale	97	101	+ 4.1%	92	96	+ 4.3%
Median Sales Price*	\$391,680	\$447,090	+ 14.1%	\$357,000	\$417,270	+ 16.9%
Average Sales Price*	\$408,404	\$490,417	+ 20.1%	\$378,294	\$445,848	+ 17.9%
Percent of List Price Received*	99.8%	101.1%	+ 1.3%	99.2%	100.9%	+ 1.7%
Inventory of Homes for Sale	1,105	403	- 63.5%	—	—	—
Months Supply of Inventory	4.0	1.2	- 70.0%	—	—	—

Townhouse/Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	17	54	+ 217.6%	346	507	+ 46.5%
Pending Sales	35	68	+ 94.3%	213	422	+ 98.1%
Closed Sales	33	38	+ 15.2%	207	305	+ 47.3%
Days on Market Until Sale	75	86	+ 14.7%	88	104	+ 18.2%
Median Sales Price*	\$247,990	\$292,000	+ 17.7%	\$253,490	\$277,490	+ 9.5%
Average Sales Price*	\$262,515	\$296,912	+ 13.1%	\$254,852	\$279,843	+ 9.8%
Percent of List Price Received*	98.8%	100.3%	+ 1.5%	99.0%	100.0%	+ 1.0%
Inventory of Homes for Sale	93	59	- 36.6%	—	—	—
Months Supply of Inventory	4.6	1.5	- 67.4%	—	—	—

* 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.

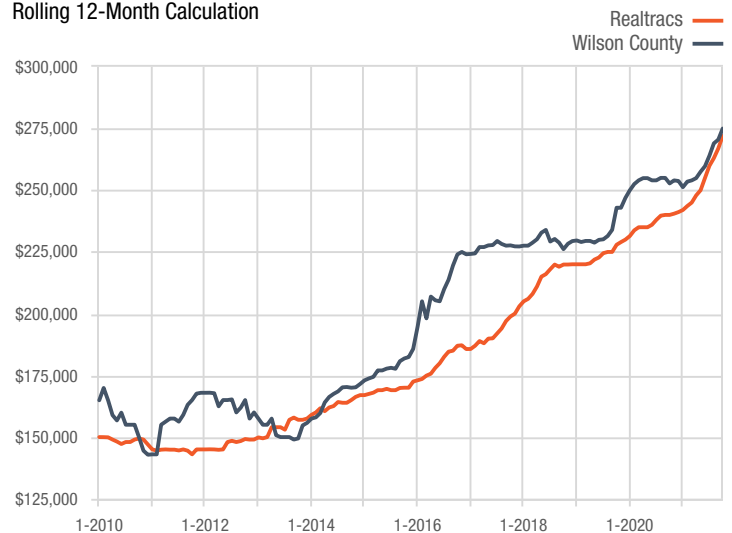
Median Sales Price - Single-Family

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



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings decreased 18.3 percent for Single Family but increased 200.0 percent for Townhouse/Condo. Pending Sales increased 71.5 percent for Single Family and 94.3 percent for Townhouse/Condo. Inventory decreased 58.6 percent for Single Family and 37.2 percent for Townhouse/Condo.

Median Sales Price increased 10.9 percent to \$415,917 for Single Family and 17.7 percent to \$292,000 for Townhouse/Condo. Days on Market decreased 1.0 percent for Single Family but increased 14.7 percent for Townhouse/Condo. Months Supply of Inventory decreased 66.7 percent for Single Family and 66.7 percent for Townhouse/Condo.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

- 1.5%

Change in
Closed Sales
All Properties

+ 8.4%

Change in
Median Sales Price
All Properties

- 57.1%

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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		491	401	- 18.3%	5,546	4,254	- 23.3%
Pending Sales		358	614	+ 71.5%	3,334	4,109	+ 23.2%
Closed Sales		358	347	- 3.1%	3,346	3,455	+ 3.3%
Days on Market Until Sale		97	96	- 1.0%	93	94	+ 1.1%
Median Sales Price		\$375,000	\$415,917	+ 10.9%	\$340,000	\$395,000	+ 16.2%
Average Sales Price		\$393,705	\$455,022	+ 15.6%	\$356,967	\$420,891	+ 17.9%
Percent of List Price Received		99.4%	100.5%	+ 1.1%	98.9%	100.5%	+ 1.6%
Housing Affordability Index		96	88	- 8.3%	106	92	- 13.2%
Inventory of Homes for Sale		1,285	532	- 58.6%	—	—	—
Months Supply of Inventory		3.9	1.3	- 66.7%	—	—	—

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.



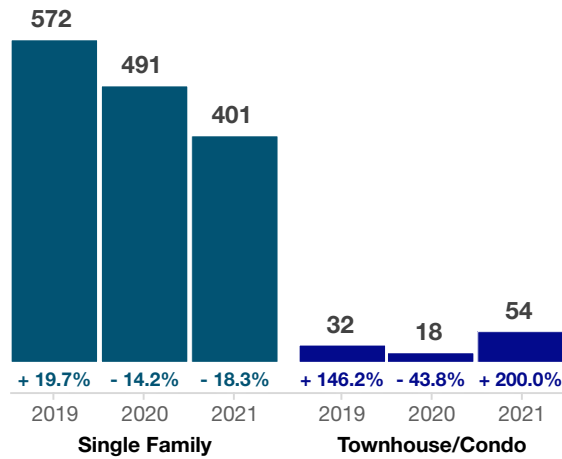
Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		18	54	+ 200.0%	357	512	+ 43.4%
Pending Sales		35	68	+ 94.3%	220	429	+ 95.0%
Closed Sales		33	38	+ 15.2%	214	312	+ 45.8%
Days on Market Until Sale		75	86	+ 14.7%	88	103	+ 17.0%
Median Sales Price		\$247,990	\$292,000	+ 17.7%	\$253,995	\$277,990	+ 9.4%
Average Sales Price		\$262,515	\$296,912	+ 13.1%	\$257,094	\$284,303	+ 10.6%
Percent of List Price Received		98.8%	100.3%	+ 1.5%	98.9%	99.9%	+ 1.0%
Housing Affordability Index		145	125	- 13.8%	142	131	- 7.7%
Inventory of Homes for Sale		94	59	- 37.2%	—	—	—
Months Supply of Inventory		4.5	1.5	- 66.7%	—	—	—

New Listings

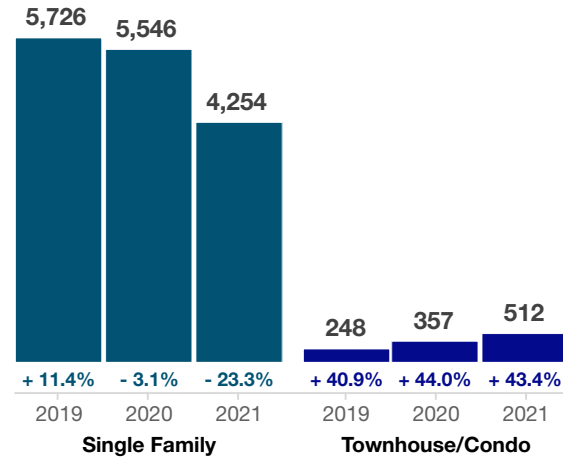
A count of the properties that have been newly listed on the market in a given month.



