

Baldwin County Residential 2nd Quarter 2021

Quarterly Indicators

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Trends

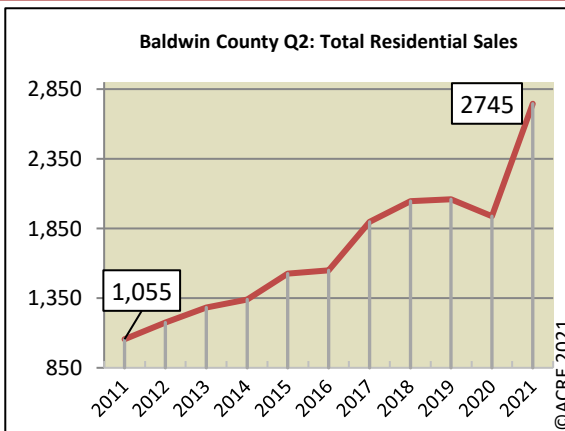
Total Residential Sales

Baldwin County residential sales for the second quarter of 2021 totaled 2,745 units, representing an increase of 806 transactions when compared to 1,939 units that were sold in the second quarter of 2020

Current Quarter

vs. Last Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

Q2	2021	2,745	
Q2	2020	1,939	41.6%
Q2	16-'20	1,898	44.6%
Q2	2021	2,745	0.0%
Q2	2011	1,055	160.2%



ACRE Commentary

"Compared to historical data, second quarter sales are 36.2% above the 3-year quarterly average and 44.6% above the 5-year quarterly average."

Historical Home Sales

Q2	2020	1,939
Q2	2019	2,061
Q2	2018	2,045
Q2	2017	1,897
Q2	2016	1,548
5- Year Avg:		1,898
3- Year Avg:		2,015

**Graph: Q2 2011-2021
(By quarter)**

Median Sales Price

The median sales price in Baldwin County for the second quarter of 2021 was \$286,633, representing a 14.3% increase from the second quarter of 2020's median selling price of \$250,738.

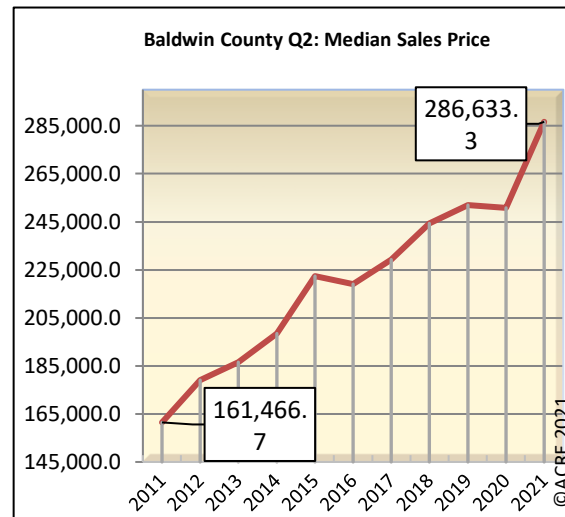
Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q2	2021	286,633	
Q2	2020	250,738	14.3%
Q2	16-'20	239,047	19.9%

Median Peak
Trough

Q2	2020	286,633	0.0%
Q2	2011	161,466	77.5%



ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 17.9% above the 3-year quarterly average and 19.9% above the 5-year quarterly average."

Historical Median Selling Price

Q2	2020	250,738
Q2	2019	251,900
Q2	2018	244,383
Q2	2017	229,148
Q2	2016	219,067
5- Year Avg:		239,047
3- Year Avg:		249,007

**Graph: Q2 2011-2021
(By quarter)**



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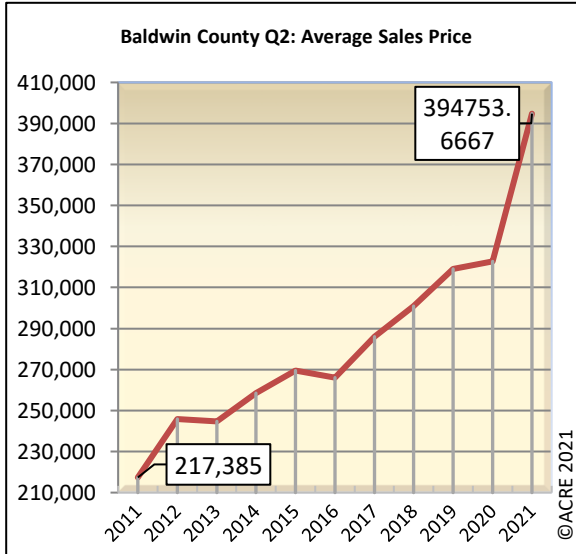
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Average Sales Prices

The average selling price in Baldwin County for the second quarter of 2021 was \$394,754, a 22.3% increase from the second quarter of 2020's average sales price of \$322,838.

Current Quarter	Q2	2021	394,754	
vs. Last Year	Q2	2020	322,838	22.3%
vs. 5-Yr Avg	Q2	16-'20	298,969	32.0%

Average Peak	Q2	2021	394,753	0.0%
Trough	Q2	2011	217,385	81.6%



ACRE Commentary

"Compared to historical data to the right, the second quarter average price is 6.2% below the 3-year quarterly average and 32% above the 5-year quarterly average."

