

Lake Martin Residential Report – July 2021

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Lake Martin residential* sales for the current month totaled 91 units, representing a 21.6% decrease from one year ago.

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

Current Month

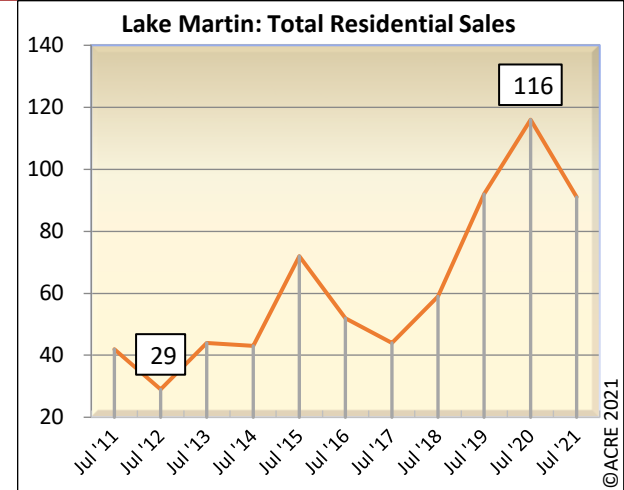
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Year to Date

vs. Prior Year

July	2021	91	
June	2020	85	7.1%
July	2020	116	-21.6%
July	'16-'20	73	25.3%
July	2020	116	-21.6%
July	2012	29	213.8%
July	2021	432	11.3%
July	2020	388	



ACRE Commentary

"Historical data indicates that July residential sales on average ('16-'20) increased 0.8% from June. The current month's sales increased 7.1% from the prior month."

Historical Home Sales

July	2020	116
July	2019	92
July	2018	59
July	2017	44
July	2016	52

5- Year Avg:	73
3- Year Avg:	89

Graph: July 2011 - 2021

Median Sales Price

The median sales price in the Lake Martin area during the current month was \$296,900 an 18.5% decrease from one year ago.

Current Month

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

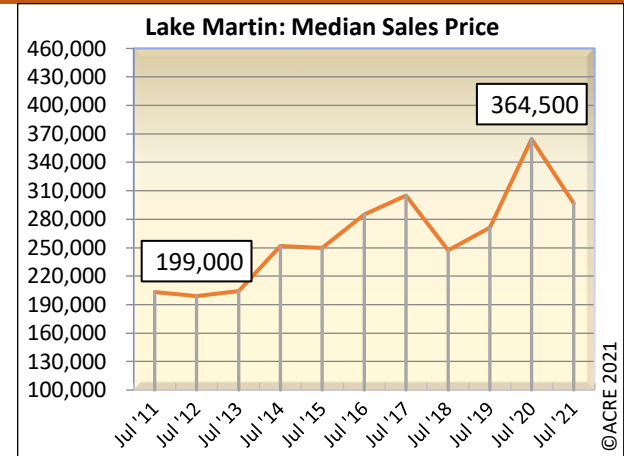
Year to Date

vs. Prior Year

Median Peak

Trough

July	2021	296,900	
June	2020	399,000	-25.6%
July	2020	364,500	-18.5%
July	'16-'20	294,500	0.8%
July	2021	322,680	
July	2020	338,850	-4.8%
July	2020	364,500	-18.5%
July	2012	199,000	49.2%



ACRE Commentary

"Historical data indicates that the July median sales prices on average ('16-'20) increased 4.2% from June. The current month's median price decreased 25.6% from the prior month."

Historical Median Selling Price

July	2020	364,500
July	2019	271,000
July	2018	247,000
July	2017	305,000
July	2016	285,000

5- Year Avg:	294,500
3- Year Avg:	294,167

Graph: July 2011 - 2021

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Average Sales Prices

The average sales price in Lake Martin during the current month was \$469,367 representing a 1.8% decrease from one year ago.

