

**Huntsville (Madison County) Residential Real Estate: Annual Trends Report**

**Market Indicators**

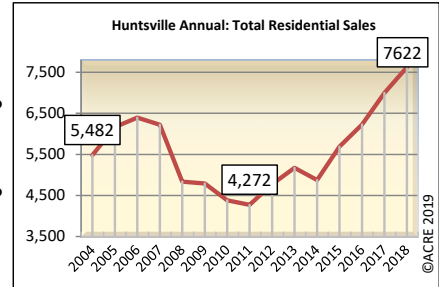
**Annual Trends**

**Infographs**

**Total Residential Sales**

Huntsville (Madison County) residential sales for the year of 2018 totaled 7,622 units, representing an increase of 626 transactions when compared to 6,996 units that were sold in the year of 2017.

<u>Last Year</u>	2018	7,622	
vs. Previous Year	2017	6,996	8.9%
vs. 5-Yr Avg	13-'17	5,793	31.6%
vs. Peak	2018	7,622	0.0%
vs. Trough	2011	4,272	78.4%



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data, annual sales are 20.9% above the 3-year annual average and 31.6% above the 5-year annual average."

**Historical Home Sales**

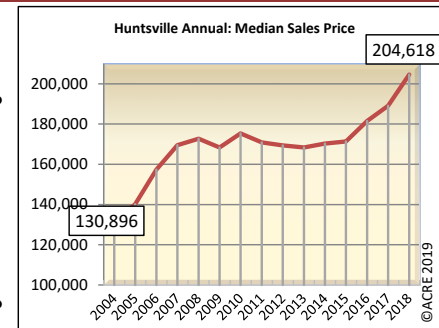
2017	6,996
2016	6,227
2015	5,690
2014	4,877
2013	5,174

<b>5- Year Avg:</b>	<b>5,793</b>
<b>3- Year Avg:</b>	<b>6,304</b>

**Median Sales Price**

The median sales price in the Huntsville area for the year of 2018 was \$204,618, a 8.2 percent increase from the year of 2017's median sales price of \$189,148.

<u>Last Year</u>	2018	204,618	
vs. Previous Year	2017	189,148	8.2%
vs. 5-Yr Avg	13-'17	176,158	16.2%



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual median price is 13.3% above the 3-year annual average and 16.2% above the 5-year annual average."

**Historical Median Selling Price**

2017	189,148
2016	181,498
2015	171,383
2014	170,348
2013	168,413

<b>5- Year Avg:</b>	<b>176,158</b>
<b>3- Year Avg:</b>	<b>180,676</b>



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**Average Sales Prices**

The average sales price in the Huntsville area for the year of 2018 was \$230,470, a 7.4 percent increase from the year of 2017's average sales price of \$214,641.

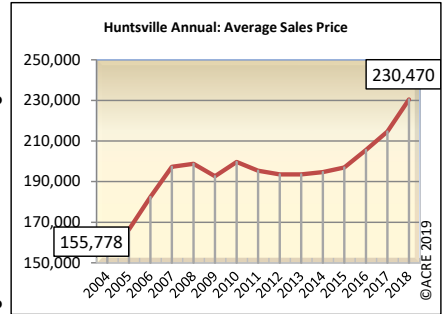
**Last Year**

vs. Previous Year  
vs. 5-Yr Avg

2018	<b>230,470</b>	
2017	<b>214,641</b>	<b>7.4%</b>
13-'17	<b>201,069</b>	<b>14.6%</b>

**Average Peak**  
**Trough**

2018	<b>230,470</b>	<b>0.0%</b>
2004	<b>155,778</b>	<b>47.9%</b>



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 12% above the 3-year annual average and 14.6% above the 5-year annual average."

**Historical Average Selling Price**

2017	<b>214,641</b>
2016	<b>205,632</b>
2015	<b>196,906</b>
2014	<b>194,657</b>
2013	<b>193,507</b>

<b>5-Year Avg:</b>	<b>201,069</b>
<b>3-Year Avg:</b>	<b>205,726</b>

**Days on Market (DOM)**

The average number of days on the market in the Huntsville area in the year of 2018 was 57, representing a decrease of 24.2 percent from 75 days on market in the year of 2017.

