

Lake Martin Residential Q1 Report - 2021

Quarterly Indicators

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Total Residential Sales

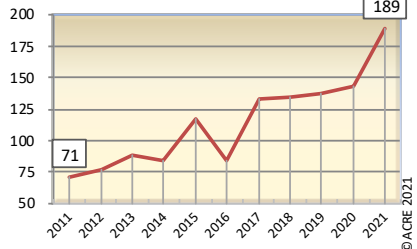
Lake Martin residential sales for the first quarter of 2021 totaled 189 units, representing an increase of 32.2% when compared to 143 units that were sold in the first quarter of 2020.

Current Quarter

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

Q1	2021	189	
Q1	2020	143	32.2%
Q1	16-'20	126	49.5%
Q1	2021	189	0.0%
Q1	2011	71	166.2%

Lake Martin Q1: Total Residential Sales



Graph: Q1 2011-2021
(By quarter)

ACRE Commentary

"Compared to historical data, first quarter sales are 37% above the 3-year quarterly average and 49.5% above the 5-year quarterly average."

Historical Home Sales

Q1	2020	143
Q1	2019	138
Q1	2018	134
Q1	2017	133
Q1	2016	84

5- Year Avg:	126
3- Year Avg:	138

Median Sales Price

The median sales price in Lake Martin for the first quarter of 2021 was \$283,833, a 13.5% increase from the first quarter of 2020's median selling price of \$250,167.

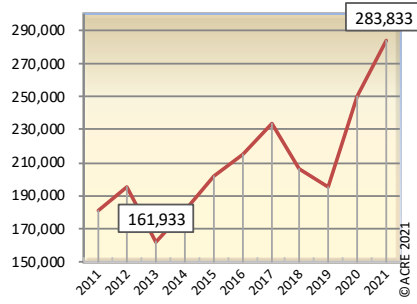
Current Quarter

vs. Last Year
vs. 5-Yr Avg

Q1	2021	283,833	
Q1	2020	250,167	13.5%
Q1	16-'20	219,923	29.1%

Median Peak	Q1	2021	283,833	0.0%
Trough	Q1	2013	161,933	75.3%

Lake Martin Q1: Median Sales Price



Graph: Q1 2011-2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter median price is 30.7% below the 3-year quarterly average and 29.1% below the 5-year quarterly average."

Historical Median Selling Price

Q1	2020	250,167
Q1	2019	194,917
Q1	2018	206,333
Q1	2017	233,333
Q1	2016	214,865

5- Year Avg:	219,923
3- Year Avg:	217,139



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Average Sales Prices

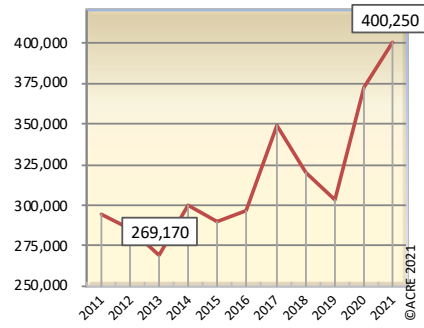
The average selling price in Lake Martin for the first quarter of 2021 was \$400,250, a 7.4% increase from the first quarter of 2020's average selling price of \$372,574.

Current Quarter

Q1 2021 **400,250**
vs. Last Year Q1 2020 **372,574** **7.4%**
vs. 5-Yr Avg Q1 16-'20 **328,172** **22.0%**

Average Peak Q1 2021 **400,250** **0.0%**
Trough Q1 2013 **269,170** **48.7%**

Lake Martin Q1: Average Sales Price



Graph: Q1 2011-2021
(By quarter)

ACRE Commentary

"Compared to historical data to the right, the first quarter average price is 20.6% above the 3-year quarterly average and 22% above the 5-year quarterly average."

