

# 2003 Lake Market Update

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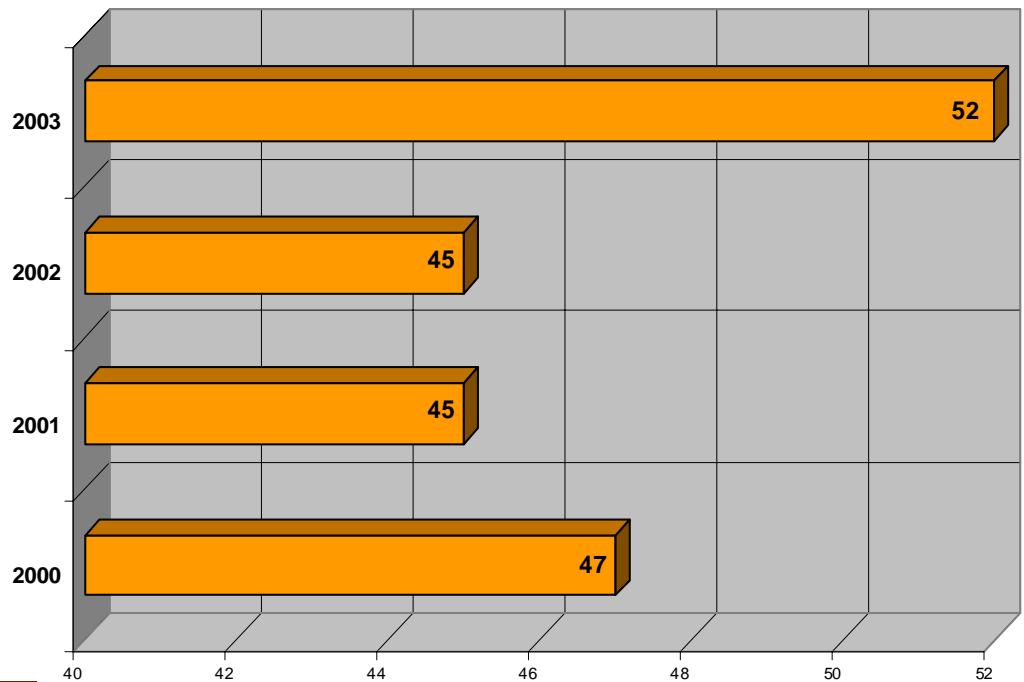
For 2003, the real estate market for Lakes Burton, Rabun and Seed has ended very strong. More lakefront properties sold in 2003 than in each of the last three years. Over 75% of these sales closed after June 1st. This momentum is expected to carry over into the new year.

Loans were involved in 30 of the 52 sales and loan to value ratios averaged between 70 and 80%.

Leased properties represented 35 of the sales. At sale prices of \$900,000 and above, 17 of 21 (81%) were leasehold properties.

Other lake area properties such as those with a lake view or deeded lake access also experienced significant activity.

## # of Lakefront Sales



*Buying or Selling?*

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# 2003 Lakefront Property Sales—Lakes Burton, Rabun and Seed

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for a free market analysis

Location	Sale Price	Ownership	Status	Location	Sale Price	Ownership	Status
Lake Rabun Road - Rabun	\$327,000	Lease	Tear Down	Seed Lake Road - Seed	\$845,000	Lease	Improved
Bear Gap Road - Rabun	385,000	Fee	Vacant	Burton Mountain - Burton	849,500	Lease	Improved
Seed Lake Road - Seed	400,000	Lease	Improved	Chiggerchaw - Burton	870,000	Lease	Improved
Goldmine - Burton	497,300	Fee	Improved	Murray Cove - Burton	875,000	Fee	Vacant
Seed Lake Road - Seed	510,000	Lease	Improved	Ayers Road - Rabun	895,000	Fee	Tear Down
Arkansas Lane - Burton	539,000	Fee	Improved	Blalock Goldmine Road - Burton	900,000	Lease	Improved
Acorn Creek - Burton	625,000	Fee	Improved	Chiggerchaw - Burton	900,000	Lease	Improved
Goldmine - Burton	650,000	Fee	Improved	Moccasin Creek Road - Burton	900,000	Lease	Improved
Lake Rabun Road - Rabun	650,000	Lease	Improved	Laurel Lodge Road - Burton	907,000	Lease	Tear Down
Seed Lake Road - Seed	650,000	Lease	Improved	Timpson Cove Road - Burton	930,000	Lease	Improved
Tame Turkey - Rabun	650,000	Fee	Improved	E. Wildcat Moccasin Cove - Burton	940,000	Lease	Improved
Burton Dam Road - Burton	685,000	Lease	Improved	Murray Cove, Timpson - Burton	950,000	Lease	Improved
Acorn Creek - Burton	725,000	Fee	Improved	Murray Cove, Timpson - Burton	1,100,000	Lease	Tear Down
Kings Row - Rabun	738,800	Fee	Vacant	Brandon Mill Road - Rabun	1,192,000	Lease	Improved
E. Wildcat Moccasin Cove - Burton	760,000	Lease	Improved	Emmaus Lane - Burton	1,230,000	Lease	Improved
Moccasin Cove Road, Burton	761,655	Lease	Tear Down	N. Moccasin Point - Burton	1,250,000	Lease	Improved
Murray Cove - Burton	762,500	Fee	Improved	S. Dick's Creek Road - Burton	1,300,000	Lease	Improved
Moccasin Creek Road - Burton	767,000	Lease	Improved	Ayers Road - Rabun	1,300,000	Fee	Improved
Tame Turkey - Rabun	795,000	Fee	Improved	Moccasin Creek Road - Burton	1,300,000	Lease	Improved
LaPrades - Burton	800,000	Lease	Improved	E. Wildcat Moccasin Cove - Burton	1,475,000	Lease	Improved
Moccasin Creek Road - Burton	800,000	Lease	Improved	Kennedy Lane - Rabun	1,550,000	Fee	Improved
Moccasin, Cheyenne - Burton	815,000	Lease	Tear Down	Deer Hill Road - Burton	1,587,500	Lease	Improved
Kings Row - Rabun	820,000	Fee	Vacant	Lake Rabun Road - Rabun	2,050,000	Lease	Improved
Murray Cove - Burton	825,000	Lease	Tear Down	Brandon Mill Road - Rabun	2,091,000	Fee	Improved
Moccasin Creek Road - Burton	830,000	Lease	Improved	Brandon Mill Road - Rabun	2,175,000	Fee	Improved
Seed Lake Road - Seed	830,000	Lease	Improved	Murray Cove - Burton	3,000,000	Lease	Improved

NOTE: "Improved" status indicates that a structure that contributed some value was on the property at the time of sale. Yellow highlight indicates participation in transaction by Poss Realty in one side or both. If your property is listed with another real estate broker, please disregard this letter. Information contained herein is based on public records and is deemed accurate but is not guaranteed.

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**LAKE FACTS**—These facts help illustrate the size relationships of Lakes Burton, Rabun and Seed. The statistics shown are approximate.

	Burton	Rabun	Seed
Fee Simple Lots	328	275	44
Leased Lots	844	210	97
Total Lots	1172	485	141
Shoreline/ Miles	62	25	13
Elevation ASL	1866.6	1689.6	1752.5
Acres	2775	835	240
Year Impounded	1919	1918	1926