## Baldwin County Condo Report – March 2014

### Monthly Indicators

<table>
<thead>
<tr>
<th>Current Month</th>
<th>vs. Prior Month</th>
<th>vs. Last Year</th>
<th>vs. 5-Yr Avg</th>
<th>vs. Peak</th>
<th>vs. Trough</th>
<th>Year to Date</th>
<th>vs. Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>108</td>
<td>128</td>
<td>101</td>
<td>127</td>
<td>74</td>
<td>45.9%</td>
<td>324</td>
<td>277</td>
</tr>
</tbody>
</table>

### Recent Figures

- **Total Condo Sales**
  - Baldwin condo sales for March '14 totaled 108 units, representing a 15.0 percent decrease change when compared to the 127 units that were sold in March '13.
  - March 2014: 108 units, 15.6% decrease from February 2014: 128 units.
  - March 2013: 127 units, 15.0% decrease from March 09-13: 101 units.
  - March 2013: 127 units, 45.9% decrease from March 2009: 74 units.

### Trends

- **Year to Date**
  - March 2014: 324 units, 17.0% increase from March 2013: 277 units.

### ACRE Commentary

- **Historical Home Sales**
  - March 2013: 127
  - March 2012: 112
  - March 2011: 89
  - March 2010: 101
  - March 2009: 74
  - 5-Year Avg: 101
  - 3-Year Avg: 109

### Median Sales Price

- **Current Month**
  - March 2014: $302,000
- **vs. Prior Month**
  - February 2014: $300,000, 0.7% increase
- **vs. Last Year**
  - March 2013: $215,000, 40.5% increase
- **vs. 5-Yr Avg**
  - March 09-13: $212,620, 42.0% increase

### Year to Date

- **March 2014**:
  - Median Peak: $302,000, 0.0% increase
  - Median Trough: $182,500, 65.5% decrease

### ACRE Commentary

- **Historical Median Selling Price**
  - March 2013: $215,000
  - March 2012: $239,600
  - March 2011: $182,500
  - March 2010: $190,000
  - March 2009: $236,000
  - 5-Year Avg: $212,620
  - 3-Year Avg: $212,367
### Monthly Indicators

<table>
<thead>
<tr>
<th>Current Month</th>
<th>March 2014</th>
<th>367,499</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month</td>
<td>February 2013</td>
<td>355,228</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>March 2013</td>
<td>275,911</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>March 09-'13</td>
<td>268,946</td>
</tr>
</tbody>
</table>

**Average Sales Prices**
The average selling price for Baldwin County condominiums for March 2014 was $367,499, a 33.2 percent increase from March 2013’s average selling price of $275,911.

<table>
<thead>
<tr>
<th>Year to Date</th>
<th>March 2014</th>
<th>379,302</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Year</td>
<td>March 2013</td>
<td>276,076</td>
</tr>
</tbody>
</table>

**Average Peak**
| March 2014 | 367,499 |

**Trough**
| March 2010 | 235,083 |

### Days on Market (DOM)

<table>
<thead>
<tr>
<th>Current Month</th>
<th>March 2014</th>
<th>141</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month</td>
<td>February 2014</td>
<td>148</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>March 2013</td>
<td>236</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>March 09-'13</td>
<td>200</td>
</tr>
</tbody>
</table>

**Year to Date**
| March 2014 | 129 |
| vs. Prior Year | March 2013 | 216 |

### ACRE Commentary

**Historical Average Selling Price**

- March 2013: 275,911
- March 2012: 295,745
- March 2011: 239,519
- March 2010: 235,083
- March 2009: 298,472

**5-Year Avg:** 268,946  
**3-Year Avg:** 270,392

**ACRE Commentary**

*Historical data indicates that March average condo sales prices on average ('09-'13) increased by 2.9 percent from the month of February. The March 2014 average price increased by 3.5 percent from the prior month.*

**Historical Average DOM**

- March 2013: 236
- March 2012: 185
- March 2011: 185
- March 2010: 182
- March 2009: 214

**5-Year Avg:** 200

**ACRE Commentary**

*The 5-year DOM average ('09-'13) for the month of March is 200 days, which is 59 days above than current results. DOM is anticipated to remain within the current range (180 - 240 days) for the foreseeable future.*

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**Graph: March 2009 - 2014**

- Baldwin Condos: Average Price
- Baldwin Condos: Average Days on Market

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### Monthly Indicators

<table>
<thead>
<tr>
<th>Total Condos Listed for Sale</th>
<th>Current Month</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baldwin County condominiums available for sale in March 2014 increased by 57 units to a total of 1,069, when compared to last year's 1,012.</td>
<td>March 2014</td>
<td>1,069</td>
<td></td>
</tr>
<tr>
<td>vs. Prior Month</td>
<td>February 2014</td>
<td>1,019</td>
<td>4.9%</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>March 2013</td>
<td>1,012</td>
<td>5.6%</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>March 09-13</td>
<td>1,391</td>
<td>-23.2%</td>
</tr>
</tbody>
</table>

| Inventory Peak | March 2009 | 1,926 | -44.5% |
| Inventory Trough | March 2013 | 1,012 | 5.6% |

#### ACRE Commentary

"Historical data indicates that March inventory on average (‘09-‘13) decreases from the month of February by 0.6 percent. March's inventory increased by 4.9 percent when compared to last month's total of 1,019 condos."

### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>Current Month</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 2014</td>
<td>9.9</td>
<td></td>
</tr>
<tr>
<td>vs. Prior Month</td>
<td>February 2014</td>
<td>8.0</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>March 2013</td>
<td>8.0</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>March 09-13</td>
<td>14.9</td>
</tr>
</tbody>
</table>

| I/S Ratio Peak | March 2009 | 26.0 | -62.0% |
| I/S Ratio Trough | March 2013 | 8.0 | 24.2% |

#### ACRE Commentary

"Significant improvement had been experienced in this important indicator. The figures to the right reflect encouraging news for Baldwin County."

### Trends

#### Baldwin Condos: Total Inventory for Sale

- **March 2009**: 1,926
- **March 2014**: 1,069
- **March 2013**: 1,012

#### Baldwin Condos: Inventory to Sales Ratio

- **March 2009**: 26.0
- **March 2014**: 9.9

**Graphs:**
- **March: 2009 - 2014 (By Month)**

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Historical Condos Sales in March of Each Year

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