



Lake Martin Residential Report – April 2015

Monthly Indicators

Recent Figures

Trends

Total Residential Sales

Lake Martin residential* sales for March '15 totaled 47 units, representing a decrease of 2.1 percent when compared to 48 units that were sold in April '14.

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

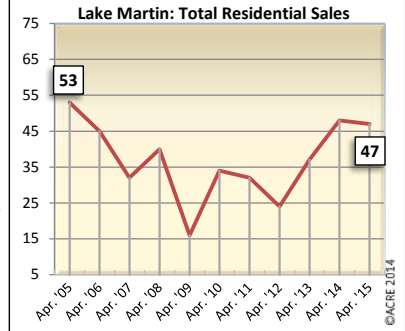
Current Month

vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

vs. Peak
vs. Trough

Year to Date
vs. Prior Year

April 2015	47	
March 2015	61	-23.0%
April 2014	48	-2.1%
April 10-'14	35	34.3%
April 2005	53	-11.3%
April 2009	16	193.8%
April 2015	164	24.2%
April 2014	132	



Graph: April: 2005- 2015
(By month)

ACRE Commentary

"Historical data indicates that April residential sales on average ('10-'14) decrease from the month of March by 0.7 percent. April 2015 sales decreased by 23.0 percent from the prior month."

Historical Home Sales

April 2014	48
April 2013	37
April 2012	24
April 2011	32
April 2010	34
5- Year Avg:	35
3- Year Avg:	36

Median Sales Price

The median selling price in Lake Martin in April 2015 was \$197,500, a 1.3 percent increase from April 2014's median selling price of \$195,000.

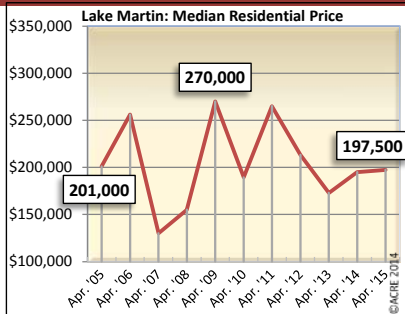
Current Month

vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

Year to Date
vs. Prior Year

Median Peak
Trough

April 2015	197,500	
March 2015	295,000	-33.1%
April 2014	195,000	1.3%
April 10-'14	207,135	-4.7%
April 2015	201,025	
April 2014	184,500	9.0%
April 2009	270,000	-26.9%
April 2007	130,000	51.9%



Graph: April: 2005- 2015
(By month)

ACRE Commentary

"Historical data indicates that April median sales prices on average ('10-'14) increases by 3.4 percent from the month of March. The current median price decreased by 33.1 percent from the prior month."

Historical Median Selling Price

April 2014	195,000
April 2013	173,000
April 2012	213,275
April 2011	265,000
April 2010	189,400
5- Year Avg:	207,135
3- Year Avg:	193,758





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Average Sales Prices

The average selling price in Lake Martin for April 2015 was \$302,240, a 12.6 percent increase from April 2014's average selling price of \$268,307.

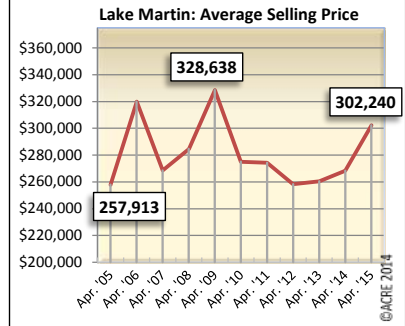
Current Month

April 2015	302,240	
vs. Prior Month	March 2015	311,542 -3.0%
vs. Last Year	April 2014	268,307 12.6%
vs. 5-Yr Avg	April 10-'14	267,276 13.1%

Year to Date

April 2015	292,871	
vs. Prior Year	April 2014	292,160 0.2%

Average Peak	April 2009	328,638	-8.0%
Trough	April 2005	257,913	17.2%



Graph: April: 2005- 2015
(By month)

ACRE Commentary

"Historical data indicates that April average sales prices on average ('10-'14) decrease by 16.9 percent from the month of March. The April 2015 average price decreased by 3.0 percent from the prior month."

Historical Average Selling Price

April 2014	268,307
April 2013	260,477
April 2012	258,217
April 2011	274,258
April 2010	275,122

5-Year Avg:	267,276
3-Year Avg:	262,334

Days on Market (DOM)

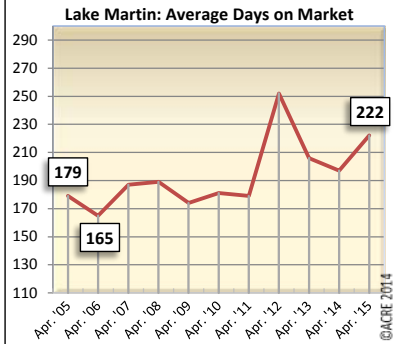
The average number of days on the market in April 2015 was 222, a 12.7 percent increase from April 2014.

Current Month

April 2015	222	
vs. Prior Month	March 2015	213 4.2%
vs. Last Year	April 2014	197 12.7%
vs. 5-Yr Avg	April 10-'14	203 9.4%

Year to Date

April 2015	221	
vs. Prior Year	April 2014	211 4.5%



Graph: April: 2005- 2015
(By month)

ACRE Commentary

"The 5-year DOM average ('10-'14) for the month of April is 203 days, which is 19 days below the current results. DOM is anticipated to remain within the current range (175-255 days) for the foreseeable future."

