

## Alabama New Construction Report – April 2019

| Monthly Indicators  | Recent Figures       |       |       |              |              | Trends   |
|---|----------------------|-------|-------|--------------|--------------|--|
| <b>Single Family Permits*</b><br>Permits for new single family housing units in Alabama increased 14.9 percent from the previous month and increased 7.4 percent from one year ago. | <b>Current Month</b> | April | 2019  | <b>1,377</b> |              | *Single family permits in the south region increased 0.7% from the prior month and decreased 5.8% from one year ago.<br><br>*Single family permits in the US increased 9.7% from the prior month and decreased 4.3% from one year ago. |
|   | vs. Prior Month      | March | 2019  | <b>1,198</b> | <b>14.9%</b> |  |
|   | vs. Last Year (YoY)  | April | 2018  | <b>1,282</b> | <b>7.4%</b>  |  |
|   | vs. 5-Yr Avg         | April | 14-18 | <b>990</b>   | <b>39.1%</b> |  |
|   | <b>Year-to-Date</b>  | April | 2019  | <b>4,646</b> |              |  |
|   | vs. Last Year (YoY)  | April | 2018  | <b>4,367</b> | <b>6.4%</b>  |  |
| <b>Projected Starts**</b><br>Projected single family housing starts in Alabama increased 13.1 percent from the prior month and increased 9.9 percent from one year ago.             | <b>Current Month</b> | April | 2019  | <b>1,226</b> |              | *Housing starts in the south region increased 5.8% from the prior month and decreased 4.2% from one year ago.<br><br>*Housing starts in the United States increased 10.8% from the prior month and decreased 6.4% from one year ago.   |
|   | vs. Prior Month      | March | 2019  | <b>1,084</b> | <b>13.1%</b> |  |
|   | vs. Last Year (YoY)  | April | 2018  | <b>1,115</b> | <b>9.9%</b>  |  |
|   | vs. 5-Yr Avg         | April | 14-18 | <b>957</b>   | <b>28.1%</b> |  |
|   | <b>Year to Date</b>  | April | 2019  | <b>4,272</b> |              |  |
|   | vs. Prior Year       | April | 2018  | <b>4,077</b> | <b>4.8%</b>  |  |

\*Data Source: U.S. Census Bureau

\*\*Calculation: The distribution for projected starts is as follows:

Current Month = 44%; 1 Month Prior = 37%; 2 Months Prior = 9%; 3 Months Prior = 3%; 4 Months or more = 7%

| Monthly Indicators  | Recent Figures                           |       |            |              |              | Trends   |
|---|--|-------|------------|--------------|--------------|--|
| <b>Total New Construction Sales</b><br>Sales of newly constructed residential housing units increased 3.7 percent year-over-year from 680 to 705 closed transactions.<br><br>*Areas/Counties included in total are Baldwin Co, Limestone Co, Huntsville area, Marshall Co, Mobile Co, Morgan Co, Tuscaloosa area, Birmingham area, Calhoun Co, Gadsden area, Lee Co, Montgomery area, and Wiregrass region. | <b>Current Month</b>                     | April | 2019       | <b>705</b>   |              |  |
|   | vs. Prior Month                          | March | 2019       | <b>757</b>   | <b>-6.9%</b> |  |
|   | vs. Last Year (YoY)                      | April | 2018       | <b>680</b>   | <b>3.7%</b>  |  |
|   | vs. 5-Yr Avg                             | April | 14-18      | <b>505</b>   | <b>39.7%</b> |  |
|   | vs. Peak                                 | April | 2019       | <b>705</b>   | <b>0.0%</b>  |  |
|   | vs. Trough                               | April | 2011       | <b>331</b>   | <b>113%</b>  |  |
|   | <b>Year to Date</b>                      | April | 2019       | <b>2,569</b> |              |  |
|   | vs. Prior Year                           | April | 2018       | <b>2,326</b> | <b>10.4%</b> |  |
| <b>ACRE Commentary</b><br>"New construction sales in Alabama are 25.4 percent above the 3-year average and 39.7 percent above the 5-year average."  | <b>Historical New Construction Sales</b> |       |            |              |              | <p>Graph: April 2009 - 2019<br/>(By month)</p> |
|   | April                                    | 2018  | <b>680</b> |              |              |  |
|   | April                                    | 2017  | <b>555</b> |              |              |  |
|   | April                                    | 2016  | <b>451</b> |              |              |  |
|   | April                                    | 2015  | <b>420</b> |              |              |  |
|   | April                                    | 2014  | <b>417</b> |              |              |  |
|   | <b>5- Year Avg:</b>                      |       | <b>505</b> |              |              |  |
|   | <b>3- Year Avg:</b>                      |       | <b>562</b> |              |              |  |

