

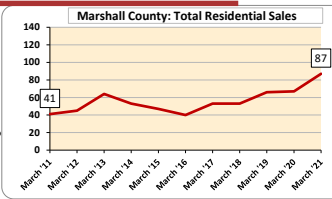
Marshall County Residential Report – March 2021

Monthly Indicators

Recent Figures

Trends

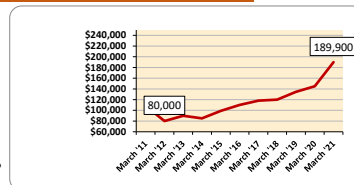
Total Residential Sales Marshall County residential sales during the current month totaled 109 units, an increase of 25.3% from one year ago.	Current Month	March	2021	109	
	vs. Prior Month	February	2020	87	25.3%
	vs. Last Year	March	2019	87	25.3%
	vs. 5-Yr Avg	March	'16-'20	72	51.4%
	vs. Peak	March	2021	87	25.3%
<i>*Residential = existing single family, condo, & new construction</i>	vs. Trough	March	2011	41	165.9%
	Year to Date	March	2021	196	-8.8%
	vs. Prior Year	March	2020	215	



Graph: February 2011 - 2021
(By month)

ACRE Commentary "Historical data indicates that March residential sales on average ('16-'21) increased 37.0% from January. The current month's sales increased 25.3% from the prior month."	Historical Home Sales
	March 2020 87
	March 2019 79
	March 2018 75
	March 2017 49
	March 2016 70
	5- Year Avg: 72
	3- Year Avg: 80

Median Sales Price The median sales price in Marshall County during the current month was \$210,000 a 42.9% increase from one year ago.	Current Month	March	2021	210,000	
	vs. Prior Month	February	2020	189,900	10.6%
	vs. Last Year	March	2019	147,000	42.9%
	vs. 5-Yr Avg	March	'16-'20	128,880	62.9%
	Year to Date	March	2021	199,950	31.0%
	vs. Prior Year	March	2020	152,667	31.0%
	Median Peak	March	2021	189,900	10.6%
	Trough	March	2012	80,000	162.5%



Graph: February 2011 - 2021

ACRE Commentary "Historical data indicates that the March median sales price on average ('16-'21) decreased by 2.5% from January. The current median price decreased by 10.6% from the prior month."	Historical Median Selling Price
	March 2020 147,000
	March 2019 147,500
	March 2018 124,900
	March 2017 117,500
	March 2016 107,500
	5- Year Avg: 128,880
	3- Year Avg: 139,800

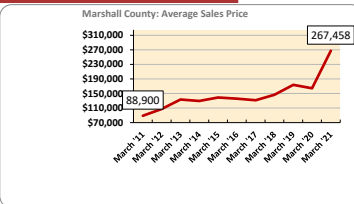
Graph: February 2011 - 2021

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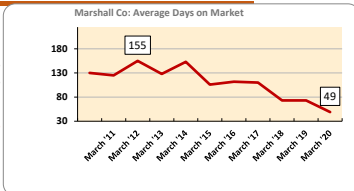
Average Sales Price The average sales price in Marshall County during the current month was \$236,394, a 37.6% increase from one year ago.	Current Month	March	2021	236,294	
	vs. Prior Month	February	2020	267,458	-11.7%
	vs. Last Year	March	2019	171,702	37.6%
	vs. 5-Yr Avg	March	'16-'20	165,674	42.6%
	Year to Date	March	2021	251,876	
	vs. Prior Year	March	2020	182,416	38.1%
	Average Peak	March	2021	267,458	-11.7%
	Trough	March	2011	89,900	162.8%



Graph: February 2011 - 2021

ACRE Commentary "Historical data indicates that the March average sales price on average ('16-'20) decreased by 10.3% from February. The current month's average price decreased by 11.7% from the prior month."	Historical Average Selling Price
	March 2020 171,702
	March 2019 185,558
	March 2018 183,952
	March 2017 144,332
	March 2016 142,828
	5- Year Avg: 165,674
	3- Year Avg: 180,404

Days on Market (DOM) The average number of days on the market during the current month was 47, an increased by 13.0% from one year ago.	Current Month	March	2021	47	
	vs. Prior Month	February	2019	49	-4.1%
	vs. Last Year	March	2019	54	-13.0%
	vs. 5-Yr Avg	March	'16-'20	106	-55.7%
	Year to Date	March	2020	48	
	vs. Prior Year	March	2019	65	-26.5%



Graph: February 2011 - 2021

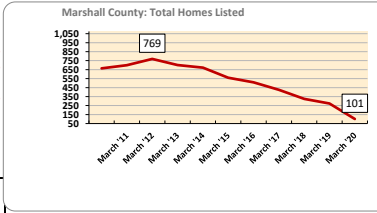
ACRE Commentary Historical data indicates that the March DOM average on average ('16-'20) was 106. The current month's DOM average decreased by 4.1% from the last month. DOM is anticipated to remain within the current range (50-100 days) for the foreseeable future."	Historical Average DOM
	March 2020 54
	March 2019 80
	March 2018 148
	March 2017 112
	March 2016 137
	5- Year Avg: 106

Monthly Indicators

Total Units Listed for Sale
Marshall County residential units available for sale during the current month decreased by 62.7% when compared to one year ago.

