

Calhoun County Residential Report – February 2021

Monthly Indicators

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Trends

Total Residential Sales

Calhoun County residential sales for the current month totaled 163 units, representing an increase of 13.2% when compared to one year ago.

Current Month

vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

February	2021	163	
January	2021	157	3.8%
February	2020	144	13.2%
February	16-20	110	3.8%

By Product Type (% of Total Sales)

	2021	2020
Existing SF:	14488%	(91%)
Condo:	1 (0%)	1 (1%)
New Const.	16%	14 (8%)

vs. Peak
vs. Trough

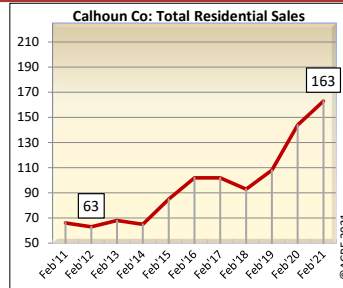
February	2021	163	48.5%
February	2012	63	-158.7%

Year to Date

vs. Prior Year

February	2021	320	
February	2020	275	16.4%

*Residential = existing single family, condo, & new construction



Graph: February 2011-2021 (By month)

ACRE Commentary

"Historical data indicates that February residential sales on average ('16-'20) increase by 5.7% from January. This month's sales increased by 3.8% from the prior month."

Historical Home Sales

February	2020	144
February	2019	108
February	2018	93
February	2017	102
February	2016	102

5- Year Avg:	112
3- Year Avg:	144

Median Sales Price

The median sales price in Calhoun County for the current month was \$149,900, an increase of 15.4% from one year ago.

Current Month

vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

February	2021	149,900	
January	2021	154,900	-3.2%
February	2020	129,900	15.4%
February	16-20	125,580	19.4%

By Product Type (Y-O-Y Comparison)

	2021	2020
Existing SF:	\$149,900	\$129,900
Condo:	\$180,000	\$186,900
New Const:	\$192,900.	\$159,900

Year to Date

vs. Prior Year

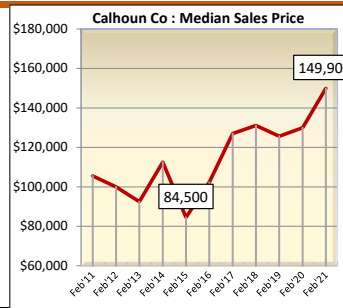
February	2021	152,400	
February	2020	133,125	14.5%

Median Peak

February	2021	149,900	0.0%
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Trough

February	2015	84,500	77.4%
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Graph: February 2011-2021 (By month)

ACRE Commentary

"Historical data indicates that February median sales prices on average ('16-'20) decreased by 1.3% from January. This month's median sales price decreased by 3.2% from the month prior."

Historical Median Selling Price

February	2020	129,900
February	2019	125,675
February	2018	131,100
February	2017	127,000
February	2016	102,300

5- Year Avg:	123,195
3- Year Avg:	128,892

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Average Sales Prices

The average sales price in Calhoun County for the current month was \$162,036, a 10.9% increase from one year ago.

By Product Type (Y-O-Y Comparison)

	2021	2020
Existing SF:	\$162,036	\$149,144
Condo:	\$180,000	\$186,900
New Const:	\$197,587	\$167,335

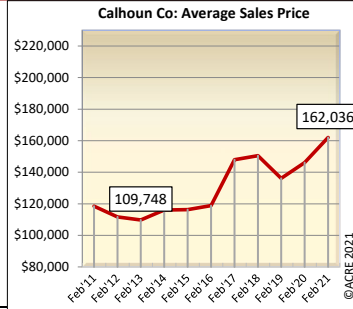
Current Month

February 2021	162,036		
vs. Prior Month	January 2021	178,152	-9.0%
vs. Last Year	February 2020	146,111	10.9%
vs. 5-Yr Avg	February 16-20	139,890	15.8%

Year to Date

February 2021	170,094		
vs. Prior Year	February 2020	149,358	13.9%

Average Peak	February 2021	162,036	0.0%
Trough	February 2013	109,748	47.6%



Graph: February 2011-2021
(By month)

ACRE Commentary

"Historical data indicates that February average sales prices on average ('16-'20) increase by 0.4% from January. The current month's average price decreased by 9.0% from the prior month."

