



NORTHERN LAKES

2019



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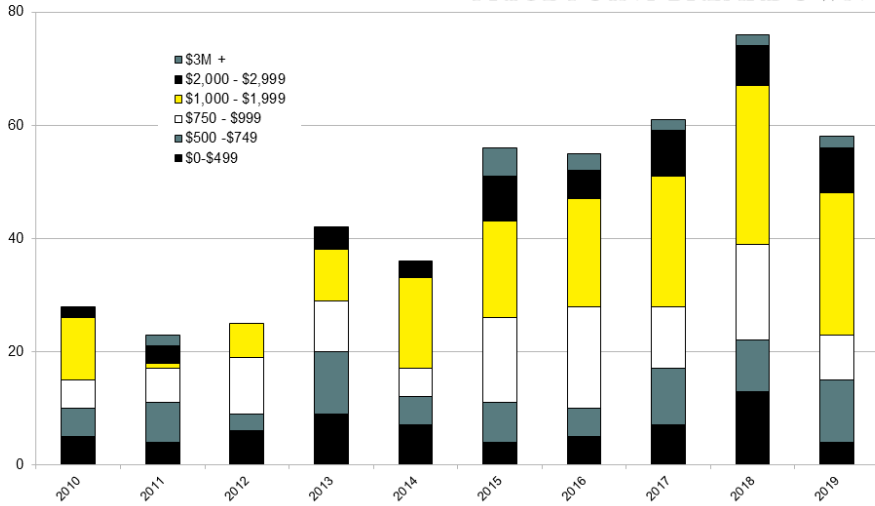


NORTHERN LAKES

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NORTHERN LAKES HOME SALES PRICE POINT BREAKDOWN



Source: GAMLIS

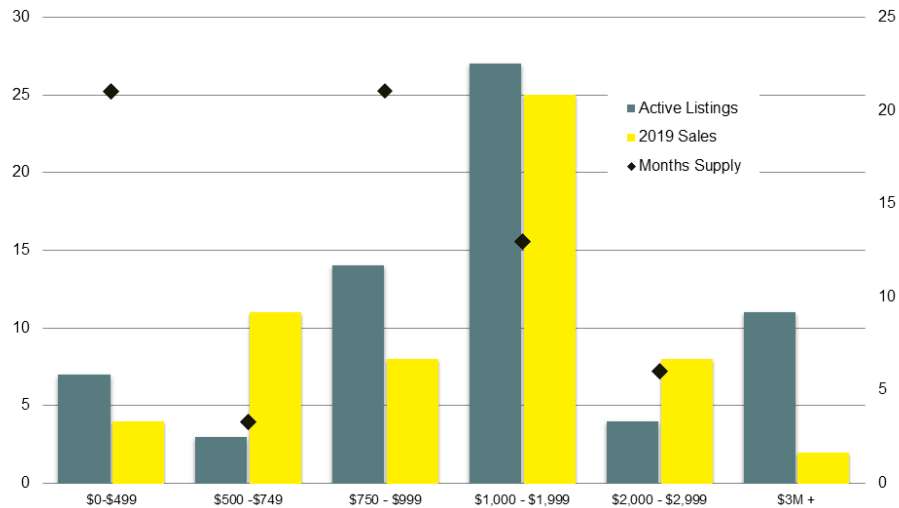
Each year, the Norton Native Intelligence team sorts through the lake properties in North Georgia to evaluate the lake housing situation. We dig DEEP and look at the real data. We search to find PREMIUM lakefront homes with private docks.

Rabun County continues to be a place people retreat to for relaxation, views, and life on the lake.

Houses on Lake Burton, Lake Rabun, and Seed Lake continue to move faster year over year. In the last 2 years, the average amount of days on market has dropped from 52 to 42. We feel that the only thing slowing down sales is the lack of inventory. People want to buy on these 3 lakes and the numbers show it!



NORTHERN LAKES SALES & INVENTORY 2019



Source: GAMLIS

\$1M+

Houses over \$1M continue to be the majority of sales

42

Days on Market average. Houses are moving fast with some closing in as little as 11 days.

