Summary

The survey projects expectations for the 2nd quarter of 2012. The scale ranges from 0-100 with 0 being much worse, 100 being much better, and 50 indicating no change expected.

The professional Real Estate community’s optimism continues to improve. The outlook for sales (yellow) this quarter is at the highest level recorded in the three years this survey has been conducted, 61, a five point improvement from last quarter. This is one point higher than last year at this time.
While all scores are up to new highs, the survey participants are still expecting continued declines in prices (47) and credit availability (48). The national score at 52, up from 48 last quarter, indicates that respondents are more constructive on the overall economic picture. The participants moved to positive sentiment on the statewide conditions at 59 up 5 points from last quarter. Sales expectations are more positive at 61 again up 5 points from last quarter. Inventory expectations improved to 52 from last quarter, the first time this indicator has been above 50 indicating improving conditions expected. Sellers are likely to be frustrated by pricing, and buyers will continue to have problems getting financing.

**Regional Results:**

The sales expectations for each region are within 1 point of each other from 60-61.

This quarter showed an improvement in all measures and in all regions. To some degree this is a seasonal phenomena, the levels are at high points in the three year history of the survey. Of course the three years of the survey have been some of the most challenging in recent times. None the less the results are encouraging, and taken together with the early results of actual sales in the 1st
quarter and the new ABRE sales projections for the remainder of the year that ACRE/Brander has recently released all point to improving conditions.

Commercial market participants (the majority of the respondents are from the Birmingham market area) moved to projecting a continuing improving market this quarter at 59 this quarter vs. 54 last for sales expectations. Price expectations are still soft, at 48 vs 45 last quarter indicating pricing pressure. The score for credit availability has turned constructive, at 54 up from 48 points from last quarter.

North Region

North Alabama experienced a consistent improvement in all scores. The total score of 53, up from 51, a 2 point improvement from last quarter. The Rural markets were an exception to the increasing sales expectations with a drop to 50 from 59 last quarter.

North Central Region

The North Central Region overall score improved to 54 from 50 last quarter, The sales score improved 6 points to 61. Inventory is continuing to improve at 53 with, pricing, and credit below the 50 mark at 47, and 49 respectively.

South Central Region

The South Central Region participants outlook for sales improved 6 points to 61. Rural participants sales expectations improved 10 points to 60.

South Region

The Southern Region sales score improved 4 points to 60. Rural participants sales expectations improved 7 points to 57.

About the Alabama Real Estate Confidence Index and Survey:

Almost 500 professionals responded to the 2nd quarter 2012 survey which was conducted during the month of March 2012. The survey, conducted by the Alabama Center For Real Estate now has the largest participation of any real estate survey. It provides important market insights. Full history and scores for each market segment are located here on the web http://goo.gl/n6o8O

The ACRE Leadership Council determined the need for a statewide industry confidence index and this was adopted as the Council’s first initiative. Tom Brander, Council Member, was selected by the Council and Grayson Glaze, ACRE Executive Director, to spearhead and work with the Center to conduct and produce its Alabama Real Estate Confidence Index (ARECI). The Council appreciates everyone who participated.

For further information contact Tom Brander at Tombrander@tombrander.com or Grayson Glaze at gglaze@cba.ua.edu
Council Membership Roster
As of April 2012

Steve Ankenbrandt
President
Rock Apartment Advisors, Inc.
2106 Devereaux Cir., Suite 100
Birmingham, AL 35243
Phone: 205-397-2200
Email: sankenbrandt@rockadvisors.com
Commercial – Multi-family

Bill Barnhill, Ph.D.*
President
Omega Properties
150 Government St.
Mobile, AL 36602
Phone: 251-432-1287
Email: barnhill@selfstorage.com
Commercial – Self Storage

Virginia S. Boliek
Attorney
Dominick Feld Hyde, P.C.
2121 Highland Avenue South
Birmingham, AL 35205
Phone: 205-939-0033
Email: VBoliek@dfhlaw.com

