



## Huntsville Residential Report – April 2013

### Monthly Indicators

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#### Total Residential Sales

Huntsville residential\* sales for April '13 totaled 412 units, representing a decrease of 40 transactions when compared to 452 units that were sold in April '12.

Current Month	April 2013	412	
vs. Prior Month	March 2013	377	9.3%
vs. Last Year	April 2012	452	-8.8%
vs. 5-Yr Avg	April 08-'12	372	10.9%

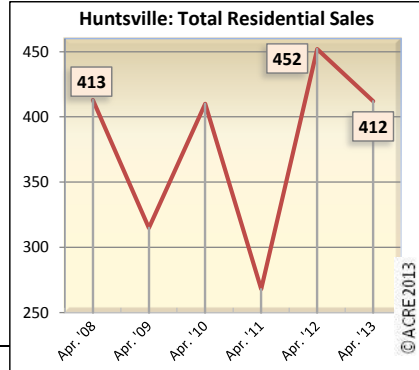
#### By Product Type (% of Total Sales)

	2013	2012	
Existing SF:	310 (75%)	335 (74%)	
Condo:	11 (3%)	9 (2%)	
New Const.	91 (22%)	108 (24%)	

vs. Peak	April 2012	452	-8.8%
vs. Trough	April 2011	268	53.7%

\*Residential = existing single family, condo, & new construction

Year to Date	April 2013	1,435	
vs. Prior Year	April 2012	1,354	6.0%



Graph: April 2008 - 2013  
(By month)

#### ACRE Commentary

"Historical data indicates that April residential sales on average ('08-'12) increase from the month of March by 2.2 percent. April 2013 sales increased by 9.3 percent from the prior month."

#### Historical Home Sales

April 2012	452
April 2011	268
April 2010	410
April 2009	315
April 2008	413

5- Year Avg:	372
3- Year Avg:	377

#### Median Sales Price

The median selling price in Huntsville in April 2013 was \$151,860, a 3.9 percent decrease from April 2012's median selling price of \$158,000.

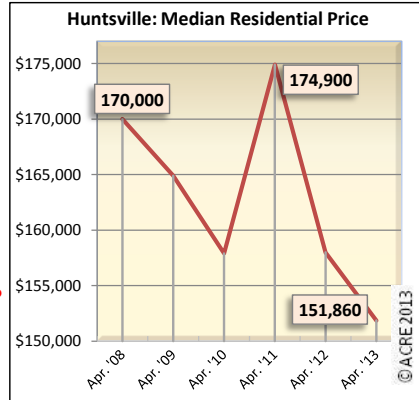
Current Month	April 2013	151,860	
vs. Prior Month	March 2013	156,500	-3.0%
vs. Last Year	April 2012	158,000	-3.9%
vs. 5-Yr Avg	April 08-'12	165,140	-8.0%

#### By Product Type (Y-O-Y Comparison)

	2013	2012
Existing SF:	\$134,000	\$137,900
Condo:	\$58,000	\$45,500
New Const:	\$234,450	\$239,417

Year to Date	April 2013	161,368	
vs. Prior Year	April 2010	160,663	0.4%

Median Peak	April 2011	174,900	-13.2%
Trough	April 2013	151,860	0.0%



Graph: April 2008 - 2013  
(By month)

#### ACRE Commentary

"Historical data indicates that April median sales prices on average ('08-'12) increase by 0.9 percent from the month of March. The current median price decreased by 3.0 percent from the prior month."

#### Historical Median Selling Price

April 2012	158,000
April 2011	174,900
April 2010	157,900
April 2009	164,900
April 2008	170,000

5- Year Avg:	165,140
3- Year Avg:	163,600



**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average selling price in Huntsville for April 2013 was \$176,850, a 1.2 percent decrease from April 2012's average selling price of \$178,976.

