

Tuscaloosa Residential Q3 Report - 2020

Quarterly Indicators

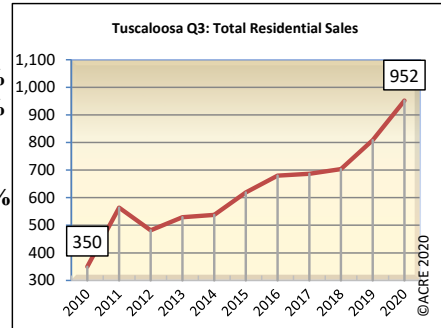
Recent Figures

Trends

Total Residential Sales

Tuscaloosa residential sales for the second quarter of 2020 totaled 952 units, representing an increase of 17.7% when compared to 809 units that were sold in the third quarter of 2019.

Current Quarter	Q3 2020	952	
vs. Last Year	Q3 2019	809	17.7%
vs. 5-Yr Avg	Q3 15-'19	700	36.0%
vs. Peak	Q3 2020	952	0.0%
vs. Trough	Q3 2010	350	172.0%



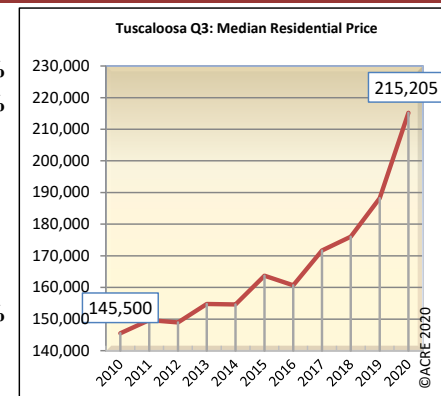
ACRE Commentary	Historical Home Sales
"Compared to historical data, third quarter sales are 29.8% above the 3-year quarterly average and 36.0% above the 5-year quarterly average."	Q3 2019 809
	Q3 2018 704
	Q3 2017 687
	Q3 2016 680
	Q3 2015 619
	5- Year Avg: 700
	3- Year Avg: 733

Graph: Q3: 2010 - 2020
(By quarter)

Median Sales Price

The median sales price in Tuscaloosa for the third quarter of 2020 was \$215,205, a 14.3% increase from the third quarter of 2019's median sales price of \$188,250.

Current Quarter	Q3 2020	215,205	
vs. Last Year	Q3 2019	188,250	14.3%
vs. 5-Yr Avg	Q3 15-'19	172,043	25.1%
Median Peak	Q3 2020	215,205	0.0%
Trough	Q3 2010	145,500	47.9%



ACRE Commentary	Historical Median Selling Price
"Compared to historical data to the right, the third quarter median sales price is 20.4% above the 3-year quarterly average and 25.09% above the 5-year quarterly average."	Q3 2019 188,250
	Q3 2018 176,000
	Q3 2017 171,649
	Q3 2016 160,650
	Q3 2015 163,667
	5- Year Avg: 172,043
	3- Year Avg: 178,633

Graph: Q3: 2010 - 2020
(By quarter)



Quarterly Indicators

Recent Figures

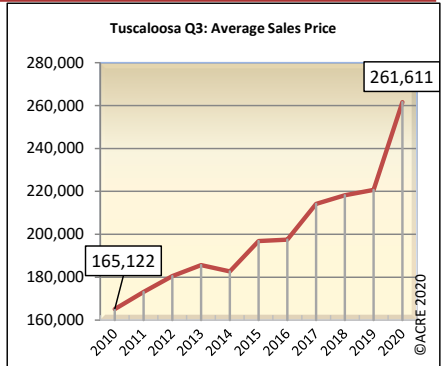
Trends

Average Sales Prices

The average sales price in Tuscaloosa for the third quarter of 2020 was \$261,611, a 18.6% increase from the third quarter of 2019's average sales price of \$220,661.

Current Quarter	Q3	2020	261,611	
vs. Last Year	Q3	2019	220,661	18.6%
vs. 5-Yr Avg	Q3	15-'19	209,489	24.9%

Average Peak	Q3	2020	261,611	0.0%
Trough	Q3	2010	165,122	58.4%



Graph: Q3: 2010 - 2020
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter average price is 46.45% above the 3-year quarterly average and 24.88% above the 5-year quarterly average."

