Mobile Single-Family Real Estate

Center for Real Estate Studies
Mobile Area Multi-List

Additional data and information can be found at http://cres.southalabama.edu

Report on October, 2009

Current Market Remains a Good Time to Buy

The average sales price for October increased 2.94 percent from $138,095 to $142,156. The number of sales increased from 325 in September to 337, or 3.69 percent. The highest volume of properties sold is in the $100,000-$149,999 price range with 119 which increased from 105 in September. The total number of sales from $0-$149,999 represents 67.1 percent of the Mobile market. Adding the additional 60 sales in the $150,000-$199,999 price range is 84.9 percent of the 337 properties sold.

The price range of $300,000-$499,999 had 15 sales which increased from 10 sales in September and is more than the 5 properties sold in October, 2008. Transactions over $500,000 dropped to 2 sales from 4 in September which is above the 5 sold at this time in 2008. Both numbers are competitive with 3 sales in October, 2007, and 4 sales in October, 2006.

The 337 sales showed an average sale price per square foot of $80. This number contains147 sales with FHA financing which sold at $80 per square foot, 93 sales with conventional financing at $91 dollars per square foot, and 65 cash sales at $59 dollars per square foot.

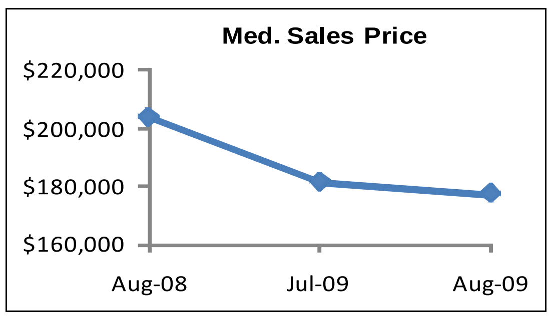
The latest revised U.S. numbers show a decline of 6.4 percent in the number of sales, and concurrently, a decline of 1.3 percent in the average sale price of $224,400. The U.S. median sales price decreased 2.3 percent to $177,300. The decline in sales and decline in the average and median sales price did not change the available inventory which remained the same at 9.3 months. From the same month one year ago, sales increased slightly and both sale prices remain below their previous levels in 2008. Congressional incentives for new homeowners, stimulus spending, new tax credits, and perhaps some easing of the national recession have not caused significant changes in prices, sales, or inventory in this month.

One indicator that will be highlighted frequently in this report is the month's supply of inventory. It represents the average number of months for a property to sell. The National Association of Realtors suggests that 6-8 months represents a healthy market. The U.S. number has been in the 9.5 to 11 range recently compared to slightly higher numbers for the Mobile market. This means that Mobile buyers need to remove local inventory at a faster rate for the local market to move to normal conditions. Following Katrina, the local figure fell to the 4-4.5 range which is classified as a very active market.

In August, 2006, an average of 4.43 months was required to sell the existing inventory of 2,237 properties. In October, 2009, the Mobile number rose to 10.7 compared to 9.3 for the U.S. This decline is an improvement over the 11.48 which occurred in October, 2008. The 10.7 months should be viewed as another reason to buy in the current market with an increased inventory. The Mobile market is still holding off the impact of the national recession as well as can be expected. It is still a good time to buy.

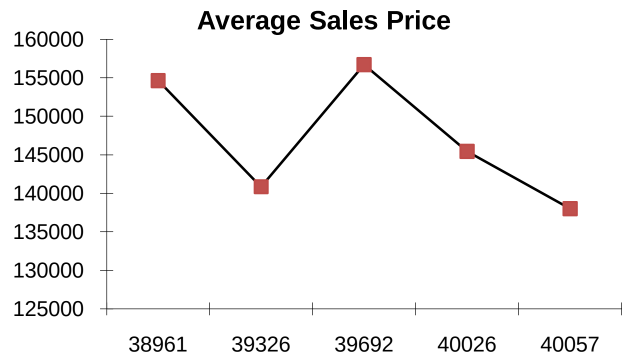
United States Existing Home Prices for All Housing Types

Time	Sales	Avg. Sales Price	Med. Sales Price	Inventory Mo. Supply
Aug-08	489,000	$245,600	$203,600	10.6
Jul-09	532,000	$227,400	$181,500	9.3
Aug-09	498,000	$224,400	$177,300	9.3
Vs. Last Month (%)	-6.4	-1.3	-2.3	0.0
Vs. Last Year (%)	1.8	-8.6	-12.9	-12.3

