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LAKE LANIER MID YEAR 2012



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

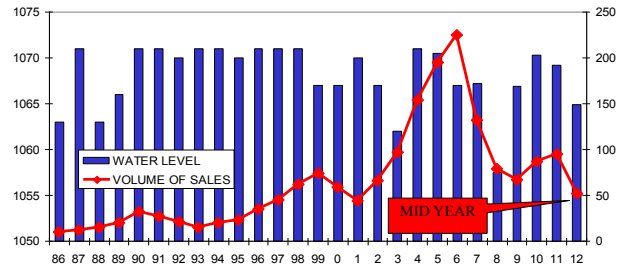
For the first 6 months of 2012 sales volume, the number of homes sold and average sales price have all edged up. While inventory is also up since January pushing total lake months of supply to 16 months, that is substantially lower than 24 months ago when supply and demand indicated 34 months inventory.

Improvement will continue in measured steps unless the plug is pulled from the Dam or we experience a sudden surge of new inventory. Buyers are cautious and still circling the Lake for the “Best Deal” perceived or real Lake homes must show their value and then some.

Stability In pricing and in water levels is paramount for Lake Lanier’s success.



LAKE LANIER WATER LEVELS VS \$ VOLUME OF SALES

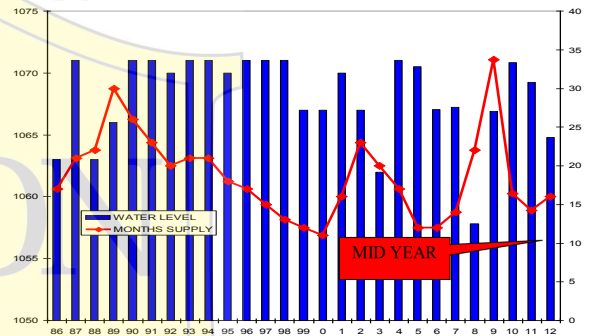


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WATER LEVEL JUNE 1 OF EACH YEAR



LAKE LANIER WATER LEVELS VS MONTHS SUPPLY

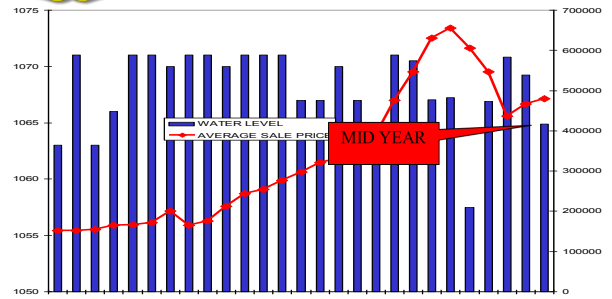


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WATER LEVEL JUNE 1 OF EACH YEAR



LAKE LANIER WATER LEVELS VS AVERAGE SALE PRICE

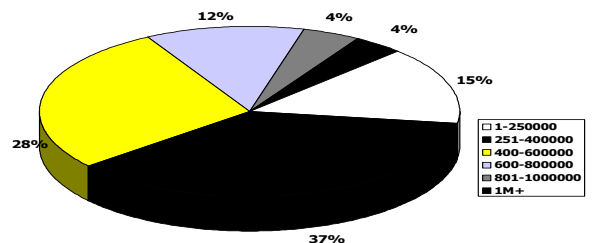


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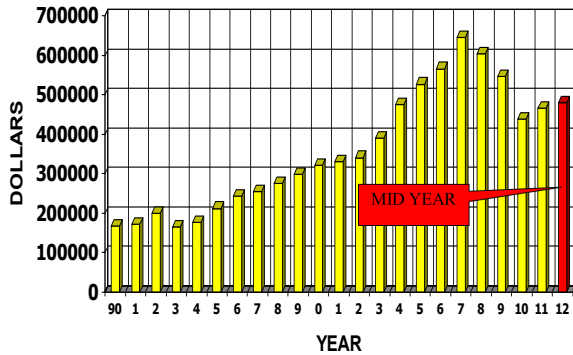
LAKE LANIER PRICE RANGE SOLD 2012



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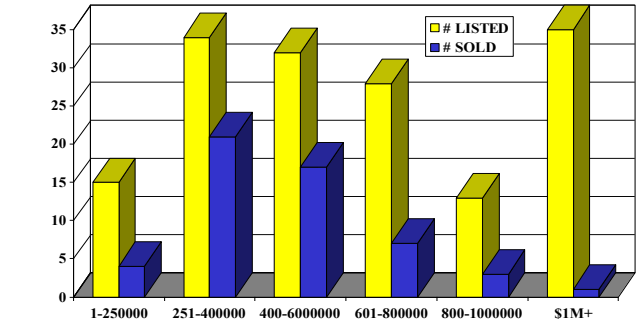
LAKE LANIER AVERAGE SALE PRICE



