

## Cullman Residential Report - June 2021

### Monthly Indicators

### Recent Figures

### Trends

#### Total Residential Sales

Cullman residential sales for the current month totaled 125 units, representing an increase of 47.1% when compared to the 85 units that were sold in the same month last year.

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

#### Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

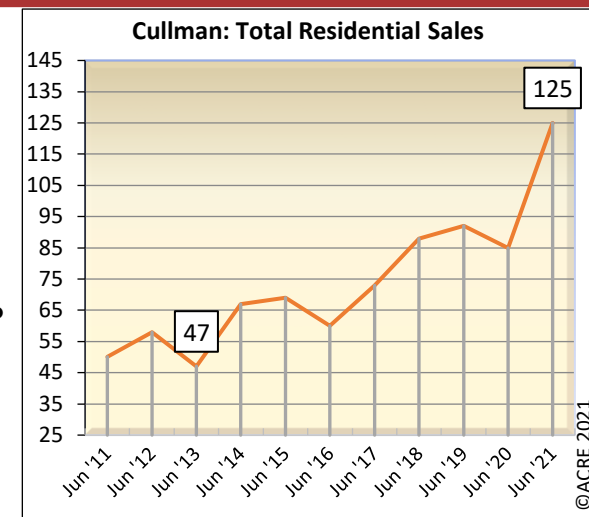
vs. Peak

vs. Trough

#### Year to Date

vs. Prior Year

June	2021	125	
May	2021	122	2.5%
June	2020	85	47.1%
June	16-'20	80	57.0%
June	2021	125	0.0%
June	2013	47	166.0%
June	2021	545	32.6%
June	2020	411	



#### ACRE Commentary

"Historical data indicates that June residential sales on average ('16-'20) increase from May by 2.6%. The current month's sales increased 2.5% from the prior month."

#### Historical Home Sales

June	2020	85
June	2019	92
June	2018	88
June	2017	73
June	2016	60

5- Year Avg: 80

3- Year Avg: 88

Graph: June 2011 - 2021  
(By month)

#### Median Sales Price

The median sales price in Cullman for the current month was \$199,900, a 11.0% increase from last year's median sales price of \$180,158.

#### Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

#### Year to Date

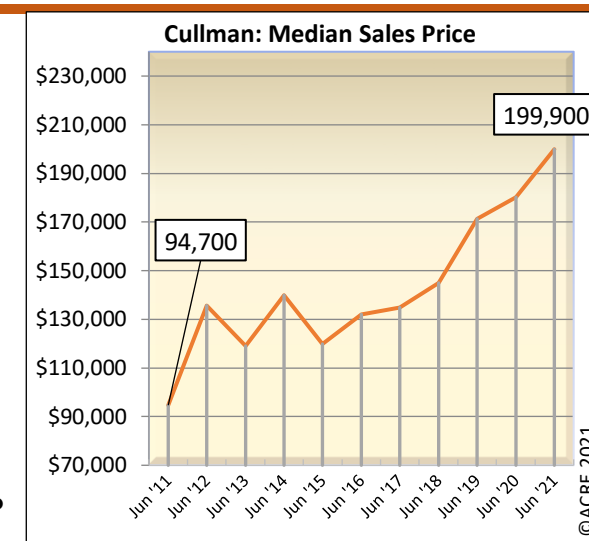
vs. Prior Year

June	2021	199,900	
May	2021	195,000	2.5%
June	2020	180,158	11.0%
June	16-'20	152,622	31.0%
June	2021	196,740	
June	2011	168,862	16.5%

Median Peak

Trough

June	2021	199,900	0.0%
June	2011	94,700	111.1%



#### ACRE Commentary

"Historical data indicates that June median sales prices on average ('16-'20) increase from May by 9.3%. The current month's median price increased 2.5% from the prior month."

#### Historical Median Selling Price

June	2020	180,158
June	2019	171,200
June	2018	144,900
June	2017	134,900
June	2016	131,950

5- Year Avg: 152,622

3- Year Avg: 165,419

Graph: June 2011 - 2021  
(By month)



**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average sales price in Cullman for the current month was \$227,162, a 10.3% increase from last year.

