

Real Estate Market Update

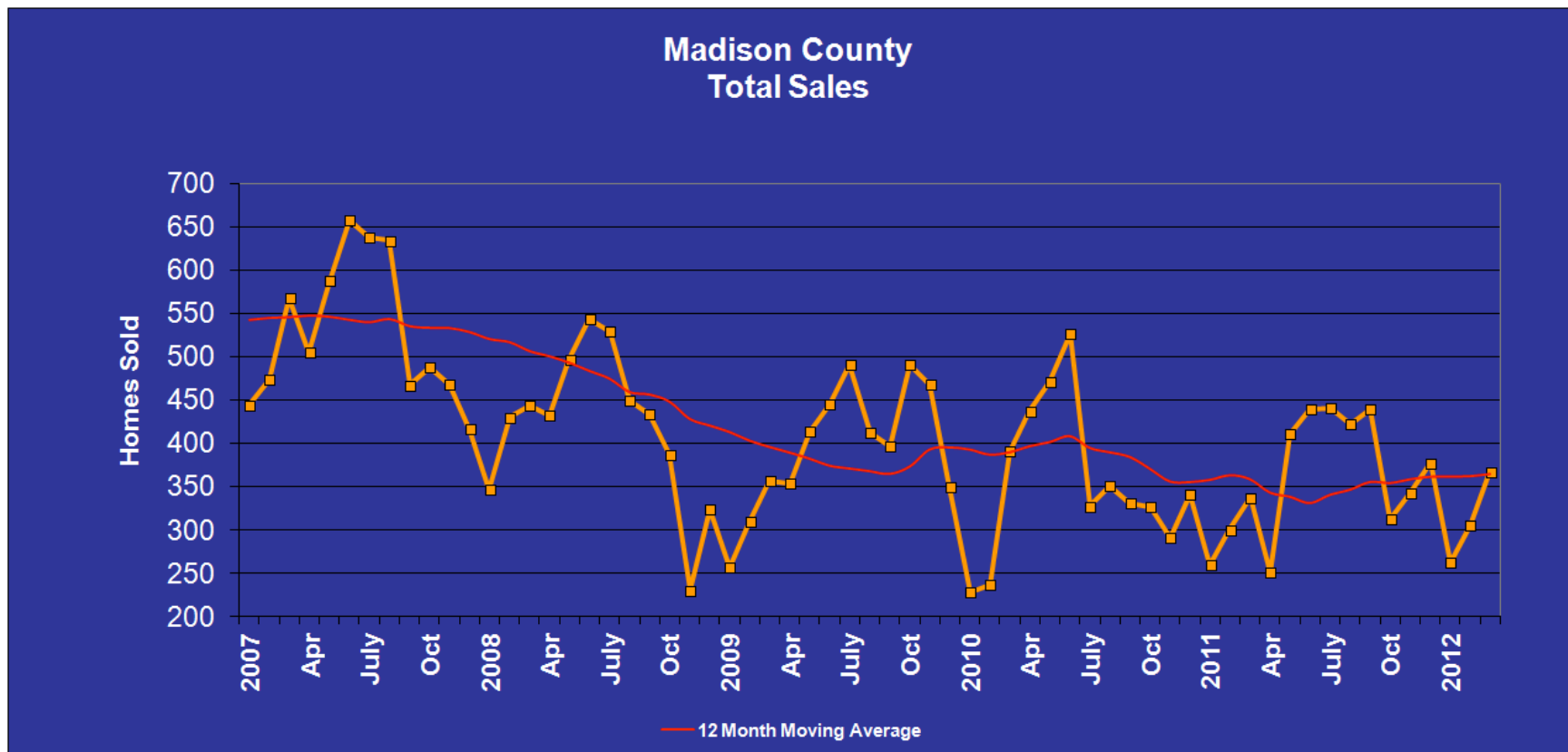
April 2012
Huntsville - Madison County, AL

