

Calhoun County Residential 1st Quarter Report - 2021

Quarterly Indicators

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Total Residential Sales

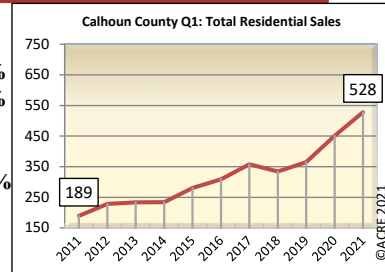
Calhoun County residential sales for the first quarter of 2021 totaled 528 units, representing an increase of **77 transactions** when compared to 451 units that were sold in the first quarter of 2020.

Current Quarter

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

Q1 2021	528
Q1 2020	451
Q1 16-20	363
Q1 2021	528
Q1 2011	189

17.1%
45.3%
0.0%
179.4%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary

"Compared to historical data, first quarter sales are 27.4% above the 3-year quarterly average and 45.3% above the 5-year quarterly average."

Historical Home Sales

Q1 2020	451
Q1 2019	365
Q1 2018	334
Q1 2017	358
Q1 2016	309

5- Year Avg: 363
3- Year Avg: 383

Median Sales Price

The median sales price in Calhoun County for the first quarter of 2021 was \$149,267, an increase of 13.0% from the first quarter of 2020's median sales price of \$132,067.

Current Quarter

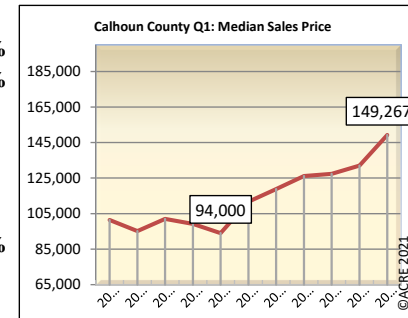
vs. Last Year
vs. 5-Yr Avg

Q1 2021	149,267
Q1 2020	132,067
Q1 16-20	123,215

13.0%
21.1%

Median Peak
Trough

Q1 2021	149,267	0.0%
Q1 2015	94,000	58.8%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter median price is 13.8% above the 3-year quarterly average and 21.1% above the 5-year quarterly average."

Historical Median Selling Price

Q1 2020	132,067
Q1 2019	127,342
Q1 2018	126,150
Q1 2017	118,783
Q1 2016	111,733

5- Year Avg: 123,215
3- Year Avg: 128,519



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Average Sales Prices

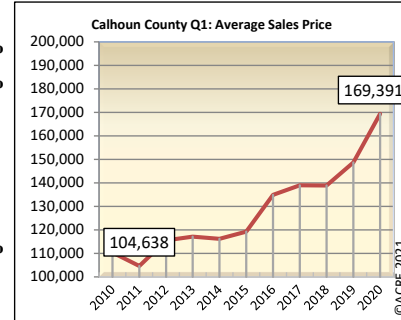
The average sales price in Calhoun County for the first quarter of 2021 was \$169,391, a 13.9% increase from the first quarter of 2020's average sales price of \$148,724.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	169,391	
Q1	2020	148,724	13.9%
Q1	16-'20	136,145	24.4%

Average Peak	Q1	2021	169,391	0.0%
Trough	Q1	2011	104,638	61.9%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter average sales price is 16.0% above the 3-year quarterly average and 24.4% above the 5-year quarterly average."

Historical Average Selling Price

Q1	2020	148,724
Q1	2019	138,872
Q1	2018	138,942
Q1	2017	134,888
Q1	2016	119,297

5-Year Avg:	136,145
3-Year Avg:	142,180

Days on Market (DOM)

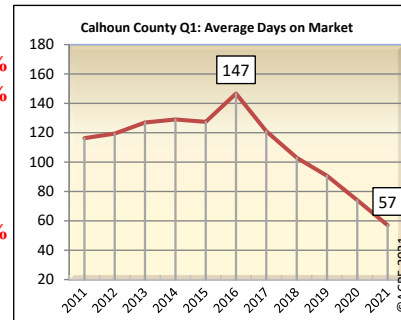
The average number of days on the market in the first quarter of 2021 was 57 days, representing a decrease of 23.0% from 74 days on market in the first quarter of 2020.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	57	
Q1	2020	74	-23.0%
Q1	16-'20	107	-46.8%

DOM Peak	Q1	2016	147	-61.2%
Trough	Q1	2021	57	0.0%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary

"The 5-year DOM average ('16-'20) for the first quarter is 116 days, 59 days higher than the current results. Compared to historical data to the right, the first quarter DOM average is 46.8% below the 5-year quarterly average, and 84.2% below the 3-year quarterly average."

Historical Average DOM

Q1	2020	121
Q1	2019	91
Q1	2018	103
Q1	2017	121
Q1	2016	147

5-Year Avg:	116
3-Year Avg:	105

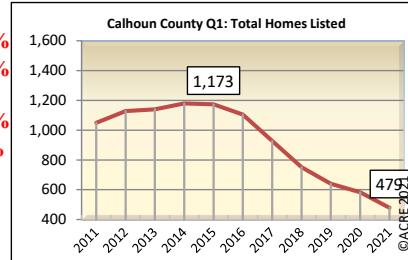


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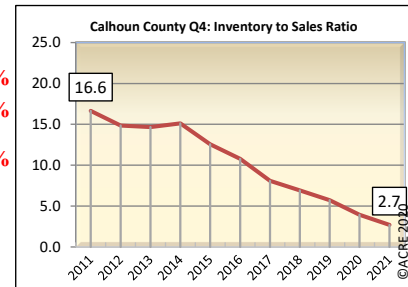
Total Homes Listed for Sale	Quarter	Q1	2021	479	
Calhoun County residential units available for sale in the first quarter of 2021 decreased by 103 units when compared to the same period last year.	vs. Last Year	Q1	2020	582	-17.8%
	vs. 5-Yr Avg	Q1	16-'20	802	-40.3%
	Inventory Peak	Q1	2015	1,173	-59.2%
	Trough	Q1	2021	479	-0.1%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('16-'21) for the first quarter is 802 units, 323 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 40.3% below the 5-year quarterly average, and 37.3% below the 3-year quarterly average."	Q1 2020 582
	Q1 2019 641
	Q1 2018 751
	Q1 2017 928
	Q1 2016 1,105
	5-Year Avg: 802
3-Year Avg: 658	

Inventory-to-Sales Ratio	Quarter	Q1	2021	2.7	
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).	vs. Last Year	Q1	2020	3.9	-31.5%
	vs. 5-Yr Avg	Q1	16-'20	7.1	-61.9%
	I/S Ratio Peak	Q1	2010	16.6	-83.7%
	Trough	Q1	2021	2.7	0.0%



Graph: Q1: 2011 - 2021
(By quarter)

ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the first quarter months of supply is 10.3% below the 3-year quarterly average and 61.9% below the 5-year quarterly average."	Q1 2020 3.9
	Q1 2019 5.7
	Q1 2018 6.9
	Q1 2017 8.1
	Q1 2016 10.8
	5-Year Avg: 7.1
3-Year Avg: 5.5	

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