

## Wiregrass Residential Real Estate: Annual Trends Report

### Market Indicators

### Annual Trends

### Infographs

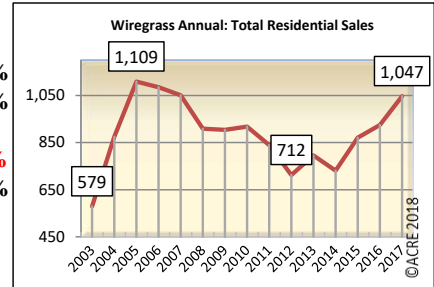
#### Total Residential Sales

Wiregrass residential sales for the year of 2017 totaled 1,047 units, representing an increase of 122 transactions when compared to 925 units that were sold in the year of 2016.

#### Last Year

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

2017	<b>1,047</b>		
2016	<b>925</b>	<b>13.2%</b>	
12-'16	<b>807</b>	<b>29.7%</b>	
2005	<b>1,109</b>	<b>-5.6%</b>	
2003	<b>579</b>	<b>80.8%</b>	



#### ACRE Commentary

"Compared to historical data, annual sales are 24.3% above the 3-year annual average and 29.7% above the 5-year annual average."

#### Historical Home Sales

2015	<b>925</b>
2014	<b>871</b>
2013	<b>731</b>
2012	<b>796</b>
2011	<b>712</b>

**5- Year Avg: 807**  
**3- Year Avg: 842**

Graph: 2004 - 2017  
(Per Annum)

#### Median Sales Price

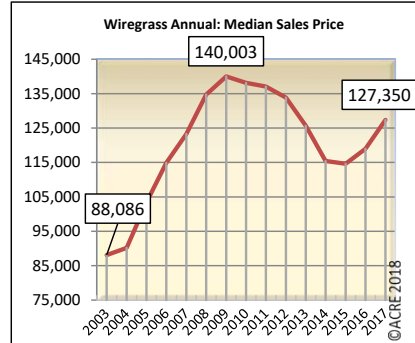
The median sales price in Wiregrass for the year of 2017 was \$127,350, a 7.0 percent increase from the year of 2016's median sales price of \$118,975.

#### Last Year

vs. Previous Year  
vs. 5-Yr Avg

2017	<b>127,350</b>		
2016	<b>118,975</b>	<b>7.0%</b>	
12-'16	<b>121,710</b>	<b>4.6%</b>	

**Median Peak** 2009 **140,003** **-9.0%**  
**Trough** 2003 **88,086** **44.6%**



#### ACRE Commentary

"Compared to historical data to the right, the annual median price is 9.5% above the 3-year annual average and 4.6% below the 5-year annual average."

#### Historical Median Selling Price

2015	<b>118,975</b>
2014	<b>114,650</b>
2013	<b>115,417</b>
2012	<b>125,674</b>
2011	<b>133,833</b>

**5- Year Avg: 121,710**  
**3- Year Avg: 116,347**

Graph: 2004 - 2017  
(Per Annum)



**Market Indicators**

**Annual Trends**

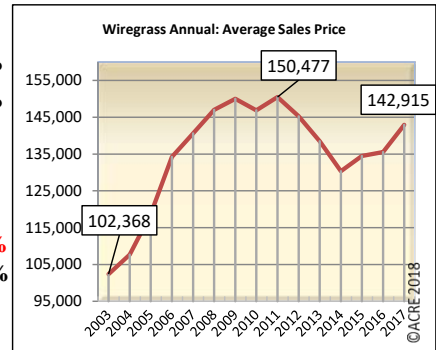
**Infographs**

**Average Sales Prices**

The average sales price in Wiregrass for the year of 2017 was \$142,915, a 5.5 percent increase from the year of 2016's average sales price of \$135,523.

<b>Last Year</b>	2017	<b>142,915</b>	
vs. Previous Year	2016	<b>135,523</b>	<b>5.5%</b>
vs. 5-Yr Avg	12-'16	<b>136,822</b>	<b>4.5%</b>

<b>Average Peak</b>	2011	<b>150,477</b>	<b>-5.0%</b>
<b>Trough</b>	2003	<b>102,368</b>	<b>39.6%</b>



Graph: 2004 - 2017  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 7.1% above the 3-year annual average and 4.5% above the 5-year annual average."

