

Muscle Shoals Residential Real Estate: Annual Trends Report

Market Indicators

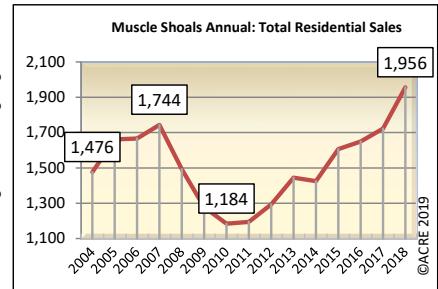
Annual Trends

Infographs

Total Residential Sales

Muscle Shoals residential sales for the year of 2018 totaled 1,956 units, representing an increase of **233 transactions** when compared to 1,723 units that were sold in the year of 2017.

Last Year	2018	1,956	
vs. Previous Year	2017	1,723	13.5%
vs. 5-Yr Avg	13-'17	1,570	24.6%
vs. Peak	2018	1,956	0.0%
vs. Trough	2010	1,184	65.2%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 17.8% above the 3-year annual average and 24.6% above the 5-year annual average."

Historical Home Sales

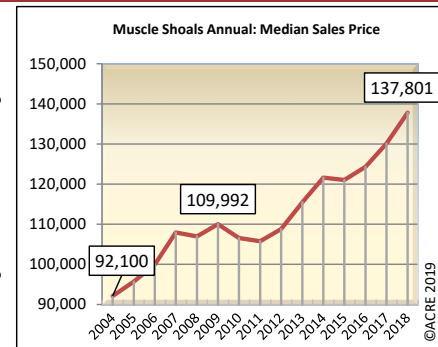
2017	1,723
2016	1,650
2015	1,606
2014	1,425
2013	1,445

5- Year Avg:	1,570
3- Year Avg:	1,660

Median Sales Price

The median sales price in Muscle Shoals for the year of 2018 was \$137,801, a 5.9 percent increase from the year of 2017's median sales price of \$130,121.

Last Year	2018	137,801	
vs. Previous Year	2017	130,121	5.9%
vs. 5-Yr Avg	13-'17	122,502	12.5%
Median Peak	2018	137,801	0.0%
Trough	2004	92,100	49.6%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 10.1% above the 3-year annual average and 12.5% above the 5-year annual average."

Historical Median Selling Price

2017	130,121
2016	124,283
2015	121,014
2014	121,621
2013	115,471

5- Year Avg:	122,502
3- Year Avg:	125,139



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Average Sales Prices

The average sales price in Muscle Shoals for the year of 2018 was \$161,513, a 7.9 percent increase from the year of 2017's average sales price of \$149,694.

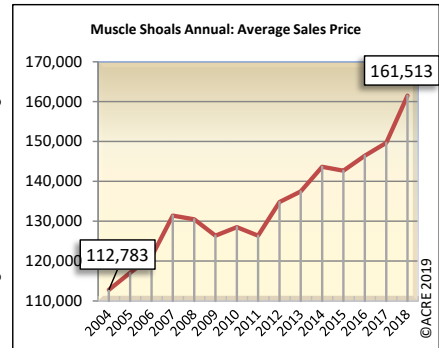
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	161,513	
2017	149,694	7.9%
13-'17	143,986	12.2%

**Average Peak
Trough**

2018	161,513	0.0%
2004	112,783	43.2%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 10.4% above the 3-year annual average and 12.2% above the 5-year annual average."

Historical Average Selling Price

2017	149,694
2016	146,430
2015	142,674
2014	143,675
2013	137,456

5-Year Avg:	143,986
3-Year Avg:	146,266

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 79, representing a decrease of 7.7 percent from 86 days on market in the year of 2017.

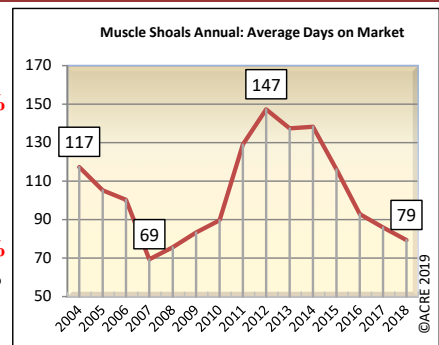
Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	79	
2017	86	-7.7%
13-'17	114	-30.5%

**DOM Peak
Trough**

2012	147	-46.1%
2007	69	14.4%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) is 114 days, 35 days higher than the current results. Compared to historical data to the right, the annual DOM average is 30.5% below the 5-year annual average, and 19.4% below the 3-year annual average."

Historical Average DOM

2017	86
2016	93
2015	116
2014	138
2013	137

5-Year Avg:	114
3-Year Avg:	98



Market Indicators

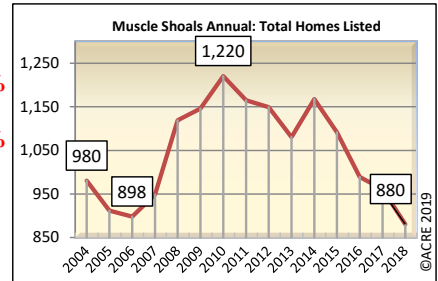
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Total Homes Listed for Sale

Muscle Shoals's average number of residential units available for sale in the year of 2018 decreased by **81 units**, when compared to the year of 2017.

Last Year	2018	880	
vs. Previous Year	2017	961	-8.4%
vs. 5-Yr Avg	13-'17	1,058	-16.8%
Inventory Peak	2010	1,220	-27.9%
Trough	2018	880	0.0%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('13-'17) is 1,058 units, 178 units higher than the current results. Compared to historical data to the right, the number of homes listed for sale are 16.8% below the 5-year annual average, and 13.2% below the 3-year annual average."

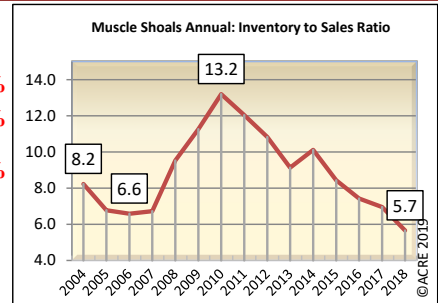
Historical Total Homes Listed

2017	961
2016	989
2015	1,091
2014	1,167
2013	1,081
5-Year Avg:	1,058
3-Year Avg:	1,014

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	5.7	
vs. Previous Year	2017	7.0	-18.6%
vs. 5-Yr Avg	13-'17	8.4	-32.7%
I/S Ratio Peak	2010	13.2	-57.1%
Trough	2018	5.7	-0.7%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 25% below the 3-year annual average and 32.7% below the 5-year annual average."

Historical I/S Ratio

2017	7.0
2016	7.4
2015	8.4
2014	10.1
2013	5.7
5-Year Avg:	7.7
3-Year Avg:	7.6

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.

