

Lake Martin Waterfront Residential Report – June 2018

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Lake Martin Waterfront residential* sales during the current month totaled 35 units, representing a decrease of 10 transactions from one year ago.

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

Current Month

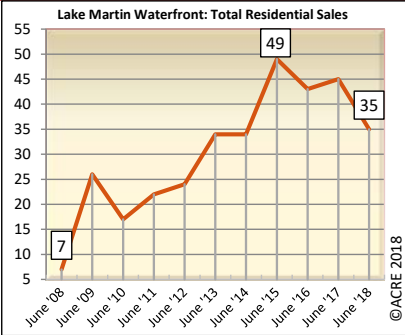
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Year to Date

vs. Prior Year

June 2018	35	
May 2018	32	9.4%
June 2017	45	-22.2%
June 13-17	41	-14.6%
June 2015	49	-28.6%
June 2008	7	400.0%
June 2018	120	-16.1%
June 2017	143	



Graph: June 2008 - 2018
(By month)

ACRE Commentary

"Historical data indicates that June residential sales on average ('13-'17) increase 49.3 percent from May. The current month's sales increased 9.4 percent from the prior month."

Historical Home Sales

June 2017	45
June 2016	43
June 2015	49
June 2014	34
June 2013	34
5- Year Avg:	41
3- Year Avg:	46

Median Sales Price

The median sales price for waterfront homes on Lake Martin during the current month was \$455,000, a 17.3 percent decrease from one year ago.

Current Month

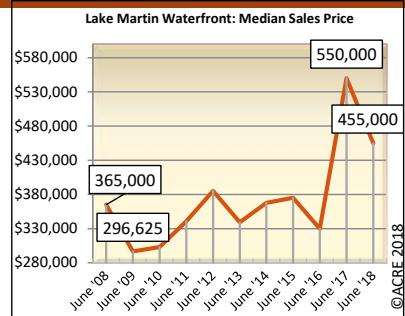
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date

vs. Prior Year

Median Peak
Trough

June 2018	455,000	
May 2018	530,000	-14.2%
June 2017	550,000	-17.3%
June 13-17	392,318	16.0%
June 2018	458,125	
June 2017	427,063	-6.8%
June 2017	550,000	-17.3%
June 2009	296,625	53.4%



Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that June median sales prices on average ('13-'17) increase .7 percent from May. The current month's median price decreased 14.2 percent from the prior month."

Historical Median Selling Price

June 2017	550,000
June 2016	330,000
June 2015	375,000
June 2014	367,500
June 2013	339,092
5- Year Avg:	392,318
3- Year Avg:	418,333



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Average Sales Prices

The average sales price for waterfront homes on Lake Martin during the current month was \$659,276, a 10.4 percent increase from one year ago.

Current Month

June 2018	659,276	
vs. Prior Month	May 2018	653,337 0.9%
vs. Last Year	June 2017	597,131 10.4%
vs. 5-Yr Avg	June 13-'17	459,538 43.5%

Year to Date

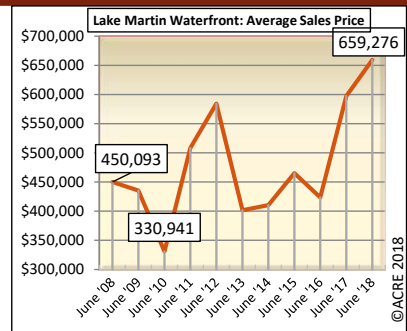
June 2018	650,950	
vs. Prior Year	June 2017	525,831 23.8%

Average Peak

June 2018	659,276	0.0%
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Trough

June 2010	330,941	99.2%
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Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that June average sales prices on average ('13-'17) decrease 2.2 percent from May. The current month's average price increased .9 percent from the previous month."

