

Lake Martin Residential Report – April 2018

Monthly Indicators

Total Residential Sales
Lake Martin residential* sales for the current month totaled 52 units, representing a 16.1 percent decrease from one year ago.

*Residential = existing single family, condo, & new construction

Current Month

vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

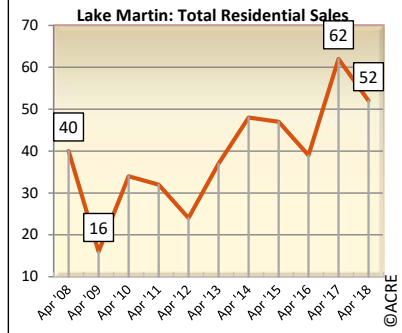
Year to Date

vs. Prior Year

Recent Figures

April	2018	52	
March	2018	58	-10.3%
April	2017	62	-16.1%
April	13-'17	47	11.6%
April	2017	62	-16.1%
April	2009	16	225.0%
April	2018	186	-4.6%
April	2017	195	

Trends



Graph: April 2008 - 2018

ACRE Commentary

"Historical data indicates that April residential sales on average ('13-'17) decrease 3.7 percent from March. The current month's sales decreased 10.3 percent from the prior month."

Historical Home Sales

April	2018	62
April	2017	39
April	2016	47
April	2015	48
April	2014	37
5- Year Avg:		47
3- Year Avg:		49

Median Sales Price

The median sales price in the Lake Martin area during the current month was \$234,500, a 5.1 percent decrease from one year ago.

Current Month

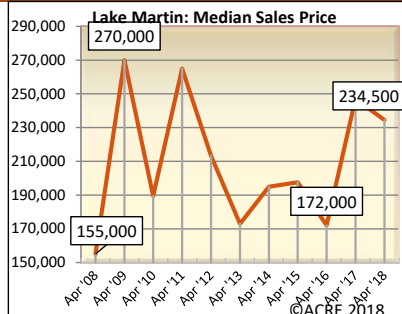
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

April	2018	234,500	
March	2018	214,000	9.6%
April	2017	247,000	-5.1%
April	13-'17	196,900	19.1%
April	2018	213,375	
April	2017	236,750	-9.9%
April	2009	270,000	-13.1%
April	2008	155,000	51.3%



Graph: April 2008 - 2018

ACRE Commentary

"Historical data indicates that the April median sales prices on average ('13-'17) decrease 9.2 percent from March. The current month's median price increased 9.6 percent from the prior month."

Historical Median Selling Price

April	2018	247,000
April	2017	172,000
April	2016	197,500
April	2015	195,000
April	2014	173,000
5- Year Avg:		196,900
3- Year Avg:		205,500



Find a local professional:
www.lmaar.org



Report compliments of:
ACRE Corporate Cabinet



Page 1 of 5
Copyright ACRE 2018

Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in Lake Martin during the current month was \$407,797, representing a 22 percent increase from one year ago.

Current Month

vs. Prior Month	April 2018	407,797	
vs. Last Year	March 2018	348,352	17.1%
vs. 5-Yr Avg	April 2017	334,311	22.0%
	April 13-'17	299,269	36.3%

Year to Date

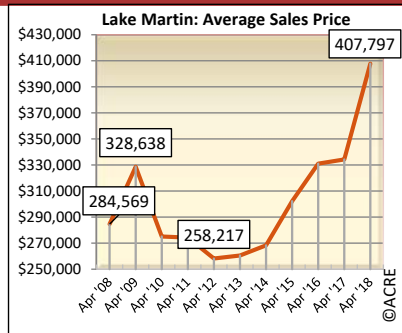
vs. Prior Year	April 2018	341,660	
	April 2017	345,436	-1.1%

Average Peak

	April 2018	407,797	0.0%
--	------------	---------	------

Trough

	April 2012	258,217	57.9%
--	------------	---------	-------



Graph: April 2008 - 2018

ACRE Commentary

"Historical data indicates that April average sales prices on average ('13-'17) decrease 2.6 percent from March. The current month's average price increased 17.1 percent from the prior month."

Historical Average Selling Price

April 2018	334,311
April 2017	331,010
April 2016	302,240
April 2015	268,307
April 2014	260,477

5-Year Avg: 299,269

3-Year Avg: 322,520

Days on Market (DOM)

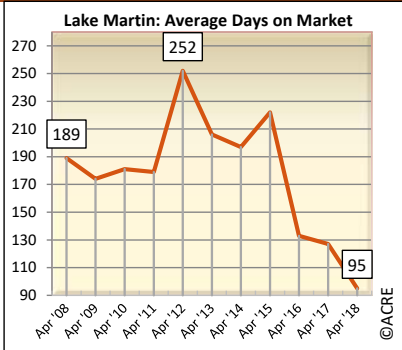
The average number of days on the market in the current month was 95, an improvement of 25.2 percent from one year ago.

