

Weekly Market Activity Report



For Week Ending January 9, 2021

Data current as of January 18, 2021

The Mortgage Bankers Association's (MBA) latest Forbearance and Call Volume Survey reported that 5.53% of mortgage loans remained in forbearance as of December 27, 2020. While the forbearance rate is down significantly from its highest levels in 2020, the MBA estimates the current rate represents 2.7 million homeowners currently in forbearance plans.

SINGLE FAMILY

For the week ending January 9:

- New Listings decreased 0.7% to 279
- Pending Sales increased 6.5% to 261
- Inventory decreased 40.8% to 1,590

For the month of December:

- Median Sales Price increased 16.1% to \$245,000
- Days on Market decreased 44.9% to 27
- Pct of List Price Rec'd increased 1.2% to 99.3%
- Months Supply decreased 47.8% to 1.2

TOWNHOUSE/CONDO

For the week ending January 9:

- New Listings increased 33.3% to 20
- Pending Sales increased 137.5% to 19
- Inventory decreased 11.0% to 73

For the month of December:

- Median Sales Price decreased 0.4% to \$205,000
- Days on Market decreased 65.9% to 15
- Pct of List Price Rec'd increased 3.2% to 100.6%
- Months Supply remained flat at 1.4

Quick Facts

| | | | | | |
|---------------------------------------|-----------------|--|-----------------|---|-----------------|
| - 0.7% | + 33.3% | + 6.5% | + 137.5% | - 40.8% | - 11.0% |
| Single Family | Townhouse/Condo | Single Family | Townhouse/Condo | Single Family | Townhouse/Condo |
| Year-Over-Year Change New Listings | | Year-Over-Year Change Pending Sales | | Year-Over-Year Change Homes for Sale | |

A research tool provided by ValleyMLS.com covering the Alabama counties of Cherokee, DeKalb, Etowah, Jackson, Lawrence, Limestone, Madison, Marshall and Morgan.

Metrics by Week

| | |
|-----------------------------|----------|
| New Listings | 2 |
| Pending Sales | 3 |
| Inventory of Homes for Sale | 4 |

Metrics by Month

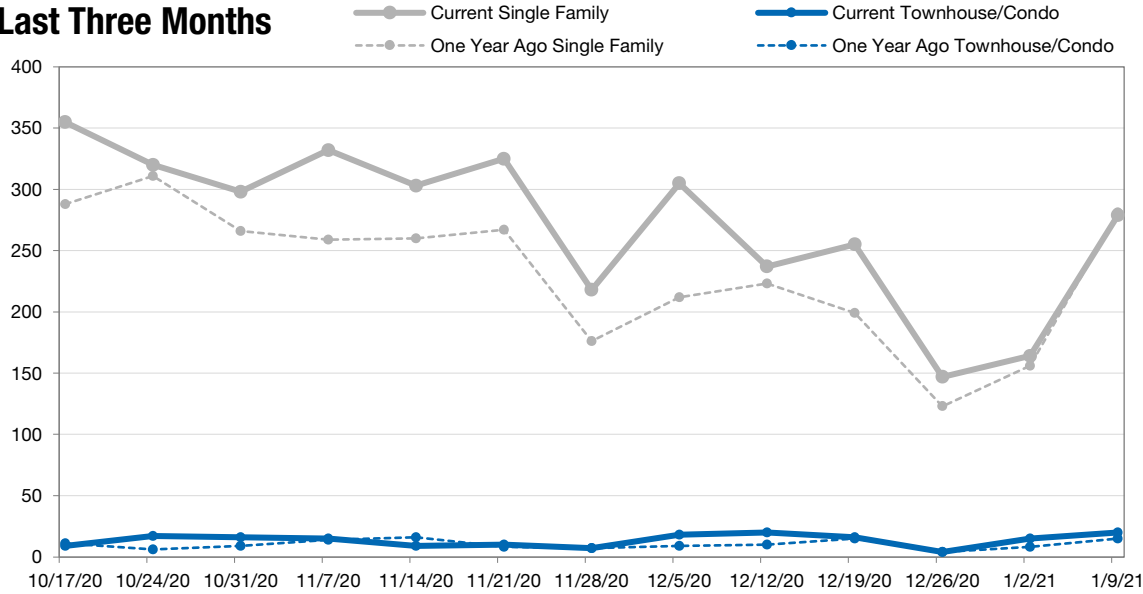
| | |
|--------------------------------|----------|
| Days on Market | 5 |
| Median Sales Price | 6 |
| Percent of List Price Received | 7 |
| Housing Affordability Index | 8 |
| Months Supply of Inventory | 9 |

New Listings

A count of the properties that have been newly listed on the market in a given week.