Historical Average Selling Price

Q1 2020 **372,574**
Q1 2019 **303,310**
Q1 2018 **319,614**
Q1 2017 **349,144**
Q1 2016 **296,220**

5-Year Avg: **328,172**
3-Year Avg: **331,833**

Days on Market (DOM)

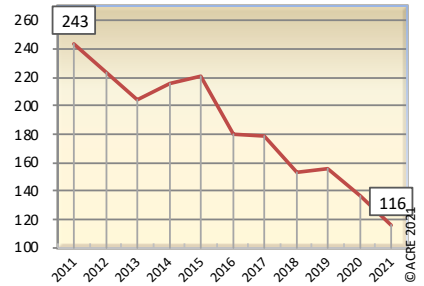
The average number of days on the market in the first quarter of 2021 was 116, representing an decrease of 15.1% from 137 days on market in the first quarter of 2020.

Current Quarter

Q1 2021 **116**
vs. Last Year Q1 2020 **137** **-15.1%**
vs. 5-Yr Avg Q1 16-'20 **161** **-27.8%**

DOM Peak Q1 2011 **243** **-52.3%**
Trough Q1 2021 **116** **0.0%**

Lake Martin Q1: Average Days on Market



Graph: Q1 2011-2021
(By quarter)

ACRE Commentary

"The 5-year DOM average ('16-'20) for the first quarter is 161 days, 45 days higher than current results. Compared to historical data to the right, the first quarter DOM average is 27.8% below the 5-year quarterly average, and 28% below the 3-year quarterly average."

Historical Average DOM

Q1 2020 **137**
Q1 2019 **156**
Q1 2018 **153**
Q1 2017 **178**
Q1 2016 **180**

5-Year Avg: **161**
3-Year Avg: **148**

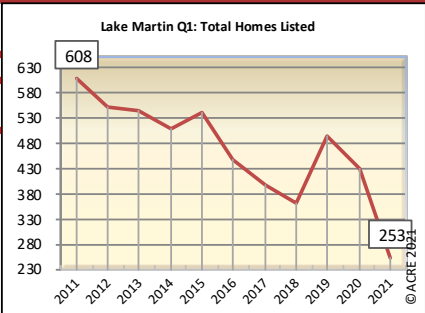


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Total Homes Listed for Sale	Current Quarter	Q1	2021	253	
Lake Martin residential units available for sale in the first quarter of 2021 decreased by 41% when compared to the same period last year.	vs. Last Year	Q1	2020	429	-41.0%
	vs. 5-Yr Avg	Q1	16-'20	426	-40.5%
	Inventory Peak	Q1	2011	608	-58.3%
	Trough	Q1	2021	253	0.1%

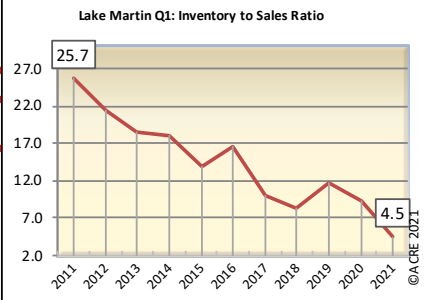


ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('16-'20) for the first quarter is 426 units, 173 units more than current results. Compared to historical data to the right, the number of homes listed for sale are 40.5% below the 5-year quarterly average and 40.9% below the 3-year average."	Q1 2020 429
	Q1 2019 494
	Q1 2018 362
	Q1 2017 397
	Q1 2016 448
	5-Year Avg: 429
	3-Year Avg: 428

Graph: Q1 2011-2021
(By quarter)

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	Q1	2021	4.5	
	vs. Last Year	Q1	2020	9.4	-51.7%
	vs. 5-Yr Avg	Q1	16-'20	11.2	-59.6%
	I/S Ratio Peak	Q1	2011	25.7	-82.4%
	Trough	Q1	2021	4.5	0.4%



ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the first quarter months of supply is 53.6% below the 3-year quarterly average and 59.6% below the 5-year quarterly average."	Q1 2020 9.4
	Q1 2019 11.6
	Q1 2018 8.3
	Q1 2017 10.0
	Q1 2016 16.6
	5-Year Avg: 11.2
	3- Year Avg: 9.7

Graph: Q1 2011-2021
(By quarter)

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