David Brady, Jr. Esq.
Shareholder
Anders, Boyett & Brady, P.C.
3800 Airport Blvd, Suite 203
Mobile, AL 36608
Phone: 251-344-0880
Email: dbrady@abblawfirm.com
Legal - South

Tom Brander*
Publisher / Editor
Brander / Rudolph Real Estate Reports
3763 W. Jackson Blvd.
Birmingham, AL 35213
Phone: 205-585-0310
Email: tombrander@tombrander.com
RE Statistical Reports & Social Media

Cathy E. Brown*
Builder / Realtor / Sales Coordinator
Alabama Power Company
200 Dexter Ave.
Montgomery, AL 36101
Phone: 334-832-3513
Email: casbrown@southernco.com
Utilities

Joan M. Budd
Attorney
Pritchett Environmental and Property Law
3205 Lorna Rd, Suite 101
Birmingham, AL 35216
Phone: 205-583-9090
Email: jbudd@pritchettlawfirm.com

Carter Burwell*
Associate Broker
Aronov Realty
3500 Eastern Blvd.
Montgomery, AL 36116
Phone: 334-244-2514
Email: carter.burwell@aronov.com
Commercial - Retail
Council Membership Roster
As of April 2012

Bill Butler
Executive Vice President/COO
Engel Realty Company
951 18th St. S., Suite 200
Birmingham, AL 35201
Phone: 205-939-8252
Email: wbutler@engelrealty.com

Mark Byers
Executive Vice-President
EGS, Inc.
505 N. 20th St., Suite 700
Birmingham, AL 35203
Phone: 205-939-4440
Email: mbyers@egsinc.com
Commercial - Industrial

Beau Byrd, II*
Partner
Bradley Arant Boult & Cummings, LLP
One Federal Pl., 1819 5th Ave. N.
Birmingham, AL 35203
Phone: 251-521-8262
Email: bbyrd@babc.com
RE Law

Brian Camp
Vice President/Associate Broker & Owner/Agent
Lovejoy Realty & Farmers Insurance
11520 US Highway 411
Odenville, AL 35120
Phone: 205-699-5816
Email: brian@briancamp.com
Commercial - Retail

Robbie Gring Campbell*
President
Gring Consultants
3921 Captain Dr.
Atlanta, GA 30341
Phone: 404-229-2044
Email: robbie@gring.com
RE Marketing Consultant

Tom Crawford*
President
The Title Group
3500 Colonnade Pkwy., Suite 375
Birmingham, AL 35243
Phone: 205-251-8484
Email: tcrawford@titlegrp.com
RE Title

Gloria Sims Crump
Associate Broker
Re/Max of Gulf Shores- The Sims Team
645 Gulf Shores Pkwy.
Gulf Shores, AL 36542
Phone: 251-948-1272
Email: Gloria@gloriasimscrump.com
Residential Broker - South

Todd Drummond, CCIM
CEO
The Drummond Group, Inc.
182 St. Francis St. Suite 101
Mobile, AL 36602
Phone: 251-694-1180
Email: todd@drummondgrouponline.com
Commercial Industrial
Council Membership Roster
As of April 2012

Amy O. Dunavant*
Manager - Residential Marketing, Birmingham
Alabama Gas Corporation
605 Richard Arrington, Jr. Blvd. N.
Birmingham, AL 35203
Phone: 205-326-8157
Email: amy.dunavant@energen.com

Claude Edwards*
President / CEO
Bryant Bank
1550 McFarland Blvd. N.
Tuscaloosa, AL 35406
Phone: 205-464-4646
Email: claude.edwards@bryantbank.com

James M. Edwards
Partner
Balch & Bingham, LLP
105 Tallapoosa Street, Suite 200
Montgomery, AL 36104
Phone: 334-269-3121
Email: jedwards@balch.com

Shawn Fairburn
President & COO
Hunter Homes
1806 University Dr.
Huntsville, AL 35801
Phone: 256-534-9898
Email: shawn@bighouselittleprice.com

