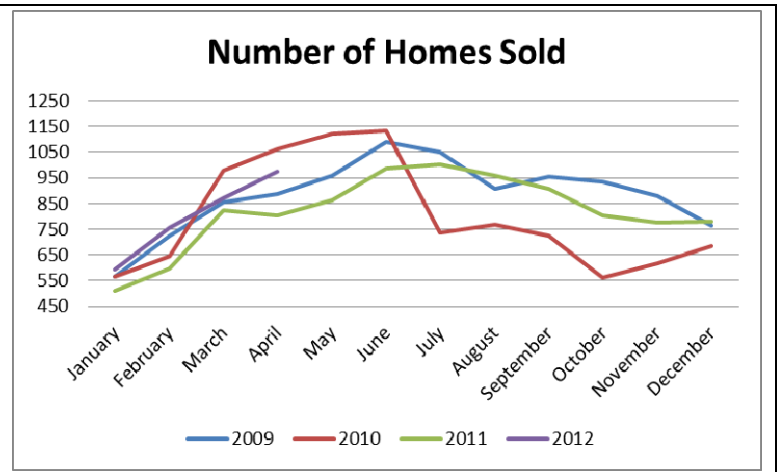
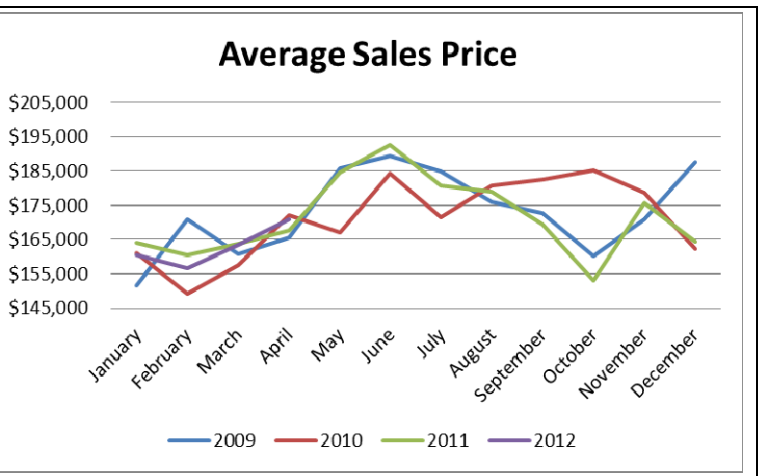


- ▶ Total residential sales in April 2012 were 973 compared to 805 in April a year ago (21% increase)
- ▶ Average price in April 2012 was \$170,945 compared to \$167,540 in April 2011 (2% increase)
- ▶ Median price in April 2012 was \$138,000 compared to \$139,000 in April 2011 (no significant change)
- ▶ Inventory totaled 8,006 for April 2012 compared to 10,072 in April 2011 (21% decrease)
- ▶ There were 22 sales identified as short sales for April 2012 or 2% of all sales.

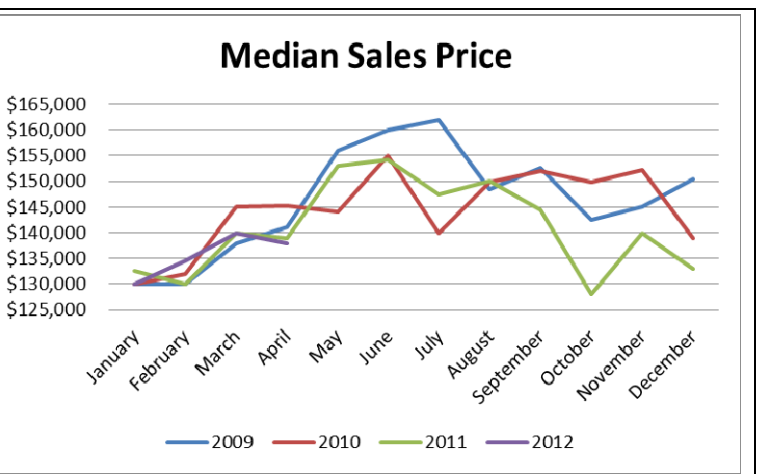
Number of Home Sales	2009	2010	2011	2012
January	564	565	511	594
February	725	645	596	755
March	854	977	824	873
April	887	1061	805	973
May	959	1120	863	
June	1090	1135	987	
July	1049	735	1001	
August	907	768	959	
September	956	723	905	
October	933	563	803	
November	879	616	775	
December	765	684	779	



