

**Mobile Area Residential Real Estate: Annual Trends Report**

**Market Indictaors**

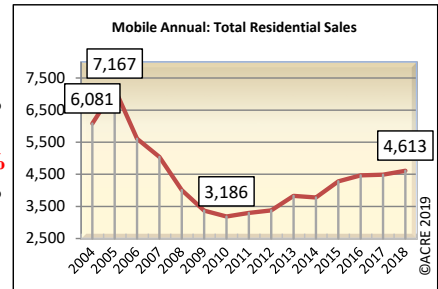
**Annual Trends**

**Infographs**

**Total Residential Sales**

Mobile area residential sales for the year of 2018 totaled 4,613 units, representing an increase of 122 transactions when compared to 4,491 units that were sold in the year of 2017.

| <u>Last Year</u>  | 2018   | 4,613 |        |
|-------------------|--------|-------|--------|
| vs. Previous Year | 2017   | 4,491 | 2.7%   |
| vs. 5-Yr Avg      | 13-'17 | 4,171 | 10.6%  |
| vs. Peak          | 2005   | 7,167 | -35.6% |
| vs. Trough        | 2010   | 3,186 | 44.8%  |



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data, annual sales are 4.5% above the 3-year annual average and 10.6% above the 5-year annual average."

**Historical Home Sales**

|      |       |
|------|-------|
| 2017 | 4,491 |
| 2016 | 4,470 |
| 2015 | 4,284 |
| 2014 | 3,779 |
| 2013 | 3,830 |

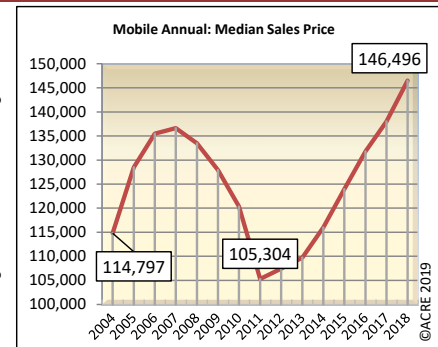
|                     |              |
|---------------------|--------------|
| <b>5- Year Avg:</b> | <b>4,171</b> |
| <b>3- Year Avg:</b> | <b>4,415</b> |

**Median Sales Price**

The median sales price in the Mobile area for the year of 2018 was \$146,496, a 6.1 percent increase from the year of 2017's median sales price of \$138,038.

| <u>Last Year</u>  | 2018   | 146,496 |       |
|-------------------|--------|---------|-------|
| vs. Previous Year | 2017   | 138,038 | 6.1%  |
| vs. 5-Yr Avg      | 13-'17 | 123,905 | 18.2% |

|                    |      |         |       |
|--------------------|------|---------|-------|
| <b>Median Peak</b> | 2018 | 146,496 | 0.0%  |
| <b>Trough</b>      | 2011 | 105,304 | 39.1% |



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual median sales price is 11.6% above the 3-year annual average and 18.2% above the 5-year annual average."

**Historical Median Selling Price**

|      |         |
|------|---------|
| 2017 | 138,038 |
| 2016 | 131,798 |
| 2015 | 123,958 |
| 2014 | 115,994 |
| 2013 | 109,736 |

|                     |                |
|---------------------|----------------|
| <b>5- Year Avg:</b> | <b>123,905</b> |
| <b>3- Year Avg:</b> | <b>131,265</b> |



**Market Indicators**

**Annual Trends**

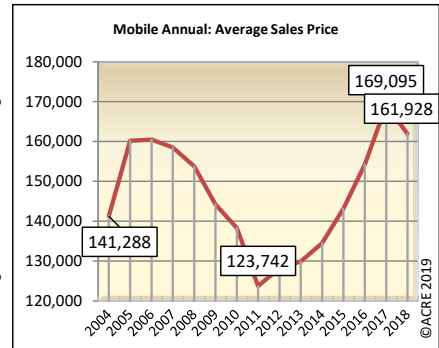
**Infographs**

**Average Sales Prices**

The average sales price in the Mobile area for the year of 2018 was \$161,928, a 4.2 percent decrease from the year of 2017's average sales price of \$169,095.

