



Produced by:

**SHACKELFORD & ASSOCIATES**

*Your Appraisal & Brokerage Experts*

**Greenville Office**

3750 S Evans Street, Suite A  
Greenville, NC 27834  
Ph. (252) 215-2250

**Raleigh Office**

6512 Six Forks Road, Suite 502-B  
Raleigh, NC 27615  
Ph. (919) 998-9997

# Quarterly Market Report

## Wilson County Market Summary

Data from this report is taken directly from the North Carolina Regional MLS and includes single-family properties throughout Wilson County.

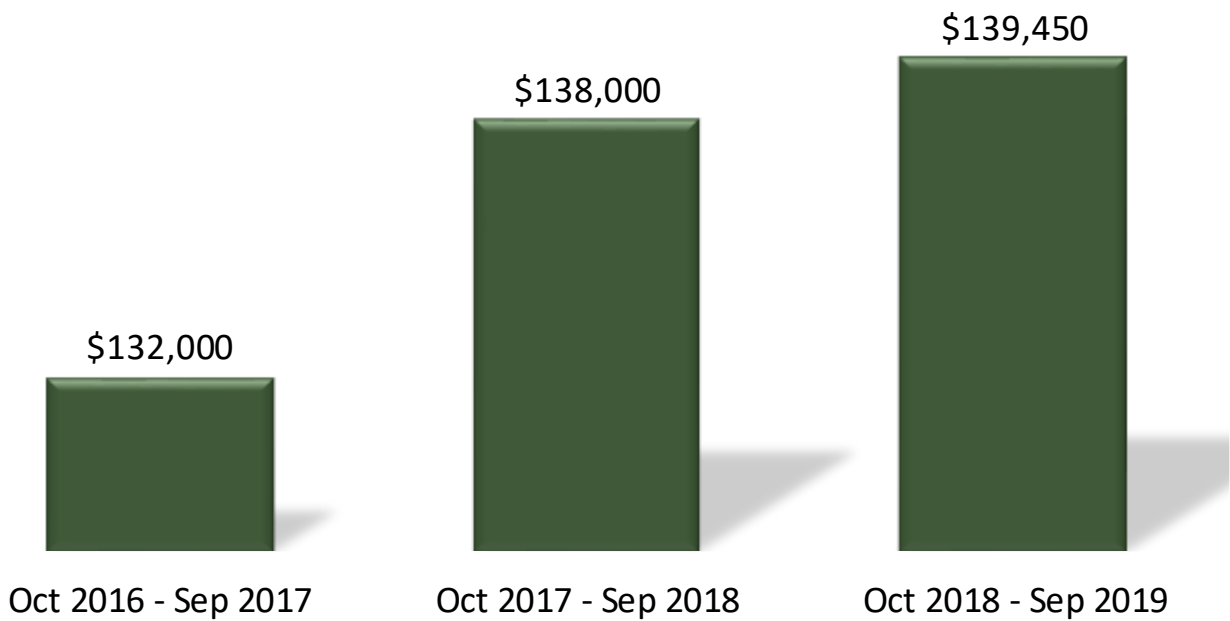
Highlights of the data include:

- 3<sup>rd</sup> quarter sales volume increased 17.9% from the 3<sup>rd</sup> quarter of 2018.
- September sales volume was 24.0% higher than September 2018 levels.
- Pending sales at the beginning of October decreased 14.6% from October 2018.
- There are 2.1 months of inventory currently on the market.
- There are 1.5 months of new construction inventory on the market.

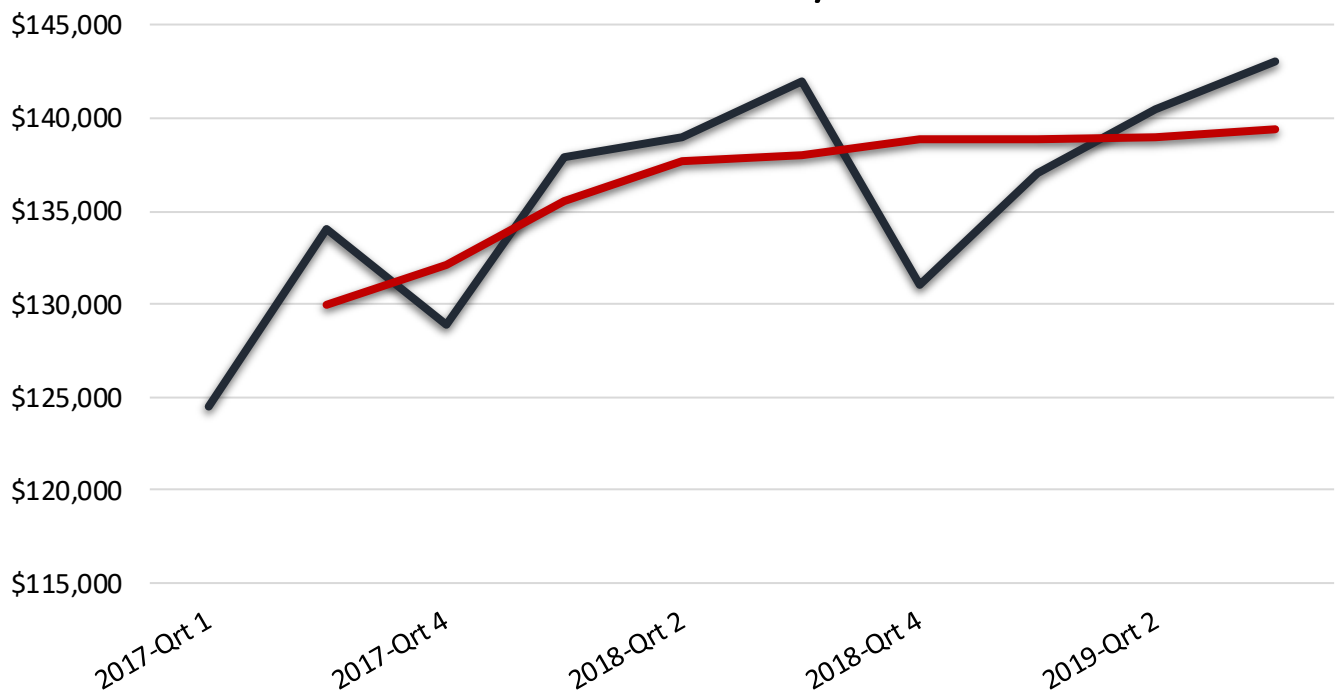
Annual Summary						
Date	Sales	Change	Sales Price	Change	DOM	Change
Oct 2016 - Sep 2017	725	-	\$132,000	-	41	-
Oct 2017 - Sep 2018	752	3.7%	\$138,000	4.5%	30	-26.8%
Oct 2018 - Sep 2019	764	1.6%	\$139,450	1.1%	21	-30.0%
Current Active Listings: 135 Months of Inventory: 2.1						