**Monthly Indicators**

**Recent Figures**

**Trends**

New Construction

Median Sales Price

The median sales price for new construction increased 3.7 percent year-over-year from \$239,671 to \$248,425.

Current Month

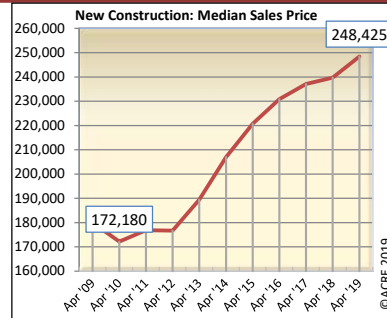
vs. Prior Month  
vs. Last Year (YoY)  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Year to Date

vs. Prior Year

|       |        |                |             |
|-------|--------|----------------|-------------|
| April | 2019   | <b>248,425</b> |             |
| March | 2019   | <b>238,448</b> | <b>4.2%</b> |
| April | 2018   | <b>239,671</b> | <b>3.7%</b> |
| April | 14-'18 | <b>227,080</b> | <b>9.4%</b> |
| April | 2018   | <b>240,852</b> | <b>3.1%</b> |
| April | 2009   | <b>173,580</b> | <b>43%</b>  |
| April | 2019   | <b>243,395</b> |             |
| April | 2018   | <b>233,342</b> | <b>4.3%</b> |



Graph: April 2009 - 2019  
(By month)

ACRE Commentary

"The median sales price of new construction sales in Alabama increased 5.3 percent above the 3-year average and 9.4 percent above the 5-year average."

Historical New Const. Median Sales Price

|       |      |                |
|-------|------|----------------|
| April | 2018 | <b>239,671</b> |
| April | 2017 | <b>237,119</b> |
| April | 2016 | <b>230,834</b> |
| April | 2015 | <b>220,767</b> |
| April | 2014 | <b>207,010</b> |

|                     |                |
|---------------------|----------------|
| <b>5- Year Avg:</b> | <b>227,080</b> |
| <b>3- Year Avg:</b> | <b>235,875</b> |

New Construction

Average Days on Market

The DOM average for new construction sales in Alabama increased 2 days from 101 one year ago to 103 currently.

Current Month

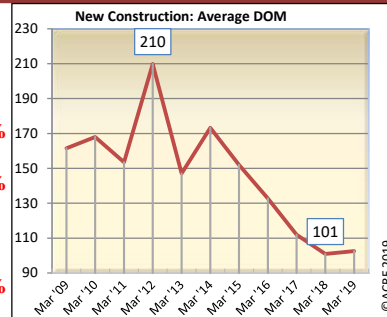
vs. Prior Month  
vs. Last Year (YoY)  
vs. 5-Yr Avg

vs. Peak  
vs. Trough

Year to Date

vs. Prior Year

|       |        |            |               |
|-------|--------|------------|---------------|
| April | 2019   | <b>103</b> |               |
| March | 2019   | <b>102</b> | <b>0.7%</b>   |
| April | 2018   | <b>101</b> | <b>1.6%</b>   |
| April | 14-'18 | <b>133</b> | <b>-23.0%</b> |
| April | 2012   | <b>210</b> | <b>-51.2%</b> |
| April | 2018   | <b>101</b> | <b>1%</b>     |
| April | 2019   | <b>99</b>  |               |
| April | 2018   | <b>112</b> | <b>-11.5%</b> |



Graph: April 2009 - 2019  
(By month)

ACRE Commentary

"The days on the market average for new construction is 12 days below the 3-year average and 30 days below the 5-year average. The DOM average for new construction is anticipated to remain within the current range (70-120 days) for the foreseeable future."

