

Huntsville Residential 3rd Quarter Report - 2020

Quarterly Indicators

Recent Figures

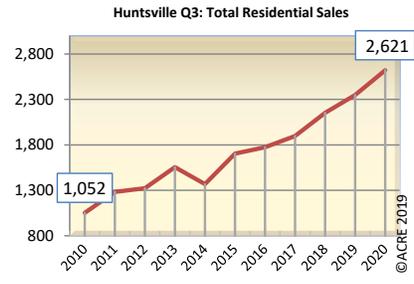
Trends

Total Residential Sales

Huntsville residential sales for the third quarter of 2020 totaled 2,621 units, representing an increase of 11.5% when compared to 2,350 units that were sold in the third quarter of 2019.

Current Quarter

Q3 2020	2,621	
vs. Last Year	Q3 2019	2,350 11.5%
vs. 5-Yr Avg	Q3 15-'19	1,976 32.7%
vs. Peak	Q3 2019	2,621 0.0%
vs. Trough	Q3 2010	1,052 149.1%



ACRE Commentary

"Compared to historical data, third quarter sales are 24.0% above the 3-year quarterly average and 32.7% above the 5-year quarterly average."

Historical Home Sales

Q3 2019	2,350
Q3 2018	2,153
Q3 2017	1,897
Q3 2016	1,775
Q3 2015	1,703

5- Year Avg: 1,976

3- Year Avg: 2,133

Graph: Q3: 2010 - 2020
(By quarter)

Median Sales Price

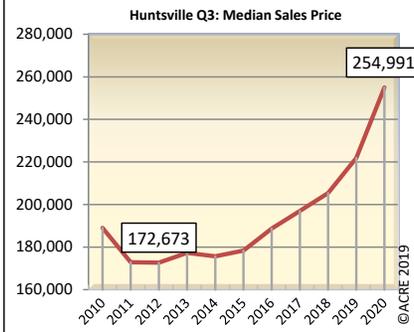
The median selling price in Huntsville for the third quarter of 2020 was \$254,991, a 15.0% increase from the third quarter of 2019's median selling price of \$221,798.

Current Quarter

Q3 2020	254,991	
vs. Last Year	Q3 2019	221,798 15.0%
vs. 5-Yr Avg	Q3 15-'19	198,214 28.6%

Median Peak Q3 2020 254,991 0.0%

Trough Q3 2012 172,673 47.7%



ACRE Commentary

"Compared to historical data to the right, the fourth quarter median sales price is 22.6% above the 3-year quarterly average and 28.6% above the 5-year quarterly average."

Historical Median Selling Price

Q3 2019	221,798
Q3 2018	205,333
Q3 2017	196,961
Q3 2016	188,675
Q3 2015	178,305

5- Year Avg: 198,214

3- Year Avg: 208,031

Graph: Q3: 2010 - 2020
(By quarter)



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Average Sales Prices

The average sales price in Huntsville for the third quarter of 2020 was \$291,953, a 17.8% increase from the third quarter of 2019's average sales price of \$247,821.

Current Quarter	Q3	2020	291,953	
vs. Last Year	Q3	2019	247,821	17.8%
vs. 5-Yr Avg	Q3	15-'19	223,427	30.7%

Average Peak	Q3	2019	291,953	0.0%
Trough	Q3	2009	197,368	47.9%



Graph: Q3: 2010 - 2020
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter average sales price is 24.6% above the 3-year quarterly average and 30.7% above the 5-year quarterly average."

