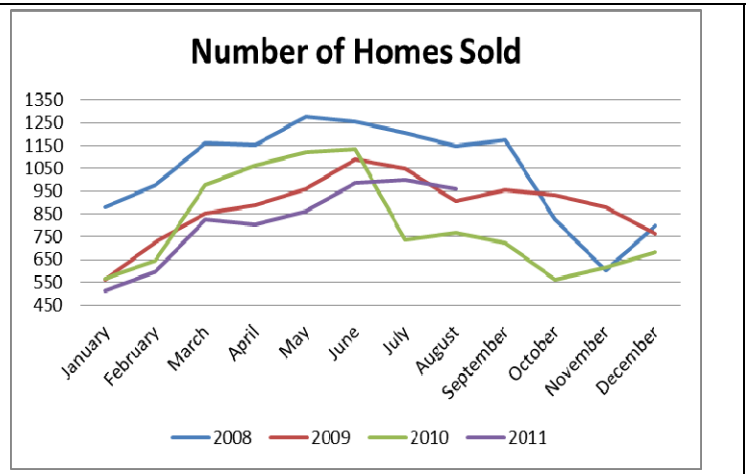
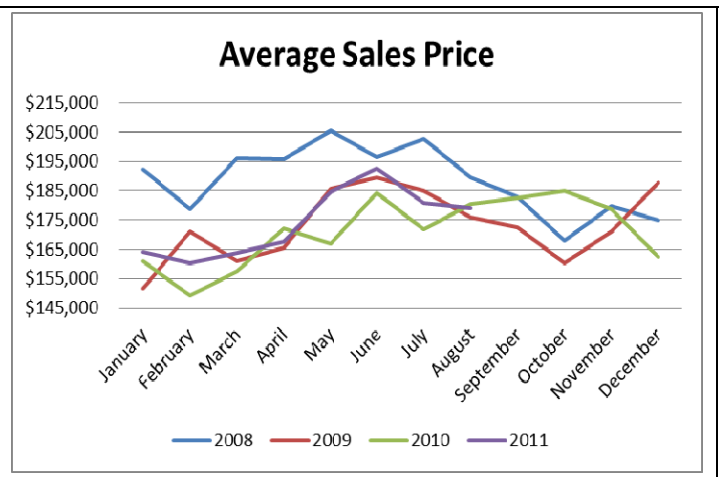


- ▶ Total residential sales in August 2011 were 959 compared to 768 in August a year ago (25% increase)
- ▶ Average price in August 2011 was \$178,945 compared to \$180,624 in August 2010 (1% decrease)
- ▶ Median price in August 2011 was \$150,000 compared to \$149,800 in August 2010 (no change)
- ▶ Inventory totaled 9,525 for August 2011 compared to 10,702 in August 2010 (11% decrease)

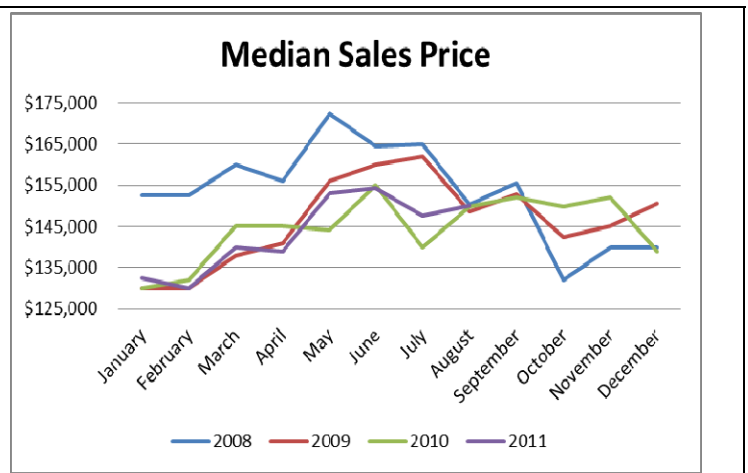
Number of Home Sales	2008	2009	2010	2011
January	877	564	565	511
February	979	725	645	596
March	1162	854	977	824
April	1154	887	1061	805
May	1277	959	1120	863
June	1253	1090	1135	987
July	1207	1049	735	1001
August	1146	907	768	959
September	1172	956	723	
October	826	933	563	
November	603	879	616	
December	798	765	684	