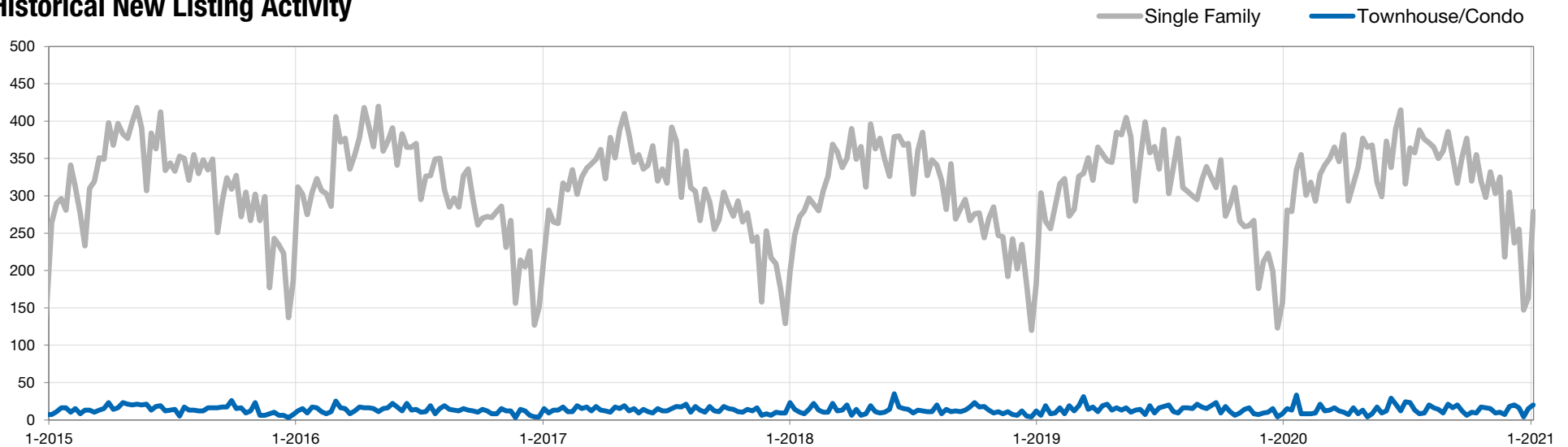


Last Three Months



| Data for the Week Ending... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-----------------|-----------------------|
| 10/17/2020 | 355 | + 23.3% | 9 | - 18.2% |
| 10/24/2020 | 320 | + 2.9% | 17 | + 183.3% |
| 10/31/2020 | 298 | + 12.0% | 16 | + 77.8% |
| 11/7/2020 | 332 | + 28.2% | 15 | + 7.1% |
| 11/14/2020 | 303 | + 16.5% | 9 | - 43.8% |
| 11/21/2020 | 325 | + 21.7% | 10 | + 25.0% |
| 11/28/2020 | 218 | + 23.9% | 7 | 0.0% |
| 12/5/2020 | 305 | + 43.9% | 18 | + 100.0% |
| 12/12/2020 | 237 | + 6.3% | 20 | + 100.0% |
| 12/19/2020 | 255 | + 28.1% | 16 | + 6.7% |
| 12/26/2020 | 147 | + 19.5% | 4 | 0.0% |
| 1/2/2021 | 164 | + 5.1% | 15 | + 87.5% |
| 1/9/2021 | 279 | - 0.7% | 20 | + 33.3% |
| 3-Month Avg. | 272 | + 17.1% | 14 | + 33.3% |

Historical New Listing Activity

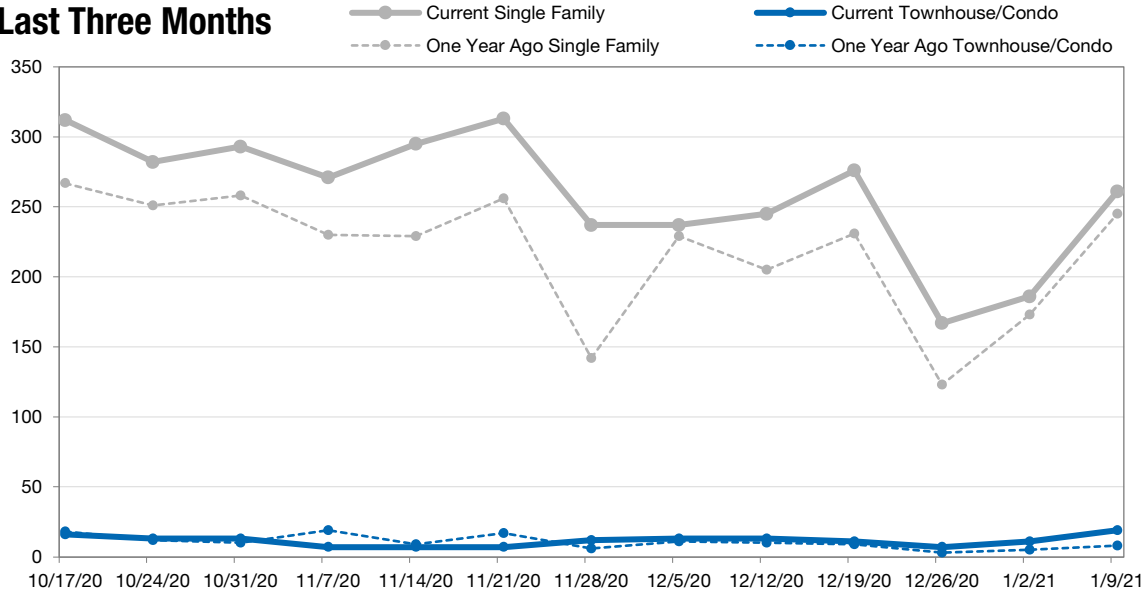


Pending Sales

A count of the properties in either a contingent or pending status in a given week.

