

**Calhoun County Residential 3rd Quarter Report - 2018**

**Quarterly Indicators**

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**Total Residential Sales**

Calhoun County residential sales for the third quarter of 2018 totaled 448 units, representing an increase of 5 transactions when compared to 443 units that were sold in the third quarter of 2017.

**Current Quarter**

vs. Last Year

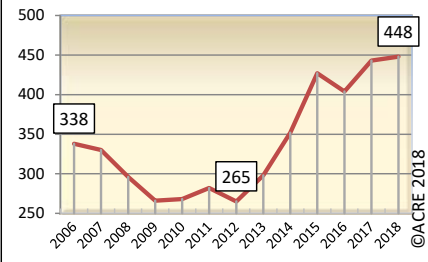
vs. 5-Yr Avg

vs. Peak

vs. Trough

Q3	2018	<b>448</b>	
Q3	2017	<b>443</b>	<b>1.1%</b>
Q3	13-'17	<b>385</b>	<b>16.4%</b>
Q3	2018	<b>448</b>	<b>0.0%</b>
Q3	2012	<b>265</b>	<b>69.1%</b>

Calhoun County Q3: Total Residential Sales



Graph: Q3: 2006 - 2018  
(By quarter)

**ACRE Commentary**

"Compared to historical data, third quarter sales are 5.4 percent above the 3-year quarterly average and 16.4 percent above the 5-year quarterly average."

**Historical Home Sales**

Q3	2017	<b>443</b>
Q3	2016	<b>404</b>
Q3	2015	<b>427</b>
Q3	2014	<b>352</b>
Q3	2013	<b>298</b>

**5- Year Avg: 385**

**3- Year Avg: 425**

**Median Sales Price**

The median sales price in Calhoun County for the third quarter of 2018 was \$136,267, an increase of 10.4 percent from the third quarter of 2017's median sales price of \$123,463.

**Current Quarter**

vs. Last Year

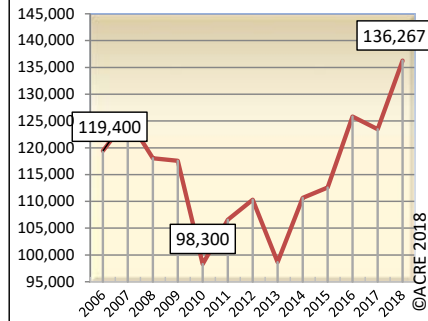
vs. 5-Yr Avg

Median Peak

Trough

Q3	2018	<b>136,267</b>	
Q3	2017	<b>123,463</b>	<b>10.4%</b>
Q3	13-'17	<b>114,236</b>	<b>19.3%</b>
Q3	2018	<b>136,267</b>	<b>0.0%</b>
Q3	2010	<b>98,300</b>	<b>38.6%</b>

Calhoun County Q3: Median Sales Price



Graph: Q3: 2006 - 2018  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the third quarter median price is 13 percent above the 3-year quarterly average and 19.3 percent above the 5-year quarterly average."

**Historical Median Selling Price**

Q3	2017	<b>123,463</b>
Q3	2016	<b>125,817</b>
Q3	2015	<b>112,600</b>
Q3	2014	<b>110,650</b>
Q3	2013	<b>98,650</b>

**5- Year Avg: 114,236**

**3- Year Avg: 120,627**



**Quarterly Indicators**

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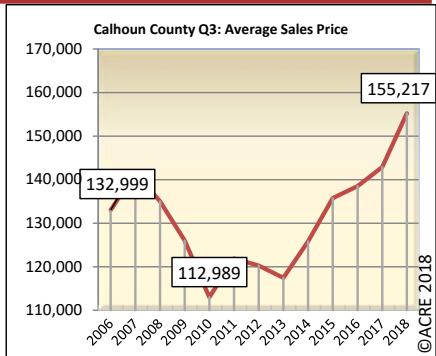
**Average Sales Prices**

The average sales price in Calhoun County for the third quarter of 2018 was \$155,217, a 8.6 percent increase from the third quarter of 2017's average sales price of \$142,909.

**Current Quarter**

Q3 2018	155,217	
vs. Last Year	Q3 2017	142,909 8.6%
vs. 5-Yr Avg	Q3 13-'17	132,072 17.5%

<b>Average Peak</b>	Q3 2018	155,217	0.0%
<b>Trough</b>	Q3 2010	112,989	37.4%



Graph: Q3: 2006 - 2018  
(By quarter)

**ACRE Commentary**

"Compared to historical data to the right, the third quarter average sales price is 11.6 percent above the 3-year quarterly average and 17.5 percent above the 5-year quarterly average."

