

Wilson County

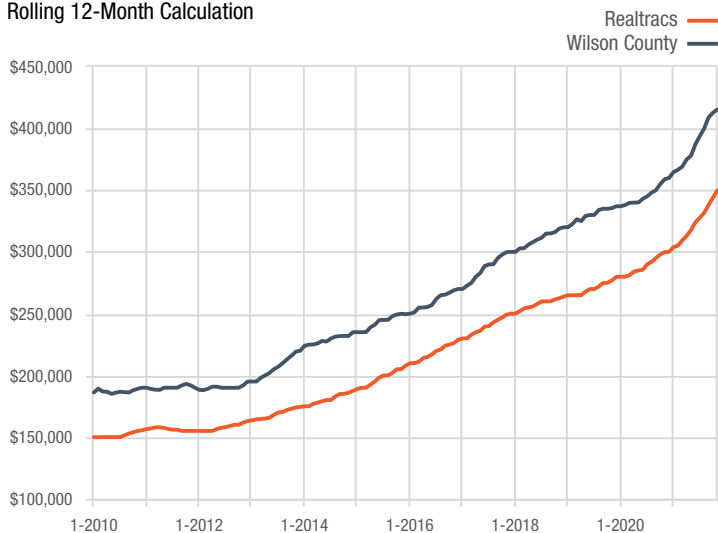
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	357	240	- 32.8%	5,277	3,901	- 26.1%
Pending Sales	298	469	+ 57.4%	3,132	3,832	+ 22.3%
Closed Sales	283	295	+ 4.2%	3,137	3,213	+ 2.4%
Days on Market Until Sale	88	93	+ 5.7%	91	96	+ 5.5%
Median Sales Price*	\$389,900	\$439,900	+ 12.8%	\$359,900	\$419,900	+ 16.7%
Average Sales Price*	\$401,096	\$478,370	+ 19.3%	\$380,341	\$448,863	+ 18.0%
Percent of List Price Received*	99.8%	101.3%	+ 1.5%	99.3%	100.9%	+ 1.6%
Inventory of Homes for Sale	1,036	356	- 65.6%	—	—	—
Months Supply of Inventory	3.7	1.0	- 73.0%	—	—	—

Townhouse/Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	22	43	+ 95.5%	368	554	+ 50.5%
Pending Sales	19	46	+ 142.1%	232	448	+ 93.1%
Closed Sales	22	23	+ 4.5%	229	328	+ 43.2%
Days on Market Until Sale	111	109	- 1.8%	90	104	+ 15.6%
Median Sales Price*	\$249,490	\$308,190	+ 23.5%	\$253,490	\$278,833	+ 10.0%
Average Sales Price*	\$258,659	\$309,312	+ 19.6%	\$255,218	\$281,909	+ 10.5%
Percent of List Price Received*	99.8%	99.6%	- 0.2%	99.1%	100.0%	+ 0.9%
Inventory of Homes for Sale	94	64	- 31.9%	—	—	—
Months Supply of Inventory	4.5	1.6	- 64.4%	—	—	—

* 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.

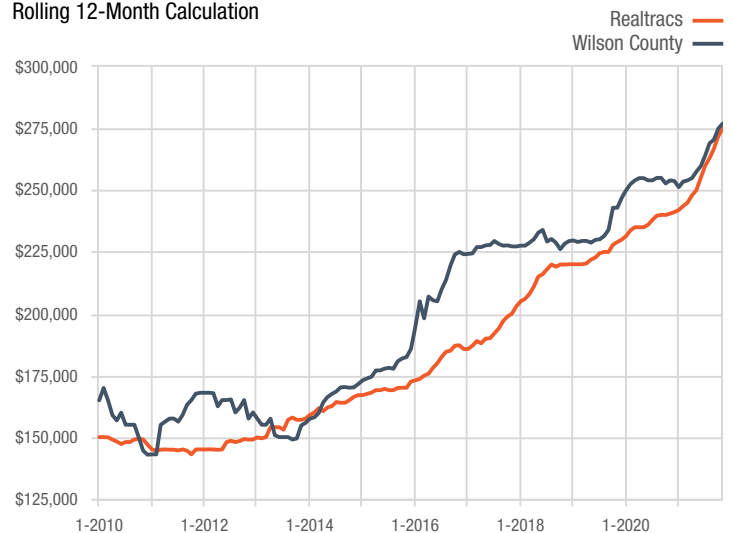
Median Sales Price - Single-Family

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



November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings decreased 29.9 percent for Single Family but increased 95.5 percent for Townhouse/Condo. Pending Sales increased 57.3 percent for Single Family and 142.1 percent for Townhouse/Condo. Inventory decreased 60.2 percent for Single Family and 32.6 percent for Townhouse/Condo.

Median Sales Price increased 12.2 percent to \$415,000 for Single Family and 23.5 percent to \$308,190 for Townhouse/Condo. Days on Market decreased 3.2 percent for Single Family and 1.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 67.6 percent for Single Family and 63.6 percent for Townhouse/Condo.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

+ 2.3%	+ 10.8%	- 58.2%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		422	296	- 29.9%	5,968	4,626	- 22.5%
Pending Sales		342	538	+ 57.3%	3,671	4,453	+ 21.3%
Closed Sales		329	336	+ 2.1%	3,675	3,798	+ 3.3%
Days on Market Until Sale		94	91	- 3.2%	93	94	+ 1.1%
Median Sales Price		\$370,000	\$415,000	+ 12.2%	\$344,250	\$397,480	+ 15.5%
Average Sales Price		\$386,460	\$455,889	+ 18.0%	\$359,601	\$424,036	+ 17.9%
Percent of List Price Received		99.4%	101.0%	+ 1.6%	98.9%	100.5%	+ 1.6%
Housing Affordability Index		98	88	- 10.2%	105	92	- 12.4%
Inventory of Homes for Sale		1,221	486	- 60.2%	—	—	—
Months Supply of Inventory		3.7	1.2	- 67.6%	—	—	—

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.



