



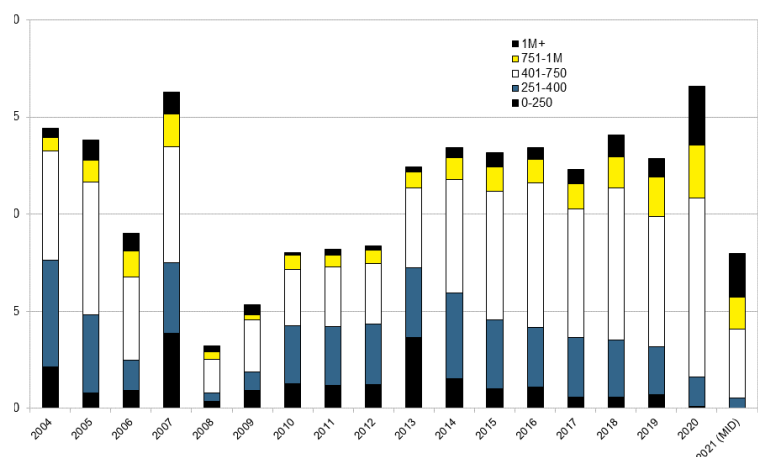
LAKE LANIER

2021 MID YEAR REPORT

Lake Lanier homes are **desirable**. Locals and transients are looking to put down roots on Lake Lanier, but the increased prices and lack of availability make that a difficult task.

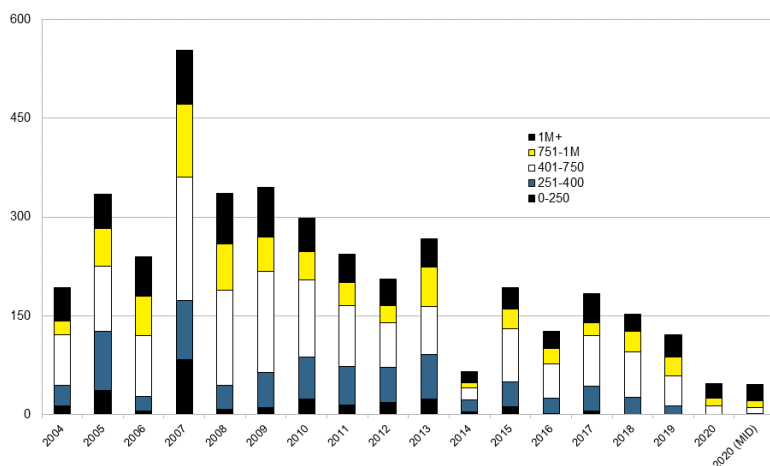
As of July 1st, the inventory level remains almost identical to January 1st. Inventory and sales below \$250k do not exist. More homes above the one-million dollar mark will trade hands this year than ever. 28% of home sales this year on Lake Lanier were over one-million, compared to just 18% in all of 2020, and 7% in 2019. Average sales price has soared since 2019, and stand at \$899,622 which is a 16.5% increase over 2020 already. Supply remains at 1.4 months with the majority of homes available in the 750k+ price range.

HOME SALES
PRICE POINT BREAKDOWN



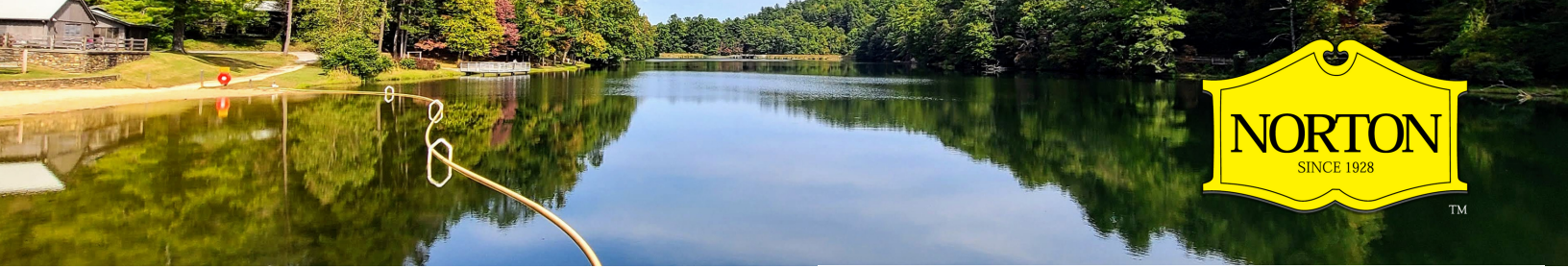
Source: NORTON NATIVE INTELLIGENCE

INVENTORY
PRICE POINT BREAKDOWN

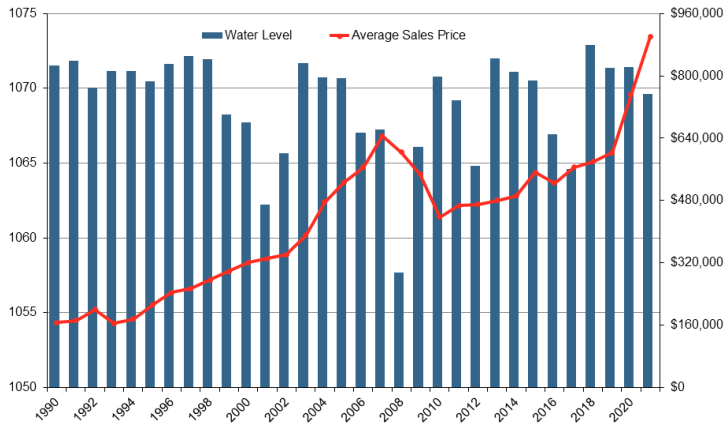


Source: NORTON NATIVE INTELLIGENCE

*Norton Native Intelligence™ only tracks homes with private docks. Homes with group docks, homes with lake access with no dock, and lake view homes are not included.

