

Huntsville Residential 1st Quarter Report - 2021

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

Huntsville residential sales for the first quarter of 2021 totaled 1,970 units, representing an increase of 9.4% when compared to 1,801 units that were sold in the first quarter of 2020.

Current Quarter

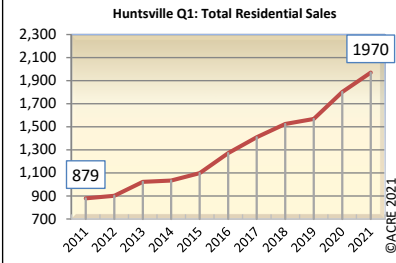
vs. Last Year

vs. 5-Yr Avg

vs. Peak

vs. Trough

Q1	2021	1,970	
Q1	2020	1,801	9.4%
Q1	16-20'	1,515	30.1%
Q1	2021	1,970	0.0%
Q1	2011	879	124.1%



**Graph: Q1: 2010 - 2021
(By quarter)**

ACRE Commentary

"Compared to historical data, first quarter sales are 17.2% above the 3-year quarterly average and 30.1% above the 5-year quarterly average."

Historical Home Sales

Q1	2019	1,801
Q1	2018	1,567
Q1	2017	1,524
Q1	2016	1,410
Q1	2015	1,271

5- Year Avg: 1,515

3- Year Avg: 1,631

Median Sales Price

The median selling price in Huntsville for the first quarter of 2021 was \$264,608, a 13.2% increase from one year ago.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

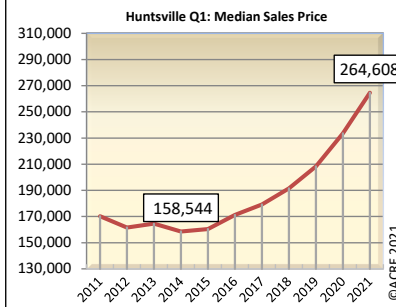
Median Peak

Trough

Q1	2021	264,608	
Q1	2020	233,655	13.2%
Q1	16-20'	196,772	34.5%

Q1 2021 **264,608** **0.0%**

Q1 2014 **158,544** **66.9%**



**Graph: Q1: 2010 - 2021
(By quarter)**

ACRE Commentary

"Compared to historical data to the right, the first quarter median sales price is 15.1% above the 3-year quarterly average and 21.3% above the 5-year quarterly average."

Historical Median Selling Price

Q1	2019	233,655
Q1	2018	208,333
Q1	2017	191,500
Q1	2016	179,154
Q1	2015	171,217

5- Year Avg: 196,772

3- Year Avg: 211,163



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Average Sales Prices

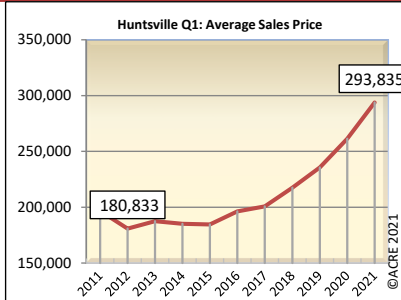
The average sales price in Huntsville for the first quarter of 2021 was \$293,835, a 12.4% increase from one year ago.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	293,835	
Q1	2020	261,455	12.4%
Q1	16-20'	222,315	32.2%

Average Peak	Q1	2021	293,835	0.0%
Trough	Q1	2012	180,833	62.5%



Graph: Q1: 2010 - 2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter average sales price is 18.9% above the 3-year quarterly average and 32.3% above the 5-year quarterly average."

Historical Average Selling Price

Q1	2019	261,455
Q1	2018	235,610
Q1	2017	217,512
Q1	2016	200,682
Q1	2015	196,315

5-Year Avg:	222,315
3-Year Avg:	238,192

Days on Market (DOM)

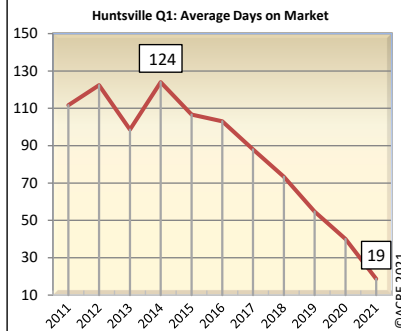
The average number of days on the market in the first quarter of 2021 was 19, vs. 5-Yr Avg representing an decrease of 21 days from one year ago.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	19	
Q1	2020	40	-53.3%
Q1	16-20'	72	-74.0%

DOM Peak	Q1	2014	124	-84.9%
Trough	Q1	2021	19	-1.8%



Graph: Q1: 2010 - 2021
(By quarter)

ACRE Commentary

"The 5-year DOM average ('16-'21) for the first quarter is 72 days, 53 days above the current results. Compared to historical data to the right, the first quarter DOM average is 74.0% below the 5-year quarterly average and 19.4% below the 3-year quarterly average."

Historical Average DOM

Q1	2019	40
Q1	2018	55
Q1	2017	73
Q1	2016	88
Q1	2015	103

5-Year Avg:	72
3-Year Avg:	56



Quarterly Indicators

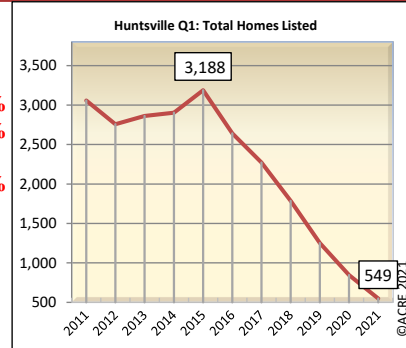
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Total Homes Listed for Sale

Huntsville residential units available for sale in the first quarter of 2021 decreased by 35.1% when compared to the same period last year.

Current Quarter	Q1	2021	549	
vs. Last Year	Q1	2020	845	-35.1%
vs. 5-Yr Avg	Q1	16-20'	1,759	-68.8%
Inventory Peak	Q1	2015	3,188	-82.8%
Trough	Q1	2021	549	0.0%



Graph: Q1: 2010 - 2021
(By quarter)

ACRE Commentary

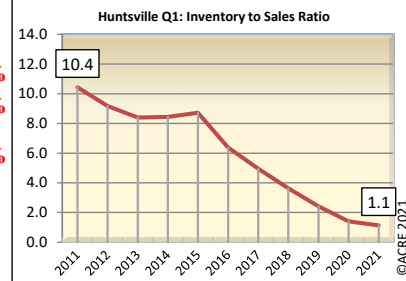
"The 5-year inventory average ('16-'21) for the first quarter is 1,759 units, 1,210 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 68.8% below the 5-year quarterly average, and 13.7% below the 3-year quarterly average."

Historical Total Homes Listed			
Q1	2019	845	
Q1	2018	1,252	
Q1	2017	1,786	
Q1	2016	2,272	
Q1	2015	2,642	
5-Year Avg:		1,759	
3-Year Avg:		1,294	

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	Q1	2021	1.1	
vs. Last Year	Q1	2020	1.4	-19.9%
vs. 5-Yr Avg	Q1	16-20'	3.8	-69.9%
I/S Ratio Peak	Q1	2011	10.4	-89.1%
Trough	Q1	2021	1.1	2.9%



Graph: Q1: 2010 - 2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter months of supply is 88% below the 3-year quarterly average and 69.9% below the 5-year quarterly average."

Historical I/S Ratio			
Q1	2019	1.4	
Q1	2018	2.4	
Q1	2017	3.6	
Q1	2016	5.0	
Q1	2015	6.4	
5-Year Avg:		3.8	
3-Year Avg:		2.5	

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