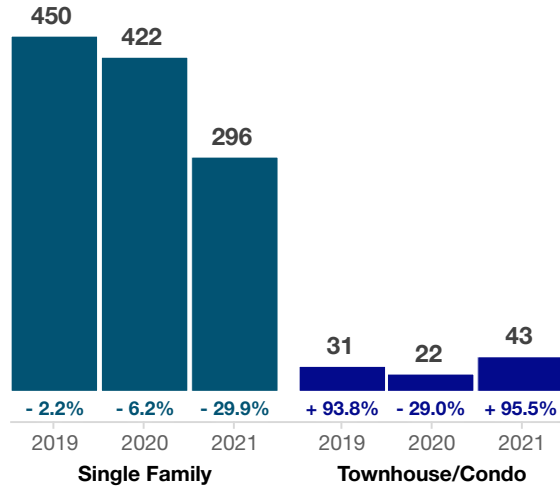
Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		22	43	+ 95.5%	379	559	+ 47.5%
Pending Sales		19	46	+ 142.1%	239	455	+ 90.4%
Closed Sales		22	23	+ 4.5%	236	335	+ 41.9%
Days on Market Until Sale		111	109	- 1.8%	90	104	+ 15.6%
Median Sales Price		\$249,490	\$308,190	+ 23.5%	\$253,990	\$279,870	+ 10.2%
Average Sales Price		\$258,659	\$309,312	+ 19.6%	\$257,240	\$286,020	+ 11.2%
Percent of List Price Received		99.8%	99.6%	- 0.2%	99.0%	99.9%	+ 0.9%
Housing Affordability Index		145	118	- 18.6%	143	130	- 9.1%
Inventory of Homes for Sale		95	64	- 32.6%	—	—	—
Months Supply of Inventory		4.4	1.6	- 63.6%	—	—	—

New Listings

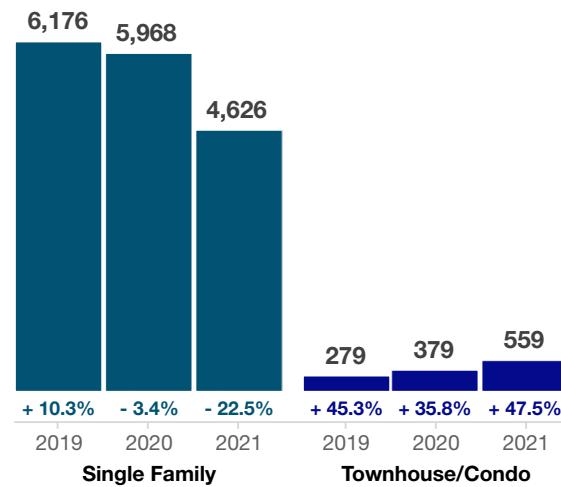
A count of the properties that have been newly listed on the market in a given month.



November

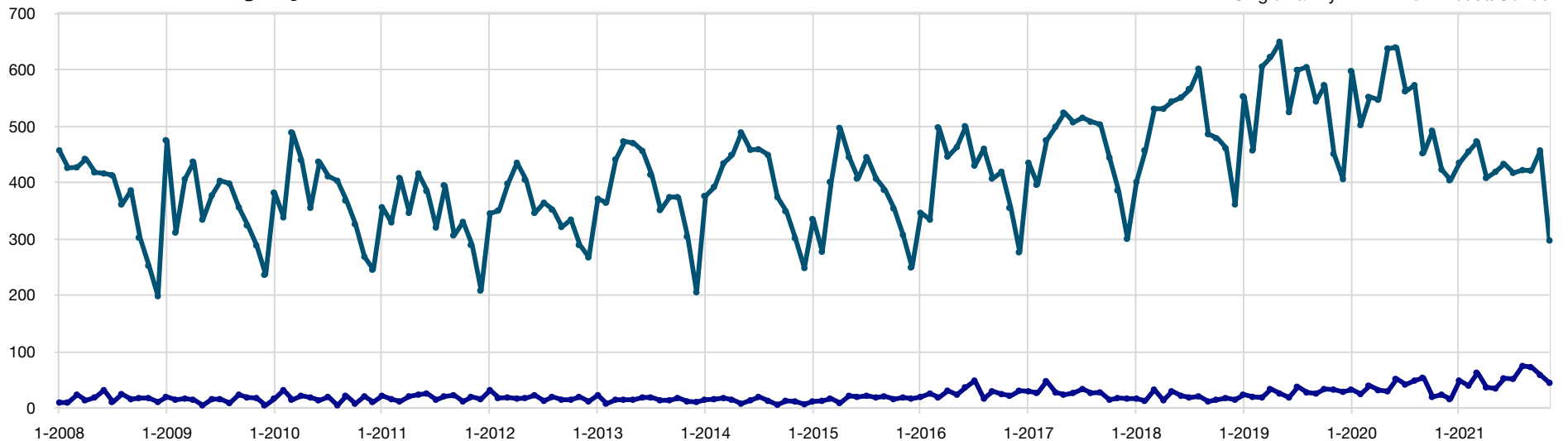


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	403	- 0.5%	14	- 48.1%
1-2021	434	- 27.3%	47	+ 51.6%
2-2021	454	- 9.4%	38	+ 65.2%
3-2021	472	- 14.3%	61	+ 60.5%
4-2021	407	- 25.5%	35	+ 16.7%
5-2021	418	- 34.4%	33	+ 17.9%
6-2021	432	- 32.4%	51	+ 2.0%
7-2021	416	- 25.8%	50	+ 25.0%
8-2021	421	- 26.4%	73	+ 55.3%
9-2021	420	- 6.9%	71	+ 36.5%
10-2021	456	- 7.1%	57	+ 216.7%
11-2021	296	- 29.9%	43	+ 95.5%
12-Month Avg	419	- 21.1%	48	+ 41.2%

Historical New Listings by Month

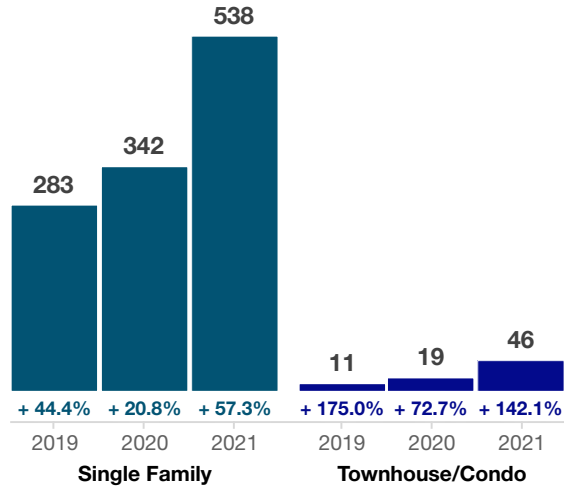


Pending Sales

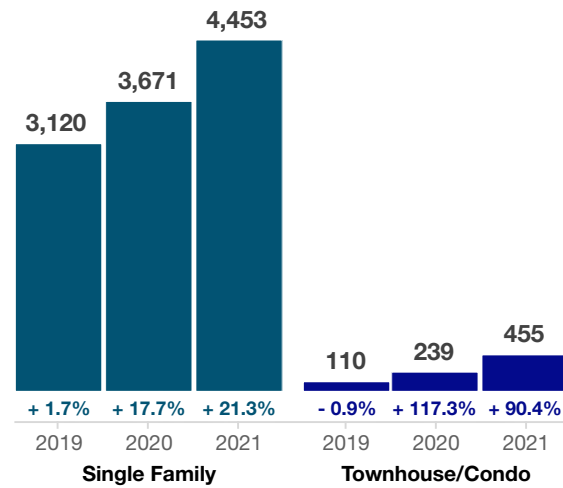
A count of the properties on which offers have been accepted in a given month.



