



Lake Real Estate Market Report

Chapter 1
Available Lake Homes and Land Report

Fall 2022

Produced By

LakeHomes.com

Table of Contents

<i>The Lake Real Estate Market Report</i>	3
<i>CEO’s Market Insights</i>	4
<i>Report Methodology</i>	8
<i>Overall Top 10s</i>	9
<i>Top-Ranked By State</i>	11
<i>Alabama</i>	15
<i>Arkansas</i>	21
<i>Connecticut</i>	27
<i>Florida</i>	32
<i>Florida-Central</i>	38
<i>Florida-NE</i>	42
<i>Georgia</i>	46
<i>Idaho</i>	52
<i>Illinois</i>	57
<i>Chain O’ Lakes</i>	62
<i>Indiana</i>	66
<i>Iowa</i>	71
<i>Kentucky</i>	76
<i>Louisiana</i>	81
<i>Maryland</i>	87
<i>Massachusetts</i>	92
<i>Michigan</i>	97
<i>Minnesota</i>	103
<i>Mississippi</i>	109
<i>Missouri</i>	114
<i>Montana</i>	119
<i>Nebraska</i>	124
<i>New Hampshire</i>	129
<i>New York</i>	135

North Carolina 141

Oklahoma 147

Pennsylvania 153

South Carolina 159

Tennessee 165

Texas 171

Vermont 177

Virginia 182

Washington 188

Wisconsin 194

Lake Real Estate Market Reports

The Lake Real Estate Market Report consists of 3 chapters, each chapter is an individual report that provides a unique window into the lake markets.

Chapter 1: Available Lake Homes and Land Report is **this report** and focuses on the aggregate lake listings of homes and land available for shown lakes. This is where you want to look to find the number of listings on a given lake or for a given state. It can help answer questions such as:

- Which lakes have the most homes or land for sale?
- What is the average price for a home or land on a given lake?
- How do people look for property (phones, tablets, desktops)?
- Where can I find a house in my price range?
- Where do potential out-of-state buyers come from?

Chapter 2: Sold Lake Homes and Land Report is a new addition which is still in testing, but we feel that the information it provides is insightful which warrants its inclusion. It should be noted that not all MLSs release sold data, or some MLS sold data is not quite ready to be included, so in some instances lake sold data is incomplete. This is where you want to look for the average lake sold and asking price and can help answer questions such as:

- What is the average difference between asking and sold price?
- What price range is selling the most on a given lake?
- Which lakes have the greatest percentage difference between asking and sold price?

Chapter 3: Available Lake Market State Maps is a new addition and shows at a glance where the listings are located in a state.

CEO's Market Insights

Before sharing my thoughts on the lake real estate market, I need to point out the gorilla in the room of all business leaders, government leaders, and economists.

The real estate projection models of all economists are broken. Market and economic models rely on historical data and algorithms using pattern recognition. In other words, models used to predict the future can only base that prediction on how things worked in the past.

None of these models were built for the current state of the national and global economy. If any turn out to be accurate, it is random luck and not artificial intelligence in action.

To support this, I submit that no time in history has had such an interlinked global economy in conjunction with a pandemic, war in Europe, and massive infusions of cash by the U.S. government into an economy that was forced to slow down for more than a year drastically. No economic models have ever existed for this infinite number of unique variables.

The remainder of 2022 has some certainty due to the proximity of the current state of the markets, including the lake real estate markets across the U.S. After 2022, there are still too many variables to make any prudent prediction. Any TV-talking head who claims to know with certainty is either getting paid to be declarative or is trying to make money off you.

Now, with that out of the way, here are some thoughts I have based on the unique data we have across the country about lake real estate, plus feedback from our licensed agents at hundreds of lakes. As a personal disclaimer, I may have better lake real estate market data than anyone in the country, but I am also aware of the many variables in play. So, these are my thoughts of the moment.

1. I had earlier predicted that lake real estate **market activity during 2022 would slightly exceed 2021**, PROVIDED there are enough appropriately priced homes for buyers to purchase.

While we see an uptick in listings and sales transactions (more on that later), the impact of reduced inventory in the first half of this year will change my expectations for 2022. As a result, I now believe that **2022 lake real estate activity will be +/-10% over 2021.**

That is, some markets will finish the year with a few more transactions than in 2021, and others will be just shy of their 2021 numbers. Market variance across lakes in the U.S. is normal as each lake is its micro-economy. Moreover, these local lake micro-economies are interrelated and impact each other, just as how planets and moons are affected by the gravity of other planets and moons.

2. The last months have seen land and lot sales increase at lakes where they are available. Buyers for lake property are patient in waiting for their dream home. Patient enough that after a couple of years of severely limited choices of lake homes, they are now giving up finding a suitable home.

Instead, they are buying lots and preparing to build their true dream lake home, even if supply chain issues mean it may take longer than in years past. Unfortunately, this trend will take some buyers out of the demand pool for lake homes.

3. The already limited pre-Covid inventory of “appropriately priced” lake homes for sale drastically shrank in 2020 and 2021. As a result, the inventory of lake homes for sale at most lakes hit **all-time lows in 2021.**

In 2022, we have already seen **inventory levels stop shrinking and, in most markets, increase slightly**. In addition, this summer has accelerated the increase in more lake homes for sale, albeit still slowly.

This shrinkage is not necessarily as meaningful as it first appears, at least not yet. At some point, hitting a historic low inventory meant hitting bottom. There was no room to shrink anymore. In these markets, adding just a few more listings can make an inventory noticeably increase again. In reports by brokerages, MLS, and Realtor® associations, a percentage increase may sound impressive when it may not mean much (yet).

There is another twist. At some lakes, the home inventory increase has occurred because of an influx of homes priced so high they won't sell. The "opportunistic" sellers think they have won the lottery because they heard what other homes had sold for in the past year.

” Grossly overpriced lake homes and lots will sit unsold. No amount of marketing can overcome that problem.”

In a few cases, they won't be wrong and will get the premium they seek. However, **most overpriced homes will sit and sit and sit on the market**, increasing the inventory but not necessarily yielding more transactions. This cycle will shake out, but not all inventory increases are what they may casually appear for now.

4. During the pandemic, many sellers retreated from the market. The seller retreat was driven by health and economic concerns and the remote work/school lifestyle available at most lakes.

The **lake home seller retreat is ending**. However, as I've said before, it will still be a slow shift that begins with more "overly optimistic" sellers asking prices that may not attract any buyers. Valuations will adjust to more practical levels as the market adjusts to reality.