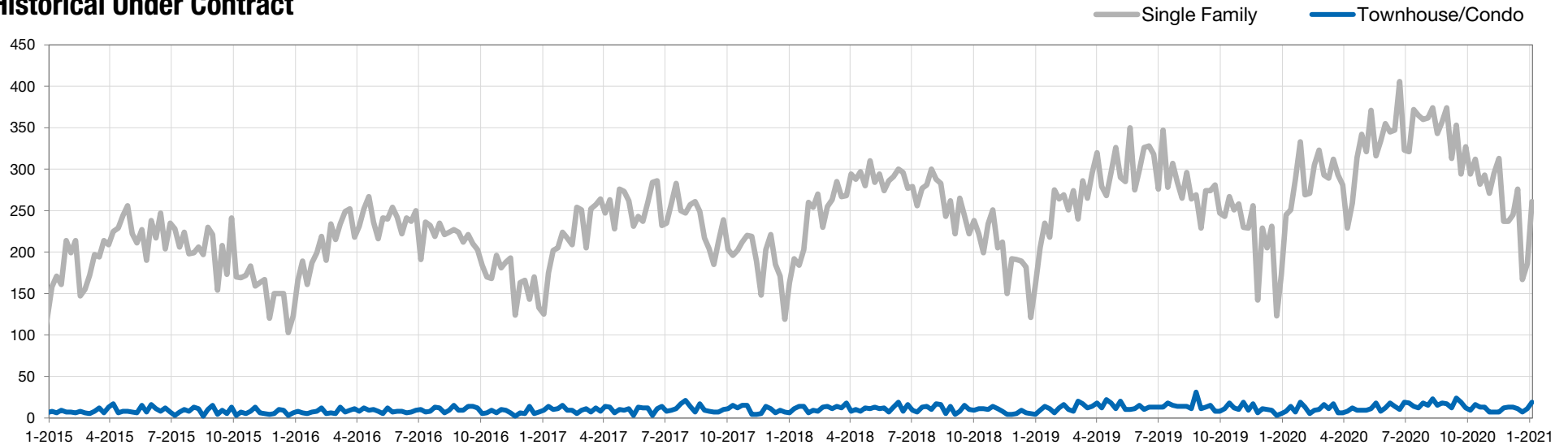


Last Three Months



| Data for the Week Ending... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-----------------|-----------------------|
| 10/17/2020 | 312 | + 16.9% | 16 | - 11.1% |
| 10/24/2020 | 282 | + 12.4% | 13 | + 8.3% |
| 10/31/2020 | 293 | + 13.6% | 13 | + 30.0% |
| 11/7/2020 | 271 | + 17.8% | 7 | - 63.2% |
| 11/14/2020 | 295 | + 28.8% | 7 | - 22.2% |
| 11/21/2020 | 313 | + 22.3% | 7 | - 58.8% |
| 11/28/2020 | 237 | + 66.9% | 12 | + 100.0% |
| 12/5/2020 | 237 | + 3.5% | 13 | + 18.2% |
| 12/12/2020 | 245 | + 19.5% | 13 | + 30.0% |
| 12/19/2020 | 276 | + 19.5% | 11 | + 22.2% |
| 12/26/2020 | 167 | + 35.8% | 7 | + 133.3% |
| 1/2/2021 | 186 | + 7.5% | 11 | + 120.0% |
| 1/9/2021 | 261 | + 6.5% | 19 | + 137.5% |
| 3-Month Avg. | 260 | + 18.9% | 11 | + 8.8% |

Historical Under Contract

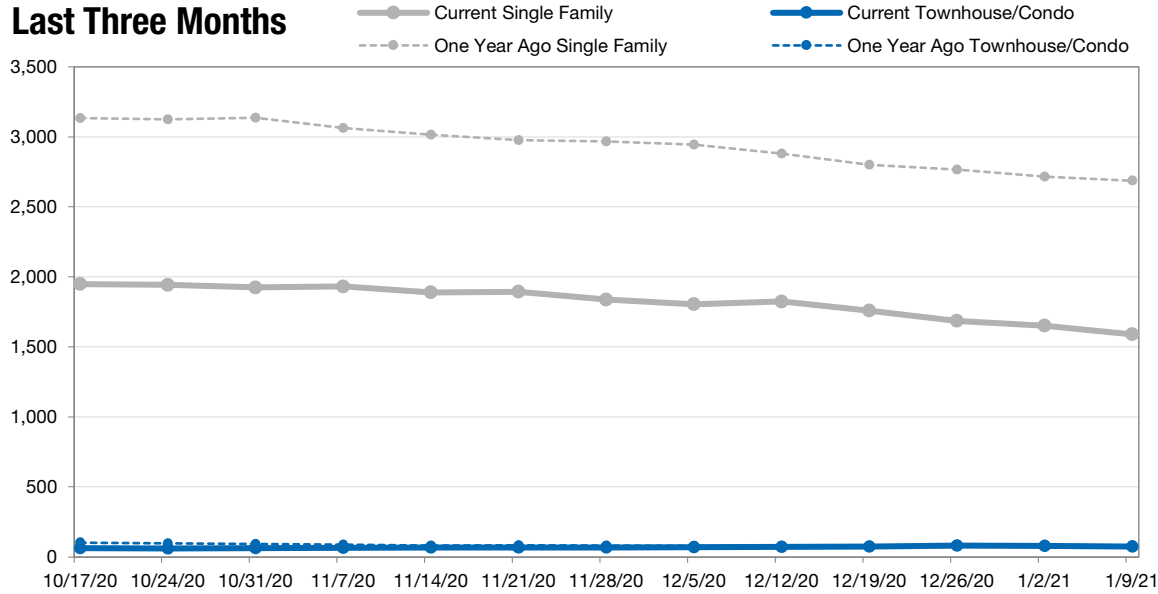


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given week.

