THE SHACKELFORD REPORT FEB 2021

Residential Real Estate Market Trends – Wilson County – February 2021

Produced by:

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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:

- 4th quarter sales volume increased 31.6% from the 4th quarter of 2019.
- January sales volume was 63.1% higher than January 2020 levels.
- Pending sales at the beginning of February increased 29.3% from February 2020.
- There are 0.7 months of inventory currently on the market.
- There are 1.0 months of new construction inventory on the market.

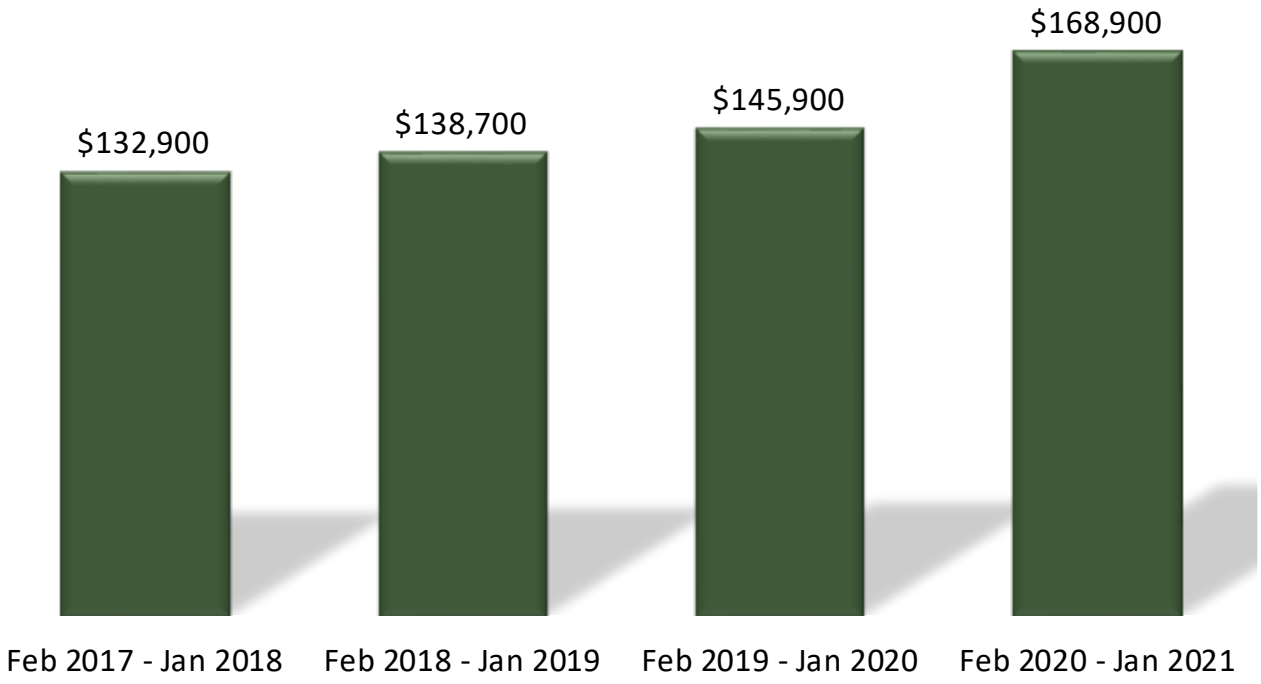
Annual Summary

Date	Sales	Change	Sales Price	Change	DOM	Change
Feb 2017 - Jan 2018	747	-	$132,900	-	35	-
Feb 2018 - Jan 2019	739	-1.1%	$138,700	4.4%	27	-22.9%
Feb 2019 - Jan 2020	758	2.6%	$145,900	5.2%	22	-18.5%
Feb 2020 - Jan 2021	873	15.2%	$168,900	15.8%	10	-54.5%
Current Active Listings:	53			Months of Inventory:	0.7	

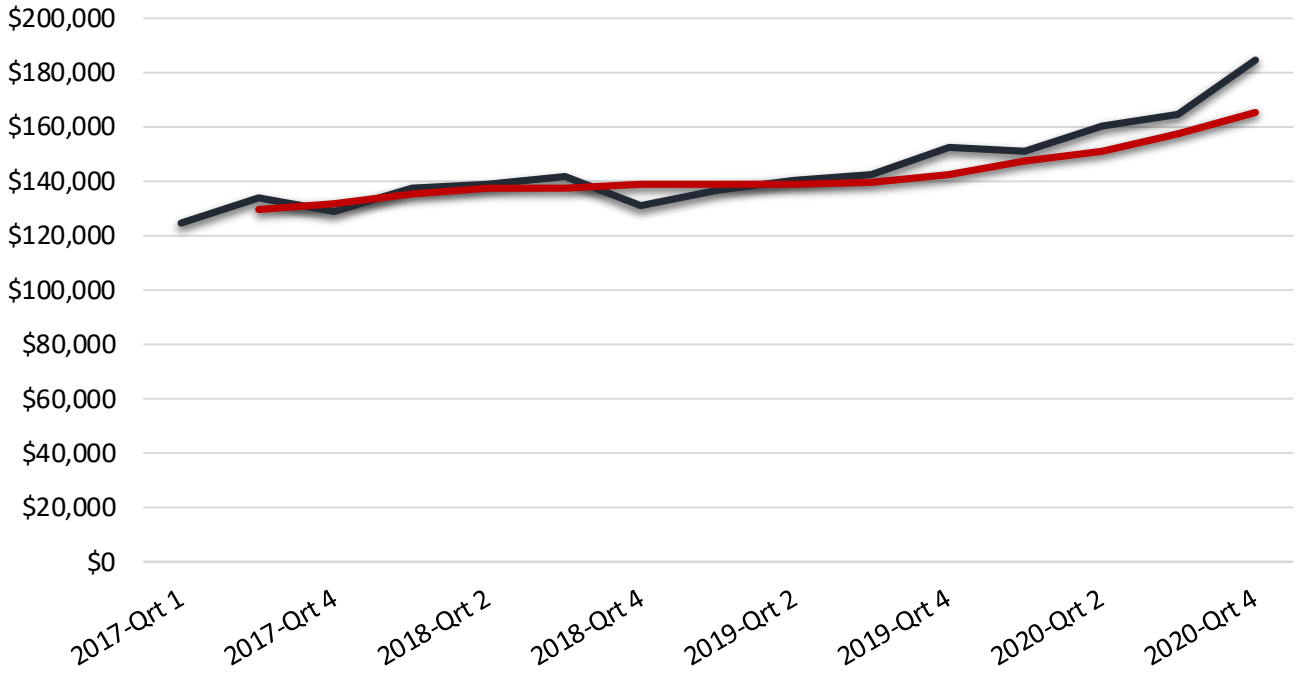
Quarterly Summary

Date	Sales	Change	Sales Price	Change	4Qrt Med	Change	DOM	Change
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%
2019-Qrt 4	171	-21.2%	$153,000	7.0%	$143,000	2.5%	21	31.3%
2020-Qrt 1	173	1.2%	$151,500	-1.0%	$147,500	3.1%	24	14.3%
2020-Qrt 2	208	20.2%	$160,450	5.9%	$151,250	2.5%	14	-41.7%
2020-Qrt 3	241	15.9%	$164,950	2.8%	$158,000	4.5%	10	-28.6%
2020-Qrt 4	225	-6.6%	$184,500	11.9%	$165,500	4.7%	6	-40.0%