Historical Average Selling Price

February 2020	146,111
February 2019	136,097
February 2018	150,463
February 2017	147,925
February 2016	118,853
5-Year Avg:	139,890
3-Year Avg:	144,224

Days on Market (DOM)

The average number of days on the market in February was 63, and was 96 days this time last year.

By Product Type (DOM Comparison)

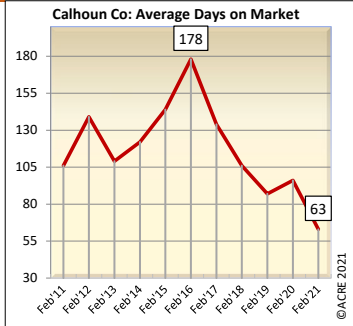
	2021	2020
Existing SF:	63	57
Condo:	4	213
New Const:	0	60

Current Month

February 2021	63		
vs. Prior Month	January 2021	42	50.0%
vs. Last Year	February 2020	96	-34.4%
vs. 5-Yr Avg	February 16-20	120	-47.6%

Year to Date

February 2020	53		
vs. Prior Year	February 2019	73	-28.1%



Graph: February 2011-2021
(By month)

ACRE Commentary

"The 5-year DOM average ('16-'20) for the month of February is 120 days, which is 57 days above the current results. DOM is anticipated to remain within the current range (50-100 days) for the foreseeable future."

Historical Average DOM

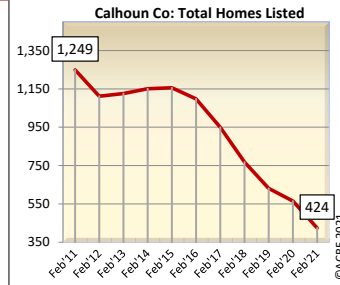
February 2020	96
February 2019	87
February 2018	106
February 2017	134
February 2016	178
5-Year Avg:	120

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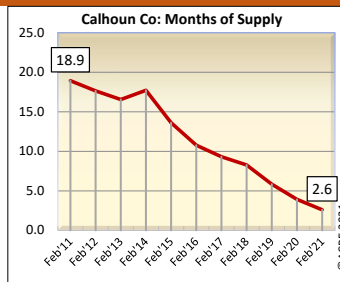
Total Units Listed for Sale	Current Month	February 2021	424	
Calhoun County residential units available for sale in February decreased 25.0% when compared to the same period last year.	vs. Prior Month	January 2021	524	-19.1%
	vs. Last Year	February 2020	565	-25.0%
	vs. 5-Yr Avg	February 16-20	841	-49.6%
	Inventory Peak	February 2011	1,249	-66.1%
	Trough	February 2021	424	100.0%
By Product Type (Inv, Comparison)				
	2021	2020		
Existing SF:	424	651		
Condo:	3	1		
New Const.:	62	68		



ACRE Commentary	Historical Total Units Listed
"Historical data indicates that inventory on average (~16-'20) decreased 1.8% from January. The current month's inventory decreased 19.1% from last month's total of 524 homes."	February 2020 565
	February 2019 631
	February 2018 768
	February 2017 949
	February 2016 1,098
	5-Year Avg: 655
	3-Year Avg: 655

Graph: February 2011-2021
(By month)

Inventory-to-Sales Ratio	Current Month	February 2021	2.6	
The inventory for sale divided by the current monthly sales volume equals the # of months of supply (the market is considered to be in balance at approximately 6 months).	vs. Prior Month	January 2021	3.3	-21.2%
	vs. Last Year	February 2020	3.9	-33.7%
	vs. 5-Yr Avg	February 16-20	7.6	-65.9%
	I/S Ratio Peak	February 2011	18.9	-86.2%
	Trough	February 2021	2.6	0.0%
Calhoun County currently has 2.6 months of supply, down from 3.3 last month and down from 3.9 one year ago.				

