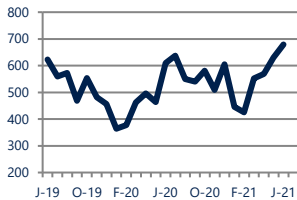




Focus On: Forsyth County Housing Market

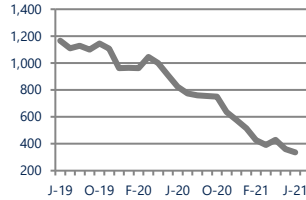
June 2021

Units Sold
679



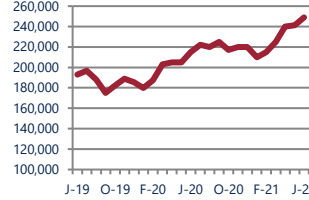
Up 11%
Vs. Year Ago

Active Inventory
336



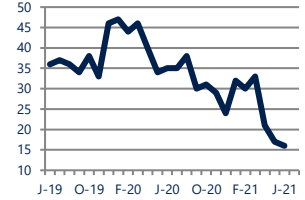
Down -59%
Vs. Year Ago

Median Sale Price
\$248,950



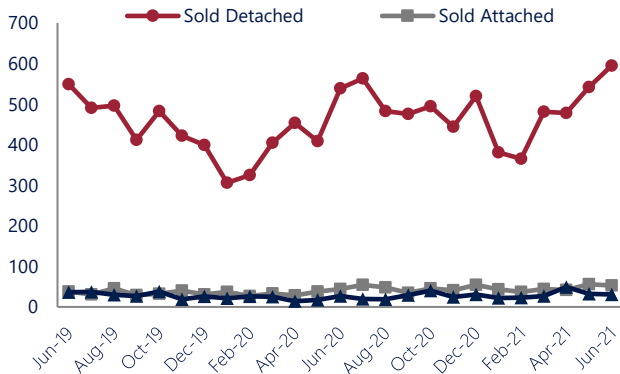
Up 16%
Vs. Year Ago

Days On Market
16



Down -54%
Vs. Year Ago

Units Sold*



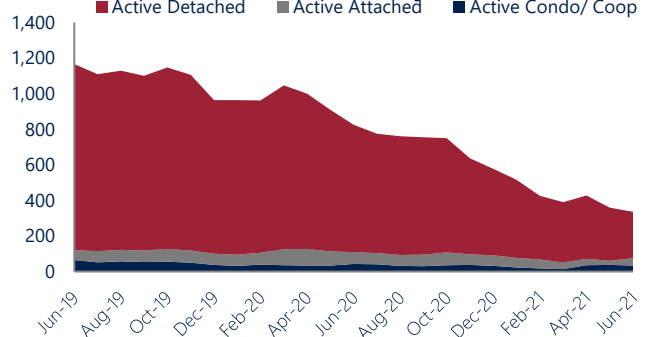
Units Sold

There was an increase in total units sold in June, with 679 sold this month in Forsyth County versus 630 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 11% versus June 2020.

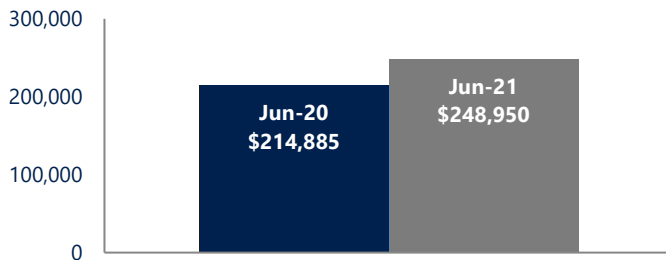
Active Inventory

Versus last year, the total number of homes available this month is lower by 489 units or 59%. The total number of active inventory this June was 336 compared to 825 in June 2020. This month's total of 336 is lower than the previous month's total supply of available inventory of 360, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Forsyth County Homes was \$214,885. This June, the median sale price was \$248,950, an increase of 16% or \$34,065 compared to last year. The current median sold price is 3% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



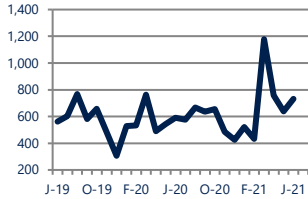
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TRIAD and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TRIAD or Long & Foster Real Estate, Inc.





