

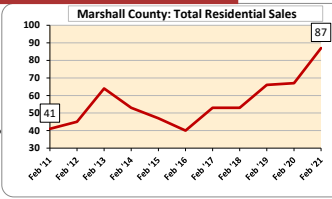
Marshall County Residential Report – February 2021

Monthly Indicators

Recent Figures

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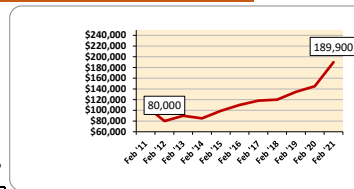
Total Residential Sales Marshall County residential* sales during the current month totaled 87 units, an increase of 29.9% from one year ago. *Residential = existing single family, condo, & new construction	Current Month	February	2021	87	
	vs. Prior Month	January	2021	91	-4.4%
	vs. Last Year	February	2020	67	29.9%
	vs. 5-Yr Avg	February	'16-'20	58	50.0%
	vs. Peak	February	2021	87	0.0%
	vs. Trough	February	2011	41	112.2%
Year to Date	February	2021	178	39.1%	
vs. Prior Year	February	2021	128		



ACRE Commentary "Historical data indicates that February residential sales on average ('16-'20) decreased 3.9% from January. The current month's sales decreased 4.4% from the prior month."	Historical Home Sales														
	<table border="1"> <tr><td>February</td><td>2020</td><td>67</td></tr> <tr><td>February</td><td>2019</td><td>66</td></tr> <tr><td>February</td><td>2018</td><td>53</td></tr> <tr><td>February</td><td>2017</td><td>64</td></tr> <tr><td>February</td><td>2016</td><td>40</td></tr> </table>	February	2020	67	February	2019	66	February	2018	53	February	2017	64	February	2016
February	2020	67													
February	2019	66													
February	2018	53													
February	2017	64													
February	2016	40													
	5- Year Avg: 58														
	3- Year Avg: 62														

Graph: February 2011- 2021
(By month)

Median Sales Price The median sales price in Marshall County during the current month was \$189,900 a 31.0% increase from one year ago.	Current Month	February	2021	189,900	
	vs. Prior Month	January	2021	198,500	-4.3%
	vs. Last Year	February	2020	145,000	31.0%
	vs. 5-Yr Avg	February	'16-'20	125,490	51.3%
	vs. Peak	February	2021	189,900	0.0%
	vs. Trough	February	2012	80,000	137.4%
Year to Date	February	2021	194,200	24.9%	
vs. Prior Year	February	2021	155,500		



Graph: February 2011- 2021

ACRE Commentary "Historical data indicates that the February median sales price on average ('16-'20) decreased by 5.9% from January. The current median price decreased by 4.3% from the prior month."	Historical Median Selling Price														
	<table border="1"> <tr><td>February</td><td>2020</td><td>145,000</td></tr> <tr><td>February</td><td>2019</td><td>134,500</td></tr> <tr><td>February</td><td>2018</td><td>120,000</td></tr> <tr><td>February</td><td>2017</td><td>118,000</td></tr> <tr><td>February</td><td>2016</td><td>109,950</td></tr> </table>	February	2020	145,000	February	2019	134,500	February	2018	120,000	February	2017	118,000	February	2016
February	2020	145,000													
February	2019	134,500													
February	2018	120,000													
February	2017	118,000													
February	2016	109,950													
	5- Year Avg: 125,490														
	3- Year Avg: 133,167														

Graph: February 2011- 2021

Monthly Indicators

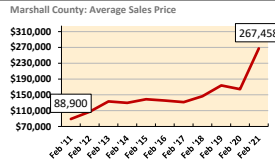
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Average Sales Prices

The average sales price in Marshall County during the current month was \$267,458, a 62.7% increase from one year ago.

Current Month	February	2021	267,458	
vs. Prior Month	January	2021	240,988	11.0%
vs. Last Year	February	2020	164,390	62.7%
vs. 5-Yr Avg	February	'16-'20	150,395	77.8%
Year to Date	February	2021	254,223	
vs. Prior Year	February	2021	187,774	35.4%
Average Peak	February	2021	267,458	0.0%
Trough	February	2011	89,900	197.5%



ACRE Commentary
"Historical data indicates that the February average sales price on average ('16-'20) decreased by 10.3% from January. The current month's average price increased by 11.0% from the prior month."

Historical Average Selling Price

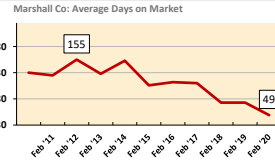
February	2020	164,390
February	2019	173,838
February	2018	146,426
February	2017	131,623
February	2016	135,696
5-Year Avg:		150,395
3-Year Avg:		161,551

Graph: February 2011-2021

Days on Market (DOM)

The average number of days on the market during the current month was 49, an decreased by 32.9% from one year ago.

