

Lake Martin Residential Report – August 2019

Monthly Indicators

Total Residential Sales

Lake Martin residential* sales for the current month totaled 74 units, representing a 7.5% 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

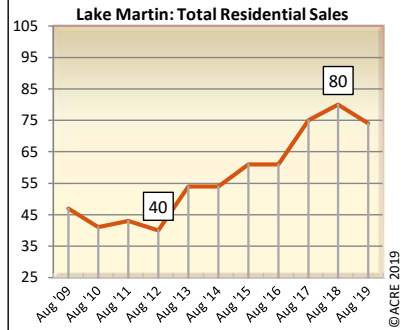
Year to Date

vs. Prior Year

Recent Figures

August 2019	74	
July 2019	92	-19.6%
August 2018	80	-7.5%
August 14-'18	66	11.8%
August 2018	80	-7.5%
August 2012	40	85.0%
August 2019	533	16.1%
August 2018	459	

Trends



Graph: August 2009 - 2019

ACRE Commentary

"Historical data indicates that August residential sales on average ('14-'18) increased 35.8% from July. The current month's sales decreased 19.6% from the prior month."

Historical Home Sales

August 2018	80
August 2017	75
August 2016	61
August 2015	61
August 2014	54
5- Year Avg:	66
3- Year Avg:	72

Median Sales Price

The median sales price in the Lake Martin area during the current month was \$285,000, a 19.6% increase from one year ago.

Current Month

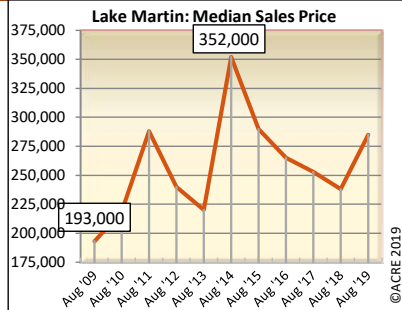
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

August 2019	285,000	
July 2019	271,000	5.2%
August 2018	238,250	19.6%
August 14-'18	279,650	1.9%
August 2019	236,766	
August 2018	235,594	0.5%
August 2014	352,000	-19.0%
August 2009	193,000	47.7%



Graph: August 2009 - 2019

ACRE Commentary

"Historical data indicates that the August median sales prices on average ('14-'18) increases 13.5% from July. The current month's median price increased 5.2% from the prior month."

Historical Median Selling Price

August 2018	238,250
August 2017	253,000
August 2016	265,000
August 2015	290,000
August 2014	352,000
5- Year Avg:	279,650
3- Year Avg:	252,083



Monthly Indicators

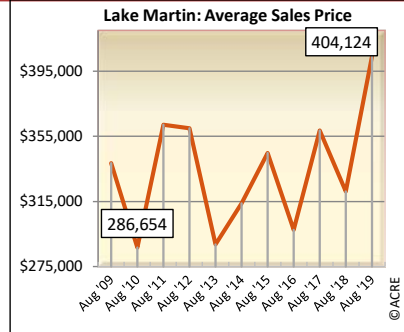
Recent Figures

Trends

Average Sales Prices

The average sales price in Lake Martin during the current month was \$404,124, representing a 25.9% increase from one year ago.

Current Month	August	2019	404,124	
vs. Prior Month	July	2019	360,460	12.1%
vs. Last Year	August	2018	321,069	25.9%
vs. 5-Yr Avg	August	14-'18	347,061	16.4%
Year to Date	August	2019	337,904	
vs. Prior Year	August	2018	352,449	-4.1%
Average Peak	August	2019	404,124	0.0%
Trough	August	2010	286,654	41.0%



Graph: August 2009 - 2019

ACRE Commentary

"Historical data indicates that August average sales prices on average ('14-'18) increase 3.3% from July. The current month's average price increased 12.1% from the prior month."