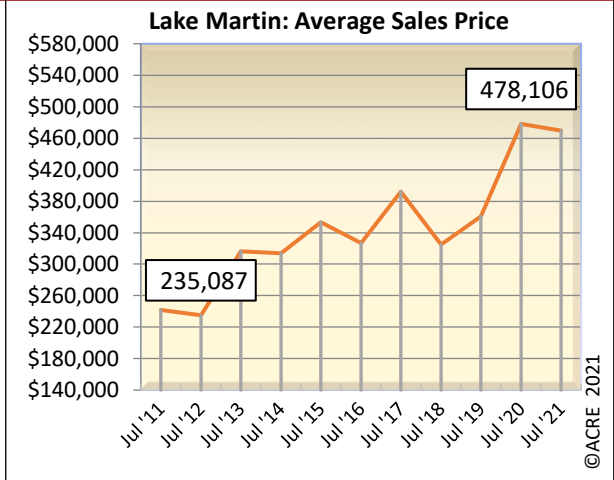
Current Month

vs. Prior Month July 2021 **469,367**
vs. Last Year June 2020 **552,176** **-15.0%**
vs. 5-Yr Avg July 2020 **478,106** **-1.8%**
vs. 5-Yr Avg July '16-'20 **376,503** **24.7%**

Year to Date

vs. Prior Year July 2021 **478,886**
vs. Prior Year July 2020 **479,394** **-0.1%**

Average **Peak** July 2020 **478,106** **-1.8%**
Trough July 2012 **235,087** **99.7%**



Graph: July 2011 - 2021

ACRE Commentary

"Historical data indicates that July average sales prices on average ('16-'20) decreased 6.4% from June. The current month's average price decreased 15.0% from the prior month."

Historical Average Selling Price

July 2020	478,106
July 2019	360,460
July 2018	325,074
July 2017	392,336
July 2016	326,541

5-Year Avg: 376,503
3-Year Avg: 387,880

Days on Market (DOM)

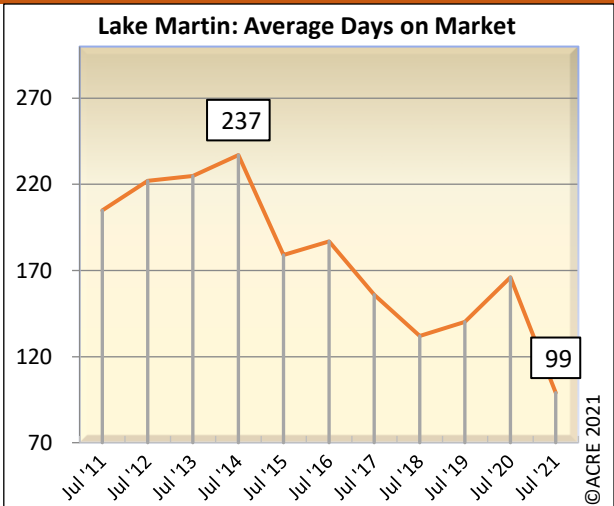
The average number of days on the market in the current month was 99, a decrease of 40.4% from one year ago.

Current

vs. Prior Month July 2021 **99**
vs. Last Year June 2020 **114** **-13.2%**
vs. 5-Yr Avg July 2020 **166** **-40.4%**
vs. 5-Yr Avg July '16-'20 **156** **-36.6%**

Year to Date

vs. Prior Year July 2021 **103**
vs. Prior Year July 2020 **155** **-33.3%**



Graph: July 2011 - 2021

ACRE Commentary

"The 5-year DOM average ('16-'20) for the month of July is 156 days, which is 57 days above current results. The average DOM is expected to be in the 75-125 range for the foreseeable future."

