

**Lake Martin Waterfront Residential Report – March 2018**

**Monthly Indicators**

**Recent Figures**

**Trends**

**Total Residential Sales**

Lake Martin Waterfront residential\* sales for March '18 totaled 29 units, representing no change when compared to the 29 units that were sold in March '17.

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

**Current Month**

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

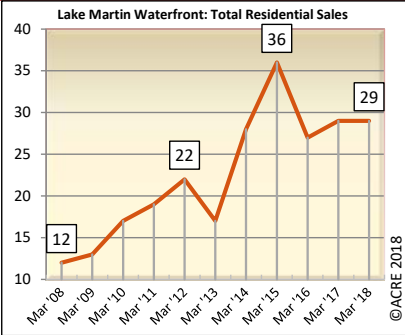
vs. Peak

vs. Trough

**Year to Date**

vs. Prior Year

March	2018	29	
February	2018	15	93.3%
March	2017	29	0.0%
March	13-'17	27	5.8%
March	2015	36	-19.4%
March	2008	12	141.7%
March	2018	57	-14.9%
March	2017	67	



Graph: March 2008 - 2018  
(By month)

**ACRE Commentary**

"Historical data indicates that March residential sales on average ('13-'17) increase 132.9 percent from February. The current month's sales increased 93.3 percent from the prior month."

**Historical Home Sales**

March	2017	29
March	2016	27
March	2015	36
March	2014	28
March	2013	17
<b>5- Year Avg:</b>		27
<b>3- Year Avg:</b>		31

**Median Sales Price**

The median sales price for waterfront homes on Lake Martin in March 2018 was \$387,500, a 10.7 percent increase from March 2017's median sales price of \$350,000.

**Current Month**

vs. Prior Month

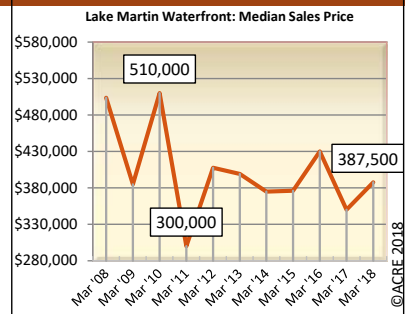
vs. Last Year

vs. 5-Yr Avg

**Year to Date**

vs. Prior Year

March	2018	387,500		
February	2018	520,000	-25.5%	
March	2017	350,000	10.7%	
March	13-'17	386,050	0.4%	
March	2018	440,833		
March	2017	356,000	-19.2%	
Median Peak	March	2010	510,000	-24.0%
Median Trough	March	2011	300,000	29.2%



Graph: March 2008 - 2018

**ACRE Commentary**

"Historical data indicates that March median sales prices on average ('13-'17) increase 10 percent from February. The current month's median price decreased 25.5 percent from the prior month."

**Historical Median Selling Price**

March	2017	350,000
March	2016	430,000
March	2015	376,250
March	2014	375,000
March	2013	399,000
<b>5- Year Avg:</b>		386,050
<b>3- Year Avg:</b>		385,417



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**Monthly Indicators**

**Recent Figures**

**Trends**

**Average Sales Prices**

The average sales price for waterfront homes on Lake Martin during March 2018 was \$572,444, a 38.9 percent increase from March 2017's average sales price of \$412,251.

**Current Month**

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

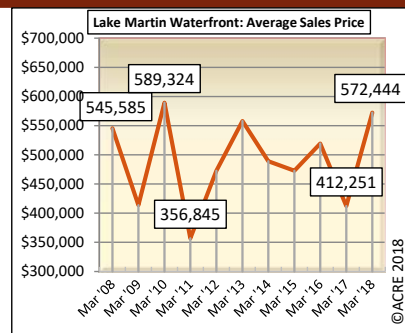
**Year to Date**

vs. Prior Year

**Average Peak**

**Trough**

March 2018	572,444	
February 2018	668,853	-14.4%
March 2017	412,251	38.9%
March 13-'17	490,275	16.8%
March 2018	572,804	
March 2017	454,587	26.0%
March 2010	589,324	-2.9%
March 2011	356,845	60.4%



Graph: March 2008 - 2018

**ACRE Commentary**

"Historical data indicates that March average sales prices on average ('13-'17) increase 16.3 percent from February. The current month's average price increased 38.9 percent from the previous month."

