

Muscle Shoals Residential Report - Q1 2021

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

Muscle Shoals residential sales for the first quarter of 2021 totaled 557 units, representing an increase of 75 transactions when compared to 482 units that were sold in the first quarter of 2020.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

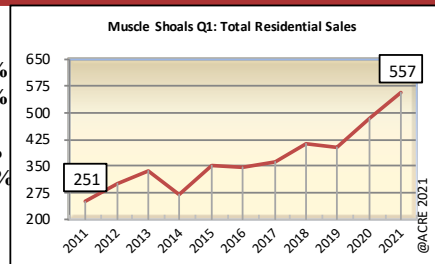
Q1 2021	557
Q1 2020	482
Q1 16-'20	402

15.6%
38.7%

vs. Peak
vs. Trough

Q1 2021	557
Q1 2011	251

0.0%
121.9%



Graph: Q1: 2011 - 2021

ACRE Commentary

Compared to historical data, first quarter sales are 28.54% above the 3-year quarterly average and 38.70% above the 5-year quarterly average.

Historical Home Sales

Q1 2020	482
Q1 2019	403
Q1 2018	415
Q1 2017	362
Q1 2016	346

5- Year Avg: 402
3- Year Avg: 433

Median Sales Price

The median selling price in Muscle Shoals for the first quarter of 2021 was \$156,567 a 7.51% increase from the first quarter of 2020's median selling price of \$145,633 .

Current Quarter

vs. Last Year
vs. 5-Yr Avg

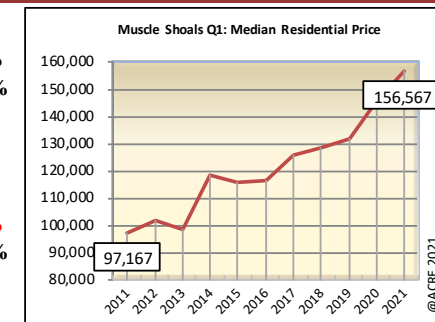
Q1 2021	156,567
Q1 2020	145,633
Q1 16-'20	129,517

7.5%
20.9%

Median Peak
Trough

Q1 2021	156,567
Q1 2011	97,167

0.0%
61.1%



Graph: Q1: 2011 - 2021

ACRE Commentary

Compared to historical data to the right, the first quarter median price is 15.71% above the 3-year quarterly average and 20.89% above the 5-year quarterly average.

Historical Median Selling Price

Q1 2020	145,633
Q1 2019	132,033
Q1 2018	128,250
Q1 2017	125,500
Q1 2016	116,167

5- Year Avg: 129,517
3- Year Avg: 135,306



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Average Sales Prices

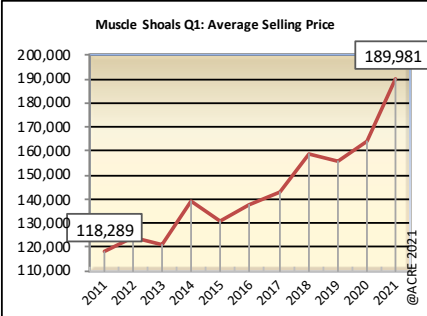
The average selling price in Muscle Shoals for the first quarter of 2021 was \$189,981 a 15.80% increase from the first quarter of 2020's average selling price of \$164,058

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	189,981	
Q1	2020	164,058	15.8%
Q1	16-'20	151,982	25.0%

Average Peak	Q1	2021	189,981	0.0%
Trough	Q1	2011	118,289	60.6%



Graph: Q1: 2011 - 2021

ACRE Commentary

Compared to historical data to the right, the first quarter average price is 18.97% above the 3-year quarterly average and 25.00% above the 5-year quarterly average.

Historical Average Selling Price

Q1	2020	164,058
Q1	2019	156,102
Q1	2018	158,898
Q1	2017	143,122
Q1	2016	137,730

5-Year Avg:	151,982
3-Year Avg:	159,686

Days on Market (DOM)

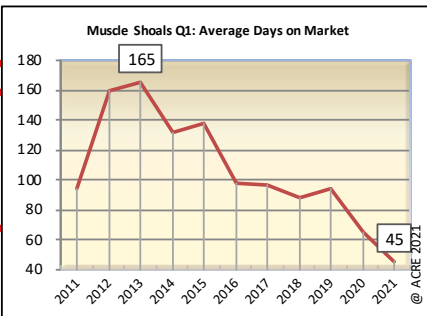
The average number of days on the market in the first quarter of 2021 was 45, representing an increase of -30.61% from 67 days on market in the first quarter of 2020.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	45	
Q1	2020	65	-30.6%
Q1	16-'20	88	-48.7%

DOM Peak	Q1	2013	165	-72.5%
Trough	Q1	2021	45	0.7%



Graph: Q1: 2011 - 2021

ACRE Commentary

The 5-year DOM average ('16-'20) for the first quarter is 88 days, 43 days higher than the current results. Compared to historical data to the right, the first quarter DOM is -48.72% below the 5-year quarterly average, and -44.94% below with the 3-year average.

Historical Average DOM

Q1	2020	65
Q1	2019	94
Q1	2018	88
Q1	2017	97
Q1	2016	98

5-Year Avg:	88
3-Year Avg:	82

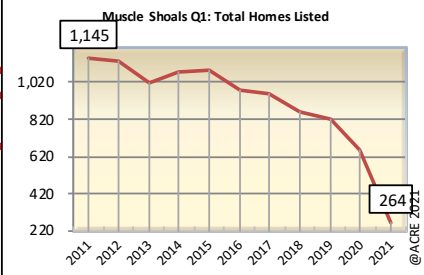


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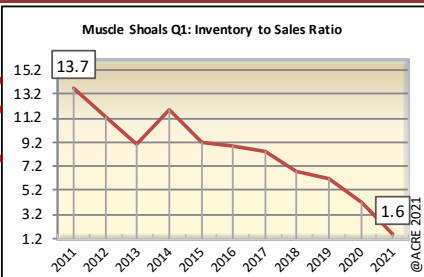
<u>Total Homes Listed for Sale</u>	<u>Current Quarter</u>	Q1	2021	264	
Muscle Shoals residential units available for sale in the first quarter of 2021 decreased by 392 units when compared to the same period last year.	vs. Last Year	Q1	2020	656	-59.7%
	vs. 5-Yr Avg	Q1	16-'20	854	-69.1%
	Inventory Peak	Q1	2011	1,145	-76.9%
	Trough	Q1	2021	264	0.1%



Graph: Q1: 2011 - 2021

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
The 5-year inventory average ('16-'20) for the first quarter is 854 units, 590 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 -66.03% lower than the 3-year average.	Q1 2020	656
	Q1 2019	816
	Q1 2018	863
	Q1 2017	959
	Q1 2016	978
	5-Year Avg:	854
	3-Year Avg:	778

<u>Inventory-to-Sales Ratio</u>	<u>Current Quarter</u>	Q1	2021	1.6	
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	Q1	2020	4.3	-63.1%
	vs. 5-Yr Avg	Q1	16-'20	6.9	-77.3%
	I/S Ratio Peak	Q1	2010	13.0	-87.9%
	Trough	Q1	2020	1.6	-2.0%



Graph: Q1: 2011 - 2021

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
Compared to historical data to the right, the first quarter months of supply is 72.68% below the 3-year quarterly average and 77.3% below the 5-year quarterly average.	Q1 2020	4.3
	Q1 2019	6.2
	Q1 2018	6.8
	Q1 2017	8.5
	Q1 2016	8.9
	5-Year Avg:	6.9
	3-Year Avg:	5.7

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