**By Product Type (Y-O-Y Comparison)**

	2013	2012
Existing SF:	\$157,935	\$161,233
Condo:	\$96,619	\$64,156
New Const:	\$250,984	\$243,583

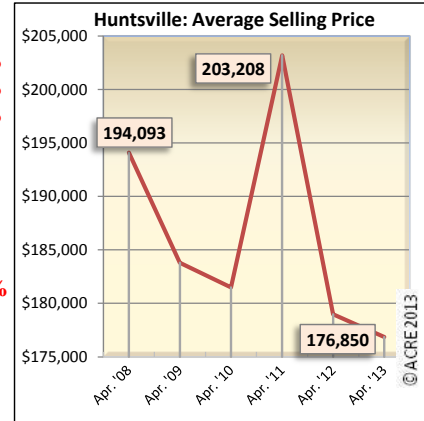
**Current Month**

April 2013	176,850	
vs. Prior Month	March 2013	177,032 -0.1%
vs. Last Year	April 2012	178,976 -1.2%
vs. 5-Yr Avg	April 08-'12	188,314 -6.1%

**Year to Date**

April 2011	184,877	
vs. Prior Year	April 2010	180,369 2.5%

<b>Average Peak</b>	April 2011	203,208	-13.0%
<b>Trough</b>	April 2013	176,850	0.0%



Graph: April 2008 - 2013  
(By month)

**ACRE Commentary**

"Historical data indicates that April average sales prices on average ('08-'12) decrease by 2.7 percent from the month of March. The April 2013 average price decreased by 0.1 percent from the prior month."

**Historical Average Selling Price**

April 2012	178,976
April 2011	203,208
April 2010	181,494
April 2009	183,801
April 2008	194,093

<b>5-Year Avg:</b>	188,314
<b>3-Year Avg:</b>	187,893

**Days on Market (DOM)**

The average number of days on the market in April 2013 was 113, a 4.2 percent decrease from April 2012.

**By Product Type (DOM Comparison)**

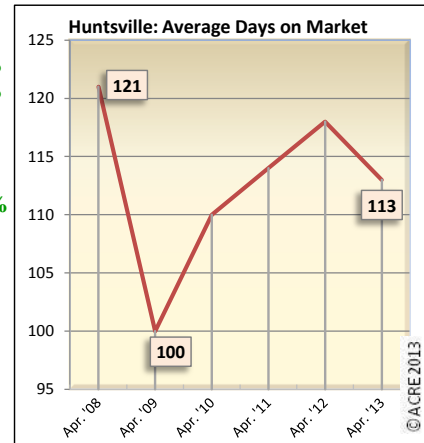
	2013	2012
Existing SF:	122	120
Condo:	108	179
New Const:	93	110

**Current Month**

April 2013	113	
vs. Prior Month	March 2013	115 -1.7%
vs. Last Year	April 2012	118 -4.2%
vs. 5-Yr Avg	April 08-'12	113 0.4%

**Year to Date**

April 2011	102	
vs. Prior Year	April 2010	121 -15.7%



Graph: April 2008 - 2013  
(By month)

**ACRE Commentary**

"The 5-year DOM average ('08-'12) for the month of April is 113 days, which is the same as the current results. DOM is anticipated to remain within the current range (90 - 125 days) for the foreseeable future."

**Historical Average DOM**

April 2012	118
April 2011	114
April 2010	110
April 2009	100
April 2008	121

<b>5-Year Avg:</b>	113
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**Monthly Indicators**

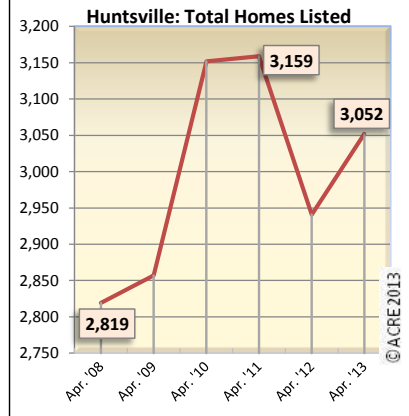
**Recent Figures**

**Trends**

**Total Units Listed for Sale**

Huntsville residential units available for sale in April 2013 increased by **111 units**, when compared to the same period last year.

<u>Current Month</u>					
April 2013	3,052				
vs. Prior Month	March 2013	2,936	4.0%		
vs. Last Year	April 2012	2,941	3.8%		
vs. 5-Yr Avg	April 08-'12	2,986	2.2%		
<b>Inventory Peak</b>	April 2011	3,159	-3.4%		
<b>Trough</b>	April 2008	2,819	8.3%		



**By Product Type (Inv. Comparison)**

	<u>2013</u>	<u>2012</u>
Existing SF:	2,465	2,446
Condo:	104	108
New Const.:	483	387

Graph: April 2008 - 2013

(By month)

**ACRE Commentary**

"Historical data indicates that April inventory on average ('08-'12) increases from the month of March by 2.5 percent. April's inventory increased by 4.0 percent from last month's total of 2,936 homes."

