2023 Smith Mountain Lake Real Estate Sales Summary

June 30, 2023

Weather during the IIQ 2023 was very mild, unseasonably cooler and dry until the last 2 weeks of June. We had considerable rain during the last 2 weeks which brought our annual rainfall close to normal for mid-year. Lake water levels have been restored close to "Full Pond". Mortgage interest rates have stabilized somewhat at the end of the quarter after the FED has begun to moderate their inflation/recession concerns. Overall real estate activity is lower, primarily due to the lack of available sales inventory. Overall demand for waterfront property continues to be very high with the "Sellers' Market" continuing! Below are some key highlights for IIO 2023:

- Sales volume of waterfront homes so far in 2023 is at the lowest level since 2011
- Average sale prices for waterfront homes continues to increase with an average price of \$1,072,978.
- Average sales prices for condos and townhouses continue to increase with the average price of \$474,066.
- Sales prices for water access homes continue to increase with the average sales price \$451,081.

The average sale price of waterfront homes established another new record at \$1,072,978 for the 1st H of 2023. Sales volume of waterfront homes for the 1st H of 2023 was over 40% lower than the same period of 2022. Average prices for available waterfront homes on the market have increased to \$1,732,876 with the average inventory time of 113 days. Condo/townhouse properties remain in very high demand with quick sales the norm but average condo prices dropped to \$474,066 with more, lower priced sales this quarter. Prices for water access homes have increased during the first 2 quarters to a new high of \$451,081. Waterfront lots sales volume and prices appear to be stabilizing during the first half of 2023.

Attached are our leading indicators for Franklin and Bedford County waterfront homes. Since Bedford County just completed their every 4-year tax re-assessment process in 2022 but Franklin County's process will not end until late 2023, we have separated the data for each county. The ~50 homes which have sold so far this year in Franklin County sold for 1.79 times their current, 4 year-old tax assessment. The ~24 homes that have sold so far in Bedford County closed at prices 1.38 times their new, revised 2022 tax assessment. We plan to maintain separate charts for each county for the balance of 2023 until Franklin County's tax re-assessment processes are completed. Once Franklin County completes their process, we will decide on recombining the leading indicator chart. Due to higher demand and limited inventory, higher waterfront home sales prices should continue. Now is a great time to ask TeamFansler to provide a free, no-obligation market analysis if you are considering selling an existing property.

Team Fansler continues to help many sellers and families of future sellers who need to downscale/dispose of their waterfront homes or relocate out of our area. We have a list of great service providers from repair experts, personal property disposal experts and moving resources to make these type transitions go smoothly. During these processes, our Team always takes all necessary health precautions to maintain current guidelines to every client's safety. We appreciate your support as we continue to focus on meeting client needs with unmatched service, knowledge of lake real estate while providing attention to every detail. We look forward to working with you in the future!

Tom Fansler, REALTOR, ABR, GRI

Eric Fansler, REALTOR, GRI

Luxury Home Collection Specialists

Berkshire Hathaway HomeServices

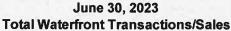
Smith Mountain Lake Real Estate

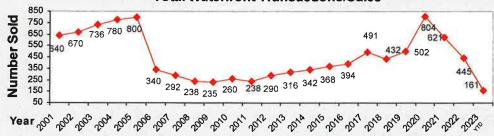
Tom's Cell # 1-540-871-8355, Email – numb1hokie@aol.com Eric's Cell # 1-540-871-8655, Email – <u>efans@aol.com</u> Toll Free @ 1-800-858-4653 www.TEAMFANSLER.com

