



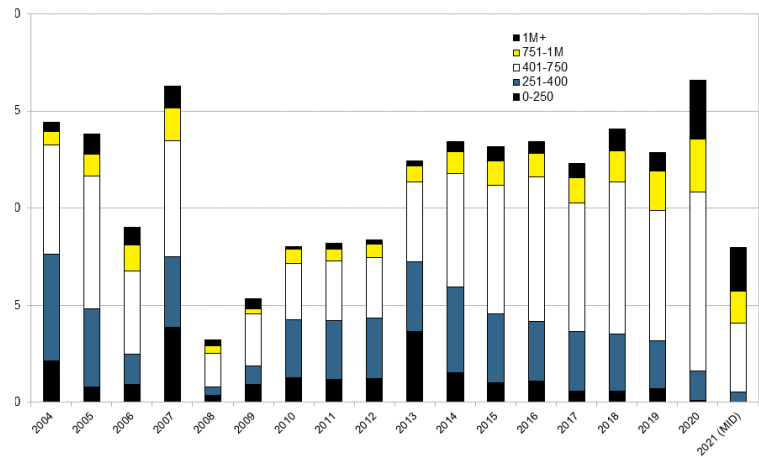
# LAKE LANIER

## 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.

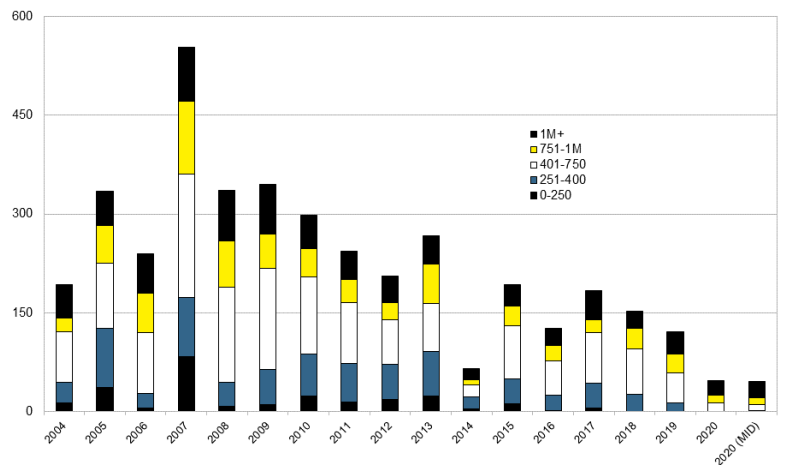
As of July 1st, the inventory level remains almost identical to January 1st. Inventory and sales below \$250k do not exist. More homes above the one-million dollar mark will trade hands this year than ever. 28% of home sales this year on Lake Lanier were over one-million, compared to just 18% in all 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



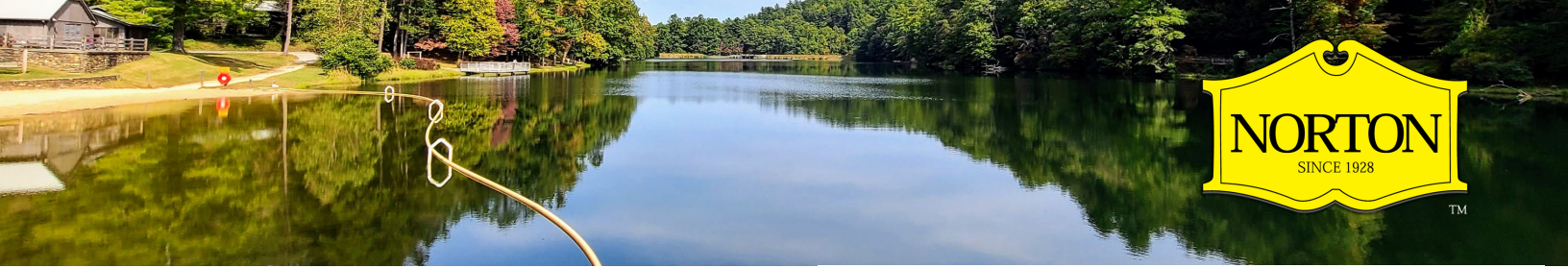
Source: NORTON NATIVE INTELLIGENCE

INVENTORY  
PRICE POINT BREAKDOWN

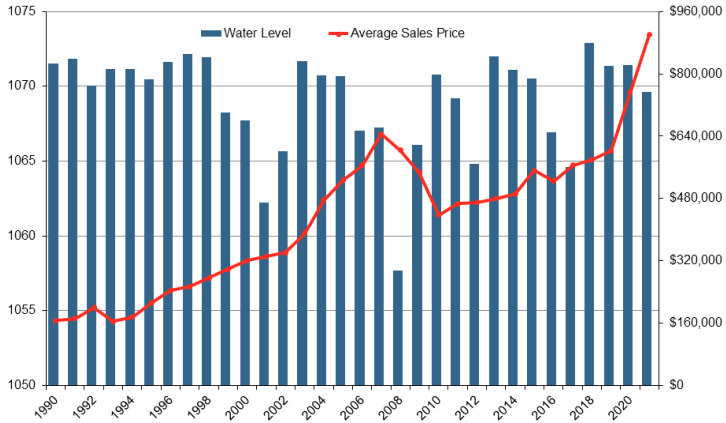


Source: NORTON NATIVE INTELLIGENCE

\*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.

