

January 4, 2011

Lake Friends,

Whether you watched New York's Ball Drop, Mobile's Moon Pie Drop, or slept your way into 2011; it is here and full of promise! The first of the New Year is always a good time to look back over the last few years to see what the Lake Martin MLS data reveals about our local market. We found the results interesting and have included them for you to review and draw your own conclusions about the Lake Martin market. Feel free to contact either of us with questions or for our personal opinions about the data.

Year over year SOLD Comparison					
<i>Waterfront Residence</i>	<i>2006</i>	<i>2007</i>	<i>2008</i>	<i>2009</i>	<i>2010</i>
TOTAL Number	235	156	137	192	190
\$0 - \$499,999	142	85	74	149	133
\$500,000 - \$999,999	77	51	39	29	48
\$1,000,000 +	16	20	24	14	9

Year over year SOLD Comparison					
<i>Waterfront Lots</i>	<i>2006</i>	<i>2007</i>	<i>2008</i>	<i>2009</i>	<i>2010</i>
TOTAL Number	55	37	18	18	27
\$0 - \$499,999	45	33	17	16	25
\$500,000 - \$999,999	9	4	1	2	2
\$1,000,000 +	1	0	0	0	0

**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.*

It is our belief that there are key ingredients buyers and sellers need in the 2011 market. The key for sellers in today's market are centered on effective marketing and accurate pricing. The keys for buyers include working with a Realtor that assists you by providing the benefit of their professional knowledge and expertise in the local market. Both buyers and sellers benefit from a Realtor that offers professionalism, communication and honesty. The Haynie Team offers a plan using these keys to assist buyers and sellers unlock the door to buying or selling Lake Martin property!

If you or someone you know has a New Year's resolution which includes buying or selling Lake Martin property --- Relax....let the Haynie Team work for you!



 Becky Haynie, CRS
 Associate Broker



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 Realtor