

# Monthly Market Stats

YTD and MTD Comparisons

## February 2018

	Closings	Average Price	Median Price	Days on Market	Active Inventory	Under Contract
Residential	304	\$560,187	\$479,446	41	1,160	1,079
Condos	22	\$292,871	\$281,000	25	39	82
<b>Total</b>	<b>326</b>	-	-	-	<b>1,199</b>	<b>1,161</b>
Land	21	\$773,872	\$293,000	123	365	98

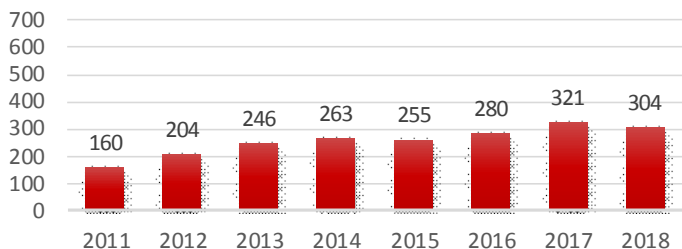
### Quick MTD Facts:



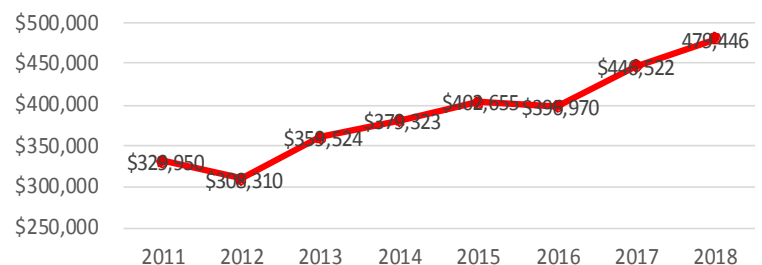
#WCHousingStats

- Williamson County median price for a residential single-family home rose slightly to \$479,446. This is up from January's median sales price of \$477,109.
- DOM for single-family residential homes lowered to 41 from January's, which was 46. The DOM have stay steady in the upper 30s to lower 40s for the last five months.
- Single-family residential home inventory rose slightly to 1,160 units. This is a slight increase from 1,137 units in January.
- Top three cities for highest median sales are: Arrington(\$745,000), Brentwood(\$689,900), College Grove (\$605,900).

February 2018 YTD  
Total Home Closings



February 2018 YTD  
Residential Median Sales Prices



## February 2017

	Closings	Average	Median	DOM	Active Inventory	Under Contract
Residential	299	\$517,214	\$446,522	41	1,090	1,107
Condos	22	\$246,777	\$250,500	15	51	74
<b>Total</b>	<b>321</b>	-	-	-	<b>1,141</b>	<b>1,181</b>
Land	23	\$484,540	\$204,900	70	384	71

## February 2018

### SINGLE FAMILY HOMES- WILLIAMSON CO CITIES

	Closed	Median	DOM	New
Arrington	1	\$ 745,000	81	3
Brentwood	41	\$ 689,900	63	119
College Grove	14	\$ 605,900	60	39
Fairview	11	\$ 339,900	36	12
Franklin	131	\$ 474,900	41	254
Nolensville	38	\$ 519,174	32	94
Spring Hill	38	\$ 358,862	33	84
Thompson's Station	26	\$ 407,642	27	69

### SINGLE FAMILY HOMES IN OTHER COUNTIES

As of 2/8/18	Closed	Average
Davidson	640	\$367,844
Sumner	216	\$292,914
Williamson	304	\$560,187
Wilson	206	\$309,351
Maury	110	\$252,509
Rutherford	367	\$264,985

#### Special Note- Definitions of Statistics:

- \* **Closings**-Listed properties that have closed in the month.
  - \* **Averaged Closed Price**-The average price of listed properties that have closed in a month.
  - \* **Median Closed Price**- The median price of listed properties that have closed in a month.
  - \* **Days on Market**- The average number of days from the first date available for showing to the Binding Contract Date (of an offer to purchase) for listed properties within a month.
  - \* **Total Inventory**- The total number of properties that are listed but not closed.
  - \* **Active Inventory**- The total number of listed properties that are under contract and have not closed.
  - \* **Under Contract Inventory**- The total number of listed properties that are under contract and have not closed.
  - \* **New Listing**- Properties listed for sale within the month.
  - \* **New Under Contract\*\***- Listings that have a Bidding Contact Date within the month with the statuses of Under Contract Showing, Under Contract-Not Showing and Closed.
- \*\*This statistic is now calculated using Binding Contract Date and previously reported as "New Pending"

## Message from the President...

### Celebration of Excellence Honors the Best of the Best

WCAR held their inaugural Celebrations of Excellence on February 24<sup>th</sup> in the ballroom of the Cool Spring Marriot.

The event honored WCAR members who excelled in the real estate market during 2017. Each candidate had to sale and/or lease more than \$2,000,000 in property to be considered for an award. In addition to honoring WCAR's most outstanding members, WCAR also honored their most outstanding affiliates and donors for the REALTORS® Political Action Committee (RPAC).

The night was a huge success. The room was filled with beautiful gowns, laughter, and dancing to everyone's 80s favorites from Rubiks Groove. But the highlight of the night centered around WCAR's three most prestigious awards.

Affiliate of the Year went to **Julie Arnold**, Highlands Residential - The Julie Arnold Team, for her generous support of WCAR. The Rookie of the Year award went to **Lisa Davis** for outstanding production and proficiency of a new REALTOR® with less than two years of experience. WCAR's highest honor, REALTOR® of the Year, went to **Dawne Davis** for her perseverance and work in the interest of her fellow REALTORS®, their profession, our community, and WCAR.

WCAR is proud of the outstanding results from the inaugural Celebration of Excellence. This year's event was the collaboration of a year's worth of planning by a very diligent awards committee. After selling out this year's event we look forward to growing next year and having another successful event.

The Celebration of Excellence awards program was designed to enhance professional and personal success. It is WCAR's opportunity to recognize those members who have gone beyond the already strenuous task of selling real estate. Members honored have taken their careers to the next level by enhancing their professional development skills through WCAR education courses and have played a valuable part in the Williamson County community in which they serve.

**Matt Daniel**  
**WCAR President**  
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