November

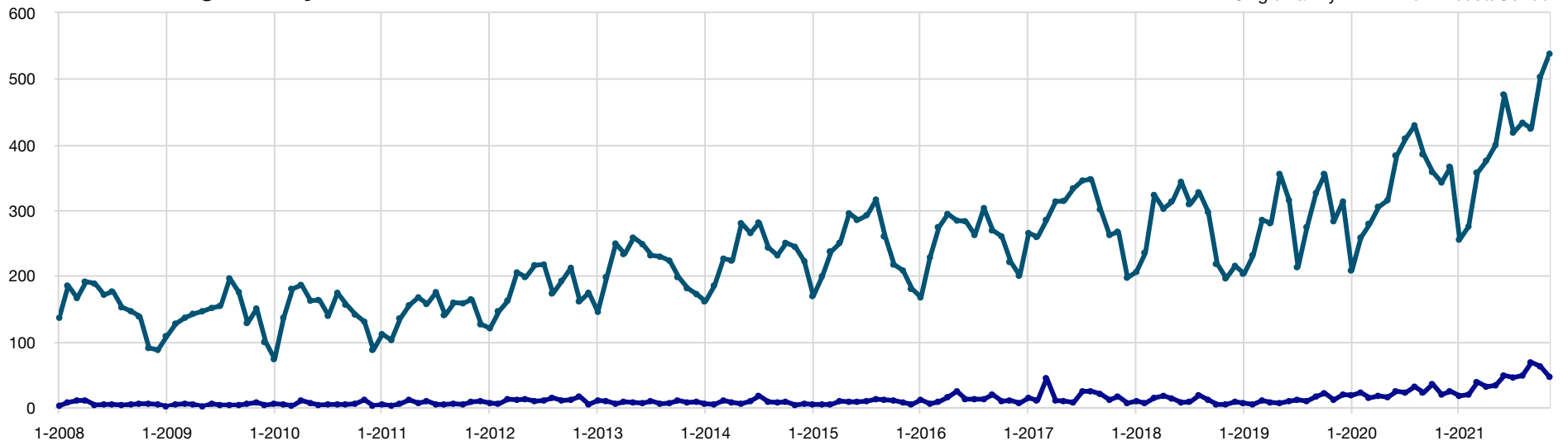


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	366	+ 16.9%	24	+ 26.3%
1-2021	255	+ 22.6%	17	- 5.6%
2-2021	275	+ 6.6%	19	- 13.6%
3-2021	357	+ 28.0%	38	+ 171.4%
4-2021	375	+ 23.0%	31	+ 82.4%
5-2021	399	+ 26.7%	33	+ 120.0%
6-2021	476	+ 24.3%	48	+ 100.0%
7-2021	418	+ 2.2%	45	+ 104.5%
8-2021	433	+ 0.9%	48	+ 54.8%
9-2021	424	+ 10.1%	68	+ 209.1%
10-2021	503	+ 40.5%	62	+ 77.1%
11-2021	538	+ 57.3%	46	+ 142.1%
12-Month Avg	402	+ 21.1%	40	+ 81.8%

Historical Pending Sales by Month

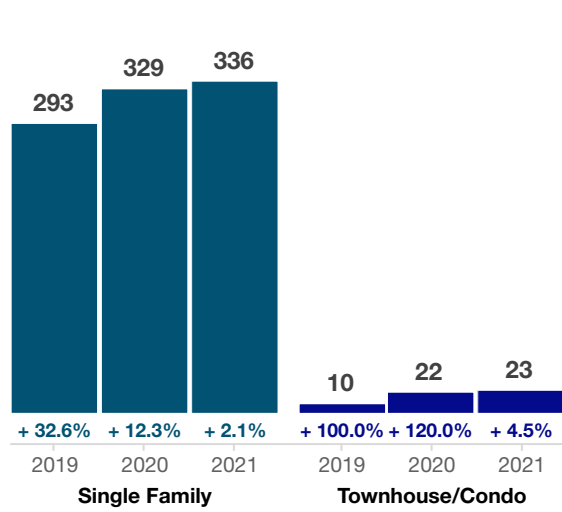


Closed Sales

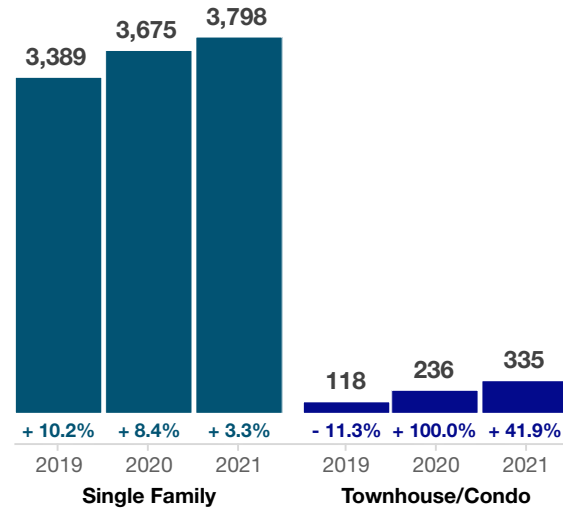
A count of the actual sales that closed in a given month.



