

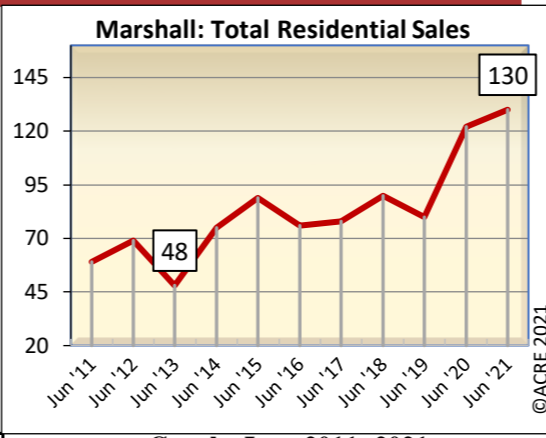
Marshall County Residential Report – June 2021

Monthly Indicators

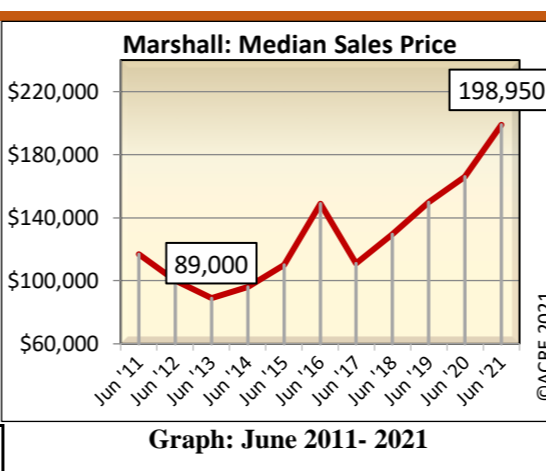
Recent Figures

Trends

Monthly Indicators		Recent Figures		Trends	
Total Residential Sales	Current Month	June	2021	130	
Marshall County residential* sales during the current month totaled 130 units, an increase of 6.6% from one year ago.	vs. Prior Month	May	2021	110	18.2%
	vs. Last Year	June	2020	122	6.6%
	vs. 5-Yr Avg	June	'16-'20	89	45.7%
	vs. Peak	June	2021	130	0.0%
	vs. Trough	June	2013	48	170.8%
	Year to Date	June	2021	531	23.2%
	vs. Prior Year	June	2021	431	
ACRE Commentary		Historical Home Sales			
"Historical data indicates that June residential sales on average ('16-'21) increased 3.3% from May. The current month's sales increased 18.2% from the prior month."		June	2020	122	
		June	2019	80	
		June	2018	90	
		June	2017	78	
		June	2016	76	
		5- Year Avg:	89		
3- Year Avg:	97				



Monthly Indicators		Recent Figures		Trends	
Median Sales Price	Current Month	June	2021	198,950	
The median sales price in Marshall County during the current month was \$198,950 a 19.7% increase from one year ago.	vs. Prior Month	May	2021	198,500	0.2%
	vs. Last Year	June	2020	166,250	19.7%
	vs. 5-Yr Avg	June	'16-'20	141,160	40.9%
	Year to Date	June	2021	196,650	
	vs. Prior Year	June	2021	161,150	22.0%
	Median Peak	June	2021	198,950	0.0%
	Trough	June	2013	89,000	123.5%
ACRE Commentary		Historical Median Selling Price			
"Historical data indicates that the June median sales price on average ('16-'21) increased by 2.9% from May. The current median price increased by 0.2% from the prior month."		June	2020	166,250	
		June	2019	149,950	
		June	2018	129,500	
		June	2017	111,000	
		June	2016	149,100	
		5- Year Avg:	141,160		
3- Year Avg:	148,567				