Historical New Const. Average DOM

|       |      |            |
|-------|------|------------|
| April | 2018 | <b>101</b> |
| April | 2017 | <b>112</b> |
| April | 2016 | <b>133</b> |
| April | 2015 | <b>152</b> |
| April | 2014 | <b>173</b> |

|                     |            |
|---------------------|------------|
| <b>5- Year Avg:</b> | <b>134</b> |
| <b>3- Year Avg:</b> | <b>115</b> |

### Monthly Indicators

### Recent Figures

### Trends

#### New Construction

#### Total Units Listed for Sale

New construction listings in Alabama decreased 2.7 percent year-over-year from 2,868 one year ago to 2,791 currently.

#### Current Month

vs. Prior Month

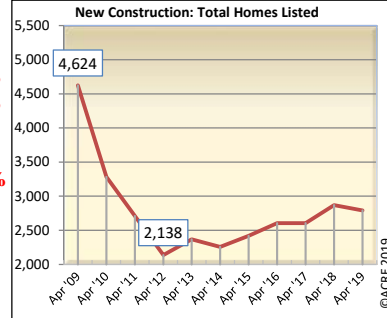
vs. Last Year (YoY)

vs. 5-Yr Avg

vs. Peak

vs. Trough

|       |        |       |        |
|-------|--------|-------|--------|
| April | 2019   | 2,791 |        |
| March | 2019   | 2,800 | -0.3%  |
| April | 2018   | 2,868 | -2.7%  |
| April | 14-'18 | 2,551 | 9.4%   |
| April | 2009   | 4,624 | -39.6% |
| April | 2012   | 2,138 | 31%    |



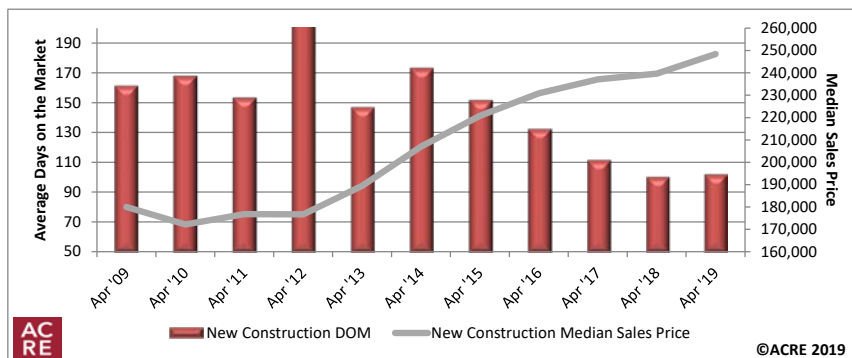
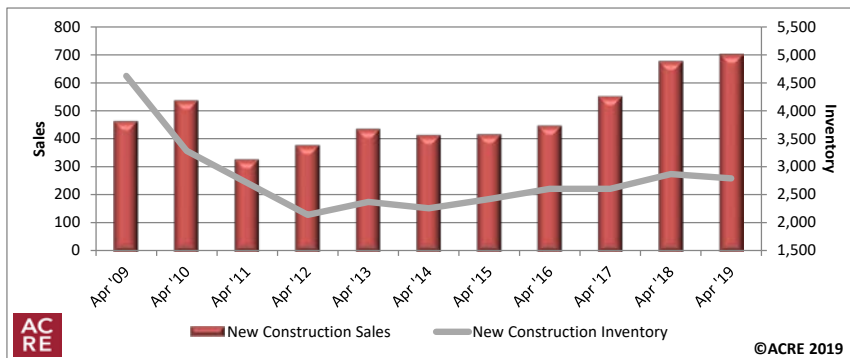
#### ACRE Commentary

"The total number of new construction units available for sale increased 3.7 percent from the 3-year average and increased 9.4 percent from the 5-year average."