13247 Booker T. Washington Highway • Hardy, VA 24101

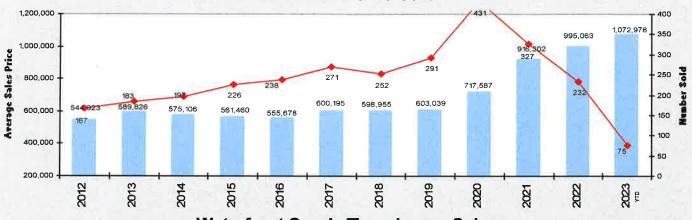
Smith Mountain Lake Real Estate Data

Prepared by **TEAMFANSLER.com**



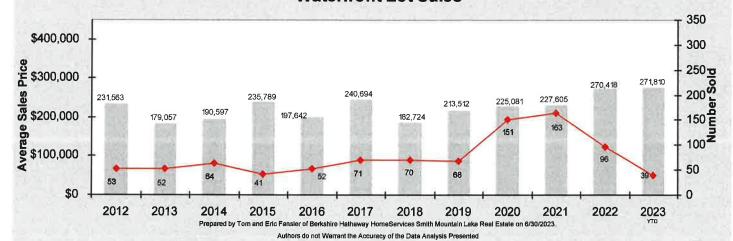


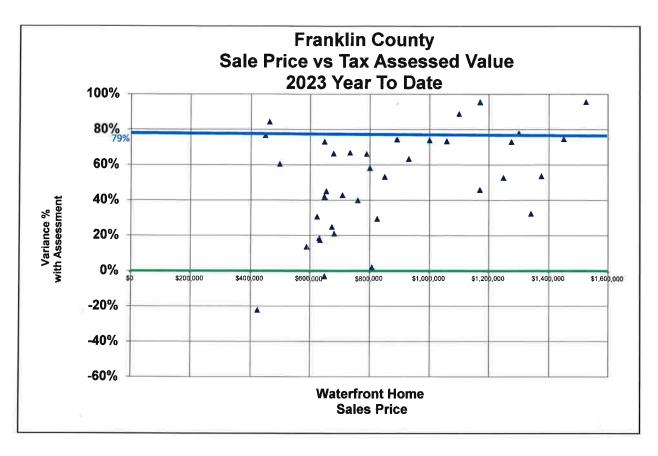
Waterfront Home Sales

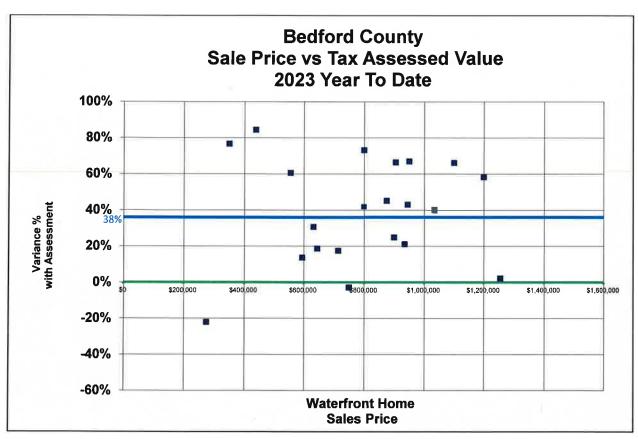


Waterfront Condo/Townhouse Sales









Waterfront Single Family Homes Inventory and Sales Analysis Franklin, Bedford and Pittsylvania Counties June 30, 2023

