

Calhoun County Residential 2nd Quarter Report - 2018

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

Calhoun County residential sales for the second quarter of 2018 totaled 507 units, representing an increase of 41 transactions when compared to 466 units that were sold in the second quarter of 2017.

Current Quarter

vs. Last Year

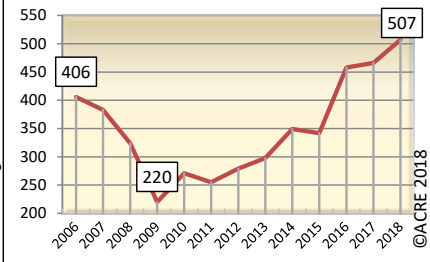
vs. 5-Yr Avg

vs. Peak

vs. Trough

Q2	2018	507	
Q2	2017	466	8.8%
Q2	13-'17	383	32.5%
Q2	2018	507	0.0%
Q2	2009	220	130.5%

Calhoun County Q2: Total Residential Sales



Graph: Q2: 2006 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data, second quarter sales are 20.1 percent above the 3-year quarterly average and 32.5 percent above the 5-year quarterly average."

Historical Home Sales

Q2	2017	466
Q2	2016	458
Q2	2015	342
Q2	2014	349
Q2	2013	298

5- Year Avg: 383

3- Year Avg: 422

Median Sales Price

The median sales price in Calhoun County for the second quarter of 2018 was \$130,600, remaining almost constant with the second quarter of 2017's median selling price of \$130,650.

Current Quarter

vs. Last Year

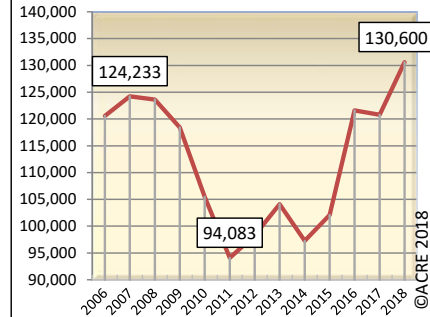
vs. 5-Yr Avg

Median Peak

Trough

Q2	2018	130,600	
Q2	2017	120,783	8.1%
Q2	13-'17	109,173	19.6%
Q2	2017	130,650	0.0%
Q2	2011	94,083	38.8%

Calhoun County Q2: Median Sales Price



Graph: Q2: 2006 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 10.6 percent above the 3-year quarterly average and 17.5 percent above the 5-year quarterly average."

Historical Median Selling Price

Q2	2017	120,783
Q2	2016	121,583
Q2	2015	102,100
Q2	2014	97,283
Q2	2013	104,113

5- Year Avg: 109,173

3- Year Avg: 114,822



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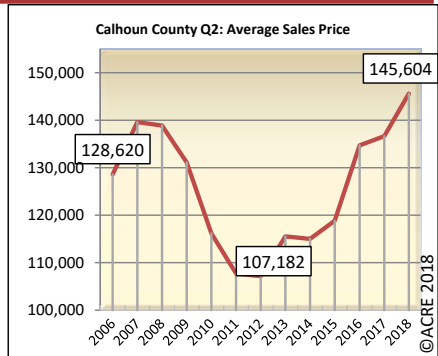
Average Sales Prices

The average sales price in Calhoun County for the second quarter of 2017 was \$145,604, a 6.6 percent increase from the second quarter of 2017's average sales price of \$136,630.

Current Quarter

Q2 2018	145,604	
vs. Last Year	Q2 2017	136,630 6.6%
vs. 5-Yr Avg	Q2 13-'17	124,152 17.3%

Average Peak	Q2 2018	145,604 0.0%
Trough	Q2 2012	107,182 35.8%



Graph: Q2: 2006 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the second quarter average sales price is 12 percent above the 3-year quarterly average and 17.3 percent above the 5-year quarterly average."

