

**Cullman County Residential Real Estate: Annual Trends Report**

**Market Indicators**

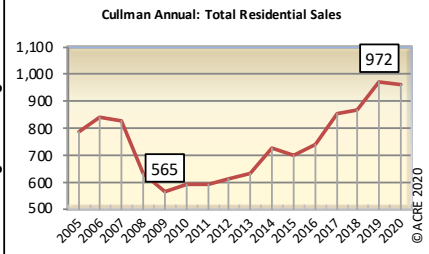
**Annual Trends**

**Infographs**

**Total Residential Sales**

Cullman County residential sales for the year of 2020 totaled 964 units, representing a decrease of 8 transactions when compared to 972 units that were sold in the year of 2019.

<u>Last Year</u>	2020	964	
vs. Previous Year	2019	972	-0.8%
vs. 5-Yr Avg	15-'19	827	16.6%
vs. Peak	2019	972	-0.8%
vs. Trough	2009	565	70.6%



**ACRE Commentary**

"Compared to historical data, annual sales are 7.0% above the 3-year annual average and 16.6% above the 5-year annual average."

**Historical Home Sales**

2019	972
2018	866
2017	852
2016	741
2015	702
<b>5- Year Avg:</b>	<b>827</b>
<b>3- Year Avg:</b>	<b>897</b>

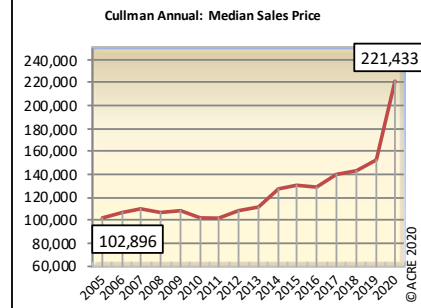
Graph: 2005-2020  
(Per Annum)

**Median Sales Price**

The median sales price in Cullman County for the year of 2020 was \$221,433, a 45.1% increase from the year of 2019's median sales price of \$152,560.

<u>Last Year</u>	2020	221,433	45.1%
vs. Previous Year	2019	152,560	45.1%
vs. 5-Yr Avg	15-'19	139,292	59.0%

Median Peak	2020	221,433	0.0%
Trough	2005	102,896	115.2%



**ACRE Commentary**

"Compared to historical data to the right, the annual median price is 52.4% above the 3-year annual average and 59.0% above the 5-year annual average."

**Historical Median Selling Price**

2019	152,560
2018	143,317
2017	139,973
2016	129,904
2015	130,708
<b>5- Year Avg:</b>	<b>139,292</b>
<b>3- Year Avg:</b>	<b>145,283</b>

Graph: 2005-2020  
(Per Annum)



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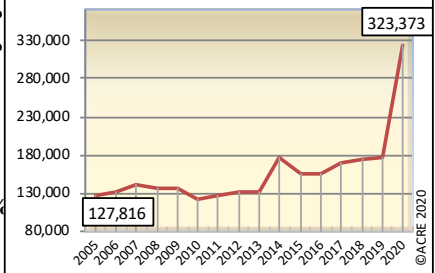
**Average Sales Prices**

The average sales price in Cullman County for the year of 2020 was \$323,373, an 83.2% increase from the year of 2019's average sales price of \$176,499.

<b>Last Year</b>	2020	<b>323,373</b>	
vs. Previous Year	2019	<b>176,499</b>	<b>83.2%</b>
vs. 5-Yr Avg	15-'19	<b>166,262</b>	<b>94.5%</b>

<b>Average Peak</b>	2020	<b>323,373</b>	<b>0.0%</b>
<b>Trough</b>	2005	<b>127,816</b>	<b>153.0%</b>

Cullman Annual: Average Sales Price



**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 86.6% above the 3-year annual average and 88.7% above the 5-year annual average."

