

Lake Martin Residential Q4 Report - 2018

Quarterly Indicators

Recent Figures

Trends

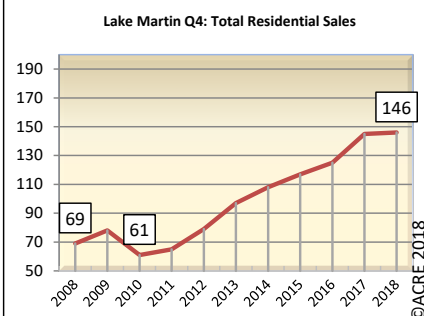
Total Residential Sales

Lake Martin residential sales for the fourth quarter of 2018 totaled 146 units, representing an increase of 1 transaction when compared to 145 units that were sold in the fourth quarter of 2017.

Current Quarter

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

Q4 2018	146	
Q4 2017	145	0.7%
Q4 13-'17	118	23.3%
Q4 2018	146	0.0%
Q4 2010	61	139.3%



Graph: Q4 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data, fourth quarter sales are 13.2 percent above the 3-year quarterly average and 23.3 percent above the 5-year quarterly average."

Historical Home Sales

Q4 2017	145
Q4 2016	125
Q4 2015	117
Q4 2014	108
Q4 2013	97
5- Year Avg:	118
3- Year Avg:	129

Median Sales Price

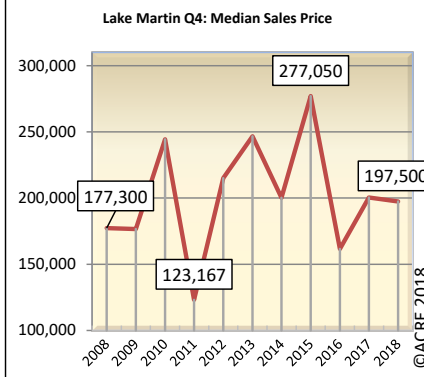
The median sales price in Lake Martin for the fourth quarter of 2018 was \$197,500, a 1.5 percent decrease from the fourth quarter of 2017's median selling price of \$200,500.

Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q4 2018	197,500	
Q4 2017	200,500	-1.5%
Q4 13-'17	217,243	-9.1%

Median Peak	Q4 2015	277,050	-28.7%
Trough	Q4 2011	123,167	60.4%



Graph: Q4 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the fourth quarter median price is 7.3 percent below the 3-year quarterly average and 9.1 percent below the 5-year quarterly average."

Historical Median Selling Price

Q4 2017	200,500
Q4 2016	161,667
Q4 2015	277,050
Q4 2014	200,333
Q4 2013	246,667
5- Year Avg:	217,243
3- Year Avg:	213,072



Quarterly Indicators

Recent Figures

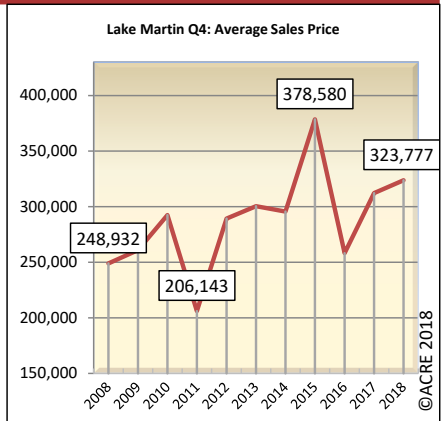
Trends

Average Sales Prices

The average selling price in Lake Martin for the fourth quarter of 2018 was \$323,777, a 3.7 percent increase from the fourth quarter of 2017's average selling price of \$312,226.

<u>Current Quarter</u>	Q4	2018	323,777	
vs. Last Year	Q4	2017	312,226	3.7%
vs. 5-Yr Avg	Q4	13-'17	309,036	4.8%

Average Peak	Q4	2015	378,580	-14.5%
Trough	Q4	2011	206,143	57.1%



Graph: Q4 2008-2018
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the fourth quarter average price is 2.4 percent above the 3-year quarterly average and 4.8 percent above the 5-year quarterly average."

