

Baldwin Condos Real Estate: Annual Trends Report

Market Indicators

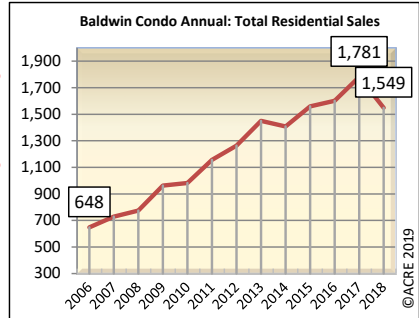
Annual Trends

Infographs

Total Residential Sales

Baldwin Condo sales for the year of 2018 totaled 1,549 units, representing a decrease of 232 transactions when compared to 1,781 units that were sold in the year of 2017.

Last Year	2018	1,549	
vs. Previous Year	2017	1,781	-13.0%
vs. 5-Yr Avg	13-'17	1,560	-0.7%
vs. Peak	2017	1,781	-13.0%
vs. Trough	2006	648	139.0%



Graph: 2006-2018
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 6% below the 3-year annual average and 0.7% below the 5-year annual average."

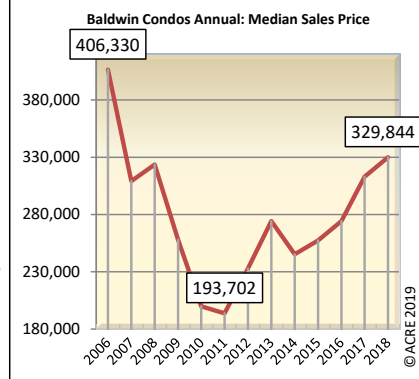
Historical Home Sales

2017	1,781
2016	1,601
2015	1,559
2014	1,408
2013	1,450
5- Year Avg:	1,560
3- Year Avg:	1,647

Median Sales Price

The median sales price for Baldwin Condos for the year of 2018 was \$329,844, a 5.4 percent increase from the year of 2017's median sales price of \$312,942.

Last Year	2018	329,844	
vs. Previous Year	2017	312,942	5.4%
vs. 5-Yr Avg	13-'17	272,796	20.9%
Median Peak	2006	406,330	-18.8%
Trough	2011	193,702	70.3%



Graph: 2006-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 17.2% above the 3-year annual average and 20.9% above the 5-year annual average."

Historical Median Selling Price

2017	312,942
2016	274,283
2015	257,273
2014	245,269
2013	274,215
5- Year Avg:	272,796
3- Year Avg:	281,499



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Annual Trends

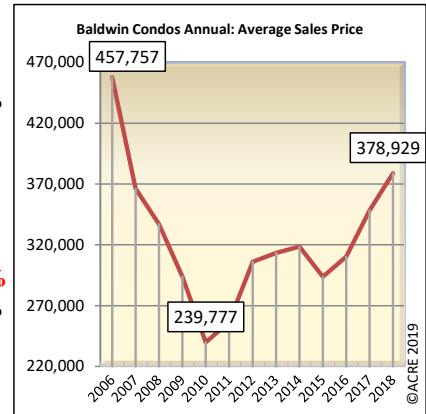
Infographs

Average Sales Prices

The average sales price for Baldwin Condos for the year of 2018 was \$378,929, a 8.8 percent increase from the year of 2017's average sales price of \$348,393.

Last Year	2018	378,929	
vs. Previous Year	2017	348,393	8.8%
vs. 5-Yr Avg	13-'17	316,852	19.6%

Average Peak	2006	457,757	-17.2%
Trough	2010	239,777	58.0%



Graph: 2006-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 19.4% above the 3-year annual average and 19.6% above the 5-year annual average."

Historical Average Selling Price

2017	348,393
2016	310,198
2015	293,807
2014	318,473
2013	313,387

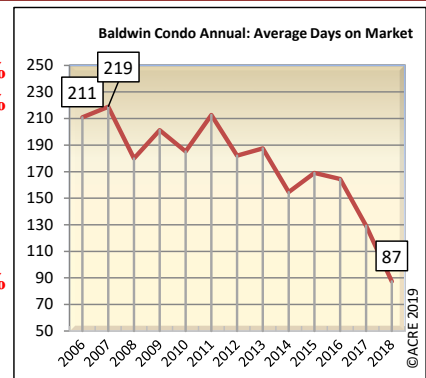
5-Year Avg:	316,852
3- Year Avg:	317,466

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 87, representing an decrease of 32.4 percent from 129 days on market in the year of 2017.

Last Year	2018	87	
vs. Previous Year	2017	129	-32.4%
vs. 5-Yr Avg	13-'17	161	-45.7%

DOM Peak	2007	219	-60.1%
Trough	2018	87	0.4%



Graph: 2006-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 161 days, 74 days higher than current results. Compared to historical data to the right, the annual DOM is 45.7% below the 5-year annual average, and 43.5% below the 3-year average."

Historical Average DOM

2017	129
2016	164
2015	169
2014	155
2013	188

5-Year Avg:	161
3-Year Avg:	154



Market Indicators

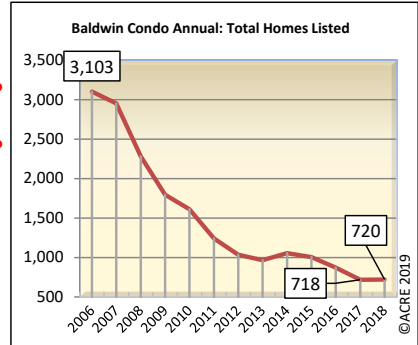
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Homes Listed for Sale

Baldwin Condo average number of residential units available for sale in the year of 2018 increased by **2 units**, when compared to the year of 2017.

<u>Last Year</u>	2018	720		
vs. Previous Year	2017	718	0.4%	
vs. 5-Yr Avg	13-'17	923	-21.9%	
Inventory Peak	2006	3,103	-76.8%	
Trough	2017	718	0.3%	



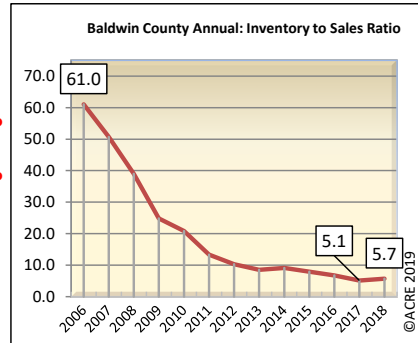
<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('13-'17) is 923 units, 203 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 21.9% below the 5-year annual average, and 16.8% below the 3-year annual average."	2017	718
	2016	872
	2015	1,005
	2014	1,055
	2013	965
	5-Year Avg:	923
	3-Year Avg:	865

Graph: 2006-2018
(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).

<u>Last Year</u>	2018	5.7		
vs. Previous Year	2017	5.1	11.8%	
vs. 5-Yr Avg	13-'17	7.5	-23.5%	
I/S Ratio Peak	2006	61.0	-90.6%	
Trough	2017	5.1	12.3%	



<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 13.6% below the 3-year annual average and 23.5% below the 5-year annual average."	2017	5.1
	2016	6.7
	2015	7.9
	2014	9.1
	2013	8.5
	5-Year Avg:	7.5
	3- Year Avg:	6.6

Graph: 2006-2018
(Per Annum)

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - www.acre.cba.ua.edu.

