

Cullman Residential Report – January 2018

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Cullman residential* sales for January '18 totaled 47 units, representing an increase of 5 transactions when compared to the 42 units that were sold in January '17.

*Residential = existing single family, condo, & new construction

Current Month

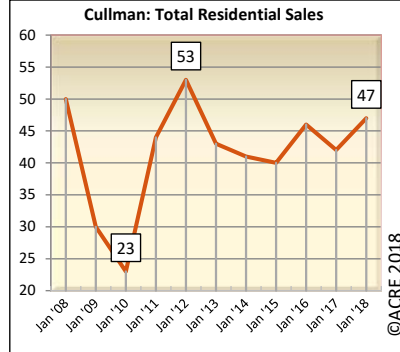
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Year to Date

vs. Prior Year

January 2018	47	
December 2017	77	-39.0%
January 2017	42	11.9%
January 13-'17	42	10.8%
January 2012	53	-11.3%
January 2010	23	104.3%
January 2018	47	11.9%
January 2017	42	



ACRE Commentary

"Historical data indicates that January residential sales on average ('13-'17) decreased from the month of December by 3.8 percent. January 2018 sales decreased by 39 percent from the prior month."

Historical Home Sales

January 2017	42
January 2016	46
January 2015	40
January 2014	41
January 2013	43
5- Year Avg:	42
3- Year Avg:	43

Graph: January 2008 - 2018
(By month)

Median Sales Price

The median sales price in Cullman in January 2018 was \$119,900, a 4 percent decrease from January 2017's median sales price of \$124,900.

Current Month

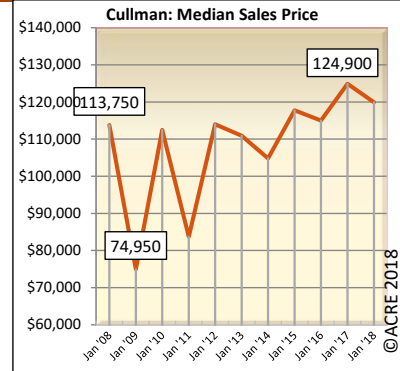
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

January 2018	119,900	
December 2017	159,900	-25.0%
January 2017	124,900	-4.0%
January 13-'17	114,670	4.6%
January 2018	119,900	
January 2017	124,900	-4.0%

Median Peak	January 2017	124,900	-4.0%
Trough	January 2009	74,950	60.0%



ACRE Commentary

"Historical data indicates that January median sales prices on average ('13-'17) decreased by 2.1 percent from the month of December. The current median price decreased by 25 percent compared to the prior month."

Historical Median Selling Price

January 2017	124,900
January 2016	115,000
January 2015	117,750
January 2014	104,800
January 2013	110,900
5- Year Avg:	114,670
3- Year Avg:	119,217

Graph: January 2008 - 2018
(By month)



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Page 1 of 4
Copyright ACRE 2018

Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in Cullman for January 2018 was \$159,510, a 19.1 percent increase from January 2017.

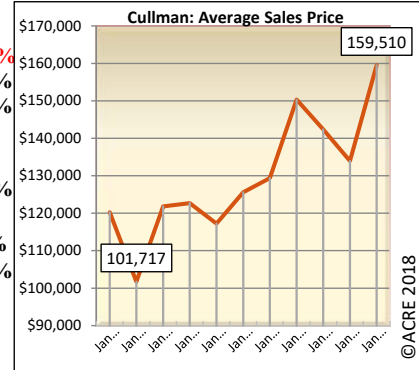
Current Month

January 2018	159,510	
vs. Prior Month	December 2017	189,735 -15.9%
vs. Last Year	January 2017	133,944 19.1%
vs. 5-Yr Avg	January 13-'17	136,333 17.0%

Year to Date

January 2018	159,510	
vs. Prior Year	January 2017	133,944 19.1%

Average Peak	January 2017	159,510	0.0%
Trough	January 2009	101,717	56.8%



Graph: January 2008 - 2018
(By month)

ACRE Commentary

"Historical data indicates that January average sales prices on average ('13-'17) increased 0.1 percent from the month of December. The January 2018 average price decreased by 15.9 percent from the prior month."

