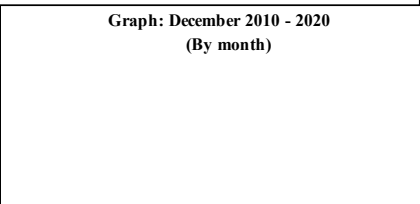


Wiregrass Residential Report – December 2020

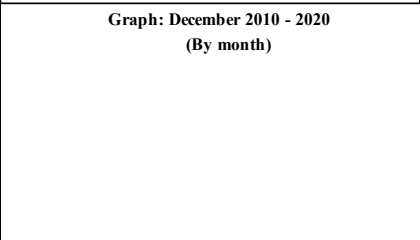
Monthly Indicators	Recent Figures	Trends																																
<p>Total Residential Sales</p> <p>Wiregrass residential sales for the current month totaled 126 units, representing a increase of 40.0% when compared to 90 units that were sold one year ago.</p>	<table border="1"> <tr> <td>Current Month</td> <td>December 2020</td> <td>126</td> <td></td> </tr> <tr> <td>vs. Prior Month</td> <td>November 2020</td> <td>110</td> <td>14.5%</td> </tr> <tr> <td>vs. Last Year</td> <td>December 2019</td> <td>90</td> <td>40.0%</td> </tr> <tr> <td>vs. 5-Yr Avg</td> <td>December 15-'19</td> <td>77</td> <td>64.5%</td> </tr> <tr> <td>vs. Peak</td> <td>December 2020</td> <td>126</td> <td>0.0%</td> </tr> <tr> <td>vs. Trough</td> <td>December 2010</td> <td>51</td> <td>48.4%</td> </tr> <tr> <td>Year to Date</td> <td>December 2020</td> <td>1,453</td> <td>18.0%</td> </tr> <tr> <td>vs. Prior Year</td> <td>December 2019</td> <td>1,231</td> <td></td> </tr> </table>	Current Month	December 2020	126		vs. Prior Month	November 2020	110	14.5%	vs. Last Year	December 2019	90	40.0%	vs. 5-Yr Avg	December 15-'19	77	64.5%	vs. Peak	December 2020	126	0.0%	vs. Trough	December 2010	51	48.4%	Year to Date	December 2020	1,453	18.0%	vs. Prior Year	December 2019	1,231		<p>Wiregrass: Total Residential Sales</p>
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ACRE Commentary	Historical Home Sales														
<p>“Historical data indicates that the current month's sales on average ('15-'19) increases from the prior month by 19.9%. The current month's sales decreased 14.5% from the prior month.”</p>	<table border="1"> <tr> <td>December 2019</td> <td>90</td> </tr> <tr> <td>December 2018</td> <td>68</td> </tr> <tr> <td>December 2017</td> <td>82</td> </tr> <tr> <td>December 2016</td> <td>85</td> </tr> <tr> <td>December 2015</td> <td>58</td> </tr> <tr> <td>5- Year Avg:</td> <td>77</td> </tr> <tr> <td>3- Year Avg:</td> <td>80</td> </tr> </table>	December 2019	90	December 2018	68	December 2017	82	December 2016	85	December 2015	58	5- Year Avg:	77	3- Year Avg:	80
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Median Sales Price	Recent Figures	Trends																																
<p>Median Sales Price</p> <p>The median sales price in Wiregrass for the current month was \$154,250, a 7.3% increase from \$143,750 the median sales price one year ago.</p>	<table border="1"> <tr> <td>Current Month</td> <td>December 2020</td> <td>154,250</td> <td></td> </tr> <tr> <td>vs. Prior Month</td> <td>November 2020</td> <td>160,500</td> <td>-3.9%</td> </tr> <tr> <td>vs. Last Year</td> <td>December 2019</td> <td>143,750</td> <td>7.3%</td> </tr> <tr> <td>vs. 5-Yr Avg</td> <td>December 15-'19</td> <td>122,000</td> <td>26.4%</td> </tr> <tr> <td>Year to Date</td> <td>December 2020</td> <td>158,107</td> <td></td> </tr> <tr> <td>vs. Prior Year</td> <td>December 2016</td> <td>142,642</td> <td>10.8%</td> </tr> <tr> <td>Median Peak</td> <td>December 2020</td> <td>154,250</td> <td>0.0%</td> </tr> <tr> <td>Trough</td> <td>December 2015</td> <td>96,750</td> <td>59.4%</td> </tr> </table>	Current Month	December 2020	154,250		vs. Prior Month	November 2020	160,500	-3.9%	vs. Last Year	December 2019	143,750	7.3%	vs. 5-Yr Avg	December 15-'19	122,000	26.4%	Year to Date	December 2020	158,107		vs. Prior Year	December 2016	142,642	10.8%	Median Peak	December 2020	154,250	0.0%	Trough	December 2015	96,750	59.4%	<p>Wiregrass: Median Sales Price</p>
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ACRE Commentary	Historical Median Selling Price														
<p>“Historical data indicates that median sales prices for the current month on average ('15-'19) increased by 15.6% from the prior month. The current median price decreased by 3.9% from the prior month.</p>	<table border="1"> <tr> <td>December 2019</td> <td>143,750</td> </tr> <tr> <td>December 2018</td> <td>120,250</td> </tr> <tr> <td>December 2017</td> <td>119,250</td> </tr> <tr> <td>December 2016</td> <td>130,000</td> </tr> <tr> <td>December 2015</td> <td>96,750</td> </tr> <tr> <td>5- Year Avg:</td> <td>122,000</td> </tr> <tr> <td>3- Year Avg:</td> <td>127,750</td> </tr> </table>	December 2019	143,750	December 2018	120,250	December 2017	119,250	December 2016	130,000	December 2015	96,750	5- Year Avg:	122,000	3- Year Avg:	127,750
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Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in the Wiregrass for the current month was \$178,277 a 15.8% increase from \$153,920, the average sales price one year ago.

