



**CENTER for REAL ESTATE and  
ECONOMIC DEVELOPMENT**

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*Mobile County, AL*

# Quarterly Residential Housing Update

2016 | Quarter 3



## Mobile Area Association of REALTORS®

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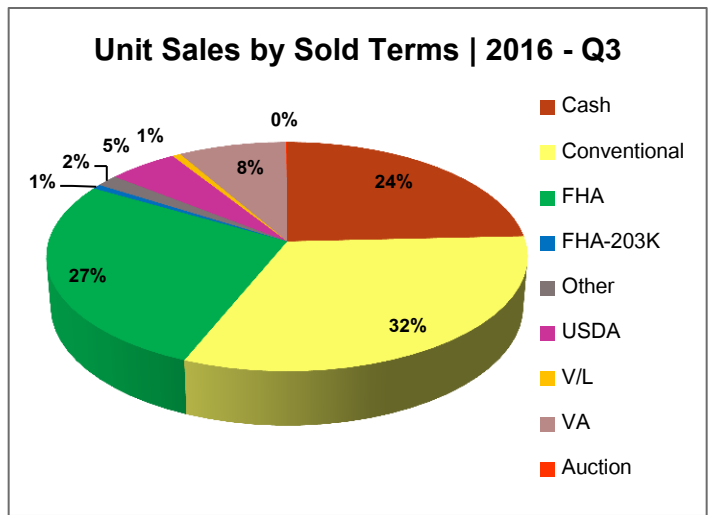
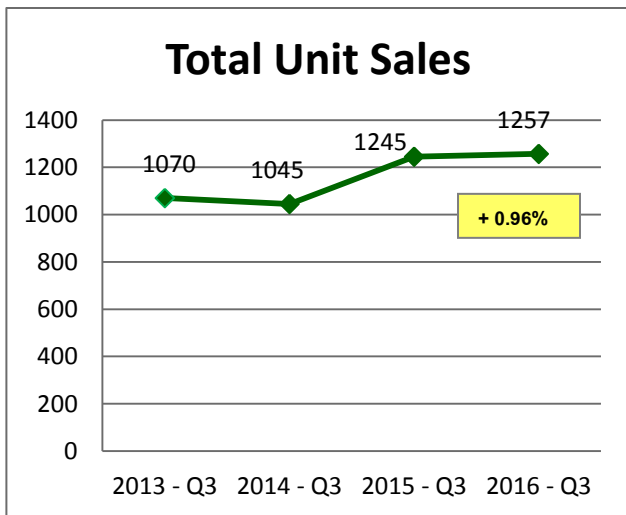


## Mobile County Sales Data

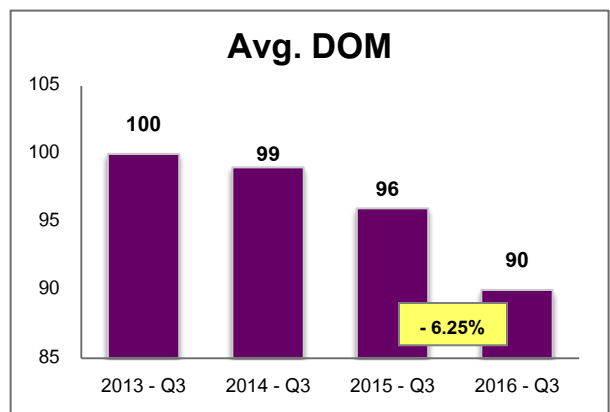
Total unit sales for the third quarter of 2016 in Mobile County were 1,257. Compared to the third quarter of 2015, total unit sales increased by 0.96% in the third quarter of 2016. Most residential properties sold in the \$100,000-\$199,999 range, increasing 11.20% compared to the third quarter of 2015. The most significant increase in price range occurred in the \$500,000-\$999,999 range, where there was a 125% increase from the third quarter of 2015.

