

Tuscaloosa Area Residential Real Estate: Annual Trends Report

Market Indicators

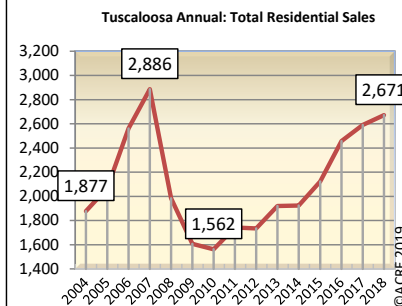
Annual Trends

Infographs

Total Residential Sales

Tuscaloosa residential sales for the year of 2018 totaled 2,671 units, representing an increase of 3.1 percent when compared to 2,590 units that were sold in the year of 2017.

<u>Last Year</u>	2018	2,671	
vs. Previous Year	2017	2,590	3.1%
vs. 5-Yr Avg	13-'17	2,203	21.3%
vs. Peak	2007	2,886	-7.4%
vs. Trough	2010	1,562	71.0%



ACRE Commentary

"Compared to historical data, current annual sales are 11.8 percent above the 3-year annual average and 21.3 percent above the 5-year annual average."

Historical Home Sales

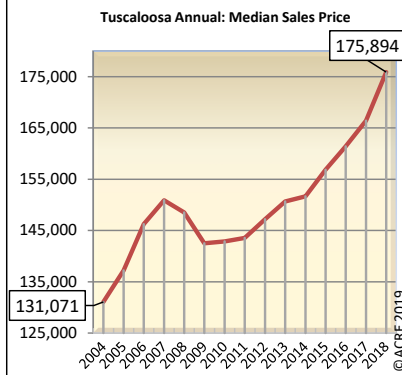
2017	2,590
2016	2,457
2015	2,122
2014	1,924
2013	1,920
5- Year Avg:	2,203
3- Year Avg:	2,390

**Graph: 2004-2018
(Per Annum)**

Median Sales Price

The median sales price in Tuscaloosa for the year of 2018 was \$175,894, a 5.7 percent increase from the year of 2017's median sales price of \$166,404.

<u>Last Year</u>	2018	175,894	
vs. Previous Year	2017	166,404	5.7%
vs. 5-Yr Avg	13-'17	157,408	11.7%
Median Peak	2018	175,894	0.0%
Trough	2004	131,071	34.2%



ACRE Commentary

"Compared to historical data to the right, the current annual median price is 8.9 percent above the 3-year annual average and 11.7 percent above the 5-year annual average."

Historical Median Selling Price

2017	166,404
2016	161,408
2015	156,879
2014	151,665
2013	150,683
5- Year Avg:	157,408
3- Year Avg:	161,564

**Graph: 2004-2018
(Per Annum)**



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Page 1 of 3
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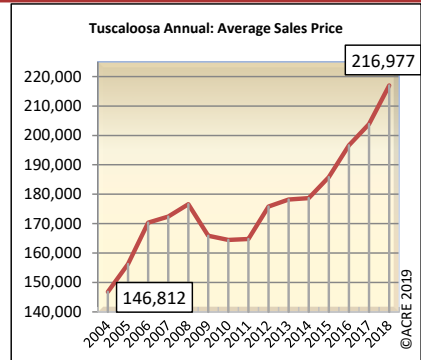
Infographs

Average Sales Prices

The average sales price in Tuscaloosa for the year of 2018 was \$216,977, a 6.4 percent increase from the year of 2017's average sales price of \$203,872.

Last Year	2018	216,977	
vs. Previous Year	2017	203,872	6.4%
vs. 5-Yr Avg	13-'17	188,636	15.0%

Average Peak	2018	216,977	0.0%
Trough	2004	146,812	47.8%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the current annual average price is 11 percent above the 3-year annual average and 15 percent above the 5-year annual average."

