

Lake Martin Residential Q2 Report - 2021

Quarterly Indicators

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Total Residential Sales

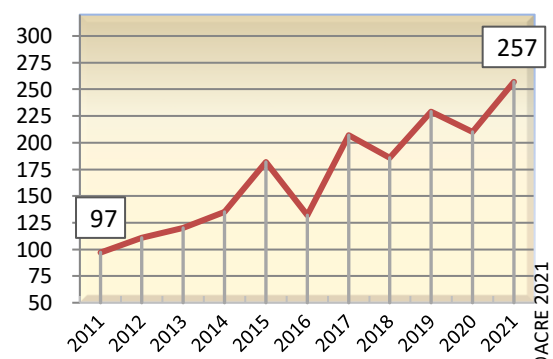
Lake Martin residential sales for the second quarter of 2021 totaled 257 units, representing an increase of 22.4% when compared to 210 units that were sold in the second quarter of 2020.

Current Quarter

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

Q2	2021	257	
Q2	2020	210	22.4%
Q2	16-'20	193	33.3%
Q2	2021	97	164.9%
Q2	2011	257	0.0%

Lake Martin Q2: Total Residential Sales



ACRE Commentary

"Compared to historical data, second quarter sales are 23.6% above the 3-year quarterly average and 33.3% above the 5-year quarterly average."

Historical Home Sales

Q2	2020	210
Q2	2019	229
Q2	2018	186
Q2	2017	207
Q2	2016	132
5- Year Avg:		193
3- Year Avg:		208

Graph: Q2 2011-2021
(By quarter)

Median Sales Price

The median sales price in Lake Martin for the second quarter of 2021 was \$336,333, a 0.3% increase from the second quarter of 2020's median selling price of \$335,417.

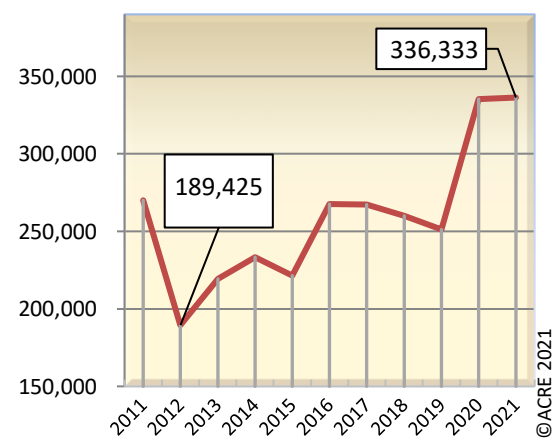
Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q2	2021	336,333	
Q2	2020	335,417	0.3%
Q2	16-'20	276,335	21.7%

Median Peak	Q2	2021	336,333	0.0%
Trough	Q2	2012	189,425	77.6%

Lake Martin Q2: Median Sales Price



ACRE Commentary

"Compared to historical data to the right, the second quarter median price is 19.2% above the 3-year quarterly average and 21.7% above the 5-year quarterly average."

Historical Median Selling Price

Q2	2020	335,417
Q2	2019	251,125
Q2	2018	260,167
Q2	2017	267,300
Q2	2016	267,667
5- Year Avg:		276,335
3- Year Avg:		282,236

Graph: Q2 2011-2021
(By quarter)



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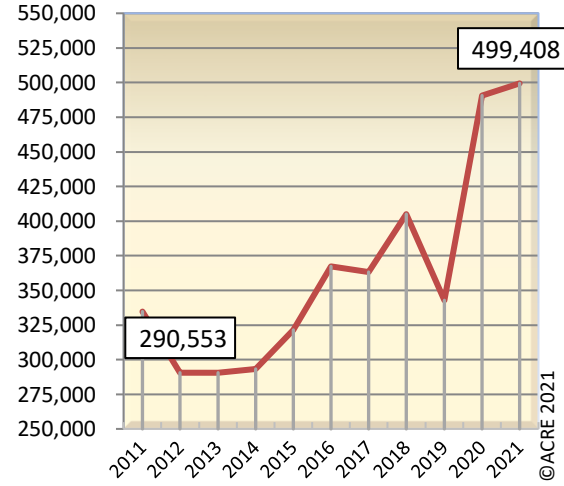
Average Sales Prices

The average selling price in Lake Martin for the second quarter of 2021 was \$499,408, a 1.8% increase from the second quarter of 2020's average selling price of \$490,696.

Current Quarter	Q2 2021	499,408	
vs. Last Year	Q2 2020	490,696	1.8%
vs. 5-Yr Avg	Q2 16-'20	393,782	26.8%

Average Peak	Q2 2021	499,408	0.0%
Trough	Q2 2012	290,553	71.9%

Lake Martin Q2: Average Sales Price



ACRE Commentary

"Compared to historical data to the right, the second quarter average price is 21.0% above the 3-year quarterly average and 26.8% above the 5-year quarterly average."