November

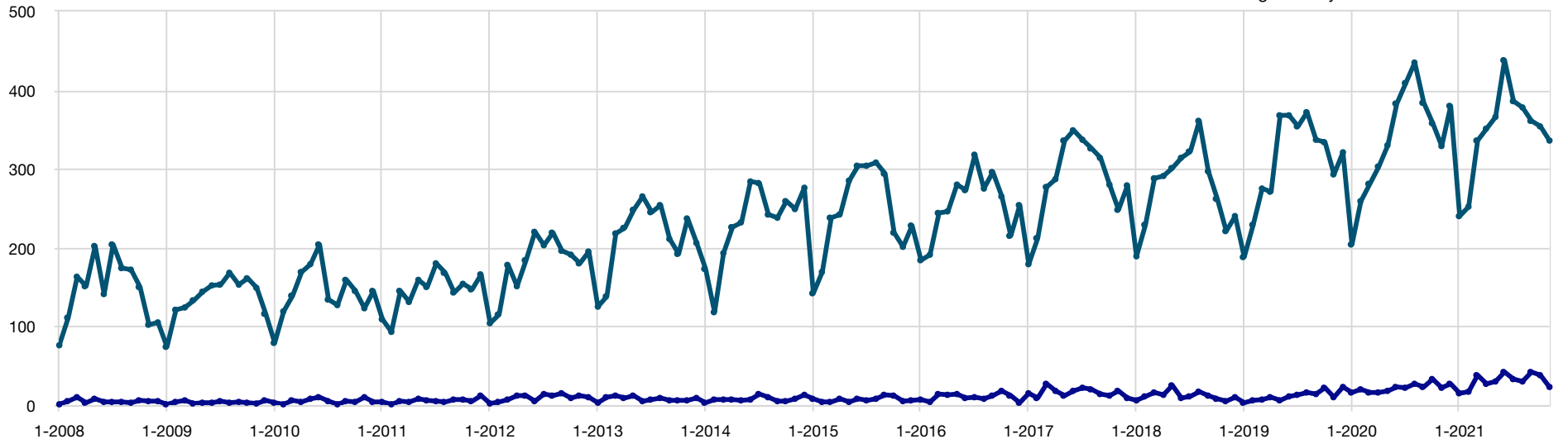


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	354	- 1.1%	38	+ 15.2%
11-2021	336	+ 2.1%	23	+ 4.5%
12-Month Avg	348	+ 4.5%	30	+ 36.4%

Historical Closed Sales by Month

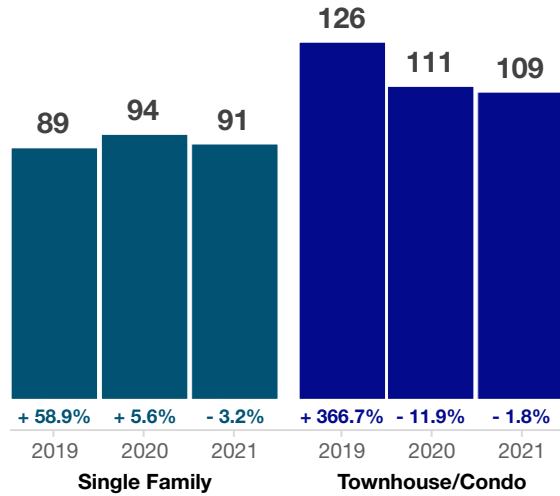


Days on Market Until Sale

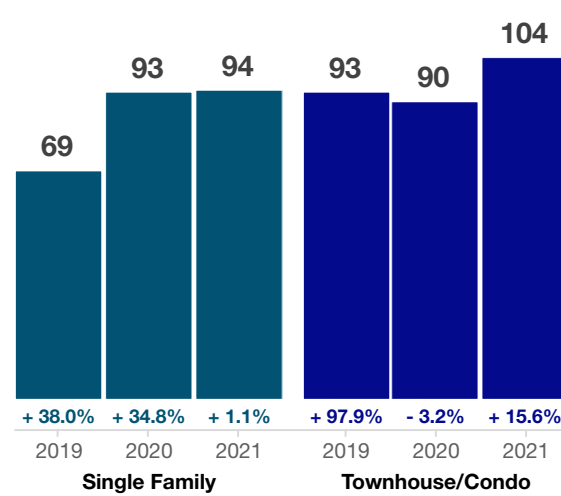
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



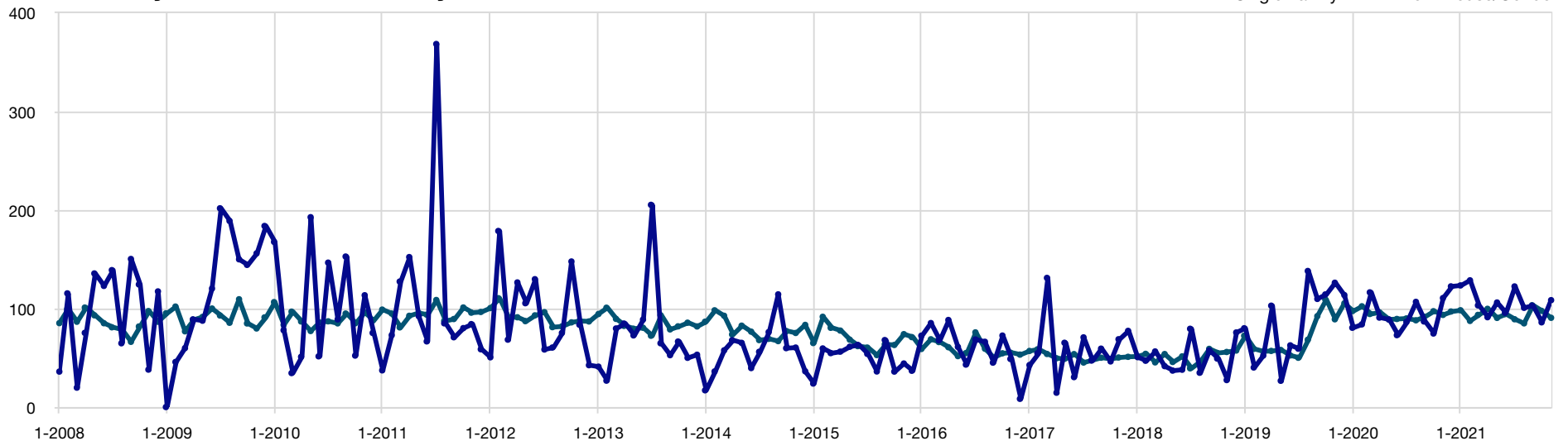
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	98	+ 1.0%	86	+ 14.7%
11-2021	91	- 3.2%	109	- 1.8%
12-Month Avg*	94	- 0.1%	105	+ 14.2%

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

Historical Days on Market Until Sale by Month

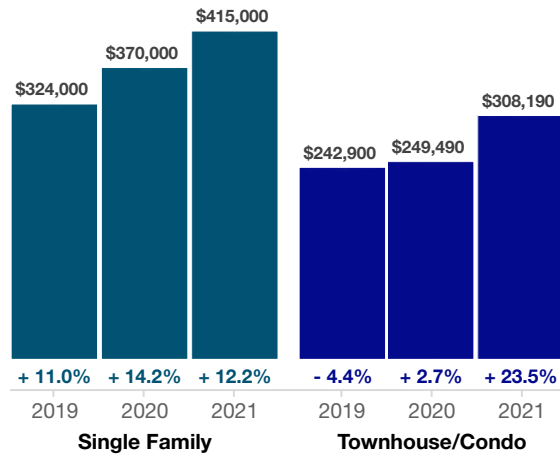


Median Sales Price

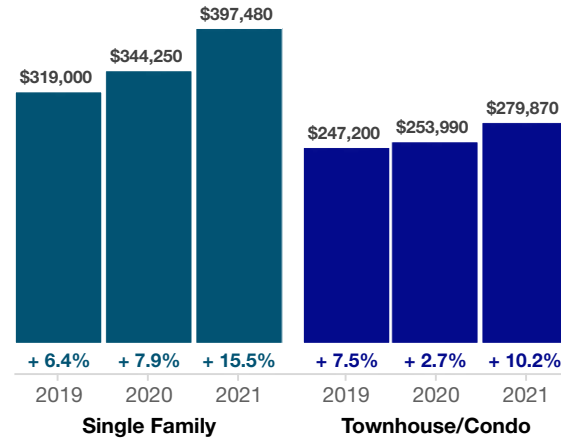
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



