

## Mobile Residential Sales Report – June 2021

### Monthly Indicators

### Recent Figures

### Trends

#### Total Residential Sales

Mobile residential\* sales for June totaled 666 units, an increase of 17.5% when compared to last year.

#### Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

June	2021	666	
May	2020	536	24.3%
June	2020	567	17.5%
June	16-'20	485	37.3%

#### By Product Type (% of Total Sales)

	2021	2020
Existing SF:	605 (91%)	513 (90%)
Condo:	19 (3%)	16 (3%)
New Const.	42 (6%)	38 (7%)

vs. Peak

vs. Trough

June	2021	666	0.0%
June	2012	300	122.0%

#### Year to Date

vs. Prior Year

June	2021	2,670	
June	2020	2,227	19.9%

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

#### ACRE Commentary

“Historical data indicates that June sales on average ('16-'20) increase 12.8% from May. The current month's sales increased 24.3% from the prior month.”

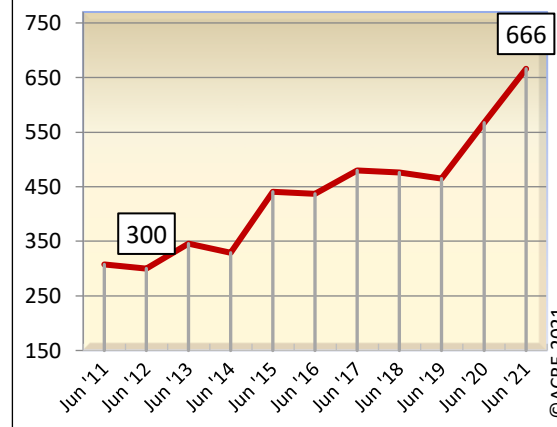
#### Historical Residential Sales

June	2020	567
June	2019	465
June	2018	476
June	2017	480
June	2016	437

5- Year Avg: 485

3- Year Avg: 503

Mobile: Total Residential Sales



Graph: June 2011 - 2021  
(By Month)

#### Median Sales Price

The median sales price in Mobile in June 2021 was \$203,500, representing a 19.0% increase from last year.

#### Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

June	2021	203,500	
May	2020	214,400	-5.1%
June	2020	171,000	19.0%
June	16-'20	151,537	34.3%

#### Year to Date

vs. Prior Year

June	2021	196,070	
June	2020	164,680	19.1%

#### By Product Type (Y-O-Y Comparison)

	2021	2020
Existing SF:	\$195,000	\$165,000
Condo:	\$270,000	\$112,250
New Const:	\$292,795	\$223,128

Median Peak  
Trough

June	2021	203,500	0.0%
June	2012	114,400	77.9%

#### ACRE Commentary

“Historical data indicates that June median sales prices on average ('16-'20) increase 3.8% from May. The current month's median sales price decreased 5.1% from the prior month.”

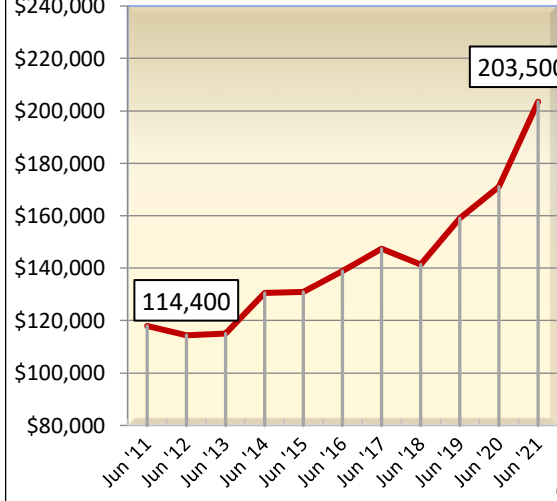
#### Historical Median Selling Price

June	2020	171,000
June	2019	159,000
June	2018	141,450
June	2017	147,333
June	2016	138,900

5- Year Avg: 151,537

3- Year Avg: 157,150

Mobile: Median Sales Price



Graph: June 2011 - 2021  
(By Month)

**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average sales price in Mobile for June 2021 was \$236,153, representing a 19.5% increase from last year.

