

Lake Martin Residential 3rd Quarter Report - 2018

Quarterly Indicators

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Trends

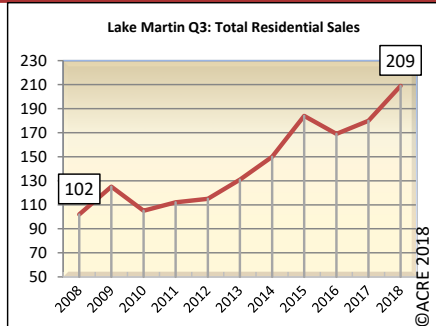
Total Residential Sales

Lake Martin residential sales for the third quarter of 2018 totaled 209 units, representing an increase of 29 transactions when compared to 180 units that were sold in the third quarter of 2017.

Current Quarter

vs. Last Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

Q3 2018	209		
Q3 2017	180	16.1%	
Q3 13-'17	163	28.4%	
Q3 2018	209	0.0%	
Q3 2008	102	104.9%	



ACRE Commentary

"Compared to historical data, third quarter sales are 17.4 percent above the 3-year quarterly average and 28.4 percent above the 5-year quarterly average."

Historical Home Sales

Q3 2017	180
Q3 2016	169
Q3 2015	184
Q3 2014	150
Q3 2013	131
5- Year Avg:	163
3- Year Avg:	178

Graph: Q3 2008-2018 (By quarter)

Median Sales Price

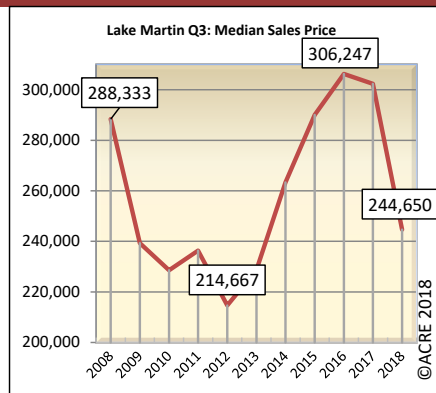
The median sales price in Lake Martin for the third quarter of 2018 was \$244,650, a 19.1 percent decrease from the third quarter of 2017's median selling price of \$302,333.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q3 2018	244,650		
Q3 2017	302,333	-19.1%	
Q3 13-'17	278,136	-12.0%	

Median Peak	Q3 2018	244,650	0.0%
Trough	Q3 2012	214,667	14.0%



ACRE Commentary

"Compared to historical data to the right, the third quarter median price is 18.3 percent below the 3-year quarterly average and 12.0 percent below the 5-year quarterly average."

Historical Median Selling Price

Q3 2017	302,333
Q3 2016	306,247
Q3 2015	290,000
Q3 2014	263,333
Q3 2013	228,767
5- Year Avg:	278,136
3- Year Avg:	299,527

Graph: Q3 2008-2018 (By quarter)



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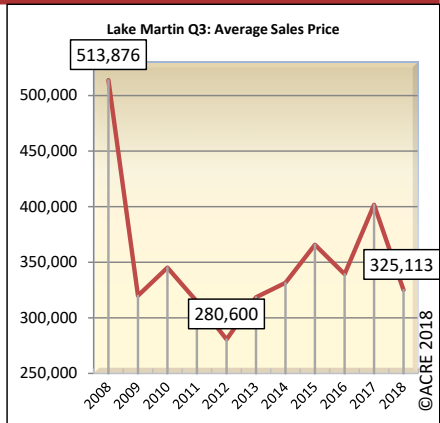
Trends

Average Sales Prices

The average selling price in Lake Martin for the third quarter of 2018 was \$325,113, a 19.1 percent decrease from the third quarter of 2017's average selling price of \$401,754.

Current Quarter	Q3	2018	325,113	
vs. Last Year	Q3	2017	401,754	-19.1%
vs. 5-Yr Avg	Q3	13-'17	351,330	-7.5%

Average Peak	Q3	2012	280,600	15.9%
Trough	Q3	2008	513,876	-36.7%



Graph: Q3 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the third quarter average price is 11.9 percent below the 3-year quarterly average and 7.5 percent below the 5-year quarterly average."

