

Monthly Market Stats

MTH/MTH Comparison: February 2016

February 2016

| | Closings | Median Price | Inventory | Pending | Days on Market |
|--------------|------------|--------------|--------------|------------|----------------|
| Residential | 265 | \$396,970 | 1,536 | 368 | 66 |
| Condos | 15 | \$285,000 | 67 | 22 | 52 |
| Total | 280 | - | 1,603 | 390 | - |
| Land | 20 | \$247,450 | 395 | 19 | 105 |

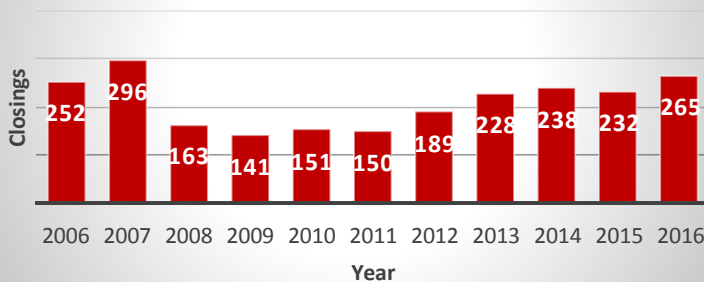
Quick Facts



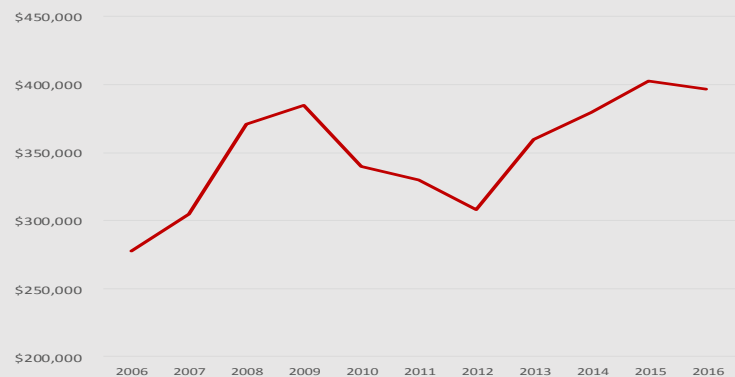
#WCHousingStats

- Home sales in February 2016 exceeds February 2015 by 9.8% with 280 single-family residential and condominium closings compared to 255.
- Median sales price for a single-family home was \$396,970 in February 2016, a decrease of 1.4% from February 2015.
- Inventory in Williamson County is 1,603, down 1.5 percent from the same period last year.
- Year-to-date home closings through February 2016 are 605, a 14.15 % increase from the 530 closings reported through February 2015.

Historic February Residential Closings



Historic February Median Prices



February 2015

| | Closings | Median | Inventory | Pending | DOM |
|--------------|------------|-----------|--------------|------------|----------|
| Res | 232 | \$402,655 | 1,546 | 369 | 74 |
| Condos | 23 | \$216,000 | 83 | 18 | 56 |
| Total | 255 | - | 1,629 | 387 | - |
| Land | 15 | \$240,000 | 472 | 19 | 128 |

February 2014

| | Closings | Median | Inventory | Pending | DOM |
|--------------|------------|-----------|--------------|------------|----------|
| Res | 238 | \$379,323 | 1,477 | 332 | 74 |
| Condos | 25 | \$163,900 | 86 | 30 | 76 |
| Total | 263 | - | 1,563 | 362 | - |
| Land | 17 | \$132,500 | 552 | 30 | 334 |

SINGLE FAMILY HOMES- WILLIAMSON CO CITIES

| | Closed | Median | Inventory | Pending | DOM |
|--------------------|--------|-----------|-----------|---------|-----|
| Arrington | 1 | \$561,500 | 33 | 2 | 0 |
| Brentwood | 25 | \$785,000 | 257 | 38 | 57 |
| College Grove | 5 | \$554,711 | 49 | 30 | 89 |
| Fairview | 14 | \$221,150 | 51 | 10 | 82 |
| Franklin | 116 | \$418,282 | 669 | 315 | 65 |
| Nolensville | 25 | \$409,900 | 162 | 103 | 46 |
| Spring Hill | 40 | \$307,745 | 174 | 63 | 80 |
| Thompson's Station | 38 | \$350,314 | 172 | 44 | 65 |

SINGLE FAMILY HOMES IN OTHER COUNTIES

| | Closed | Median |
|------------|--------|-----------|
| Williamson | 265 | \$396,970 |
| Davidson | 609 | \$246,500 |
| Rutherford | 360 | \$205,500 |
| Wilson | 169 | \$247,580 |
| Maury | 99 | \$183,900 |
| Sumner | 177 | \$229,733 |

Message from the President

WILLIAMSON COUNTY HOME SALES MAKE MODEST GAINS IN FEBRUARY

Continues upward trend in 2016

Home sales in Williamson County made modest gains in February 2016 with a year-over-year increase of 9.8 percent, according to the latest monthly market report released by the Williamson County Association of REALTORS® (WCAR).

There were 280 single-family homes and condominium closings for the month versus 255 closings reported in February 2015. Year-to-date home closings through February 2016 are 605, a 14.15 percent increase from the 530 closings reported through February 2015.

"Williamson County's residential homes sales continued its upward trend in February indicating the high desirability of the area among home buyers," said David Logan, President of the Board of the Williamson County Association of REALTORS®. "While the winter months can impact the pace of home sales, our area continued to see steady improvement."

The median price for a single-family residence was \$396,970, and for a condominium it was \$285,000 in February 2016. Comparatively in February 2015, the median price for a single-family residence and condominium was \$402,655 and \$216,000, respectively.

Housing inventory in Williamson County at the end of February was 1,603, down 1.5 percent from 1,629 in February 2015.

"As we head into the spring selling season, inventory remains a challenge," said Logan. "Homes moved off the market at a faster pace than last month and faster than this time last year. The best advice for would-be buyers and sellers is to enlist the services of a trusted REALTOR® and start the process early."

David Logan
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