**Current Month**

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

June	2021	236,153	
May	2020	238,320	-0.9%
June	2020	197,631	19.5%
June	16-'20	175,743	34.4%

**By Product Type (Y-O-Y Comparison)**

	2021	2020
Existing SF:	\$195,000	\$194,246
Condo:	\$270,000	\$150,036
New Const:	\$292,795	\$262,110

**Year to Date**

vs. Prior Year

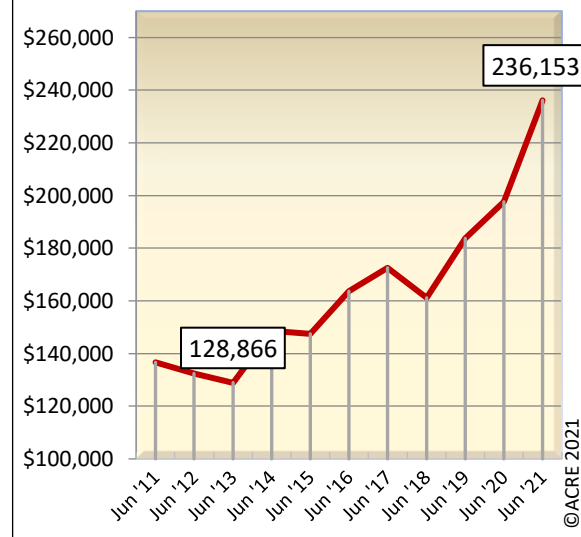
June	2021	224,370	
June	2020	188,259	19.2%

Average Peak

Trough

June	2021	236,153	0.0%
June	2013	128,866	83.3%

Mobile: Average Sales Price



**ACRE Commentary**

"Historical data indicates that June average sales prices on average ('16-'20) increase from May by 3.3%. The current month's average sales price decreased 0.9% from the prior month.

**Historical Average Selling Price**

June	2020	197,631
June	2019	183,743
June	2018	161,145
June	2017	172,606
June	2016	163,591

5-Year Avg: 175,743

3-Year Avg: 180,840

Graph: June 2011 - 2021  
(By Month)

**Days on Market (DOM)**

The average number of days that a Mobile home was on the market in June 2021 was 16 days, representing a decrease of 36 days from last year.

**Current Month**

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

June	2021	16	
May	2020	22	-27.3%
June	2020	52	-69.2%
June	16-'20	69	-76.7%

**By Product Type (DOM Comparison)**

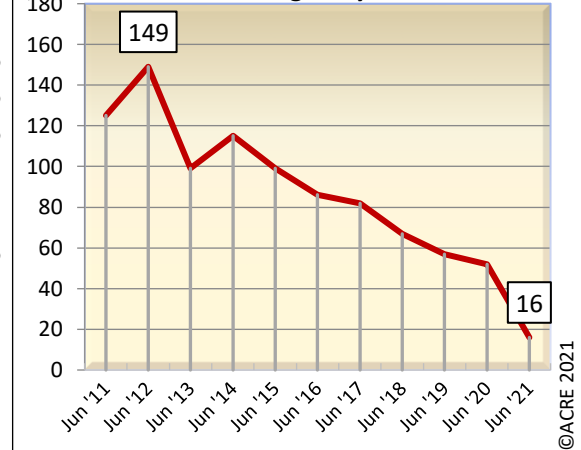
	2021	2020
Existing SF:	16	50
Condo:	37	59
New Const:	16	71

**Year to Date**

vs. Prior Year

June	2021	28	
June	2020	59	-52.7%

Mobile: Average Days on Market



**ACRE Commentary**

"Historical data indicates that June average days on market on average ('16-'20) decreases 4.0% from May. The current month's DOM average decreased 27.3% from the previous month. DOM is anticipated to remain within the current range (0 – 50 days) for the foreseeable future."

**Historical Average DOM**

June	2020	52
June	2019	57
June	2018	67
June	2017	82
June	2016	86

5-Year Avg: 69

Graph: June 2011 - 2021  
(By Month)



**Monthly Indicators**

**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Mobile homes available for sale in June 2021 decreased by 29.3% when compared to the same period last year.

**Current Month**

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

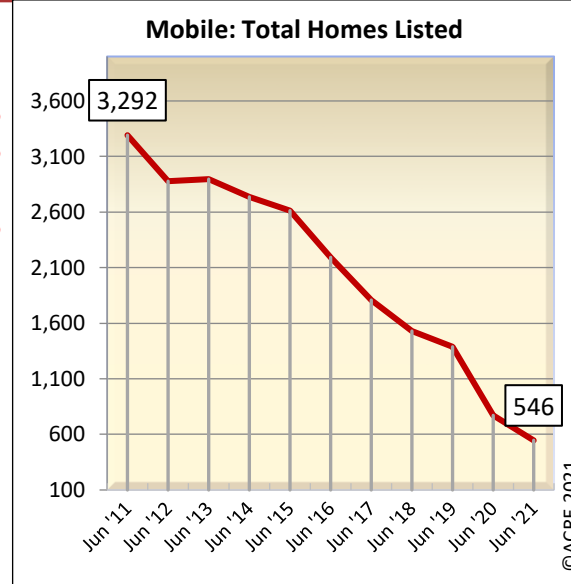
June 2021	546	
May 2020	468	16.7%
June 2020	772	-29.3%
June 16-'20	1,539	-64.5%

**By Product Type (Inv, Comparison)**

	2021	2020
Existing SF:	524	704
Condo:	16	33
New Const.:	6	35

**Inventory Peak  
Trough**

June 2011	3,292	-83.4%
June 2021	546	0.0%



**ACRE Commentary**

"Historical data indicates that June inventory on average ('16-'20) decreases 1.2% from May. The current month's inventory increased 16.7% from the prior month."

