

Lake Martin Residential Report – May 2019

Monthly Indicators

Total Residential Sales
Lake Martin residential* sales for the current month totaled 86 units, representing a 38.7 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

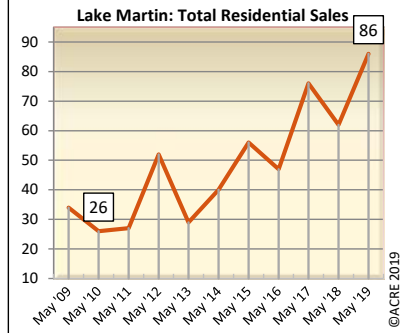
Year to Date

vs. Prior Year

Recent Figures

May	2019	86	
April	2019	80	7.5%
May	2018	62	38.7%
May	14-'18	56	53.0%
May	2019	86	0.0%
May	2010	26	230.8%
May	2019	304	22.6%
May	2018	248	

Trends



ACRE Commentary

"Historical data indicates that May residential sales on average ('14-'18) increased 13 percent from April. The current month's sales increased 7.5 percent from the prior month."

Historical Home Sales

May	2018	62
May	2017	76
May	2016	47
May	2015	56
May	2014	40

5- Year Avg:	56
3- Year Avg:	62

Median Sales Price

The median sales price in the Lake Martin area during the current month was \$238,500, a 26.6 percent decrease from one year ago.

Current Month

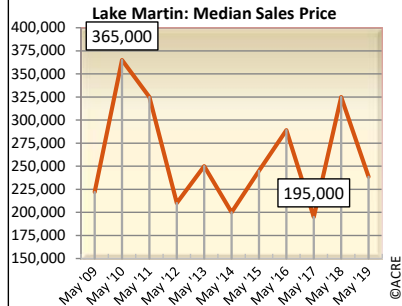
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

May	2019	238,500	
April	2019	186,875	27.6%
May	2018	325,000	-26.6%
May	14-'18	250,800	-4.9%
May	2019	202,025	
May	2018	235,700	-14.3%
May	2010	365,000	-34.7%
May	2017	195,000	22.3%



ACRE Commentary

"Historical data indicates that the May median sales prices on average ('14-'18) increases 22.4 percent from April. The current month's median price increased 27.6 percent from the prior month."

Historical Median Selling Price

May	2018	325,000
May	2017	195,000
May	2016	289,000
May	2015	245,000
May	2014	200,000

5- Year Avg:	250,800
3- Year Avg:	269,667



Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in Lake Martin during the current month was \$323,846, representing a 22.3 percent decrease from one year ago.

Current Month

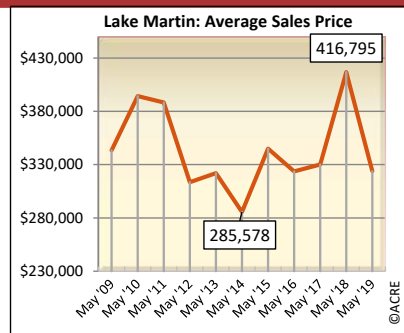
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Average **Peak**
Trough

May 2019	323,846	
April 2019	299,507	8.1%
May 2018	416,795	-22.3%
May 14-'18	340,242	-4.8%
May 2019	306,657	
May 2018	356,687	-14.0%
May 2018	416,795	-22.3%
May 2014	285,578	13.4%



ACRE Commentary
"Historical data indicates that May average sales prices on average ('14-'18) increase 3.9 percent from April. The current month's average price increased 8.1 percent from the prior month."

Historical Average Selling Price

May 2018	416,795
May 2017	330,074
May 2016	323,726
May 2015	345,036
May 2014	285,578
5-Year Avg:	340,242
3-Year Avg:	356,865

Graph: April 2009 - 2019

Days on Market (DOM)

The average number of days on the market in the current month was 144, a decrease of 14.3 percent from one year ago.

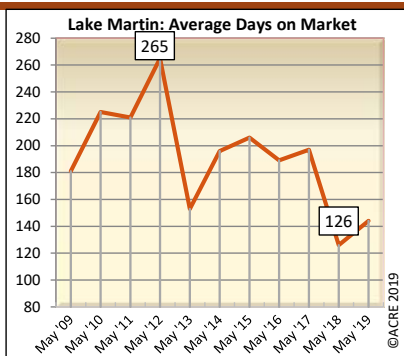
Current

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

Year to Date

vs. Prior Year

May 2019	144	
April 2019	151	-4.6%
May 2018	126	14.3%
May 14-'18	183	-21.2%
May 2019	153	
May 2018	136	12.4%



ACRE Commentary
"The 5-year DOM average ('14-'18) for the month of May is 183 days, which is 39 days above the current results. DOM is anticipated to remain within the current range (125-175 days) for the foreseeable future."

Historical Average DOM

May 2018	126
May 2017	197
May 2016	189
May 2015	206
May 2014	196
5-Year Avg:	183

Graph: April 2009 - 2019



Monthly Indicators

Recent Figures

Trends

Total Units Listed for Sale

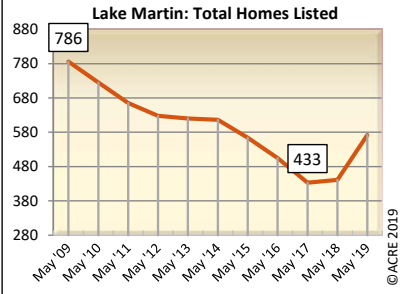
Lake Martin residential units available for sale during the current month increased by **131 units** when compared to one year ago.