**Historical Average Selling Price**

2015	<b>135,523</b>
2014	<b>134,505</b>
2013	<b>130,324</b>
2012	<b>138,509</b>
2011	<b>145,247</b>

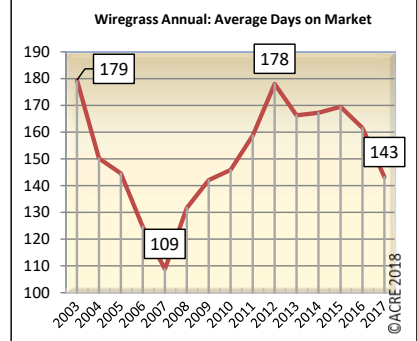
<b>5-Year Avg:</b>	<b>136,822</b>
<b>3-Year Avg:</b>	<b>133,451</b>

**Days on Market (DOM)**

The average number of days on the market in the year of 2017 was 143, representing a decrease of 11.4 percent from 162 days on market in the year of 2016.

<b>Last Year</b>	2017	<b>143</b>	
vs. Previous Year	2016	<b>162</b>	<b>-11.4%</b>
vs. 5-Yr Avg	12-'16	<b>169</b>	<b>-15.0%</b>

<b>DOM Peak</b>	2003	<b>179</b>	<b>-20.0%</b>
<b>Trough</b>	2007	<b>109</b>	<b>31.5%</b>



Graph: 2004 - 2017  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM average ('12-'16) for the year is 169 days, 26 days higher than the current results. Compared to historical data to the right, the annual DOM is 15% below the 5-year annual average, and 13.8% below the 3-year annual average."

**Historical Average DOM**

2015	<b>162</b>
2014	<b>170</b>
2013	<b>167</b>
2012	<b>166</b>
2011	<b>178</b>

<b>5-Year Avg:</b>	<b>169</b>
<b>3-Year Avg:</b>	<b>166</b>



**Market Indicators**

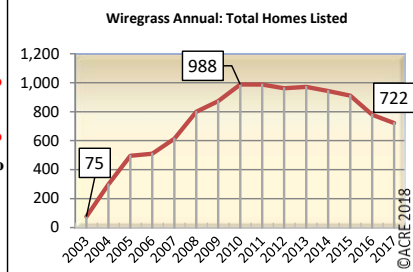
**Annual Trends**

**Infographs**

**Homes Listed for Sale**

Wiregrass's average number of residential units available for sale in the year of 2017 decreased by **56 units**, when compared to the year of 2016.

<b>Last Year</b>	2017	<b>722</b>	
vs. Previous Year	2016	<b>778</b>	<b>-7.2%</b>
vs. 5-Yr Avg	12-'16	<b>913</b>	<b>-20.9%</b>
<b>Inventory Peak</b>	2010	<b>988</b>	<b>-26.9%</b>
<b>Trough</b>	2003	<b>75</b>	<b>862.8%</b>



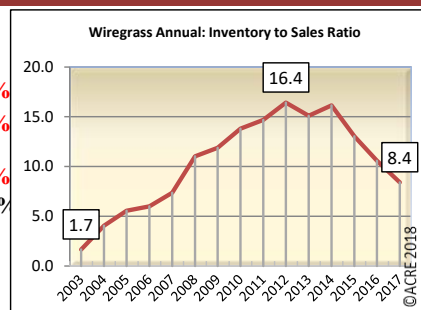
**Graph: 2004 - 2017**  
**(Per Annum)**

<b>ACRE Commentary</b>	<b>Historical Total Homes Listed</b>
"The 5-year inventory average ('12-'16) for the year is 913 units, 191 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 20.9% below the 5-year annual average, and 17.6% below the 3-year annual average."	2015 <b>778</b>
	2014 <b>911</b>
	2013 <b>943</b>
	2012 <b>971</b>
	2011 <b>961</b>
	<b>5-Year Avg: 913</b>
	<b>3-Year Avg: 877</b>

**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).

<b>Last Year</b>	2017	<b>8.4</b>	
vs. Previous Year	2016	<b>10.6</b>	<b>-20.6%</b>
vs. 5-Yr Avg	12-'16	<b>14.3</b>	<b>-41.1%</b>
<b>I/S Ratio Peak</b>	2012	<b>16.4</b>	<b>-48.8%</b>
<b>Trough</b>	2003	<b>1.7</b>	<b>394.49%</b>



**Graph: 2004 - 2017**  
**(Per Annum)**

<b>ACRE Commentary</b>	<b>Historical I/S Ratio</b>
"Compared to historical data to the right, the annual supply is 36.8% below the 3-year annual average and 41.1% below the 5-year annual average."	2015 <b>10.6</b>
	2014 <b>13.0</b>
	2013 <b>16.4</b>
	2012 <b>15.1</b>
	2011 <b>16.4</b>
	<b>5-Year Avg: 14.3</b>
	<b>3- Year Avg: 13.3</b>

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