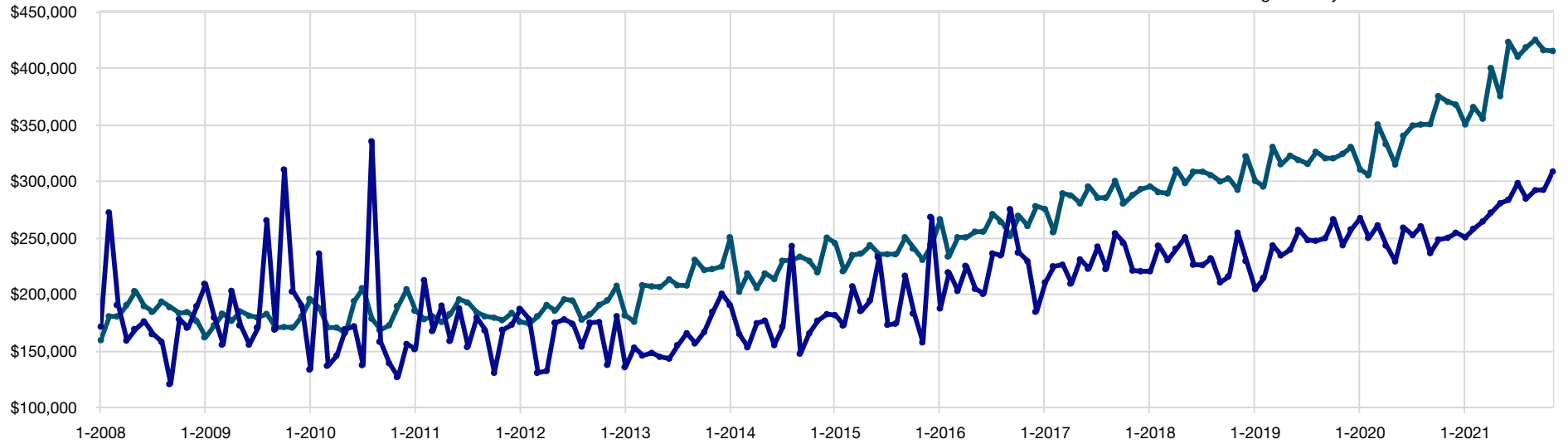
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$415,758	+ 10.9%	\$292,000	+ 17.7%
11-2021	\$415,000	+ 12.2%	\$308,190	+ 23.5%
12-Month Avg*	\$394,705	+ 15.1%	\$277,185	+ 9.1%

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

Historical Median Sales Price by Month

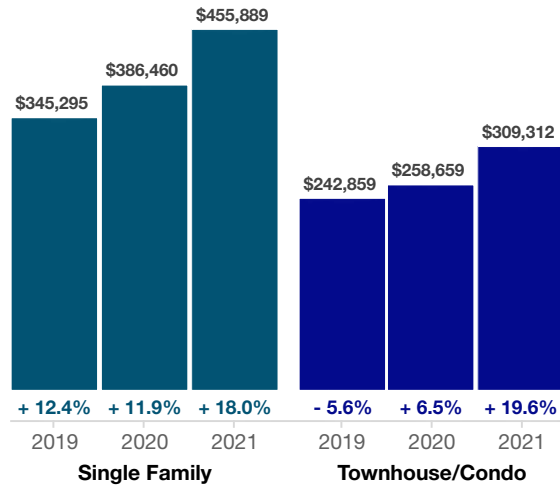


Average Sales Price

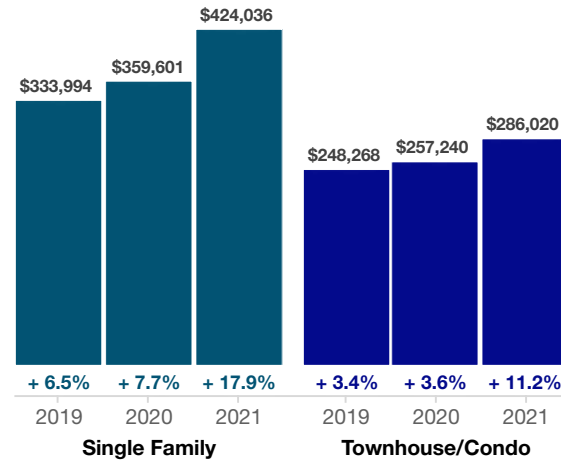
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



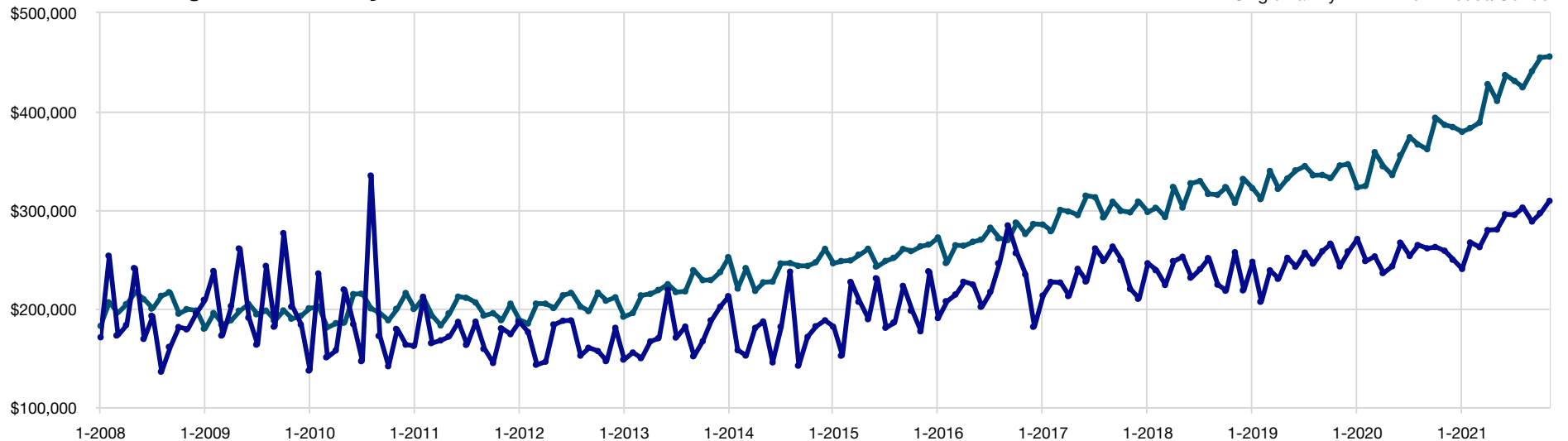
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$454,829	+ 15.5%	\$296,912	+ 13.1%
11-2021	\$455,889	+ 18.0%	\$309,312	+ 19.6%
12-Month Avg*	\$420,409	+ 17.3%	\$283,305	+ 10.1%

