

THE SHACKELFORD REPORT NOV 2020

Residential Real Estate Market Trends – Nash County – November 2020



Produced by:

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Quarterly Market Report

Nash County Market Summary

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

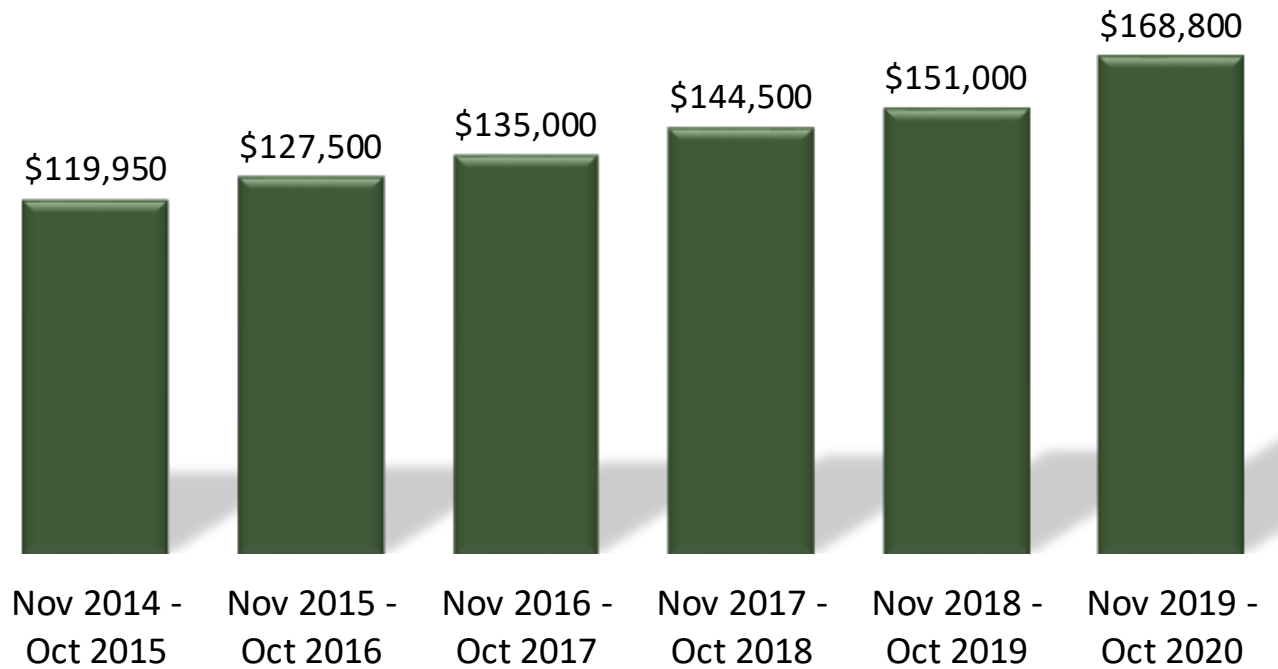
Highlights of the data include:

- 3rd quarter sales volume increased 14.6% from the 3rd quarter of 2019.
- October sales volume was 44.4% higher than the October 2019 levels.
- Pending sales at the beginning of November increased 21.4% from November 2019.
- There are 1.1 months of inventory currently on the market.
- There are 1.6 months of new construction inventory on the market.

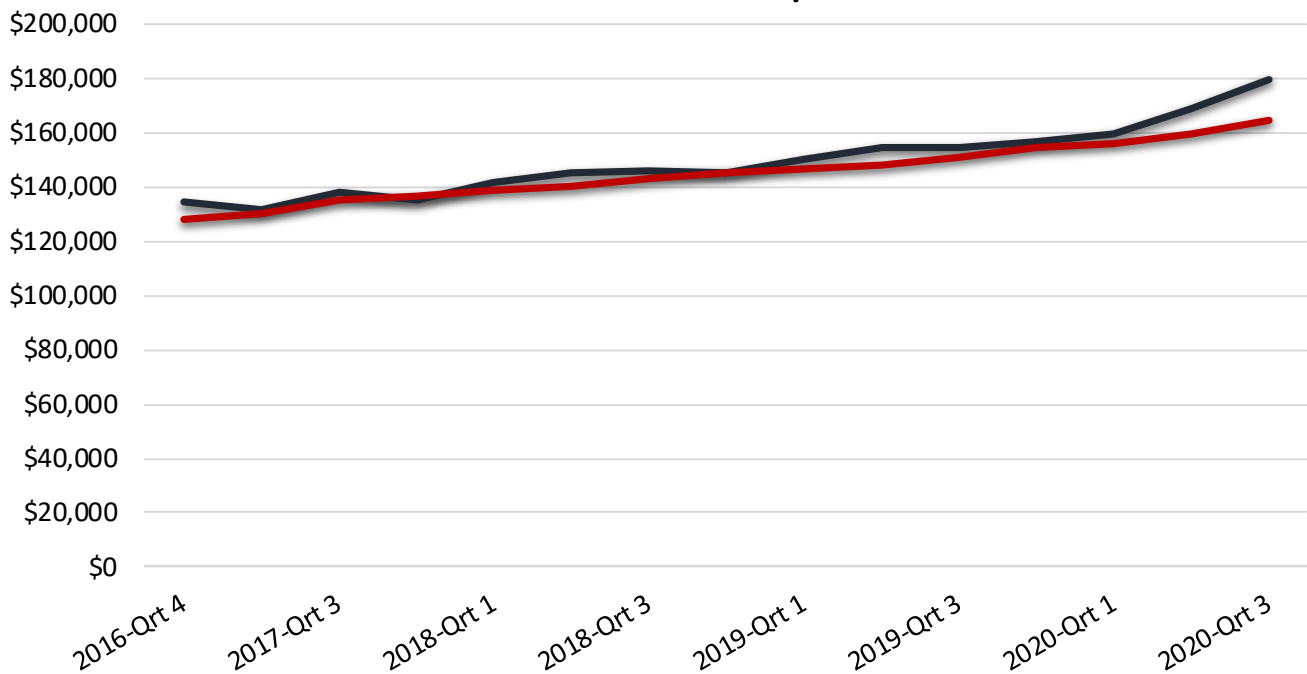
| Annual Summary | | | | | | |
|--------------------------|-------|--------|----------------------|--------|-----|--------|
| Date | Sales | Change | Sales Price | Change | DOM | Change |
| Nov 2014 - Oct 2015 | 684 | 13.1% | \$119,950 | -1.7% | 101 | 3.1% |
| Nov 2015 - Oct 2016 | 809 | 18.3% | \$127,500 | 6.3% | 80 | -20.8% |
| Nov 2016 - Oct 2017 | 859 | 6.2% | \$135,000 | 5.9% | 65 | -18.8% |
| Nov 2017 - Oct 2018 | 917 | 6.8% | \$144,500 | 7.0% | 49 | -24.6% |
| Nov 2018 - Oct 2019 | 877 | -4.4% | \$151,000 | 4.5% | 37 | -24.5% |
| Nov 2019 - Oct 2020 | 962 | 9.7% | \$168,800 | 11.8% | 18 | -51.4% |
| Current Active Listings: | | 90 | Months of Inventory: | | 1.1 | |