5. The recent increase in interest rates will **NOT be a significant issue for lake real estate in 2022** (other than the influence of overall real estate market perception). **In addition**, Lake home buyers often pay cash (mainly if it is a second home), so mortgage availability has a little-to-no impact.
6. **If you own lake property, I always encourage you to view your property with an investment mindset**. While not overly apparent to most, the peak of the market at most lakes has passed. However, the passing of a peak is not the start of a crash. It's the same as driving over the top of a mountain that lacks steep sides.

The key is to consider your future. If you anticipate holding this home/investment for more than five to ten years, then relax and enjoy the lake!

Suppose you are an owner considering downsizing, eliminating a second home, or moving back toward family away from the lake. The remainder of 2022 **may be the best opportunity** to get the maximum return on your financial investment in your lake home. Unfortunately, this window of best opportunity is shrinking but should last through the rest of 2022. And in some markets, perhaps into 2023. However, please remember that once this window **passes, it likely will not return for years**.

7. With buyers from all national markets visiting LakeHomes.com, we know **many buyers are shopping for a lake home across MULTIPLE LAKES** and often in different states. Therefore, if you are selling, it is wise to price your lake property with a **solid understanding of multiple markets**, such as the information

we include in this report. Our licensed agents can uniquely provide guidance on home **prices on similar lakes** in other areas of the country.

8. Have you ever noticed that despite the recent intense demand for lake homes, tens of thousands of lake homes and lots have been listed for sale for months and even years? There's a reason for that.

Lake home buyers, and home buyers in general, are more informed than at any time in human history. They know the market, the trends, the transactions, and the lousy listings. Lake home buyers see many homes listed online and consider them **grossly overpriced**. These buyers have ZERO interest in wasting their time even asking about these properties, much less wanting to see them. Buyers may be eager, but they are not fools. They know the lake real estate market is likely at, or just past, peak and have no appetite for shooting higher than that peak.

With economic, debt, and energy challenges expected in coming years, many lake home buyers are eager but prudent. As a result, grossly overpriced lake homes and lots **will sit unsold. NO AMOUNT of marketing can overcome that problem.**

Appropriate **initial pricing is critical** for maximum financial return for lake home sellers.

Please visit us at LakeHomes.com to learn more about the lake markets where you live or aspire to live. If you would like more localized information, our licensed real estate agents at your lake are THE local lake real estate experts! Give them a call. They are glad to be your consultant in this rapidly changing market.

- G



Glenn S. Phillips

CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 34 states and is currently a member of 132 Multiple Listing Services (MLS). Thirty-two of these states are covered in this report. States that are not included in this report have data that has not yet been evaluated.

This report is based on real estate property for sale based on listing data collected in August of 2022, including value (i.e., list price) and volume of listings in the 33 states covered in this report.

When calculating the “Most Expensive” and “Most Affordable” rankings, any lake with fewer than 10 home listings or (10 small land/lot listings or fewer than 5 large, 10 acres or more, land/lot listings) currently available for sale were eliminated from the report to increase the reliability of the average listings. Lakes with less than one total acre were not included in acreage price averages. The several state graphics include only lakes with one or more or two or more million-dollar homes. ZIP codes with four or fewer listings were not included in ZIP code analyses.

Many states share at least one large lake with another state, and to best represent their market size, the inventory for the entire lake market is included in the market size rankings. These lakes are noted throughout the report (*). Because prices in some states are inherently different than their neighboring states, combined inventory of border lakes is not used for “Most Expensive” and “Most Affordable” rankings, which are calculated using only property in the given state.

Market and Listing totals include all currently listed property, not just the total of the top lakes listed in this report.

All other comparisons, including website traffic, were determined using data from LakeHomes.com for the 3-month period ending August 14, 2022.

Data is collected from each MLS on a daily basis for each home and land/lot listing available for sale. Through proprietary algorithms of LakeHomes.com, it is determined which MLS listings are lake homes and lake property.

For reporting purposes, lake homes and lake land are any home or land/lot listing adjacent to a recognized inland body of water, has a view of any of these lakes, has designated access to a lake, or is within a community that considers itself a lake-focused community or development.

The data is comprehensive for each MLS of which the firm is a member, however additional MLS are periodically added. This can increase the total amount of data collected and can slightly influence comparative measurements with past and future lake market reports.

New data and MLS sources are periodically added, and the lake algorithms frequently adjusted to accurately include only lake property and lake-associated property. This can result in the periodic addition or removal of active listings.

V1

Overall Top 10s

Largest Markets

1. Puget Sound, WA	\$1,456,398,115	6. Lewisville Lake, TX	\$827,327,203
2. Lake Michigan, IL	\$1,248,884,234	7. Lake Travis, TX	\$654,533,980
3. Lake Washington, WA	\$1,126,534,200	8. Lake Lanier, GA	\$600,273,085
4. Lake Norman, NC	\$913,756,506	9. Lake Of The Ozarks, MO	\$523,670,630
5. Lake Michigan, MI	\$863,372,353	10. Lake Austin, TX	\$491,339,629

Largest Home Markets

1. Puget Sound, WA	\$1,340,518,944
2. Lake Michigan, IL	\$1,232,415,765
3. Lake Washington, WA	\$1,042,527,476
4. Lake Norman, NC	\$734,462,462
5. Lewisville Lake, TX	\$723,915,136
6. Lake Michigan, MI	\$628,867,354
7. Lake Travis, TX	\$512,056,770
8. Lake Lanier, GA	\$463,786,247
9. Lake Austin, TX	\$437,612,579
10. Lake Of The Ozarks, MO	\$426,124,429

Largest Land Markets

1. Lake Michigan, MI	\$234,504,999
2. Lake Norman, NC	\$179,294,044
3. Lake Travis, TX	\$142,477,210
4. Lake Lanier, GA	\$136,486,838
5. Puget Sound, WA	\$115,879,171
6. Lewis Smith Lake, AL	\$111,665,540
7. Pend Oreille Lake, ID	\$107,159,498
8. Coeur d'Alene Lake, ID	\$98,098,692
9. Lake Of The Ozarks, MO	\$97,546,201
10. Lake Keowee, SC	\$97,504,999

Most Expensive Homes

1. Lake Washington, WA	\$3,979,113
2. Heron Lagoon, FL	\$3,840,571
3. Whitefish Lake, MT	\$3,407,325
4. Lake Butler, FL	\$3,074,480
5. Lake Vedra, FL	\$3,062,273
6. Volunteer Park Reservoir, WA	\$2,941,850
7. Flathead Lake, MT	\$2,892,820
8. Coeur d'Alene Lake, ID	\$2,792,718
9. Butler Chain Of Lakes, FL	\$2,617,053
10. Lake Maitland, FL	\$2,568,780

Most Affordable Homes

1. Marceline Country Club Lake, MO	\$96,180
2. Lake Catherine, FL	\$115,761
3. Big Shadow Lake, IL	\$145,058
4. Pymatuning Lake, PA	\$145,442
5. Bateman Lake, LA	\$150,200
6. Lake Sparkle, FL	\$152,611
7. Four Lakes, IL	\$153,175
8. Lake Cottage Grove, IL	\$160,192
9. East Park Reservoir, PA	\$170,290
10. Peoria Lake, IL	\$176,196

Most Listings

Puget Sound, WA	1,558	Lake Norman, NC	1,106
Lake Michigan, IL	1,484	Lake Michigan, MI	907
Lewisville Lake, TX	1,289	Lake Ray Hubbard, TX	838
Table Rock Lake, AR/MO*	1,270	Cedar Creek Lake, TX	813
Lake Of The Ozarks, MO	1,253	Lake Wylie, NC/SC*	787

* This includes lake real estate inventory from more than one state.