48%

of homes sold in 2019 were between 1,000 SF & 2,000 SF

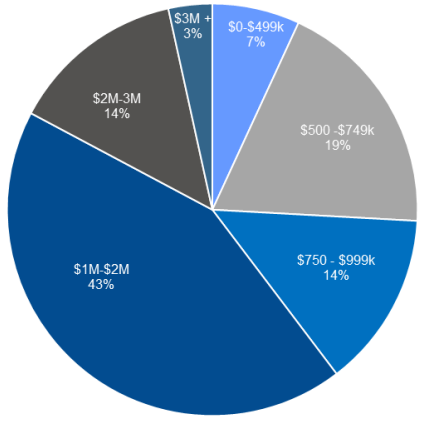


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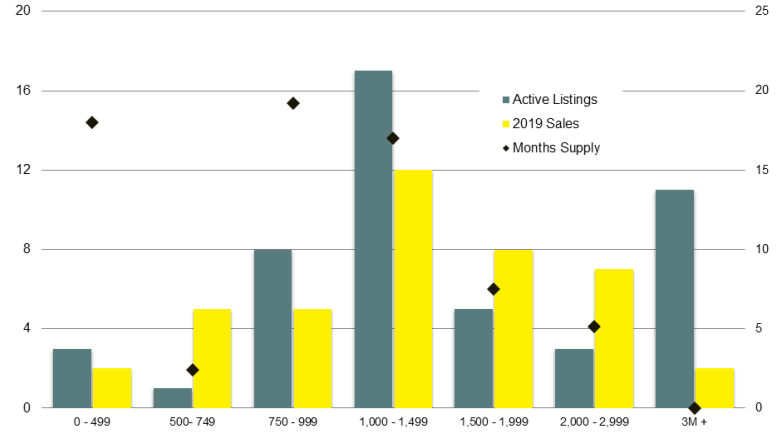
NORTHERN LAKES PRICE RANGES SOLD 2019



Source: GAMLIS



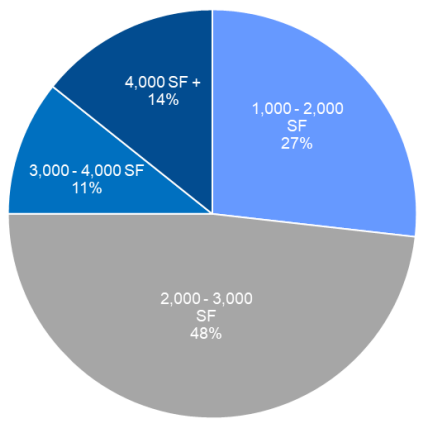
LAKE BURTON LISTED VS SOLD 2019



Source: GAMLIS



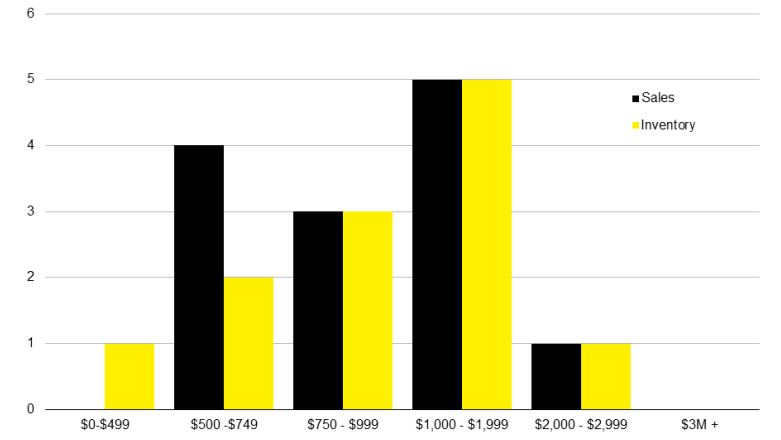
NORTHERN LAKES SIZE OF HOME SOLD 2019



Source: GAMLIS



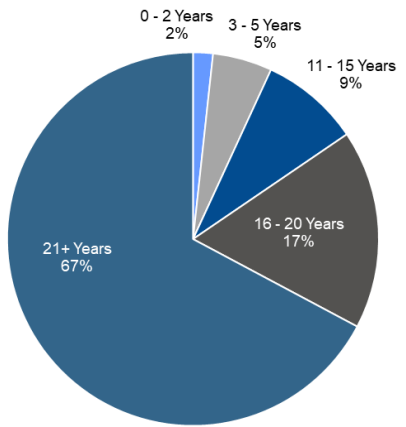
LAKE RABUN LISTED VS SOLD 2019



Source: GAMLIS



NORTHERN LAKES AGE OF HOME SOLD 2019



Source: GAMLIS



SEED LAKE LISTED VS SOLD 2019



Source: GAMLIS