

Lake Martin Residential Report – August 2026

Monthly Indicators

Total Residential Sales

Lake Martin residential sales for the current month totaled 71 units, down 6.6% when compared to one year ago.

Current Month

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

Recent Figures

August	2026	71	
July	2026	73	-2.7%
August	2025	76	-6.6%
August	'21-'25	60	18.3%
vs. Peak	August 2020	95	-25.3%
vs. Trough	August 2023	35	102.9%
<u>Year to Date</u>	August 2026	437	
vs. Prior Year	August 2025	439	-0.5%

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

ACRE Commentary

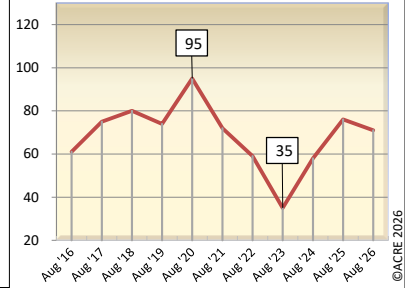
Historical data indicates that August residential sales on average ('21-'25) have increased 1.4% from the prior month. The current month's sales decreased 2.7% from the prior month.

Historical Home Sales

August	2025	76
August	2024	58
August	2023	35
August	2022	59
August	2021	72
5- Year Avg:		60
3- Year Avg:		56

Trends

Lake Martin: Total Residential Sales



Graph: Aug 2016 - 2026

Median Sales Price

The median sales price in Lake Martin Area for the current month was \$749,000, a 84.9% increase from a year ago.

Current Month

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

August	2026	749,000	
July	2026	549,900	36.2%
August	2025	405,000	84.9%
August	'21-'25	356,500	110.1%

Year to Date

vs. Prior Year

August	2026	491,628	
August	2025	491,844	0.0%

Median Peak

Trough

August	2026	749,000	0.0%
August	2018	238,250	214.4%

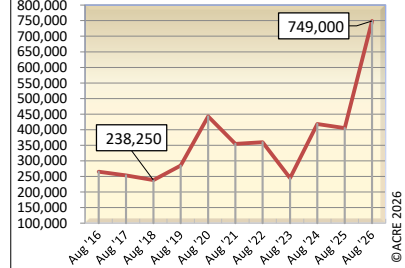
ACRE Commentary

Historical data indicates that August median residential sales price on average ('21-'25) have decreased 0.4% from the prior month. The current month's sales increased 36.2% from the prior month.

Historical Median Selling Price

August	2025	405,000
August	2024	418,000
August	2023	245,000
August	2022	360,000
August	2021	354,500
5- Year Avg:		356,500
3- Year Avg:		356,000

Lake Martin: Median Sales Price



Graph: Aug 2016 - 2026

Monthly Indicators

Recent Figures

Trends

Average Sales Prices

The average sales price in the Lake Martin Area for the current month was \$1,123,441, a 44.5% increase from a year ago.

Current Month

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

August	2026	1,123,441	
July	2026	621,385	80.8%
August	2025	777,455	44.5%
August	'21-'25	559,962	100.6%

Year to Date

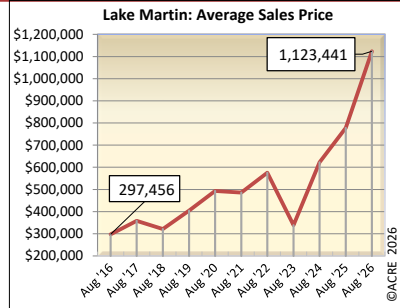
vs. Prior Year

August	2026	765,537	
August	2026	833,730	-8.2%

Average Peak

Trough

August	2026	1,123,441	0.0%
August	2016	297,456	277.7%



Graph: Aug 2016 - 2026

ACRE Commentary

Historical data indicates that August residential sales price on average ('21-'25) have increased 2.1% from the prior month. The current month's sales increased 80.8% from the prior month.

Historical Average Selling Price

August	2025	777,455
August	2024	622,362
August	2023	339,183
August	2022	575,382
August	2021	485,429

5-Year Avg: 559,962

3- Year Avg: 770,561

Days on Market (DOM)

The average number of days on the market during the current month was 123, representing a 9.8% increase from one year ago.

