

## Mobile Residential Q1 Report - 2021

### Quarterly Indicators

### Recent Figures

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#### Total Residential Sales

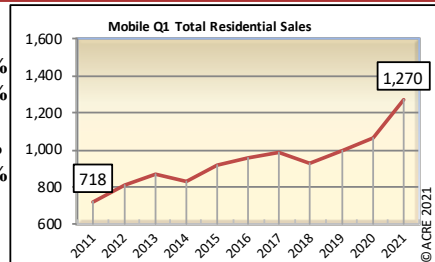
Mobile residential sales for the first quarter of 2021 totaled 1,270 units, representing an increase of 19.4% when compared to 1,064 units that were sold in the first quarter of 2020.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Q1	2021	1,270	
Q1	2020	1,064	19.4%
Q1	16-'20	988	28.6%
Q1	2021	1,270	0.0%
Q1	2011	718	76.9%



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 28.5% above the 5-year quarterly average."

#### Historical Home Sales

Q1	2020	1,064
Q1	2019	996
Q1	2018	930
Q1	2017	990
Q1	2016	959

5- Year Avg: 988  
3- Year Avg: 997

#### Median Sales Price

The median selling price in Mobile for the first quarter of 2021 was \$184,150, a 16.8% increase from the first quarter of 2020's median selling price of \$157,600.

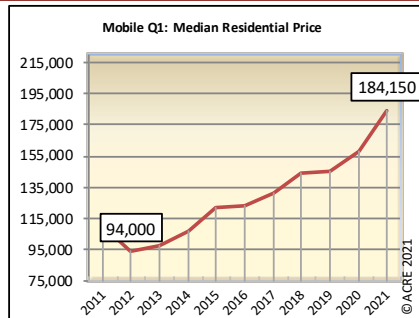
#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Median Peak  
Trough

Q1	2021	184,150	
Q1	2020	157,600	16.8%
Q1	16-'20	140,271	31.3%

Q1	2021	184,150	0.0%
Q1	2012	94,000	95.9%



Graph: Q1: 2011 - 2021  
(By quarter)

#### ACRE Commentary

"Compared to historical data to the right, the first quarter median price is 23.5% above the 3-year quarterly average and 31.3% above the 5-year quarterly average."

#### Historical Median Selling Price

Q1	2020	157,600
Q1	2019	145,817
Q1	2018	143,972
Q1	2017	130,983
Q1	2016	122,983

5- Year Avg: 140,271  
3- Year Avg: 149,129



**Quarterly Indicators**

**Recent Figures**

**Trends**

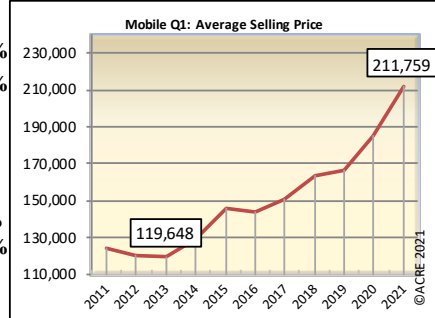
**Average Sales Prices**

The average selling price in Mobile for the first quarter of 2021 was \$211,759, a 14.5% increase from the first quarter of 2020's average selling price of \$184,951.

**Current Quarter**

vs. Last Year Q1 2021 **211,759** **14.5%**  
vs. 5-Yr Avg Q1 16-'20 **161,798** **30.9%**

Average **Peak** Q1 2021 **211,759** **0.0%**  
**Trough** Q1 2013 **119,648** **77.0%**



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the first quarter average price is 23.4% above the 3-year quarterly average and 30.9% above the 5-year quarterly average."

