

## Cullman Residential Q3 Report - 2020

### Quarterly Indicators

### Recent Figures

### Trends

#### Total Residential Sales

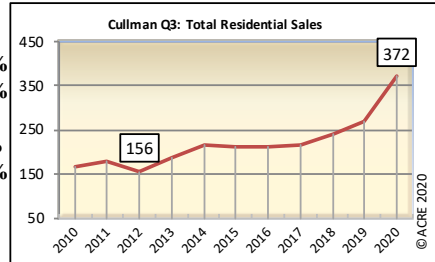
Cullman residential sales for the third quarter of 2020 totaled 372 units, representing an increase of **101 transactions** when compared to 271 units that were sold in the third quarter of 2019.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Q3	2020	372
Q3	2019	271
Q3	15-'19	230
Q3	2020	372
Q3	2012	256

37.3%  
61.5%  
0.0%  
45.3%



Graph: Q3 : 2010-2020  
(By quarter)

#### ACRE Commentary

"Compared to historical data, third quarter sales are 53.7% above the 3-year quarterly average and 61.7% above the 5-year quarterly average."

#### Historical Home Sales

Q3	2019	271
Q3	2018	241
Q3	2017	215
Q3	2016	211
Q3	2015	214

5- Year Avg: 230  
3- Year Avg: 242

#### Median Sales Price

The median sales price in Cullman during the third quarter of 2020 was \$179,450, an 15.5% increase from the third quarter of 2019's median sales price of \$155,390.

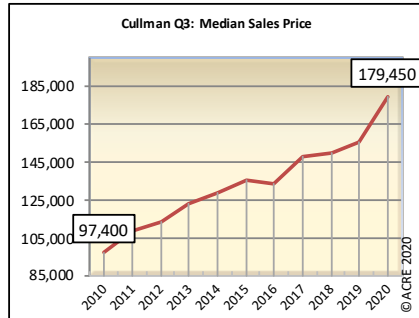
#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Q3	2020	179,450
Q3	2019	155,390
Q3	15-'19	144,536

15.5%  
24.2%

Median Peak Q3 2020 179,450 0.0%  
Trough Q3 2010 97,400 84.2%



Graph: Q3 : 2010-2020  
(By quarter)

#### ACRE Commentary

"Compared to historical data, the third quarter median price is 18.8% above the 3-year quarterly average and 24.2% above the 5-year quarterly average."

#### Historical Median Sales Price

Q3	2019	155,390
Q3	2018	149,933
Q3	2017	147,808
Q3	2016	133,967
Q3	2015	135,583

5- Year Avg: 144,536  
3- Year Avg: 151,044



**Quarterly Indicators**

**Recent Figures**

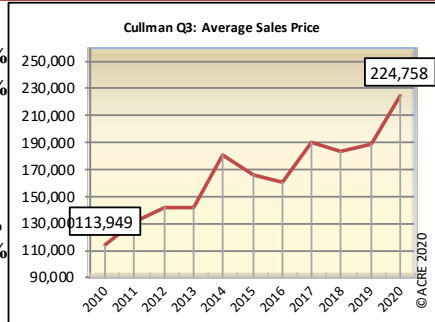
**Trends**

**Average Sales Prices**

The average sales price in Cullman during the third quarter of 2020 was \$224,758, a 19.4% increase from the third quarter of 2019's average sales price of \$188,313.

<b>Current Quarter</b>	Q3	2020	<b>224,758</b>	
vs. Last Year	Q3	2019	<b>188,313</b>	<b>19.4%</b>
vs. 5-Yr Avg	Q3	15-'19	<b>177,843</b>	<b>26.4%</b>

<b>Average Peak</b>	Q3	2020	<b>224,758</b>	<b>0.0%</b>
<b>Trough</b>	Q3	2010	<b>113,949</b>	<b>97.2%</b>



Graph: Q3 : 2010-2020  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the third quarter average sales price is 19.8% above the 3-year quarterly average and 26.4% above the 5-year quarterly average."

