

Marshall County Residential Report – June 2018

Monthly Indicators

Total Residential Sales
Marshall County residential* sales during the current month totaled 90 units, an increase of 12 units from one year ago.

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

Current Month

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

vs. Peak
vs. Trough

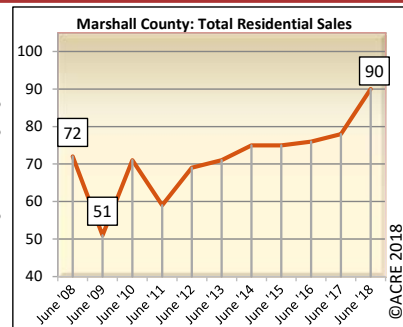
Year to Date

vs. Prior Year

Recent Figures

June	2018	90	
May	2018	97	-7.2%
June	2017	78	15.4%
June	'13-'17	75	20.0%
June	2018	90	0.0%
June	2009	51	76.5%
June	2018	328	2.2%
June	2017	321	

Trends



Graph: June 2008- 2018
(By month)

ACRE Commentary

"Historical data indicates that June residential sales on average ('13-'17) decrease 4.3 percent from May. The current month's sales decreased 7.2 percent from the prior month."

Historical Home Sales

June	2017	78
June	2016	76
June	2015	75
June	2014	75
June	2013	71

5- Year Avg:	75
3- Year Avg:	76

Median Sales Price

The median sales price in Marshall County during the current month was \$129,500, a 16.7 percent increase from one year ago.

Current Month

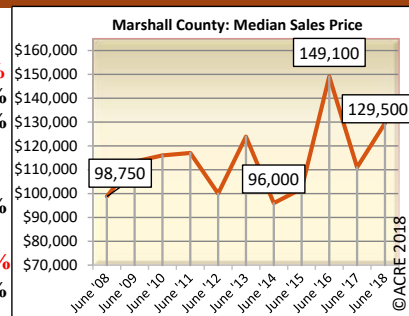
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

June	2018	129,500	
May	2018	142,900	-9.4%
June	2017	111,000	16.7%
June	'13-'17	116,400	11.3%
June	2018	132,481	
June	2017	120,000	10.4%
June	2016	149,100	-13.1%
June	2014	96,000	34.9%



Graph: June 2008- 2018

ACRE Commentary

"Historical data indicates that the June median sales price on average ('13-'17) increases 1.8 percent from May. The current median price decreased 9.4 percent from the prior month."

Historical Median Selling Price

June	2017	111,000
June	2016	149,100
June	2015	102,000
June	2014	96,000
June	2013	123,900

5- Year Avg:	116,400
3- Year Avg:	120,700

Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in Marshall County during the current month was \$193,879, a 23.7 percent increase from one year ago.

Current Month

June 2018	193,879	
vs. Prior Month	May 2018	198,428 -2.3%
vs. Last Year	June 2017	156,742 23.7%
vs. 5-Yr Avg	June '13-'17	154,491 25.5%

Year to Date

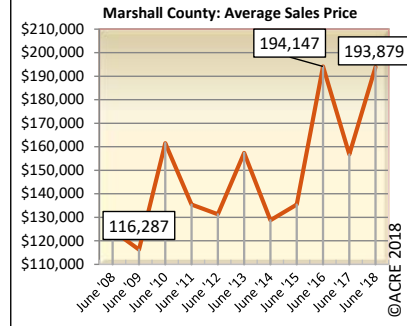
June 2018	191,579	
vs. Prior Year	June 2017	152,781 25.4%

Average Peak

June 2016	194,147	-0.1%
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Trough

June 2009	116,287	66.7%
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Graph: June 2008- 2018

ACRE Commentary

"Historical data indicates that the June average sales price on average ('13-'17) increases 6.5 percent from May. The current month's average price decreased 2.3 percent from the prior month."