|                   |        |                |              |
|-------------------|--------|----------------|--------------|
| <b>Last Year</b>  | 2018   | <b>161,928</b> |              |
| vs. Previous Year | 2017   | <b>169,095</b> | <b>-4.2%</b> |
| vs. 5-Yr Avg      | 13-'17 | <b>146,183</b> | <b>10.8%</b> |

|                     |      |                |              |
|---------------------|------|----------------|--------------|
| <b>Average Peak</b> | 2017 | <b>169,095</b> | <b>-4.2%</b> |
| <b>Trough</b>       | 2011 | <b>123,742</b> | <b>30.9%</b> |



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 4.1% above the 3-year annual average and 10.8% above the 5-year annual average."

**Historical Average Selling Price**

|      |                |
|------|----------------|
| 2017 | <b>169,095</b> |
| 2016 | <b>154,252</b> |
| 2015 | <b>143,164</b> |
| 2014 | <b>134,521</b> |
| 2013 | <b>129,885</b> |

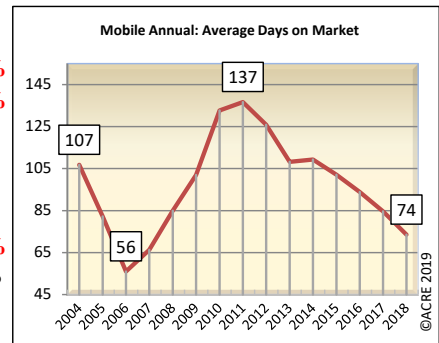
|                    |                |
|--------------------|----------------|
| <b>5-Year Avg:</b> | <b>146,183</b> |
| <b>3-Year Avg:</b> | <b>155,504</b> |

**Days on Market (DOM)**

The average number of days on the market in the Mobile area in the year of 2018 was 74 representing a decrease of 13.1 percent from 85 days on market in the year of 2017.

|                   |        |            |               |
|-------------------|--------|------------|---------------|
| <b>Last Year</b>  | 2018   | <b>74</b>  |               |
| vs. Previous Year | 2017   | <b>85</b>  | <b>-13.1%</b> |
| vs. 5-Yr Avg      | 13-'17 | <b>100</b> | <b>-26.2%</b> |

|                 |      |            |               |
|-----------------|------|------------|---------------|
| <b>DOM Peak</b> | 2011 | <b>137</b> | <b>-46.2%</b> |
| <b>Trough</b>   | 2006 | <b>56</b>  | <b>31.3%</b>  |



Graph: 2004-2018  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM annual average ('13-'17) is 100 days, 26 days higher than the current results. Compared to historical data to the right, the annual DOM is 26.2% below the 5-year annual average, and 21.3% below the 3-year average."

**Historical Average DOM**

|      |            |
|------|------------|
| 2017 | <b>85</b>  |
| 2016 | <b>94</b>  |
| 2015 | <b>102</b> |
| 2014 | <b>109</b> |
| 2013 | <b>108</b> |

|                    |            |
|--------------------|------------|
| <b>5-Year Avg:</b> | <b>100</b> |
| <b>3-Year Avg:</b> | <b>94</b>  |



**Market Indicators**

**Annual Trends**

**Infographs**

**Homes Listed for Sale**

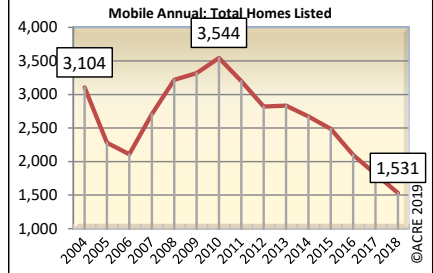
The Mobile area's average number of residential units available for sale in the year of 2018 decreased by **282 units** when compared to the year of 2017.

**Last Year**

vs. Previous Year  
vs. 5-Yr Avg

**Inventory Peak**  
**Trough**

|        |              |               |
|--------|--------------|---------------|
| 2018   | <b>1,531</b> |               |
| 2017   | <b>1,813</b> | <b>-15.5%</b> |
| 13-'17 | <b>2,382</b> | <b>-35.7%</b> |
| 2010   | <b>3,544</b> | <b>-56.8%</b> |
| 2018   | <b>1,531</b> | <b>0.0%</b>   |



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

**ACRE Commentary**

"The 5-year annual inventory average ('13-'17) is 2,382 units, 851 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale is 35.7% below the 5-year annual average, and 28.3% below the 3-year average."