Historical Average Selling Price

Q2	2020	322,838
Q2	2019	318,972
Q2	2018	301,006
Q2	2017	286,018
Q2	2016	266,010

5-Year Avg:	298,969
3-Year Avg:	314,272

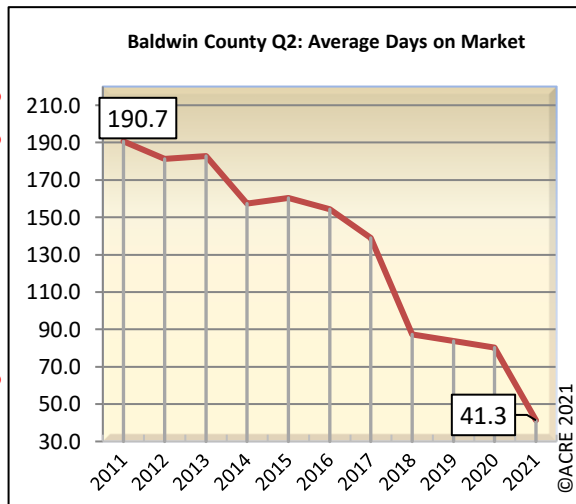
Graph: Q2 2011-2021 (By quarter)

Days on Market (DOM)

The average number of days on the market in the second quarter of 2021 was 41 days, representing a decrease of 48.5% from 80 days on market in the second quarter of 2020.

Current Quarter	Q2	2021	41	
vs. Last Year	Q2	2020	80	-48.5%
vs. 5-Yr Avg	Q2	16-'20	109	-62.1%

DOM Peak	Q2	2011	190	-78.2%
Trough	Q2	2021	41	0.8%



ACRE Commentary

"The 5-year DOM average ('16-'20) for the second quarter is 109 days, 68 days higher than current results. Compared to historical data to the right, the second quarter DOM average is 62.1% below the 5-year quarterly average, and 51.2% below the 3-year quarterly average."

Historical Average DOM

Q2	2020	80
Q2	2019	84
Q2	2018	87
Q2	2017	139
Q2	2016	154

5-Year Avg:	109
3-Year Avg:	84

Graph: Q2 2011-2021 (By quarter)

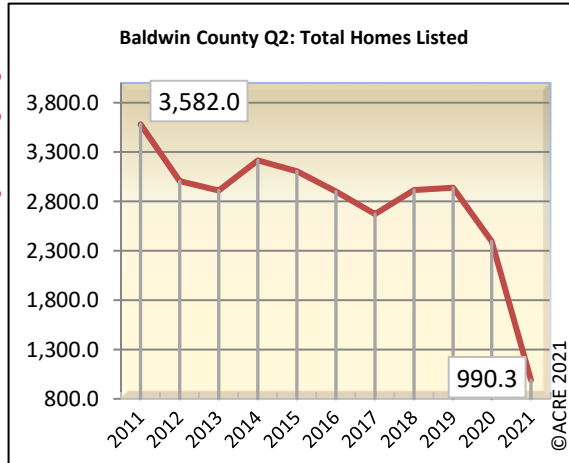


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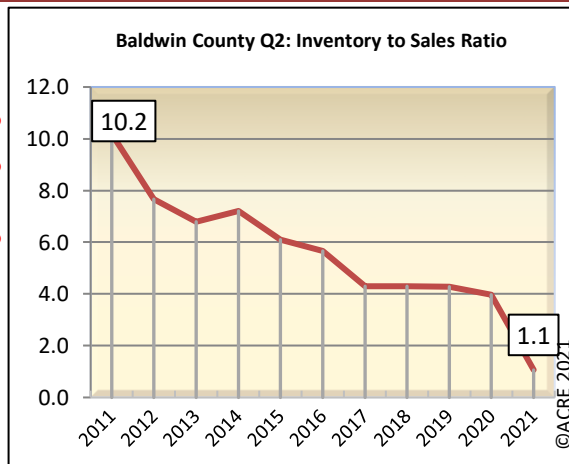
Total Homes Listed for Sale	Current Quarter	Q2	2021	990	
Baldwin County residential units available for sale in the second quarter of 2021 decreased by 1408 units when compared to the same period last year.	vs. Last Year	Q2	2020	2,398	-58.7%
	vs. 5-Yr Avg	Q2	16-'20	2,765	-64.2%
	Inventory Peak	Q2	2011	3,582	-72.4%
	Trough	Q2	2021	990	0.0%



ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('16-'20) for the second quarter is 2,765 listings, 1,775 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 64.2% below the 5-year quarterly average, and 64% below the 3-year quarterly average."	Q2 2020 2,398
	Q2 2019 2,940
	Q2 2018 2,913
	Q2 2017 2,673
	Q2 2016 2,902
	5-Year Avg: 2,765
3-Year Avg: 2,750	

Graph: Q2 2011-2021
(By quarter)

Inventory-to-Sales Ratio	Current Quarter	Q2	2021	1.1	
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).	vs. Last Year	Q2	2020	4.0	-73.1%
	vs. 5-Yr Avg	Q2	16-'20	4.5	-76.3%
	I/S Ratio Peak	Q2	2011	10.2	-89.5%
	Trough	Q2	2021	1.1	-3.0%



ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the second quarter months of supply average is 73.8% below the 3-year quarterly average and 76.3% below the 5-year quarterly average."	Q2 2020 4.0
	Q2 2019 4.3
	Q2 2018 4.3
	Q2 2017 4.3
	Q2 2016 5.7
	5-Year Avg: 4.5
3-Year Avg: 4.2	

Graph: Q2 2011-2021
(By quarter)

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