October

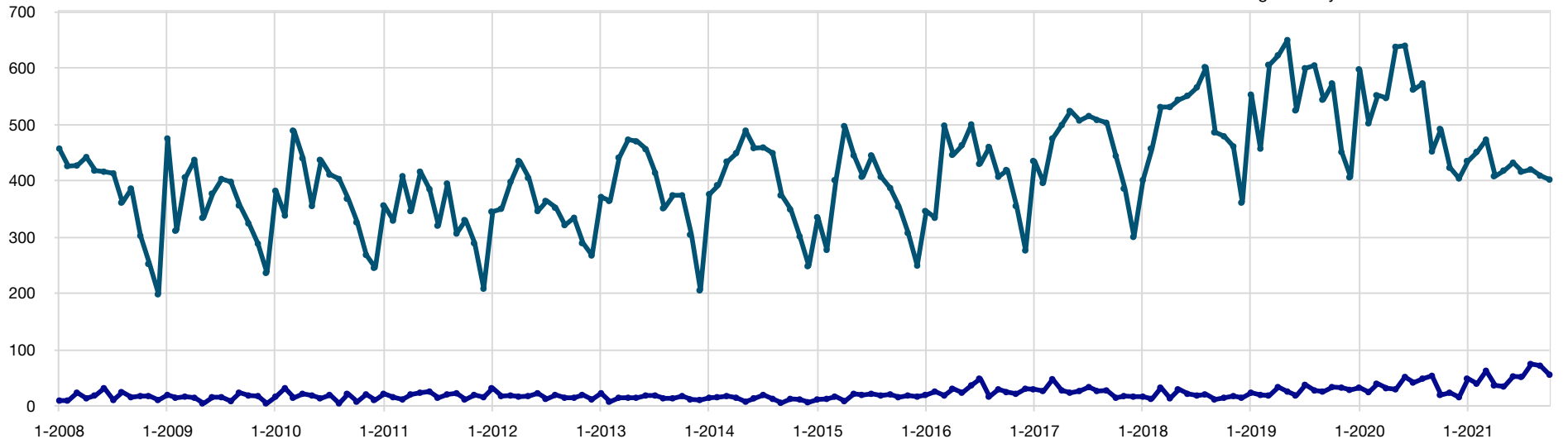


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	422	- 6.2%	22	- 29.0%
12-2020	403	- 0.5%	14	- 48.1%
1-2021	434	- 27.3%	47	+ 51.6%
2-2021	450	- 10.2%	38	+ 65.2%
3-2021	472	- 14.3%	61	+ 60.5%
4-2021	407	- 25.5%	35	+ 16.7%
5-2021	417	- 34.5%	33	+ 17.9%
6-2021	431	- 32.6%	51	+ 2.0%
7-2021	415	- 26.0%	50	+ 25.0%
8-2021	419	- 26.7%	73	+ 55.3%
9-2021	408	- 9.5%	70	+ 34.6%
10-2021	401	- 18.3%	54	+ 200.0%
12-Month Avg	423	- 20.6%	46	+ 31.4%

Historical New Listings by Month

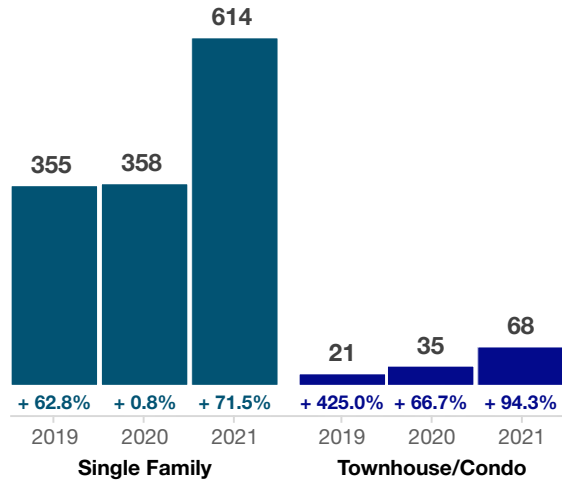


Pending Sales

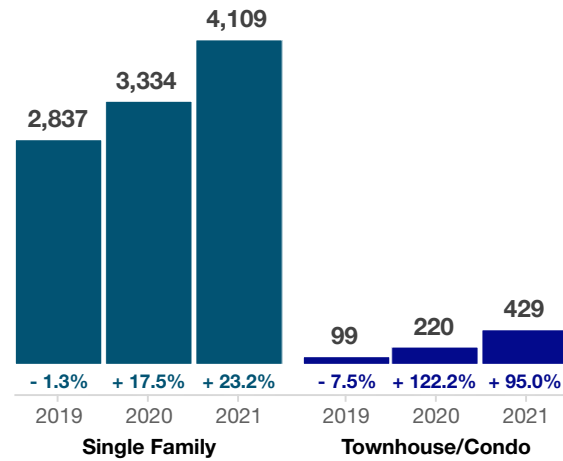
A count of the properties on which offers have been accepted in a given month.