| Quarterly Summary | | | | | | | | |
|-------------------|-------|--------|-------------|--------|-----------|--------|-----|--------|
| Date | Sales | Change | Sales Price | Change | 4Qrt Med | Change | DOM | Change |
| 2018-Qrt 4 | 183 | -30.9% | \$145,000 | -0.7% | \$145,000 | 1.1% | 58 | 31.8% |
| 2019-Qrt 1 | 186 | 1.6% | \$150,000 | 3.4% | \$147,000 | 1.4% | 58 | 0.0% |
| 2019-Qrt 2 | 256 | 37.6% | \$155,000 | 3.3% | \$148,000 | 0.7% | 34 | -41.4% |
| 2019-Qrt 3 | 254 | -0.8% | \$154,950 | 0.0% | \$151,200 | 2.2% | 27 | -20.6% |
| 2019-Qrt 4 | 207 | -18.5% | \$157,000 | 1.3% | \$154,850 | 2.4% | 24 | -11.1% |
| 2020-Qrt 1 | 207 | 0.0% | \$159,400 | 1.5% | \$156,000 | 0.7% | 25 | 4.2% |
| 2020-Qrt 2 | 225 | 8.7% | \$168,800 | 5.9% | \$159,900 | 2.5% | 22 | -12.0% |
| 2020-Qrt 3 | 291 | 29.3% | \$180,000 | 6.6% | \$165,000 | 3.2% | 12 | -45.5% |