Average Sales Price	2009	2010	2011	2012
January	\$151,584	\$161,031	\$164,216	\$160,354
February	\$171,062	\$149,204	\$160,385	\$156,577
March	\$160,929	\$157,546	\$163,876	\$163,581
April	\$165,540	\$171,992	\$167,540	\$170,945
May	\$185,713	\$166,910	\$184,581	
June	\$189,332	\$184,427	\$192,735	
July	\$185,056	\$171,661	\$180,641	
August	\$175,935	\$180,624	\$178,945	
September	\$172,602	\$182,455	\$169,337	
October	\$160,266	\$185,116	\$152,926	
November	\$171,070	\$178,808	\$175,802	
December	\$187,689	\$162,343	\$164,321	

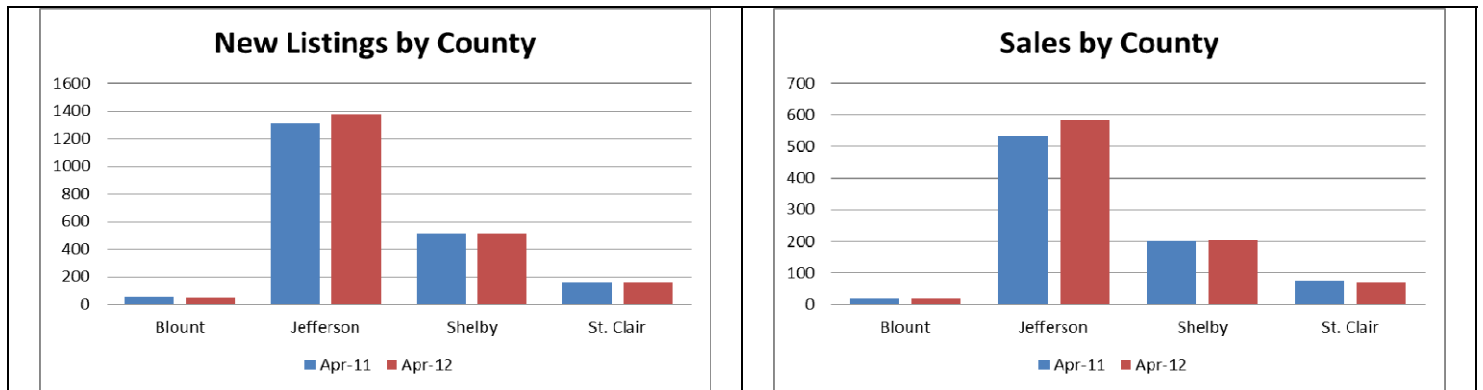


Median Sales Price	2009	2010	2011	2012
January	\$129,900	\$130,000	\$132,500	\$130,000
February	\$130,000	\$131,900	\$130,000	\$134,500
March	\$138,000	\$145,000	\$139,900	\$140,000
April	\$141,000	\$145,200	\$139,000	\$138,000
May	\$156,000	\$144,000	\$152,950	
June	\$160,000	\$155,000	\$154,245	
July	\$161,900	\$140,000	\$147,500	
August	\$148,500	\$149,800	\$150,000	
September	\$152,700	\$152,000	\$144,500	
October	\$142,500	\$149,900	\$128,000	
November	\$145,000	\$152,125	\$140,000	
December	\$150,500	\$138,900	\$132,900	



Birmingham Metro Market by County:

Listings by County	Blount County		Jefferson County		Shelby County		St. Clair County	
	New Lists	Sales	New Lists	Sales	New Lists	Sales	New Lists	Sales
Jan 2011	49	16	1,272	348	468	154	138	50
Feb 2011	54	18	1,258	395	456	139	150	57
March 2011	60	20	1,485	530	523	219	163	55
April 2011	51	18	1,309	533	513	200	155	74
May 2011	59	20	1,298	560	473	227	157	67
June 2011	80	26	1,326	660	525	238	156	72
July 2011	59	24	1,287	661	383	245	135	71
Aug 2011	44	34	1,249	613	408	250	134	75
Sept 2011	50	26	981	560	357	239	114	80
Oct 2011	46	21	1,024	547	395	174	117	61
Nov 2011	36	23	892	518	304	173	108	61
Dec 2011	39	22	739	500	222	195	96	62
Jan 2012	50	13	1,186	386	416	158	125	37
Feb 2012	47	24	1,135	485	438	192	141	54
March 2012	50	17	1,378	583	512	205	159	68
April 2012	65	25	1,338	625	501	252	158	71



RESIDENTIAL INVENTORY:

