### Market Indicators

#### Total Residential Sales

Huntsville Madison County residential sales for the year of 2014 totaled 4,782 units, representing an increase of 392 transactions when compared to 5,174 units that were sold in the year of 2013.

<table>
<thead>
<tr>
<th>Last Year</th>
<th>2014</th>
<th>4,782</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Previous Year</td>
<td>2013</td>
<td>5,174</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>09-13</td>
<td>4,678</td>
</tr>
<tr>
<td>vs. Peak</td>
<td>2006</td>
<td>6,398</td>
</tr>
<tr>
<td>vs. Trough</td>
<td>2011</td>
<td>4,272</td>
</tr>
</tbody>
</table>

#### Median Sales Price

The median selling price in Huntsville for the year of 2014 was $169,530, a 0.7 percent increase from the year of 2013’s median selling price of $168,413.

<table>
<thead>
<tr>
<th>Last Year</th>
<th>2014</th>
<th>169,530</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Previous Year</td>
<td>2013</td>
<td>168,413</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>09-13</td>
<td>170,481</td>
</tr>
</tbody>
</table>

**ACRE Commentary**

“Compared to historical data to the right, the annual median price is 0.1% below the 3-year annual average and 0.6% below the 5-year annual average.”

<table>
<thead>
<tr>
<th>Historical Median Selling Price</th>
<th>2013</th>
<th>168,413</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>169,423</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>170,918</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>175,338</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>168,317</td>
<td></td>
</tr>
</tbody>
</table>

**ACRE Commentary**

“Compared to historical data, annual sales are 0.9% above the 3-year annual average and 2.2% above the 5-year annual average.”

<table>
<thead>
<tr>
<th>Historical Home Sales</th>
<th>2013</th>
<th>5,174</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>4,776</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>4,272</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>4,381</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>4,789</td>
<td></td>
</tr>
</tbody>
</table>

5-Year Avg: 4,678
3-Year Avg: 4,741
Average Sales Prices
The average selling price in Huntsville for the year of 2014 was $193,768, a 0.1 percent increase from the year of 2013’s average selling price of $193,507.

<table>
<thead>
<tr>
<th>Year</th>
<th>Last Year</th>
<th>vs. Previous Year</th>
<th>vs. 5-Yr Avg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2014</td>
<td>2013</td>
<td>09-'13</td>
</tr>
<tr>
<td></td>
<td>193,768</td>
<td>193,507</td>
<td>194,983</td>
</tr>
</tbody>
</table>

| Average Peak | 2010    | 199,721 | -3.0% |
| Trough      | 2006    | 182,430 | 6.2%  |

ACRE Commentary
“Compared to historical data to the right, the annual average price is 0.2% below the 3-year annual average and 0.6% below the 5-year annual average.”

Historical Average Selling Price

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>193,507</td>
<td>193,600</td>
<td>195,412</td>
<td>199,721</td>
<td>192,674</td>
</tr>
</tbody>
</table>

5-Year Avg: 194,983
3-Year Avg: 194,173

Days on Market (DOM)
The average number of days on the market in the year of 2014 was 115, representing an increase of 13.1 percent from 102 days on market in the year of 2013.

DOM Peak | 2014    | 115    | 0.0% |
Trough   | 2006    | 81     | 42.0% |

ACRE Commentary
“The 5-year DOM average (’09-'13) for the year is 103 days, 12 days below the current results. Compared to historical data to the right, the annual DOM is 12.1% above the 5-year annual average, and 8.5% above the 3-year annual average.”

Historical Average DOM

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>102</td>
<td>109</td>
<td>106</td>
<td>101</td>
<td>95</td>
</tr>
</tbody>
</table>

5-Year Avg: 103
3-Year Avg: 106
### Market Indicators

<table>
<thead>
<tr>
<th>Homes Listed for Sale</th>
<th>Annual Trends</th>
<th>Infographs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Homes Listed for Sale</strong></td>
<td><strong>Last Year</strong></td>
<td><strong>Infographs</strong></td>
</tr>
<tr>
<td>Last Year</td>
<td>2014</td>
<td>3,182</td>
</tr>
<tr>
<td>vs. Previous Year</td>
<td>2013</td>
<td>3,010</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>09-13</td>
<td>2,987</td>
</tr>
<tr>
<td><strong>Inventory Peak</strong></td>
<td>2010</td>
<td>3,188</td>
</tr>
<tr>
<td><strong>Trough</strong></td>
<td>2006</td>
<td>2,721</td>
</tr>
</tbody>
</table>

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### ACRE Commentary

**Huntsville’s average number of residential units available for sale in the year of 2014 increased by 172 units, when compared to the year of 2013.**

**Historical Total Homes Listed**

<table>
<thead>
<tr>
<th>Year</th>
<th>Homes Listed</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>3,010</td>
</tr>
<tr>
<td>2012</td>
<td>2,888</td>
</tr>
<tr>
<td>2011</td>
<td>3,040</td>
</tr>
<tr>
<td>2010</td>
<td>3,188</td>
</tr>
<tr>
<td>2009</td>
<td>2,810</td>
</tr>
</tbody>
</table>

- **5-Year Avg:** 2,987
- **3-Year Avg:** 2,979

**Graph: 2006-2014 (Per Annum)**

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### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>Last Year</th>
<th>Year</th>
<th>I/S Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Previous Year</td>
<td>2013</td>
<td>7.2</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>09-13</td>
<td>8.0</td>
</tr>
<tr>
<td><strong>I/S Ratio Peak</strong></td>
<td>2010</td>
<td>9.1</td>
</tr>
<tr>
<td><strong>Trough</strong></td>
<td>2006</td>
<td>5.2</td>
</tr>
</tbody>
</table>

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**ACRE Commentary**

“Compared to historical data to the right, the annual supply is 3.8% above the 3-year annual average and 1.4% above the 5-year annual average.”

**Historical I/S Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>I/S Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>7.2</td>
</tr>
<tr>
<td>2012</td>
<td>7.5</td>
</tr>
<tr>
<td>2011</td>
<td>8.8</td>
</tr>
<tr>
<td>2010</td>
<td>9.1</td>
</tr>
<tr>
<td>2009</td>
<td>7.3</td>
</tr>
</tbody>
</table>

- **5-Year Avg:** 8.0
- **3-Year Avg:** 7.8

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**Graph: 2006-2014 (Per Annum)**

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**NOTE:** This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate’s homepage - acre.culverhouse.ua.edu

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Available Online: acre.culverhouse.ua.edu

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