Current Month

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

Inventory **Peak**
Trough

May 2019	572	
April 2019	569	0.5%
May 2018	441	29.7%
May 14-'18	512	11.8%
May 2009	786	-27.2%
May 2017	433	32.1%



ACRE Commentary	Historical Total Units Listed
"Historical data indicates that May inventory on average (*14-'18) increased 0.2 percent from April. The current month's inventory increased 0.5 percent from last month's total of 569 homes."	May 2018 441
	May 2017 433
	May 2016 505
	May 2015 564
	May 2014 616
	5-Year Avg: 512

Graph: April 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).

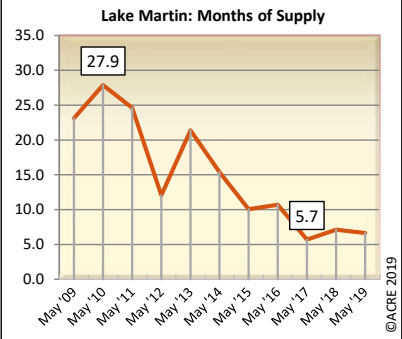
Lake Martin currently has 6.7 months of supply, down 6.5 percent from one year ago.

Current

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

I/S Ratio **Peak**
Trough

May 2019	6.7	
April 2019	7.1	-6.5%
May 2018	7.1	-6.5%
May 14-'18	9.8	-32.1%
May 2010	27.9	-76.2%
May 2017	7.0	-5.0%



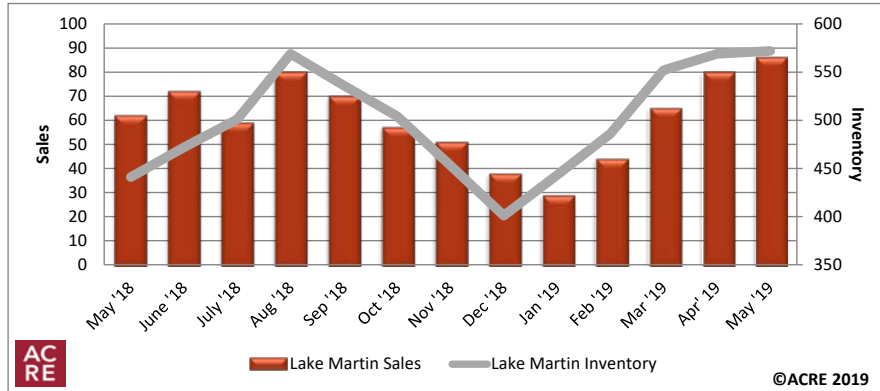
ACRE Commentary	Historical I/S Ratio
"May's 6.7 months of supply is 32.1 percent below the 5-year average of 9.8 months of supply. Lake Martin's inventory-to-sales ratio is 0.7 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."	May 2018 7.1
	May 2017 5.7
	May 2016 10.7
	May 2015 10.1
	May 2014 15.4
	5-Year Avg: 9.8 3-Year Avg: 7.8

Graph: April 2009 - 2019

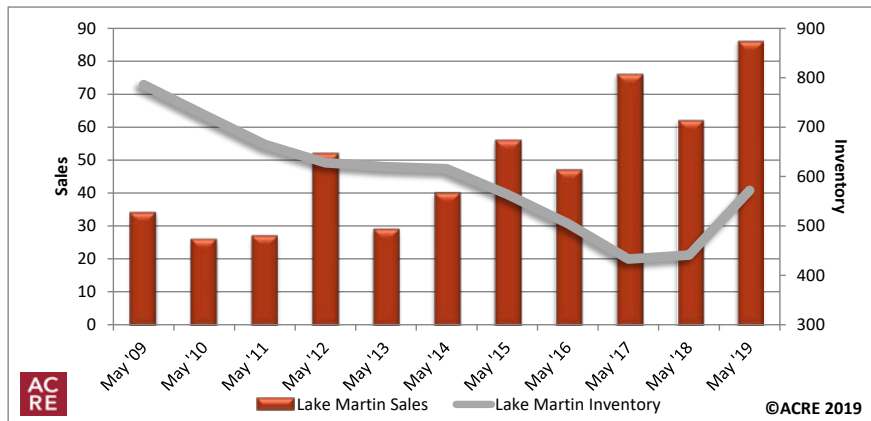
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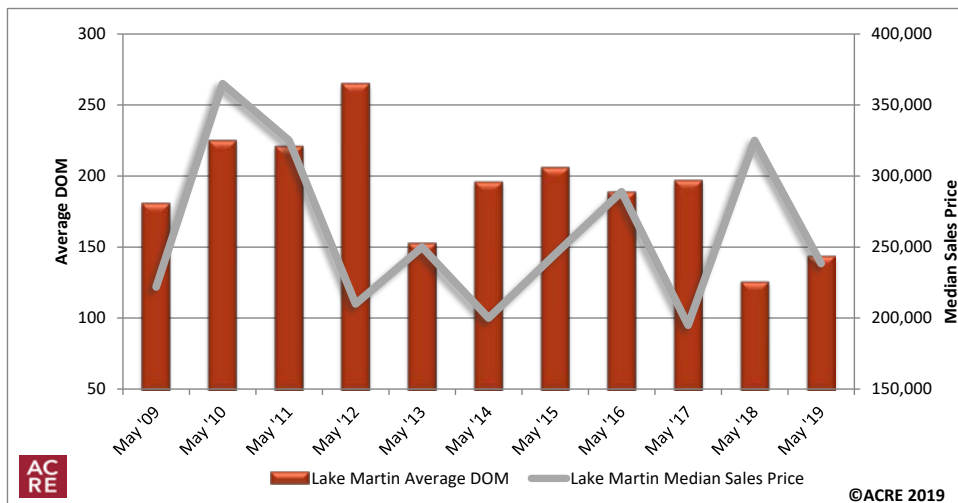
Lake Martin Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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