

**Lake Martin Residential Q1 Report - 2019**

**Quarterly Indicators**

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**Total Residential Sales**

Lake Martin residential sales for the first quarter of 2019 totaled 138 units, representing an increase of 4 transactions when compared to 134 units that were sold in the first quarter of 2018.

**Current Quarter**

vs. Last Year

vs. 5-Yr Avg

vs. Peak

vs. Trough

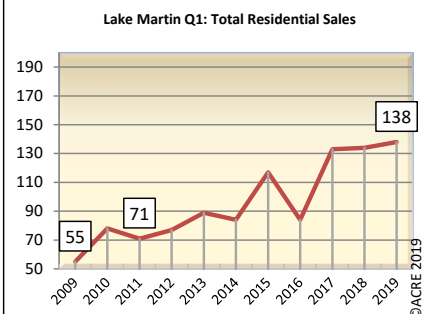
Q1 2019 **138**

Q1 2018 **134**

Q1 14-'18 **110** **25.0%**

Q1 2019 **138**

Q1 2009 **55** **150.9%**



**Graph: Q1 2009-2019  
(By quarter)**

**ACRE Commentary**

"Compared to historical data, first quarter sales are 17.9 percent above the 3-year quarterly average and 25.0 percent above the 5-year quarterly average."

**Historical Home Sales**

Q1 2018 **134**

Q1 2017 **133**

Q1 2016 **84**

Q1 2015 **117**

Q1 2014 **84**

**5- Year Avg: 110**

**3- Year Avg: 117**

**Median Sales Price**

The median sales price in Lake Martin for the first quarter of 2019 was \$194,917, a 5.5 percent decrease from the first quarter of 2018's median selling price of \$206,333.

**Current Quarter**

vs. Last Year

vs. 5-Yr Avg

Median Peak

Trough

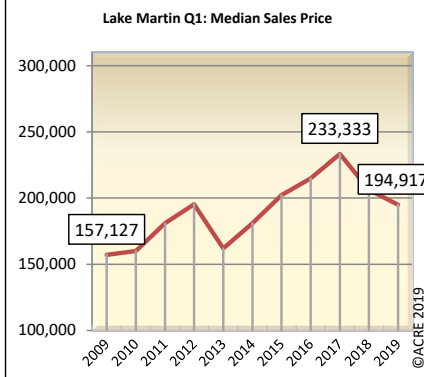
Q1 2019 **194,917**

Q1 2018 **206,333** **-5.5%**

Q1 14-'18 **207,546** **-6.1%**

Q1 2017 **233,333** **-16.5%**

Q1 2009 **157,127** **24.1%**



**Graph: Q1 2009-2019  
(By quarter)**

**ACRE Commentary**

"Compared to historical data to the right, the first quarter median price is 10.6 percent below the 3-year quarterly average and 6.1 percent below the 5-year quarterly average."

**Historical Median Selling Price**

Q1 2018 **206,333**

Q1 2017 **233,333**

Q1 2016 **214,865**

Q1 2015 **202,200**

Q1 2014 **181,000**

**5- Year Avg: 207,546**

**3- Year Avg: 218,177**



### Quarterly Indicators

### Recent Figures

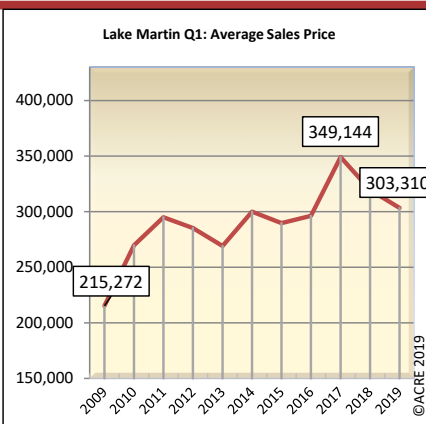
### Trends

#### Average Sales Prices

The average selling price in Lake Martin for the first quarter of 2019 was \$303,310, a 5.1 percent decrease from the first quarter of 2018's average selling price of \$319,614.

Current Quarter	Q1 2019	303,310	
vs. Last Year	Q1 2018	319,614	-5.1%
vs. 5-Yr Avg	Q1 14-'18	310,967	-2.5%

Average Peak	Q1 2017	349,144	-13.1%
Trough	Q1 2009	215,272	40.9%



Graph: Q1 2009-2019  
(By quarter)

#### ACRE Commentary

"Compared to historical data to the right, the first quarter average price is 5.7 percent below the 3-year quarterly average and 2.5 percent below the 5-year quarterly average."

