

**Athens-Limestone County Residential Real Estate: Annual Trends Report**

**Market Indicators**

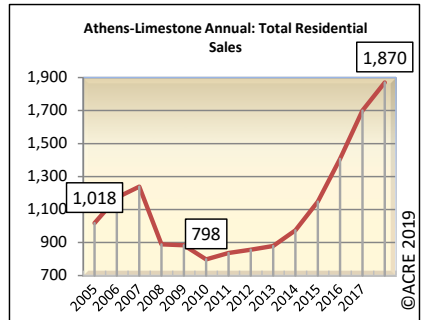
**Annual Trends**

**Infographs**

**Total Residential Sales**

Athens-Limestone County residential sales for the year of 2018 totaled 1,870 units, representing an increase of 170 transactions when compared to 1,700 units that were sold in the year of 2017.

<b>Last Year</b>	2018	<b>1,870</b>	
vs. Previous Year	2017	<b>1,700</b>	<b>10.0%</b>
vs. 5-Yr Avg	13-'17	<b>1,222</b>	<b>53.0%</b>
vs. Peak	2018	<b>1,870</b>	<b>0.0%</b>
vs. Trough	2010	<b>798</b>	<b>134.3%</b>



**ACRE Commentary**  
"Compared to historical data, annual sales are 31.8% above the 3-year annual average and 53% above the 5-year annual average."

**Historical Home Sales**

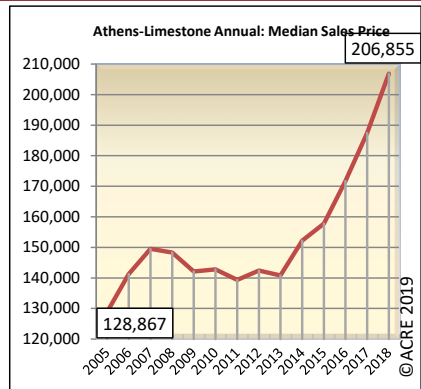
2017	<b>1,700</b>
2016	<b>1,408</b>
2015	<b>1,149</b>
2014	<b>974</b>
2013	<b>880</b>
<b>5- Year Avg:</b>	<b>1,222</b>
<b>3- Year Avg:</b>	<b>1,419</b>

**Graph: 2005-2018 (Per Annum)**

**Median Sales Price**

The median sales price in Athens-Limestone County for the year of 2018 was \$206,855, a 10.3 percent increase from the year of 2017's median sales price of \$187,459.

<b>Last Year</b>	2018	<b>206,855</b>	
vs. Previous Year	2017	<b>187,459</b>	<b>10.3%</b>
vs. 5-Yr Avg	13-'17	<b>162,006</b>	<b>27.7%</b>
Median Peak	2018	<b>206,855</b>	<b>0.0%</b>
Trough	2005	<b>128,867</b>	<b>60.5%</b>



**ACRE Commentary**  
"Compared to historical data to the right, the annual median price is 20% above the 3-year annual average and 27.7% above the 5-year annual average."

**Historical Median Selling Price**

2017	<b>187,459</b>
2016	<b>171,739</b>
2015	<b>157,820</b>
2014	<b>152,223</b>
2013	<b>140,787</b>
<b>5- Year Avg:</b>	<b>162,006</b>
<b>3- Year Avg:</b>	<b>172,339</b>

**Graph: 2005-2018 (Per Annum)**



**Market Indicators**

**Annual Trends**

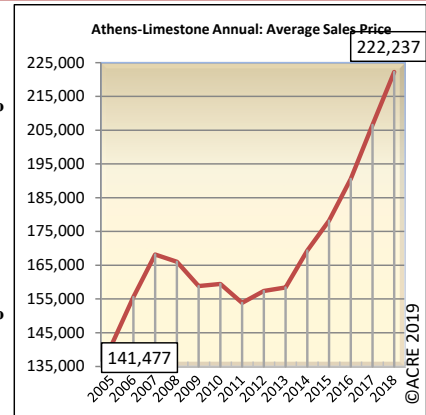
**Infographs**

**Average Sales Prices**

The average sales price in Athens-Limestone County for the year of 2018 was \$222,237, a 7.6 percent increase from the year of 2017's average sales price of \$206,587.

<b>Last Year</b>	2018	222,237	
vs. Previous Year	2017	206,587	7.6%
vs. 5-Yr Avg	13-'17	180,627	23.0%

<b>Average Peak</b>	2018	222,237	0.0%
<b>Trough</b>	2005	141,477	57.1%



Graph: 2005-2018  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 15.9% above the 3-year annual average and 23% above the 5-year annual average."