**Historical Total Homes Listed**

|                    |              |
|--------------------|--------------|
| 2017               | <b>1,813</b> |
| 2016               | <b>2,100</b> |
| 2015               | <b>2,488</b> |
| 2014               | <b>2,672</b> |
| 2013               | <b>2,835</b> |
| <b>5-Year Avg:</b> | <b>2,382</b> |
| <b>3-Year Avg:</b> | <b>2,134</b> |

**Inventory-to-Sales Ratio**

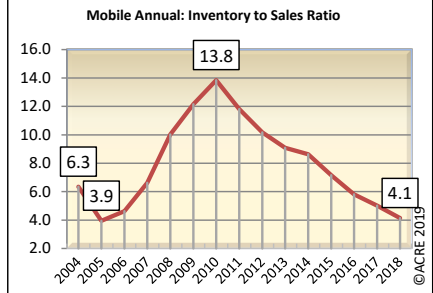
Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply. (The market is considered to be in balance at approximately 6 months).

**Last Year**

vs. Previous Year  
vs. 5-Yr Avg

**I/S Ratio Peak**  
**Trough**

|        |             |               |
|--------|-------------|---------------|
| 2018   | <b>4.1</b>  |               |
| 2017   | <b>5.0</b>  | <b>-17.5%</b> |
| 13-'17 | <b>7.1</b>  | <b>-42.0%</b> |
| 2010   | <b>13.8</b> | <b>-70.1%</b> |
| 2005   | <b>3.9</b>  | <b>4.8%</b>   |



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

**ACRE Commentary**

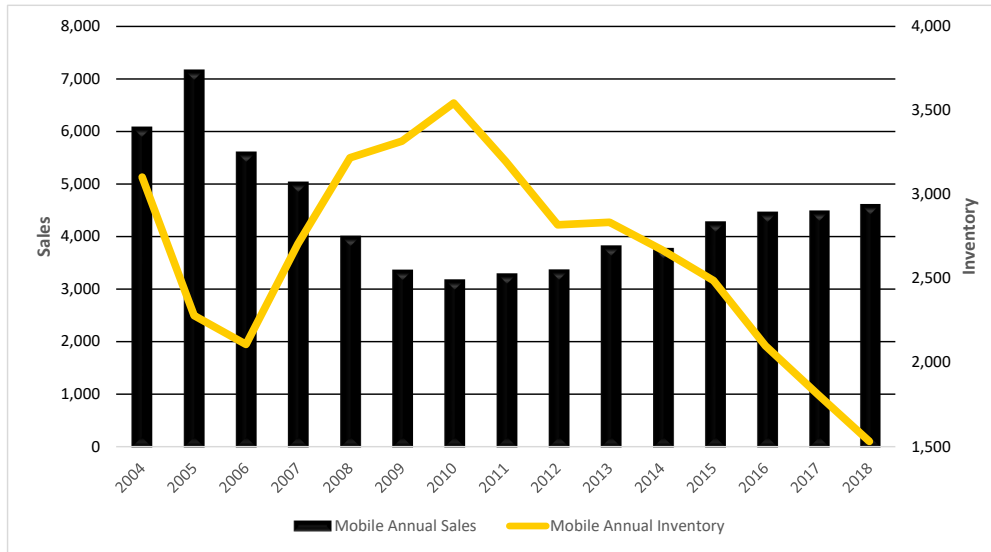
"Compared to historical data to the right, the annual supply is 31.7% below the 3-year annual average and 42% below the 5-year annual average."

**Historical I/S Ratio**

|                     |            |
|---------------------|------------|
| 2017                | <b>5.0</b> |
| 2016                | <b>5.8</b> |
| 2015                | <b>7.2</b> |
| 2014                | <b>8.6</b> |
| 2013                | <b>9.1</b> |
| <b>5-Year Avg:</b>  | <b>7.1</b> |
| <b>3- Year Avg:</b> | <b>6.0</b> |

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