



ALABAMA CENTER for REAL ESTATE

CULVERHOUSE COLLEGE OF COMMERCE
THE UNIVERSITY OF ALABAMA

STATEWIDE STATISTICS



Transformational Leadership

Alabama Home Sales Report - September 2014

| Statewide | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD* September-14 | YTD * September-13 | % Difference | **Inv./Sales Ratio of September 2014 |
|-------------------------|-------------------------------|-------------------------|--------------|---------------------------|--------------|----------------------|-----------------------|--------------|---|
| Total Homes Sold | 3,957 | 4,139 | -4.40% | 3,561 | 11.12% | 34,169 | 33,375 | 2.38% | 8.3 |
| Median Selling Price | 129,511 | 141,901 | -8.73% | 123,924 | 4.51% | 131,441 | 123,847 | 6.13% | |
| Average Selling Price | 153,990 | 172,165 | -10.56% | 155,681 | -1.09% | 156,407 | 149,080 | 4.91% | |
| Average Days on Market* | 148 | 162 | -8.60% | 161 | -7.87% | 156 | 161 | -3.59% | |
| Total Homes Listed | 32,992 | 33,561 | -1.70% | 33,833 | -2.49% | | | | |

*The % Difference in the Average Days on Market may appear to at variance due to numbers beyond the decimal created when all markets are averaged.

**The Inventory to Sales Ratio (Inv./Sales Ratio) represents the ratio produced by the current month of Total Homes Listed divided by the Current Month Total Homes Sold. This ratio shows at the rate of sales in the current month, the number of months necessary to sell the existing homes on the market in the current month.

TOTAL HOMES SOLD

| ASSOCIATION | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD September-14 | YTD September-13 | % Difference | **Inv./Sales Ratio |
|--------------------------|-------------------------------|-------------------------|----------------|---------------------------|---------------|---------------------|---------------------|---------------|-----------------------|
| Metro Markets | | | | | | | | | |
| Birmingham | 1,166 | 1,187 | -1.77% | 1,020 | 14.31% | 9,750 | 9,224 | 5.70% | 6.1 |
| Huntsville- Madison Co. | 410 | 403 | 1.74% | 450 | -8.89% | 3,670 | 3,976 | -7.70% | 8.1 |
| Mobile | 308 | 328 | -6.10% | 321 | -4.05% | 2,896 | 3,011 | -3.82% | 8.7 |
| Montgomery | 372 | 368 | 1.09% | 265 | 40.38% | 2,930 | 2,736 | 7.09% | 7.3 |
| Tuscaloosa | 164 | 178 | -7.87% | 140 | 17.14% | 1,496 | 1,515 | -1.25% | 9.1 |
| Subtotal | 2,420 | 2,464 | -1.79% | 2,196 | 10.20% | 20,742 | 20,462 | 1.37% | 7.1 |
| Midsized Markets | | | | | | | | | |
| Baldwin | 367 | 428 | -14.25% | 362 | 1.38% | 3,557 | 3,409 | 4.34% | 8.5 |
| Calhoun County | 107 | 126 | -15.08% | 85 | 25.88% | 935 | 829 | 12.79% | 11.3 |
| Cullman | 56 | 74 | -24.32% | 49 | 14.29% | 565 | 493 | 14.60% | 13.3 |
| Dothan | 84 | 105 | -20.00% | 98 | -14.29% | 778 | 790 | -1.52% | 14.1 |
| Gadsden | 61 | 61 | 0.00% | 51 | 19.61% | 528 | 510 | 3.53% | 12.5 |
| Lee County | 107 | 142 | -24.65% | 77 | 38.96% | 1,116 | 1,025 | 8.88% | 7.5 |
| Decatur-Morgan County | 108 | 101 | 6.93% | 92 | 17.39% | 879 | 923 | -4.77% | 9.3 |
| Muscle Shoals | 144 | 138 | 4.35% | 114 | 26.32% | 1,077 | 1,126 | -4.35% | 8.5 |
| Phenix City | 80 | 87 | -8.05% | 85 | -5.88% | 705 | 719 | -1.95% | 8.2 |
| Wiregrass | 67 | 80 | -16.25% | 57 | 17.54% | 531 | 621 | -14.49% | 13.9 |
| Subtotal | 1,181 | 1,342 | -12.00% | 1,070 | 10.37% | 10,671 | 10,445 | 2.16% | 9.8 |
| Rural Markets | | | | | | | | | |
| Athens- Limestone County | 86 | 75 | 14.67% | 85 | 1.18% | 708 | 669 | 5.83% | 9.5 |
| Cherokee County | 16 | 12 | 33.33% | 13 | 23.08% | 138 | 112 | 23.21% | 16.9 |
| Covington | 30 | 15 | 100.00% | 17 | 76.47% | 142 | 173 | -17.92% | 9.0 |
| Jackson County | 14 | 22 | -36.36% | 12 | 16.67% | 148 | 135 | 9.63% | 16.4 |
| Lake Martin | 53 | 54 | -1.85% | 33 | 60.61% | 369 | 340 | 8.53% | 10.7 |
| Marshall County | 61 | 60 | 1.67% | 57 | 7.02% | 568 | 562 | 1.07% | 11.9 |
| Monroe County | 7 | 9 | -22.22% | 8 | -12.50% | 55 | 63 | -12.70% | 19.9 |
| Selma | 12 | 19 | -36.84% | 16 | -25.00% | 105 | 108 | -2.78% | 15.7 |
| Talladega County | 41 | 32 | 28.13% | 28 | 46.43% | 293 | 94 | 211.70% | 12.3 |
| Walker County | 36 | 35 | 2.86% | 26 | 38.46% | 230 | 212 | 8.49% | 10.4 |
| Subtotal | 356 | 333 | 6.91% | 295 | 20.68% | 2,756 | 2,468 | 11.67% | 11.5 |