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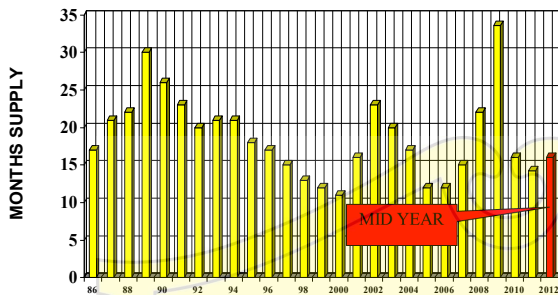
HALL LAKE PROPERTY MID YEAR 2012 LISTED VS SOLD



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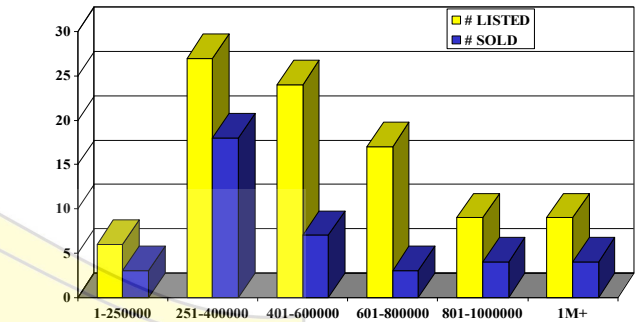
LAKE LANIER HOME SUPPLY & DEMAND



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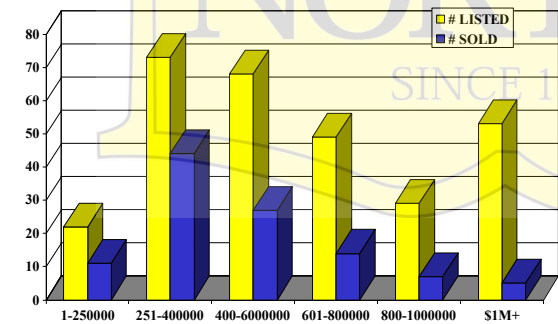
FORSYTH LAKE PROPERTY 2011 LISTED VS SOLD



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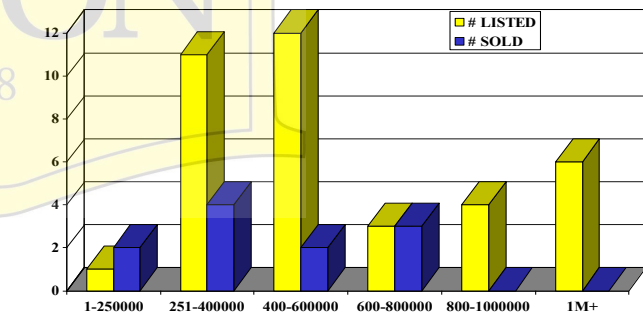
ALL COUNTIES LAKE PROPERTY 2011 LISTED VS SOLD



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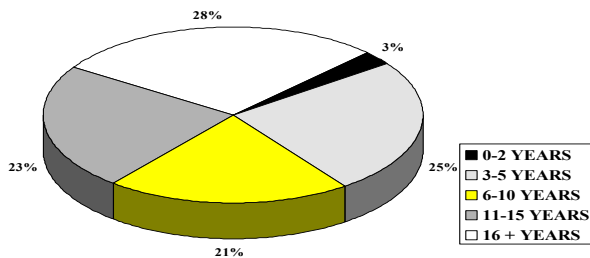
DAWSON LAKE PROPERTY MID YEAR 2012 LISTED VS SOLD



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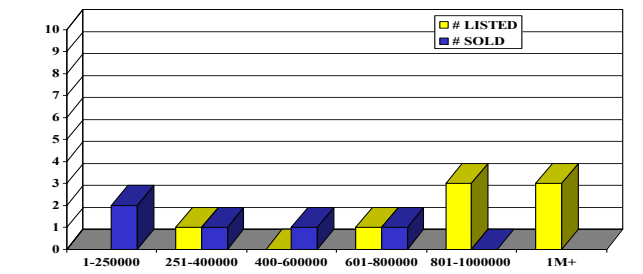
LAKE LANIER AGE OF SALE HOMES



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GWINNETT LAKE PROPERTY MID YEAR 2012 LISTED VS SOLD



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