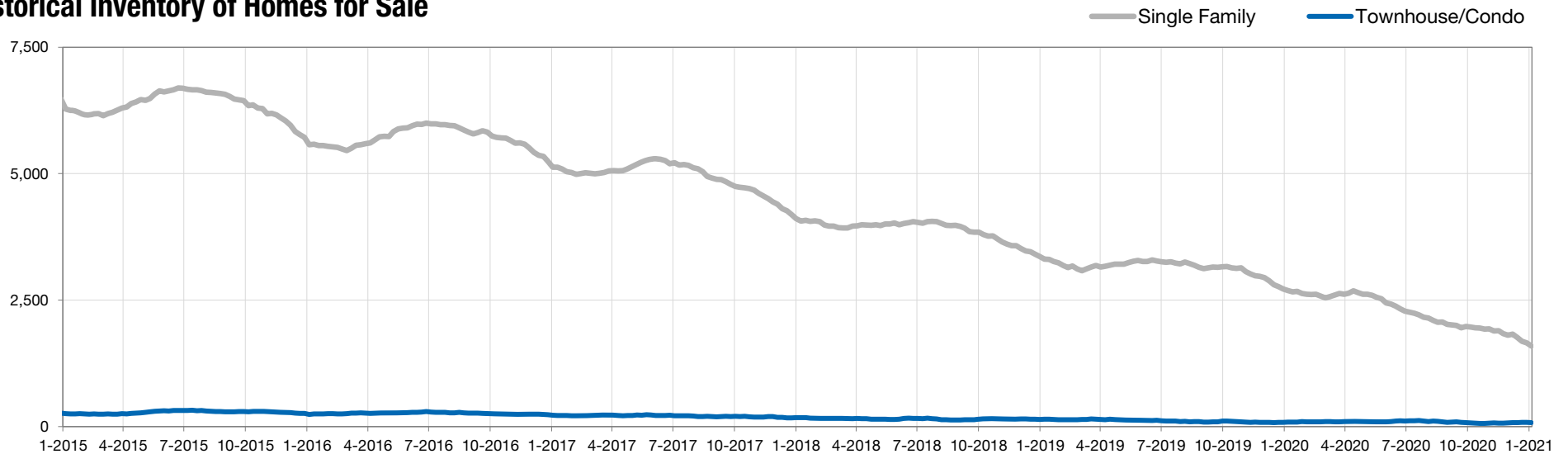


Last Three Months



| Data for the Week Ending... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-----------------|-----------------------|
| 10/17/2020 | 1,949 | - 37.8% | 62 | - 39.2% |
| 10/24/2020 | 1,943 | - 37.8% | 60 | - 37.5% |
| 10/31/2020 | 1,924 | - 38.7% | 61 | - 33.0% |
| 11/7/2020 | 1,931 | - 37.0% | 65 | - 25.3% |
| 11/14/2020 | 1,889 | - 37.4% | 67 | - 17.3% |
| 11/21/2020 | 1,894 | - 36.4% | 66 | - 19.5% |
| 11/28/2020 | 1,837 | - 38.1% | 66 | - 17.5% |
| 12/5/2020 | 1,804 | - 38.7% | 68 | - 12.8% |
| 12/12/2020 | 1,824 | - 36.7% | 72 | - 6.5% |
| 12/19/2020 | 1,759 | - 37.2% | 74 | + 1.4% |
| 12/26/2020 | 1,686 | - 39.0% | 81 | + 1.3% |
| 1/2/2021 | 1,651 | - 39.2% | 79 | - 2.5% |
| 1/9/2021 | 1,590 | - 40.8% | 73 | - 11.0% |
| 3-Month Avg. | 1,822 | - 38.0% | 69 | - 18.0% |

