

Lake Martin Residential Real Estate: Annual Trends Report

Market Indicators

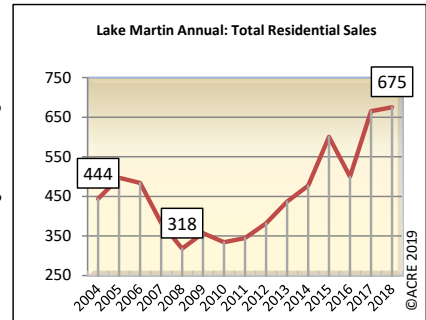
Annual Trends

Infographs

Total Residential Sales

Lake Martin residential sales for the year of 2018 totaled 675 units, representing an increase of 110 transactions when compared to 665 units that were sold in the year of 2017.

<u>Last Year</u>	2018	675	
vs. Previous Year	2017	665	1.5%
vs. 5-Yr Avg	13-'17	536	26.0%
vs. Peak	2017	665	1.5%
vs. Trough	2008	318	112.3%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 14.8% above the 3-year annual average and 25.9% above the 5-year annual average."

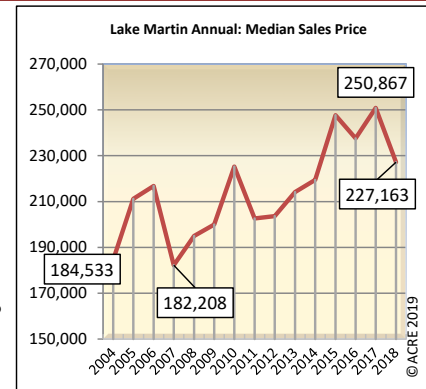
Historical Home Sales

2017	665
2016	500
2015	600
2014	477
2013	437
5- Year Avg:	536
3- Year Avg:	588

Median Sales Price

The median sales price in Lake Martin for the year of 2018 was \$227,163, a 9.4 percent decrease from the year of 2017's median sales price of \$250,867.

<u>Last Year</u>	2018	227,163	-9.4%
vs. Previous Year	2017	250,867	-9.4%
vs. 5-Yr Avg	13-'17	233,959	-2.9%
Median Peak	2017	250,867	-9.4%
Trough	2007	182,208	24.7%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual median price is 7.4% below the 3-year annual average and 2.9% below the 5-year annual average."

Historical Median Selling Price

2017	250,867
2016	237,611
2015	247,688
2014	219,456
2013	214,175
5- Year Avg:	233,959
3- Year Avg:	245,388



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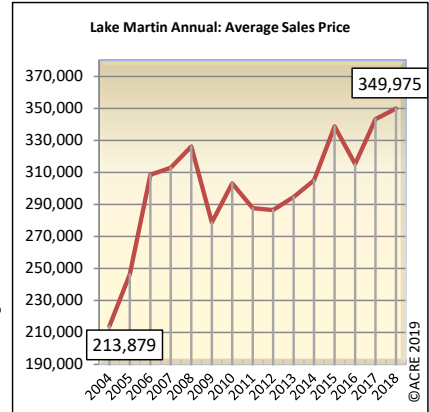
Annual Trends

Average Sales Prices

The average sales price in Lake Martin for the year of 2018 was \$349,975, a 1.9 percent increase from the year of 2017's average sales price of \$343,344.

Last Year	2018	349,975	
vs. Previous Year	2017	343,344	1.9%
vs. 5-Yr Avg	13-'17	319,447	9.6%

Average Peak	2018	349,975	0.0%
Trough	2004	213,879	63.6%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 5.3% above the 3-year annual average and 9.6% above the 5-year annual average."

Historical Average Selling Price

2017	343,344
2016	315,258
2015	338,827
2014	305,111
2013	294,694

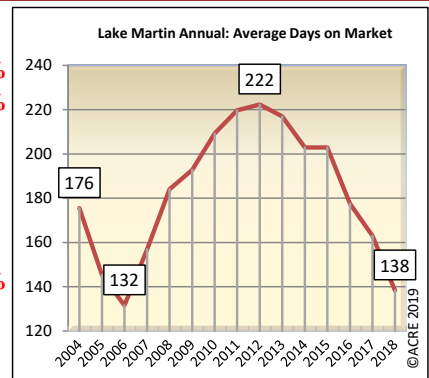
5-Year Avg:	319,447
3- Year Avg:	332,476

Days on Market (DOM)

The average number of days on the market in the year of 2018 was 138, representing a 15.2% decrease in days on market from the year of 2017.

Last Year	2018	138	
vs. Previous Year	2017	163	-15.2%
vs. 5-Yr Avg	13-'17	193	-28.2%

DOM Peak	2012	222	-37.7%
Trough	2006	132	4.8%



Graph: 2004-2018
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the year is 193 days, 55 days higher than current results. Compared to historical data to the right, the annual DOM is 28.2% below the 5-year annual average, and 23.8% below the 3-year annual average."

Historical Average DOM

2017	163
2016	177
2015	203
2014	203
2013	217

5-Year Avg:	193
3-Year Avg:	181



Market Indicators

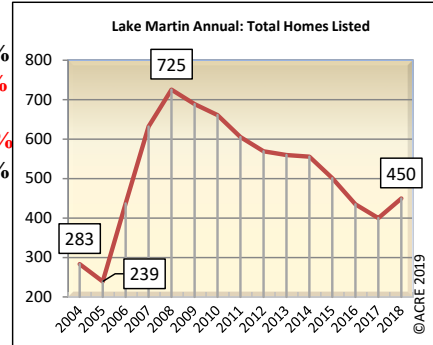
Annual Trends

Infographs

Homes Listed for Sale

Lake Martin's average number of residential units available for sale in the year of 2018 increased by **50 units**, when compared to the year of 2017.

Last Year	2018	450	
vs. Previous Year	2017	400	12.5%
vs. 5-Yr Avg	13-'17	490	-8.3%
Inventory Peak	2008	725	-38.0%
Trough	2005	239	88.1%



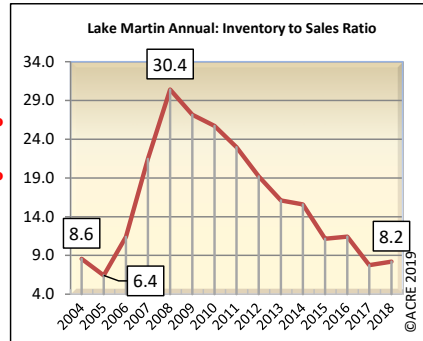
ACRE Commentary	Historical Total Homes Listed	
"The 5-year inventory average ('13-'17) is 490 units, 40 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 8.3% below the 5-year annual average, and 11.2% above the 3-year annual average."	2017	400
	2016	435
	2015	501
	2014	555
	2013	560
	5-Year Avg:	490
	3-Year Avg:	445

Graph: 2004-2018
(Per Annum)

Inventory-to-Sales Ratio

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

Last Year	2018	8.2	
vs. Previous Year	2017	7.7	6.0%
vs. 5-Yr Avg	13-'17	12.4	-33.9%
I/S Ratio Peak	2008	30.4	-73.0%
Trough	2005	6.4	28.1%



ACRE Commentary	Historical I/S Ratio	
"Compared to historical data to the right, the annual supply is 18.8% below the 3-year annual average and 33.9% below the 5-year annual average."	2017	7.7
	2016	11.4
	2015	11.2
	2014	15.6
	2013	16.1
	5-Year Avg:	12.4
	3-Year Avg:	10.1

Graph: 2004-2018
(Per Annum)

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