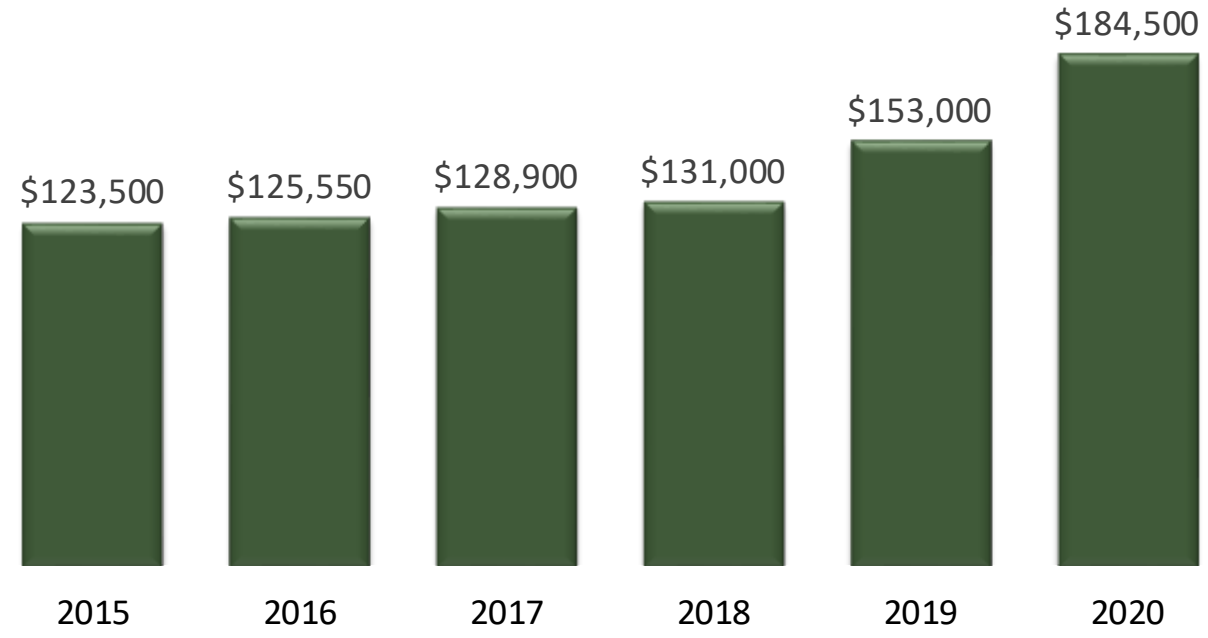
Annual Median Sales Price



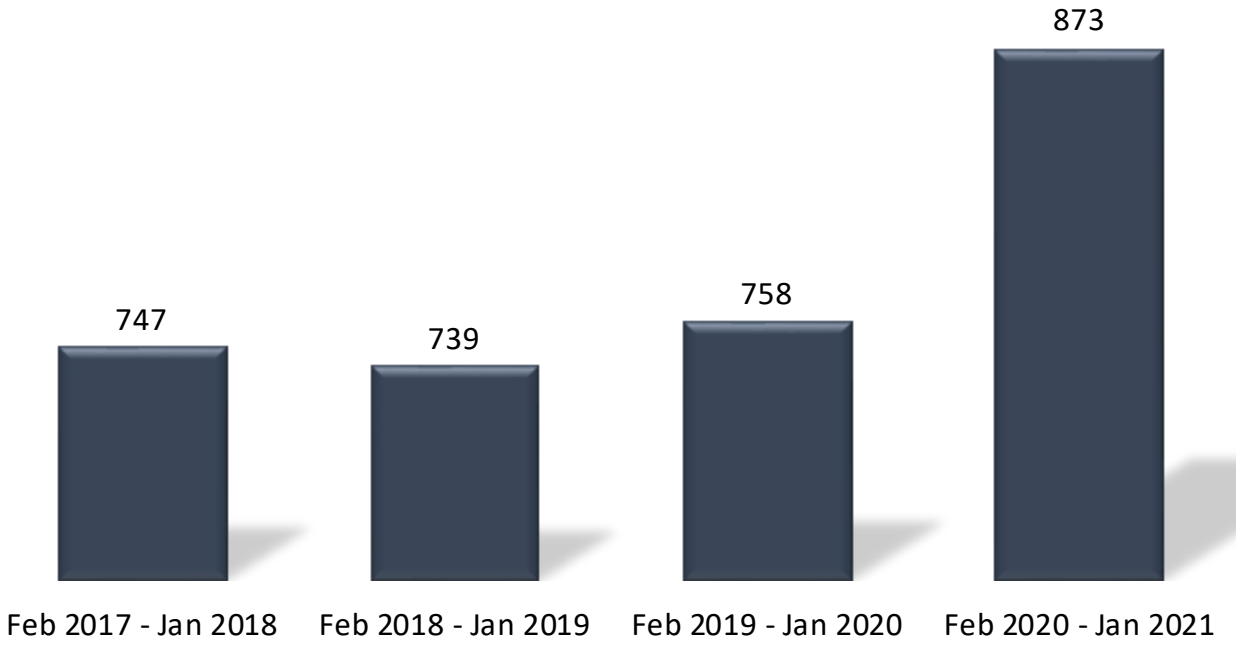
Median Sales Price by Quarter

