

Lake Martin Residential 1st Quarter Report - 2018

Quarterly Indicators

Recent Figures

Trends

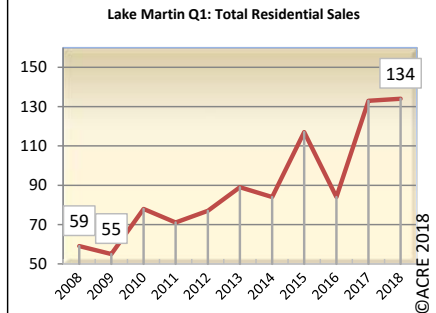
Total Residential Sales

Lake Martin residential sales for the first quarter of 2018 totaled 134 units, representing an increase of 1 transaction when compared to 134 units that were sold in the first quarter of 2017.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1 2018	134		
Q1 2017	133	0.8%	
Q1 13-'17	101	32.1%	
Q1 2018	134	0.0%	
Q1 2009	55	143.6%	



Graph: Q1 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data, first quarter sales are 20.7 percent above the 3-year quarterly average and 32.1 percent above the 5-year quarterly average."

Historical Home Sales

Q1 2017	133
Q1 2016	84
Q1 2015	117
Q1 2014	84
Q1 2013	89

5- Year Avg: **101**
3- Year Avg: **111**

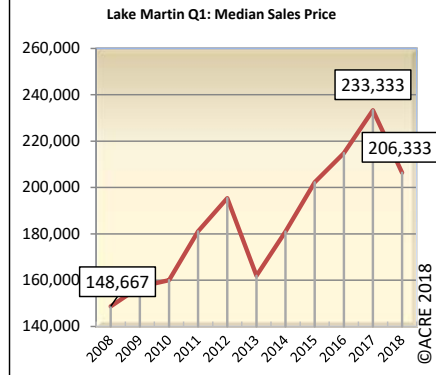
Median Sales Price

The median sales price in Lake Martin for the first quarter of 2018 was \$206,333 an 11.6 percent decrease from the first quarter of 2017's median selling price of \$233,333.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1 2018	206,333		
Q1 2017	233,333	-11.6%	
Q1 13-'17	198,666	3.9%	



Graph: Q1 2008-2018
(By quarter)

Median Peak
Trough

Q1 2017	233,333	-11.6%
Q1 2008	148,667	38.8%

ACRE Commentary

"Compared to historical data to the right, the first quarter median price is 4.8 percent below the 3-year quarterly average and 3.9 percent above the 5-year quarterly average."

Historical Median Selling Price

Q1 2017	233,333
Q1 2016	214,865
Q1 2015	202,200
Q1 2014	181,000
Q1 2013	161,933

5- Year Avg: **198,666**
3- Year Avg: **216,799**



Quarterly Indicators

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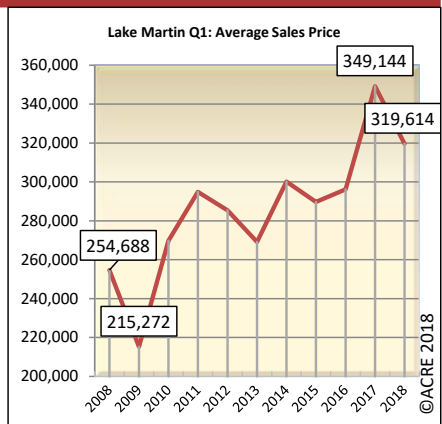
Trends

Average Sales Prices

The average selling price in Lake Martin for the first quarter of 2018 was \$319,614 an 8.5 percent decrease from the first quarter of 2017's average selling price of \$349,144.

Current Quarter	Q1	2018	319,614	
vs. Last Year	Q1	2017	349,144	-8.5%
vs. 5-Yr Avg	Q1	13-'17	300,878	6.2%

Average Peak	Q1	2017	349,144	-8.5%
Trough	Q1	2009	215,272	48.5%



**Graph: Q1 2008-2018
(By quarter)**

ACRE Commentary

"Compared to historical data to the right, the first quarter average price is 2.5 percent above the 3-year quarterly average and 6.2 percent above the 5-year quarterly average."