New Listings

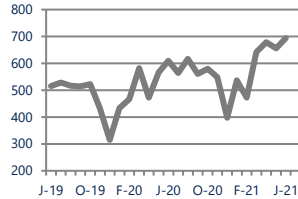
731



Up 24%
Vs. Year Ago

Current Contracts

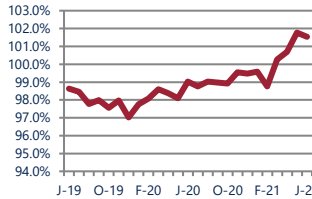
694



Up 14%
Vs. Year Ago

Sold Vs. List Price

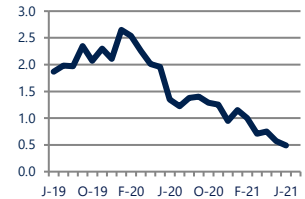
101.5%



Up 2.5%
Vs. Year Ago

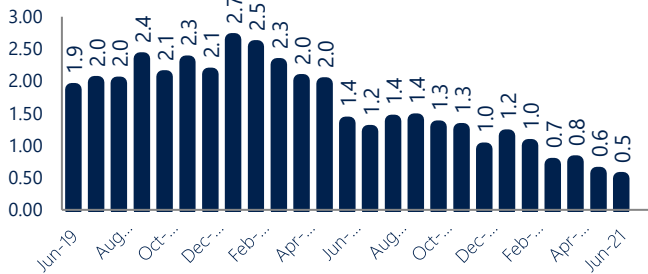
Months of Supply

0.5



Down -64%
Vs. Year Ago

Months Of Supply



Months of Supply

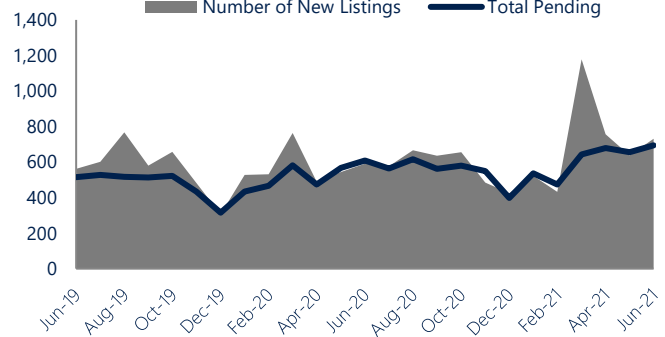
In June, there was 0.5 months of supply available in Forsyth County, compared to 1.4 in June 2020. That is a decrease of 63% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

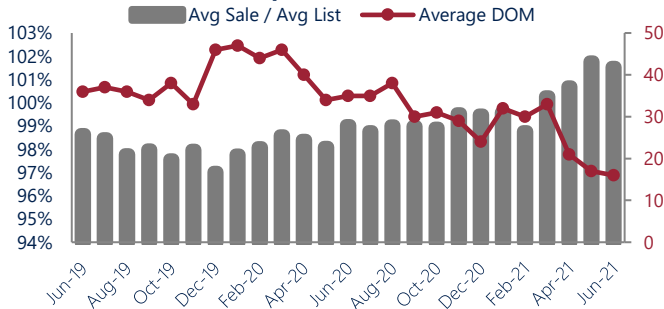
New Listings & Current Contracts

This month there were 731 homes newly listed for sale in Forsyth County compared to 590 in June 2020, an increase of 24%. There were 694 current contracts pending sale this June compared to 609 a year ago. The number of current contracts is 14% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Forsyth County was 101.5% of the average list price, which is 2.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 35, a decrease of 54%.



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