

Lake Martin Residential 2nd Quarter Report - 2018

Quarterly Indicators

Recent Figures

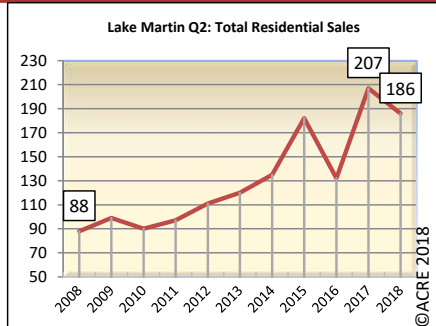
Trends

Total Residential Sales

Lake Martin residential sales for the second quarter of 2018 totaled 186 units, representing a decrease of 21 transactions when compared to 207 units that were sold in the second quarter of 2017.

Current Quarter

Q2 2018	186	
vs. Last Year	Q2 2017	207 -10.1%
vs. 5-Yr Avg	Q2 13-'17	155 19.8%
vs. Peak	Q2 2017	207 -10.1%
vs. Trough	Q2 2008	88 111.4%



**Graph: Q2 2008-2018
(By quarter)**

ACRE Commentary

"Compared to historical data, second quarter sales are 6.9 percent above the 3-year quarterly average and 19.8 percent above the 5-year quarterly average."

Historical Home Sales

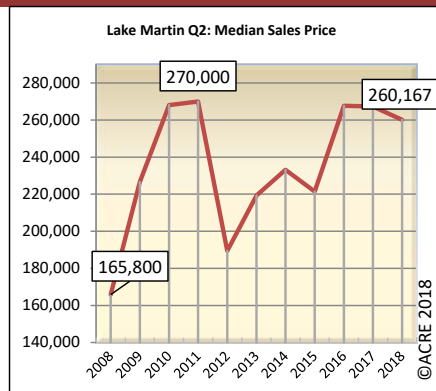
Q2 2017	207
Q2 2016	132
Q2 2015	182
Q2 2014	135
Q2 2013	120
5- Year Avg:	155
3- Year Avg:	174

Median Sales Price

The median sales price in Lake Martin for the second quarter of 2018 was \$260,167, a 2.7 percent decrease from the second quarter of 2017's median selling price of \$267,300.

Current Quarter

Q2 2018	260,167	
vs. Last Year	Q2 2017	267,300 -2.7%
vs. 5-Yr Avg	Q2 13-'17	241,791 7.6%



**Graph: Q2 2008-2018
(By quarter)**

Median Peak	Q2 2011	270,000 -3.6%
Trough	Q2 2008	165,800 56.9%

ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 3.2 percent above the 3-year quarterly average and 7.6 percent above the 5-year quarterly average."

Historical Median Selling Price

Q2 2017	267,300
Q2 2016	267,667
Q2 2015	221,500
Q2 2014	233,157
Q2 2013	219,333
5- Year Avg:	241,791
3- Year Avg:	252,156



Quarterly Indicators

Recent Figures

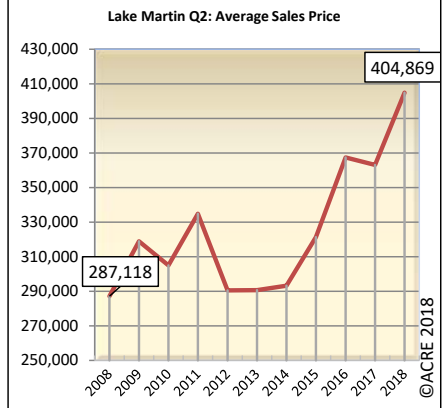
Trends

Average Sales Prices

The average selling price in Lake Martin for the second quarter of 2018 was \$404,869, an 11.5 percent increase from the second quarter of 2017's average selling price of \$365,065.

Current Quarter	Q2	2018	404,869	
vs. Last Year	Q2	2017	363,065	11.5%
vs. 5-Yr Avg	Q2	13-'17	327,105	23.8%

Average Peak	Q2	2018	404,869	0.0%
Trough	Q2	2008	287,118	41.0%



Graph: Q2 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the second quarter average price is 15.5 percent above the 3-year quarterly average and 23.8 percent above the 5-year quarterly average."