Quarterly Summary								
Date	Sales	Change	Sales Price	Change	4Qrt Med	Change	DOM	Change
2017-Qrt 4	181	-0.5%	\$128,900	-9.2%	\$132,125	0.1%	22	-37.1%
2018-Qrt 1	172	-5.0%	\$137,900	7.0%	\$135,500	2.6%	52	136.4%
2018-Qrt 2	215	25.0%	\$139,000	0.8%	\$137,700	1.6%	25	-51.9%
2018-Qrt 3	184	-14.4%	\$142,000	2.2%	\$138,000	0.2%	28	12.0%
2018-Qrt 4	167	-9.2%	\$131,000	-7.7%	\$138,900	0.7%	20	-28.6%
2019-Qrt 1	187	12.0%	\$137,000	4.6%	\$138,900	0.0%	33	65.0%
2019-Qrt 2	193	3.2%	\$140,500	2.6%	\$139,000	0.1%	19	-42.4%
2019-Qrt 3	217	12.4%	\$143,000	1.8%	\$139,450	0.3%	16	-15.8%

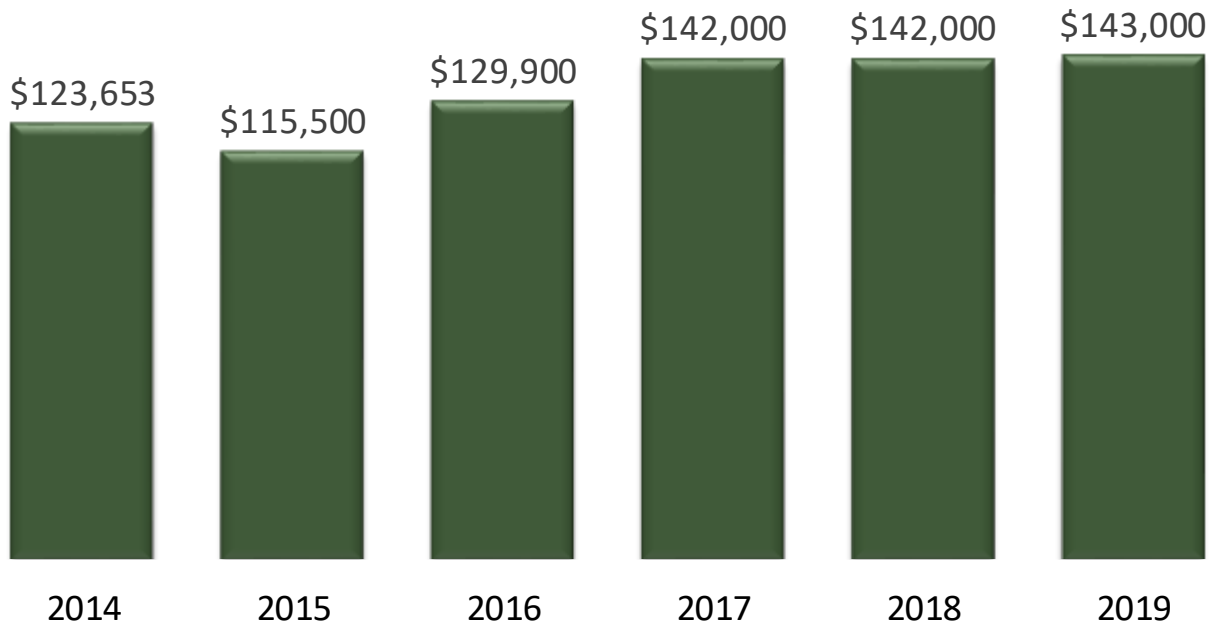
## Annual Median Sales Price



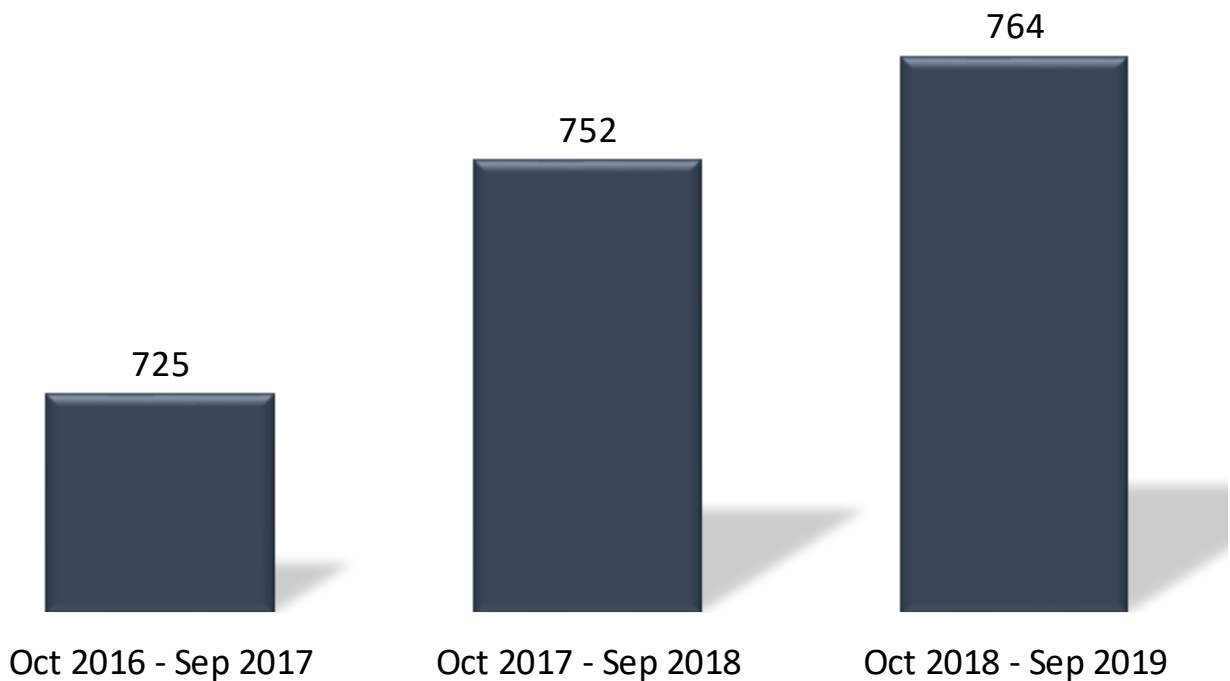
## Median Sales Price by Quarter



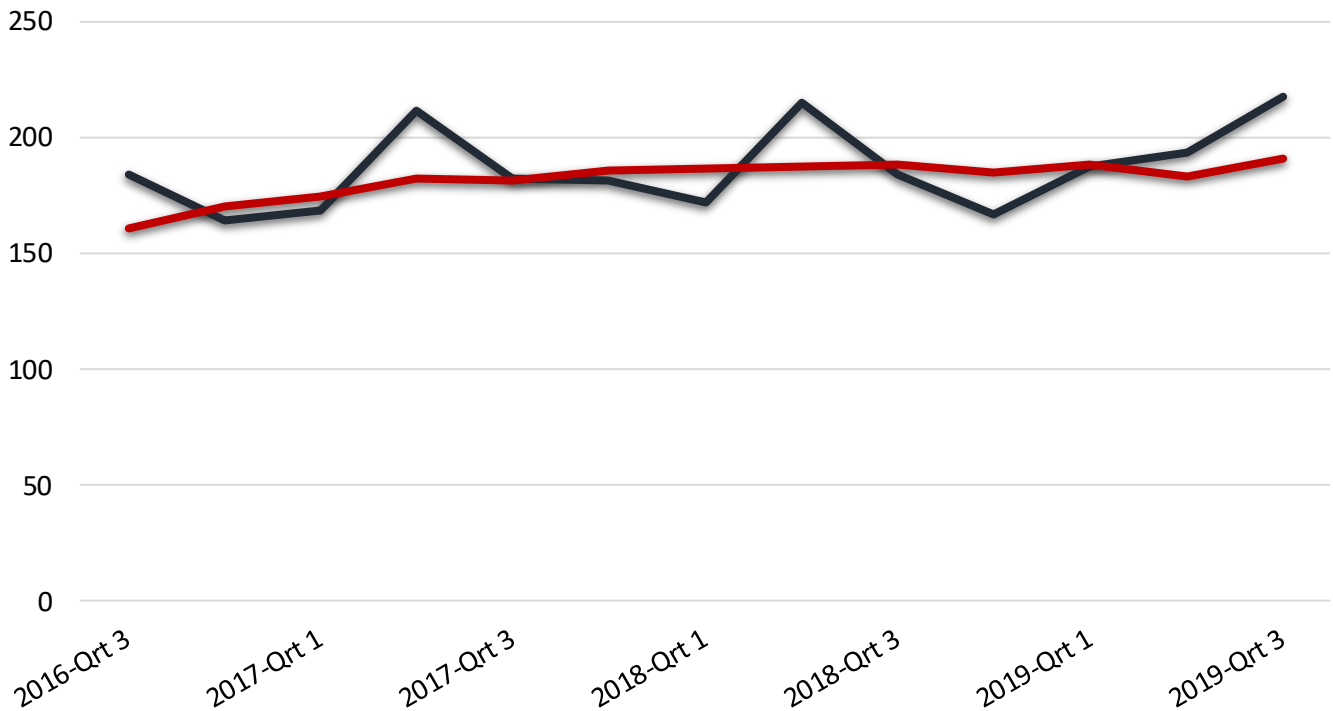
## 3rd Qtr Year over Year Median Sales Price