Most Homes Available

Lake Michigan, IL	1,448
Puget Sound, WA	1,195
Lewisville Lake, TX	1,189
Lake Norman, NC	817
Lake Ray Hubbard, TX	744
Lake Of The Ozarks, MO	743
Lake Wylie, NC/SC*	646
Lake Lanier, GA	574
Old Hickory Lake, TN	519
Lake Michigan, MI	497

Most Land Available

Table Rock Lake, AR/MO*	847
Lake Of The Ozarks, MO	510
Lake Hartwell, GA/SC*	496
Lewis Smith Lake, AL	480
Lake Michigan, MI	410
Smith Mountain Lake, VA	409
Cedar Creek Lake, TX	379
Puget Sound, WA	363
Watts Bar Lake, TN	363
Lake Keowee, SC	361

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$5,080,206
2. East Park Reservoir, PA	\$3,017,353
3. Lake Austin, TX	\$1,394,656
4. Lake O' the Pines, TX	\$1,229,227
5. Lake Cascade, ID	\$1,226,049
6. Priest Lake, ID	\$1,173,958
7. Lake St Clair, MI	\$703,246
8. Lake Blue Ridge, GA	\$687,819
9. Cass Lake, MI	\$680,000
10. Grapevine Lake, TX	\$618,113

Listings of 10 Acres or More

1. Flathead Lake, MT	\$216,301
2. Lewisville Lake, TX	\$208,046
3. Lake Travis, TX	\$143,317
4. Lake Conroe, TX	\$123,152
5. Lake Wylie, NC	\$100,267
6. Lake Michigan - Traverse City Area, MI	\$92,578
7. Bois d'Arc Lake, TX	\$88,024
8. Lake Norman, NC	\$77,757
9. Lake Allatoona, GA	\$75,318
10. Lake Harris, FL	\$71,505

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Hidden Lake - Nebo, NC	\$9,482
2. Birch Lake, OK	\$11,681
3. Tink Wig Lake, PA	\$12,170
4. Bull Shoals Lake, MO	\$13,939
5. Cordell Hull Lake, TN	\$14,675
6. Longville Lake, LA	\$15,091
7. Bull Shoals Lake, AR	\$16,005
8. Deep Creek, FL	\$16,057
9. Lake Norfolk, AR	\$16,848
10. Bald Mountain Lake, NC	\$16,954

Listings of 10 Acres or More

1. Great Sacandaga Lake, NY	\$2,770
2. Rufus Woods Lake, WA	\$3,113
3. Bull Shoals Lake, MO	\$3,619
4. Lake Bob Sandlin, TX	\$3,865
5. Lake Eufaula, OK	\$4,100
6. Kentucky Lake, TN	\$4,156
7. Birch Lake, OK	\$4,859
8. Kentucky Lake, KY	\$5,860
9. Lake Superior, MI	\$6,282
10. Lake Cumberland, KY	\$6,318

* This includes lake real estate inventory from more than one state.

Top-Ranked By State

Largest Markets

Alabama:	Lewis Smith Lake	\$310,723,007
Arkansas:	Table Rock Lake*	\$330,392,807
Connecticut:	Candlewood Lake	\$46,409,450
Florida:	Lake Maitland	\$112,151,500
Georgia:	Lake Lanier	\$600,273,085
Idaho:	Coeur d'Alene Lake	\$364,601,892
Illinois:	Lake Michigan	\$1,248,884,234
Indiana:	Lake Michigan	\$37,808,890
Iowa:	West Okoboji Lake	\$55,479,000
Kentucky:	Kentucky Lake*	\$81,366,183
Louisiana:	Lake Pontchartrain	\$102,797,435
Maryland:	Deep Creek Lake	\$118,028,885
Massachusetts:	Back Bay Fens	\$48,954,590
Michigan:	Lake Michigan	\$863,372,353
Minnesota:	Lake Minnetonka	\$316,629,109
Mississippi:	Ross R Barnett Reservoir	\$50,138,853
Missouri:	Lake Of The Ozarks	\$523,670,630
Montana:	Flathead Lake	\$352,435,487
Nebraska:	Newport Landing Lake	\$18,788,374
New Hampshire:	Lake Winnepesaukee	\$402,044,288
New York:	Lake George	\$161,470,888
North Carolina:	Lake Norman	\$913,756,506
North Dakota:	Lake Sakakawea	\$15,487,945
Oklahoma:	Lake Texoma*	\$185,471,996
Pennsylvania:	Lake Wallenpaupack	\$93,486,930
South Carolina:	Lake Wylie*	\$454,948,042
Tennessee:	Old Hickory Lake	\$415,443,328
Texas:	Lewisville Lake	\$827,327,203
Vermont:	Lake Champlain*	\$155,406,494
Virginia:	Smith Mountain Lake	\$222,099,650
Washington:	Puget Sound	\$1,456,398,115
Wisconsin:	Lake Saint Croix - Afton	\$20,798,800

Most Listings

Alabama:	Lewis Smith Lake	697
Arkansas:	Table Rock Lake*	1,270
Connecticut:	Candlewood Lake	59
Florida:	Lake Weohyakapka (Walk in Water)	149
Georgia:	Lake Lanier	780
Idaho:	Pend Oreille Lake	322
Illinois:	Lake Michigan	1,484
Indiana:	Morse Reservoir	48
Iowa:	West Okoboji Lake	29
Kentucky:	Lake Cumberland	500
Louisiana:	Lake Pontchartrain	186
Maryland:	Deep Creek Lake	151
Massachusetts:	Back Bay Fens	50
Michigan:	Lake Michigan	907
Minnesota:	Other Northern Metro Area Lakes	272
Mississippi:	Ross R Barnett Reservoir	177
Missouri:	Table Rock Lake*	1,270
Montana:	Flathead Lake	171
Nebraska:	Beaver Lake	64
New Hampshire:	Lake Winnepesaukee	336
New York:	Lake Champlain*	251
North Carolina:	Lake Norman	1,106
North Dakota:	Lake Sakakawea	69
Oklahoma:	Lake Texoma*	434
Pennsylvania:	Lake Wallenpaupack	225
South Carolina:	Lake Wylie*	787
Tennessee:	Old Hickory Lake	605
Texas:	Lewisville Lake	1,289
Vermont:	Lake Champlain*	251
Virginia:	Smith Mountain Lake	560
Washington:	Puget Sound	1,558
Wisconsin:	Prairie Lake - Prairie Lake	79

* This includes lake real estate inventory from more than one state.