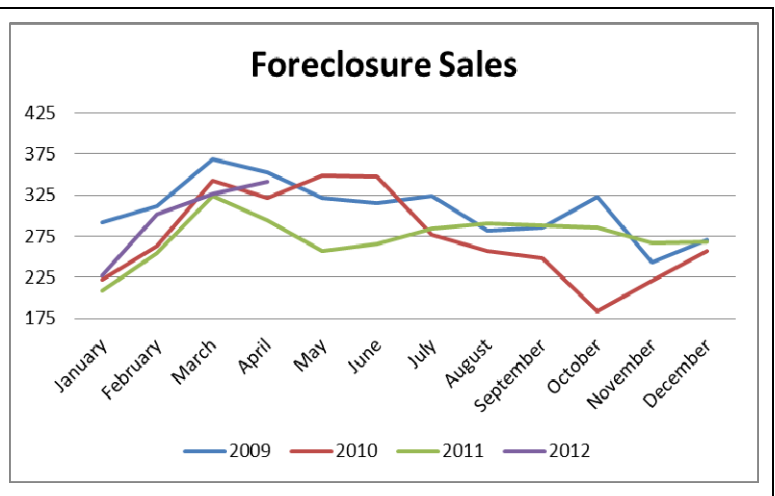
Active Listings	2012	2011	2010	2009	2008	2007	2006
January	7,607	9,269	10,009	10,332	11,757	10,330	7,661
February	7,742	9,550	10,500	10,475	11,919	10,840	7,982
March	7,912	9,753	10,949	10,649	12,121	12,524	8,307
April	8,006	10,072	11,002	10,665	12,365	12,895	9,741
May		10,062	11,024	10,782	12,458	13,183	9,771
June		9,985	10,953	10,871	12,580	13,294	10,355
July		9,790	10,887	10,780	12,184	13,477	10,504
August		9,525	10,702	10,670	11,914	13,582	10,747
September		9,212	10,608	10,419	11,578	13,560	11,079
October		8,778	10,422	10,282	11,360	13,438	10,974
November		8,496	10,142	9,976	10,994	12,979	10,687
December		8,285	9,942	9,325	10,201	12,642	10,755



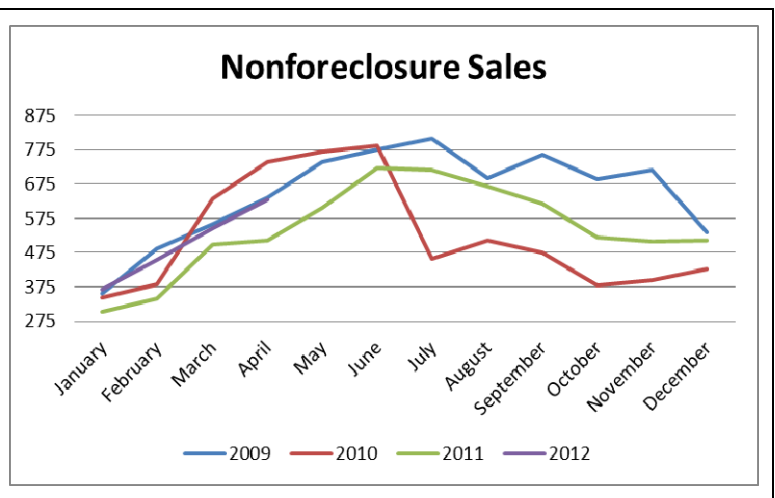
FORECLOSURE SALES:

342 homes sold in April were foreclosures compared to 631 non-foreclosures for a total of 973. Foreclosure sales in April represented 35% of all sales. The average foreclosure sale price was \$77,277. The average non-foreclosure price was \$221,713. The average price for all sales in April was \$170,945.

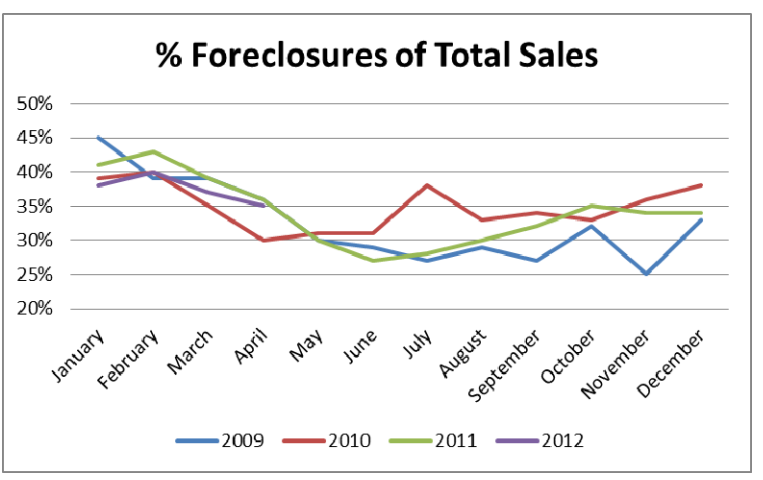
# Sales Foreclosure	2009	2010	2011	2012
January	292	222	209	227
February	311	263	255	302
March	369	343	324	327
April	353	321	294	342
May	321	349	257	
June	315	347	266	
July	324	277	284	
August	282	257	291	
September	286	248	288	
October	323	184	285	
November	243	221	267	
December	271	257	268	



