

Cullman County Residential Real Estate: Annual Trends Report

Market Indicators

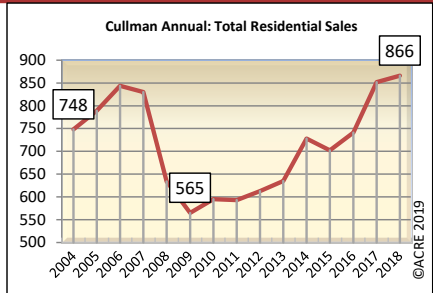
Annual Trends

Infographs

Total Residential Sales

Cullman County residential sales for the year of 2018 totaled 866 units, representing an increase of 14 transactions when compared to 852 units that were sold in the year of 2017.

<u>Last Year</u>	2018	866	
vs. Previous Year	2017	852	1.6%
vs. 5-Yr Avg	13-'17	732	18.4%
vs. Peak	2018	866	0.0%
vs. Trough	2009	565	53.3%



ACRE Commentary
"Compared to historical data, annual sales are 13.2% above the 3-year annual average and 18.4% above the 5-year annual average."

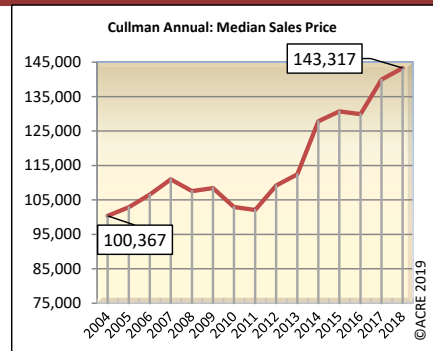
<u>Historical Home Sales</u>	
2017	852
2016	741
2015	702
2014	728
2013	635
5- Year Avg:	732
3- Year Avg:	765

Graph: 2004-2018
(Per Annum)

Median Sales Price

The median sales price in Cullman County for the year of 2018 was \$143,317, a 2.4% increase from the year of 2017's median sales price of \$139,973.

<u>Last Year</u>	2018	143,317	
vs. Previous Year	2017	139,973	2.4%
vs. 5-Yr Avg	13-'17	128,183	11.8%
Median Peak	2018	143,317	0.0%
Trough	2004	100,367	42.8%



ACRE Commentary
"Compared to historical data to the right, the annual median price is 7.3% above the 3-year annual average and 11.8% above the 5-year annual average."

<u>Historical Median Selling Price</u>	
2017	139,973
2016	129,904
2015	130,708
2014	127,858
2013	112,471
5- Year Avg:	128,183
3- Year Avg:	133,528

Graph: 2004-2018
(Per Annum)



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Average Sales Prices

The average sales price in Cullman County for the year of 2018 was \$174,111, an 2.9% increase from the year of 2017's average sales price of \$169,207.

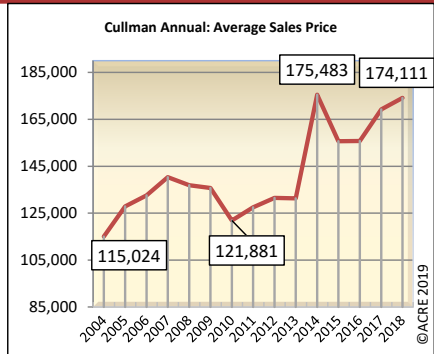
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	174,111	
2017	169,207	2.9%
13-'17	157,489	10.6%

Average Peak
Trough

2014	175,483	-0.8%
2004	115,024	51.4%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 7.3% above the 3-year annual average and 10.6% above the 5-year annual average."

Historical Average Selling Price

2017	169,207
2016	155,790
2015	155,703
2014	175,483
2013	131,261

5-Year Avg: 157,489
3-Year Avg: 160,233

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 121, representing an increase of 2.3 percent from 118 days on market in the year of 2017.

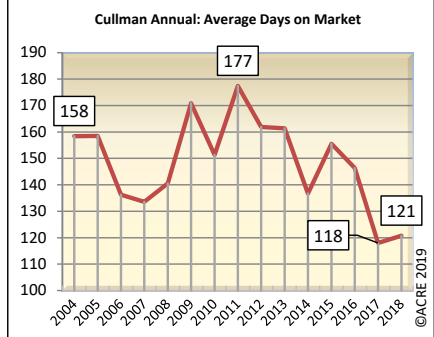
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	121	
2017	118	2.3%
13-'17	144	-15.9%

DOM Peak
Trough

2011	177	-31.8%
2017	118	2.3%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 144 days, 23 days higher than the current results. Compared to historical data to the right, the annual DOM is 15.9% below the 5-year annual average, and 17.1% below the 3-year annual average."

Historical Average DOM

2017	118
2016	146
2015	156
2014	137
2013	161

5-Year Avg: 144
3-Year Avg: 140



Market Indicators

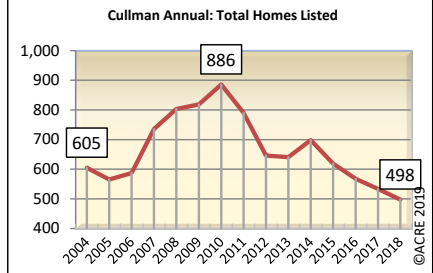
Annual Trends

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Total Homes Listed for Sale

Cullman County's average number of residential units available for sale in the year of 2018 decreased by **35 units**, when compared to the year of 2017.

<u>Last Year</u>	2018	498	
vs. Previous Year	2017	533	-6.7%
vs. 5-Yr Avg	13-'17	612	-18.7%
Inventory Peak	2010	886	-43.8%
Trough	2018	498	-0.1%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('13-'17) is 612 units, 114 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 18.7% below the 5-year annual average, and 13.1% below the 3-year annual average."

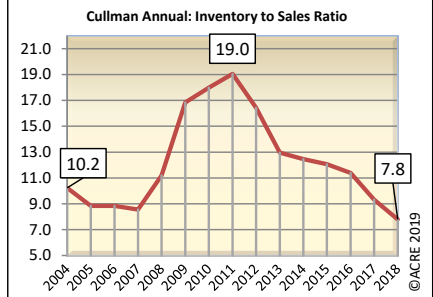
Historical Total Homes Listed

2017	533
2016	567
2015	619
2014	699
2013	641
5-Year Avg:	612
3-Year Avg:	573

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	7.1	
vs. Previous Year	2017	7.8	-8.6%
vs. 5-Yr Avg	13-'17	10.6	-32.9%
I/S Ratio Peak	2011	19.0	-62.5%
Trough	2018	7.8	-8.7%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the supply is 25.3% below the 3-year annual average and 32.9% below the 5-year annual average."

Historical I/S Ratio

2017	7.8
2016	9.3
2015	11.4
2014	12.1
2013	12.5
5-Year Avg:	10.6
3-Year Avg:	9.5

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