#### Historical New Construction Inventory

|                     |      |              |
|---------------------|------|--------------|
| April               | 2018 | 2,868        |
| April               | 2017 | 2,604        |
| April               | 2016 | 2,604        |
| April               | 2015 | 2,420        |
| April               | 2014 | 2,257        |
| <b>5- Year Avg:</b> |      | <b>2,551</b> |
| <b>3- Year Avg:</b> |      | <b>2,692</b> |

Graph: April 2009 - 2019  
(By month)



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**NEW SINGLE FAMILY BUILDING PERMIT TOTALS**

|                            | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|----------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| <b>Alabama State Total</b> | 1,377                     | 1,198                  | 14.9%        | 1,282                 | 7.4%         | 4,646           | 4,367           | 6.4%         |
| <b>South Total</b>         | 40,858                    | 40,564                 | 0.7%         | 43,383                | -5.8%        | 151,690         | 157,936         | -4.0%        |
| <b>United States Total</b> | 75,680                    | 68,997                 | 9.7%         | 79,078                | -4.3%        | 260,142         | 278,813         | -6.7%        |

Data Source: U.S. Census Bureau, not seasonally adjusted

\*South Total\* includes the following states: MS, AL, GA, FL, SC, NC, TN, KY, WV, VA, MD, and DE

**New Single Family Building Permits in Alabama's Metropolitan Areas**

| Metro Area                   | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| Anniston-Oxford-Jacksonville | 12                        | 14                     | -14.3%       | 10                    | 20.0%        | 27              | 21              | 28.6%        |
| Auburn-Opelika               | 130                       | 87                     | 49.4%        | 127                   | 2.4%         | 418             | 388             | 7.7%         |
| Birmingham-Hoover            | 268                       | 268                    | 0.0%         | 241                   | 11.2%        | 950             | 842             | 12.8%        |
| Daphne-Fairhope-Foley        | 248                       | 167                    | 48.5%        | 187                   | 32.6%        | 712             | 702             | 1.4%         |
| Decatur                      | 18                        | 14                     | 28.6%        | 13                    | 38.5%        | 70              | 44              | 59.1%        |
| Dothan                       | 22                        | 10                     | 120.0%       | 25                    | -12.0%       | 72              | 92              | -21.7%       |
| Florence-Muscle Shoals       | 26                        | 14                     | 85.7%        | 24                    | 8.3%         | 73              | 69              | 5.8%         |
| Gadsden                      | 5                         | 5                      | 0.0%         | 6                     | -16.7%       | 20              | 17              | 17.6%        |
| Huntsville                   | 304                       | 309                    | -1.6%        | 299                   | 1.7%         | 1,139           | 896             | 27.1%        |
| Mobile                       | 54                        | 46                     | 17.4%        | 37                    | 45.9%        | 264             | 204             | 29.4%        |
| Montgomery                   | 84                        | 77                     | 9.1%         | 77                    | 9.1%         | 260             | 246             | 5.7%         |
| Tuscaloosa                   | 47                        | 33                     | 42.4%        | 74                    | -36.5%       | 147             | 193             | -23.8%       |

Source Partner: [www.recenter.tamu.edu/data/building-permits/](http://www.recenter.tamu.edu/data/building-permits/)

By gathering the number of single family new construction permits that are issued each month it allows observation of growth or decline in the new housing market.

\*NOTE: Permit counts may be subject to slight change month over month due to updated permit reports from our source partner

**PROJECTED SINGLE FAMILY HOUSING STARTS TOTALS**

|                            | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|----------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| <b>Alabama State Total</b> | 1,226                     | 1,084                  | 13.1%        | 1,115                 | 9.9%         | 4,272           | 4,077           | 4.8%         |
| <b>South Total</b>         | 39,270                    | 37,155                 | 5.7%         | 41,004                | -4.2%        | 144,540         | 148,894         | -2.9%        |
| <b>United States Total</b> | 69,469                    | 62,679                 | 10.8%        | 74,246                | -6.4%        | 248,235         | 264,749         | -6.2%        |