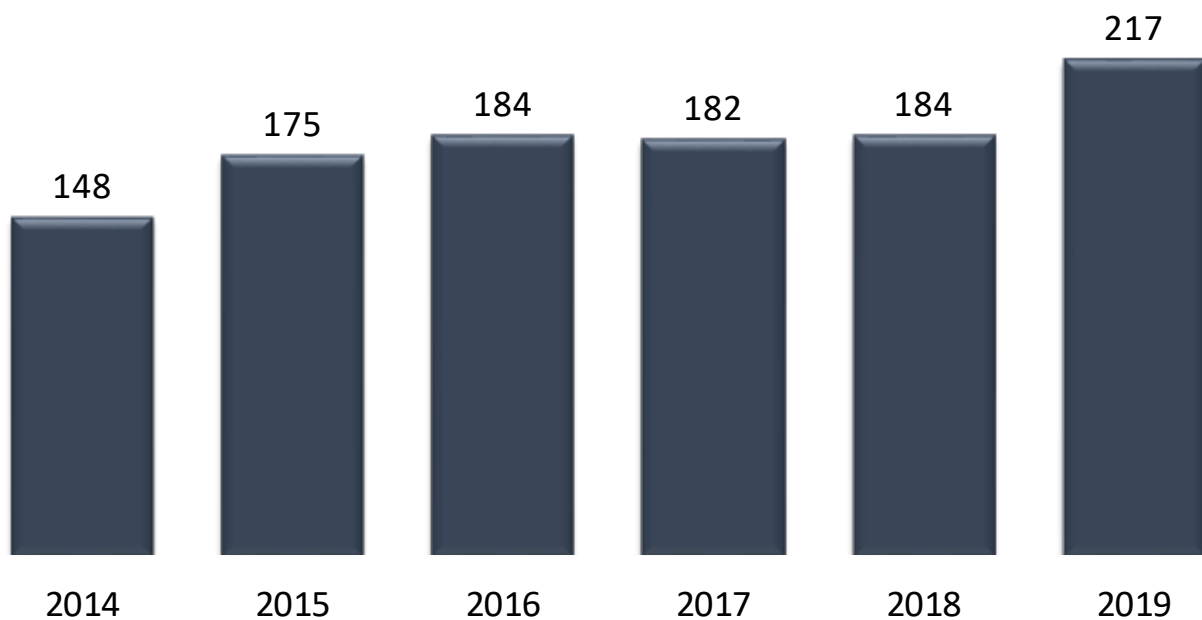
## Annual Sales Volume



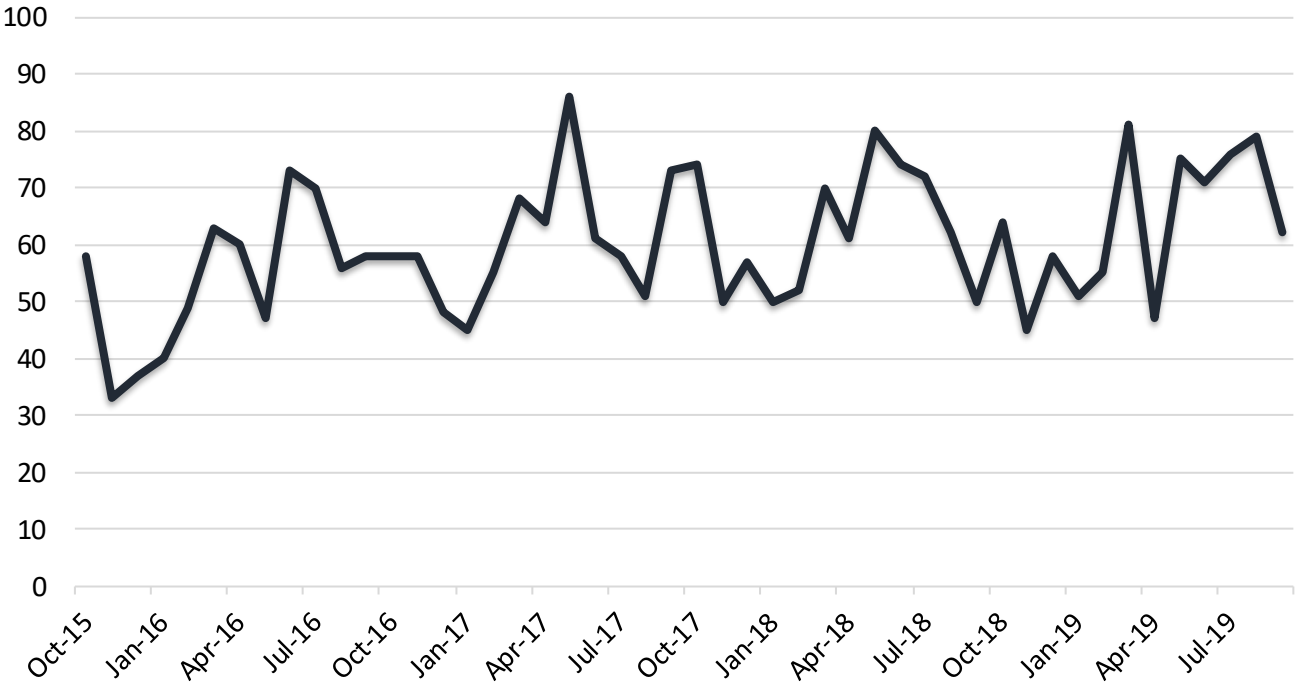
## Sales Volume by Quarter



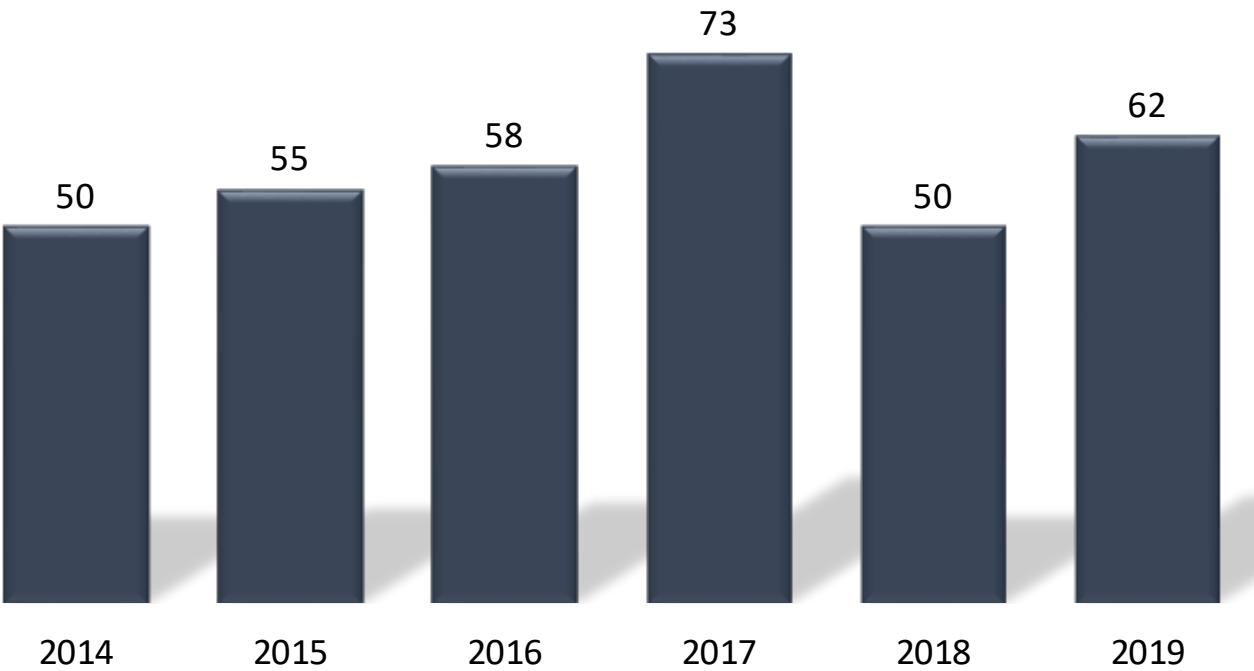
