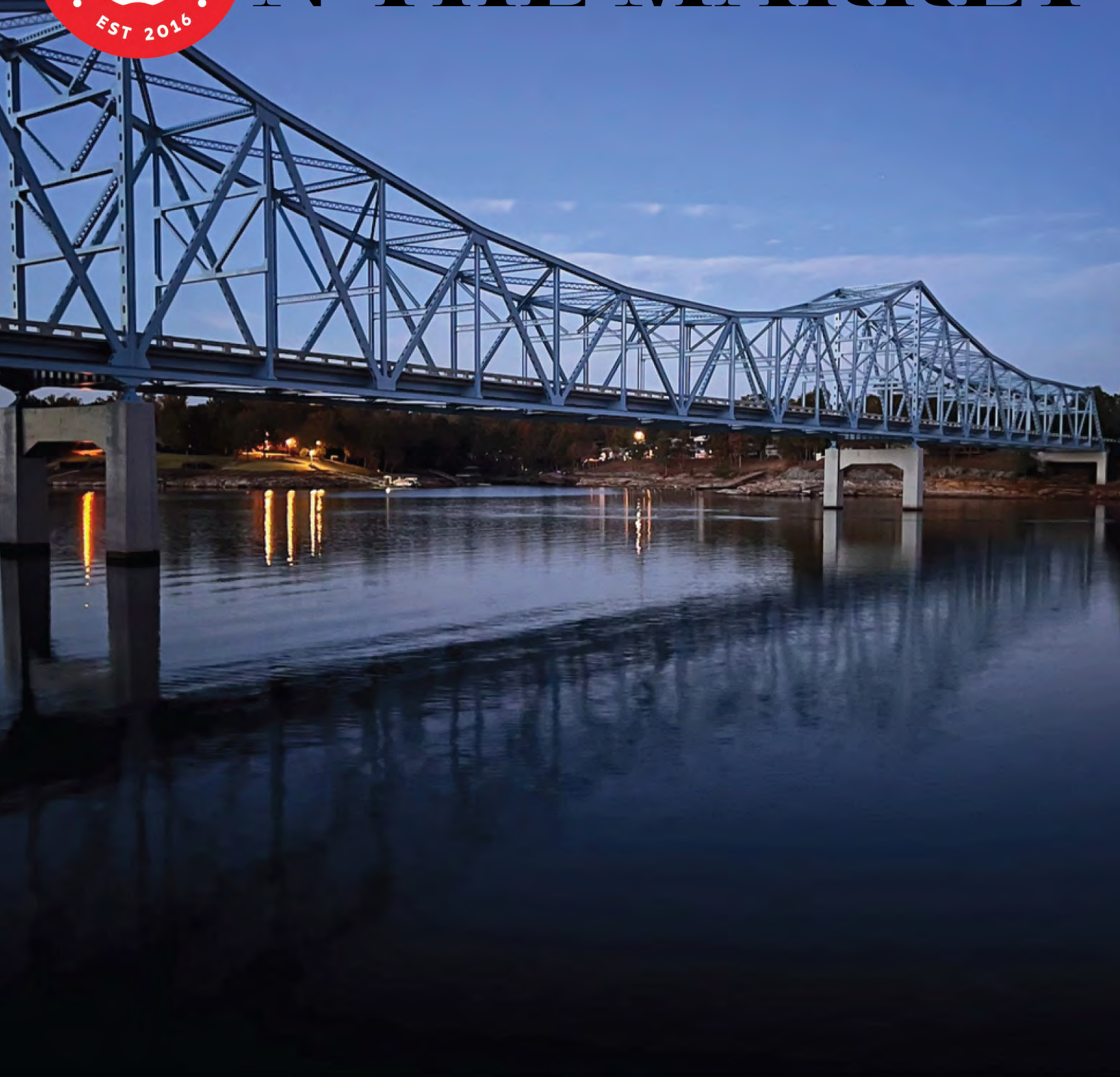


*Get*

**IN THE MARKET**



**JOSEPH CARTER REALTY**

# About

## JOSEPH CARTER REALTY

---

Joseph Carter Realty has an individualized approach, proven work ethic and industry knowledge. We believe in consistently putting our clients' best interests front and center, and have the experience to get a deal **DONE!**



Joseph Carter Realty's winning team is structured with dozens of experienced agents in top niche market areas across Alabama, specializing in waterfront homes, condos and lots. We have been a top producing team in **2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023!**

---

## Note from the owner



Thank you for the opportunity to represent you in the sell or purchase of your property. Joseph Carter Realty and its sales associates are dedicated to working to not only earn your business, but successfully help you with your real estate needs.