Average Sales Price	2008	2009	2010	2011
January	\$192,152	\$151,584	\$161,031	\$164,216
February	\$178,600	\$171,062	\$149,204	\$160,385
March	\$195,950	\$160,929	\$157,546	\$163,876
April	\$195,740	\$165,540	\$171,992	\$167,540
May	\$205,371	\$185,713	\$166,910	\$184,581
June	\$196,504	\$189,332	\$184,427	\$192,735
July	\$202,882	\$185,056	\$171,661	\$180,641
August	\$189,587	\$175,935	\$180,624	\$178,945
September	\$182,955	\$172,602	\$182,455	
October	\$168,073	\$160,266	\$185,116	
November	\$179,837	\$171,070	\$178,808	
December	\$174,968	\$187,689	\$162,343	



Median Sales Price	2008	2009	2010	2011
January	\$152,500	\$129,900	\$130,000	\$132,500
February	\$152,500	\$130,000	\$131,900	\$130,000
March	\$159,900	\$138,000	\$145,000	\$139,900
April	\$156,000	\$141,000	\$145,200	\$139,000
May	\$172,400	\$156,000	\$144,000	\$152,950
June	\$164,400	\$160,000	\$155,000	\$154,245
July	\$165,000	\$161,900	\$140,000	\$147,500
August	\$150,300	\$148,500	\$149,800	\$150,000
September	\$155,500	\$152,700	\$152,000	
October	\$132,000	\$142,500	\$149,900	
November	\$139,900	\$145,000	\$152,125	
December	\$139,900	\$150,500	\$138,900	



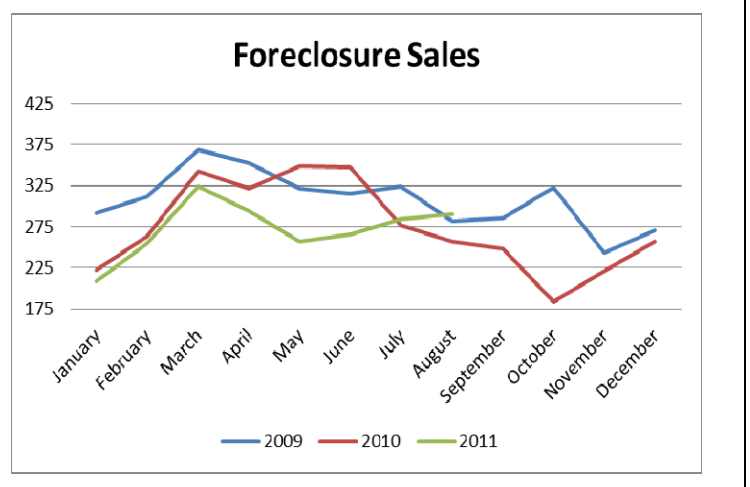
Birmingham Metro Market by County:

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

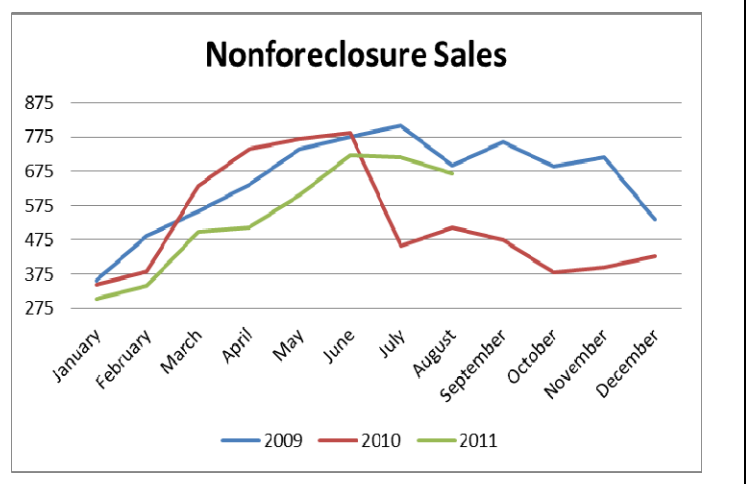
FORECLOSURE SALES:

291 homes sold in August were foreclosures compared to 668 non-foreclosures for a total of 959. Foreclosure sales in August represented 31% of all sales. The average foreclosure sale price was \$83,367. The average non-foreclosure price was \$211,806. The average price for all sales in August was \$178,945.

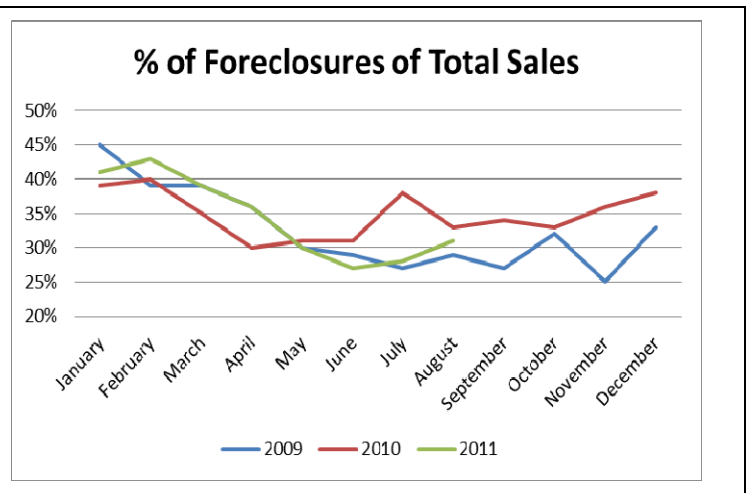
# of Foreclosure Sales	2009	2010	2011
January	292	222	209
February	311	263	255
March	369	343	324
April	353	321	294
May	321	349	257
June	315	347	266
July	324	277	284
August	282	257	291
September	286	248	
October	323	184	
November	243	221	
December	271	257	



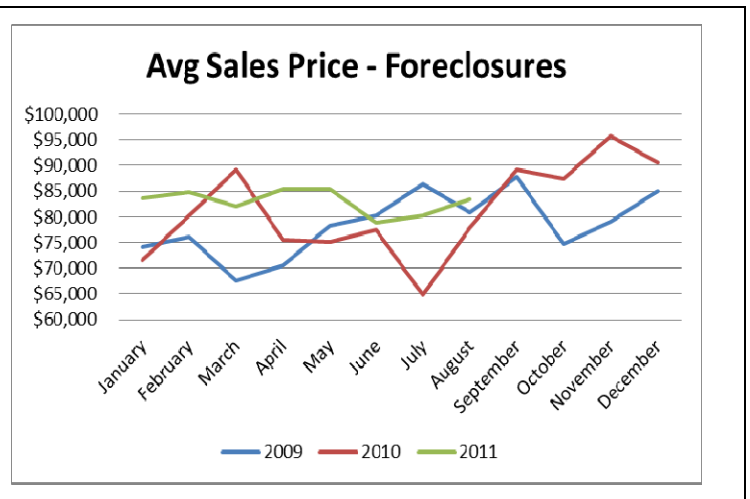
# Non-Foreclosure Sales	2009	2010	2011
January	354	343	302
February	487	382	341
March	558	634	500
April	636	740	511
May	741	771	606
June	775	788	721
July	808	458	717
August	693	511	668
September	761	475	
October	690	379	
November	716	395	
December	535	427	