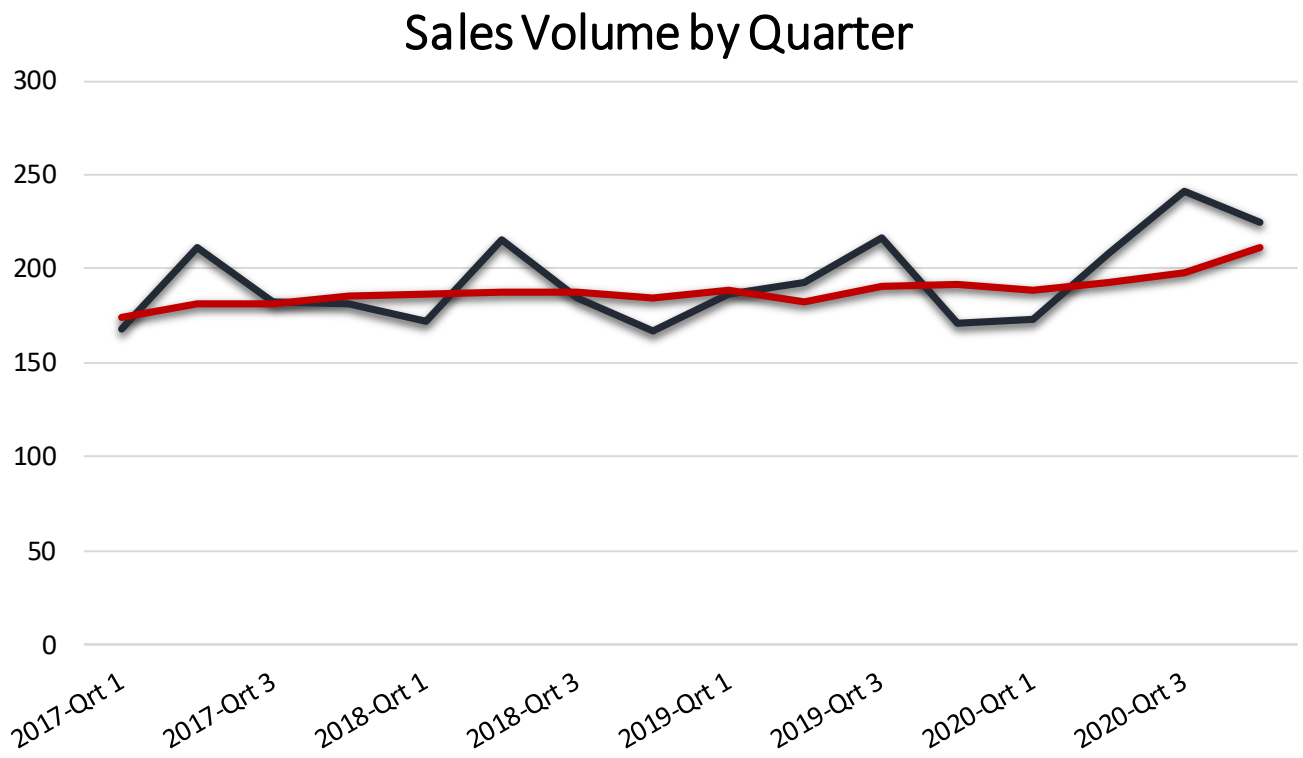


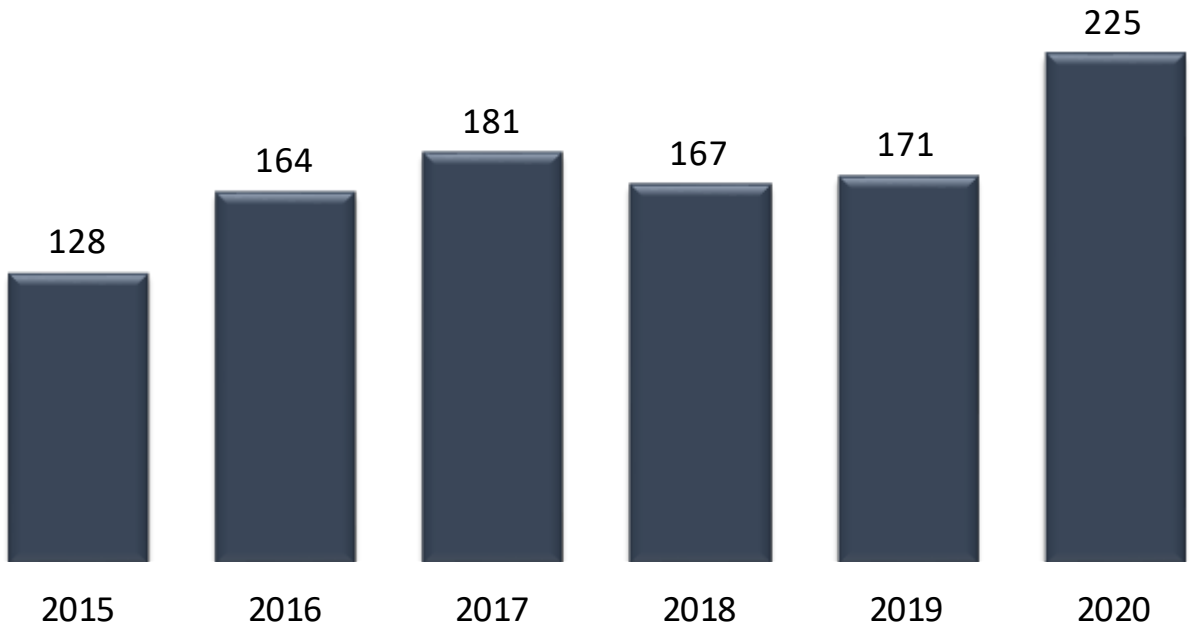
4th Qtr Year over Year Median Sales Price



