Monthly Indicators

Total Residential Sales
Mobile residential sales for January ’15 totaled 262 units, an increase of 28 transactions when compared to the 234 homes sold in January ’14.

By Product Type (% of Total Sales)
- Existing SF: 245 (94%)
- Condo: 3 (1%)
- New Const: 14 (5%)

Current Month
- vs. Prior Month: January 2015 vs. December 2014
- vs. Last Year: January 2014 vs. January 2015
- vs. 5-Yr Avg: January 10-’14

Recent Figures

- January 2015: 262
- December 2014: 311 (15.8%)
- January 2014: 234 (12.0%)
- January 2010: 219 (19.7%)

Trends

- January 2006: 445 (41.1%)
- January 2009: 172 (52.3%)

Year to Date
- January 2015: 262
- January 2014: 234 (12.0%)

ACRE Commentary

“Historical data indicates that January sales on average (’10-’14) show decreases by 9.1 percent from the month of December. January 2015 sales decreased by 15.8 percent from the prior month.”

Median Sales Price

The median selling price in Mobile in January 2015 was $110,000, a 11.2 percent increase from January 2014’s median selling price of $98,900.

By Product Type (Y-O-Y Comparison)

- Existing SF: $108,000 vs. $93,778
- Condo: $80,000 vs. $61,000
- New Const: $213,300 vs. $199,900

Current Month
- January 2015: 110,000
- December 2014: 106,000 (3.8%)
- January 2014: 98,900 (11.2%)
- January 10-’14: 101,565 (8.3%)

Historical Median Selling Price

- January 2014: 98,900
- January 2013: 96,675
- January 2012: 94,000
- January 2011: 105,250
- January 2010: 113,000

Median Peak
- January 2009: 133,950

ACRE Commentary

“Historical data indicates that January median sales prices on average (’10-’14) decreased by 8.5 percent from the month of December. The current median price increased by 3.8 percent from the prior month.”

Median Trough
- January 2012: 94,000

Historical Median Residential Price

- January 2014: 110,000
- January 2013: 133,950

Graph: January: 2005 - 2015 (By Month)
## Monthly Indicators

**Average Sales Prices**

The average selling price in Mobile for January 2015 was $131,561, a 7.1 percent increase from January 2014’s average selling price of $122,824.

<table>
<thead>
<tr>
<th>By Product Type (Y-O-Y Comparison)</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing SF:</td>
<td>$117,931</td>
<td>$126,726</td>
</tr>
<tr>
<td>Condo:</td>
<td>$110,333</td>
<td>$78,833</td>
</tr>
<tr>
<td>New Const:</td>
<td>$207,757</td>
<td>$227,468</td>
</tr>
</tbody>
</table>

**Year to Date**

<table>
<thead>
<tr>
<th>vs. Prior Year</th>
<th>January 2014</th>
<th>January 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Peak</td>
<td>159,208</td>
<td>116,445</td>
</tr>
<tr>
<td>Average Trough</td>
<td>131,561</td>
<td>116,445</td>
</tr>
</tbody>
</table>

**Historical Average Selling Price**

<table>
<thead>
<tr>
<th>vs. 5-Yr Avg</th>
<th>January 2014</th>
<th>January 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 10-'14</td>
<td>124,313</td>
<td>121,178</td>
</tr>
<tr>
<td>January 2010</td>
<td>131,716</td>
<td>124,313</td>
</tr>
</tbody>
</table>

**5-Year Avg:** 124,313

**3-Year Avg:** 121,178

## Recent Figures

<table>
<thead>
<tr>
<th>Current Month</th>
<th>January 2015</th>
<th>131,561</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month</td>
<td>December 2014</td>
<td>128,736</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>January 2014</td>
<td>122,824</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>January 10-'14</td>
<td>124,313</td>
</tr>
</tbody>
</table>

**Average Peak**

<table>
<thead>
<tr>
<th>vs. Prior Year</th>
<th>January 2014</th>
<th>January 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2007</td>
<td>159,208</td>
<td>-17.4%</td>
</tr>
<tr>
<td>January 2013</td>
<td>116,445</td>
<td>13.0%</td>
</tr>
</tbody>
</table>

**ACRE Commentary**

“Historical data indicates that January average sales prices on average (‘10-’14) decrease from the month of December by 7.6 percent. January 2015’s average price increased by 2.2 percent from the prior month.”