Historical Average Selling Price

June 2017	156,742
June 2016	194,147
June 2015	135,407
June 2014	128,784
June 2013	157,373

5-Year Avg: 154,491

3-Year Avg: 162,099

Days on Market (DOM)

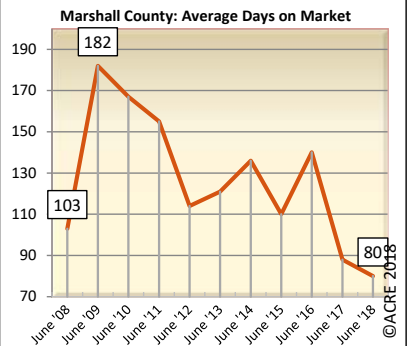
The average number of days on the market during the current month was 80, a decrease of 9.1 percent from one year ago.

Current Month

June 2018	80	
vs. Prior Month	May 2018	123 -35.0%
vs. Last Year	June 2017	88 -9.1%
vs. 5-Yr Avg	May '13-'17	119 -32.8%

Year to Date

June 2018	120	
vs. Prior Year	June 2017	105 14.0%



Graph: June 2008- 2018

ACRE Commentary

Historical data indicates that the June DOM average on average ('13-'17) decreases 2.1 percent from May. The current month's DOM average decreased 35 percent from the previous month. DOM is anticipated to remain within the current range (70-120 days) for the foreseeable future."

Historical Average DOM

June 2017	88
June 2016	140
June 2015	110
June 2014	136
June 2013	121

5-Year Avg: 119

Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

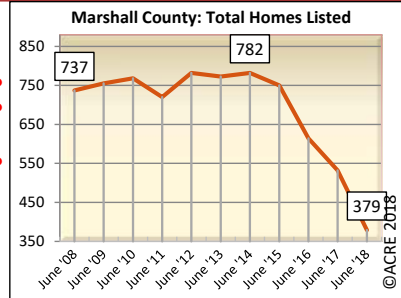
Marshall County residential units available for sale during the current month decreased by **153 units** when compared to one year ago.

Current Month

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

Inventory Peak
Trough

June 2018	379	
May 2017	397	-4.5%
June 2017	532	-28.8%
June '13-'17	690	-45.1%
June 2014	782	-51.5%
June 2018	379	0.0%



Graph: June 2008- 2018

ACRE Commentary

"Historical data indicates that June inventory on average (*'13-'17) increases 1.8 percent from May. The current month's inventory decreased by 4.5 percent from the previous month."

Historical Total Units Listed

June 2017	532
June 2016	614
June 2015	750
June 2014	782
June 2013	773
5-Year Avg:	690

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).

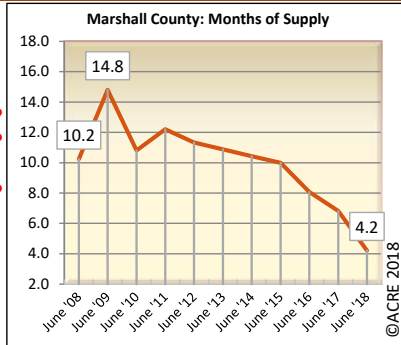
Marshall County currently has 4.1 months of supply, down from 5.6 from last year.

Current Month

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

I/S Ratio Peak
Trough

June 2018	4.2	
May 2018	4.1	2.9%
June 2017	6.8	-38.3%
June 2017	9.2	-54.4%
June 2009	14.8	-71.5%
June 2018	4.2	0.3%