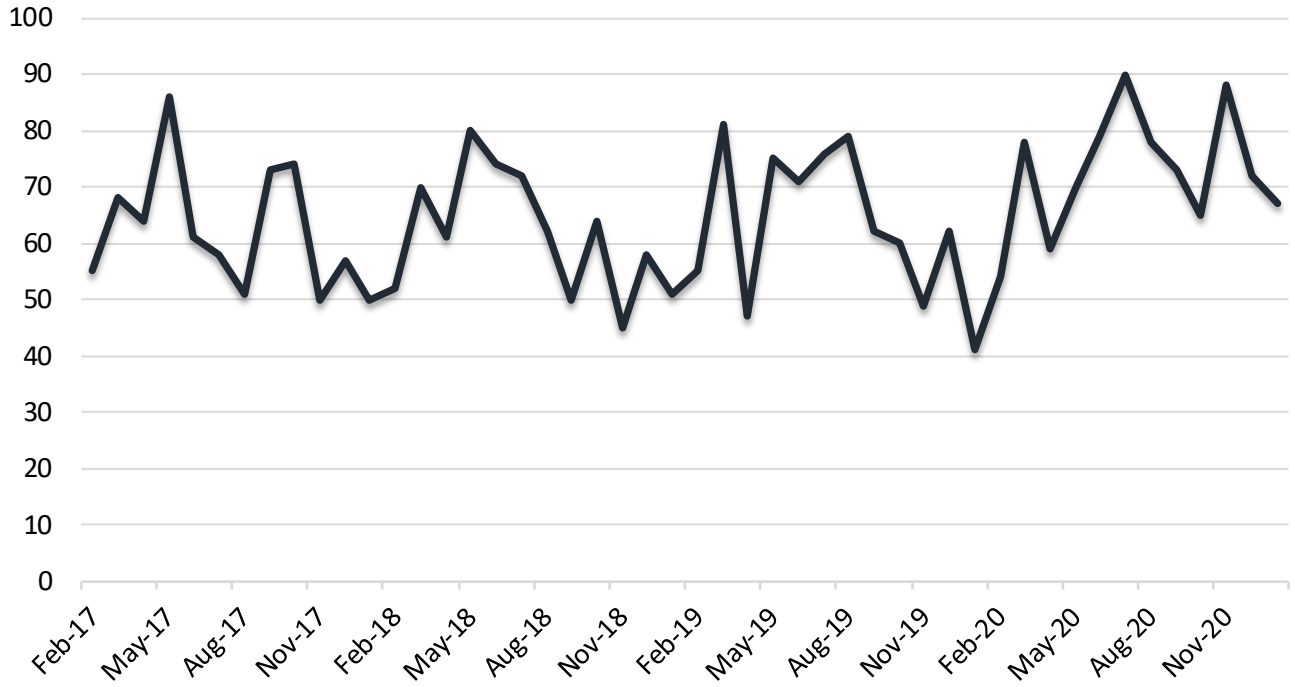
Annual Sales Volume



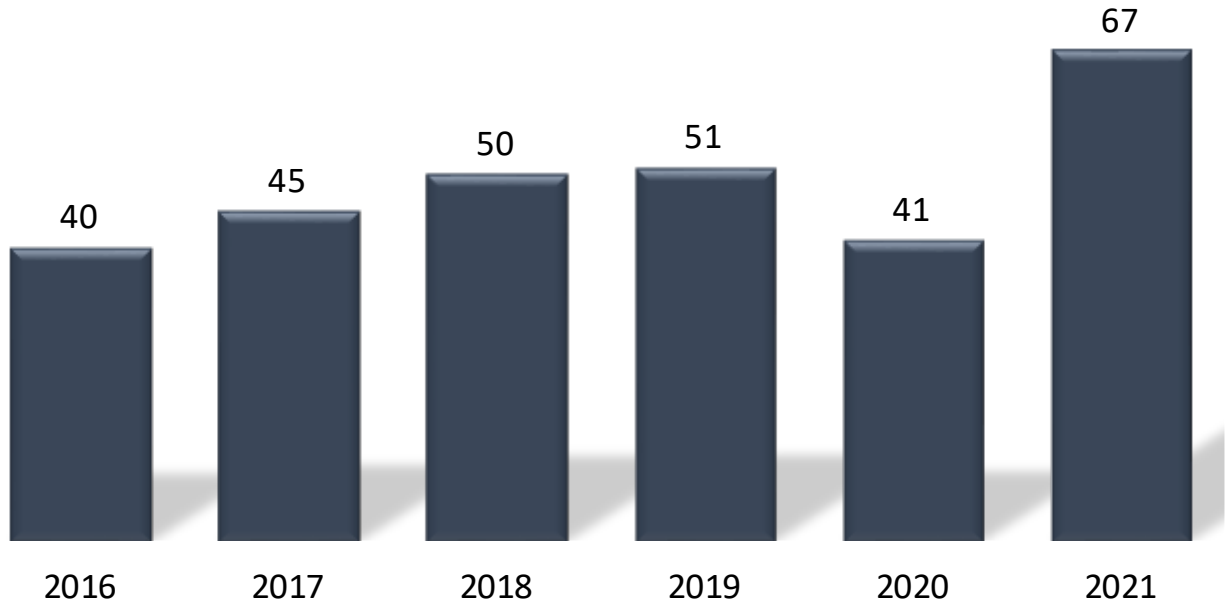

Sales Volume by Quarter
300
250
200
150
100
50
0
2017-Qrt 1
2017-Qrt 3
2018-Qrt 1
2018-Qrt 3
2019-Qrt 1
2019-Qrt 3
2020-Qrt 1
2020-Qrt 3


4th Qtr Year over Year Sales Volume
128
164
181
167
171
225
2015
2016
2017
2018
2019
2020