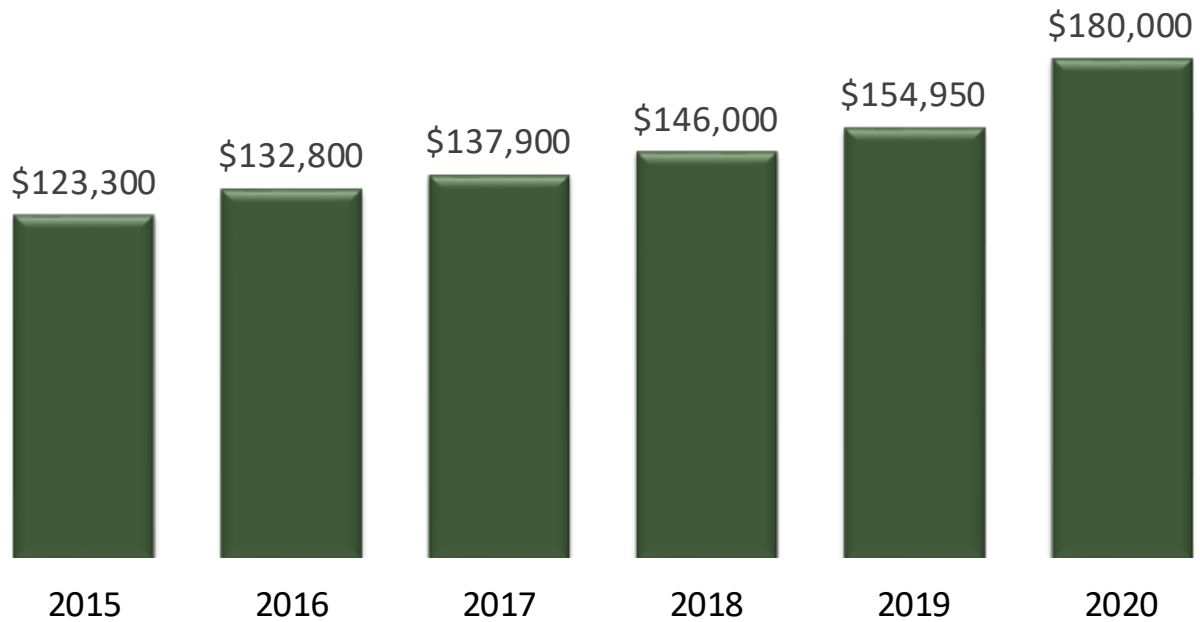
Annual Median Sales Price



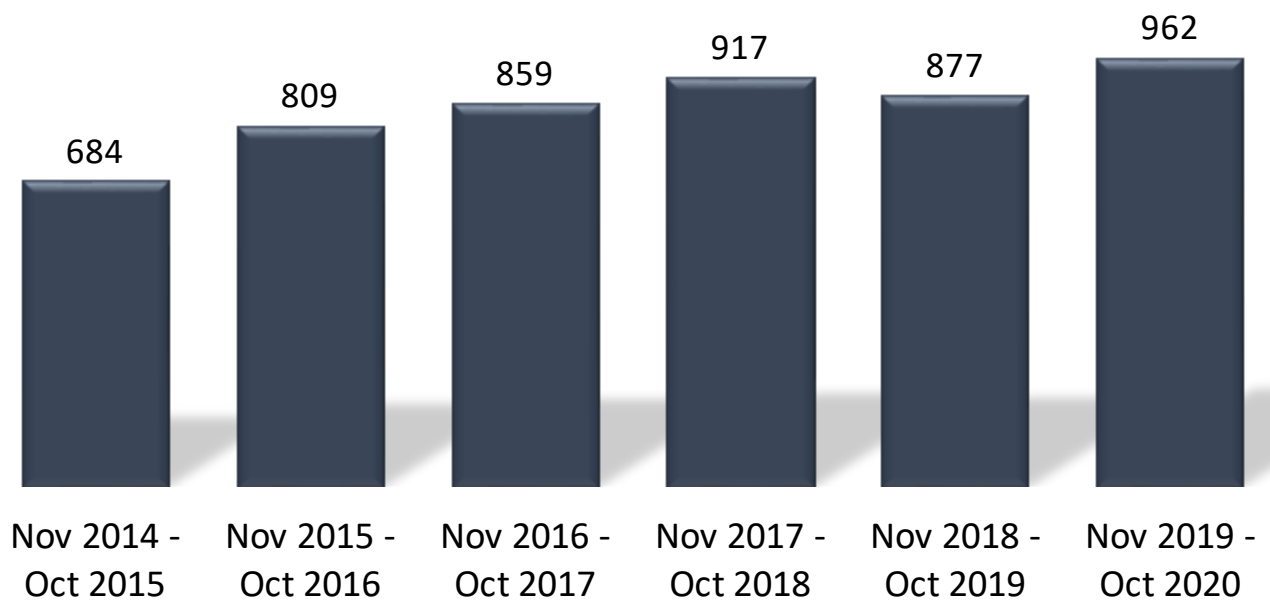
Median Sales Price by Quarter



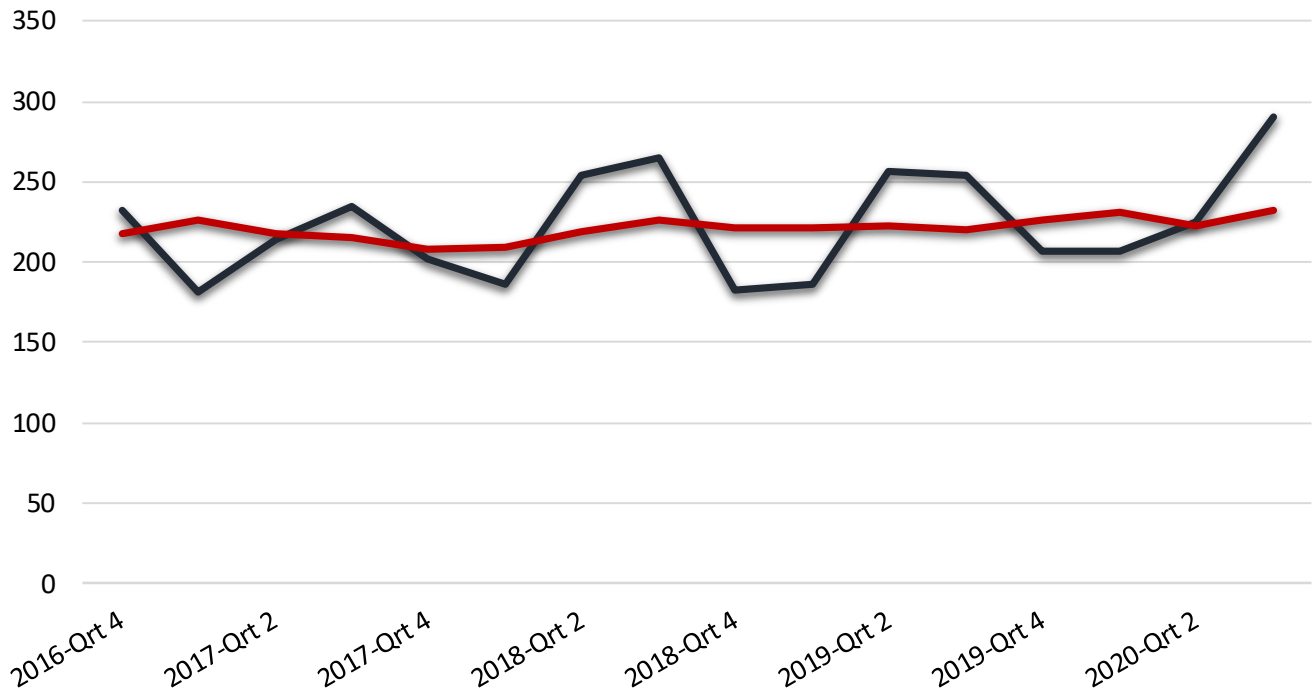
3rd Qtr Year over Year Median Sales Price