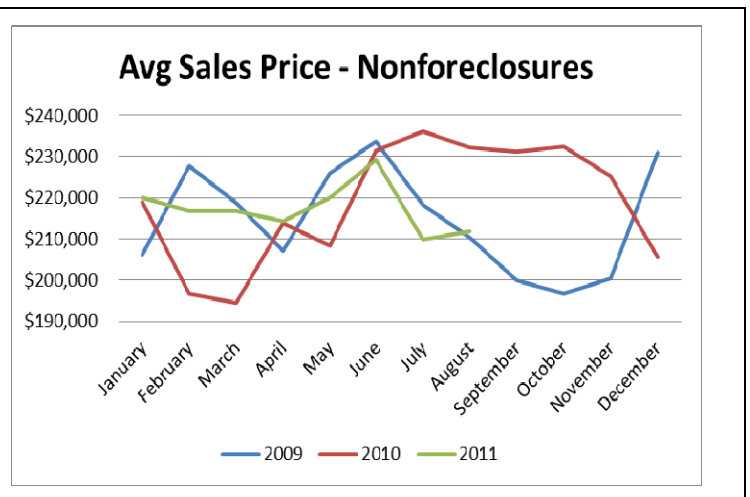
% Foreclosed of total sales	2009	2010	2011
January	45%	39%	41%
February	39%	40%	43%
March	39%	35%	39%
April	36%	30%	36%
May	30%	31%	30%
June	29%	31%	27%
July	27%	38%	28%
August	29%	33%	30%
September	27%	34%	
October	32%	33%	
November	25%	36%	
December	33%	38%	



Avg Sales \$ Foreclosures	2009	2010	2011
January	\$74,061	\$71,489	\$83,692
February	\$76,086	\$80,212	\$84,761
March	\$67,626	\$89,115	\$82,081
April	\$70,480	\$75,461	\$85,416
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	
October	\$74,766	\$87,344	
November	\$79,045	\$95,791	
December	\$85,060	\$90,677	

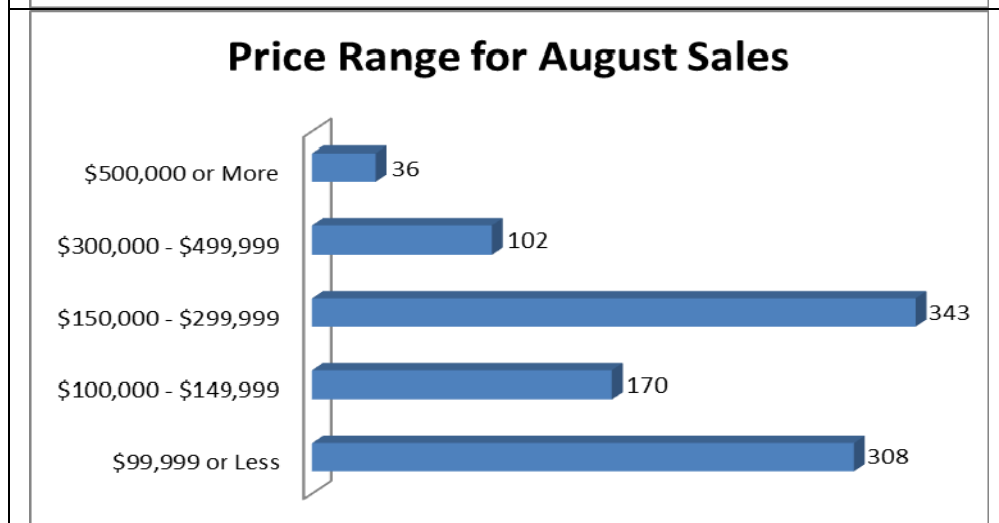
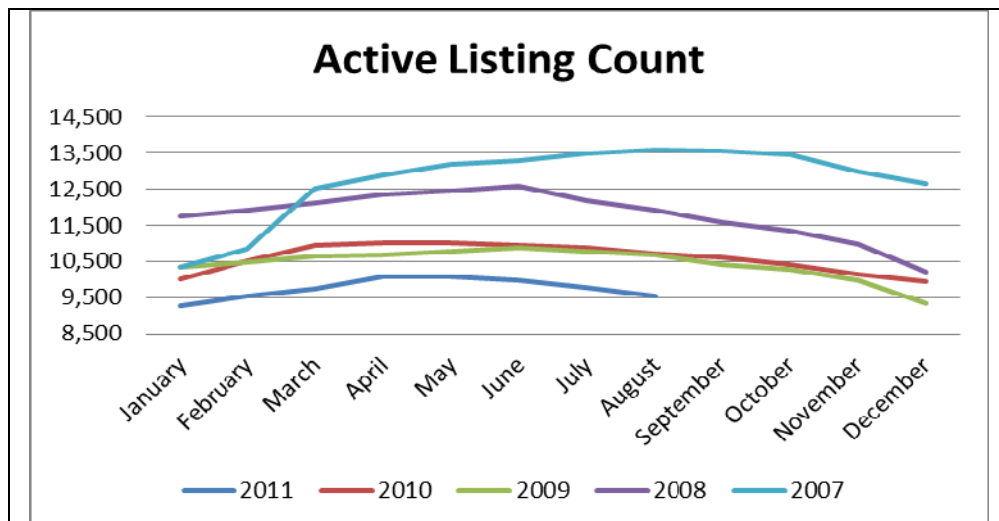


