

Phenix City Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

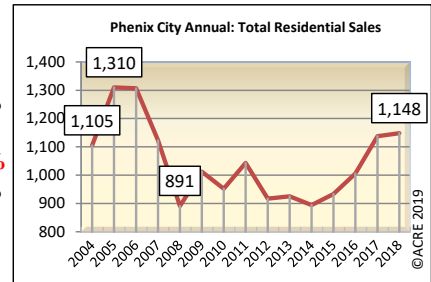
Total Residential Sales

Phenix City residential sales for the year of 2018 totaled 1,148 units, representing an increase of 10 transactions when compared to 1,138 units that were sold in the year of 2017.

Last Year

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

2018	1,148	
2017	1,138	0.9%
13-'17	979	17.2%
2005	1,310	-12.4%
2008	891	28.8%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 12 percent above the 3-year annual average and 17 percent above the 5-year annual average."

Historical Home Sales

2017	1,138
2016	1,006
2015	933
2014	894
2013	925

5- Year Avg:	979
3- Year Avg:	1,026

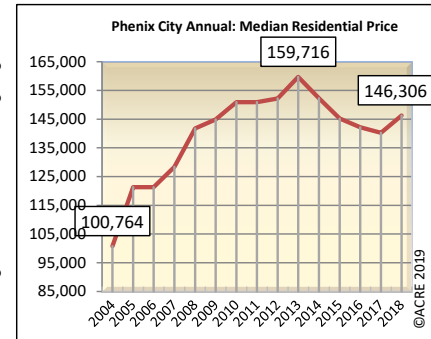
Median Sales Price

The median sales price in Phenix City for the year of 2018 was \$159,661, a 13 percent increase from the year of 2017's median selling price of \$140,719.

Last Year

vs. Previous Year
vs. 5-Yr Avg

2018	159,661	
2017	140,719	13.5%
13-'17	142,944	11.7%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 12 percent above the 3-year annual average and 12 percent above the 5-year annual average."

Historical Median Selling Price

2017	140,719
2016	146,306
2015	140,266
2014	142,194
2013	145,237

5- Year Avg:	142,944
3- Year Avg:	142,430



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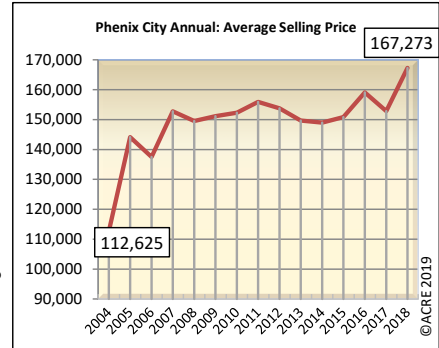
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Average Sales Prices

The average selling price in Phenix City for the year of 2018 was \$167,273, a 9 percent increase from the year of 2017's average selling price of \$152,873.

Last Year	2018	167,273	
vs. Previous Year	2017	152,873	9.4%
vs. 5-Yr Avg	13-'17	152,302	9.8%

Average Peak	2018	167,273	0.0%
Trough	2004	112,625	48.5%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 8 percent above the 3-year annual average and 10 percent above the 5-year annual average."

Historical Average Selling Price

2017	152,873
2016	159,115
2015	150,830
2014	149,000
2013	149,691

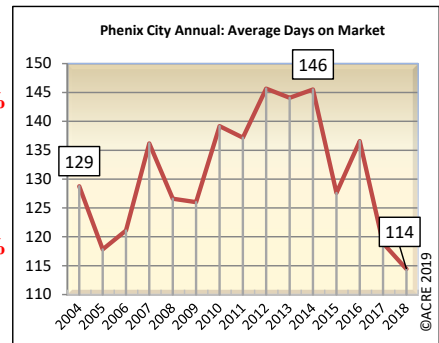
5-Year Avg:	152,302
3-Year Avg:	154,273

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 114, representing a decrease of 4 percent from 119 days on market in the year of 2017.

Last Year	2018	114	
vs. Previous Year	2017	119	-3.8%
vs. 5-Yr Avg	13-'17	135	-15.0%

DOM Peak	2014	146	-21.4%
Trough	2018	114	0.4%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 135 days, 21 day higher than the current results. Compared to historical data to the right, the annual DOM is 16 percent below the 5-year annual average, and 19 percent below the 3-year annual average."

Historical Average DOM

2017	119
2016	137
2015	128
2014	146
2013	144

5-Year Avg:	135
3-Year Avg:	128



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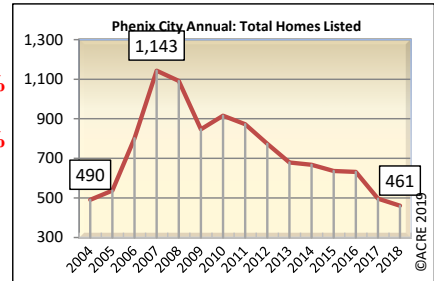
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Homes Listed for Sale

Phenix City's average number of residential units available for sale in the year of 2018 decreased by **36 units**, when compared to the year of 2017.

<u>Last Year</u>	2018	461	
vs. Previous Year	2017	497	-7.2%
vs. 5-Yr Avg	13-'17	622	-25.9%
Inventory Peak	2007	1,143	-59.7%
Trough	2018	461	-0.1%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year inventory average ('13-'17) is 622 units, 161 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 25.9 percent below the 5-year annual average, and 21.6 percent below the 3-year annual average."

Historical Total Homes Listed

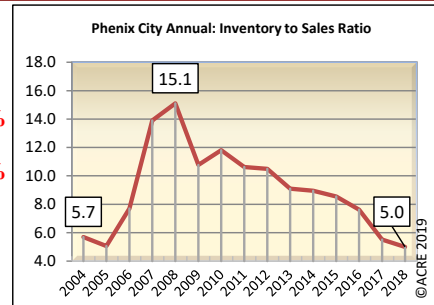
2017	497
2016	632
2015	636
2014	668
2013	679

5-Year Avg:	622
3-Year Avg:	588

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	5.0	
vs. Previous Year	2017	5.5	-9.4%
vs. 5-Yr Avg	13-'17	7.9	-37.1%
I/S Ratio Peak	2008	15.1	-66.9%
Trough	2018	5.0	0.0%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual supply is 30.6 percent below the 3-year annual average and 36.7 percent below the 5-year annual average."

Historical I/S Ratio

2017	5.5
2016	7.6
2015	8.5
2014	8.9
2013	9.1

5-Year Avg:	7.9
3-Year Avg:	7.2

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