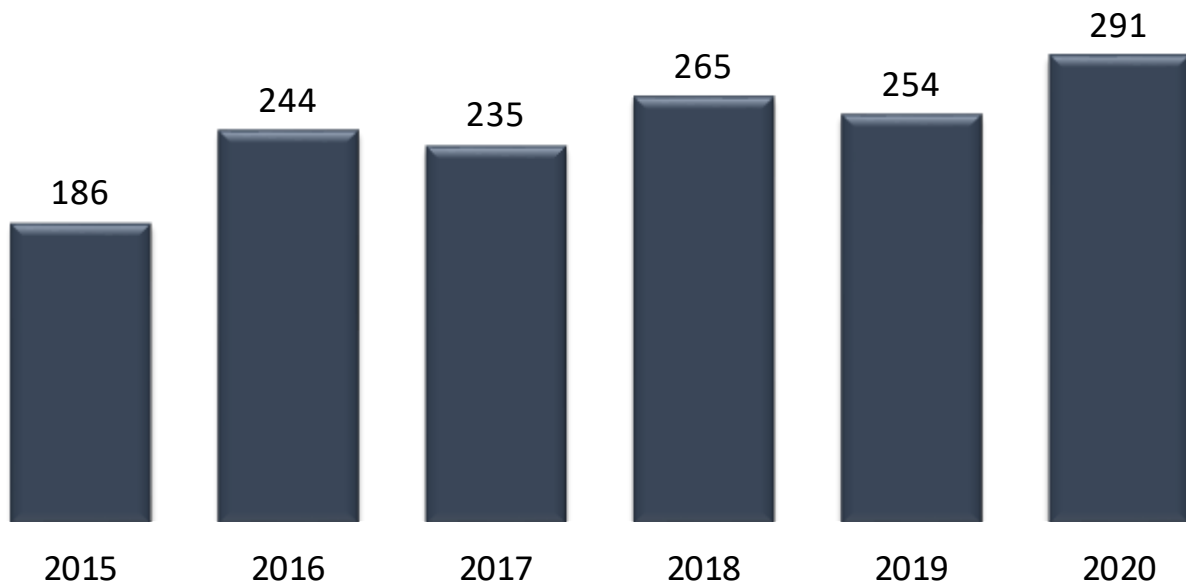
Annual Sales Volume



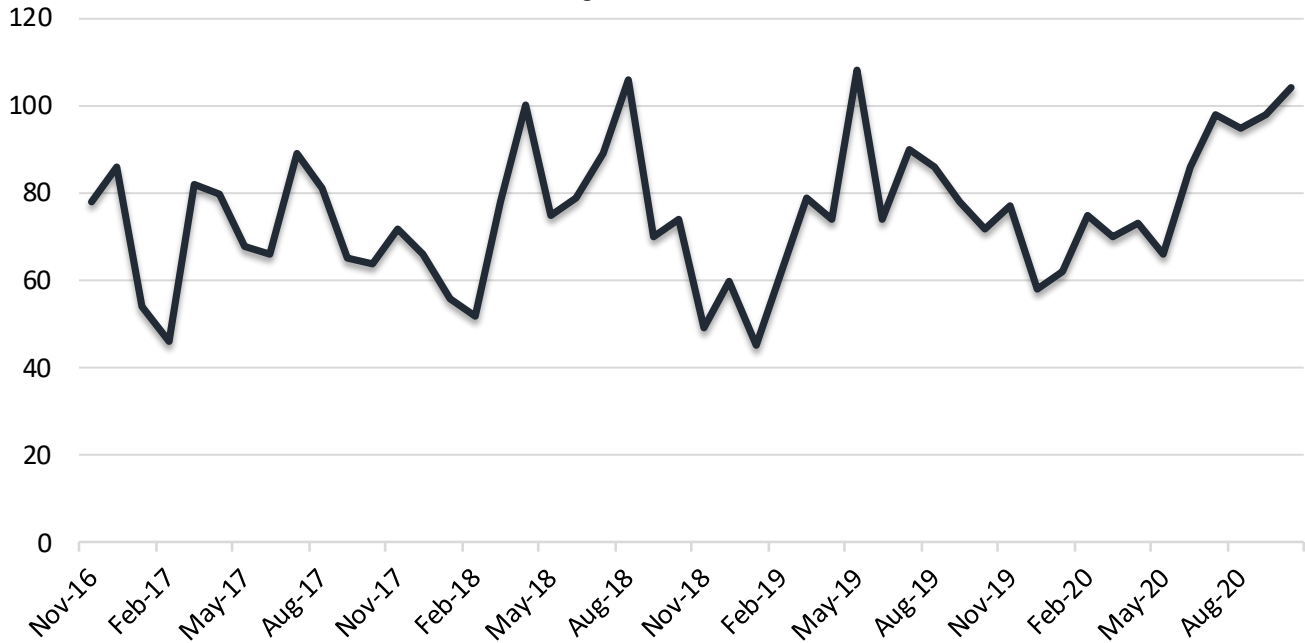
Sales Volume by Quarter



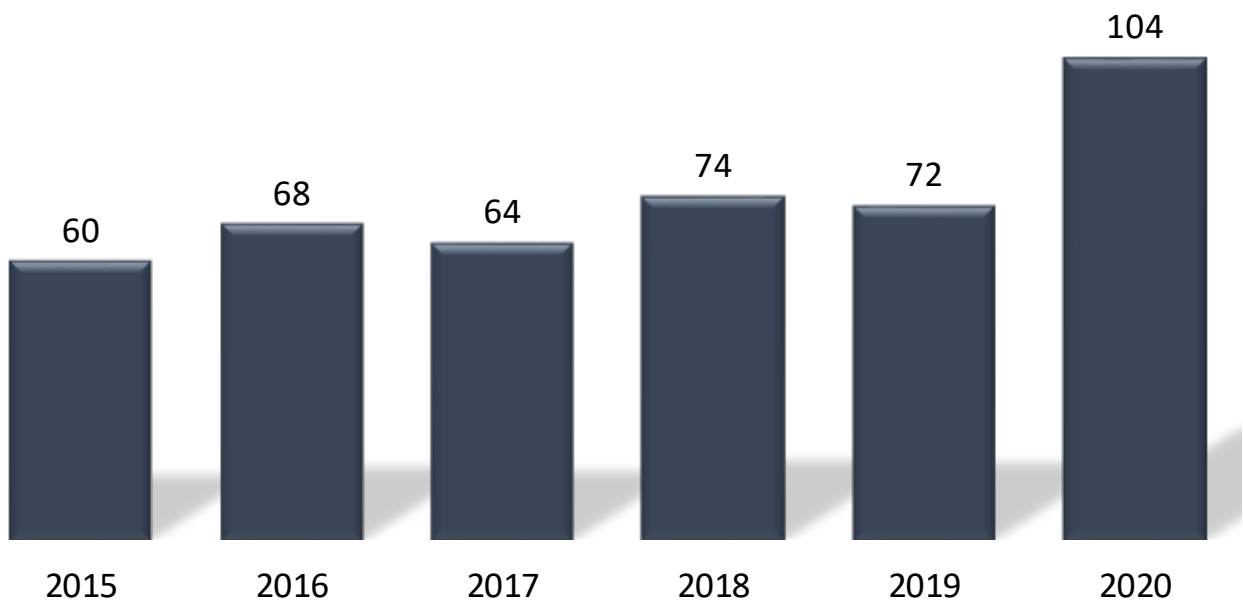
3rd Qtr Year over Year Sales Volume