Please feel free to reach out to me at anytime.

*Joseph Carter*  
**Owner & Broker**

205.717.5253

[joseph@josephcarterrealty.com](mailto:joseph@josephcarterrealty.com)



# The Team



**We will WORK for you!**

Joseph Carter Realty features a broad range of backgrounds, interests and expertise allowing us to not just connect with different audiences, but market your property organically.



In addition, Joseph Carter Realty features:

- Professional Photography
- Drone Videography
- Closing Coordinator
- Marketing Director





# A Relationship COMPANY



**WORK HARD. PLAY HARD.**



**N the MARKET with Joseph Carter Realty**





# Testimonials

"We'd be in the wrong house at the wrong price if it wasn't for their expertise and understanding of the different dynamics on the lake. Working with the JCR team was a great experience and true testament to their knowledge of the lake"

**Tom & Haley Brandstater**  
Nashville, TN



"We moved to Alabama in 2014 and started looking at several lakes for the right lake house. Five years later, we chose Smith Lake. We tried a local realtor and it just was not a right fit. We were introduced to Joseph Carter Realty and immediately felt a great fit. They did not just show us houses, they looked for our right house and found it! Once we purchased, we had a few unresolved issues with the seller and Joseph Carter stepped up and made it right without us ever even asking. My wife Laura and I highly recommend Joseph Carter Realty for all your real estate needs. They are simply the best agency serving Smith Lake."

**Lee & Laura Domingue**  
Birmingham, AL



"We had a great experience working with Joseph on the purchase of our property in Slick Ford. Over the three year time span, Joseph was always accommodating, calm & diligent in assisting us with our search on Smith Lake."

**Lucas & Maggie Black**  
Houston, Alabama





# C MING SOON

## Considering Selling your Waterfront Home, Condo, or Lot?



1. **Do you use it?** *if the answer is rarely or no, then you may be better off selling and capitalizing on the investment. You can always rent a few times a year.*

2. **When is a good time to list?** *The lake market is different than your typical residential area and procures ready, willing and able buyers year round. Its always a good time!*

3. **What do you need to do to get it ready to list?** *Declutter (put away the personal and seasonal items), Touch up paint, Freshen landscaping, Stage to sell, Fix rotten boards on walk ways and boat dock!*

## Getting The Process Started:

- Call your Joseph Carter Realty Agent!
- We will make an **appointment** to meet you at your property for a tour & to learn more about your objectives! Based on information gathered, we will create a **custom** plan to sell your property tailored to your needs!
- We will **guide** you based on the current homes on the market and previously closed transactions while considering a price for your property.
- Our **Goal** is to get you as much as possible, while managing your expectations and not setting the ask price of your home at an aspirational level just to get a listing.
- Review our listing agreement and terms with you. Afterwards, we handle everything else!

## Joseph Carter Realty *Exclusive* Listing Package:

If you are on thinking about listing, but do not necessarily want to go live with listing your home or property, we offer an exclusive listing agreement. This allows us to take professional photos of your property and send it to potential buyers that may be a fit within our company!

**Ask us for more information!**







Real Estate

# MARKET TRENDS

The market on Smith Lake has changed!

As you will see below, based on when you purchased your home, you may be unaware of how your investment could have matured!

There are many factors that play a role in the pricing of a home on Smith Lake.