Year Average Sales Price Number Sold Sold/Listing Price 2023 \$1.072.978 75 YTD 98%		June 50,		
2023 \$1,072,978 75,YTD 98%	<u>Year</u>	Average Sales Price	Number Sold	Sold/Listing Price
2022 \$995,063 232 100% 2021 \$916,302 327 100% 2020 \$717,587 431 97% 2019 \$603,039 291 95% 2018 \$598,955 252 95% 2017 \$600,195 271 95% 2016 \$555,678 238 94% 2015 \$561,460 226 93% 2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2009 \$606,947 135 92% 2009 \$606,947 135 92% 2009 \$606,947 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2004 \$527,809 300 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$355,786 279 96% 2001 \$340,125 231 97% 2002 \$350,100 202 48 204 100 2023 48 205 101 2022 24 206 101 2022 24 207 208 208 209 209 209 209 209 209 209 209 209 209	2023	\$1,072,978	75 YTD	
2021	2022			
2020 \$117,587 43 97% 2019 \$603,039 291 95% 2018 \$598,955 252 95% 2017 \$600,195 271 95% 2016 \$555,678 238 94% 2015 \$561,460 226 93% 2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$555,628 148 92% 2010 \$551,458 152 93% 2010 \$559,458 152 93% 2000 \$606,947 135 92% 2000 \$606,947 135 92% 2000 \$606,947 135 92% 2000 \$606,947 135 92% 2000 \$663,407 119 92% 2000 \$667,248 307 97% 2000 \$747,809 156 96% 2005 \$667,248 307 97% 2004 \$527,809 300 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% Total Active Single Family Homes Currently Listed Sold IIQ 2023 48 Sold IIQ 2023 49 Sold IIQ 2022 48 Sold IIQ 2022 48 Sold IIQ 2023 15 Sold IIQ 2020 24 Sold IIQ 2022 24 Sold IIQ 2022 24 Sold IIQ 2022 24 Sold IIQ 2022 25 Sold IIQ 2022 26 Sold IIQ 2022 27 Sold IIQ 2023 16 Sold IIQ 2023 17 Sold IIQ 2023 18 Sold IIQ 2023 19 Sold IIQ 2023 10 Sold IIQ 2023 10 Sold IIQ 2023 10 Sold IIQ 2024 20 Sold IIQ 2025 20 Sold IIQ 2020 20 Sold IIQ 2021 20 Sold IIQ 2022 20 Sold IIQ 2023 11 Sold IIQ 2023 12 Sold IIQ 2023 19 Sold IIQ 2023 19 Sold IIQ 2022 20 Sold IIQ 2023 11 Sold IIQ 2022 20 Sold IIQ 2023 20 Sold IIQ 2023 20 Sold IIQ 2023 20 Sold IIQ 2024 20 Sold IIQ 2025 20 Sold IIQ 2025 20 Sold IIQ 2020 20 Sold IIQ 2020 20 Sold IIQ 202		*		
2019 \$603,039 291 95% 2018 \$598,955 252 95% 2017 \$600,195 271 95% 2016 \$555,678 238 94% 2015 \$561,460 226 93% 2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2010 \$591,458 152 93% 2000 \$606,947 135 92% 2000 \$606,947 135 92% 2000 \$663,407 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$667,248 307 97% 2004 \$527,809 300 97% 2004 \$527,809 300 97% 2003 \$340,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 2023 34 2001 2022 2001 2		-		
2018 \$598,955 252 95%		-		
2017 \$600,195 271 95% 2016 \$555,678 238 94% 2015 \$551,460 226 93% 2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2009 \$606,947 135 92% 2009 \$606,947 135 92% 2009 \$606,947 135 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2004 \$527,809 300 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2011 \$2020 \$340,851 303 97% 2020 \$335,786 279 96% 2031 \$340,125 231 97% 2041 \$27,32876 @ 113 TDOM 2023 34 Sold IVQ 2023 48 Sold IVQ 2022 26 Sold IVQ 2022 26 Sold IVQ 2022 27 Sold IVQ 2022 28 Sold IVQ 2022 29 Sold IVQ 2022 29 Sold IVQ 2023 15 Sold IVQ 2022 26 Sold IVQ 2022 27 Sold IVQ 2022 28 Sold IVQ 2023 15 Sold IVQ 2022 26 Sold IVQ 2023 15 Sold IVQ 2020 29 Sold IVQ 2020 30 Sold IVQ 202		E		