#### Historical Average Selling Price

Q1 2018	319,614
Q1 2017	349,144
Q1 2016	296,220
Q1 2015	289,747
Q1 2014	300,111

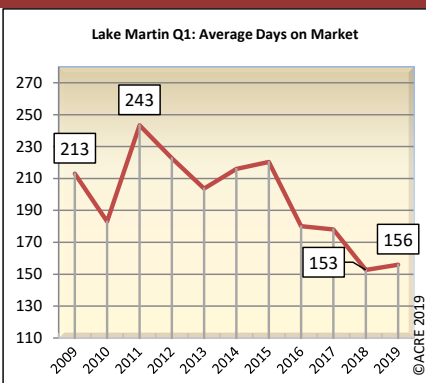
5-Year Avg:	310,967
3-Year Avg:	321,659

#### Days on Market (DOM)

The average number of days on the market in the first quarter of 2019 was 156, representing an increase of 2.2 percent from 153 days on market in the first quarter of 2018.

Current Quarter	Q1 2019	156	
vs. Last Year	Q1 2018	153	2.2%
vs. 5-Yr Avg	Q1 14-'18	189	-17.6%

DOM Peak	Q1 2011	243	-35.8%
Trough	Q1 2018	153	2.0%



Graph: Q1 2009-2019  
(By quarter)

#### ACRE Commentary

"The 5-year DOM average ('14-'18) for the first quarter is 189 days, 33 days higher than current results. Compared to historical data to the right, the first quarter DOM average is 17.6 percent below the 5-year quarterly average, and 8.2 percent below the 3-year quarterly average."

#### Historical Average DOM

Q1 2018	153
Q1 2017	178
Q1 2016	180
Q1 2015	220
Q1 2014	216

5-Year Avg:	189
3-Year Avg:	170

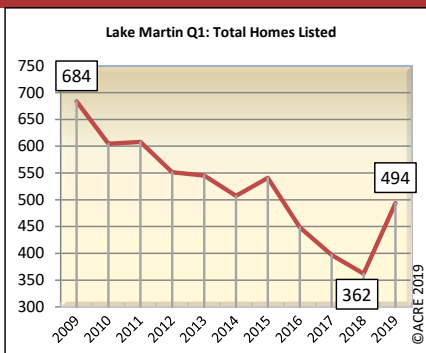


### Quarterly Indicators

### Recent Figures

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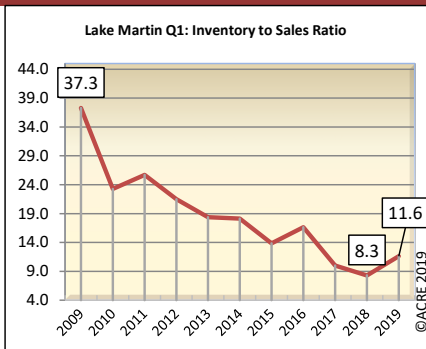
<b>Total Homes Listed for Sale</b>	<b>Current Quarter</b>	Q1	2019	<b>494</b>	
Lake Martin residential units available for sale in the first quarter of 2019 increased by <b>132 units</b> when compared to the same period last year.	vs. Last Year	Q1	2018	<b>362</b>	<b>36.4%</b>
	vs. 5-Yr Avg	Q1	14-'18	<b>451</b>	<b>9.4%</b>
	<b>Inventory Peak</b>	Q1	2009	<b>684</b>	<b>-27.8%</b>
	<b>Trough</b>	Q1	2018	<b>362</b>	<b>36.4%</b>



<b>ACRE Commentary</b>	<b>Historical Total Homes Listed</b>
"The 5-year inventory average ('14-'18) for the first quarter is 451 units, 43 units lower than current results. Compared to historical data to the right, the number of homes listed for sale are 9.4 percent above the 5-year quarterly average and 22.9 percent above the 3-year average."	Q1 2018 <b>362</b>
	Q1 2017 <b>397</b>
	Q1 2016 <b>448</b>
	Q1 2015 <b>541</b>
	Q1 2014 <b>507</b>
	<b>5-Year Avg: 451</b>
	<b>3-Year Avg: 402</b>

**Graph: Q1 2009-2019**  
**(By quarter)**

<b>Inventory-to-Sales Ratio</b>	<b>Current Quarter</b>	Q1	2019	<b>11.6</b>	
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	2018	<b>8.3</b>	<b>40.1%</b>
	vs. 5-Yr Avg	Q1	14-'18	<b>13.4</b>	<b>-13.3%</b>
	<b>I/S Ratio Peak</b>	Q1	2009	<b>37.3</b>	<b>-68.9%</b>
	<b>Trough</b>	Q1	2018	<b>8.3</b>	<b>39.8%</b>



<b>ACRE Commentary</b>	<b>Historical I/S Ratio</b>
"Compared to historical data to the right, the first quarter months of supply is constant with the 3-year quarterly average and 13.3 percent below the 5-year quarterly average."	Q1 2018 <b>8.3</b>
	Q1 2017 <b>10.0</b>
	Q1 2016 <b>16.6</b>
	Q1 2015 <b>13.9</b>
	Q1 2014 <b>18.1</b>
	<b>5-Year Avg: 13.4</b>
	<b>3- Year Avg: 11.6</b>

**Graph: Q1 2009-2019**  
**(By quarter)**

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