## 2023 SNAPSHOT



Homes Sold: 243  
 % New Construction: 14%  
 Average List Price: \$876K  
 Average Sold Price: \$813K  
 % Cash Transaction: 43%  
 Average Days on market: 93  
 Average SQFT Sold: 2500

## 2023 SNAPSHOT by AREA

### ARLEY

Sold: 53  
 Average Sold: \$740K  
 Largest Sold: \$1.725M  
 Average DOM: 97

### BREMEN

Sold: 14  
 Average Sold: \$1.2M  
 Largest Sold: \$2.6M  
 Average DOM: 91

### CRANE HILL

Sold: 87  
 Average Sold: \$807K  
 Largest Sold: \$2.5M  
 Average DOM: 94

### CULLMAN

Sold: 16  
 Average Sold: \$1M  
 Largest Sold: \$2.7M  
 Average DOM: 80

### DOUBLE SPRINGS

Sold: 15  
 Average Sold: \$540K  
 Largest Sold: \$1050M  
 Average DOM: 98

### HOUSTON

Sold: 11  
 Average Sold: \$712K  
 Largest Sold: \$1.226M  
 Average DOM: 135

### JASPER

Sold: 44  
 Average Sold: \$857K  
 Largest Sold: \$3.6M  
 Average DOM: 75

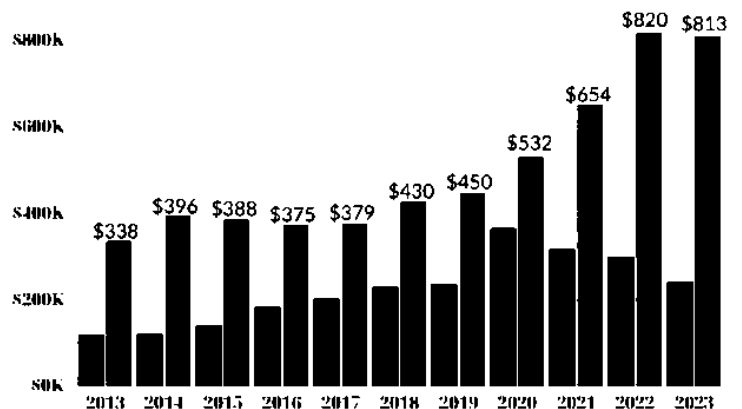
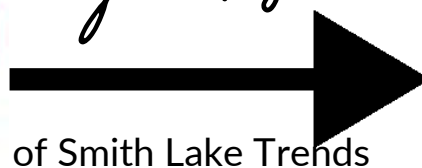
### LOGAN

Sold: 3  
 Average Sold: \$644K  
 Largest Sold: \$840K  
 Average DOM: 147

## # of Homes Sold & Average Price



*Years*







# ON THE MARKET

## Smith Lake Alabama

### JOSEPH CARTER REALTY

Making the decision to list your property is not something we take lightly. When you list your property with Joseph Carter Realty, we do more than simply put you on our website or MLS. Our team of industry professionals work to market your property in unique ways while staying ahead of industry trends.

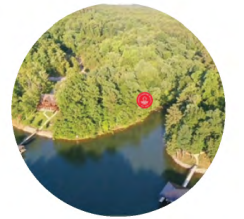
Joseph Carter Realty is leading the way on digital platforms for real estate in our region! Exclusive Advertising and Media through the largest and most organic Smith Lake & waterfront social media outlets with followers and content directly tied to the consumers demand.



### Condos



### Homes



### Lots

#### Where will your listing be?

- LakeHouse.com
- LakesOnline.com
- Zillow
- Realtor.com
- JosephCarterRealty.com
- Land.com
- Landandfarm.com
- LandWatch.com
- All competitors websites
- Social Media

*In addition, we are members of five MLS services*



#### Where do you advertise?

- National Marketing
- Billboards & Signage
- Print in local and major cities within a three hour radius

