

Cullman Residential Report – June 2018

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Cullman residential sales for June '18 totaled 88 units, representing an increase of 15 transactions when compared to the 73 units that were sold in June '17.

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

Current Month

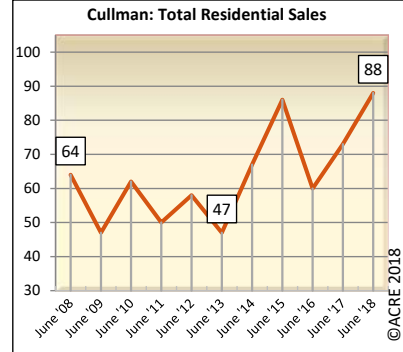
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Year to Date

vs. Prior Year

June 2018	88	
May 2018	76	15.8%
June 2017	73	20.5%
June 13-'17	67	32.1%
June 2018	88	0.0%
June 2013	47	87.2%
June 2018	317	0.0%
June 2017	317	



ACRE Commentary

"Historical data indicates that June residential sales on average ('13-'17) decrease from May by 3.7 percent. The current month's sales increased 15.8 percent from the prior month."

Historical Home Sales

June 2017	73
June 2016	60
June 2015	86
June 2014	67
June 2013	47
5- Year Avg:	67
3- Year Avg:	73

Graph: June 2008 - 2018
(By month)

Median Sales Price

The median sales price in Cullman in June 2018 was \$144,900, a 7.4 percent increase from June 2017's median sales price of \$134,900.

Current Month

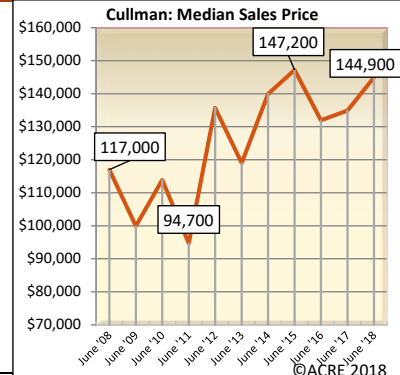
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

June 2018	144,900	
May 2018	139,500	3.9%
June 2017	134,900	7.4%
June 13-'17	134,590	7.7%
June 2018	143,925	
June 2017	132,700	8.5%

Median Peak	June 2015	147,200	-1.6%
Trough	June 2011	94,700	53.0%



ACRE Commentary

"Historical data indicates that June median sales prices on average ('13-'17) increase from May by 27.1 percent. The current month's median price increased 3.9 percent from the prior month."

Historical Median Selling Price

June 2017	134,900
June 2016	131,950
June 2015	147,200
June 2014	139,900
June 2013	119,000
5- Year Avg:	134,590
3- Year Avg:	138,017

Graph: June 2008 - 2018
(By month)



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Average Sales Prices

The average sales price in Cullman for June 2018 was \$177,251, a 10.1 percent increase from June 2017.

Current Month

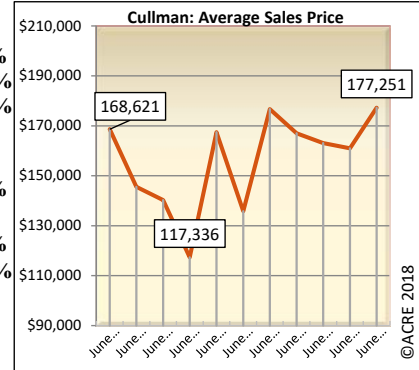
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Average **Peak**
Trough

June 2018	177,251	
May 2018	167,922	5.6%
June 2017	161,016	10.1%
June 13-'17	160,716	10.3%
June 2018	175,061	
June 2017	164,311	6.5%
June 2018	177,251	0.0%
June 2011	117,336	51.1%



Graph: June 2008 - 2018
(By month)

ACRE Commentary

"Historical data indicates that June average sales prices on average ('13-'17) decrease from May by 1 percent. The current month's average price increased 5.6 percent from the prior month."