Historical Average DOM

July 2020	166
July 2019	140
July 2018	132
July 2017	156
July 2016	187

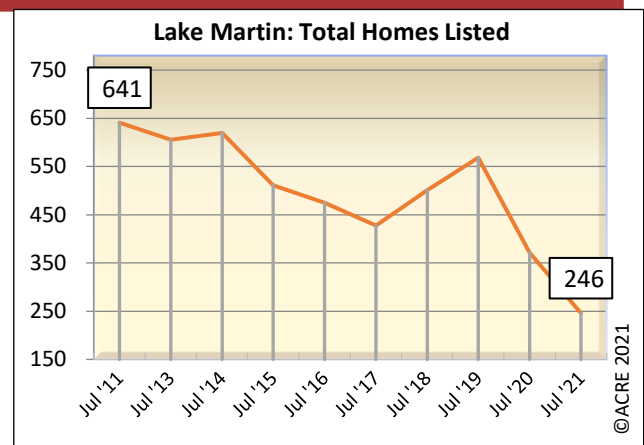
5-Year Avg: 156

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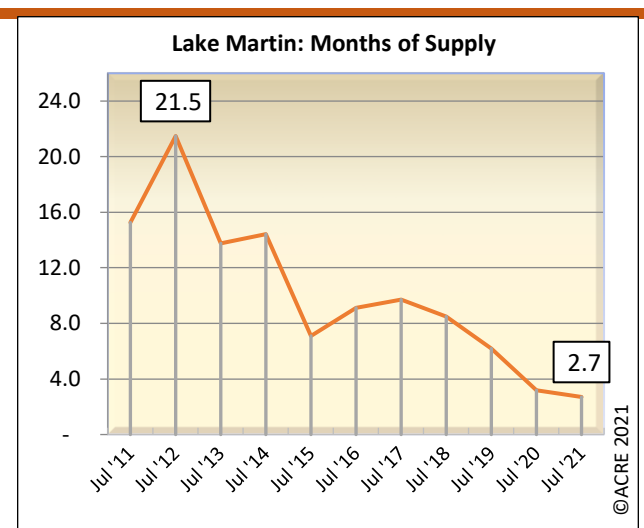
Total Units Listed for Sale	Current Month	July 2021	246		
Lake Martin residential units available for sale decreased by 33.7% when compared to one year ago.	vs. Prior Month	June 2020	230	7.0%	
	vs. Last Year	July 2020	371	-33.7%	
	vs. 5-Yr Avg	July '16-'20	469	-47.5%	
	Inventory Peak	July 2011	641	-61.6%	
	Trough	July 2021	246	0.0%	



ACRE Commentary	Historical Total Units Listed	
"Historical data indicates that July inventory on average ('16-'20) decreased 3.2% from June. The current month's inventory increased 7.0% from the prior month."	July 2020	371
	July 2019	568
	July 2018	501
	July 2017	428
	July 2016	475
	5-Year Avg:	469

Graph: July 2011 - 2021

Inventory-to-Sales Ratio	Current	July 2021	2.7		
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 2.7 months of supply (MOS), down from 3.2 MOS one year ago.	vs. Prior Month	June 2020	2.7	-0.1%	
	vs. Last Year	July 2020	3.2	-15.5%	
	vs. 5-Yr Avg	July '16-'20	7.3	-63.2%	
	I/S Ratio Peak	July 2012	21.5	-87.4%	
	Trough	July 2021	2.7	0.1%	