Courtesy of the Morley Real Estate Group

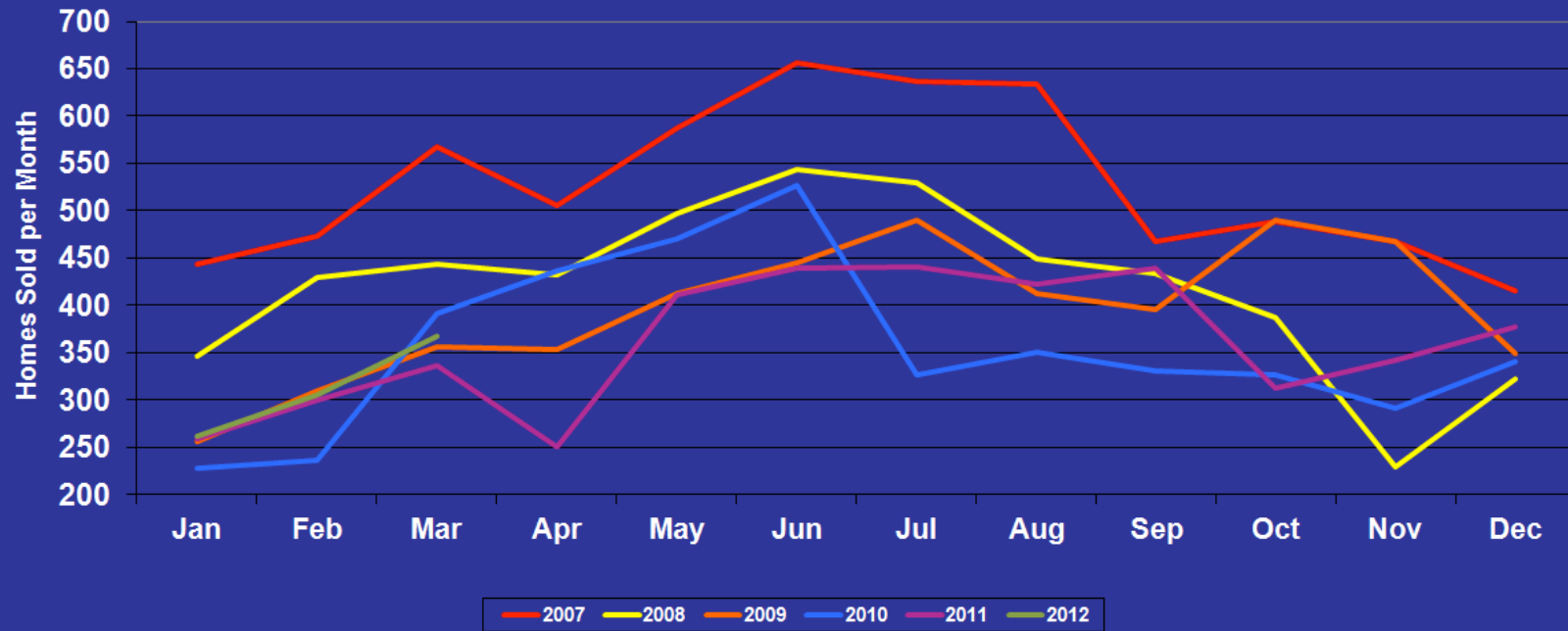


Total Sales

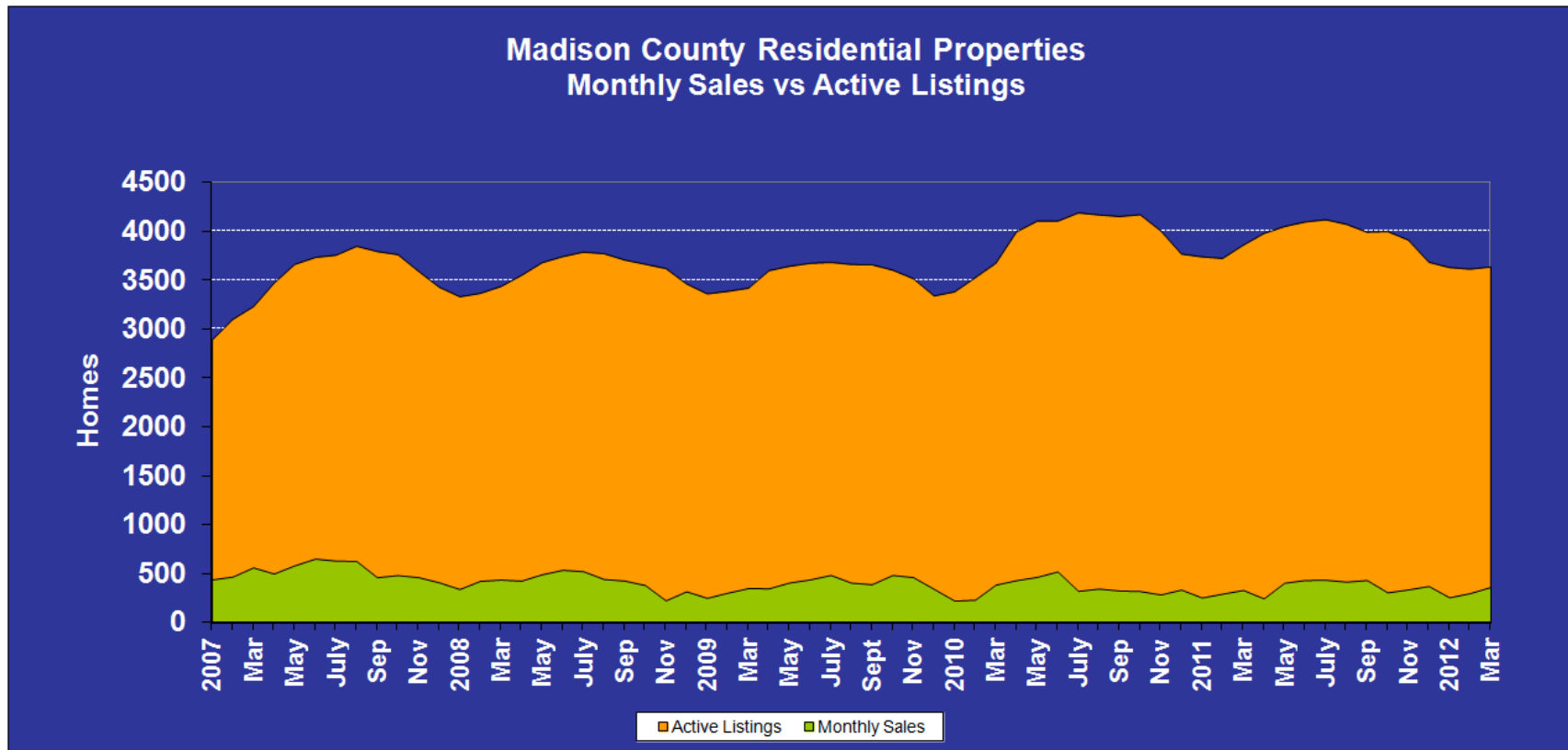
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	444	473	567	505	588	657	637	634	467	488	468	416
2008	346	430	443	432	497	543	529	449	433	387	230	323
2009	256	309	356	353	413	445	490	412	396	490	468	349
2010	228	237	391	437	470	526	327	351	331	326	291	341
2011	259	300	337	251	411	439	441	422	439	312	342	377
2012	262	305	367									



