

Walker County Residential Real Estate: Annual Trends Report

Market Indicators

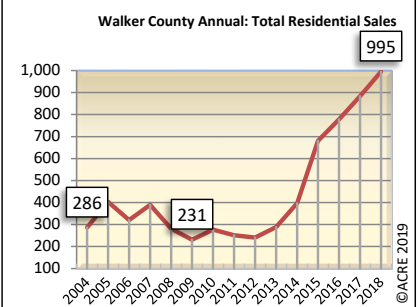
Annual Trends

Infographs

Total Residential Sales

Walker County residential sales for the year of 2018 totaled 995 units, representing an increase of 112 transactions when compared to 883 units that were sold in the year of 2017.

Last Year	2018	995	
vs. Previous Year	2017	883	12.7%
vs. 5-Yr Avg	13-'17	605	64.4%
vs. Peak	2018	995	0.0%
vs. Trough	2009	231	330.8%



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

ACRE Commentary

"Compared to historical data, annual sales are 27.6% above the 3-year annual average and 64.4% above the 5-year annual average."

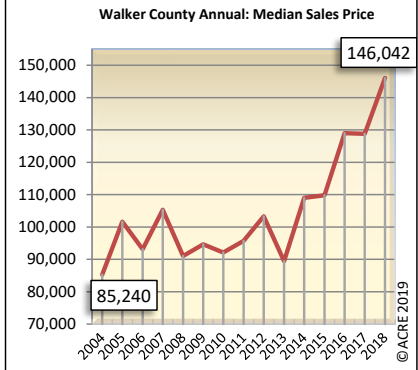
Historical Home Sales

2017	883
2016	778
2015	680
2014	397
2013	289
5- Year Avg:	605
3- Year Avg:	780

Median Sales Price

The median sales price in Walker County for the year of 2018 was \$146,042, a 13.4 percent increase from the year of 2017's median sales price of \$128,810.

Last Year	2018	146,042	
vs. Previous Year	2017	128,810	13.4%
vs. 5-Yr Avg	13-'17	113,229	29.0%



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

ACRE Commentary

"Compared to historical data to the right, the annual median price is 19.2% above the 3-year annual average and 29% above the 5-year annual average."

Historical Median Selling Price

2017	128,810
2016	129,013
2015	109,817
2014	109,033
2013	89,475
5- Year Avg:	113,229
3- Year Avg:	122,546

Median Peak	2018	146,042	0.0%
Trough	2004	85,240	71.3%



Market Indicators

Annual Trends

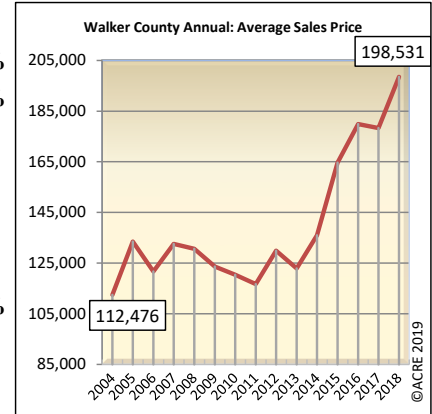
Infographs

Average Sales Prices

The average sales price in Walker County for the year of 2018 was \$198,531, a 11.3 percent increase from the year of 2017's average sales price of \$178,325.

Last Year	2018	198,531	
vs. Previous Year	2017	178,325	11.3%
vs. 5-Yr Avg	13-'17	156,370	27.0%

Average Peak	2018	198,531	0.0%
Trough	2004	112,476	76.5%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 13.9% above the 3-year annual average and 27% above the 5-year annual average."

Historical Average Selling Price

2017	178,325
2016	179,901
2015	164,697
2014	136,006
2013	122,920

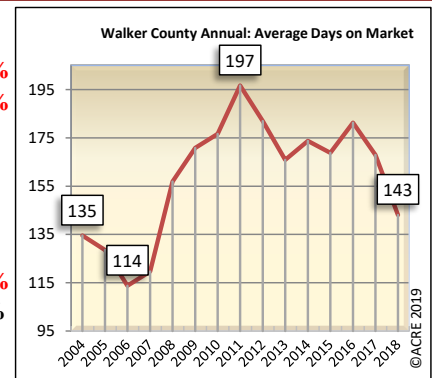
5-Year Avg:	156,370
3-Year Avg:	174,307

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 143, representing a decrease of 14.8 percent from 168 days on market in the year of 2017.

Last Year	2018	143	
vs. Previous Year	2017	168	-14.8%
vs. 5-Yr Avg	13-'17	172	-16.6%

DOM Peak	2011	197	-27.4%
Trough	2006	114	25.5%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 172 days, 29 days higher than current results. Compared to historical data to the right, the annual DOM is 16.6% below the 5-year annual average, and 17.3% below the 3-year annual average."

Historical Average DOM

2017	168
2016	181
2015	169
2014	174
2013	166

5-Year Avg:	172
3-Year Avg:	173



Market Indicators

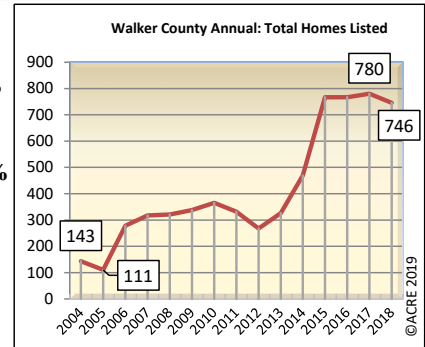
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Homes Listed for Sale

Walker County's average number of residential units available for sale in the year of 2018 **decreased by 34 units**, when compared to the year of 2017.

<u>Last Year</u>	2018	746	
vs. Previous Year	2017	780	-4.5%
vs. 5-Yr Avg	13-'17	622	19.9%
Inventory Peak	2017	780	-4.4%
Trough	2005	111	571.6%



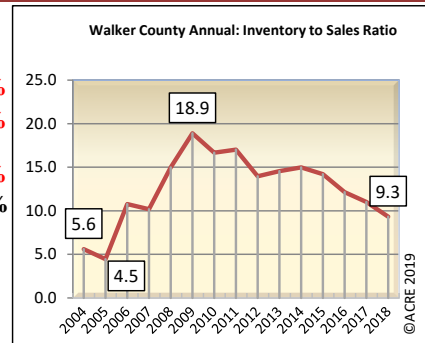
Graph: 2004-2018
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('13-'17) is 622 units, 124 units lower than current results. Compared to historical data to the right, the number of homes listed for sale are 19.9% above the 5-year annual average, and 3.2% below the 3-year annual average."	2017	780
	2016	767
	2015	767
	2014	469
	2013	326
	5-Year Avg:	622
	3-Year Avg:	771

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	9.3	
vs. Previous Year	2017	11.0	-15.3%
vs. 5-Yr Avg	13-'17	13.4	-30.3%
I/S Ratio Peak	2009	18.9	-50.6%
Trough	2005	4.5	107.4%



Graph: 2004-2018
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 25.6% below the 3-year annual average and 30.3% below the 5-year annual average."	2017	11.0
	2016	12.1
	2015	14.2
	2014	15.0
	2013	14.6
	5-Year Avg:	13.4
	3- Year Avg:	12.5

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