

Marshall County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

Total Residential Sales

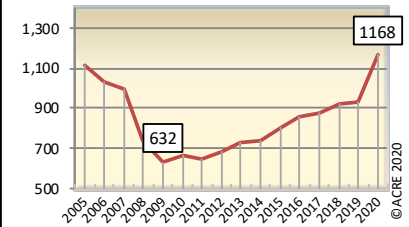
Marshall County residential sales for the year of 2020 totaled 1,168 units, representing an increase of 240 transactions when compared to 982 units that were sold in the year of 2019.

Last Year

vs. Previous Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

2020	1,168	
2019	928	25.9%
15-'19	876	33.3%
2009	632	84.8%
2020	1,168	0.0%

Marshall County Annual: Total Residential Sales



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 28.7% above the 3-year annual average and 33.3% above the 5-year annual average."

Historical Home Sales

2019	928
2018	922
2017	872
2016	856
2015	802
5- Year Avg:	876
3- Year Avg:	907

Median Sales Price

The median sales price in Marshall County for the year of 2020 was \$166,304, a 9.9% increase from the year of 2019's median selling price of \$151,342.

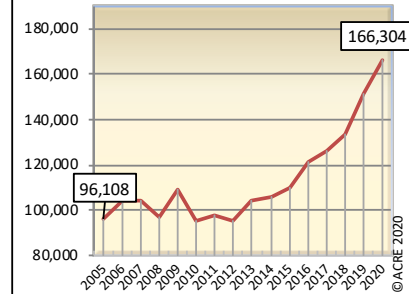
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	166,304	
2019	151,342	9.9%
15-'19	128,481	29.4%

Median Peak	2020	166,304	0.0%
Trough	2005	96,108	73.0%

Marshall County Annual: Median Sales Price



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 21.3% above the 3-year annual average and 29.4% above the 5-year annual average."

Historical Median Sales Price

2019	151,342
2018	133,746
2017	125,896
2016	121,117
2015	110,304
5- Year Avg:	128,481
3- Year Avg:	136,995



Market Indicators

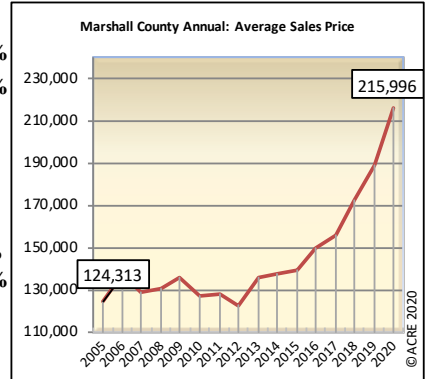
Annual Trends

Average Sales Price

The average sales price in Marshall County for the year of 2020 was \$215,996, a 14.5% increase from the year of 2019's average selling price of \$188,631.

Last Year	2020	215,996	
vs. Previous Year	2019	188,631	14.5%
vs. 5-Yr Avg	15-'19	161,075	34.1%

Average Peak	2020	215,996	0.0%
Trough	2005	124,313	73.8%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 25.5% above the 3-year annual average and 34.1% above the 5-year annual average."

Historical Average Sales Price

2019	188,631
2018	172,162
2017	155,532
2016	149,697
2015	139,351

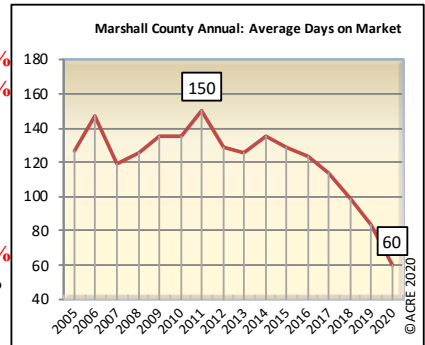
5-Year Avg:	161,075
3-Year Avg:	172,108

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 60, representing a decrease of 28.3% from 84 days on market in the year of 2019.

Last Year	2020	60	
vs. Previous Year	2019	84	-28.3%
vs. 5-Yr Avg	15-'19	110	-45.3%

DOM Peak	2011	150	-60.0%
Trough	2020	60	0.0%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year annual DOM average ('15-'19) is 110 days, 50 days higher than the current results. Compared to historical data to the right, the annual DOM is 45.3% below the 5-year annual average, and 39.3% below the 3-year annual average."

Historical Average DOM

2019	84
2018	99
2017	114
2016	124
2015	129

5-Year Avg:	110
3-Year Avg:	99



Market Indicators

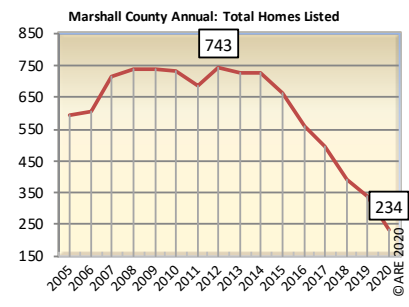
Annual Trends

Infographs

Homes Listed for Sale

Marshall County's average number of residential units available for sale in the year of 2020 decreased by **1023 units** when compared to the year of 2019.

Last Year	2020	234	
vs. Previous Year	2019	337	-30.6%
vs. 5-Yr Avg	15-'19	489	-52.2%
Inventory Peak	2012	743	-68.5%
Trough	2020	234	0.0%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year annual inventory average ('15-'19) is 489 units, 255 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale is 52.2% below the 5-year annual average, and 40.2% below the 3-year annual average."

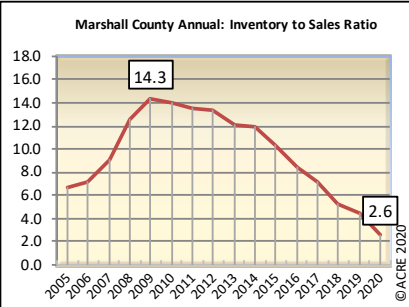
Historical Total Homes Listed

2019	337
2018	389
2017	496
2016	560
2015	664
5-Year Avg:	489
3-Year Avg:	407

Inventory-to-Sales Ratio

Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply (Market considered to be in balance at approximately 6 months).

Last Year	2020	2.6	
vs. Previous Year	2019	4.5	-42.2%
vs. 5-Yr Avg	15-'19	7.1	-63.5%
I/S Ratio Peak	2009	14.3	-81.9%
Trough	2020	2.6	0.0%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 54.3% below the 3-year annual average and 63.5% below the 5-year annual average."

Historical I/S Ratio

2019	4.5
2018	5.3
2017	7.2
2016	8.4
2015	10.3
5-Year Avg:	7.1
3-Year Avg:	5.7

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