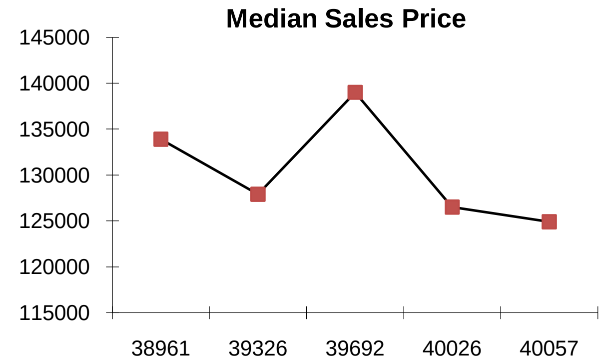


Data Sources: All data taken from the Mobile Area Association of Realtors, Jeff Newman, 251.479.8654; and the National Association of Realtors, www.realtor.com. **For additional information, contact:** Dr. Don Epley, Director, Center for Real Estate Studies, University of South Alabama, Office: 251.460.6735, E-mail: depley@usouthal.edu.

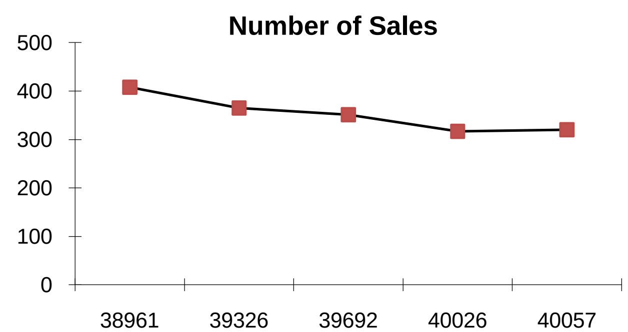
October 2009 Mobile County Single-Family Residential Report



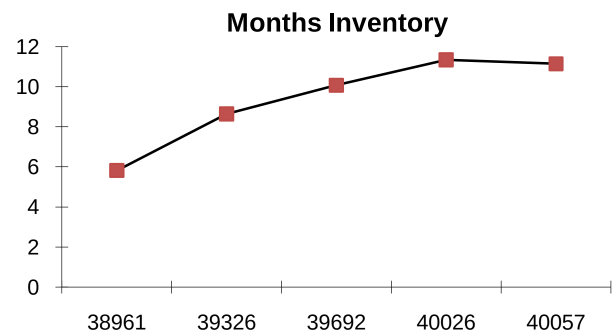
Month	Avg. Sales $	vs. Last Year (%)	vs. Last Month (%)
Oct-06	$163,931		
Oct-07	$150,723	-8.06	
Oct-08	$138,036	-8.42	
Sep-09	$138,095		2.94
Oct-09	$142,156		
Annual 07	**$158,885**	**-3.65**	
Annual 08	**$153,089**		



Month	Med. Sales $	vs. Last Year (%)	vs. Last Month (%)
Oct-06	$141,500		
Oct-07	$128,890	-8.91	
Oct-08	$123,000	-4.57	
Sep-09	$125,000		0.00
Oct-09	$125,000		
Annual 07	**$135,702**	**-1.36**	
Annual 08	**$133,850**		



Month	# Sales	vs. Last Year (%)	vs. Last Month (%)
Oct-06	435		
Oct-07	393	-9.66	
Oct-08	305	-22.39	
Sep-09	325		3.69
Oct-09	337		
Annual 07	**5097**	**-19.44**	
Annual 08	**4106**		



Month	Months Inventory	vs. Last Year (%)	vs. Last Month (%)
Oct-06	5.53		
Oct-07	8	44.67	
Oct-08	11.48	43.50	
Sep-09	10.91		-1.92
Oct-09	10.7		
Annual 07	**6.52**	**57.21**	
Annual 08	**10.25**		

Price Range of Sales

Month	0-$99,999	$100,000-$149,999	$150,000-$199,999	$200,000-$299,999	$300,000-$499,999	Over $500K
Oct-06	103	138	88	90	31	4
Oct-07	129	120	63	45	33	3
Oct-08	118	80	53	44	5	5
Sep-09	108	105	52	46	10	4
Oct-09	107	119	60	34	15	2
Ann. 07	**1389**	**1605**	**1006**	**742**	**271**	**89**
Ann. 08	**1248**	**1234**	**764**	**588**	**204**	**71**