Historical Average Selling Price

Q2 2017	136,630
Q2 2016	134,715
Q2 2015	118,838
Q2 2014	115,034
Q2 2013	115,541

5-Year Avg:	124,152
3-Year Avg:	130,061

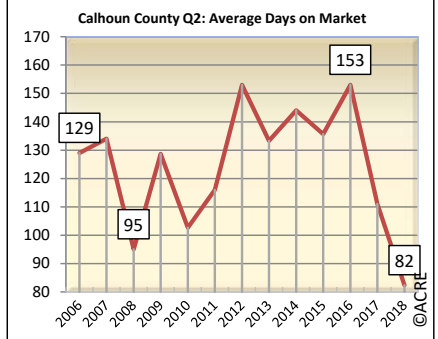
Days on Market (DOM)

The average number of days on the market in the second quarter of 2018 was 82, representing a decrease of 25.8 percent from 111 days on market in the second quarter of 2017.

Current Quarter

Q2 2018	82	
vs. Last Year	Q2 2017	111 -25.8%
vs. 5-Yr Avg	Q2 13-'17	135 -39.2%

DOM Peak	Q2 2016	153 -46.2%
Trough	Q2 2018	82 0.4%



Graph: Q2: 2006 - 2018
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the second quarter is 135 days, 53 days higher than the current results. Compared to historical data to the right, the second quarter DOM average is 39.2 percent below the 5-year quarterly average, and 38.3 percent below the 3-year quarterly average."

Historical Average DOM

Q2 2017	111
Q2 2016	153
Q2 2015	136
Q2 2014	144
Q2 2013	133

5-Year Avg:	135
3-Year Avg:	133



Quarterly Indicators

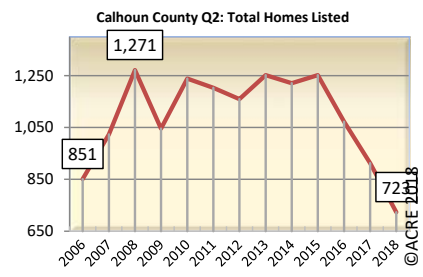
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Total Homes Listed for Sale

Calhoun County residential units available for sale in the second quarter of 2018 decreased by **190 units** when compared to the same period last year.

Quarter	Q2	2018	723	
vs. Last Year	Q2	2017	913	-20.7%
vs. 5-Yr Avg	Q2	13-'17	1,142	-36.6%
Inventory Peak	Q2	2008	1,271	-43.1%
Trough	Q2	2018	723	0.0%



Graph: Q2: 2006 - 2018

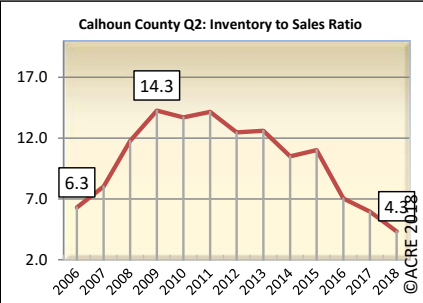
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>
"The 5-year inventory average ('13-'17) for the second quarter is 1,142 units, 419 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 36.6 percent below the 5-year quarterly average, and 33 percent below the 3-year quarterly average."	Q2 2017 913
	Q2 2016 1,072
	Q2 2015 1,252
	Q2 2014 1,221
	Q2 2013 1,252
	5-Year Avg: 1,142
	3-Year Avg: 1,079

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).

Quarter	Q2	2018	4.3	
vs. Last Year	Q2	2017	6.0	-27.3%
vs. 5-Yr Avg	Q2	13-'17	9.4	-54.1%
I/S Ratio Peak	Q2	2009	14.3	-69.7%
Trough	Q2	2018	4.3	0.6%



Graph: Q2: 2006 - 2018

(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>
"Compared to historical data to the right, the second quarter months of supply is 46.3 percent below the 3-year quarterly average and 54.1 percent below the 5-year quarterly average."	Q2 2017 6.0
	Q2 2016 7.0
	Q2 2015 11.0
	Q2 2014 10.5
	Q2 2013 12.6
	5-Year Avg: 9.4
	3- Year Avg: 8.0

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