

**Smith Mountain Lake Area Real Estate  
Yearly Comparisons for Number of "Sold" Properties**

	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
<b>Waterfront Properties</b>															
Total Homes Sold	249	270 -8%	238	226	196	183	167	149	153	130	124	173	160	324	300
Less Than \$500,000	100	124 -20%	108	117	94	78	69	67	68	45	38	39	35	132	181
\$500,000-\$1,000,000	134	128 +5%	117	94	86	86	76	71	66	71	71	114	100	168	106
\$1,000,000 Plus	18	18 0%	13	15	16	17	12	11	19	14	15	20	25	24	13
SML Condos	100	133 -25%	90	83	63	67	54	53	60	52	62	61	134	234	182
Waterfront Lots	78	74 +5%	57	48	71	52	57	35	47	45	57	71	117	297	333
<b>Water Access Homes</b>	74	100 -26%	84	74	63	57	55	59	55	67	62	70	101	138	93
<b>Water Access Lots</b>	41	31 +31%	25	23	19	43	24	15	18	27	28	66	187	329	209
<b>Off Water Properties in Bedford and Franklin Counties</b>															
Homes -5Acres	514	564 -9%	573	541	507	457	409	368	348	338	420	523	575	580	523
Homes +5Acres	171	147 +17%	190	162	132	156	132	98	84	99	84	149	197	178	167
Land -5Acres	61	70 -13%	52	48	68	62	41	38	62	44	84	204	194	298	221
Land +5Acres	88	70 +25%	76	74	69	72	49	32	55	69	91	141	145	162	115

**Summary of Smith Mountain Lake Area Real Estate Sales for 2018**

As you can see from the data above, 2018 was a fairly flat year across the board for all types of real estate around Smith Mountain Lake. House sales were down about 9% overall and land sales were up about 10% overall. The biggest changes were at the lower end of the waterfront home market, the water access home market and the condo market. Sales for these properties were down 20-26% across the lake, possibly due to interest rates increasing affecting those buyers the most.

Hopefully interest rates for 2019 will hold steady and allow the economy to prosper some more. The biggest thing I've noticed is that across the board, the nicer properties that are priced right are moving fairly quickly. Prices seem to have gone up a bit on Waterfront homes, stabilized on Water Access homes and stabilized on condos after going up last year.

Hope you have a good year.

Jim