Largest Home Markets

Alabama:	Lewis Smith Lake	\$198,957,567
Arkansas:	Table Rock Lake*	\$246,552,246
Connecticut:	Candlewood Lake	\$45,228,650
Florida:	Lake Maitland	\$105,320,000
Georgia:	Lake Lanier	\$463,786,247
Idaho:	Coeur d'Alene Lake	\$266,503,200
Illinois:	Lake Michigan	\$1,232,415,765
Indiana:	Lake Michigan	\$35,340,490
Iowa:	West Okoboji Lake	\$53,804,000
Kentucky:	Kentucky Lake*	\$61,808,918
Louisiana:	Lake Pontchartrain	\$88,429,838
Maryland:	Deep Creek Lake	\$105,212,485
Massachusetts:	Back Bay Fens	\$47,760,590
Michigan:	Lake Michigan	\$628,867,354
Minnesota:	Lake Minnetonka	\$294,987,378
Mississippi:	Ross R Barnett Reservoir	\$36,926,842
Missouri:	Lake Of The Ozarks	\$426,124,429
Montana:	Flathead Lake	\$272,185,797
Nebraska:	Newport Landing Lake	\$17,476,374
New Hampshire:	Lake Winnepesaukee	\$354,056,890
New York:	Lake George	\$150,755,488
North Carolina:	Lake Norman	\$734,462,462
North Dakota:	Lake Sakakawea	\$6,799,290
Oklahoma:	Grand Lake	\$98,807,600
Pennsylvania:	Lake Wallenpaupack	\$85,084,293
South Carolina:	Lake Wylie*	\$409,340,943
Tennessee:	Old Hickory Lake	\$366,103,923
Texas:	Lewisville Lake	\$723,915,136
Vermont:	Lake Champlain*	\$133,596,294
Virginia:	Smith Mountain Lake	\$148,238,481
Washington:	Puget Sound	\$1,340,518,944
Wisconsin:	Lake Saint Croix - Afton	\$19,649,800

Most Homes Available

Alabama:	Lewis Smith Lake	216
Arkansas:	Table Rock Lake*	423
Connecticut:	Candlewood Lake	54
Florida:	Lake Tarpon	128
Georgia:	Lake Lanier	574
Idaho:	Pend Oreille Lake	158
Illinois:	Lake Michigan	1,448
Indiana:	Morse Reservoir	48
Iowa:	West Okoboji Lake	28
Kentucky:	Lake Cumberland	159
Louisiana:	Lake Pontchartrain	134
Maryland:	Deep Creek Lake	101
Massachusetts:	Manwhague Swamp	46
Michigan:	Lake Michigan	497
Minnesota:	Other Northern Metro Area Lakes	239
Mississippi:	Ross R Barnett Reservoir	95
Missouri:	Lake Of The Ozarks	743
Montana:	Flathead Lake	99
Nebraska:	Newport Landing Lake	22
New Hampshire:	Lake Winnepesaukee	263
New York:	Lake Champlain*	196
North Carolina:	Lake Norman	817
North Dakota:	Lake Sakakawea	14
Oklahoma:	Lake Eufaula	171
Pennsylvania:	Lake Wallenpaupack	145
South Carolina:	Lake Wylie*	646
Tennessee:	Old Hickory Lake	519
Texas:	Lewisville Lake	1,189
Vermont:	Lake Champlain*	196
Virginia:	Smith Mountain Lake	151
Washington:	Puget Sound	1,195
Wisconsin:	Lake Saint Croix - Afton	22

* This includes lake real estate inventory from more than one state.

Largest Land Markets

Alabama:	Lewis Smith Lake	\$111,665,540
Arkansas:	Table Rock Lake*	\$83,840,561
Connecticut:	Lake Waramaug	\$5,569,950
Florida:	Lake Harris	\$42,019,010
Georgia:	Lake Lanier	\$136,486,838
Idaho:	Pend Oreille Lake	\$107,159,498
Illinois:	Lake Michigan	\$16,468,469
Indiana:	Oswego Lake	\$5,400,000
Iowa:	Clear Lake	\$3,030,000
Kentucky:	Lake Barkley*	\$22,659,595
Louisiana:	Lake Pontchartrain	\$14,367,597
Maryland:	Deep Creek Lake	\$12,816,400
Massachusetts:	The Glades	\$3,600,000
Michigan:	Lake Michigan	\$234,504,999
Minnesota:	Other Northern Metro Area ...	\$29,029,395
Mississippi:	Ross R Barnett Reservoir	\$13,212,011
Missouri:	Lake Of The Ozarks	\$97,546,201
Montana:	Flathead Lake	\$80,249,690
Nebraska:	Beaver Lake	\$2,804,000
New Hampshire:	Lake Winnepesaukee	\$28,052,400
New York:	Lake Erie	\$14,358,400
North Carolina:	Lake Norman	\$179,294,044
North Dakota:	Lake Sakakawea	\$8,688,655
Oklahoma:	Lake Texoma*	\$75,217,249
Pennsylvania:	Lake Harmony - Split Rock	\$5,875,400
South Carolina:	Lake Keowee	\$97,504,999
Tennessee:	Watts Bar Lake	\$50,708,305
Texas:	Lake Travis	\$142,477,210
Vermont:	Lake Champlain*	\$13,545,300
Virginia:	Smith Mountain Lake	\$73,861,169
Washington:	Puget Sound	\$115,879,171
Wisconsin:	Prairie Lake - Prairie Lake	\$4,211,710

Most Land Available

Alabama:	Lewis Smith Lake	480
Arkansas:	Table Rock Lake*	847
Connecticut:	Woodridge Lake - Goshen	15
Florida:	Lake Weohyakapka (Walk in Water)	125
Georgia:	Lake Hartwell*	496
Idaho:	Pend Oreille Lake	164
Illinois:	Spoon Lake	41
Indiana:	Big Turkey Lake	28
Iowa:	Sun Valley Lake	19
Kentucky:	Lake Cumberland	341
Louisiana:	Oden Lake	57
Maryland:	Deep Creek Lake	50
Massachusetts:	Lake Chaubunagungamaug	11
Michigan:	Lake Michigan	410
Minnesota:	Other Greater St Cloud Area Lakes	70
Mississippi:	Ross R Barnett Reservoir	82
Missouri:	Table Rock Lake*	847
Montana:	Flathead Lake	72
Nebraska:	Beaver Lake	49
New Hampshire:	Lake Winnepesaukee	58
New York:	Lake Champlain*	48
North Carolina:	Lake Norman	289
North Dakota:	Lake Sakakawea	55
Oklahoma:	Lake Texoma*	256
Pennsylvania:	Lake Wallenpaupack	76
South Carolina:	Lake Hartwell*	496
Tennessee:	Watts Bar Lake	363
Texas:	Cedar Creek Lake	379
Vermont:	Lake Champlain*	48
Virginia:	Smith Mountain Lake	409
Washington:	Puget Sound	363
Wisconsin:	Prairie Lake - Prairie Lake	74

* This includes lake real estate inventory from more than one state.

