

Lake Martin Waterfront Residential Report – August 2019

Monthly Indicators

Recent Figures

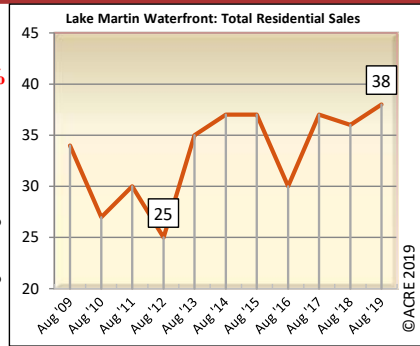
Trends

Total Residential Sales

Lake Martin Waterfront residential* sales during the current month totaled 38 units, representing an increase of 2 transactions (5.6%) from one year ago.

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

<u>Current Month</u>	August 2019	38	
vs. Prior Month	July 2019	55	-30.9%
vs. Last Year	August 2018	36	5.6%
vs. 5-Yr Avg	August 14-'18	35	7.3%
vs. Peak	August 2019	38	0.0%
vs. Trough	August 2012	25	52.0%
<u>Year to Date</u>	August 2019	252	18.3%
vs. Prior Year	August 2018	213	



ACRE Commentary

"Historical data indicates that August residential sales on average ('14-'18) increase 1.6% from July. The current month's sales decreased 30.9% from the prior month."

Historical Home Sales

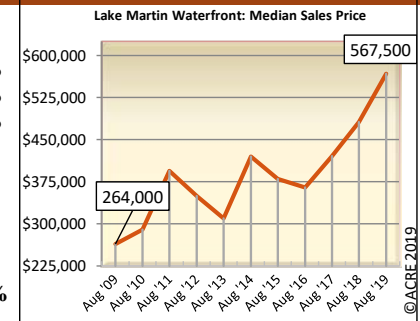
August 2018	36
August 2017	37
August 2016	30
August 2015	37
August 2014	37
5- Year Avg:	35
3- Year Avg:	34

Graph: August 2009 - 2019
(By month)

Median Sales Price

The median sales price for waterfront homes on Lake Martin during the current month was \$567,500, a 17.8% increase from one year ago.

<u>Current Month</u>	August 2019	567,500	
vs. Prior Month	July 2019	454,500	24.9%
vs. Last Year	August 2018	481,562	17.8%
vs. 5-Yr Avg	August 14-'18	413,512	37.2%
<u>Year to Date</u>	August 2019	503,000	
vs. Prior Year	August 2018	491,133	2.4%
Median Peak	August 2019	567,500	0.0%
Trough	August 2009	264,000	115.0%



ACRE Commentary

"Historical data indicates that August median sales prices on average ('14-'18) increase 24.0% from July. The current month's median price increased 24.9% from the prior month."

Historical Median Selling Price

August 2018	481,562
August 2017	421,000
August 2016	365,000
August 2015	380,000
August 2014	420,000
5- Year Avg:	413,512
3- Year Avg:	422,521

Graph: August 2009 - 2019

Monthly Indicators

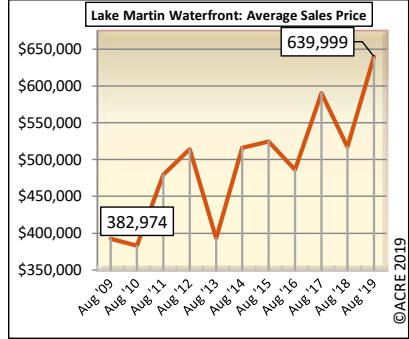
Recent Figures

Trends

Average Sales Prices

The average sales price for waterfront homes on Lake Martin during the current month was \$639,999, a 23.7% increase from one year ago.

Current Month	August	2019	639,999	
vs. Prior Month	July	2019	490,264	30.5%
vs. Last Year	August	2018	517,484	23.7%
vs. 5-Yr Avg	August	14-'18	526,961	21.5%
Year to Date	August	2019	569,801	
vs. Prior Year	August	2018	596,061	-4.4%
Average Peak	August	2019	639,999	0.0%
Trough	August	2010	382,974	67.1%



Graph: August 2009 - 2019

ACRE Commentary

"Historical data indicates that August average sales prices on average ('14-'18) increase 23.9% from the previous month. The current month's average price increased 30.5% from the previous month."