MEDIAN SELLING PRICE



Transformational Leadership

| Statewide | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD* September-14 | YTD * September-13 | % Difference |
|-----------------------------|-------------------------------|-------------------------|--------------|---------------------------|--------------|----------------------|-----------------------|--------------|
| Median Selling Price | 129,511 | 141,901 | -8.73% | 123,924 | 4.51% | 131,441 | 123,847 | 6.13% |

| ASSOCIATION | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD September-14 | YTD September-13 | % Difference |
|-----------------------------------|-------------------------------|-------------------------|----------------|---------------------------|--------------|---------------------|---------------------|---------------|
| Metro Markets | | | | | | | | |
| Birmingham | 175,000 | 177,500 | -1.41% | 165,000 | 6.06% | 166,226 | 164,483 | 1.06% |
| Huntsville- Madison County | 169,900 | 174,000 | -2.36% | 178,500 | -4.82% | 168,840 | 168,131 | 0.42% |
| Mobile | 124,900 | 118,975 | 4.98% | 113,500 | 10.04% | 116,642 | 110,108 | 5.93% |
| Montgomery | 140,000 | 137,000 | 2.19% | 130,000 | 7.69% | 135,439 | 133,556 | 1.41% |
| Tuscaloosa | 154,900 | 158,950 | -2.55% | 149,450 | 3.65% | 150,370 | 150,611 | -0.16% |
| Median Sales Price Average | 152,940 | 153,285 | -0.23% | 147,290 | 3.84% | 147,503 | 145,378 | 1.46% |
| Midsized Markets | | | | | | | | |
| Baldwin | 190,000 | 199,450 | -4.74% | 185,500 | 2.43% | 198,456 | 180,184 | 10.14% |
| Calhoun County | 105,000 | 118,950 | -11.73% | 94,500 | 11.11% | 102,361 | 101,582 | 0.77% |
| Cullman | 126,950 | 118,950 | 6.73% | 112,900 | 12.44% | 129,122 | 110,828 | 16.51% |
| Dothan | 115,250 | 140,000 | -17.68% | 142,000 | -18.84% | 129,056 | 132,811 | -2.83% |
| Gadsden | 119,000 | 102,500 | 16.10% | 110,000 | 8.18% | 95,908 | 89,155 | 7.57% |
| Lee County | 180,000 | 174,200 | 3.33% | 201,900 | -10.85% | 179,364 | 175,593 | 2.15% |
| Decatur-Morgan County | 139,950 | 121,500 | 15.19% | 108,000 | 29.58% | 116,417 | 113,339 | 2.72% |
| Muscle Shoals | 114,000 | 129,000 | -11.63% | 120,000 | -5.00% | 122,356 | 113,794 | 7.52% |
| Phenix City | 168,175 | 126,500 | 32.94% | 132,000 | 27.41% | 140,025 | 146,466 | -4.40% |
| Wiregrass | 120,000 | 136,500 | -12.09% | 114,000 | 5.26% | 119,556 | 124,843 | -4.24% |
| Median Sales Price Average | 137,833 | 136,755 | 0.79% | 132,080 | 4.36% | 133,262 | 128,860 | 3.42% |