*As seen on*



### Developments







# SOLD



JOSEPH CARTER REALTY

## By the Numbers

*Relationship Focused*

| Rank  | Name                                   | Sides | Volume      | Average | % Total: Number | % Total: Volume |
|---|--|-------|-------------|---------|-----------------|-----------------|
| 1   | Other Company                          | 350.5 | 238,177,605 | 679,537 | 13.41           | 29.30           |
|  | Joseph Carter Realty (Smith Lake Area) | 402.0 | 135,369,624 | 336,740 | 15.38           | 16.65           |
|  | Joseph Carter Realty (Other Locations) | 36    | 32,674,532  |         |                 |                 |
| 3   | Other Company                          | 151.0 | 41,748,428  | 276,480 | 5.78            | 5.14            |
| 4   | Other Company                          | 228.0 | 36,969,865  | 162,149 | 8.72            | 4.55            |
| 5   | Other Company                          | 49.0  | 31,022,249  | 633,107 | 1.87            | 3.82            |
| 6   | Other Company                          | 138.5 | 26,315,440  | 190,003 | 5.30            | 3.24            |
| 7   | Other Company                          | 123.5 | 23,989,002  | 194,243 | 4.72            | 2.95            |
| 8   | Other Company                          | 102.0 | 19,470,228  | 190,885 | 3.90            | 2.40            |
| 9   | Other Company                          | 87.0  | 18,874,326  | 216,946 | 3.33            | 2.32            |

The numbers are compiled from the local MLS. This includes all Joseph Carter Realty sales on and off water! Also depicted is our coastal office. These numbers are not meant to discredit any other company or their hard working agents, But simply to show Joseph Carter Realty's ability to Sell your home!

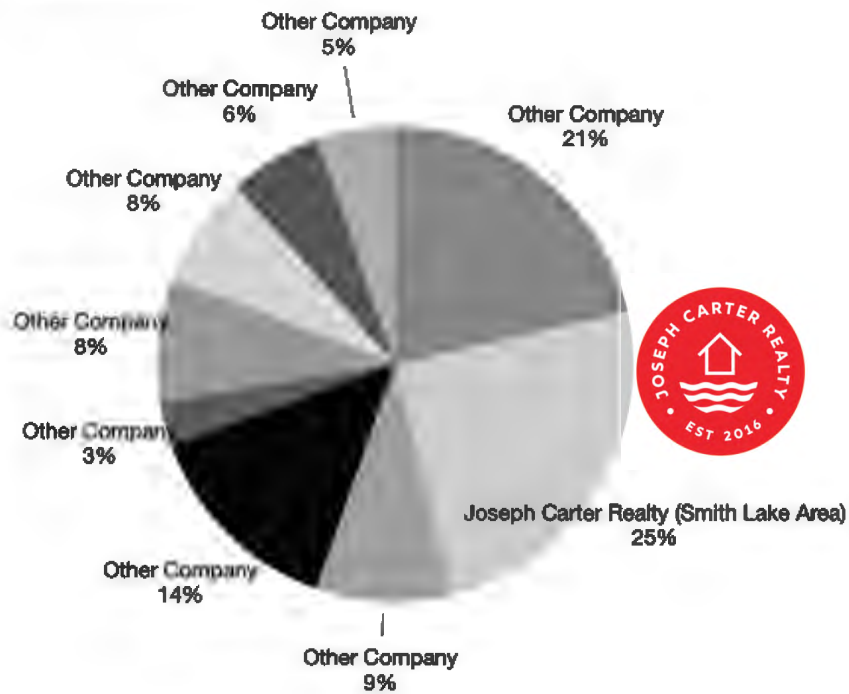
Whether You'r Buying or Selling ~ Call Joseph Carter Realty!

**SMITH LAKE    GULF SHORES    ORANGE BEACH**

# #1 in Transactions

JOSEPH CARTER REALTY

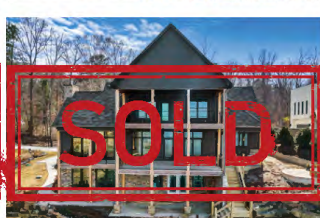
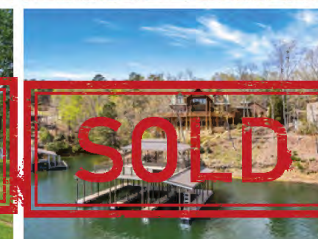
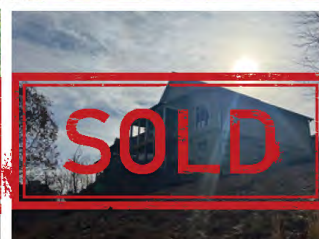
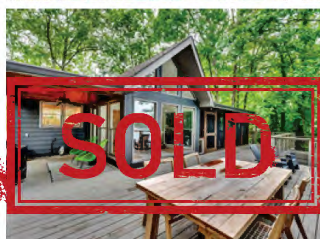
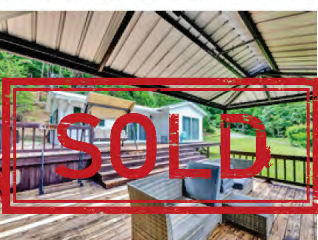
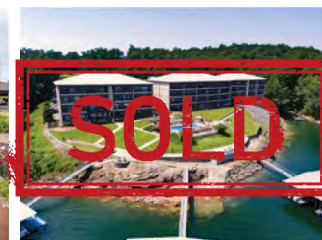
## By the Numbers



