

Huntsville Madison County Residential Real Estate: Annual Trends Report

Market Indicators

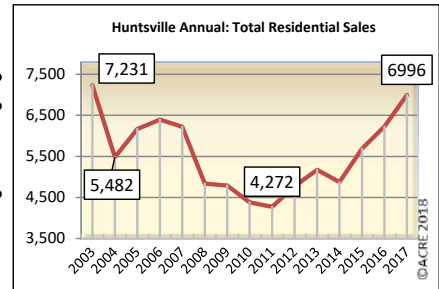
Annual Trends

Infographics

Total Residential Sales

Huntsville Madison County residential sales for the year of 2017 totaled 6,996 units, representing an increase of 769 transactions when compared to 6,227 units that were sold in the year of 2016.

<u>Last Year</u>	2017	6,996	
vs. Previous Year	2016	6,227	12.3%
vs. 5-Yr Avg	12-'16	5,349	30.8%
vs. Peak	2003	7,231	-3.2%
vs. Trough	2011	4,272	63.8%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 25% above the 3-year annual average and 30.8% above the 5-year annual average."

Historical Home Sales

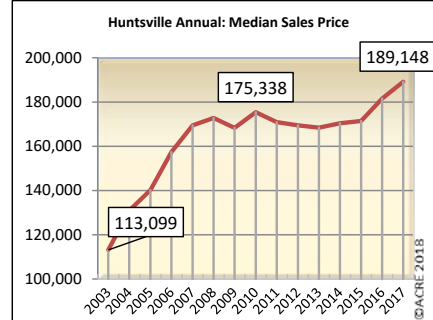
2016	6,227
2015	5,690
2014	4,877
2013	5,174
2012	4,776

5- Year Avg:	5,349
3- Year Avg:	5,598

Median Sales Price

The median sales price in the Huntsville area for the year of 2017 was \$189,148, a 4.2 percent increase from the year of 2016's median sales price of \$181,498.

<u>Last Year</u>	2017	189,148	
vs. Previous Year	2016	181,498	4.2%
vs. 5-Yr Avg	12-'16	172,213	9.8%
Median Peak	2017	189,148	0.0%
Trough	2003	113,099	67.2%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 8.5% above the 3-year annual average and 9.8% above the 5-year annual average."

Historical Median Selling Price

2016	181,498
2015	171,383
2014	170,348
2013	168,413
2012	169,423

5- Year Avg:	172,213
3- Year Avg:	174,410



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Annual Trends

Infographs

Average Sales Prices

The average sales price in the Huntsville area for the year of 2017 was \$214,641, a 4.4 percent increase from the year of 2016's average sales price of \$205,632.

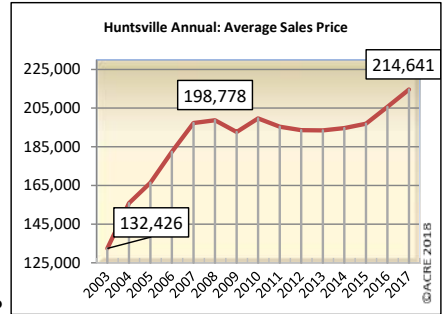
Last Year

vs. Previous Year
vs. 5-Yr Avg

2017	214,641	
2016	205,632	4.4%
12-'16	196,861	9.0%

Average Peak
Trough

2017	214,641	0.0%
2003	132,426	62.1%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 7.8% above the 3-year annual average and 9% above the 5-year annual average."

Historical Average Selling Price

2016	205,632
2015	196,906
2014	194,657
2013	193,507
2012	193,600

5-Year Avg:	196,861
3-Year Avg:	199,065

Days on Market (DOM)

The average number of days on the market in the Huntsville area in the year of 2017 was 75, representing a decrease of 16.7 percent from 90 days on market in the year of 2016.

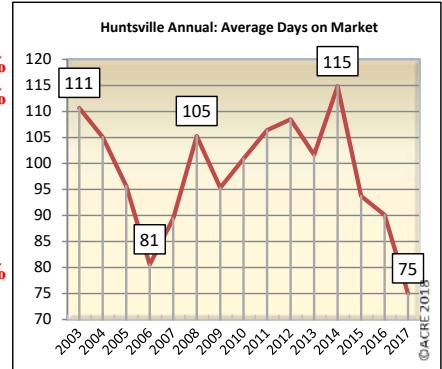
Last Year

vs. Previous Year
vs. 5-Yr Avg

2017	75	
2016	90	-16.7%
12-'16	102	-26.3%

DOM Peak
Trough

2014	115	-34.8%
2006	81	-6.9%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year DOM annual average ('12-'16) is 102 days, 27 days above the current results. Compared to historical data to the right, the annual DOM is 26.3% below the 5-year annual average, and 25% below the 3-year annual average."

Historical Average DOM

2016	90
2015	94
2014	115
2013	102
2012	109

5-Year Avg:	102
3-Year Avg:	100



Market Indicators

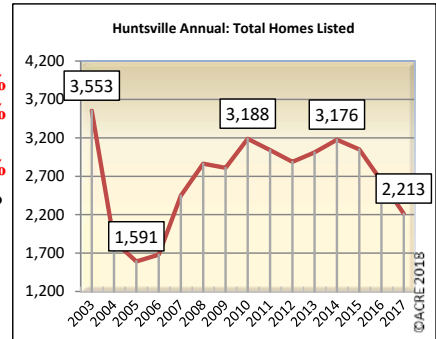
Annual Trends

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Homes Listed for Sale

The Huntsville area's average number of residential units available for sale in the year of 2017 decreased by **427 units** when compared to the year of 2016.

<u>Last Year</u>	2017	2,213	
vs. Previous Year	2016	2,640	-16.2%
vs. 5-Yr Avg	12-'16	2,953	-25.1%
Inventory Peak	2003	3,553	-37.7%
Trough	2005	1,591	39.1%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('12-'16) is 2,953 units, 740 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 25.1% below the 5-year annual average, and 25.1% below the 3-year annual average."

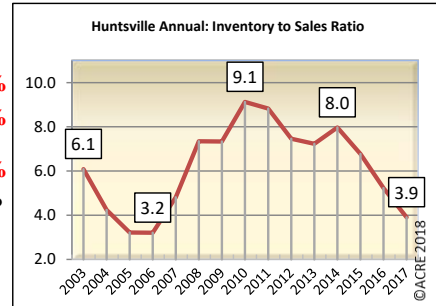
Historical Total Homes Listed

2016	2,640
2015	3,050
2014	3,176
2013	3,010
2012	2,888
5-Year Avg:	2,953
3-Year Avg:	2,955

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	3.9	
vs. Previous Year	2016	5.2	-25.3%
vs. 5-Yr Avg	12-'16	6.9	-43.7%
I/S Ratio Peak	2010	9.1	-57.2%
Trough	2006	3.2	21.7%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 41.8% below the 3-year annual average and 43.7% below the 5-year annual average."

Historical I/S Ratio

2016	5.2
2015	6.8
2014	8.0
2013	7.2
2012	7.5
5-Year Avg:	6.9
3-Year Avg:	6.7

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