Historical Average Selling Price

Q3	2019	220,661
Q3	2018	218,204
Q3	2017	214,202
Q3	2016	197,512
Q3	2015	196,866

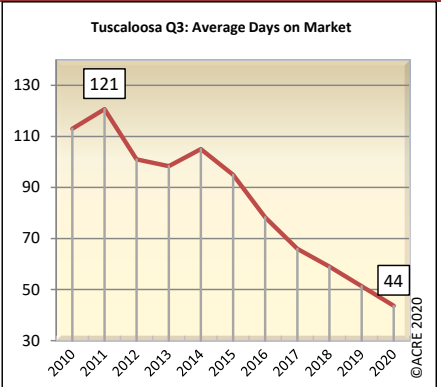
5-Year Avg:	209,489
3-Year Avg:	217,689

Days on Market (DOM)

The average number of days on the market in the third quarter of 2020 was 44, representing an increase of 7 day from one year ago.

Current Quarter	Q3	2020	44	
vs. Last Year	Q3	2019	51	-14.9%
vs. 5-Yr Avg	Q3	15-'19	70	-37.6%

DOM Peak	Q3	2011	121	-63.9%
Trough	Q3	2020	44	-0.8%



Graph: Q3: 2010 - 2020
(By quarter)

ACRE Commentary

"The 5-year DOM average ('15-'19) for the third quarter is 70 days, 16 days higher than current results. Compared to historical data to the right, the third quarter average DOM is 37.14% below the 5-year quarterly average, and 25.42% below the 3-year quarterly average."

Historical Average DOM

Q3	2019	51
Q3	2018	59
Q3	2017	66
Q3	2016	78
Q3	2015	95

5-Year Avg:	70
3-Year Avg:	59



Quarterly Indicators

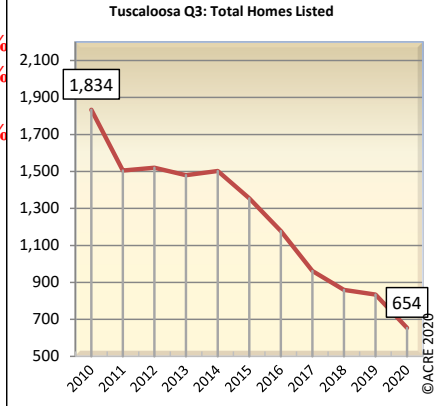
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Total Homes Listed for Sale

Tuscaloosa residential units available for sale in the third quarter of 2020 decreased by 21.6% when compared to the same period last year.

<u>Current Quarter</u>	Q3	2020	654	
vs. Last Year	Q3	2019	834	-21.6%
vs. 5-Yr Avg	Q3	15-'19	1,038	-37.0%
Inventory Peak	Q3	2010	1,834	-64.3%
Trough	Q3	2020	654	0.0%



ACRE Commentary

"The 5-year inventory average ('15-'19) for the third quarter is 1,038 units, 384 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 36.99% below the 5-year quarterly average, and 26.10% below the 3-year quarterly average."

Historical Total Homes Listed

Q3	2019	834
Q3	2018	860
Q3	2017	961
Q3	2016	1,178
Q3	2015	1,354
5-Year Avg:		1,038
3-Year Avg:		885

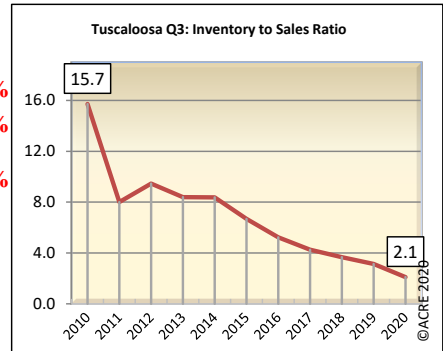
Graph: Q3: 2010 - 2020

(By quarter)

Inventory-to-Sales Ratio

Definition: The quarterly average of inventory for sale divided by the current quarterly sales average equals the # of months of supply (Market considered to be in balance at approximately 6 months).

<u>Current Quarter</u>	Q3	2020	2.1	
vs. Last Year	Q3	2019	3.1	-33.0%
vs. 5-Yr Avg	Q3	15-'19	4.6	-54.3%
I/S Ratio Peak	Q3	2010	15.7	-86.6%
Trough	Q3	2020	2.1	0.0%



ACRE Commentary

"Compared to historical data to the right, the third quarter average months of supply is 43.24% below the 3-year quarterly average and 54.35% below the 5-year quarterly average."

Historical I/S Ratio

Q3	2019	3.1
Q3	2018	3.7
Q3	2017	4.3
Q3	2016	5.2
Q3	2015	6.7
5-Year Avg:		4.6
3-Year Avg:		3.7

Graph: Q3: 2010 - 2020

(By quarter)

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