

## Wiregrass Residential 2nd Quarter Report - 2021

### Quarterly Indicators

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#### Total Residential Sales

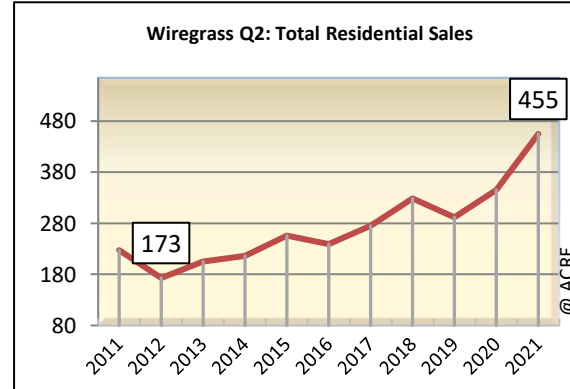
Wiregrass residential sales for the second quarter of 2021 totaled 455 units, representing an increase of **110 transactions** when compared to 345 units that were sold in the second quarter of 2020.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Q2	2021	<b>455</b>	
Q2	2020	<b>345</b>	<b>31.9%</b>
Q2	16-'20	<b>296</b>	<b>53.7%</b>
Q2	2021	<b>455</b>	<b>0.0%</b>
Q2	2012	<b>173</b>	<b>163.0%</b>



#### ACRE Commentary

"Compared to historical data, second quarter sales are 41.3% above the 3-year quarterly average and 53.7% above the 5-year quarterly average."

#### Historical Home Sales

Q2	2020	<b>345</b>
Q2	2019	<b>292</b>
Q2	2018	<b>329</b>
Q2	2017	<b>275</b>
Q2	2016	<b>239</b>

<b>5- Year Avg:</b>	<b>296</b>
<b>3- Year Avg:</b>	<b>322</b>

Graph: Q2: 2011 - 2021  
(By quarter)

#### Median Sales Price

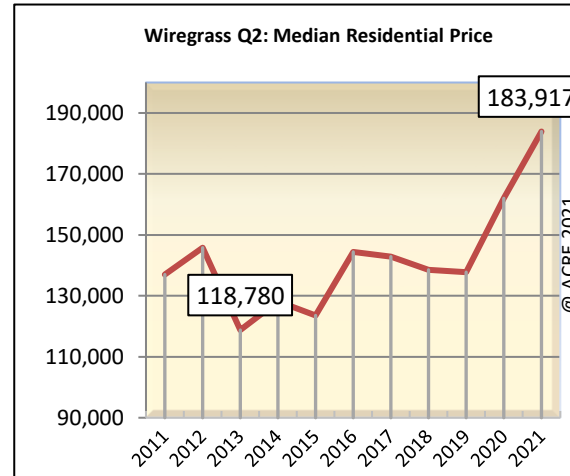
The median selling price in Wiregrass for the second quarter of 2021 was \$183,917, a 13.5% increase from the second quarter of 2020s median selling price of \$162,000.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Median **Peak**  
**Trough**

Q2	2021	<b>183,917</b>	
Q2	2020	<b>162,000</b>	<b>13.5%</b>
Q2	16-'20	<b>145,077</b>	<b>26.8%</b>
Q2	2021	<b>183,917</b>	<b>0.0%</b>
Q2	2013	<b>118,780</b>	<b>54.8%</b>



#### ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 25.9% above the 3-year quarterly average and 26.8% above the 5-year quarterly average."

#### Historical Median Selling Price

Q2	2020	<b>162,000</b>
Q2	2019	<b>137,750</b>
Q2	2018	<b>138,500</b>
Q2	2017	<b>142,800</b>
Q2	2016	<b>144,333</b>

<b>5- Year Avg:</b>	<b>145,077</b>
<b>3- Year Avg:</b>	<b>146,083</b>

Graph: Q2: 2011 - 2021  
(By quarter)



**Quarterly Indicators**

**Recent Figures**

**Trends**

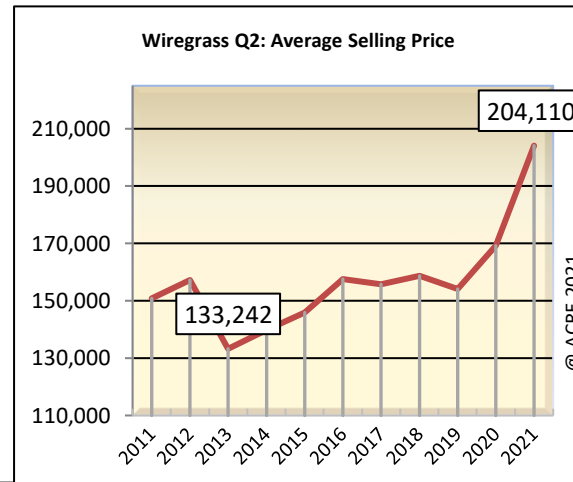
**Average Sales Prices**

The average selling price in Wiregrass for the second quarter of 2021 was \$204,110, a 20.6% increase from the second quarter of 2020's average selling price \$169,189.

**Current Quarter**

vs. Last Year Q2 2021 **204,110** **20.6%**  
vs. 5-Yr Avg Q2 16-'20 **159,071** **28.3%**

Average **Peak** Q2 2021 **204,110** **0.0%**  
**Trough** Q2 2013 **133,242** **53.2%**



Graph: Q2: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the second quarter average price is 27.0% above the 3-year quarterly average and 28.3% above the 5-year quarterly average."