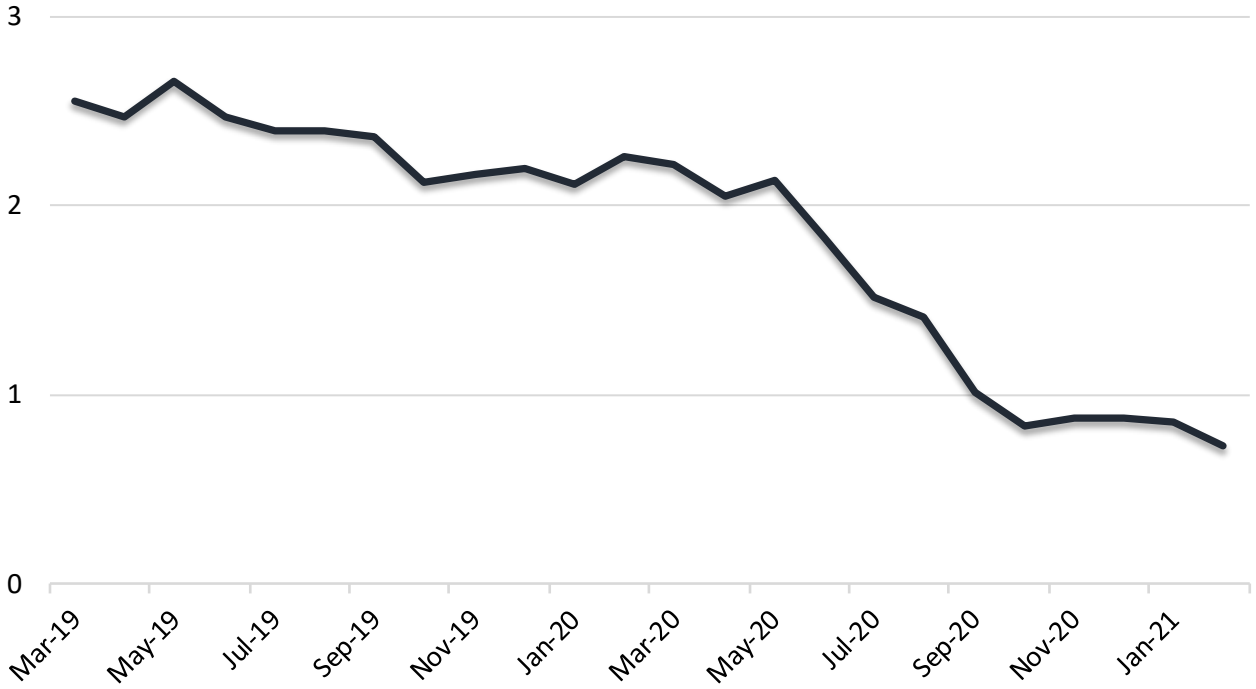
Monthly Sales Volume



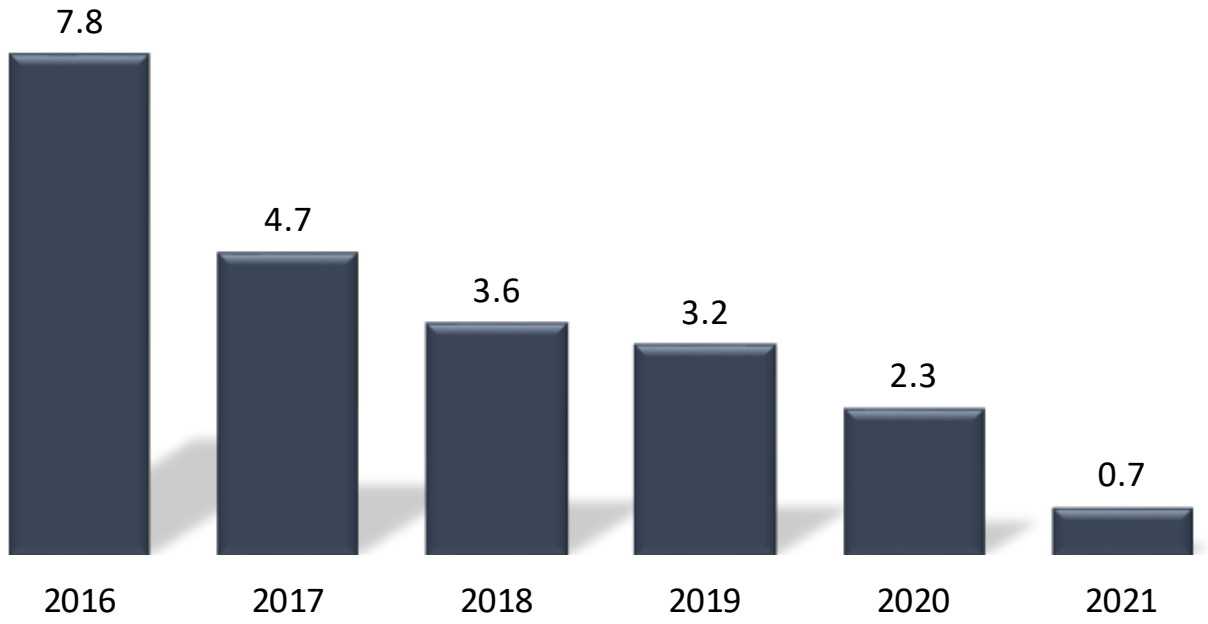
January Year over Year Sales Volume



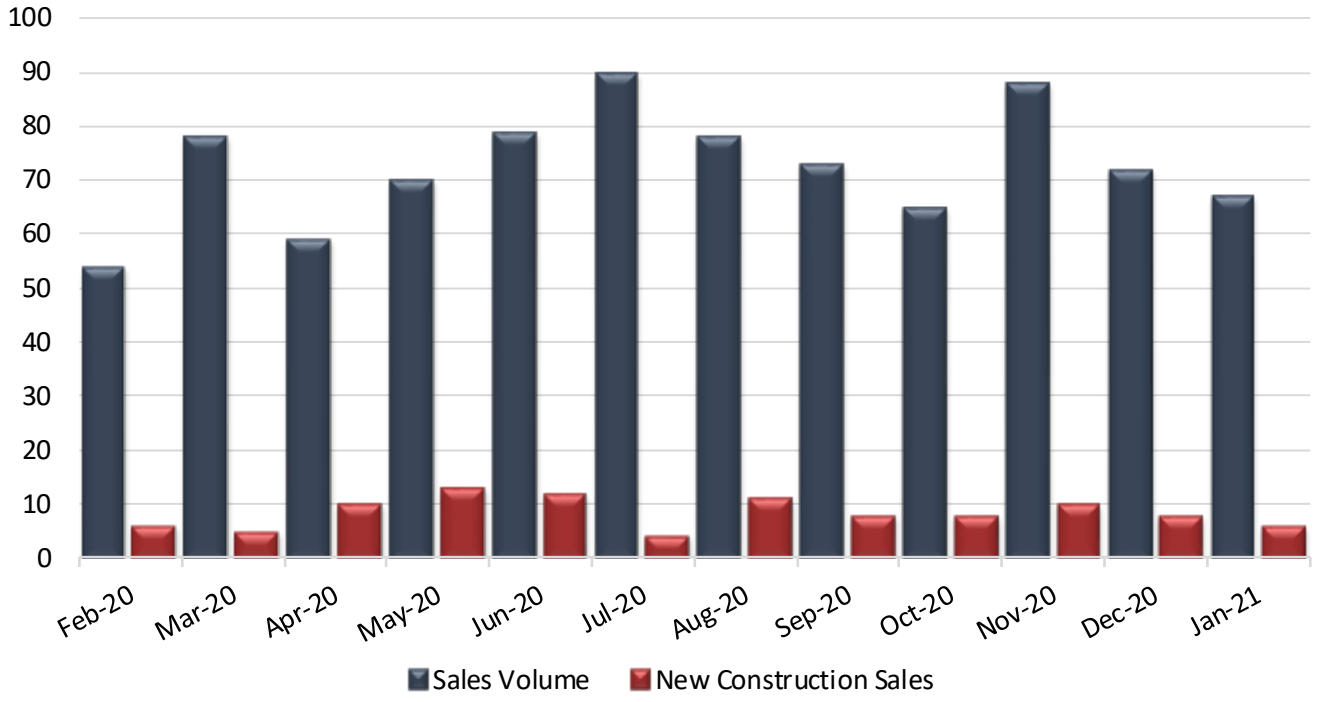
Monthly Inventory Levels



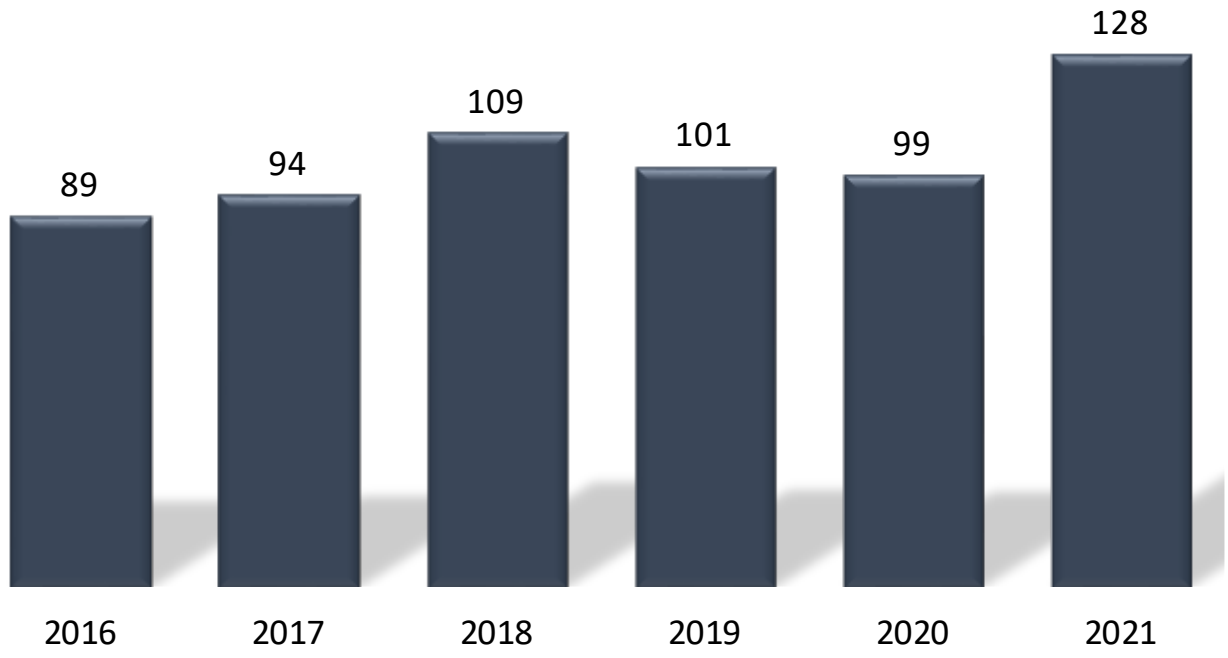
