



Tuscaloosa Residential Report – April 2012

Monthly Indicators

Total Residential Sales
Tuscaloosa residential sales for April '12 totaled 144 units, representing an increase of 29 transactions when compared to 115 units that were sold in April '11.

By Product Type (% of Total Sales)

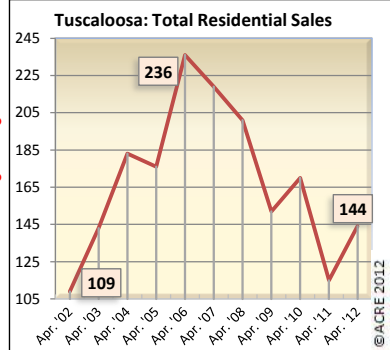
	2012	2011
Existing SF:	109 (76%)	96 (83%)
Condo:	13 (9%)	3 (3%)
New Const.	22 (15%)	16 (14%)

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

Recent Figures

Comparison	Month	Year	Units	% Change
Current Month	April	2012	144	
vs. Prior Month	March	2011	155	-7.1%
vs. Last Year	April	2011	115	25.2%
vs. 5-Yr Avg	April	'07-'11	171	-16.0%
vs. Peak	April	2006	236	-39.0%
vs. Trough	April	2002	109	32.1%
Sales Pace Mirrors...	April	2003	143	0.7%

Trends



Graph: April: 2002 - 2012
(By month)

ACRE Commentary

"Historical data indicates that April sales on average ('07-'11) increase from the month of March by 2.5 percent. April 2012 sales decreased from the prior month by 7.1 percent.

Historical Home Sales

April	2011	115
April	2010	170
April	2009	152
April	2008	201
April	2007	219
5- Year Avg:		171
3- Year Avg:		146

Median Sales Price

The median selling price in Tuscaloosa for April 2012 was \$139,900, a 5.2 percent decrease from April 2011's median selling price of \$147,500.

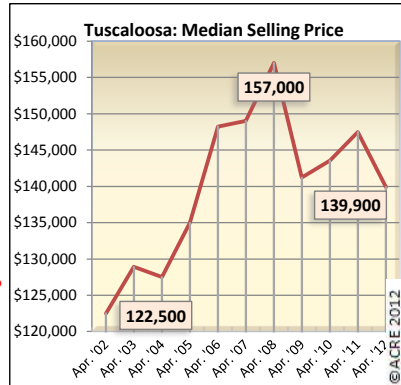
By Product Type (Y-O-Y Comparison)

	2012	2011
Existing SF:	\$125,000	\$148,250
Condo:	\$174,000	\$109,000
New Const:	\$219,938	\$179,200

Comparison	Month	Year	Price	% Change
Current Month	April	2012	139,900	
vs. Prior Month	March	2011	136,900	2.2%
vs. Last Year	April	2011	147,500	-5.2%
vs. 5-Yr Avg	April	'07-'11	147,654	-5.3%

Comparison	Month	Year	Price	% Change
Year to Date	April	2012	139,638	
vs. Prior Year	April	2011	139,213	0.3%

Median Peak	April	2008	157,000	-10.9%
Trough	April	2002	122,500	14.2%



Graph: April: 2002 - 2012
(By month)

ACRE Commentary

"Historical data indicates that April median sales prices on average ('07-'11) increase by 1.7 percent from the month of March. The current median price increased by 2.2 percent from the prior month."

Historical Median Selling Price

April	2011	147,500
April	2010	143,569
April	2009	141,200
April	2008	157,000
April	2007	149,000
5- Year Avg:		147,654
3- Year Avg:		144,090

Monthly Indicators

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Average Sales Prices

The average selling price in Tuscaloosa for April 2012 was \$166,891, a 5.7 percent decrease from April 2011's average selling price of \$177,036.

By Product Type (Y-O-Y Comparison)

	2012	2011
Existing SF:	\$141,669	\$169,341
Condo:	\$192,950	\$97,133
New Const:	\$276,452	\$238,189

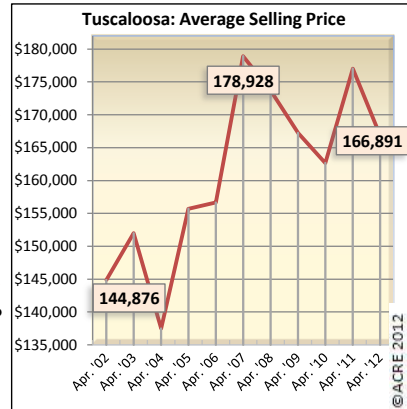
Current Month

April	2012	166,891	
vs. Prior Month	March 2012	151,828	9.9%
vs. Last Year	April 2011	177,036	-5.7%
vs. 5-Yr Avg	April '07-'11	171,921	-2.9%

Year to Date

April	2012	167,039	
vs. Prior Year	April 2011	157,925	5.8%

Average Peak	April	2007	178,928	-6.7%
Trough	April	2004	137,494	21.4%



Graph: April: 2002 - 2012
(By month)

ACRE Commentary

"Historical data indicates that April average sales prices on average ('07-'11) increase by 3.6 percent from the month of March. The April 2011 average price increased by 9.9 percent from the prior month."

