

Wiregrass Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

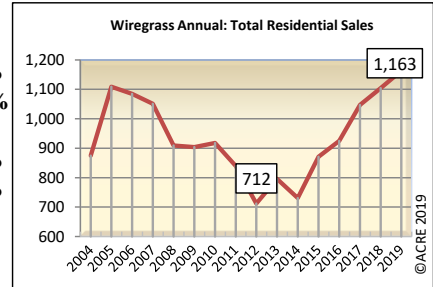
Total Residential Sales

Wiregrass residential sales for the year of 2019 totaled 1,163 units, representing an increase of 59 transactions when compared to 1,104 units that were sold in the year of 2018.

Last Year

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

2019	1,163	
2018	1,104	5.3%
14-'18	936	24.3%
2005	1,109	4.9%
2019	1,163	0.0%



ACRE Commentary

"Compared to historical data, annual sales are 5.2% above the 3-year annual average and 24.3% above the 5-year annual average."

Historical Home Sales

2018	1,163
2017	1,104
2016	1,047
2015	925
2014	871

5- Year Avg:	1,022
3- Year Avg:	1,105

**Graph: 2004 - 2019
(Per Annum)**

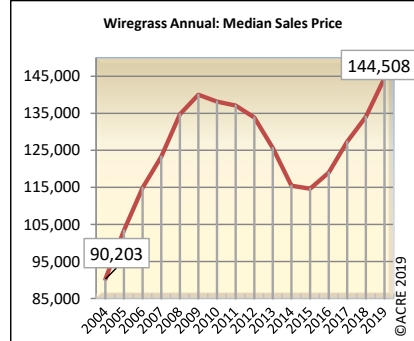
Median Sales Price

The median sales price in Wiregrass for the year of 2019 was \$144,508, a 7.8 percent increase from the year of 2018's median sales price of \$134,063.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2019	144,508	
2018	134,063	7.8%
14-'18	127,909	13.0%



Median Peak
Trough

2019	144,508	0.0%
2004	90,203	60.2%

ACRE Commentary

"Compared to historical data to the right, the annual median price is 6.8% above the 3-year annual average and 13.0% above the 5-year annual average."

Historical Median Selling Price

2018	144,508
2017	134,063
2016	127,350
2015	118,975
2014	114,650

5- Year Avg:	127,909
3- Year Avg:	135,307

**Graph: 2004 - 2019
(Per Annum)**



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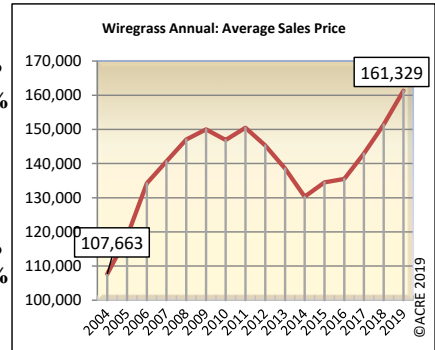
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Average Sales Prices

The average sales price in Wiregrass for the year of 2019 was \$161,329, a 6.5 percent increase from the year of 2018's average sales price of \$151,418.

Last Year	2019	161,329	
vs. Previous Year	2018	151,418	6.5%
vs. 5-Yr Avg	14-'18	145,138	11.2%

Average Peak	2019	161,329	0.0%
Trough	2004	107,663	49.8%



Graph: 2004 - 2019
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 6.2% above the 3-year annual average and 11.2% above the 5-year annual average."

Historical Average Selling Price

2018	161,329
2017	151,418
2016	142,915
2015	135,523
2014	134,505

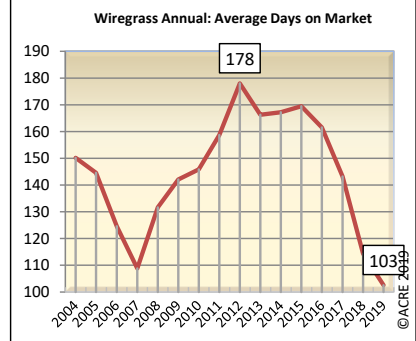
5-Year Avg:	145,138
3-Year Avg:	151,887

Days on Market (DOM)

The average number of days on the market in the year of 2019 was 103, representing a decrease of 10.3 percent from 114 days on market in the year of 2018.

Last Year	2019	103	
vs. Previous Year	2018	114	-10.3%
vs. 5-Yr Avg	14-'18	138	-25.8%

DOM Peak	2012	178	-42.4%
Trough	2019	103	-0.4%



Graph: 2004 - 2019
(Per Annum)

ACRE Commentary

"The 5-year DOM average (14-'18) for the year is 138 days, 35 days higher than the current results. Compared to historical data to the right, the annual DOM is 25.8% below the 5-year annual average, and 14.2% below the 3-year annual average."

Historical Average DOM

2018	103
2017	114
2016	143
2015	162
2014	170

5-Year Avg:	138
3-Year Avg:	120



Market Indicators

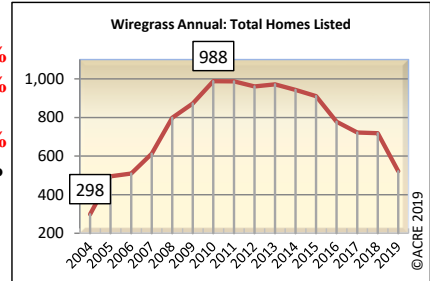
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Homes Listed for Sale

Wiregrass's average number of residential units available for sale in the year of 2019 decreased by **198 units**, when compared to the year of 2018.

Last Year	2019	521	
vs. Previous Year	2018	719	-27.5%
vs. 5-Yr Avg	14-'18	730	-28.7%
Inventory Peak	2010	988	-47.3%
Trough	2004	298	74.8%



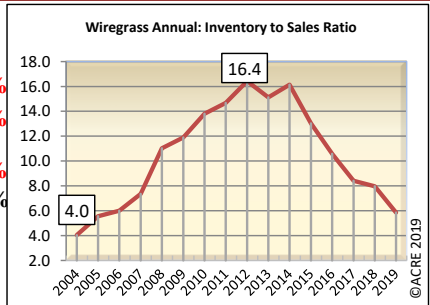
Graph: 2004 - 2019
(Per Annum)

ACRE Commentary	Historical Total Homes Listed	
"The 5-year inventory average ('14-'18) for the year is 730 units, 209 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 28.7% below the 5-year annual average, and 20.3% below the 3-year annual average."	2018	521
	2017	719
	2016	722
	2015	778
	2014	911
	5-Year Avg:	730
	3-Year Avg:	654

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	2019	5.8	
vs. Previous Year	2018	8.0	-26.6%
vs. 5-Yr Avg	14-'18	9.2	-36.3%
I/S Ratio Peak	2012	16.4	-64.4%
Trough	2004	4.0	46.11%



Graph: 2004 - 2019
(Per Annum)

ACRE Commentary	Historical I/S Ratio	
"Compared to historical data to the right, the annual supply is 34.8% below the 3-year annual average and 36.3% below the 5-year annual average."	2018	5.8
	2017	8.0
	2016	13.0
	2015	10.6
	2014	13.0
	5-Year Avg:	10.1
	3- Year Avg:	8.9

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