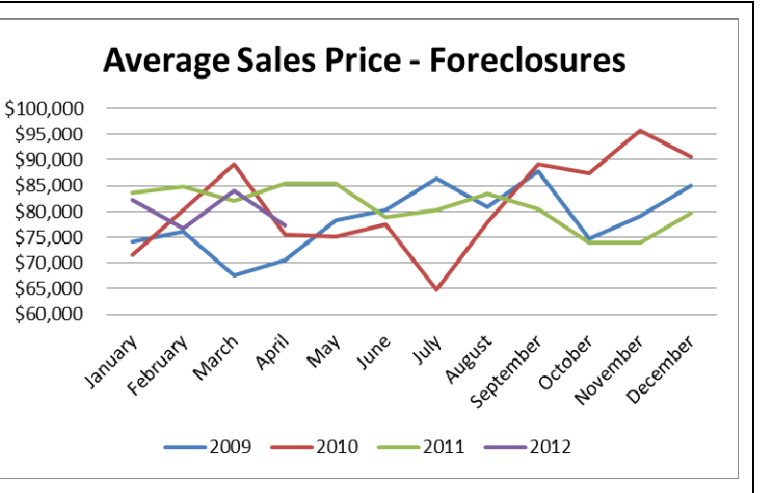
# Sales Non-Foreclosure	2009	2010	2011	2012
January	354	343	302	367
February	487	382	341	453
March	558	634	500	546
April	636	740	511	631
May	741	771	606	
June	775	788	721	
July	808	458	717	
August	693	511	668	
September	761	475	617	
October	690	379	518	
November	716	395	508	
December	535	427	511	



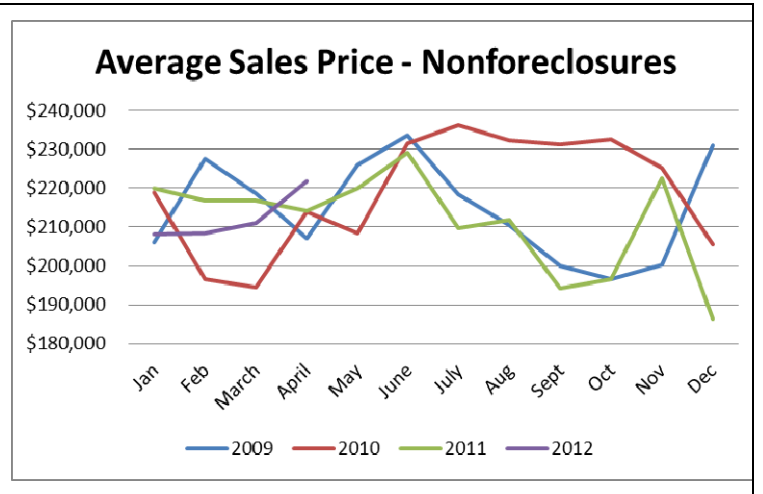
% Foreclosed of total sales	2009	2010	2011	2012
January	45%	39%	41%	38%
February	39%	40%	43%	40%
March	39%	35%	39%	37%
April	36%	30%	36%	35%
May	30%	31%	30%	
June	29%	31%	27%	
July	27%	38%	28%	
August	29%	33%	30%	
September	27%	34%	32%	
October	32%	33%	35%	
November	25%	36%	34%	
December	33%	38%	34%	



Avg Sales \$ Foreclosures	2009	2010	2011	2012
January	\$74,061	\$71,489	\$83,692	\$82,323
February	\$76,086	\$80,212	\$84,761	\$76,653
March	\$67,626	\$89,115	\$82,081	\$83,973
April	\$70,480	\$75,461	\$85,416	\$77,277
May	\$78,310	\$75,077	\$85,412	
June	\$80,273	\$77,385	\$78,850	
July	\$86,441	\$64,764	\$80,262	
August	\$80,945	\$77,830	\$83,367	
September	\$87,854	\$89,233	\$80,476	
October	\$74,766	\$87,344	\$73,958	
November	\$79,045	\$95,791	\$73,934	
December	\$85,060	\$90,677	\$79,572	