**Current Month**

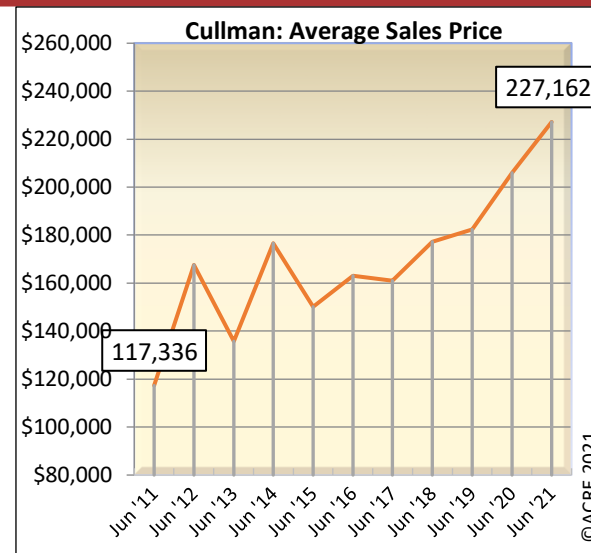
vs. Prior Month  
vs. Last Year  
vs. 5-Yr Avg

**Year to Date**

vs. Prior Year

Average **Peak**  
**Trough**

June	2021	<b>227,162</b>	
May	2021	<b>230,949</b>	<b>-1.6%</b>
June	2020	<b>205,957</b>	<b>10.3%</b>
June	16-'20	<b>177,940</b>	<b>27.7%</b>
June	2021	<b>229,590</b>	
June	2020	<b>198,101</b>	<b>15.9%</b>
June	2021	<b>227,162</b>	<b>0.0%</b>
June	2011	<b>117,336</b>	<b>93.6%</b>



**ACRE Commentary**

"Historical data indicates that June average sales prices on average ('16-'20) increase from May by 2.7%. The current month's average price decreased 1.6% from the prior month."

**Historical Average Selling Price**

June	2020	<b>205,957</b>
June	2019	<b>182,365</b>
June	2018	<b>177,251</b>
June	2017	<b>161,016</b>
June	2016	<b>163,113</b>

<b>5-Year Avg:</b>	<b>181,647</b>
<b>3-Year Avg:</b>	<b>188,524</b>

Graph: June 2011 - 2021  
(By month)

**Days on Market (DOM)**

The average number of days on the market for the current month was 88, representing a decrease of 32.3% from the 130 days on market last year.

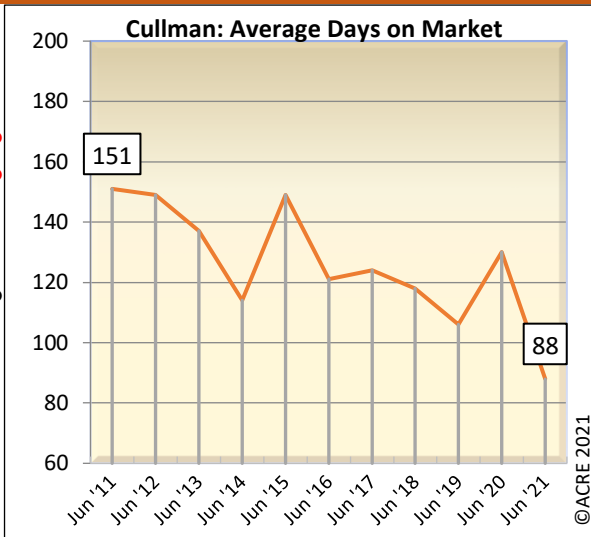
**Current Month**

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

**Year to Date**

vs. Prior Year

June	2021	<b>88</b>	
May	2021	<b>87</b>	<b>1.1%</b>
June	2020	<b>130</b>	<b>-32.3%</b>
June	16-'20	<b>120</b>	<b>-26.5%</b>
June	2021	<b>89</b>	
June	2020	<b>122</b>	<b>-27.2%</b>



**ACRE Commentary**

"The 5-year DOM average ('16-'20) for the month of June is 120 days, which is 32 days above the current results. DOM is anticipated to remain within the current range (60-110 days) for the foreseeable future."

**Historical Average DOM**

June	2020	<b>130</b>
June	2019	<b>106</b>
June	2018	<b>118</b>
June	2017	<b>124</b>
June	2016	<b>121</b>

<b>5-Year Avg:</b>	<b>120</b>
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Graph: June 2011 - 2021  
(By month)

