



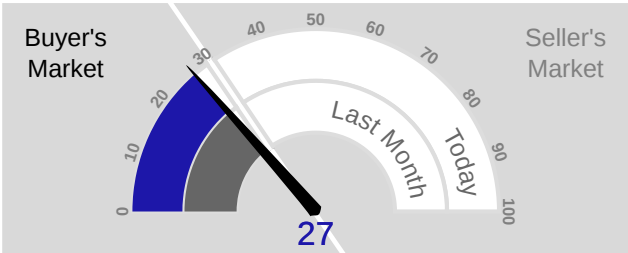
GULF SHORES, AL

Single-Family Homes

This week the median list price for Gulf Shores, AL is \$771,000 with the market action index hovering around 27. This is less than last month's market action index of 28. Inventory has increased to 300.

MARKET ACTION INDEX

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

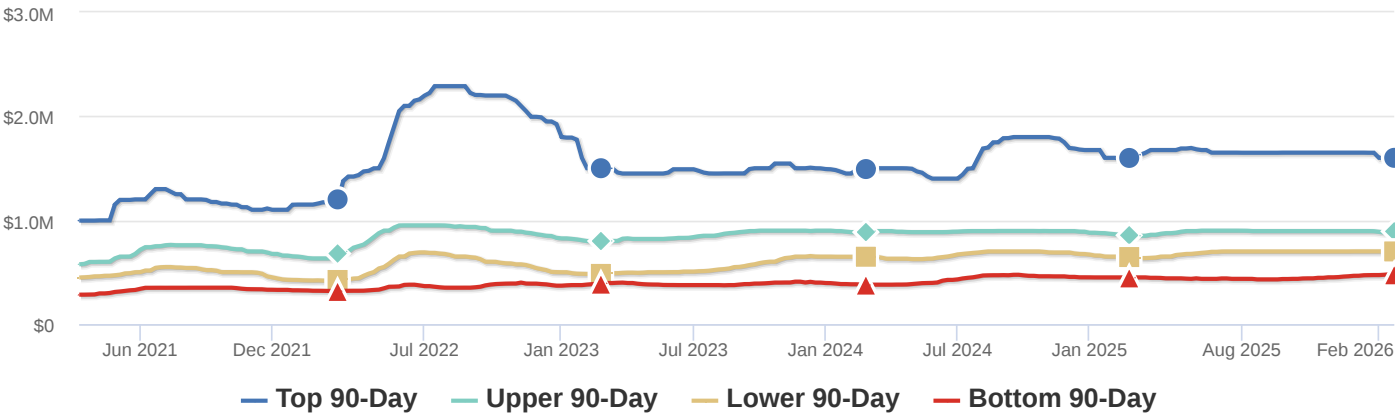


Slight Buyer's Advantage

MARKET NARRATIVE

The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

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
\$1,690,000	2,876	0.25 - 0.5 acre	4	4	21	5	1	147
\$879,000	2,163	8,000 - 10,000 sqft	4	3.5	21	3	5	168
\$699,000	1,951	0.25 - 0.5 acre	3	3	17	4	3	140
\$482,500	2,012	8,000 - 10,000 sqft	3	2	8	6	4	63

REAL-TIME MARKET PROFILE

Median List Price		\$771,000
Median Price of New Listings		\$719,900
Per Square Foot		\$373
Average Days on Market		185
Median Days on Market		126
Price Decreased		29%
Price Increased		4%
Relisted		9%
Inventory		300
Median Rent		\$2,400
Market Action		27

Slight Buyer's Advantage