Historical Average Selling Price

Q2	2017	363,065
Q2	2016	367,373
Q2	2015	321,298
Q2	2014	293,171
Q2	2013	290,617

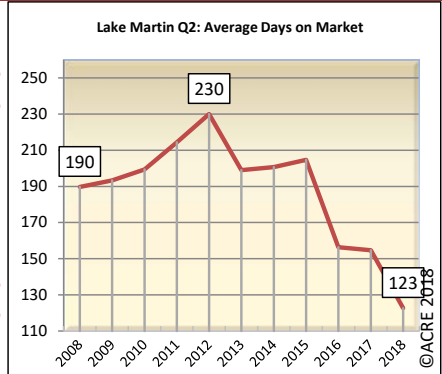
5-Year Avg:	327,105
3-Year Avg:	350,578

Days on Market (DOM)

The average number of days on the market in the second quarter of 2018 was 123, representing a decrease of 20.7 percent from 155 days on market in the second quarter of 2017.

Current Quarter	Q2	2018	123	
vs. Last Year	Q2	2017	155	-20.7%
vs. 5-Yr Avg	Q2	13-'17	183	-33.0%

DOM Peak	Q2	2011	243	-49.5%
Trough	Q2	2008	152	-19.3%



Graph: Q2 2008-2018
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the second quarter is 183 days, 60 days higher than current results. Compared to historical data to the right, the second quarter DOM average is 33 percent below the 5-year quarterly average, and 28.4 percent below the 3-year quarterly average."

Historical Average DOM

Q2	2017	155
Q2	2016	156
Q2	2015	205
Q2	2014	201
Q2	2013	199

5-Year Avg:	183
3-Year Avg:	172



Quarterly Indicators

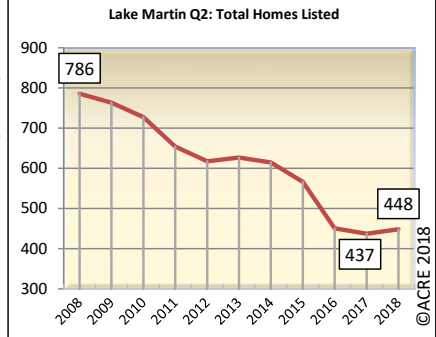
Recent Figures

Trends

Total Homes Listed for Sale

Lake Martin residential units available for sale in the second quarter of 2018 increased by **11 units** when compared to the same period last year.

<u>Current Quarter</u>	Q2	2018	448		
vs. Last Year	Q2	2017	437	2.5%	
vs. 5-Yr Avg	Q2	13-'17	539	-16.9%	
Inventory Peak	Q2	2008	786	-43.0%	
Trough	Q2	2017	437	2.6%	



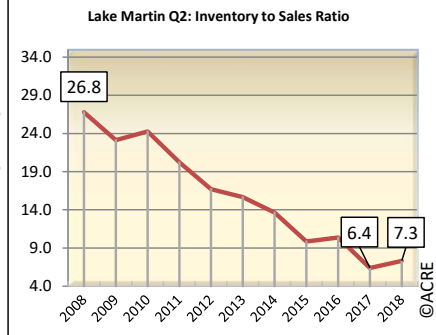
Graph: Q2 2008-2018
(By quarter)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('13-'17) for the second quarter is 539 units, 91 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 16.9 percent below the 5-year quarterly average and 7.6 percent below the 3-year average."	Q2 2017	437
	Q2 2016	451
	Q2 2015	567
	Q2 2014	615
	Q2 2013	627
	5-Year Avg:	539
	3-Year Avg:	485

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>	Q2	2018	7.3		
vs. Last Year	Q2	2017	6.4	14.8%	
vs. 5-Yr Avg	Q2	13-'17	11.2	-34.5%	
I/S Ratio Peak	Q2	2008	26.8	-72.7%	
Trough	Q2	2017	6.4	14.5%	



Graph: Q2 2008-2018
(By quarter)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the second quarter months of supply is 18 percent below the 3-year quarterly average and 34.5 percent below the 5-year quarterly average."	Q2 2017	6.4
	Q2 2016	10.4
	Q2 2015	9.9
	Q2 2014	13.7
	Q2 2013	15.7
	5-Year Avg:	11.2
	3- Year Avg:	8.9

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.