Madison County Total Sales



Monthly Sales vs Active Listings



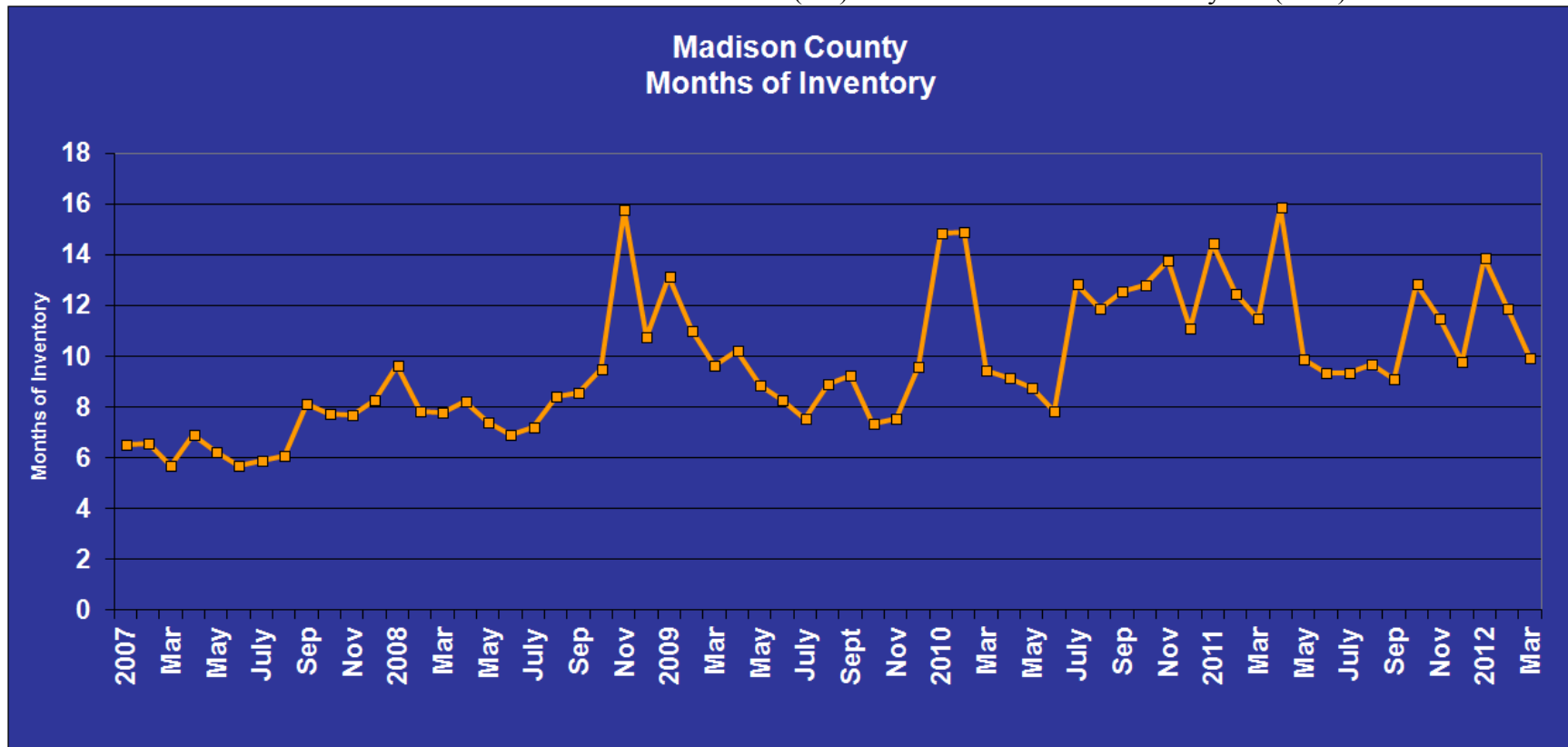
Total Inventory:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	2902	3111	3242	3483	3674	3744	3767	3858	3804	3773	3602	3440
2008	3342	3377	3447	3562	3691	3753	3799	3782	3717	3675	3630	3466
2009	3371	3397	3430	3609	3654	3684	3694	3672	3669	3614	3527	3351
2010	3392	3537	3685	4006	4115	4115	4199	4179	4163	4181	4015	3779
2011	3750	3734	3870	3989	4060	4107	4130	4083	4003	4009	3923	3695
2012	3641	3624	3647									