| Rural Markets | | | | | | | | |
| Athens- Limestone County | 159,000 | 195,000 | -18.46% | 148,900 | 6.78% | 149,908 | 142,072 | 5.52% |
| Cherokee County | 115,000 | 82,500 | 39.39% | 90,000 | 27.78% | 105,861 | 93,300 | 13.46% |
| Covington | 69,000 | 76,600 | -9.92% | 102,000 | -32.35% | 86,676 | 96,411 | -10.10% |
| Jackson County | 67,500 | 150,850 | -55.25% | 86,500 | -21.97% | 130,900 | 90,289 | 44.98% |
| Lake Martin | 186,000 | 352,000 | -47.16% | 262,000 | -29.01% | 225,830 | 203,344 | 11.06% |
| Marshall County | 110,000 | 118,000 | -6.78% | 86,904 | 26.58% | 105,544 | 101,967 | 3.51% |
| Monroe County | 119,000 | 89,900 | 32.37% | 54,200 | 119.56% | 98,811 | 98,183 | 0.64% |
| Selma | 46,750 | 120,000 | -61.04% | 54,500 | -14.22% | 84,250 | 86,139 | -2.19% |
| Talladega County | 140,000 | 125,700 | 11.38% | 85,850 | 63.08% | 123,128 | 71,486 | 72.24% |
| Walker County | 82,500 | 103,000 | -19.90% | 70,000 | 17.86% | 104,989 | 97,500 | 7.68% |
| Median Sales Price Average | 109,475 | 141,355 | -22.55% | 104,085 | 5.18% | 121,590 | 108,069 | 12.51% |

AVERAGE SELLING PRICE



Transformational Leadership

| Statewide | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD* September-14 | YTD * September-13 | % Difference |
|------------------------------|-------------------------------|-------------------------|--------------|---------------------------|--------------|----------------------|-----------------------|--------------|
| Average Selling Price | 153,990 | 172,165 | -10.56% | 155,681 | -1.09% | 156,407 | 149,080 | 4.91% |

| ASSOCIATION | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD September-14 | YTD September-13 | % Difference |
|------------------------------------|-------------------------------|-------------------------|--------------|---------------------------|--------------|---------------------|---------------------|--------------|
| Metro Markets | | | | | | | | |
| Birmingham | 215,830 | 215,691 | 0.06% | 204,651 | 5.46% | 204,344 | 198,432 | 2.98% |
| Huntsville- Madison County | 191,411 | 191,022 | 0.20% | 210,280 | -8.97% | 192,901 | 194,325 | -0.73% |
| Mobile | 138,510 | 140,104 | -1.14% | 135,698 | 2.07% | 135,790 | 129,389 | 4.95% |
| Montgomery | 157,657 | 159,254 | -1.00% | 155,438 | 1.43% | 151,746 | 147,970 | 2.55% |
| Tuscaloosa | 192,602 | 187,239 | 2.86% | 188,407 | 2.23% | 178,056 | 178,408 | -0.20% |
| Average Sales Price Average | 179,202 | 178,662 | 0.30% | 178,895 | 0.17% | 172,567 | 169,705 | 1.69% |