Total Unit Sales by Price Range

Price Range	2015 - Q3	2016 - Q3	Change
\$0-\$99,999	500	392	-21.60%
\$100,000-\$199,999	518	576	11.20%
\$200,000-\$299,999	156	195	25.00%
\$300,000-\$499,999	60	75	25.00%
\$500,000-\$999,999	8	18	125.00%
Over \$1 million	3	1	-66.67%
<b>Total</b>	<b>1245</b>	<b>1257</b>	<b>0.96%</b>

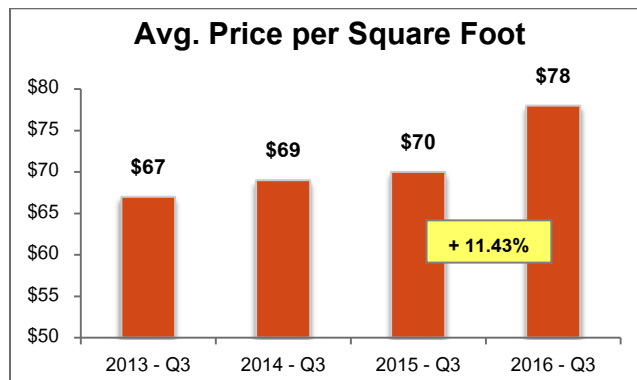
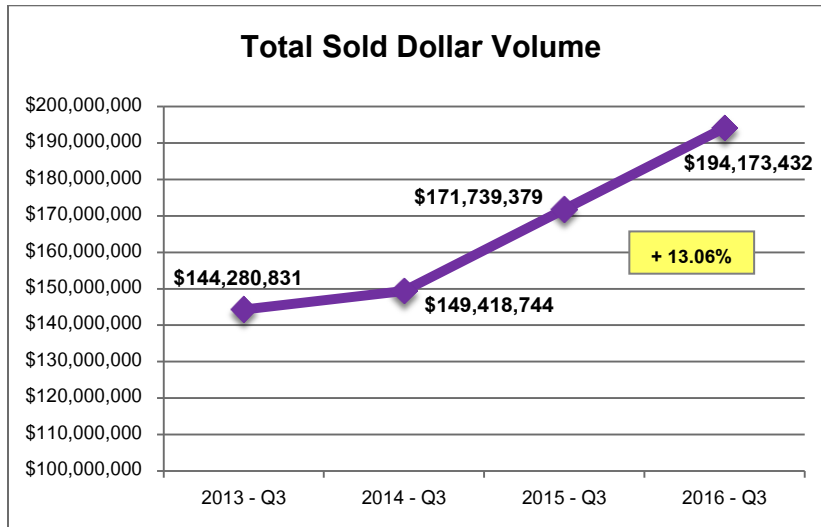
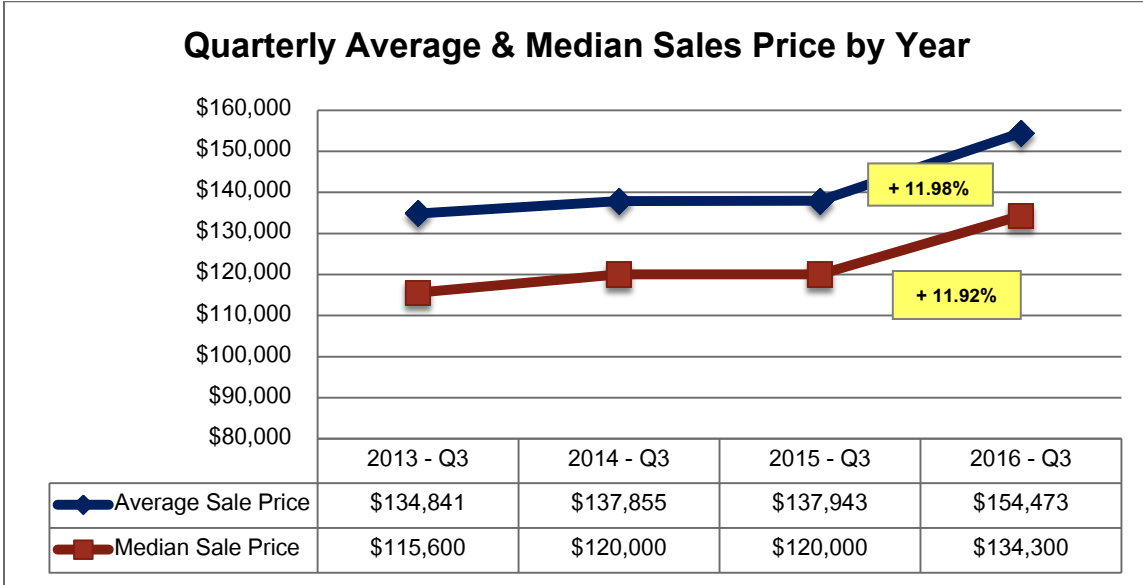


Average days on the market (DOM) for the third quarter of 2016 were 90 days. Compared to the third quarter of 2015, average DOM decreased by 6.25%.



