

Baldwin County Residential 2nd Quarter Report - 2019

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

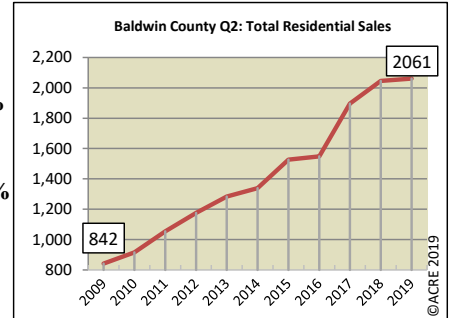
Baldwin County residential sales for the second quarter of 2019 totaled 2,061 units, representing an increase of 16 transactions when compared to 2,045 units that were sold in the second quarter of 2018.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Q2	2019	2,061	
Q2	2018	2,045	0.8%
Q2	14-'18	1,671	23.3%
Q2	2019	2,061	0.0%
Q2	2009	842	144.8%



Graph: Q2: 2009-2019
(By quarter)

ACRE Commentary

"Compared to historical data, second quarter sales are 12.6 percent above the 3-year quarterly average and 23.3 percent above the 5-year quarterly average."

Historical Home Sales

Q2	2018	2,045
Q2	2017	1,897
Q2	2016	1,548
Q2	2015	1,527
Q2	2014	1,339

5- Year Avg:	1,671
3- Year Avg:	1,830

Median Sales Price

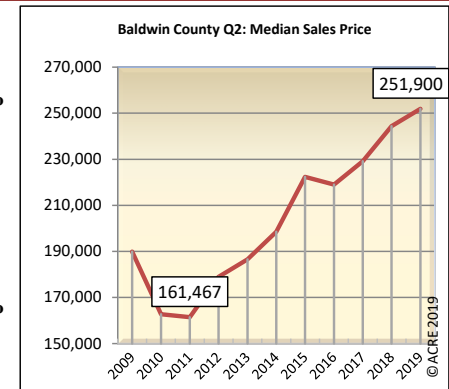
The median sales price in Baldwin County for the second quarter of 2019 was \$251,900, representing a 3.1 percent increase from the second quarter of 2018's median selling price of \$244,383.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Median Peak
Trough

Q2	2019	251,900	
Q2	2018	244,383	3.1%
Q2	14-'18	222,693	13.1%
Q2	2019	251,900	0.0%
Q2	2011	161,467	56.0%



Graph: Q2: 2009-2019
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 9.1 percent above the 3-year quarterly average and 13.1 percent above the 5-year quarterly average."

Historical Median Selling Price

Q2	2018	244,383
Q2	2017	229,148
Q2	2016	219,067
Q2	2015	222,317
Q2	2014	198,550

5- Year Avg:	222,693
3- Year Avg:	230,866



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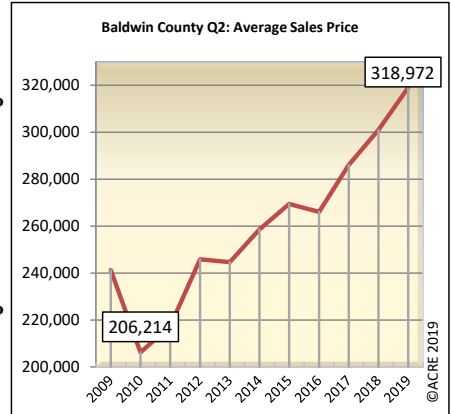
Trends

Average Sales Prices

The average selling price in Baldwin County for the second quarter of 2019 was \$318,972, a 6.0 percent increase from the second quarter of 2018's average sales price of \$301,006.

Current Quarter	Q2	2019	318,972	
vs. Last Year	Q2	2018	301,006	6.0%
vs. 5-Yr Avg	Q2	14-'18	276,203	15.5%

Average Peak	Q2	2019	318,972	0.0%
Trough	Q2	2011	206,214	54.7%



Graph: Q2: 2009-2019
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the second quarter average price is 12.2 percent above the 3-year quarterly average and 15.5 percent above the 5-year quarterly average."

