

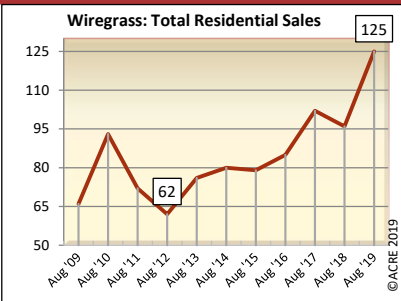
Wiregrass Residential Report – August 2019

Monthly Indicators

Recent Figures

Trends

Total Residential Sales Wiregrass residential sales for the current month totaled 125 units, representing a increase of 30.2% when compared to 96 units that were sold one year ago.	Current Month	August	2019	125	
	vs. Prior Month	July	2019	103	21.4%
	vs. Last Year	August	2018	96	30.2%
	vs. 5-Yr Avg	August	14-'18	88	41.4%
	vs. Peak	August	2019	125	0.0%
	vs. Trough	August	2012	62	48.4%
	Year to Date	August	2019	805	3.6%
	vs. Prior Year	August	2018	777	

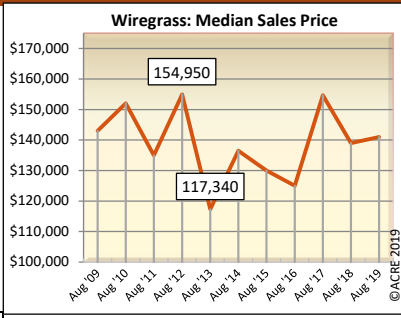


ACRE Commentary
"Historical data indicates that the current month's sales on average ('14-'18) increases from the prior month by 0.4%. The current month's sales increased 21.4% from the prior month."

Historical Home Sales				
August	2018			96
August	2017			102
August	2016			85
August	2015			79
August	2014			80
5- Year Avg:				88
3- Year Avg:				94

Graph: August 2009 - 2019 (By month)

Median Sales Price The median sales price in Wiregrass for the current month was \$141,000, a 1.4% increase from \$139,000, the median sales price one year ago.	Current Month	August	2019	141,000	
	vs. Prior Month	July	2019	149,000	-5.4%
	vs. Last Year	August	2018	139,000	1.4%
	vs. 5-Yr Avg	August	14-'18	137,030	2.9%
	Year to Date	August	2019	139,281	
	vs. Prior Year	August	2018	133,313	4.5%
	Median Peak	August	2012	154,950	-9.0%
	Trough	August	2013	117,340	20.2%



ACRE Commentary
"Historical data indicates that median sales prices for the current month on average ('14-'18) decreases by 5.6% from the prior month. The current median price decreased by 5.4% from the prior month."

Historical Median Selling Price				
August	2018			139,000
August	2017			154,650
August	2016			125,000
August	2015			130,000
August	2014			136,500
5- Year Avg:				137,030
3- Year Avg:				139,550

Graph: August 2009 - 2019 (By month)

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Average Sales Prices

The average sales price in the Wiregrass for the current month was \$158,077, a 2.1% increase from \$154,823, the average sales price one year ago.

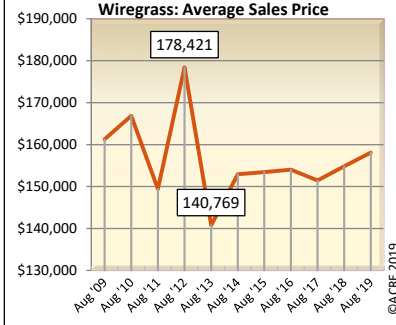
Current Month

August 2019	158,077	
vs. Prior Month	July 2019	170,081 -7.1%
vs. Last Year	August 2018	154,823 2.1%
vs. 5-Yr Avg	August 14-'18	150,787 4.8%

Year to Date

August 2019	156,559	
vs. Prior Year	August 2018	150,172 4.3%

Average Peak	August 2012	178,421 -11.4%
Trough	August 2013	140,769 12.3%



Graph: August 2009 - 2019
(By month)

ACRE Commentary

"Historical data ('14-'18) indicates that for the current month average sales prices decrease 2.0% from the prior month. The average price for the current month decreased by 7.1% from the prior month."