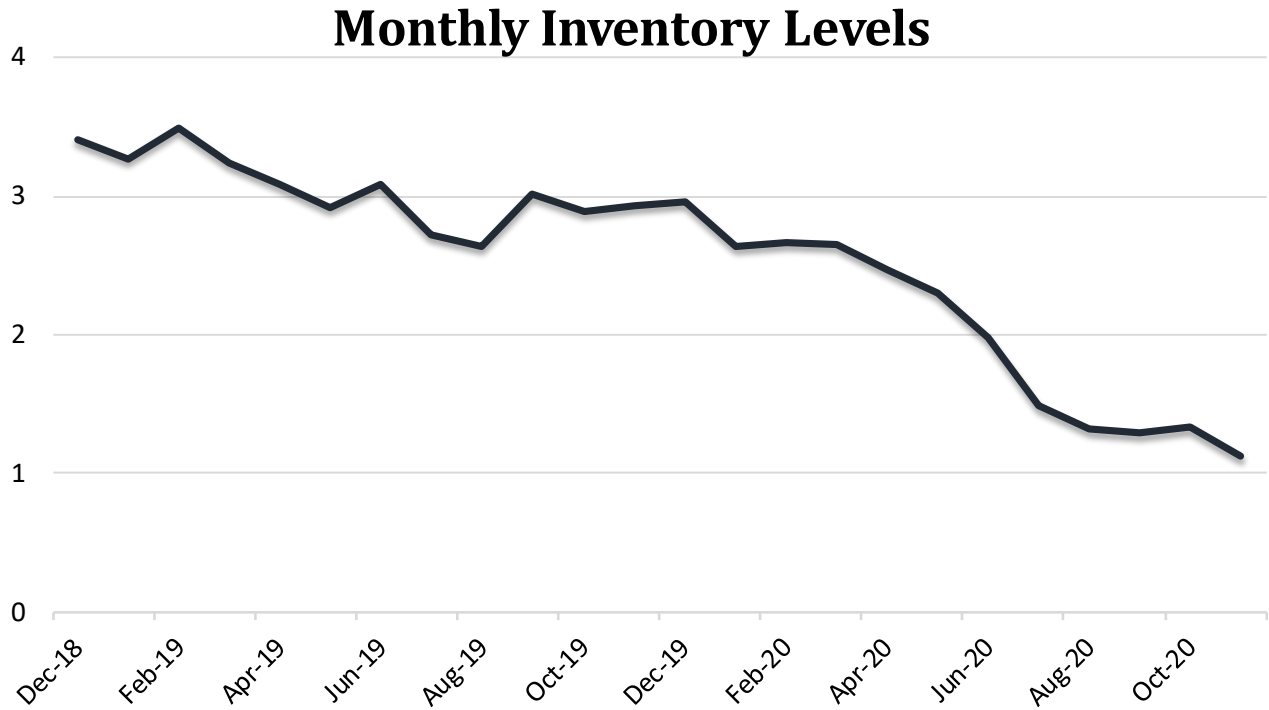


Monthly Sales Volume

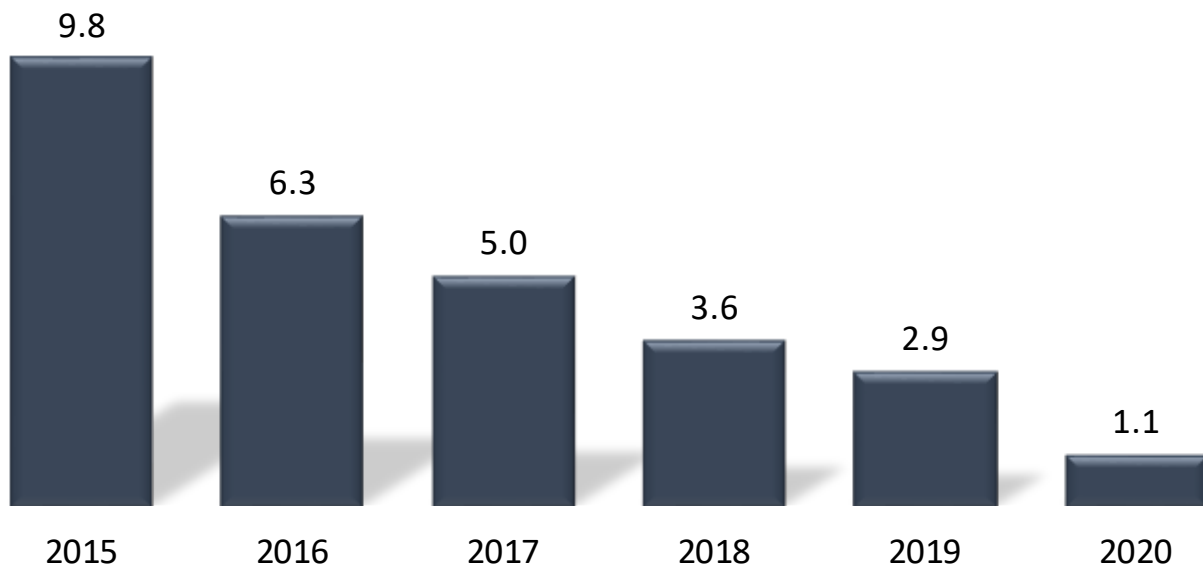


October Year over Year Sales Volume

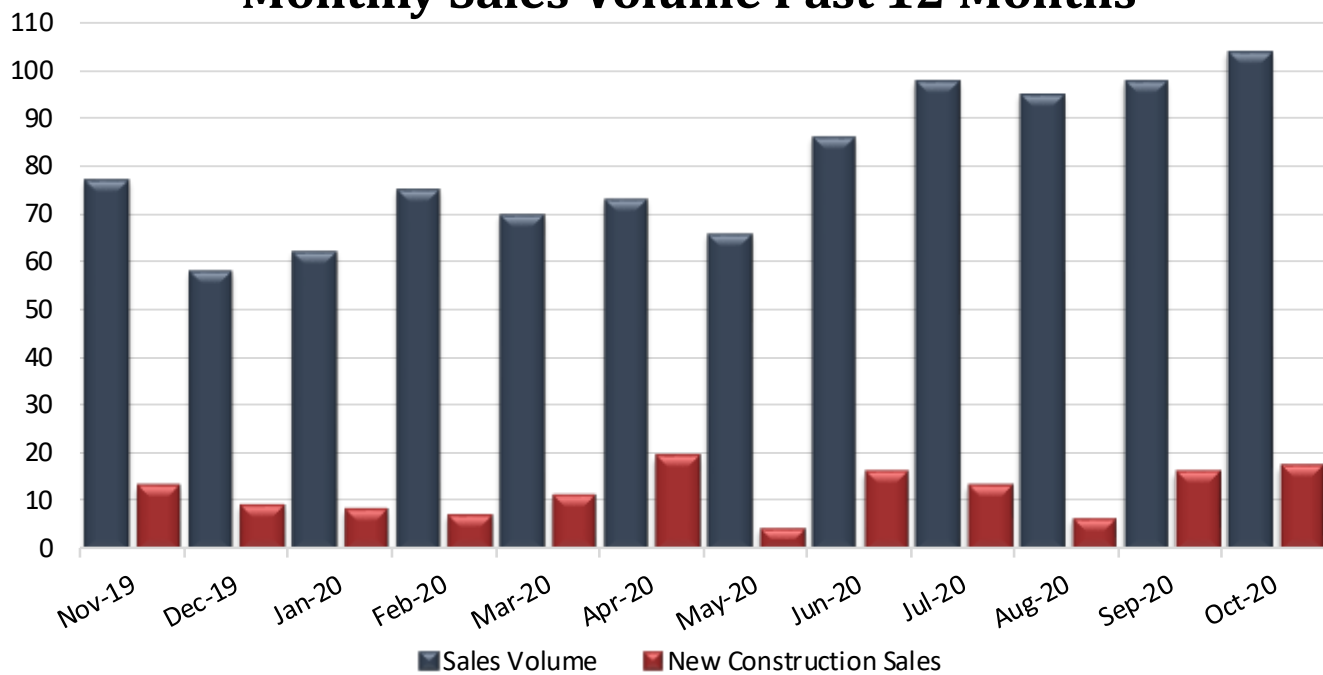




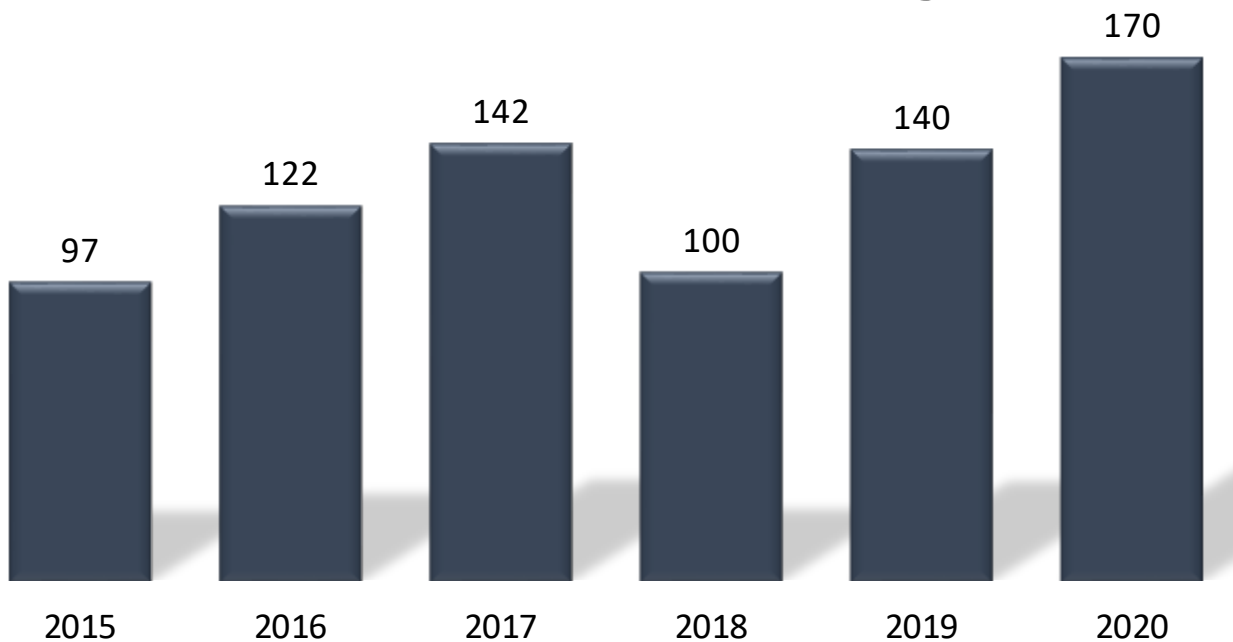