Historical Average Selling Price

June 2017	597,131
June 2016	423,502
June 2015	465,272
June 2014	410,308
June 2013	401,479

5-Year Avg: 459,538

3-Year Avg: 495,302

Days on Market (DOM)

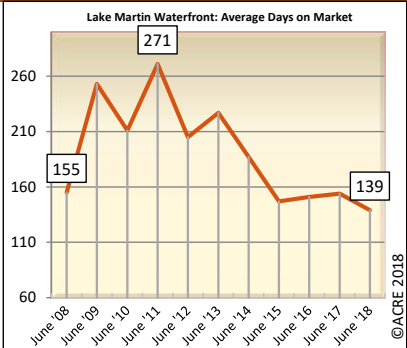
The average number of days on the market during the current month was 139, a 9.7 percent decrease from one year ago.

Current Month

June 2018	139	
vs. Prior Month	May 2018	114 21.9%
vs. Last Year	June 2017	154 -9.7%
vs. 5-Yr Avg	June 13-'17	173 -19.7%

Year to Date

June 2018	114	
vs. Prior Year	June 2017	171 49.5%



Graph: June 2008 - 2018

ACRE Commentary

"The 5-year DOM average for June is 173 days, which is 34 days above current results. DOM is anticipated to remain within the current range (100-150 days) for the foreseeable future."

Historical Average DOM

June 2017	154
June 2016	151
June 2015	147
June 2014	187
June 2013	227

5-Year Avg: 173



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Total Units Listed for Sale

Lake Martin Waterfront residential units available for sale during the current month increased by **4 units** from one year ago.

Current Month

vs. Prior Month

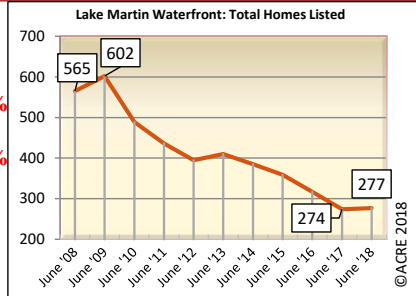
vs. Last Year

vs. 5-Yr Avg

Inventory Peak

Trough

June 2018	277	
May 2018	272	1.8%
June 2017	274	1.1%
June 13-'17	349	-20.6%
June 2009	602	-54.0%
June 2017	274	1.1%



Graph: June 2008 - 2018

ACRE Commentary

"Historical data indicates that June inventory on average ('13-'17) decreases 1.9 percent from May. The current month's inventory increased 1.8 percent from last month's total of 272 listings."

Historical Total Units Listed

June 2017	274
June 2016	317
June 2015	359
June 2014	385
June 2013	410
5-Year Avg:	349

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 7.9 months of supply, an increase of 30 percent from one year ago.

Current Month

vs. Prior Month

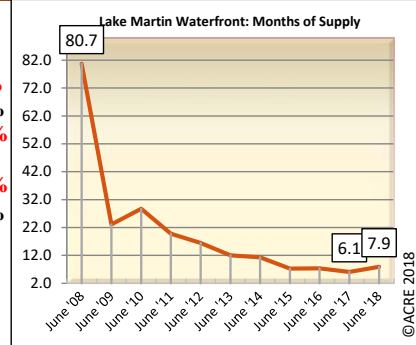
vs. Last Year

vs. 5-Yr Avg

I/S Ratio Peak

Trough

June 2018	7.9	
May 2018	8.5	-6.9%
June 2017	6.1	30.0%
June 13-'17	8.8	-10.4%
June 2008	80.7	-90.2%
June 2017	6.1	29.7%



Graph: June 2008 - 2018

ACRE Commentary

"June's 7.9 months of supply is 10.4 percent below the 5-year average of 8.8 months of supply. Lake Martin waterfront's inventory-to-sales ratio is 1.9 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."

