



BERKSHIRE HATHAWAY | Smith Mountain Lake Real Estate
HomeServices

4th Quarter 2018 Smith Mountain Lake Real Estate Sales

December 31, 2018

The tumultuous year of 2018 has peacefully ended. After 6 consecutive years of **increasing overall sales volume**, 2018 broke our winning streak but **2018 sales volume was still the second highest in the past 13 years**. We had anticipated that 2018 sales volumes would continue to increase based on our mid-year projections. Unfortunately, warnings of 2 hurricanes possibly impacting our area, frequent above average rainfall during the fall and a major snow storm hitting in early December may have hampered activities and buyer/visitor travel plans. We expect to **resume our increasing sales volume in 2019!** **Below are some 2018 overall real estate highlights:**

- **Overall sales volume decreased 12% in 2018 versus 2017**
- **Waterfront home sales volume for 2018 was 7% below 2017 results.**
- **2018 average sales prices for waterfront homes were slightly below 2017 average prices.**
- **Condo/townhouse sales volume for 2018 was ~25% below 2017**

2018 waterfront home sales were 252 homes compared to 271 sold in 2017. Average sales price for waterfront homes was \$598,955 compared to \$601,195 for 2017. Clients are continuing to purchase modestly priced listings, especially if they have short term rental potential. **Higher priced inventory has pushed the average listing price for waterfront homes to almost \$275k above the average selling price.** Listed waterfront home inventory dropped significantly to 192 homes by year-end which represents a 9 month supply. Another 10% of waterfront home listings expired to begin 2019 to reduce the supply to 8 months. **We expect the inventory to increase significantly in the coming months.** If the inventory stays this low or goes lower, it could signal that waterfront home prices may begin to increase.

After the great year for condo/townhouse sales in 2017, sales volume fell ~25% with prices down ~5% in 2018. Waterfront lots sales volume matched 2017 but average prices were ~25% lower. Sales volume of water-access homes fell ~25% but average prices increased ~25% versus 2017. Inventories for water-access homes remain low versus the current higher demand for these properties and prices seem to be increasing.

Many of our listing clients ask us when is the **best time to list their waterfront homes?** Attached is a chart that shows total **monthly sales since 2001**. Quarterly sales percentages are **IQ-18%, IIQ-27%, IIIQ- 30% and IVQ- 25%**. A sale month is established when a property closes and is recorded. Since it typically requires 30-60 days to close, the actual contract agreement is a month or two prior to the closing month. The highest monthly sales volume over the past 18 years is in August and the lowest is in February. Based upon this data, we believe there is not a **best or worst time to list a waterfront home**. Our **“leading indicator” of sales price versus tax assessment** shows that 2018 waterfront homes in Franklin and Bedford counties sold on average **9.2% above their current tax assessment**. **This indicates that prices may be increasing for waterfront homes. Bedford County has just completed their 4-year tax reassessment** but these results have not yet been posted. We will analyze the Bedford County results for our **IQ 2019 report**. **Franklin County’s 4-year tax reassessment process** has begun. Owners will get these results **about October, 2019**, and new reassessments will become official **January, 2020**.

BHHS –SML Real Estate continues to be the largest real estate firm in terms of overall sales volume in the lake area. Our firm was represented in ~50% of the sales of \$1,000,000+ homes sold in 2018. We appreciate the support of all our clients as we continue to focus on meeting client needs with unmatched service, knowledge of the lake real estate market and providing attention to every detail. **Thanks for your business and we look forward to working with you!**

Tom Fansler, REALTOR, ABR, GRI Eric Fansler, REALTOR, GRI

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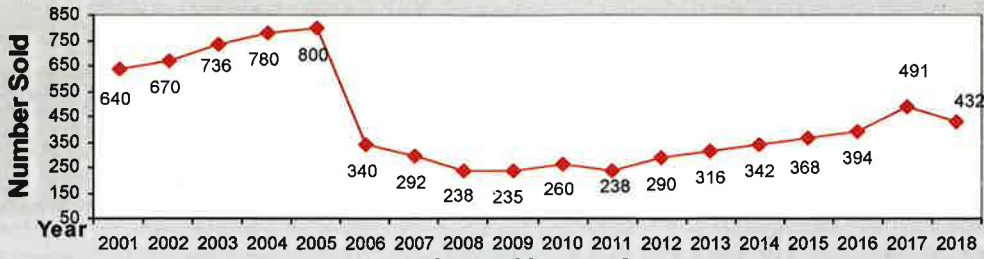
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Smith Mountain Lake Real Estate Data

