



**CENTER for REAL ESTATE and  
ECONOMIC DEVELOPMENT**

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*Mobile County, AL*

# Quarterly Residential Housing Update

2016 | Quarter 1



## Mobile Area Association of REALTORS®

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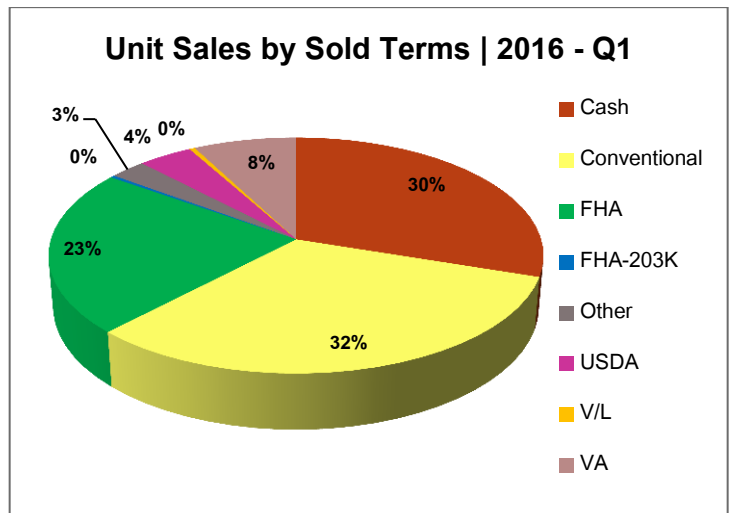
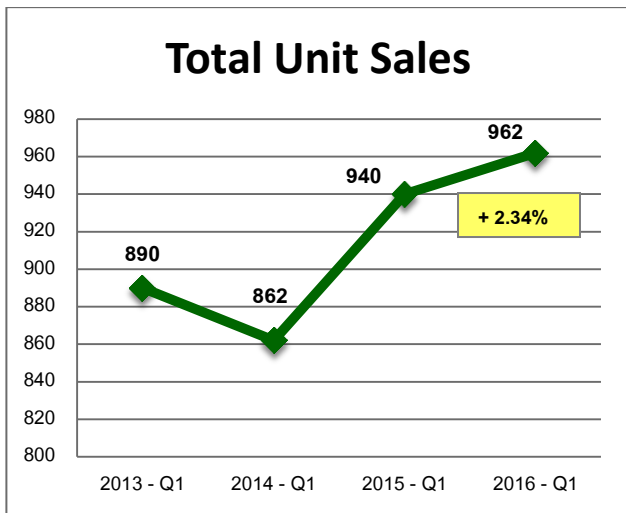


## Mobile County Sales Data

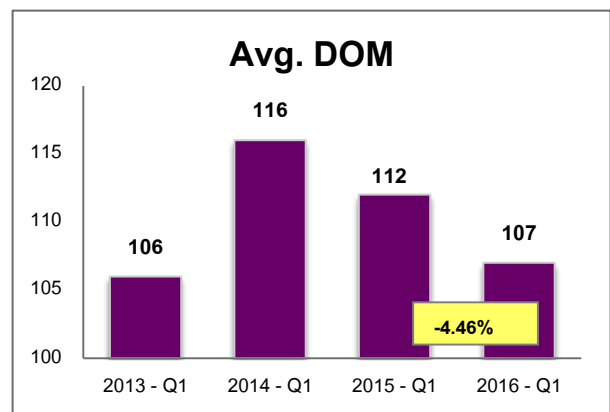
Total unit sales for the first quarter of 2016 in Mobile County were 962. Compared to the first quarter of 2015, total unit sales increased by 2.34% in the first quarter of 2016. Most residential properties sold in the \$100,000-\$199,999 range, increasing 0.79% compared to the first quarter of 2015. The most significant increase in price range occurred in the \$300,000-\$499,999 range, where there was a 12.20% increase from the first quarter of 2015.

