

## Marshall County Residential Report – February 2018

### Monthly Indicators

**Total Residential Sales**  
Marshall County residential\* sales for February '18 totaled 53 units, representing no change 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

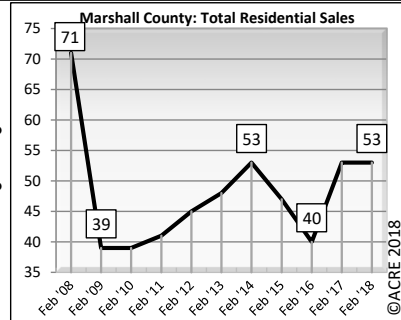
#### Year to Date

vs. Prior Year

### Recent Figures

February	2018	53	
January	2018	55	-3.6%
February	2017	53	0.0%
February	13-'17	83	-35.9%
February	2008	71	-25.4%
February	2009	39	35.9%
February	2018	108	5.9%
February	2017	102	

### Trends



Graph: February 2008- 2018  
(By month)

#### ACRE Commentary

"Historical data indicates that February residential sales on average ('13-'17) increase 2.8 percent from January. The current month's sales decreased 3.6 percent from the prior month."

#### Historical Home Sales

February	2017	53
February	2016	40
February	2015	47
February	2014	53
February	2013	48
<b>5- Year Avg:</b>		<b>48</b>
<b>3- Year Avg:</b>		<b>47</b>

#### Median Sales Price

The median sales price in Marshall County in February 2018 was \$120,000, a 1.7 percent increase from February 2017's median sales price of \$118,000.

#### Current Month

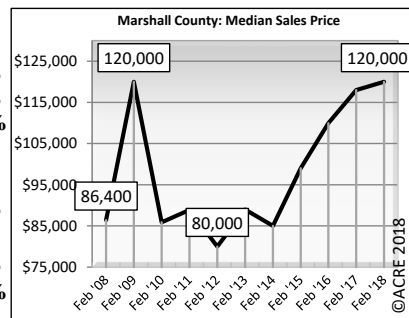
vs. Prior Month  
vs. Last Year  
vs. 5-Yr Avg

#### Year to Date

vs. Prior Year

Median Peak  
Median Trough

February	2018	120,000	
January	2018	113,900	5.4%
February	2017	118,000	1.7%
February	13-'17	103,492	16.0%
February	2018	116,950	
February	2017	114,000	2.6%
February	2018	120,000	0.0%
February	2012	80,000	50.0%



Graph: February 2008- 2018  
(By month)

#### ACRE Commentary

"Historical data indicates that the February median sales price on average ('13-'17) decreases 0.3 percent from January. The current median price increased 5.4 percent from the prior month."

#### Historical Median Selling Price

February	2017	118,000
February	2016	109,950
February	2015	99,000
February	2014	85,000
February	2013	89,000
<b>5- Year Avg:</b>		<b>100,190</b>
<b>3- Year Avg:</b>		<b>108,983</b>

**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average sales price in Marshall County for February 2018 was \$146,426, a 11.2 percent increase from February 2017's average sales price of \$131,623.

**Current Month**

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

February	2018	<b>146,426</b>	
January	2018	<b>132,440</b>	<b>10.6%</b>
February	2017	<b>131,623</b>	<b>11.2%</b>
February	13-'17	<b>130,862</b>	<b>11.9%</b>

**Year to Date**

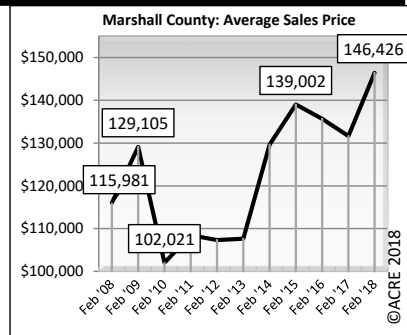
vs. Prior Year

February	2018	<b>139,433</b>	
February	2017	<b>130,570</b>	<b>6.8%</b>

**Average Peak**

**Trough**

February	2018	<b>146,426</b>	<b>0.0%</b>
February	2010	<b>102,021</b>	<b>43.5%</b>



Graph: February 2008- 2018  
(By month)

**ACRE Commentary**

"Historical data indicates that the February average sales price on average ('13-'17) increases 2.3 percent from January. The current month's average price increased 10.6 percent from the prior month."

**Historical Average Selling Price**

February	2017	<b>131,623</b>
February	2016	<b>135,696</b>
February	2015	<b>139,002</b>
February	2014	<b>129,607</b>
February	2013	<b>107,650</b>

**5-Year Avg:** 128,716

**3-Year Avg:** 135,440

**Days on Market (DOM)**

The average number of days on the market in February 2018 was 110, a decrease of 1.8 percent from 112 days on the market one year ago.