Historical Average Selling Price

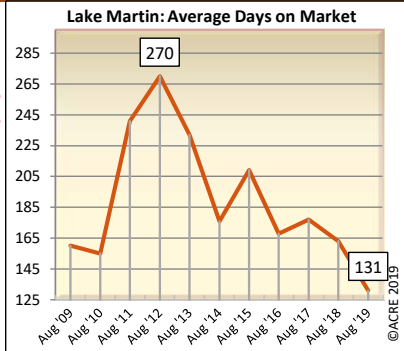
August	2018	321,069
August	2017	358,662
August	2016	297,456
August	2015	344,627
August	2014	413,493

5-Year Avg:	347,061
3-Year Avg:	325,729

Days on Market (DOM)

The average number of days on the market in the current month was 131, a decrease of 19.6% from one year ago.

Current	August	2019	131	
vs. Prior Month	July	2019	140	-6.4%
vs. Last Year	August	2018	163	-19.6%
vs. 5-Yr Avg	August	14-'18	179	-26.7%
Year to Date	August	2019	144	
vs. Prior Year	August	2018	140	3.0%



Graph: August 2009 - 2019

ACRE Commentary

"The 5-year DOM average ('14-'18) for the month of August is 179 days, which is 48 days above the current results. DOM is anticipated to remain within the current range (125-175 days) for the foreseeable future."

Historical Average DOM

August	2018	163
August	2017	177
August	2016	168
August	2015	209
August	2014	176

5-Year Avg:	179
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Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

Lake Martin residential units available for sale during the current month decreased by **29 units** when compared to one year ago.

Current Month

vs. Prior Month

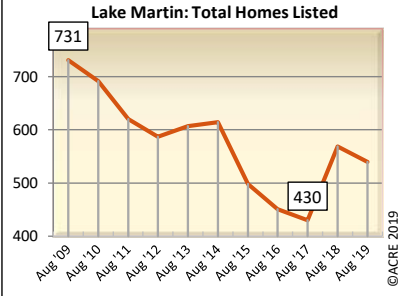
vs. Last Year

vs. 5-Yr Avg

Inventory **Peak**

Trough

August 2019	540	
July 2019	568	-4.9%
August 2018	569	-5.1%
August 14-'18	512	5.4%
August 2009	731	-26.1%
August 2017	430	25.6%



<u>ACRE Commentary</u>	<u>Historical Total Units Listed</u>
"Historical data indicates that August inventory on average ('14-'18) decreased 12.1% from July. The current month's inventory decreased 4.9% from last month's total of 568 homes."	August 2018 569
	August 2017 430
	August 2016 451
	August 2015 498
	August 2014 614
	5-Year Avg: 512

Graph: August 2009 - 2019

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 7.3 months of supply, up 2.6% from one year ago.

Current

vs. Prior Month

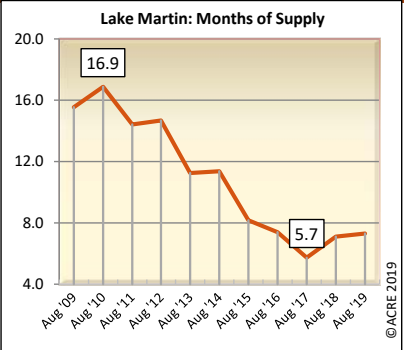
vs. Last Year

vs. 5-Yr Avg

I/S Ratio **Peak**

Trough

August 2019	7.3	
July 2019	6.2	18.2%
August 2018	7.1	2.6%
August 14-'18	8.0	-8.3%
August 2010	16.9	-56.8%
August 2017	5.7	28.0%