2016 \$555,678 238 94% 2015 \$551,460 226 93% 2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2009 \$606,947 135 92% 2009 \$606,947 135 92% 2008 \$663,407 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2014 2023 48 2016 102 202 48 2016 102 202 25 25 25 25 25 25				
2015 \$561,460 226 93%				
2014 \$575,106 197 94% 2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2009 \$606,947 135 92% 2008 \$663,407 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% Total Active Single Family Homes Currently Listed Avg. List Price \$1,732876 @ 113 TDOM Sold HQ 2023 40 Sold HQ 2022 48 Sold IQ 2022 48 Sold IQ 2022 5300 15 Sold IQ 2023 15 Sold IQ 2023 15 Sold IQ 2023 24 Sold IQ 2023 15 Sold IQ 2023 25 Sold IQ 2023 33 Current Pending 6 S800k Priced Single Family Homes Currently Listed 7 Sold IQ 2023 10 Sold IQ 2024 20 Sold IQ 2025 20 Sold IQ 2023 20 Sold IQ 2024 20 Sold IQ 2025 20 So		*		
2013 \$589,826 183 94% 2012 \$546,270 167 93% 2011 \$556,208 148 92% 2010 \$591,458 152 93% 2009 \$606,947 135 92% 2008 \$663,407 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$440,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2011 \$340,125 231 231 231 2011 \$340,125 231 231 231 2011 \$340,125 231 231 231 2011 \$340,125 231 231 231 2011 \$340,125 231 231 231				
2012				
2011				
2010		•		
2009		-		
2008 \$663,407 119 92% 2007 \$693,881 174 94% 2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$3335,786 279 96% 2001 \$340,125 231 97% 2002 \$3340,125 231 97% 2003 \$400,851 303 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2001 \$340,125 231 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2002 \$48 Sold IQ 2023 40 Sold IQ 2023 48 Sold IIQ 2022 48 Sold IIQ 2022 48 Sold IIQ 2022 52 Sold IIQ 2022 77 Current Pending 25 Sold IQ 2023 15 Sold IQ 2023 15 Sold IQ 2023 15 Sold IQ 2023 15 Sold IQ 2023 24 Sold IIQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 26 Sold IIQ 2022 27 Current Pending 6 S800k-\$1.2M Priced Single Family Homes Currently Listed 7 Sold IQ 2023 10 Sold IQ 2024 20 Sold IQ 2025 20 Sold IQ 2026 20 Current Pending 11 S1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2024 16 Sold IQ 2025 16 Sold IQ 2025 16 Sold IQ 2026 16 Sold IQ 2027 16 Sold IQ 2022 26 Sold IQ 2022 26 Sold IQ 2022 26 Sold IQ 2022 26 Sold IQ 2022 27		· ·		
2007		· ·		
2006 \$747,809 156 96% 2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2002 2335,786 279 2001 2023 34 2023 34 2023 250ld IIQ 2022 26 2001 2023 25 25 25 2001 2023 25 25 25 25 25 25 25		•		
2005 \$607,248 307 97% 2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 70 2002 3340,125 231 97% 2002 3340,125 231 97% 2002 340 2023 34 2002 34 34 2002 35 34 34 34 34 34 34 34		,		
2004 \$527,809 300 97% 2003 \$400,851 303 97% 2002 \$335,786 279 96% 2001 \$340,125 231 97% 2002 \$3340,125 231 97% 2002 231 97% 2002 231 2002		\$747,809	156	96%
2003	2005	\$607,248	307	97%
2002	2004	\$527,809	300	97%
2001	2003	\$400,851	303	97%
Total Active Single Family Homes Currently Listed Avg. List Price \$1,732876 @ 113 TDOM	2002	\$335,786	279	96%
Total Active Single Family Homes Currently Listed Avg. List Price \$1,732876 @ 113 TDOM	2001	\$340,125	231	97%
Avg. List Price \$1,732876 @ 113 TDOM Sold IQ 2023 40 Sold IQ 2022 34 Sold IVQ 2022 48 Sold IIIQ 2022 77 Current Pending 25 0-\$800k Priced Single Family Homes Currently Listed 9 Sold IQ 2023 15 Sold IQ 2023 15 Sold IIQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 Sold IQ 2023 10 Sold IVQ 2022 13 Sold IVQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IVQ 2023 11 Sold IVQ 2023 11 Sold IVQ 2023 12 Sold IIQ 2022 12 Sold IIQ 2022 16 Sold IIQ 2022 16				
