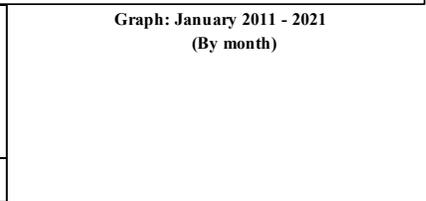


Wiregrass Residential Report – January 2021

Monthly Indicators	Recent Figures	Trends																																
<p>Total Residential Sales</p> <p>Wiregrass residential sales for the current month totaled 90 units, representing a decrease of 10.9% when compared to 101 units that were sold one year ago.</p>	<table border="1"> <thead> <tr> <th><u>Current Month</u></th> <th>January 2021</th> <th>90</th> <th></th> </tr> </thead> <tbody> <tr> <td>vs. Prior Month</td> <td>December 2020</td> <td>126</td> <td>-28.6%</td> </tr> <tr> <td>vs. Last Year</td> <td>January 2020</td> <td>101</td> <td>-10.9%</td> </tr> <tr> <td>vs. 5-Yr Avg</td> <td>January 16-'20</td> <td>66</td> <td>36.0%</td> </tr> <tr> <td>vs. Peak</td> <td>January 2020</td> <td>101</td> <td>-10.9%</td> </tr> <tr> <td>vs. Trough</td> <td>January 2011</td> <td>42</td> <td>48.4%</td> </tr> <tr> <td><u>Year to Date</u></td> <td>January 2021</td> <td>90</td> <td>-10.9%</td> </tr> <tr> <td>vs. Prior Year</td> <td>January 2020</td> <td>101</td> <td></td> </tr> </tbody> </table>	<u>Current Month</u>	January 2021	90		vs. Prior Month	December 2020	126	-28.6%	vs. Last Year	January 2020	101	-10.9%	vs. 5-Yr Avg	January 16-'20	66	36.0%	vs. Peak	January 2020	101	-10.9%	vs. Trough	January 2011	42	48.4%	<u>Year to Date</u>	January 2021	90	-10.9%	vs. Prior Year	January 2020	101		<p>Wiregrass: Total Residential Sales</p>
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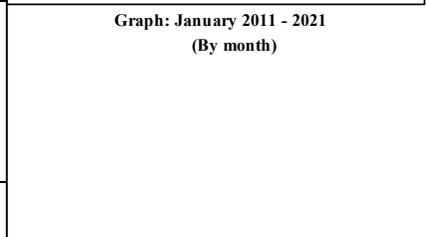
<u>ACRE Commentary</u>	<u>Historical Home Sales</u>														
<p>"Historical data indicates that the current month's sales on average ('16-'20) decreases from the prior month by 15.0%. The current month's sales decreased 28.6% from the prior month."</p>	<table border="1"> <tbody> <tr> <td>January 2020</td> <td>101</td> </tr> <tr> <td>January 2019</td> <td>45</td> </tr> <tr> <td>January 2018</td> <td>68</td> </tr> <tr> <td>January 2017</td> <td>70</td> </tr> <tr> <td>January 2016</td> <td>47</td> </tr> <tr> <td>5- Year Avg:</td> <td>66</td> </tr> <tr> <td>3- Year Avg:</td> <td>71</td> </tr> </tbody> </table>	January 2020	101	January 2019	45	January 2018	68	January 2017	70	January 2016	47	5- Year Avg:	66	3- Year Avg:	71
January 2020	101														
January 2019	45														
January 2018	68														
January 2017	70														
January 2016	47														
5- Year Avg:	66														
3- Year Avg:	71														



<u>Median Sales Price</u>	<u>Current Month</u>	January 2021	169,900	
<p>The median sales price in Wiregrass for the current month was \$169,900, a 25.9% increase from \$135,000 the median sales price one year ago.</p>	vs. Prior Month	December 2020	154,250	10.1%
	vs. Last Year	January 2020	135,000	25.9%
	vs. 5-Yr Avg	January 16-'20	116,300	46.1%
<u>Year to Date</u>	January 2020	169,900		
vs. Prior Year	January 2016	135,000	25.9%	
Median Peak	January 2021	169,900	0.0%	
Trough	January 2015	75,000	126.5%	