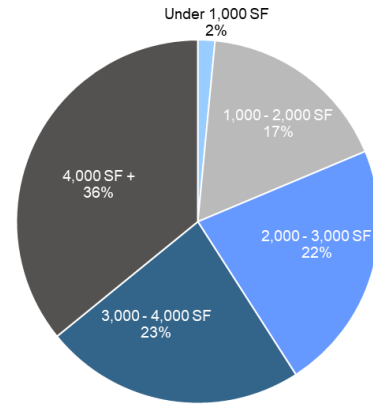


### WATER LEVEL VS \$ AVERAGE SALES PRICE 2021 MID YEAR



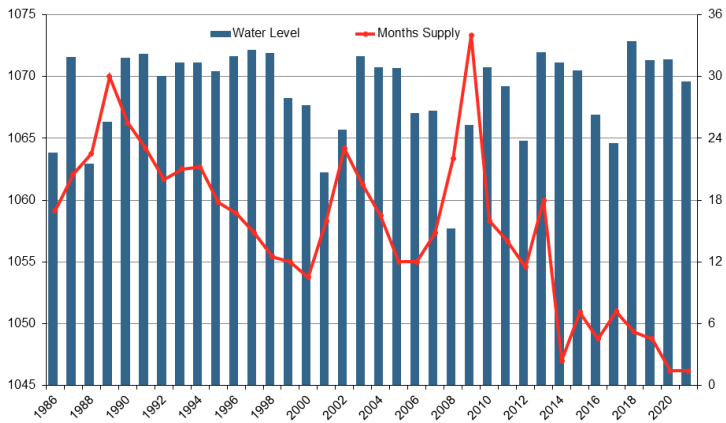
Source: NORTON NATIVE INTELLIGENCE

### SIZE OF HOMES SOLD 2021 MID YEAR



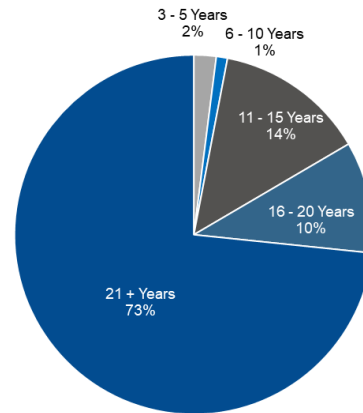
Source: NORTON NATIVE INTELLIGENCE

### WATER LEVEL VS \$ MONTHS OF SUPPLY 2021 MID YEAR



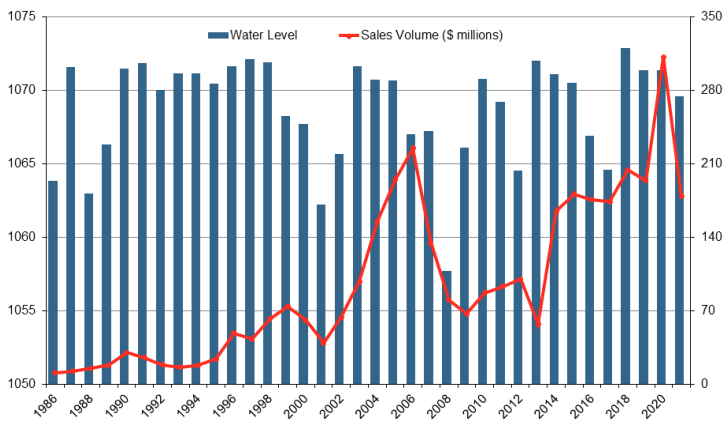
Source: NORTON NATIVE INTELLIGENCE

### AGE OF HOMES SOLD 2021 MID YEAR



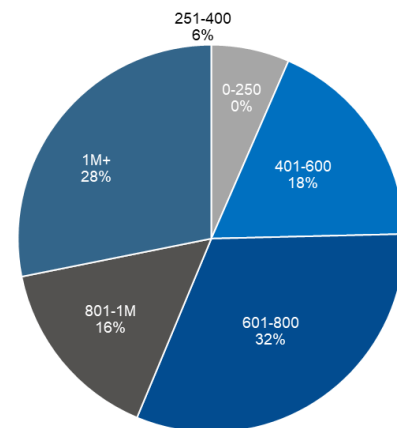
Source: NORTON NATIVE INTELLIGENCE

### WATER LEVEL VS \$ VOLUME OF SALES 2021 MID YEAR



Source: NORTON NATIVE INTELLIGENCE

### PRICE RANGES SOLD 2021 MID YEAR



Source: NORTON NATIVE INTELLIGENCE