## Mobile County Sales Data (continued)

Average sales price in Mobile County increased to \$154,473 in the third quarter of 2016, an 11.98% change from the third quarter of 2015. Median sales price increased by 11.92% from the third quarter of 2015 to \$134,300 in the third quarter of 2016.



## Sales Data Summary by MLS Zones

Zone	Unit		Total Sold	
	Sales	% of Total	Dollar Volume	% of Total
01 Downtown	11	0.88%	\$1,174,734	0.60%
02 Midtown South	12	0.95%	\$965,500	0.50%
03 MidTown East	51	4.06%	\$9,322,187	4.80%
04 Dauphin Island Pkwy North	28	2.23%	\$1,194,124	0.61%
07 MidTown West	35	2.78%	\$2,848,581	1.47%
09 MidCentral	11	0.88%	\$256,600	0.13%
10 Eight Mile/Prichard	12	0.95%	\$564,824	0.29%
11 Chickasaw	11	0.88%	\$537,550	0.28%
14 Municipal Park/West Central	50	3.98%	\$4,056,244	2.09%
15 Springhill/USA	73	5.81%	\$15,512,650	7.99%
16 Cottage Hill North	99	7.88%	\$15,709,772	8.09%
17 Cottage Hill South	100	7.96%	\$15,464,226	7.96%
18 West Mobile	154	12.25%	\$26,284,681	13.54%
19 Tillman's Corner	56	4.46%	\$7,759,758	4.00%
20 Western Bay Shores	46	3.66%	\$11,928,475	6.14%
21 Dauphin Island Pkwy South	26	2.07%	\$2,744,162	1.41%
22 South Mobile County/Theodore	62	4.93%	\$8,134,998	4.19%
23 Grand Bay North	28	2.23%	\$4,258,577	2.19%
24 West Mobile County	104	8.27%	\$19,219,869	9.90%
25 West Mobile/Semmes	89	7.08%	\$15,124,541	7.79%
26 Semmes/Wilmer/Lott Rd	56	4.46%	\$7,066,095	3.64%
27 Saraland	56	4.46%	\$8,107,491	4.18%
28 Saraland/Satsuma/Axis/Creola	36	2.86%	\$5,684,342	2.93%
29 NorthEast Mobile County/Mt. Vernon	16	1.27%	\$1,379,750	0.71%
30 Dauphin Island	25	1.99%	\$7,445,301	3.83%
31 NorthWest Mobile County/Citronelle	10	0.80%	\$1,428,400	0.74%
<b>Totals</b>	<b>1257</b>	<b>100.00%</b>	<b>\$194,173,432</b>	<b>100.00%</b>

## Price Trends: MLS Zone 01 – Downtown

	2015 - Q3	2016 - Q3	Change
Unit Sales	8	11	37.50%
Total Sold Dollar Volume	\$735,879	\$1,174,734	59.64%
Average Sales Price	\$91,984	\$106,794	16.10%
Median Sales Price	\$73,500	\$100,000	36.05%
Average DOM	124	198	59.68%
Average Price / Sq. Ft.	\$61	\$81	32.79%

## Price Trends: MLS Zone 02 – Midtown South

	2015 - Q3	2016 - Q3	Change
Unit Sales	9	12	33.33%
Total Sold Dollar Volume	\$1,025,499	\$965,500	-5.85%
Average Sales Price	\$113,944	\$80,458	-29.39%
Median Sales Price	\$78,000	\$42,500	-45.51%
Average DOM	73	78	6.85%
Average Price / Sq. Ft.	\$62	\$50	-19.35%

## Price Trends: MLS Zone 03 – MidTown East

	2015 - Q3	2016 - Q3	Change
Unit Sales	59	51	-13.56%
Total Sold Dollar Volume	\$9,000,180	\$9,322,187	3.58%
Average Sales Price	\$152,545	\$182,787	19.82%
Median Sales Price	\$134,400	\$154,900	15.25%
Average DOM	106	73	-31.13%
Average Price / Sq. Ft.	\$79	\$87	10.13%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	29	28	-3.45%
Total Sold Dollar Volume	\$981,653	\$1,194,124	21.64%
Average Sales Price	\$33,850	\$42,647	25.99%
Median Sales Price	\$25,000	\$35,437	41.75%
Average DOM	85	136	60.00%
Average Price / Sq. Ft.	\$25	\$31	24.00%

