

Muscle Shoals Residential Report - Q2 2021

Quarterly Indicators

Recent Figures

Trends

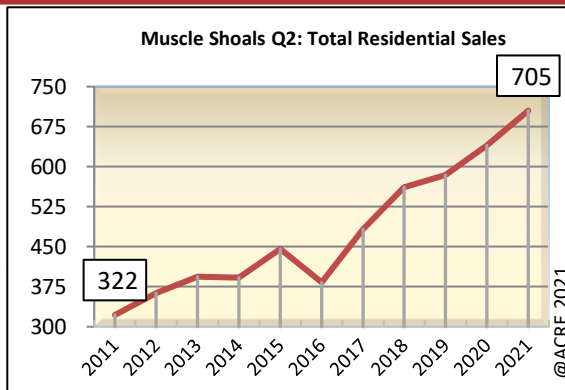
Total Residential Sales

Muscle Shoals residential sales for the second quarter of 2021 totaled 705 units, representing an increase of 65 transactions when compared to 640 units that were sold in the second quarter of 2020.

Current Quarter

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

Q2	2021	705	
Q2	2020	640	10.2%
Q2	16-'20	530	33.0%
Q2	2021	556	26.8%
Q2	2011	251	180.9%



ACRE Commentary

Compared to historical data, second quarter sales are 18.49% above the 3-year quarterly average and 32.97% above the 5-year quarterly average.

Historical Home Sales

Q2	2020	640
Q2	2019	584
Q2	2018	561
Q2	2017	483
Q2	2016	383

5- Year Avg:	530
3- Year Avg:	595

Graph: Q2: 2011 - 2021

Median Sales Price

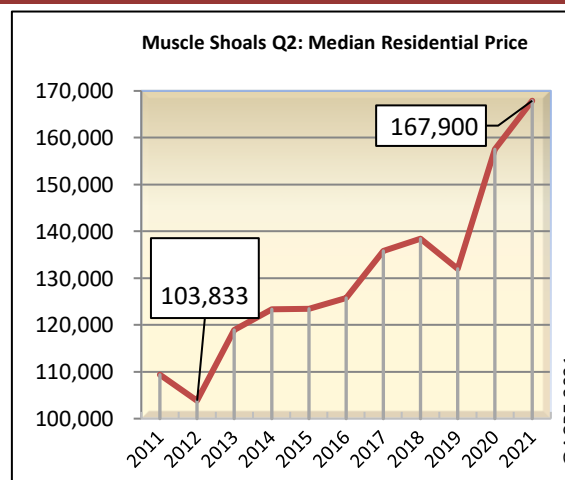
The median selling price in Muscle Shoals for the second quarter of 2021 was \$167,900 a 6.58% increase from the second quarter of 2020's median selling price of \$157,533.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q2	2021	167,900	
Q2	2020	157,533	6.6%
Q2	16-'20	137,913	21.7%

Median Peak	Q2	2021	167,900	0.0%
Trough	Q2	2011	103,833	61.7%



ACRE Commentary

Compared to historical data to the right, the second quarter median price is 17.69% above the 3-year quarterly average and 21.74% above the 5-year quarterly average.

Historical Median Selling Price

Q2	2020	157,533
Q2	2019	131,983
Q2	2018	138,467
Q2	2017	135,833
Q2	2016	125,750

5- Year Avg:	137,913
3- Year Avg:	142,661

Graph: Q2: 2011 - 2021



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Average Sales Prices

The average selling price in Muscle Shoals for the second quarter of 2021 was \$199,453 a 11.27% increase from the second quarter of 2020's average selling price of \$179,259

Current Quarter

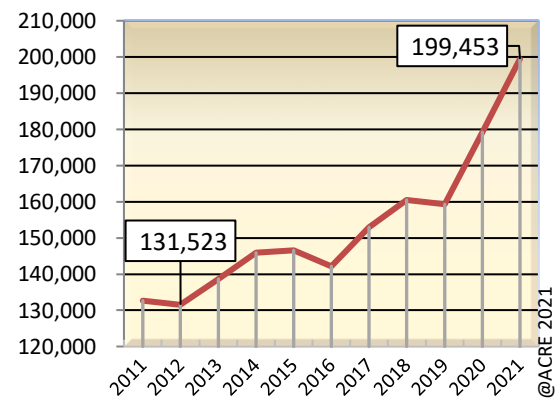
vs. Last Year
vs. 5-Yr Avg

Q2	2021	199,453	
Q2	2020	179,259	11.3%
Q2	16-'20	158,829	25.6%

Average **Peak**
Trough

Q2	2021	199,453	0.0%
Q2	2011	131,523	51.6%

Muscle Shoals Q2: Average Selling Price



Graph: Q2: 2011 - 2021

ACRE Commentary

Compared to historical data to the right, the second quarter average price is 19.92% above the 3-year quarterly average and 25.58% above the 5-year quarterly average.

Historical Average Selling Price

Q2	2020	179,259
Q2	2019	159,263
Q2	2018	160,454
Q2	2017	152,973
Q2	2016	142,196

5-Year Avg:	158,829
3-Year Avg:	166,325

Days on Market (DOM)

The average number of days on the market in the second quarter of 2021 was 45, representing an increase of -44.91% from 67 days on market in the second quarter of 2020.