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

Historical Average Sales Price by Month

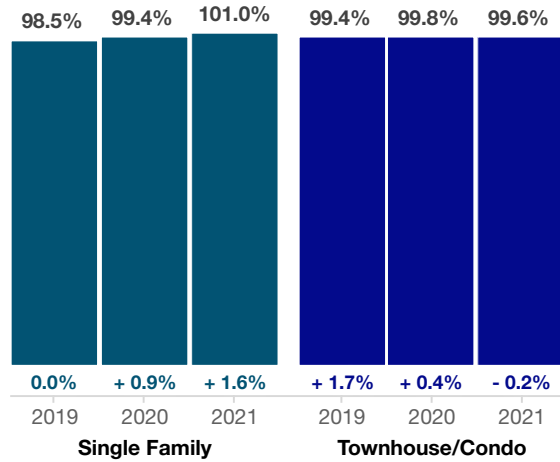


Percent of List Price Received

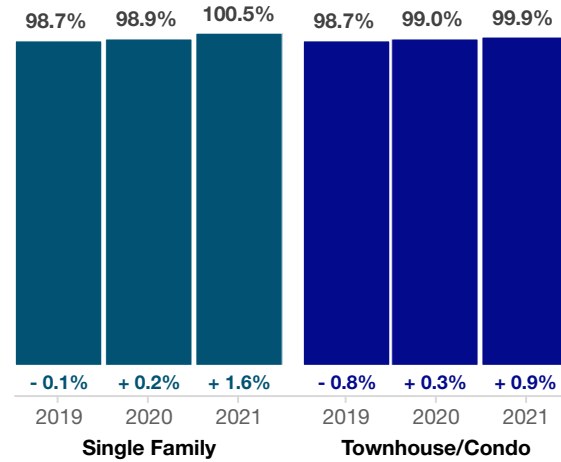
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



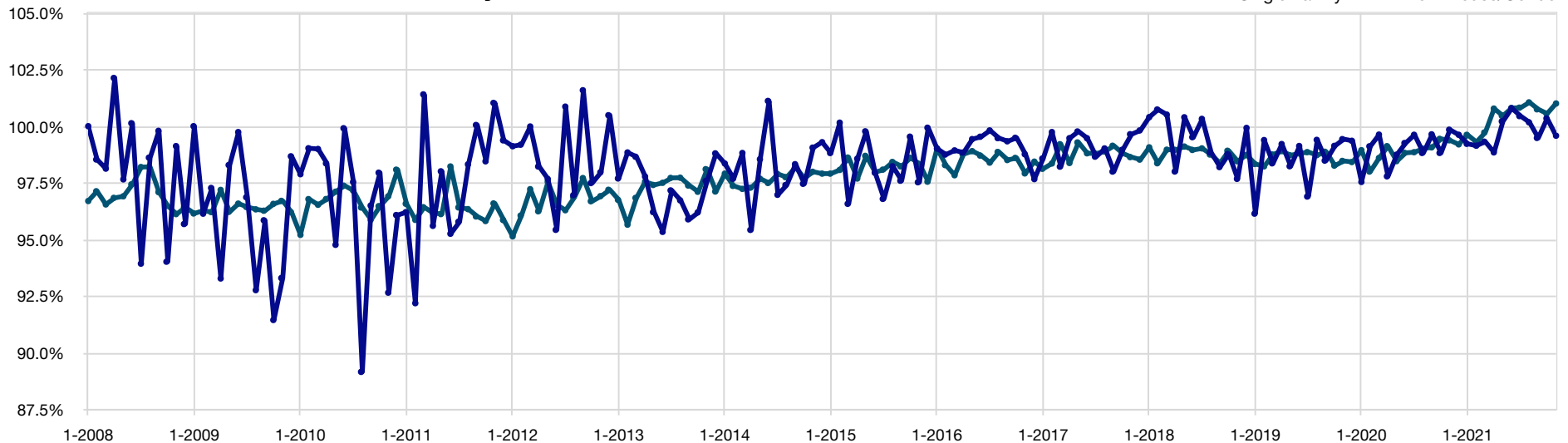
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.6%	+ 1.2%	100.3%	+ 1.5%
11-2021	101.0%	+ 1.6%	99.6%	- 0.2%
12-Month Avg*	100.4%	+ 1.5%	99.9%	+ 0.8%

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

Historical Percent of List Price Received by Month

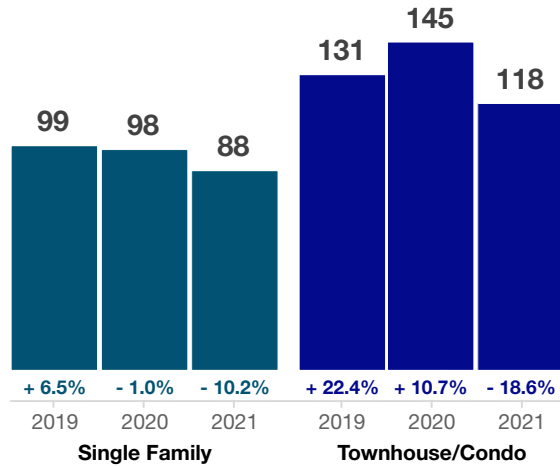


Housing Affordability Index

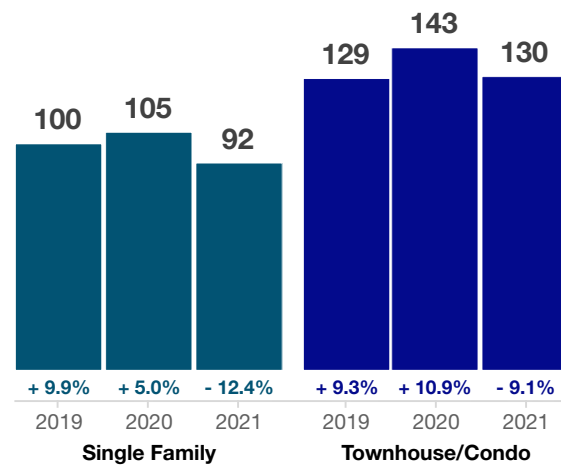
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

