

Huntsville Residential 2nd Quarter Report - 2021

Quarterly Indicators

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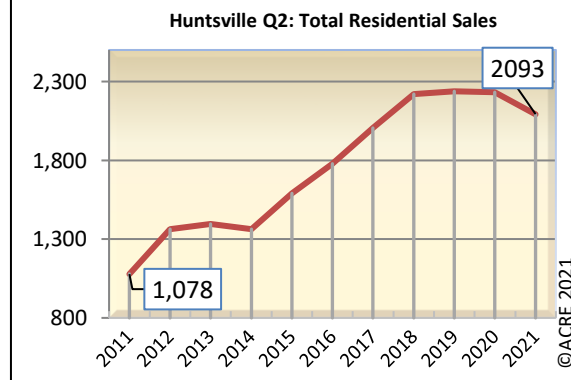
Total Residential Sales

Huntsville residential sales for the second quarter of 2021 totaled 2,093 units, representing a decrease of 6.3% when compared to 2,233 units that were sold in the second quarter of 2020.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q2	2021	2,093	
Q2	2020	2,233	-6.3%
Q2	16-20'	2,095	-0.1%
Q2	2021	2,093	0.0%
Q2	2011	1,078	94.2%



ACRE Commentary

"Compared to historical data, second quarter sales are 6.14% below the 3-year quarterly average and 0.1% below the 5-year quarterly average."

Historical Home Sales

Q2	2019	2,233
Q2	2018	2,238
Q2	2017	2,219
Q2	2016	2,006
Q2	2015	1,779

5- Year Avg:	2,095
3- Year Avg:	2,230

Graph: Q2: 2010 - 2021
(By quarter)

Median Sales Price

The median selling price in Huntsville for the second quarter of 2021 was \$272,290, a 9.5% increase from one year ago.

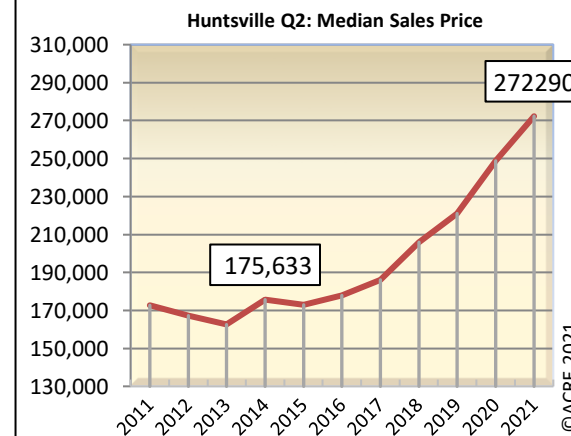
Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q2	2021	272,290	
Q2	2020	248,680	9.5%
Q2	16-20'	207,942	30.9%

Median Peak
Trough

Q2	2021	272,290	0.0%
Q2	2014	175,633	55.0%



ACRE Commentary

"Compared to historical data to the right, the second quarter median sales price is 20.89% above the 3-year quarterly average and 30.9% above the 5-year quarterly average."

Historical Median Selling Price

Q2	2019	248,680
Q2	2018	221,035
Q2	2017	206,020
Q2	2016	186,000
Q2	2015	177,975

5- Year Avg:	207,942
3- Year Avg:	225,245

Graph: Q2: 2010 - 2021
(By quarter)



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Average Sales Prices

The average sales price in Huntsville for the second quarter of 2021 was \$307,871, a 10.4% increase from one year ago.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

Q2	2021	307,871	
Q2	2020	278,759	10.4%
Q2	16-20'	235,463	30.8%

Average **Peak**
Trough

Q2	2021	307,871	0.0%
Q2	2012	191,896	60.4%

ACRE Commentary

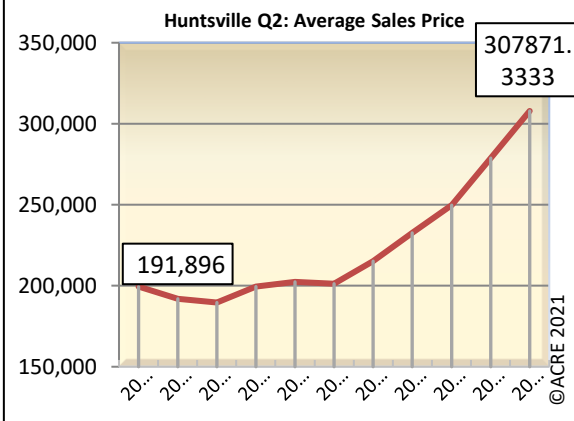
"Compared to historical data to the right, the second quarter average sales price is 21.38% above the 3-year quarterly average and 30.8% above the 5-year quarterly average."

