

Lake Martin Waterfront Residential Report – July 2021

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Lake Martin Waterfront **residential*** sales during the current month totaled 39 units, representing a decrease of 46.6% from one year ago.

Current Month

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

July 2021	39	
June 2020	39	0.0%
July 2020	73	-46.6%
July 16-'20	40	-1.5%

vs. Peak

July 2020 73 -46.6%

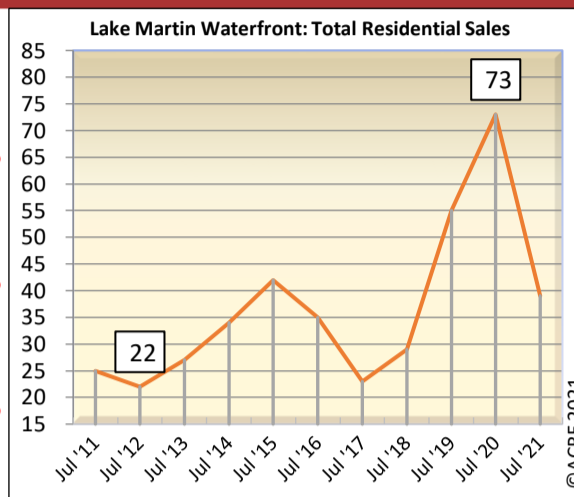
vs. Trough

July 2012 22 77.3%

Year to Date

vs. Prior Year July 2021 192 -16.2%
July 2020 229

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



Graph: July 2011 - 2021
(By month)

ACRE Commentary

"Historical data indicates that July residential sales on average ('16-'20) decreased 0.7% from the previous month. The current month's sales decreased 0.0% from the prior month."

Historical Home Sales

July 2020	56
July 2019	55
July 2018	29
July 2017	23
July 2016	35

5- Year Avg: 41

3- Year Avg: 47

Median Sales Price

The median sales price for waterfront homes on Lake Martin during the current month was \$729,900 a 21.7% increase from one year ago.

Current Month

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

July 2021	729,900	
June 2020	776,422	-6.0%
July 2020	600,000	21.7%
July 16-'20	511,900	42.6%

Year to Date

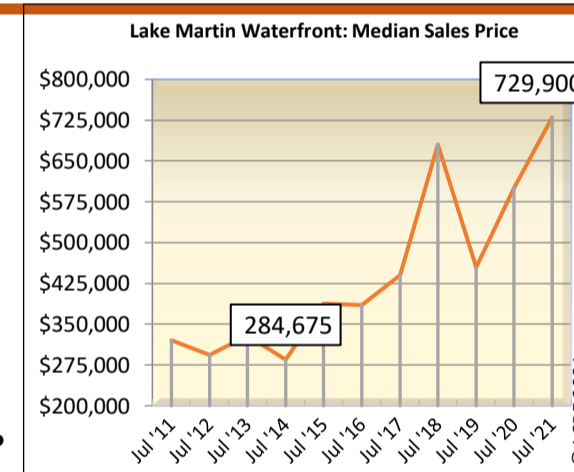
vs. Prior Year July 2021 721,604 29.1%
July 2020 559,089

Median Peak

July 2021 729,900 0.0%

Trough

July 2014 284,675 156.4%



Graph: July 2011 - 2021

ACRE Commentary

"Historical data indicates that July median sales prices on average ('16-'20) decreased 2.6% from the previous month. The current month's median price decreased 6.0% from the prior month."

Historical Median Selling Price

July 2020	600,000
July 2019	454,500
July 2018	680,000
July 2017	440,000
July 2016	385,000

5- Year Avg: 511,900

3- Year Avg: 578,167

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Average Sales Prices

The average sales price for waterfront homes on Lake Martin during the current month was \$814,070, a 25.6% increase from one year ago.

Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

Year to Date

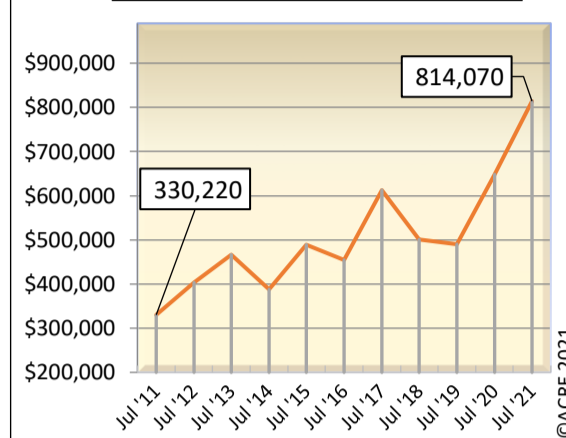
vs. Prior Year

Average Peak

Trough

July	2021	814,070	
June	2020	955,609	-14.8%
July	2020	648,093	25.6%
July	16-'20	549,249	48.2%
July	2021	828,022	
July	2020	695,980	19.0%
July	2021	814,070	0.0%
July	2011	330,220	146.5%

Lake Martin Waterfront: Average Sales Price



Graph: July 2011 - 2021

ACRE Commentary

"Historical data indicates that July's average sales prices on average ('16-'20) decreased 7.2% from the previous month. The current month's average price decreased 14.8% from the previous month."

Historical Average Selling Price

July	2020	688,264
July	2019	490,264
July	2018	501,238
July	2017	612,021
July	2016	454,459

5-Year Avg: 549,249

3-Year Avg: 559,922

Days on Market (DOM)

The average number of days on the market during the current month was 71, an decrease of 59.9% from one year ago.

Current Month

vs. Prior Month

vs. Last Year

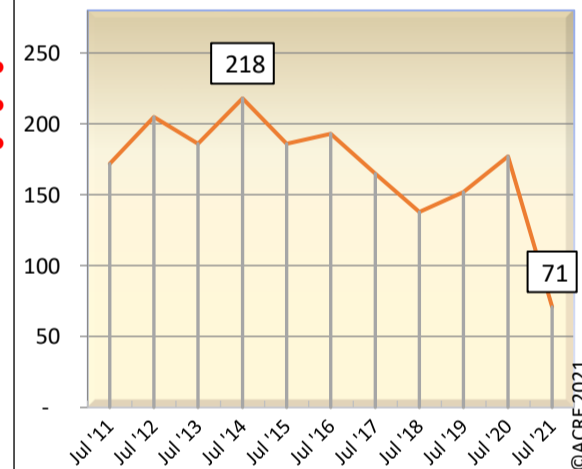
vs. 5-Yr Avg

Year to Date

vs. Prior Year

July	2021	71	
June	2020	112	-36.6%
July	2020	177	-59.9%
July	16-'20	157	-54.7%
July	2021	93	
July	2020	157	67.7%

Lake Martin Waterfront: Average Days on Market



Graph: July 2011 - 2021

ACRE Commentary

"The 5-year DOM average for July is 157 days, which is 86 days above current results. DOM is anticipated to remain within the current range (45-95 days) for the foreseeable future."