Sold IQ 2023 34 Sold IVQ 2022 48 Sold IIIQ 2022 62 Sold IIQ 2022 77 Current Pending 25 O-\$800k Priced Single Family Homes Currently Listed 9 Sold IQ 2023 15 Sold IQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cld IIQ 2023 10 Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 \$cld IIQ 2023 11 \$cld IQ 2023 9 \$cld IQ 2023 9 \$cld IQ 2023 9 \$cld IIQ 2022 12 \$cld IIQ 2022 16 \$cld IIQ 2022 16			Listed	42
Sold IQ 2023 34 Sold IVQ 2022 48 Sold IIIQ 2022 62 Sold IIQ 2022 77 Current Pending 25 O-\$800k Priced Single Family Homes Currently Listed 9 Sold IQ 2023 15 Sold IQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cld IIQ 2023 10 Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 \$cld IIQ 2023 11 \$cld IQ 2023 9 \$cld IQ 2023 9 \$cld IQ 2023 9 \$cld IIQ 2022 12 \$cld IIQ 2022 16 \$cld IIQ 2022 16	Sold HO 2023			40
Sold IVQ 2022 48 Sold IIIQ 2022 77 Current Pending 25 0-\$800k Priced Single Family Homes Currently Listed 9 Sold IIQ 2023 15 Sold IVQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cold IIQ 2023 10 Sold IVQ 2022 13 Sold IVQ 2022 20 Sold IIQ 2022 20 Sold IIQ 2022 20 Sold IIQ 2022 20 Sold IVQ 2022 20 Sold IVQ 2023 11 Sold IVQ 2023 9 Sold IVQ 2023 9 Sold IVQ 2022 12 Sold IVQ 2022 12 Sold IVQ 2022 16 Sold IVQ 2022 16 Sold IVQ 2022 16 Sold IVQ 2022 24				
Sold IIIQ 2022 77 Current Pending 25 9-\$800k Priced Single Family Homes Currently Listed 9 Sold IIQ 2023 15 Sold IQ 2023 15 Sold IVQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 \$0ld IIQ 2023 11 \$0ld IQ 2023 9 \$0ld IIQ 2022 12 \$0ld IIQ 2023 12 \$0ld IIQ 2022 12 \$0ld IIQ 2022 16 \$0ld IIQ 2022 16				
Sold IIQ 2022 77 Current Pending 25 0-\$800k Priced Single Family Homes Currently Listed 9 Sold IIQ 2023 15 Sold IVQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cld IIQ 2023 10 Sold IVQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 \$cld IIQ 2023 11 \$cld IQ 2023 9 \$cld IQ 2023 9 \$cld IQ 2023 12 \$cld IQ 2024 12 \$cld IQ 2025 12 \$cld IIQ 2022 16 \$cld IIQ 2022 24				
Current Pending 25 0-\$800k Priced Single Family Homes Currently Listed 9 Sold IIQ 2023 15 Sold IVQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 Sold IIQ 2023 14 Sold IVQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2022 12 Sold IIQ 2022 16 Sold IIQ 2022 16 Sold IIQ 2022 16 Sold IIQ 2022 16 Sold IIQ 2022 24	-			
0-\$800k Priced Single Family Homes Currently Listed 9 Sold IIQ 2023 15 Sold IVQ 2022 24 Sold IIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 Sold IIQ 2023 14 Sold IQ 2023 10 Sold IIQ 2022 13 Sold IIQ 2022 20 Sold IIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2023 9 Sold IQ 2022 12 Sold IIQ 2022 16 Sold IIQ 2022 16 Sold IIQ 2022 24				
Sold IIQ 2023 15 Sold IQ 2023 15 Sold IVQ 2022 24 Sold IIIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$sold IIQ 2023 10 Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 \$cld IIQ 2023 9 Sold IQ 2023 9 Sold IQ 2022 12 Sold IIQ 2022 16 Sold IIQ 2022 24			And the December of	