Graph: June 2008- 2018

ACRE Commentary

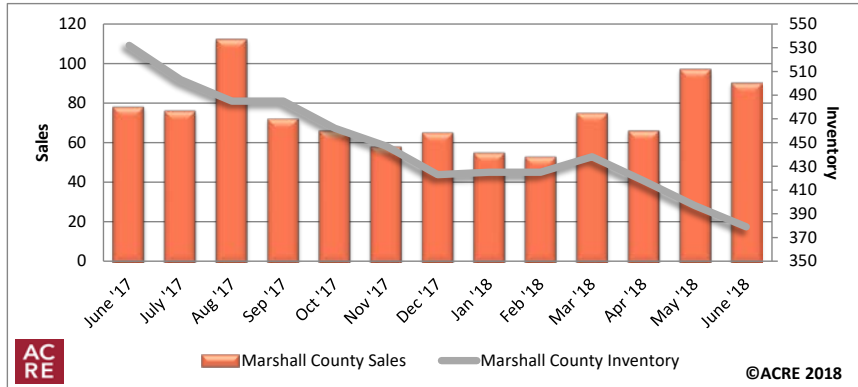
"June's 4.2 months of supply is 54.4 percent below the 5-year average of 9.2 months of supply. Marshall County's inventory-to-sales ratio is 1.8 months below equilibrium, indicating a transition where sellers typically have elevated bargaining power."

Historical I/S Ratio

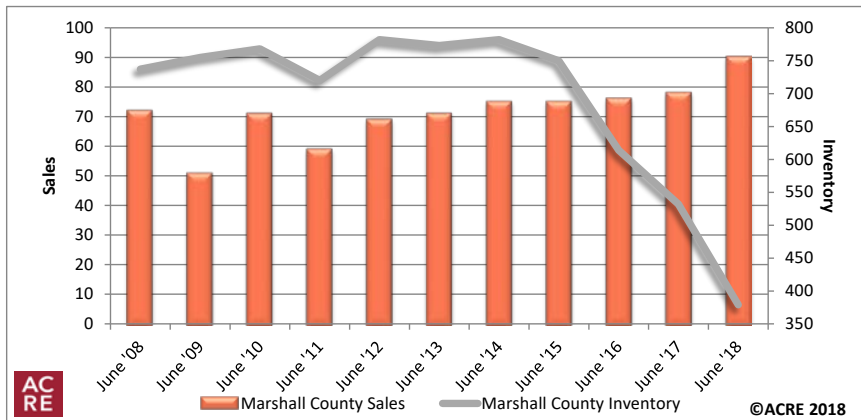
June 2017	6.8
June 2016	8.1
June 2015	10.0
June 2014	10.4
June 2013	10.9
5-Year Avg:	9.2
3-Year Avg:	8.3

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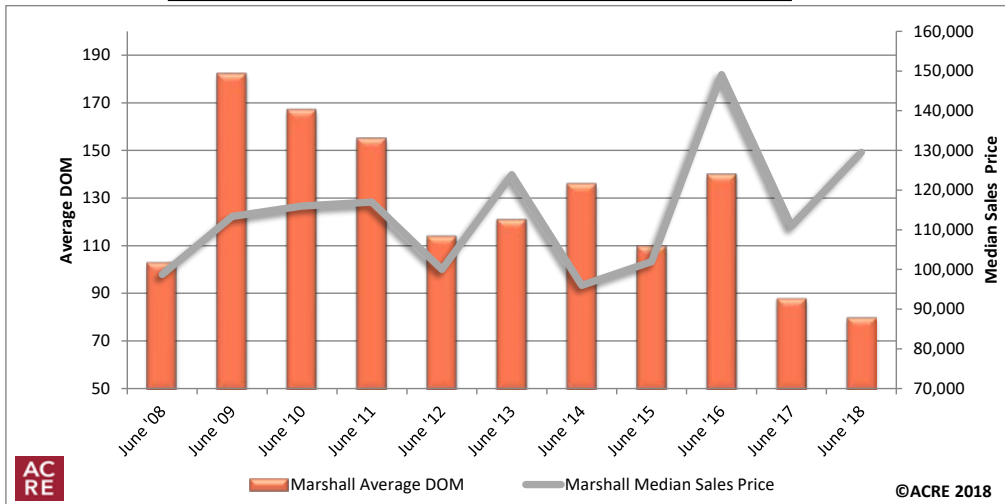
Marshall County: Residential Sales and Inventory



Marshall County: Historical Sales and Inventory



Average Days on Market and Median Sales Price



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