Historical Average Selling Price

Q2 2020	490,696
Q2 2019	342,906
Q2 2018	404,869
Q2 2017	363,065
Q2 2016	367,373

5-Year Avg:	393,782
3-Year Avg:	412,823

Graph: Q2 2011-2021
(By quarter)

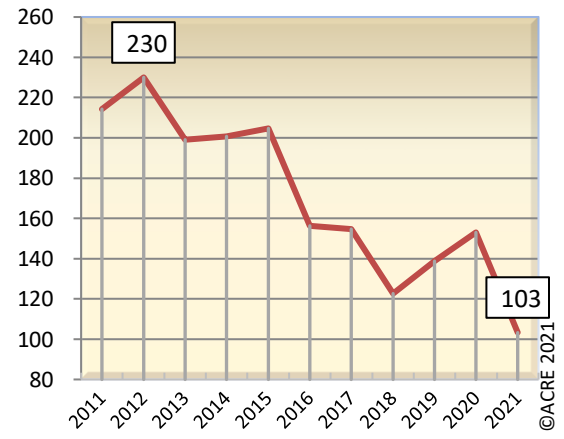
Days on Market (DOM)

The average number of days on the market in the second quarter of 2021 was 103, representing an decrease of 32.5% from 153 days on market in the second quarter of 2020.

Current Quarter	Q2 2021	103	
vs. Last Year	Q2 2020	153	-32.5%
vs. 5-Yr Avg	Q2 16-'20	145	-28.8%

DOM Peak	Q2 2012	230	-55.1%
Trough	Q2 2021	103	0.3%

Lake Martin Q2: Average Days on Market



ACRE Commentary

"The 5-year DOM average ('16-'20) for the second quarter is 145 days, 42 days higher than current results. Compared to historical data to the right, the second quarter DOM average is 28.8% below the 5-year quarterly average, and 25.4% below the 3-year quarterly average."

Historical Average DOM

Q2 2020	153
Q2 2019	139
Q2 2018	123
Q2 2017	155
Q2 2016	156

5-Year Avg:	145
3-Year Avg:	138

Graph: Q2 2011-2021
(By quarter)

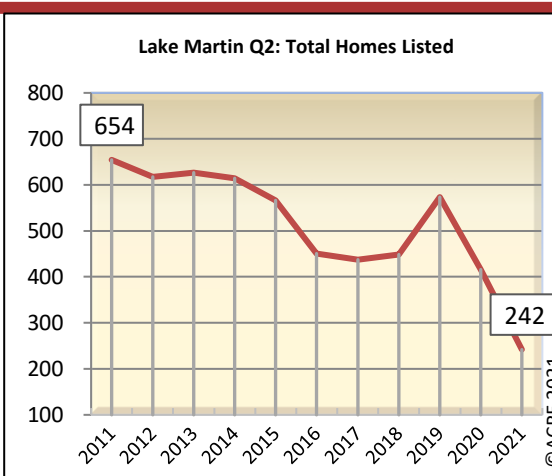


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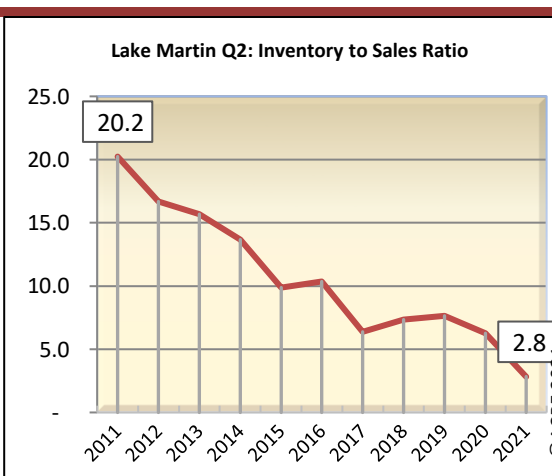
<u>Total Homes Listed for Sale</u>	<u>Current Quarter</u>	Q2	2021	242	
Lake Martin residential units available for sale in the second quarter of 2021 decreased by 41.8% when compared to the same period last year.	vs. Last Year	Q2	2020	416	-41.8%
	vs. 5-Yr Avg	Q2	16-'20	465	-48.0%
	Inventory Peak	Q2	2011	654	-63.0%
	Trough	Q2	2021	242	0.0%



<u>ACRE Commentary</u>	<u>Historical Total Homes Listed</u>	
"The 5-year inventory average ('16-'20) for the second quarter is 465 units, 174 units more than current results. Compared to historical data to the right, the number of homes listed for sale are 48.0% below the 5-year quarterly average and 49.5% below the 3-year average."	Q2 2020	416
	Q2 2019	573
	Q2 2018	448
	Q2 2017	437
	Q2 2016	451
	5-Year Avg:	416
	3-Year Avg:	479

Graph: Q2 2011-2021
(By quarter)

<u>Inventory-to-Sales Ratio</u>	<u>Current Quarter</u>	Q2	2021	2.8	
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	Q2	2020	6.3	-55.0%
	vs. 5-Yr Avg	Q2	16-'20	7.6	-62.8%
	I/S Ratio Peak	Q2	2011	20.2	-86.0%
	Trough	Q2	2021	2.8	0.9%



<u>ACRE Commentary</u>	<u>Historical I/S Ratio</u>	
"Compared to historical data to the right, the second quarter months of supply is 60.6% below the 3-year quarterly average and 62.8% below the 5-year quarterly average."	Q2 2020	6.3
	Q2 2019	7.7
	Q2 2018	7.3
	Q2 2017	6.4
	Q2 2016	10.4
	5-Year Avg:	7.6
	3- Year Avg:	7.1

Graph: Q2 2011-2021
(By quarter)

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