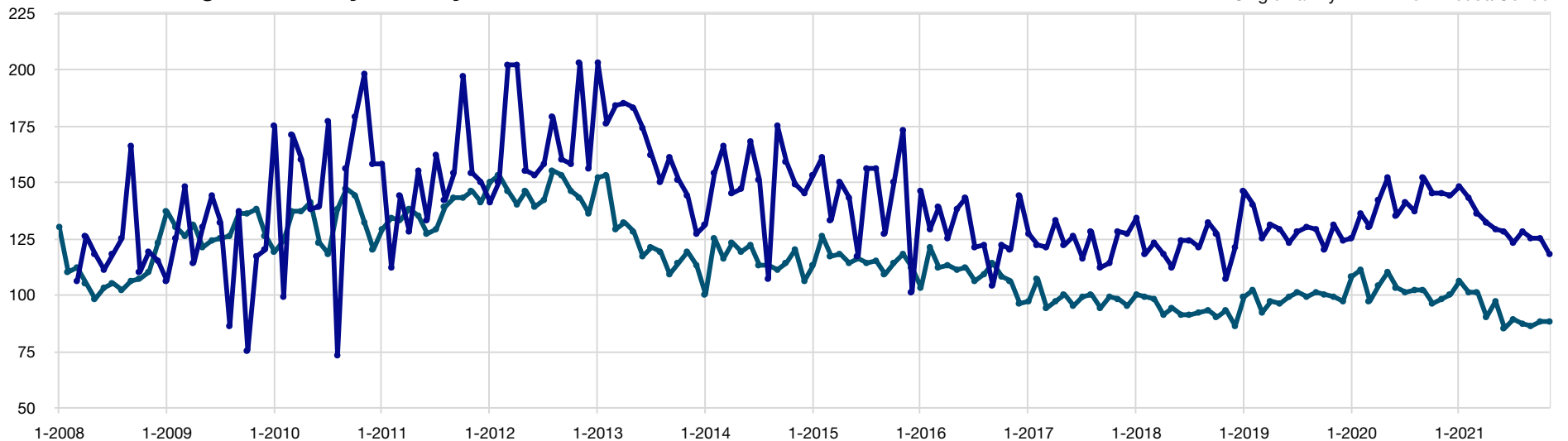


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
11-2021	88	- 10.2%	118	- 18.6%
12-Month Avg	93	- 8.8%	132	- 5.0%

Historical Housing Affordability Index by Month

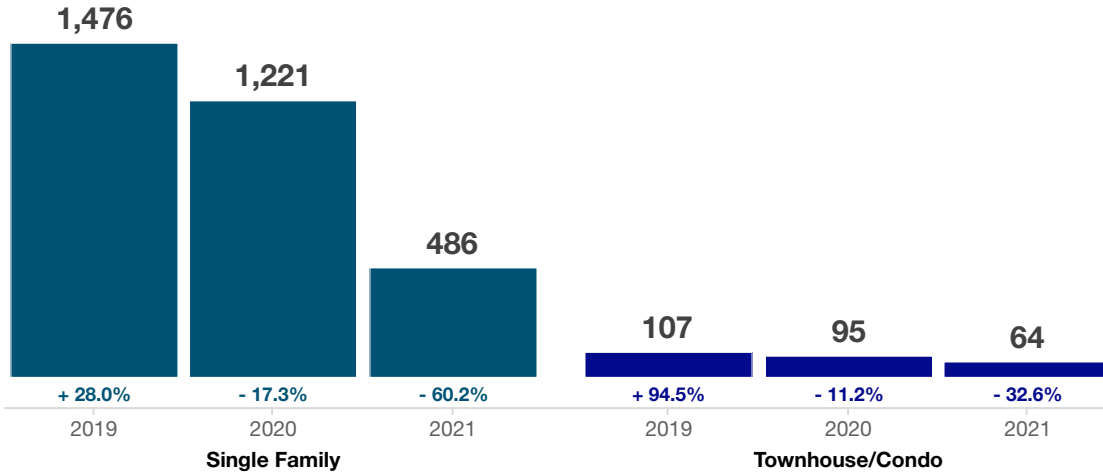


Inventory of Homes for Sale

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

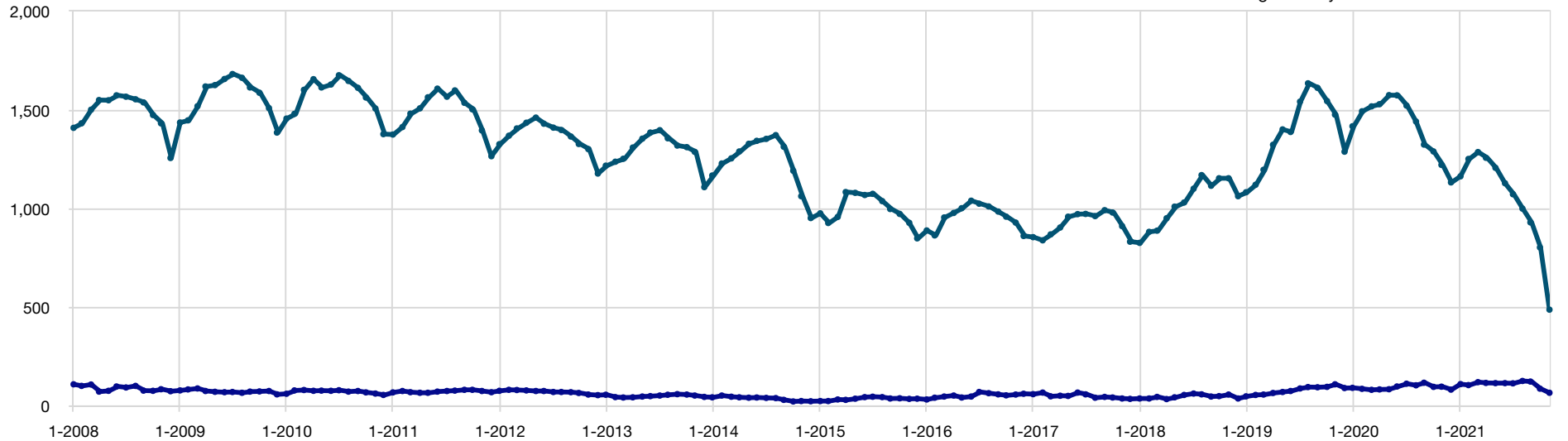


November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	1,132	- 12.1%	80	- 9.1%
1-2021	1,163	- 17.9%	108	+ 21.3%
2-2021	1,251	- 16.2%	103	+ 22.6%
3-2021	1,286	- 15.3%	118	+ 49.4%
4-2021	1,257	- 17.8%	114	+ 40.7%
5-2021	1,206	- 23.4%	113	+ 37.8%
6-2021	1,128	- 28.3%	113	+ 17.7%
7-2021	1,072	- 29.6%	112	+ 1.8%
8-2021	999	- 30.7%	124	+ 21.6%
9-2021	929	- 29.8%	121	+ 5.2%
10-2021	802	- 37.8%	85	- 9.6%
11-2021	486	- 60.2%	64	- 32.6%
12-Month Avg	1,059	- 26.1%	105	+ 12.9%