Avg Sales \$ NonForeclosures	2009	2010	2011
January	\$206,150	\$218,985	\$219,942
February	\$227,702	\$196,703	\$216,937
March	\$218,772	\$194,387	\$216,879
April	\$207,189	\$213,866	\$214,229
May	\$226,128	\$208,479	\$220,032
June	\$233,660	\$231,563	\$229,249
July	\$218,346	\$236,313	\$209,804
August	\$210,444	\$232,322	\$211,806
September	\$200,050	\$231,126	
October	\$196,631	\$232,583	
November	\$200,401	\$225,256	
December	\$231,045	\$205,578	



RESIDENTIAL INVENTORY:

Active Listings	2011	2010	2009	2008	2007	2006
January	9,269	10,009	10,332	11,757	10,330	7,661
February	9,550	10,500	10,475	11,919	10,840	7,982
March	9,753	10,949	10,649	12,121	12,524	8,307
April	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		10,608	10,419	11,578	13,560	11,079
October		10,422	10,282	11,360	13,438	10,974
November		10,142	9,976	10,994	12,979	10,687
December		9,942	9,325	10,201	12,642	10,755

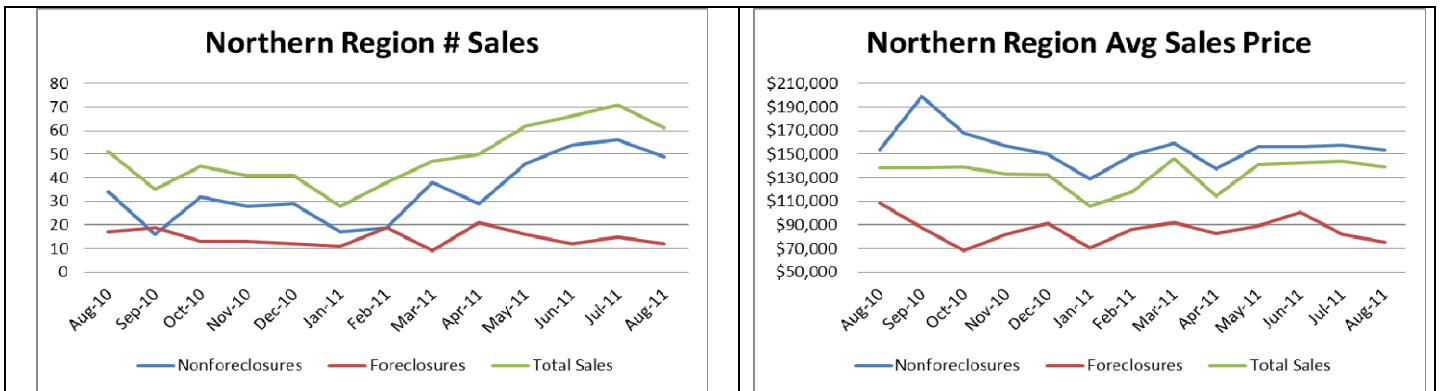


REGIONAL SALES REPORT

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.*

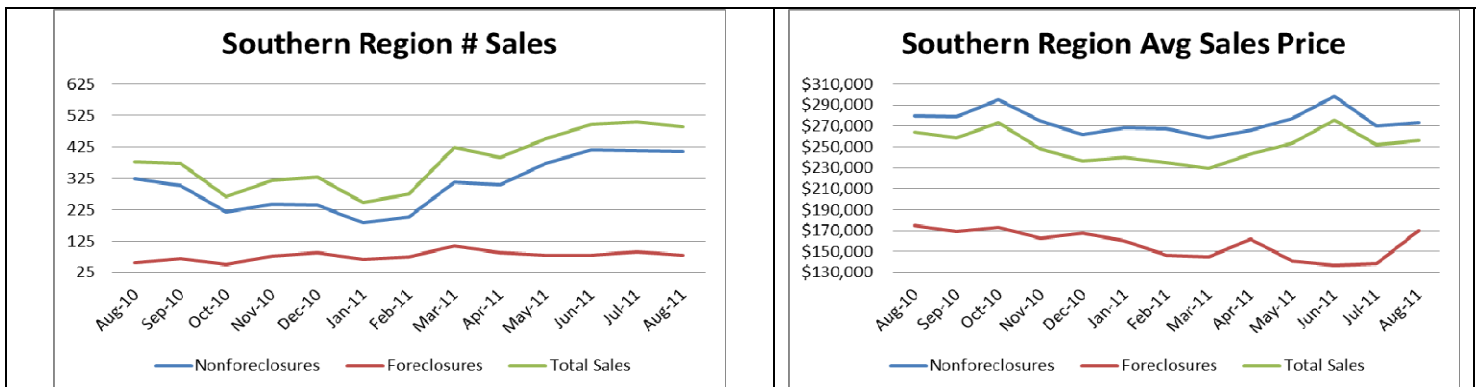
NORTHERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFrslr	Fclsr	Total
Jan 2010	19	13	32	\$144,000	\$83,000	\$129,250	\$160,937	\$98,251	\$135,471
Feb 2010	9	32	41	\$150,250	\$151,000	\$150,625	\$162,770	\$139,655	\$157,696
March 2010	54	11	65	\$149,950	\$107,000	\$147,900	\$164,332	\$104,745	\$154,240
April 2010	52	21	73	\$137,075	\$95,000	\$125,000	\$136,551	\$105,486	\$127,615
May 2010	65	24	89	\$147,000	\$81,000	\$131,000	\$163,510	\$82,471	\$141,657
June 2010	53	18	71	\$143,000	\$110,000	137,500	\$159,985	\$111,283	\$147,638
July 2010	24	16	40	\$149,750	\$68,250	\$139,700	\$179,360	\$74,356	\$137,359
Aug 2010	34	17	51	\$145,500	\$95,000	\$139,900	\$153,338	\$108,588	\$138,421
Sept 2010	16	19	35	\$175,000	\$91,000	\$125,000	\$199,029	\$87,680	\$138,582
Oct 2010	32	13	45	\$147,750	\$69,900	\$131,000	\$167,762	\$68,284	\$139,024
Nov 2010	28	13	41	\$151,105	\$85,000	\$137,650	\$157,012	\$81,688	\$133,129
Dec 2010	29	12	41	\$150,500	\$79,450	\$144,000	\$149,577	\$91,020	\$132,439
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