Current Month

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

December	2020	178,277	
November	2020	173,443	2.8%
December	2019	153,920	15.8%
December	15-'19	139,499	27.8%

Year to Date

vs. Prior Year

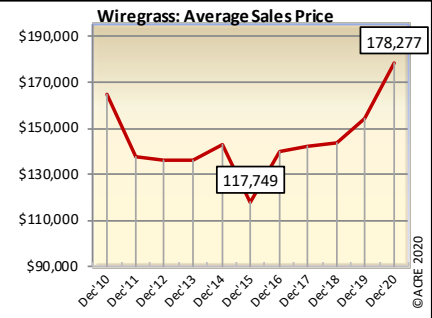
December	2020	172,078	
December	2019	159,992	7.6%

Average Peak

December	2020	178,277	0.0%
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Trough

December	2015	117,749	51.4%
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Graph: December 2010 - 2020
(By month)

ACRE Commentary

“Historical data ('15-'19) indicates that for the current month average sales prices increases 12.1% from the prior month. The average price for the current month increased by 2.8% from the prior month.”

Historical Average Selling Price

December	2019	153,920
December	2018	143,947
December	2017	141,743
December	2016	140,134
December	2015	117,749
5-Year Avg:		139,499
3- Year Avg:		146,537

Days on Market (DOM)

The average number of days on the market for the current month was 74, representing a decrease 10.8% from 83 days on market in one year ago.