Historical Average Selling Price

2017	203,872
2016	196,646
2015	185,803
2014	178,686
2013	178,171

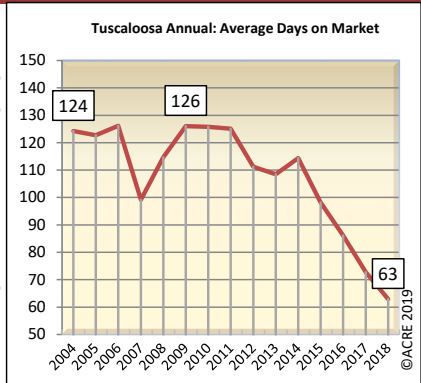
5-Year Avg:	188,636
3-Year Avg:	195,441

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 63 days, representing a decrease of 13.5 percent from 73 days on market in the year of 2017.

Last Year	2018	63	
vs. Previous Year	2017	73	-13.5%
vs. 5-Yr Avg	13-'17	96	-34.5%

DOM Peak	2009	126	-50.1%
Trough	2018	63	-0.1%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the current annual DOM average is 34.5 percent below the 5-year annual average and 26.7 percent below the 3-year annual average."

Historical Average DOM

2017	73
2016	86
2015	98
2014	114
2013	109

5-Year Avg:	96
3-Year Avg:	86



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Page 2 of 3
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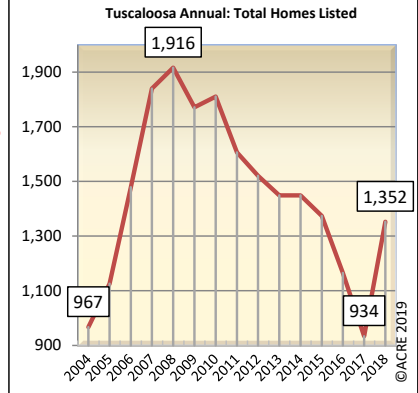
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Homes Listed for Sale

Tuscaloosa's average number of residential units available for sale in the year of 2018 increased by 418 units when compared to the year of 2017.

Last Year	2018	1,352	
vs. Previous Year	2017	934	44.8%
vs. 5-Yr Avg	13-'17	1,274	6.1%
Inventory Peak	2008	1,916	-29.4%
Trough	2017	934	44.8%



Graph: 2004-2018

(Per Annum)

ACRE Commentary

"The 5-year inventory average ('13-'17) is 1,274 units, 78 units lower than current results. Compared to the historical data to the right, the current number of homes listed for sale is 6.1 percent above the 5-year annual average and 16.8 percent above the 3-year annual average."

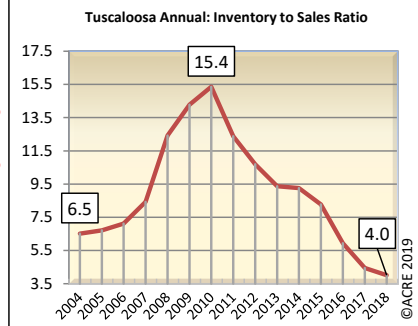
Historical Total Homes Listed

2017	934
2016	1,165
2015	1,374
2014	1,449
2013	1,449
5-Year Avg:	1,274
3-Year Avg:	1,158

Inventory-to-Sales Ratio

Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply. The market is considered to be in balance at approximately 6 months of housing supply.

Last Year	2018	4.0	
vs. Previous Year	2017	4.4	-9.8%
vs. 5-Yr Avg	13-'17	7.5	-46.2%
I/S Ratio Peak	2010	15.4	-73.9%
Trough	2018	4.0	0.3%



Graph: 2004-2018

(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 35.5 percent below the 3-year annual average and 46.2 percent below the 5-year annual average."

Historical I/S Ratio

2017	4.4
2016	5.9
2015	8.3
2014	9.3
2013	9.4
5-Year Avg:	7.5
3-Year Avg:	6.2

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