## Tuscaloosa Residential Report – April 2015

### Monthly Indicators

#### Total Residential Sales
Tuscaloosa residential sales for April ’15 totaled 168 units, representing an increase of 4 units compared to 164 units that were sold in April ’14.

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Existing SF</th>
<th>Condo</th>
<th>New Const</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>147 (88%)</td>
<td>8 (5%)</td>
<td>13 (7%)</td>
</tr>
<tr>
<td>2014</td>
<td>122 (74%)</td>
<td>20 (12%)</td>
<td>22 (14%)</td>
</tr>
</tbody>
</table>

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

#### vs. Peak
April 2006 236 -28.8%

#### vs. Trough
April 2011 115 46.1%

#### Year to Date
April 2015 582

### Current Figures

#### vs. Prior Month
April 2015 168

#### vs. Last Year
April 2014 164 2.4%

#### Current Month
April 2015 168

#### vs. 5-Yr Avg
April ‘10-'14 160 5.1%

#### vs. Peak
April 2006 236 -28.8%

#### vs. Trough
April 2011 115 46.1%

#### vs. 5-Yr Avg
April ‘10-'14 160 5.1%

### Trends

#### Median Sales Price
The median selling price in Tuscaloosa for April 2015 was $153,000, a 2.0 percent increase from April 2014’s median selling price of $150,002.

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Existing SF</th>
<th>Condo</th>
<th>New Const</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$146,900</td>
<td>$235,000</td>
<td>$241,400</td>
</tr>
<tr>
<td>2014</td>
<td>$139,450</td>
<td>$162,450</td>
<td>$238,529</td>
</tr>
</tbody>
</table>

#### vs. Prior Year
April 2014 143,488 7.1%

#### Year to Date
April 2015 153,700

#### Median Peak
April 2008 157,000 -2.5%

#### Trough
April 2005 134,950 13.4%

#### vs. Peak
April 2008 157,000 -2.5%

#### vs. Trough
April 2005 134,950 13.4%

### ACRE Commentary

“Historical data indicates that April sales on average (’10-'14) increase from the month of March by 5.5 percent. April 2015 sales decreased from the prior month by 9.2 percent."
### Monthly Indicators

#### Average Sales Prices

<table>
<thead>
<tr>
<th>Current Month</th>
<th>April 2015</th>
<th>182,231</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month</td>
<td>March 2015</td>
<td>182,314</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>April 2014</td>
<td>179,217</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>April '10-'14</td>
<td>171,479</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing SF:</td>
<td>$179,891</td>
</tr>
<tr>
<td>Condo:</td>
<td>$238,144</td>
</tr>
<tr>
<td>New Const:</td>
<td>$219,512</td>
</tr>
</tbody>
</table>

#### Year to Date

- Average Peak: April 2015 | 182,231 | 0.0%
- Average Trough: April 2005 | 155,713 | 17.0%

### Recent Figures

The average selling price in Tuscaloosa for April 2015 was $182,231, a 1.7 percent increase from April 2014’s average selling price of $179,217.

#### Average Peak

- April 2015 | 182,231 | 0.0%

#### Days on Market (DOM)

<table>
<thead>
<tr>
<th>Current Month</th>
<th>April 2015</th>
<th>84</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month</td>
<td>March 2015</td>
<td>117</td>
</tr>
<tr>
<td>vs. Last Year</td>
<td>April 2014</td>
<td>116</td>
</tr>
<tr>
<td>vs. 5-Yr Avg</td>
<td>April '10-'14</td>
<td>115</td>
</tr>
</tbody>
</table>

#### By Product Type (DOM Comparison)

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing SF:</td>
<td>80</td>
</tr>
<tr>
<td>Condo:</td>
<td>134</td>
</tr>
<tr>
<td>New Const:</td>
<td>95</td>
</tr>
</tbody>
</table>

### Trends

#### Tuscaloosa: Average Days on Market

- April 2015 | 84

### ACRE Commentary

- **Historical Average Selling Price**
  - April 2014 | 179,217
  - April 2013 | 171,578
  - April 2012 | 166,891
  - April 2011 | 177,036
  - April 2010 | 162,675

- **5-Year Avg**: 171,479
- **3-Year Avg**: 172,562

- **Historical Average DOM**
  - April 2014 | 116
  - April 2013 | 110
  - April 2012 | 108
  - April 2011 | 120
  - April 2010 | 123

- **5-Year Avg**: 115

"Historical data indicates that April average sales prices on average ('10-'14) increase by 3.2 percent from month of March. The April 2015 average price remained the same from the prior month."

"The 5-year DOM average ('10-'14) for the month of April is 115 days, which is 31 days above the current results. DOM is anticipated to remain within the current range (105-125 days) for the foreseeable future."
### Monthly Indicators

<table>
<thead>
<tr>
<th>Total Homes Listed for Sale</th>
<th>Current Month</th>
<th>Recent Figures</th>
<th>Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuscaloosa residential units available for sale in April '15 increased by 22 units, when compared to the same period last year.</td>
<td>April 2015</td>
<td>vs. Prior Month March 2015 1,507</td>
<td>vs. Last Year April 2014 1,485</td>
</tr>
<tr>
<td>vs. 5-Yr Avg April '10-'14 1,644</td>
<td>0.3%</td>
<td>1.5%</td>
<td>-8.3%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing SF:</td>
<td>1,076</td>
</tr>
<tr>
<td>Condo:</td>
<td>266</td>
</tr>
<tr>
<td>New Const.:</td>
<td>165</td>
</tr>
</tbody>
</table>

### Recent Figures

<table>
<thead>
<tr>
<th>April</th>
<th>1,507</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. Prior Month March 2015 1,503</td>
<td>vs. Last Year April 2014 1,485</td>
</tr>
<tr>
<td>vs. 5-Yr Avg April '10-'14 1,644</td>
<td>0.3%</td>
</tr>
</tbody>
</table>

#### Inventory Peak

- April 2008 1,964
- 23.3%

#### Trough

- April 2005 1,075
- 40.2%

### ACRE Commentary

**Historical Total Homes Listed**

- April 2014 1,485
- April 2013 1,498
- April 2012 1,655
- April 2011 1,792
- April 2010 1,791

#### 5-Year Avg: 1,644

### Inventory-to-Sales Ratio

<table>
<thead>
<tr>
<th>Current Month</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>April</td>
<td>9.0</td>
<td>8.1</td>
</tr>
<tr>
<td>vs. Prior Month March 2015</td>
<td>10.4%</td>
<td>9.1</td>
</tr>
<tr>
<td>vs. Last Year April 2014</td>
<td>-0.9%</td>
<td>10.4%</td>
</tr>
<tr>
<td>vs. 5-Yr Avg April '10-'14</td>
<td>-16.8%</td>
<td>10.8</td>
</tr>
</tbody>
</table>

#### I/S Ratio Peak

- April 2011 15.6
- 42.4%

#### Trough

- April 2006 6.0
- 49.3%

### ACRE Commentary

**Historical I/S Ratio**

- April 2014 9.1
- April 2013 7.3
- April 2012 11.5
- April 2011 15.6
- April 2010 10.5

#### 5-Year Avg: 10.8

#### 3-Year Avg: 9.3

### Graphs

- Tuscaloosa: Total Homes Listed
- Tuscaloosa: Inventory to Sales Ratio

**Historical data indicates that April inventory on average ('10-'14) increases from the month of March by 1.1 percent. April's inventory increased by 0.3 percent from last month's total of 1,503 homes.**

**Improvement has been experienced in this important indicator. April's 9.0 months of supply is below the 5-Year Average.**

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