Total Unit Sales by Price Range

| Price Range         | 2015 - Q1  | 2016 - Q1  | Change       |
|---------------------|------------|------------|--------------|
| \$0-\$99,999        | 365        | 377        | 3.29%        |
| \$100,000-\$199,999 | 378        | 381        | 0.79%        |
| \$200,000-\$299,999 | 137        | 146        | 6.57%        |
| \$300,000-\$499,999 | 41         | 46         | 12.20%       |
| \$500,000-\$999,999 | 17         | 9          | -47.06%      |
| Over \$1 million    | 2          | 3          | 50.00%       |
| <b>Total</b>        | <b>940</b> | <b>962</b> | <b>2.34%</b> |

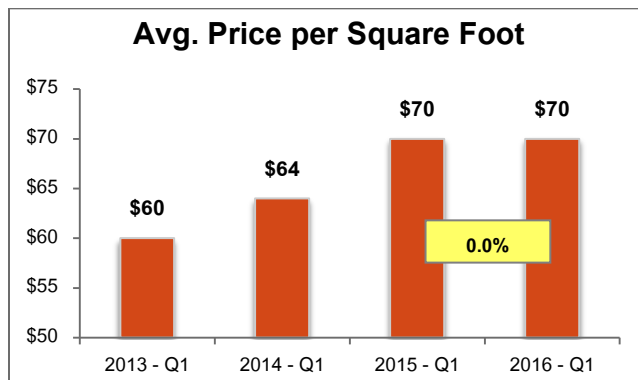
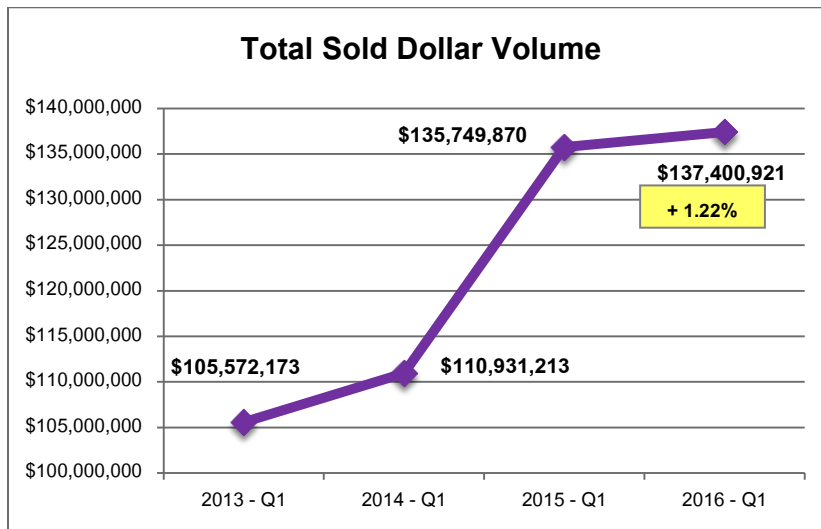
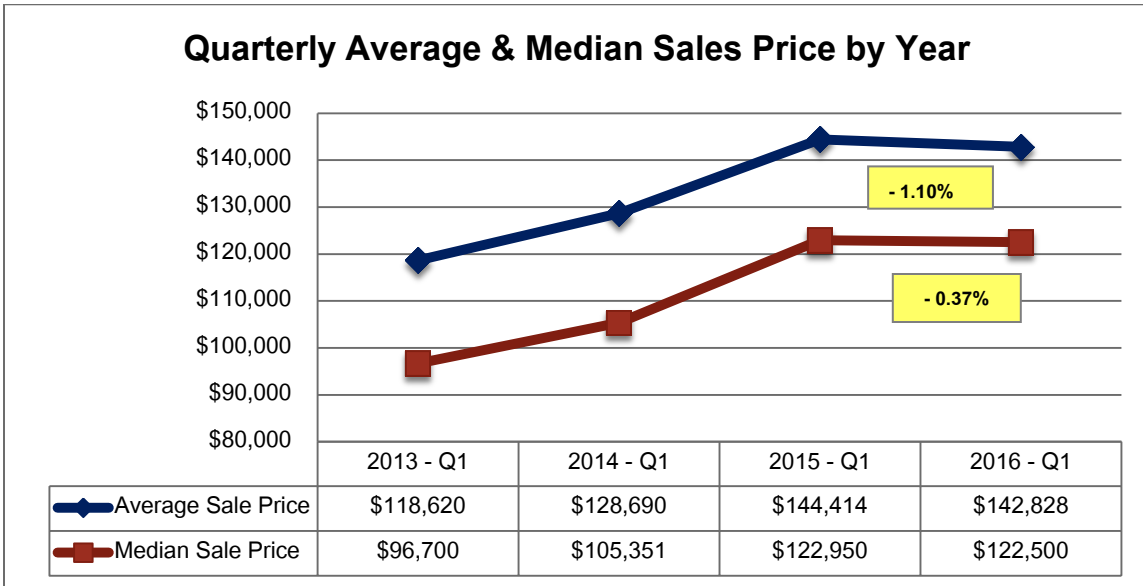