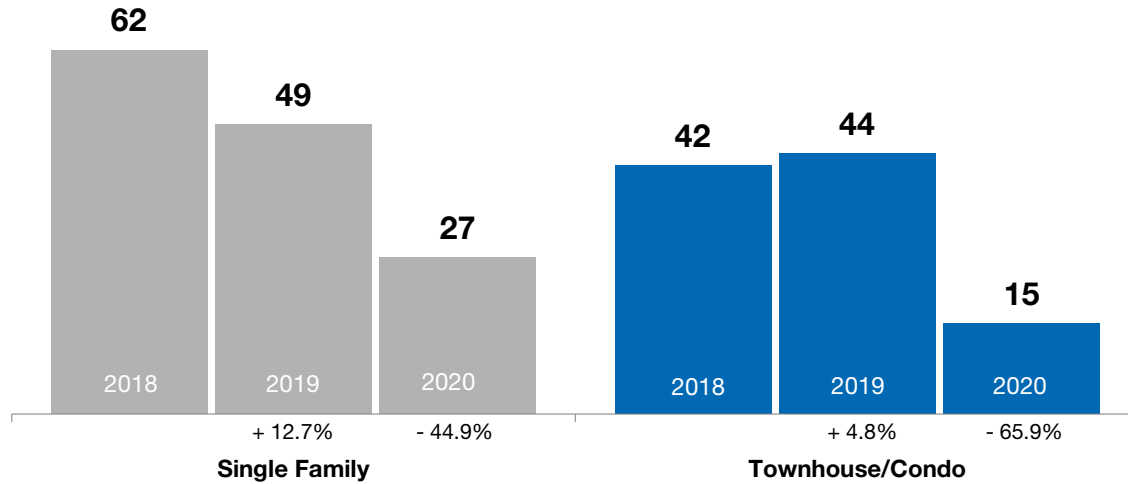
Historical Inventory of Homes for Sale



Days on Market Until Sale

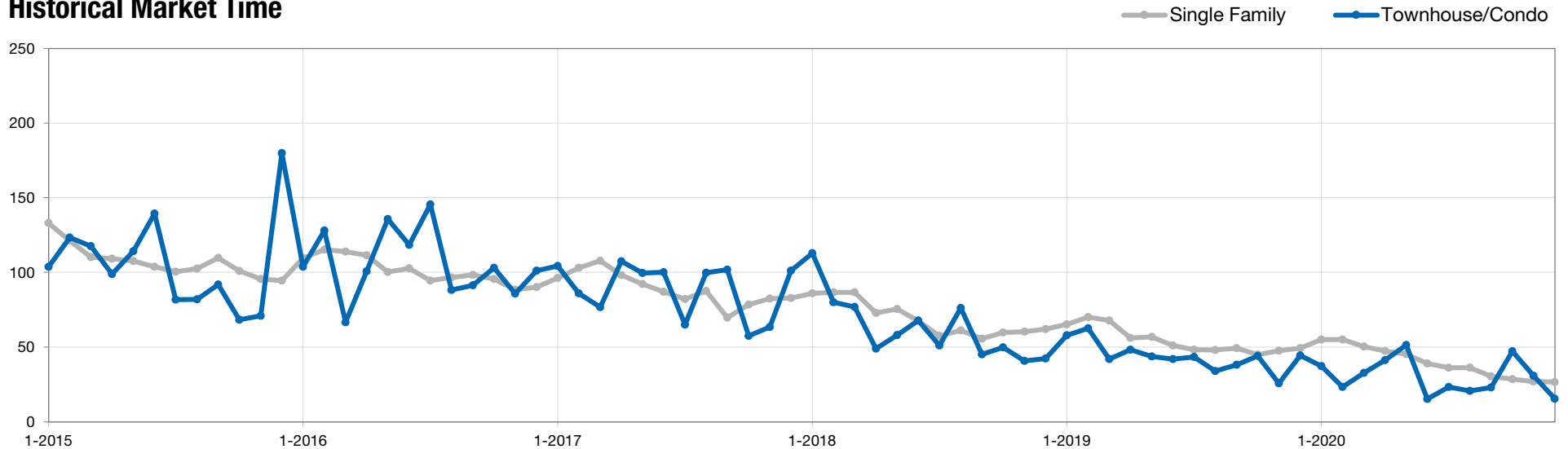
Average number of days between when a property is listed and when an offer is accepted in a given month.

December



| Data for the month of... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|--------------------------|---------------|-----------------------|-----------------|-----------------------|
| Jan-2020 | 55 | -15.4% | 37 | -36.2% |
| Feb-2020 | 55 | -21.4% | 23 | -63.5% |
| Mar-2020 | 50 | -26.5% | 33 | -21.4% |
| Apr-2020 | 47 | -16.1% | 41 | -14.6% |
| May-2020 | 45 | -21.1% | 51 | +15.9% |
| Jun-2020 | 39 | -23.5% | 15 | -64.3% |
| Jul-2020 | 36 | -25.0% | 23 | -46.5% |
| Aug-2020 | 36 | -25.0% | 21 | -38.2% |
| Sep-2020 | 30 | -38.8% | 23 | -39.5% |
| Oct-2020 | 29 | -35.6% | 47 | +6.8% |
| Nov-2020 | 27 | -42.6% | 31 | +19.2% |
| Dec-2020 | 27 | -44.9% | 15 | -65.9% |
| Average | 38 | -28.3% | 29 | -31.4% |