October

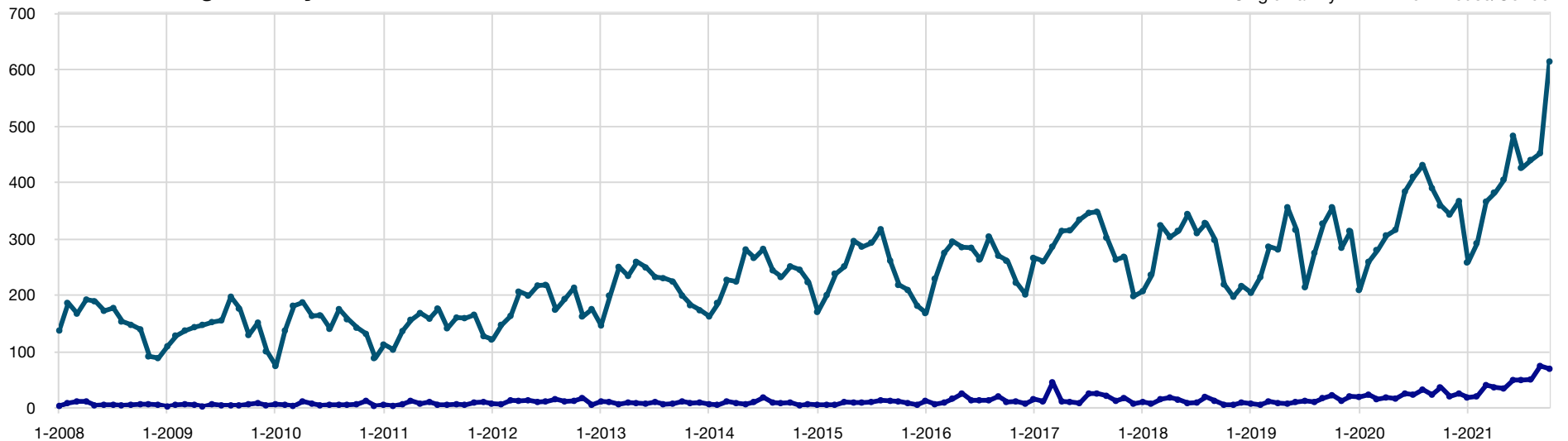


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	342	+ 20.8%	19	+ 72.7%
12-2020	366	+ 16.9%	24	+ 26.3%
1-2021	257	+ 23.6%	17	- 5.6%
2-2021	291	+ 12.8%	19	- 13.6%
3-2021	365	+ 30.8%	39	+ 178.6%
4-2021	381	+ 24.9%	35	+ 105.9%
5-2021	404	+ 28.3%	33	+ 120.0%
6-2021	482	+ 25.8%	48	+ 100.0%
7-2021	425	+ 3.9%	48	+ 118.2%
8-2021	439	+ 2.1%	49	+ 58.1%
9-2021	451	+ 15.9%	73	+ 231.8%
10-2021	614	+ 71.5%	68	+ 94.3%
12-Month Avg	401	+ 22.3%	39	+ 85.7%

Historical Pending Sales by Month

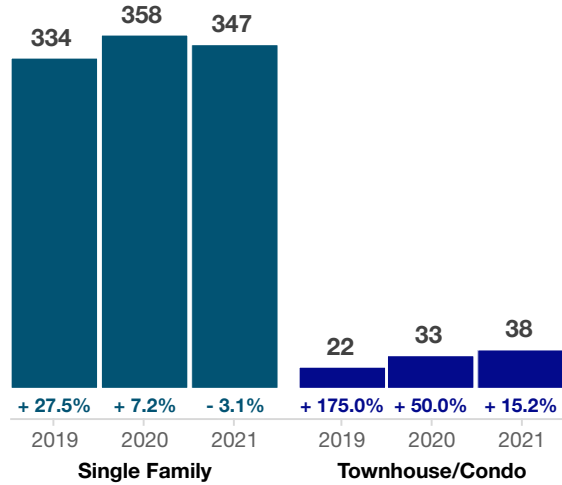


Closed Sales

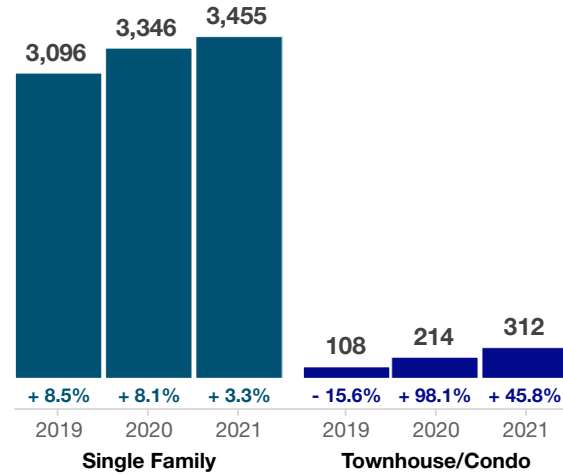
A count of the actual sales that closed in a given month.



October

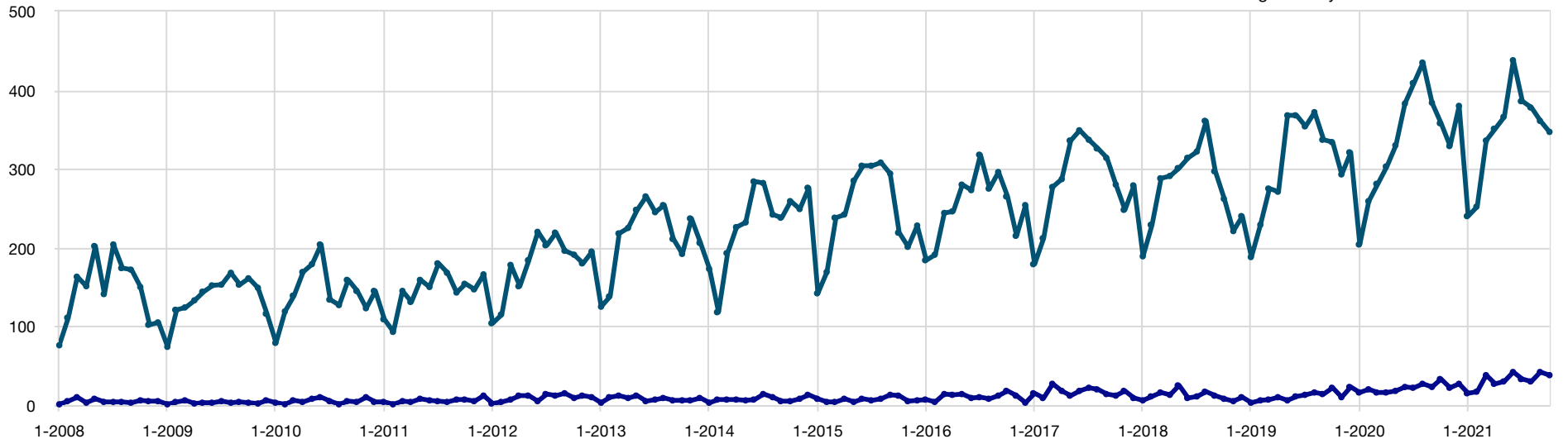


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	252	- 2.7%	17	- 15.0%
3-2021	336	+ 19.6%	38	+ 137.5%
4-2021	351	+ 15.8%	27	+ 68.8%
5-2021	366	+ 10.9%	30	+ 66.7%
6-2021	438	+ 14.4%	42	+ 82.6%
7-2021	386	- 5.6%	33	+ 50.0%
8-2021	378	- 13.1%	30	+ 11.1%
9-2021	361	- 6.0%	42	+ 82.6%
10-2021	347	- 3.1%	38	+ 15.2%
12-Month Avg	347	+ 5.2%	30	+ 42.9%