**Historical Average Sales Price**

Q3	2019	<b>188,313</b>
Q3	2018	<b>183,932</b>
Q3	2017	<b>190,789</b>
Q3	2016	<b>160,374</b>
Q3	2015	<b>165,806</b>

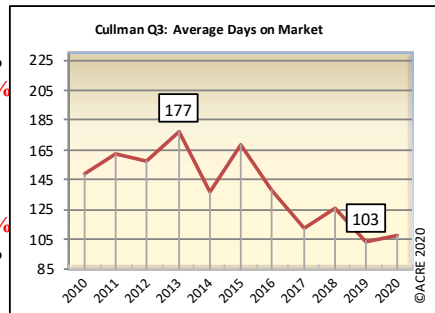
<b>5-Year Avg:</b>	<b>177,843</b>
<b>3-Year Avg:</b>	<b>187,678</b>

**Days on Market (DOM)**

The average number of days on the market in the third quarter of 2020 was 108, representing an increase of 4.2% from 103 days on market in the third quarter of 2019.

<b>Current Quarter</b>	Q3	2020	<b>108</b>	
vs. Last Year	Q3	2019	<b>103</b>	<b>4.2%</b>
vs. 5-Yr Avg	Q3	15-'19	<b>130</b>	<b>-16.9%</b>

<b>DOM Peak</b>	Q3	2013	<b>177</b>	<b>-39.2%</b>
<b>Trough</b>	Q3	2019	<b>103</b>	<b>4.5%</b>



Graph: Q3 : 2010-2020  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('15-'19) for the third quarter is 114 days, 6 days higher than the current results. Compared to historical data, the second quarter DOM average is 16.9% below the 5-year quarterly average, and 5.3% above the 3-year quarterly average."

**Historical Average DOM**

Q3	2019	<b>103</b>
Q3	2018	<b>125</b>
Q3	2017	<b>112</b>
Q3	2016	<b>138</b>
Q3	2015	<b>169</b>

<b>5-Year Avg:</b>	<b>130</b>
<b>3-Year Avg:</b>	<b>114</b>



**Quarterly Indicators**

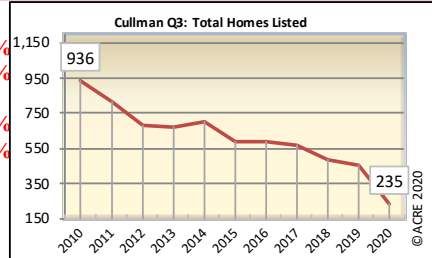
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Cullman residential units listed for sale in the third quarter of 2020 decreased by **125 units** when compared to the same period last year.

<u>Current Quarter</u>	Q3	2020	235	
vs. Last Year	Q3	2019	460	-49.0%
vs. 5-Yr Avg	Q3	15-'19	539	-56.5%
<b>Inventory Peak</b>	Q3	2010	936	-74.8%
<b>Trough</b>	Q3	2020	351	-33.1%



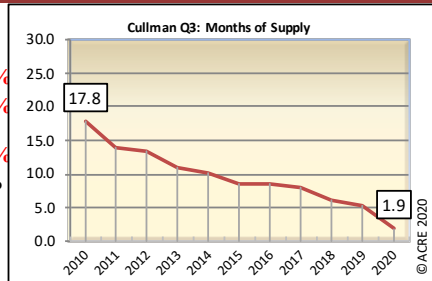
**Graph: Q3 : 2010-2020**  
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>
"The 5-year inventory average ('15-'19) for the third quarter is 539 units, 304 units higher than current results. Compared to historical data, the number of homes listed for sale is 56.4% below the 5-year quarterly average and 54.2% below the 3-year quarterly average."	Q3 2019 460
	Q3 2018 491
	Q3 2017 567
	Q3 2016 586
	Q3 2015 593
	<b>5-Year Avg: 539</b>
	<b>3-Year Avg: 506</b>

**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	1.9	
vs. Last Year	Q3	2019	5.3	-64.0%
vs. 5-Yr Avg	Q3	15-'19	7.3	-73.9%
<b>I/S Ratio Peak</b>	Q3	2010	17.8	-89.3%
<b>Trough</b>	Q3	2020	1.9	0.0%



**Graph: Q3 : 2010-2020**  
(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>
"Compared to historical data, the third quarter months of supply is 70.8% below the 3-year quarterly average and 74.0% below the 5-year quarterly average."	Q3 2019 5.3
	Q3 2018 6.1
	Q3 2017 8.0
	Q3 2016 8.4
	Q3 2015 8.6
	<b>5-Year Avg: 7.3</b>
	<b>3- Year Avg: 6.5</b>

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