Historical Average Selling Price

Q1	2017	349,144
Q1	2016	296,220
Q1	2015	289,747
Q1	2014	300,111
Q1	2013	269,170

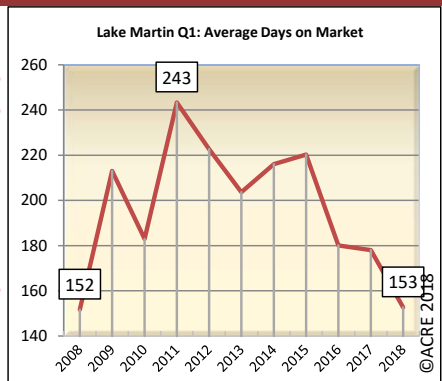
5-Year Avg:	300,878
3-Year Avg:	311,704

Days on Market (DOM)

The average number of days on the market in the first quarter of 2018 was 153, representing a decrease of 14.2 percent from 178 days on market in the first quarter of 2017.

Current Quarter	Q1	2018	153	
vs. Last Year	Q1	2017	178	-14.2%
vs. 5-Yr Avg	Q1	13-'17	200	-23.5%

DOM Peak	Q1	2011	243	-37.2%
Trough	Q1	2008	152	0.4%



**Graph: Q1 2008-2018
(By quarter)**

ACRE Commentary

"The 5-year DOM average ('13-'17) for the first quarter is 200 days, 47 days higher than current results. Compared to historical data to the right, the first quarter DOM average is 23.5 percent below the 5-year quarterly average, and 20.7 percent below the 3-year quarterly average."

Historical Average DOM

Q1	2017	178
Q1	2016	180
Q1	2015	220
Q1	2014	216
Q1	2013	204

5-Year Avg:	200
3-Year Avg:	193

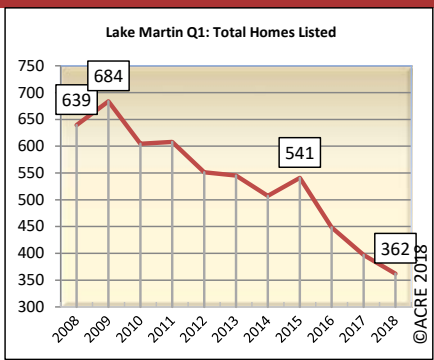


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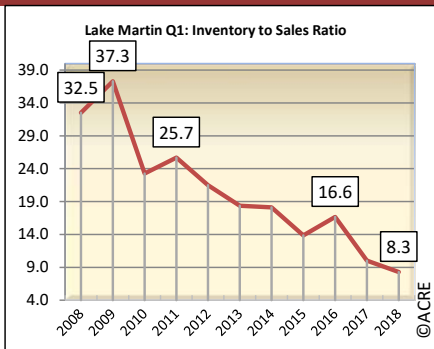
Total Homes Listed for Sale	Current Quarter	Q1 2018	362	
Lake Martin residential units available for sale in the first quarter of 2018 decreased by 35 units when compared to the same period last year.	vs. Last Year	Q1 2017	397	-8.8%
	vs. 5-Yr Avg	Q1 13-'17	488	-25.8%
	Inventory Peak	Q1 2009	684	-47.1%
	Trough	Q1 2018	362	0.0%



ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('13-'17) for the first quarter is 488 units, 126 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 25.8 percent below the 5-year quarterly average and 21.7 percent below the 3-year average."	Q1 2017 397
	Q1 2016 448
	Q1 2015 541
	Q1 2014 507
	Q1 2013 545
	5-Year Avg: 488
	3-Year Avg: 462

Graph: Q1 2008-2018
(By quarter)

Inventory-to-Sales Ratio	Current Quarter	Q1 2018	8.3	
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).	vs. Last Year	Q1 2017	10.0	-17.3%
	vs. 5-Yr Avg	Q1 13-'17	15.4	-46.2%
	I/S Ratio Peak	Q1 2009	37.3	-77.8%
	Trough	Q1 2018	8.3	-0.2%



ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the first quarter months of supply is 38.5 percent below the 3-year quarterly average and 46.2 percent below the 5-year quarterly average."	Q1 2017 10.0
	Q1 2016 16.6
	Q1 2015 13.9
	Q1 2014 18.1
	Q1 2013 18.4
	5-Year Avg: 15.4
	3- Year Avg: 13.5

Graph: Q1 2008-2018
(By quarter)

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