Most Expensive Homes

Alabama:	Wilson Lake	\$1,261,656
Arkansas:	Lake Hamilton	\$727,467
Connecticut:	Lake Lillinonah	\$1,273,818
Florida:	Heron Lagoon	\$3,840,571
Georgia:	Lake Burton	\$2,033,850
Idaho:	Coeur d'Alene Lake	\$2,792,718
Illinois:	Lake Michigan	\$851,116
Indiana:	Lake Michigan	\$1,359,250
Iowa:	West Okoboji Lake	\$1,921,571
Kentucky:	Kentucky Lake	\$558,778
Louisiana:	Lake Pontchartrain	\$659,924
Maryland:	Lake Ogleton	\$1,152,629
Massachusetts:	Leverett Pond	\$1,421,616
Michigan:	Lake Michigan - Petoskey Area	\$2,060,870
Minnesota:	Lake Minnetonka	\$2,137,590
Mississippi:	Twin Lakes	\$785,240
Missouri:	Table Rock Lake	\$608,631
Montana:	Whitefish Lake	\$3,407,325
Nebraska:	Newport Landing Lake	\$794,381
New Hampshire:	Sunapee Lake	\$2,242,609
New York:	Lake Placid	\$1,952,926
North Carolina:	Lake Toxaway	\$2,302,308
North Dakota:	Lake Sakakawea	\$570,663
Oklahoma:	Lake Texoma	\$968,795
Pennsylvania:	Springton Reservoir	\$1,174,580
South Carolina:	Lake Keowee	\$1,372,520
Tennessee:	Great Falls Lake	\$1,310,092
Texas:	Lake Austin	\$2,544,259
Vermont:	Lake Champlain - Burlington Area	\$928,356
Virginia:	Lake Manassas	\$1,089,218
Washington:	Lake Washington	\$3,979,113
Wisconsin:	Lake Saint Croix - Afton	\$893,173