Historical Average Selling Price

Q3	2019	247,821
Q3	2018	231,257
Q3	2017	224,032
Q3	2016	215,784
Q3	2015	198,239

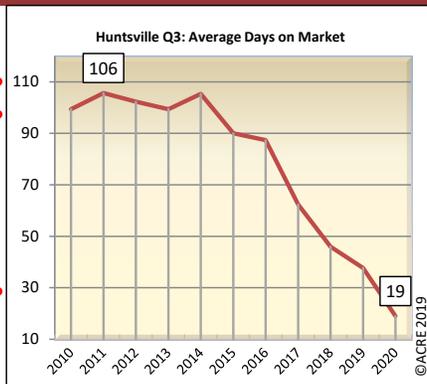
5-Year Avg:	223,427
3- Year Avg:	234,370

Days on Market (DOM)

The average number of days on the market in the third quarter of 2020 was 19, representing an improvement of 19 days from one year ago.

Current Quarter	Q3	2020	19	
vs. Last Year	Q3	2019	38	-49.6%
vs. 5-Yr Avg	Q3	15-'19	65	-70.6%

DOM Peak	Q3	2011	106	-82.1%
Trough	Q3	2020	19	0.0%



Graph: Q3: 2010 - 2020
(By quarter)

ACRE Commentary

"The 5-year DOM average ('15-'19) for the third quarter is 65 days, 46 days above the current results. Compared to historical data to the right, the third quarter DOM average is 70.6% below the 5-year quarterly average, and 61.2% below the 3-year quarterly average."

Historical Average DOM

Q3	2019	38
Q3	2018	46
Q3	2017	62
Q3	2016	87
Q3	2015	90

5-Year Avg:	65
3-Year Avg:	49



Quarterly Indicators

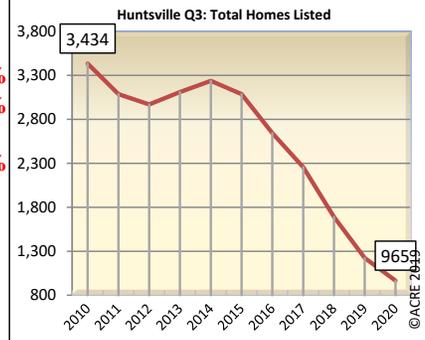
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Total Homes Listed for Sale

Huntsville residential units available for sale in the third quarter of 2020 decreased by 21.2% when compared to the same period last year.

<u>Current Quarter</u>	Q3	2020	965		
vs. Last Year	Q3	2019	1,224	-21.2%	
vs. 5-Yr Avg	Q3	15-'19	2,180	-55.7%	
Inventory Peak	Q3	2010	3,434	-71.9%	
Trough	Q3	2020	965	0.0%	



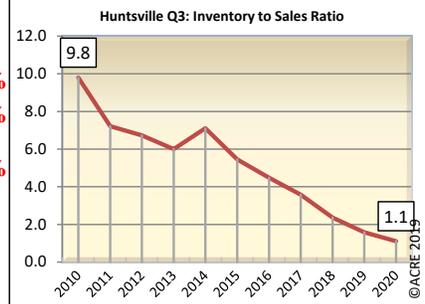
Graph: Q3: 2010 - 2020
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>
"The 5-year inventory average ('15-'19) for the third quarter is 2,180 units, 1,215 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 55.7% below the 5-year quarterly average, and 44.0% below the 3-year quarterly average."	Q3 2019 1,224
	Q3 2018 1,691
	Q3 2017 2,257
	Q3 2016 2,643
	Q3 2015 3,087
	5-Year Avg: 2,180
	3-Year Avg: 1,724

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	1.1		
vs. Last Year	Q3	2019	1.6	-29.9%	
vs. 5-Yr Avg	Q3	15-'19	3.5	-68.3%	
I/S Ratio Peak	Q3	2010	9.8	-88.7%	
Trough	Q3	2019	1.1	0.6%	



Graph: Q3: 2010 - 2020
(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>
"Compared to historical data to the right, the third quarter months of supply is 56.0% below the 3-year quarterly average and 68.3% below the 5-year quarterly average."	Q3 2019 1.6
	Q3 2018 2.4
	Q3 2017 3.6
	Q3 2016 4.5
	Q3 2015 5.4
	5-Year Avg: 3.5
	3-Year Avg: 2.5

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