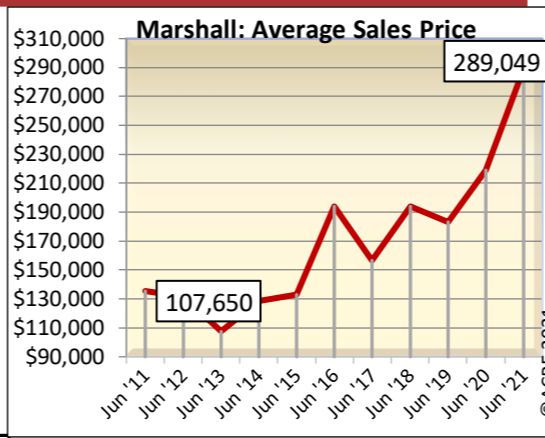


Monthly Indicators

Recent Figures

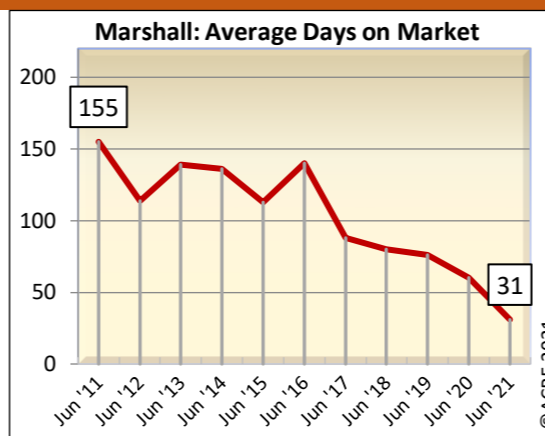
Trends

Average Sales Prices		Current Month			
The average sales price in Marshall County during the current month was \$289,049, a 32.0% increase from one year ago.	vs. Prior Month	June 2021	289,049		
	vs. Last Year	June 2020	266,747	8.4%	
	vs. 5-Yr Avg	June '16-'20	218,915	32.0%	
		June 2021	189,369	52.6%	
Year to Date		June 2021	256,763		
vs. Prior Year		June 2021	194,179	32.2%	
Average Peak		June 2021	289,049	0.0%	
Trough		June 2013	107,650	168.5%	



ACRE Commentary		Historical Average Selling Price	
"Historical data indicates that the June average sales price on average ('16-'20) increased by 1.1% from May. The current month's average price increased by 8.4% from the prior month."		June 2020	218,915
		June 2019	183,164
		June 2018	193,879
		June 2017	156,742
		June 2016	194,147
		5-Year Avg:	189,369
3-Year Avg:	198,653		

Days on Market (DOM)		Current Month			
The average number of days on the market during the current month was 31, a decrease of 48.3% from one year ago.	vs. Prior Month	June 2021	31		
	vs. Last Year	June 2019	25	24.0%	
	vs. 5-Yr Avg	June '16-'20	89	-65.1%	
		June 2020	60	-48.3%	
Year to Date		June 2020	37		
vs. Prior Year		June 2019	68	-45.3%	



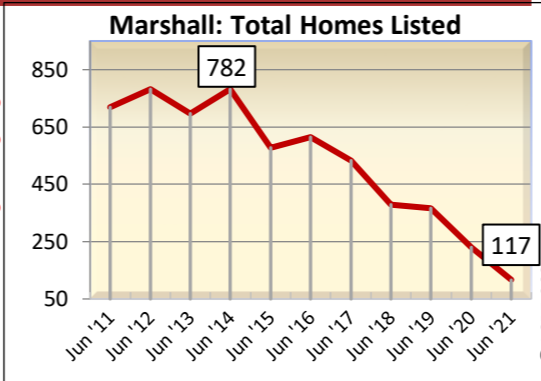
ACRE Commentary		Historical Average DOM	
Historical data indicates that the June DOM 5-year average ('16-'20) was 89. The current month's DOM average increased by 24.0% from the last month. DOM is anticipated to remain within the current range (5-55 days) for the foreseeable future."		June 2020	60
		June 2019	76
		June 2018	80
		June 2017	88
		June 2016	140
		5-Year Avg:	89