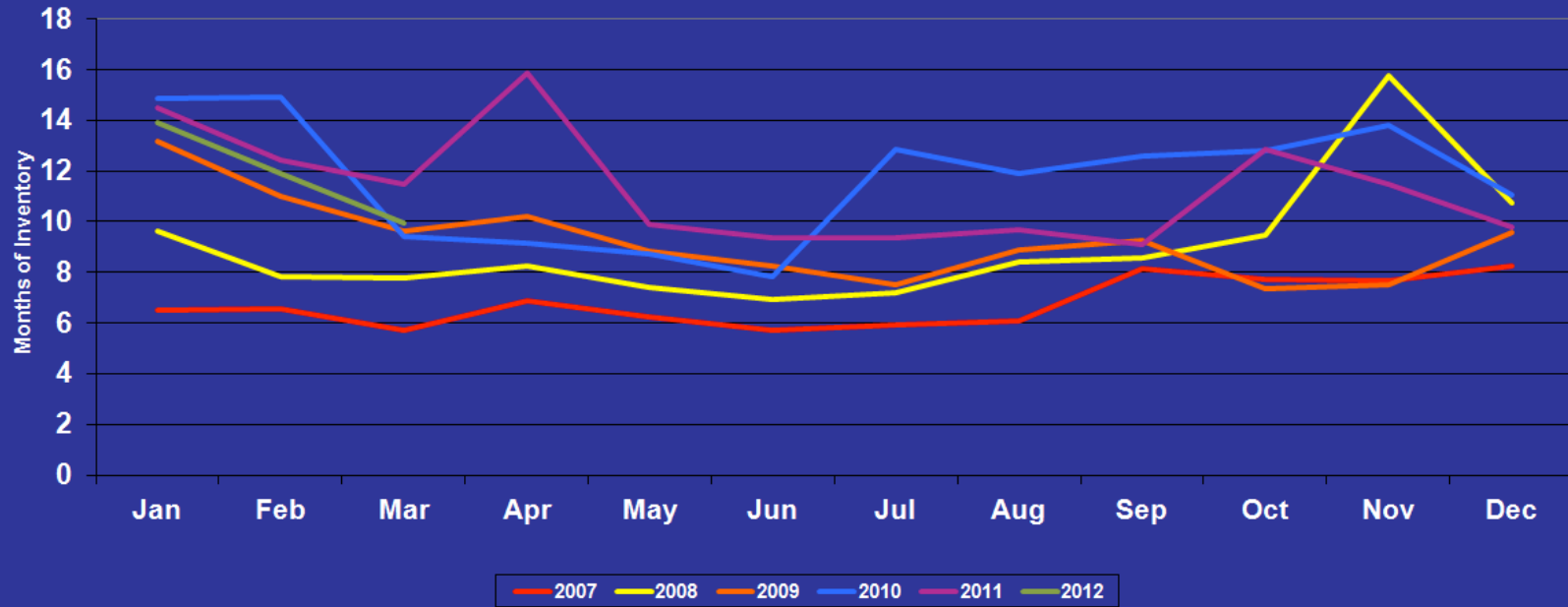
Months of Inventory

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	6.5	6.6	5.7	6.9	6.2	5.7	5.9	6.1	8.1	7.7	7.7	8.3
2008	9.6	7.9	7.8	8.2	7.4	6.9	7.2	8.4	8.6	9.5	15.8	10.7
2009	13.2	11.0	9.6	10.2	8.8	8.3	7.5	8.9	9.3	7.4	7.5	9.6
2010	14.9	14.9	9.4	9.2	8.8	7.8	12.8	11.9	12.6	12.8	13.8	11.1
2011	14.5	12.4	11.5	15.9	9.9	9.4	9.4	9.7	9.1	12.8	11.5	9.8
2012	13.9	11.9	9.9									