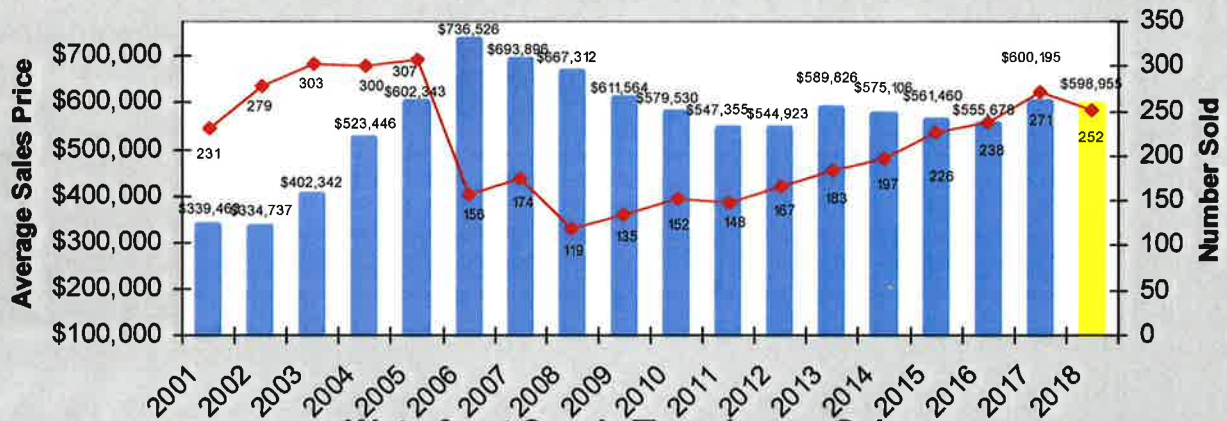
Prepared by TEAMFANSLER.com

December 31, 2018

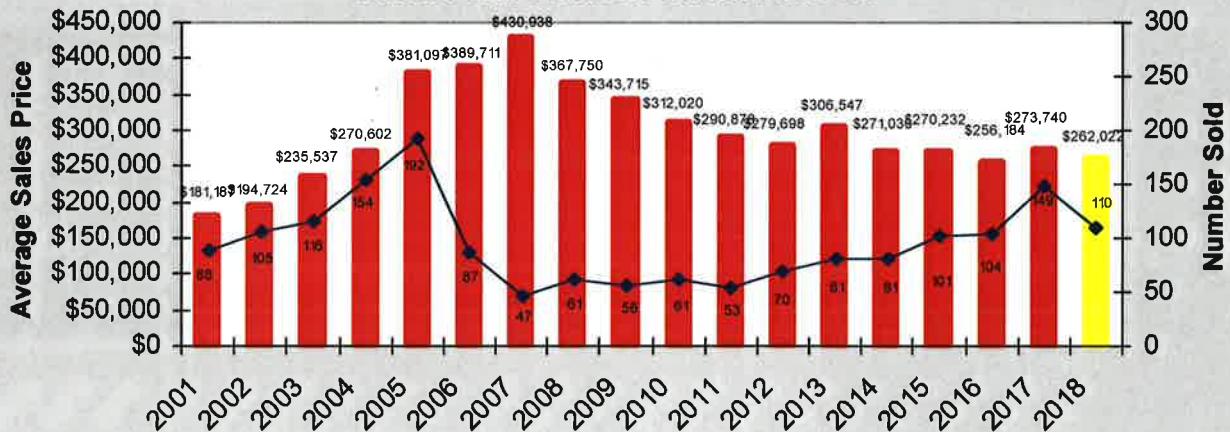
Total Waterfront Properties Sold



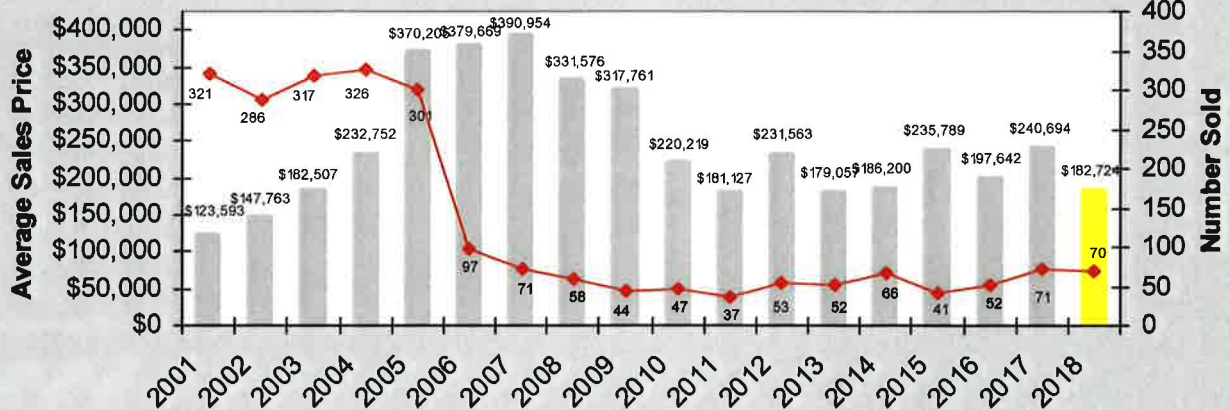
Waterfront Home Sales



