

**Gadsden Residential 1st Quarter Report - 2021**

**Quarterly Indicators**

**Recent Figures**

**Trends**

**Total Residential Sales**

Gadsden residential sales for the current quarter increased 8.2% year-over-year from 231 to 250 closed transactions.

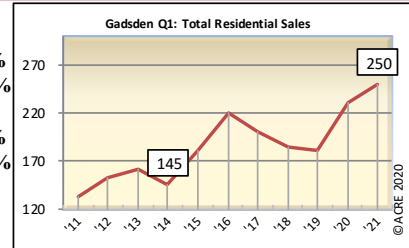
**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Q1 2021	250
Q1 2020	231
Q1 16-'20	203
Q1 2021	250
Q1 2014	145

8.2%  
22.9%  
0.0%  
72.4%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, first quarter sales are 40% above the 3-year quarterly average and 48.7% above the 5-year quarterly average."

**Historical Home Sales**

Q1 2020	231
Q1 2019	181
Q1 2018	185
Q1 2017	200
Q1 2016	220
5- Year Avg:	203
3- Year Avg:	199

**Median Sales Price**

The median sales price for the current quarter increased 19.4% year-over-year from \$133,967 to \$159,950.

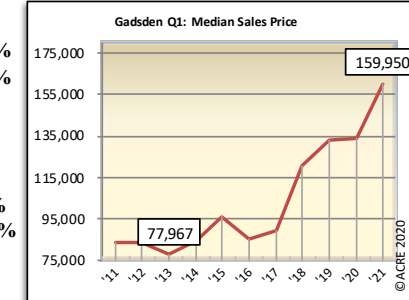
**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Median Peak  
Trough

Q1 2021	159,950
Q1 2020	133,967
Q1 16-'20	112,658

19.4%  
42.0%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the first quarter median price is 23.6% above the 3-year quarterly average and 42% above the 5-year quarterly average."

**Historical Median Selling Price**

Q1 2020	133,967
Q1 2019	133,333
Q1 2018	121,050
Q1 2017	89,317
Q1 2016	85,625
5- Year Avg:	112,658
3- Year Avg:	129,450



**Quarterly Indicators**

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**Average Sales Prices**

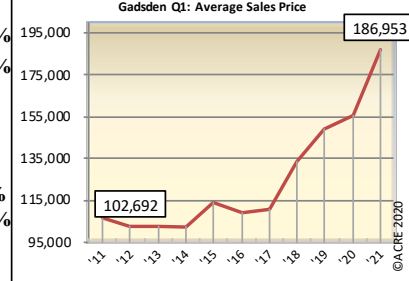
The average sales price in Gadsden increased 20.3% year-over-year from \$155,468 to \$186,953.

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1 2021	186,953	
Q1 2020	155,468	20.3%
Q1 16-'20	131,754	41.9%

Average Peak	Q1 2021	186,953	0.0%
Trough	Q1 2012	102,692	82.1%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the first quarter average price is 27.9% above the 3-year quarterly average and 41.9% above the 5-year quarterly average."

**Historical Average Selling Price**

Q1 2020	155,468
Q1 2019	149,331
Q1 2018	133,796
Q1 2017	111,041
Q1 2016	109,134

5-Year Avg:	131,754
3-Year Avg:	146,198

**Days on Market (DOM)**

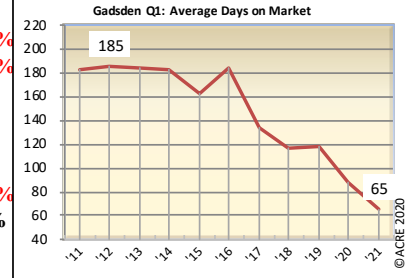
The average number of days on the market during the current quarter decreased 25.8% year-over-year from 88 to 65 days.

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1 2021	65	
Q1 2020	88	-25.8%
Q1 16-'20	128	-49.0%

DOM Peak	Q1 2012	185	-64.7%
Trough	Q1 2021	65	0.5%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('16-'20) for the first quarter is 128 days, 63 days higher than the current results. Compared to historical data, the third quarter average DOM is 49.0% below the 5-year quarterly average."

**Historical Average DOM**

Q1 2020	88
Q1 2019	118
Q1 2018	116
Q1 2017	134
Q1 2016	184

5-Year Avg:	185
3-Year Avg:	107



**Quarterly Indicators**

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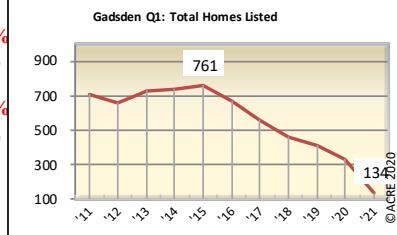
**Total Homes Listed for Sale**

Gadsden residential units listed for sale in the current quarter decreased 59.2% year-over-year from 329 to 134 listings.

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1 2021	134	
Q1 2020	329	-59.2%
Q1 16-'20	488	-72%
<b>Inventory Peak</b>	Q1 2015	761 -82.3%
<b>Trough</b>	Q1 2021	134 0.2%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"The 5-year inventory average ('16-'20) for the first quarter is 488 units, 72% lower than current results. Compared to historical data, the number of homes listed for sale are 66.6% below the 3-year quarterly average."

**Historical Total Homes Listed**

Q1 2020	329
Q1 2019	415
Q1 2018	461
Q1 2017	563
Q1 2016	671
<b>5-Year Avg:</b>	488
<b>3-Year Avg:</b>	401

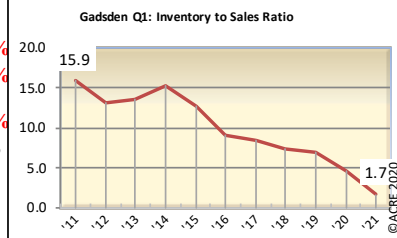
**Inventory-to-Sales Ratio**

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).

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1 2021	1.7	
Q1 2020	4.5	-62.2%
Q1 16-'20	7.3	-76.6%
<b>I/S Ratio Peak</b>	Q1 2011	15.9 -89.3%
<b>Trough</b>	Q1 2021	1.7 0.5%



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the first quarter months of supply is 73% below the 3-year quarterly average and 76.6% below the 5-year quarterly average."

**Historical I/S Ratio**

Q1 2020	4.5
Q1 2019	6.9
Q1 2018	7.5
Q1 2017	8.4
Q1 2016	9.1
<b>5-Year Avg:</b>	7.3
<b>3-Year Avg:</b>	6.3

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