### Total Residential Sales

Lake Martin residential* sales for August '14 totaled 54 units, representing no change when compared to 54 units that were sold in August '13.

<table>
<thead>
<tr>
<th>vs.</th>
<th>Current Month</th>
<th>August 2014</th>
<th>54</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior Month</td>
<td>July 2014</td>
<td>43</td>
<td></td>
</tr>
<tr>
<td>Last Year</td>
<td>August 2013</td>
<td>54</td>
<td>0.0%</td>
</tr>
<tr>
<td>5-Yr Avg</td>
<td>August 09-'13</td>
<td>45</td>
<td>20.0%</td>
</tr>
<tr>
<td>Peak</td>
<td>August 2014</td>
<td>54</td>
<td>0.0%</td>
</tr>
<tr>
<td>Trough</td>
<td>August 2008</td>
<td>38</td>
<td>42.1%</td>
</tr>
<tr>
<td>Year to Date</td>
<td>August 2014</td>
<td>316</td>
<td>2.9%</td>
</tr>
<tr>
<td>Prior Year</td>
<td>August 2013</td>
<td>307</td>
<td></td>
</tr>
</tbody>
</table>

*Residential = existing single family, condo, & new construction

### Median Sales Price

The median selling price in Lake Martin in August 2014 was $352,000 a 60.0 percent increase from August 2013's median selling price of $220,000.

<table>
<thead>
<tr>
<th>vs.</th>
<th>Current Month</th>
<th>August 2014</th>
<th>352,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior Month</td>
<td>July 2014</td>
<td>252,000</td>
<td>39.7%</td>
</tr>
<tr>
<td>Last Year</td>
<td>August 2013</td>
<td>220,000</td>
<td>60.0%</td>
</tr>
<tr>
<td>5-Yr Avg</td>
<td>August 09-'13</td>
<td>231,950</td>
<td>51.8%</td>
</tr>
<tr>
<td>Peak</td>
<td>August 2014</td>
<td>352,000</td>
<td>0.0%</td>
</tr>
<tr>
<td>Trough</td>
<td>August 2007</td>
<td>180,000</td>
<td>95.6%</td>
</tr>
</tbody>
</table>

### ACRE Commentary

“Historical data indicates that August residential sales on average ('09-'13) increase from the month of July by 20.1 percent. August 2014 sales increased by 25.6 percent from the prior month.”

“Historical data indicates that August median sales prices on average ('09-'13) increases by 5.3 percent from the month of July. The current median price increased by 39.7 percent from the prior month.”
### Monthly Indicators

#### Average Sales Prices
The average selling price in Lake Martin for August 2014 was $413,493, a 43.3 percent increase from August 2013’s average selling price of $288,595.

#### Recent Figures
- **Current Month**: August 2014 vs. Prior Month: July 2014 (313,790 vs. 318.6%)
- **Year to Date**: August 2014 vs. Prior Year: August 2013 (285,517 vs. 9.76%)
- **Average Peak**: August 2008 (440,995 vs. -6.2%)
- **Average Trough**: August 2004 (228,035 vs. 81.3%)

#### Trends
- **Average Sales Prices**
  - **Historical Average Selling Price**
    - August 2013: 288,595
    - August 2012: 359,956
    - August 2011: 362,072
    - August 2010: 286,654
    - August 2009: 338,637
  - 5-Year Avg: 327,183
  - 3-Year Avg: 336,874

#### Days on Market (DOM)
The average number of days on the market in August 2014 was 176, a 24.1 percent decrease from August 2013.

#### ACRE Commentary
- **Historical Average DOM**
  - August 2013: 232
  - August 2012: 270
  - August 2011: 241
  - August 2010: 155
  - August 2009: 160
  - 5-Year Avg: 212

### ACRE Commentary

- **Historical data indicates that August average sales prices on average (’09-’13) increase by 15.4 percent from the month of July. The August 2014 average price increased by 31.8 percent from the prior month.”

- **The 5-year DOM average (’09-’13) for the month of August is 212 days, which is 36 days above the current results. DOM is anticipated to remain within the current range (155-270 days) for the foreseeable future.”

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### Monthly Indicators

<table>
<thead>
<tr>
<th>Total Units Listed for Sale</th>
<th>Current Month</th>
<th>vs. Prior Month</th>
<th>vs. Last Year</th>
<th>vs. 5-Yr Avg</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 2014</td>
<td>614</td>
<td>620 -1.0%</td>
<td>607 1.2%</td>
<td>647 -5.2%</td>
</tr>
</tbody>
</table>

Inventory Peak: August 2008 = 820 -25.1%

Inventory Trough: August 2005 = 233 163.5%

### Recent Figures

- **Lake Martin Residential Units Available for Sale in August 2014:** 614 units, when compared to the same period last year.

### Trends

- **Inventory-to-Sales Ratio**
  
  The inventory for sale divided by the current monthly sales volume equals the # of months of supply (Market considered to be in balance at approximately 6 months).

  - Lake Martin currently has 11.4 months of supply, down from 14.4 months in July 2014 and up from 11.2 months in August 2013.

  - **Historical I/S Ratio**
    
    | Month   | I/S Ratio |
    |---------|-----------|
    | August 2013 | 11.2     |
    | August 2012  | 14.7     |
    | August 2011  | 14.4     |
    | August 2010  | 16.9     |
    | August 2009  | 15.6     |

    5-Year Avg: 14.6
    3-Year Avg: 13.4

### ACRE Commentary

- **Historical Total Units Listed**
  
  August 2013 = 607
  August 2012 = 587
  August 2011 = 620
  August 2010 = 692
  August 2009 = 731

  5-Year Avg: 647

### Graph: August 2004-2014

- **Historical Data** indicates that August inventory on average ('09-'13) decreases from the month of July by 1.5 percent. August’s inventory decreased by 1.0 percent from last month's total of 620 homes.

- Significant improvement had been experienced in this important indicator. August's 11.4 months of supply compares favorably to the historical average.

- The statistics included in this report reflect the residential sales of houses, condominiums, and townhomes. Historical Monthly Housing Statistics are available on the web at Alabama Center for Real Estate's homepage - www.acre.cba.ua.edu.

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