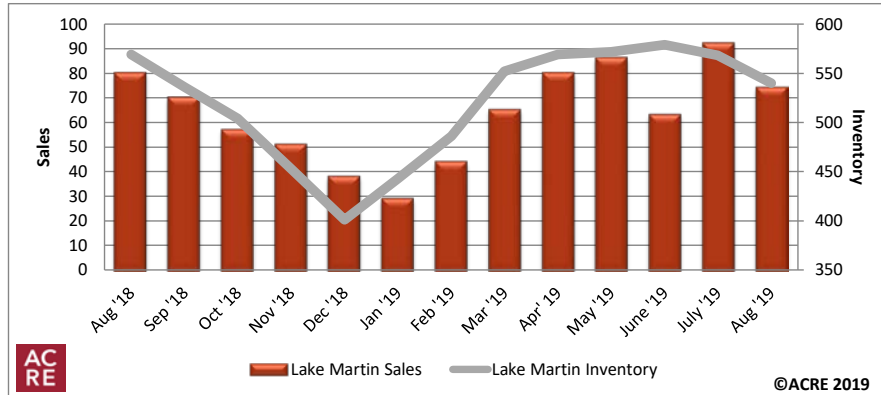
<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>
"August's 7.3 months of supply is 8.3% below the 5-year average of 8.0 months of supply. Lake Martin's inventory-to-sales ratio is 1.3 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."	August 2018 7.1
	August 2017 5.7
	August 2016 7.4
	August 2015 8.2
	August 2014 11.4
	5-Year Avg: 8.0
	3- Year Avg: 6.7

Graph: August 2009 - 2019

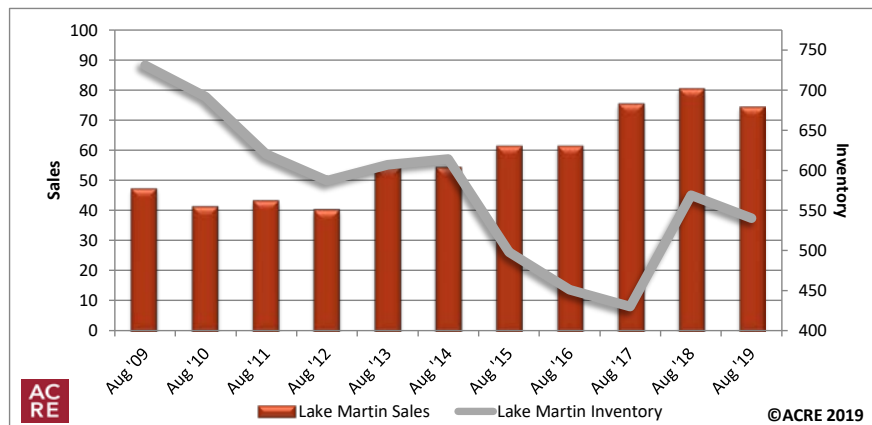
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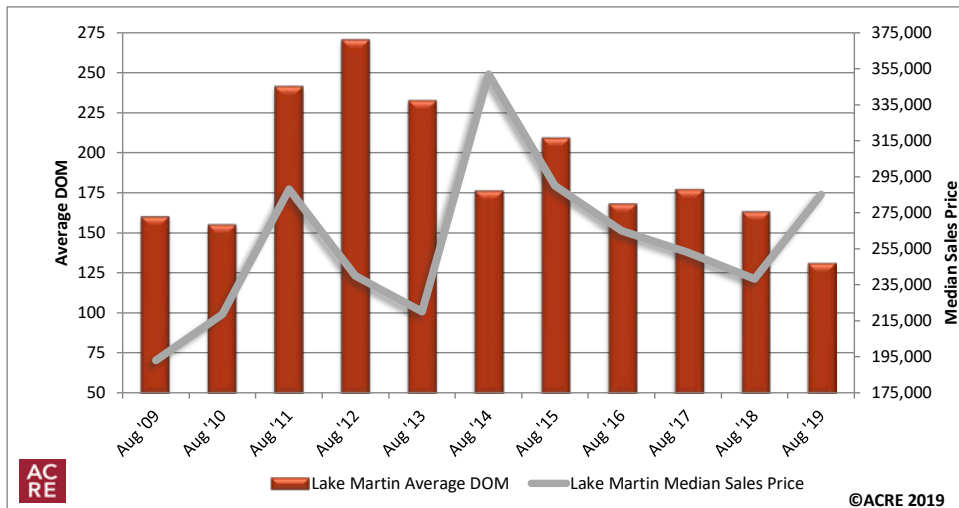
Lake Martin Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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