February Year over Year Inventory



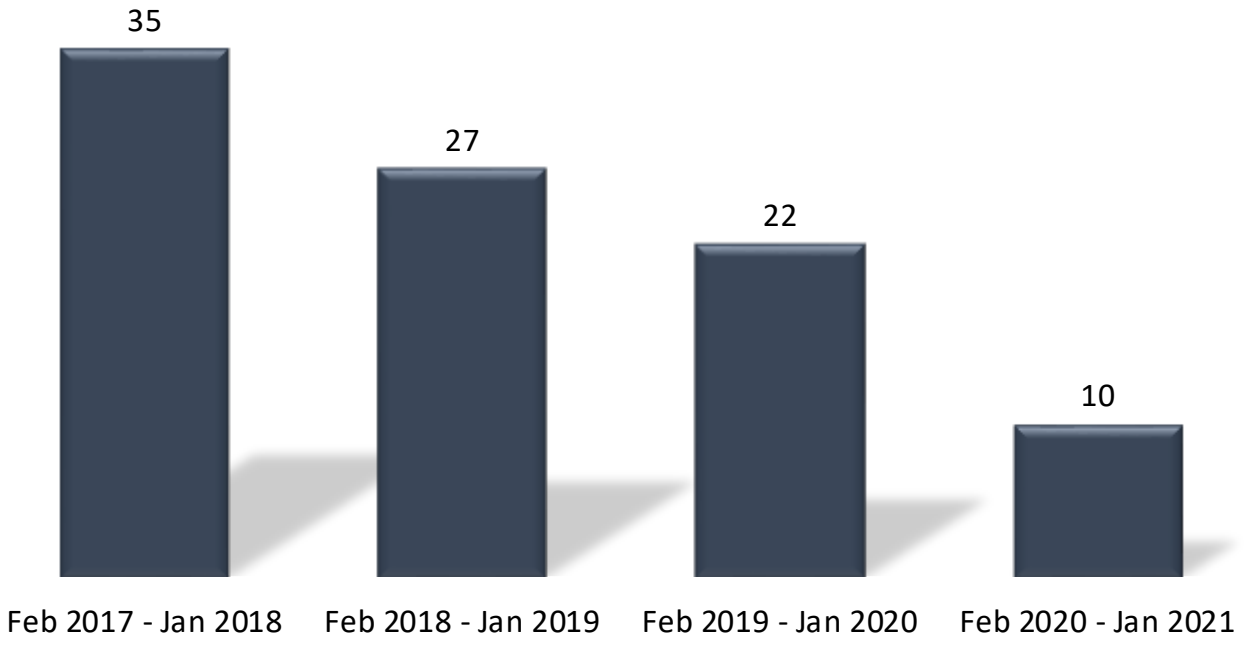
Monthly Sales Volume Past 12 Months

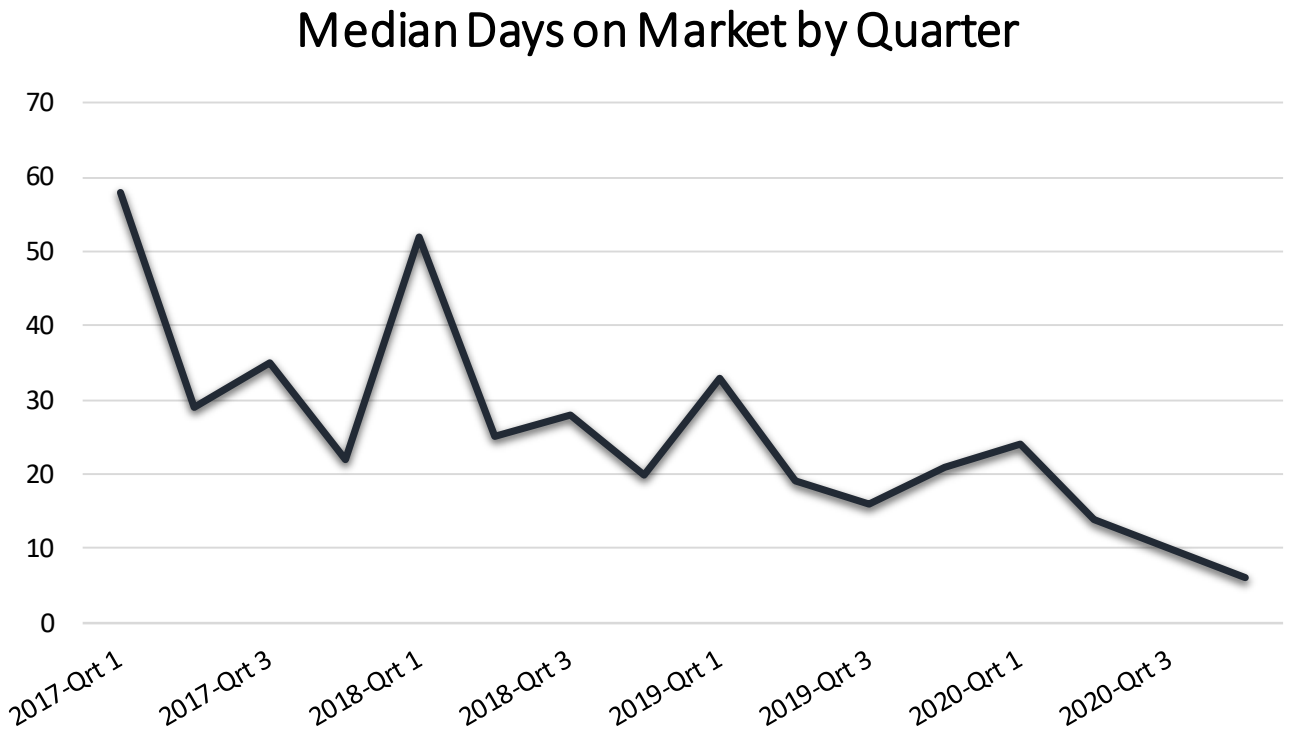


February Year over Year Pending Sales

