

Decatur-Morgan County Residential Real Estate: Annual Trends Report

Market Indicators

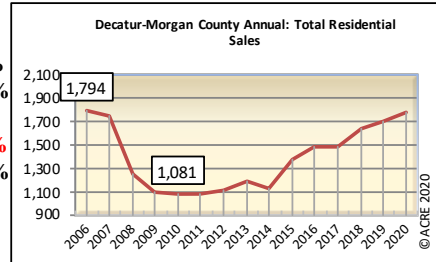
Annual Trends

Infographs

Total Residential Sales

Decatur-Morgan County residential sales for the year of 2020 totaled 1,775 units, representing an increase of 68 transactions when compared to 1,707 units that were sold in the year of 2019.

<u>Last Year</u>	2020	1,775	
vs. Previous Year	2019	1,707	4.0%
vs. 5-Yr Avg	15-'19	1,537	15.5%
vs. Peak	2006	1,794	-1.1%
vs. Trough	2010	1,081	64.2%



ACRE Commentary

"Compared to historical data, annual sales are 10.1% above the 3-year annual average and 15.5% above the 5-year annual average."

Historical Home Sales

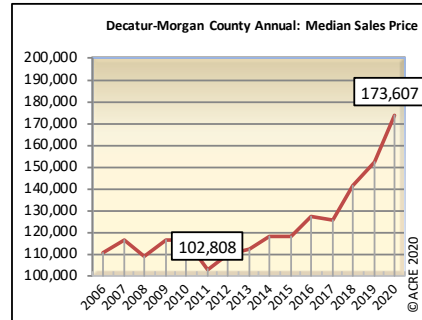
2019	1,707
2018	1,643
2017	1,482
2016	1,482
2015	1,370
5- Year Avg:	1,537
3- Year Avg:	1,611

Graph: (2006-2020)
(Per Annum)

Median Sales Price

The median sales price in Decatur-Morgan County for the year of 2020 was \$173,607, an 13.8 percent increase from the year of 2019's median sales price of \$152,533.

<u>Last Year</u>	2020	173,607	
vs. Previous Year	2019	152,533	13.8%
vs. 5-Yr Avg	15-'19	132,875	30.7%
Median Peak	2020	173,607	0.0%
Trough	2012	102,808	68.9%



ACRE Commentary

"Compared to historical data to the right, the annual median price is 24.2% above the 3-year annual average and 30.7% above the 5-year annual average."

Historical Median Selling Price

2019	152,533
2018	141,104
2017	125,546
2016	126,842
2015	118,349
5- Year Avg:	132,875
3- Year Avg:	139,728

Graph: (2006-2020)
(Per Annum)



Market Indicators

Annual Trends

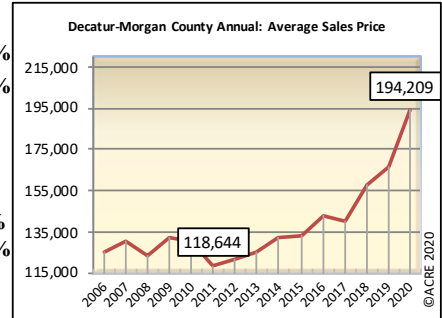
Infographs

Average Sales Prices

The average sales price in Decatur-Morgan County for the year of 2020 was \$194,209, a 16.8 percent increase from the year of 2019's average sales price of \$166,337.

Last Year	2020	194,209	
vs. Previous Year	2019	166,337	16.8%
vs. 5-Yr Avg	15-'19	148,028	31.2%

Average Peak	2020	194,209	0.0%
Trough	2011	118,644	63.7%



Graph: (2006-2020)
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 25.4% above the 3-year annual average and 31.2% above the 5-year annual average."

Historical Average Selling Price

2019	166,337
2018	157,722
2017	140,381
2016	142,591
2015	133,110

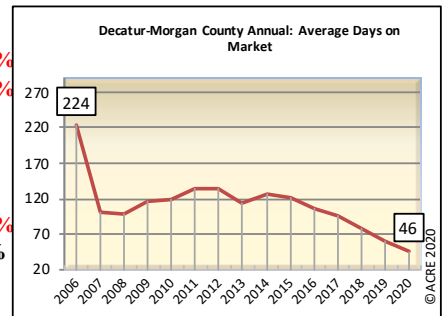
5-Year Avg:	148,028
3-Year Avg:	154,813

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 46, representing a decrease of 23.2 percent from 60 days on market in the year of 2019.

Last Year	2020	46	
vs. Previous Year	2019	60	-23.2%
vs. 5-Yr Avg	15-'19	93	-50.5%

DOM Peak	2006	224	-79.5%
Trough	2020	46	0.0%



Graph: (2006-2020)
(Per Annum)

ACRE Commentary

"The 5-year annual DOM average ('15-'19) is 93 days, 47 days higher than the current results. Compared to historical data to the right, the annual DOM is 50.5% below the 5-year annual average, and 41% below the 3-year annual average."

Historical Average DOM

2019	60
2018	78
2017	96
2016	107
2015	123

5-Year Avg:	93
3-Year Avg:	78



Market Indicators

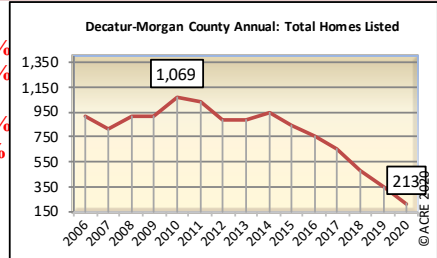
Annual Trends

Infographs

Total Homes Listed for Sale

Decatur-Morgan County's average number of residential units available for sale in the year of 2020 decreased by **140 units** when compared to the year of 2019.

Last Year	2020	213	
vs. Previous Year	2019	353	-39.7%
vs. 5-Yr Avg	15-'19	617	-65.5%
Inventory Peak	2010	1,069	-80.1%
Trough	2020	213	-0.2%



Graph: (2006-2020)
(Per Annum)

ACRE Commentary

"The 5-year annual inventory average ('15-'19) is 617 units, 404 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 65.5% below the 5-year annual average, and 56.8% above the 3-year annual average."

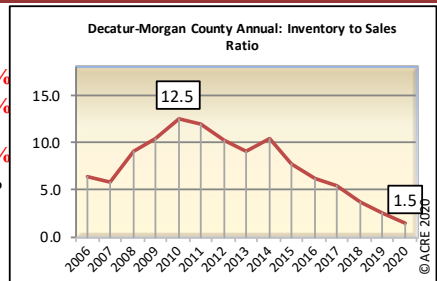
Historical Total Homes Listed

2019	353
2018	482
2017	648
2016	755
2015	849
5-Year Avg:	617
3-Year Avg:	494

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	2020	1.5	
vs. Previous Year	2019	2.6	-41.2%
vs. 5-Yr Avg	15-'19	5.2	-70.9%
I/S Ratio Peak	2010	12.5	-88.0%
Trough	2020	1.5	0.0%



Graph: (2006-2020)
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 61.5% below the 3-year annual average and 70.9% below the 5-year annual average."

Historical I/S Ratio

2019	2.6
2018	3.7
2017	5.5
2016	6.3
2015	7.7
5-Year Avg:	5.2
3-Year Avg:	3.9

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