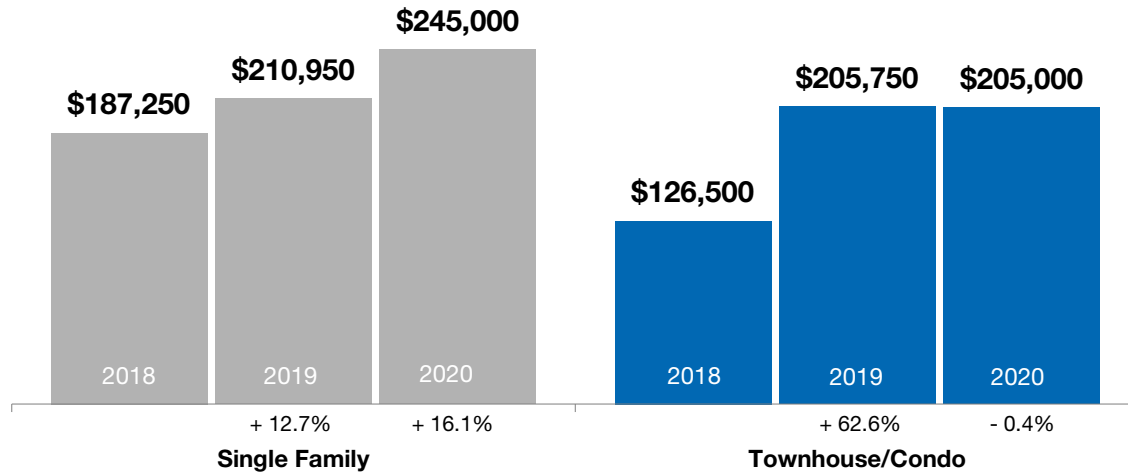
Historical Market Time



Median Sales Price

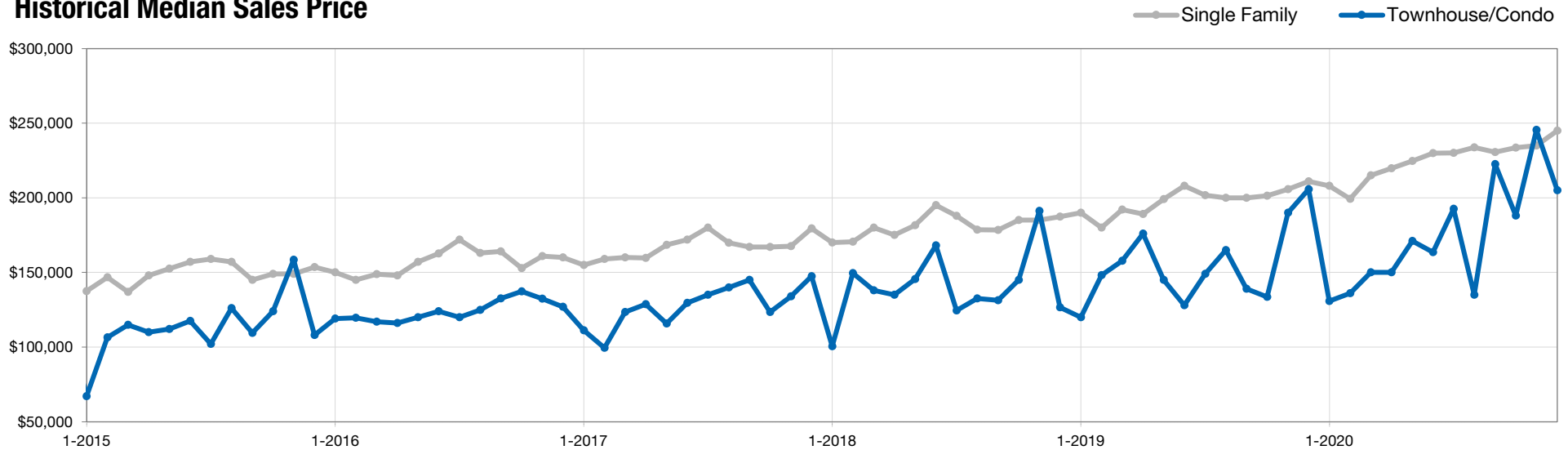
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

December



| Data for the month of... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|--------------------------|------------------|-----------------------|------------------|-----------------------|
| Jan-2020 | \$208,000 | + 9.5% | \$130,750 | + 9.0% |
| Feb-2020 | \$199,220 | + 10.7% | \$135,950 | - 8.3% |
| Mar-2020 | \$215,000 | + 12.0% | \$150,000 | - 4.9% |
| Apr-2020 | \$219,645 | + 16.2% | \$150,000 | - 14.8% |
| May-2020 | \$224,700 | + 12.9% | \$171,000 | + 17.9% |
| Jun-2020 | \$229,900 | + 10.6% | \$163,500 | + 27.7% |
| Jul-2020 | \$230,000 | + 14.1% | \$192,500 | + 29.2% |
| Aug-2020 | \$233,750 | + 16.9% | \$135,000 | - 18.2% |
| Sep-2020 | \$230,545 | + 15.3% | \$222,500 | + 60.1% |
| Oct-2020 | \$233,520 | + 15.9% | \$188,000 | + 40.8% |
| Nov-2020 | \$234,864 | + 14.2% | \$245,400 | + 29.2% |
| Dec-2020 | \$245,000 | + 16.1% | \$205,000 | - 0.4% |
| Median | \$227,831 | + 14.1% | \$180,000 | + 18.4% |