Historical Closed Sales by Month

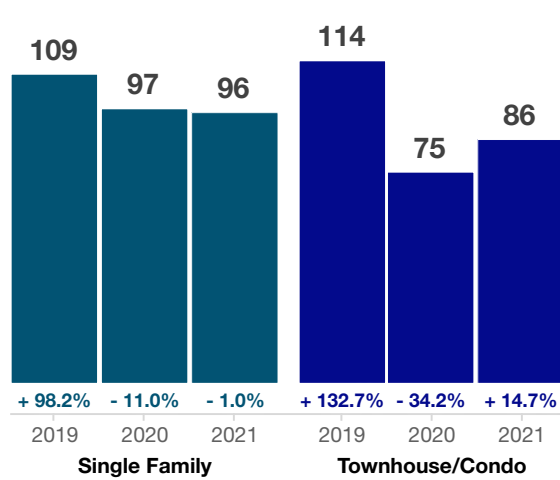


Days on Market Until Sale

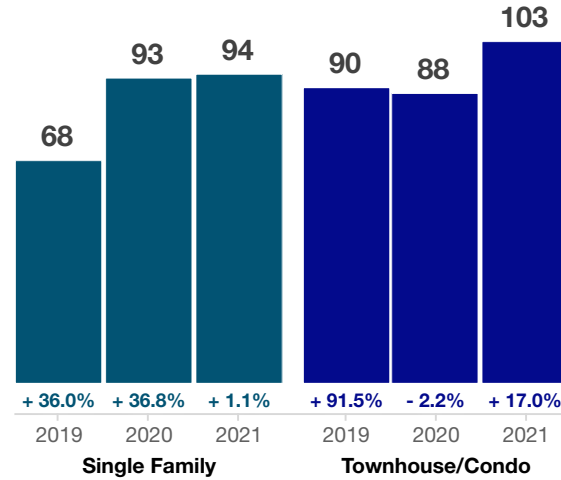
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



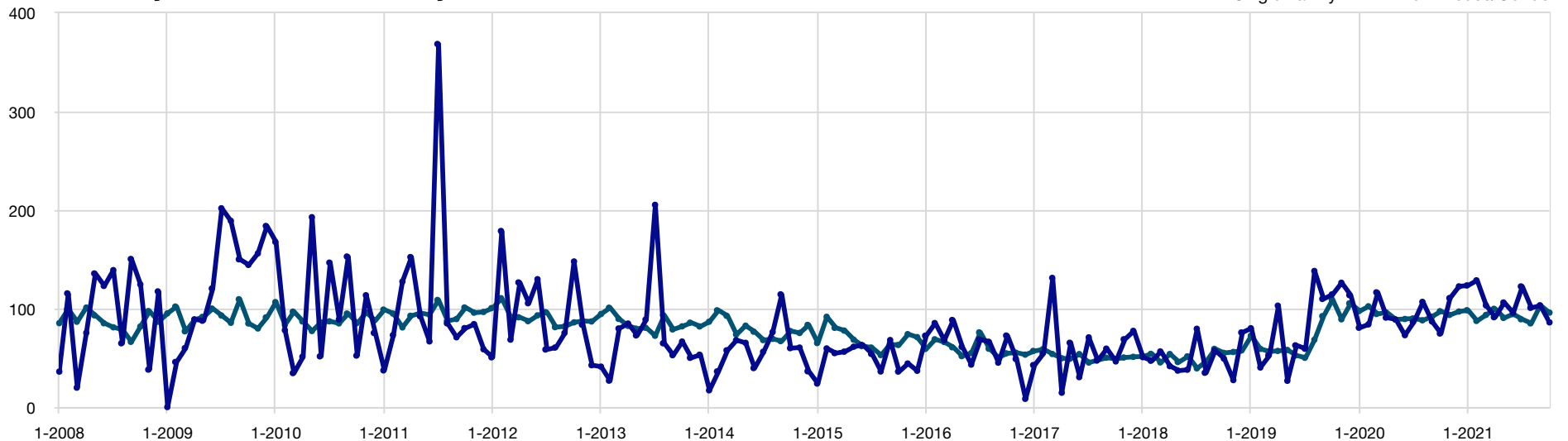
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	91	+ 2.2%	106	+ 19.1%
6-2021	94	+ 5.6%	96	+ 31.5%
7-2021	89	- 1.1%	122	+ 41.9%
8-2021	85	- 3.4%	101	- 5.6%
9-2021	103	+ 12.0%	103	+ 18.4%
10-2021	96	- 1.0%	86	+ 14.7%
12-Month Avg*	94	+ 0.4%	105	+ 14.7%

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

Historical Days on Market Until Sale by Month

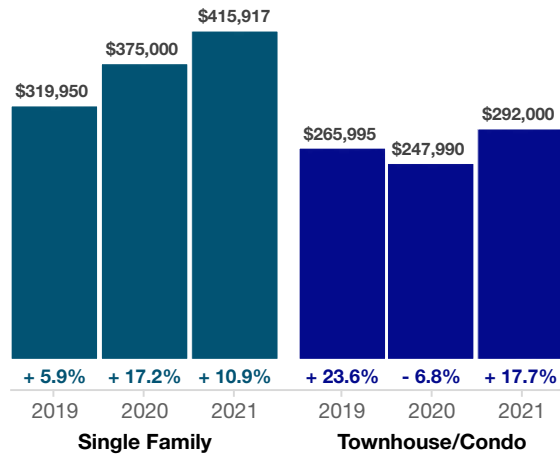


Median Sales Price

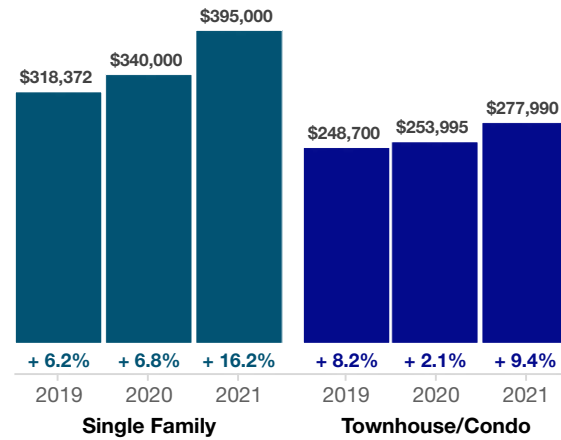
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



