

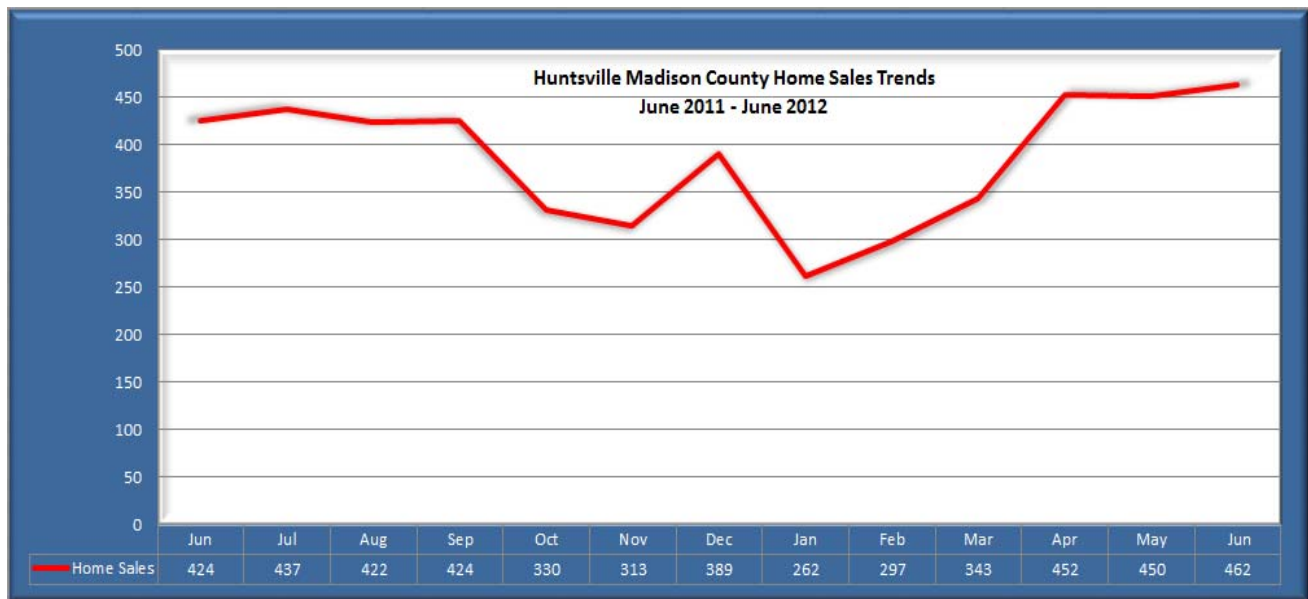
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**NEWS** FOR IMMEDIATE RELEASE

