

Mobile Residential Q2 Report - 2021

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

Mobile residential sales for the second quarter of 2021 totaled 1,762 units, representing a increase of 19.5% when compared to 1,475 units that were sold in the second quarter of 2020.

Current Quarter

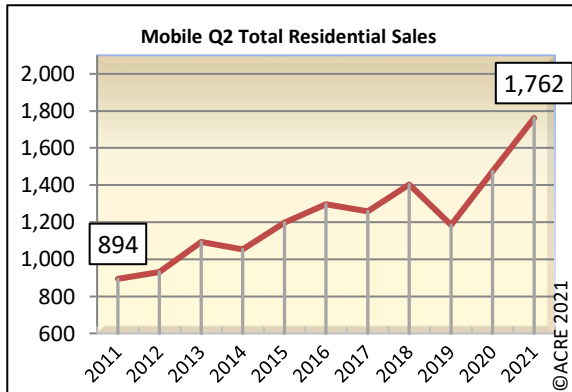
vs. Last Year

vs. 5-Yr Avg

vs. Peak

vs. Trough

Q2	2021	1,762	
Q2	2020	1,475	19.5%
Q2	16-'20	1,323	33.1%
Q2	2021	1,762	0.0%
Q2	2011	894	97.1%



ACRE Commentary

"Compared to historical data, second quarter sales are 30.1% above the 3-year quarterly average and 33.1% above the 5-year quarterly average."

Historical Home Sales

Q2	2020	1,475
Q2	2019	1,186
Q2	2018	1,402
Q2	2017	1,258
Q2	2016	1,296

5- Year Avg: 1,323

3- Year Avg: 1,354

Graph: Q2: 2011 - 2021
(By quarter)

Median Sales Price

The median selling price in Mobile for the second quarter of 2021 was \$202,633, a 21.0% increase from the second quarter of 2020's median selling price of \$167,500.

Current Quarter

vs. Last Year

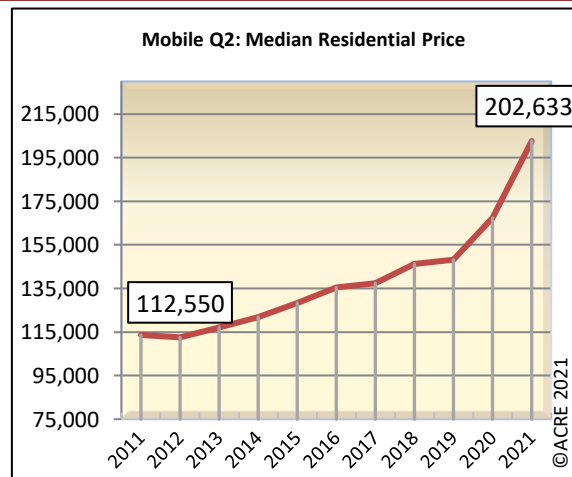
vs. 5-Yr Avg

Median Peak

Trough

Q2	2021	202,633	
Q2	2020	167,500	21.0%
Q2	16-'20	146,952	37.9%

Q2	2021	202,633	0.0%
Q2	2012	112,550	80.0%



ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 31.6% above the 3-year quarterly average and 37.9% above the 5-year quarterly average."

Historical Median Selling Price

Q2	2020	167,500
Q2	2019	148,117
Q2	2018	146,317
Q2	2017	137,444
Q2	2016	135,383

5- Year Avg: 146,952

3- Year Avg: 153,978

Graph: Q2: 2011 - 2021
(By quarter)



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Average Sales Prices

The average selling price in Mobile for the second quarter of 2021 was \$232,427, a 22.6% increase from the second quarter of 2020's average selling price of \$189,659.

Current Quarter

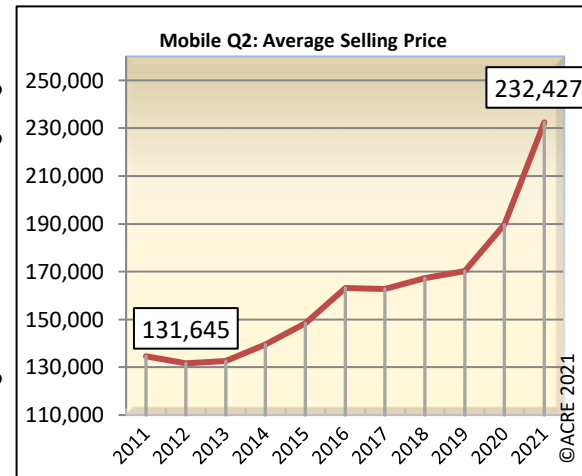
vs. Last Year

vs. 5-Yr Avg

Q2	2021	232,427	
Q2	2020	189,659	22.6%
Q2	16-'20	170,617	36.2%

Average **Peak**
Trough

Q2	2021	232,427	0.0%
Q2	2012	131,645	76.6%



ACRE Commentary

"Compared to historical data to the right, the second quarter average price is 32.3% above the 3-year quarterly average and 36.2% above the 5-year quarterly average."

