

## Tuscaloosa Residential Q3 Report - 2018

### Quarterly Indicators

### Recent Figures

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#### Total Residential Sales

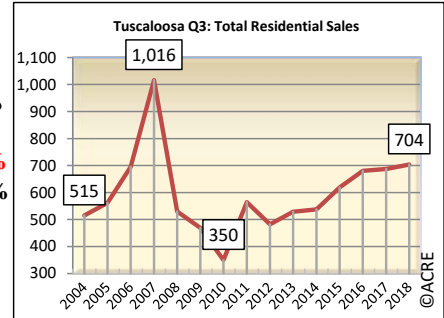
Tuscaloosa residential sales for the third quarter of 2018 totaled 704 units, representing an increase of 17 transactions when compared to 687 units that were sold in the third quarter of 2017.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Q3	2018	<b>704</b>	
Q3	2017	<b>687</b>	<b>2.5%</b>
Q3	13-'17	<b>611</b>	<b>15.3%</b>
Q3	2007	<b>1,016</b>	<b>-30.7%</b>
Q3	2010	<b>350</b>	<b>101.1%</b>



Graph: Q3: 2004 - 2018  
(By quarter)

#### ACRE Commentary

"Compared to historical data, third quarter sales are 6.3 percent above the 3-year quarterly average and 15.3 percent above the 5-year quarterly average."

#### Historical Home Sales

Q3	2017	<b>687</b>
Q3	2016	<b>680</b>
Q3	2015	<b>619</b>
Q3	2014	<b>538</b>
Q3	2013	<b>529</b>
<b>5- Year Avg:</b>		<b>611</b>
<b>3- Year Avg:</b>		<b>662</b>

#### Median Sales Price

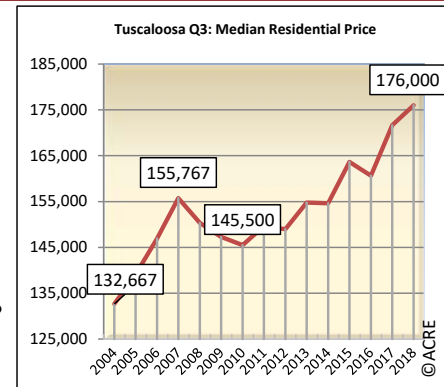
The median sales price in Tuscaloosa for the third quarter of 2018 was \$176,000, a 2.5 percent increase from the third quarter of 2017's median sales price of \$171,649.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Median Peak  
Trough

Q3	2018	<b>176,000</b>	
Q3	2017	<b>171,649</b>	<b>2.5%</b>
Q3	13-'17	<b>161,073</b>	<b>9.3%</b>



Graph: Q3: 2004 - 2018  
(By quarter)

#### ACRE Commentary

"Compared to historical data to the right, the third quarter median sales price is 6.5 percent above the 3-year quarterly average and 9.3 percent above the 5-year quarterly average."

#### Historical Median Selling Price

Q3	2017	<b>171,649</b>
Q3	2016	<b>160,650</b>
Q3	2015	<b>163,667</b>
Q3	2014	<b>154,600</b>
Q3	2013	<b>154,800</b>
<b>5- Year Avg:</b>		<b>161,073</b>
<b>3- Year Avg:</b>		<b>165,322</b>



**Quarterly Indicators**

**Recent Figures**

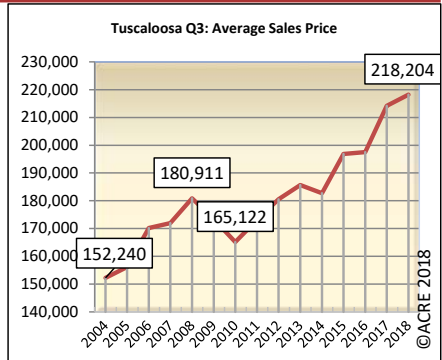
**Trends**

**Average Sales Prices**

The average sales price in Tuscaloosa for the third quarter of 2018 was \$218,204, a 1.9 percent increase from the third quarter of 2017's average sales price of \$214,202.

<b>Current Quarter</b>	Q3	2018	<b>218,204</b>	
vs. Last Year	Q3	2017	<b>214,202</b>	<b>1.9%</b>
vs. 5-Yr Avg	Q3	13-'17	<b>195,380</b>	<b>11.7%</b>

<b>Average Peak</b>	Q3	2018	<b>226,191</b>	<b>-3.5%</b>
<b>Trough</b>	Q3	2004	<b>144,574</b>	<b>50.9%</b>



Graph: Q3: 2004 - 2018  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the third quarter average price is 7.6 percent above the 3-year quarterly average and 11.7 percent above the 5-year quarterly average."

**Historical Average Selling Price**

Q3	2017	<b>214,202</b>
Q3	2016	<b>197,512</b>
Q3	2015	<b>196,866</b>
Q3	2014	<b>182,688</b>
Q3	2013	<b>185,630</b>

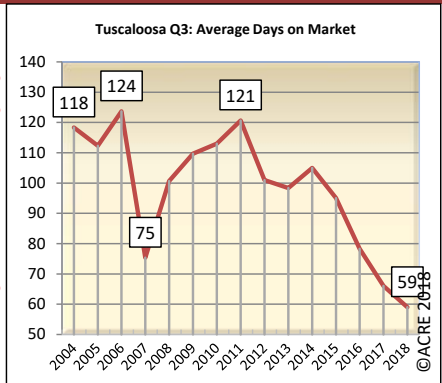
<b>5-Year Avg:</b>	<b>195,380</b>
<b>3-Year Avg:</b>	<b>202,860</b>

**Days on Market (DOM)**

The average number of days on the market in the third quarter of 2018 was 59, representing a decrease of 7 days from one year ago.