November Year over Year Inventory



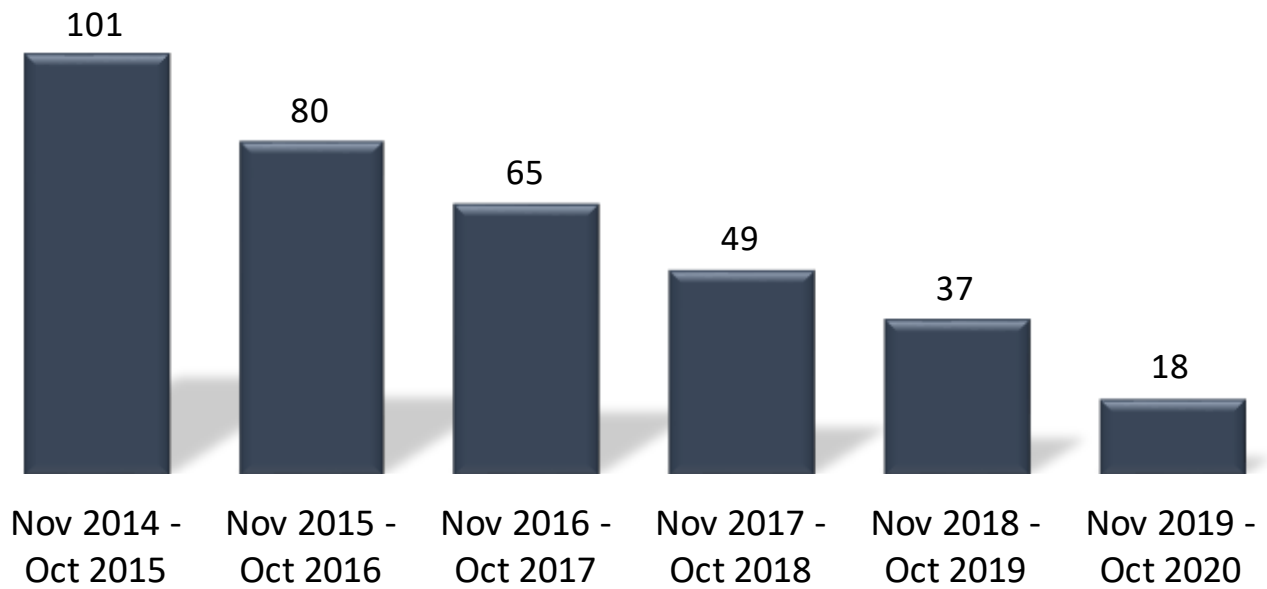
Monthly Sales Volume Past 12 Months



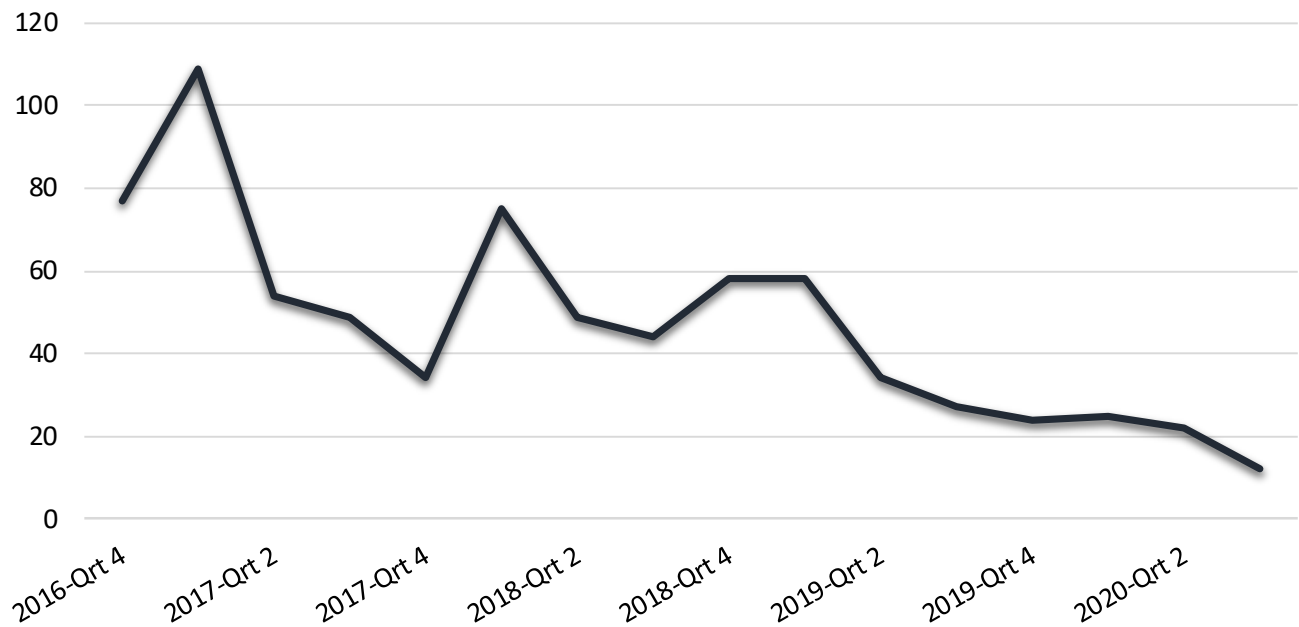
November Year over Year Pending Sales