Historical Average Selling Price

January 2017	133,944
January 2016	142,367
January 2015	150,357
January 2014	129,394
January 2013	125,605

5-Year Avg:	136,333
3-Year Avg:	142,223

Days on Market (DOM)

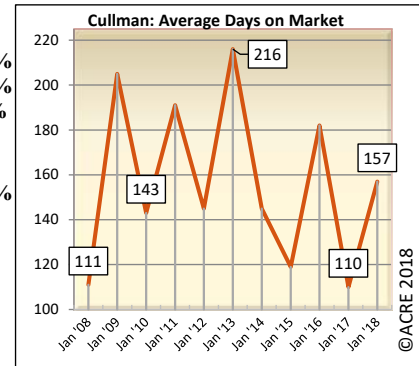
The average number of days on the market in January 2018 was 157, representing an increase of 42.7 percent from the 110 days on market in January 2017.

Current Month

January 2018	157	
vs. Prior Month	December 2017	120 30.8%
vs. Last Year	January 2017	110 42.7%
vs. 5-Yr Avg	January 13-'17	154 1.7%

Year to Date

January 2018	157	
vs. Prior Year	January 2017	110 42.7%



Graph: January 2008 - 2018
(By month)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the month of January is 154 days, which is 3 days below the current results. DOM is anticipated to remain within the current range (100-150 days) for the foreseeable future."

Historical Average DOM

January 2017	110
January 2016	182
January 2015	119
January 2014	145
January 2013	216

5-Year Avg:	154
--------------------	-----



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

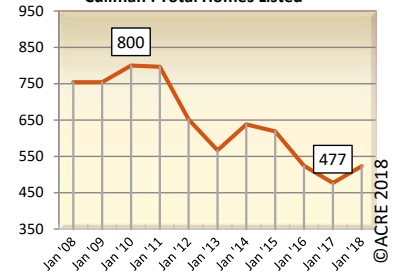
Cullman residential units available for sale in January 2017 increased by **46 units** when compared to the same period last year.

Current Month

January 2018	523	
vs. Prior Month	December 2017	501 4.4%
vs. Last Year	January 2017	477 9.6%
vs. 5-Yr Avg	January 13-'17	565 -7.4%

Inventory Peak	January 2010	800 -34.6%
Trough	January 2016	477 9.6%

Cullman : Total Homes Listed



Graph: January 2008 - 2018
(By month)

ACRE Commentary

"Historical data indicates that January inventory on average ('13-'17) increases from the month of December by 0.6 percent. January's inventory increased by 4.4 percent from last month's total of 501 homes."

Historical Total Units Listed

January 2017	477
January 2016	524
January 2015	619
January 2014	638
January 2013	567

5-Year Avg: 565

Inventory-to-Sales Ratio

The inventory for sale divided by the current monthly sales volume equals the **# of months of supply** (Market considered to be in balance at approximately 6 months).

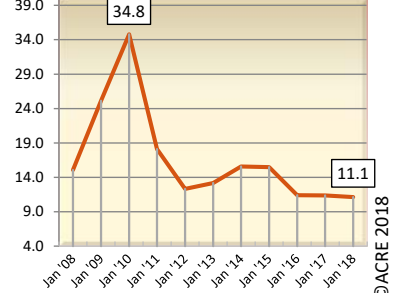
Cullman currently has 11.1 months of supply, up from 6.5 months in December 2017 and down from 11.4 months in January 2017.