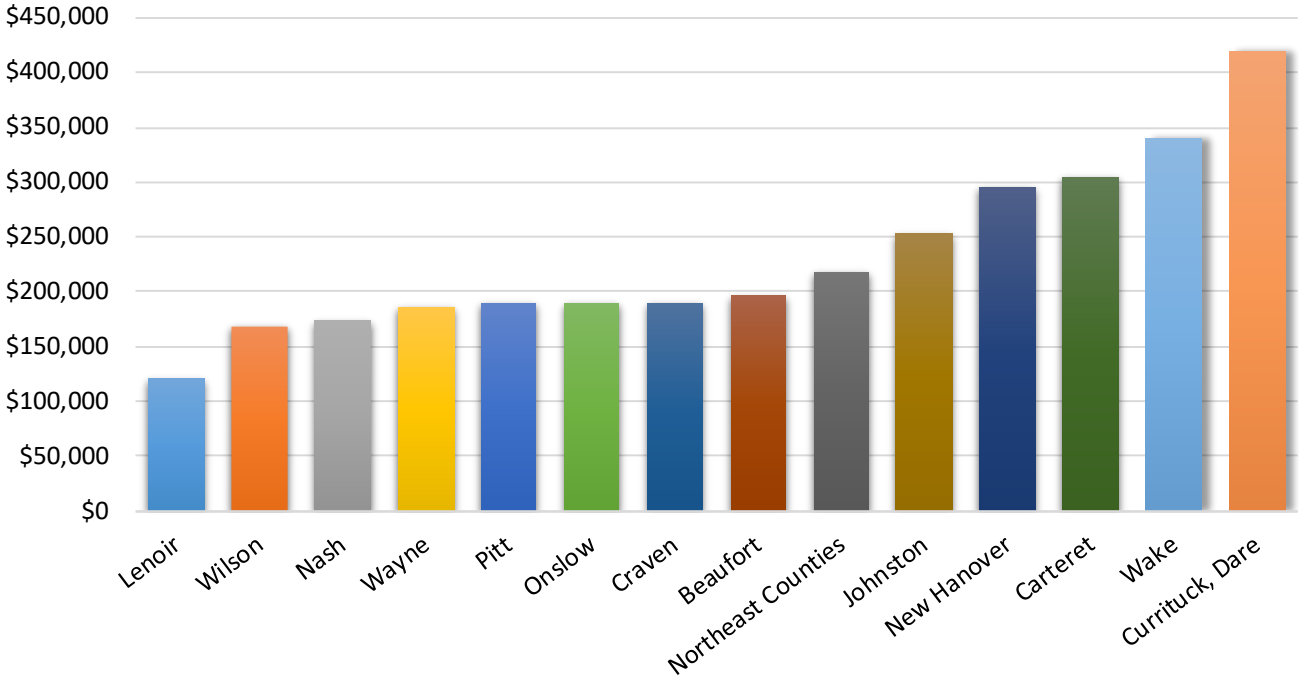


Annual Median Days on the Market

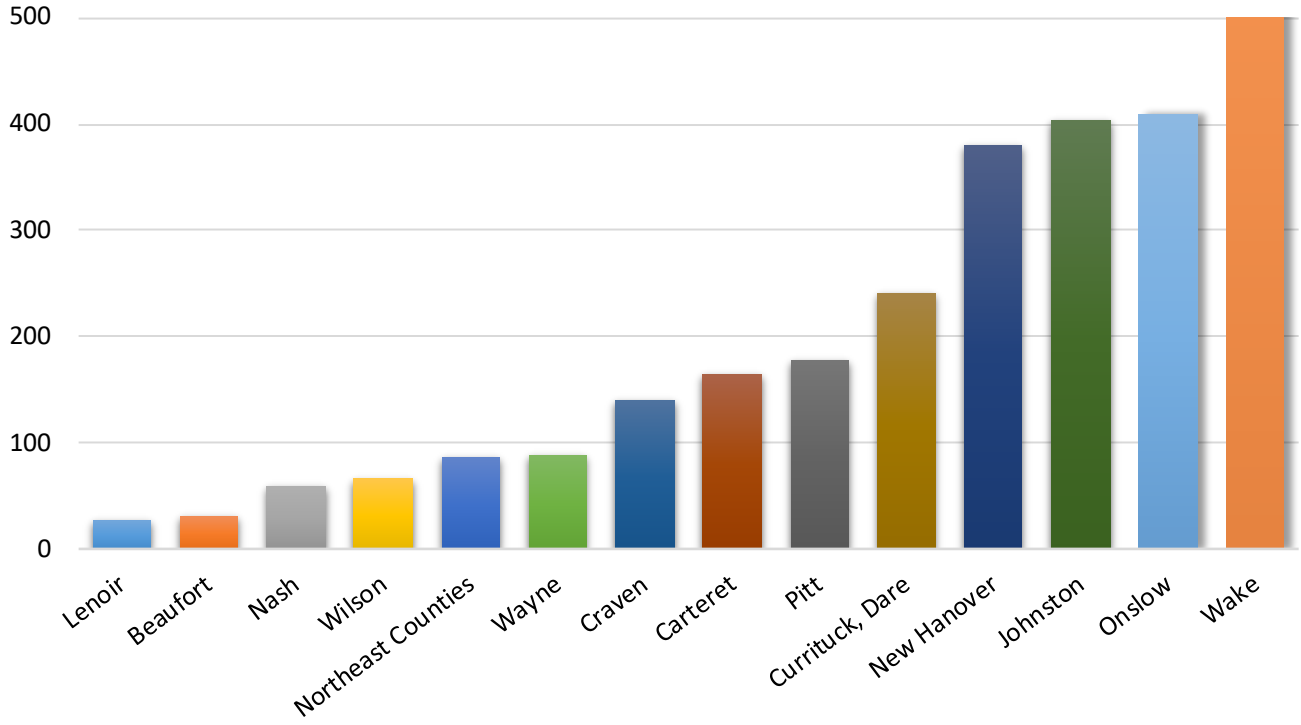




Current Year Median Sales Price by County

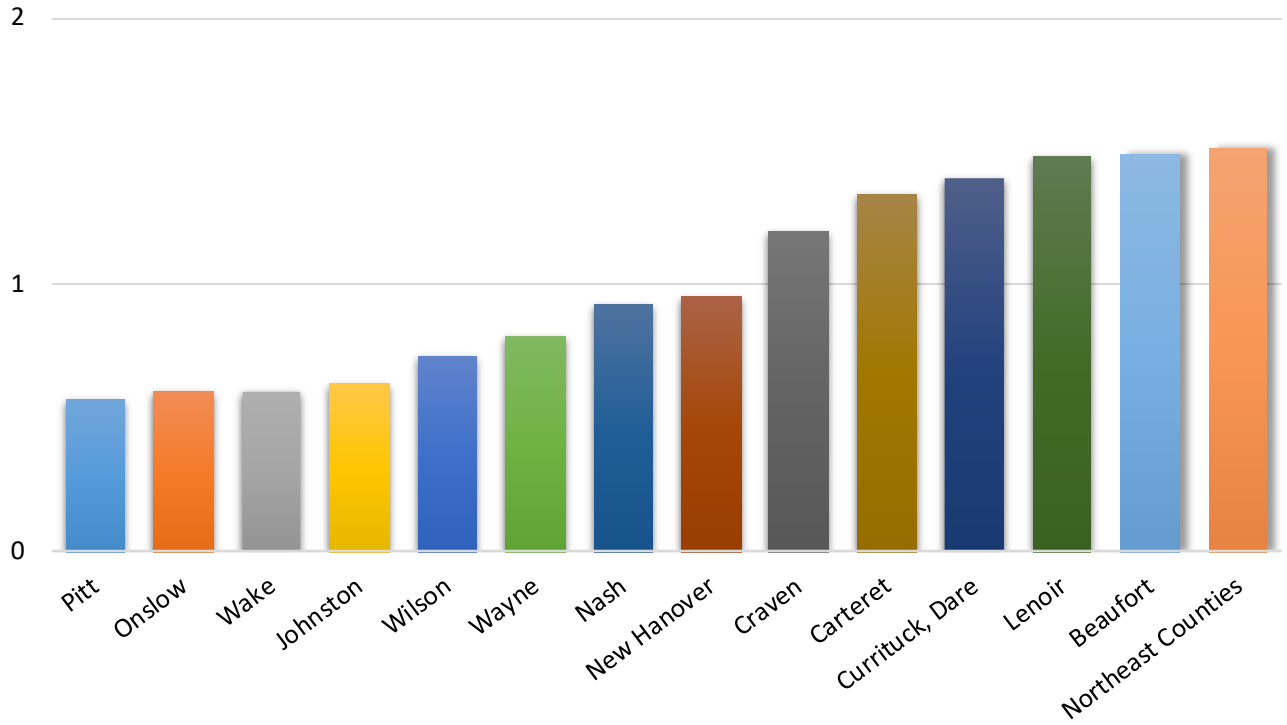


Current Month Sales Volume by County

