

Selma Residential Real Estate: Annual Trends Report

Market Indicators

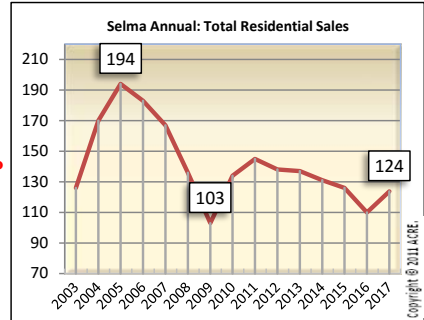
Annual Trends

Infographs

Total Residential Sales

Selma residential sales for the year of 2017 totaled 124 units, representing a increase of 14 transactions when compared to 110 units that were sold in the year of 2016.

Last Year	2017	124	
vs. Previous Year	2016	110	12.5%
vs. 5-Yr Avg	12-'16	128	-3.6%
vs. Peak	2005	194	-36.2%
vs. Trough	2009	103	20.2%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 1.6% above the 3-year annual average and 3.6% below the 5-year annual average."

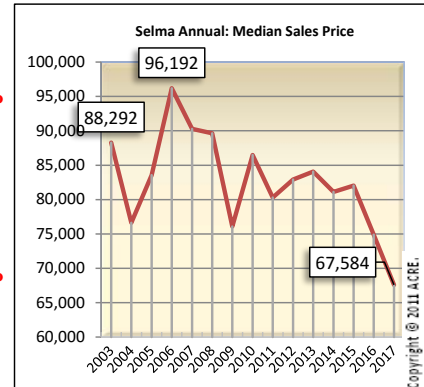
Historical Home Sales

2016	110
2015	126
2014	131
2013	137
2012	138
5- Year Avg:	128
3- Year Avg:	122

Median Sales Price

The median sales price in Selma for the year of 2017 was \$67,584, a 9.7 percent decrease from the year of 2016's median sales price of \$74,875.

Last Year	2017	67,584	
vs. Previous Year	2016	74,875	-9.7%
vs. 5-Yr Avg	12-'16	80,995	-16.6%
Median Peak	2006	96,192	-29.7%
Trough	2017	67,584	0.0%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 14.8% below the 3-year annual average and 16.6% below the 5-year annual average."

Historical Median Selling Price

2016	74,875
2015	82,013
2014	81,125
2013	84,054
2012	82,908
5- Year Avg:	80,995
3- Year Avg:	79,338



Market Indicators

Annual Trends

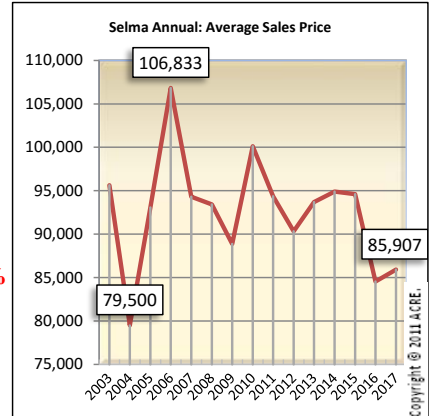
Infographs

Average Sales Prices

The average sales price in Selma for the year of 2017 was \$85,907, a 1.6 percent increase from the year of 2016's average sales price of \$84,546.

Last Year	2017	85,907	
vs. Previous Year	2016	84,546	1.6%
vs. 5-Yr Avg	12-'16	91,616	-6.2%

Average Peak	2006	106,833	-19.6%
Trough	2004	79,500	8.1%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 5.9% below the 3-year annual average and 6.2% below the 5-year annual average."

Historical Average Selling Price

2016	84,546
2015	94,601
2014	94,894
2013	93,700
2012	90,340

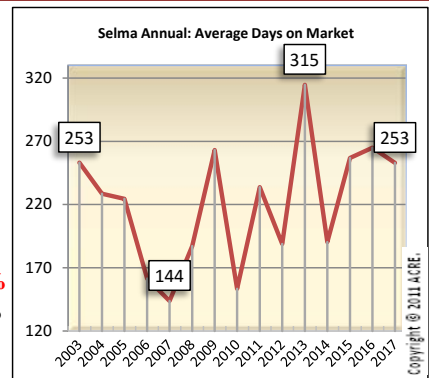
5-Year Avg:	91,616
3-Year Avg:	91,347

Days on Market (DOM)

The average number of days on the market in the year of 2017 was 253, representing an decrease of 4.5 percent from 265 days on market in the year of 2016.

Last Year	2017	253	
vs. Previous Year	2016	265	-4.5%
vs. 5-Yr Avg	12-'16	243	4.0%

DOM Peak	2013	315	-19.7%
Trough	2007	144	75.6%



Graph: 2003-2017
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('12-'16) for the year is 243 days, 10 days lower than current results. Compared to historical data to the right, the annual DOM is 4% above the 5-year annual average, and 6.7% above the 3-year annual average."

Historical Average DOM

2016	265
2015	257
2014	190
2013	315
2012	189

5-Year Avg:	243
3-Year Avg:	237



Market Indicators

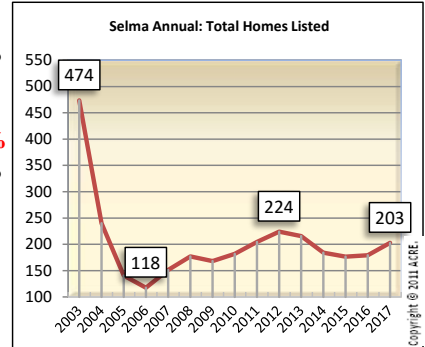
Annual Trends

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Homes Listed for Sale

Selma's average number of residential units available for sale in the year of 2017 increased by **24 units**, when compared to the year of 2016.

Last Year	2017	203	
vs. Previous Year	2016	179	13.0%
vs. 5-Yr Avg	12-'16	196	3.4%
Inventory Peak	2003	474	-57.2%
Trough	2006	118	71.8%



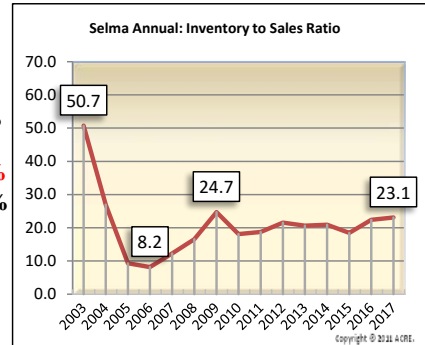
ACRE Commentary	Historical Total Homes Listed	
"The 5-year inventory average ('12-'16) is 196 units, 7 units lower than current results. Compared to historical data to the right, the number of homes listed for sale are 3.4% above the 5-year annual average, and 12.7% above the 3-year annual average."	2016	179
	2015	177
	2014	184
	2013	216
	2012	224
	5-Year Avg:	196
	3-Year Avg:	180

Graph: 2003-2017
(Per Annum)

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	2017	23.1	
vs. Previous Year	2016	22.4	3.0%
vs. 5-Yr Avg	12-'16	20.8	11.1%
I/S Ratio Peak	2003	50.7	-54.4%
Trough	2006	8.2	181.7%



ACRE Commentary	Historical I/S Ratio	
"Compared to historical data to the right, the annual supply is 12.1% above the 3-year annual average and 11.1% above the 5-year annual average."	2016	22.4
	2015	18.4
	2014	20.9
	2013	20.6
	2012	21.6
	5-Year Avg:	20.8
	3- Year Avg:	20.6

Graph: 2003-2017
(Per Annum)

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.