Matt Fowler*
Principal
Solid Earth, Inc.
113 Clinton Avenue SW
Huntsville, AL 35801
Phone: 256-536-0606
Email: mfowler@solidearth.com

David Fullington
Vice-President Leasing
Colonial Properties Trust
2101 6th Ave. N., Suite 750
Birmingham, AL 35203
Phone: 205-262-4722
Email: dfullington@colonialprop.com

Tracy Gatewood
President
Tracy Gatewood Strategic Marketing, Inc.
P.O. Box 20034
Tuscaloosa, AL 35402
Phone: 205-324-4704
Email: gatewoodstrategy@gmail.com

Charlie Grelier, Jr.
President
NAI Chase Commercial
P.O. Box 18153
Huntsville, AL 35804
Phone: 256-319-3504
Email: cgi@chasecommercial.com

utilities

Finance

Legal

Residential Construction

RE Technology/Analyst

REIT

Commercial - Office
Council Membership Roster  
As of April 2012

Jean D. Griffin  
Director of Asset Management  
The Sanders Trust  
1000 Urban Center, Suite 675  
Birmingham, AL 35242  
Phone: 205-298-0809  
Email: jgriffin@sanderstrust.com  
Commercial - Medical

John D. Gunderson  
Senior Vice President  
Daniel Corporation  
3660 Grandview Parkway  
Birmingham, AL 35243  
Phone: 205-443-4566  
Email: jgunderson@danielcorp.com  
Residential Brokerage

Jason Hale*  
President  
MarketGraphics Alabama  
P.O. Box 660851  
Birmingham, AL 35266  
Phone: 205-516-0552  
Email: jason@marketgraphicsalabama.com  
RE Research / Forecasting (Res.)

Walton “Pete” Hall, ALC  
Associate Broker  
John Hall & Company  
4163 Carmichael Road  
Montgomery, AL 36106  
Phone: 334-270-8400  
Email: pete@johnhallco.com  
Commercial – Brokerage

Jimmy Hamner, CRB*  
Owner  
Hamner Real Estate  
1412 University Blvd  
Tuscaloosa, AL 35401  
Phone: 205-469-3234  
Email: jhamner@hamnerrealestate.com  
Commercial Brokerage

Amanda Hardin  
Associate Broker  
Southeast Commercial - Birmingham  
4500 Valleydale Road, Suite 200  
Birmingham, AL 35242  
Phone: 205-874-6222  
Email: amanda@southeastcommercial.net  
Commercial – Brokerage

Barry Harvill*  
Senior Appraiser  
CB Richard Ellis  
One Chase Corporate Center, Suite 400  
Birmingham, AL 35244  
Phone: 205-313-6565  
Email: barry.harvill@cbre.com  
Commercial - Appraisal

John Hayden *  
President  
Concourse Group  
303 Williams Ave. SW, Suite 125  
Huntsville, AL 35801  
Phone: 256-532-1250  
Email: jhayden@concoursegroup.com  
Northern Region
Council Membership Roster
As of April 2012

**Tim Henderson***
City President
Robertson Banking Company
1400 Greensboro Ave.
Tuscaloosa, AL 35401
Phone: 205-469-3680
Email: tim@robertsonbanking.com

**Alan Herndon***
Vice-President – Operations
Hoar Construction
2 Metroplex Drive; Suite 400
Birmingham, AL 35209
Phone: 205-803-2121
Email: herndon@hoarllc.com

**Stephen Hodges***
Senior Vice-President / Commercial Real Estate
First Commercial Bank
800 Shades Creek Parkway
Birmingham, AL 35209
Phone: 205-868-4756
Email: stephen.hodges@firstcommercialbank.com

**Kenneth Holcomb**
President
Commercial Valuation Services
2112 11th Avenue S., Suite 542
Birmingham, AL 35205
Phone: 205-252-8696
Email: kholcomb@cvsappraisals.com