Current

vs. Prior Month	April 2018	95	
vs. Last Year	March 2018	127	-25.2%
vs. 5-Yr Avg	April 2017	127	-25.2%
	April 13-'17	177	-46.3%

Year to Date

vs. Prior Year	April 2018	138	
	April 2017	165	-16.3%



Graph: April 2008 - 2018

ACRE Commentary

"The 5-year DOM average ('13-'17) for the month of April is 177 days, which is 82 days above the current results. DOM is anticipated to remain within the current range (70-120 days) for the foreseeable future."

Historical Average DOM

April 2018	127
April 2017	133
April 2016	222
April 2015	197
April 2014	206

5-Year Avg: 177



Find a local professional:
www.lmaar.org



Report compliments of:
ACRE Corporate Cabinet



Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

Lake Martin residential units available for sale during the current month decreased by **3 units** when compared to one year ago.

Current Month

vs. Prior Month

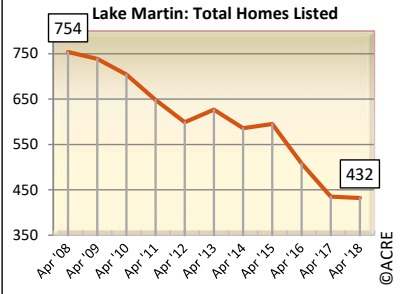
vs. Last Year

vs. 5-Yr Avg

Inventory Peak

Trough

April	2018	432	
March	2018	408	5.9%
April	2017	435	-0.7%
April	13-'17	550	-21.5%
April	2008	708	-39.0%
April	2018	408	5.9%



ACRE Commentary

"Historical data indicates that April inventory on average ('13-'17) increases 4.3 percent from March. The current month's inventory increased 5.9 percent from last month's total of 408 homes."

Historical Total Units Listed

April	2018	435
April	2017	508
April	2016	595
April	2015	586
April	2014	627
5-Year Avg:		550

Graph: April 2008 - 2018

Inventory-to-Sales Ratio

The inventory for sale divided by the current monthly sales volume equals the **# of months of supply** (Market considered to be in balance at approximately 6 months).

Lake Martin currently has 8.3 months of supply, up 18.4 percent from one year ago.

Current

vs. Prior Month

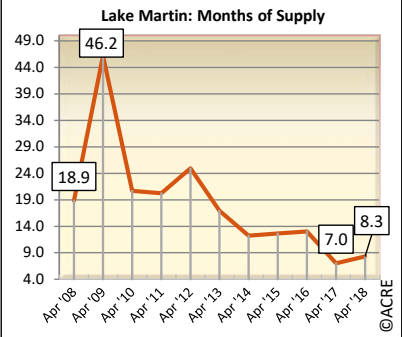
vs. Last Year

vs. 5-Yr Avg

I/S Ratio Peak

Trough

April	2018	8.3	
March	2018	7.0	18.1%
April	2017	7.0	18.4%
April	13-'17	12.4	-32.8%
April	2009	46.2	-82.0%
April	2017	7.0	18.7%



ACRE Commentary

"April's 8.3 months of supply is 32.8 percent below the 5-year average of 12.4 months of supply. Lake Martin's inventory-to-sales ratio is 2.3 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."

Historical I/S Ratio

April	2018	7.0
April	2017	13.0
April	2016	12.7
April	2015	12.2
April	2014	16.9
5-Year Avg:		12.4
3-Year Avg:		10.9

Graph: April 2008 - 2018

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - www.acre.cba.ua.edu.