Average days on the market (DOM) for the first quarter of 2016 were 107 days. Compared to the first quarter of 2015, average DOM decreased by 4.46%.



## Mobile County Sales Data (continued)

Average sales price in Mobile County decreased to \$142,828 in the first quarter of 2016, a 1.10% change from the first quarter of 2015. Median sales price decreased by 0.37% from the first quarter of 2015 to \$122,500 in the first quarter of 2015.



## Sales Data Summary by MLS Zones

| Zone                                  | Unit       |                | Total Sold           |                |
|---------------------------------------|------------|----------------|----------------------|----------------|
|                                       | Sales      | % of Total     | Dollar Volume        | % of Total     |
| 01 Downtown                           | 4          | 0.42%          | \$269,520            | 0.20%          |
| 02 Midtown South                      | 15         | 1.56%          | \$2,410,426          | 1.75%          |
| 03 MidTown East                       | 37         | 3.85%          | \$6,079,670          | 4.42%          |
| 04 Dauphin Island Pkwy North          | 27         | 2.81%          | \$703,084            | 0.51%          |
| 07 MidTown West                       | 19         | 1.98%          | \$1,429,074          | 1.04%          |
| 09 MidCentral                         | 11         | 1.14%          | \$230,813            | 0.17%          |
| 10 Eight Mile/Prichard                | 12         | 1.25%          | \$682,126            | 0.50%          |
| 11 Chickasaw                          | 16         | 1.66%          | \$645,419            | 0.47%          |
| 14 Municipal Park/West Central        | 42         | 4.37%          | \$3,076,357          | 2.24%          |
| 15 Springhill/USA                     | 75         | 7.80%          | \$15,996,400         | 11.64%         |
| 16 Cottage Hill North                 | 65         | 6.76%          | \$9,350,602          | 6.81%          |
| 17 Cottage Hill South                 | 65         | 6.76%          | \$9,362,088          | 6.81%          |
| 18 West Mobile                        | 103        | 10.71%         | \$19,261,369         | 14.02%         |
| 19 Tillman's Corner                   | 44         | 4.57%          | \$5,247,743          | 3.82%          |
| 20 Western Bay Shores                 | 25         | 2.60%          | \$4,317,850          | 3.14%          |
| 21 Dauphin Island Pkwy South          | 34         | 3.53%          | \$1,955,750          | 1.42%          |
| 22 South Mobile County/Theodore       | 37         | 3.85%          | \$3,560,392          | 2.59%          |
| 23 Grand Bay North                    | 10         | 1.04%          | \$944,400            | 0.69%          |
| 24 West Mobile County                 | 73         | 7.59%          | \$14,034,828         | 10.21%         |
| 25 West Mobile/Semmes                 | 84         | 8.73%          | \$12,421,288         | 9.04%          |
| 26 Semmes/Wilmer/Lott Rd              | 39         | 4.05%          | \$5,017,335          | 3.65%          |
| 27 Saraland                           | 39         | 4.05%          | \$6,255,810          | 4.55%          |
| 28 Saraland/Satsuma/Axis/Creola       | 47         | 4.89%          | \$7,123,775          | 5.18%          |
| 29 NorthEast Mobile County/Mt. Vernon | 7          | 0.73%          | \$740,000            | 0.54%          |
| 30 Dauphin Island                     | 22         | 2.29%          | \$4,936,900          | 3.59%          |
| 31 NorthWest Mobile County/Citronelle | 10         | 1.04%          | \$1,347,902          | 0.98%          |
| <b>Totals</b>                         | <b>962</b> | <b>100.00%</b> | <b>\$137,400,921</b> | <b>100.00%</b> |

