

Tuscaloosa Residential Q4 Report - 2018

Quarterly Indicators

Recent Figures

Trends

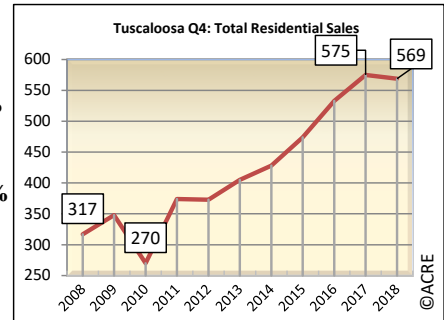
Total Residential Sales

Tuscaloosa residential sales for the fourth quarter of 2018 totaled 569 units, representing a decrease of 6 transactions when compared to 575 units that were sold in the fourth quarter of 2017.

Current Quarter

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

Q4	2018	569	
Q4	2017	575	-1.0%
Q4	13-'17	483	17.8%
Q4	2017	575	-1.0%
Q4	2010	270	110.7%



Graph: Q4: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data, fourth quarter sales are 8.0 percent above the 3-year quarterly average and 17.8 percent above the 5-year quarterly average."

Historical Home Sales

Q4	2017	575
Q4	2016	533
Q4	2015	474
Q4	2014	428
Q4	2013	405

5- Year Avg: 483

3- Year Avg: 527

Median Sales Price

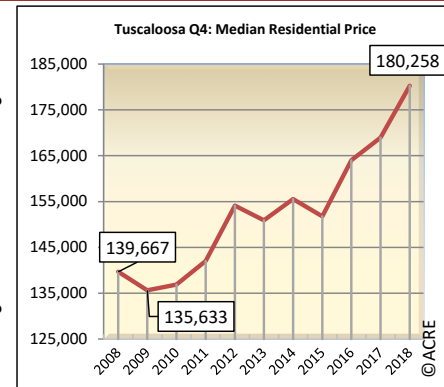
The median sales price in Tuscaloosa for the fourth quarter of 2018 was \$180,258, a 6.7 percent increase from the fourth quarter of 2017's median sales price of \$168,930.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q4	2018	180,258	
Q4	2017	168,930	6.7%
Q4	13-'17	158,226	13.9%

Median Peak	Q4	2018	180,258	0.0%
Trough	Q4	2009	135,633	32.9%



Graph: Q4: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the fourth quarter median sales price is 11.6 percent above the 3-year quarterly average and 13.9 percent above the 5-year quarterly average."

Historical Median Selling Price

Q4	2017	168,930
Q4	2016	164,000
Q4	2015	151,750
Q4	2014	155,550
Q4	2013	150,900

5- Year Avg: 158,226

3- Year Avg: 161,560



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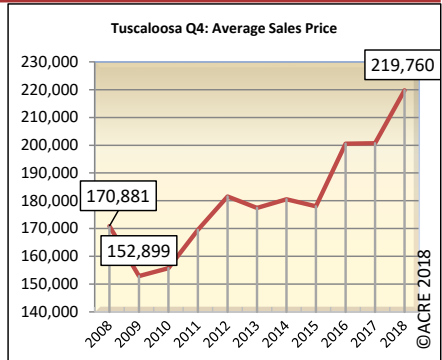
Trends

Average Sales Prices

The average sales price in Tuscaloosa for the fourth quarter of 2018 was \$219,760, a 9.5 percent increase from the fourth quarter of 2017's average sales price of \$200,720.

Current Quarter	Q4	2018	219,760	
vs. Last Year	Q4	2017	200,720	9.5%
vs. 5-Yr Avg	Q4	13-'17	187,468	17.2%

Average Peak	Q4	2018	219,760	0.0%
Trough	Q4	2009	152,899	43.7%



ACRE Commentary

"Compared to historical data to the right, the fourth quarter average price is 13.8 percent above the 3-year quarterly average and 17.2 percent above the 5-year quarterly average."

Historical Average Selling Price

Q4	2017	200,720
Q4	2016	200,538
Q4	2015	178,046
Q4	2014	180,574
Q4	2013	177,462

5-Year Avg:	187,468
3-Year Avg:	193,101

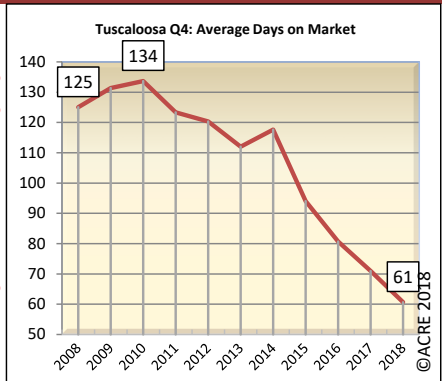
Graph: Q4: 2008 - 2018
(By quarter)

Days on Market (DOM)

The average number of days on the market in the fourth quarter of 2018 was 61, representing a decrease of 10 days from one year ago.