Sold IQ 2023 15 Sold IVQ 2022 24 Sold IIIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$\screen{\text{Sold IIQ 2023}}\$ 14 \$\screen{\text{Sold IVQ 2022}}\$ 13 \$\screen{\text{Sold IIQ 2022}}\$ 20 \$\screen{\text{Sold IIQ 2022}}\$ 20 \$\screen{\text{Current Pending}}\$ 11 \$\screen{\text{Sl.2M-\$\$\text{\$4M Priced Single Family Homes Currently Listed}}\$ 26 \$\screen{\text{Sold IIQ 2023}}\$ 9 \$\screen{\text{Sold IVQ 2023}}\$ 9 \$\screen{\text{Sold IVQ 2022}}\$ 12 \$\screen{\text{Sold IIQ 2022}}\$ 16 \$\screen{\text{Sold IIQ 2022}}\$ 24	2 22	Family Homes Current	ly Listed	
Sold IVQ 2022 24 Sold IIIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cold IIQ 2023 14 \$cold IQ 2023 10 \$cold IVQ 2022 13 \$cold IIQ 2022 20 \$cold IIQ 2022 20 \$cold IIQ 2022 20 \$cold IQ 2023 11 \$cold IQ 2023 9 \$cold IVQ 2022 12 \$cold IVQ 2022 12 \$cold IIQ 2022 16 \$cold IIQ 2022 24	-			
Sold IIIQ 2022 26 Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$sold IIQ 2023 14 \$sold IQ 2023 10 \$sold IVQ 2022 13 \$sold IIIQ 2022 20 \$sold IIQ 2022 20 Current Pending 11 \$sold IQ 2023 26 \$sold IQ 2023 9 \$sold IQ 2022 12 \$sold IVQ 2022 16 \$sold IIQ 2022 24				
Sold IIQ 2022 33 Current Pending 6 \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$\text{Sold IIQ 2023}\$ 14 \$\text{Sold IVQ 2022}\$ 13 \$\text{Sold IIQ 2022}\$ 20 \$\text{Sold IIQ 2022}\$ 20 \$\text{Current Pending}\$ 11 \$\text{\$1.2M-\$\$4M Priced Single Family Homes Currently Listed}\$ 26 \$\text{Sold IIQ 2023}\$ 9 \$\text{Sold IVQ 2022}\$ 12 \$\text{Sold IIQ 2022}\$ 16 \$\text{Sold IIQ 2022}\$ 24				
Current Pending \$800k-\$1.2M Priced Single Family Homes Currently Listed 7 Sold IIQ 2023 14 Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				
\$800k-\$1.2M Priced Single Family Homes Currently Listed 7 \$cold IIQ 2023 14 \$cold IVQ 2022 10 \$cold IVQ 2022 13 \$cold IIQ 2022 20 \$cold IIQ 2022 20 \$current Pending 11 \$cold IVQ 2023 26 \$cold IVQ 2023 11 \$cold IVQ 2023 9 \$cold IVQ 2022 12 \$cold IIIQ 2022 16 \$cold IIQ 2022 24	~			
Sold IIQ 2023 14 Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$\frac{\text{S1.2M-\$4M Priced Single Family Homes Currently Listed}}{\text{Sold IIQ 2023}} 26 \$\frac{\text{Sold IVQ 2023}}{\text{Sold IVQ 2022}} 11 \$\text{Sold IVQ 2022}}{\text{Sold IIIQ 2022}} 12 \$\text{Sold IIQ 2022}}{\text{Sold IIQ 2022}} 16 \$\text{Sold IIQ 2022}}{\text{24}} 24	Current Pending			6
Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24	\$800k-\$1.2M Priced S	ingle Family Homes Cur	rrently Listed	7
Sold IQ 2023 10 Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24	Sold IIQ 2023			14
Sold IVQ 2022 13 Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				
Sold IIIQ 2022 20 Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				
Sold IIQ 2022 20 Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IVQ 2022 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				
Current Pending 11 \$1.2M-\$4M Priced Single Family Homes Currently Listed 26 Sold IIQ 2023 11 Sold IVQ 2022 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				
Sold IIQ 2023 11 Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24	_			
Sold IQ 2023 9 Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24	\$1.2M-\$4M Priced Sin	gle Family Homes Curr	ently Listed	26
Sold IVQ 2022 12 Sold IIIQ 2022 16 Sold IIQ 2022 24				11
Sold IIIQ 2022 16 Sold IIQ 2022 24				9
Sold IIQ 2022 24	Sold IVQ 2022			12
· · · · · · · · · · · · · · · · · · ·				16
Current Pending 8	Sold IIQ 2022			24
	Current Pending			, <mark>8</mark>