## Price Trends: MLS Zone 01 – Downtown

|                          | 2015 - Q1   | 2016 - Q1 | Change  |
|--------------------------|-------------|-----------|---------|
| Unit Sales               | 9           | 4         | -55.56% |
| Total Sold Dollar Volume | \$1,181,300 | \$269,520 | -77.18% |
| Average Sales Price      | \$131,255   | \$67,380  | -48.66% |
| Median Sales Price       | \$130,000   | \$14,010  | -89.22% |
| Average DOM              | 183         | 141       | -22.95% |
| Average Price / Sq. Ft.  | \$85        | \$29      | -65.88% |

## Price Trends: MLS Zone 02 – Midtown South

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 12          | 15          | 25.00%  |
| Total Sold Dollar Volume | \$1,819,755 | \$2,410,426 | 32.46%  |
| Average Sales Price      | \$151,646   | \$160,695   | 5.97%   |
| Median Sales Price       | \$129,000   | \$120,000   | -6.98%  |
| Average DOM              | 107         | 84          | -21.50% |
| Average Price / Sq. Ft.  | \$74        | \$69        | -6.76%  |

## Price Trends: MLS Zone 03 – MidTown East

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 32          | 37          | 15.63%  |
| Total Sold Dollar Volume | \$4,571,350 | \$6,079,670 | 33.00%  |
| Average Sales Price      | \$142,854   | \$164,315   | 15.02%  |
| Median Sales Price       | \$148,000   | \$139,900   | -5.47%  |
| Average DOM              | 79          | 62          | -21.52% |
| Average Price / Sq. Ft.  | \$84        | \$88        | 4.76%   |

## Price Trends: MLS Zone 04 – Dauphin Island Pkwy North

|                          | 2015 - Q1 | 2016 - Q1 | Change  |
|--------------------------|-----------|-----------|---------|
| Unit Sales               | 25        | 27        | 8.00%   |
| Total Sold Dollar Volume | \$612,828 | \$703,084 | 14.73%  |
| Average Sales Price      | \$24,513  | \$26,040  | 6.23%   |
| Median Sales Price       | \$23,500  | \$22,500  | -4.26%  |
| Average DOM              | 92        | 81        | -11.96% |
| Average Price / Sq. Ft.  | \$18      | \$19      | 5.56%   |

## Price Trends: MLS Zone 07 – MidTown West

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 26          | 19          | -26.92% |
| Total Sold Dollar Volume | \$1,747,193 | \$1,429,074 | -18.21% |
| Average Sales Price      | \$67,199    | \$75,214    | 11.93%  |
| Median Sales Price       | \$47,999    | \$55,000    | 14.59%  |
| Average DOM              | 76          | 77          | 1.32%   |
| Average Price / Sq. Ft.  | \$41        | \$46        | 12.20%  |

## Price Trends: MLS Zone 09 – MidCentral

|                          | 2015 - Q1 | 2016 - Q1 | Change  |
|--------------------------|-----------|-----------|---------|
| Unit Sales               | 13        | 11        | -15.38% |
| Total Sold Dollar Volume | \$241,924 | \$230,813 | -4.59%  |
| Average Sales Price      | \$18,609  | \$20,983  | 12.76%  |
| Median Sales Price       | \$12,000  | \$24,000  | 100.00% |
| Average DOM              | 178       | 131       | -26.40% |
| Average Price / Sq. Ft.  | \$15      | \$18      | 20.00%  |