**Bryan A. Holt**
Principal
Southpace Properties, Inc.
300 Richard Arrington Jr. Blvd. N., Suite 900
Birmingham, AL 35203
Phone: 205-271-7214
Email: bholt@southpace.com

**John A. Howard**
Vice President
Kaufman Gilpin McKenzie Thomas Weiss, P.C.
P.O. Drawer 4540
Montgomery, AL 36117
Phone: 334-244-1111
Email: jhoward@kgmlegal.com

**Richard Inge**
Principal & Qualifying Broker
Yance, Inge & Associates
169 Dauphin St., Suite 101
Mobile, AL 36602
Phone: 251-432-2520
Email: ringe@yanceinge.com

**Chervis Isom**
Shareholder
Baker, Donelson, Bearman, Caldwell & Berkowitz, PC
1600 Wells Fargo Tower, 420 20th St. N.
Birmingham, AL 35203
Phone: 205-250-8302
Email: cisom@bakerdonelson.com

**Finance**

**Construction – Commercial**

**Commercial Brokerage**

**Commercial - Appraisal**

**Commercial - Retail**

**Legal – South Central**

**Legal – North Central**
Council Membership Roster
As of April 2012

Warner Johnson
Vice President
Duckworth Morris Real Estate
1312 Greensboro Av.
Tuscaloosa, AL 35401
Phone: 205-345-1810
Email: warner@duckworth.com
Property Management

Cindy Lambert*
Account Executive
Land Title Company of Alabama
600 20th Street North
Birmingham, AL 35203
Phone: 205-251-2871
Email: cs1@land-title.net
North Central Region

Vincent Langan*
Assistant Vice President
Beech Street Capital
One Chase Corporate Center, Suite 400
Birmingham, Alabama 35244
Phone: 205-991-6700
Email: vlangan@beechstcap.com

Jamie LeDoux
Senior Private Banker
Vice President
Wells Fargo
420 20th Street North
Birmingham, AL
(205) 254-5230
Email: Jamie.LeDoux@wellsfargo.com
Finance

Jeff Lees
Alabama Sales & Agency Manager
First American Title Insurance Company
300 Office Park Drive, Suite 175
Birmingham, AL 35223
Phone: 205-879-1818
Email: jrlaes@firstam.com
Title

Glynnis Fisher Levitt
Senior Underwriter, Commercial Real Estate
RBC Bank (USA)
1927 First Avenue North, 4th Floor
Birmingham, AL 35203
Phone: 205-421-2770
Email: glynnis.fisher@rbc.com
Finance

Ronald A. Levitt
Shareholder
Sirote & Permutt, PC
2311 Highland Avenue South
Birmingham, AL 35205
Phone: 205-930-5274
Email: rlevitt@sirote.com
Legal

C. Bennett Long
Real Estate Services
The Cirrus Group, LLC
PO Box 70015
Mobile, AL 36670
Phone: 251-545-4569
Email: bennett@cirrusgroupre.com
Finance
Council Membership Roster
As of April 2012

Dan Lovell*
Director, Office Group
Graham & Company, LLC
110 Office Park Dr., Suite 200
Birmingham, AL 35223
Phone: 205-871-7100
Email: danl@grahamcompany.com
Commercial – Office

Rhett Loveman
Land Acquisitions
DR Horton
2090 Columbiana Rd, Suite 4000
Birmingham, AL 35216
Phone: 205-822-1611
Email: rbloveman@drhorton.com
Land Acquisitions

Teresa Lumpkin
Managing Partner
Newbanks
5120 Selkirk Drive, Suite 210
Birmingham, AL 35242
Phone: 205-980-7495
Email: tlumpkin@newbanks-bhm.com
Construction – Consultant

Gripp Luther
Vice President
Samples Properties
305 Church St., Suite 720
Huntsville, AL 35801
Phone: 256-533-0003
Email: gripp@samplesproperties.com
Property Management

Cindy Martin
President/CEO
Alabama Live (al.com)
2901 2nd Av. S., Suite 260
Birmingham, AL 35233
Phone: 205-380-2440
Email: cindy@al.com
Media