## Price Trends: MLS Zone 07 – MidTown West

	2015 - Q3	2016 - Q3	Change
Unit Sales	36	35	-2.78%
Total Sold Dollar Volume	\$2,777,105	\$2,848,581	2.57%
Average Sales Price	\$77,141	\$81,388	5.51%
Median Sales Price	\$64,000	\$82,000	28.13%
Average DOM	85	113	32.94%
Average Price / Sq. Ft.	\$47	\$50	6.38%

## Price Trends: MLS Zone 09 – MidCentral

	2015 - Q3	2016 - Q3	Change
Unit Sales	24	11	-54.17%
Total Sold Dollar Volume	\$871,701	\$256,600	-70.56%
Average Sales Price	\$36,320	\$27,509	-24.26%
Median Sales Price	\$33,000	\$20,000	-39.39%
Average DOM	99	7	-92.93%
Average Price / Sq. Ft.	\$22	\$18	-18.18%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	12	12	0.00%
Total Sold Dollar Volume	\$568,600	\$564,824	-0.66%
Average Sales Price	\$47,383	\$47,068	-0.66%
Median Sales Price	\$32,250	\$27,500	-14.73%
Average DOM	115	27	-76.52%
Average Price / Sq. Ft.	\$35	\$25	-28.57%

## Price Trends: MLS Zone 11 – Chickasaw

	2015 - Q3	2016 - Q3	Change
Unit Sales	18	11	-38.89%
Total Sold Dollar Volume	\$928,665	\$537,550	-42.12%
Average Sales Price	\$51,592	\$48,868	-5.28%
Median Sales Price	\$48,500	\$45,350	-6.49%
Average DOM	115	51	-55.65%
Average Price / Sq. Ft.	\$34	\$32	-5.88%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	56	50	-10.71%
Total Sold Dollar Volume	\$4,053,604	\$4,056,244	0.07%
Average Sales Price	\$72,385	\$81,124	12.07%
Median Sales Price	\$70,750	\$75,299	6.43%
Average DOM	80	89	11.25%
Average Price / Sq. Ft.	\$43	\$47	9.30%



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

	2015 - Q3	2016 - Q3	Change
Unit Sales	55	73	32.73%
Total Sold Dollar Volume	\$11,230,989	\$15,512,650	38.12%
Average Sales Price	\$204,199	\$212,502	4.07%
Median Sales Price	\$147,000	\$146,000	-0.68%
Average DOM	104	97	-6.73%
Average Price / Sq. Ft.	\$98	\$94	-4.08%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	89	99	11.24%
Total Sold Dollar Volume	\$10,619,698	\$15,709,772	47.93%
Average Sales Price	\$119,322	\$158,684	32.99%
Median Sales Price	\$109,250	\$145,500	33.18%
Average DOM	77	62	-19.48%
Average Price / Sq. Ft.	\$66	\$75	13.64%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	88	100	13.64%
Total Sold Dollar Volume	\$12,498,429	\$15,464,226	23.73%
Average Sales Price	\$142,027	\$154,642	8.88%
Median Sales Price	\$128,750	\$133,200	3.46%
Average DOM	100	67	-33.00%
Average Price / Sq. Ft.	\$70	\$74	5.71%

## Price Trends: MLS Zone 18 – West Mobile

	2015 - Q3	2016 - Q3	Change
Unit Sales	154	154	0.00%
Total Sold Dollar Volume	\$27,542,050	\$26,284,681	-4.57%
Average Sales Price	\$178,844	\$170,679	-4.57%
Median Sales Price	\$153,267	\$145,000	-5.39%
Average DOM	79	69	-12.66%
Average Price / Sq. Ft.	\$80	\$82	2.50%

