

Muscle Shoals Residential Real Estate: Annual Trends Report

Market Indicators

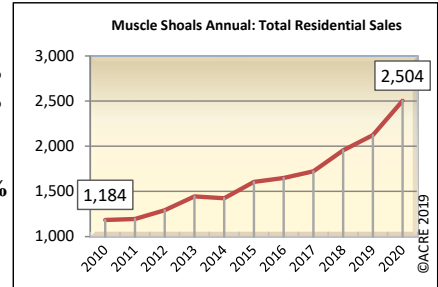
Annual Trends

Infographs

Total Residential Sales

Muscle Shoals residential sales for the year of 2020 totaled 2,504 units, representing an increase of **380 transactions** when compared to 2,124 units that were sold in the year of 2019.

<u>Last Year</u>	2020	2,504	
vs. Previous Year	2019	2,124	17.9%
vs. 5-Yr Avg	15-19	1,812	38.2%
vs. Peak	2020	2,504	0.0%
vs. Trough	2010	1,184	111.5%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 29.4% above the 3-year annual average and 38.2% above the 5-year annual average."

Historical Home Sales

2019	2,124
2018	1,956
2017	1,723
2016	1,650
2015	1,606

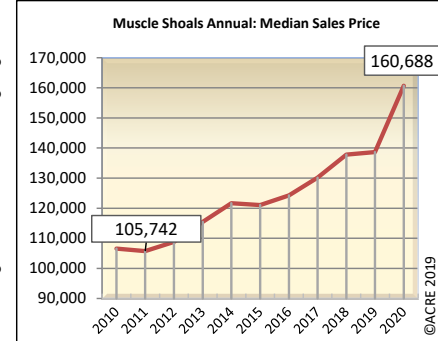
5- Year Avg:	1,812
3- Year Avg:	1,934

Median Sales Price

The median sales price in Muscle Shoals for the year of 2020 was \$160,688, a 15.9 percent increase from the year of 2019's median sales price of \$138,646.

<u>Last Year</u>	2020	160,688	
vs. Previous Year	2019	138,646	15.9%
vs. 5-Yr Avg	15-19	130,373	23.3%

Median Peak	2020	160,688	0.0%
Trough	2011	105,742	52.0%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 18.2% above the 3-year annual average and 23.3% above the 5-year annual average."

Historical Median Selling Price

2019	138,646
2018	137,801
2017	130,121
2016	124,283
2015	121,014

5- Year Avg:	130,373
3- Year Avg:	135,523



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Average Sales Prices

The average sales price in Muscle Shoals for the year of 2020 was \$187,774, a 16.4 percent increase from the year of 2019's average sales price of \$161,309.

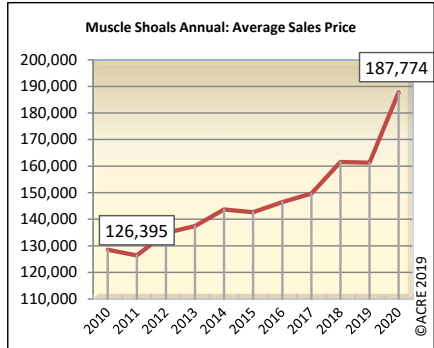
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	187,774	16.4%
2019	161,309	
15-19	152,324	23.3%

Average Peak
Trough

2020	187,774	0.0%
2011	126,395	48.6%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 19.2% above the 3-year annual average and 23.3% above the 5-year annual average."

Historical Average Selling Price

2019	161,309
2018	161,513
2017	149,694
2016	146,430
2015	142,674

5-Year Avg:	152,324
3-Year Avg:	157,505

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 60, representing a decrease of 20.4 percent from 76 days on market in the year of 2019.

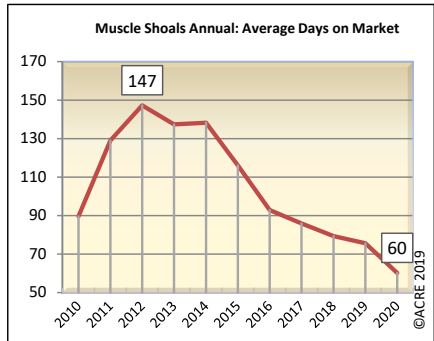
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	60	-20.4%
2019	76	
15-19	90	-33.1%

DOM Peak
Trough

2012	147	-59.1%
2020	60	0.3%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('15-'19) is 90 days, 30 days higher than the current results. Compared to historical data to the right, the annual DOM average is 33.3% below the 5-year annual average, and 25% below the 3-year annual average."

Historical Average DOM

2019	76
2018	79
2017	86
2016	93
2015	116

5-Year Avg:	90
3-Year Avg:	80



Market Indicators

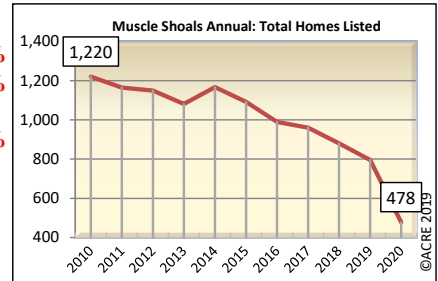
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Total Homes Listed for Sale

Muscle Shoals's average number of residential units available for sale in the year of 2020 decreased by **317 units**, when compared to the year of 2019.

<u>Last Year</u>	2020	478	
vs. Previous Year	2019	795	-39.9%
vs. 5-Yr Avg	15-19	943	-49.4%
Inventory Peak	2010	1,220	-60.9%
Trough	2020	478	-0.1%



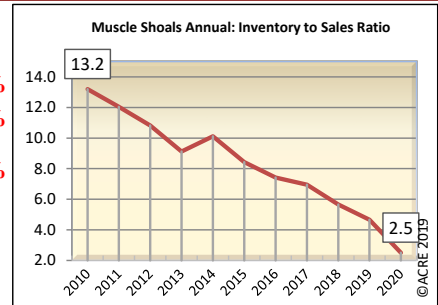
Graph: 2010-2020
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('15-'19) is 943 units, 465 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 49.4% below the 5-year annual average, and 45.6% below the 3-year annual average."	2019	795
	2018	880
	2017	961
	2016	989
	2015	1,091
	5-Year Avg:	943
	3-Year Avg:	879

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).

<u>Last Year</u>	2020	2.5	
vs. Previous Year	2019	4.7	-46.2%
vs. 5-Yr Avg	15-19	6.6	-62.2%
I/S Ratio Peak	2010	13.2	-81.0%
Trough	2020	2.5	0.2%



Graph: 2010-2020
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 56.8% below the 3-year annual average and 62.2% below the 5-year annual average."	2019	4.7
	2018	5.7
	2017	7.0
	2016	7.4
	2015	2.5
	5-Year Avg:	5.4
	3- Year Avg:	5.8

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