| Midsize Markets | | | | | | | | |
|------------------------------------|----------------|----------------|---------------|----------------|--------------|----------------|----------------|--------------|
| Baldwin | 231,872 | 294,431 | -21.25% | 250,620 | -7.48% | 262,560 | 239,100 | 9.81% |
| Calhoun County | 126,332 | 133,935 | -5.68% | 113,692 | 11.12% | 119,324 | 116,167 | 2.72% |
| Cullman | 174,131 | 176,666 | -1.43% | 111,923 | 55.58% | 177,041 | 131,173 | 34.97% |
| Dothan | 138,982 | 161,771 | -14.09% | 154,039 | -9.77% | 148,564 | 147,691 | 0.59% |
| Gadsden | 134,533 | 138,147 | -2.62% | 117,830 | 14.18% | 116,458 | 108,294 | 7.54% |
| Lee County | 198,622 | 207,744 | -4.39% | 227,114 | -12.55% | 202,923 | 201,049 | 0.93% |
| Decatur-Morgan County | 148,774 | 127,098 | 17.05% | 113,789 | 30.75% | 131,869 | 125,937 | 4.71% |
| Muscle Shoals | 126,642 | 164,993 | -23.24% | 132,159 | -4.17% | 144,462 | 134,830 | 7.14% |
| Phenix City | 175,546 | 140,249 | 25.17% | 140,938 | 24.56% | 145,934 | 150,158 | -2.81% |
| Wiregrass | 130,634 | 152,938 | -14.58% | 125,018 | 4.49% | 133,488 | 137,492 | -2.91% |
| Average Sales Price Average | 158,607 | 169,797 | -6.59% | 148,712 | 6.65% | 158,262 | 149,189 | 6.08% |

| Rural Markets | | | | | | | | |
|------------------------------------|----------------|----------------|----------------|----------------|---------------|----------------|----------------|--------------|
| Athens- Limestone County | 171,911 | 211,058 | -18.55% | 154,109 | 11.55% | 163,932 | 158,265 | 3.58% |
| Cherokee County | 139,062 | 132,084 | 5.28% | 141,474 | -1.70% | 133,355 | 121,354 | 9.89% |
| Covington | 101,658 | 109,150 | -6.86% | 121,646 | -16.43% | 118,015 | 112,559 | 4.85% |
| Jackson County | 114,846 | 165,452 | -30.59% | 180,283 | -36.30% | 136,666 | 119,540 | 14.33% |
| Lake Martin | 267,347 | 413,493 | -35.34% | 350,555 | -23.74% | 308,275 | 292,744 | 5.31% |
| Marshall County | 134,707 | 198,679 | -32.20% | 127,827 | 5.38% | 140,035 | 135,192 | 3.58% |
| Monroe County | 118,214 | 105,197 | 12.37% | 100,256 | 17.91% | 97,302 | 111,702 | -12.89% |
| Selma | 58,675 | 119,434 | -50.87% | 62,827 | -6.61% | 98,961 | 95,915 | 3.18% |
| Talladega County | 141,310 | 127,863 | 10.52% | 144,539 | -2.23% | 140,601 | 110,871 | 26.81% |
| Walker County | 119,945 | 130,437 | -8.04% | 126,915 | -5.49% | 127,585 | 128,454 | -0.68% |
| Average Sales Price Average | 136,768 | 171,285 | -20.15% | 151,043 | -9.45% | 146,473 | 138,660 | 5.63% |

