

## Marshall County Residential Q1 Report - 2021

### Quarterly Indicators

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#### Total Residential Sales

Marshall County residential sales for the first quarter of 2021 totaled 287 units, representing an increase of 39 transactions when compared to 248 units that were sold in the first quarter of 2020.

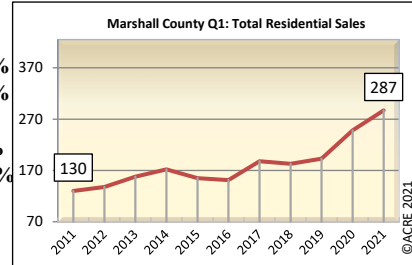
#### Current Quarter

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

Q1	2020	287
Q1	2019	248
Q1	15-'19	193
Q1	2021	287
Q1	2011	130

15.7%  
49.0%

0.0%  
120.8%



Graph: Q1: 2011-2021  
(By quarter)

#### ACRE Commentary

"Compared to historical data, first quarter sales are 38.0% above the 3-year quarterly average and 49.0% above the 5-year quarterly average."

#### Historical Home Sales

Q1	2020	248
Q1	2019	193
Q1	2018	183
Q1	2017	188
Q1	2016	151

5- Year Avg: 193 49.0%  
3- Year Avg: 208 38.0%

#### Median Sales Price

The median sales price in Marshall County for the first quarter of 2021 was \$199,467, a 24.4% increase from the first quarter of 2020's median sales price of \$160,333.

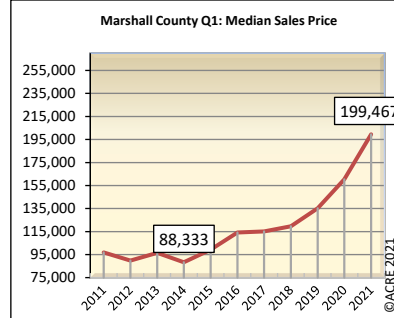
#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Q1	2020	199,467
Q1	2019	160,333
Q1	15-'19	128,913

24.4%  
54.7%

Median Peak Q1 2020 199,467 0.0%  
Trough Q1 2014 88,333 125.8%



Graph: Q1: 2011-2021  
(By quarter)

#### ACRE Commentary

"Compared to historical data, the first quarter median sales price is 44.1% above the 3-year quarterly average and 54.7% above the 5-year quarterly average."

#### Historical Median Selling Price

Q1	2020	160,333
Q1	2019	135,317
Q1	2018	119,600
Q1	2017	115,167
Q1	2016	114,150

5- Year Avg: 128,913 54.7%  
3- Year Avg: 138,417 44.1%



**Quarterly Indicators**

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**Average Sales Prices**

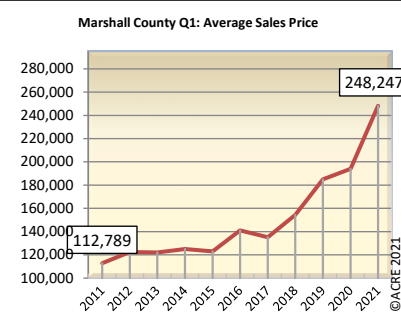
The average sales price in Marshall County for the first quarter of 2021 was \$248,247, a 27.9% increase from the first quarter of 2020's average sales price of \$194,058.

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1	2020	248,247	
Q1	2019	194,058	27.9%
Q1	15-'19	161,870	53.4%

<b>Average Peak</b>	Q1	2021	248,247	0.0%
<b>Trough</b>	Q1	2011	112,789	120.1%



Graph: Q1: 2011-2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the first quarter average sales price is 39.7% above the 3-year quarterly average and 53.4% above the 5-year quarterly average."

**Historical Average Selling Price**

Q1	2020	194,058
Q1	2019	184,893
Q1	2018	154,273
Q1	2017	135,157
Q1	2016	140,970

<b>5-Year Avg:</b>	161,870	53.4%
<b>3-Year Avg:</b>	177,741	39.7%

**Days on Market (DOM)**

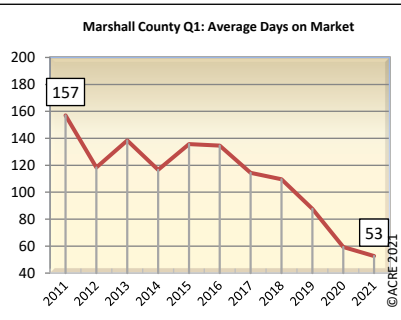
The average number of days on the market in the first quarter of 2021 was 53, vs. 5-Yr Avg representing a decrease of 11.2% from 59 days on market in the first quarter of 2020.

