

Calhoun County Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

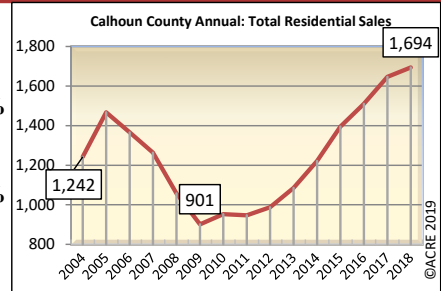
Total Residential Sales

Calhoun County residential sales for the year of 2018 totaled 1,694 units, representing an increase of 48 transactions when compared to 1,646 units that were sold in the year of 2017.

Last Year

vs. Previous Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

2018	1,694	
2017	1,646	2.9%
13-'17	1,371	23.5%
2018	1,694	0.0%
2009	901	88.0%



ACRE Commentary

"Compared to historical data, annual sales are 11.7% above the 3-year annual average and 23.5% above the 5-year annual average."

Historical Home Sales

2017	1,646
2016	1,510
2015	1,395
2014	1,221
2013	1,085

5- Year Avg:	1,371
3- Year Avg:	1,517

Graph: 2004-2018
(Per Annum)

Median Sales Price

The median sales price in Calhoun County for the year of 2018 was \$132,929, a 10.3 percent increase from the year of 2017's median sales price of \$120,562.

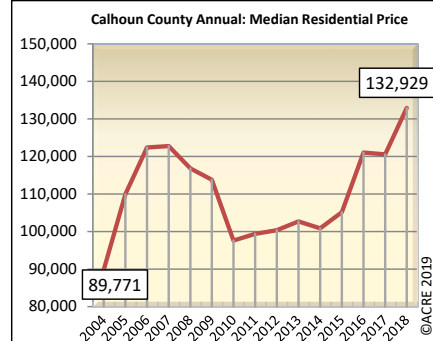
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	132,929	
2017	120,562	10.3%
13-'17	110,058	20.8%

Median Peak
Trough

2018	132,929	0.0%
2004	89,771	48.1%



ACRE Commentary

"Compared to historical data to the right, the annual median price is 15% above the 3-year annual average and 20.8% above the 5-year annual average."

Historical Median Selling Price

2017	120,562
2016	121,063
2015	105,152
2014	100,825
2013	102,687

5- Year Avg:	110,058
3- Year Avg:	115,592

Graph: 2004-2018
(Per Annum)



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Average Sales Prices

The average sales price in Calhoun County for the year of 2018 was \$146,187, a 5.9% increase from the year of 2017's average selling price of \$138,034.

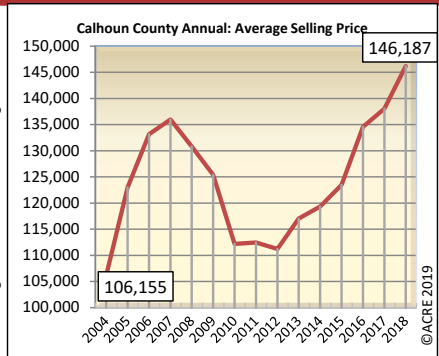
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	146,187	
2017	138,034	5.9%
11-'15	126,484	15.6%

Average Peak
Trough

2018	146,187	0.0%
2004	106,155	37.7%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 10.7% above the 3-year annual average and 15.6% above the 5-year annual average."

Historical Average Selling Price

2017	138,034
2016	134,558
2015	123,453
2014	119,330
2013	117,044

5-Year Avg: 126,484
3-Year Avg: 132,015

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 83, representing a decrease of 26.2% from 112 days on market in the year of 2017.

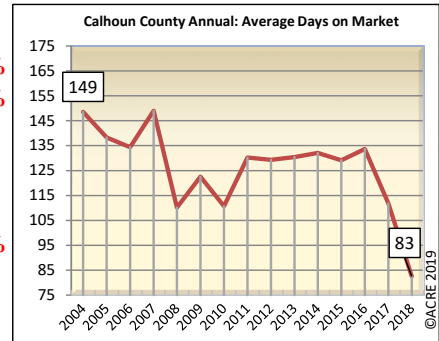
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	83	
2017	112	-26.2%
13-'17	127	-35.3%

DOM Peak
Trough

2004	149	-44.6%
2018	83	-0.6%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) is 127 days, 44 days above the current results. Compared to historical data to the right, the annual DOM is 35.3% below the 5-year annual average, and 33.6% below the 3-year annual average."

Historical Average DOM

2017	112
2016	134
2015	129
2014	132
2013	130

5-Year Avg: 127
3-Year Avg: 125



Market Indicators

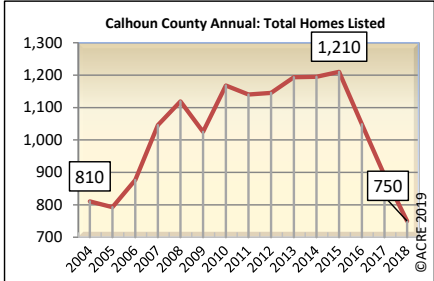
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Total Homes Listed for Sale

Calhoun County's average number of residential units available for sale in 2018 decreased by **141 units** when compared to the previous year.

Last Year	2018	750	
vs. Previous Year	2017	891	-15.8%
vs. 5-Yr Avg	13-'17	1,108	-32.3%
Inventory Peak	2015	1,210	-38.0%
Trough	2018	750	0.0%



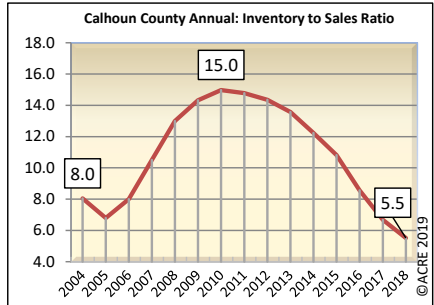
Graph: 2004-2018
(Per Annum)

ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('13-'17) is 1,108 units, 358 units greater than current results. Compared to historical data to the right, the number of homes listed for sale are 32.3% below the 5-year annual average, and 28.6% below the 3-year annual average."	2017 891
	2016 1,049
	2015 1,210
	2014 1,195
	2013 1,194
	5-Year Avg: 1,108
	3-Year Avg: 1,050

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).

Last Year	2018	5.5	
vs. Previous Year	2017	6.7	-17.5%
vs. 5-Yr Avg	13-'17	10.4	-46.8%
I/S Ratio Peak	2010	15.0	-63.2%
Trough	2018	5.5	0.3%



Graph: 2004-2018
(Per Annum)

ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the annual months of supply average is 36.8% less than the 3-year annual average and 46.8% less than the 5-year annual average."	2017 6.7
	2016 8.6
	2015 10.8
	2014 12.2
	2013 13.6
	5-Year Avg: 10.4
	3-Year Avg: 8.7

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