

Calhoun County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

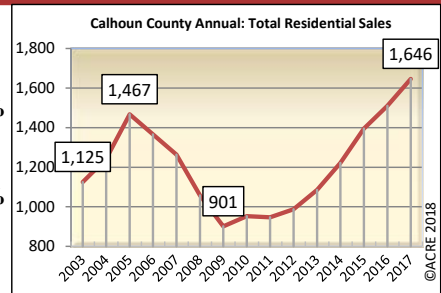
Total Residential Sales

Calhoun County residential sales for the year of 2017 totaled 1,646 units, representing an increase of 136 transactions when compared to 1,510 units that were sold in the year of 2016.

Last Year

vs. Previous Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

2017	1,646	
2016	1,510	9.0%
12-'16	1,240	32.8%
2017	1,646	0.0%
2009	901	82.7%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 33.4% above the 3-year annual average and 32.8% above the 5-year annual average."

Historical Home Sales

2016	1,510
2015	1,395
2014	1,221
2013	1,085
2012	988

5- Year Avg:	1,240
3- Year Avg:	1,375

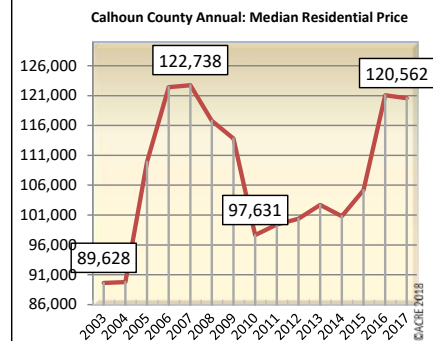
Median Sales Price

The median sales price in Calhoun County for the year of 2017 was \$120,562, a 0.4 percent decrease from the year of 2016's median sales price of \$121,063.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2017	120,562	-0.4%
2016	121,063	
12-'16	106,024	13.7%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 9.6% above the 3-year annual average and 13.7% above the 5-year annual average."

Historical Median Selling Price

2016	121,063
2015	105,152
2014	100,825
2013	102,687
2012	100,394

5- Year Avg:	106,024
3- Year Avg:	109,013



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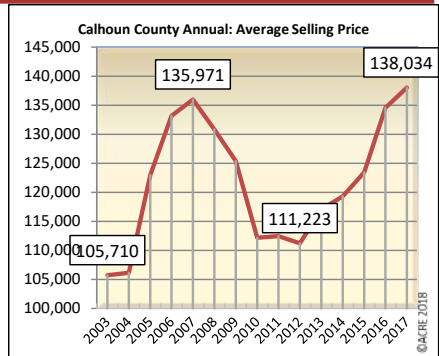
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Average Sales Prices

The average sales price in Calhoun County for the year of 2017 was \$138,034, a 2.6% increase from the year of 2016's average selling price of \$134,558.

Last Year	2017	138,034	
vs. Previous Year	2016	134,558	2.6%
vs. 5-Yr Avg	11-'15	121,121	14.0%

Average Peak	2017	138,034	0.0%
Trough	2003	105,710	30.6%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 8.9% above the 3-year annual average and 14% above the 5-year annual average."

Historical Average Selling Price

2016	134,558
2015	123,453
2014	119,330
2013	117,044
2012	111,223

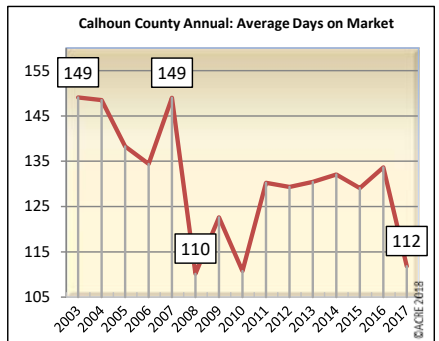
5-Year Avg:	121,121
3-Year Avg:	125,780

Days on Market (DOM)

The average number of days on the market in the year of 2017 was 112, representing a decrease of 16.3% from 134 days on market in the year of 2016.

Last Year	2017	112	
vs. Previous Year	2016	134	-16.3%
vs. 5-Yr Avg	12-'16	131	-14.6%

DOM Peak	2007	149	-24.9%
Trough	2008	110	1.5%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year DOM average (12-'16) is 131 days, 19 days above the current results. Compared to historical data to the right, the annual DOM is 14.6% below the 5-year annual average, and 15.1% below the 3-year annual average."

Historical Average DOM

2016	134
2015	129
2014	132
2013	130
2012	129

5-Year Avg:	131
3-Year Avg:	132



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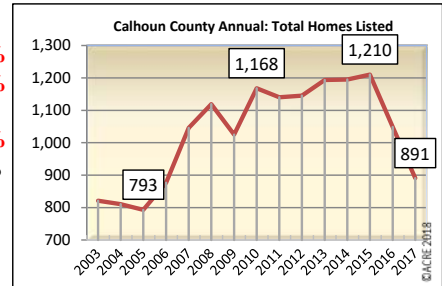
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Total Homes Listed for Sale

Calhoun County's average number of residential units available for sale in 2017 decreased by **158 units** when compared to the previous year.

<u>Last Year</u>	2017	891	
vs. Previous Year	2016	1,049	-15.1%
vs. 5-Yr Avg	12-'16	1,159	-23.1%
Inventory Peak	2015	1,210	-26.4%
Trough	2005	793	12.3%



Graph: 2003-2017

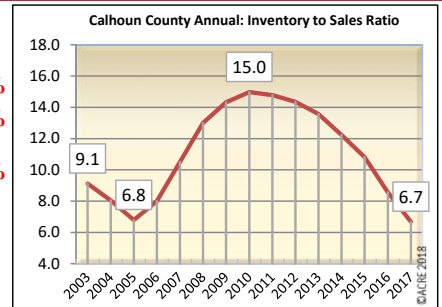
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('12-'16) is 1,159 units, 268 units greater than current results. Compared to historical data to the right, the number of homes listed for sale are 23.1% below the 5-year annual average, and 22.7% below the 3-year annual average."	2016	1,049
	2015	1,210
	2014	1,195
	2013	1,194
	2012	1,145
	5-Year Avg:	1,159
	3-Year Avg:	1,151

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>	2017	6.7	
vs. Previous Year	2016	8.6	-21.9%
vs. 5-Yr Avg	12-'16	11.9	-43.9%
I/S Ratio Peak	2010	15.0	-55.4%
Trough	2005	6.8	-1.6%



Graph: 2003-2017

(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual months of supply average is 36.3% less than the 3-year annual average and 43.9% less than the 5-year annual average."	2016	8.6
	2015	10.8
	2014	12.2
	2013	13.6
	2012	14.4
	5-Year Avg:	11.9
	3-Year Avg:	10.5

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