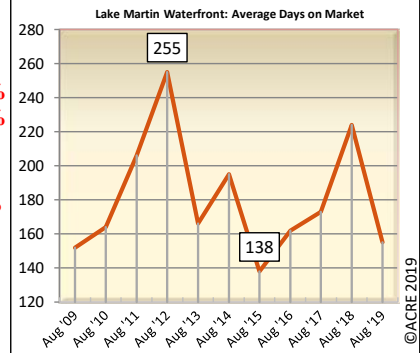
Historical Average Selling Price

August	2018	517,484
August	2017	590,285
August	2016	486,231
August	2015	524,626
August	2014	516,180
5-Year Avg:		526,961
3-Year Avg:		531,333

Days on Market (DOM)

The average number of days on the market during the current month was 155, an decrease of 69 days from one year ago.

Current Month	August	2019	155	
vs. Prior Month	July	2019	152	2.0%
vs. Last Year	August	2018	224	-30.8%
vs. 5-Yr Avg	August	14-'18	178	-13.1%
Year to Date	August	2019	161	
vs. Prior Year	August	2018	206	28.1%



Graph: August 2009 - 2019

ACRE Commentary

"The 5-year DOM average for August is 178 days, which is 23 days above current results. DOM is anticipated to remain within the current range (125-175 days) for the foreseeable future."

Historical Average DOM

August	2018	224
August	2017	173
August	2016	162
August	2015	138
August	2014	195
5-Year Avg:		178

Monthly Indicators

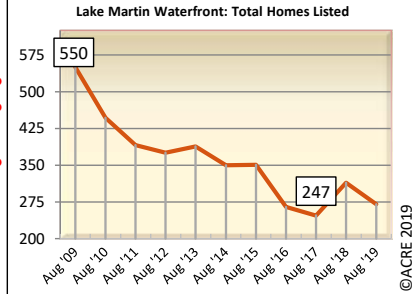
Recent Figures

Trends

Total Units Listed for Sale

Lake Martin Waterfront residential units available for sale during the current month decreased by **44 units (14.0%)** from one year ago.

Current Month	August	2019	270	
vs. Prior Month	July	2019	291	-7.2%
vs. Last Year	August	2018	314	-14.0%
vs. 5-Yr Avg	August	14-'18	305	-11.6%
Inventory Peak	August	2009	550	-50.9%
Trough	August	2017	247	9.3%



©ACRE 2019

ACRE Commentary

"Historical data indicates that August inventory on average ('14-'18) decreases 17.9% from the previous month. The current month's inventory decreased 7.2% from last month's total of 291 listings."

Historical Total Units Listed

August	2018	314
August	2017	247
August	2016	265
August	2015	351
August	2014	350
5-Year Avg:		305

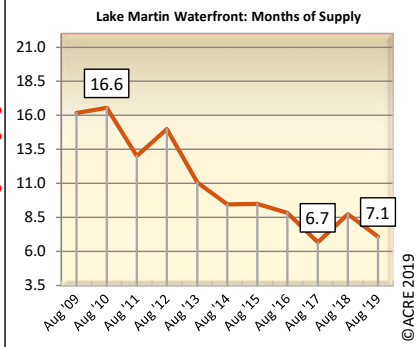
Graph: August 2009 - 2019

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's waterfront currently has 7.1 months of supply, down from 8.7 months of supply one year ago.

Current Month	August	2019	7.1	
vs. Prior Month	July	2019	5.3	34.3%
vs. Last Year	August	2018	8.7	-18.5%
vs. 5-Yr Avg	August	14-'18	8.6	-17.7%
I/S Ratio Peak	August	2010	16.6	-57.2%
Trough	August	2017	6.7	6.0%



©ACRE 2019

ACRE Commentary

"August's 7.1 months of supply is 17.7% below the 5-year average of 8.6 months of supply. Lake Martin waterfront's inventory-to-sales ratio is 1.1 months above equilibrium, indicating a continued transition where buyers typically have slightly elevated bargaining power."

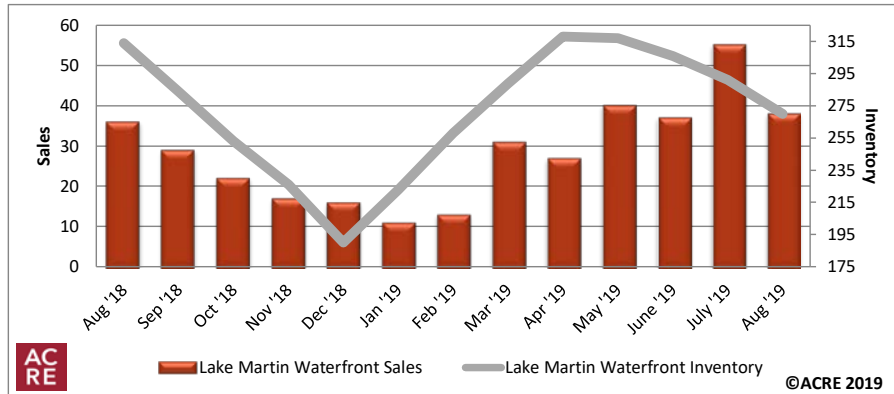
Historical I/S Ratio

August	2018	8.7
August	2017	6.7
August	2016	8.8
August	2015	9.5
August	2014	9.5
5-Year Avg:		8.6
3-Year Avg:		8.1