Avg Sales \$ NonFclsr	2009	2010	2011	2012
Jan	\$206,150	\$218,985	\$219,942	\$208,201
Feb	\$227,702	\$196,703	\$216,937	\$208,382
March	\$218,772	\$194,387	\$216,879	\$211,095
April	\$207,189	\$213,866	\$214,229	\$221,713
May	\$226,128	\$208,479	\$220,032	
June	\$233,660	\$231,563	\$229,249	
July	\$218,346	\$236,313	\$209,804	
Aug	\$210,444	\$232,322	\$211,806	
Sept	\$200,050	\$231,126	\$194,382	
Oct	\$196,631	\$232,583	\$196,489	
Nov	\$200,401	\$225,256	\$222,571	
Dec	\$231,045	\$205,578	\$186,503	

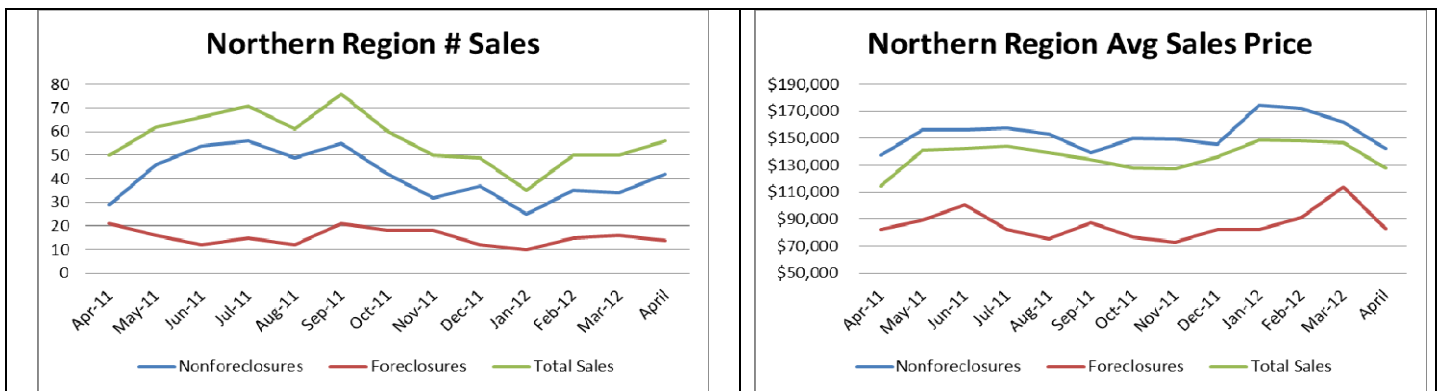


REGIONAL SALES REPORT

NORTHERN REGION:

The following communities are a summary of the communities/area of coverage for the Northern Region:
Blount Springs, Blountsville, Corner, Fultondale, Gardendale, Hayden, Kimberly, Morris, Mt. Olive, Smoke Rise, Warrior.

