

## Montgomery Residential Report - August 2018

### Monthly Indicators

### Recent Figures

### Trends

#### Total Home Sales

Montgomery sales for August '18 totaled 452 units, representing an increase of 59 transactions when compared to 393 units that were sold in August '17.

#### By Product Type (% of Total Sales)

|              | 2018      | 2017      |
|--------------|-----------|-----------|
| Existing SF: | 397 (88%) | 328 (83%) |
| Condo:       | 1 (1%)    | 1 (1%)    |
| New Const.   | 54 (11%)  | 64 (16%)  |

\*Residential = existing single family,

#### Current Month

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

#### vs. Peak

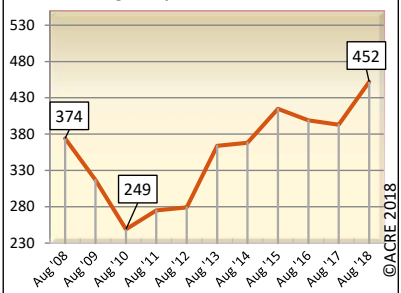
vs. Trough

#### Year to Date

vs. Prior Year

|               |       |       |
|---------------|-------|-------|
| August 2018   | 452   |       |
| July 2018     | 450   | 0.4%  |
| August 2017   | 393   | 15.0% |
| August 13-'17 | 388   | 16.6% |
| August 2018   | 452   | 0.0%  |
| August 2010   | 249   | 81.5% |
| August 2018   | 3,226 |       |
| August 2017   | 3,000 | 7.5%  |

Montgomery: Total Residential Sales



Graph: August 2008 - 2018  
(By month)

#### ACRE Commentary

"Historical data indicates that August sales on average ('13-'17) decrease from July by .5 percent. The current month's sales increased .4 percent from the prior month."

#### Historical Home Sales

|                     |            |
|---------------------|------------|
| August 2017         | 393        |
| August 2016         | 399        |
| August 2015         | 415        |
| August 2014         | 368        |
| August 2013         | 364        |
| <b>5- Year Avg:</b> | <b>388</b> |
| <b>3- Year Avg:</b> | <b>402</b> |

#### Median Sales Price

The median sales price in Montgomery during August 2018 was \$145,700, an 8.9 percent decrease from August 2017's median sales price of \$160,000.

#### By Product Type (Y-O-Y Comparison)

|              | 2018      | 2017      |
|--------------|-----------|-----------|
| Existing SF: | \$130,000 | \$141,500 |
| Condo:       | \$110,000 | \$205,000 |
| New Const:   | \$238,960 | \$249,076 |

#### Current Month

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

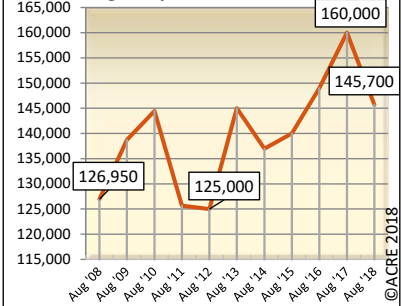
#### Year to Date

vs. Prior Year

Median Peak  
Trough

|               |         |       |
|---------------|---------|-------|
| August 2018   | 145,700 |       |
| July 2018     | 155,500 | -6.3% |
| August 2017   | 160,000 | -8.9% |
| August 13-'17 | 146,200 | -0.3% |
| August 2018   | 149,713 |       |
| August 2013   | 149,477 | 0.2%  |
| August 2017   | 160,000 | -8.9% |
| August 2012   | 125,000 | 16.6% |

Montgomery: Median Sales Price



Graph: August 2008 - 2018  
(By month)

#### ACRE Commentary

"Historical data indicates that August median sales prices on average ('13-'17) decrease 2.1 percent from July. The current median price decreased 6.3 percent from the prior month."

#### Historical Median Selling Price

|                     |                |
|---------------------|----------------|
| August 2017         | 160,000        |
| August 2016         | 149,000        |
| August 2015         | 140,000        |
| August 2014         | 137,000        |
| August 2013         | 145,000        |
| <b>5- Year Avg:</b> | <b>146,200</b> |
| <b>3- Year Avg:</b> | <b>149,667</b> |

**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average sales price in Montgomery during August 2018 was \$168,237, a 4.7 percent decrease from August 2017's average sales price of \$176,496.