Historical Inventory of Homes for Sale by Month

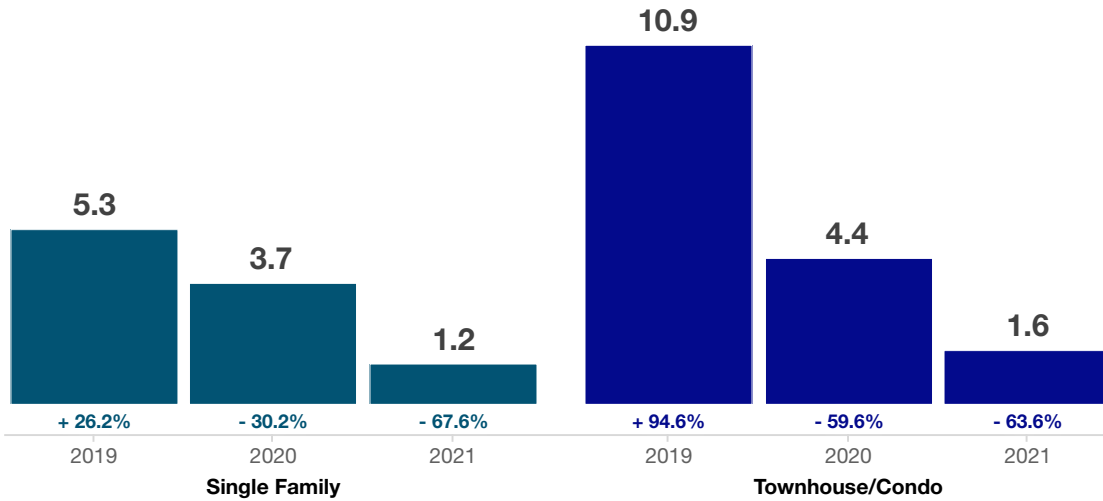


Months Supply of Inventory

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.



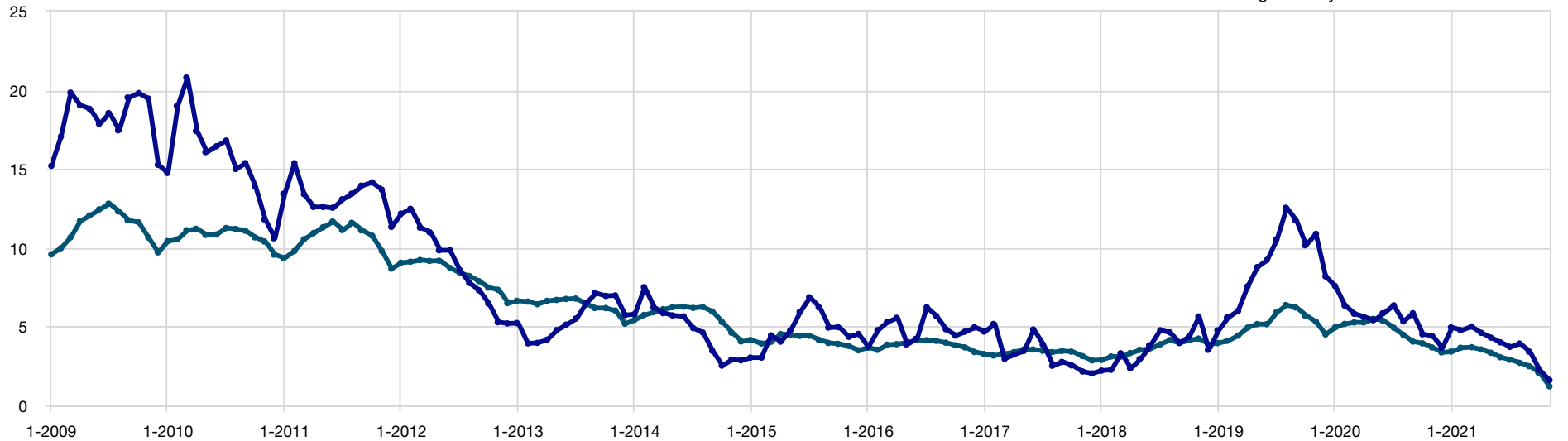
November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	3.4	-24.4%	3.7	-54.9%
1-2021	3.4	-30.6%	4.9	-35.5%
2-2021	3.7	-28.8%	4.8	-23.8%
3-2021	3.7	-30.2%	5.0	-13.8%
4-2021	3.6	-32.1%	4.6	-17.9%
5-2021	3.3	-40.0%	4.3	-20.4%
6-2021	3.1	-42.6%	4.0	-31.0%
7-2021	2.9	-40.8%	3.7	-41.3%
8-2021	2.7	-40.0%	3.9	-26.4%
9-2021	2.5	-39.0%	3.4	-41.4%
10-2021	2.1	-46.2%	2.3	-48.9%
11-2021	1.2	-67.6%	1.6	-63.6%
12-Month Avg*	3.0	-37.9%	3.8	-35.1%

* Months Supply for all properties from December 2020 through November 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		444	339	- 23.6%	6,347	5,185	- 18.3%
Pending Sales		361	584	+ 61.8%	3,910	4,908	+ 25.5%
Closed Sales		351	359	+ 2.3%	3,911	4,133	+ 5.7%
Days on Market Until Sale		95	92	- 3.2%	93	94	+ 1.1%
Median Sales Price		\$360,900	\$400,000	+ 10.8%	\$334,900	\$380,790	+ 13.7%
Average Sales Price		\$378,404	\$446,472	+ 18.0%	\$353,403	\$412,808	+ 16.8%
Percent of List Price Received		99.4%	100.9%	+ 1.5%	98.9%	100.5%	+ 1.6%
Housing Affordability Index		101	91	- 9.9%	108	96	- 11.1%
Inventory of Homes for Sale		1,316	550	- 58.2%	—	—	—
Months Supply of Inventory		3.7	1.2	- 67.6%	—	—	—