*Always Working For Our Clients*



# SOLD





# SOLD



# LARGEST

Residential Sale  
to Date on

*Smith Lake*





# Best of the West

Panoramic views of the Bankhead National Forest with your choice of walkable waterfront with sandy beaches or stunning rock shoreline with an element of pure Smith Lake serenity.



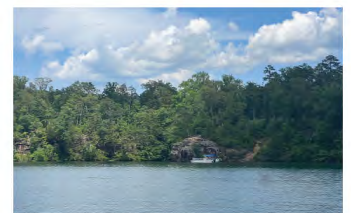
Lot 1 - 280 feet of waterfront - \$279K



Lot 2 - 140 feet of waterfront - \$199K



Lot 3 - 105 feet of waterfront - \$199K



Lot 4 - 110 feet of waterfront - \$199K



Lot 5 - 108 feet of waterfront - \$179K



Lot 6 - 121 feet of waterfront - \$179K



Lot 7 - 179 feet of waterfront - \$179K



Lot 8 - 113 feet of waterfront - \$179K



Lot 9 - 118 feet of waterfront - \$179K



Lot 10 - 113 feet of waterfront - \$179K



Lot 11 - 116 feet of waterfront - \$179K



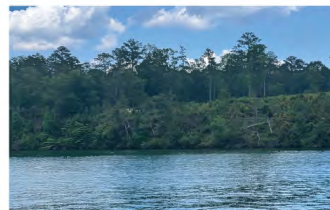
Lot 12 - 152 feet of waterfront - \$179K



Lot 13 - 158 feet of waterfront - \$279K



Lot 14 - 112 feet of waterfront - \$229K



Lot 15 - 110 feet of waterfront - \$229K



Lot 18 - 118 feet of waterfront - \$299K



Lot 19 - 116 feet of waterfront - \$299K



Lot 20 - 126 feet of waterfront - \$299K

**Call for Availability**  
**205.717.LAKE**



**ON the MARKET with Joseph Carter Realty**



# Best of the West

Panoramic views of the Bankhead National Forest with your choice of walkable waterfront with sandy beaches or stunning rock shoreline with an element of pure Smith Lake serenity.



Lot 21 - 126 feet of waterfront - \$299K



Lot 22 - 312 feet of waterfront - \$549K



Lot 23 - 235 feet of waterfront - \$399K



Lot 24 - 174 feet of waterfront - \$449K



Lot 25 - 438 feet of waterfront - \$649K



Lot 26 - 473 feet of waterfront - \$199K



Lot 27 - 183 feet of waterfront - \$500K



Lot 28 - 512 feet of waterfront - \$650K



Lot 29 - 161 feet of waterfront - \$259K



Lot 30 - 200 feet of waterfront - \$179K



Lot 31 - 120 feet of waterfront - \$179K



Lot 32 - 137 feet of waterfront - \$200K



Lot 33 - 144 feet of waterfront - \$289K



Lot 34 - 111 feet of waterfront - \$330K



Lot 35 - 134 feet of waterfront - \$309K



Lot 36 - 128 feet of waterfront - \$330K



Lot 37 - 177 feet of waterfront - \$350K



Lot 38 - 239 feet of waterfront - \$250K



Lot 39 - 110 feet of waterfront - \$169K



Lot 40 - 110 feet of waterfront - \$229K





# Best of the West

Panoramic views of the Bankhead National Forest with your choice of walkable waterfront with sandy beaches or stunning rock shoreline with an element of pure Smith Lake serenity.