**Historical Average Selling Price**

March 2017	412,251
March 2016	519,386
March 2015	472,944
March 2014	488,911
March 2013	557,883

<b>5-Year Avg:</b>	<b>490,275</b>
<b>3-Year Avg:</b>	<b>468,194</b>

**Days on Market (DOM)**

The average number of days on the market in March 2018 was 131 days, a 10.3 percent improvement from March 2017.

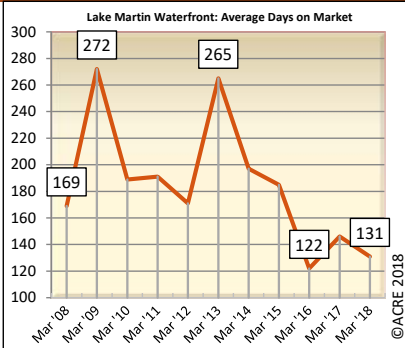
**Current Month**

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

**Year to Date**

vs. Prior Year

March 2018	131	
February 2018	189	-30.7%
March 2017	146	-10.3%
March 13-'17	183	-28.4%
March 2018	181	
March 2017	187	3.1%



Graph: March 2008 - 2018

**ACRE Commentary**

"Historical data indicates that March average number of days on the market on average ('13-'17) decrease 9.3 percent from February. The current month's DOM average decreased 30.7 percent from the previous month."

**Historical Average DOM**

March 2017	146
March 2016	122
March 2015	185
March 2014	197
March 2013	265

<b>5-Year Avg:</b>	<b>183</b>
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### Monthly Indicators

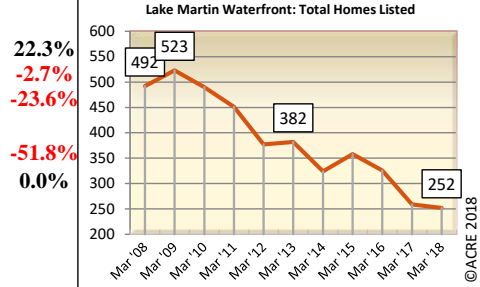
### Recent Figures

### Trends

#### Total Units Listed for Sale

Lake Martin Waterfront residential units available for sale in March 2018 decreased by **7 units** when compared to the same period last year.

Current Month	March	2018	252
vs. Prior Month	February	2018	206
vs. Last Year	March	2017	259
vs. 5-Yr Avg	March	13-'17	330
<b>Inventory Peak</b>	March	2009	523
<b>Trough</b>	March	2018	252



ACRE Commentary	Historical Total Units Listed	
"Historical data indicates that March inventory on average ('13-'17) increases 7.7 percent from February. The current month's inventory increased 22.3 percent from last month's total of 206 listings."	March 2017	259
	March 2016	326
	March 2015	358
	March 2014	324
	March 2013	382
	<b>5-Year Avg:</b>	<b>330</b>

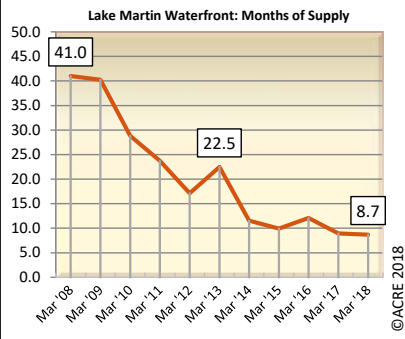
Graph: March 2008 - 2018

#### 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's waterfront currently has 8.7 months of supply, down from 13.7 months in February 2018 and down from 8.9 months in March 2017.

Current Month	March	2018	8.7
vs. Prior Month	February	2018	13.7
vs. Last Year	March	2017	8.9
vs. 5-Yr Avg	March	13-'17	13.0
<b>I/S Ratio Peak</b>	March	2008	41.0
<b>Trough</b>	March	2018	8.7



ACRE Commentary	Historical I/S Ratio	
"March's 8.7 months of supply is well below the 5-year average of 13.0 months. Lake Martin waterfront's inventory-to-sales ratio is 1.7 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."	March 2017	8.9
	March 2016	12.1
	March 2015	9.9
	March 2014	11.6
	March 2013	22.5
	<b>5-Year Avg:</b>	<b>13.0</b>
	<b>3-Year Avg:</b>	<b>10.3</b>