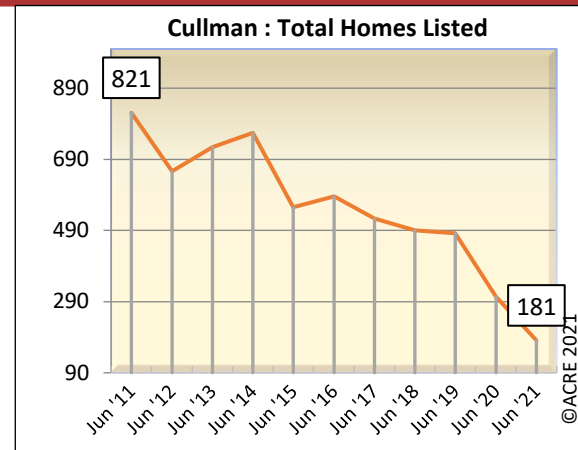


**Monthly Indicators**

**Recent Figures**

**Trends**

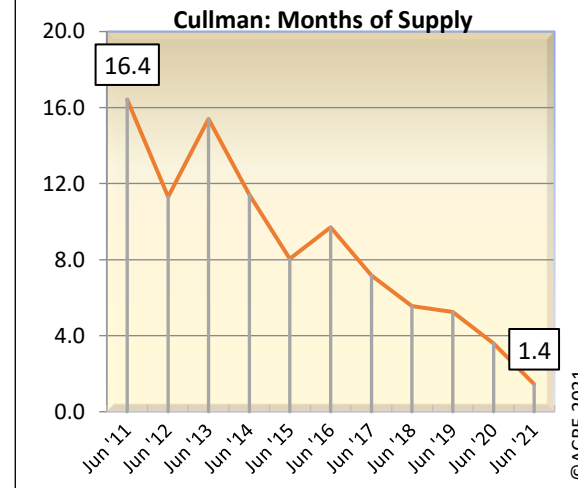
<b>Total Units Listed for Sale</b> Cullman residential units available for sale for the current month was <b>181 units</b> , representing a 40.3% decrease when compared to the same month last year.	<b>Current Month</b>	June	2021	<b>181</b>	
	vs. Prior Month	May	2021	<b>149</b>	<b>21.5%</b>
	vs. Last Year	June	2020	<b>303</b>	<b>-40.3%</b>
	vs. 5-Yr Avg	June	16-'20	<b>477</b>	<b>-62.0%</b>
	<b>Inventory Peak</b>	June	2011	<b>821</b>	<b>-78.0%</b>
	<b>Trough</b>	June	2021	<b>181</b>	<b>0.0%</b>



<b>ACRE Commentary</b> "Historical data indicates that June inventory on average ('16-'20) decreases from May by 3.2%. The current month's inventory increased by 21.5% from last month's total of 149 homes."	<b>Historical Total Units Listed</b>		
	June	2020	<b>303</b>
	June	2019	<b>482</b>
	June	2018	<b>490</b>
	June	2017	<b>523</b>
	June	2016	<b>586</b>
	<b>5-Year Avg:</b>		<b>477</b>

Graph: June 2011 - 2021  
(By month)

<b>Inventory-to-Sales Ratio</b> The inventory for sale divided by the current monthly sales volume equals the # of months of supply (Market considered to be in balance at approximately 6 months).  Cullman currently has 1.4 months of supply, down from 3.6 months this time last year.	<b>Current Month</b>	June	2021	<b>1.4</b>	
	vs. Prior Month	May	2021	<b>1.2</b>	<b>18.6%</b>
	vs. Last Year	June	2020	<b>3.6</b>	<b>-59.8%</b>
	vs. 5-Yr Avg	June	16-'20	<b>6.3</b>	<b>-76.8%</b>
	<b>I/S Ratio Peak</b>	June	2011	<b>16.4</b>	<b>-91.2%</b>
	<b>Trough</b>	June	2021	<b>1.4</b>	<b>3.4%</b>