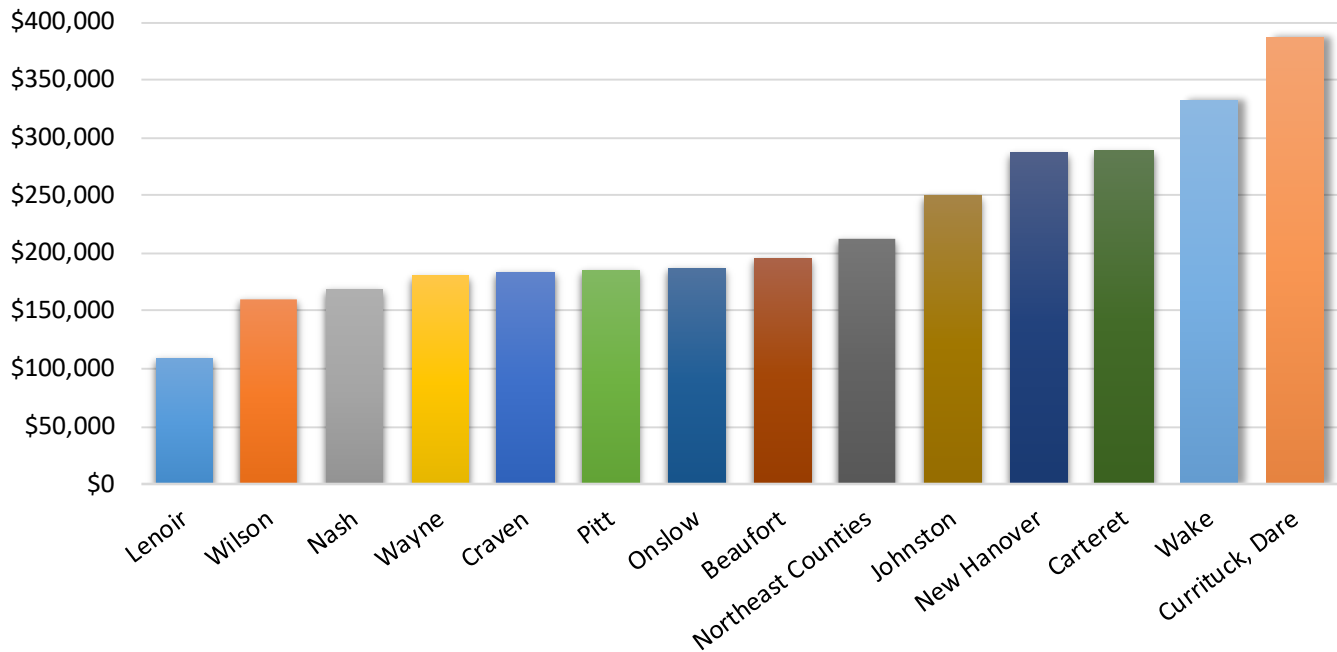
Annual Median Days on the Market



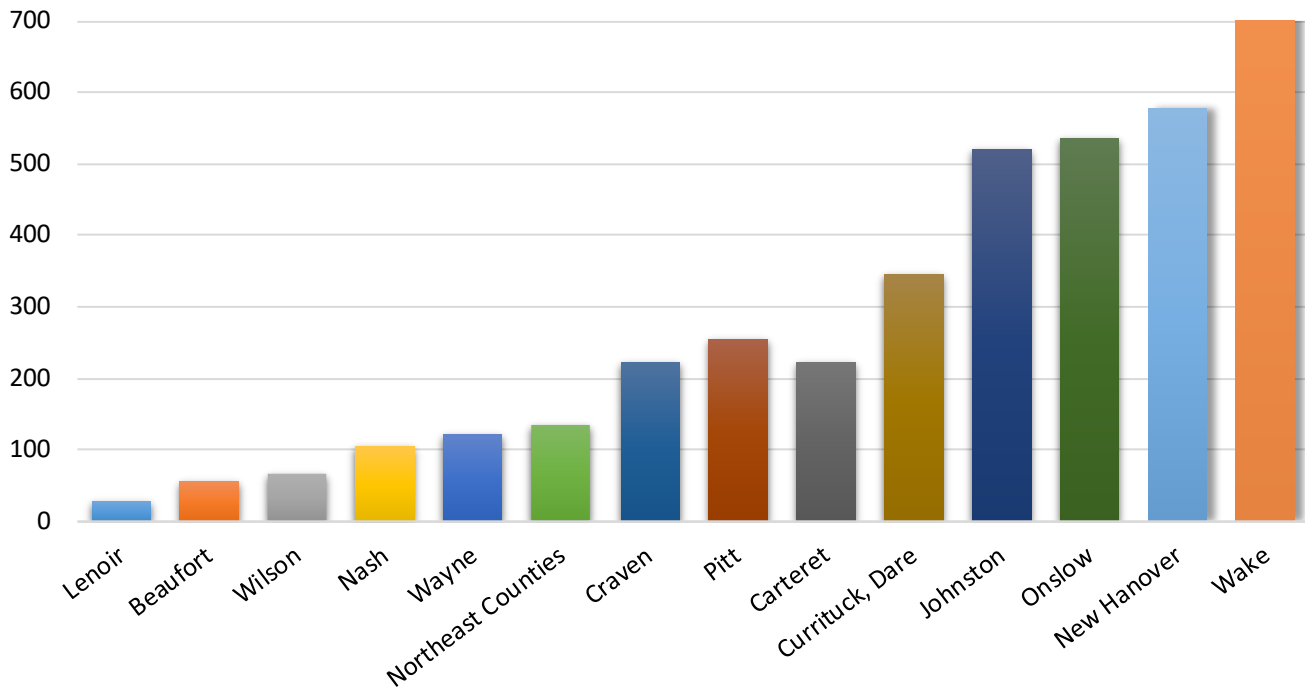
Median Days on Market by Quarter



Current Year Median Sales Price by County