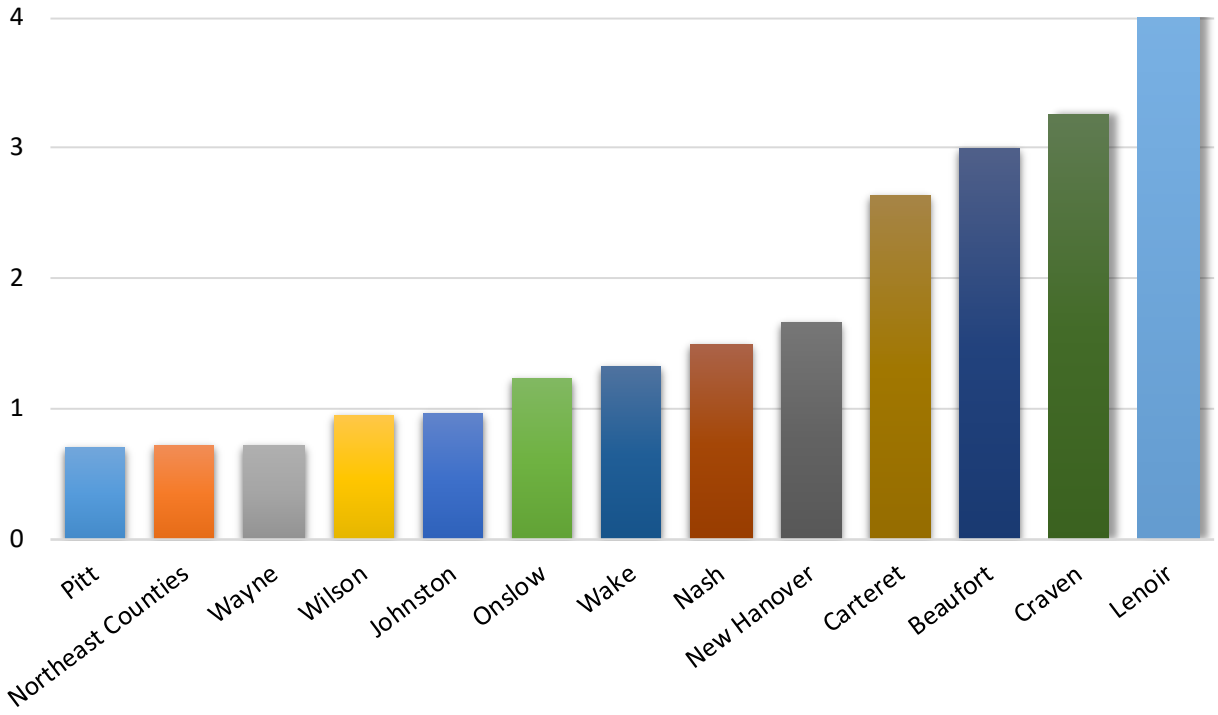


*Wake County is off the chart at 1,427 sales

Comparison of Inventory Levels by County (Months)



New Construction Inventory Levels by County (Months)



*Lenoir County is off the chart at 7.5 months