**By Product Type (Y-O-Y Comparison)**

|              | 2018      | 2017      |
|--------------|-----------|-----------|
| Existing SF: | \$155,394 | \$160,201 |
| Condo:       | \$110,000 | \$205,000 |
| New Const:   | \$263,733 | \$259,566 |

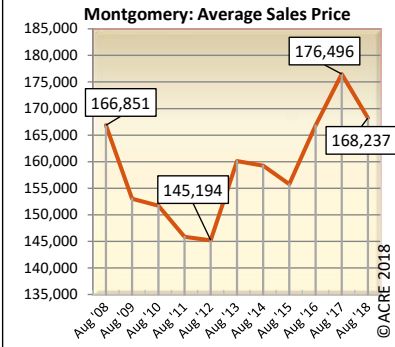
**Current Month**

|                            |         |       |
|----------------------------|---------|-------|
| August 2018                | 168,237 |       |
| vs. Prior Month July 2018  | 168,368 | -0.1% |
| vs. Last Year August 2017  | 176,496 | -4.7% |
| vs. 5-Yr Avg August 13-'17 | 163,689 | 2.8%  |

**Year to Date**

|                            |         |       |
|----------------------------|---------|-------|
| August 2018                | 168,066 |       |
| vs. Prior Year August 2017 | 168,558 | -0.3% |

|              |             |         |       |
|--------------|-------------|---------|-------|
| Average Peak | August 2017 | 176,496 | -4.7% |
| Trough       | August 2012 | 145,194 | 15.9% |



Graph: August 2008 - 2018  
(By month)

**ACRE Commentary**

"Historical data indicates that August average sales prices on average ('13-'17) decrease 1 percent from July. The current month's average price decreased .1 percent from the prior month."

**Historical Average Selling Price**

|             |         |
|-------------|---------|
| August 2017 | 176,496 |
| August 2016 | 166,821 |
| August 2015 | 155,773 |
| August 2014 | 159,254 |
| August 2013 | 160,103 |

|             |         |
|-------------|---------|
| 5-Year Avg: | 163,689 |
| 3-Year Avg: | 166,363 |

**Days on Market (DOM)**

The average number of days on the market in August 2018 was 92, representing a decrease of 14 percent from 107 days on market in August 2017.

**By Product Type (DOM Comparison)**

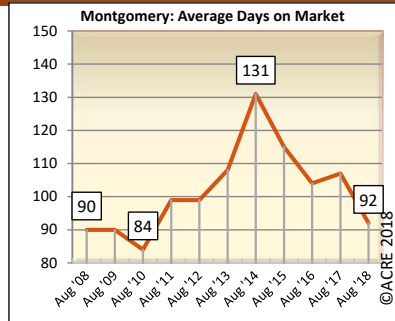
|              | 2018 | 2017 |
|--------------|------|------|
| Existing SF: | 92   | 109  |
| Condo:       | 97   | 111  |
| New Const:   | 97   | 102  |

**Current Month**

|                            |     |        |
|----------------------------|-----|--------|
| August 2018                | 92  |        |
| vs. Prior Month July 2018  | 90  | 2.2%   |
| vs. Last Year August 2017  | 107 | -14.0% |
| vs. 5-Yr Avg August 13-'17 | 113 | -18.6% |

**Year to Date**

|                            |     |       |
|----------------------------|-----|-------|
| August 2018                | 104 |       |
| vs. Prior Year August 2017 | 110 | -5.6% |



Graph: August 2008 - 2018  
(By month)

**ACRE Commentary**

"The 5-year DOM average ('13-'17) for the month of August is 113 days, which is 21 days above the current results. DOM is anticipated to remain within the current range (65 - 115 days) for the foreseeable future."

**Historical Average DOM**

|             |     |
|-------------|-----|
| August 2017 | 107 |
| August 2016 | 104 |
| August 2015 | 115 |
| August 2014 | 131 |
| August 2013 | 108 |

|             |     |
|-------------|-----|
| 5-Year Avg: | 113 |
|-------------|-----|

### Monthly Indicators

### Recent Figures

### Trends

#### Total Homes Listed for Sale

Montgomery residential units listed for sale in August 2018 decreased by **213 units** when compared to the same period last year.