Current Quarter

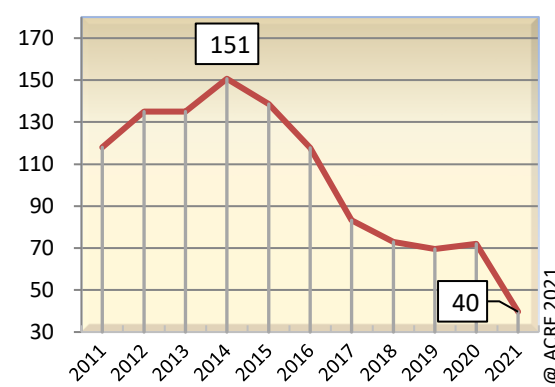
vs. Last Year
vs. 5-Yr Avg

Q2	2021	40	
Q2	2020	72	-44.9%
Q2	16-'20	83	-52.3%

DOM **Peak**
Trough

Q2	2013	151	-73.7%
Q2	2021	40	-0.8%

Muscle Shoals Q2: Average Days on Market



Graph: Q2: 2011 - 2021

ACRE Commentary

The 5-year DOM average ('16-'20) for the second quarter is 83 days, 43 days higher than the current results. Compared to historical data to the right, the second quarter DOM is -52.29% below the 5-year quarterly average, and -44.57% below with the 3-year average.

Historical Average DOM

Q2	2020	72
Q2	2019	70
Q2	2018	73
Q2	2017	83
Q2	2016	118

5-Year Avg:	83
3-Year Avg:	72

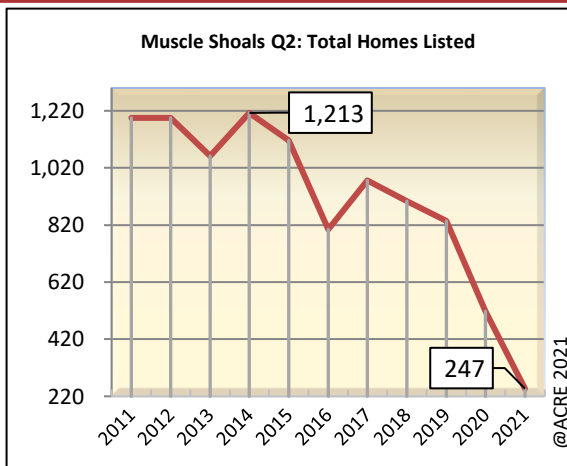


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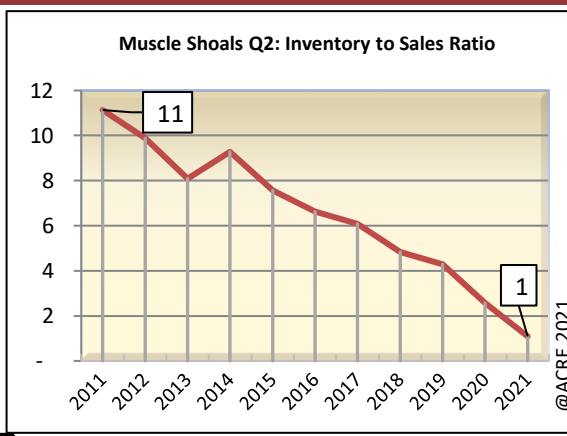
<u>Total Homes Listed for Sale</u>	<u>Current Quarter</u>	Q2	2021	247	
Muscle Shoals residential units available for sale in the second quarter of 2021 decreased by 392 units when compared to the same period last year.	vs. Last Year	Q2	2020	519	-52.4%
	vs. 5-Yr Avg	Q2	16-'20	807	-69.4%
	Inventory Peak	Q2	2011	1,213	-79.7%
	Trough	Q2	2021	247	-0.1%



<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
The 5-year inventory average ('16-'20) for the second quarter is 807 units, 561 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 69.1% lower than the 5-year quarterly average, and -67.20% lower than the 3-year average.	Q2 2020	519
	Q2 2019	834
	Q2 2018	903
	Q2 2017	976
	Q2 2016	805
	5-Year Avg:	807
	3-Year Avg:	752

Graph: Q2: 2011 - 2021

<u>Inventory-to-Sales Ratio</u>	<u>Current Quarter</u>	Q2	2021	1.1	
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).	vs. Last Year	Q2	2020	2.6	-57.7%
	vs. 5-Yr Avg	Q2	16-'20	4.9	-77.7%
	I/S Ratio Peak	Q2	2010	11.0	-90.1%
	Trough	Q2	2020	1.0	8.6%



<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
Compared to historical data to the right, the second quarter months of supply is 72.13% below the 3-year quarterly average and 77.3% below the 5-year quarterly average.	Q2 2020	2.6
	Q2 2019	4.3
	Q2 2018	4.8
	Q2 2017	6.1
	Q2 2016	6.6
	5-Year Avg:	4.9
	3- Year Avg:	3.9

Graph: Q2: 2011 - 2021

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