Historical Average DOM

July	2020	135
July	2019	152
July	2018	138
July	2017	165
July	2016	193

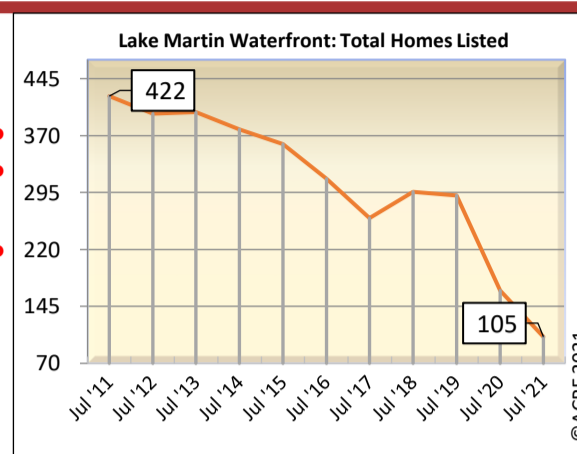
5-Year Avg: 157

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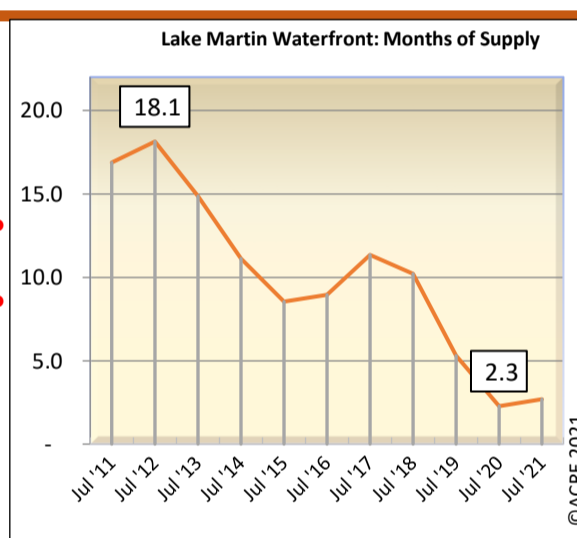
Total Units Listed for Sale	Current Month	July	2021	105	
Lake Martin Waterfront residential units available for sale during the current month decreased by 36.7% from one year ago.	vs. Prior Month	June	2020	96	9.4%
	vs. Last Year	July	2020	166	-36.7%
	vs. 5-Yr Avg	July	16-'20	264	-60.2%
	Inventory Peak	July	2011	422	-75.1%
	Trough	July	2021	105	0.0%



<u>ACRE Commentary</u>	<u>Historical Total Units Listed</u>		
“Historical data indicates that July's inventory on average (‘16-‘20) decreased 2.8% from the previous month. The current month's inventory increased 9.4% from last month's total of 96 listings.”	July	2020	159
	July	2019	291
	July	2018	296
	July	2017	261
	July	2016	313
	5-Year Avg:		264

Graph: July 2011 - 2021

Inventory-to-Sales Ratio	Current Month	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).	vs. Prior Month	June	2020	2.5	9.4%
	vs. Last Year	July	2020	2.3	18.4%
	vs. 5-Yr Avg	July	16-'20	7.7	-65.2%
	I/S Ratio Peak	July	2012	18.1	-85.1%
Lake Martin's waterfront currently has 2.7 months of supply, up from 2.3 months of supply one year ago.	Trough	July	2020	2.3	17.1%