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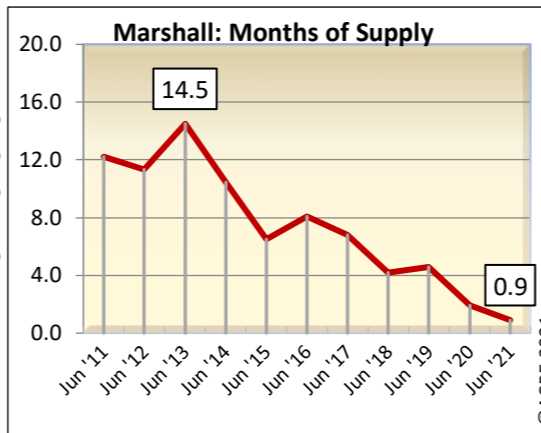
Total Units Listed for Sale	Current Month	June	2021	117	
Marshall County residential units available for sale during the current month decreased by 49.4% when compared to one year ago.	vs. Prior Month	May	2019	123	-4.9%
	vs. Last Year	June	2020	231	-49.4%
	vs. 5-Yr Avg	June	'16-'20	425	-72.4%
	Inventory Peak	June	2014	782	-85.0%
	Trough	June	2021	117	0.0%



ACRE Commentary	Historical Total Units Listed																		
"Historical data indicates that the June inventory on average ('16-'20) decreases 3.7% from May. The current month's inventory decreased by 4.9% from the previous month."	<table border="1"> <tr><td>June</td><td>2020</td><td>231</td></tr> <tr><td>June</td><td>2019</td><td>367</td></tr> <tr><td>June</td><td>2018</td><td>379</td></tr> <tr><td>June</td><td>2017</td><td>532</td></tr> <tr><td>June</td><td>2016</td><td>614</td></tr> <tr><td colspan="2">5-Year Avg:</td><td>425</td></tr> </table>	June	2020	231	June	2019	367	June	2018	379	June	2017	532	June	2016	614	5-Year Avg:		425
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Graph: June 2011- 2021

Inventory-to-Sales Ratio	Current Month	June	2021	0.9	
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).	vs. Prior Month	May	2021	1.1	-19.5%
Marshall County currently has 0.9 months of supply, down from 1.9 months last year.	vs. Last Year	June	2020	1.9	-52.6%
	vs. 5-Yr Avg	June	'16-'20	5.1	-82.4%
	I/S Ratio Peak	June	2013	14.5	-93.8%
	Trough	June	2021	0.9	0.0%