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

	2015- Q3	2016 - Q3	Change
Unit Sales	46	56	21.74%
Total Sold Dollar Volume	\$5,134,686	\$7,759,758	51.12%
Average Sales Price	\$111,623	\$138,567	24.14%
Median Sales Price	\$110,250	\$102,950	-6.62%
Average DOM	75	76	1.33%
Average Price / Sq. Ft.	\$64	\$73	14.06%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	44	46	4.55%
Total Sold Dollar Volume	\$7,847,544	\$11,928,475	52.00%
Average Sales Price	\$178,353	\$259,314	45.39%
Median Sales Price	\$164,250	\$200,500	22.07%
Average DOM	132	131	-0.76%
Average Price / Sq. Ft.	\$79	\$102	29.11%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	38	26	-31.58%
Total Sold Dollar Volume	\$3,886,331	\$2,744,162	-29.39%
Average Sales Price	\$102,271	\$105,544	3.20%
Median Sales Price	\$38,075	\$75,000	96.98%
Average DOM	115	112	-2.61%
Average Price / Sq. Ft.	\$44	\$65	47.73%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	80	62	-22.50%
Total Sold Dollar Volume	\$8,119,913	\$8,134,998	0.19%
Average Sales Price	\$101,498	\$131,209	29.27%
Median Sales Price	\$85,000	\$114,750	35.00%
Average DOM	81	64	-20.99%
Average Price / Sq. Ft.	\$60	\$75	25.00%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	23	28	21.74%
Total Sold Dollar Volume	\$3,245,220	\$4,258,577	31.23%
Average Sales Price	\$141,096	\$152,092	7.79%
Median Sales Price	\$130,900	\$149,950	14.55%
Average DOM	92	89	-3.26%
Average Price / Sq. Ft.	\$76	\$71	-6.58%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	96	104	8.33%
Total Sold Dollar Volume	\$17,142,642	\$19,219,869	12.12%
Average Sales Price	\$178,569	\$184,806	3.49%
Median Sales Price	\$174,250	\$180,900	3.82%
Average DOM	91	89	-2.20%
Average Price / Sq. Ft.	\$86	\$92	6.98%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	86	89	3.49%
Total Sold Dollar Volume	\$12,996,251	\$15,124,541	16.38%
Average Sales Price	\$151,119	\$169,938	12.45%
Median Sales Price	\$142,250	\$160,500	12.83%
Average DOM	95	86	-9.47%
Average Price / Sq. Ft.	\$76	\$85	11.84%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	44	56	27.27%
Total Sold Dollar Volume	\$5,841,850	\$7,066,095	20.96%
Average Sales Price	\$132,769	\$126,180	-4.96%
Median Sales Price	\$107,450	\$124,200	15.59%
Average DOM	92	109	18.48%
Average Price / Sq. Ft.	\$65	\$69	6.15%

## Price Trends: MLS Zone 27 – Saraland

	2015 - Q3	2016 - Q3	Change
Unit Sales	49	56	14.29%
Total Sold Dollar Volume	\$7,273,089	\$8,107,491	11.47%
Average Sales Price	\$148,430	\$144,776	-2.46%
Median Sales Price	\$134,000	\$139,750	4.29%
Average DOM	111	86	-22.52%
Average Price / Sq. Ft.	\$71	\$79	11.27%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	44	36	-18.18%
Total Sold Dollar Volume	\$6,935,050	\$5,684,342	-18.03%
Average Sales Price	\$157,614	\$157,898	0.18%
Median Sales Price	\$132,500	\$132,500	0.00%
Average DOM	118	82	-30.51%
Average Price / Sq. Ft.	\$79	\$84	6.33%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	11	16	45.45%
Total Sold Dollar Volume	\$1,229,151	\$1,379,750	12.25%
Average Sales Price	\$111,741	\$86,234	-22.83%
Median Sales Price	\$91,000	\$87,500	-3.85%
Average DOM	117	201	71.79%
Average Price / Sq. Ft.	\$61	\$50	-18.03%

## Price Trends: MLS Zone 30 – Dauphin Island

	2015 - Q3	2016 - Q3	Change
Unit Sales	32	25	-21.88%
Total Sold Dollar Volume	\$7,773,300	\$7,445,301	-4.22%
Average Sales Price	\$242,915	\$297,812	22.60%
Median Sales Price	\$243,500	\$265,000	8.83%
Average DOM	208	218	4.81%
Average Price / Sq. Ft.	\$155	\$174	12.26%

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

	2015 - Q3	2016 - Q3	Change
Unit Sales	15	10	-33.33%
Total Sold Dollar Volume	\$1,480,300	\$1,428,400	-3.51%
Average Sales Price	\$98,686	\$142,840	44.74%
Median Sales Price	\$95,000	\$50	-99.95%
Average DOM	124	152	22.58%
Average Price / Sq. Ft.	\$59	\$77	30.51%

## 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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