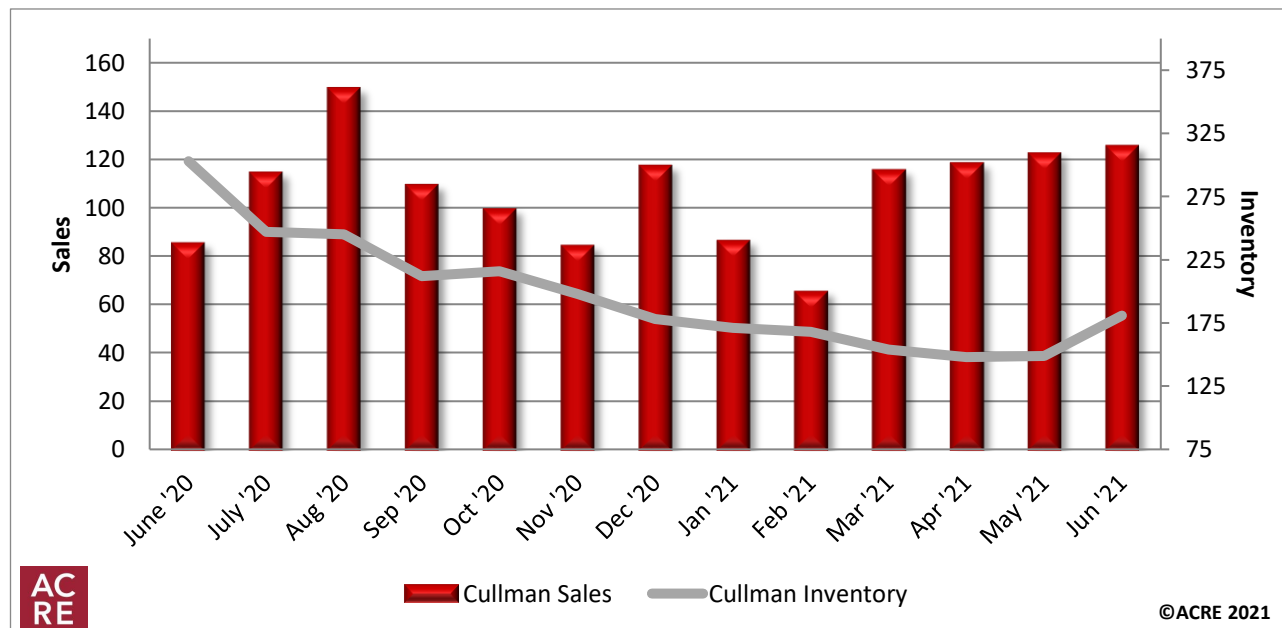
<b>ACRE Commentary</b> "June's 1.4 months of supply is 4.9 months below the 5-Year average of 6.3 months. Cullman's inventory-to-sales ratio is 4.6 months below equilibrium, indicating a continued transition where sellers typically have elevated bargaining power."	<b>Historical I/S Ratio</b>		
	June	2019	<b>3.6</b>
	June	2018	<b>5.2</b>
	June	2018	<b>5.6</b>
	June	2016	<b>7.2</b>
	June	2016	<b>9.7</b>
	<b>5-Year Avg:</b>		<b>6.3</b>
	<b>3-Year Avg:</b>		<b>4.8</b>

Graph: June 2011 - 2021  
(By month)