Find a local professional:
www.lmaar.org

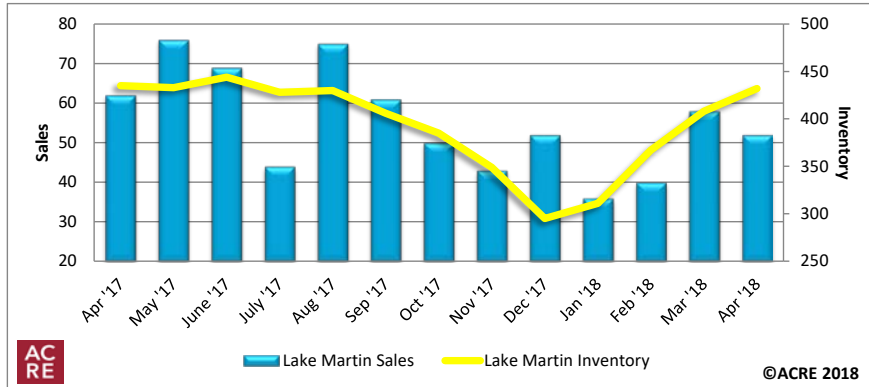


Report compliments of:
ACRE Corporate Cabinet

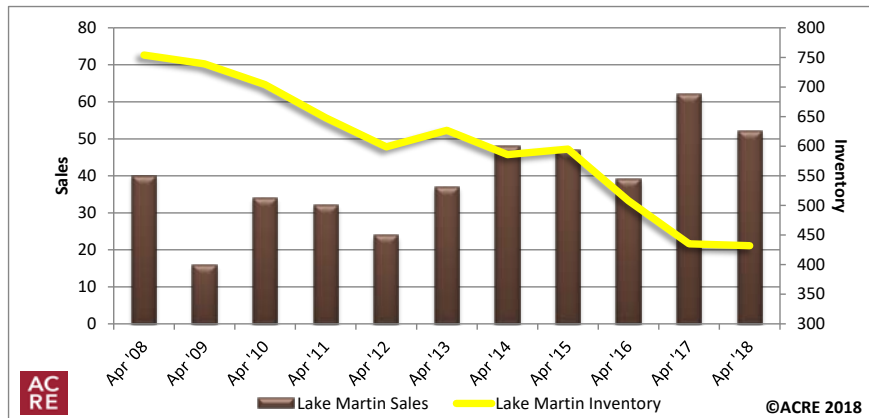


Page 3 of 5
Copyright ACRE 2018

Residential Sales and Inventory



Historical Residential Sales and Inventory



Find a local professional:
www.lmaar.org

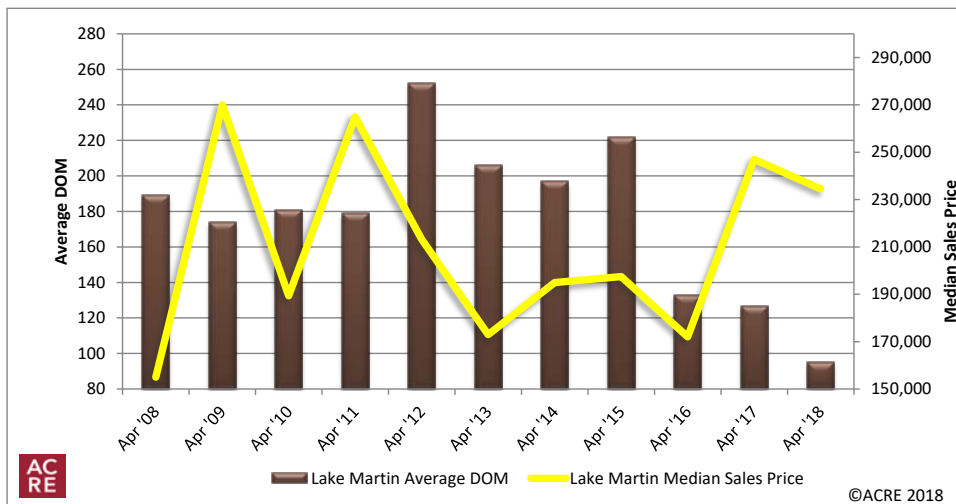


Report compliments of:
ACRE Corporate Cabinet



Page 4 of 5
Copyright ACRE 2018

Average Days on Market and Median Sales Price



This report is compiled and brought to you by ACRE Research. You should not treat any information expressed in ACRE Reports as a specific inducement to make a particular investment or follow a particular strategy. The Alabama Center for Real Estate (ACRE) and/or its partners/work product sponsors does not guarantee and is not responsible for the accuracy or completeness of information, and provides said information without warranties of any kind. **All information presented herein is intended and should be used for educational purposes only.** Nothing herein should be construed as investment advice. You should always conduct your own research and due diligence and obtain professional advice before making any investment decision. All investments involve some degree of risk. ACRE will not be liable for any loss or damage caused by your reliance on information contained in ACRE Reports.



Find a local professional:
www.lmaar.org



Report compliments of:
ACRE Corporate Cabinet