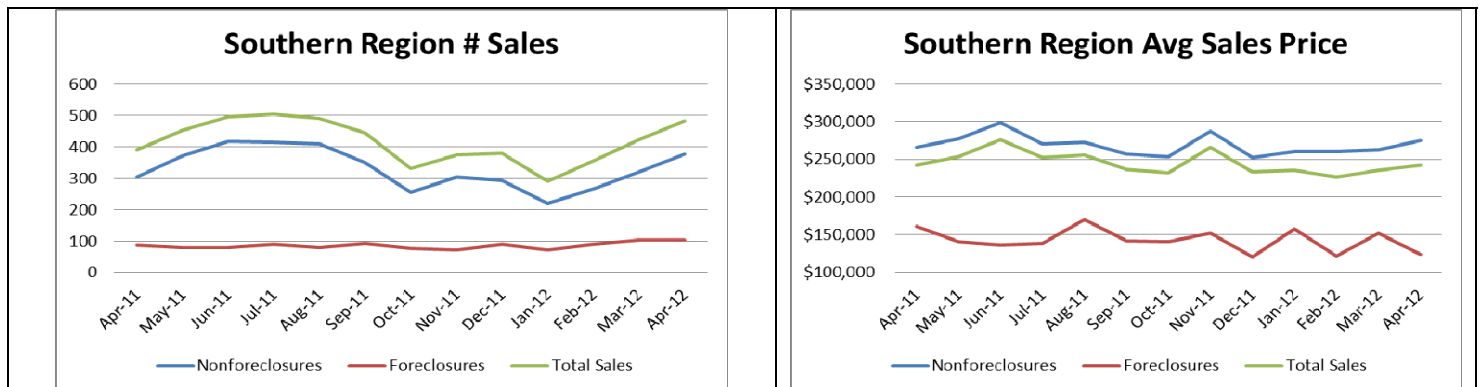
NORTHERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFrlsr	Fclsr	Total
Jan 2011	17	11	28	\$140,000	\$50,000	\$117,450	\$129,226	\$70,445	\$106,133
Feb 2011	19	19	38	\$156,900	\$75,000	\$123,210	\$149,331	\$86,174	\$117,752
March 2011	38	9	47	\$149,950	\$82,000	\$142,900	\$159,296	\$91,777	\$146,367
April 2011	29	21	50	\$125,000	\$72,200	\$116,400	\$137,300	\$82,623	\$114,336
May 2011	46	16	62	\$145,190	\$84,000	\$137,700	\$156,205	\$89,240	\$141,319
June 2011	54	12	66	\$147,800	\$94,500	\$137,500	\$156,573	\$100,465	\$142,592
July 2011	56	15	71	\$142,750	\$67,235	\$140,000	\$157,780	\$82,239	\$144,262
Aug 2011	49	12	61	\$146,142	\$69,099	\$138,900	\$153,399	\$75,205	\$139,080
Sept 2011	55	21	76	\$134,740	\$80,000	\$129,400	\$139,101	\$87,204	\$134,380
Oct 2011	42	18	60	\$139,832	\$62,000	\$128,700	\$150,038	\$76,735	\$128,047
Nov 2011	32	18	50	\$142,000	\$76,500	\$121,125	\$149,450	\$73,027	\$127,024
Dec 2011	37	12	49	\$135,000	\$52,450	\$134,000	\$145,519	\$82,291	\$136,057
Jan 2012	25	10	35	\$160,000	\$77,500	\$140,000	\$174,924	\$82,199	\$148,431
Feb 2012	35	15	50	\$154,500	\$81,650	\$136,925	\$172,081	\$91,396	\$147,876
March 2012	34	16	50	\$141,450	\$89,950	\$131,250	\$161,818	\$114,198	\$146,580
April	42	14	56	\$137,500	\$75,709	\$129,250	\$142,632	\$83,310	\$127,801



SOUTHERN REGION:

The following communities are a summary of the communities/area of coverage for the Southern Region: *Alabaster, Altadena, Avondale, Bluff Park, Cahaba Heights, Calera, Chelsea, Columbiana, Crestwood, Downtown Birmingham, Forest Park, Harpersville, Helena, Highland Park, Homewood, Hoover, Liberty Park, Maylene, Montevallo, Mountain Brook, Pelham, Redmont, Riverchase, Saginaw, Southside, Sterrett, Vandiver, Vestavia, Vincent, Westover, Wilsonville, Wilton.*

SOUTHERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total
Jan 2011	183	66	249	\$238,000	\$130,000	\$197,500	\$268,488	\$160,089	\$239,755
Feb 2011	202	74	276	\$212,500	\$124,300	\$189,750	\$267,388	\$146,160	\$234,885
March 2011	314	109	423	\$210,000	\$128,500	\$188,000	\$258,483	\$144,684	\$229,159
April 2011	305	87	390	\$215,000	\$131,400	\$199,632	\$266,278	\$161,757	\$242,952
May 2011	372	80	452	\$227,000	\$121,450	\$199,950	\$277,602	\$140,607	\$254,037
June 2011	417	80	497	\$225,000	\$112,900	\$208,500	\$298,752	\$136,545	\$275,912
July 2011	414	91	505	\$215,000	\$118,000	\$199,900	\$270,161	\$138,758	\$252,210
Aug 2011	410	80	490	\$230,000	\$129,450	\$214,741	\$273,414	\$169,744	\$256,123
Sept 2011	350	94	444	\$220,000	\$107,250	\$199,450	\$256,671	\$141,866	\$237,095
Oct 2011	255	77	332	\$199,000	\$110,000	\$184,375	\$254,037	\$140,901	\$232,316
Nov 2011	303	71	374	\$230,000	\$119,000	\$216,000	\$287,908	\$152,177	\$265,763
Dec 2011	292	89	381	\$210,000	\$105,470	\$189,000	\$252,303	\$120,499	\$233,867
Jan 2012	220	70	291	\$230,000	\$125,750	\$197,500	\$260,179	\$157,920	\$236,204
Feb 2012	265	90	355	\$216,275	\$116,200	\$187,000	\$260,512	\$121,971	\$226,682
March 2012	321	103	424	\$219,950	\$125,000	\$200,950	\$262,937	\$151,779	\$235,870
April 2012	378	104	482	\$229,750	\$103,050	\$200,000	\$275,327	\$123,896	\$242,653