**Historical Total Homes Listed**

June 2020	772
June 2019	1,389
June 2018	1,528
June 2017	1,810
June 2016	2,194
<b>5-Year Avg:</b>	<b>1,539</b>

**Inventory-to-Sales Ratio**

The inventory of homes for sale divided by the current monthly sales volume equals the # of months of housing supply (market considered to be in balance at approximately 6 months).

Mobile currently has 0.8 months of housing supply, down from 0.9 one month ago.

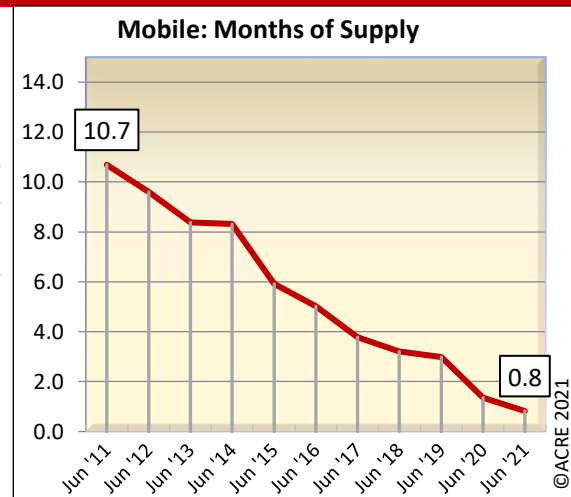
**Current Month**

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

June 2021	0.8	
May 2020	0.9	-6.1%
June 2020	1.4	-39.8%
June 16-'20	3.3	-74.9%

**I/S Ratio Peak  
Trough**

June 2011	10.7	-92.3%
June 2021	0.8	0.0%



**ACRE Commentary**

"June's 0.8 months of supply is well below the 5-year average of 3.3 months. Mobile's inventory-to-sales ratio is 5.2 months below equilibrium, indicating a continued transition where sellers typically have elevated bargaining power."

**Historical I/S Ratio**

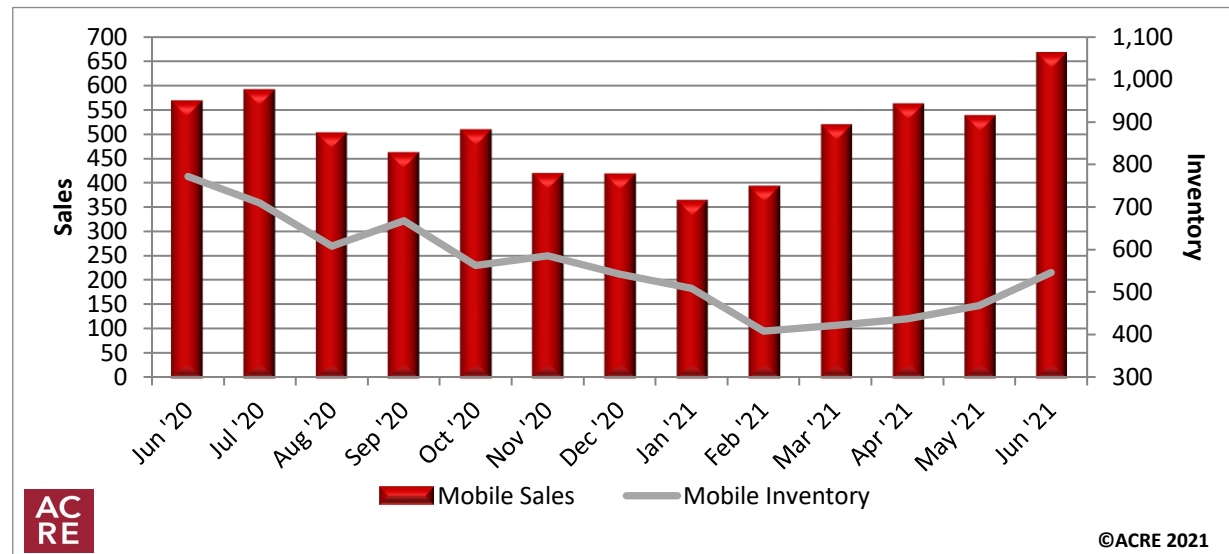
June 2020	1.4
June 2019	3.0
June 2018	3.2
June 2017	3.8
June 2016	5.0
<b>5-Year Avg:</b>	<b>3.3</b>
<b>3-Year Avg:</b>	<b>2.5</b>