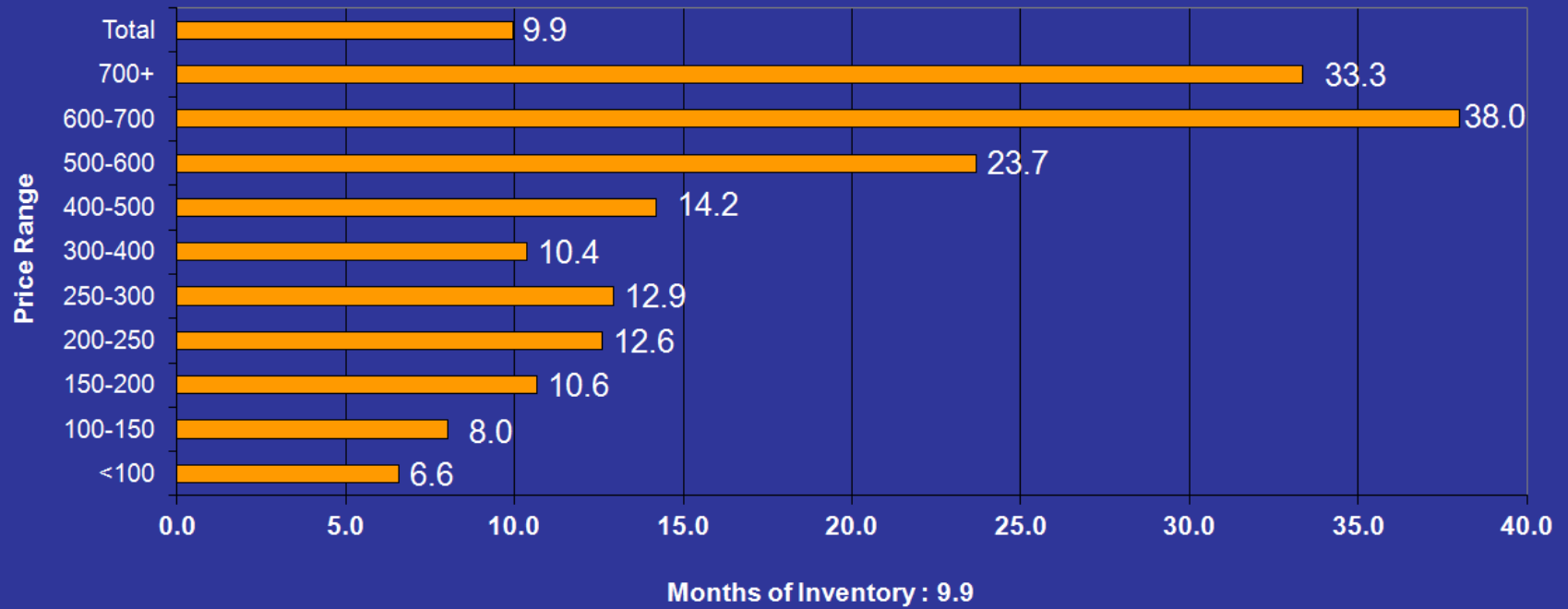
*** A balanced market is 5-6 months. Below 5 months is a seller's (hot) market. Over 6 months is a buyer's (slow) market.