Historical Average DOM

April 2014	197
April 2013	206
April 2012	252
April 2011	179
April 2010	181

5-Year Avg:	203
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Monthly Indicators

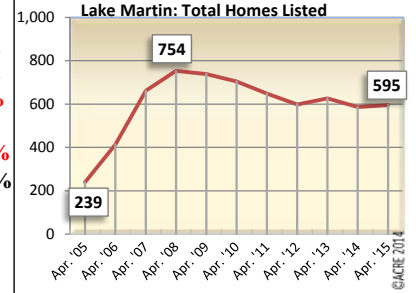
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Total Units Listed for Sale

Lake Martin residential units available for sale in April 2015 increased by 9 units, when compared to the same period last year.

Current Month	April	2015	595	
vs. Prior Month	March	2015	588	1.2%
vs. Last Year	April	2014	586	1.5%
vs. 5-Yr Avg	April	10-'14	633	-6.0%
Inventory Peak	April	2008	754	-21.1%
Trough	April	2005	239	149.0%



ACRE Commentary "Historical data indicates that April inventory on average ('10-'14) increases from the month of March by 6.2 percent. April's inventory increased by 1.2 percent from last month's total of 588 homes."	Historical Total Units Listed																	
	<table border="1"> <tr><td>April</td><td>2014</td><td>586</td></tr> <tr><td>April</td><td>2013</td><td>627</td></tr> <tr><td>April</td><td>2012</td><td>599</td></tr> <tr><td>April</td><td>2011</td><td>648</td></tr> <tr><td>April</td><td>2010</td><td>704</td></tr> <tr><td>5-Year Avg:</td><td></td><td>633</td></tr> </table>	April	2014	586	April	2013	627	April	2012	599	April	2011	648	April	2010	704	5-Year Avg:	
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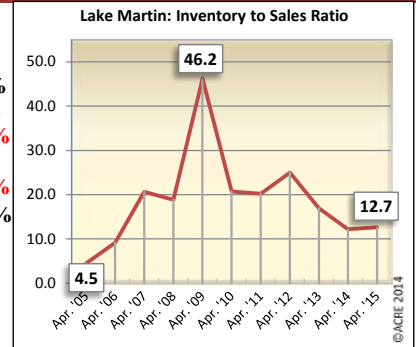
Graph: April: 2005- 2015
(By month)

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 12.7 months of supply, up from 9.6 months in March 2015 and up from 12.2 months in April 2014.

Current Month	April	2015	12.7	
vs. Prior Month	March	2015	9.6	31.3%
vs. Last Year	April	2014	12.2	3.7%
vs. 5-Yr Avg	April	10-'14	19.0	-33.4%
I/S Ratio Peak	April	2009	46.2	-72.6%
Trough	April	2005	4.5	180.7%



ACRE Commentary "Significant improvement had been experienced in this important indicator. April's 12.7 months of supply compares favorably to the historical average."	Historical I/S Ratio																				
	<table border="1"> <tr><td>April</td><td>2014</td><td>12.2</td></tr> <tr><td>April</td><td>2013</td><td>16.9</td></tr> <tr><td>April</td><td>2012</td><td>25.0</td></tr> <tr><td>April</td><td>2011</td><td>20.3</td></tr> <tr><td>April</td><td>2010</td><td>20.7</td></tr> <tr><td>5-Year Avg:</td><td></td><td>19.0</td></tr> <tr><td>3- Year Avg:</td><td></td><td>18.0</td></tr> </table>	April	2014	12.2	April	2013	16.9	April	2012	25.0	April	2011	20.3	April	2010	20.7	5-Year Avg:		19.0	3- Year Avg:	
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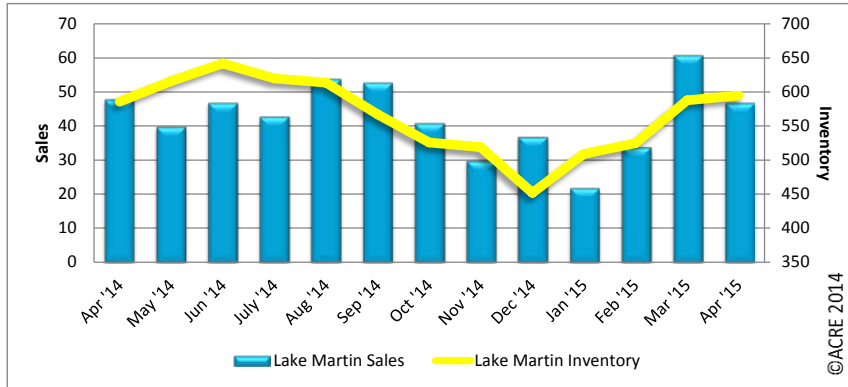
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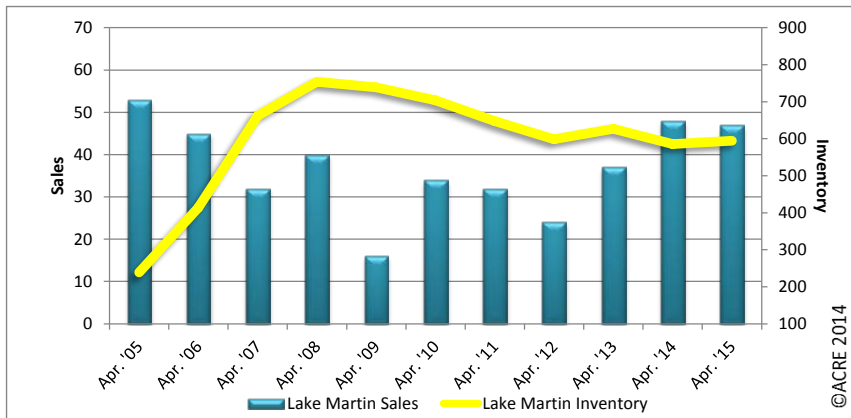




Residential Sales for April 2015



Historical Residential Sales in April of Each Year



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