<u>ACRE Commentary</u>	<u>Historical Median Selling Price</u>														
<p>"Historical data indicates that median sales prices for the current month on average ('16-'20) decreased by 9.3% from the prior month. The current median price increased by 10.1% from the prior month."</p>	<table border="1"> <tbody> <tr> <td>January 2020</td> <td>135,000</td> </tr> <tr> <td>January 2019</td> <td>118,000</td> </tr> <tr> <td>January 2018</td> <td>120,000</td> </tr> <tr> <td>January 2017</td> <td>116,500</td> </tr> <tr> <td>January 2016</td> <td>92,000</td> </tr> <tr> <td>5- Year Avg:</td> <td>116,300</td> </tr> <tr> <td>3- Year Avg:</td> <td>124,333</td> </tr> </tbody> </table>	January 2020	135,000	January 2019	118,000	January 2018	120,000	January 2017	116,500	January 2016	92,000	5- Year Avg:	116,300	3- Year Avg:	124,333
January 2020	135,000														
January 2019	118,000														
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January 2017	116,500														
January 2016	92,000														
5- Year Avg:	116,300														
3- Year Avg:	124,333														



Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in the Wiregrass for the current month was \$182,825 a 2.6% increase from \$159,209, the average sales price one year ago.

Current Month

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

January	2021	182,825	
December	2020	178,277	2.6%
January	2020	159,209	14.8%
January	16-'20	132,034	38.5%

Year to Date

vs. Prior Year

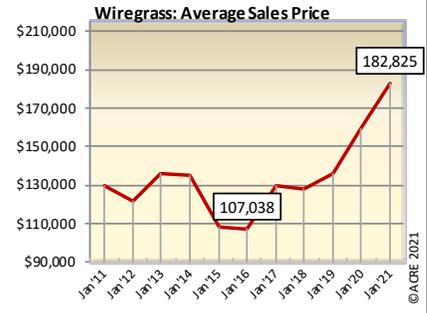
January	2021	182,825	
January	2019	159,209	14.8%

Average Peak

January	2021	182,825	0.0%
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Trough

January	2016	107,038	70.8%
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Graph: January 2011 - 2021
(By month)

ACRE Commentary

“Historical data ('16-'20) indicates that for the current month average sales prices increases 8.0% from the prior month. The average price for the current month increased by 2.6% from the prior month.”

Historical Average Selling Price

January	2020	159,209
January	2019	135,909
January	2018	127,976
January	2017	130,039
January	2016	107,038
5-Year Avg:		132,034
3- Year Avg:		141,031

Days on Market (DOM)

The average number of days on the market for the current month was 67 representing a decrease of 20.2% from 84 days on market in one year ago.

Current Month

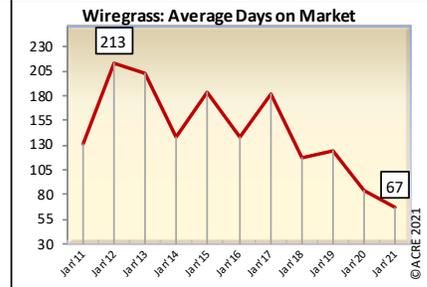
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

January	2021	67	
December	2020	74	-9.5%
January	2020	84	-20.2%
January	16-'20	129	-48.1%

Year to Date

vs. Prior Year

January	2021	67	
January	2020	84	-20.2%



Graph: January 2011 - 2021
(By month)

ACRE Commentary

“The 5-year DOM average ('16-'20) for the current month is 129 days, which is 62 days above the current month. DOM is anticipated to remain within the current range (50-110 days) for the foreseeable future.”

Historical Average DOM

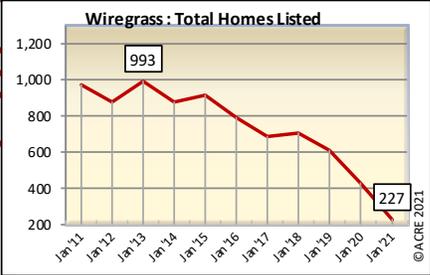
January	2020	84
January	2019	124
January	2018	118
January	2017	182
January	2016	138
5-Year Avg:		129

Monthly Indicators

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Trends

Total Homes Listed for Sale	Current Month	January	2021	227	
Wiregrass residential units available for sale this month decreased by 227 units when compared to the same period last year.	vs. Prior Month	December	2020	264	-14.0%
	vs. Last Year	January	2020	426	-46.7%
	vs. 5-Yr Avg	January	15-'19	646	-64.8%
	Inventory Peak	January	2013	993	-77.1%
	Trough	January	2012	227	0.0%



Graph: January 2011 - 2021
(By month)

ACRE Commentary	Historical Total Homes Listed
"Historical data indicates that on average (*16-'20) the inventory for the current month decreased by 3.1 % from the prior month. Inventory for the current month decreases 14.0% the prior month."	January 2020 426
	January 2019 611
	January 2018 709
	January 2017 692
	January 2016 790
	5-Year Avg: 646

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).