Current

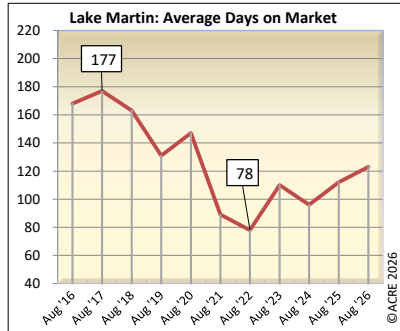
vs. Prior Month
vs. Last Year
vs. 5-Yr Avg

August	2026	123	
July	2026	118	4.2%
August	2025	112	9.8%
August	'21-'25	97	26.8%

Inventory Peak

Trough

August	2017	177	
August	2022	78	126.9%



Graph: Aug 2016 - 2026

ACRE Commentary

Historical data indicates that August average days on the market on average ('21-'25) decreased by 9.7% from the prior month. DOM is anticipated to remain within the current range (30-100 days) for the foreseeable future."

Historical Average DOM

August	2025	112
August	2024	96
August	2023	110
August	2022	78
August	2021	89

5-Year Avg: 97

Monthly Indicators

Recent Figures

Trends

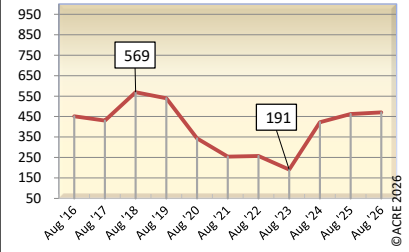
Total Units Listed for Sale

Lake Martin Area residential units listed for sale in the current month increased by 1.7% when compared to the same period last year.

Current Month

August 2026	470	
vs. Prior Month July 2026	502	-6.4%
vs. Last Year August 2025	462	1.7%
vs. 5-Yr Avg August '21-'25	317	48.2%
Inventory Peak August 2018	569	-17.4%
Trough August 2023	191	146.1%

Lake Martin: Total Homes Listed



Graph: Aug 2016 - 2026

ACRE Commentary

Historical data indicates that August inventory on average ('21-'25) increased by 5.2%. The current month's inventory decreased 6.4% from the prior month.

Historical Total Units Listed

August 2025	462
August 2024	422
August 2023	191
August 2022	257
August 2021	254
5-Year Avg:	317

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).

The Lake Martin Area currently has 6.6 months of supply, a 3.7% decrease from last month's supply, and a 8.9% increase from last year's supply of 6.1 months.

Current

August 2026	6.6	
vs. Prior Month July 2026	6.9	-3.7%
vs. Last Year August 2025	6.1	8.9%
vs. 5-Yr Avg August '21-'25	5.3	23.8%

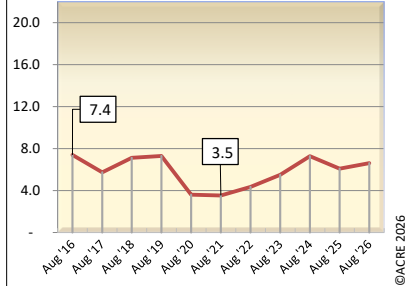
I/S Ratio **Peak**

August 2016	7.4	-10.5%
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Trough

August 2021	3.5	89.1%
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Lake Martin: Months of Supply



