

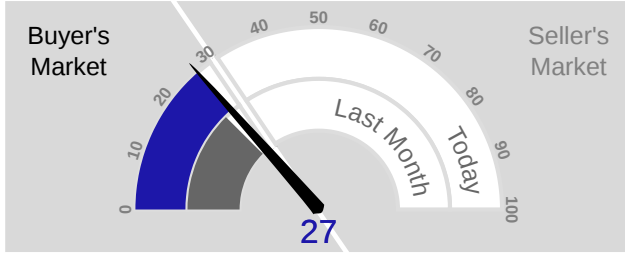


GULF SHORES, AL Single-Family Homes

This week the median list price for Gulf Shores, AL is \$824,900 with the market action index hovering around 27. This is an increase over last month's market action index of 25. Inventory has decreased to 311.

MARKET ACTION INDEX

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

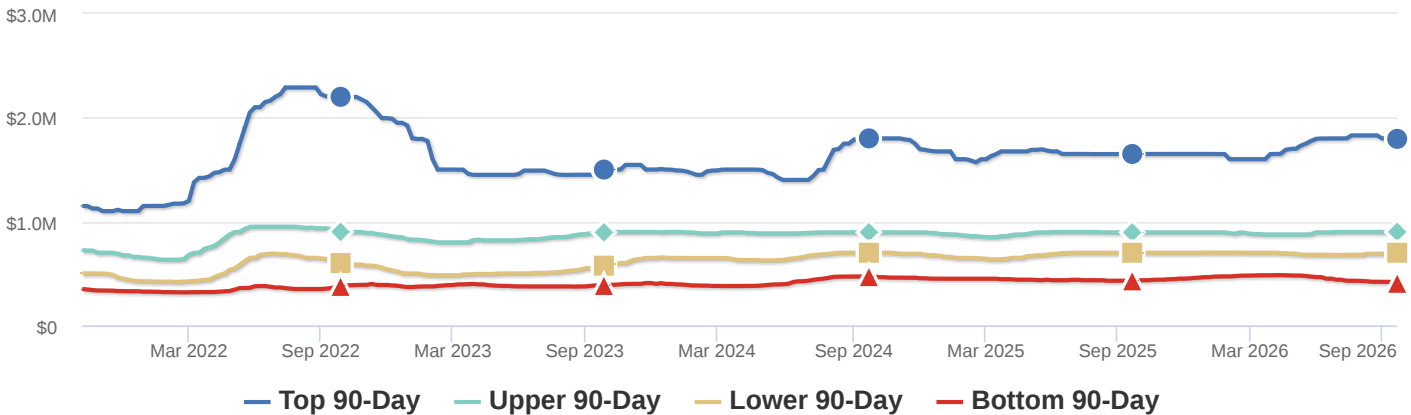


Slight Buyer's Advantage

MARKET NARRATIVE

Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market, prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward 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
\$1,737,000	3,121	0.25 - 0.5 acre	4	4	21	2	2	140
\$899,700	2,198	0 - 4,500 sqft	4	3.5	18	3	7	119
\$704,500	2,017	0 - 4,500 sqft	3	3	21	3	2	119
\$415,700	1,758	8,000 - 10,000 sqft	3	2	12	5	8	105

REAL-TIME MARKET PROFILE

Median List Price	\$824,900
Median Price of New Listings	\$699,000
Per Square Foot	\$396
Average Days on Market	185
Median Days on Market	119
Price Decreased	37%
Price Increased	1%
Relisted	10%
Inventory	311
Median Rent	\$2,300
Market Action	27

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