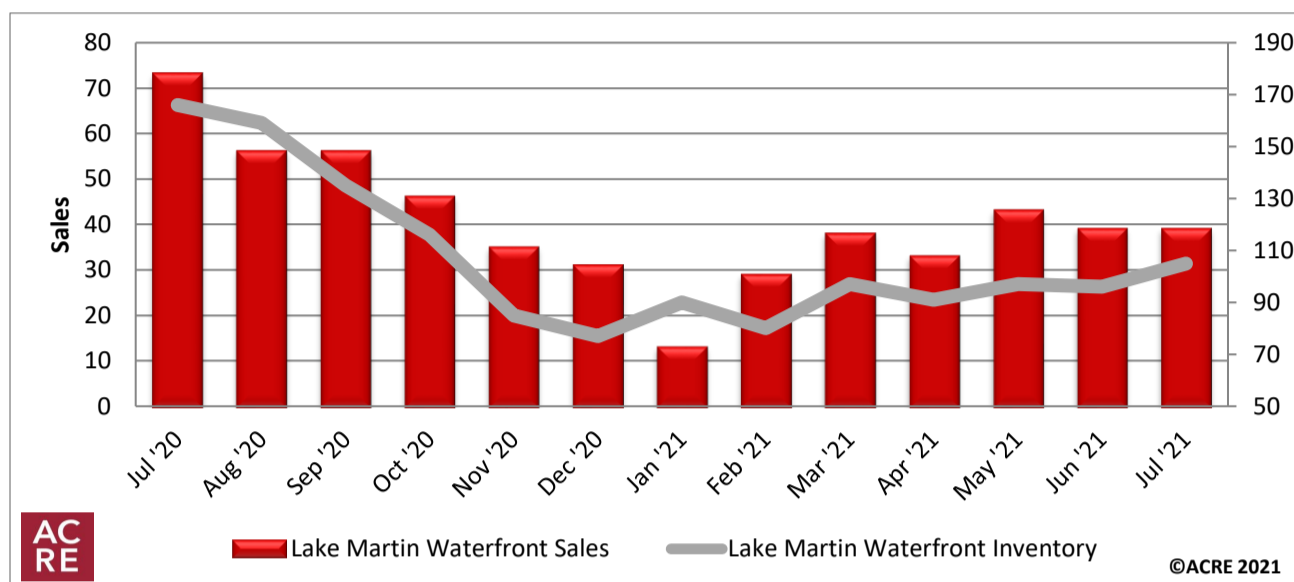


<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>		
"July's 2.7 months of supply is 65.2% below the 5-year average of 7.7 months of supply. Lake Martin waterfront's inventory-to-sales ratio is 3.3 months below equilibrium, reflecting a continued transition where sellers generally have elevated bargaining power. "	July	2020	2.8
	July	2019	5.3
	July	2018	10.2
	July	2017	11.3
	July	2016	8.9
	5-Year Avg:		7.7
	3- Year Avg:		6.1

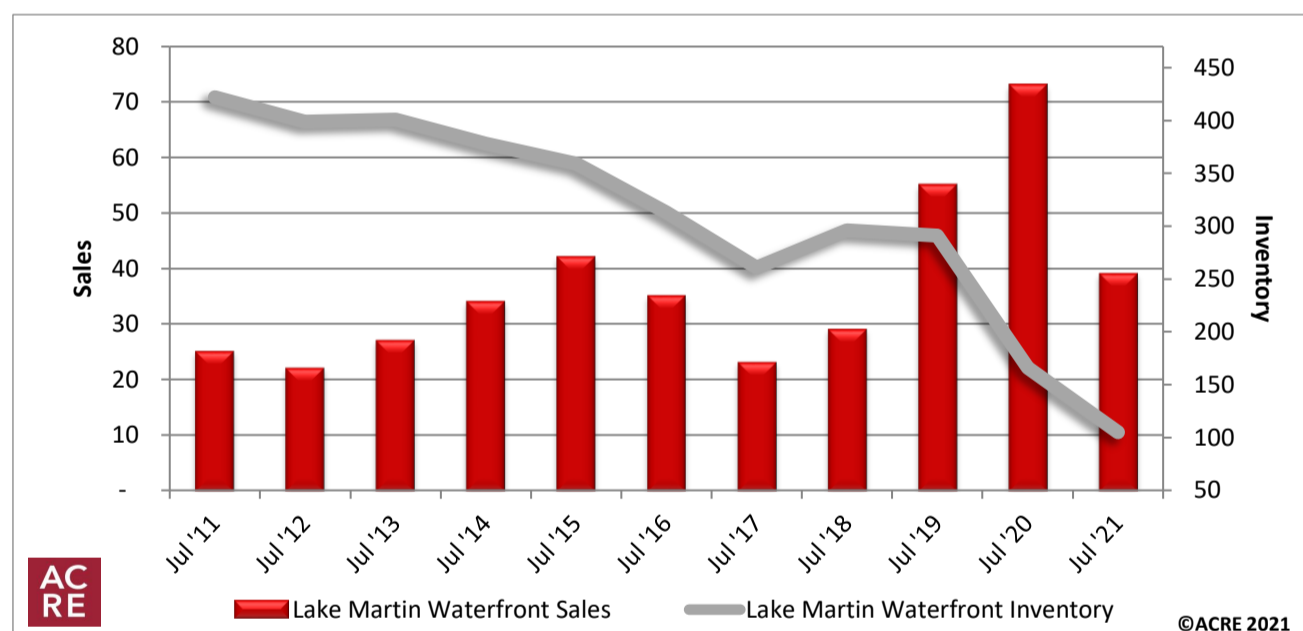
Graph: July 2011 - 2021

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Lake Martin Waterfront Sales and Inventory



Historical Lake Martin Waterfront Sales and Inventory



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Average Days on Market and Median Sales Price