Current Quarter	Q4	2018	61	
vs. Last Year	Q4	2017	71	-14.6%
vs. 5-Yr Avg	Q4	13-'17	95	-36.2%

DOM Peak	Q4	2010	134	-54.7%
Trough	Q4	2018	61	-0.5%



ACRE Commentary

"The 5-year DOM average ('13-'17) for the fourth quarter is 95 days, 34 days higher than current results. Compared to historical data to the right, the fourth quarter average DOM is 36.2 percent below the 5-year quarterly average, and 25.6 percent below the 3-year quarterly average."

Historical Average DOM

Q4	2017	71
Q4	2016	81
Q4	2015	94
Q4	2014	118
Q4	2013	112

5-Year Avg:	95
3-Year Avg:	82

Graph: Q4: 2008 - 2018
(By quarter)



Quarterly Indicators

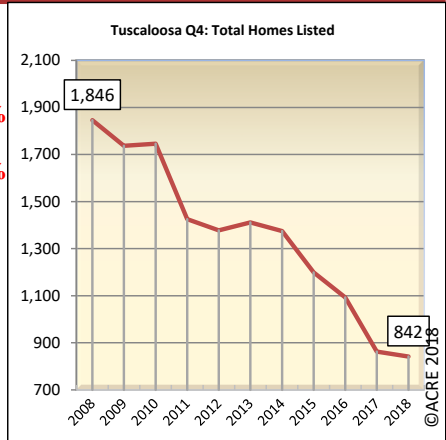
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Total Homes Listed for Sale

Tuscaloosa residential units available for sale in the fourth quarter of 2018 decreased by **20 units**, when compared to the same period last year.

Current Quarter	Q4	2018	842	
vs. Last Year	Q4	2017	862	-2.4%
vs. 5-Yr Avg	Q4	13-'17	1,188	-29.2%
Inventory Peak	Q4	2008	1,846	-54.4%
Trough	Q4	2018	842	0.0%



Graph: Q4: 2008 - 2018
(By quarter)

ACRE Commentary

"The 5-year inventory average ('13-'17) for the fourth quarter is 1,188 units, 346 units higher than current results. Compared to historical data to the right, the number of homes listed for sale is 29.2 percent below the 5-year quarterly average, and 19.9 percent below the 3-year quarterly average."

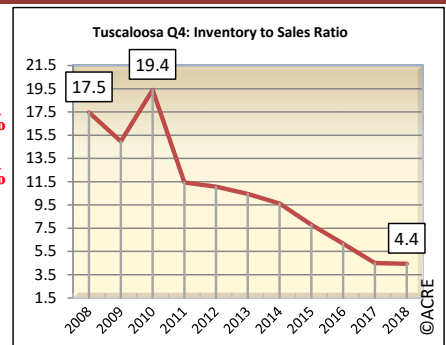
Historical Total Homes Listed

Q4	2017	862
Q4	2016	1,093
Q4	2015	1,199
Q4	2014	1,375
Q4	2013	1,412
5-Year Avg:		1,188
3-Year Avg:		1,051

Inventory-to-Sales Ratio

Definition: The quarterly average of inventory for sale divided by the current quarterly sales average equals the # of months of supply (Market considered to be in balance at approximately 6 months).

Current Quarter	Q4	2018	4.4	
vs. Last Year	Q4	2017	4.5	-1.2%
vs. 5-Yr Avg	Q4	13-'17	7.7	-42.4%
I/S Ratio Peak	Q4	2010	19.4	-77.1%
Trough	Q4	2018	4.4	1.0%



Graph: Q4: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the fourth quarter average months of supply is 29.0 percent below the 3-year quarterly average and 42.4 percent below the 5-year quarterly average."

Historical I/S Ratio

Q4	2017	4.5
Q4	2016	6.2
Q4	2015	7.8
Q4	2014	9.6
Q4	2013	10.5
5-Year Avg:		7.7
3-Year Avg:		6.2

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