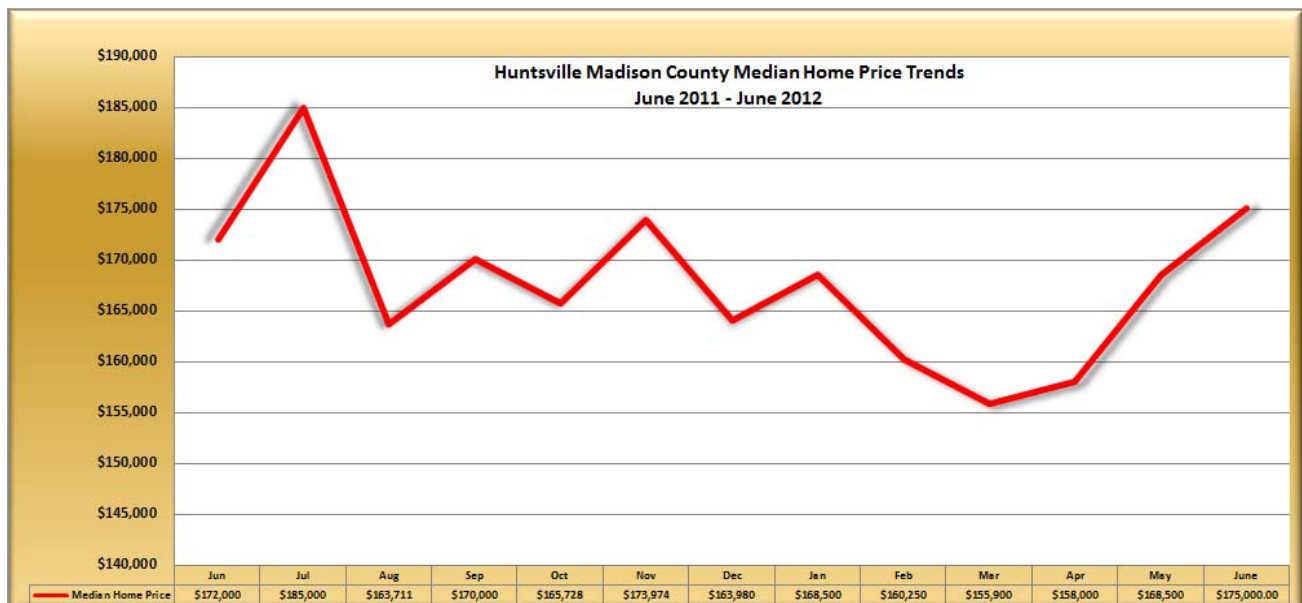
## Home Sales Surge In First Half of 2012

*Median Home Price Dips Slightly*

**HUNTSVILLE, AL — (July 20, 2012)** — Homes sales surged by 15.79 percent in the first half of 2012 when compared to the same period in 2011 according to new data prepared by the Huntsville Area Association of REALTORS® (HAAR). Home sales rose by 309 units in the six month period ending June 2012 to 2,266 when compared to 2011's 1,957 sold units.



At \$164,360 the average single-family home median price – the figure at which half of the homes sold for more and half sold for less – for the first half of the year fell by 4.13 percent compared to 2011's \$171,440 due to the increase in home sales in the \$200,000 and under price range.