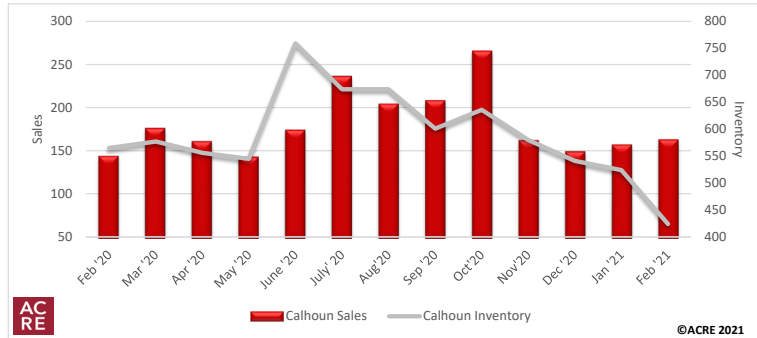


ACRE Commentary	Historical I/S Ratio
"February's 2.6 months of supply is 65.9% below the 5-Year average of 7.6 months. Calhoun County's inventory-to-sales ratio is 3.4 months below equilibrium, indicating a continued transition where seller's typically have elevated bargaining power."	February 2020 3.9
	February 2019 5.8
	February 2018 8.3
	February 2017 9.3
	February 2016 10.8
	5-Year Avg: 7.6
	3-Year Avg: 6.0

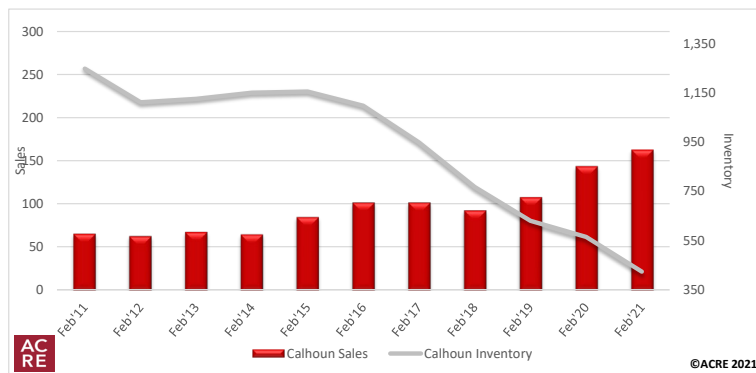
Graph: February 2011-2021
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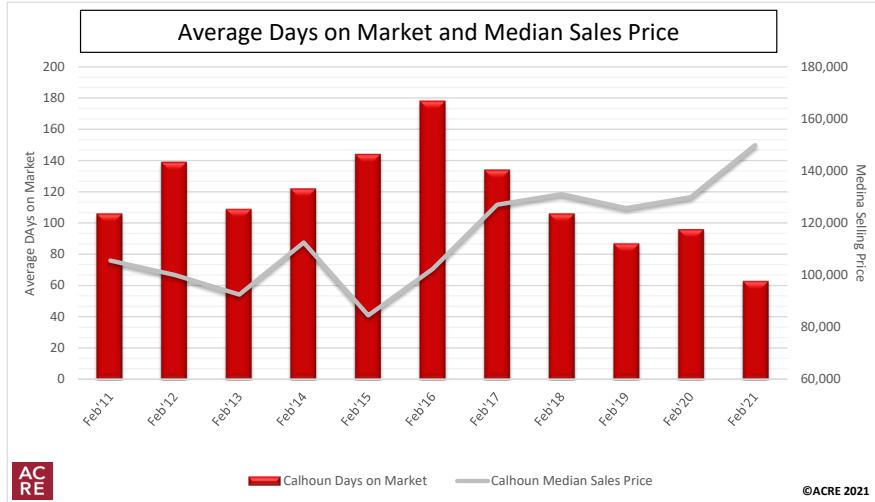
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Residential Sales for February 2021



Historical Residential Sales in January of Each Year





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