## Trends

**Days on Market (DOM)**

The average number of days that a Mobile home was on the market in January 2015 was 111, representing a decrease of 7.5 percent from the 120 days on market in January 2014.

<table>
<thead>
<tr>
<th>By Product Type (DOM Comparison)</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing SF:</td>
<td>109</td>
<td>110</td>
</tr>
<tr>
<td>Condo:</td>
<td>40</td>
<td>331</td>
</tr>
<tr>
<td>New Const:</td>
<td>161</td>
<td>241</td>
</tr>
</tbody>
</table>

**Year to Date**

<table>
<thead>
<tr>
<th>vs. Prior Year</th>
<th>January 2014</th>
<th>January 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2015</td>
<td>111</td>
<td>111</td>
</tr>
<tr>
<td>January 2014</td>
<td>120</td>
<td>120</td>
</tr>
</tbody>
</table>

**ACRE Commentary**

“The 5-year DOM average (‘10-’14) for the month of January is 129 days, which is 18 days higher than this month’s DOM. DOM is anticipated to remain elevated within the current range (120 - 165 days) for the foreseeable future.”

**Historical Average DOM**

<table>
<thead>
<tr>
<th>vs. 5-Yr Avg</th>
<th>January 2014</th>
<th>January 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2014</td>
<td>120</td>
<td>124</td>
</tr>
<tr>
<td>January 2012</td>
<td>120</td>
<td>120</td>
</tr>
<tr>
<td>January 2011</td>
<td>162</td>
<td>119</td>
</tr>
</tbody>
</table>

**5-Year Avg:** 129

**ACRE Commentary**

“Historical data indicates that January average sales prices on average (‘10-’14) decrease from the month of December by 7.6 percent. January 2015’s average price increased by 2.2 percent from the prior month.”
### Monthly Indicators

**Total Homes Listed for Sale**
- Mobile homes available for sale in January 2015 decreased by 68 units when compared to the same period last year.

**By Product Type (INV, Comparison)**
- **Existing S/F**
  - 2014: 2,285
  - 2013: 2,353
- **Condo**
  - 2014: 83
  - 2013: 92
- **New Const.**
  - 2014: 159
  - 2013: 150

### Recent Figures

**Current Month**
- **January 2015**: 2,527

**vs. Prior Month**
- **December 2014**: 2,477 (-2.0%) vs. **January 2014**: 2,595 (-2.6%) vs. **5-Yr Avg**: 2,956 (-14.5%)

**Inventory Peak**
- January 2010: 3,413 (-26.0%)

**Trough**
- January 2006: 2,095 (20.6%)

### Trends

**Inventory-to-Sales Ratio**
- The inventory of homes for sale divided by the current monthly sales volume equals the # of months of housing supply (market considered to be in balance at approximately 6 months).

**Current Month**
- **January 2015**: 9.6

**vs. Prior Month**
- **December 2014**: 8.0 (21.1%) vs. **January 2014**: 11.1 (-13.0%) vs. **5-Yr Avg**: 13.9 (-30.6%)

**I/S Ratio Peak**
- January 2010: 19.3 (-50.0%)

**Trough**
- January 2006: 4.7 (104.9%)

### ACRE Commentary

**Historical Total Homes Listed**
- January 2014: 2,595
- January 2013: 2,744
- January 2012: 2,890
- January 2011: 3,137
- January 2010: 3,413

**5-Year Avg**: 2,956

**Historical I/S Ratio**
- January 2014: 11.1
- January 2013: 11.5
- January 2012: 11.6
- January 2011: 16.0
- January 2010: 19.3

**5-Year Avg**: 13.9

**3-Year Avg**: 11.4

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 - www.acre.cba.ua.edu.
Residential Sales for January 2015

Historical Residential Sales in January of Each Year