## Calhoun County Residential 1st Quarter Report - 2021

### Quarterly Indicators

<table>
<thead>
<tr>
<th>Total Residential Sales</th>
<th>Current Quarter</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>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.</td>
<td>Q1 2021</td>
<td>528</td>
<td>vs. Last Year vs. 5-Yr Avg</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>Q1 2020</td>
<td>451</td>
<td>17.1%</td>
</tr>
<tr>
<td>vs. Peak vs. Trough</td>
<td>Q1 16-20</td>
<td>363</td>
<td>45.3%</td>
</tr>
<tr>
<td>Q1 2021</td>
<td>528</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Q1 2011</td>
<td>189</td>
<td>179.4%</td>
<td></td>
</tr>
</tbody>
</table>

### 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

<table>
<thead>
<tr>
<th>Historical Home Sales</th>
<th>Graph: Q1: 2011 - 2021 (By quarter)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2020</td>
<td>451</td>
</tr>
<tr>
<td>Q1 2019</td>
<td>365</td>
</tr>
<tr>
<td>Q1 2018</td>
<td>334</td>
</tr>
<tr>
<td>Q1 2017</td>
<td>358</td>
</tr>
<tr>
<td>Q1 2016</td>
<td>309</td>
</tr>
<tr>
<td>5-Year Avg:</td>
<td>363</td>
</tr>
<tr>
<td>3-Year Avg:</td>
<td>383</td>
</tr>
</tbody>
</table>

### 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.

<table>
<thead>
<tr>
<th>Current Quarter</th>
<th>Median Sales Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2021</td>
<td>149,267</td>
</tr>
<tr>
<td>Q1 2020</td>
<td>132,067</td>
</tr>
<tr>
<td>Q1 16-20</td>
<td>123,215</td>
</tr>
</tbody>
</table>

### Historical Median Selling Price

“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.”

<table>
<thead>
<tr>
<th>Historical Median Selling Price</th>
<th>Graph: Q1: 2011 - 2021 (By quarter)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2020</td>
<td>132,067</td>
</tr>
<tr>
<td>Q1 2019</td>
<td>127,342</td>
</tr>
<tr>
<td>Q1 2018</td>
<td>126,150</td>
</tr>
<tr>
<td>Q1 2017</td>
<td>118,783</td>
</tr>
<tr>
<td>Q1 2016</td>
<td>111,733</td>
</tr>
<tr>
<td>5-Year Avg:</td>
<td>123,215</td>
</tr>
<tr>
<td>3-Year Avg:</td>
<td>128,519</td>
</tr>
</tbody>
</table>
### Quarter Indicators

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Current Quarter</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Sales Prices</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>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.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>vs. Last Year Q1 2020</td>
<td>148,724</td>
<td>169,391</td>
<td>13.9%</td>
</tr>
<tr>
<td>vs. 5-Yr Avg 16-'20</td>
<td>136,145</td>
<td>169,391</td>
<td>24.4%</td>
</tr>
<tr>
<td><strong>Average Peak</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2021</td>
<td>169,391</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td><strong>Trough</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2011</td>
<td>104,638</td>
<td>61.9%</td>
<td></td>
</tr>
</tbody>
</table>

### 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."

### Days on Market (DOM)

<table>
<thead>
<tr>
<th>Days on Market (DOM)</th>
<th>Current Quarter</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>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.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>vs. Last Year Q1 2020</td>
<td>74</td>
<td>-23.0%</td>
<td></td>
</tr>
<tr>
<td>vs. 5-Yr Avg 16-'20</td>
<td>107</td>
<td>-46.8%</td>
<td></td>
</tr>
<tr>
<td><strong>DOM Peak</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2016</td>
<td>147</td>
<td>-61.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Trough</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2021</td>
<td>57</td>
<td>0.0%</td>
<td></td>
</tr>
</tbody>
</table>

### 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Average DOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>2020</td>
</tr>
<tr>
<td>Q1</td>
<td>2019</td>
</tr>
<tr>
<td>Q1</td>
<td>2018</td>
</tr>
<tr>
<td>Q1</td>
<td>2017</td>
</tr>
<tr>
<td>Q1</td>
<td>2016</td>
</tr>
<tr>
<td></td>
<td>5-Year Avg:</td>
</tr>
<tr>
<td></td>
<td>3-Year Avg:</td>
</tr>
</tbody>
</table>

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### Quarterly Indicators

<table>
<thead>
<tr>
<th>Total Homes Listed for Sale</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Quarter</td>
<td>2021</td>
</tr>
<tr>
<td>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.</td>
<td>vs. Last Year</td>
<td>2020</td>
</tr>
<tr>
<td></td>
<td>vs. 5-Yr Avg</td>
<td>16-20</td>
</tr>
</tbody>
</table>

**Inventory**

- **Peak**: Q1 2015 1,173 -59.2%
- **Trough**: Q1 2021 479 -0.1%

### ACRE Commentary

“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.”

### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>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).</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quarter</td>
</tr>
<tr>
<td>vs. Last Year</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
</tr>
<tr>
<td>I/S Ratio Peak</td>
</tr>
<tr>
<td>Trough</td>
</tr>
</tbody>
</table>

### ACRE Commentary

“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.”

### Historical Total Homes Listed

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020</th>
<th>582</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
<td>641</td>
</tr>
<tr>
<td></td>
<td>2018</td>
<td>751</td>
</tr>
<tr>
<td></td>
<td>2017</td>
<td>928</td>
</tr>
<tr>
<td></td>
<td>2016</td>
<td>1,105</td>
</tr>
<tr>
<td>5-Year Avg:</td>
<td>802</td>
<td></td>
</tr>
<tr>
<td>3-Year Avg:</td>
<td>658</td>
<td></td>
</tr>
</tbody>
</table>

### Historical I/S Ratio

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020</th>
<th>3.9</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
<td>5.7</td>
</tr>
<tr>
<td></td>
<td>2018</td>
<td>6.9</td>
</tr>
<tr>
<td></td>
<td>2017</td>
<td>8.1</td>
</tr>
<tr>
<td></td>
<td>2016</td>
<td>10.8</td>
</tr>
<tr>
<td>5-Year Avg:</td>
<td>7.1</td>
<td></td>
</tr>
<tr>
<td>3-Year Avg:</td>
<td>5.5</td>
<td></td>
</tr>
</tbody>
</table>