**Projected Housing Starts in Alabama's Metropolitan Areas**

| County                       | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| Anniston-Oxford-Jacksonville | 11                        | 7                      | 59.8%        | 6                     | 91.1%        | 19              | 18              | 2.8%         |
| Auburn-Opelika               | 106                       | 96                     | 10.5%        | 105                   | 1.5%         | 379             | 352             | 7.6%         |
| Birmingham-Hoover            | 255                       | 231                    | 10.7%        | 218                   | 16.8%        | 898             | 795             | 12.9%        |
| Daphne-Fairhope-Foley        | 197                       | 150                    | 31.4%        | 178                   | 10.4%        | 630             | 669             | -5.8%        |
| Decatur                      | 16                        | 15                     | 7.8%         | 11                    | 48.4%        | 64              | 41              | 55.3%        |
| Dothan                       | 16                        | 12                     | 33.0%        | 24                    | -33.2%       | 64              | 81              | -21.6%       |
| Florence-Muscle Shoals       | 19                        | 14                     | 39.2%        | 20                    | -4.4%        | 64              | 62              | 3.2%         |
| Gadsden                      | 5                         | 5                      | -5.4%        | 5                     | 7.4%         | 17              | 17              | -0.4%        |
| Huntsville                   | 292                       | 279                    | 4.5%         | 245                   | 19.2%        | 1,038           | 818             | 26.9%        |
| Mobile                       | 51                        | 55                     | -6.8%        | 44                    | 17.7%        | 251             | 206             | 21.5%        |
| Montgomery                   | 74                        | 61                     | 22.3%        | 65                    | 13.6%        | 230             | 222             | 3.8%         |
| Tuscaloosa                   | 32                        | 32                     | -2.6%        | 40                    | -20.3%       | 128             | 161             | -20.6%       |

**NOTE:** This representation is based in whole or in part on data supplied by [www.recenter.tamu.edu/data/building-permits/](http://www.recenter.tamu.edu/data/building-permits/)

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Definition: Housing starts are a derived value using a percentage distribution based on the particular region in the United States multiplied times the number of building permits issued in that particular month.

Calculation: The distribution for projected starts is as follows: Same Month as Authorization = 44%; 1 Month Prior = 36%; 2 Months Prior = 9%; 3 Months Prior = 3%; 4 Months or more = 6%

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## New Construction Report - April 2019

### New Construction: Statewide Statistics\*

|                                    | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| <b>Total New Construction Sold</b> | 705                       | 757                    | -6.9%        | 680                   | 3.7%         | 2,569           | 2,326           | 10.4%        |
| <b>Number of Units on Market</b>   | 2,791                     | 2,800                  | -0.3%        | 2,868                 | -2.7%        | N/A             | N/A             | N/A          |
| <b>Median Sales Price</b>          | 248,425                   | 238,448                | 4.2%         | 239,671               | 3.7%         | 243,395         | 233,342         | 4.3%         |
| <b>Average Sales Price</b>         | 272,164                   | 256,597                | 6.1%         | 254,292               | 7.0%         | 261,694         | 250,759         | 4.4%         |
| <b>Average Days on Market</b>      | 103                       | 102                    | 0.7%         | 101                   | 1.6%         | 99              | 112             | -11.5%       |

\*Statewide Statistics include the areas/counties listed below

### New Construction: Total Sales

|                         | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|-------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| <b>Baldwin County</b>   | 114                       | 149                    | -23.5%       | 136                   | -16.2%       | 468             | 457             | 2.4%         |
| <b>Birmingham Area</b>  | 158                       | 194                    | -18.6%       | 163                   | -3.1%        | 608             | 531             | 14.5%        |
| <b>Calhoun County</b>   | 3                         | 10                     | -70.0%       | 2                     | 50.0%        | 18              | 12              | 50.0%        |
| <b>Decatur Area</b>     | 4                         | 6                      | -33.3%       | 4                     | 0.0%         | 20              | 26              | -23.1%       |
| <b>Gadsden Area</b>     | 6                         | 3                      | 100.0%       | 2                     | 200.0%       | 14              | 9               | 55.6%        |
| <b>Huntsville Area</b>  | 166                       | 151                    | 9.9%         | 143                   | 16.1%        | 593             | 516             | 14.9%        |
| <b>Lee County</b>       | 54                        | 52                     | 3.8%         | 50                    | 8.0%         | 175             | 169             | 3.6%         |
| <b>Limestone County</b> | 63                        | 66                     | -4.5%        | 41                    | 53.7%        | 248             | 176             | 40.9%        |
| <b>Marshall County</b>  | 4                         | 3                      | 33.3%        | 2                     | 100.0%       | 13              | 11              | 18.2%        |
| <b>Mobile County</b>    | 30                        | 29                     | 3.4%         | 43                    | -30.2%       | 98              | 102             | -3.9%        |
| <b>Montgomery Area</b>  | 47                        | 47                     | 0.0%         | 54                    | -13.0%       | 162             | 190             | -14.7%       |
| <b>Tuscaloosa Area</b>  | 40                        | 33                     | 21.2%        | 31                    | 29.0%        | 108             | 92              | 17.4%        |
| <b>Wiregrass Region</b> | 16                        | 14                     | 14.3%        | 9                     | 77.8%        | 44              | 35              | 25.7%        |