Current Month

January 2018	11.1	
vs. Prior Month	December 2017	6.5 71.0%
vs. Last Year	January 2017	11.4 -2.0%
vs. 5-Yr Avg	January 13-'17	13.4 -16.9%

I/S Ratio Peak	January 2010	34.8 -68.0%
Trough	January 2018	11.1 0.2%

Cullman: Months of Supply



Graph: January 2008 - 2018
(By month)

ACRE Commentary

"January's 11.1 months of supply is below the December 5-Year Average of 13.4. Cullman's inventory-to-sales ratio is 5.1 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."

Historical I/S Ratio

January 2017	11.4
January 2016	11.4
January 2015	15.5
January 2014	15.6
January 2013	13.2

5-Year Avg: 13.4

3- Year Avg: 12.7

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - www.acre.cba.ua.edu.



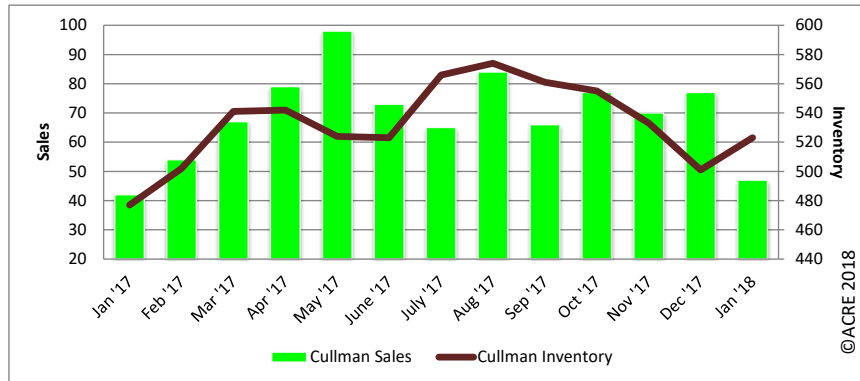
Find a local professional:
www.cullmanrealtors.com



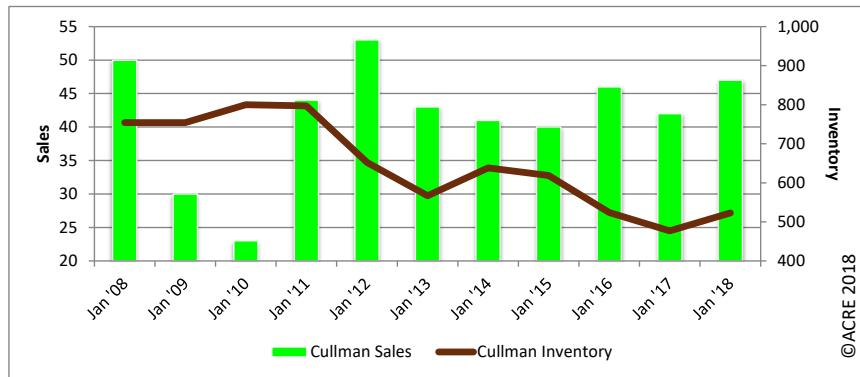
Report compliments of:
ACRE Corporate Cabinet



Residential Sales for January 2018



Historical Residential Sales in January of Each Year



This report is compiled and brought to you by ACRE Research. You should not treat any information expressed in ACRE Reports as a specific inducement to make a particular investment or follow a particular strategy. The Alabama Center for Real Estate (ACRE) and/or its partners/work product sponsors does not guarantee and is not responsible for the accuracy or completeness of information, and provides said information without warranties of any kind. **All information presented herein is intended and should be used for educational purposes only.** Nothing herein should be construed as investment advice. You should always conduct your own research and due diligence and obtain professional advice before making any investment decision. All investments involve some degree of risk. ACRE will not be liable for any loss or damage caused by your reliance on information contained in ACRE Reports.



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Page 4 of 4
Copyright ACRE 2018



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Page 5 of 4
Copyright ACRE 2018



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Page 6 of 4
Copyright ACRE 2018



Find a local professional:
www.cullmanrealtors.com



Report compliments of:
ACRE Corporate Cabinet



Page 7 of 4
Copyright ACRE 2018