



Lake Martin Waterfront Residential Report – April 2015

Monthly Indicators

Total Residential Sales

Lake Martin Waterfront residential* sales for April '15 totaled 24 units, representing no change when compared to 24 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

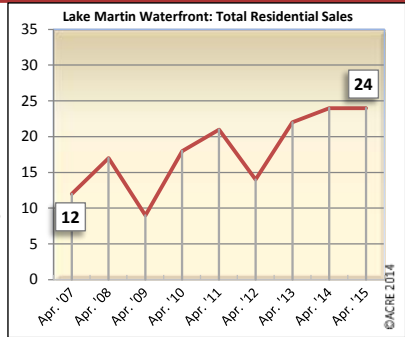
Year to Date

vs. Prior Year

Recent Figures

April	2015	24	
March	2015	36	-33.3%
April	2014	24	0.0%
April	10-'14	20	21.2%
April	2015	24	0.0%
April	2009	9	166.7%
April	2015	84	20.0%
April	2014	70	

Trends



Graph: April: 2007- 2015
(By month)

ACRE Commentary

"Historical data indicates that April residential sales on average ('10-'14) decrease from the month of March by 1.0 percent. April 2015 sales decreased by 33.3 percent from the prior month."

Historical Home Sales

April	2014	24
April	2013	22
April	2012	14
April	2011	21
April	2010	18
5- Year Avg:		20
3- Year Avg:		20

Median Sales Price

The median selling price for Lake Martin Waterfront in April 2015 was \$392,000, a 17.7 percent increase from April 2014's median selling price of \$333,130.

Current Month

vs. Prior Month

vs. Last Year

vs. 5-Yr Avg

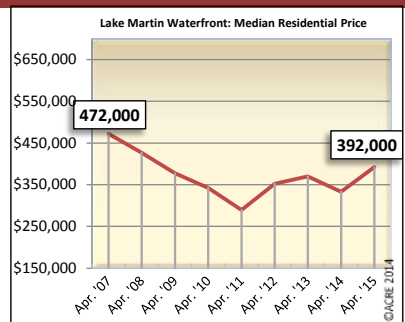
Year to Date

vs. Prior Year

Median Peak

Trough

April	2015	392,000	
March	2015	376,250	4.2%
April	2014	333,130	17.7%
April	10-'14	337,361	16.2%
April	2015	363,313	
April	2014	349,533	3.9%
April	2007	472,000	-16.9%
April	2011	289,000	35.6%



Graph: April: 2007- 2015
(By month)

ACRE Commentary

"Historical data indicates that April median sales prices on average ('10-'14) decreases by 13.7 percent from the month of March. The current median price increased by 4.2 percent from the prior month."

Historical Median Selling Price

April	2014	333,130
April	2013	370,000
April	2012	352,500
April	2011	289,000
April	2010	342,175
5- Year Avg:		337,361
3- Year Avg:		351,877





Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average selling price for Lake Martin Waterfront for April 2015 was \$478,958, a 9.0 percent decrease from April 2014's average selling price of \$526,603.

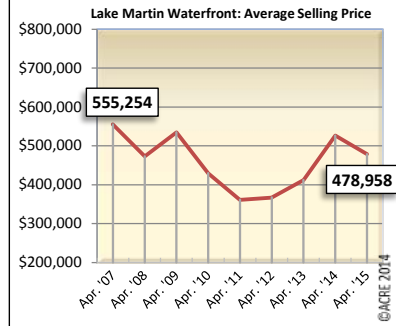
Current Month

April 2015	478,958	
vs. Prior Month	March 2015	472,944 1.3%
vs. Last Year	April 2014	526,603 -9.0%
vs. 5-Yr Avg	April 10-'14	419,489 14.2%

Year to Date

April 2015	500,398	
vs. Prior Year	April 2014	461,064 8.5%

Average Peak	April 2007	555,254	-13.7%
Trough	April 2011	361,624	32.4%



Graph: April: 2007- 2015
(By month)

ACRE Commentary

"Historical data indicates that April average sales prices on average ('10-'14) decrease by 13.3 percent from the month of March. The April 2015 average price increased by 1.3 percent from the prior month."

Historical Average Selling Price

April 2014	526,603
April 2013	412,164
April 2012	367,390
April 2011	361,624
April 2010	429,662

5-Year Avg:	419,489
3-Year Avg:	435,386

Days on Market (DOM)

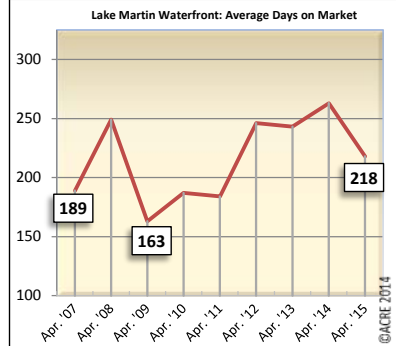
The average number of days on the market in April 2015 was 218, a 17.1 percent decrease from April 2014.

Current Month

April 2015	218	
vs. Prior Month	March 2015	185 17.8%
vs. Last Year	April 2014	263 -17.1%
vs. 5-Yr Avg	April 10-'14	225 -2.9%

Year to Date

April 2015	226	
vs. Prior Year	April 2014	253 -10.5%



Graph: April: 2007- 2015
(By month)

ACRE Commentary

"The 5-year DOM average ('10-'14) for the month of April is 225 days, which is 7 days above the current results. DOM is anticipated to remain within the current range (180-265 days) for the foreseeable future."