## 3rd Qtr Year over Year Sales Volume



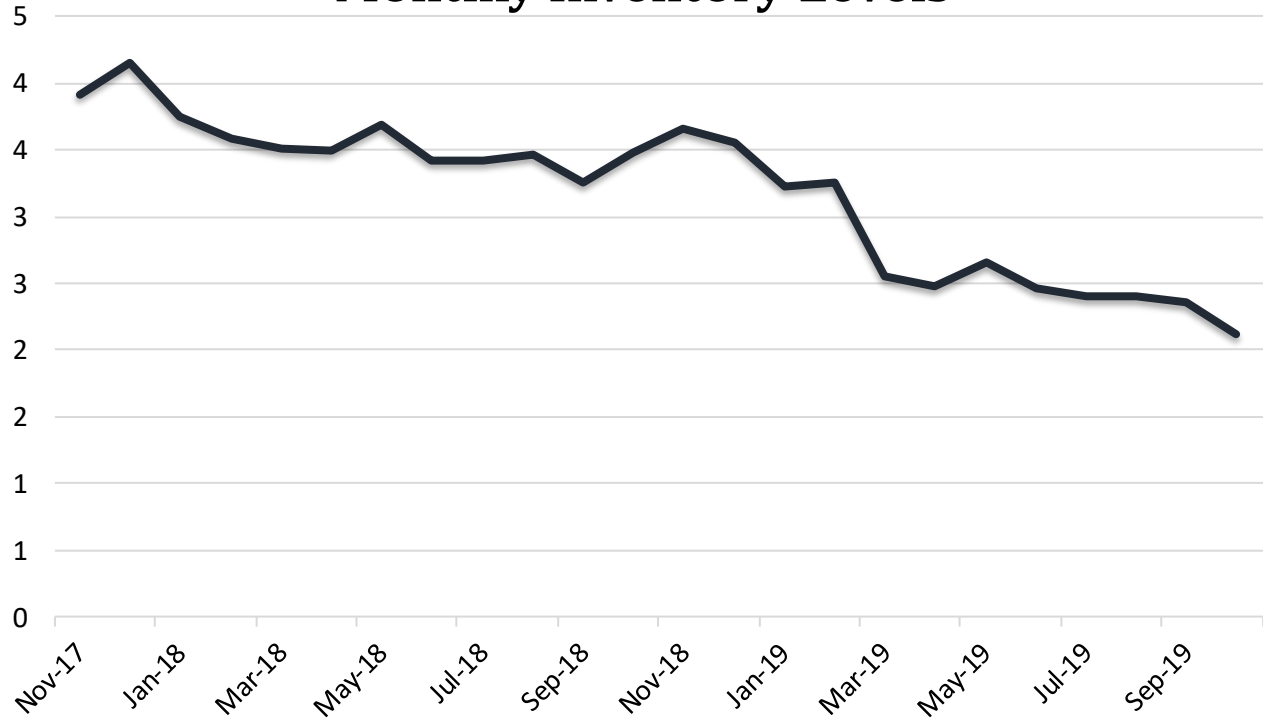
# Monthly Sales Volume



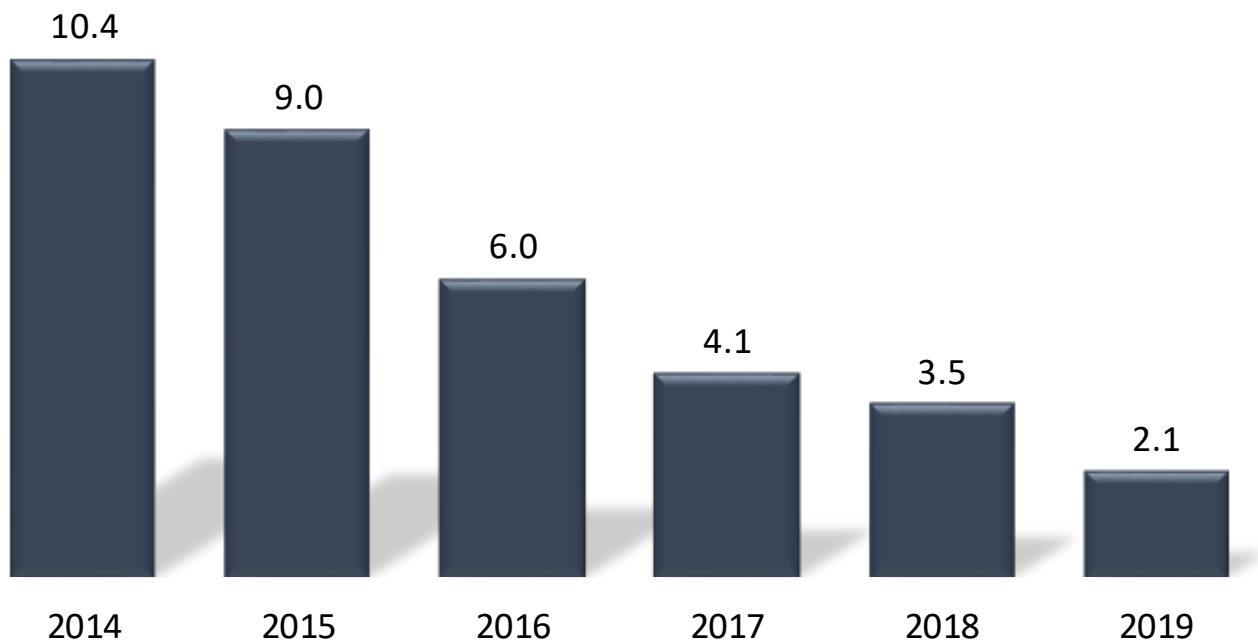
## September Year over Year Sales Volume