Waterfront Condo/Townhouse Sales



Waterfront Lot Sales



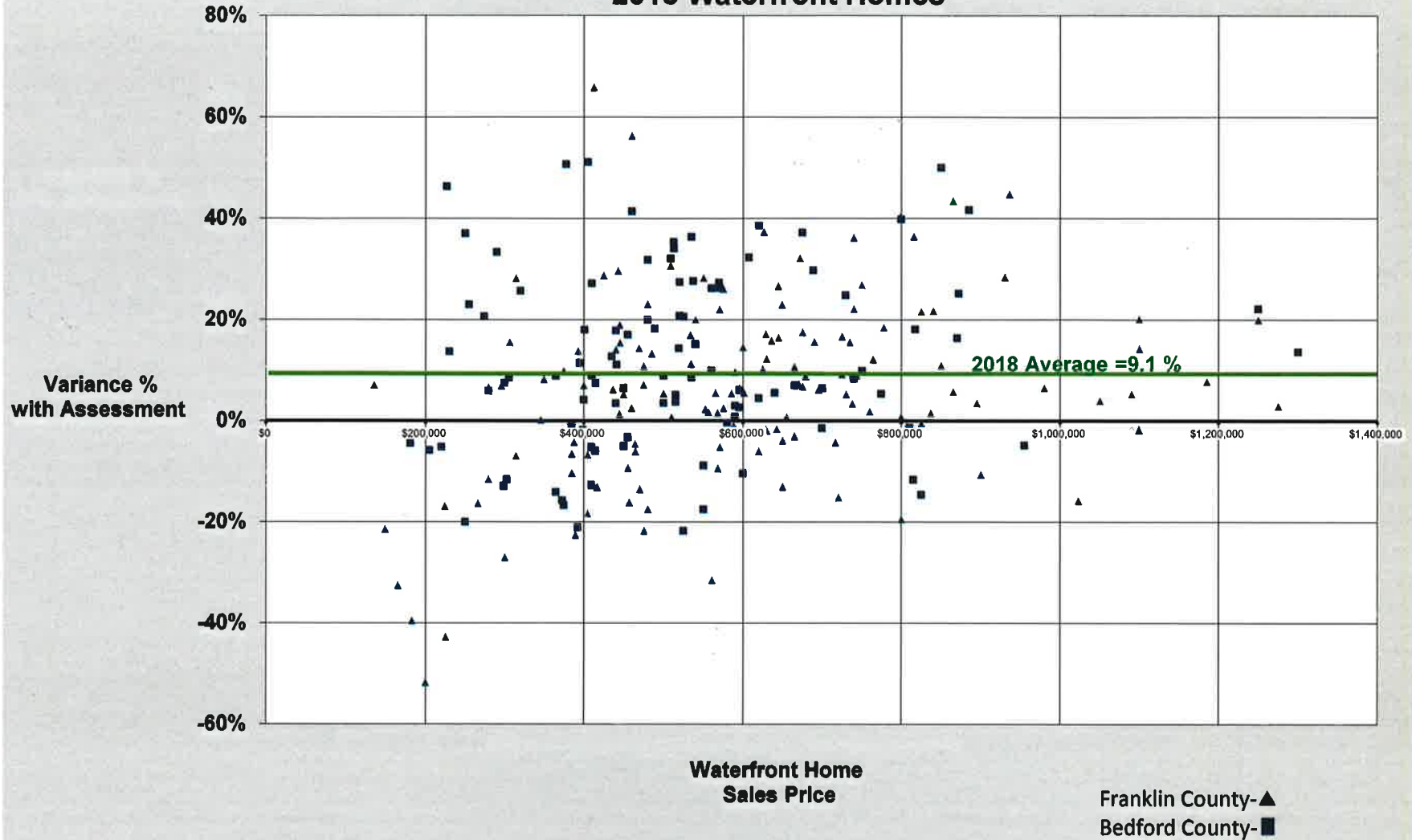
Prepared by Tom and Eric Fanster of Berkshire Hathaway HomeServices Smith Mountain Lake Real Estate on 12/31/18.