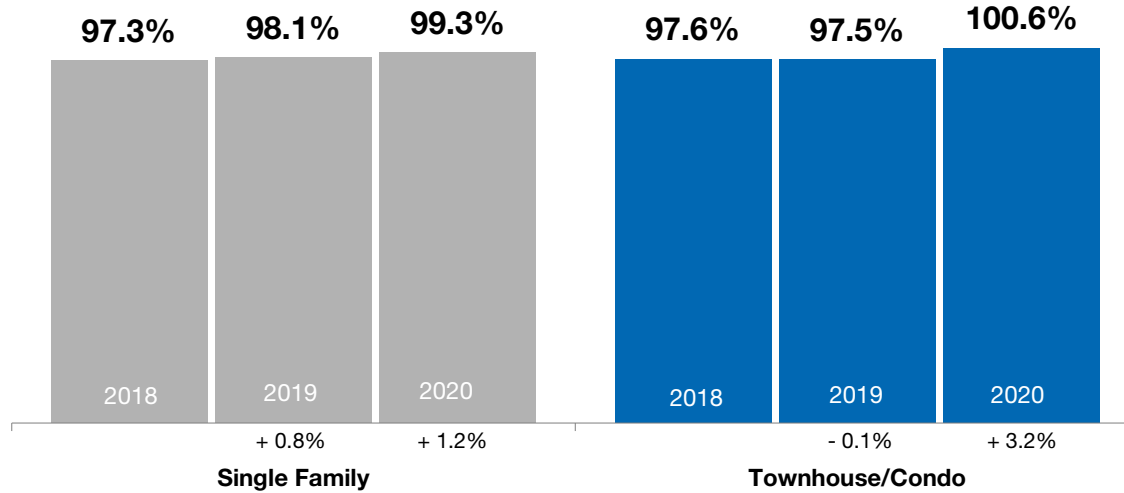
Historical Median Sales Price



Percent of List Price Received

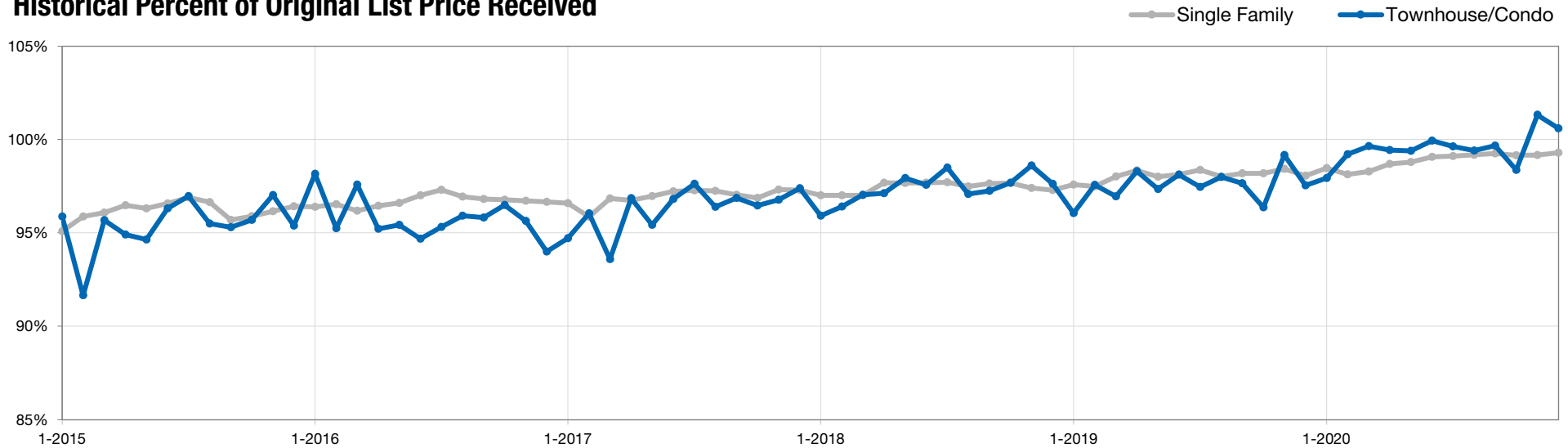
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December



| Data for the month of... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|--------------------------|---------------|-----------------------|-----------------|-----------------------|
| Jan-2020 | 98.5% | + 0.9% | 97.9% | + 1.9% |
| Feb-2020 | 98.1% | + 0.6% | 99.2% | + 1.6% |
| Mar-2020 | 98.3% | + 0.3% | 99.6% | + 2.7% |
| Apr-2020 | 98.7% | + 0.4% | 99.4% | + 1.1% |
| May-2020 | 98.8% | + 0.8% | 99.4% | + 2.2% |
| Jun-2020 | 99.1% | + 1.0% | 99.9% | + 1.8% |
| Jul-2020 | 99.1% | + 0.7% | 99.6% | + 2.2% |
| Aug-2020 | 99.2% | + 1.2% | 99.4% | + 1.4% |
| Sep-2020 | 99.3% | + 1.1% | 99.7% | + 2.0% |
| Oct-2020 | 99.2% | + 1.0% | 98.4% | + 2.1% |
| Nov-2020 | 99.2% | + 0.8% | 101.3% | + 2.1% |
| Dec-2020 | 99.3% | + 1.2% | 100.6% | + 3.2% |
| Average | 98.9% | + 0.9% | 99.6% | + 2.0% |

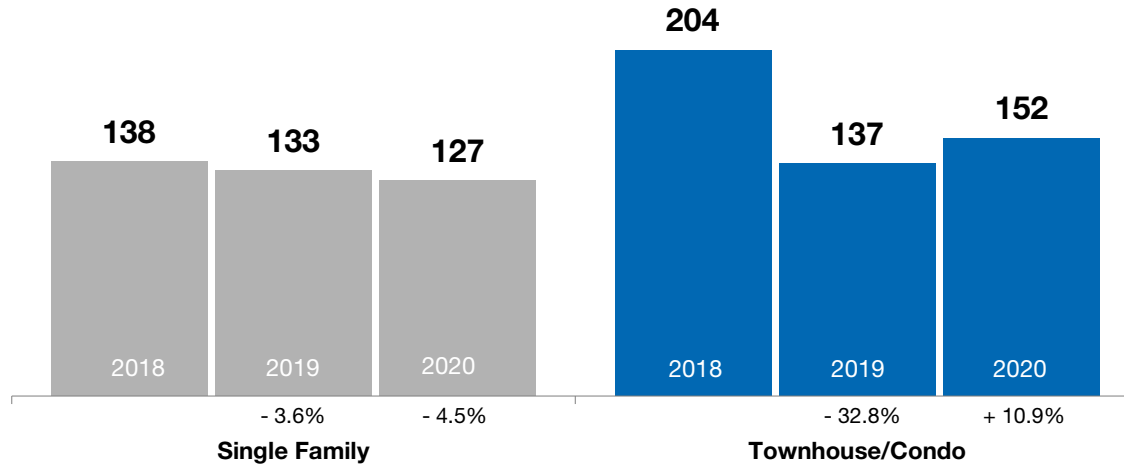
Historical Percent of Original List Price Received