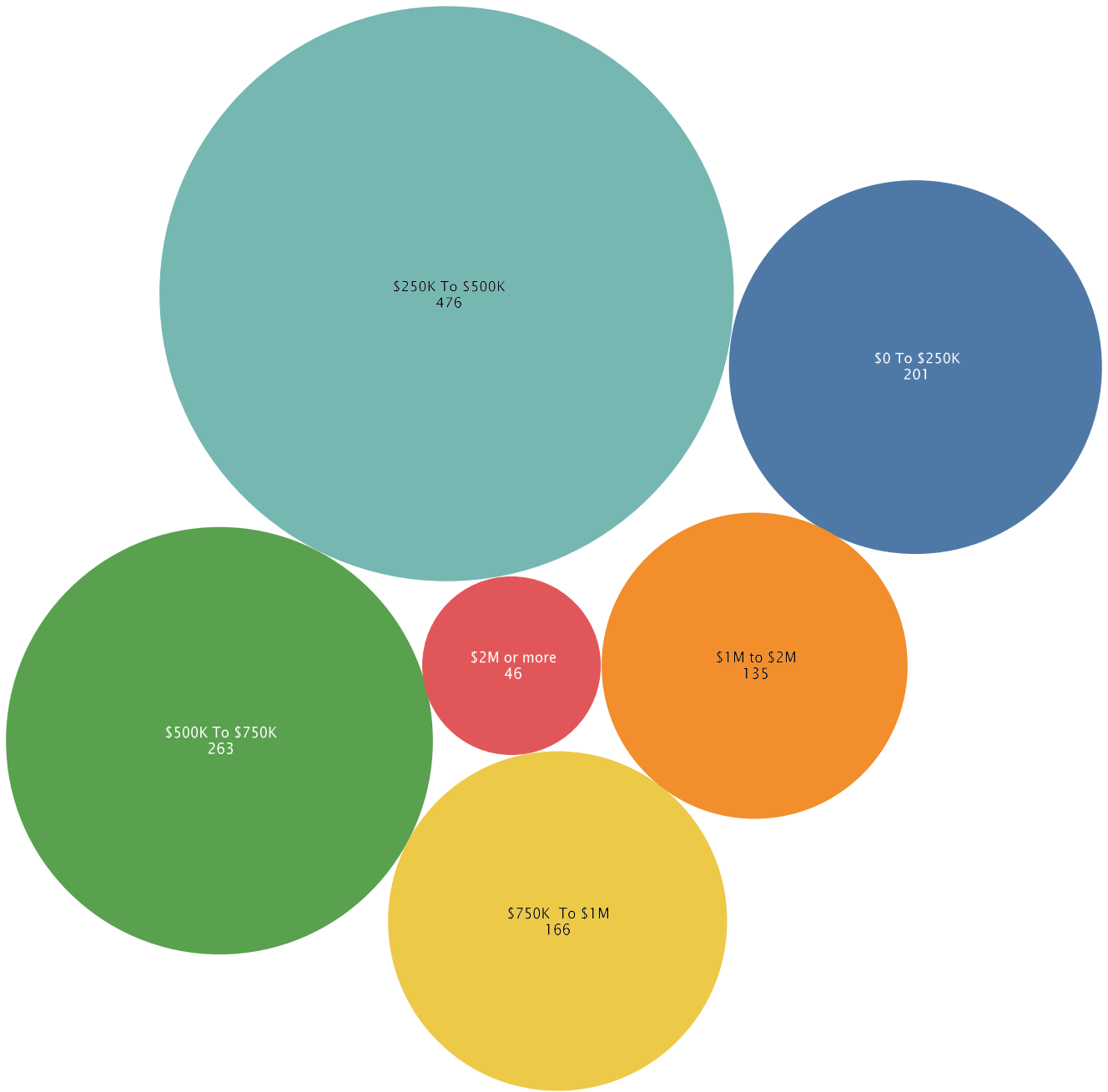
Most Affordable Homes

Alabama:	Alabama River	\$217,380
Arkansas:	Lake Avalon	\$314,441
Connecticut:	Highland Lake	\$507,300
Florida:	Lake Catherine	\$115,761
Georgia:	Norris Lake	\$311,547
Idaho:	Twin Lakes	\$577,236
Illinois:	Big Shadow Lake	\$145,058
Indiana:	Lake George	\$237,831
Iowa:	Holiday Lake	\$248,607
Kentucky:	Lake Cumberland	\$360,976
Louisiana:	Bateman Lake	\$150,200
Maryland:	Lake Walker	\$233,370
Massachusetts:	Watershops Pond	\$252,110
Michigan:	Smallwood Lake	\$183,836
Minnesota:	Lake Mary - Lake Mary Twp	\$198,275
Mississippi:	Ross R Barnett Reservoir	\$388,704
Missouri:	Marceline Country Club Lake	\$96,180
Montana:	Noxon Reservoir	\$670,264
Nebraska:	Standing Bear Reservoir	\$322,511
New Hampshire:	Mascoma Lake	\$336,708
New York:	Iroquois Lake	\$190,836
North Carolina:	Lake Jeanette	\$339,949
North Dakota:	Lake Sakakawea	\$570,663
Oklahoma:	Fort Gibson Lake	\$374,772
Pennsylvania:	Pymatuning Lake	\$145,442
South Carolina:	Lyman Lake	\$400,108
Tennessee:	Lake Catherine	\$293,955
Texas:	Callender Lake	\$227,003
Vermont:	Lake Champlain - Swanton Area	\$454,338
Virginia:	Dyke Marsh	\$356,594
Washington:	Soap Lake	\$256,310
Wisconsin:	Boom Lake - Newbold	\$258,785

* This includes lake real estate inventory from more than one state.

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Alabama

The total Alabama market grew from \$1.2 BB in summer 2022 to \$1.35 BB resulting in a 13% increase.

Largest Markets

1. Lewis Smith Lake	\$310,723,007	23.1%	6. Pickwick Lake*	\$50,949,442	3.8%
2. Lake Martin	\$186,527,671	13.9%	7. Wilson Lake	\$48,655,200	3.6%
3. Lake Guntersville	\$147,726,491	11.0%	8. Lake Wedowee	\$46,919,449	3.5%
4. Logan Martin Lake	\$76,322,439	5.7%	9. Lake Eufaula*	\$38,388,205	2.9%
5. Lake Tuscaloosa	\$59,867,612	4.4%	10. Weiss Lake	\$37,998,617	2.8%

Total Alabama Market: \$1,346,035,488

Largest Home Markets

1. Lewis Smith Lake	\$198,957,567	21.9%
2. Lake Martin	\$150,541,571	16.6%
3. Lake Guntersville	\$82,106,999	9.0%
4. Logan Martin Lake	\$60,029,642	6.6%
5. Lake Tuscaloosa	\$41,402,398	4.6%
6. Pickwick Lake*	\$35,127,250	3.9%
7. Greystone Lake II	\$33,340,414	3.7%
8. Lake Wedowee	\$27,129,300	3.0%
9. Neely Henry Lake	\$26,750,390	2.9%
10. Weiss Lake	\$24,174,369	2.7%

Total Alabama Home Market: \$909,591,948

Largest Land Markets

1. Lewis Smith Lake	\$111,665,540	25.6%
2. Lake Guntersville	\$65,619,492	15.0%
3. Lake Martin	\$35,986,100	8.2%
4. Wilson Lake	\$28,468,700	6.5%
5. Lake Eufaula*	\$23,610,705	5.4%
6. Lake Wedowee	\$19,790,149	4.5%
7. Lake Tuscaloosa	\$18,465,214	4.2%
8. Logan Martin Lake	\$16,292,797	3.7%
9. Pickwick Lake*	\$15,822,192	3.6%
10. Weiss Lake	\$13,824,248	3.2%

Total Alabama Land Market: \$436,343,640

Lewis Smith Lake retains the #1 spot on the Largest Home Markets list and the Largest Land Markets list.

Most Expensive Homes

1. Wilson Lake	\$1,261,656
2. Greystone Lake II	\$1,041,888

Most Affordable Homes

1. Wheeler Lake	\$588,747
2. Lake Mitchell	\$606,760

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lewis Smith Lake	697	19.1%	6. Lake Wedowee	212	5.8%
2. Lake Guntersville	377	10.4%	7. Lake Tuscaloosa	159	4.4%
3. Logan Martin Lake	281	7.7%	8. Neely Henry Lake	151	4.1%
4. Lake Martin	259	7.1%	9. Lay Lake	125	3.4%
5. Weiss Lake	234	6.4%	10. Lake Eufaula*	124	3.4%
Total Alabama Listings:				3,643	

Most Homes Available

1. Lewis Smith Lake	216	15.7%
2. Lake Martin	163	11.9%
3. Logan Martin Lake	139	10.1%
4. Lake Guntersville	108	7.9%
5. Neely Henry Lake	74	5.4%
6. Weiss Lake	62	4.5%
7. Lake Wedowee	54	3.9%
8. Lay Lake	45	3.3%
9. Lake Eufaula*	43	3.1%
10. Lake Tuscaloosa	41	3.0%

Total Alabama Home Listings: 1,372

Most Land Available

1. Lewis Smith Lake	480	21.1%
2. Lake Guntersville	269	11.9%
3. Weiss Lake	172	7.6%
4. Lake Wedowee	158	7.0%
5. Logan Martin Lake	142	6.3%
6. Lake Tuscaloosa	118	5.2%
7. Lake Martin	96	4.2%
8. Lake Eufaula*	81	3.6%
9. Lay Lake	80	3.5%
10. Neely Henry Lake	77	3.4%

Total Alabama Land Listings: 2,270

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Martin	\$291,372
2. Lake Cameron	\$286,904
3. Wilson Lake	\$239,608
4. Wheeler Lake	\$144,482
5. Lewis Smith Lake	\$124,078
6. Lake Tuscaloosa	\$108,014
7. Lake Mitchell	\$107,236
8. Lake Guntersville	\$102,016