## Price Trends: MLS Zone 10 – Eight Mile/Prichard

|                          | 2015 - Q1 | 2016 - Q1 | Change  |
|--------------------------|-----------|-----------|---------|
| Unit Sales               | 10        | 12        | 20.00%  |
| Total Sold Dollar Volume | \$377,623 | \$682,126 | 80.64%  |
| Average Sales Price      | \$37,762  | \$56,843  | 50.53%  |
| Median Sales Price       | \$19,599  | \$43,100  | 119.91% |
| Average DOM              | 84        | 113       | 34.52%  |
| Average Price / Sq. Ft.  | \$22      | \$31      | 40.91%  |

## Price Trends: MLS Zone 11 – Chickasaw

|                          | 2015 - Q1 | 2016 - Q1 | Change  |
|--------------------------|-----------|-----------|---------|
| Unit Sales               | 19        | 16        | -15.79% |
| Total Sold Dollar Volume | \$751,775 | \$645,419 | -14.15% |
| Average Sales Price      | \$39,567  | \$40,338  | 1.95%   |
| Median Sales Price       | \$28,900  | \$32,750  | 13.32%  |
| Average DOM              | 89        | 147       | 65.17%  |
| Average Price / Sq. Ft.  | \$27      | \$28      | 3.70%   |

## Price Trends: MLS Zone 14 – Municipal Park/West Central

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 46          | 42          | -8.70%  |
| Total Sold Dollar Volume | \$3,516,850 | \$3,076,357 | -12.53% |
| Average Sales Price      | \$76,453    | \$73,246    | -4.19%  |
| Median Sales Price       | \$76,750    | \$74,750    | -2.61%  |
| Average DOM              | 109         | 91          | -16.51% |
| Average Price / Sq. Ft.  | \$44        | \$43        | -2.27%  |



## Price Trends: MLS Zone 15 – Springhill/USA

|                          | 2015 - Q1    | 2016 - Q1    | Change  |
|--------------------------|--------------|--------------|---------|
| Unit Sales               | 61           | 75           | 22.95%  |
| Total Sold Dollar Volume | \$17,629,090 | \$15,996,400 | -9.26%  |
| Average Sales Price      | \$289,001    | \$213,285    | -26.20% |
| Median Sales Price       | \$196,000    | \$99,500     | -49.23% |
| Average DOM              | 141          | 107          | -24.11% |
| Average Price / Sq. Ft.  | \$102        | \$75         | -26.47% |

## Price Trends: MLS Zone 16 – Cottage Hill North

|                          | 2015 - Q1   | 2016 - Q1   | Change |
|--------------------------|-------------|-------------|--------|
| Unit Sales               | 69          | 65          | -5.80% |
| Total Sold Dollar Volume | \$9,289,520 | \$9,350,602 | 0.66%  |
| Average Sales Price      | \$134,630   | \$143,855   | 6.85%  |
| Median Sales Price       | \$129,900   | \$119,500   | -8.01% |
| Average DOM              | 132         | 161         | 21.97% |
| Average Price / Sq. Ft.  | \$70        | \$74        | 5.71%  |

## Price Trends: MLS Zone 17 – Cottage Hill South

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 70          | 65          | -7.14%  |
| Total Sold Dollar Volume | \$9,313,869 | \$9,362,088 | 0.52%   |
| Average Sales Price      | \$133,055   | \$144,032   | 8.25%   |
| Median Sales Price       | \$125,350   | \$124,000   | -1.08%  |
| Average DOM              | 109         | 81          | -25.69% |
| Average Price / Sq. Ft.  | \$65        | \$67        | 3.08%   |

## Price Trends: MLS Zone 18 – West Mobile

|                          | 2015 - Q1    | 2016 - Q1    | Change |
|--------------------------|--------------|--------------|--------|
| Unit Sales               | 111          | 103          | -7.21% |
| Total Sold Dollar Volume | \$17,573,451 | \$19,261,369 | 9.60%  |
| Average Sales Price      | \$158,319    | \$187,003    | 18.12% |
| Median Sales Price       | \$135,000    | \$175,000    | 29.63% |
| Average DOM              | 112          | 120          | 7.14%  |
| Average Price / Sq. Ft.  | \$79         | \$82         | 3.80%  |

