



## Lake Martin Residential Real Estate: Annual Trends Report

### Market Indicators

### Annual Trends

### Infographs

#### Total Residential Sales

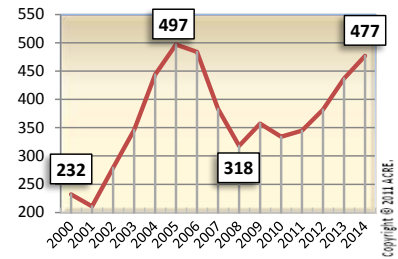
Lake Martin residential sales for the year of 2014 totaled 477 units, representing an increase of 40 transactions when compared to 437 units that were sold in the year of 2013.

#### Last Year

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

2014	477	
2013	437	9.2%
09-'13	371	28.6%
2005	497	-4.0%
2001	211	126.1%

Lake Martin Annual: Total Residential Sales



Graph: 2000-2014  
(Per Annum)

#### ACRE Commentary

"Compared to historical data, annual sales are 22.9% above the 3-year annual average and 28.6% above the 5-year annual average."

#### Historical Home Sales

2013	437
2012	382
2011	345
2010	334
2009	357
<b>5- Year Avg:</b>	<b>371</b>
<b>3- Year Avg:</b>	<b>388</b>

#### Median Sales Price

The median sales price in Lake Martin for the year of 2014 was \$219,456 a 2.5 percent increase from the year of 2013's median selling price of \$214,175.

#### Last Year

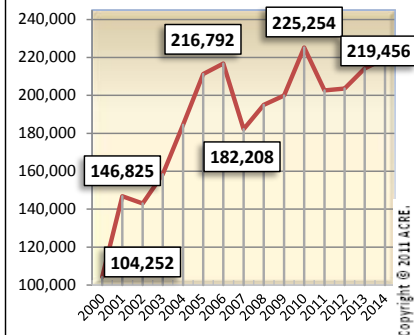
vs. Previous Year  
vs. 5-Yr Avg

2014	219,456	
2013	214,175	2.5%
09-'13	209,128	4.9%

Median Peak  
Trough

2010	225,254	-2.6%
2001	104,252	110.5%

Lake Martin Annual: Median Sales Price



Graph: 2000-2014  
(Per Annum)

#### ACRE Commentary

"Compared to historical data to the right, the annual median price is 6.1% above the 3-year annual average and 4.9% above the 5-year annual average."

#### Historical Median Selling Price

2013	214,175
2012	203,606
2011	202,658
2010	225,254
2009	199,948
<b>5- Year Avg:</b>	<b>209,128</b>
<b>3- Year Avg:</b>	<b>206,813</b>





**Market Indicators**

**Annual Trends**

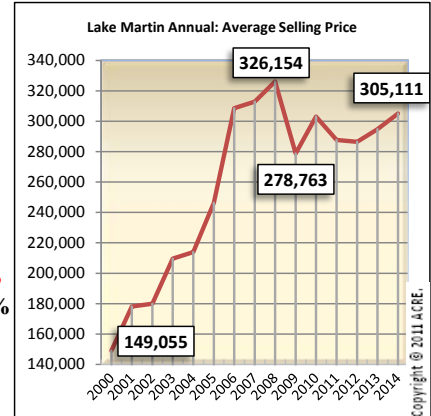
**Infographs**

**Average Sales Prices**

The average selling price in Lake Martin for the year of 2014 was \$305,111 a 3.5 percent increase from the year of 2013's average selling price of \$294,694.

<b>Last Year</b>	2014	<b>305,111</b>	
vs. Previous Year	2013	<b>294,694</b>	<b>3.5%</b>
vs. 5-Yr Avg	09-'13	<b>290,140</b>	<b>5.2%</b>

<b>Average Peak</b>	2008	<b>326,154</b>	<b>-6.5%</b>
<b>Trough</b>	2000	<b>149,055</b>	<b>104.7%</b>



Graph: 2000-2014  
(Per Annum)

**ACRE Commentary**

"Compared to historical data to the right, the annual average price is 5.4% above the 3-year annual average and 5.2% above the 5-year annual average."

**Historical Average Selling Price**

2013	<b>294,694</b>
2012	<b>286,453</b>
2011	<b>287,673</b>
2010	<b>303,119</b>
2009	<b>278,763</b>

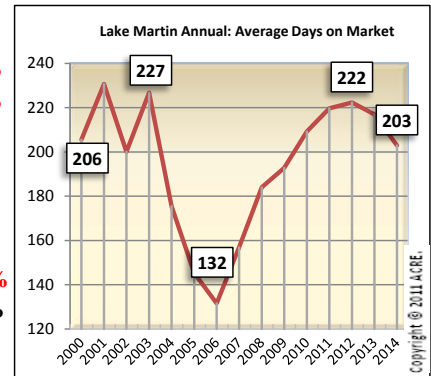
<b>5-Year Avg:</b>	<b>290,140</b>
<b>3-Year Avg:</b>	<b>289,606</b>

**Days on Market (DOM)**

The average number of days on the market in the year of 2014 was 203, representing a decrease of 6.5 percent from 217 days on market in the year of 2013.

