

Montgomery Area Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

Total Residential Sales

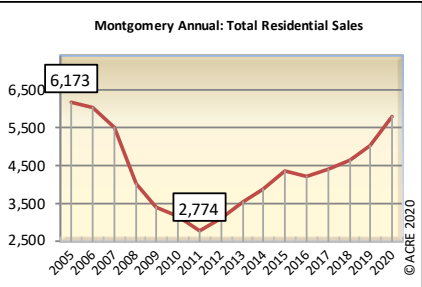
Montgomery area residential sales for the year of 2020 totaled 5,781 units, representing an increase of **766** transactions when compared to 5,015 units that were sold in the year of 2019.

Last Year

vs. Previous Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

2020	5,781	
2019	5,015	15.3%
15-'19	4,530	27.6%
2005	6,173	-6.4%
2011	2,774	108.4%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 23.2% above the 3-year annual average and 27.6% above the 5-year annual average."

Historical Home Sales

2019	5,015
2018	4,666
2017	4,400
2016	4,229
2015	4,338

5- Year Avg:	4,530
3- Year Avg:	4,694

Median Sales Price

The median sales price in the Montgomery area for the year of 2020 was \$179,167, a 9.3% increase from the year of 2019's median sales price of \$163,899.

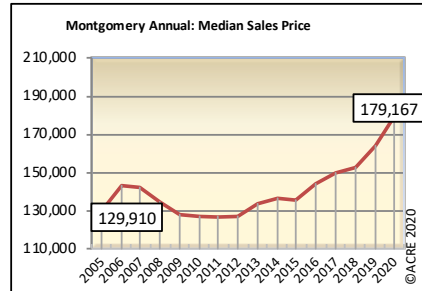
Last Year

vs. Previous Year
vs. 5-Yr Avg

2019	179,167	
2018	163,899	9.3%
15-'19	149,061	20.2%

Median Peak
Trough

2020	179,167	0.0%
2005	129,910	37.9%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 15.4% above the 3-year annual average and 20.2% above the 5-year annual average."

Historical Median Selling Price

2019	163,899
2018	152,346
2017	149,481
2016	143,688
2015	135,892

5- Year Avg:	149,061
3- Year Avg:	155,242



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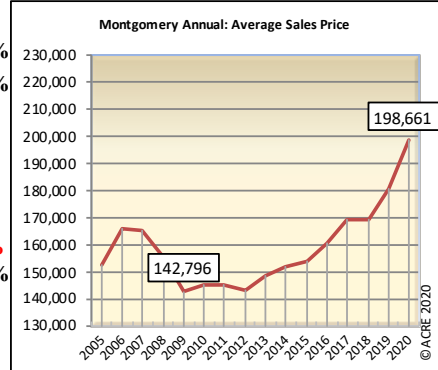
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Average Sales Prices

The average sales price in the Montgomery area for the year of 2020 was \$198,661, a 10.0% increase from the year of 2019's average sales price of \$180,557.

Last Year	2020	198,661	
vs. Previous Year	2019	180,557	10.0%
vs. 5-Yr Avg	15-'19	166,753	19.1%

Average Peak	2020	198,661	0.0%
Trough	2009	142,796	39.1%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 14.7% above the 3-year annual average and 19.1% above the 5-year annual average."

Historical Average Selling Price

2019	180,557
2018	169,598
2017	169,315
2016	160,417
2015	153,881

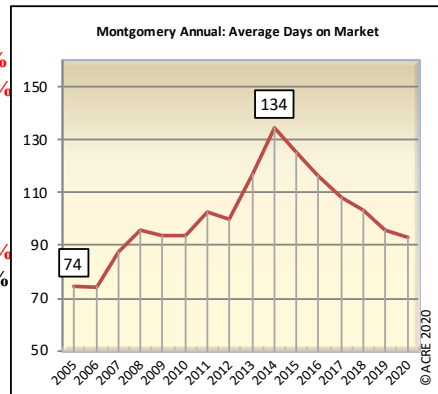
5-Year Avg:	166,753
3-Year Avg:	173,157

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 93, representing a decrease of 3.0% from 96 days on market in the year of 2019.

Last Year	2020	93	
vs. Previous Year	2019	96	-3.0%
vs. 5-Yr Avg	15-'19	110	-15.2%

DOM Peak	2014	134	-30.8%
Trough	2005	74	25.5%



Graph: 2005-2020
(Per Annum)

ACRE Commentary

"The 5-year annual DOM average ('15-'19) is 110 days, which is 17 days above the current results. Compared to historical data to the right, the annual DOM is 15.5% below the 5-year annual average, and 8.8% below the 3-year average."

Historical Average DOM

2019	96
2018	103
2017	108
2016	116
2015	125

5-Year Avg:	110
3-Year Avg:	102



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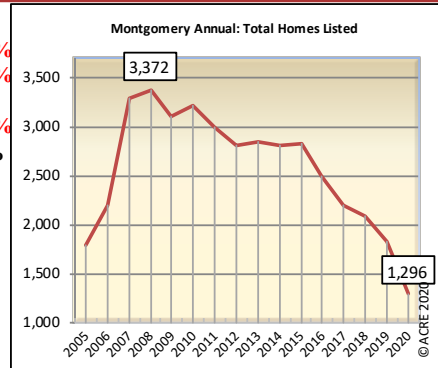
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Homes Listed for Sale

The Montgomery area's average number of residential units available for sale in the year of 2020 decreased by **532 units** when compared year of 2019.

<u>Last Year</u>	2020	1,296	
vs. Previous Year	2019	1,828	-29.1%
vs. 5-Yr Avg	15-'19	2,286	-43.3%
Inventory Peak	2008	3,372	-61.6%
Trough	2020	1,296	0.0%



Graph: 2005-2020
(Per Annum)

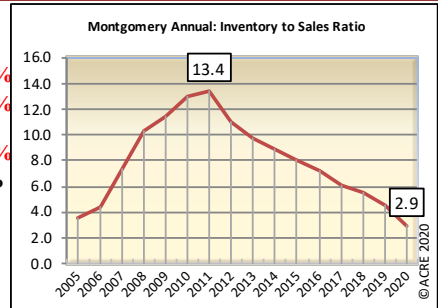
ACRE Commentary
"The 5-year annual inventory average ('15-'19) is 2,286 units, 990 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 43.3% below the 5-year annual average, and 36.4% below the 3-year annual average."

Historical Total Homes Listed	
2019	1,828
2018	2,087
2017	2,201
2016	2,490
2015	2,824
5-Year Avg:	2,286
3-Year Avg:	2,038

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>	2020	2.9	
vs. Previous Year	2019	4.5	-35.7%
vs. 5-Yr Avg	15-'19	6.3	-53.7%
I/S Ratio Peak	2011	13.4	-78.3%
Trough	2020	2.9	0.3%



Graph: 2005-2020
(Per Annum)

ACRE Commentary
"Compared to historical data to the right, the annual supply is 46.3% below the 3-year annual average and 54.0% below the 5-year annual average."

Historical I/S Ratio	
2019	4.5
2018	5.6
2017	6.1
2016	7.1
2015	8.1
5-Year Avg:	6.3
3-Year Avg:	5.4

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