## Price Trends: MLS Zone 19 – Tillman's Corner

|                          | 2015- Q1    | 2016 - Q1   | Change |
|--------------------------|-------------|-------------|--------|
| Unit Sales               | 29          | 44          | 51.72% |
| Total Sold Dollar Volume | \$3,211,655 | \$5,247,743 | 63.40% |
| Average Sales Price      | \$110,746   | \$119,266   | 7.69%  |
| Median Sales Price       | \$82,000    | \$99,950    | 21.89% |
| Average DOM              | 94          | 88          | -6.38% |
| Average Price / Sq. Ft.  | \$59        | \$67        | 13.56% |

## Price Trends: MLS Zone 20 – Western Bay Shores

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 32          | 25          | -21.88% |
| Total Sold Dollar Volume | \$8,710,422 | \$4,317,850 | -50.43% |
| Average Sales Price      | \$272,200   | \$172,714   | -36.55% |
| Median Sales Price       | \$176,500   | \$150,000   | -15.01% |
| Average DOM              | 122         | 143         | 17.21%  |
| Average Price / Sq. Ft.  | \$93        | \$81        | -12.90% |

## Price Trends: MLS Zone 21 – Dauphin Island Pkwy South

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 21          | 34          | 61.90%  |
| Total Sold Dollar Volume | \$1,627,751 | \$1,955,750 | 20.15%  |
| Average Sales Price      | \$77,511    | \$57,522    | -25.79% |
| Median Sales Price       | \$30,000    | \$37,250    | 24.17%  |
| Average DOM              | 107         | 115         | 7.48%   |
| Average Price / Sq. Ft.  | \$43        | \$39        | -9.30%  |

## Price Trends: MLS Zone 22 – South Mobile County/Theodore

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 44          | 37          | -15.91% |
| Total Sold Dollar Volume | \$4,177,500 | \$3,560,392 | -14.77% |
| Average Sales Price      | \$94,943    | \$96,226    | 1.35%   |
| Median Sales Price       | \$92,400    | \$96,820    | 4.78%   |
| Average DOM              | 67          | 66          | -1.49%  |
| Average Price / Sq. Ft.  | \$59        | \$61        | 3.39%   |

## Price Trends: MLS Zone 23 – Grand Bay North

|                          | 2015 - Q1   | 2016 - Q1 | Change  |
|--------------------------|-------------|-----------|---------|
| Unit Sales               | 19          | 10        | -47.37% |
| Total Sold Dollar Volume | \$2,198,100 | \$944,400 | -57.04% |
| Average Sales Price      | \$115,689   | \$94,440  | -18.37% |
| Median Sales Price       | \$116,400   | \$93,500  | -19.67% |
| Average DOM              | 93          | 73        | -21.51% |
| Average Price / Sq. Ft.  | \$66        | \$55      | -16.67% |

## Price Trends: MLS Zone 24 – West Mobile County

|                          | 2015 - Q1    | 2016 - Q1    | Change |
|--------------------------|--------------|--------------|--------|
| Unit Sales               | 68           | 73           | 7.35%  |
| Total Sold Dollar Volume | \$12,870,680 | \$14,034,828 | 9.04%  |
| Average Sales Price      | \$189,274    | \$192,257    | 1.58%  |
| Median Sales Price       | \$183,425    | \$179,900    | -1.92% |
| Average DOM              | 87           | 105          | 20.69% |
| Average Price / Sq. Ft.  | \$86         | \$88         | 2.33%  |

## Price Trends: MLS Zone 25 – West Mobile/Semmes

|                          | 2015 - Q1    | 2016 - Q1    | Change  |
|--------------------------|--------------|--------------|---------|
| Unit Sales               | 66           | 84           | 27.27%  |
| Total Sold Dollar Volume | \$10,722,337 | \$12,421,288 | 15.84%  |
| Average Sales Price      | \$162,459    | \$147,872    | -8.98%  |
| Median Sales Price       | \$152,500    | \$148,706    | -2.49%  |
| Average DOM              | 139          | 117          | -15.83% |
| Average Price / Sq. Ft.  | \$76         | \$74         | -2.63%  |