Authors do not warrant the accuracy of the data analysis presented.

Waterfront Single Family Homes Inventory and Sales Analysis
Franklin, Bedford and Pittsylvania Counties
December 31, 2018

<u>Year</u>	<u>Average Sales Price</u>	<u>Number Sold</u>	<u>Sold/Listing Price</u>
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%
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%
<u>Total Active Single Family Homes Currently Listed</u>			192
Avg. List Price \$872,427 @ 390TDOM			
<u>Sold IVQ 2018</u>			47
Sold IIIQ 2018			65
Sold IIQ 2018			83
Sold IQ 2018			57
Sold IVQ 2017			69
Current Pending			19
<u>0-\$500k Priced Single Family Homes Currently Listed</u>			52
<u>Sold IVQ 2018</u>			12
Sold IIIQ 2018			32
Sold IIQ 2018			29
Sold IQ 2018			31
Sold IVQ 2017			40
Current Pending			8
<u>\$501-\$800 Priced Single Family Homes Currently Listed</u>			87
<u>Sold IVQ 2018</u>			25
Sold IIIQ 2018			27
Sold IIQ 2018			35
Sold IQ 2018			22
Sold IVQ 2017			22
Current Pending			7
<u>\$801k-\$8 Million Priced Single Family Homes Currently Listed</u>			53
<u>Sold IVQ 2018</u>			10
Sold IIIQ 2018			6
Sold IIQ 2018			19
Sold IQ 2018			5
Sold IVQ 2017			7
Current Pending			4

Variance in Bedford and Franklin Counties Sale Price vs Tax Assessed Value 2018 Waterfront Homes



Waterfront Condo and Townhouse Inventory and Sales Analysis
Franklin, Bedford and Pittsylvania Counties
December 31, 2018

<u>Year</u>	<u>Average Sales Price</u>	<u>Number Sold</u>	<u>Sold/Listing Price</u>
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%
2004	\$270,602	154	100%
2003	\$235,537	116	99%
2002	\$194,724	105	98%
2001	\$181,187	88	98%

Total Active Condos and Townhouses Currently Listed **90**

Avg. List Price \$324,779 @ 504 TDOM

Sold IVQ 2018 **17**

Sold IIIQ 2018 42

Sold IIQ 2018 35

Sold IQ 2018 17

Sold IVQ 2017 28

Current Pending **5**

0-\$250k Priced Condos and Townhouses Currently Listed **29**

Sold IVQ 2018 **9**

Sold IIIQ 2018 18

Sold IIQ 2018 16

Sold IQ 2018 7

Sold IVQ 2017 12

Current Pending **1**

\$251-\$400 Priced Condos and Townhouses Currently Listed **41**

Sold IVQ 2018 **5**

Sold IIIQ 2018 18

Sold IIQ 2018 15

Sold IQ 2018 9

Sold IVQ 2017 11

Current Pending **2**

\$401k+ Priced Condos and Townhouses Currently Listed **20**

Sold IVQ 2018 **1**

Sold IIIQ 2018 6

Sold IIQ 2018 4

Sold IQ 2018 1

Sold IVQ 2017 5

Current Pending **2**

Waterfront Lots Inventory and Sales Analysis
Franklin, Bedford and Pittsylvania Counties
December 31, 2018