### New Construction: Total Listed for Sale

|                         | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last year<br>April-18 | % Difference | I/S<br>Ratio |
|-------------------------|---------------------------|------------------------|--------------|-----------------------|--------------|--------------|
| <b>Baldwin County</b>   | 593                       | 622                    | -4.7%        | 586                   | 1.2%         | 5.2          |
| <b>Birmingham Area</b>  | 892                       | 905                    | -1.4%        | 847                   | 5.3%         | 5.6          |
| <b>Calhoun County</b>   | 2                         | 33                     | -93.9%       | 10                    | -80.0%       | 0.7          |
| <b>Decatur Area</b>     | 20                        | 21                     | -4.8%        | 27                    | -25.9%       | 5.0          |
| <b>Gadsden Area</b>     | 10                        | 7                      | 42.9%        | 14                    | -28.6%       | 1.7          |
| <b>Huntsville Area</b>  | 422                       | 408                    | 3.4%         | 518                   | -18.5%       | 2.5          |
| <b>Lee County</b>       | 270                       | 274                    | -1.5%        | 212                   | 27.4%        | 5.0          |
| <b>Limestone County</b> | 119                       | 111                    | 7.2%         | 177                   | -32.8%       | 1.9          |
| <b>Marshall County</b>  | 22                        | 23                     | -4.3%        | 10                    | 120.0%       | 5.5          |
| <b>Mobile County</b>    | 140                       | 107                    | 30.8%        | 101                   | 38.6%        | 4.7          |
| <b>Montgomery Area</b>  | 156                       | 151                    | 3.3%         | 160                   | -2.5%        | 3.3          |
| <b>Tuscaloosa Area</b>  | 95                        | 93                     | 2.2%         | 134                   | -29.1%       | 2.4          |
| <b>Wiregrass Region</b> | 50                        | 45                     | 11.1%        | 72                    | -30.6%       | 3.1          |

### New Construction: Median Sales Price

|                  | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| Baldwin County   | 242,500                   | 229,900                | 5.5%         | 258,719               | -6.3%        | 231,936         | 250,032         | -7.2%        |
| Birmingham Area  | 284,900                   | 260,500                | 9.4%         | 271,000               | 5.1%         | 277,995         | 265,808         | 4.6%         |
| Calhoun County   | 252,678                   | 180,250                | 40.2%        | 258,450               | -2.2%        | 191,332         | 190,100         | 0.6%         |
| Decatur Area     | 224,950                   | 198,419                | 13.4%        | 216,832               | 3.7%         | 207,614         | 210,438         | -1.3%        |
| Gadsden Area     | 188,375                   | 180,000                | 4.7%         | 181,850               | 3.6%         | 212,781         | 211,738         | 0.5%         |
| Huntsville Area  | 246,152                   | 241,270                | 2.0%         | 266,000               | -7.5%        | 260,663         | 259,880         | 0.3%         |
| Lee County       | 292,454                   | 318,728                | -8.2%        | 299,450               | -2.3%        | 305,071         | 297,803         | 2.4%         |
| Limestone County | 253,495                   | 263,463                | -3.8%        | 242,222               | 4.7%         | 275,943         | 241,565         | 14.2%        |
| Marshall County  | 316,793                   | 372,000                | -14.8%       | 214,000               | 48.0%        | 291,048         | 180,963         | 60.8%        |
| Mobile County    | 206,900                   | 244,400                | -15.3%       | 206,900               | 0.0%         | 232,319         | 205,444         | 13.1%        |
| Montgomery Area  | 226,072                   | 242,500                | -6.8%        | 264,900               | -14.7%       | 236,628         | 244,933         | -3.4%        |
| Tuscaloosa Area  | 226,750                   | 195,000                | 16.3%        | 204,900               | 10.7%        | 211,611         | 230,075         | -8.0%        |
| Wiregrass Region | 267,500                   | 173,388                | 54.3%        | 230,500               | 16.1%        | 229,190         | 244,675         | -6.3%        |