## Price Trends: MLS Zone 26 – Semmes/Wilmer/Lott Rd

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 45          | 39          | -13.33% |
| Total Sold Dollar Volume | \$5,699,277 | \$5,017,335 | -11.97% |
| Average Sales Price      | \$126,650   | \$128,649   | 1.58%   |
| Median Sales Price       | \$127,900   | \$125,500   | -1.88%  |
| Average DOM              | 113         | 97          | -14.16% |
| Average Price / Sq. Ft.  | \$68        | \$71        | 4.41%   |

## Price Trends: MLS Zone 27 – Saraland

|                          | 2015 - Q1   | 2016 - Q1   | Change |
|--------------------------|-------------|-------------|--------|
| Unit Sales               | 39          | 39          | 0.00%  |
| Total Sold Dollar Volume | \$5,251,245 | \$6,255,810 | 19.13% |
| Average Sales Price      | \$134,647   | \$160,405   | 19.13% |
| Median Sales Price       | \$125,000   | \$150,000   | 20.00% |
| Average DOM              | 63          | 105         | 66.67% |
| Average Price / Sq. Ft.  | \$75        | \$77        | 2.67%  |

## Price Trends: MLS Zone 28 – Saraland/Satsuma/Axis/Creola

|                          | 2015 - Q1   | 2016 - Q1   | Change |
|--------------------------|-------------|-------------|--------|
| Unit Sales               | 30          | 47          | 56.67% |
| Total Sold Dollar Volume | \$4,967,410 | \$7,123,775 | 43.41% |
| Average Sales Price      | \$165,580   | \$151,569   | -8.46% |
| Median Sales Price       | \$136,750   | \$129,900   | -5.01% |
| Average DOM              | 96          | 111         | 15.63% |
| Average Price / Sq. Ft.  | \$78        | \$75        | -3.85% |

## Price Trends: MLS Zone 29 – NorthEast Mobile County/Mt. Vernon

|                          | 2015 - Q1 | 2016 - Q1 | Change  |
|--------------------------|-----------|-----------|---------|
| Unit Sales               | 9         | 7         | -22.22% |
| Total Sold Dollar Volume | \$555,900 | \$740,000 | 33.12%  |
| Average Sales Price      | \$61,766  | \$105,714 | 71.15%  |
| Median Sales Price       | \$69,000  | \$116,000 | 68.12%  |
| Average DOM              | 211       | 59        | -72.04% |
| Average Price / Sq. Ft.  | \$44      | \$55      | 25.00%  |

## Price Trends: MLS Zone 30 – Dauphin Island

|                          | 2015 - Q1   | 2016 - Q1   | Change  |
|--------------------------|-------------|-------------|---------|
| Unit Sales               | 27          | 22          | -18.52% |
| Total Sold Dollar Volume | \$6,328,645 | \$4,936,900 | -21.99% |
| Average Sales Price      | \$234,394   | \$224,404   | -4.26%  |
| Median Sales Price       | \$199,000   | \$183,500   | -7.79%  |
| Average DOM              | 218         | 167         | -23.39% |
| Average Price / Sq. Ft.  | \$130       | \$163       | 25.38%  |

## Price Trends: MLS Zone 31 – NorthWest Mobile County/Citronelle

|                          | 2015 - Q1 | 2016 - Q1   | Change  |
|--------------------------|-----------|-------------|---------|
| Unit Sales               | 8         | 10          | 25.00%  |
| Total Sold Dollar Volume | \$802,420 | \$1,347,902 | 67.98%  |
| Average Sales Price      | \$100,302 | \$134,790   | 34.38%  |
| Median Sales Price       | \$95,750  | \$123,750   | 29.24%  |
| Average DOM              | 170       | 107         | -37.06% |
| Average Price / Sq. Ft.  | \$59      | \$54        | -8.47%  |

## Credentials and Contact Information

### **Data Source:**

All data is provided by the Mobile Area Association of REALTORS® Multiple Listing Service.

For further information about the data, contact the MAAR office at (251) 479-8654.

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