Historical Average Selling Price

Q2	2019	278,759
Q2	2018	249,685
Q2	2017	232,508
Q2	2016	215,212
Q2	2015	201,154

5-Year Avg: 235,463

3-Year Avg: 253,650



Graph: Q2: 2010 - 2021
(By quarter)

Days on Market (DOM)

The average number of days on the market in the second quarter of 2021 was 17, representing an decrease of 12 days from one year ago.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

Q2	2021	17	
Q2	2020	29	-42.0%
Q2	16-20'	61	-72.3%

DOM **Peak**
Trough

Q2	2014	124	-86.3%
Q2	2021	17	0.0%

ACRE Commentary

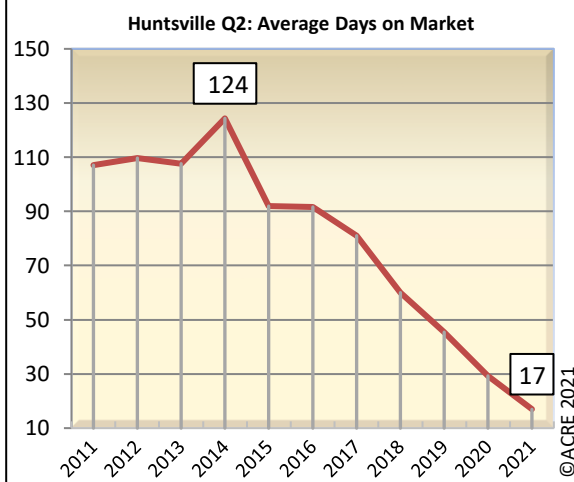
"The 5-year DOM average ('16-'21) for the second quarter is 61 days, 44 days above the current results. Compared to historical data to the right, the second quarter DOM average is 72..% below the 5-year quarterly average and 35.6% below the 3-year quarterly average."

Historical Average DOM

Q2	2019	29
Q2	2018	45
Q2	2017	60
Q2	2016	81
Q2	2015	92

5-Year Avg: 61

3-Year Avg: 45



Graph: Q2: 2010 - 2021
(By quarter)



Quarterly Indicators

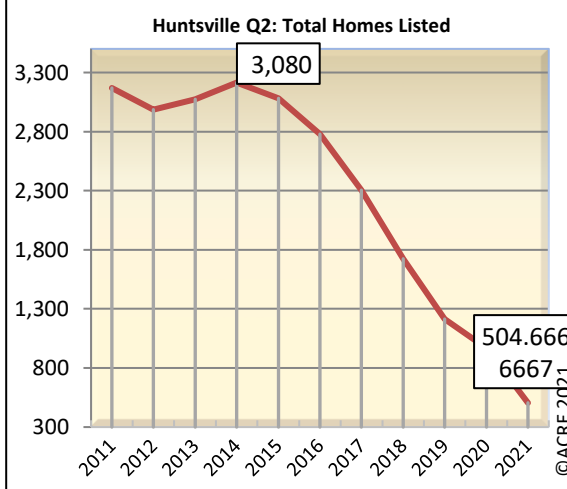
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Total Homes Listed for Sale

Huntsville residential units available for sale in the second quarter of 2021 decreased by 47.7% when compared to the same period last year.

Current Quarter	Q2	2021	505		
vs. Last Year	Q2	2020	965	-47.7%	
vs. 5-Yr Avg	Q2	16-20'	1,797	-71.9%	
Inventory Peak	Q2	2015	3,080	-83.6%	
Trough	Q2	2021	504	0.1%	



ACRE Commentary

"The 5-year inventory average ('16-'21) for the second quarter is 1,797 units, 1,292 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 71.9% below the 5-year quarterly average, and 61.2% below the 3-year quarterly average."

Historical Total Homes Listed

Q2	2019	965
Q2	2018	1,216
Q2	2017	1,722
Q2	2016	2,303
Q2	2015	2,779
5-Year Avg:		1,797
3-Year Avg:		1,301

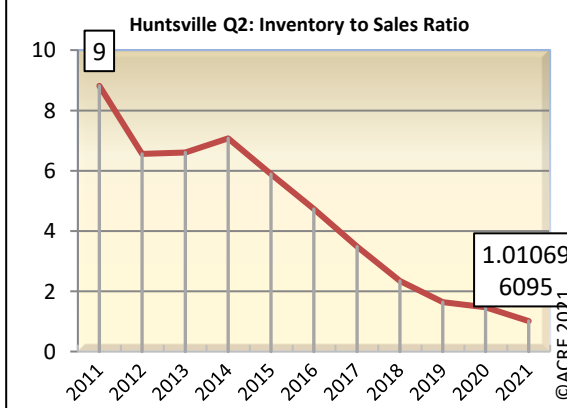
Graph: Q2: 2010 - 2021

(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).

Current Quarter	Q2	2021	1.0		
vs. Last Year	Q2	2020	1.5	-31.2%	
vs. 5-Yr Avg	Q2	16-20'	2.7	-62.9%	
I/S Ratio Peak	Q2	2011	9.0	-88.8%	
Trough	Q2	2021	1.0	0.1%	



ACRE Commentary

"Compared to historical data to the right, the second quarter months of supply is 44.44% below the 3-year quarterly average and 62.9% below the 5-year quarterly average."

Historical I/S Ratio

Q2	2019	1.5
Q2	2018	1.6
Q2	2017	2.3
Q2	2016	3.5
Q2	2015	4.7
5-Year Avg:		2.7
3-Year Avg:		1.8

Graph: Q2: 2010 - 2021

(By quarter)

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