

Decatur-Morgan County Residential Real Estate: Annual Trends Report

Market Indicators

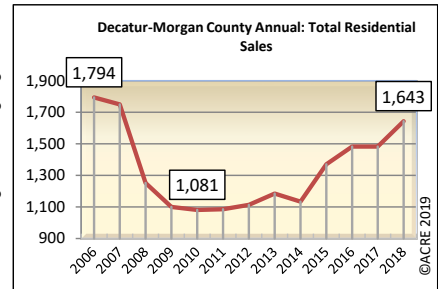
Annual Trends

Infographs

Total Residential Sales

Decatur-Morgan County residential sales for the year of 2018 totaled 1,643 units, representing an increase of 161 transactions when compared to 1,482 units that were sold in the year of 2017.

<u>Last Year</u>	2018	1,643	
vs. Previous Year	2017	1,482	10.9%
vs. 5-Yr Avg	13 -'17	1,330	23.5%
vs. Peak	2006	1,794	-8.4%
vs. Trough	2010	1,081	52.0%



ACRE Commentary

"Compared to historical data, annual sales are 13.7% above the 3-year annual average and 23.5% above the 5-year annual average."

Historical Home Sales

2017	1,482
2016	1,482
2015	1,370
2014	1,133
2013	1,185

5- Year Avg:	1,330
3- Year Avg:	1,445

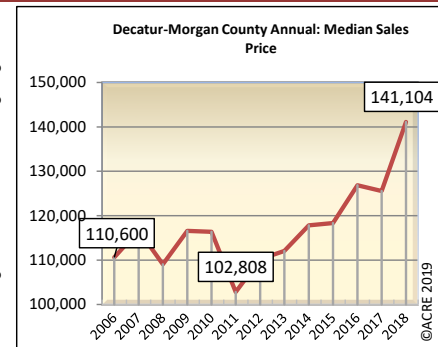
Graph: (2006-2018)
(Per Annum)

Median Sales Price

The median sales price in Decatur-Morgan County for the year of 2018 was \$141,104, a 12.4 percent increase from the year of 2017's median sales price of \$125,546.

<u>Last Year</u>	2018	141,104	
vs. Previous Year	2017	125,546	12.4%
vs. 5-Yr Avg	13 -'17	120,127	17.5%

Median Peak	2018	141,104	0.0%
Trough	2012	102,808	37.3%



ACRE Commentary

"Compared to historical data to the right, the annual median price is 14.2% above the 3-year annual average and 17.5% above the 5-year annual average."

Historical Median Selling Price

2017	125,546
2016	126,842
2015	118,349
2014	117,808
2013	112,088

5- Year Avg:	120,127
3- Year Avg:	123,579

Graph: (2006-2018)
(Per Annum)



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Average Sales Prices

The average sales price in Decatur-Morgan County for the year of 2018 was \$157,722, a 12.4 percent increase from the year of 2017's average sales price of \$140,381.

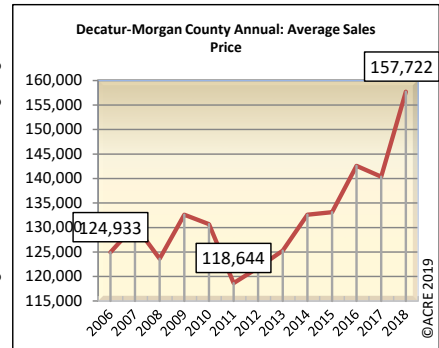
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	157,722	
2017	140,381	12.4%
13-'17	134,793	17.0%

**Average Peak
Trough**

2018	157,722	0.0%
2011	118,644	32.9%



Graph: (2006-2018)
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 13.7% above the 3-year annual average and 17% above the 5-year annual average."

Historical Average Selling Price

2017	140,381
2016	142,591
2015	133,110
2014	132,605
2013	125,275

5-Year Avg:	134,793
3-Year Avg:	138,694

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 78, representing a decrease of 18.4 percent from 96 days on market in the year of 2017.

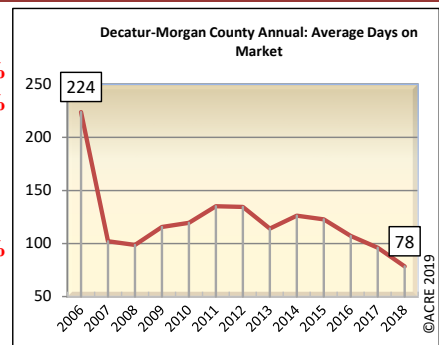
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	78	
2017	96	-18.4%
13-'17	113	-30.8%

**DOM Peak
Trough**

2006	224	-65.0%
2018	78	0.5%



Graph: (2006-2018)
(Per Annum)

ACRE Commentary

"The 5-year annual DOM average ('13-'17) is 113 days, 35 days higher than the current results. Compared to historical data to the right, the annual DOM is 30.8% below the 5-year annual average, and 28.4% below the 3-year annual average."

Historical Average DOM

2017	96
2016	107
2015	123
2014	126
2013	114

5-Year Avg:	113
3-Year Avg:	109



Market Indicators

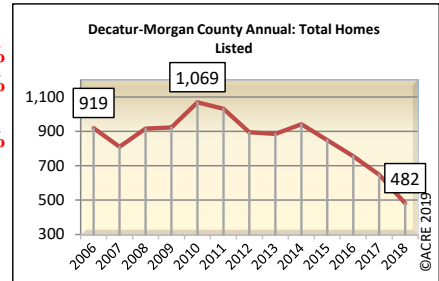
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Total Homes Listed for Sale

Decatur-Morgan County's average number of residential units available for sale in the year of 2018 decreased by **166 units** when compared to the year of 2017.

<u>Last Year</u>	2018	482	
vs. Previous Year	2017	648	-25.7%
vs. 5-Yr Avg	13-'17	816	-40.9%
Inventory Peak	2010	1,069	-54.9%
Trough	2018	482	-0.1%



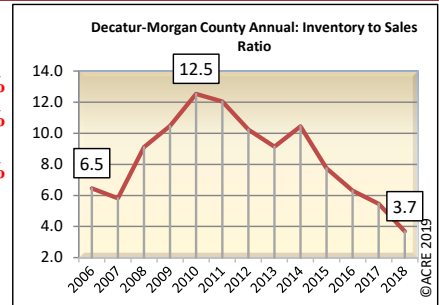
Graph: (2006-2018)
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year annual inventory average ('13-'17) is 816 units, 334 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 40.9% below the 5-year annual average, and 35.8% above the 3-year annual average."	2017	648
	2016	755
	2015	849
	2014	941
	2013	885
	5-Year Avg:	816
	3-Year Avg:	751

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	3.7	
vs. Previous Year	2017	5.5	-32.4%
vs. 5-Yr Avg	13-'17	7.8	-52.8%
I/S Ratio Peak	2010	12.5	-70.6%
Trough	2018	3.7	-0.3%



Graph: (2006-2018)
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 43.1% below the 3-year annual average and 52.8% below the 5-year annual average."	2017	5.5
	2016	6.3
	2015	7.7
	2014	10.4
	2013	9.1
	5-Year Avg:	7.8
	3- Year Avg:	6.5

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