



Huntsville Residential Report – April 2013

Monthly Indicators

Recent Figures

Trends

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%

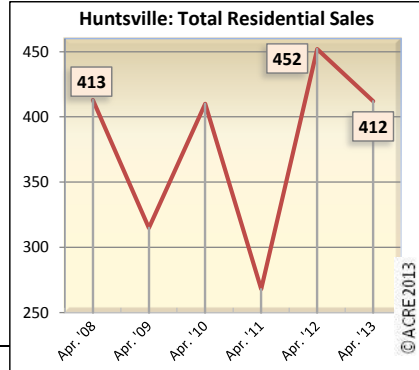
By Product Type (% of Total Sales)

	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.

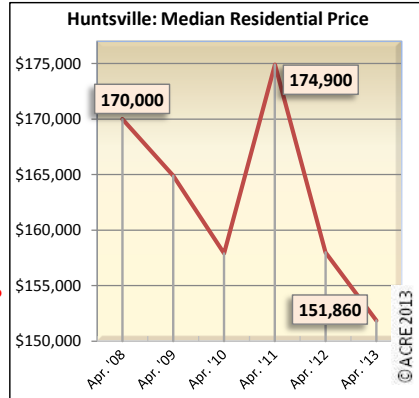
Current Month	April 2013	151,860	
vs. Prior Month	March 2013	156,500	-3.0%
vs. Last Year	April 2012	158,000	-3.9%
vs. 5-Yr Avg	April 08-'12	165,140	-8.0%

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	151,860	
vs. Prior Year	April 2012	158,000	-3.9%

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



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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

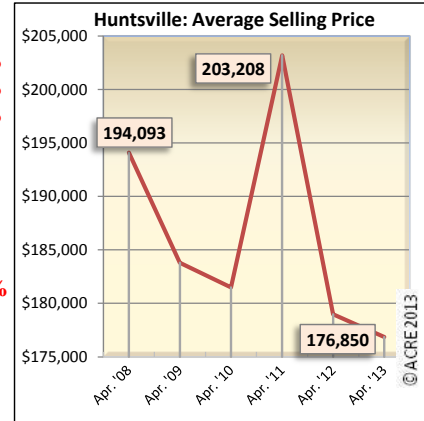
Current Month

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%

Average Peak	April 2011	203,208	-13.0%
Trough	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

5-Year Avg:	188,314
3-Year Avg:	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)

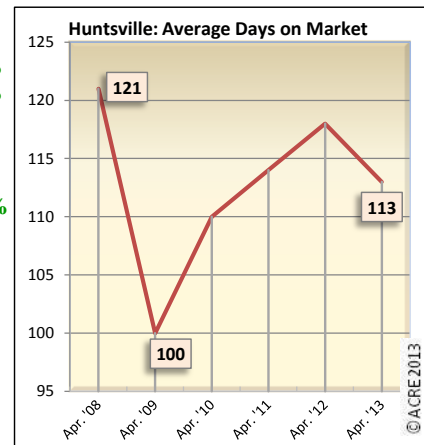
	2013	2012
Existing SF:	122	120
Condo:	108	179
New Const:	93	110

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

5-Year Avg:	113
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Monthly Indicators

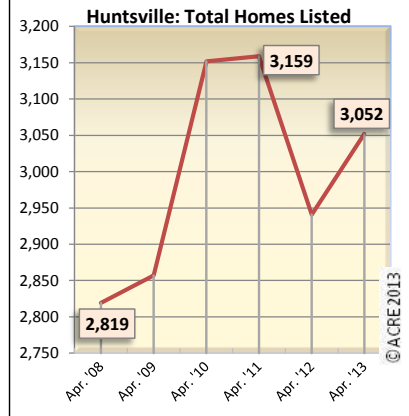
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Total Units Listed for Sale

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%		
Inventory Peak	April 2011	3,159	-3.4%		
Trough	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

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
5-Year Avg:	2,986

Graph: April 2008 - 2013

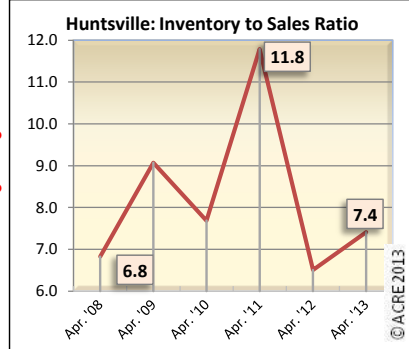
(By month)

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%		
I/S Ratio Peak	April 2011	11.8	-37.2%		
Trough	April 2008	6.8	8.5%		



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
5-Year Avg:	8.4
3-Year Avg:	8.7

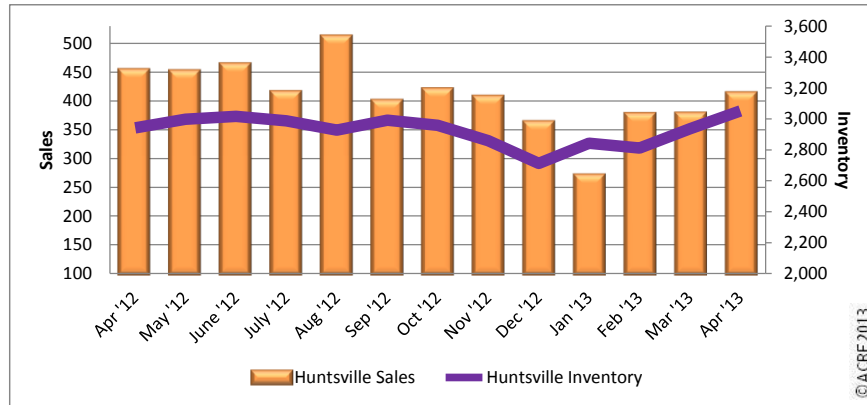
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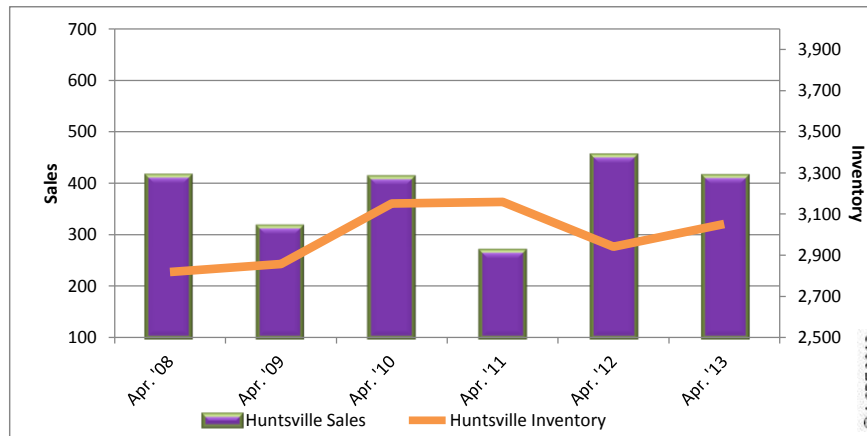
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Residential Sales for April 2013



Historical Residential Sales in April of Each Year



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