## Market Indicators

### Total Residential Sales
Birmingham residential sales for the year of 2020 totaled 17,683 units, representing an increase of 9% transactions when compared to 16,228 units that were sold in the year of 2019.

*Birmingham Metro Area includes; Blount, Jefferson, Shelby, and St. Clair Counties.

### Median Sales Price

**Last Year**
- 2020: $241,204
- vs. Previous Year: 11.0%
- vs. 5-Yr Avg: 24.0%

**Historical Median Selling Price**
- 2019: $217,217
- 2018: $203,038
- 2017: $193,025
- 2016: $183,396
- 2015: $175,658

**ACRE Commentary**
“Compared to historical data, annual sales are 12.9% above the 3-year annual average and 17.91% above the 5-year annual average.”

**ACRE Commentary**
“Compared to historical data to the right, the annual median price is 17.99% above the 3-year annual average and 24.03% above the 5-year annual average.”
**Average Sales Prices**

The average sales price in Birmingham for the year of 2020 was $280,685, a 8.6% increase from the year of 2019's average sales price of $258,470.

<table>
<thead>
<tr>
<th></th>
<th>Last Year</th>
<th></th>
<th>vs. Previous Year</th>
<th></th>
<th>vs. 5-Yr Avg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
<td>258,470</td>
<td>15-'19</td>
<td>233,225</td>
</tr>
<tr>
<td></td>
<td>280,685</td>
<td></td>
<td>8.6%</td>
<td>20.3%</td>
<td></td>
</tr>
</tbody>
</table>

**Average Peak**

2020: 280,685

**Trough**

2010: 170,144

---

**ACRE Commentary**

“Compared to historical data to the right, the annual average price is 15.26% above the 3-year annual average and 30.97% above the 5-year annual average.”

**Historical Average Selling Price**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Selling Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>258,470</td>
</tr>
<tr>
<td>2018</td>
<td>240,618</td>
</tr>
<tr>
<td>2017</td>
<td>231,459</td>
</tr>
<tr>
<td>2016</td>
<td>222,387</td>
</tr>
<tr>
<td>2015</td>
<td>213,194</td>
</tr>
</tbody>
</table>

5-Year Avg: 225,415

3-Year Avg: 243,516

---

**Days on Market (DOM)**

The average number of days on the market in the year of 2020 was 30 days, representing an 40.1% decrease from 51 days on market in the year of 2019.

<table>
<thead>
<tr>
<th></th>
<th>Last Year</th>
<th></th>
<th>vs. Previous Year</th>
<th></th>
<th>vs. 5-Yr Avg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
<td>51</td>
<td>15-'19</td>
<td>61</td>
</tr>
<tr>
<td></td>
<td>30</td>
<td></td>
<td>-40.1%</td>
<td>-49.9%</td>
<td></td>
</tr>
</tbody>
</table>

**DOM Peak**

2011: 110

**Trough**

2020: 30

1.4%

**ACRE Commentary**

“The 5-year DOM average (15-'19) is 61 days on the market, which is 31 days higher than current results. Compared to historical data to the right, the annual DOM is 51.0% below the 5-year annual average and 42% below the 3-year average.”

**Historical Average DOM**

<table>
<thead>
<tr>
<th>Year</th>
<th>DOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>51</td>
</tr>
<tr>
<td>2018</td>
<td>41</td>
</tr>
<tr>
<td>2017</td>
<td>64</td>
</tr>
<tr>
<td>2016</td>
<td>72</td>
</tr>
<tr>
<td>2015</td>
<td>76</td>
</tr>
</tbody>
</table>

5-Year Avg: 61

3-Year Avg: 52
### Market Indicators

<table>
<thead>
<tr>
<th>Homes Listed for Sale</th>
<th>Last Year</th>
<th>vs. Previous Year</th>
<th>vs. 5-Yr Avg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>4,313</td>
<td>5,144</td>
</tr>
<tr>
<td></td>
<td>2019</td>
<td></td>
<td>-16.2%</td>
</tr>
<tr>
<td></td>
<td>vs. 5-Yr Avg</td>
<td></td>
<td>6,126</td>
</tr>
<tr>
<td></td>
<td>15-'19</td>
<td></td>
<td>-29.6%</td>
</tr>
<tr>
<td>Inventory Peak</td>
<td>2007</td>
<td>12,729</td>
<td>-66.1%</td>
</tr>
<tr>
<td>Trough</td>
<td>2020</td>
<td>4,313</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

### ACRE Commentary

"The 5-year inventory average ('15-'19) is 6,126 units, which is 1,813 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 29.6% below the 5-year annual average and 16.15% below the 3-year annual average."

### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply. The market is considered to be in balance at approximately 6 months.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Year</td>
</tr>
<tr>
<td>-----------</td>
</tr>
<tr>
<td>2020</td>
</tr>
<tr>
<td>2019</td>
</tr>
<tr>
<td>15-'19</td>
</tr>
</tbody>
</table>

### ACRE Commentary

"Compared to historical data to the right, the annual supply is 32.0% below the 3-year annual average and 31.7% below the 5-year annual average."

### Historical Total Homes Listed

<table>
<thead>
<tr>
<th>Year</th>
<th>Homes Listed</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>5,144</td>
</tr>
<tr>
<td>2018</td>
<td>5,427</td>
</tr>
<tr>
<td>2017</td>
<td>6,174</td>
</tr>
<tr>
<td>2016</td>
<td>6,852</td>
</tr>
<tr>
<td>2015</td>
<td>7,032</td>
</tr>
</tbody>
</table>

#### 5-Year Avg: 6,126

#### 3-Year Avg: 5,144

### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>I/S Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>3.9</td>
</tr>
<tr>
<td>2018</td>
<td>4.2</td>
</tr>
<tr>
<td>2017</td>
<td>5.1</td>
</tr>
<tr>
<td>2016</td>
<td>5.7</td>
</tr>
<tr>
<td>2015</td>
<td>6.6</td>
</tr>
</tbody>
</table>

#### 5-Year Avg: 5.1

#### 3-Year Avg: 4.4

---

**NOTE:** This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate’s homepage - www.acre.culverhouse.ua.edu.