

Marshall County Residential Q2 Report - 2021

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

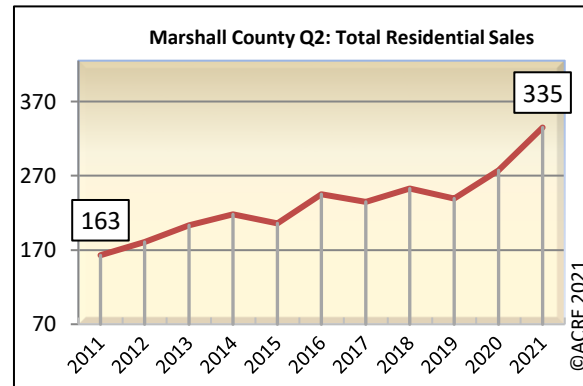
Marshall County residential sales for the second quarter of 2021 totaled 335 units, representing an increase of 58 transactions when compared to 277 units that were sold in the second quarter of 2020.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Q2	2021	335	
Q2	2020	277	20.9%
Q2	16-'20	250	34.1%
Q2	2021	335	0.0%
Q2	2011	163	105.5%



ACRE Commentary

"Compared to historical data, second quarter sales are 30.7% above the 3-year quarterly average and 34.1% above the 5-year quarterly average."

Historical Home Sales

Q2	2020	277
Q2	2019	239
Q2	2018	253
Q2	2017	235
Q2	2016	245
5- Year Avg:	250	34.1%
3- Year Avg:	256	30.7%

Graph: Q2 2011-2021
(By quarter)

Median Sales Price

The median sales price in Marshall County for the second quarter of 2021 was \$194,450, a 13.5% increase from the second quarter of 2020's median sales price of \$171,250.

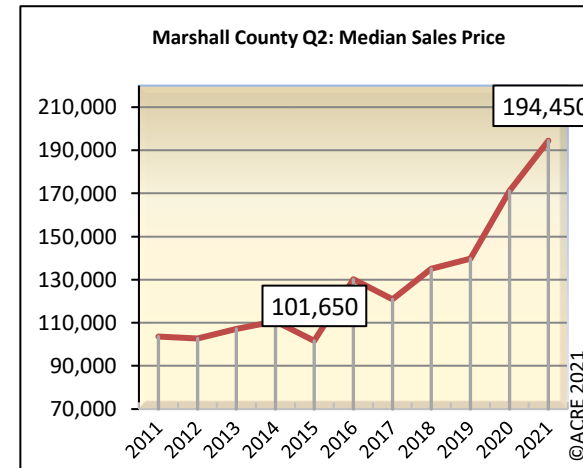
Current Quarter

vs. Last Year
vs. 5-Yr Avg

Median Peak
Trough

Q2	2021	194,450	
Q2	2020	171,250	13.5%
Q2	16-'20	139,398	39.5%

Q2	2021	194,450	0.0%
Q2	2015	101,650	91.3%



ACRE Commentary

"Compared to historical data, the second quarter median sales price is 30.8% above the 3-year quarterly average and 39.5% above the 5-year quarterly average."

Historical Median Selling Price

Q2	2020	171,250
Q2	2019	139,783
Q2	2018	135,008
Q2	2017	120,833
Q2	2016	130,117
5- Year Avg:	139,398	39.5%
3- Year Avg:	148,681	30.8%

Graph: Q2 2011-2021
(By quarter)



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Average Sales Prices

The average sales price in Marshall County for the second quarter of 2021 was \$260,021, a 22.9% increase from the second quarter of 2020's average sales price of \$211,601.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

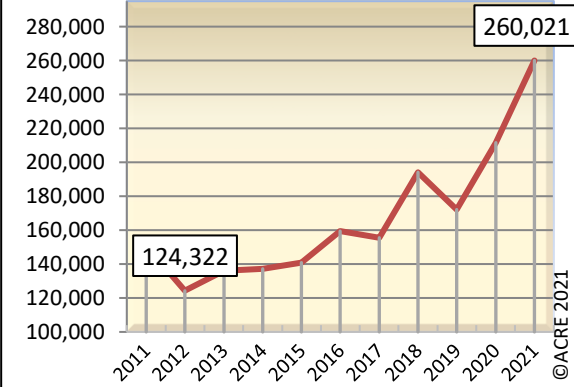
Q2	2021	260,021	
Q2	2020	211,601	22.9%
Q2	16-'20	178,536	45.6%

Average Peak

Trough

Q2	2021	260,021	0.0%
Q2	2012	124,322	109.2%

Marshall County Q2: Average Sales Price



Graph: Q2 2011-2021
(By quarter)

ACRE Commentary

"Compared to historical data, the second quarter average sales price is 35.0% above the 3-year quarterly average and 45.6% above the 5-year quarterly average."