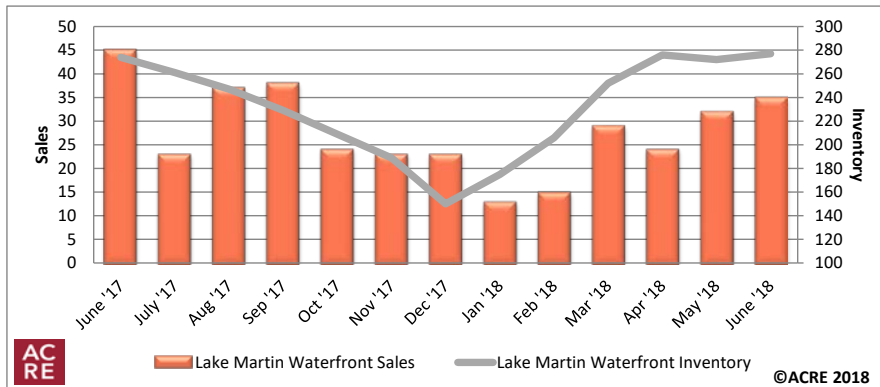
Historical I/S Ratio

June 2017	6.1
June 2016	7.4
June 2015	7.3
June 2014	11.3
June 2013	12.1
5-Year Avg:	8.8
3-Year Avg:	6.9

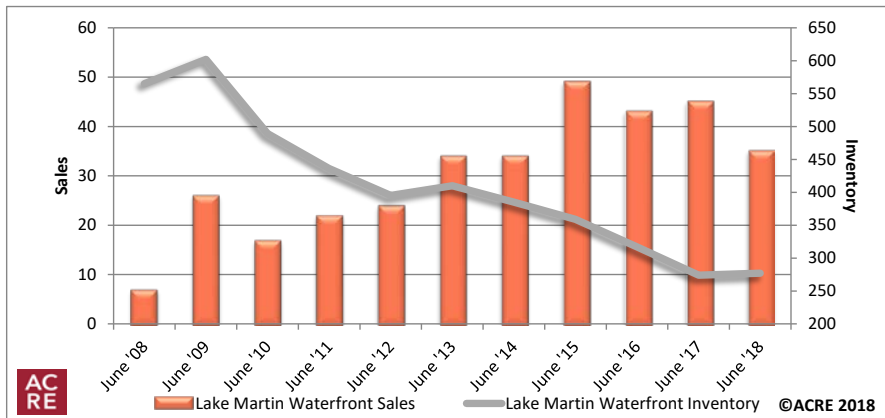
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Lake Martin Waterfront Sales and Inventory

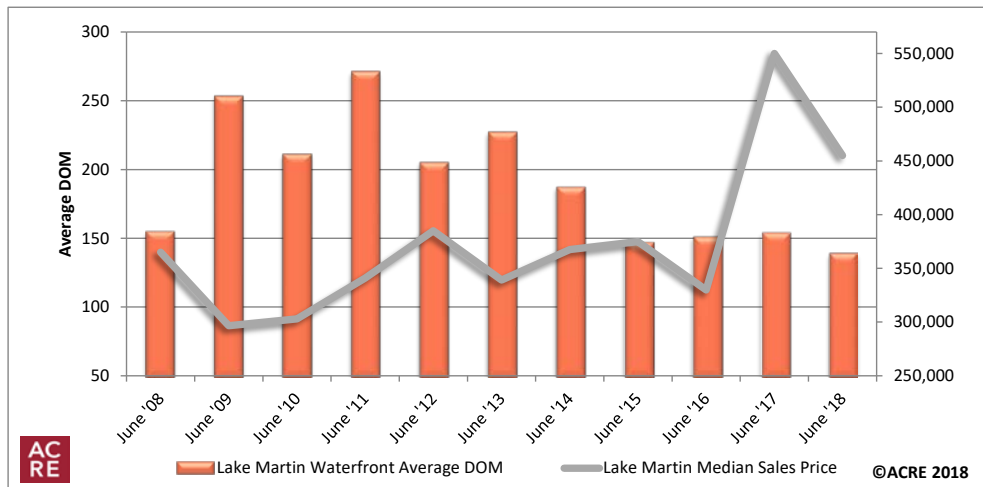


Historical Lake Martin Waterfront Sales and Inventory



www.acre.cba.ua.edu

Average Days on Market and Median Sales Price



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