Listings of 10 Acres or More

1. Lake Guntersville	\$36,641
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

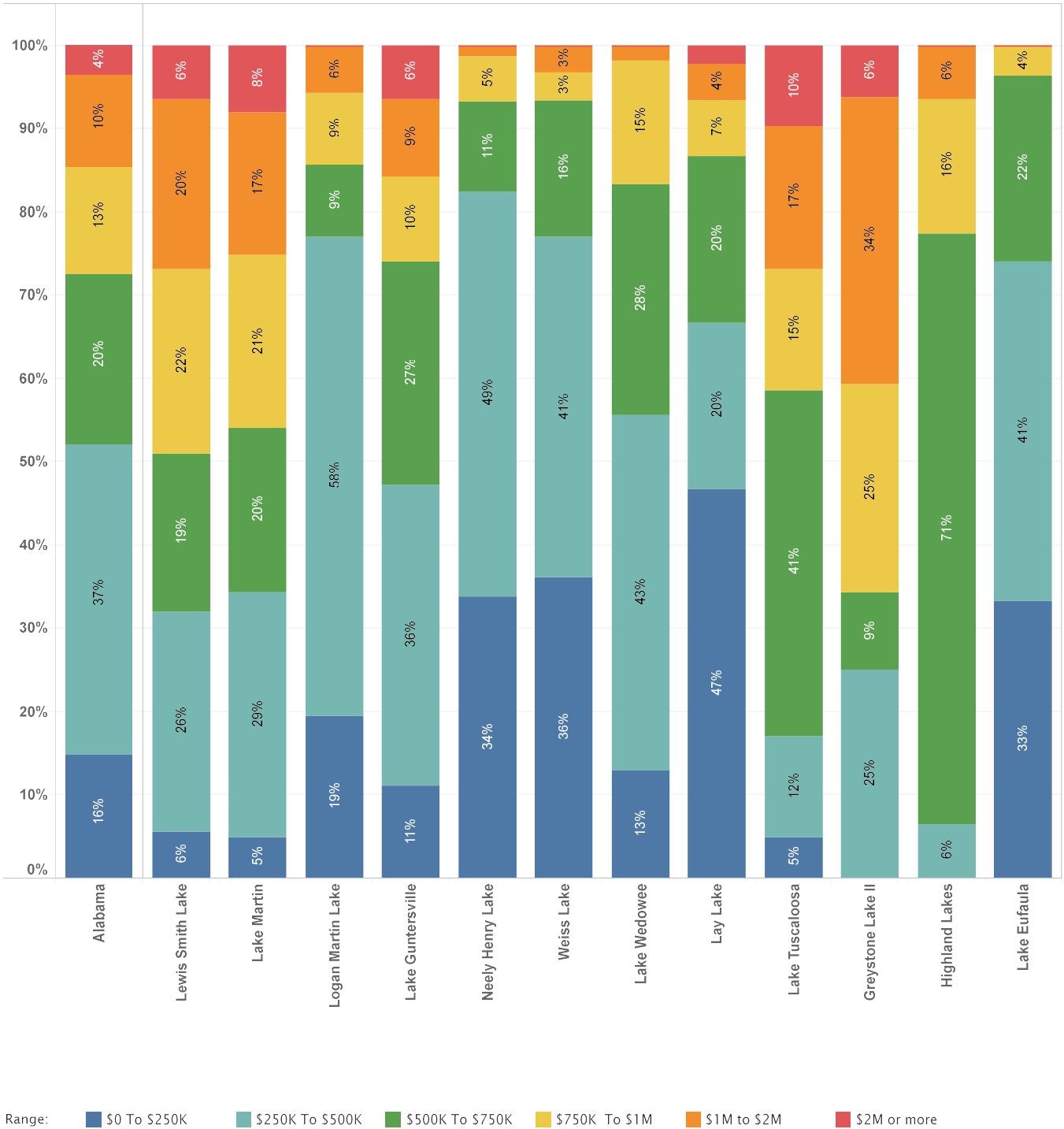
1. Alabama River	\$29,171
2. Lake Harding	\$33,585
3. Neely Henry Lake	\$41,288
4. Lay Lake	\$55,431
5. Logan Martin Lake	\$60,874
6. Weiss Lake	\$63,441
7. Echo Lake	\$65,770
8. Jordan Lake	\$68,176

Listings of 10 Acres or More

1. Lay Lake	\$7,648
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* This includes lake real estate inventory from more than one state.

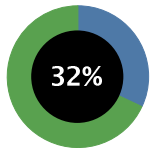
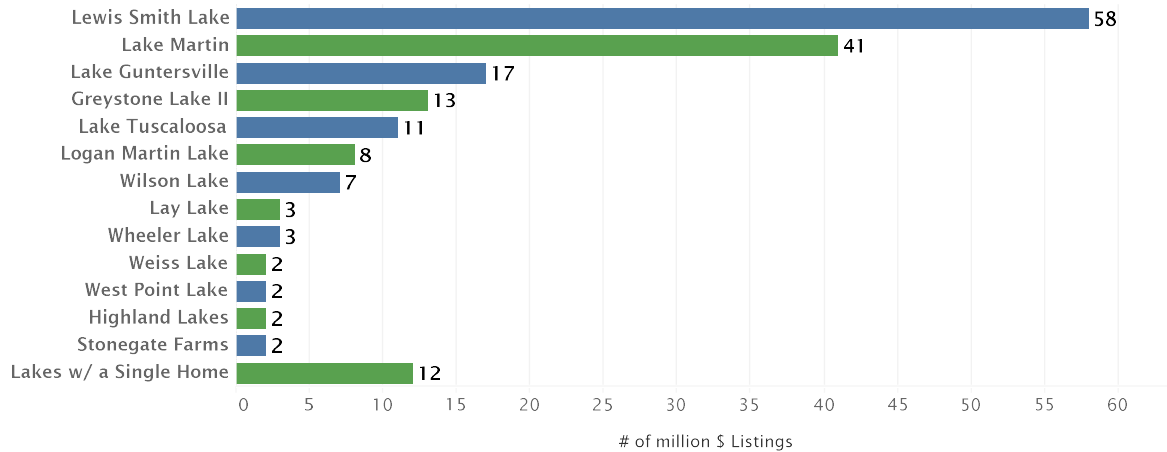
Price Breakdown by Percentage of Homes in the Alabama Market 2022Q3



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Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2022Q3