Current Month	February	2021	49	
vs. Prior Month	January	2019	62	-21.0%
vs. Last Year	February	2020	73	-32.9%
vs. 5-Yr Avg	February	'16-'20	95	-48.3%
Year to Date	February	2020	56	
vs. Prior Year	February	2019	71	-21.8%



ACRE Commentary
Historical data indicates that the February DOM average on average ('16-'20) was 95. The current month's DOM average decreased by 7.4% from the last month. DOM is anticipated to remain within the current range (50-100 days) for the foreseeable future."

Historical Average DOM

February	2020	73
February	2019	73
February	2018	110
February	2017	112
February	2016	106
5-Year Avg:		95

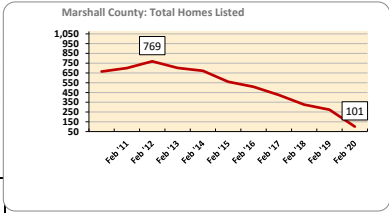
Graph: February 2011-2021

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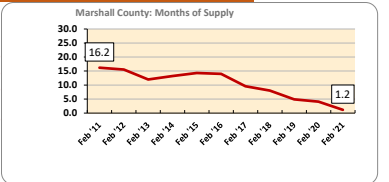
Total Units Listed for Sale Marshall County residential units available for sale during the current month decreased by 63.1% when compared to one year ago.	Current Month February 2021 101		
	vs. Prior Month January 2021 130	-22.3%	
	vs. Last Year February 2020 274	-63.1%	
	vs. 5-Yr Avg February '16-'20 418	-75.9%	
	Inventory Peak February 2012 769	-86.9%	
	Trough February 2021 101	0.0%	



ACRE Commentary "Historical data indicates that the February inventory on average ('16-'20) increases 4.0% from January. The current month's inventory decreased by 22.3% from the previous month."	Historical Total Units Listed
	February 2021 101
	February 2020 274
	February 2018 425
	February 2017 495
	February 2017 560
	5-Year Avg: 418

Graph: February 2011-2021

Inventory-to-Sales Ratio 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). Marshall County currently has 1.2 months of supply, down from 4.1 months last year.	Current Month February 2021 1.2		
	vs. Prior Month January 2021 1.4	-17.1%	
	vs. Last Year February 2020 4.1	-71.7%	
	vs. 5-Yr Avg February '16-'20 8.1	-85.7%	
	I/S Ratio Peak February 2011 16.2	-92.8%	
	Trough February 2021 1.2	-3.3%	

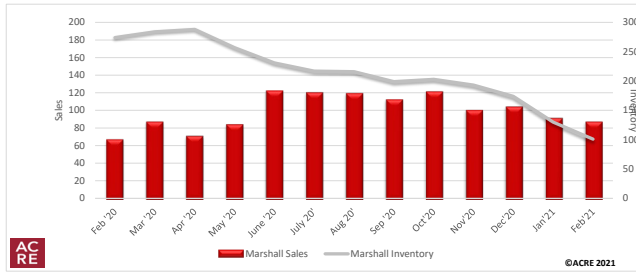


ACRE Commentary "February's 1.2 months of supply is 85.7% below the 5-year average of 8.1 months of supply. Marshall County's inventory-to-sales ratio is 4.8 months below equilibrium, indicating a transition where sellers typically have elevated bargaining power."	Historical I/S Ratio
	February 2020 4.1
	February 2019 4.9
	February 2018 8.0
	February 2017 9.6
	February 2016 14.0
	5-Year Avg: 8.1
	3-Year Avg: 5.7

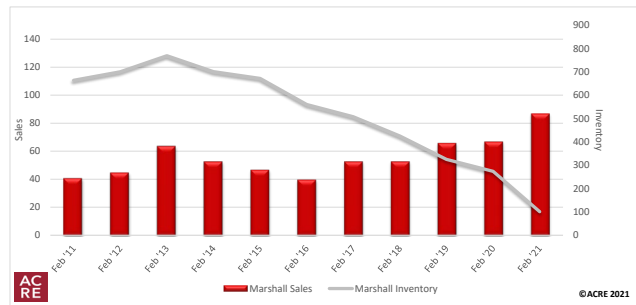
Graph: February 2011-2021

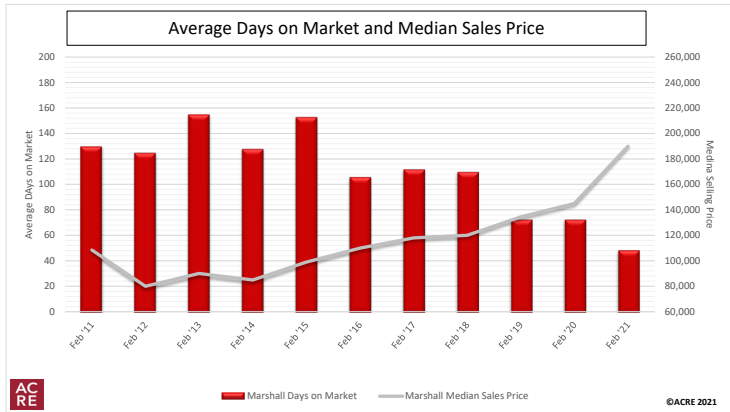
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Marshall County: Residential Sales and Inventory



Marshall County: Historical Sales and Inventory





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