AVERAGE DAYS on the MARKET



Transformational Leadership

| Statewide | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD* September-14 | YTD * September-13 | % Difference |
|--|-------------------------------|-------------------------|--------------|---------------------------|--------------|----------------------|-----------------------|--------------|
| Average Days Home * On Market | 147.9 | 161.8 | -8.60% | 160.5 | -7.87% | 155.6 | 161.3 | -3.59% |

*The % Difference in the Average Days on Market may appear to at variance due to numbers beyond the decimal created when all markets are averaged.

| ASSOCIATION | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | YTD September-14 | YTD September-13 | % Difference |
|----------------------------|-------------------------------|-------------------------|----------------|---------------------------|----------------|---------------------|---------------------|---------------|
| Metro Markets | | | | | | | | |
| Birmingham | 81 | 81 | 0.00% | 86 | -5.81% | 91 | 89 | 1.49% |
| Huntsville- Madison County | 101 | 108 | -6.48% | 96 | 5.21% | 118 | 102 | 15.92% |
| Mobile | 114 | 96 | 18.75% | 104 | 9.62% | 111 | 110 | 1.62% |
| Montgomery | 127 | 131 | -3.05% | 112 | 13.39% | 136 | 115 | 18.28% |
| Tuscaloosa | 101 | 93 | 8.60% | 86 | 17.44% | 113 | 107 | 5.49% |
| Average DOM Average | 104.8 | 101.8 | 2.95% | 96.8 | 8.26% | 113.8 | 104.6 | 8.84% |
| Midsize Markets | | | | | | | | |
| Baldwin | 165 | 162 | 1.85% | 168 | -1.79% | 157 | 176 | -10.96% |
| Calhoun County | 110 | 150 | -26.67% | 100 | 10.00% | 133 | 128 | 3.92% |
| Cullman | 135 | 136 | -0.74% | 171 | -21.05% | 132 | 166 | -20.41% |
| Dothan | 169 | 159 | 6.29% | 166 | 1.81% | 173 | 167 | 3.52% |
| Gadsden | 187 | 155 | 20.65% | 180 | 3.89% | 185 | 168 | 9.91% |
| Lee County | 183 | 178 | 2.81% | 172 | 6.40% | 176 | 191 | -7.97% |
| Decatur-Morgan County | 117 | 128 | -8.59% | 117 | 0.00% | 130 | 115 | 13.26% |
| Muscle Shoals | 127 | 136 | -6.62% | 118 | 7.63% | 138 | 144 | -4.39% |
| Phenix City | 149 | 125 | 19.20% | 144 | 3.47% | 147 | 144 | 2.17% |
| Wiregrass | 193 | 176 | 9.66% | 153 | 26.14% | 167 | 168 | -0.33% |
| Average DOM Average | 153.5 | 150.5 | 1.99% | 148.9 | 3.09% | 153.7 | 156.7 | -1.88% |
| Rural Markets | | | | | | | | |
| Athens- Limestone County | 96 | 126 | -23.81% | 138 | -30.43% | 135 | 133 | 1.50% |
| Cherokee County | 254 | 237 | 7.17% | 189 | 34.39% | 212 | 187 | 13.38% |
| Covington | 233 | 267 | -12.73% | 208 | 12.02% | 199 | 226 | -11.89% |
| Jackson County | 162 | 211 | -23.22% | 97 | 67.01% | 164 | 125 | 31.23% |
| Lake Martin | 163 | 176 | -7.39% | 166 | -1.81% | 203 | 203 | -0.27% |
| Marshall County | 123 | 231 | -46.75% | 144 | -14.58% | 138 | 133 | 3.76% |
| Monroe County | 142 | 187 | -24.06% | 160 | -11.25% | 229 | 209 | 9.35% |
| Selma | 219 | 273 | -19.78% | 619 | -64.62% | 202 | 339 | -40.24% |
| Talladega County | 103 | 186 | -44.62% | 163 | -36.81% | 133 | 217 | -38.68% |
| Walker County | 143 | 137 | 4.38% | 156 | -8.33% | 167 | 171 | -2.72% |
| Average DOM Average | 163.8 | 203.1 | -19.35% | 204.0 | -19.71% | 178.2 | 194.4 | -8.32% |