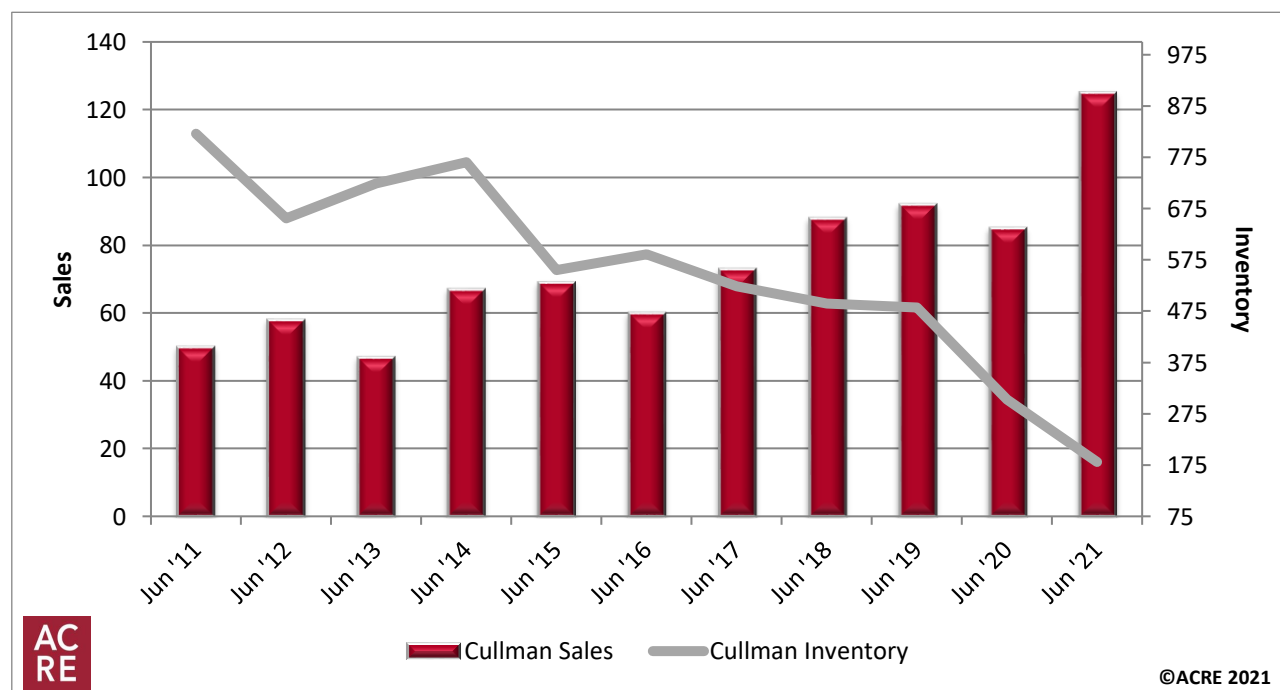
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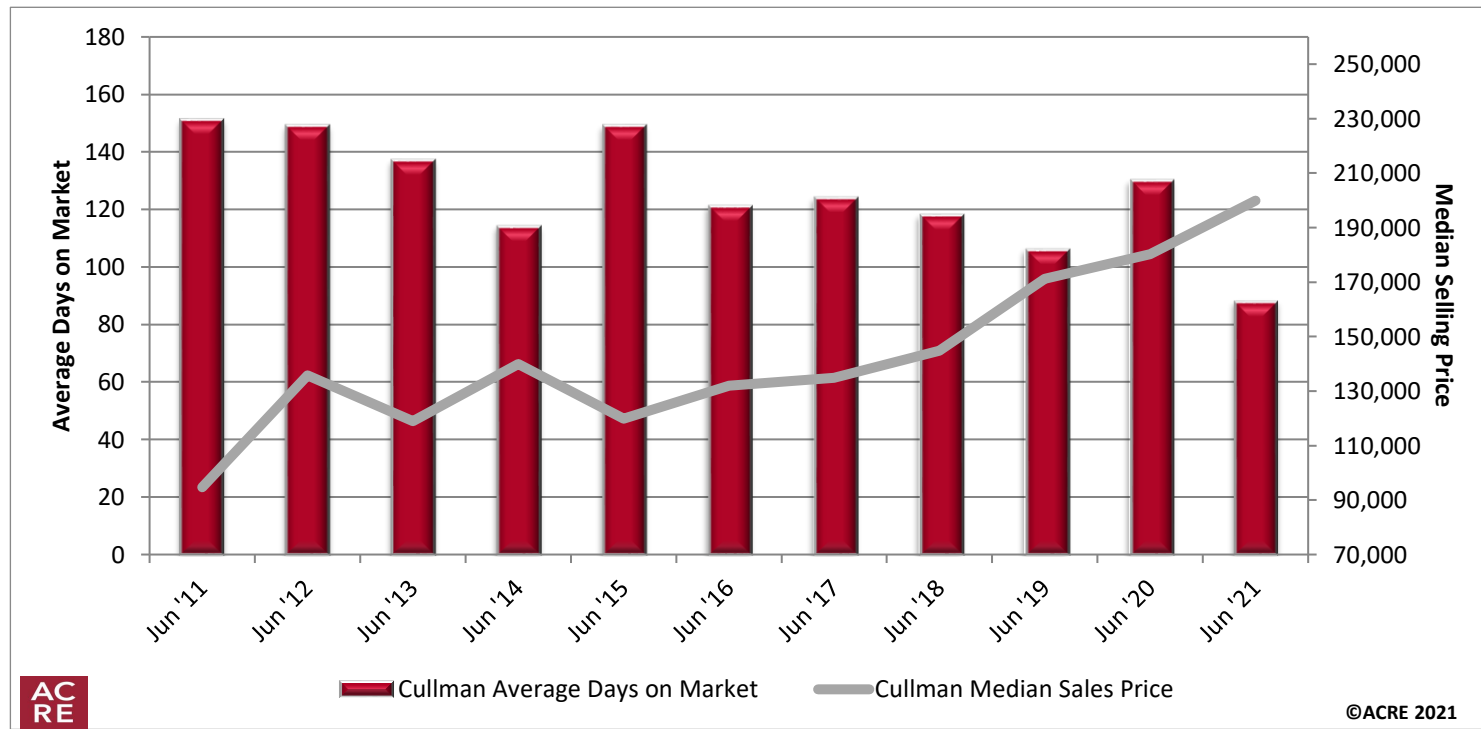
Cullman County: Residential Sales and Inventory



Cullman County: Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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