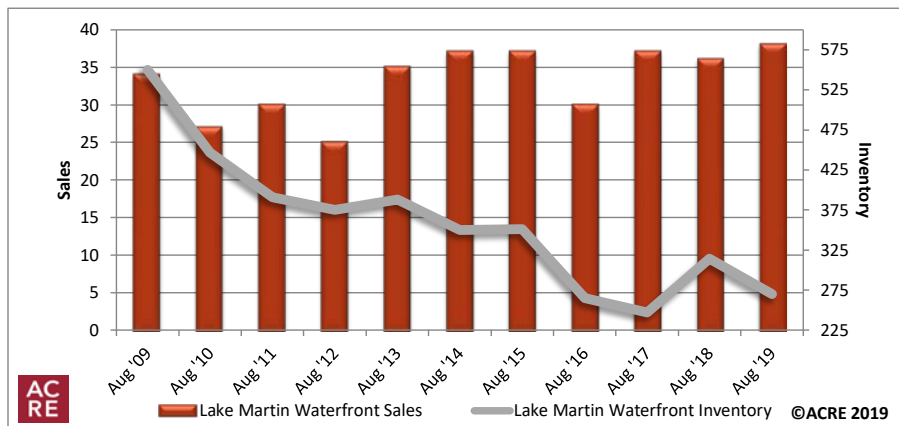
Graph: August 2009 - 2019

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - www.acre.cba.ua.edu.

Lake Martin Waterfront Sales and Inventory

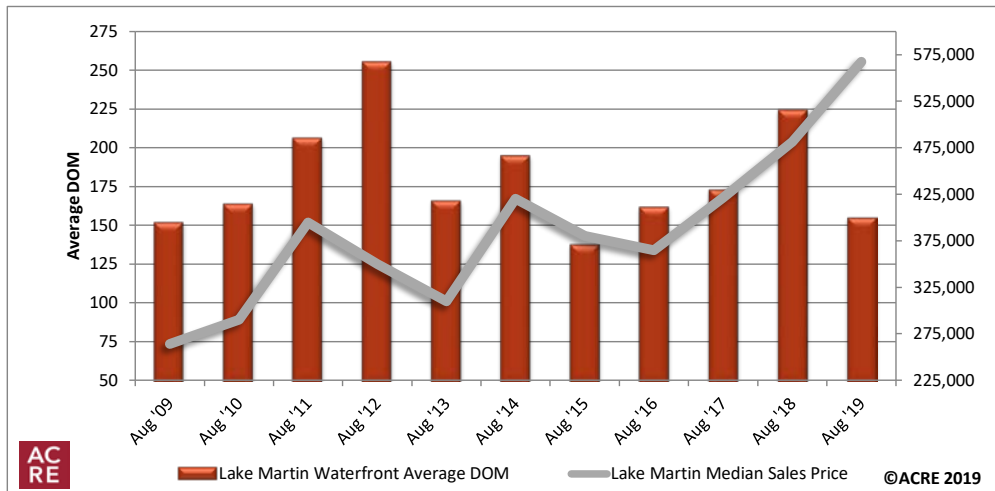


Historical Lake Martin Waterfront Sales and Inventory



acre.culverhouse.ua.edu

Average Days on Market and Median Sales Price



This report is compiled and brought to you by ACRE Research. You should not treat any information expressed in ACRE Reports as a specific inducement to make a particular investment or follow a particular strategy. The Alabama Center for Real Estate (ACRE) and/or its partners/work product sponsors does not guarantee and is not responsible for the accuracy or completeness of information, and provides said information without warranties of any kind. **All information presented herein is intended and should be used for educational purposes only.** Nothing herein should be construed as investment advice. You should always conduct your own research and due diligence and obtain professional advice before making any investment decision. All investments involve some degree of risk. ACRE will not be liable for any loss or damage caused by your reliance on information contained in ACRE Reports.