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Residential Real Estate Market Statistics for Henry County

Jan 1 - Dec 31	<u>2020</u>	<u>2021</u>	<u>% of Change</u>
Sold Properties	504	526	4.37%
Average Sale Price	\$116,618	\$141,447	21.29%
Average DOM	35.32008	16.838095	-52.33%

Number of Sold Properties By Sold Price Year to Date 2020 vs. 2021

	<u>2020</u>	<u>2021</u>	<u>% of Change</u>
\$0.00 - \$50,000	114	84	-26.32%
\$50,001 - \$100,000	155	130	-16.13%
\$100,001 - \$200,000	171	208	21.64%
\$200,001 - \$300,000	36	68	88.89%
\$300,001 - \$400,000	16	25	56.25%
\$400,001 +	11	10	-9.09%
	503	525	4.37%

List Price to Sale Price Ratio - 2020 vs. 2021

	<u>2020</u>	<u>2021</u>	<u>% of Change</u>
All Sold Properties	98.05%	99.90%	1.88%
Private Seller	98.43%	100.59%	2.19%
Traditional	98.23%	99.28%	1.07%
REO/Foreclosure	88.85%	103.97%	17.02%
Estate Sale	93.05%	95.72%	2.86%
Short Sale	106.03%	71.43%	-32.63%
Other	94.61%	98.31%	3.91%

Residential Real Estate Market Statistics for Henry County

Jan 1 - Dec 31	<u>2020</u>	% of Market	<u>2021</u>	% of Market	<u>% Change</u>
Sold Properties	504		526		4.37%
Private Seller	263	52.18%	278	52.85%	5.70%
Traditional	198	39.29%	216	41.06%	9.09%
REO/Foreclosure	19	3.77%	14	2.66%	-26.32%
Estate Sale	19	3.77%	13	2.47%	-31.58%
Short Sale	1	0.20%	1	0.19%	0.00%
Other	4	0.79%	4	0.76%	0.00%
	<u>2020</u>		<u>2021</u>		<u>% Change</u>
Average Sales Price	\$116,618		\$141,447		21.29%
Private Seller	\$103,530		\$134,785		30.19%
Traditional	\$146,365		\$158,991		8.63%
REO/Foreclosure	\$54,096		\$53,293		-1.49%
Estate Sale	\$56,268		\$115,377		105.05%
Short Sale	\$160,000		\$15,000		-90.63%
Other	\$64,333		\$62,098		-3.47%
	<u>2020</u>		<u>2021</u>		<u>% Change</u>
Average Days on Market	30.37		15.87		-47.73%
Private Seller	30.37		15.87		-47.73%
Traditional	35.35		17.50		-50.51%
REO/Foreclosure	73.42		27.714286		-62.25%
Estate Sale	43.68		9.38		-78.52%
Short Sale	212.00		6.00		-97.17%
Other	114.33		44.00		-61.52%

Number of Sold Properties and Average Sale Price by Sold Price

	2020	% of Total Market	2021	% of Total Market	% Change	2020 Avg Sold Price	2021 Avg Sold Price	% Change
\$0.00-\$50,000								
Private Seller	62	12.30%	48	9.13%	-22.58%	\$23,426	\$30,665	30.90%
Traditional	28	5.56%	19	3.61%	-32.14%	\$27,714	\$32,792	18.32%
REO/Foreclosure	13	2.58%	8	1.52%	-38.46%	\$27,822	\$32,675	17.44%
Estate Sale	10	1.98%	6	1.14%	-40.00%	\$25,325	\$37,817	49.33%
Short Sale	0	0.00%	1	0.19%	100.00%	\$0	\$15,000	100.00%
Other	1	0.20%	2	0.38%	100.00%	\$23,500	\$21,648	-7.88%
Totals	114	22.62%	84	15.97%	-26.32%			
\$50,001-100,000								
Private Seller	88	17.46%	68	12.93%	-22.73%	\$77,919	\$80,474	3.28%
Traditional	55	10.91%	57	10.84%	3.64%	\$77,139	\$80,644	4.54%
REO/Foreclosure	4	0.79%	5	0.95%	25.00%	\$80,000	\$64,940	-18.82%
Estate Sale	6	1.19%	0	0.00%	-100.00%	\$65,975	\$0	-100.00%
Short Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Other	2	0.40%	0	0.00%	-100.00%	\$84,750	\$0	-100.00%
Totals	155	30.75%	130	24.71%				
\$100,001-\$200,000								
Private Seller	91	18.06%	117	22.24%	28.57%	\$145,050	\$151,034	4.13%
Traditional	75	14.88%	85	16.16%	13.33%	\$145,216	\$146,730	1.04%
REO/Foreclosure	1	0.20%	1	0.19%	0.00%	\$139,900	\$160,000	14.37%
Estate Sale	3	0.60%	4	0.76%	33.33%	\$140,000	\$138,250	-1.25%
Short Sale	1	0.20%	0	0.00%	-100.00%	\$160,000	\$0	-100.00%
Other	0	0.00%	1	0.19%	100.00%	\$0	\$143,000	100.00%
Totals	171	33.93%	208	39.54%	21.64%			
\$200,001-\$300,000								
Private Seller	18	3.57%	31	5.89%	72.22%	\$241,128	\$244,316	1.32%
Traditional	17	3.37%	34	6.46%	100.00%	\$239,960	\$244,803	2.02%
REO/Foreclosure	1	0.20%	0	0.00%	-100.00%	\$206,250	\$0	-100.00%
Estate Sale	0	0.00%	3	0.57%	100.00%	\$0	\$240,000	100.00%
Short Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Other	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Totals	36	7.14%	68	12.93%	88.89%			
\$300,001-\$400,000								
Private Seller	3	0.60%	11	2.09%	266.67%	\$323,167	\$342,627	6.02%
Traditional	13	2.58%	14	2.66%	7.69%	\$336,592	\$347,924	3.37%
REO/Foreclosure	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Estate Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Short Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Other	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Totals	16	3.17%	25	4.75%	56.25%			
\$400,000 +								
Private Seller	1	0.20%	3	0.57%	200.00%	\$409,900	\$504,133	22.99%
Traditional	10	1.98%	7	1.33%	-30.00%	\$461,540	\$493,729	6.97%
REO/Foreclosure	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Estate Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Short Sale	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Other	0	0.00%	0	0.00%	0.00%	\$0	\$0	0.00%
Totals	11	2.18%	10	1.90%	-9.09%			