Historical Average Selling Price

June 2017	161,016
June 2016	163,113
June 2015	167,017
June 2014	176,651
June 2013	135,781

5-Year Avg: 160,716
3-Year Avg: 163,715

Days on Market (DOM)

The average number of days on the market in June 2018 was 118, representing a decrease of 4.8 percent from the 124 days on market in June 2017.

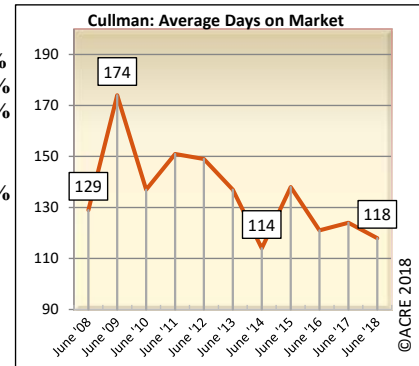
Current Month

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

Year to Date

vs. Prior Year

June 2018	118	
May 2018	113	4.4%
June 2017	124	-4.8%
June 13-'17	127	-6.9%
June 2018	113	
June 2017	118	-4.9%



Graph: June 2008 - 2018
(By month)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the month of June is 127 days, which is 9 days above the current results. DOM is anticipated to remain within the current range (80-130 days) for the foreseeable future."

Historical Average DOM

June 2017	124
June 2016	121
June 2015	138
June 2014	114
June 2013	137

5-Year Avg: 127

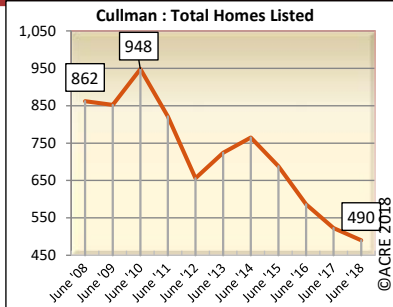


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Total Units Listed for Sale	Current Month	June 2018	490	
Cullman residential units available for sale in June 2018 decreased by 33 units when compared to the same period last year.	vs. Prior Month	May 2018	507	-3.4%
	vs. Last Year	June 2017	523	-6.3%
	vs. 5-Yr Avg	June 13-'17	657	-25.4%
	Inventory Peak	June 2010	948	-48.3%
	Trough	June 2018	490	0.0%



Graph: June 2008 - 2018
(By month)

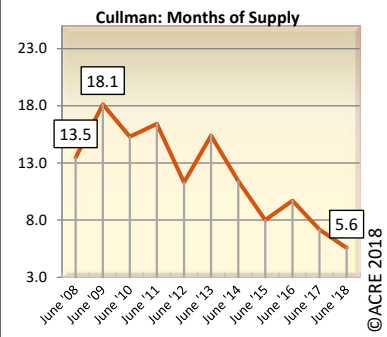
ACRE Commentary	Historical Total Units Listed	
"Historical data indicates that June inventory on average ('13-'17) increases from May by 1.9 percent. The current month's inventory decreased by 3.4 percent from last month's total of 507 homes."	June 2017	523
	June 2016	586
	June 2015	688
	June 2014	765
	June 2013	724
	5-Year Avg:	657

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 5.6 months of supply, down from 6.7 months in May 2018 and down from 7.2 months in June 2017.

Current Month	June 2018	5.6	
vs. Prior Month	May 2018	6.7	-16.5%
vs. Last Year	June 2017	7.2	-22.3%
vs. 5-Yr Avg	June 13-'17	10.3	-46.1%
I/S Ratio Peak	June 2009	18.1	-69.2%
Trough	June 2018	5.6	-0.6%