Lot 41 - 157 feet of waterfront - \$330K



Lot 42 - 330 feet of waterfront - \$349K



Lot 43 - 165 feet of waterfront - \$349K



Lot 44 - feet of waterfront



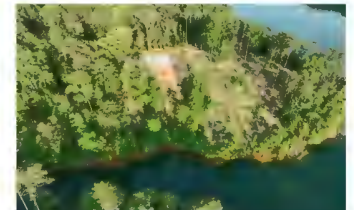
Lot 45 - 110 feet of waterfront - \$219K



Lot 46 - 110 feet of waterfront - \$199K



Lot 47 - 187 feet of waterfront - \$179K



Lot 48 - 225 feet of waterfront - \$249K



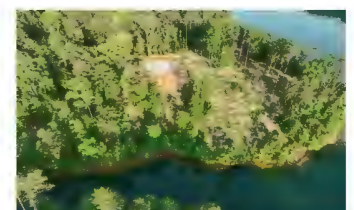
Lot 49 - feet of waterfront - \$169K



Lot 50 - feet of waterfront



Lot 51 -feet of waterfront - \$279K



Lot 52 - feet of waterfront



Lot 53 - 110 feet of waterfront - \$179K



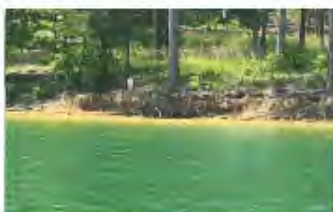
Lot 54 - 110 feet of waterfront - \$199K



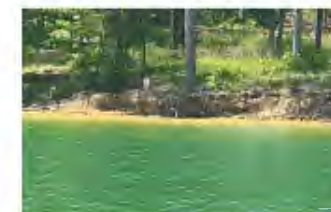
Lot 55 - 110 feet of waterfront - \$214KK



Lot 56 - 110 feet of waterfront - \$224K



Lot 57 - 100 feet of waterfront - \$229K



Lot 58 - 163 feet of waterfront - \$319K



Lot 59 - 178 feet of waterfront - \$319K



Lot 60 - 150 feet of waterfront - \$324K



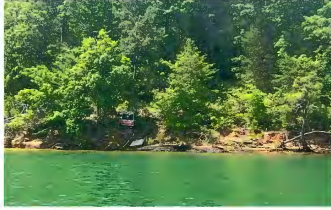


# Best of the West

Panoramic views of the Bankhead National Forest with your choice of walkable waterfront with sandy beaches or stunning rock shoreline with an element of pure Smith Lake serenity.



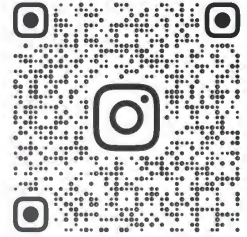
Lot 61 - 140 feet of waterfront - \$329K



Lot 62 - 123 feet of waterfront - \$199K



Lot 63 - 110 feet of waterfront - \$180K



JOSEPH\_CARTER\_REALTY

**Call for availability!**  
**205.717.LAKE**

## Life is Better on the Dock



[WWW.FREESTATEBOATDOCKS.COM](http://WWW.FREESTATEBOATDOCKS.COM)

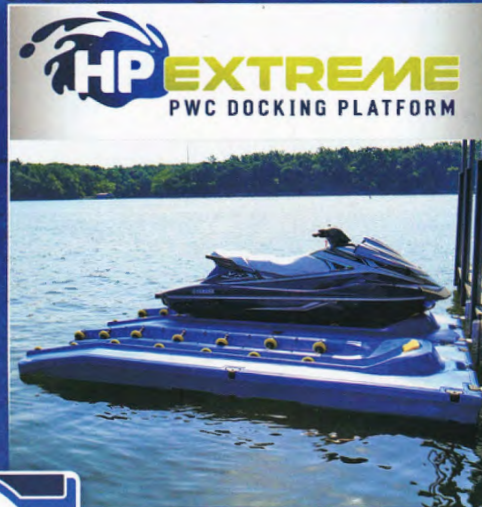
**Justin Hogan**  
**205.272.0504**

**TOUGHEST DOCKS ON THE WATER**





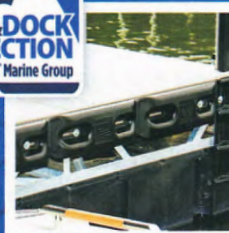
MARKET ORIGINATOR.  
INDUSTRY INNOVATOR.