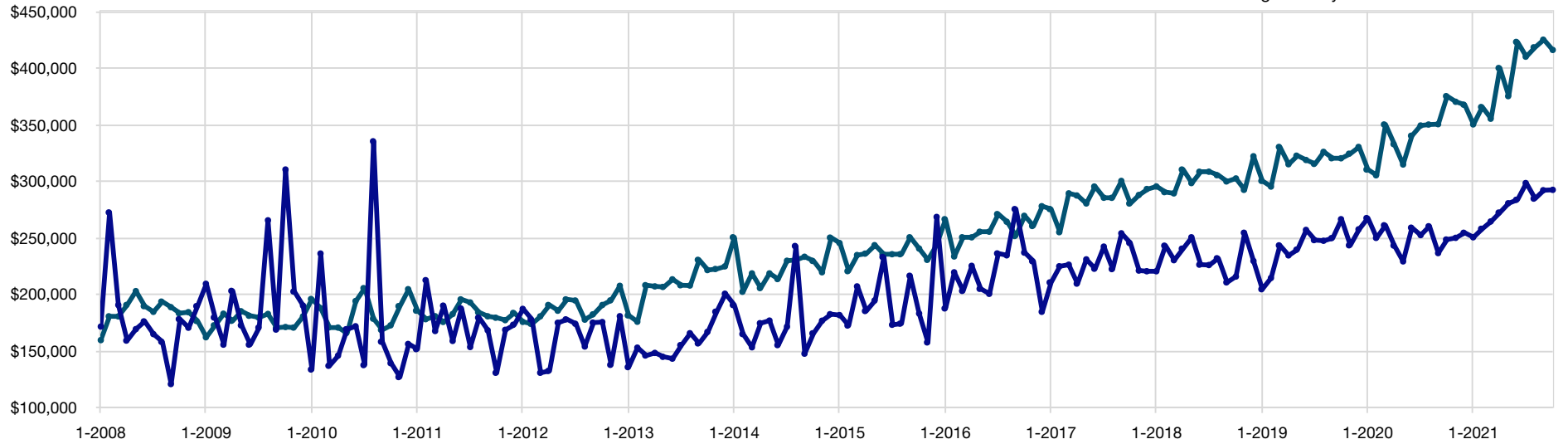
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$365,338	+ 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	\$409,950	+ 17.5%	\$298,000	+ 18.3%
8-2021	\$418,236	+ 19.5%	\$284,245	+ 9.4%
9-2021	\$424,990	+ 21.4%	\$291,665	+ 23.6%
10-2021	\$415,917	+ 10.9%	\$292,000	+ 17.7%
12-Month Avg*	\$390,000	+ 14.7%	\$275,000	+ 8.3%

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

Historical Median Sales Price by Month

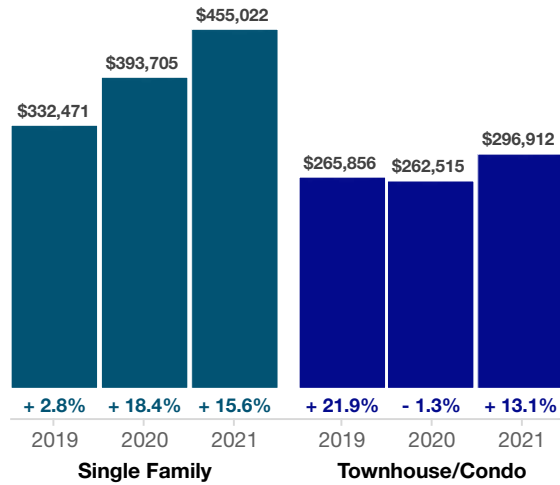


Average Sales Price

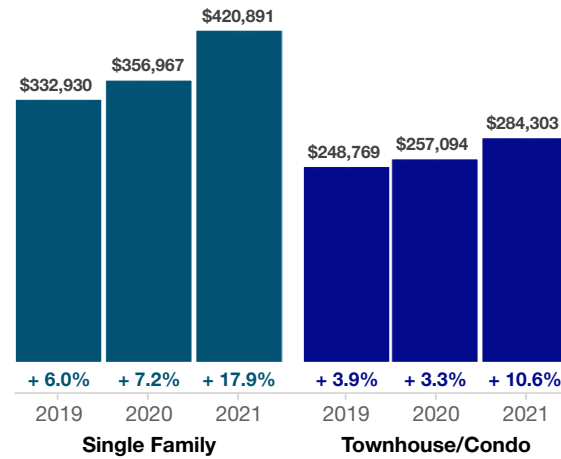
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