**Current Month**

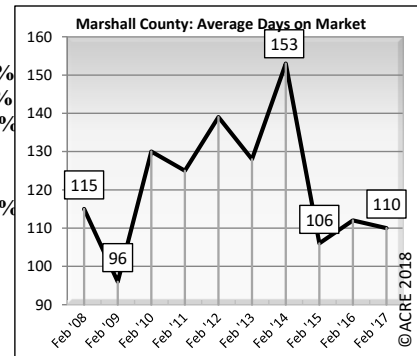
vs. Prior Month  
vs. Last Year  
vs. 5-Yr Avg

February	2018	<b>110</b>	
January	2018	<b>71</b>	<b>54.9%</b>
February	2017	<b>112</b>	<b>-1.8%</b>
February	13-'17	<b>125</b>	<b>-11.8%</b>

**Year to Date**

vs. Prior Year

February	2018	<b>91</b>	
February	2017	<b>116</b>	<b>-21.6%</b>



Graph: February 2008- 2018  
(By month)

**ACRE Commentary**

Historical data indicates that the February DOM average on average ('13-'17) decreases 2.2 percent from January. The current month's DOM average decreased 1.8 percent from the previous month. DOM is anticipated to remain within the current range (90-150 days) for the foreseeable future."

**Historical Average DOM**

February	2017	<b>112</b>
February	2016	<b>106</b>
February	2015	<b>153</b>
February	2014	<b>128</b>
February	2013	<b>139</b>

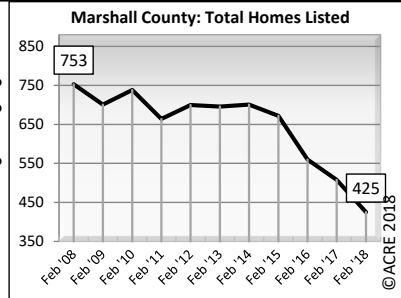
**5-Year Avg:** 128

### Monthly Indicators

### Recent Figures

### Trends

<b>Total Units Listed for Sale</b>	<b>Current Month</b>	February	2018	<b>425</b>	
Marshall County residential units available for sale in February 2018 decreased by <b>83 units</b> when compared to the same period last year.	vs. Prior Month	January	2018	<b>425</b>	<b>0.0%</b>
	vs. Last Year	February	2017	<b>508</b>	<b>-16.3%</b>
	vs. 5-Yr Avg	February	13-'17	<b>594</b>	<b>-28.4%</b>
	<b>Inventory Peak</b>	February	2008	<b>753</b>	<b>-43.6%</b>
	<b>Trough</b>	February	2018	<b>425</b>	<b>0.0%</b>



Graph: February 2008- 2018

(By month)

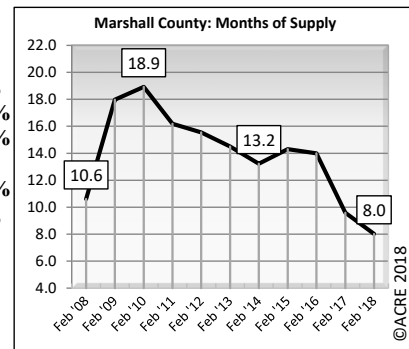
<b>ACRE Commentary</b>	<b>Historical Total Units Listed</b>
"Historical data indicates that February inventory on average (*13-'17) increases 1.8 percent from January. The current month's inventory did not change from the prior month's total of 425 listings.	February 2017 <b>508</b>
	February 2016 <b>560</b>
	February 2015 <b>672</b>
	February 2014 <b>701</b>
	February 2013 <b>696</b>
	<b>5-Year Avg: 627</b>

### 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 8 months of supply, up from 7.7 months of supply last month and down from 9.6 months of supply one year ago.

