

**Wiregrass Residential Real Estate: Annual Trends Report**

**Market Indicators**

**Annual Trends**

**Infographs**

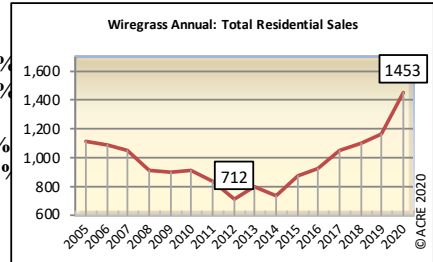
**Total Residential Sales**

Wiregrass residential sales for the year of 2020 totaled 1,453 units, representing an increase of 290 transactions when compared to 1,163 units that were sold in the year of 2019.

**Last Year**

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

2020	1,453	
2019	1,163	24.9%
15-20	1,022	42.2%
2020	1,453	0.0%
2012	712	104.1%



Graph: 2005- 2020  
(Per Annum)

**ACRE Commentary**

"Compared to historical data, annual sales are 17.7% above the 3-year annual average and 42.2% above the 5-year annual average."

**Historical Home Sales**

2019	1,453
2018	1,163
2017	1,104
2016	1,047
2015	925
<b>5- Year Avg:</b>	<b>1,138</b>
<b>3- Year Avg:</b>	<b>1,240</b>

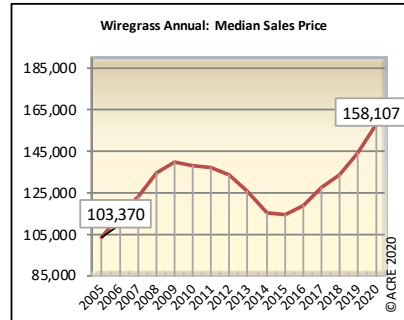
**Median Sales Price**

The median sales price in Wiregrass for the year of 2020 was \$158,107, a 9.4 percent increase from the year of 2019's median sales price of \$144,508.

**Last Year**

vs. Previous Year  
vs. 5-Yr Avg

2020	158,107	
2019	144,508	9.4%
15-20	136,601	15.7%



Graph: 2005- 2020  
(Per Annum)

Median Peak  
Trough

2020	158,107	0.0%
2005	103,370	53.0%

**ACRE Commentary**

"Compared to historical data to the right, the annual median price is 8% above the 3-year annual average and 15.7% above the 5-year annual average."

**Historical Median Selling Price**

2019	158,107
2018	144,508
2017	134,063
2016	127,350
2015	118,975
<b>5- Year Avg:</b>	<b>136,601</b>
<b>3- Year Avg:</b>	<b>145,559</b>



**Market Indicators**

**Annual Trends**

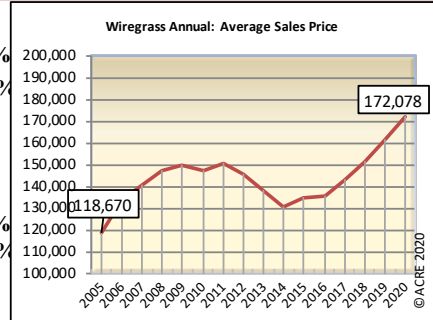
**Infographs**

**Average Sales Prices**

The average sales price in Wiregrass for the year of 2020 was \$172,078, a 6.7 percent increase from the year of 2019's average sales price of \$161,329.

<u>Last Year</u>	2020	172,078	
vs. Previous Year	2019	161,329	6.7%
vs. 5-Yr Avg	15-20	152,653	12.7%

Average Peak	2020	172,078	0.0%
Trough	2005	118,670	45.0%



Graph: 2005- 2020  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 6% above the 3-year annual average and 12.7% above the 5-year annual average."

**Historical Average Selling Price**

2019	172,078
2018	161,329
2017	151,418
2016	142,915
2015	135,523

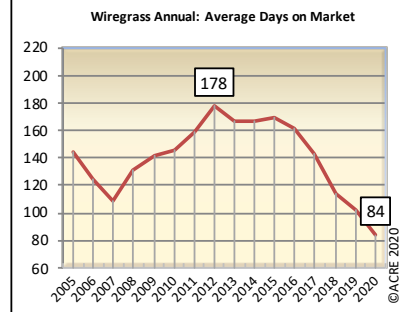
5-Year Avg:	152,653
3- Year Avg:	161,608

**Days on Market (DOM)**

The average number of days on the market in the year of 2020 was 84, representing a decrease of 18.1 percent from 103 days on market in the year of 2019.

<u>Last Year</u>	2020	84	
vs. Previous Year	2019	103	-18.1%
vs. 5-Yr Avg	15-20	121	-30.6%

DOM Peak	2012	178	-52.8%
Trough	2020	84	0.0%



Graph: 2005- 2020  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM average ('15-'20) for the year is 121 days, 37 days higher than the current results. Compared to historical data to the right, the annual DOM is 30.6% below the 5-year annual average, and 16% below the 3-year annual average."

**Historical Average DOM**

2019	84
2018	103
2017	114
2016	143
2015	162

5-Year Avg:	121
3-Year Avg:	100



### Market Indicators

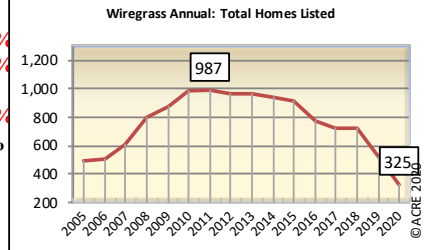
### Annual Trends

### Infographs

#### Homes Listed for Sale

Wiregrass's average number of residential units available for sale in the year of 2020 decreased by **196 units**, when compared to the year of 2019.

Last Year	2020	325	
vs. Previous Year	2019	521	-37.6%
vs. 5-Yr Avg	15-20	613	-47.0%
<b>Inventory Peak</b>	2011	987	-67.1%
<b>Trough</b>	2020	325	0.0%



Graph: 2005- 2020  
(Per Annum)

#### ACRE Commentary

"The 5-year inventory average ('15-'20) for the year is 613 units, 288 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 47% below the 5-year annual average, and 37.7% below the 3-year annual average."

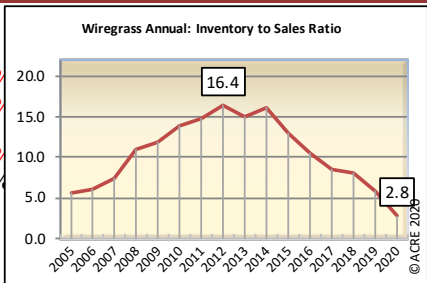
#### Historical Total Homes Listed

2019	521
2018	521
2017	719
2016	722
2015	778
<b>5-Year Avg:</b>	<b>613</b>
<b>3-Year Avg:</b>	<b>522</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).

Last Year	2020	2.8	
vs. Previous Year	2019	5.8	-52.1%
vs. 5-Yr Avg	15-20	7.1	-60.7%
<b>I/S Ratio Peak</b>	2012	16.4	-83.0%
<b>Trough</b>	2020	2.8	0.00%



Graph: 2005- 2020  
(Per Annum)

#### ACRE Commentary

"Compared to historical data to the right, the annual supply is 49% below the 3-year annual average and 60.7% below the 5-year annual average."

#### Historical I/S Ratio

2019	2.8
2018	5.8
2017	8.0
2016	8.4
2015	10.6
<b>5-Year Avg:</b>	<b>7.1</b>
<b>3-Year Avg:</b>	<b>5.5</b>

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