Craig Mason*
Partner
Sellers, Richardson Holman & West, LLP
2100A Southbridge Pkwy., Suite 380
Birmingham, AL 35209
Phone: 205-278-0001
Email: craig.mason@srhwcpa.com
RE Accounting

D. Scott McLain
Principal & Managing Broker
Coldwell Banker Commercial –McLain Real Estate
228 Holmes Ave, Suite 200
Huntsville, AL 35801
Phone: 256-533-3414
Email: dsmclain@ccim.net
Commercial Brokerage

Thomas M. “Mel” McElroy, II
Shareholder
Maynard Cooper & Gale, PC
2400 Regions Harbert Plaza, 1901 6th Ave. N.
Birmingham, AL
Phone: 205-254-1174
Email: MMcElroy@maynardcooper.com
Commercial - Office
Council Membership Roster
As of April 2012

Jerome T. Moore
President/Owner
Coldwell Banker Commercial – Moore Company Realty
121 Coosa Street, Suite 250
Montgomery, AL 36104
Phone: 334-386-2436
Email: jmore@moorecompanyrealty.com
Commercial - Brokerage

Wilson Moore
President
Prudential Pritchett-Moore Realty
1120 Queens City Av.
Tuscaloosa, AL 35401
Phone: 205-349-6500
Email: wmoore@pritchett-moore.com
Residential Brokerage

Mugs Mullins
Broker
Aronov Realty
678 McQueen-Smith Rd. N.
Prattville, AL 36066
Phone: 334-850-1704
Email: mugs@mugsmullins.com
Residential Brokerage

Judy Niemeyer*
Principal
Ashurst & Niemeyer
23800 US Hwy 98, Building A
Fairhope, AL 36532
Phone: 251-928-9265
Email: judy@judysells.com
South Region

Dean Nix
Senior Vice-President
Harbert Realty Services
2 North Twentieth Street, Suite 1700
Birmingham, AL 35203
Phone: 205-323-2020
Email: dnix@harbertrealty.com
Commercial - Investment Sales

Chuck Norwood
Associate Broker, The Norwood Team
RE/Max of Gulf Shores
645 Gulf Shores Pkwy.
Gulf Shores, AL 36542
Phone: 251-948-1211
Email: chuckn@remaxgs.com
Residential Brokerage

Donnis Palmer*
President
The Career Academy of Real Estate
6212 Yellowfin St.
Orange Beach, AL 36561
Phone: 800-481-3116
Email: dpalmer@careeracademyofrealestate.com
RE Distance Education (Online)

Paul Pate
Attorney
Lanier Ford Shaver & Payne P.C.
2101 West Clinton Ave., Suite 102
Huntsville, AL 35805
Phone: 256-535-1100
Email: pap@lanierford.com
Legal - North

Jerome T. Moore

Wilson Moore

Mugs Mullins

Judy Niemeyer*

Dean Nix

Chuck Norwood

Donnis Palmer*

Paul Pate
Council Membership Roster
As of April 2012

Jeff Patton*
Senior Vice-President
Grandbridge Real Estate Capital, LLC
3000 Riverchase Galleria, Suite 1020
Birmingham, AL 35244
Phone: 205-978-1841
Email: jpatton@gbrecap.com
RE Capital Markets

James E. Pittman, Jr.
Principal
James B. Pittman, Jr. PC
P.O. Box 2525
Daphne, AL 36526
Phone: 251-626-7704
Email: james@jbplaw.com
Legal – South

Robert Pitts
National Director
Work Force Housing Alliance U.S, Inc.
P.O. Box 416
Gulf Shores, AL 36547
Phone: 251-233-3356
Email: robert.pitts@gulftel.com
Finance

Clarence Pouncey*
Executive Vice-President / COO
ServisFirst Bancshares, Inc.
3300 Cahaba Rd., Suite 300
Birmingham, AL 35223
Phone: 205-949-0335
Email: cpouncey@servisfirstbank.com
Finance