<b>Last Year</b>	2014	<b>203</b>	
vs. Previous Year	2013	<b>217</b>	<b>-6.5%</b>
vs. 5-Yr Avg	09-'13	<b>212</b>	<b>-4.4%</b>

<b>DOM Peak</b>	2001	<b>231</b>	<b>-12.2%</b>
<b>Trough</b>	2006	<b>132</b>	<b>53.7%</b>



Graph: 2000-2014  
(Per Annum)

**ACRE Commentary**

"The 5-year DOM average ('09-'13) for the year is 212 days, 9 days higher than current results. Compared to historical data to the right, the annual DOM is 4.4% below the 5-year annual average, and 7.7% below the 3-year annual average."

**Historical Average DOM**

2013	<b>217</b>
2012	<b>222</b>
2011	<b>220</b>
2010	<b>209</b>
2009	<b>193</b>

<b>5-Year Avg:</b>	<b>212</b>
<b>3-Year Avg:</b>	<b>220</b>





**Market Indicators**

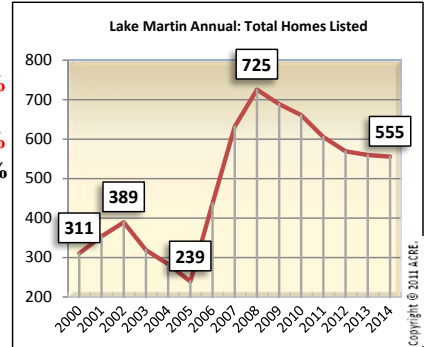
**Annual Trends**

**Infographs**

**Homes Listed for Sale**

Lake Martin's average number of residential units available for sale in the year of 2014 decreased by **5 units**, when compared to the year of 2013.

<b>Last Year</b>	2014	<b>555</b>	
vs. Previous Year	2013	<b>560</b>	<b>-0.8%</b>
vs. 5-Yr Avg	09-'13	<b>617</b>	<b>-10.0%</b>
<b>Inventory Peak</b>	2008	<b>725</b>	<b>-23.4%</b>
<b>Trough</b>	2005	<b>239</b>	<b>132.4%</b>



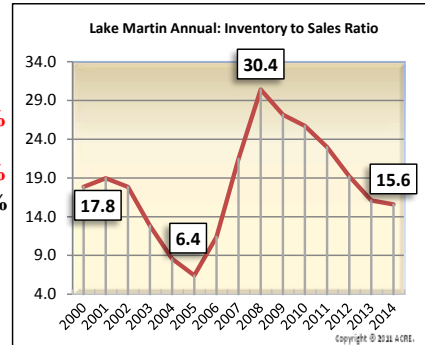
<b>ACRE Commentary</b>	<b>Historical Total Homes Listed</b>
"The 5-year inventory average ('09-'13) is 617 units, 62 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 10.0% below the 5-year annual average, and 4.0% below the 3-year annual average."	2013 <b>560</b>
	2012 <b>569</b>
	2011 <b>606</b>
	2010 <b>661</b>
	2009 <b>689</b>
	<b>5-Year Avg: 617</b>
	<b>3-Year Avg: 578</b>

Graph: 2000-2014  
(Per Annum)

**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).

<b>Last Year</b>	2014	<b>15.6</b>	
vs. Previous Year	2013	<b>16.1</b>	<b>-3.2%</b>
vs. 5-Yr Avg	09-'13	<b>22.2</b>	<b>-29.9%</b>
<b>I/S Ratio Peak</b>	2008	<b>30.4</b>	<b>-48.8%</b>
<b>Trough</b>	2005	<b>6.4</b>	<b>143.4%</b>



<b>ACRE Commentary</b>	<b>Historical I/S Ratio</b>
"Compared to historical data to the right, the annual supply is 19.6% below the 3-year annual average and 29.9% below the 5-year annual average."	2013 <b>16.1</b>
	2012 <b>19.2</b>
	2011 <b>23.0</b>
	2010 <b>25.7</b>
	2009 <b>27.2</b>
	<b>5-Year Avg: 22.2</b>
	<b>3- Year Avg: 19.4</b>

Graph: 2000-2014  
(Per Annum)

NOTE: This representation is based in whole or in part on data supplied by the reporting boards/associations of REALTORS® or their Multiple Listing Service. The Alabama Center for Real Estate does not guarantee and is in no way responsible for its accuracy. Any Market data maintained by the Center does not necessarily include information on listings not published at the request of the seller, listings of brokers who are not members of a local board/association or MLS, unlisted properties, rental properties, etc. The statistics included in this report reflect the residential sales of houses, condominiums, and town homes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - [www.acre.cba.ua.edu](http://www.acre.cba.ua.edu).