<b>Current Quarter</b>	Q3	2018	<b>59</b>	
vs. Last Year	Q3	2017	<b>66</b>	<b>-10.6%</b>
vs. 5-Yr Avg	Q3	13-'17	<b>89</b>	<b>-33.4%</b>

<b>DOM Peak</b>	Q3	2006	<b>124</b>	<b>-52.4%</b>
<b>Trough</b>	Q3	2018	<b>59</b>	<b>0.0%</b>



Graph: Q3: 2004 - 2018  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('13-'17) for the second quarter is 89 days, 30 days higher than current results. Compared to historical data to the right, the first quarter average DOM is 33.4 percent below the 5-year quarterly average, and 26.3 percent below the 3-year quarterly average."

**Historical Average DOM**

Q3	2017	<b>66</b>
Q3	2016	<b>78</b>
Q3	2015	<b>95</b>
Q3	2014	<b>105</b>
Q3	2013	<b>98</b>

<b>5-Year Avg:</b>	<b>89</b>
<b>3-Year Avg:</b>	<b>80</b>



**Quarterly Indicators**

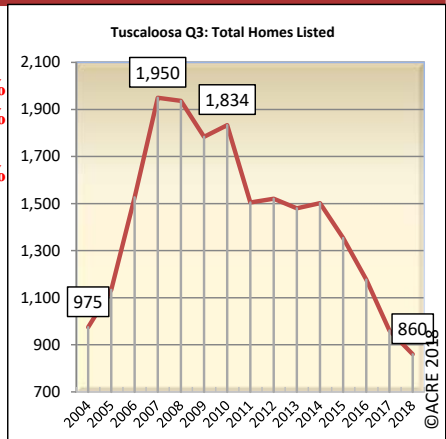
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Tuscaloosa residential units available for sale in the third quarter of 2018 decreased by **101 units**, when compared to the same period last year.

<b>Current Quarter</b>	Q3	2018	<b>860</b>	
vs. Last Year	Q3	2017	<b>961</b>	<b>-10.5%</b>
vs. 5-Yr Avg	Q3	13-'17	<b>1,295</b>	<b>-33.6%</b>
<b>Inventory Peak</b>	Q3	2007	<b>1,950</b>	<b>-55.9%</b>
<b>Trough</b>	Q3	2018	<b>860</b>	<b>0.0%</b>



**Graph: Q3: 2004 - 2018**  
(By quarter)

**ACRE Commentary**

"The 5-year inventory average ('13-'17) for the third quarter is 1,295 units, 435 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 33.6 percent below the 5-year quarterly average, and 26.1 percent below the 3-year quarterly average."

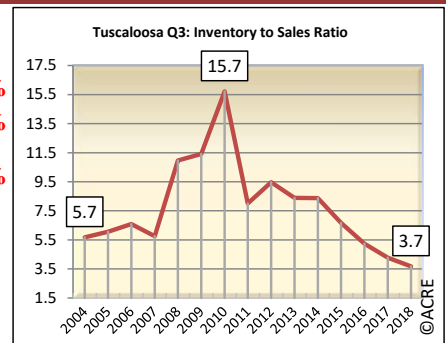
**Historical Total Homes Listed**

Q3	2017	<b>961</b>
Q3	2016	<b>1,178</b>
Q3	2015	<b>1,354</b>
Q3	2014	<b>1,502</b>
Q3	2013	<b>1,480</b>
<b>5-Year Avg:</b>		<b>1,295</b>
<b>3-Year Avg:</b>		<b>1,164</b>

**Inventory-to-Sales Ratio**

Definition: The quarterly average of inventory for sale divided by the current quarterly sales average equals the # of months of supply (Market considered to be in balance at approximately 6 months).

<b>Current Quarter</b>	Q3	2018	<b>3.7</b>	
vs. Last Year	Q3	2017	<b>4.3</b>	<b>-13.8%</b>
vs. 5-Yr Avg	Q3	13-'17	<b>6.6</b>	<b>-44.2%</b>
<b>I/S Ratio Peak</b>	Q3	2010	<b>15.7</b>	<b>-76.6%</b>
<b>Trough</b>	Q3	2018	<b>3.7</b>	<b>-0.7%</b>



**Graph: Q3: 2004 - 2018**  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the third quarter average months of supply is 31.5 percent below the 3-year quarterly average and 44.2 percent below the 5-year quarterly average."

**Historical I/S Ratio**

Q3	2017	<b>4.3</b>
Q3	2016	<b>5.2</b>
Q3	2015	<b>6.7</b>
Q3	2014	<b>8.4</b>
Q3	2013	<b>8.4</b>
<b>5-Year Avg:</b>		<b>6.6</b>
<b>3-Year Avg:</b>		<b>5.4</b>

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