TOTAL HOMES LISTED



Transformational Leadership

| Statewide | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | **Inv./Sales Ratio of September 2014 |
|---------------------------|-------------------------------|-------------------------|--------------|---------------------------|--------------|---|
| Total Homes Listed | 32,992 | 33,561 | -1.70% | 33,833 | -2.49% | 8.3 |

| ASSOCIATION | Current Month September-14 | Last Month August-14 | % Difference | Last Year September-13 | % Difference | **Inv./Sales Ratio |
|------------------------|-------------------------------|-------------------------|---------------|---------------------------|---------------|-----------------------|
| Metro Markets | | | | | | |
| Birmingham | 7,099 | 7,391 | -3.95% | 7,788 | -8.85% | 6.1 |
| Huntsville-Madison Co. | 3,303 | 3,218 | 2.64% | 3,100 | 6.55% | 8.1 |
| Mobile | 2,674 | 2,718 | -1.62% | 2,937 | -8.95% | 8.7 |
| Montgomery | 2,723 | 2,882 | -5.52% | 2,983 | -8.72% | 7.3 |
| Tuscaloosa | 1,490 | 1,515 | -1.65% | 1,491 | -0.07% | 9.1 |
| Subtotal | 17,289 | 17,724 | -2.45% | 18,299 | -5.52% | 7.1 |
| Midsize Markets | | | | | | |
| Baldwin | 3,110 | 3,190 | -2.51% | 2,952 | 5.35% | 8.5 |
| Calhoun County | 1,214 | 1,215 | -0.08% | 1,192 | 1.85% | 11.3 |
| Cullman | 745 | 601 | 23.96% | 663 | 12.37% | 13.3 |
| Dothan | 1,187 | 1,206 | -1.58% | 1,300 | -8.69% | 14.1 |
| Gadsden | 761 | 771 | -1.30% | 734 | 3.68% | 12.5 |
| Lee County | 800 | 820 | -2.44% | 873 | -8.36% | 7.5 |
| Decatur-Morgan Co. | 1,001 | 1,014 | -1.28% | 947 | 5.70% | 9.3 |
| Muscle Shoals | 1,218 | 1,234 | -1.30% | 1,141 | 6.75% | 8.5 |
| Phenix City | 656 | 663 | -1.06% | 671 | -2.24% | 8.2 |
| Wiregrass | 930 | 953 | -2.41% | 963 | -3.43% | 13.9 |
| Subtotal | 11,622 | 11,667 | -0.39% | 11,436 | 1.63% | 9.8 |
| Rural Markets | | | | | | |
| Athens-Limestone Co. | 817 | 827 | -1.21% | 771 | 5.97% | 9.5 |
| Cherokee County | 270 | 280 | -3.57% | 325 | -16.92% | 16.9 |
| Covington | 269 | 274 | -1.82% | 267 | 0.75% | 9.0 |
| Jackson County | 229 | 237 | -3.38% | 230 | -0.43% | 16.4 |
| Lake Martin | 567 | 614 | -7.65% | 550 | 3.09% | 10.7 |
| Marshall County | 725 | 754 | -3.85% | 770 | -5.84% | 11.9 |
| Monroe County | 139 | 147 | -5.44% | 159 | -12.58% | 19.9 |
| Selma | 188 | 187 | 0.53% | 226 | -16.81% | 15.7 |
| Talladega County | 503 | 481 | 4.57% | 447 | 12.53% | 12.3 |
| Walker County | 374 | 369 | 1.36% | 353 | 5.95% | 10.4 |
| Subtotal | 4,081 | 4,170 | -2.13% | 4,098 | -0.41% | 11.5 |

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. Alabama Center for Real Estate - University of Alabama 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 townhomes.

Numbers in red indicate negative numbers.

(Note: A negative number in the Average Days on Market indicates an improvement.)

Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage:

www.acre.cba.ua.edu