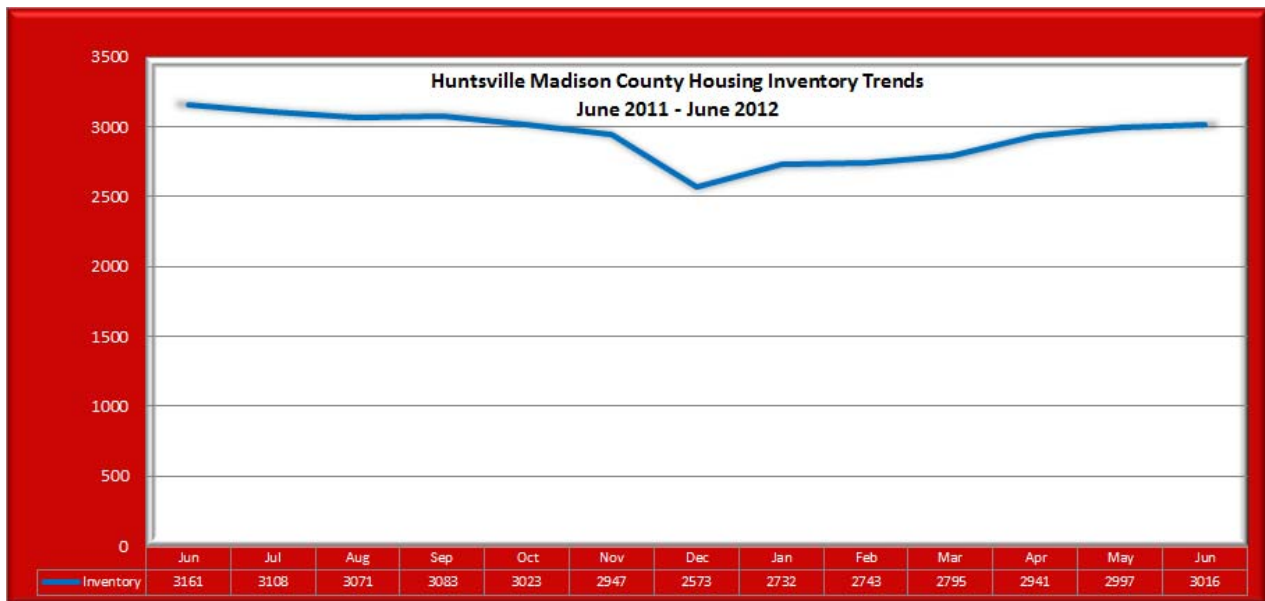


"The Huntsville/Madison County housing market continues to show steady and sound growth. Our market has not experienced the extreme cycles that many areas of the country have demonstrated. During the recession, at least for the housing market, steady growth was rare; we exceeded that expectation," said **Oscar Gonzales**, HAAR CEO.

### Available Properties

The average number of available properties (active listings) in the first half of 2012 fell by 7.76 percent to 2,871 compared to the same period in 2011 which posted inventory of 3,112.

The Huntsville Madison County area month's inventory of single-family homes for June 2012 came in at 7.9 months compared to the national month's inventory of single-family homes, which was approximately 6.6 months for June 2012 according to the National Association of REALTORS® (NAR).



### Days on Market

The June 2012 Average Days on Market (DOM) fell by 1 day to 105 compared to May 2012's 106 days and down by 1 day from June 2011.

CATEGORIES	June 2011	June 2012	May 2012	PERCENT CHANGE
Total property sales	424	462	450	2.67%
Average single-family sales price	\$200,155	\$205,049	\$191,662	6.98%
Median single-family sales price	\$172,000	\$175,000	\$168,500	3.86%
Total active listings	3,161	3,016	2,997	.01%
Average Days on Market	106	105	106	.01%
Months inventory*	8.34	7.9	7.92	.00%

*Month's inventory estimates the number of months it will take to deplete current active inventory based on the prior 12 months sales activity. This figure is representative of the single-family homes market.*

<b>PRICE DISTRIBUTION</b>			
<b>Price Range:</b>	<b># of Total Sales:</b>	<b>AVG DOM</b>	<b># of Current Active Listings</b>
\$99,999 OR UNDER	80	62	492
\$100,000 - \$124,999	51	105	251
\$125,000 - \$149,999	57	102	331
\$150,000 - \$199,999	83	74	569
\$200,000 - \$249,999	51	112	395
\$250,000 - \$299,999	63	62	348
\$300,000 - \$349,999	31	69	173
\$350,000 - \$399,999	17	32	131
\$400,000 - \$449,999	12	61	73
\$450,000 - \$499,999	7	181	60
\$500,000 - \$549,999	3	219	41
\$550,000 - \$599,999	0		29
\$600,000 - \$649,999	2	95	14
\$650,000 - \$699,999	0		20
\$700,000 - \$749,999	2	123	11
\$750,000 - \$799,999	0		10
\$800,000 OR OVER	3	144	68

### **Real Estate Milestones for Period Ending June 2012**

Homes sales surged by 15.79 percent in the first half of 2012 when compared to the same period in 2011.

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*The computerized Multiple Listing Service, the North Alabama Multiple Listing Service (NALMLS) a subsidiary of the Huntsville Area Association of REALTORS® includes residential properties and new homes listed by 2,700 Realtors in North Alabama. Residential listing information for more than 3,000 properties may be found on the Internet at <http://www.valleymls.com>*

*The information published and disseminated to the North Alabama Multiple Listing Service (NALMLS) is communicated verbatim, without change as filed by MLS participants. The MLS does not verify the information provided and disclaims any responsibility for its accuracy. All data is preliminary and subject to change. Monthly sales figures reported include a statistical estimation to account for late entries. Twelve-month totals may vary from actual end-of-year figures.*

*Founded in 1948, the Huntsville Area Association of REALTORS® (HAAR) is a 2,000 member organization of real estate professionals engaged in every aspect of the industry, including residential and commercial sales and leasing, appraisal, property management and counseling.*