**Historical Average Selling Price**

Q2 2020	<b>169,189</b>
Q2 2019	<b>154,119</b>
Q2 2018	<b>158,689</b>
Q2 2017	<b>155,728</b>
Q2 2016	<b>157,631</b>

**5-Year Avg:** 159,071  
**3-Year Avg:** 160,666

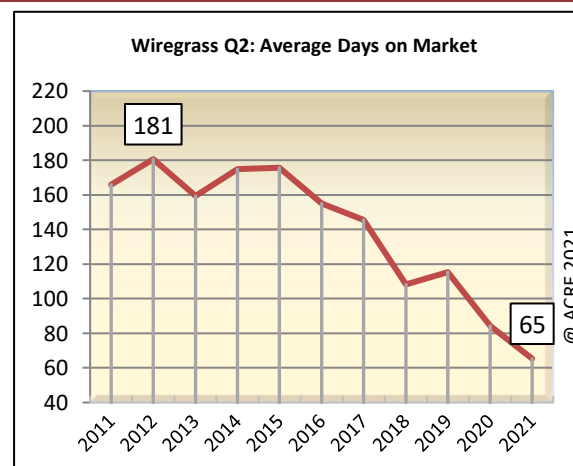
**Days on Market (DOM)**

The average number of days on the market in the second quarter of 2021 was 65, representing a decrease of 22.5% from 84 days on market in the second quarter of 2020.

**Current Quarter**

vs. Last Year Q2 2021 **65** **-22.5%**  
vs. 5-Yr Avg Q2 16-'20 **122** **-46.3%**

DOM **Peak** Q2 2012 **181** **-63.9%**  
**Trough** Q2 2021 **65** **0.5%**



Graph: Q2: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('16-'20) for the second quarter is 122 days, 57 days higher than the current results. Compared to historical data to the right, the second quarter DOM is 46.3% below the 5-year quarterly average, and 36.9% below the 3-year average."

**Historical Average DOM**

Q2 2020	<b>84</b>
Q2 2019	<b>115</b>
Q2 2018	<b>108</b>
Q2 2017	<b>146</b>
Q2 2016	<b>155</b>

**5-Year Avg:** 122  
**3-Year Avg:** 103



**Quarterly Indicators**

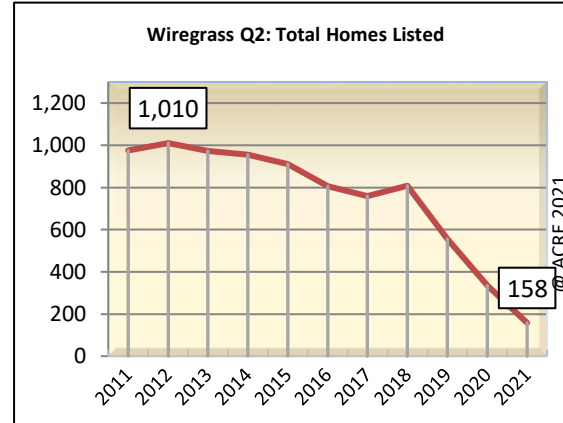
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Wiregrass residential units available for sale in the second quarter of 2021 decreased by **177 units**, when compared to the same period last year.

<u>Current Quarter</u>	Q2	2021	<b>158</b>	
vs. Last Year	Q2	2020	<b>335</b>	<b>-52.9%</b>
vs. 5-Yr Avg	Q2	16-'20	<b>653</b>	<b>-75.8%</b>
<b>Inventory Peak</b>	Q2	2012	<b>1,010</b>	<b>-84.4%</b>
<b>Trough</b>	Q2	2021	<b>158</b>	<b>-0.2%</b>



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

**ACRE Commentary**

"The 5-year inventory average ('16-'20) for the second quarter is 653 units, 495 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 75.8% below the 5-year quarterly average, and 72.1% below the 3-year average."

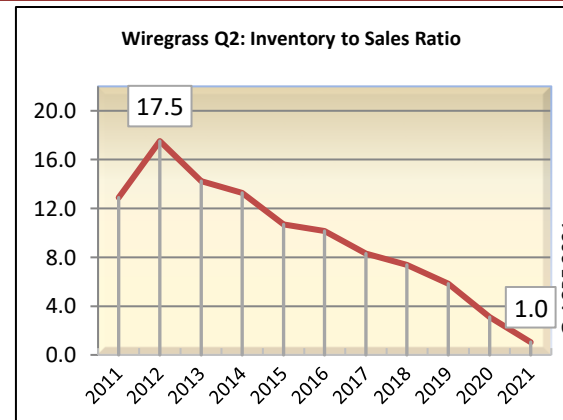
**Historical Total Homes Listed**

Q2	2020	<b>335</b>
Q2	2019	<b>557</b>
Q2	2018	<b>809</b>
Q2	2017	<b>758</b>
Q2	2016	<b>805</b>
<b>5-Year Avg:</b>		<b>653</b>
<b>3-Year Avg:</b>		<b>567</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>	Q2	2021	<b>1.0</b>	
vs. Last Year	Q2	2020	<b>3.1</b>	<b>-66.5%</b>
vs. 5-Yr Avg	Q2	16-'20	<b>7.0</b>	<b>-85.0%</b>
<b>I/S Ratio Peak</b>	Q2	2012	<b>17.5</b>	<b>-94.1%</b>
<b>Trough</b>	Q2	2021	<b>1.0</b>	<b>3.99%</b>



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

**ACRE Commentary**

"Compared to historical data to the right, the second quarter months of supply is 81.5% below the 3-year quarterly average and 85.0% below the 5-year quarterly average."

**Historical I/S Ratio**

Q2	2020	<b>3.1</b>
Q2	2019	<b>5.8</b>
Q2	2018	<b>7.4</b>
Q2	2017	<b>8.3</b>
Q2	2016	<b>10.1</b>
<b>5-Year Avg:</b>		<b>7.0</b>
<b>3-Year Avg:</b>		<b>5.4</b>

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