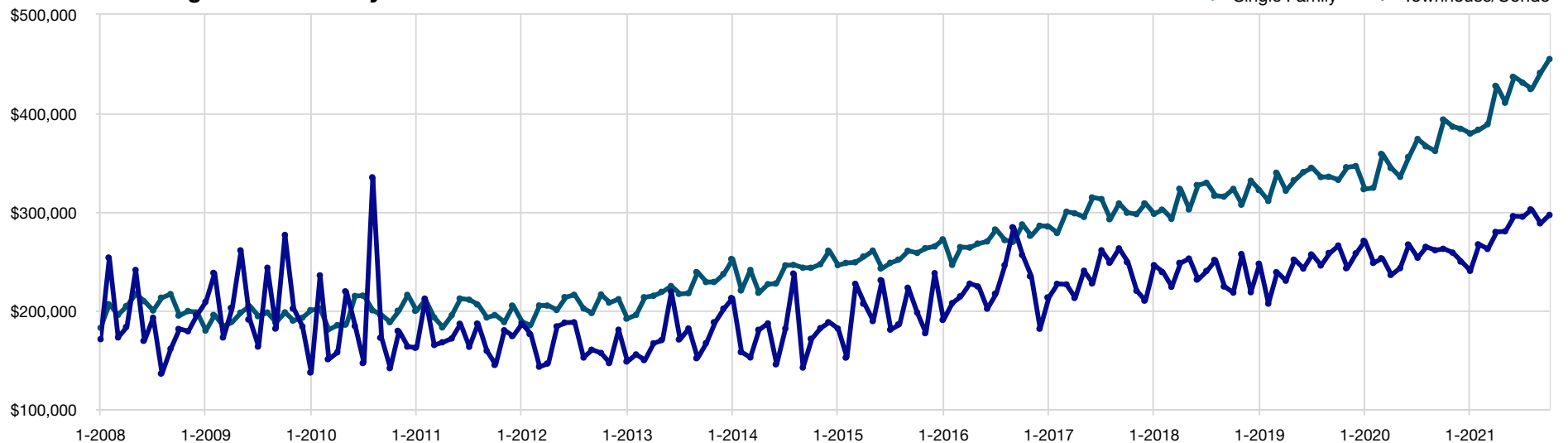
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$383,318	+ 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	\$410,787	+ 22.4%	\$280,297	+ 15.4%
6-2021	\$437,019	+ 22.9%	\$295,723	+ 10.8%
7-2021	\$431,109	+ 15.3%	\$295,134	+ 16.4%
8-2021	\$424,635	+ 15.8%	\$302,480	+ 14.4%
9-2021	\$440,996	+ 21.9%	\$288,377	+ 10.4%
10-2021	\$455,022	+ 15.6%	\$296,912	+ 13.1%
12-Month Avg*	\$414,825	+ 16.8%	\$280,146	+ 9.2%

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

Historical Average Sales Price by Month

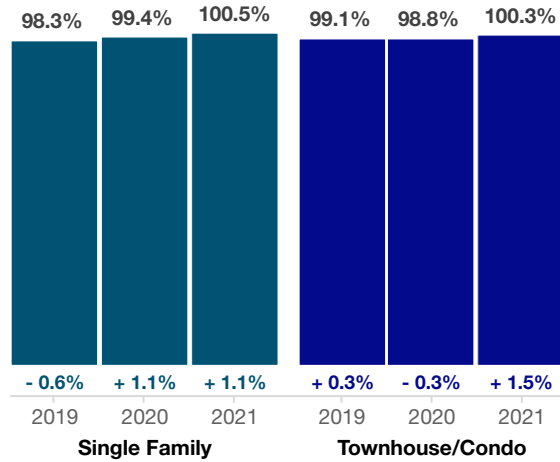


Percent of List Price Received

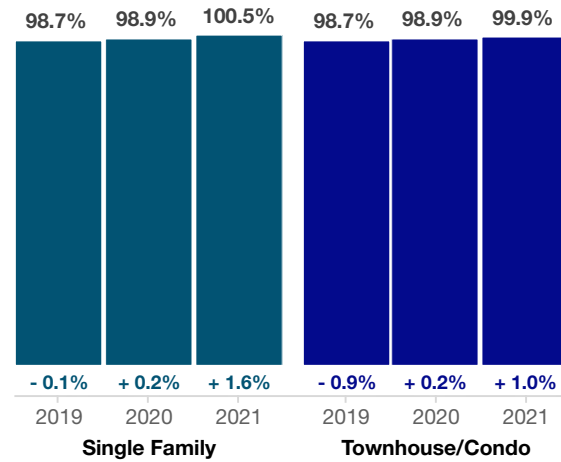
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



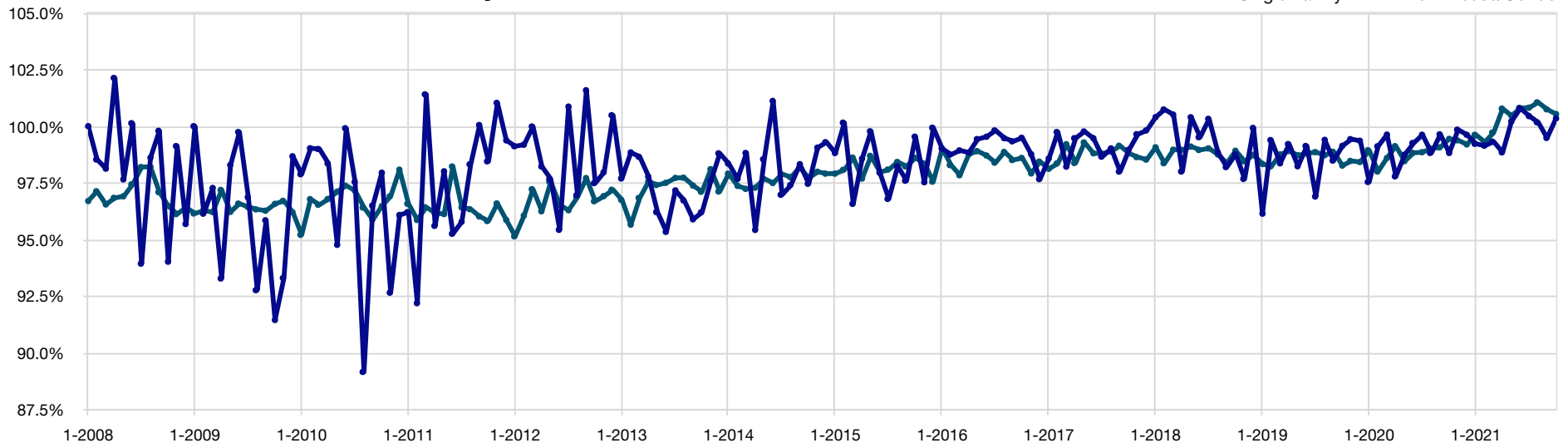
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.8%	+ 1.9%	100.4%	+ 0.8%
8-2021	101.1%	+ 2.1%	100.2%	+ 1.4%
9-2021	100.7%	+ 1.6%	99.5%	- 0.1%
10-2021	100.5%	+ 1.1%	100.3%	+ 1.5%
12-Month Avg*	100.3%	+ 1.5%	99.9%	+ 0.9%