Historical Average Selling Price

Q2	2020	211,601
Q2	2019	171,991
Q2	2018	194,122
Q2	2017	155,597
Q2	2016	159,368

5-Year Avg: 178,536 45.6%

3-Year Avg: 192,571 35.0%

Days on Market (DOM)

The average number of days on the market in the second quarter of 2021 was 30, representing a decrease of 57.8% from 70 days on market in the second quarter of 2020.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

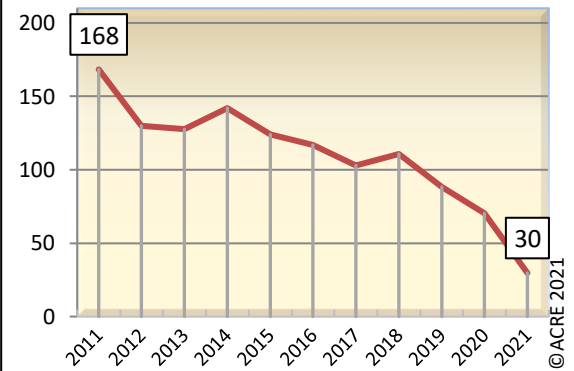
Q2	2021	30	
Q2	2020	70	-57.8%
Q2	16-'20	98	-69.7%

DOM Peak

Trough

Q2	2011	168	-82.3%
Q2	2021	30	0.0%

Marshall County Q2: Average Days on Market



Graph: Q2 2011-2021
(By quarter)

ACRE Commentary

"The 5-year DOM average ('16-'20) for the second quarter is 98 days, 68 days higher than the current results. Compared to historical data, the second quarter average DOM is 69.7% below the 5-year quarterly average and 67.0% below the 3-year quarterly average."

Historical Average DOM

Q2	2020	70
Q2	2019	88
Q2	2018	111
Q2	2017	103
Q2	2016	117

5-Year Avg: 98 -69.7%

3-Year Avg: 90 -67.0%



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Total Homes Listed for Sale

Marshall County residential units listed for sale in the second quarter of 2021 decreased by **133 units** when compared to the same period last year.

Current Quarter

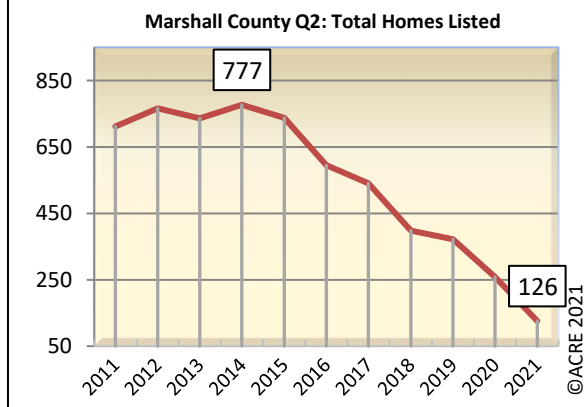
vs. Last Year

vs. 5-Yr Avg

Inventory **Peak**

Trough

Q2	2021	126	
Q2	2020	259	-51.4%
Q2	16-'20	433	-71.0%
Q2	2014	777	-83.8%
Q2	2021	126	0.0%



ACRE Commentary

"The 5-year inventory average ('16-'20) for the second quarter is 433 units, 307 units higher than current results. Compared to historical data, the number of homes listed for sale are 71.0% below the 5-year quarterly average, and 63.3% below the 3-year quarterly average."

Historical Total Homes Listed

Q2	2020	259
Q2	2019	371
Q2	2018	398
Q2	2017	540
Q2	2016	595
5-Year Avg:		433
3-Year Avg:		343

Graph: Q2 2011-2021

(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

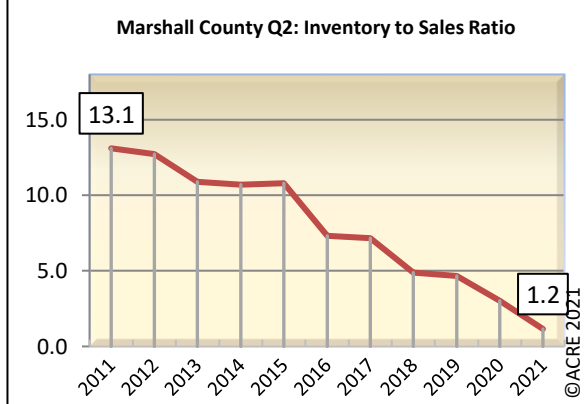
vs. Last Year

vs. 5-Yr Avg

I/S Ratio **Peak**

Trough

Q2	2021	1.2	
Q2	2020	3.0	-62.0%
Q2	16-'20	5.4	-78.7%
Q2	2011	13.1	-91.2%
Q2	2021	1.2	0.00%



ACRE Commentary

"Compared to historical data, the second quarter months of supply is 72.5% below the 3-year quarterly average and 78.7% below the 5-year quarterly average."

Historical I/S Ratio

Q2	2020	3.0
Q2	2019	4.7
Q2	2018	4.9
Q2	2017	7.2
Q2	2016	7.3
5-Year Avg:		5.4
3- Year Avg:		4.2

Graph: Q2 2011-2021

(By quarter)

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