

Huntsville (Madison County) Residential Real Estate: Annual Trends Report

Market Indicators

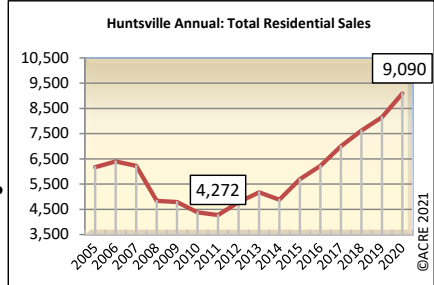
Annual Trends

Infographs

Total Residential Sales

Huntsville (Madison County) residential sales for the year of 2020 totaled 9,090 units, representing an increase of 11.5% when compared to 8,150 units that were sold in the year of 2019.

<u>Last Year</u>	2020	9,090	
vs. Previous Year	2019	8,150	11.5%
vs. 5-Yr Avg	15-19	6,937	31.0%
vs. Peak	2020	9,090	0.0%
vs. Trough	2011	4,272	112.8%



ACRE Commentary

"Compared to historical data, annual sales are 19.8% above the 3-year annual average and 31% above the 5-year annual average."

Historical Home Sales

2019	8,150
2018	7,622
2017	6,996
2016	6,227
2015	5,690

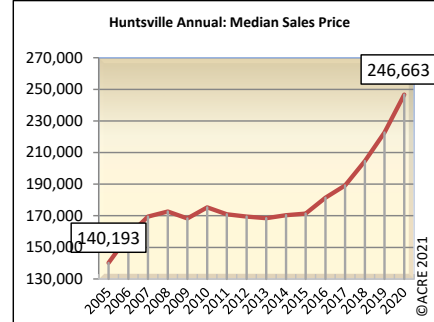
5- Year Avg:	6,937
3- Year Avg:	7,589

**Graph: 2005-2020
(Per Annum)**

Median Sales Price

The median sales price in the Huntsville area for the year of 2020 was \$246,663, a 10.8 percent increase from the year of 2019's median sales price of \$222,702.

<u>Last Year</u>	2020	246,663	
vs. Previous Year	2019	222,702	10.8%
vs. 5-Yr Avg	15-19	193,870	27.2%



Median Peak	2020	246,663	0.0%
Trough	2005	140,193	75.9%

ACRE Commentary

"Compared to historical data to the right, the annual median price is 20% above the 3-year annual average and 27.2% above the 5-year annual average."

Historical Median Selling Price

2019	222,702
2018	204,618
2017	189,148
2016	181,498
2015	171,383

5- Year Avg:	193,870
3- Year Avg:	205,489

**Graph: 2005-2020
(Per Annum)**



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Average Sales Prices

The average sales price in the Huntsville area for the year of 2020 was \$277,832, a 12.1 percent increase from the year of 2019's average sales price of \$247,783.

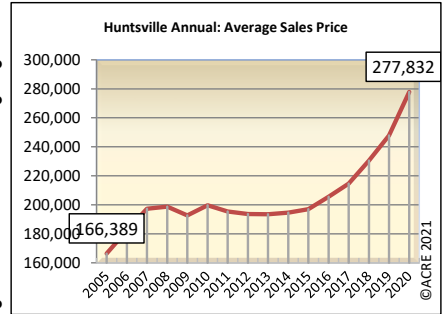
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	277,832	12.1%
2019	247,783	
15-19	219,086	26.8%

Average Peak
Trough

2020	277,832	0.0%
2005	166,389	67.0%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 20.3% above the 3-year annual average and 26.8% above the 5-year annual average."

Historical Average Selling Price

2019	247,783
2018	230,470
2017	214,641
2016	205,632
2015	196,906

5-Year Avg:	219,086
3-Year Avg:	230,964

Days on Market (DOM)

The average number of days on the market in the Huntsville area in the year of 2020 was 27, representing a decrease of 37.2 percent from 43 days on market in the year of 2019.

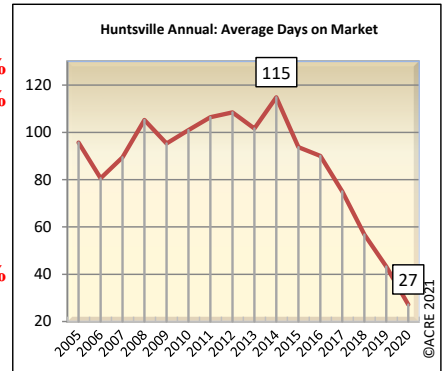
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	27	
2019	43	-37.2%
15-19	72	-62.2%

DOM Peak
Trough

2014	115	-76.4%
2020	27	0.6%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year DOM annual average ('15-'19) is 72 days, 45 days above the current results. Compared to historical data to the right, the annual DOM is 62.2% below the 5-year annual average, and 53.4% below the 3-year annual average."

Historical Average DOM

2019	43
2018	57
2017	75
2016	90
2015	94

5-Year Avg:	72
3-Year Avg:	58



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Homes Listed for Sale

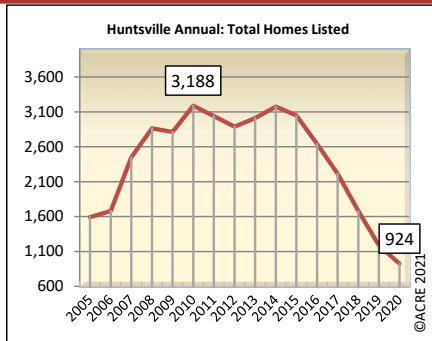
The Huntsville area's average number of residential units available for sale in the year of 2020 decreased by 22.3% when compared to the year of 2019.

Last Year

vs. Previous Year
vs. 5-Yr Avg

Inventory **Peak**
Trough

2020	924	
2019	1,189	-22.3%
15-19	2,154	-57.1%
2010	3,188	-71.0%
2020	924	0.0%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('15-'19) is 2,154 units, 1,230 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 57.1% below the 5-year annual average, and 45.5% below the 3-year annual average."

Historical Total Homes Listed

2019	1,189
2018	1,680
2017	2,213
2016	2,640
2015	3,050
5-Year Avg:	2,154
3-Year Avg:	1,694

Inventory-to-Sales Ratio

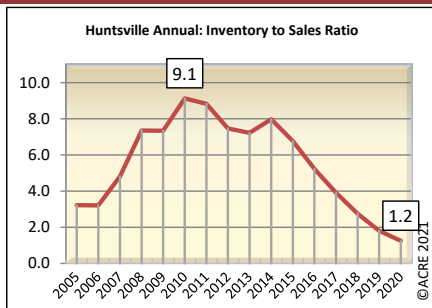
Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply. (Market considered to be in balance at approximately 6 months).

Last Year

vs. Previous Year
vs. 5-Yr Avg

I/S Ratio **Peak**
Trough

2020	1.2	
2019	1.8	-30.9%
15-19	4.1	-69.5%
2010	9.1	-86.3%
2020	1.2	4.1%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 57.1% below the 3-year annual average and 69.5% below the 5-year annual average."

Historical I/S Ratio

2019	1.8
2018	2.7
2017	3.9
2016	5.2
2015	6.8
5-Year Avg:	4.1
3-Year Avg:	2.8

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