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

Historical Percent of List Price Received by Month

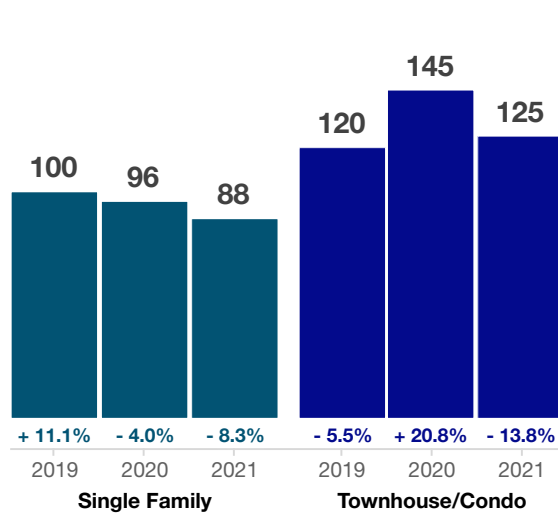


Housing Affordability Index

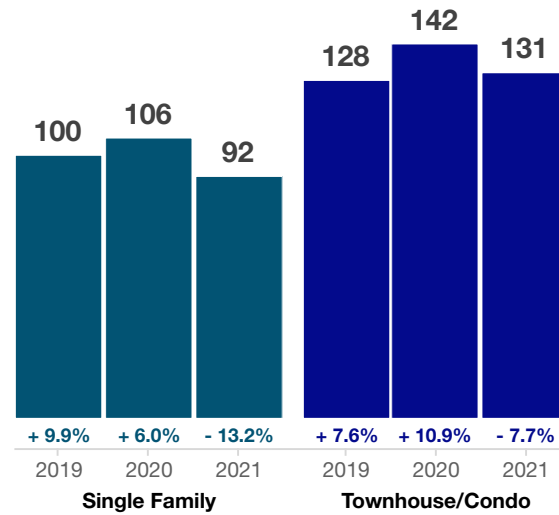
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

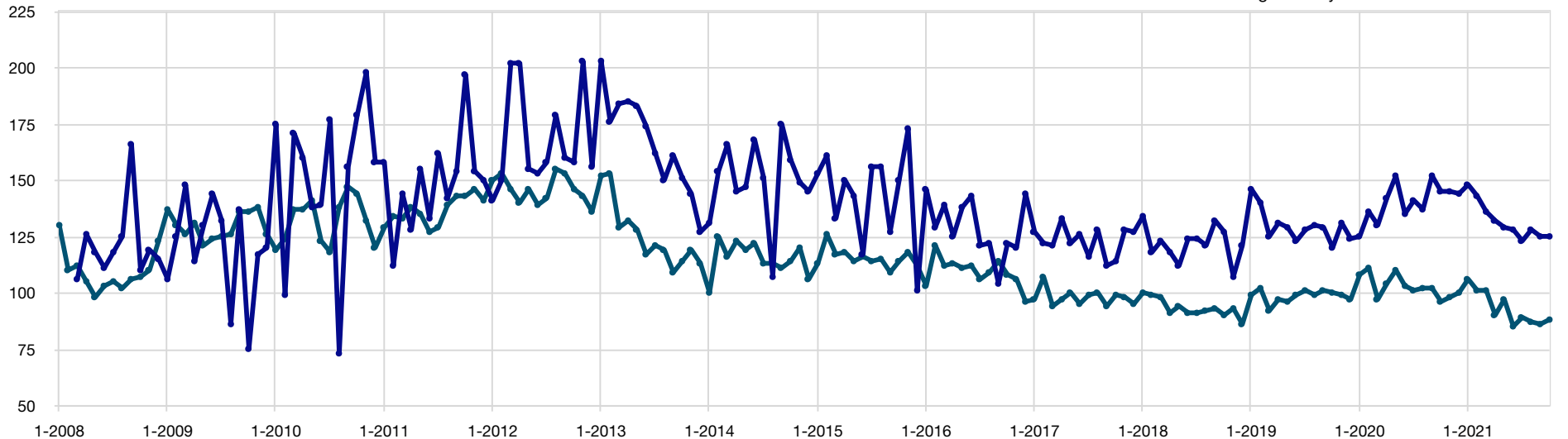


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
8-2021	87	- 14.7%	128	- 6.6%
9-2021	86	- 15.7%	125	- 17.8%
10-2021	88	- 8.3%	125	- 13.8%
12-Month Avg	94	- 8.7%	134	- 2.9%

Historical Housing Affordability Index by Month

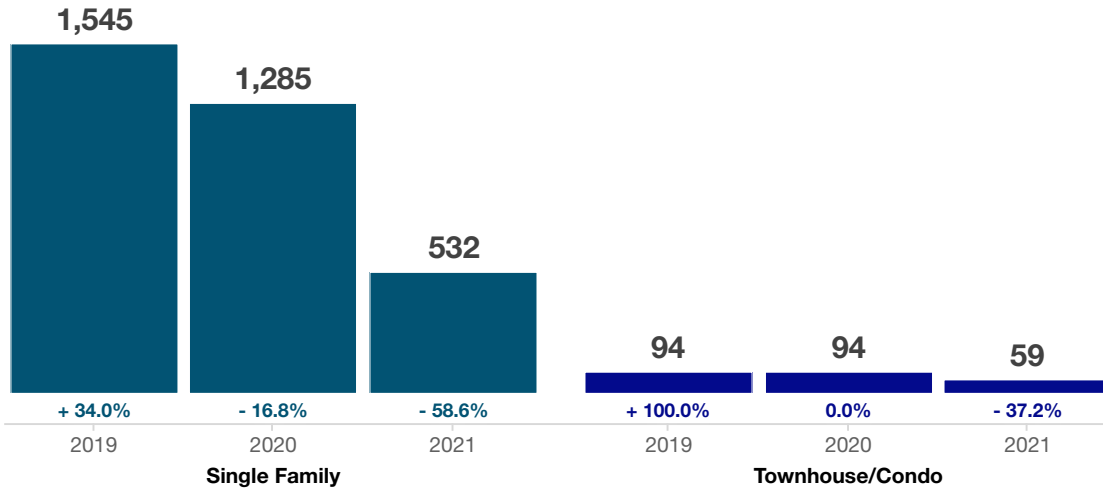


Inventory of Homes for Sale

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



October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	1,217	- 17.5%	95	- 11.2%
12-2020	1,128	- 12.4%	80	- 9.1%
1-2021	1,157	- 18.3%	108	+ 21.3%
2-2021	1,225	- 18.0%	103	+ 22.6%
3-2021	1,253	- 17.5%	117	+ 48.1%
4-2021	1,219	- 20.3%	110	+ 35.8%
5-2021	1,164	- 26.1%	109	+ 32.9%
6-2021	1,079	- 31.4%	109	+ 13.5%
7-2021	1,015	- 33.3%	105	- 4.5%
8-2021	934	- 35.1%	116	+ 13.7%
9-2021	825	- 37.5%	107	- 7.0%
10-2021	532	- 58.6%	59	- 37.2%
12-Month Avg	1,062	- 26.9%	102	+ 8.5%