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.*

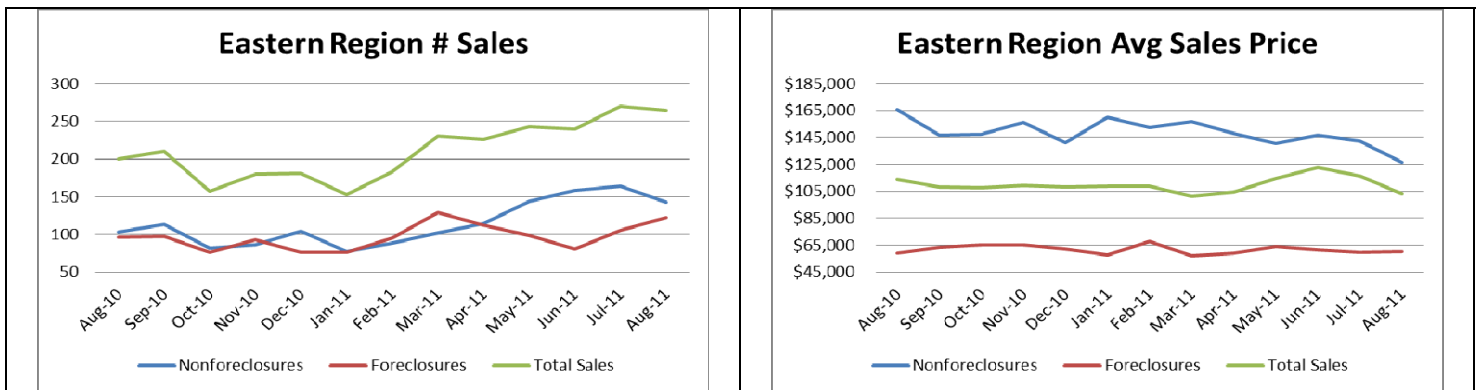
SOUTHERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total
Jan 2010	188	40	228	\$227,950	\$118,000	\$200,740	\$275,885	\$151,067	\$253,987
Feb 2010	197	64	261	\$207,695	\$126,000	\$190,000	\$251,334	\$154,758	\$227,653
March 2010	348	102	450	\$202,000	\$128,900	\$186,000	\$233,987	\$155,680	\$216,365
April 2010	445	63	508	\$204,900	\$135,137	\$195,000	\$259,821	\$158,125	\$247,209
May 2010	429	83	512	\$210,000	\$131,900	\$195,000	\$259,131	\$157,018	\$242,578
June 2010	492	75	567	\$230,000	\$112,210	\$216,075	\$278,134	\$160,621	\$262,590
July 2010	279	45	324	\$238,186	\$132,000	\$221,000	\$293,229	\$156,005	\$274,170
Aug 2010	323	56	378	\$225,000	\$135,500	\$211,750	\$279,705	\$174,542	\$264,125
Sept 2010	301	70	371	\$235,000	\$149,500	\$219,000	\$278,989	\$169,145	\$258,208
Oct 2010	219	49	268	\$237,000	\$143,900	\$210,750	\$295,098	\$173,034	\$272,780
Nov 2010	242	77	319	\$224,900	\$126,000	\$202,650	\$275,196	\$163,072	\$248,046
Dec 2010	241	87	328	\$216,500	\$130,500	\$182,000	\$261,823	\$167,643	\$236,766
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