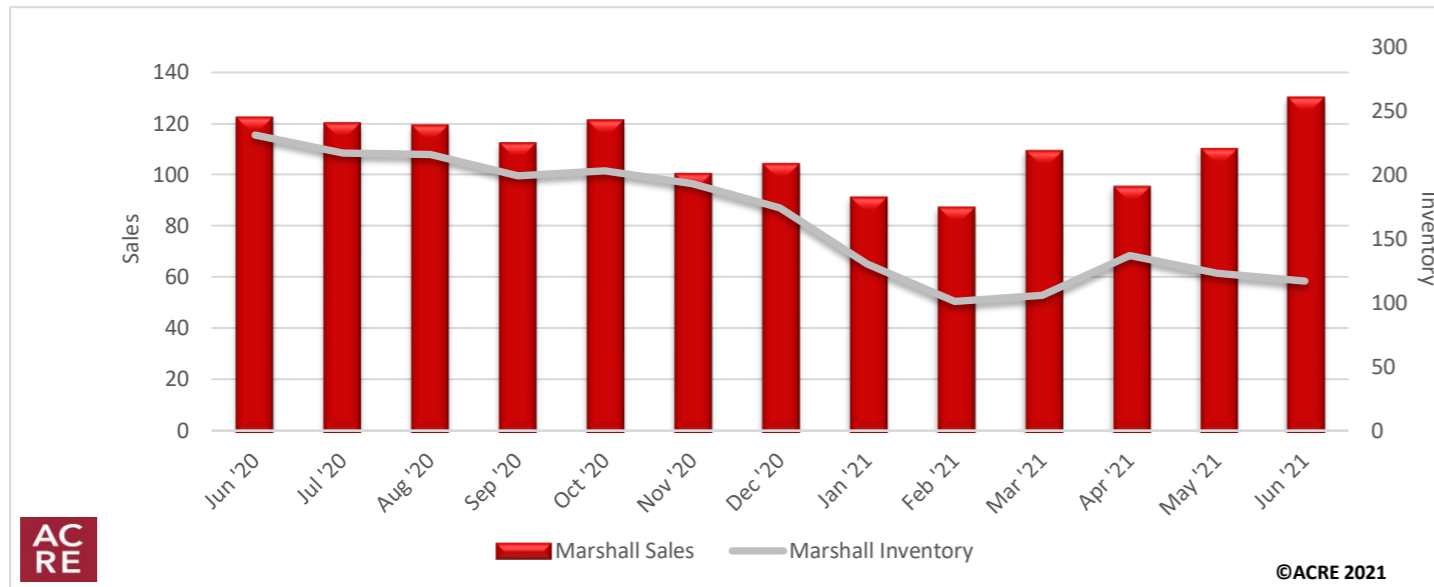


ACRE Commentary	Historical I/S Ratio																					
"June's 0.9 months of supply is 82.4% below the 5-year average of 5.1 months of supply. Marshall County's inventory-to-sales ratio is 5.1 months below equilibrium, indicating a transition where sellers typically have elevated bargaining power."	<table border="1"> <tr><td>June</td><td>2020</td><td>1.9</td></tr> <tr><td>June</td><td>2019</td><td>4.6</td></tr> <tr><td>June</td><td>2018</td><td>4.2</td></tr> <tr><td>June</td><td>2017</td><td>6.8</td></tr> <tr><td>June</td><td>2016</td><td>8.1</td></tr> <tr><td