

8426 Kowaliga Rd Eclectic, AL 36024

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Lake Friends,

Summer is here and the local real estate market is in full swing! The question everyone is asking is how active are realtors, are prices stable, inventory down, etc. We like to provide the data and let you determine your thoughts about the market. The numbers we use to develop the chart are the actual SOLD prices (not list price at the time of sale). The overall, year-to-date statistics for the Lake Martin MLS indicate a total sales volume of \$41,325,415 in residential waterfront sales. The average days on market for these properties are 244 days with 84.9% as the % of list number. These numbers always vary by property with outliers on both ends of the statistical chart. Good pricing is the key to getting the buyers attention – there are plenty of examples where sellers are seeing low number of days on market and a high % of list sales price. Of course, the opposite is also true. July is starting off well with 11 properties having a status change from July 1 to today (these will show in next months data).

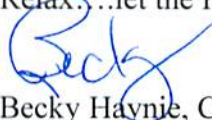
June SOLD Comparison				
<i>Waterfront Residence</i>	<i>6/1 – 6/30/10</i>	<i>6/1 – 6/30/09</i>	<i>Pending</i>	<i>Total Active on MLS</i>
TOTAL Number	17	26	27	487
\$0 - \$499,999	15	20	17	274
\$500,000 - \$999,999	2	3	10	162
\$1,000,000 +	0	3	0	51

<i>Waterfront Lots</i>	<i>6/1 – 6/30/10</i>	<i>6/1 – 6/30/09</i>	<i>Pending</i>	<i>Total Active on MLS</i>
TOTAL Number	1	2	2	176
\$0 - \$499,999	1	2	2	148
\$500,000 +	0	0	0	28

Year to Date SOLD Comparison					
<i>Waterfront Residence</i>	<i>1/1–6/30/10</i>	<i>1/1–6/30/09</i>	<i>Waterfront Lots</i>	<i>1/31-6/30/2010</i>	<i>1/1–6/30/09</i>
TOTAL Number SOLD	88	79	TOTAL Number SOLD	7	6
\$0 - \$499,999	60	62	\$0 - \$499,999	6	6
\$500,000 - \$999,999	24	10	\$500,000 +	1	0
\$1,000,000 +	4	7			

**These numbers have been made available by the Lake Martin MLS. Information is deemed reliable but is not guaranteed. If your home is already listed, this is not a solicitation of that listing. Please excuse our active marketing efforts.*

The lake is busy! If you or someone you know is considering buying or selling -- Relax...let the Haynie Team work for you!



Becky Haynie, CRS
Realtor



Howard Haynie, ALC, RSPS, ARA, RPRA,
Realtor

www.HomeOnLakeMartin.com

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