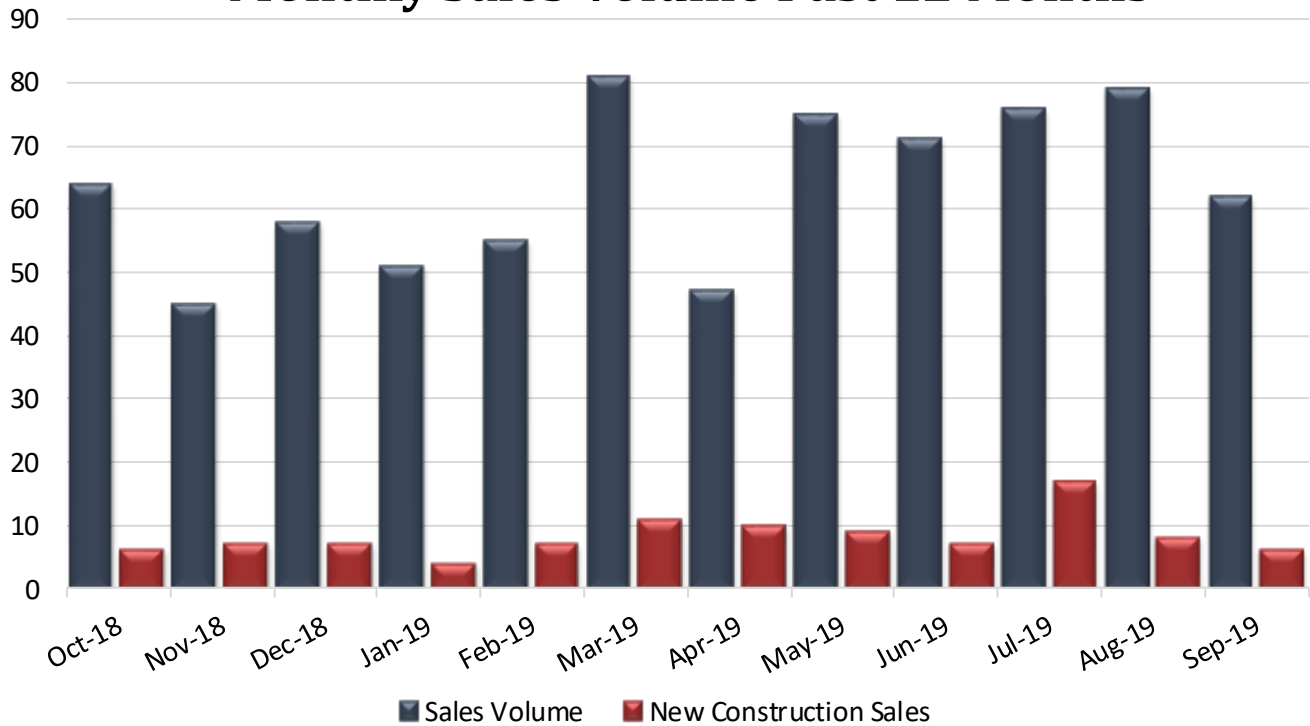
## Monthly Inventory Levels



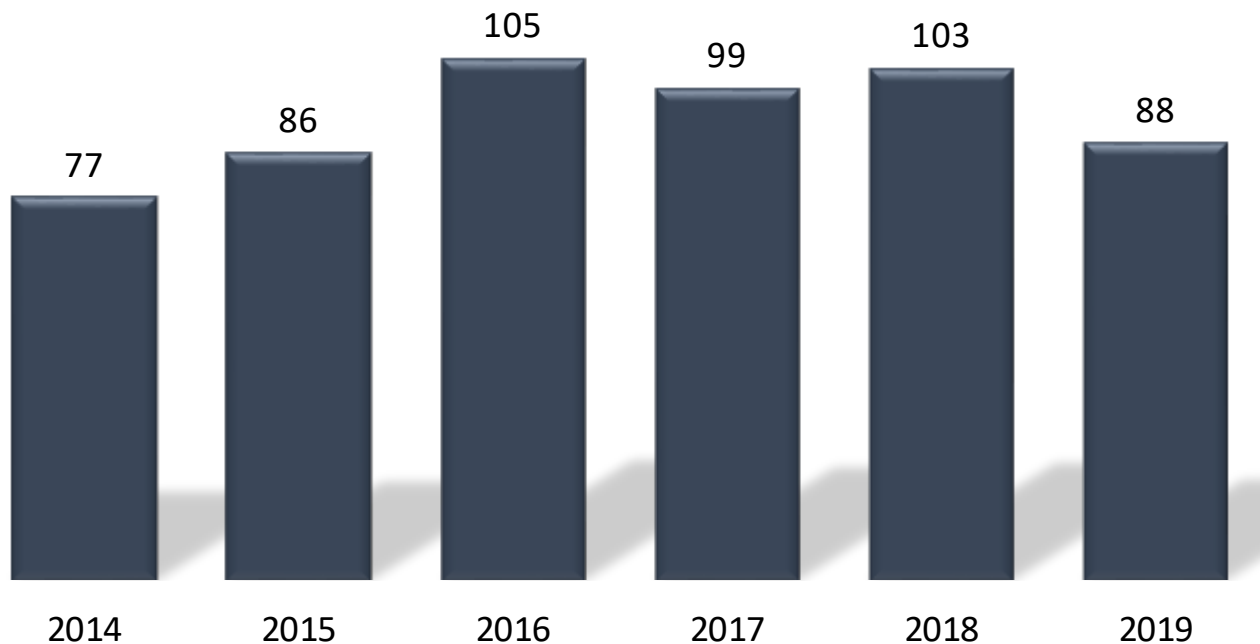
## October Year over Year Inventory



## Monthly Sales Volume Past 12 Months

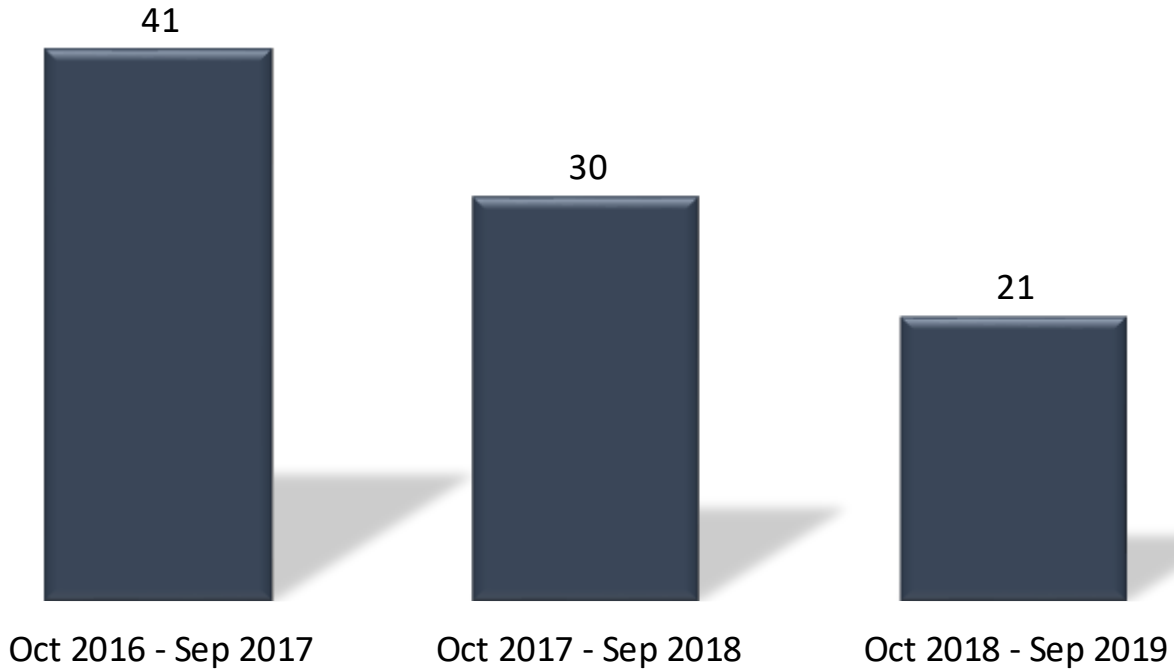