Graph: March 2008 - 2018

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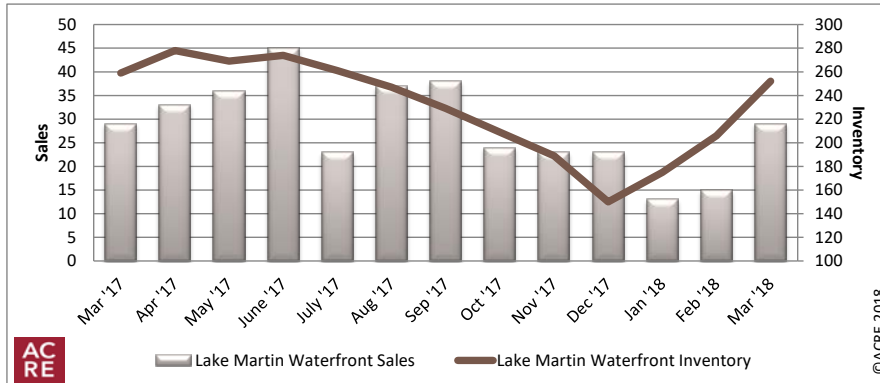


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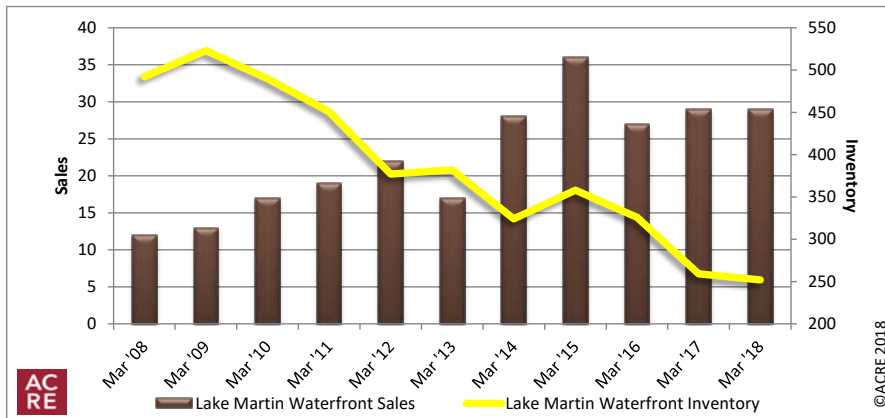


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Lake Martin Waterfront Sales and Inventory



Historical Lake Martin Waterfront Sales and Inventory



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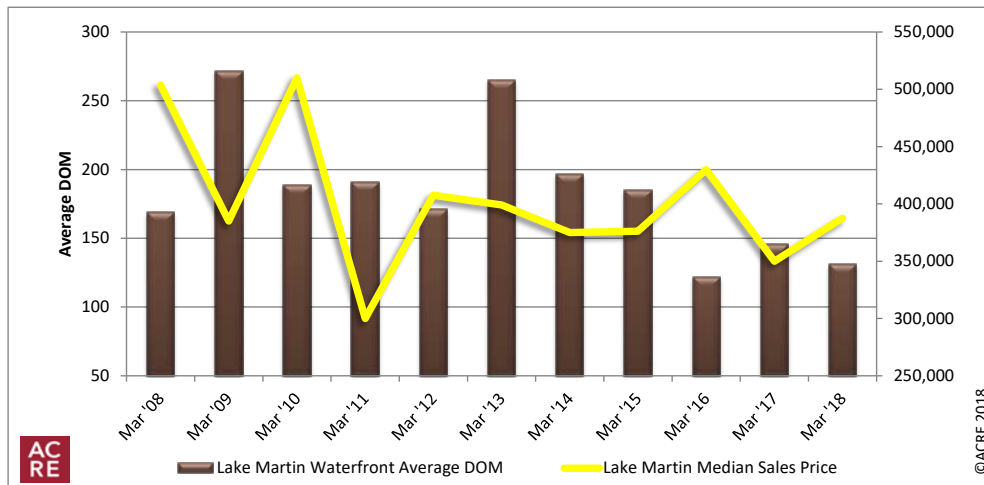


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Average Days on Market and Median Sales Price



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