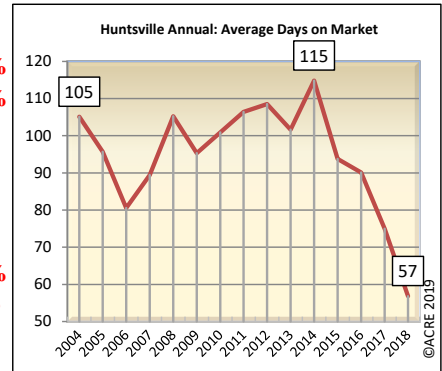
**Last Year**

vs. Previous Year  
vs. 5-Yr Avg

2018	<b>57</b>	
2017	<b>75</b>	<b>-24.2%</b>
13-'17	<b>95</b>	<b>-40.2%</b>

**DOM Peak**  
**Trough**

2014	<b>115</b>	<b>-50.6%</b>
2018	<b>57</b>	<b>-0.3%</b>



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM annual average ('13-'17) is 95 days, 38 days above the current results. Compared to historical data to the right, the annual DOM is 40.2% below the 5-year annual average, and 33.7% below the 3-year annual average."

**Historical Average DOM**

2017	<b>75</b>
2016	<b>90</b>
2015	<b>94</b>
2014	<b>115</b>
2013	<b>102</b>

<b>5-Year Avg:</b>	<b>95</b>
<b>3-Year Avg:</b>	<b>86</b>



**Market Indicators**

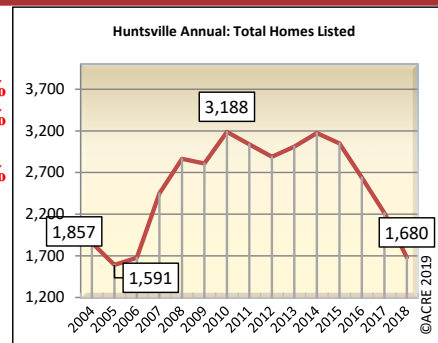
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**Homes Listed for Sale**

The Huntsville area's average number of residential units available for sale in the year of 2018 decreased by **533 units** when compared to the year of 2017.

<u>Last Year</u>	2018	1,680	
vs. Previous Year	2017	2,213	<b>-24.1%</b>
vs. 5-Yr Avg	13-'17	2,818	<b>-40.4%</b>
<b>Inventory Peak</b>	2010	3,188	<b>-47.3%</b>
<b>Trough</b>	2005	1,591	<b>5.6%</b>



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

**ACRE Commentary**

"The 5-year inventory average ('13-'17) is 2,818 units, 1,138 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 40.4% below the 5-year annual average, and 36.2% below the 3-year annual average."

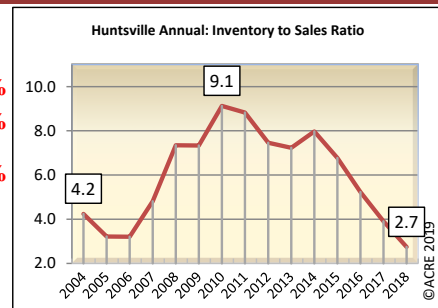
**Historical Total Homes Listed**

2017	2,213
2016	2,640
2015	3,050
2014	3,176
2013	3,010
<b>5-Year Avg:</b>	<b>2,818</b>
<b>3-Year Avg:</b>	<b>2,634</b>

**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	2.7	
vs. Previous Year	2017	3.9	<b>-29.7%</b>
vs. 5-Yr Avg	13-'17	6.2	<b>-55.9%</b>
<b>I/S Ratio Peak</b>	2010	9.1	<b>-69.9%</b>
<b>Trough</b>	2018	2.7	<b>1.6%</b>



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

**ACRE Commentary**

"Compared to historical data to the right, the annual supply is 49.1% below the 3-year annual average and 55.9% below the 5-year annual average."

**Historical I/S Ratio**

2017	3.9
2016	5.2
2015	6.8
2014	8.0
2013	7.2
<b>5-Year Avg:</b>	<b>6.2</b>
<b>3-Year Avg:</b>	<b>5.3</b>

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