Prepared by Tom & Eric Fansler of Berkshire Hathaway HomeServices Smith Mountain Lake Real Estate on 6/30/2023.

Waterfront Condo and Townhouse Inventory and Sales Analysis Franklin, Bedford and Pittsylvania Counties June 30, 2023

<u>Year</u>	Average Sales Price	Number Sold	Sold/Listing Price
2023	\$474,066	47 YTD	97%
2022 2021	\$441,346	117	99%
2020	\$371,324 \$309,119	131 222	100% 97%
2019	\$285,331	142	95%
2018	\$262,022	110	95%
2017	\$273,740	149	95%
2016	\$256,184	104	94%
2015	\$270,232	101	95%
2014	\$271,030	81	94%
2013	\$306,547	81	94%
2012	\$279,698	70	91%
2011	\$290,878	53	92%
2010	\$312,020	61	92%
2009	\$343,715	56	92%
2008	\$367,750	61	93%
2007	\$430,938	47	97%
2006	\$389,097	87	98%
2005	\$381,097	192	100 <mark>%</mark>
2004	\$270,602	154	100%
2003	\$235,537	116	99%
2002	\$194,724	105	98%
2001	\$181,187	88	98%
	and Townhouses Curren	tly Listed	18
Avg. List Price \$749,49	94 @ 72 TDOM		
Sold IIQ 2023			27
Sold IQ 2023 Sold IVQ 2022			20
Sold IVQ 2022 Sold IIIQ 2022			21 44
Sold IIQ 2022			30
Current Pending			5
0-\$400k Priced Condo	s and Townhouses Curr	ently Listed	7
Sold IIQ 2023			18
Sold IQ 2023			5
Sold IVQ 2022			20
Sold IIIQ 2022			17
Sold IIQ 2022			14
Current Pending			3
\$401-\$700k Priced Co	3		
Sold IIQ 2023			9
Sold IQ 2023			7
Sold IVQ 2022			20
Sold IIIQ 2022			10
Sold IIQ 2022			3
Current Pending			1
\$701k+ Priced Condos	and Townhouses Curre	ently Listed	8
Sold IIQ 2023			3
Sold IQ 2023			5
Sold IVQ 2022			10
Sold IIIQ 2022			4
Sold IIQ 2022			3
Current Pending			1