Wiregrass currently has 2.5 months of supply, down from 2.50months last month and down from 4.2 months one year ago.

Current Month	January	2021	2.5	
vs. Prior Month	December	2020	2.0	25.0%
vs. Last Year	January	2020	4.2	-40.7%
vs. 5-Yr Avg	January	16-'20	11.0	-77.2%
I/S Ratio Peak	January	2011	23.1	-89.2%
Trough	January	2021	2.5	0%

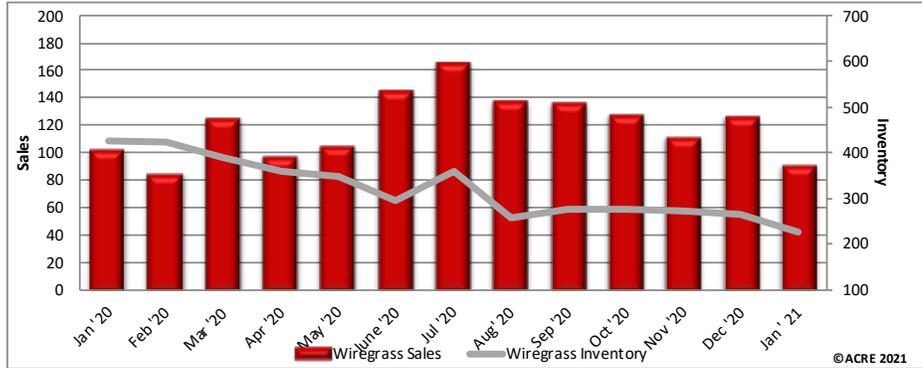


Graph: January 2011 - 2021
(By month)

ACRE Commentary	Historical I/S Ratio
"The current month's 2.0 months of supply is 77.2% below the 5-Year Average of 11.0 months. The Wiregrass's inventory-to-sales ratio is 4.5 months below equilibrium, indicating a transition where sellers typically have slightly elevated bargaining power."	January 2020 4.2
	January 2019 13.6
	January 2018 10.4
	January 2017 9.9
	January 2016 16.8
	5-Year Avg: 11.0
	3-Year Avg: 9.4

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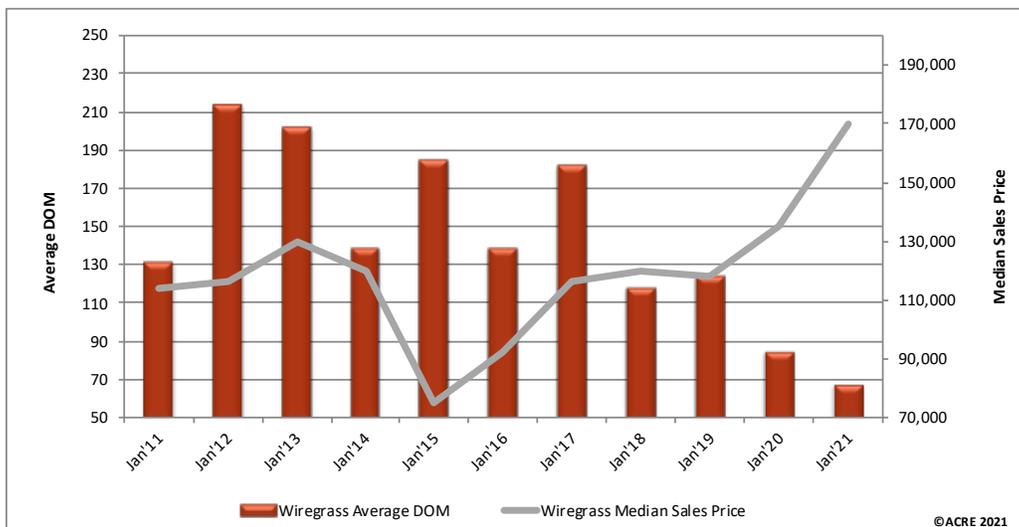
Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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