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POWER & KNOWLEDGE AT YOUR FINGERTIPS

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Stability..... at last. Norton Native Intelligence™ review of the last 8 Quarters of Lake Lanier sales... in what has lately become a volatile real estate market.



LAKE LANIER 2013

Performance Strength Resiliency

The Lake Lanier Real Estate Market is leading the market recovery with a dramatic change in our month of supply tracking. In 2009 (an all time peak) Norton Native Intelligence™ tracking indicated a 34 months of Lake home supply, at January 2013 that number had dropped to 11.5, perhaps the largest swing of any Metro Atlanta market segment. This is clear testimony to Lake Lanier real estate's strength as homes have sold throughout the fluctuating Lake levels, regional economic uncertainty and the never ending tri-state water war.

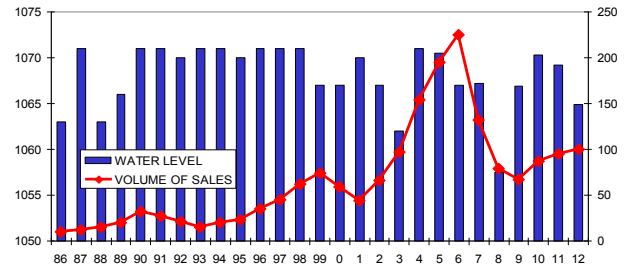
Inventory of dock front homes is one of the lowest we have ever recorded. Lake Lanier home's average prices have firmed up, \$470,500 in 2012 and sales increased 5%. Homes over \$1 million did show a 20% increase in volume, but we still have an abundance of \$1 million choices and supply of 53.3 months.

Norton Native Intelligence™ as a Market Indicator tracks homes with direct (front) dock access. Many more houses are in neighborhoods with group community docks, but the **preference** and the **premium** as always for dock front Lake Homes.

We see prices for the best properties on the water firming up in 2013-14 and traditional lake market appreciation returning. Buyers continue to circle the Lake for "killer deals" that have long evaporated and homes that show their value and then some or that is perceived as "The Best Deal" sells **first**.



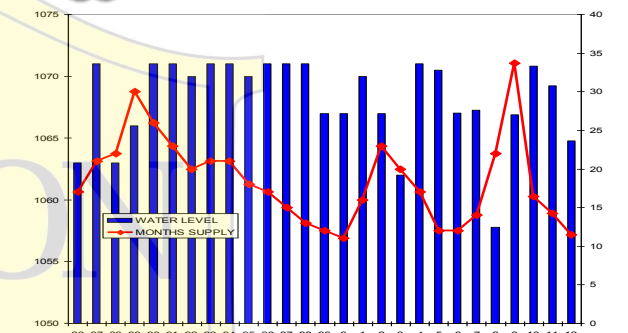
LAKE LANIER WATER LEVELS VS \$ VOLUME OF SALES



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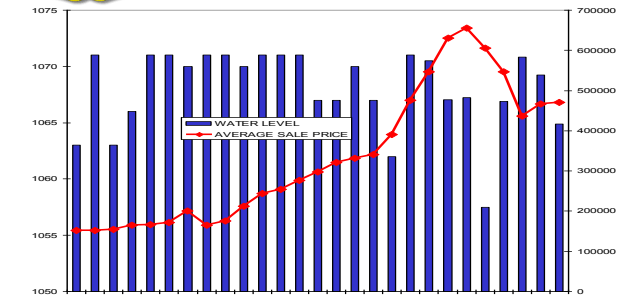
LAKE LANIER WATER LEVELS VS MONTHS SUPPLY



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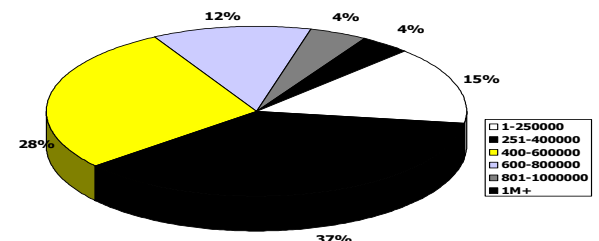
LAKE LANIER WATER LEVELS VS AVERAGE SALE PRICE



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LAKE LANIER PRICE RANGE SOLD 2012