<b>Current Month</b>	February	2018	<b>8.0</b>	
vs. Prior Month	January	2018	<b>7.7</b>	<b>3.8%</b>
vs. Last Year	February	2017	<b>9.6</b>	<b>-16.3%</b>
vs. 5-Yr Avg	February	13-'17	<b>13.1</b>	<b>-38.9%</b>
<b>I/S Ratio Peak</b>	February	2010	<b>18.9</b>	<b>-57.6%</b>
<b>Trough</b>	February	2018	<b>8.0</b>	<b>0.2%</b>



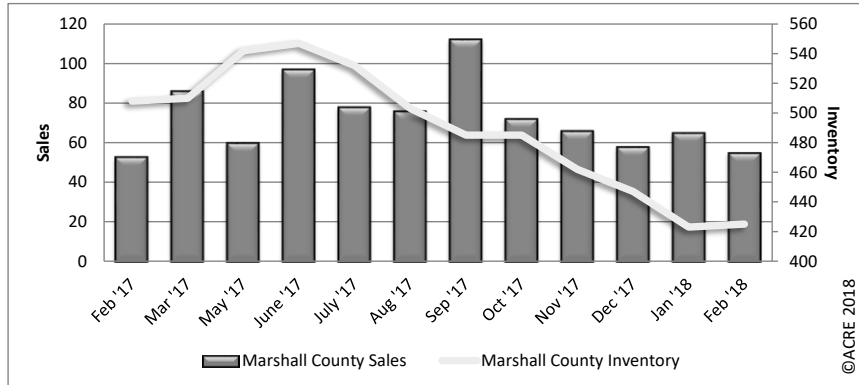
Graph: February 2008- 2018

(By month)

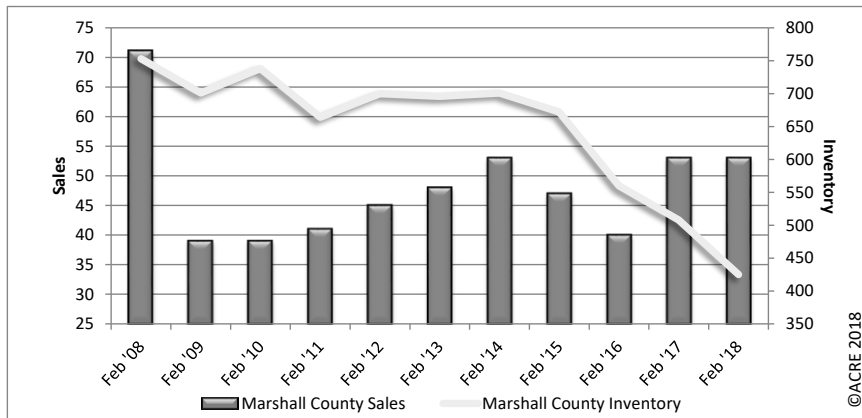
<b>ACRE Commentary</b>	<b>Historical I/S Ratio</b>
"February's 8 months of supply is well below the 5-Year average of 13.1 months of supply. Marshall County's inventory-to-sales ratio is 2 months above equilibrium, indicating a continued transition where buyers typically have elevated bargaining power."	February 2017 <b>9.6</b>
	February 2016 <b>14.0</b>
	February 2015 <b>14.3</b>
	February 2014 <b>13.2</b>
	February 2013 <b>14.5</b>
	<b>5-Year Avg: 13.1</b>
	<b>3- Year Avg: 12.6</b>

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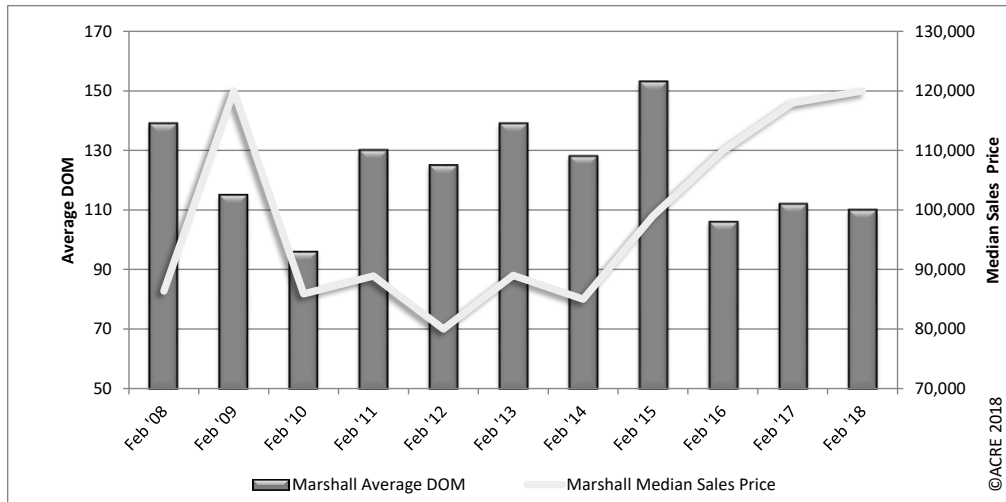
**Marshall County: Residential Sales and Inventory**



**Marshall County: Historical Sales and Inventory**



**Average Days on Market and Median Sales Price**



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