Madison County Months of Inventory

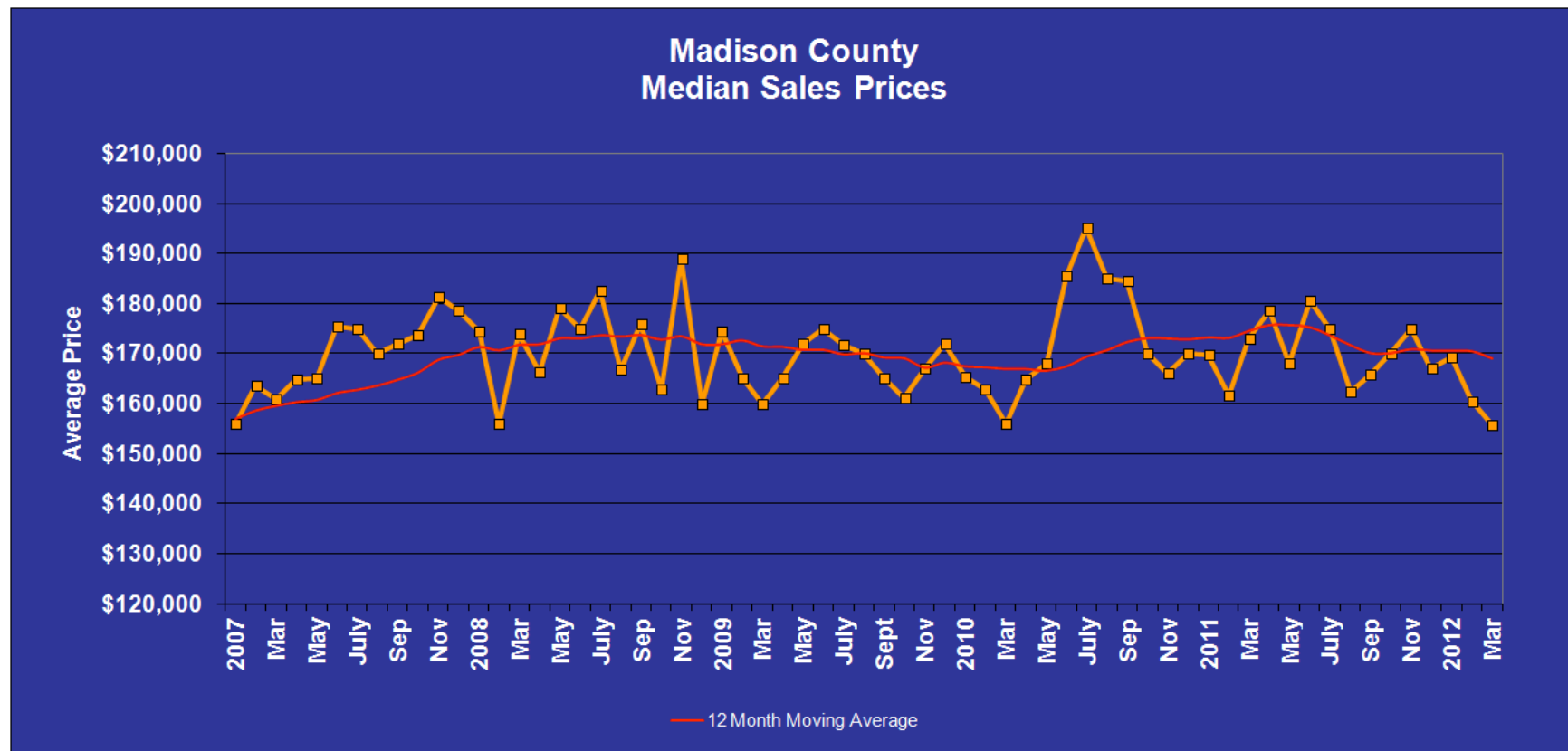


Madison County Residential Inventory Index - April 2012

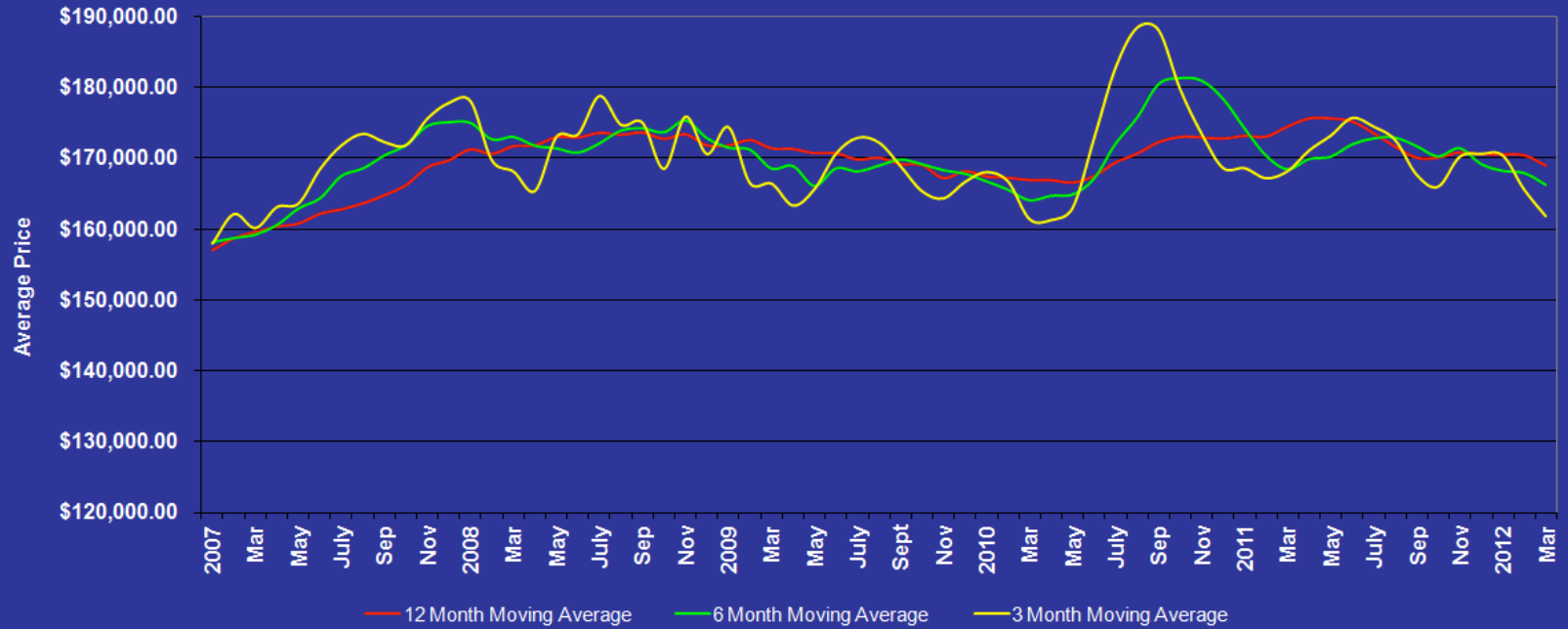


Median Sales Prices

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	\$155,950	\$163,500	\$160,900	\$164,900	\$165,000	\$175,500	\$175,000	\$169,925	\$172,000	\$173,675	\$181,250	\$178,650
2008	\$174,450	\$155,950	\$174,000	\$166,200	\$179,000	\$175,000	\$182,500	\$166,750	\$175,900	\$162,904	\$188,925	\$160,000
2009	\$174,358	\$165,000	\$159,950	\$165,000	\$172,000	\$175,000	\$171,750	\$169,950	\$165,000	\$161,075	\$166,913	\$172,000
2010	\$165,250	\$162,900	\$156,000	\$164,900	\$168,000	\$185,565	\$195,000	\$184,900	\$184,600	\$169,900	\$165,980	\$170,000
2011	\$169,850	\$161,722	\$173,000	\$178,613	\$168,000	\$180,500	\$175,000	\$162,322	\$165,728	\$169,900	\$175,000	\$167,000
2012	\$169,245	\$160,500	\$155,750									



Madison County Median Sales Prices



Average Sales Prices

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	\$183,297	\$181,907	\$185,555	\$198,193	\$189,512	\$207,319	\$205,109	\$198,011	\$200,813	\$199,459	\$208,122	\$203,845
2008	\$191,342	\$187,418	\$212,374	\$193,392	\$202,469	\$208,468	\$216,963	\$201,732	\$201,274	\$189,083	\$209,228	\$179,910
2009	\$204,312	\$190,081	\$177,424	\$186,979	\$193,972	\$209,781	\$199,648	\$192,862	\$187,298	\$183,365	\$188,735	\$191,301
2010	\$190,753	\$178,044	\$177,391	\$186,221	\$193,697	\$221,991	\$222,226	\$209,185	\$206,877	\$193,877	\$194,737	\$204,112
2011	\$191,333	\$198,235	\$197,638	\$205,182	\$192,438	\$206,620	\$198,147	\$188,215	\$193,330	\$193,752	\$188,990	\$192,711
2012	\$186,758	\$176,654	\$181,411									

