

Wiregrass Residential 3rd Quarter Report - 2018

Quarterly Indicators

Recent Figures

Trends

Total Residential Sales

Wiregrass residential sales for the third quarter of 2018 totaled 293 units, representing a decrease of 13 transactions when compared to 306 units that were sold in the third quarter of 2017.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

vs. Peak

vs. Trough

Q3 2018 **293**

Q3 2017 **306**

Q3 13-'17 **219**

Q3 2017 **306**

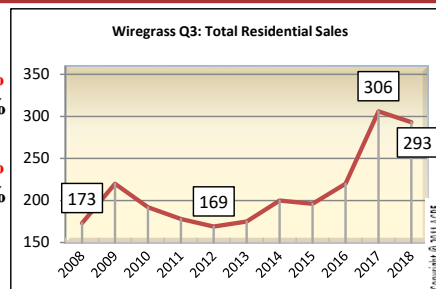
Q3 2012 **169**

-4.2%

33.5%

-4.2%

73.4%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data, third quarter sales are 21.6 percent above the 3-year quarterly average and 33.5 percent above the 5-year quarterly average."

Historical Home Sales

Q3 2017 **306**

Q3 2016 **220**

Q3 2015 **196**

Q3 2014 **200**

Q3 2013 **175**

5- Year Avg: **219**

3- Year Avg: **241**

Median Sales Price

The median selling price in Wiregrass for the third quarter of 2018 was \$144,833, a 3.2 percent increase from the third quarter of 2017's median selling price of \$140,833.

Current Quarter

vs. Last Year

vs. 5-Yr Avg

Median Peak

Trough

Q3 2018 **144,833**

Q3 2017 **140,383**

Q3 13-'17 **118,187**

Q3 2018 **144,833**

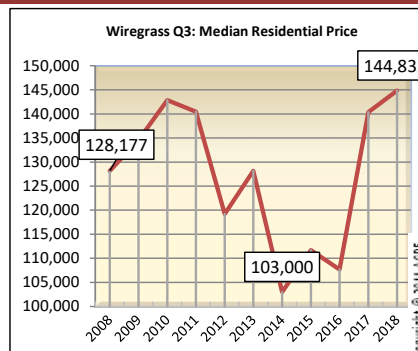
Q3 2014 **103,000**

3.2%

22.5%

0.0%

40.6%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter median price is 20.7 percent above the 3-year quarterly average and 22.5 percent above the 5-year quarterly average."

Historical Median Selling Price

Q3 2017 **140,383**

Q3 2016 **107,667**

Q3 2015 **111,717**

Q3 2014 **103,000**

Q3 2013 **128,167**

5- Year Avg: **118,187**

3- Year Avg: **119,922**



Quarterly Indicators

Recent Figures

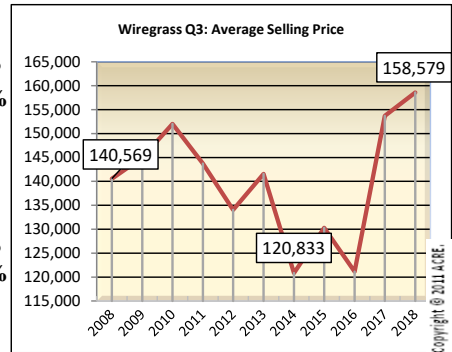
Trends

Average Sales Prices

The average selling price in Wiregrass for the third quarter of 2018 was \$158,579, a 3.2 percent increase from the third quarter of 2017's average selling price of \$153,686.

Current Quarter	Q3	2018	158,579	
vs. Last Year	Q3	2017	153,686	3.2%
vs. 5-Yr Avg	Q3	13-'17	133,506	18.8%

Average Peak	Q3	2018	158,579	0.0%
Trough	Q3	2014	120,833	31.2%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter average price is 17.4 percent above the 3-year quarterly average and 18.8 percent above the 5-year quarterly average."