<u>Year</u>	<u>Average Sales Price</u>	<u>Number Sold</u>	<u>Sold/Listing Price</u>
2018	\$182,724	70	89%
2017	\$240,694	71	85%
2016	\$197,642	52	87%
2015	\$235,789	41	90%
2014	\$190,597	64	83%
2013	\$179,057	52	86%
2012	\$231,563	53	85%
2011	\$181,127	37	83%
2010	\$220,219	47	82%
2009	\$317,761	44	89%
2008	\$331,576	58	83%
2007	\$390,954	71	91%
2006	\$379,669	97	93%
2005	\$370,205	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 Currently Listed **295**

Avg. List Price \$249,141 @ 1033 TDOM

Sold IIIQ 2018	22
Sold IIQ 2018	19
Sold IQ 2018	25
Sold IVQ 2017	4
Sold IIIQ 2017	15
Current Pending	10

0-\$200k Priced Lots Currently Listed **146**

Sold IIIQ 2018	13
Sold IIQ 2018	10
Sold IQ 2018	17
Sold IVQ 2017	3
Sold IIIQ 2017	8
Current Pending	6

\$201-\$400 Priced Lots Currently Listed **119**

Sold IIIQ 2018	8
Sold IIQ 2018	6
Sold IQ 2018	1
Sold IVQ 2017	4
Sold IIIQ 2017	8
Current Pending	4

\$401k-\$2 Million Priced Lots Currently Listed **30**

Sold IIIQ 2018	1
Sold IIQ 2018	2
Sold IQ 2018	0
Sold IVQ 2017	3
Sold IIIQ 2017	6
Current Pending	0

SML Waterfront Home Sales By Month

2001-2018

	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	Total Sales Per Month	Quarterly %	
January	10	13	17	9	24	8	11	5	4	10	10	7	3	8	15	17	14	23	208	18%	
February	8	12	10	15	19	8	13	7	6	7	6	11	11	6	17	13	13	18			200
March	15	13	18	16	25	15	12	12	10	7	12	11	14	13	13	12	28	16			262
April	17	17	25	35	39	15	16	9	7	12	10	11	11	17	9	19	21	20	310	27%	
May	17	22	29	19	28	15	17	14	10	10	12	11	22	16	22	23	26	34			347
June	26	28	32	34	35	12	21	17	15	13	17	19	20	15	10	24	26	29			393
July	24	21	32	25	26	14	10	13	17	15	4	18	17	18	20	22	23	18	337	30%	
August	30	31	35	24	37	17	17	16	14	14	24	16	20	25	25	18	28	25			416
September	25	31	27	38	29	13	18	7	11	19	13	20	22	24	27	25	23	22			394
October	21	35	33	38	20	16	15	9	12	18	11	13	21	29	39	26	29	16	401	25%	
November	16	29	22	26	14	15	12	6	13	14	16	19	12	14	16	20	23	14			301
December	22	27	23	21	11	8	12	4	16	13	13	11	10	12	13	19	17	17			269
MLS Totals	231	279	303	300	307	156	174	119	135	152	148	167	183	197	226	238	271	252	3838		

Water Access Single Family Inventory and Sales Analysis
Franklin, Bedford and Pittsylvania Counties
December 31, 2018

<u>Year</u>	<u>Average Sales Price</u>	<u>Number Sold</u>	<u>Sold/Listing Price</u>
2018	\$275,746	69	97%
2017	\$235,770	91	96%
2016	\$229,742	84	95%
2015	\$219,126	74	95%
2014	\$190,597	64	83%
2013	\$179,057	52	86%
2012	\$231,563	53	85%
2011	\$181,127	37	83%

Total Water Access Single Family Homes Currently Listed **59**
 Avg. List Price \$348,123 @ 361 TDOM

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	25
Sold IIQ 2016	20
Sold IQ 2016	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	13
Sold IIIQ 2013	20
Sold IIQ 2013	14
Sold IQ 2013	10
Sold IVQ 2012	12
Sold IIIQ 2012	15
Sold IIQ 2012	15
Sold IQ 2012	13
Currently Pending	3