Historical Average DOM

April 2014	263
April 2013	243
April 2012	246
April 2011	184
April 2010	187

5-Year Avg:	225
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Monthly Indicators

Recent Figures

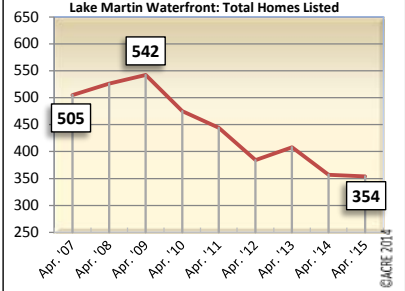
Trends

Total Units Listed for Sale

Lake Martin Waterfront residential units available for sale in April 2015 decreased by **3 units**, when compared to the same period last year.

Current Month

April 2015	354	
vs. Prior Month	March 2015	358 -1.1%
vs. Last Year	April 2014	357 -0.8%
vs. 5-Yr Avg	April 10-'14	414 -14.4%
Inventory Peak	April 2009	542 -34.7%
Trough	April 2015	354 0.0%



ACRE Commentary

"Historical data indicates that April inventory on average ('10-'14) increases from the month of March by 2.8 percent. April's inventory decreased by 1.1 percent from last month's total of 358 homes."

Historical Total Units Listed

April 2014	357
April 2013	408
April 2012	384
April 2011	444
April 2010	475
5-Year Avg:	414

Graph: April: 2007- 2015

(By month)

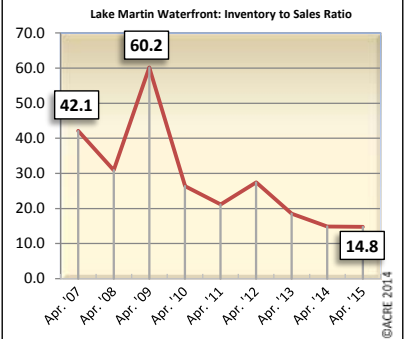
Inventory-to-Sales Ratio

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 Waterfront currently has 14.8 months of supply, up from 9.9 months in March 2015 and down from 14.9 months in April 2014.

Current Month

April 2015	14.8	
vs. Prior Month	March 2015	9.9 48.3%
vs. Last Year	April 2014	14.9 -0.8%
vs. 5-Yr Avg	April 10-'14	21.7 -32.0%
I/S Ratio Peak	April 2009	60.2 -75.5%
Trough	April 2015	14.8 0.0%



ACRE Commentary

"Significant improvement had been experienced in this important indicator. April's 14.8 months of supply compares favorably to the historical average."

Historical I/S Ratio

April 2014	14.9
April 2013	18.5
April 2012	27.4
April 2011	21.1
April 2010	26.4
5-Year Avg:	21.7
3- Year Avg:	20.3

Graph: April: 2007- 2015

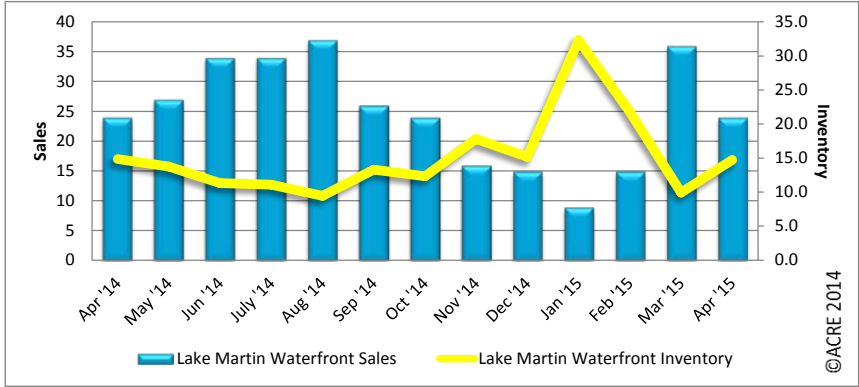
(By month)

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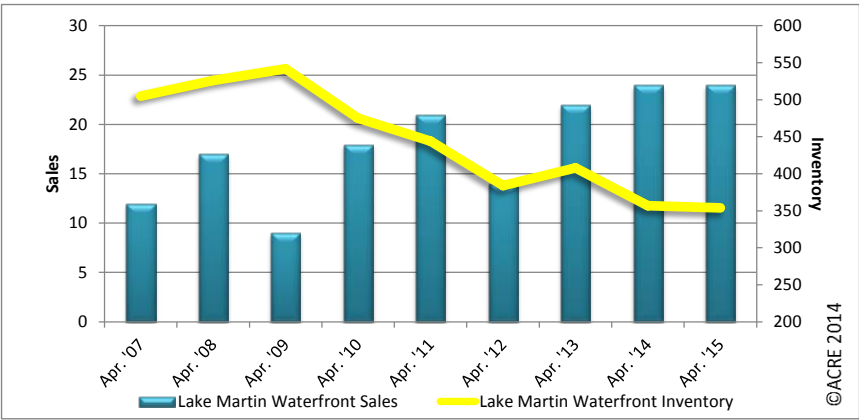




Residential Sales for April 2015



Historical Residential Sales in April of Each Year



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