

Smith Mountain Lake Water Access Lot Sales Jan - DEC 2023

Deb Beran Properties Monthly Market Analysis

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ALL LOTS

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	118	\$56,109	85%	374
2022	101	\$32,947	91%	456
2021	136	\$29,912	81%	755
2020	75	\$27,634	78%	1039
2019	50	\$21,337	79%	1182
2018	49	\$35,932	87%	1710
2017	31	\$25,245	83%	604
2016	25	\$18,018	77%	536
2015	20	\$42,970	77%	559

152 Active Lots on the market as of 1/9/2024
1.50 years supply based on 2022 sales
14 Lots under contract (Pending) as of 1/9/2024

LOTS LISTED 30K to 40K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	21	\$30,405	84%	425
2022	15	\$28,467	81%	660
2021	37	\$28,315	80%	1326
2020	9	\$33,333	95%	2829
2019	9	\$29,861	86%	3103
2018	16	\$27,697	80%	2159
2017	3	\$30,333	82%	889
2016	3	\$24,367	75%	421
2015	2	\$29,000	78%	634

38 Active Lots on the market as of 1/9/2024
2.53 years supply based on 2022 sales
3 Lots under contract (Pending) as of 1/9/2024

LOTS LISTED UNDER 20K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	30	\$11,408	84%	171
2022	37	\$13,155	95%	444
2021	40	\$11,028	82%	481
2020	26	\$6,412	73%	786
2019	20	\$8,788	76%	561
2018	9	\$8,844	91%	375
2017	13	\$12,512	82%	495
2016	15	\$9,667	79%	440
2015	9	\$7,322	72%	355

26 Active Lots on the market as of 1/9/2024
0.70 years supply based on 2022 sales
1 Lot under contract (Pending) as of 1/9/2024

LOTS LISTED 40K to 60K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	29	\$46,478	90%	631
2022	7	\$44,929	90%	959
2021	27	\$39,214	79%	727
2020	15	\$34,493	70%	1151
2019	7	\$37,190	73%	928
2018	12	\$43,500	87%	3187
2017	3	\$36,667	80%	963
2016	2	\$37,000	67%	237
2015	3	\$37,333	69%	395

39 Active Lots on the market as of 1/9/2024
5.57 years supply based on 2022 sales
3 Lots under contract (Pending) as of 1/9/2024

LOTS LISTED 20K to 30K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	18	\$18,712	75%	249
2022	26	\$21,806	91%	336
2021	19	\$18,347	74%	337
2020	12	\$20,583	82%	584
2019	12	\$21,000	83%	778
2018	7	\$26,000	94%	953
2017	9	\$20,228	82%	517
2016	4	\$19,837	78%	846
2015	2	\$25,000	96%	1850

22 Active Lots on the market as of 1/9/2024
0.85 years supply based on 2022 sales
4 Lots under contract (Pending) as of 1/9/2024

LOTS LISTED OVER 60K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
YTD 2023	20	\$197,770	90%	365
2022	16	\$95,781	91%	268
2021	13	\$90,150	96%	642
2020	13	\$64,727	84%	594
2019	2	\$55,000	62%	2059
2018	5	\$106,780	92%	189
2017	3	\$78,967	96%	697
2016	1	\$79,000	80%	1701
2015	4	\$143,375	83%	459

27 Active Lots on the market as of 1/9/2024
1.69 years supply based on 2022 sales
3 Lots under contract (Pending) as of 1/9/2024

Information is deemed to be reliable, but is not guaranteed. This data was gathered from RVAR (MLS).