Historical Average Selling Price

Q3	2017	153,686
Q3	2016	121,154
Q3	2015	130,296
Q3	2014	120,833
Q3	2013	141,560

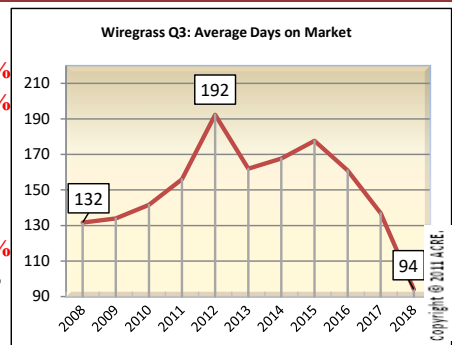
5-Year Avg:	133,506
3-Year Avg:	135,045

Days on Market (DOM)

The average number of days on the market in the third quarter of 2018 was 94, representing an decrease of 31.4 percent from 137 days on market in the third quarter of 2017.

Current Quarter	Q3	2018	94	
vs. Last Year	Q3	2017	137	-31.4%
vs. 5-Yr Avg	Q3	13-'17	161	-41.6%

DOM Peak	Q3	2012	192	-51.0%
Trough	Q3	2018	94	0.0%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the third quarter is 161 days, 67 days higher than the current results. Compared to historical data to the right, the third quarter DOM is 41.6 percent below the 5-year quarterly average, and 40.8 percent below the 3-year average."

Historical Average DOM

Q3	2017	137
Q3	2016	161
Q3	2015	178
Q3	2014	168
Q3	2013	162

5-Year Avg:	161
3-Year Avg:	159



Quarterly Indicators

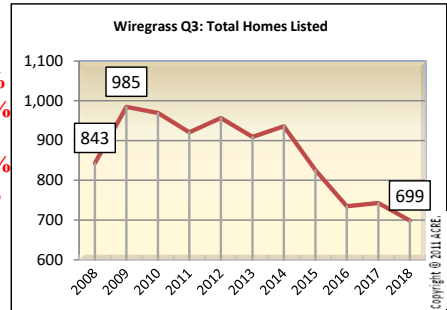
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Total Homes Listed for Sale

Wiregrass residential units available for sale in the third quarter of 2018 decreased by **44 units**, when compared to the same period last year.

Current Quarter	Q3	2018	699	
vs. Last Year	Q3	2017	743	-6.0%
vs. 5-Yr Avg	Q3	13-'17	830	-15.8%
Inventory Peak	Q3	2009	985	-29.1%
Trough	Q3	2018	699	0.0%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"The 5-year inventory average ('13-'17) for the third quarter is 830 units, 131 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 15.8 below the 5-year quarterly average, and 9.0 percent below the 3-year average."

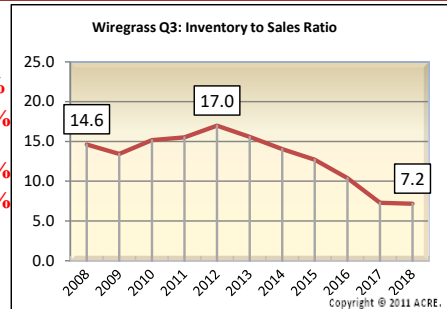
Historical Total Homes Listed

Q3	2017	743
Q3	2016	735
Q3	2015	826
Q3	2014	936
Q3	2013	909
5-Year Avg:		830
3-Year Avg:		768

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	Q3	2018	7.2	
vs. Last Year	Q3	2017	7.3	-1.6%
vs. 5-Yr Avg	Q3	13-'17	12.0	-40.3%
I/S Ratio Peak	Q3	2012	17.0	-57.8%
Trough	Q3	2018	7.2	-0.48%



Graph: Q3: 2008 - 2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter months of supply is 28.7 percent below the 3-year quarterly average and 40.3 percent below the 5-year quarterly average."

Historical I/S Ratio

Q3	2017	7.3
Q3	2016	10.4
Q3	2015	12.7
Q3	2014	14.0
Q3	2013	15.6
5-Year Avg:		12.0
3-Year Avg:		10.1

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