## October Year over Year Pending Sales

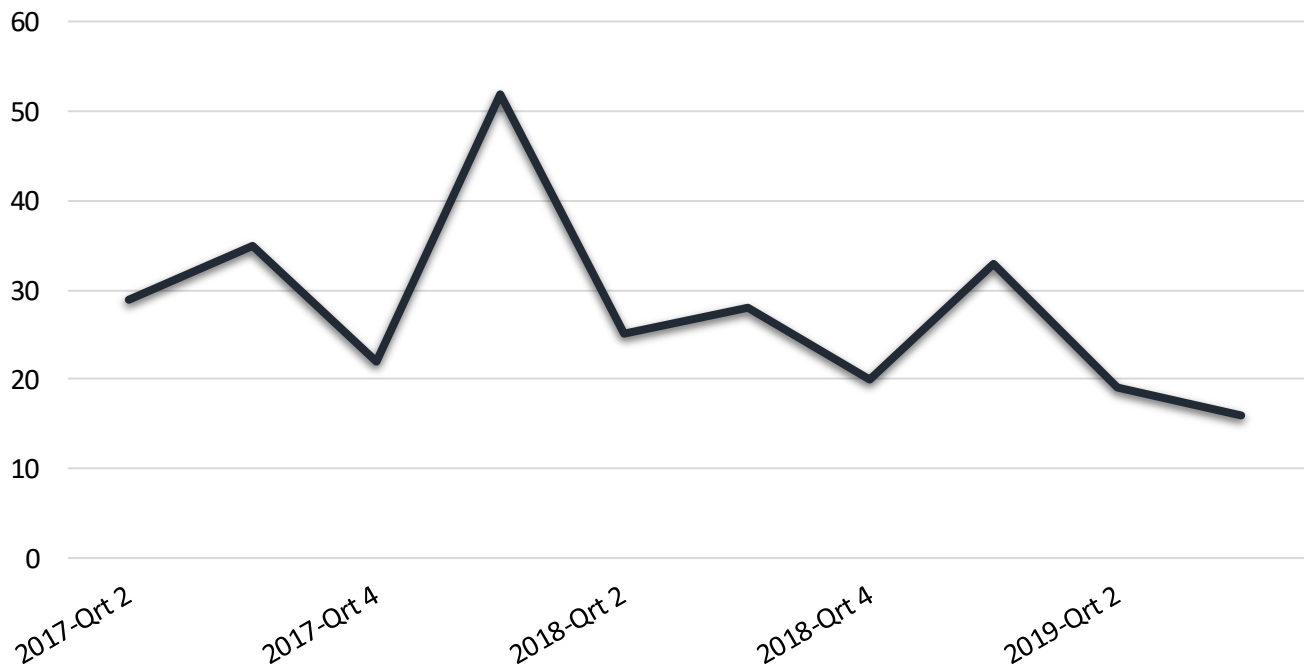




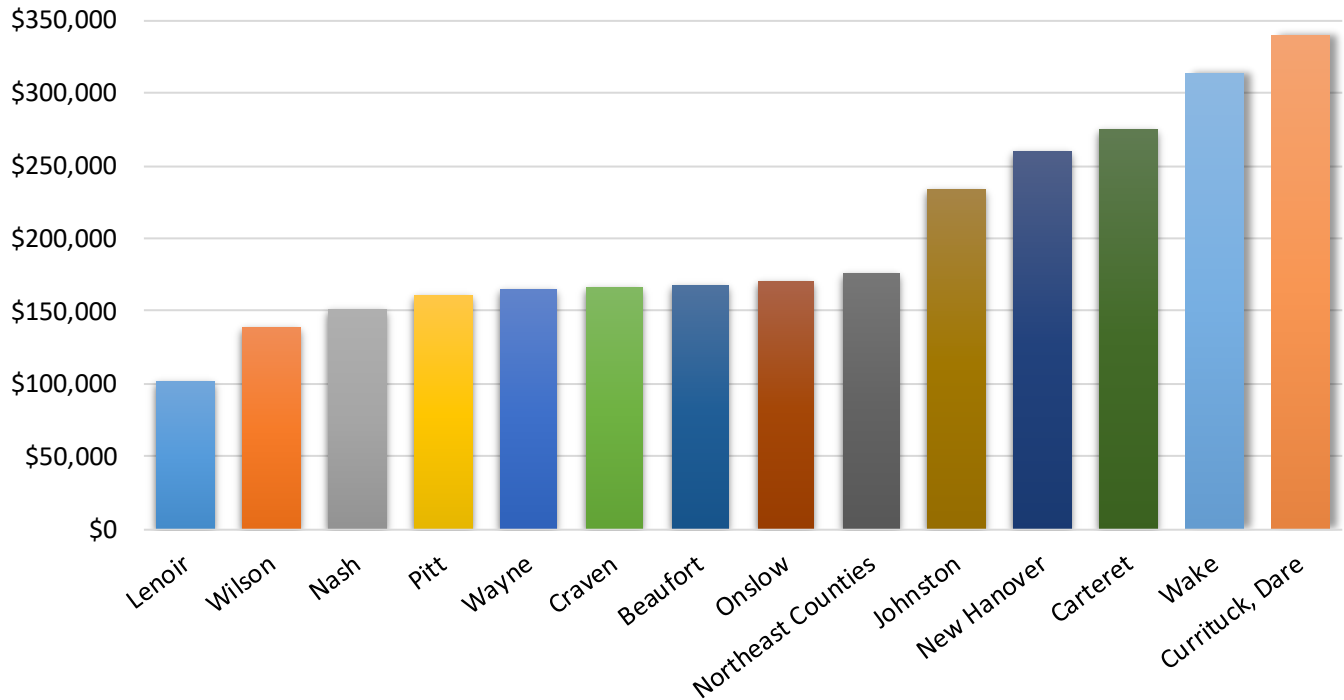
## Annual Median Days on the Market



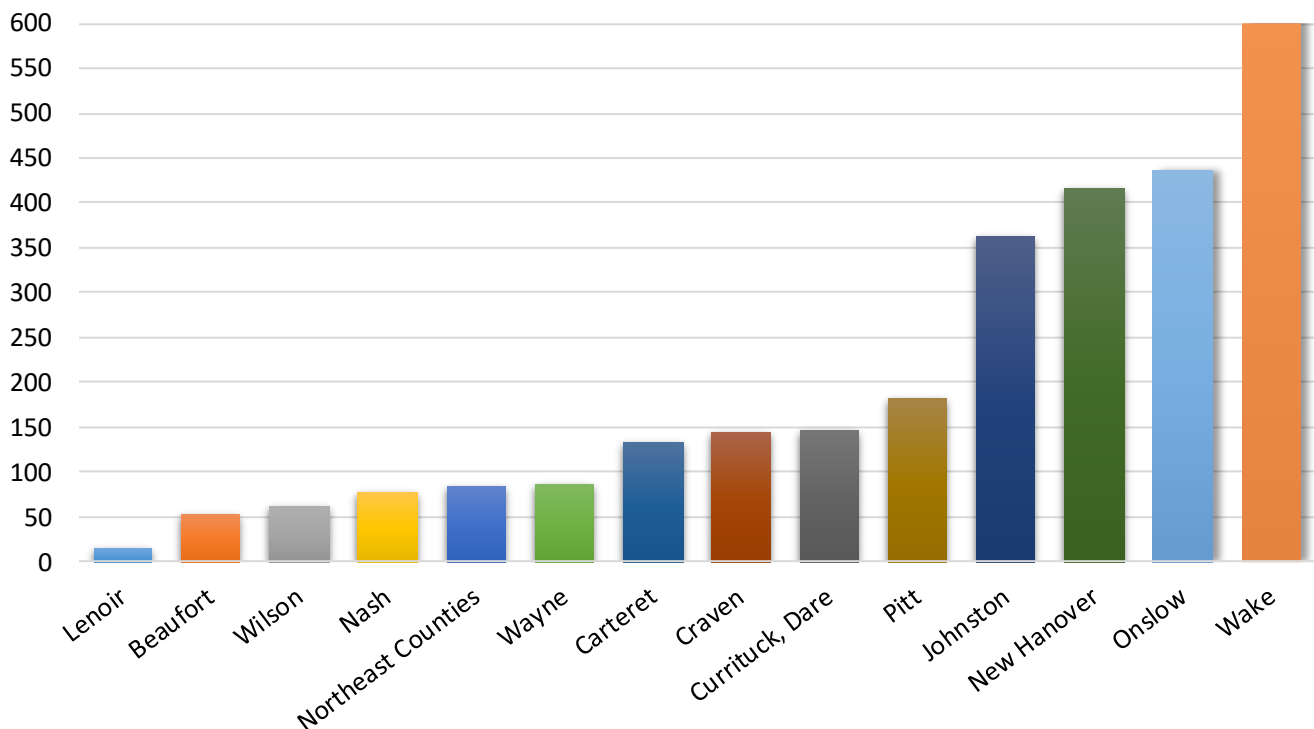
## Median Days on Market by Quarter



## Current Year Median Sales Price