Anne Powell*
Director / Career Development
Roberts Brothers Company
3664 Dauphin St.
Mobile, AL 36608
Phone: 251-709-0019
Email: anepowell@robertsbrothers.com
RE Education & Career Development

Rebecca Pritchett
Managing Partner
Pritchett Environmental & Property Law, LLC
3205 Lorna Road, Suite 101
Birmingham, AL 35216
Phone: 205-824-9092
Email: rebecca@pritchettlawfirm.com
Legal

Tim Rau
Managing Director
Cushman &Wakefield
505 North 20th St. Suite 700
Birmingham, AL 35203
Phone: 205-314-5565
Email: tim.rau@cushwake.com

Nonet Parmer Reese
Managing member/Broker
Three Sixty, LLC
730 North Dean Rd, Suite 300
Auburn, AL 36830
Phone: 334-887-3601
Email: nonet@concepttoclosing.com
Council Membership Roster
As of April 2012

Russ Russell
Owner/Broker
Russ Russell Commercial Real Estate
923 Merchants Walk, Suite C
Huntsville, AL 35801
Phone: 256-536-7777
Email: russ@russrussell.com
Commercial Brokerage

Joseph E. Sandner, IV
President
Sandner Commercial Real Estate, Inc.
420 North 20th Street, Suite 1450
Birmingham, AL 35203
Phone: 205-949-5981
Email: jes4@sandnercommercial.com
Commercial – Brokerage

Len Shannon
Principal
Shannon Walton RE Investments, LLC
3104 Blue Lake Drive, Suite 200
Birmingham, AL 35243
Phone: 205-977-9797
Email: ls@shanwalt.com
Development

David C. Skinner*
President
David C. Skinner, LLC
2700 Rogers Dr., Suite 208
Birmingham, AL 35209
Phone: 205-871-9566
Email: david@skinnerlegal.com
RE Law

Terry Steelman*
MidSouth Division Manager
Regions
2050 Parkway Office Cir.
Hoover, AL 35244
Phone: 205-560-7292
Email: terry.steelman@regions.com
Finance

Bart Smith
Managing Broker
Graham & Company, LLC
200 Westside Square Suite 800
Huntsville, AL 35801
Phone: 256-382-9010
Email: barts@grahamcompany.com
Commercial Brokerage

Jami Wadkins
Chief Financial Officer
Bayer Properties, LLC
2222 Arlington Ave.
Birmingham, AL 35205
Phone: 205-939-3111
Email: jwadkins@bayerproperties.com
RE Development

Jason C. Walker*
Principal/Vice-President
Almon Associates, Inc.
2008 12th Street
Tuscaloosa, AL 35401
Phone: 205-349-2100
Email: jwalker@almonassociates.com
Engineering
Council Membership Roster
As of April 2012

Jackson Wallace
Director of Multifamily Operations
Ellis-Trick Multifamily
1641 McFarland Blvd., Suite A-1
Tuscaloosa, AL 35406
Phone: 205-247-9800
Email: hjwallace@etimultifamily.com
Commercial - Multifamily

Matt White
President
White-Spunner & Assoc., Inc.
3201 Dauphin Street
Mobile, AL 36606
Phone: 251-471-1000
Email: matt@wsa-re.com
Commercial - Brokerage

Robby White*
CEO
The Nine Agency
2315 9th Street, Suite 2
Tuscaloosa, AL 35401
Phone: 205-344-4413
Email: robbby@thenineagency.com
RE Web Design & Video Production

Brett Wilkinson
Shareholder
Wilson Price Barranco, Blakenship & Billingsly, CPA
3815 Interstate Court
Montgomery, AL 36109
Phone: 334-260-2355
Email: bwilkinson@wilsonprice.com
Legal

David Wilson*
President
The David Wilson Company, LLC
2603 Sandalhaven Dr.
Huntsville, AL 35763
Phone: 256-682-9143
Email: dwilson@rockadvisors.com
RE Consulting

* Senior Leadership Council Member