

Lake Martin Residential Real Estate: Annual Trends Report

Market Indicators

Annual Trends

Infographs

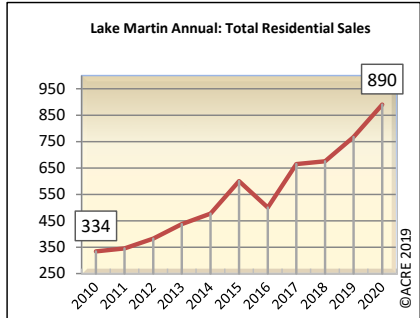
Total Residential Sales

Lake Martin residential sales for the year of 2020 totaled 890 units, representing an increase of 123 transactions when compared to 767 units that were sold in the year of 2019.

Last Year

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

2020	890	
2019	767	16.0%
15-'19	641	38.8%
2020	890	0.0%
2010	334	166.5%



**Graph: 2010-2020
(Per Annum)**

ACRE Commentary

"Compared to historical data, annual sales are 26.7% above the 3-year annual average and 38.8% above the 5-year annual average."

Historical Home Sales

2019	767
2018	675
2017	665
2016	500
2015	600
5- Year Avg:	641
3- Year Avg:	702

Median Sales Price

The median sales price in Lake Martin for the year of 2020 was \$324,588, an 31.7% increase from the year of 2019's median sales price of \$246,372.

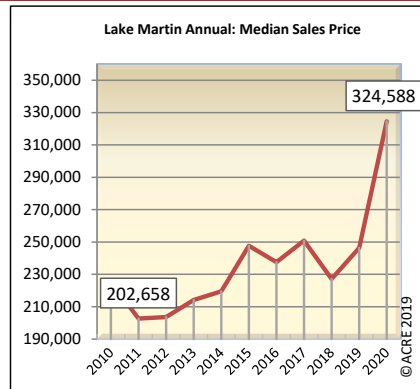
Last Year

vs. Previous Year
vs. 5-Yr Avg

2020	324,588	
2019	246,372	31.7%
15-'19	241,940	34.2%

Median Peak
Trough

2020	324,588	0.0%
2011	202,658	60.2%



**Graph: 2010-2020
(Per Annum)**

ACRE Commentary

"Compared to historical data to the right, the annual median price is 34.1% below the 3-year annual average and 34.2% below the 5-year annual average."

Historical Median Selling Price

2019	246,372
2018	227,163
2017	250,867
2016	237,611
2015	247,688
5- Year Avg:	241,940
3- Year Avg:	241,467



Market Indicators

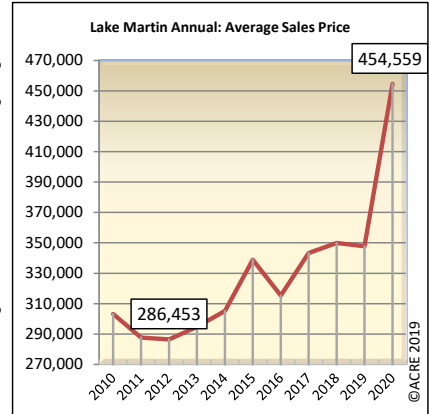
Annual Trends

Average Sales Prices

The average sales price in Lake Martin for the year of 2019 was \$454,559, a 30.7% increase from the year of 2019's average sales price of \$347,731.

Last Year	2020	454,559	
vs. Previous Year	2019	347,731	30.7%
vs. 5-Yr Avg	15-'19	339,027	34.1%

Average Peak	2020	454,559	0.0%
Trough	2012	286,453	58.7%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 32.0% above the 3-year annual average and 34.1% above the 5-year annual average."

Historical Average Selling Price

2019	347,731
2018	349,975
2017	343,344
2016	315,258
2015	338,827

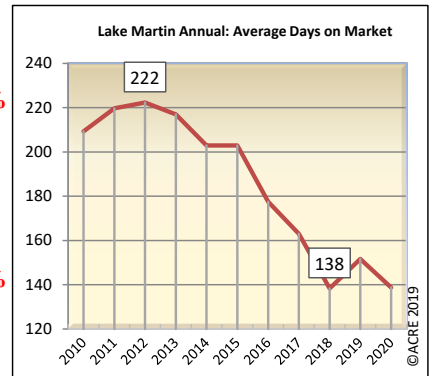
5-Year Avg:	339,027
3-Year Avg:	347,016

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 139, representing a 8.5% increase in days on market from the year of 2019.

Last Year	2020	139	
vs. Previous Year	2019	152	-8.5%
vs. 5-Yr Avg	15-'19	167	-16.8%

DOM Peak	2012	222	-37.5%
Trough	2018	138	0.5%



Graph: 2010-2020
(Per Annum)

ACRE Commentary

"The 5-year DOM average ("15-19) for the year is 167 days, 28 days higher than current results. Compared to historical data to the right, the annual DOM is 16.8% below the 5-year annual average, and 7.9% below the 3-year annual average."

Historical Average DOM

2019	152
2018	138
2017	163
2016	177
2015	203

5-Year Avg:	167
3-Year Avg:	151



Market Indicators

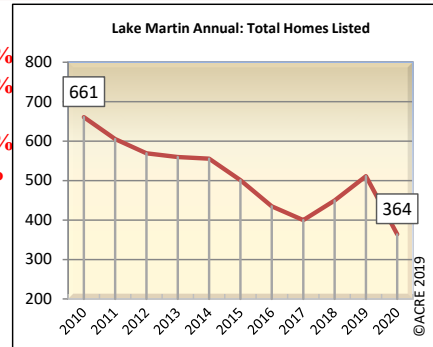
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Homes Listed for Sale

Lake Martin's average number of residential units available for sale in the year of 2019 increased by **147 units**, when compared to the year of 2019.

<u>Last Year</u>	2020	364	
vs. Previous Year	2019	511	-28.8%
vs. 5-Yr Avg	15-'19	459	-20.8%
Inventory Peak	2010	661	-44.9%
Trough	2020	364	0.0%



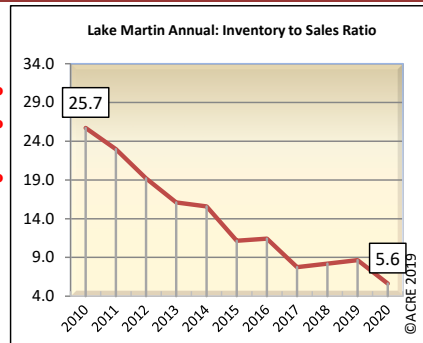
Graph: 2010-2020
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('15-19) is 459 units, 105 units above current results. Compared to historical data to the right, the number of homes listed for sale are 20.8% below the 5-year annual average, and 19.4% above the 3-year annual average."	2019	511
	2018	450
	2017	400
	2016	435
	2015	501
	5-Year Avg:	459
	3-Year Avg:	453

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).

<u>Last Year</u>	2020	5.6	
vs. Previous Year	2019	8.6	-35.0%
vs. 5-Yr Avg	15-'19	9.4	-40.4%
I/S Ratio Peak	2010	25.7	-78.1%
Trough	2020	5.6	0.5%



Graph: 2010-2020
(Per Annum)

<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the annual supply is 31.7% below the 3-year annual average and 40.4% below the 5-year annual average."	2019	8.6
	2018	8.2
	2017	7.7
	2016	11.4
	2015	11.2
	5-Year Avg:	9.4
	3- Year Avg:	8.2

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