Bow Guide



Corner Bumpers



HydroFender™



UltraFender™

hydrohoistalabama.com | 205.384.6990  
info@hydrohoistalabama.com



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ROLL OFFS &  
DEMOLITION

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## THE BARN AT SMITH LAKE

### A UNIQUE INVESTMENT OPPORTUNITY | **THE BARN**

We are proud to present this unique investment opportunity for this Premier Sweet Home Alabama Venue. Our intention is to bring a new owner to the table while continuing the on-going operation of new & existing bookings with our current staff while maintaining the precise level of service we are known for.

**Offered for Sale at \$7,995,000**

All tours must be scheduled through Joseph Carter  
via [Joseph@JosephCarterRealty.com](mailto:Joseph@JosephCarterRealty.com) or 205.717.5253 (LAKE)



 **ON THE  
MARKET**

*BUYING OR SELLING ON SMITH LAKE?*

CALL JOSEPH CARTER **205-717-5253** OR VISIT:

**JOSEPHCARTERREALTY.COM** FOR ALL AVAILABLE LISTINGS.



Get

JOSEPH CARTER REALTY

Coastal



When listing your home with one of our seasoned waterfront property specialists, it will be listed & featured:



Coastal Office

251.923.2229

*Contact me directly*

**JOSEPH CARTER**

Owner/Broker

205.717.5253

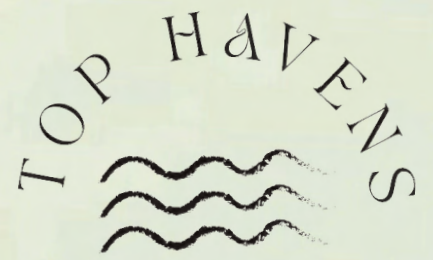
joseph@josephcarterrealty.com

- Baldwin MLS
- BeachHouse.com
- JosephCarterRealty.com
- National Exposure



IN the MARKET with Joseph Carter Realty





VACAY RENTALS

Coastal Office

251.923.2229

We are all in for a beautiful summer with [tophavens.com](http://tophavens.com)

[josephcarterrealty.com](http://josephcarterrealty.com)

Summer plans as last year -- come see us



# MARINAS

**Rock Creek Marina**

Location: Central



**Duncan Bridge Marina**

Location: West



**Smith Lake Marina**

Location: East



**Trident Marina**

Location: East



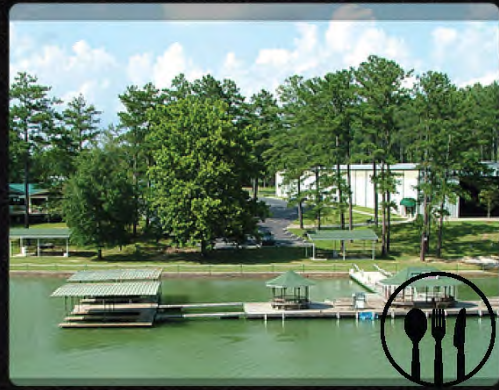
**Duskin Point Marina**

Location: Central



**Lakeshore Marina**

Location: West



**Triple Creek Marina**

Location: Central



FIND IT ON



**SMITH LAKE GPS**



The Largest Facebook Group



All Things Smith Lake



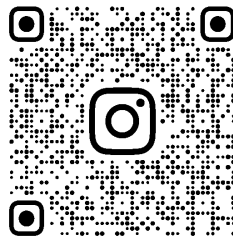


## JOSEPH CARTER REALTY

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*If you are thinking about buying or selling a waterfront home, condo or lot, contact one of our experienced agents today!*