**Historical Average Selling Price**

2019	<b>176,499</b>
2018	<b>174,111</b>
2017	<b>169,207</b>
2016	<b>155,790</b>
2015	<b>155,703</b>

<b>5-Year Avg:</b>	<b>244,817</b>
<b>3-Year Avg:</b>	<b>173,272</b>

Graph: 2005-2020  
(Per Annum)

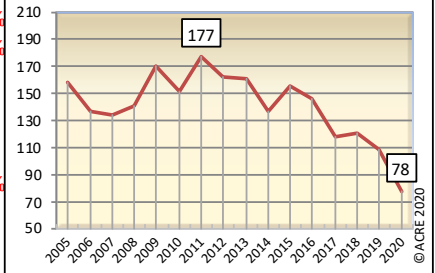
**Days on Market (DOM)**

The average number of days on the market in the year of 2020 was 78, representing a decrease of 28.8% from 109 days on market in the year of 2019.

<b>Last Year</b>	2020	<b>78</b>	
vs. Previous Year	2019	<b>109</b>	<b>-28.8%</b>
vs. 5-Yr Avg	15-'19	<b>130</b>	<b>-40.3%</b>

<b>DOM Peak</b>	2011	<b>177</b>	<b>-56.2%</b>
<b>Trough</b>	2020	<b>78</b>	<b>-0.6%</b>

Cullman Annual: Average Days on Market



**ACRE Commentary**

"The 5-year DOM average ('15-'19) for the year is 130 days, 52 days higher than the current results. Compared to historical data to the right, the annual DOM is 40.0% below the 5-year annual average, and 32.8% below the 3-year annual average."

**Historical Average DOM**

2019	<b>109</b>
2018	<b>121</b>
2017	<b>118</b>
2016	<b>146</b>
2015	<b>156</b>

<b>5-Year Avg:</b>	<b>130</b>
<b>3-Year Avg:</b>	<b>116</b>

Graph: 2005-2020  
(Per Annum)

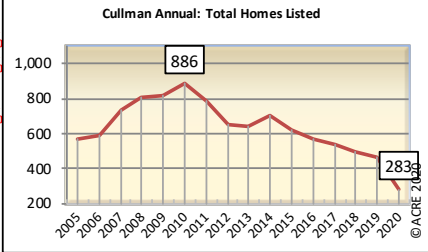


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### Annual Trends

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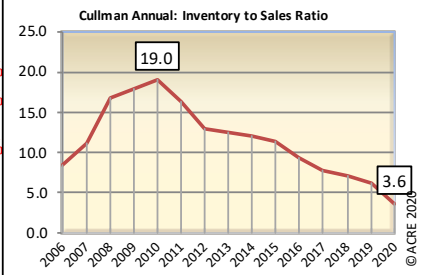
<u>Total Homes Listed for Sale</u>	<u>Last Year</u>	2020	283	
Cullman County's average number of residential units available for sale in the year of 2020 decreased by <b>181 units</b> , when compared to the year of 2019.	vs. Previous Year	2019	464	<b>-39.0%</b>
	vs. 5-Yr Avg	15-'19	536	<b>-47.3%</b>
	<b>Inventory Peak</b>	2010	886	<b>-68.1%</b>
	<b>Trough</b>	2020	283	<b>-0.1%</b>



Graph: 2005-2020  
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('15-'19) is 536 units, 253 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 47.2% below the 5-year annual average, and 43.2% below the 3-year annual average."	2019	464
	2018	498
	2017	533
	2016	567
	2015	619
	<b>5-Year Avg:</b>	<b>536</b>
	<b>3-Year Avg:</b>	<b>498</b>

<u>Inventory-to-Sales Ratio</u>	<u>Last Year</u>	2020	3.6	
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).	vs. Previous Year	2019	6.2	<b>-42.0%</b>
	vs. 5-Yr Avg	15-'19	8.4	<b>-56.9%</b>
	<b>I/S Ratio Peak</b>	2011	19.0	<b>-81.0%</b>
	<b>Trough</b>	2020	3.6	<b>0.2%</b>



Graph: 2005-2020  
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the supply is 48.6% below the 3-year annual average and 57.1% below the 5-year annual average."	2019	6.2
	2018	7.1
	2017	7.8
	2016	9.3
	2015	11.4
	<b>5-Year Avg:</b>	<b>8.4</b>
	<b>3-Year Avg:</b>	<b>7.0</b>

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - [www.acre.cba.ua.edu](http://www.acre.cba.ua.edu).