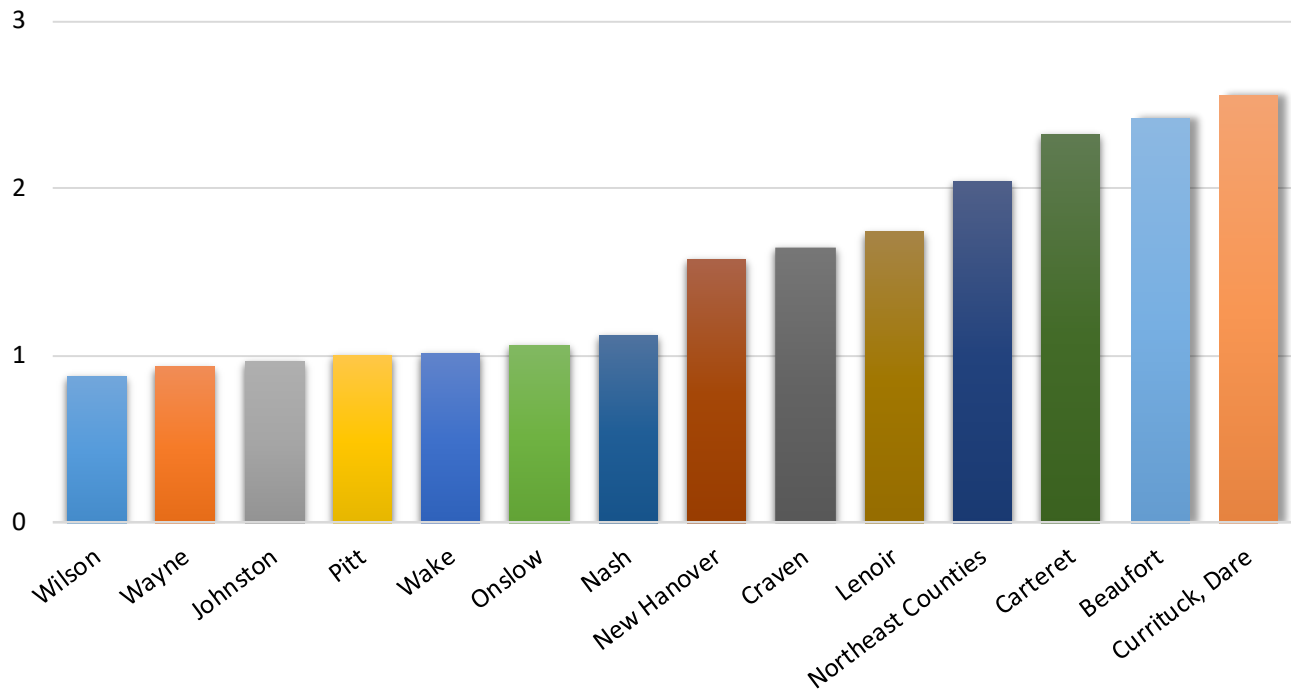


Current Month Sales Volume by County



*Wake County is off the chart at 2,130 sales

Comparison of Inventory Levels by County (Months)



New Construction Inventory Levels by County (Months)