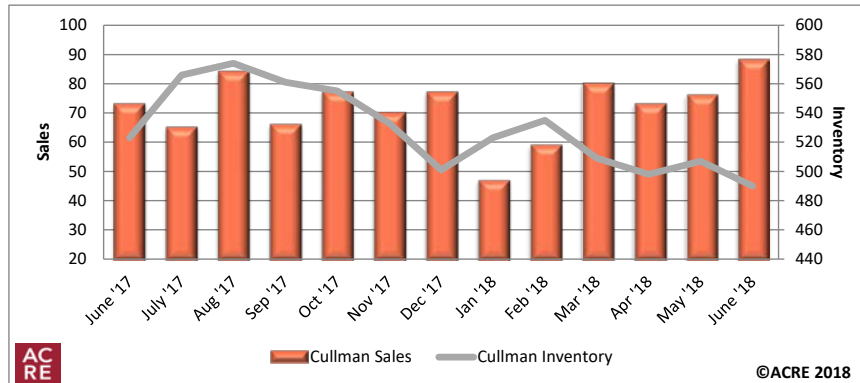
Graph: June 2008 - 2018
(By month)

ACRE Commentary	Historical I/S Ratio	
"June's 5.6 months of supply is below the June 5-Year average of 10.3 months. Cullman's inventory-to-sales ratio is 0.4 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."	June 2017	7.2
	June 2016	9.7
	June 2015	8.0
	June 2014	11.4
	June 2013	15.4
	5-Year Avg:	10.3
	3- Year Avg:	8.3

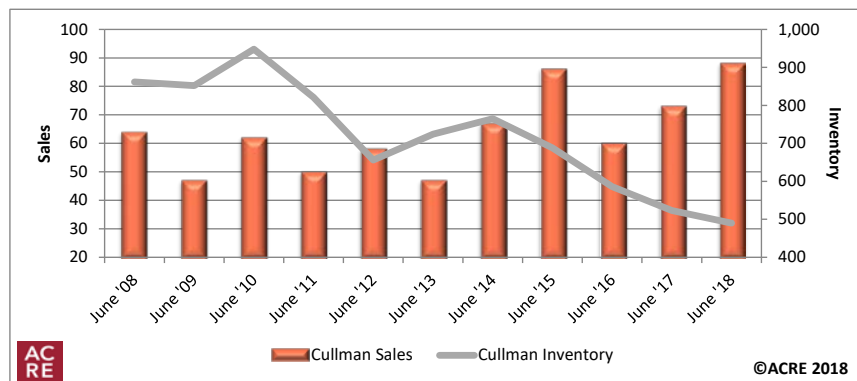
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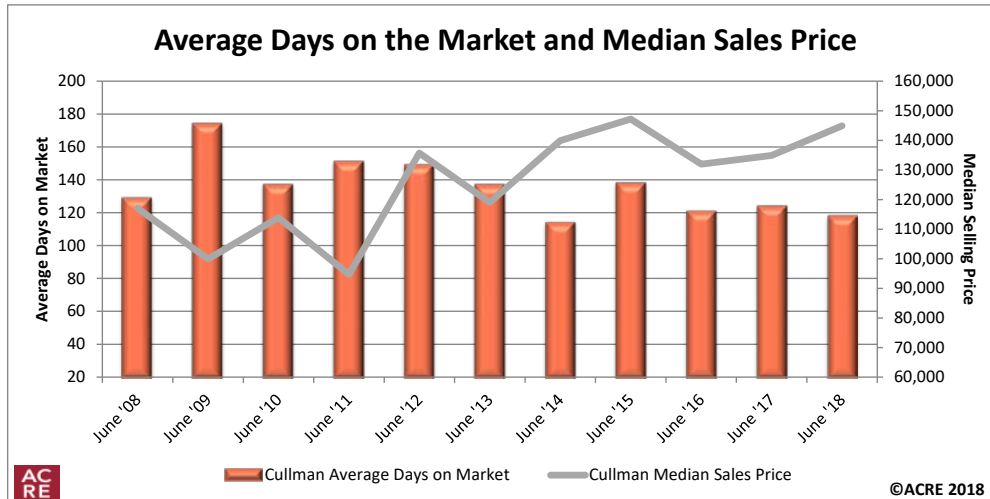


Cullman County: Residential Sales and Inventory



Cullman County: Historical Residential Sales and Inventory





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