Historical Average Selling Price

August 2018	154,823
August 2017	151,469
August 2016	154,015
August 2015	153,409
August 2014	152,938
5-Year Avg:	153,331
3-Year Avg:	153,436

Days on Market (DOM)

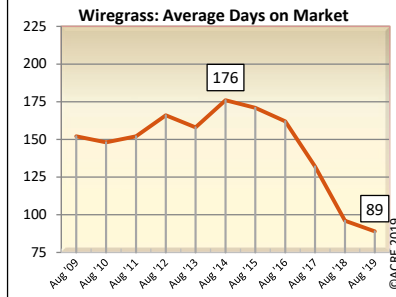
The average number of days on the market for the current month was 89, representing a decrease of 7.3% from 96 days on market in one year ago.

Current Month

August 2019	89	
vs. Prior Month	July 2019	92 -3.3%
vs. Last Year	August 2018	96 -7.3%
vs. 5-Yr Avg	August 14-'18	147 -39.6%

Year to Date

August 2019	116	38.8%
vs. Prior Year	August 2014	161



Graph: August 2009 - 2019
(By month)

ACRE Commentary

"The 5-year DOM average ('14-'18) for the current month is 147 days, which is 58 days above the current month. DOM is anticipated to remain within the current range (75-125 days) for the foreseeable future."

Historical Average DOM

August 2018	96
August 2017	132
August 2016	162
August 2015	171
August 2014	176
5-Year Avg:	147

Monthly Indicators

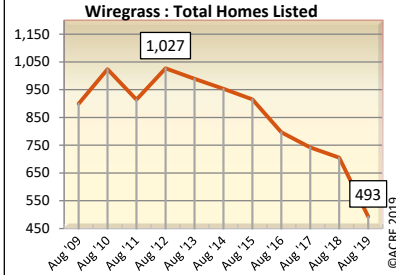
Recent Figures

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Total Homes Listed for Sale

Wiregrass residential units available for sale this month decreased by **312 units** when compared to the same period last year.

Current Month	August 2019	493	
vs. Prior Month	July 2019	498	-1.0%
vs. Last Year	August 2018	705	-30.1%
vs. 5-Yr Avg	August 14-'18	822	-40.1%
Inventory Peak	August 2012	1,027	-52.0%
Trough	August 2019	493	0.0%



Graph: August 2009 - 2019

(By month)

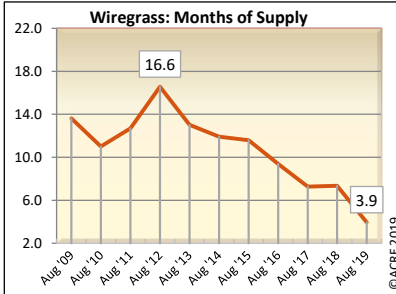
ACRE Commentary	Historical Total Homes Listed
"Historical data indicates that on average ('14-'18) the inventory for the current month increases 2.6% from the prior month. Inventory for the current month decreased 1.0% from the prior month."	August 2018 705
	August 2017 742
	August 2016 797
	August 2015 915
	August 2014 953
	5-Year Avg: 822

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).

Wiregrass currently has 3.9 months of supply, down from 4.8 months last month and down from 7.3 months one year ago.

Current Month	August 2019	3.9	
vs. Prior Month	July 2019	4.8	-18.4%
vs. Last Year	August 2018	7.3	-46.3%
vs. 5-Yr Avg	August 14-'18	9.5	-58.5%
I/S Ratio Peak	August 2012	16.6	-76.2%
Trough	August 2019	3.9	1%



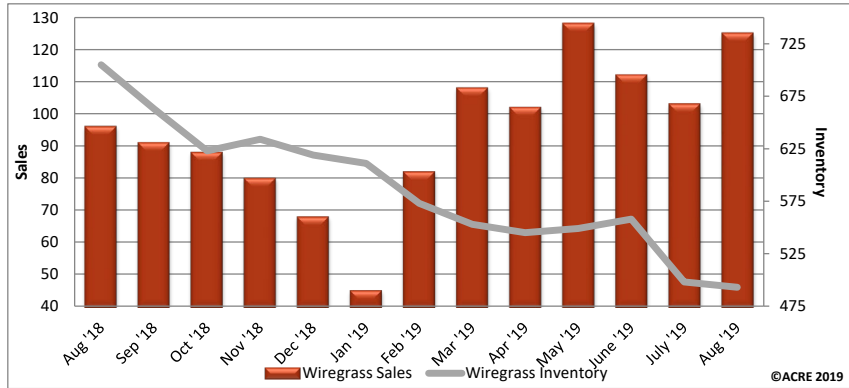
Graph: August 2009 - 2019

(By month)