Historical Average Selling Price

Q2	2020	189,659
Q2	2019	170,289
Q2	2018	167,256
Q2	2017	162,660
Q2	2016	163,224

5-Year Avg:	170,617
3-Year Avg:	175,734

**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 23, representing a decrease of 57.0% from 53 days on market in the second quarter of 2020.

Current Quarter

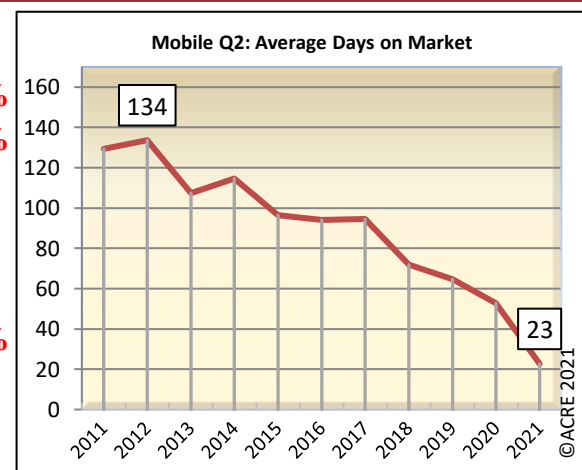
vs. Last Year

vs. 5-Yr Avg

Q2	2021	23	
Q2	2020	53	-57.0%
Q2	16-'20	76	-70.0%

DOM **Peak**
Trough

Q2	2012	134	-83.1%
Q2	2021	23	-1.4%



ACRE Commentary

"The 5-year DOM average ('16-'20) for the second quarter is 76 days, 53 days higher than the current results. Compared to historical data to the right, the second quarter DOM is 70.0% below the 5-year quarterly average, and 64.1% below the 3-year average."

Historical Average DOM

Q2	2020	53
Q2	2019	65
Q2	2018	72
Q2	2017	95
Q2	2016	94

5-Year Avg:	76
3-Year Avg:	63

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



Quarterly Indicators

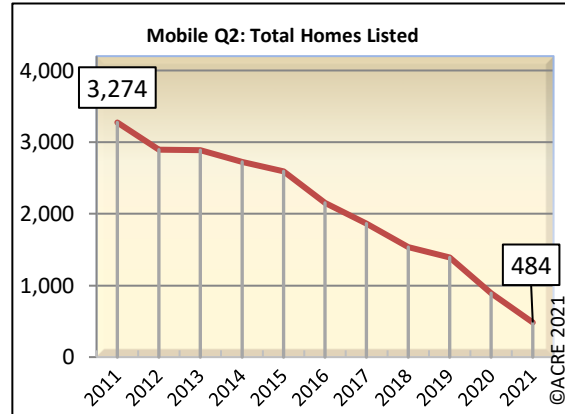
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Total Homes Listed for Sale

Mobile residential units available for sale in the second quarter of 2021 decreased by 45.8% when compared to the same period last year.

Current Quarter	Q2	2021	484	
vs. Last Year	Q2	2020	892	-45.8%
vs. 5-Yr Avg	Q2	16-'20	1,566	-69.1%
Inventory Peak	Q2	2011	3,274	-85.2%
Trough	Q2	2021	484	0.0%



ACRE Commentary

"The 5-year inventory average ('16-'20) for the second quarter is 1,566 units, 1,082 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 69.1% below the 5-year quarterly average, and 62.0% below the 3-year average."

Historical Total Homes Listed

Q2	2020	892
Q2	2019	1,389
Q2	2018	1,533
Q2	2017	1,864
Q2	2016	2,153
5-Year Avg:		1,566
3-Year Avg:		1,271

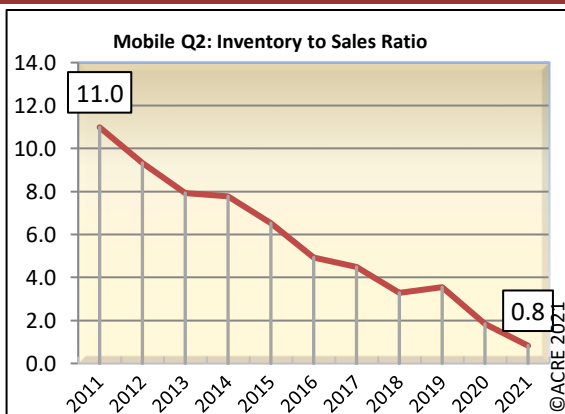
Graph: Q2: 2011 - 2021

(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	Q2	2021	0.8	
vs. Last Year	Q2	2020	1.8	-55.4%
vs. 5-Yr Avg	Q2	16-'20	3.6	-77.2%
I/S Ratio Peak	Q2	2011	11.0	-92.5%
Trough	Q2	2021	0.8	0.0%



ACRE Commentary

"Compared to historical data to the right, the second quarter months of supply is 71.5% below the 3-year quarterly average and 77.2% below the 5-year quarterly average."

Historical I/S Ratio

Q2	2020	1.8
Q2	2019	3.5
Q2	2018	3.3
Q2	2017	4.5
Q2	2016	4.9
5-Year Avg:		3.6
3-Year Avg:		2.9

Graph: Q2: 2011 - 2021

(By quarter)

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