

Baldwin County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

Total Residential Sales

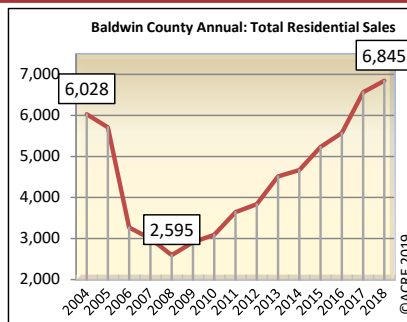
Baldwin County residential sales for the year of 2018 totaled 6,845 units, representing an increase of 283 transactions when compared to 6,562 units that were sold in the year of 2017.

Last Year

vs. Previous Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

2018	6,845		
2017	6,562	4.3%	
13-'17	5,309	28.9%	
2018	6,845	0.0%	
2008	2,595	163.8%	



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 18.3% above the 3-year annual average and 28.9% above the 5-year annual average."

Historical Home Sales

2017	6,562
2016	5,571
2015	5,230
2014	4,669
2013	4,512
5- Year Avg:	5,309
3- Year Avg:	5,788

Median Sales Price

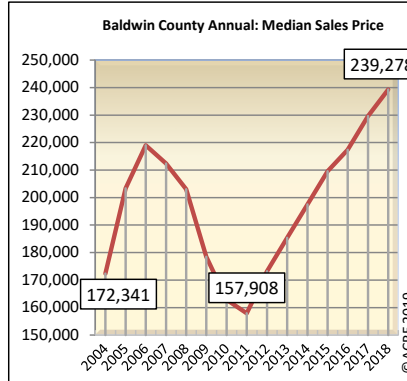
The median sales price in Baldwin County for the year of 2018 was \$239,278 a 4.2 percent increase from the year of 2017's median sales price of \$229,645.

Last Year

vs. Previous Year
vs. 5-Yr Avg

Median Peak
Trough

2018	239,278		
2017	229,645	4.2%	
13-'17	207,901	15.1%	
2018	239,278	0.0%	
2011	157,908	51.5%	



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 9.3% above the 3-year annual average and 15.1% above the 5-year annual average."

Historical Median Selling Price

2017	229,645
2016	217,402
2015	209,584
2014	197,488
2013	185,388
5- Year Avg:	207,901
3- Year Avg:	218,877



Market Indicators

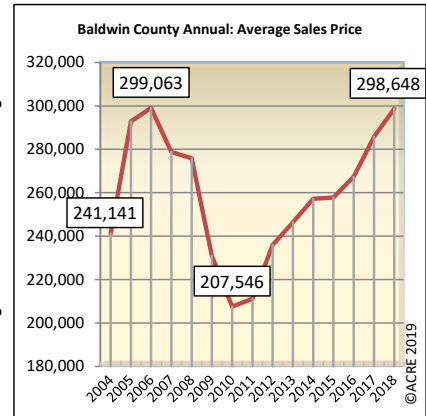
Annual Trends

Average Sales Prices

The average sales price in Baldwin County for the year of 2018 was \$298,648, a 4.5 percent increase from the year of 2017's average sales price of \$285,789.

Last Year	2018	298,648	
vs. Previous Year	2017	285,789	4.5%
vs. 5-Yr Avg	13-'17	262,900	13.6%

Average Peak	2006	299,063	-0.1%
Trough	2010	207,546	43.9%



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

ACRE Commentary

"Compared to historical data to the right, the annual average price is 10.5% above the 3-year annual average and 13.6% above the 5-year annual average."

Historical Average Selling Price

2017	285,789
2016	267,304
2015	257,778
2014	257,254
2013	246,376

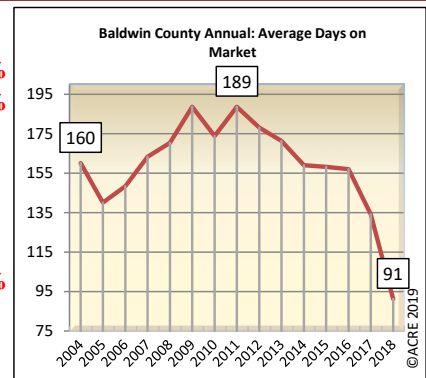
5-Year Avg:	262,900
3-Year Avg:	270,291

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 91, representing a decrease of 32 percent from 134 days on market in the year of 2017.

Last Year	2018	91	
vs. Previous Year	2017	134	-32.0%
vs. 5-Yr Avg	13-'17	156	-41.5%

DOM Peak	2011	198	-53.9%
Trough	2018	91	0.3%



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

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 156 days, 65 days higher than current results. Compared to historical data to the right, the annual DOM is 41.5% below the 5-year annual average, and 39.3% below the 3-year average."

Historical Average DOM

2017	134
2016	157
2015	158
2014	159
2013	171

5-Year Avg:	156
3-Year Avg:	150



Market Indicators

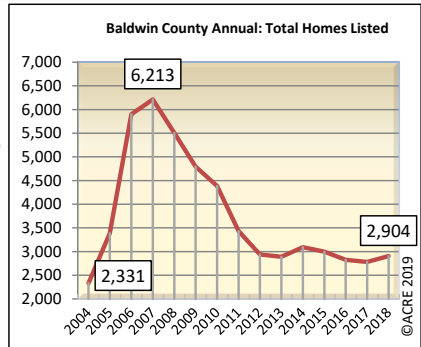
Annual Trends

Infographs

Homes Listed for Sale

Baldwin County's average number of residential units available for sale in the year of 2018 increased by **122 units**, when compared to the year of 2017.

Last Year	2018	2,904	
vs. Previous Year	2017	2,782	4.4%
vs. 5-Yr Avg	13-'17	2,925	-0.7%
Inventory Peak	2007	6,213	-53.3%
Trough	2004	2,331	24.6%



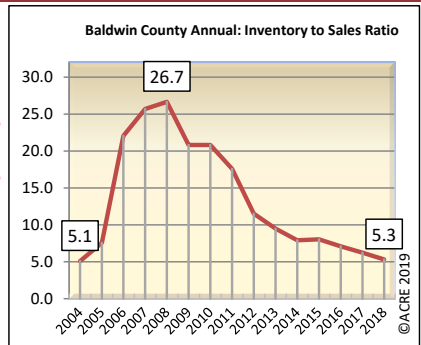
ACRE Commentary	Historical Total Homes Listed	
"The 5-year inventory average ('13-'17) is 2,919 units, 15 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 0.7% below the 5-year annual average, and 1.2% above the 3-year annual average."	2017	2,782
	2016	2,828
	2015	2,998
	2014	3,093
	2013	2,893
	5-Year Avg:	2,919
	3-Year Avg:	2,869

Graph: 2004-2018
(Per Annum)

Inventory-to-Sales Ratio

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

Last Year	2018	5.3	
vs. Previous Year	2017	5.3	-0.2%
vs. 5-Yr Avg	13-'17	6.9	-23.4%
I/S Ratio Peak	2008	26.7	-80.1%
Trough	2004	5.1	3.9%



ACRE Commentary	Historical I/S Ratio	
"Compared to historical data to the right, the annual supply is 14.5% below the 3-year annual average and 23.4% below the 5-year annual average."	2017	5.3
	2016	6.2
	2015	7.1
	2014	8.0
	2013	7.9
	5-Year Avg:	6.9
	3- Year Avg:	6.2

Graph: 2004-2018
(Per Annum)

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