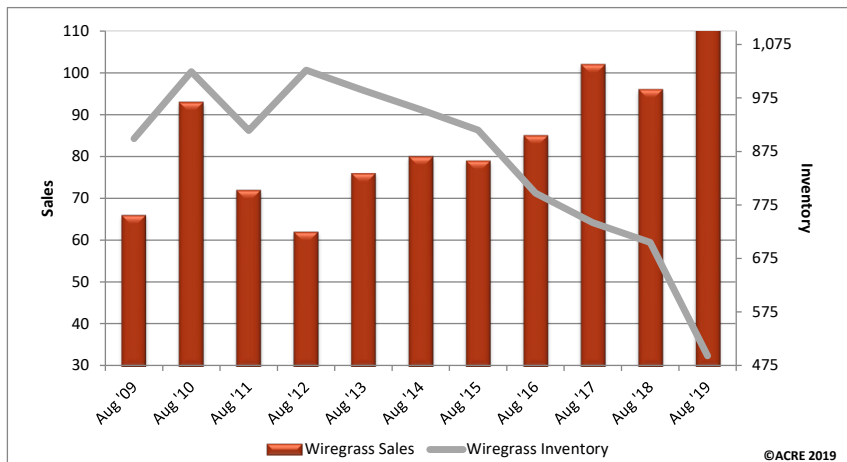
ACRE Commentary	Historical I/S Ratio
"The current month's 3.9 months of supply is 58.5% below the 5-Year Average of 9.5 months. The Wiregrass's inventory-to-sales ratio is 2.1 months below equilibrium, indicating a continued transition where sellers typically have elevated bargaining power."	August 2018 7.3
	August 2017 7.3
	August 2016 9.4
	August 2015 11.6
	August 2014 11.9
	5-Year Avg: 9.5
3-Year Avg: 8.0	

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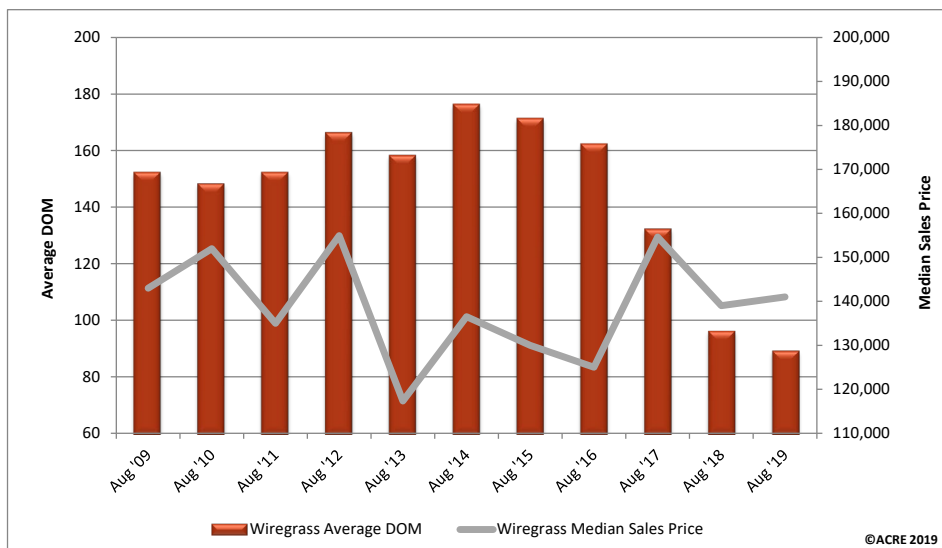
Home Sales for Last 12 Months



Historical Home Sales in August of Each Year



Average Days on Market and Median Sales Price



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