Current Month		Recent Figures		
March	2021	March	2021	106
vs. Prior Month	February	2019	2019	101 5.0%
vs. Last Year	March	2019	2019	284 -62.7%
vs. 5-Yr Avg	March	'16-'20	'16-'20	429 -75.3%
Inventory Peak	March	2012	2012	769 -86.2%
Trough	March	2021	2021	101 5.0%

Trends



Graph: February 2011- 2021

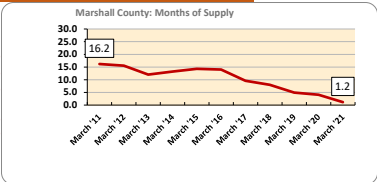
ACRE Commentary	Historical Total Units Listed	
"Historical data indicates that the March inventory on average ('16-'20) increases 3.2% from February. The current month's inventory increased by 5.0% from the previous month."	March 2020	284
	March 2020	336
	March 2018	438
	March 2017	509
	March 2017	562
	5-Year Avg:	426

Inventory-to-Sales Ratio

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

Marshall County currently has 1.0 months of supply, down from 3.3 months last year.

Current Month		Recent Figures		
March	2021	March	2021	1.0
vs. Prior Month	February	2020	2020	1.2 -13.8%
vs. Last Year	March	2019	2019	3.3 -69.7%
vs. 5-Yr Avg	March	'16-'20	'16-'20	5.5 -81.9%
I/S Ratio Peak	March	2011	2011	16.2 -93.8%
Trough	March	2021	2021	1.2 -16.7%

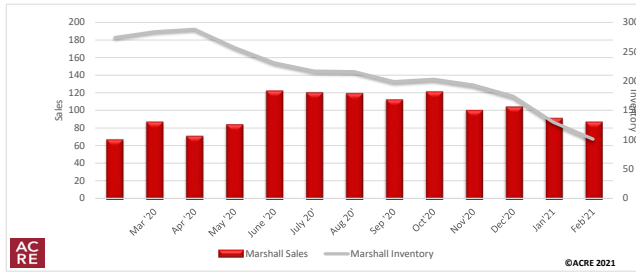


Graph: February 2011- 2021

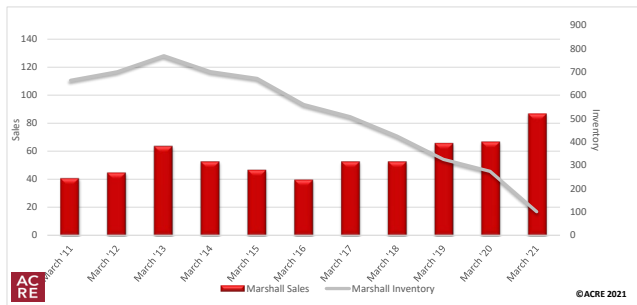
ACRE Commentary	Historical I/S Ratio	
"March's 1.0 months of supply is 81.9% below the 5-year average of 5.5 months of supply. Marshall County's inventory-to-sales ratio is 5.0 months below equilibrium, indicating a transition where sellers typically have elevated bargaining power."	March 2020	3.3
	March 2019	4.5
	March 2018	5.8
	March 2017	5.9
	March 2016	8.0
	5-Year Avg:	5.5
	3- Year Avg:	4.5

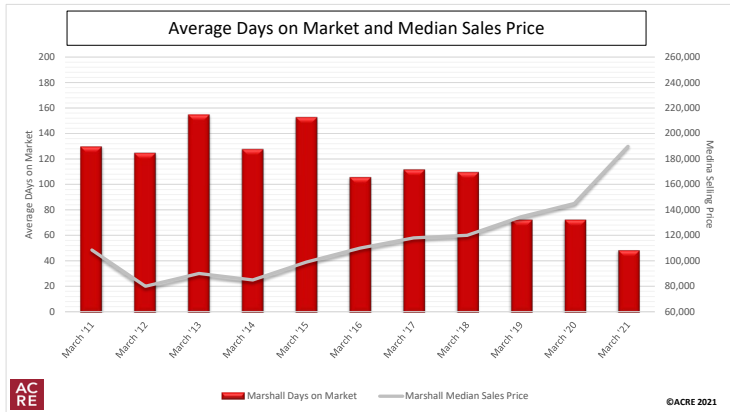
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Marshall County: Residential Sales and Inventory



Marshall County: Historical Sales and Inventory





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