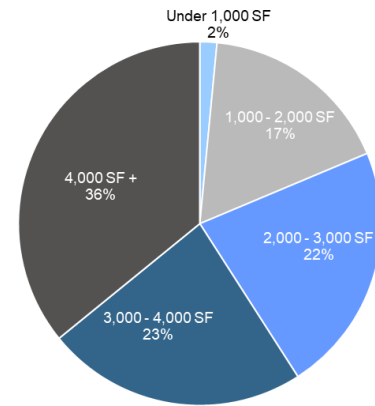


WATER LEVEL VS \$ AVERAGE SALES PRICE
2021 MID YEAR



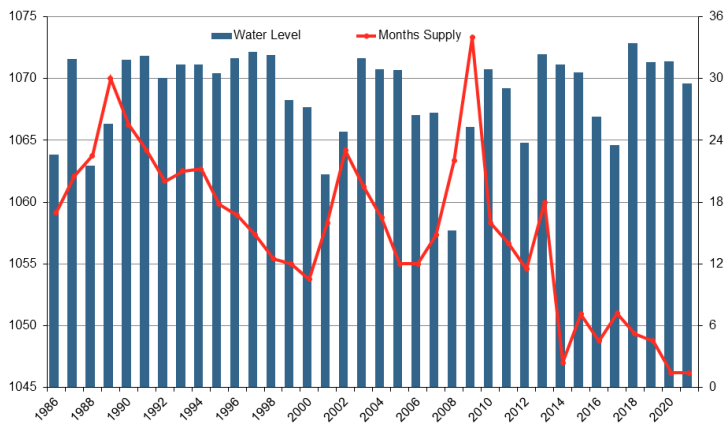
Source: NORTON NATIVE INTELLIGENCE

SIZE OF HOMES SOLD
2021 MID YEAR



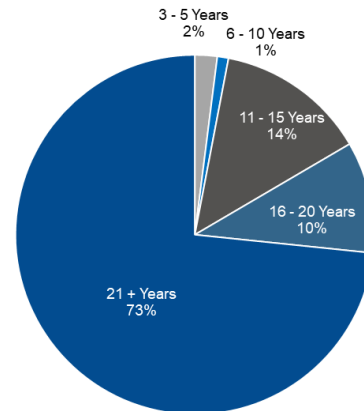
Source: NORTON NATIVE INTELLIGENCE

WATER LEVEL VS \$ MONTHS OF SUPPLY
2021 MID YEAR



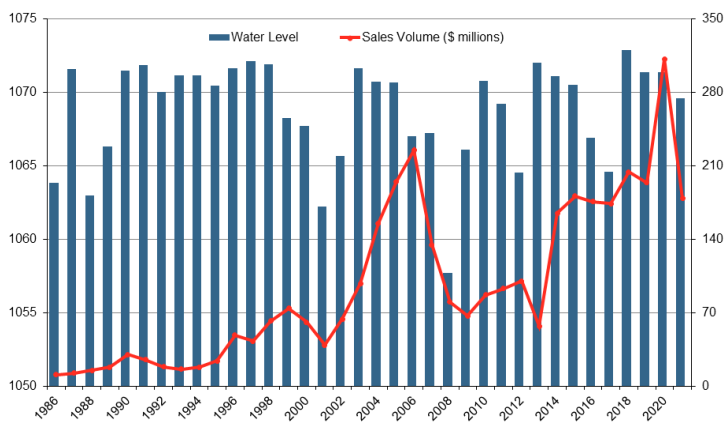
Source: NORTON NATIVE INTELLIGENCE

AGE OF HOMES SOLD
2021 MID YEAR



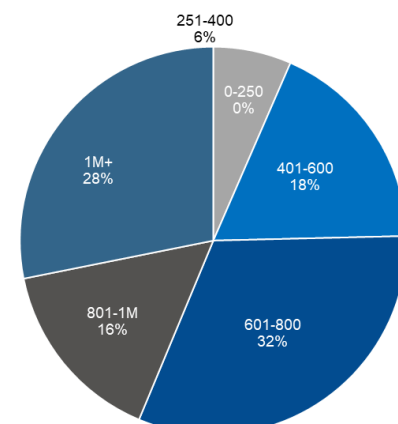
Source: NORTON NATIVE INTELLIGENCE

WATER LEVEL VS \$ VOLUME OF SALES
2021 MID YEAR



Source: NORTON NATIVE INTELLIGENCE

PRICE RANGES SOLD
2021 MID YEAR



Source: NORTON NATIVE INTELLIGENCE