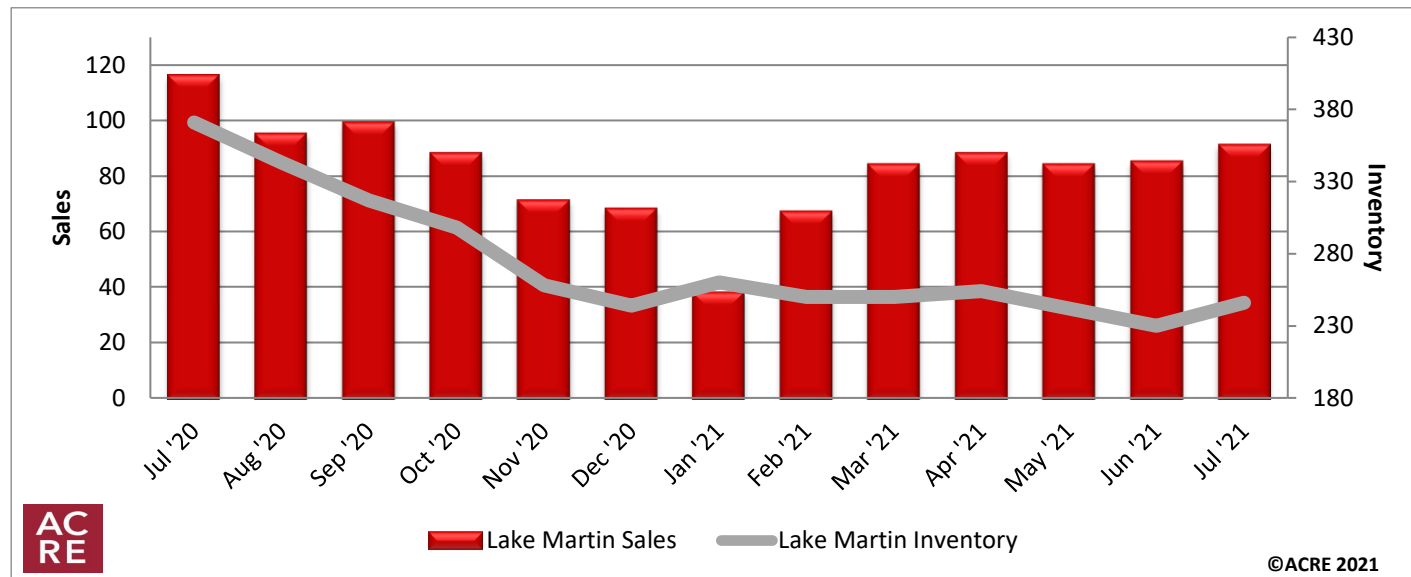
ACRE Commentary	Historical I/S Ratio	
"July's 2.7 months of supply is below the 5-year average of 7.3 months of supply. Lake Martin's inventory-to-sales ratio indicates the start of a shift of transition where sellers typically have slightly elevated bargaining power."	July 2020	3.2
	July 2019	6.2
	July 2018	8.5
	July 2017	9.7
	July 2016	9.1
	5-Year Avg:	7.3
	3-Year Avg:	6.0