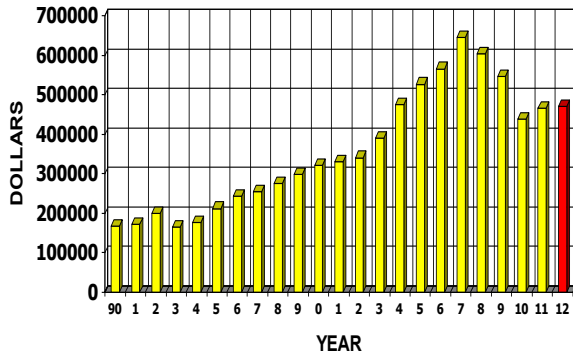


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LAKE LANIER 2012



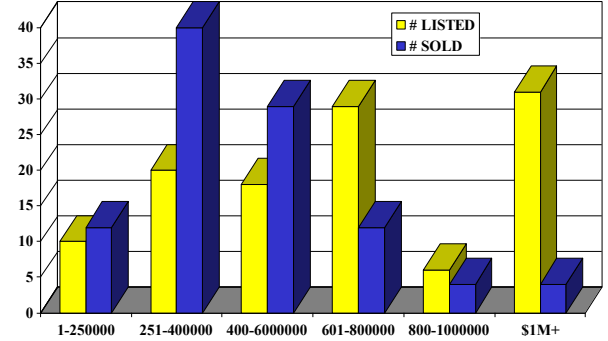
LAKE LANIER AVERAGE SALE PRICE



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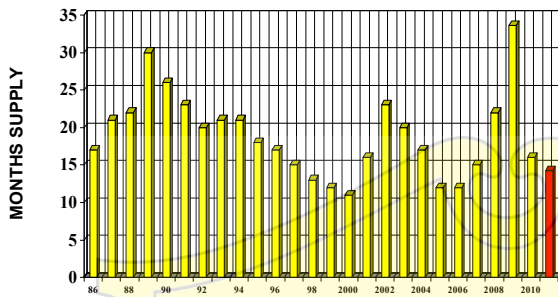
HALL LAKE PROPERTY 2012 LISTED VS SOLD



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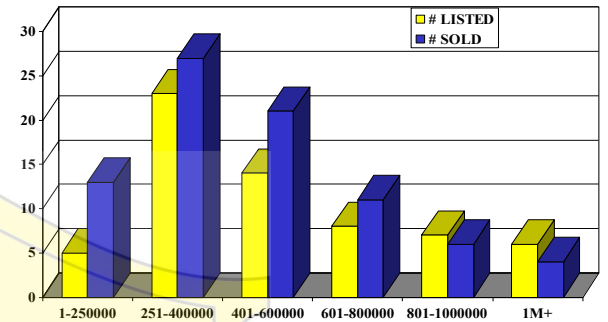
LAKE LANIER HOME SUPPLY & DEMAND



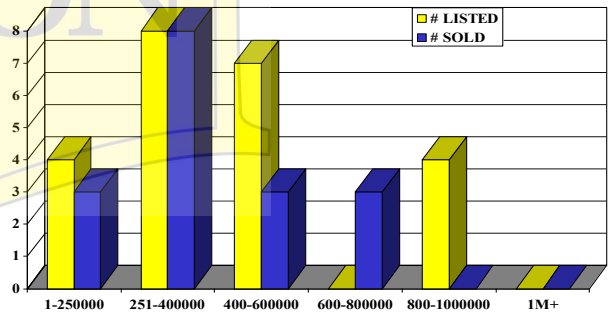
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FORSYTH LAKE PROPERTY 2012 LISTED VS SOLD



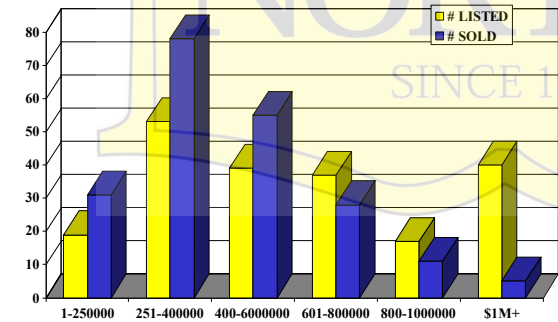
DAWSON LAKE PROPERTY 2012 LISTED VS SOLD



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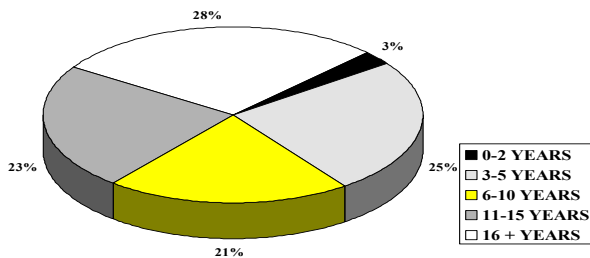
ALL COUNTIES LAKE PROPERTY 2012 LISTED VS SOLD



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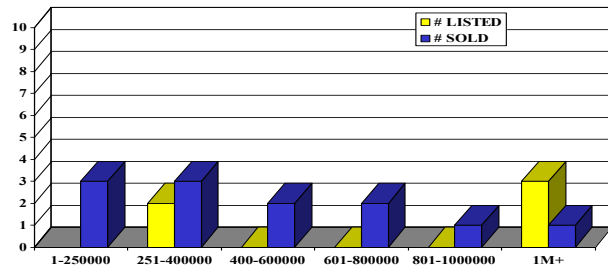
LAKE LANIER AGE OF SALE HOMES



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GWINNETT LAKE PROPERTY 2012 LISTED VS SOLD



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