Housing Affordability Index

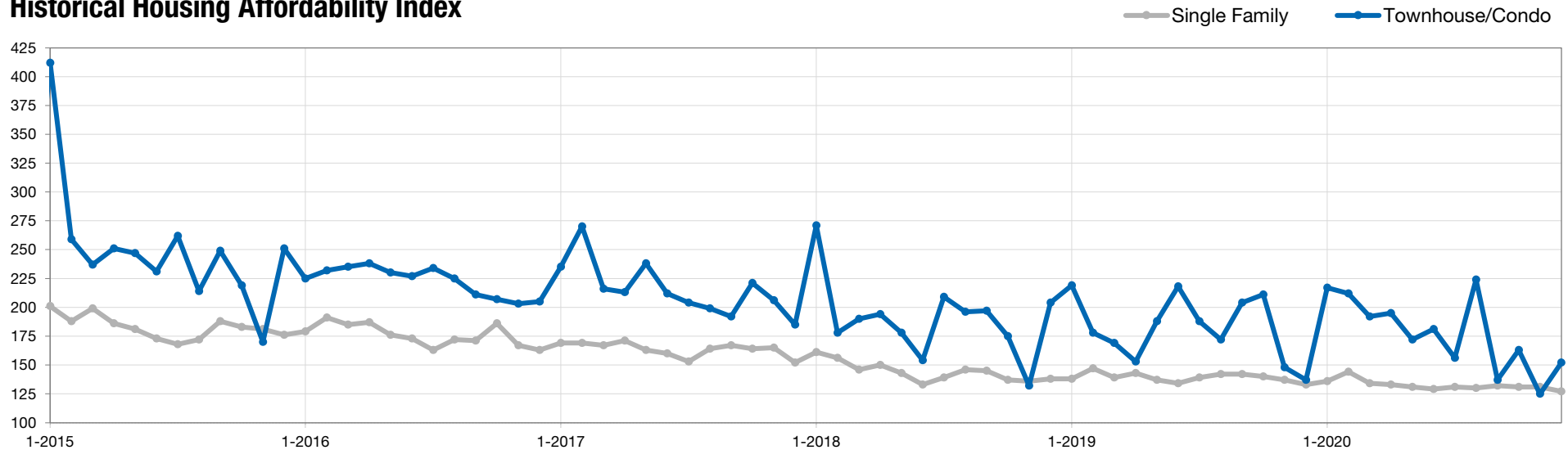
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December



| Data for the month of... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|--------------------------|---------------|-----------------------|-----------------|-----------------------|
| Jan-2020 | 136 | - 1.4% | 217 | - 0.9% |
| Feb-2020 | 144 | - 2.0% | 212 | + 19.1% |
| Mar-2020 | 134 | - 3.6% | 192 | + 13.6% |
| Apr-2020 | 133 | - 7.0% | 195 | + 27.5% |
| May-2020 | 131 | - 4.4% | 172 | - 8.5% |
| Jun-2020 | 129 | - 3.7% | 181 | - 17.0% |
| Jul-2020 | 131 | - 5.8% | 156 | - 17.0% |
| Aug-2020 | 130 | - 8.5% | 224 | + 30.2% |
| Sep-2020 | 132 | - 7.0% | 137 | - 32.8% |
| Oct-2020 | 131 | - 6.4% | 163 | - 22.7% |
| Nov-2020 | 131 | - 4.4% | 125 | - 15.5% |
| Dec-2020 | 127 | - 4.5% | 152 | + 10.9% |
| Average | 132 | - 2.2% | 177 | + 4.6% |

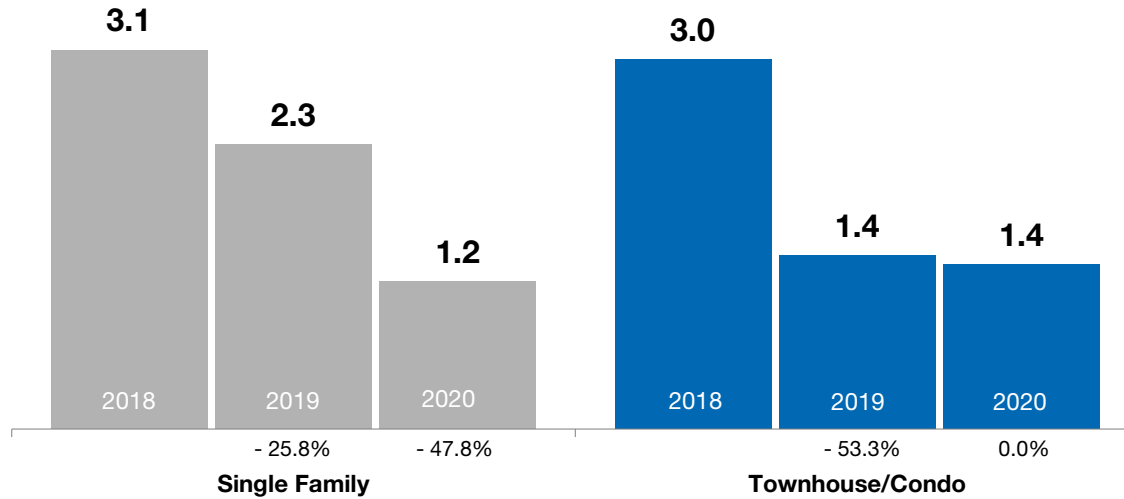
Historical Housing Affordability Index



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

December



| Data for the month of... | Single Family | Year-Over-Year Change | Townhouse/Condo | Year-Over-Year Change |
|--------------------------|---------------|-----------------------|-----------------|-----------------------|
| Jan-2020 | 2.3 | -23.3% | 1.6 | -44.8% |
| Feb-2020 | 2.2 | -21.4% | 1.7 | -41.4% |
| Mar-2020 | 2.2 | -24.1% | 1.8 | -41.9% |
| Apr-2020 | 2.2 | -24.1% | 1.9 | -29.6% |
| May-2020 | 2.1 | -30.0% | 1.8 | -25.0% |
| Jun-2020 | 1.9 | -36.7% | 2.1 | -8.7% |
| Jul-2020 | 1.8 | -37.9% | 2.0 | +5.3% |
| Aug-2020 | 1.6 | -42.9% | 1.5 | -6.3% |
| Sep-2020 | 1.5 | -46.4% | 1.3 | -35.0% |
| Oct-2020 | 1.5 | -44.4% | 1.2 | -29.4% |
| Nov-2020 | 1.4 | -46.2% | 1.3 | -7.1% |
| Dec-2020 | 1.2 | -47.8% | 1.4 | 0.0% |
| Average | 1.8 | -35.8% | 1.6 | -26.0% |

Historical Months Supply of Inventory