### New Construction: Average Sales Price

|                  | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| Baldwin County   | 300,884                   | 269,275                | 11.7%        | 271,168               | 11.0%        | 271,953         | 274,524         | -0.9%        |
| Birmingham Area  | 332,792                   | 318,355                | 4.5%         | 306,039               | 8.7%         | 331,159         | 302,819         | 9.4%         |
| Calhoun County   | 274,159                   | 195,910                | 39.9%        | 254,450               | 7.7%         | 211,367         | 196,166         | 7.7%         |
| Decatur Area     | 227,600                   | 189,390                | 20.2%        | 206,391               | 10.3%        | 208,235         | 205,816         | 1.2%         |
| Gadsden Area     | 208,758                   | 196,600                | 6.2%         | 181,850               | 14.8%        | 215,935         | 210,994         | 2.3%         |
| Huntsville Area  | 279,435                   | 279,798                | -0.1%        | 286,988               | -2.6%        | 288,282         | 282,339         | 2.1%         |
| Lee County       | 309,027                   | 342,996                | -9.9%        | 315,572               | -2.1%        | 329,403         | 318,231         | 3.5%         |
| Limestone County | 276,702                   | 281,780                | -1.8%        | 263,428               | 5.0%         | 288,477         | 265,466         | 8.7%         |
| Marshall County  | 303,371                   | 331,333                | -8.4%        | 214,000               | 41.8%        | 265,543         | 205,613         | 29.1%        |
| Mobile County    | 223,723                   | 251,013                | -10.9%       | 216,952               | 3.1%         | 234,859         | 222,399         | 5.6%         |
| Montgomery Area  | 252,897                   | 247,082                | 2.4%         | 268,844               | -5.9%        | 251,289         | 263,236         | -4.5%        |
| Tuscaloosa Area  | 268,015                   | 239,473                | 11.9%        | 269,790               | -0.7%        | 263,048         | 267,229         | -1.6%        |
| Wiregrass Region | 280,772                   | 192,761                | 45.7%        | 250,320               | 12.2%        | 242,480         | 245,039         | -1.0%        |

### New Construction: Average Days on Market

|                  | Current Month<br>April-19 | Last Month<br>March-19 | % Difference | Last Year<br>April-18 | % Difference | YTD<br>April-19 | YTD<br>April-18 | % Difference |
|------------------|---------------------------|------------------------|--------------|-----------------------|--------------|-----------------|-----------------|--------------|
| Baldwin County   | 136                       | 117                    | 16.2%        | 134                   | 1.5%         | 123             | 129             | -5.2%        |
| Birmingham Area  | Unavailable               | Unavailable            | N/A          | Unavailable           | N/A          | Unavailable     | Unavailable     | N/A          |
| Calhoun County   | 197                       | 3                      | 6466.7%      | 44                    | 347.7%       | 81              | 92              | -12.3%       |
| Decatur Area     | 90                        | 59                     | 52.5%        | 103                   | -12.6%       | 68              | 144             | -52.9%       |
| Gadsden Area     | 69                        | 72                     | -4.2%        | 15                    | 360.0%       | 98              | 85              | 15.6%        |
| Huntsville Area  | 42                        | 68                     | -38.2%       | 68                    | -38.2%       | 57              | 73              | -21.8%       |
| Lee County       | 143                       | 172                    | -16.9%       | 139                   | 2.9%         | 152             | 116             | 31.4%        |
| Limestone County | 29                        | 51                     | -43.1%       | 57                    | -49.1%       | 41              | 64              | -36.2%       |
| Marshall County  | 60                        | 146                    | -58.9%       | 74                    | -18.9%       | 83              | 120             | -30.8%       |
| Mobile County    | 121                       | 137                    | -11.7%       | 155                   | -21.9%       | 114             | 160             | -29.2%       |
| Montgomery Area  | 104                       | 114                    | -8.8%        | 121                   | -14.0%       | 112             | 109             | 3.0%         |
| Tuscaloosa Area  | 110                       | 108                    | 1.9%         | 107                   | 2.8%         | 94              | 93              | 0.3%         |
| Wiregrass Region | 129                       | 174                    | -25.9%       | 194                   | -33.5%       | 168             | 158             | 6.0%         |

\* Source: Alabama Association of Realtors

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