Historical Average Selling Price

Q3	2017	401,754
Q3	2016	339,226
Q3	2015	365,685
Q3	2014	331,543
Q3	2013	318,444

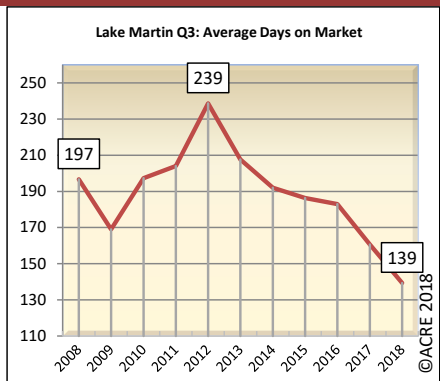
5-Year Avg:	351,330
3-Year Avg:	368,888

Days on Market (DOM)

The average number of days on the market in the third quarter of 2018 was 139, representing a decrease of 13.3 percent from 161 days on market in the third quarter of 2017.

Current Quarter	Q3	2018	139	
vs. Last Year	Q3	2017	161	-13.3%
vs. 5-Yr Avg	Q3	13-'17	186	-25.1%

DOM Peak	Q3	2012	239	-41.7%
Trough	Q3	2018	139	0.2%



Graph: Q3 2008-2018
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the third quarter is 186 days, 47 days higher than current results. Compared to historical data to the right, the third quarter DOM average is 25.1 percent below the 5-year quarterly average, and 21.5 percent below the 3-year quarterly average."

Historical Average DOM

Q3	2017	161
Q3	2016	183
Q3	2015	186
Q3	2014	192
Q3	2013	208

5-Year Avg:	186
3-Year Avg:	177



Quarterly Indicators

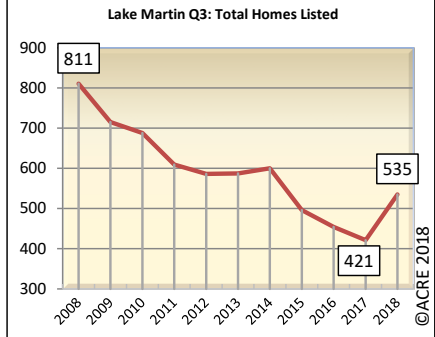
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Total Homes Listed for Sale

Lake Martin residential units available for sale in the third quarter of 2018 increased by **114 units** when compared to the same period last year.

<u>Current Quarter</u>	Q3	2018	535		
vs. Last Year	Q3	2017	421	27.1%	
vs. 5-Yr Avg	Q3	13-'17	512	4.6%	
Inventory Peak	Q3	2008	811	-34.0%	
Trough	Q3	2017	421	27.2%	



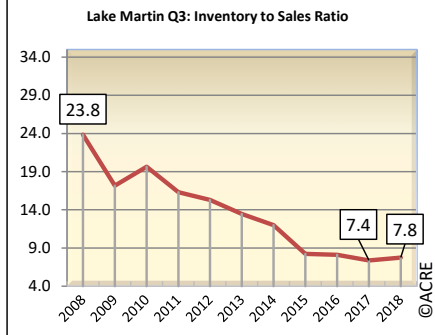
Graph: Q3 2008-2018
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>
"The 5-year inventory average ('13-'17) for the third quarter is 512 units, 23 units lower than current results. Compared to historical data to the right, the number of homes listed for sale are 4.6 percent above the 5-year quarterly average and 17.1 percent above the 3-year average."	Q3 2017 421
	Q3 2016 454
	Q3 2015 496
	Q3 2014 600
	Q3 2013 588
	5-Year Avg: 512
	3-Year Avg: 457

Inventory-to-Sales Ratio

Definition: The quarterly average of inventory for sale divided by the current quarterly sales average equals the # of months of supply (Market considered to be in balance at approximately 6 months).

<u>Current Quarter</u>	Q3	2018	7.8		
vs. Last Year	Q3	2017	7.4	5.2%	
vs. 5-Yr Avg	Q3	13-'17	9.8	-21.1%	
I/S Ratio Peak	Q3	2008	23.8	-67.4%	
Trough	Q3	2017	7.4	4.8%	



Graph: Q3 2008-2018
(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>
"Compared to historical data to the right, the third quarter months of supply is 1.3 percent below the 3-year quarterly average and 21.1 percent below the 5-year quarterly average."	Q3 2017 7.4
	Q3 2016 8.1
	Q3 2015 8.2
	Q3 2014 12.0
	Q3 2013 13.5
	5-Year Avg: 9.8
	3- Year Avg: 7.9

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