Current Month

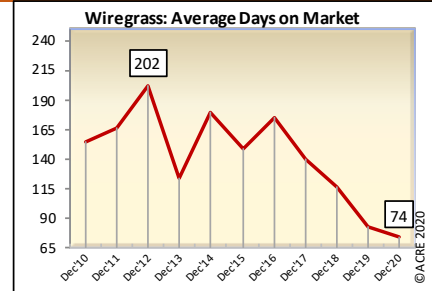
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

December	2020	74	
November	2020	68	8.8%
December	2019	83	-10.8%
December	15-'19	133	-44.2%

Year to Date

vs. Prior Year

December	2020	84	
December	2019	104	-19.0%



Graph: December 2010 - 2020
(By month)

ACRE Commentary

“The 5-year DOM average ('15-'19) for the current month is 133 days, which is 59 days above the current month. DOM is anticipated to remain within the current range (50-110 days) for the foreseeable future.”

Historical Average DOM

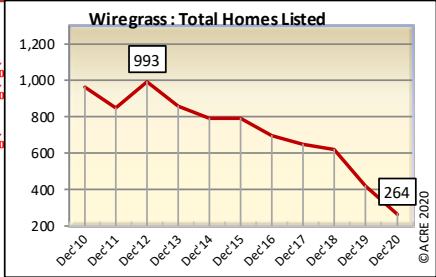
December	2019	83
December	2018	117
December	2017	140
December	2016	175
December	2015	148
5-Year Avg:		133

Monthly Indicators

Recent Figures

Trends

Total Homes Listed for Sale	Current Month	December	2020	264	
Wiregrass residential units available for sale this month decreased by 264 units when compared to the same period last year.	vs. Prior Month	November	2020	273	-3.3%
	vs. Last Year	December	2019	417	-36.7%
	vs. 5-Yr Avg	December	15-'19	635	-58.4%
	Inventory Peak	December	2012	993	-73.4%
	Trough	December	2020	264	0.0%



Graph: December 2010 - 2020
(By month)

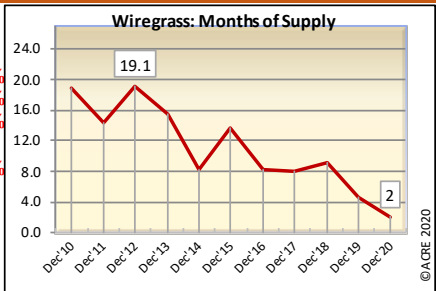
ACRE Commentary	Historical Total Homes Listed
"Historical data indicates that on average (*15-'19) the inventory for the current month increased 15.6% from the prior month. Inventory for the current month decreases 3.3% the prior month."	December 2019 417
	December 2018 619
	December 2017 652
	December 2016 695
	December 2015 792
	5-Year Avg: 635

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 2.0 months of supply, down from 2.5 months last month and down from 4.6 months one year ago.

Current Month	December	2020	2.0	
vs. Prior Month	November	2020	2.5	-20.0%
vs. Last Year	December	2019	4.6	-56.8%
vs. 5-Yr Avg	December	15-'19	8.7	-77.0%
I/S Ratio Peak	December	2012	19.1	-89.5%
Trough	December	2020	2.0	0%

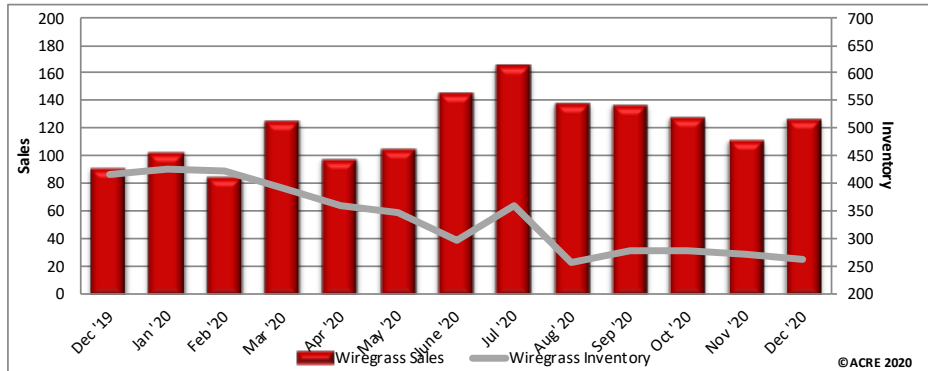


Graph: December 2010 - 2020
(By month)