Historical Inventory of Homes for Sale by Month

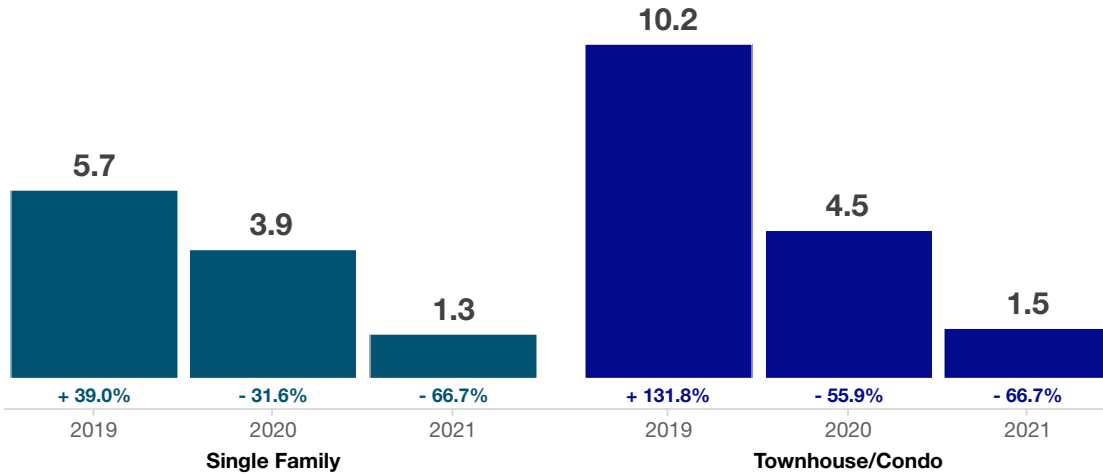


Months Supply of Inventory

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.



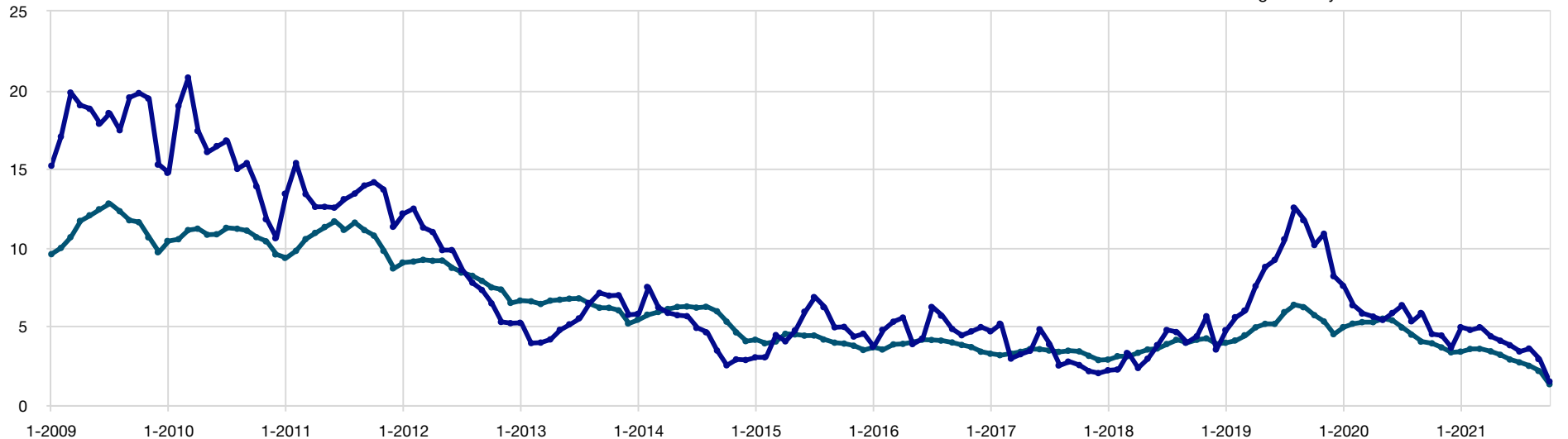
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	3.7	- 30.2%	4.4	- 59.6%
12-2020	3.3	- 26.7%	3.7	- 54.9%
1-2021	3.4	- 30.6%	4.9	- 35.5%
2-2021	3.6	- 30.8%	4.8	- 23.8%
3-2021	3.6	- 32.1%	4.9	- 15.5%
4-2021	3.4	- 35.8%	4.4	- 21.4%
5-2021	3.2	- 41.8%	4.1	- 24.1%
6-2021	2.9	- 46.3%	3.8	- 34.5%
7-2021	2.7	- 44.9%	3.4	- 46.0%
8-2021	2.5	- 44.4%	3.6	- 32.1%
9-2021	2.2	- 45.0%	2.9	- 50.0%
10-2021	1.3	- 66.7%	1.5	- 66.7%
12-Month Avg*	3.0	- 39.1%	3.9	- 40.3%

* Months Supply for all properties from November 2020 through October 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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		509	455	- 10.6%	5,903	4,766	- 19.3%
Pending Sales		393	682	+ 73.5%	3,554	4,538	+ 27.7%
Closed Sales		391	385	- 1.5%	3,560	3,767	+ 5.8%
Days on Market Until Sale		95	95	0.0%	93	94	+ 1.1%
Median Sales Price		\$364,650	\$395,130	+ 8.4%	\$330,000	\$380,000	+ 15.2%
Average Sales Price		\$382,604	\$439,335	+ 14.8%	\$350,945	\$409,536	+ 16.7%
Percent of List Price Received		99.4%	100.5%	+ 1.1%	98.9%	100.4%	+ 1.5%
Housing Affordability Index		99	92	- 7.1%	109	96	- 11.9%
Inventory of Homes for Sale		1,379	591	- 57.1%	—	—	—
Months Supply of Inventory		4.0	1.3	- 67.5%	—	—	—