**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q1	2020	53	
Q1	2019	59	-11.2%
Q1	15-'19	101	-47.9%

<b>DOM Peak</b>	Q1	2011	157	-66.5%
<b>Trough</b>	Q1	2021	53	-0.6%



Graph: Q1: 2011-2021  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('15-'19) for the first quarter is 101 days, 48 days higher than the current results. Compared to historical data, the first quarter average DOM is 47.9% below the 5-year quarterly average and 38.4% below the 3-year quarterly average."

**Historical Average DOM**

Q1	2020	59
Q1	2019	88
Q1	2018	110
Q1	2017	114
Q1	2016	135

<b>5-Year Avg:</b>	101	-47.9%
<b>3-Year Avg:</b>	86	-38.4%



**Quarterly Indicators**

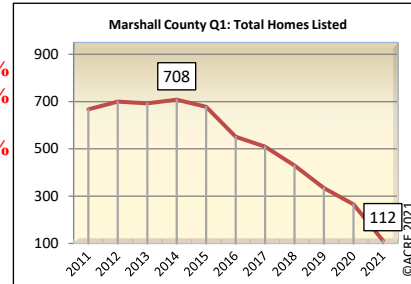
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Marshall County residential units listed for sale in the first quarter of 2021 decreased by **153 units** when compared to the same period last year.

<b>Current Quarter</b>	Q1	2020	<b>112</b>	
vs. Last Year	Q1	2019	<b>265</b>	<b>-57.7%</b>
vs. 5-Yr Avg	Q1	15-'19	<b>418</b>	<b>-73.1%</b>
<b>Inventory Peak</b>	Q1	2014	<b>708</b>	<b>-84.1%</b>
<b>Trough</b>	Q1	2021	<b>112</b>	<b>0.3%</b>



Graph: Q1: 2011-2021  
(By quarter)

**ACRE Commentary**

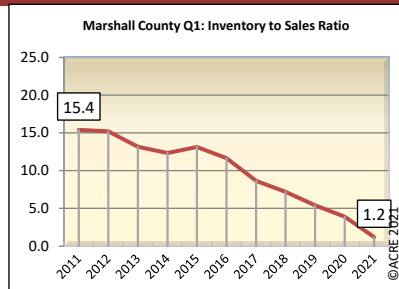
"The 5-year inventory average ('16-'21) for the first quarter is 418 units, 306 units higher than current results. Compared to historical data, the number of homes listed for sale are 73.1% below the 5-year quarterly average, and 20.6% below the 3-year quarterly average."

Historical Total Homes Listed		
Q1	2020	<b>265</b>
Q1	2019	<b>335</b>
Q1	2018	<b>429</b>
Q1	2017	<b>509</b>
Q1	2016	<b>551</b>
<b>5-Year Avg:</b>		<b>418</b>
<b>3-Year Avg:</b>		<b>343</b>

**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).

<b>Current Quarter</b>	Q1	2020	<b>1.2</b>	
vs. Last Year	Q1	2019	<b>3.9</b>	<b>-69.6%</b>
vs. 5-Yr Avg	Q1	15-'19	<b>7.4</b>	<b>-83.9%</b>
<b>I/S Ratio Peak</b>	Q1	2011	<b>15.4</b>	<b>-92.3%</b>
<b>Trough</b>	Q1	2021	<b>1.2</b>	<b>-1.11%</b>



Graph: Q1: 2011-2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data, the first quarter months of supply is 38.5% below the 3-year quarterly average and 83.9% below the 5-year quarterly average."

Historical I/S Ratio		
Q1	2020	<b>3.9</b>
Q1	2019	<b>5.4</b>
Q1	2018	<b>7.2</b>
Q1	2017	<b>8.6</b>
Q1	2016	<b>11.7</b>
<b>5-Year Avg:</b>		<b>7.4</b>
<b>3-Year Avg:</b>		<b>5.5</b>

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