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.*

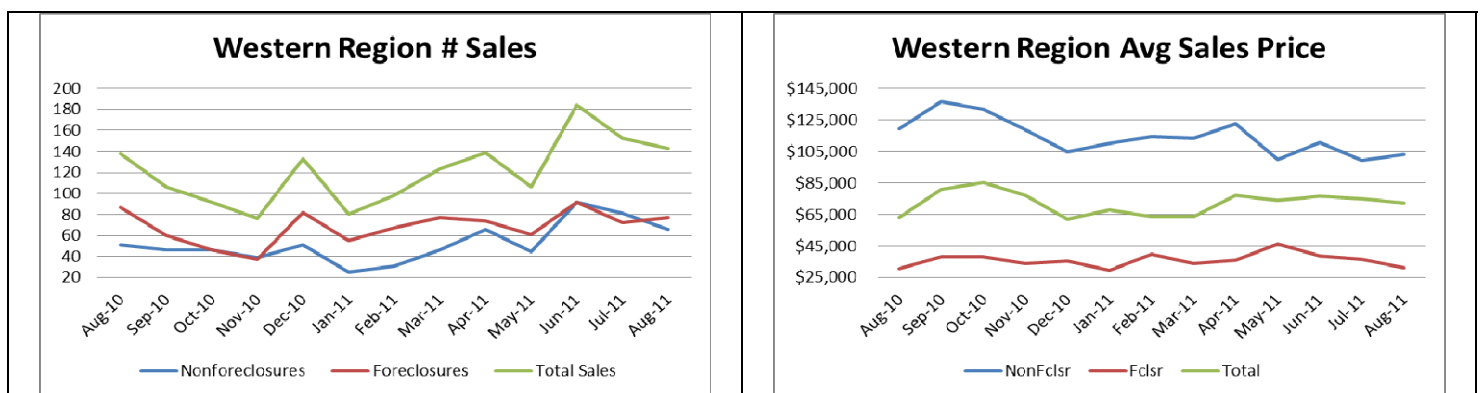
EASTERN REGION	# of Monthly Sales			Median Sales Price			Average Sales Price		
	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total	NonFclsr	Fclsr	Total
Jan 2010	96	94	190	\$137,950	\$38,700	\$90,000	\$160,343	\$51,787	\$106,636
Feb 2010	107	104	211	\$137,450	\$31,700	\$107,550	\$145,564	\$61,953	\$104,353
March 2010	179	144	323	\$142,500	\$34,950	\$107,952	\$154,557	\$61,620	\$113,124
April 2010	174	145	319	\$146,500	\$33,000	\$108,000	\$161,473	\$62,361	\$116,442
May 2010	186	137	323	\$140,400	\$33,500	\$105,075	\$152,248	\$51,999	\$109,728
June 2010	166	148	314	\$154,000	\$45,000	\$105,281	\$165,587	\$59,827	\$115,738
July 2010	108	122	230	\$145,510	\$36,375	\$75,950	\$162,154	\$49,866	\$102,593
Aug 2010	103	97	200	\$147,500	\$40,000	\$95,000	\$165,682	\$59,161	\$114,019
Sept 2010	113	98	211	\$140,295	\$32,800	\$104,300	\$147,048	\$63,589	\$108,285
Oct 2010	82	76	158	\$135,500	\$35,097	\$102,500	\$147,417	\$65,147	\$107,844
Nov 2010	87	93	180	\$139,900	\$38,500	\$99,900	\$156,673	\$65,228	\$109,427
Dec 2010	105	76	181	\$130,000	\$41,750	\$99,000	\$141,303	\$62,366	\$108,158
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



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 2010	40	75	115	\$99,000	\$25,900	\$48,000	\$119,870	\$49,101	\$73,716
Feb 2010	46	86	132	\$100,000	\$21,900	\$30,300	\$105,298	\$40,597	\$63,144
March 2010	54	85	139	\$120,000	\$20,237	\$46,900	\$102,745	\$52,347	\$71,926
April 2010	69	92	161	\$100,000	\$12,000	\$40,000	\$107,875	\$32,649	\$64,889
May 2010	91	105	196	\$119,500	\$17,021	\$60,950	\$116,744	\$38,724	\$74,948
June 2010	77	106	183	\$127,430	\$14,900	\$45,000	\$125,500	\$37,251	\$74,383
July 2010	47	94	141	\$87,900	\$17,625	\$25,000	\$97,940	\$38,788	\$58,505
Aug 2010	51	87	138	\$126,500	\$16,000	\$30,750	\$119,538	\$30,383	\$63,332
Sept 2010	46	60	106	\$145,000	\$16,250	\$67,950	\$136,682	\$38,222	\$80,950
Oct 2010	46	46	92	\$127,450	\$14,450	\$65,000	\$131,867	\$38,126	\$84,996
Nov 2010	39	37	76	\$129,900	\$14,000	\$39,950	\$118,642	\$33,947	\$77,409
Dec 2010	51	82	133	\$89,900	\$15,350	\$32,000	\$104,741	\$35,207	\$61,870
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



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 areas of 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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