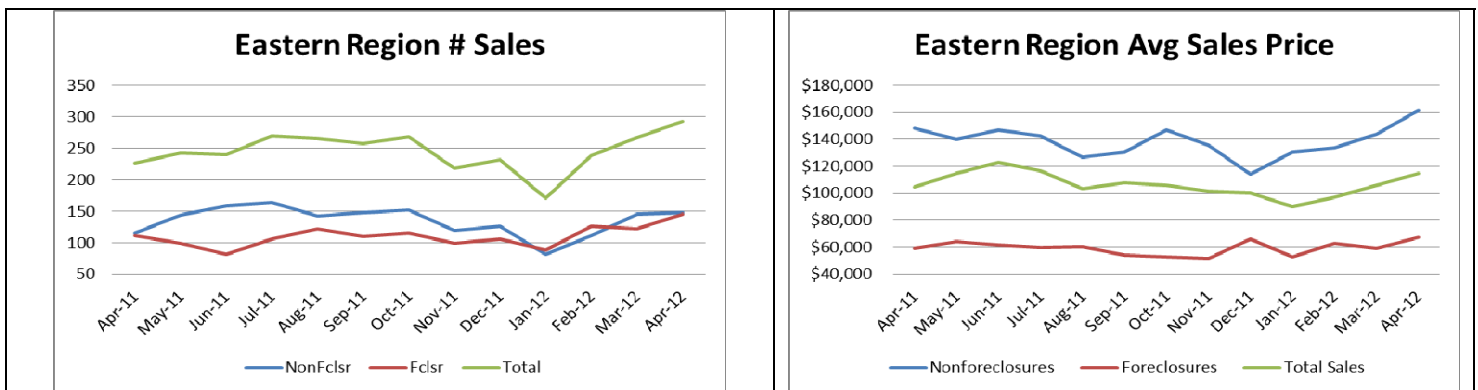


EASTERN REGION:

The following communities are a summary of the communities/area of coverage for the Eastern Region:

Altoona, Argo, Ashville, Center Point, Clay, Cleveland, Crestline Gardens, Crestline Park, East Lake, Grayson Valley, Huffman, Inglenook, Irondale, Leeds, Lincoln, Locust Fork, Moody, North Birmingham, Norwood, Odenville, Oneonta, Palmerdale, Pell City, Pinson, Ragland, Remlap, Riverside, Roebuck, Springville, Steele, Susan Moore, Tarrant, Trussville, Woodlawn.

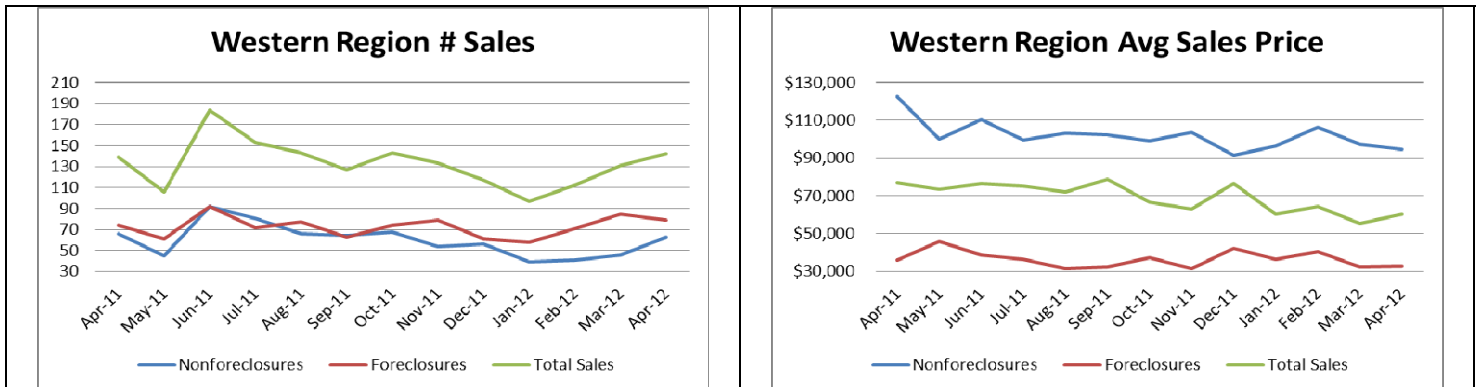
EASTERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total
Jan 2011	77	76	153	\$136,900	\$34,500	\$100,000	\$160,323	\$57,615	\$109,305
Feb 2011	89	95	184	\$145,000	\$42,000	\$95,200	\$152,510	\$68,177	\$108,969
March 2011	102	129	231	\$137,125	\$35,500	\$85,000	\$156,942	\$57,395	\$101,351
April 2011	115	112	226	\$136,990	\$37,050	\$99,950	\$148,047	\$59,361	\$104,693
May 2011	144	99	243	\$134,900	\$37,985	\$110,000	\$140,308	\$64,391	\$114,818
June 2011	159	81	240	\$132,250	\$43,750	\$109,900	\$146,680	\$61,654	\$122,902
July 2011	164	106	270	\$130,450	\$38,200	\$110,500	\$142,397	\$59,492	\$116,346
Aug 2011	143	122	265	\$116,000	\$44,950	\$89,900	\$126,779	\$60,366	\$103,106
Sept 2011	148	110	258	\$123,900	\$35,300	\$99,450	\$130,557	\$54,250	\$107,536
Oct 2011	152	116	268	\$127,400	\$34,025	\$85,950	\$146,738	\$52,676	\$106,072
Nov 2011	119	99	218	\$123,420	\$35,000	\$84,000	\$135,384	\$51,768	\$101,528
Dec 2011	126	106	232	\$101,500	\$36,750	\$84,000	\$113,960	\$66,403	\$100,237
Jan 2012	82	89	171	\$121,950	\$30,000	\$75,500	\$130,444	\$52,773	\$90,019
Feb 2012	112	126	238	\$126,000	\$37,750	\$82,000	\$133,927	\$62,972	\$97,186
March 2012	145	122	267	\$133,950	\$34,088	\$96,500	\$144,029	\$59,269	\$105,678
April 2012	148	145	293	\$135,500	\$42,000	\$95,000	\$161,319	\$67,362	\$114,822



