



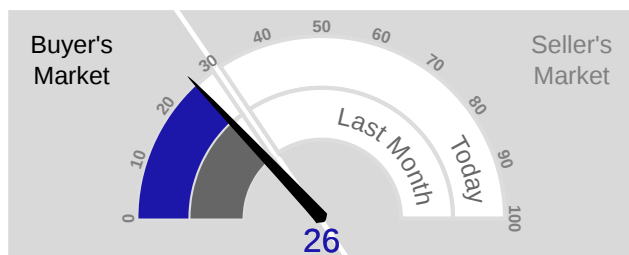
## GULF SHORES, AL

### Condos/Townhomes

This week the median list price for Gulf Shores, AL is \$420,000 with the market action index hovering around 26. This is about the same as last month's market action index of 26. Inventory has increased to 488.

### MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.

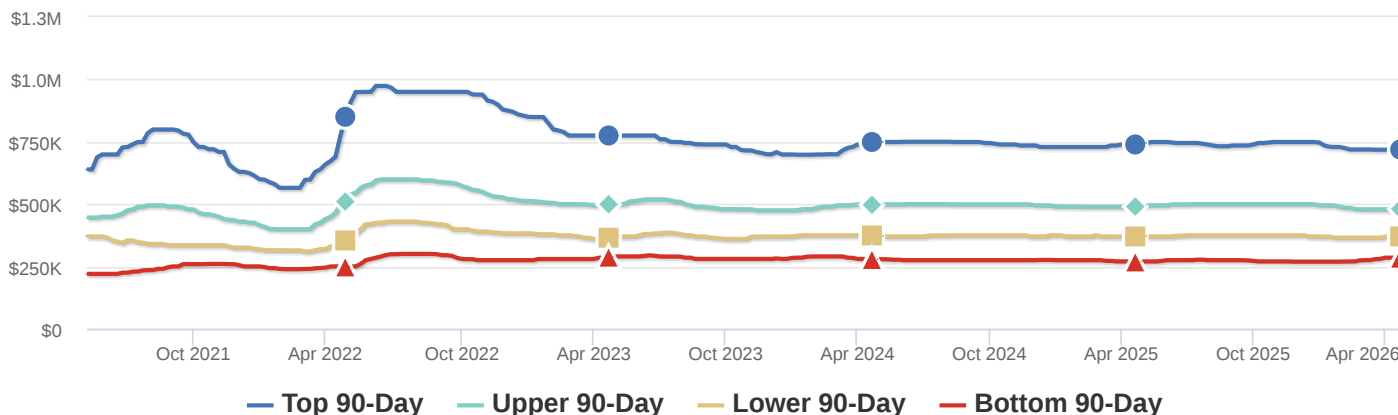


Slight Buyer's Advantage

### MARKET NARRATIVE

While prices have been at a plateau for a number of weeks, this is a Buyer's market and the supply of homes listed has started growing relative to demand. This indicates that prices could easily resume a downward trend in conjunction with the MAI. Prices are unlikely to move significantly higher until there is a persistent upward shift in the MAI.

### MEDIAN LIST PRICE



### MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

| Median Price | Sq. Ft. | Lot Size | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|----------|------|------|-----|-----|----------|-----|
| \$724,950    | 1,279   | -        | 3    | 3    | 22  | 1   | 7        | 126 |
| \$494,999    | 1,033   | -        | 2    | 2    | 36  | 5   | 5        | 112 |
| \$370,997    | 840     | -        | 2    | 2    | 40  | 8   | 5        | 140 |
| \$284,900    | 774     | -        | 2    | 2    | 41  | 5   | 4        | 94  |

### REAL-TIME MARKET PROFILE

|                              |           |
|------------------------------|-----------|
| Median List Price            | \$420,000 |
| Median Price of New Listings | \$375,000 |
| Per Square Foot              | \$466     |
| Average Days on Market       | 199       |
| Median Days on Market        | 123       |
| Price Decreased              | 33%       |
| Price Increased              | 1%        |
| Relisted                     | 5%        |
| Inventory                    | 488       |
| Median Rent                  | \$1,694   |
| Market Action                | 26        |

Slight Buyer's Advantage