

Lake Martin Residential Report – June 2018

Monthly Indicators

Total Residential Sales
Lake Martin residential* sales for the current month totaled 72 units, representing a 4.3 percent increase 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

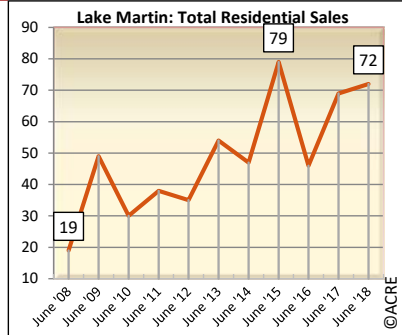
Year to Date

vs. Prior Year

Recent Figures

June	2018	72	
May	2018	62	16.1%
June	2017	69	4.3%
June	13-'17	59	22.0%
June	2015	79	-8.9%
June	2008	19	278.9%
June	2018	320	-5.9%
June	2017	340	

Trends



Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that June residential sales on average ('13-'17) increase 19.7 percent from May. The current month's sales increased 16.1 percent from the prior month."

Historical Home Sales

June	2017	69
June	2016	46
June	2015	79
June	2014	47
June	2013	54

5- Year Avg:	59
3- Year Avg:	65

Median Sales Price

The median sales price in the Lake Martin area during the current month was \$221,000, a 38.6 percent decrease from one year ago.

Current Month

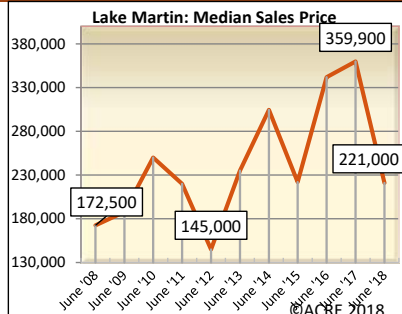
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

June	2018	221,000	
May	2018	325,000	-32.0%
June	2017	359,900	-38.6%
June	13-'17	292,674	-24.5%
June	2018	233,250	
June	2017	250,317	-6.8%
June	2017	359,900	-38.6%
June	2012	145,000	52.4%



Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that the June median sales prices on average ('13-'17) increases 12.2 percent from May. The current month's median price decreased 32 percent from the prior month."

Historical Median Selling Price

June	2017	359,900
June	2016	342,000
June	2015	222,000
June	2014	304,470
June	2013	235,000

5- Year Avg:	292,674
3- Year Avg:	307,967



Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in Lake Martin during the current month was \$390,015, representing an 8.2 percent decrease from one year ago.

Current Month

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

June 2018	390,015	
May 2018	416,795	-6.4%
June 2017	424,809	-8.2%
June 13-'17	360,749	8.1%

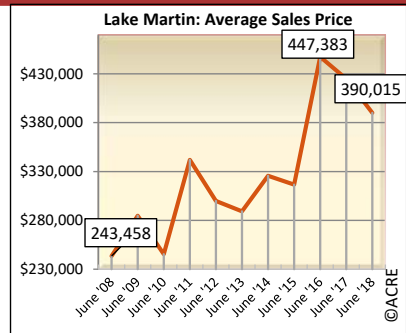
Year to Date

vs. Prior Year

June 2018	362,242	
June 2017	356,104	1.7%

Average Peak
Trough

June 2016	447,383	-12.8%
June 2008	243,458	60.2%



Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that June average sales prices on average ('13-'17) increase 3.1 percent from May. The current month's average price decreased 6.4 percent from the prior month."

Historical Average Selling Price

June 2017	424,809
June 2016	447,383
June 2015	316,617
June 2014	325,627
June 2013	289,307

5-Year Avg: 360,749
3-Year Avg: 396,270

Days on Market (DOM)

The average number of days on the market in the current month was 147, an increase of 5 percent from one year ago.

Current

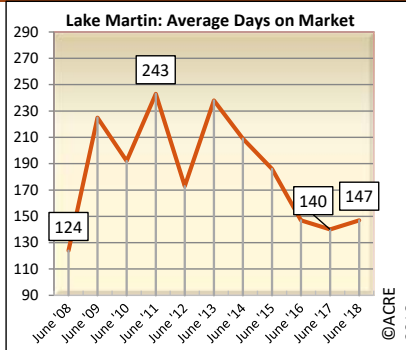
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

June 2018	147	
May 2018	126	16.7%
June 2017	140	5.0%
June 13-'17	184	-20.1%

Year to Date

vs. Prior Year

June 2018	138	
June 2017	166	-17.2%



Graph: June 2008 - 2018

ACRE Commentary

"The 5-year DOM average ('13-'17) for the month of June is 184 days, which is 37 days above the current results. DOM is anticipated to remain within the current range (100-150 days) for the foreseeable future."

Historical Average DOM

June 2017	140
June 2016	147
June 2015	186
June 2014	209
June 2013	238

5-Year Avg: 184



Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

Lake Martin residential units available for sale during the current month increased by **28 units** when compared to one year ago.

Current Month

vs. Prior Month

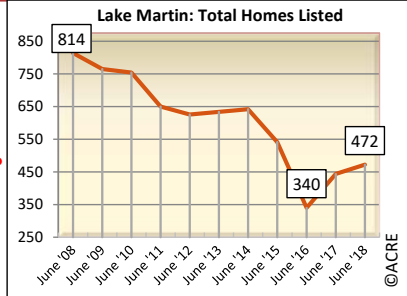
vs. Last Year

vs. 5-Yr Avg

Inventory Peak

Trough

June 2018	472	7.0%
May 2018	441	6.3%
June 2017	444	-9.3%
June 13-'17	520	
June 2008	814	-42.0%
June 2016	340	38.8%



ACRE Commentary

"Historical data indicates that June inventory on average (*13-'17) increases 5.5 percent from May. The current month's inventory increased 7 percent from last month's total of 441 homes."