**Historical Average Selling Price**

2017	206,587
2016	190,570
2015	178,223
2014	169,362
2013	158,393

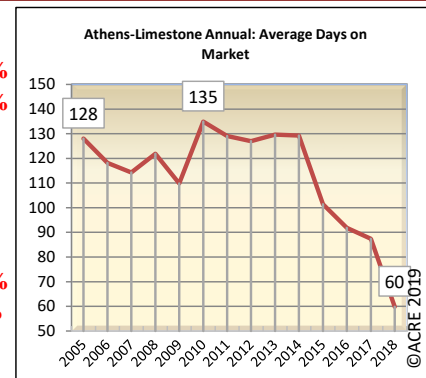
<b>5-Year Avg:</b>	180,627
<b>3-Year Avg:</b>	191,793

**Days on Market (DOM)**

The average number of days on the market in the year of 2018 was 60, representing a decrease of 31.6 percent from 87 days on market in the year of 2017.

<b>Last Year</b>	2018	60	
vs. Previous Year	2017	87	-31.6%
vs. 5-Yr Avg	13-'17	108	-44.6%

<b>DOM Peak</b>	2010	135	-55.7%
<b>Trough</b>	2018	60	-0.3%



Graph: 2005-2018  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM average ('13-'17) for the year is 108 days, 48 days higher than current results. Compared to historical data to the right, the annual DOM is 44.6% below the 5-year annual average, and 36.2% below the 3-year annual average."

**Historical Average DOM**

2017	87
2016	92
2015	101
2014	129
2013	130

<b>5-Year Avg:</b>	108
<b>3-Year Avg:</b>	94



**Market Indicators**

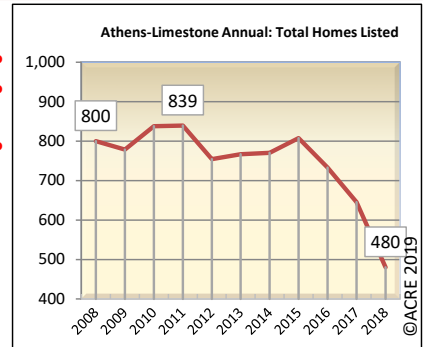
**Annual Trends**

**Infographs**

**Homes Listed for Sale**

Athens-Limestone County's average number of residential units available for sale in the year of 2018 decreased by **165 units**, when compared to the year of 2017.

<u>Last Year</u>	2018	480	
vs. Previous Year	2017	645	<b>-25.6%</b>
vs. 5-Yr Avg	13-'17	745	<b>-35.5%</b>
<b>Inventory Peak</b>	2011	839	<b>-42.8%</b>
<b>Trough</b>	2018	480	<b>0.0%</b>



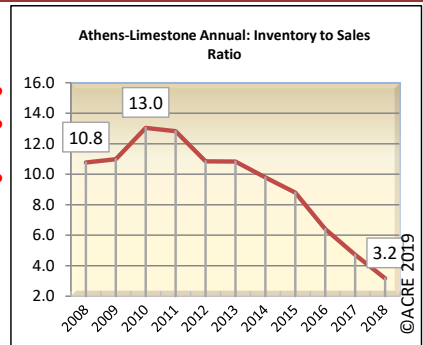
<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('13-'17) is 745 units, 265 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 35.5% below the 5-year annual average, and 34.2% below the 3-year annual average."	2017	645
	2016	733
	2015	808
	2014	770
	2013	767
	<b>5-Year Avg:</b>	745
	<b>3-Year Avg:</b>	729

**Graph: 2008-2018**  
**(Per Annum)**

**Inventory-to-Sales Ratio**

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

<u>Last Year</u>	2018	3.2	
vs. Previous Year	2017	4.7	<b>-32.9%</b>
vs. 5-Yr Avg	13-'17	8.1	<b>-60.9%</b>
<b>I/S Ratio Peak</b>	2010	13.0	<b>-75.7%</b>
<b>Trough</b>	2018	3.2	<b>-1.0%</b>



<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 51.5% below the 3-year annual average and 60.9% below the 5-year annual average."	2017	4.7
	2016	6.4
	2015	8.8
	2014	9.8
	2013	10.8
	<b>5-Year Avg:</b>	8.1
	<b>3- Year Avg:</b>	6.6

**Graph: 2008-2018**  
**(Per Annum)**

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