

Marshall County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

Total Residential Sales

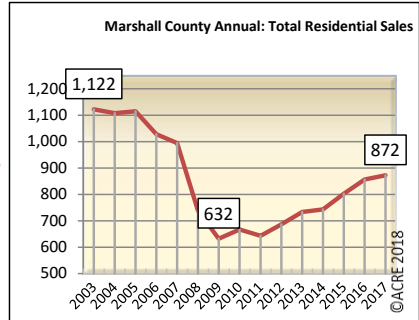
Marshall County residential sales for the year of 2017 totaled 872 units, representing an increase of 16 transactions when compared to 856 units that were sold in the year of 2016.

Last Year

vs. Previous Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

2017	872		
2016	856	1.9%	
12-'16	764	14.1%	
2003	1,122	-22.3%	
2009	632	38.0%	



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 9 percent above the 3-year annual average and 14.1 percent above the 5-year annual average."

Historical Home Sales

2016	856
2015	802
2014	743
2013	733
2012	686
5- Year Avg:	764
3- Year Avg:	800

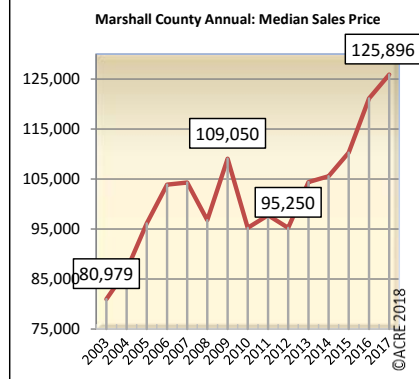
Median Sales Price

The median sales price in Marshall County for the year of 2017 was \$125,896, a 3.9 percent increase from the year of 2016's median selling price of \$121,117.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2017	125,896		
2016	121,117	3.9%	
12-'16	107,328	17.3%	



Graph: 2003-2017
(Per Annum)

Median Peak
Trough

2017	125,896	0.0%
2003	80,979	55.5%

ACRE Commentary

"Compared to historical data to the right, the annual median price is 12.1 percent above the 3-year annual average and 17.3 percent above the 5-year annual average."

Historical Median Selling Price

2016	121,117
2015	110,304
2014	105,567
2013	104,400
2012	95,250
5- Year Avg:	107,328
3- Year Avg:	112,329



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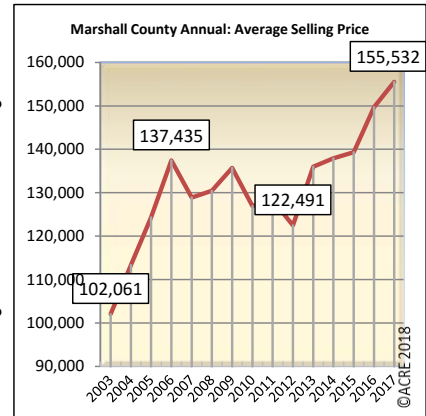
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Average Sales Prices

The average selling price in Marshall County for the year of 2017 was \$155,532, a 3.9 percent increase from the year of 2016's average selling price of \$149,697.

Last Year	2017	155,532	
vs. Previous Year	2016	149,697	3.9%
vs. 5-Yr Avg	12-'16	137,095	13.4%

Average Peak	2017	155,532	0.0%
Trough	2003	102,061	52.4%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 9.3 percent above the 3-year annual average and 13.4 percent above the 5-year annual average."

Historical Average Selling Price

2016	149,697
2015	139,351
2014	137,950
2013	135,987
2012	122,491

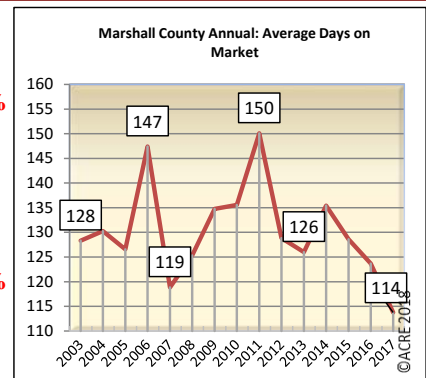
5-Year Avg:	137,095
3-Year Avg:	142,333

Days on Market (DOM)

The average number of days on the market in the year of 2017 was 114, representing a decrease of 8 percent from 124 days on market in the year of 2016.

Last Year	2017	114	
vs. Previous Year	2016	124	-8.0%
vs. 5-Yr Avg	12-'16	129	-11.5%

DOM Peak	2011	150	-24.2%
Trough	2017	114	-0.2%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year annual DOM average ('12-'16) is 129 days, 15 days higher than the current results. Compared to historical data to the right, the annual DOM is 11.5 percent below the 5-year annual average, and 11.5 percent below the 3-year annual average."

Historical Average DOM

2016	124
2015	129
2014	135
2013	126
2012	129

5-Year Avg:	129
3-Year Avg:	129



Market Indicators

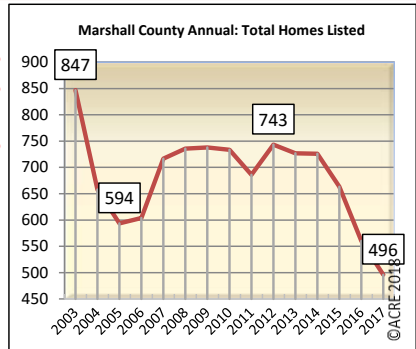
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Homes Listed for Sale

Marshall County's average number of residential units available for sale in the year of 2017 decreased by **64 units** when compared to the year of 2016.

Last Year	2017	496	
vs. Previous Year	2016	560	-11.4%
vs. 5-Yr Avg	12-'16	684	-27.5%
Inventory Peak	2003	847	-41.4%
Trough	2017	496	0.0%



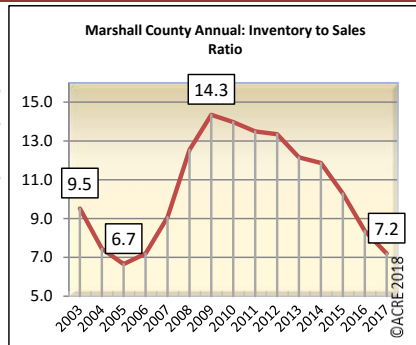
Graph: 2003-2017
(Per Annum)

ACRE Commentary	Historical Total Homes Listed
"The 5-year annual inventory average (*12-'16) is 684 units, 188 days higher than the current results. Compared to historical data to the right, the number of homes listed for sale is 27.5 percent below the 5-year annual average, and 23.7 percent below the 3-year annual average."	2016 560
	2015 664
	2014 726
	2013 727
	2012 743
	5-Year Avg: 684
	3-Year Avg: 650

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	2017	7.2	
vs. Previous Year	2016	8.4	-14.0%
vs. 5-Yr Avg	12-'16	11.2	-35.8%
I/S Ratio Peak	2009	14.3	-49.9%
Trough	2005	6.7	8.1%



Graph: 2003-2017
(Per Annum)

ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the annual supply is 29.4 percent below the 3-year annual average and 35.8 percent below the 5-year annual average."	2016 8.4
	2015 10.3
	2014 11.9
	2013 12.2
	2012 13.3
	5-Year Avg: 11.2
	3-Year Avg: 10.2

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