Historical Average Selling Price

Q2	2018	301,006
Q2	2017	286,018
Q2	2016	266,010
Q2	2015	269,407
Q2	2014	258,575

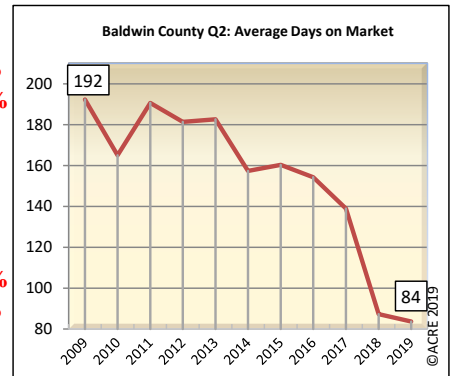
5-Year Avg:	276,203
3-Year Avg:	284,345

Days on Market (DOM)

The average number of days on the market in the second quarter of 2019 was 84 days, representing a decrease of 4.2 percent from 87 days on market in the second quarter of 2018.

Current Quarter	Q2	2019	84	
vs. Last Year	Q2	2018	87	-4.2%
vs. 5-Yr Avg	Q2	14-'18	140	-40.1%

DOM Peak	Q2	2009	192	-56.4%
Trough	Q2	2019	84	-0.4%



Graph: Q2: 2009-2019
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the second quarter is 140 days, 56 days higher than current results. Compared to historical data to the right, the second quarter DOM average is 40.1 percent below the 5-year quarterly average, and 33.9 percent below the 3-year quarterly average."

Historical Average DOM

Q2	2018	87
Q2	2017	139
Q2	2016	154
Q2	2015	160
Q2	2014	157

5-Year Avg:	140
3-Year Avg:	127

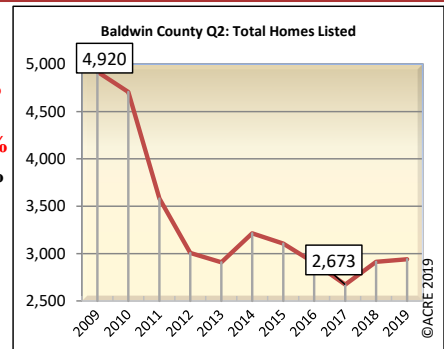


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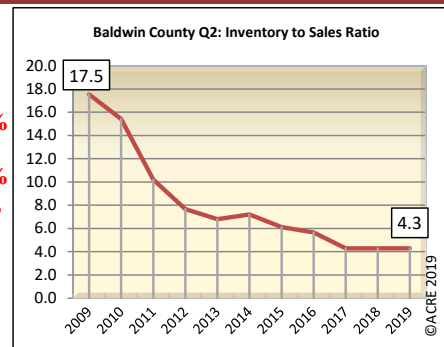
Total Homes Listed for Sale	Current Quarter	Q2	2019	2,940	
Baldwin County residential units available for sale in the second quarter of 2019 increased by 27 units when compared to the same period last year.	vs. Last Year	Q2	2018	2,913	0.9%
	vs. 5-Yr Avg	Q2	14-'18	2,962	-0.7%
	Inventory Peak	Q2	2009	4,929	-40.3%
	Trough	Q2	2017	2,603	13.0%



ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('13-'17) for the second quarter is 2,962 listings, 22 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 0.7 percent below the 5-year quarterly average, and 3.9 percent above the 3-year quarterly average."	Q2 2018 2,913
	Q2 2017 2,673
	Q2 2016 2,902
	Q2 2015 3,106
	Q2 2014 3,214
	5-Year Avg: 2,962
	3-Year Avg: 2,829

Graph: Q2: 2009-2019
(By quarter)

Inventory-to-Sales Ratio	Current Quarter	Q2	2019	4.3	
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).	vs. Last Year	Q2	2018	4.3	0.0%
	vs. 5-Yr Avg	Q2	14-'18	5.5	-22.2%
	I/S Ratio Peak	Q2	2009	17.5	-75.5%
	Trough	Q2	2017	4.3	-0.3%



ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the second quarter months of supply average is 8.4 percent below the 3-year quarterly average and 22.2 percent below the 5-year quarterly average."	Q2 2018 4.3
	Q2 2017 4.3
	Q2 2016 5.7
	Q2 2015 6.1
	Q2 2014 7.2
	5-Year Avg: 5.5
	3- Year Avg: 4.7

Graph: Q2: 2009-2019
(By quarter)

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