WESTERN REGION:

The following communities are a summary of the communities/area of coverage for the Western Region: *Adamsville, Adger, Bessemer, Dora, Ensley, Fairfield, Forestdale, Graysville, Hueytown, McCalla, Midfield, Mulga, Oxmoor Valley, Pleasant Grove, Pratt City, Quinton, West End, West Jefferson, Wylam.*

WESTERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total
Jan 2011	25	55	80	\$105,000	\$14,000	\$37,000	\$109,904	\$29,711	\$68,176
Feb 2011	31	67	98	\$120,000	\$21,500	\$43,250	\$114,596	\$40,061	\$63,638
March 2011	46	77	123	\$100,450	\$19,900	\$29,500	\$113,359	\$33,685	\$63,482
April 2011	66	74	139	\$133,250	\$16,200	\$54,025	\$122,821	\$35,892	\$77,275
May 2011	45	61	106	\$114,500	\$21,500	\$44,950	\$100,053	\$46,137	\$73,642
June 2011	92	92	184	\$110,000	\$19,997	\$60,000	\$110,629	\$38,771	\$76,802
July 2011	81	72	153	\$95,000	\$19,700	\$62,000	\$99,532	\$36,497	\$75,237
Aug 2011	66	77	143	\$99,900	\$18,500	\$38,000	\$103,245	\$31,342	\$72,039
Sept 2011	64	63	127	\$98,000	\$14,500	\$32,000	\$102,199	\$32,426	\$78,918
Oct 2011	68	74	143	\$91,450	\$20,000	\$42,900	\$99,255	\$37,481	\$66,856
Nov 2011	54	79	133	\$94,000	\$13,875	\$23,500	\$103,748	\$31,598	\$62,907
Dec 2011	56	61	117	\$81,000	\$19,000	\$60,500	\$91,560	\$42,209	\$76,758
Jan 2012	39	58	97	\$100,000	\$15,000	\$26,500	\$96,505	\$36,449	\$60,595
Feb 2012	41	71	112	\$122,000	\$25,500	\$38,950	\$106,185	\$40,373	\$64,465
March 2012	46	85	131	\$86,750	\$15,525	\$28,000	\$97,485	\$32,540	\$55,345
April 2012	63	79	142	\$82,900	\$19,390	\$34,932	\$94,630	\$33,034	\$60,361



The statistics in this report compare total residential sales as compiled by the Birmingham Area Multiple Listing Service, Inc. of the Birmingham Association of REALTORS® for the four county Jefferson, Shelby, St. Clair and Blount. Neither the Birmingham Association of REALTORS® nor its MLS guarantees or is in any way responsible for its accuracy. Any market data maintained by the Association or its MLS does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of the Association or MLS, unlisted properties, rental properties, etc. Regional divisions are pulled from the following MLS market areas:

- North: MLS Market areas 110, 112, 114
- East: MLS Market areas 120, 124, 130, 140, 142, 144, 146, 148, 160, 170, 210
- South: MLS Market areas 180, 190, 200, 220, 230, 240, 250, 260, 262, 264, 265, 270, 272, 274
- West: MLS Market areas 280, 282, 290, 292, 300, 302

For comments or questions email: lkendrick@barbham.com

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