colspan="2">5-Year Avg:</td><td>5.1</td></tr> <tr><td colspan="2">3-Year Avg:</td><td>3.6</td></tr> </table>	June	2020	1.9	June	2019	4.6	June	2018	4.2	June	2017	6.8	June	2016	8.1	5-Year Avg:		5.1	3-Year Avg:		3.6
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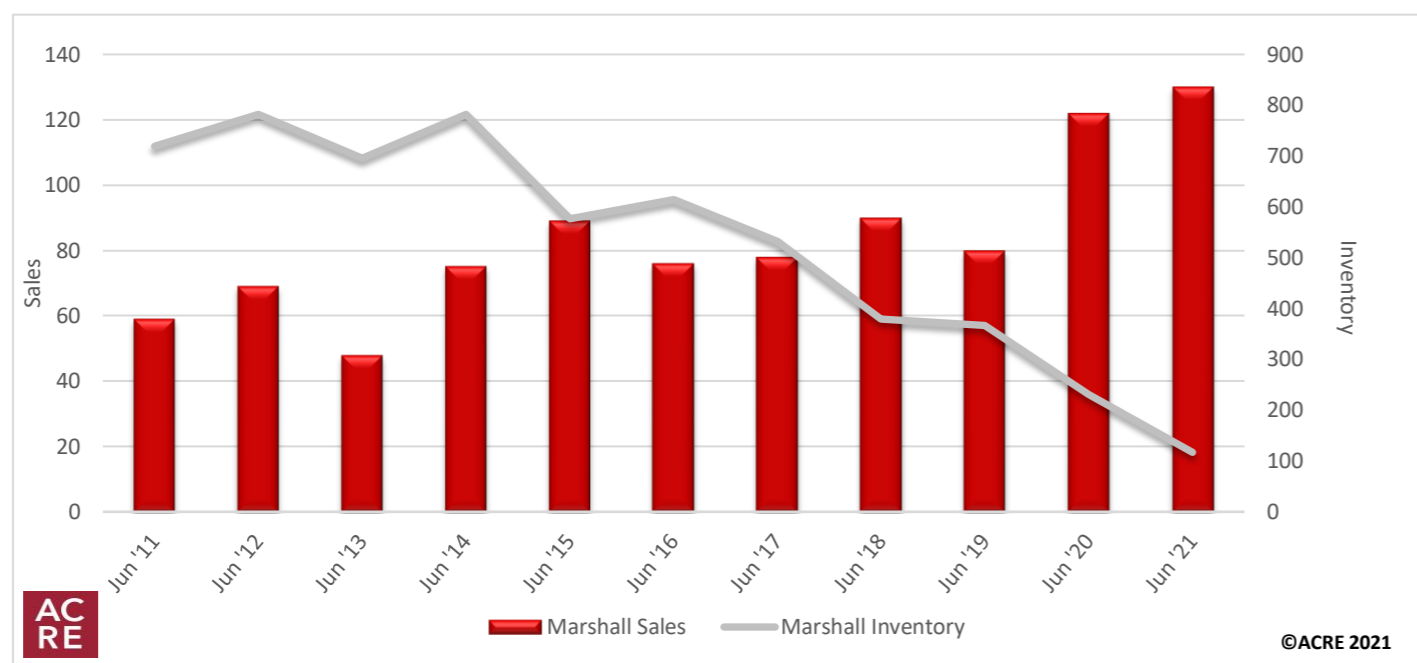
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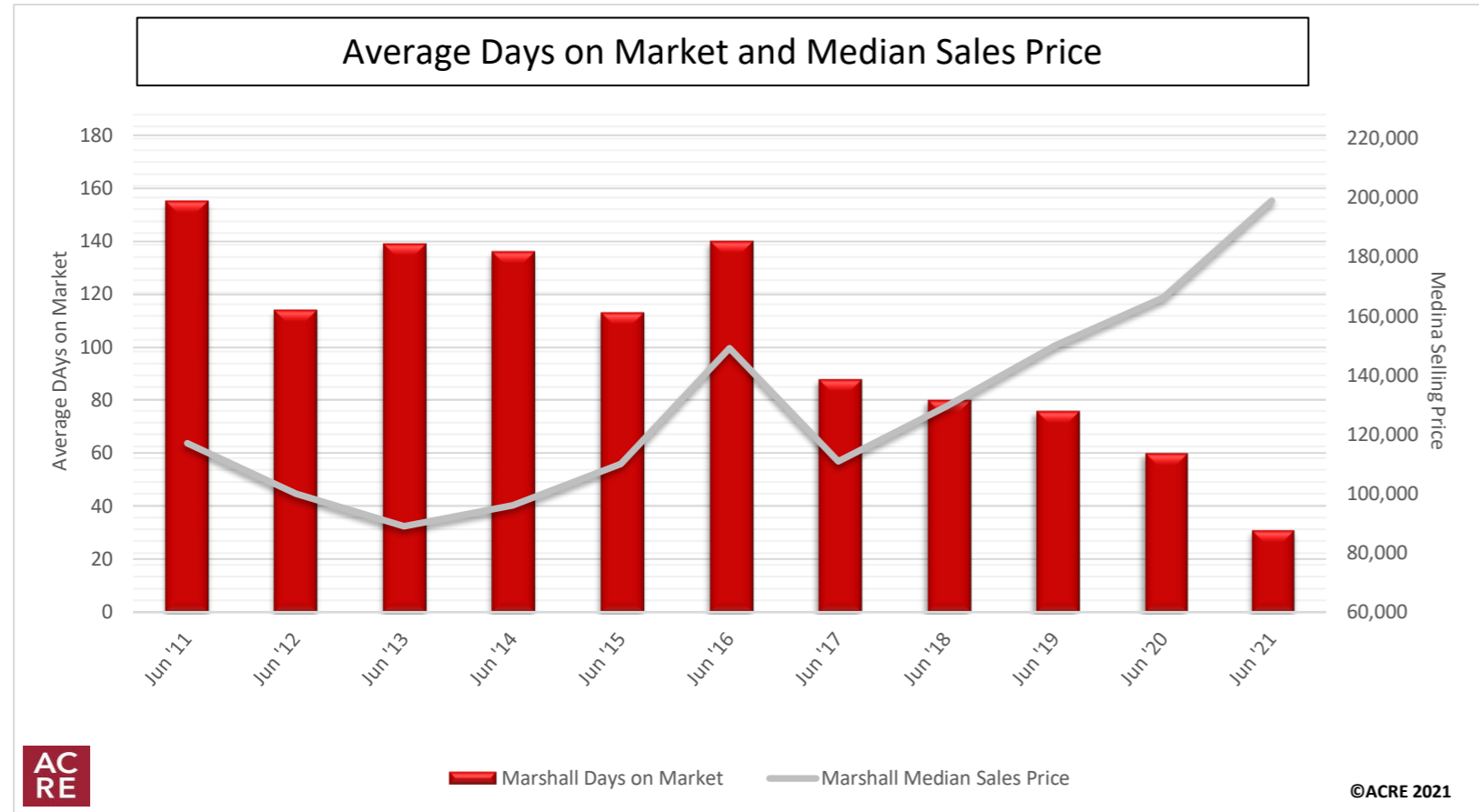
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Marshall County: Residential Sales and Inventory



Marshall County: Historical Sales and Inventory





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