

Mobile Area Residential Real Estate: Annual Trends Report

Market Indictaors

Annual Trends

Infographs

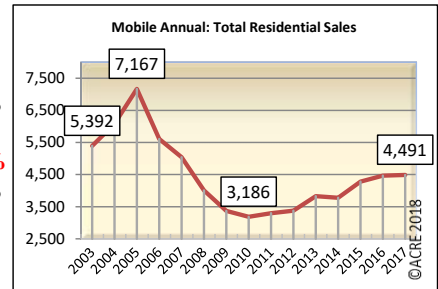
Total Residential Sales

Mobile area residential sales for the year of 2017 totaled 4,491 units, representing an increase of 21 transactions when compared to 4,470 units that were sold in the year of 2016.

Last Year

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

2017	4,491	
2016	4,470	0.5%
12-'16	3,947	13.8%
2005	7,167	-37.3%
2010	3,186	41.0%



ACRE Commentary

"Compared to historical data, annual sales are 7.5% above the 3-year annual average and 13.8% above the 5-year annual average."

Historical Home Sales

2016	4,470
2015	4,284
2014	3,779
2013	3,830
2012	3,374

5- Year Avg:	3,947
3- Year Avg:	4,178

Graph: 2003-2017
(Per Annum)

Median Sales Price

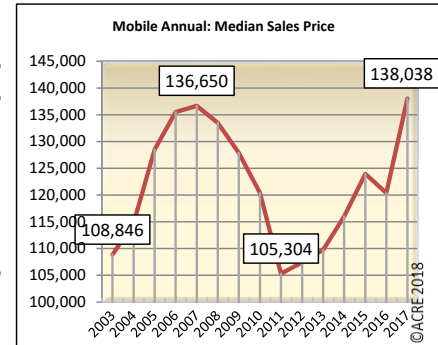
The median sales price in the Mobile area for the year of 2017 was \$138,038, a 14.7 percent increase from the year of 2016's median sales price of \$120,393.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2017	138,038	
2016	120,393	14.7%
12-'16	115,503	19.5%

Median Peak	20017	138,038	0.0%
Trough	2011	105,304	31.1%



ACRE Commentary

"Compared to historical data to the right, the annual median sales price is 14.9% above the 3-year annual average and 19.5% above the 5-year annual average."

Historical Median Selling Price

2016	120,393
2015	123,958
2014	115,994
2013	109,736
2012	107,437

5- Year Avg:	115,503
3- Year Avg:	120,115

Graph: 2003-2017
(Per Annum)



Market Indicators

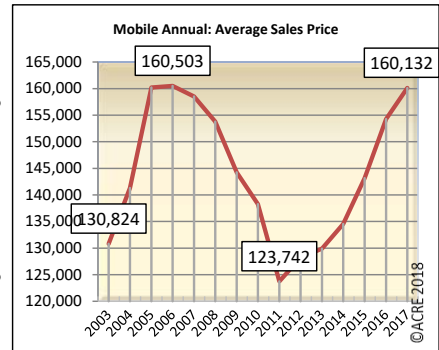
Annual Trends

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Average Sales Prices

The average sales price in the Mobile area for the year of 2017 was \$160,132, a 3.8 percent increase from the year of 2016's average sales price of \$154,252.

Last Year	2017	160,132	
vs. Previous Year	2016	154,252	3.8%
vs. 5-Yr Avg	12-'16	138,007	16.0%
Average Peak	2006	160,503	-0.2%
Trough	2011	123,742	29.4%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 11.2% above the 3-year annual average and 16% above the 5-year annual average."

Historical Average Selling Price

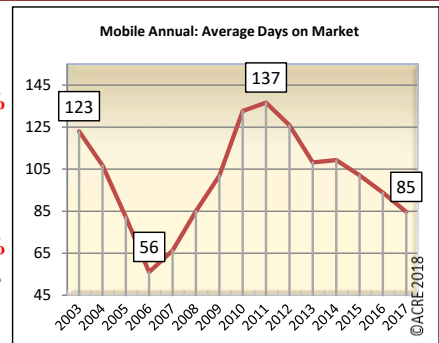
2016	154,252
2015	143,164
2014	134,521
2013	129,885
2012	128,212

5-Year Avg:	138,007
3-Year Avg:	143,979

Days on Market (DOM)

The average number of days on the market in the Mobile area in the year of 2017 was 85, representing a decrease of 9.9 percent from 94 days on market in the year of 2016.

Last Year	2017	85	
vs. Previous Year	2016	94	-9.9%
vs. 5-Yr Avg	12-'16	108	-21.6%
DOM Peak	2011	137	-38.1%
Trough	2006	56	51.0%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year DOM annual average ('12-'16) is 108 days, 23 days higher than the current results. Compared to historical data to the right, the annual DOM is 21.6% below the 5-year annual average, and 16.7% below the 3-year average."

Historical Average DOM

2016	94
2015	102
2014	109
2013	108
2012	126

5-Year Avg:	108
3-Year Avg:	102



Market Indicators

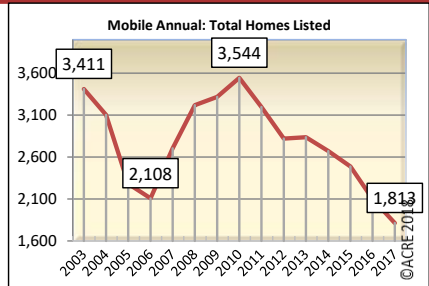
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Homes Listed for Sale

The Mobile area's average number of residential units available for sale in the year of 2017 decreased by **287 units** when compared to the year of 2016.

<u>Last Year</u>	2017	1,813	
vs. Previous Year	2016	2,100	-13.7%
vs. 5-Yr Avg	12-'16	2,583	-29.8%
Inventory Peak	2010	3,544	-48.8%
Trough	2016	2,100	-13.7%



Graph: 2003-2017

(Per Annum)

ACRE Commentary

"The 5-year annual inventory average ('12-'16) is 2,583 units, 770 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale is 29.8% below the 5-year annual average, and 25.1% below the 3-year average."

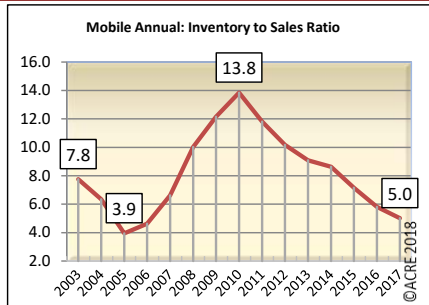
Historical Total Homes Listed

2016	2,100
2015	2,488
2014	2,672
2013	2,835
2012	2,819
5-Year Avg:	2,583
3-Year Avg:	2,420

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).

<u>Last Year</u>	2017	5.0	
vs. Previous Year	2016	5.8	-13.7%
vs. 5-Yr Avg	12-'16	8.2	-38.7%
I/S Ratio Peak	2010	13.8	-63.8%
Trough	2005	3.9	26.9%



Graph: 2003-2017

(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 30.6% below the 3-year annual average and 38.7% below the 5-year annual average."

Historical I/S Ratio

2016	5.8
2015	7.2
2014	8.6
2013	9.1
2012	10.2
5-Year Avg:	8.2
3-Year Avg:	7.2

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