**Historical Total Units Listed**

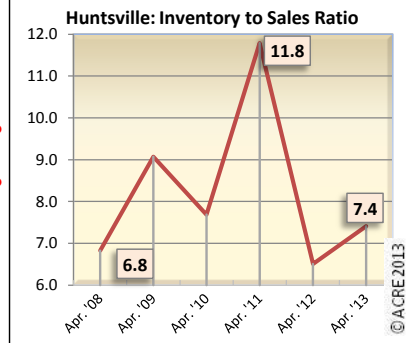
April 2012	2,941
April 2011	3,159
April 2010	3,152
April 2009	2,857
April 2008	2,819
<b>5-Year Avg:</b>	<b>2,986</b>

**Inventory-to-Sales Ratio**

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

Huntsville currently has 7.4 months of supply, up from 6.5 months in April 2012 and down from 7.8 months in March 2013.

<u>Current Month</u>					
April 2013	7.4				
vs. Prior Month	March 2013	7.8	-4.9%		
vs. Last Year	April 2012	6.5	13.8%		
vs. 5-Yr Avg	April 08-'12	8.4	-11.6%		
<b>I/S Ratio Peak</b>	April 2011	11.8	-37.2%		
<b>Trough</b>	April 2008	6.8	8.5%		



Graph: April 2008 - 2013

(By month)

**ACRE Commentary**

"Significant improvement has been experienced in this important indicator. March's 7.4 months of supply is consistent with the 5-year average."

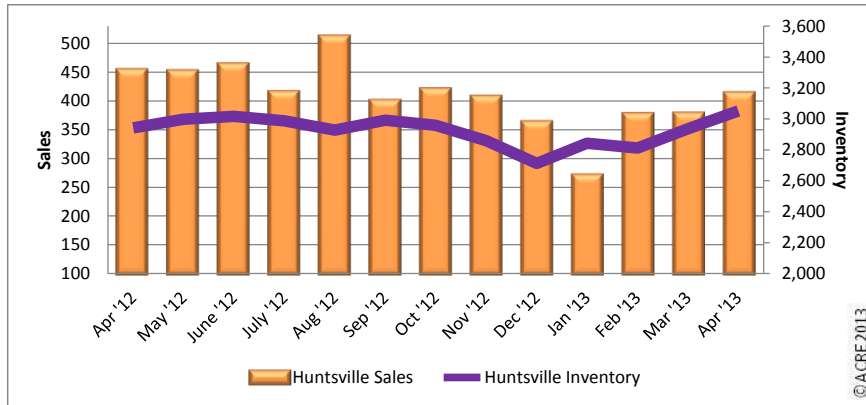
**Historical I/S Ratio**

April 2012	6.5
April 2011	11.8
April 2010	7.7
April 2009	9.1
April 2008	6.8
<b>5-Year Avg:</b>	<b>8.4</b>
<b>3-Year Avg:</b>	<b>8.7</b>

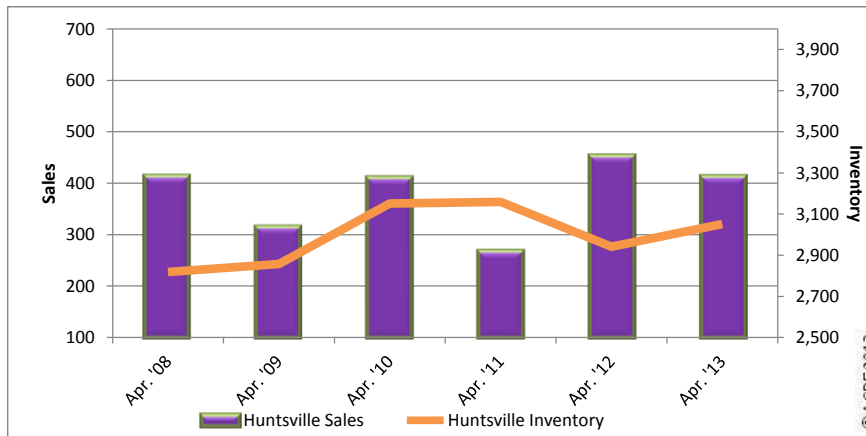
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Residential Sales for April 2013



Historical Residential Sales in April of Each Year



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