Prepared by Tom & Eric Fansler of Berkshire Hathaway HomeServices Smith Mountain Lake Real Estate on 6/30/2023.

Authors do not Warrant the Accuracy of the Data Analysis Presented.

Waterfront Lots Inventory and Sales Analysis Franklin, Bedford and Pittsylvania Counties June 30, 2023

Year	Average Sales Price	Number Sold	Sold/Listing Price
2023	\$271,810	39 YTD	91%
2022	\$270,418	96	92%
2021	\$227,605	163	90%
2020 2019	\$225,081	151	91%
2019	\$213,512	68	88%
2017	\$182,724	70 71	89% 85%
2017	\$240,694 \$197,642	52	87%
2015	\$197,042 \$235,789	32 41	87% 90%
2013	\$233,789 \$190,597	64	90% 83%
2014	\$179,057 \$179,057	52	86%
2013	\$231,563	53	85%
2012	\$181,127	33 37	83%
2010	\$220,219	47	82%
2009	\$317,761	44	82%
2009	\$331,576	58	83%
2007		71	
2007	\$390,954 \$379,669		91%
2005		97	93%
	\$370,205 \$323,753	301	95%
2004	\$232,752	326	96%
2003	\$182,507	317	96%
2002	\$147,763	286	94%
2001	\$123,593	321	88%
Total Active Lots Co Avg. List Price \$272,			85
Sold IIQ 2023			25
Sold IQ 2023			14
Sold IVQ 2022			13
Sold IIIQ 2022			27
Sold IIQ 2022			25
Current Pending			14
0-\$200k Priced Lots	Currently Listed		41
Sold IIQ 2023			10
Sold IQ 2023			5
Sold IVQ 2022			4
Sold IIIQ 2022			13
Sold IIQ 2022			10
Current Pending			4
\$201-\$400 Priced Lo	ots Currently Listed		29
Sold IIQ 2023			9
Sold IQ 2023			6
Sold IVQ 2022			7
Sold IIIQ 2022			9
Sold IIQ 2022			12
Current Pending			7
\$401k-\$2 Million Pr	iced Lots Currently Listed	Í	15
Sold IIQ 2023			6
Sold IQ 2023			3
Sold IVQ 2022			2
Sold IIIQ 2022			5
Sold IIQ 2022			3
Current Pending			3

Prepared by Tom & Eric Fansler of Berkshire Hathaway HomeServices Smith Mountain Lake Real Estate on 6/30/2023.

Authors do not Warrant the Accuracy of the Data Analysis Presented.

Water Access Single Family Inventory and Sales Analysis Franklin, Bedford and Pittsylvania Counties June 30, 2023

<u>Year</u>	Average Sales Price	Number Sold	Sold/Listing Price
2023	\$451,081	31 YTD	98%
2022	\$427,224	93	100%
2021	\$340,313	114	99%
2020	\$307,198	126	98%
2019	\$270,441	92	96%
2018	\$275,746	69	97%
2017	\$235,770	91	96%
2016	\$229,742	84	95%
2015	\$219,126	7 <mark>4</mark>	95%
2014	\$190,597	64	83%
2013	\$179,057	52	86%
2012	\$231,563	53	85%
2011	\$181,127	37	83%
Avg. List Price \$509,8	ingle Family Homes Cur	rently Listed	20
,	40 (a) 113 1DOM		••
Sold IIQ 2023			20
Sold IQ 2023			11
Sold IIIQ 2022			16
Sold IIQ 2022 Sold IQ 2022			36 23
Sold IVQ 2021			23 27
Sold IIIQ 2021			29
Sold IIQ 2021			30
Sold IQ 2021			28
Sold IVQ 2020			36
Sold IIIQ 2020			43
Sold IIQ 2020			27
Sold IQ 2020			20
Sold IVQ 2019			15
Sold IIIQ 2019			30
Sold IIQ 2019 Sold IQ 2019			26 21
Sold IVQ 2018			14
Sold IIIQ 2018			19
Sold IIQ 2018			27
Sold IQ 2018			9
Sold IVQ 2017			21
Sold IIIQ 2017			29
Sold IIQ 2017			23
Sold IQ 2017			18
Sold IVQ 2016			24
Sold IIIQ 2016 Sold IIQ 2016			25 20
Sold IQ 2016 Sold IQ 2016			20 15
Sold IV 2015			19
Sold IIIQ 2015			23
Sold IIQ 2015			19
Sold IQ 2015			13
Sold IVQ 2014			17
Sold IIIQ 2014			21
Sold IIQ 2014			13
Sold IQ 2014			13
Sold IVQ 2013 Sold IIIQ 2013			13 20
Sold IIQ 2013 Sold IIQ 2013			20 14
Sold IQ 2013			10
Sold IVQ 2012			12
Sold IIIQ 2012			15
Sold IIQ 2012			15
Sold IQ 2012			13
Currently Pending			12

Prepared by Tom & Eric Fansler of Berkshire Hathaway HomeServices Smith Mountain Lake Real Estate on 6/30/2023.

Authors do not Warrant the Accuracy of the Data Analysis Presented.