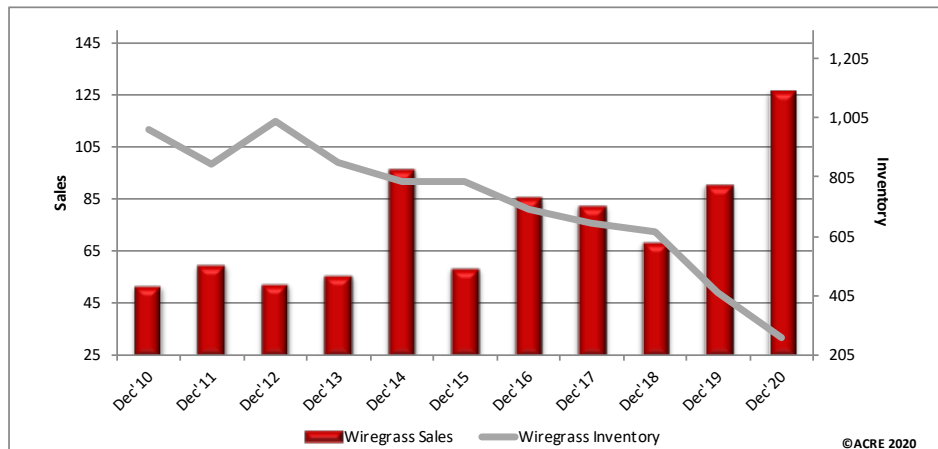
ACRE Commentary	Historical I/S Ratio
"The current month's 2.0 months of supply is 77.7% below the 5-Year Average of 8.7 months. The Wiregrass's inventory-to-sales ratio is 6 months below equilibrium, indicating a transition where sellers typically have slightly elevated bargaining power."	December 2019 4.6
	December 2018 9.1
	December 2017 8.0
	December 2016 8.2
	December 2015 13.7
	5-Year Avg: 8.7
	3-Year Avg: 7.2

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's

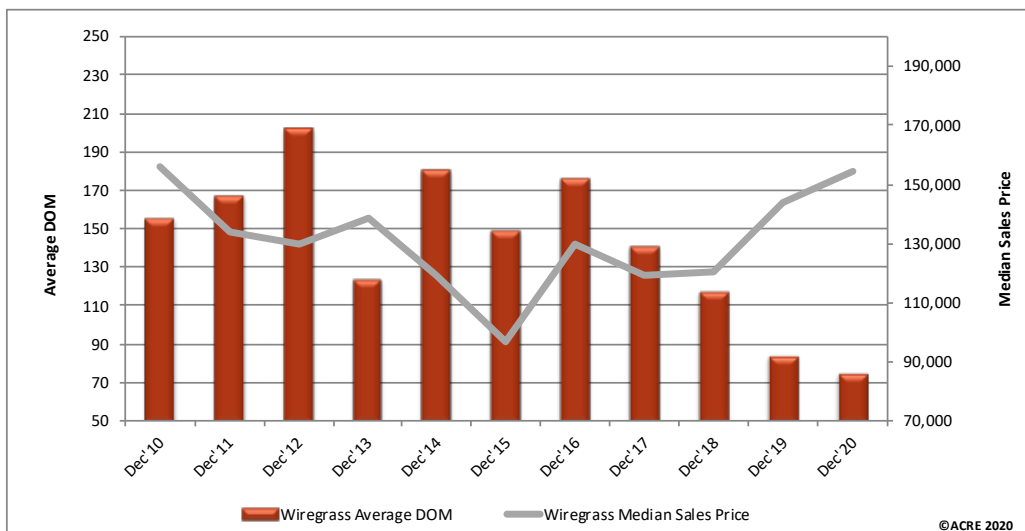
Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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