Historical Total Units Listed

June 2017	444
June 2016	340
June 2015	541
June 2014	642
June 2013	634
5-Year Avg:	520

Graph: June 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 6.6 months of supply, down 7.8 percent from one year ago.

Current

vs. Prior Month

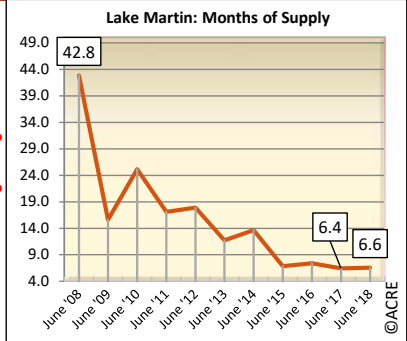
vs. Last Year

vs. 5-Yr Avg

I/S Ratio Peak

Trough

June 2018	6.6	-7.8%
May 2018	7.1	1.9%
June 2017	6.4	-28.9%
June 13-'17	9.2	
June 2008	42.8	-84.7%
June 2017	6.4	2.4%



ACRE Commentary

"June's 6.6 months of supply is 28.9 percent below the 5-year average of 9.2 months of supply. Lake Martin's inventory-to-sales ratio is .6 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."

Historical I/S Ratio

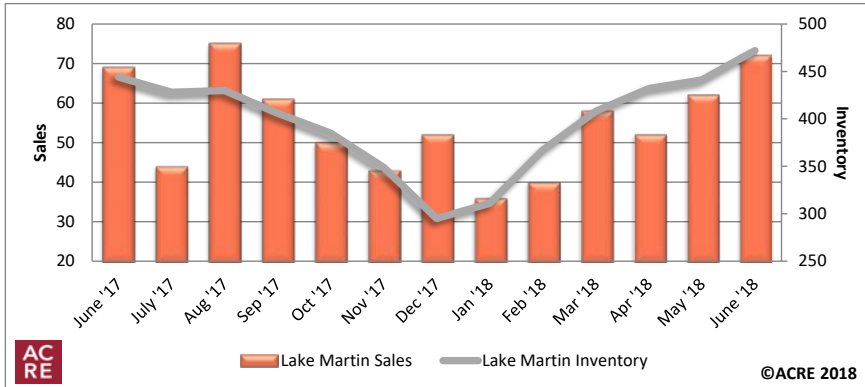
June 2017	6.4
June 2016	7.4
June 2015	6.8
June 2014	13.7
June 2013	11.7
5-Year Avg:	9.2
3-Year Avg:	6.9

Graph: June 2008 - 2018

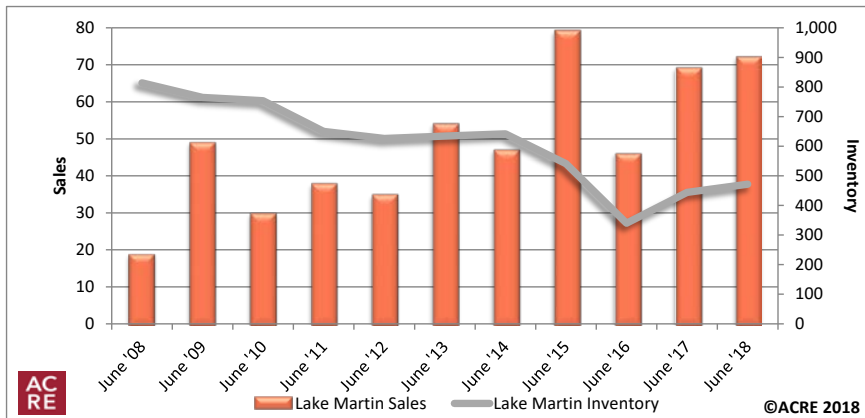
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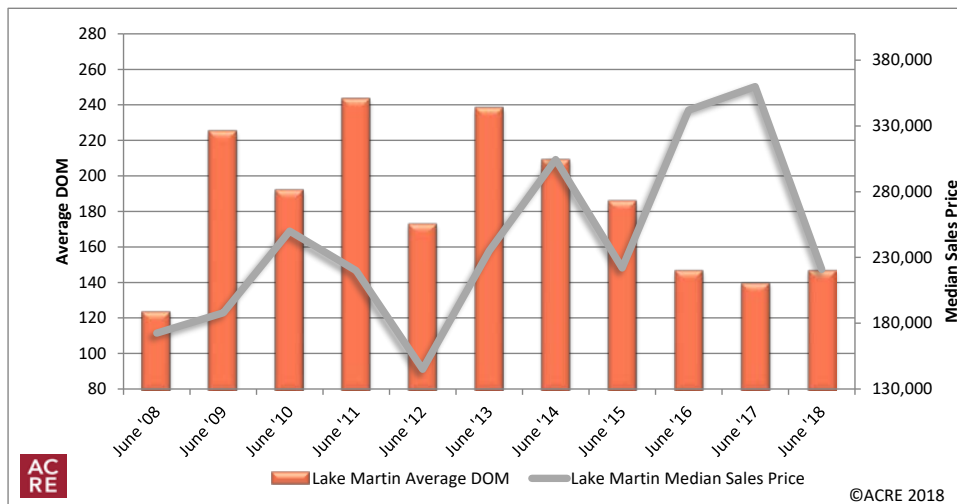
Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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