by County

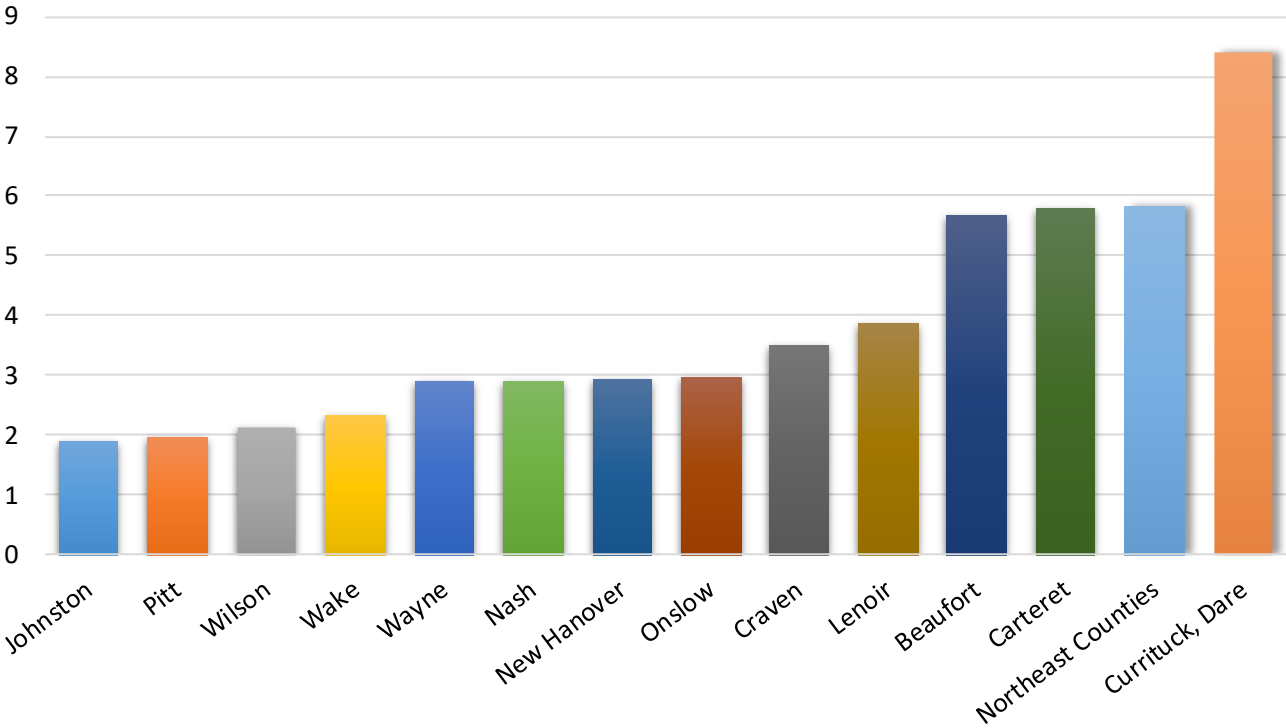


## Current Month Sales Volume by County



\*Wake County is off the chart at 1,638 sales

# Comparison of Inventory Levels by County (Months)



# New Construction Inventory Levels by County (Months)