Graph: Aug 2016 - 2026

ACRE Commentary

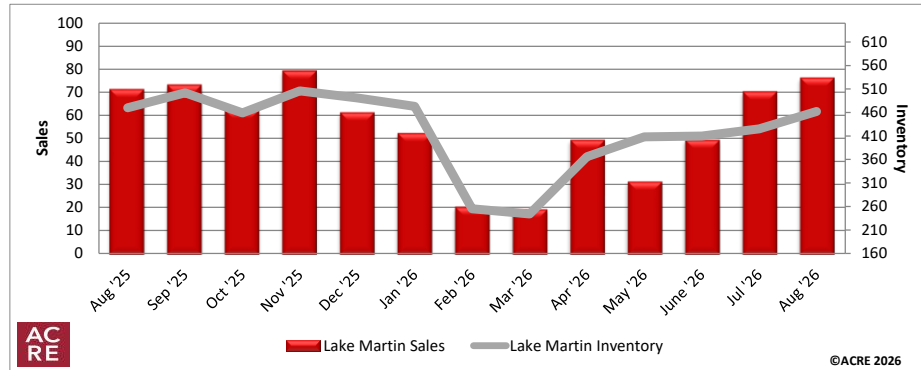
August's 6.6 months of supply is 1.3 months above the 5 year average of 5.3 months. Lake Martin Area's inventory-to-sales ratio is 0.6 months above equilibrium, indicating a transition where buyers typically have more bargaining power.

Historical I/S Ratio

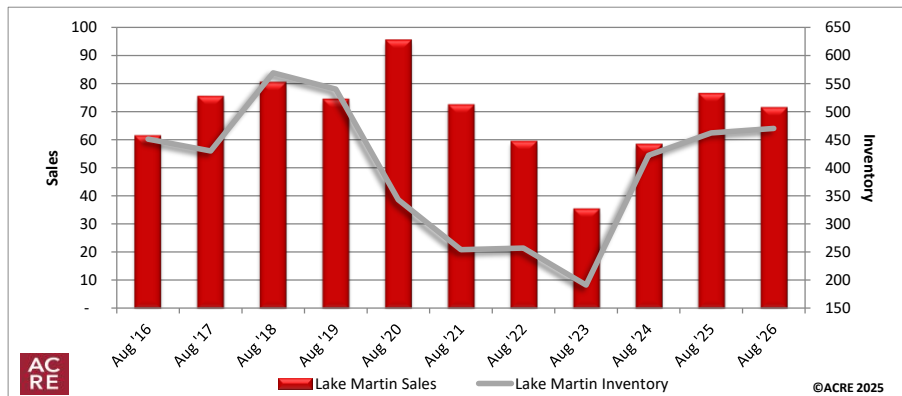
August 2025	6.1
August 2024	7.3
August 2023	5.5
August 2022	4.4
August 2021	3.5
5-Year Avg:	5.3
3-Year Avg:	6.3

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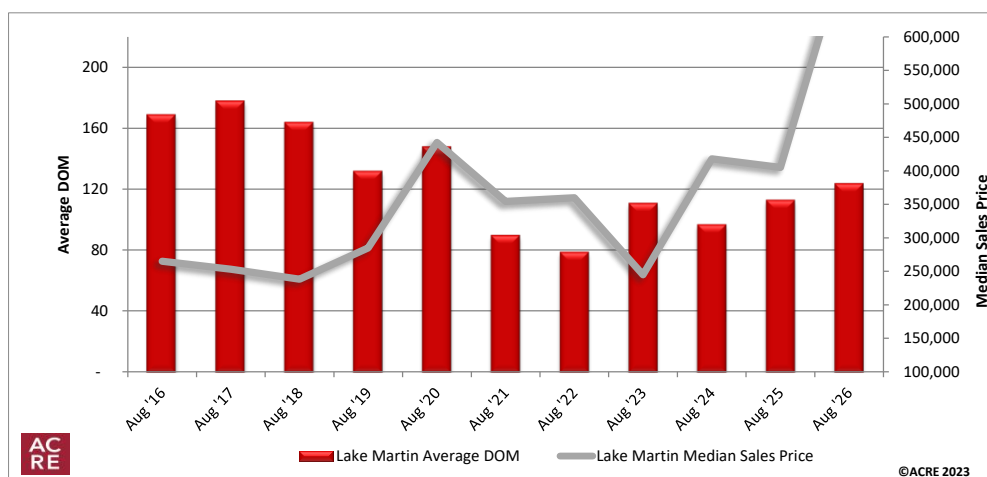
Lake Martin Residential Sales and Inventory



Historical Residential Sales and Inventory



Average Days on Market and Median Sales Price



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