#### Current Month

vs. Prior Month

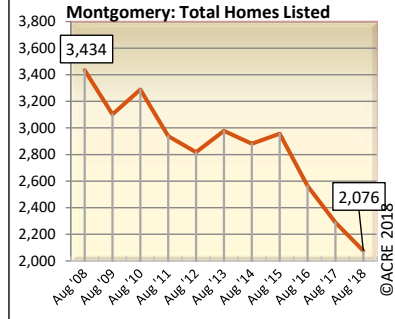
vs. Last Year

vs. 5-Yr Avg

|                            |       |        |
|----------------------------|-------|--------|
| August 2018                | 2,076 |        |
| July 2018                  | 2,120 | -2.1%  |
| August 2017                | 2,289 | -9.3%  |
| August 13-'17              | 2,734 | -24.1% |
| Inventory Peak August 2008 | 3,546 | -41.5% |
| Trough August 2018         | 2,120 | -2.1%  |

#### By Product Type (Inv, Comparison)

|              | 2018  | 2017  | Condo: |
|--------------|-------|-------|--------|
| Existing SF: | 1,903 | 2,073 |        |
| 13           | 13    |       |        |
| New Const.:  | 160   | 203   |        |



Graph: August 2008 - 2018

(By month)

#### ACRE Commentary

"Historical data indicates that August inventory on average ('13-'17) decreases 1.3 percent from July. The current month's inventory decreased 2.1 percent from last month's total of 2,120 homes."

#### Historical Total Homes Listed

|             |       |
|-------------|-------|
| August 2017 | 2,289 |
| August 2016 | 2,564 |
| August 2015 | 2,956 |
| August 2014 | 2,882 |
| August 2013 | 2,978 |
| 3-Year Avg: | 2,603 |
| 5-Year Avg: | 2,734 |

#### 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).

Montgomery currently has 4.6 months of supply, down from 4.7 during July 2018 and down from 5.8 in August

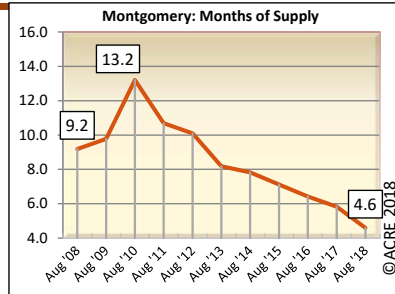
#### Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

|                            |      |        |
|----------------------------|------|--------|
| August 2018                | 4.6  |        |
| July 2018                  | 4.7  | -2.5%  |
| August 2017                | 5.8  | -21.1% |
| August 13-'17              | 7.1  | -35.1% |
| I/S Ratio Peak August 2010 | 13.2 | -65.2% |
| Trough August 2018         | 4.6  | -0.2%  |



Graph: August 2008 - 2018

(By month)

#### ACRE Commentary

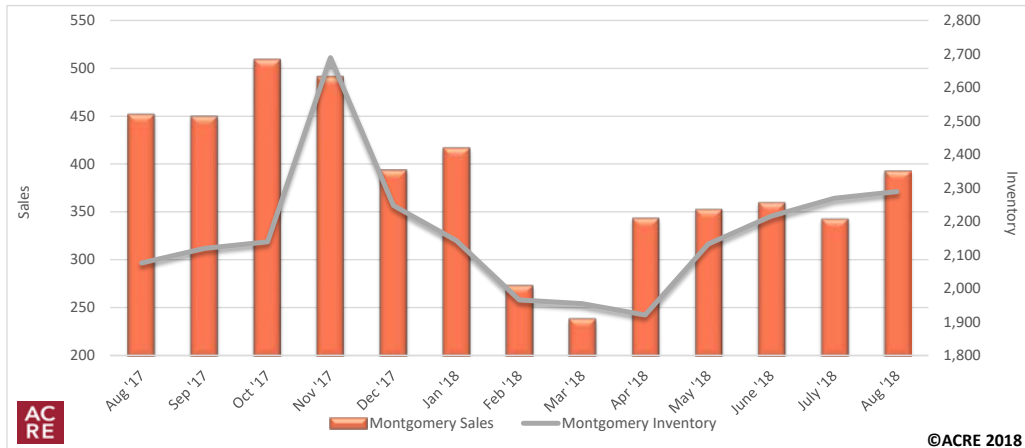
"August's 4.6 months of supply is 35.1 percent below the 5-year average of 7.1 months of supply. Montgomery's inventory-to-sales ratio is 1.4 months below equilibrium, indicating a continued transition where sellers typically have elevated bargaining power."

#### Historical I/S Ratio

|             |     |
|-------------|-----|
| August 2017 | 5.8 |
| August 2016 | 6.4 |
| August 2015 | 7.1 |
| August 2014 | 7.8 |
| August 2013 | 8.2 |
| 5-Year Avg: | 7.1 |
| 3-Year Avg: | 6.5 |

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Monthly Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on the Market and Median Sales Price



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