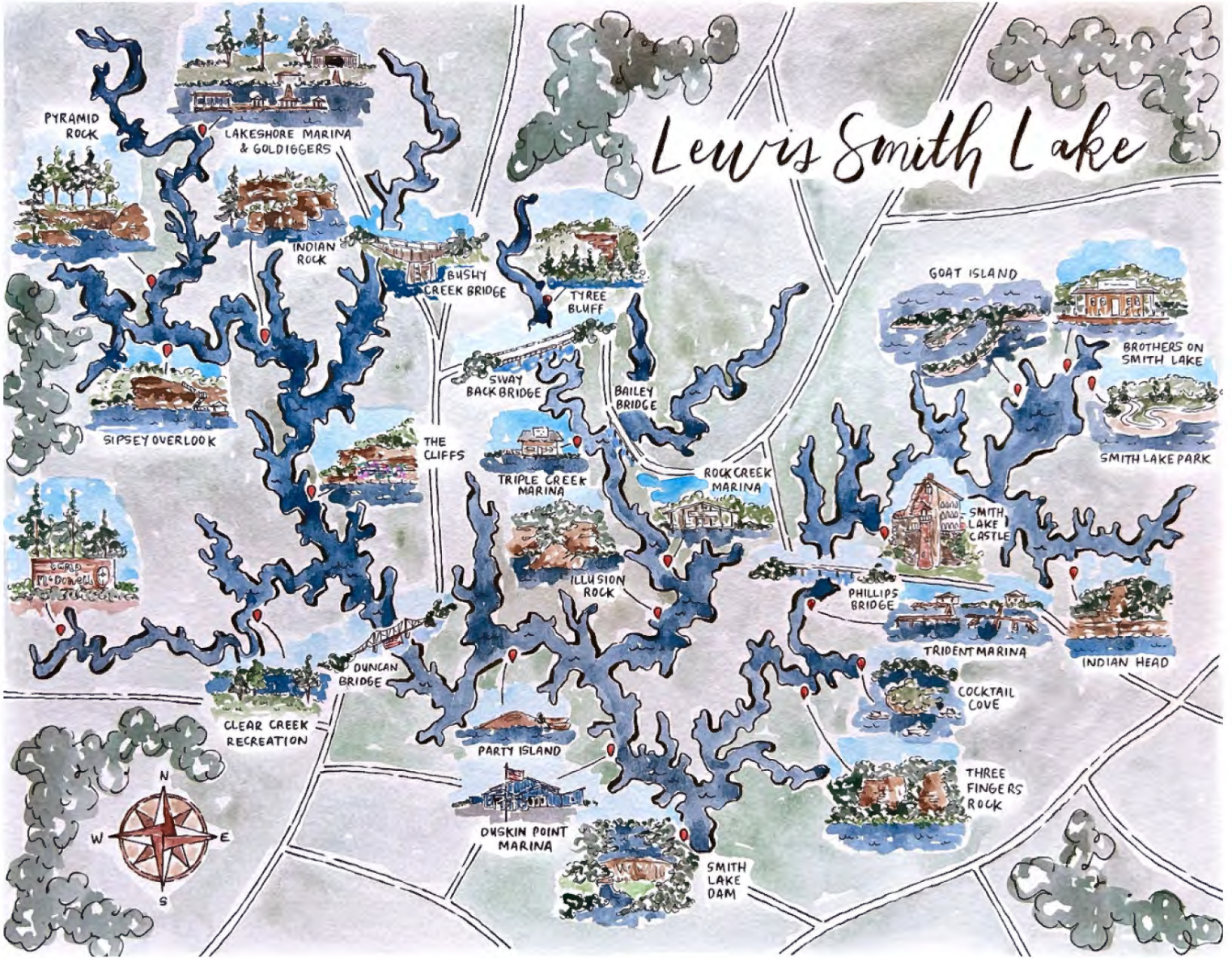
|                         |                     |
|-------------------------|---------------------|
| Jasper:                 | <b>256.295.5141</b> |
| Crane Hill:             | <b>256.747.7459</b> |
| Coastal:                | <b>251.923.2229</b> |
| Huntsville:             | <b>256.684.7551</b> |
| Joseph Carter directly: | <b>205.717.5253</b> |



JOSEPH\_CARTER\_REALTY

[www.JosephCarterRealty.com](http://www.JosephCarterRealty.com)

# SPOTS



## Summer Bucket List

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

No Summer on Smith Lake is complete without checking off a few of these! Tear this out & put it on your refrigerator to remind you to get out and explore this beautiful lake we call home!