Historical Average Selling Price

April	2011	177,036
April	2010	162,675
April	2009	167,250
April	2008	173,718
April	2007	178,928

5-Year Avg:	171,921
3-Year Avg:	168,987

Days on Market (DOM)

The average number of days on the market in April 2012 was 108, representing a decrease of 10.0 percent from 120 days on market in April 2011.

By Product Type (DOM Comparison)

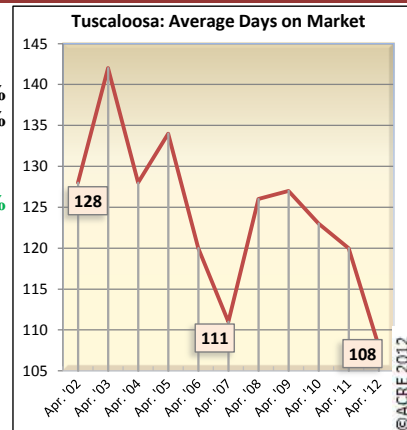
	2012	2011
Existing SF:	106	114
Condo:	123	137
New Const:	106	154

Current Month

April	2012	108	
vs. Prior Month	March 2011	113	-4.4%
vs. Last Year	April 2011	120	-10.0%
vs. 5-Yr Avg	April '07-'11	121	-11.0%

Year to Date

April	2012	117	
vs. Prior Year	April 2011	130	-10.0%



Graph: April: 2002 - 2012
(By month)

ACRE Commentary

"The 5-year DOM average ('07-'11) for the month of April is 121 days, which is 13 days higher than the current results. DOM is anticipated to remain within the current range (110 - 150 days) for the foreseeable future."

Historical Average DOM

April	2011	120
April	2010	123
April	2009	127
April	2008	126
April	2007	111

5-Year Avg:	121
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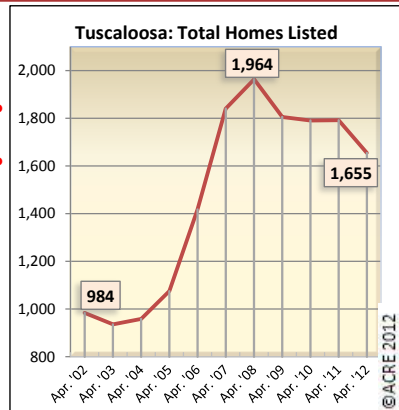
Total Homes Listed for Sale

Tuscaloosa residential units available for sale in April 2012 decreased by **137 units**, when compared to the same period last year.

<u>Current Month</u>						
April	2012	1,655				
vs. Prior Month	March 2011	1,580	4.7%			
vs. Last Year	April 2011	1,792	-7.6%			
vs. 5-Yr Avg	April '07-'11	1,839	-10.0%			
Inventory Peak	April 2008	1,964	-15.7%			
Trough	April 2003	936	76.8%			

By Product Type (Inv, Comparison)

	<u>2012</u>	<u>2011</u>
Existing SF:	1,285	1,383
Condo:	252	253
New Const.:	118	156



Graph: April: 2002 - 2012

(By month)

ACRE Commentary

"Historical data indicates that April inventory on average ('07-'11) decreases from the month of March by 2.7 percent. April's inventory increased by 4.7 percent from last month's total of 1,580 homes."

Historical Total Homes Listed

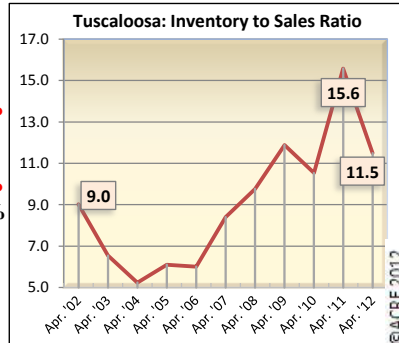
April 2011	1,792
April 2010	1,791
April 2009	1,806
April 2008	1,964
April 2007	1,841
5-Year Avg:	1,839

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).

Tuscaloosa currently has 11.5 months of supply, up from 10.2 months in March 2012 and down from 15.6 months in April 2011.

<u>Current Month</u>						
April	2012	11.5				
vs. Prior Month	March 2011	10.2	12.7%			
vs. Last Year	April 2011	15.6	-26.2%			
vs. 5-Yr Avg	April '07-'11	11.2	2.3%			
Mar. I/S Ratio Peak	April 2011	15.6	-26.2%			
Trough	April 2004	5.2	119.3%			



Graph: April: 2002 - 2012

(By month)

ACRE Commentary

"Significant improvement has been experienced in this important indicator. April's 11.5 months of supply compares favorably to the historical figures."

Historical I/S Ratio

April 2011	15.6
April 2010	10.5
April 2009	11.9
April 2008	9.8
April 2007	8.4
5-Year Avg:	11.2
3-Year Avg:	12.7

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