**Historical Average Selling Price**

Q1 2020	<b>184,951</b>
Q1 2019	<b>166,423</b>
Q1 2018	<b>163,298</b>
Q1 2017	<b>150,509</b>
Q1 2016	<b>143,807</b>

**5-Year Avg:** 161,798  
**3-Year Avg:** 171,558

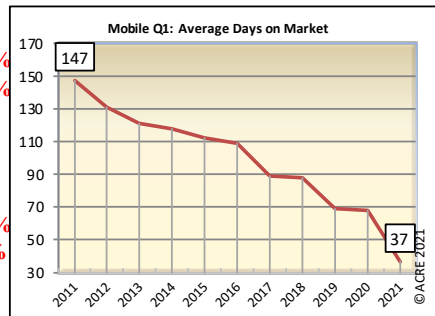
**Days on Market (DOM)**

The average number of days on the market in the first quarter of 2021 was 37, representing a decrease of 46.1% from 68 days on market in the first quarter of 2020.

**Current Quarter**

vs. Last Year Q1 2021 **37**  
vs. 5-Yr Avg Q1 2020 **68** **-46.1%**  
Q1 16-'20 **85** **-56.7%**

DOM **Peak** Q1 2011 **147** **-75.1%**  
**Trough** Q1 2021 **37** **-0.9%**



Graph: Q1: 2011 - 2021  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('16-'20) for the first quarter is 85 days, 48 days higher than the current results. Compared to historical data to the right, the first quarter DOM is 56.5% below the 5-year quarterly average, and 50.7% below the 3-year average."

**Historical Average DOM**

Q1 2020	<b>68</b>
Q1 2019	<b>69</b>
Q1 2018	<b>88</b>
Q1 2017	<b>89</b>
Q1 2016	<b>109</b>

**5-Year Avg:** 85  
**3-Year Avg:** 75



**Quarterly Indicators**

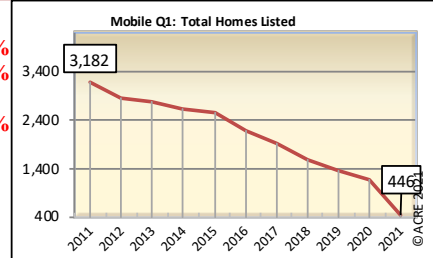
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Mobile residential units available for sale in the first quarter of 2021 decreased by 61.7% when compared to the same period last year.

<u>Current Quarter</u>	Q1	2021	446	
vs. Last Year	Q1	2020	1,165	-61.7%
vs. 5-Yr Avg	Q1	16-'20	1,641	-72.8%
<b>Inventory Peak</b>	Q1	2011	3,182	-86.0%
<b>Trough</b>	Q1	2021	446	0.1%



**Graph: Q1: 2011 - 2021**  
(By quarter)

**ACRE Commentary**

"The 5-year inventory average ('16-'20) for the first quarter is 1,641 units, 1,195 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 72.8% below the 5-year quarterly average, and 67.4% below the 3-year average."

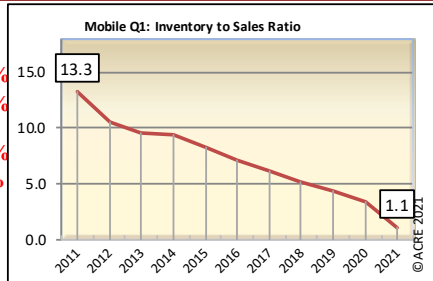
**Historical Total Homes Listed**

Q1	2020	1,165
Q1	2019	1,371
Q1	2018	1,574
Q1	2017	1,912
Q1	2016	2,181
<b>5-Year Avg:</b>		<b>1,641</b>
<b>3-Year Avg:</b>		<b>1,370</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).

<u>Current Quarter</u>	Q1	2021	1.1	
vs. Last Year	Q1	2020	3.3	-67.6%
vs. 5-Yr Avg	Q1	16-'20	5.3	-79.4%
<b>I/S Ratio Peak</b>	Q1	2011	13.3	-91.9%
<b>Trough</b>	Q1	2021	1.1	-1.5%



**Graph: Q1: 2011 - 2021**  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the first quarter months of supply is 74.4% below the 3-year quarterly average and 79.2% below the 5-year quarterly average."

**Historical I/S Ratio**

Q1	2020	3.3
Q1	2019	4.4
Q1	2018	5.3
Q1	2017	6.2
Q1	2016	7.1
<b>5-Year Avg:</b>		<b>5.3</b>
<b>3-Year Avg:</b>		<b>4.3</b>

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