Graph: July 2011 - 2021

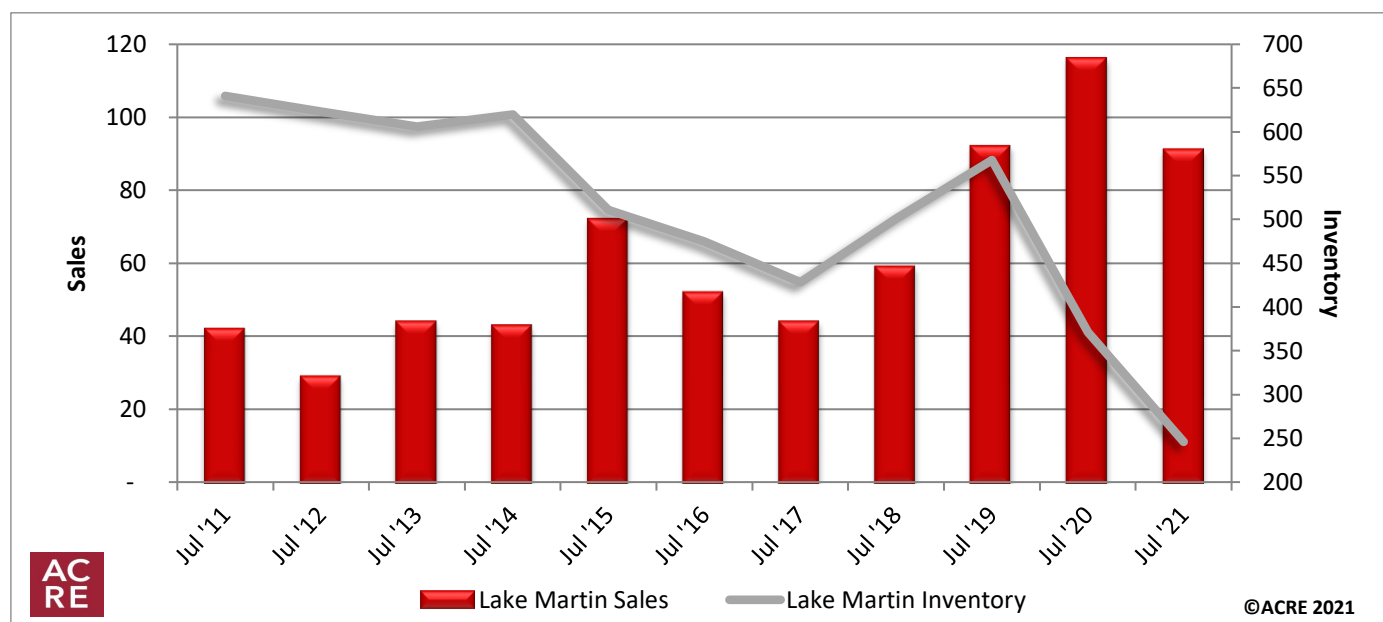
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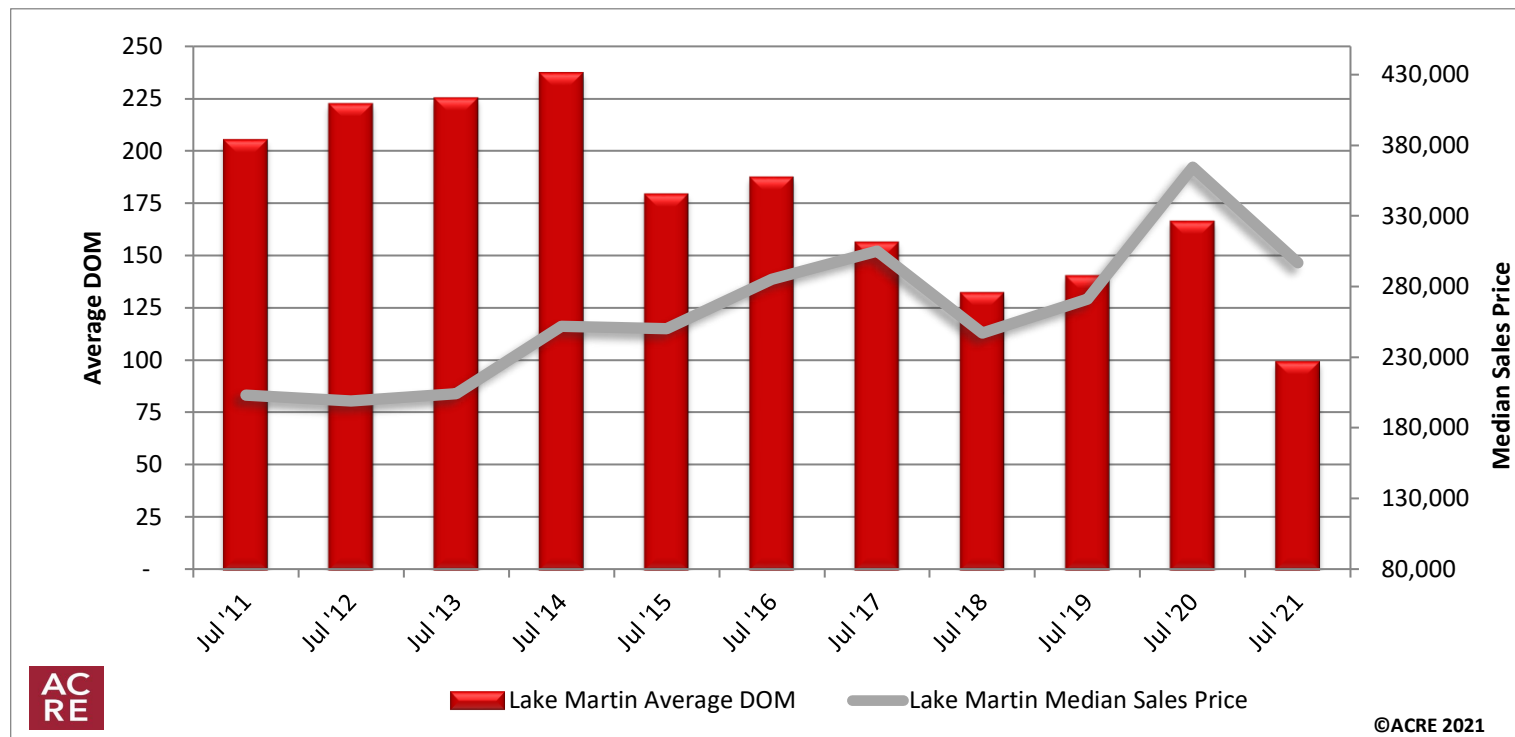
Lake Martin Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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