Historical Average Selling Price

Q4	2017	312,226
Q4	2016	258,213
Q4	2015	378,580
Q4	2014	295,619
Q4	2013	300,544

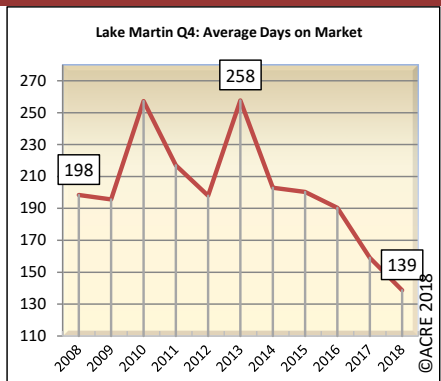
5-Year Avg:	309,036
3-Year Avg:	316,339

Days on Market (DOM)

The average number of days on the market in the fourth quarter of 2018 was 139, representing a decrease of 12.8 percent from 159 days on market in the fourth quarter of 2017.

<u>Current Quarter</u>	Q4	2018	139	
vs. Last Year	Q4	2017	159	-12.8%
vs. 5-Yr Avg	Q4	13-'17	202	-31.4%

DOM Peak	Q4	2013	258	-46.3%
Trough	Q4	2018	139	-0.2%



Graph: Q4 2008-2018
(By quarter)

ACRE Commentary

"The 5-year DOM average ('13-'17) for the fourth quarter is 202 days, 63 days higher than current results. Compared to historical data to the right, the fourth quarter DOM average is 31.4 percent below the 5-year quarterly average, and 24.0 percent below the 3-year quarterly average."

Historical Average DOM

Q4	2017	159
Q4	2016	190
Q4	2015	200
Q4	2014	203
Q4	2013	258

5-Year Avg:	202
3-Year Avg:	183



Quarterly Indicators

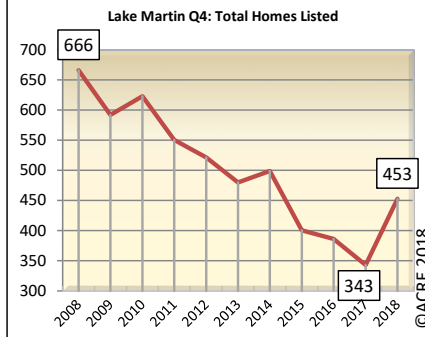
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Total Homes Listed for Sale

Lake Martin residential units available for sale in the fourth quarter of 2018 increased by **110 units** when compared to the same period last year.

Current Quarter	Q4	2018	453		
vs. Last Year	Q4	2017	343	32.0%	
vs. 5-Yr Avg	Q4	13-'17	422	7.4%	
Inventory Peak	Q4	2008	666	-32.0%	
Trough	Q4	2017	343	32.0%	



Graph: Q4 2008-2018

(By quarter)

ACRE Commentary

"The 5-year inventory average ('13-'17) for the fourth quarter is 422 units, 31 units lower than current results. Compared to historical data to the right, the number of homes listed for sale are 7.4 percent above the 5-year quarterly average and 20.5 percent above the 3-year average."

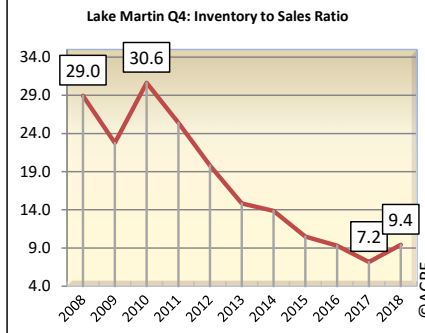
Historical Total Homes Listed

Q4	2017	343
Q4	2016	386
Q4	2015	400
Q4	2014	499
Q4	2013	480
5-Year Avg:		422
3-Year Avg:		376

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).

Current Quarter	Q4	2018	9.4		
vs. Last Year	Q4	2017	7.2	31.6%	
vs. 5-Yr Avg	Q4	13-'17	11.1	-15.3%	
I/S Ratio Peak	Q4	2010	30.6	-69.2%	
Trough	Q4	2017	7.2	30.9%	



Graph: Q4 2008-2018

(By quarter)

ACRE Commentary

"Compared to historical data to the right, the fourth quarter months of supply is 4.4 percent above the 3-year quarterly average and 15.3 percent below the 5-year quarterly average."

Historical I/S Ratio

Q4	2017	7.2
Q4	2016	9.3
Q4	2015	10.5
Q4	2014	13.9
Q4	2013	14.8
5-Year Avg:		11.1
3-Year Avg:		9.0

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