June

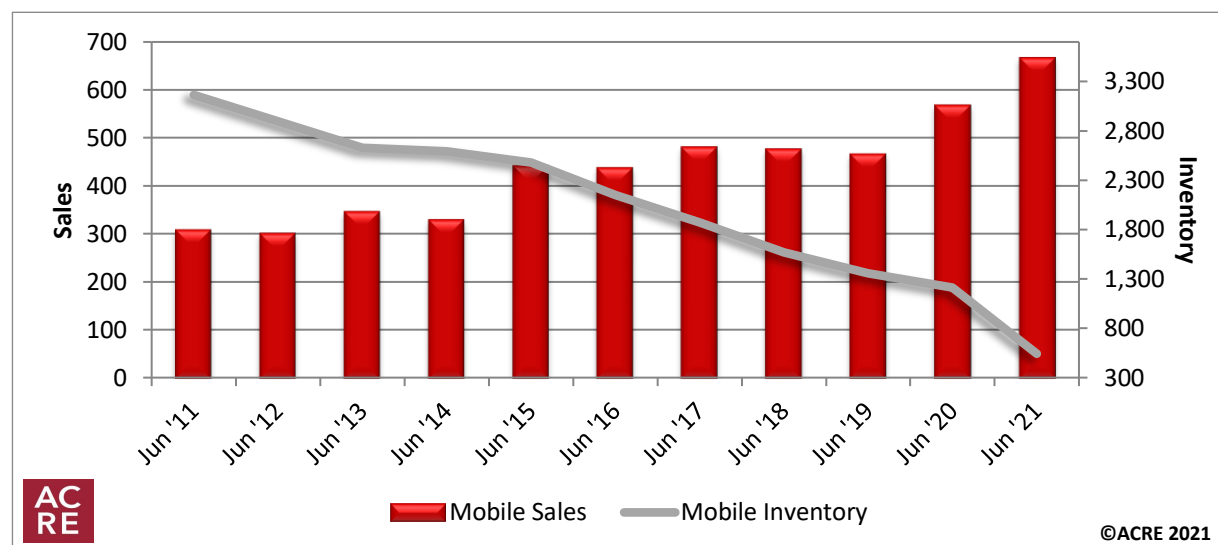
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Monthly Residential Sales and Inventory

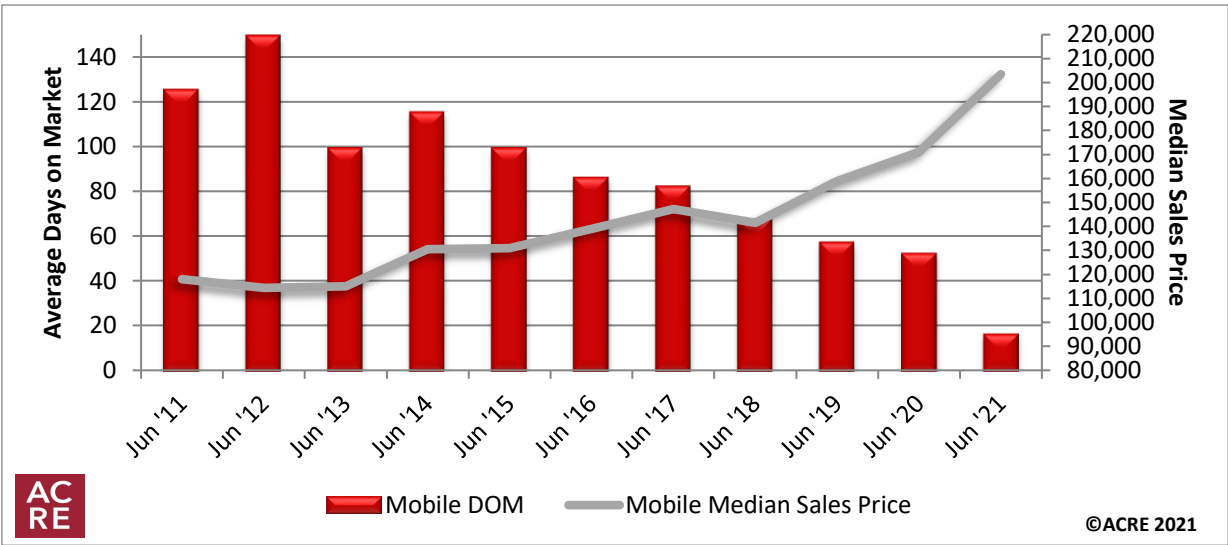


Historical Residential Sales and Inventory





Average Days on the Market & Median Sales Price



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