**Historical Average Selling Price**

Q3 2017	142,909
Q3 2016	138,481
Q3 2015	135,721
Q3 2014	125,815
Q3 2013	117,432

<b>5-Year Avg:</b>	132,072
<b>3-Year Avg:</b>	139,037

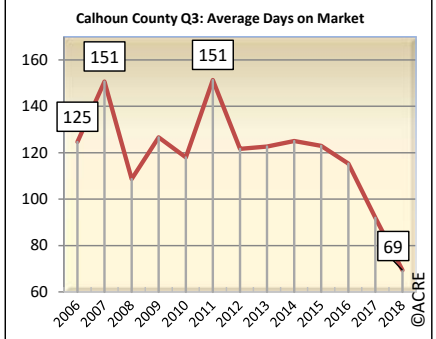
**Days on Market (DOM)**

The average number of days on the market in the third quarter of 2018 was 69, representing a decrease of 24.6 percent from 92 days on market in the third quarter of 2017.

**Current Quarter**

Q3 2018	69	
vs. Last Year	Q3 2017	92 -24.6%
vs. 5-Yr Avg	Q3 13-'17	116 -40.0%

<b>DOM Peak</b>	Q3 2011	151	-54.1%
<b>Trough</b>	Q3 2018	69	0.5%



Graph: Q3: 2006 - 2018  
(By quarter)

**ACRE Commentary**

"The 5-year DOM average ('13-'17) for the third quarter is 116 days, 47 days higher than the current results. Compared to historical data to the right, the third quarter DOM average is 40 percent below the 5-year quarterly average, and 37.3 percent below the 3-year quarterly average."

**Historical Average DOM**

Q3 2017	92
Q3 2016	115
Q3 2015	123
Q3 2014	125
Q3 2013	123

<b>5-Year Avg:</b>	116
<b>3-Year Avg:</b>	110



**Quarterly Indicators**

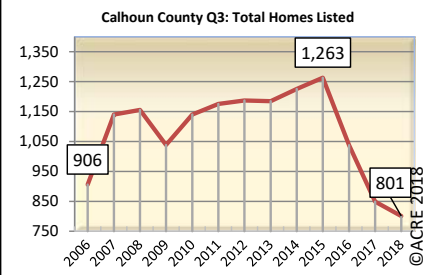
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**Total Homes Listed for Sale**

Calhoun County residential units available for sale in the third quarter of 2018 decreased by **48 units** when compared to the same period last year.

Quarter	Q3	2018	801	
vs. Last Year	Q3	2017	849	-5.7%
vs. 5-Yr Avg	Q3	13-'17	1,112	-28.0%
<b>Inventory Peak</b>	Q3	2015	1,263	-36.6%
<b>Trough</b>	Q3	2018	801	0.0%



Graph: Q3: 2006 - 2018

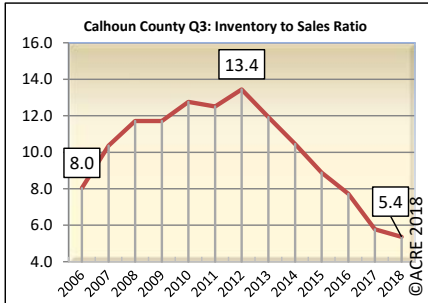
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>				
"The 5-year inventory average ('13-'17) for the third quarter is 1,112 units, 311 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 28 percent below the 5-year quarterly average, and 23.7 percent below the 3-year quarterly average."	Q3	2017	849		
	Q3	2016	1,038		
	Q3	2015	1,263		
	Q3	2014	1,225		
	Q3	2013	1,185		
	<b>5-Year Avg:</b>			1,112	
	<b>3-Year Avg:</b>			1,050	

**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	Q3	2018	5.4	
vs. Last Year	Q3	2017	5.8	-7.2%
vs. 5-Yr Avg	Q3	13-'17	8.9	-40.1%
<b>I/S Ratio Peak</b>	Q3	2012	13.4	-60.0%
<b>Trough</b>	Q3	2018	5.4	-0.7%



Graph: Q3: 2006 - 2018

(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>				
"Compared to historical data to the right, the third quarter months of supply is 28 percent below the 3-year quarterly average and 40.1 percent below the 5-year quarterly average."	Q3	2017	5.8		
	Q3	2016	7.7		
	Q3	2015	8.9		
	Q3	2014	10.4		
	Q3	2013	11.9		
	<b>5-Year Avg:</b>			8.9	
	<b>3- Year Avg:</b>			7.5	

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