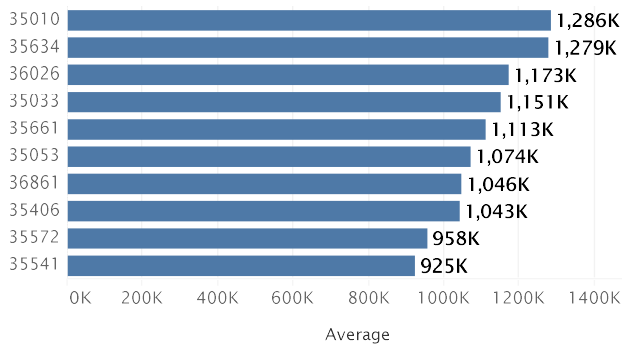


of \$1M+ Homes in Alabama are on Lewis Smith Lake

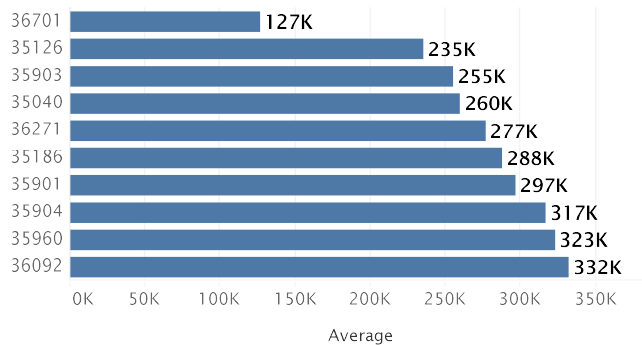
Total Number of \$1M+ Homes

181

Most Expensive ZIP Codes 2022Q3



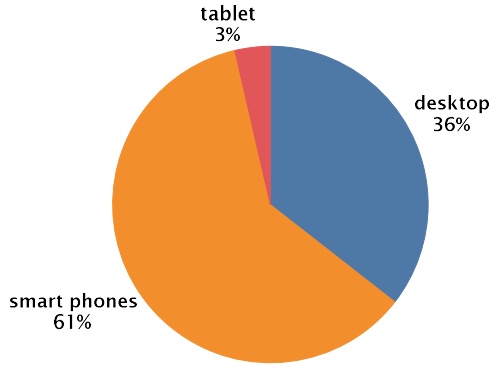
Most Affordable ZIP Codes 2022Q3



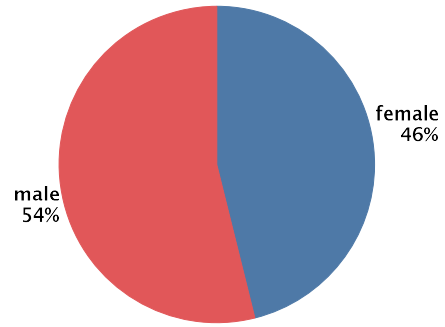
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Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

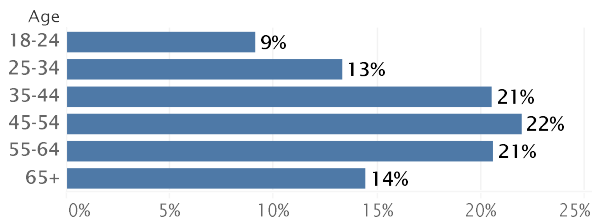


71% of potential buyers come from outside Alabama

Chicago

is the Number 1 metro area outside of Alabama searching for Alabama lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

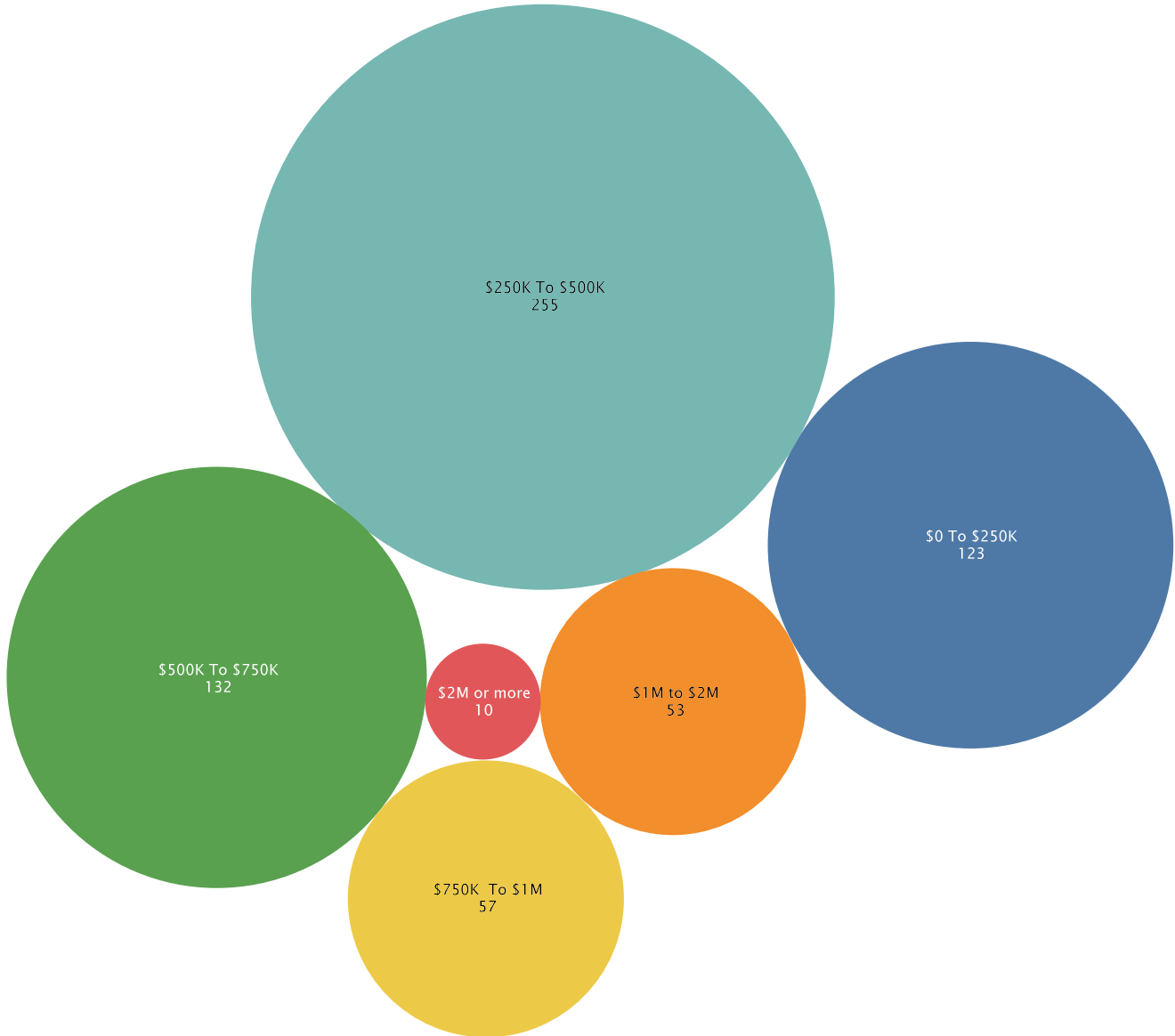
- Atlanta, GA
- New York, NY
- Dallas-Ft. Worth, TX
- Nashville, TN
- Washington DC (Hagerstown MD)
- Raleigh-Durham (Fayetteville), NC
- Columbus, GA
- Phoenix, AZ
- Los Angeles, CA



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ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Arkansas

The total Arkansas market grew from \$772 MM in summer 2022 to \$803 MM resulting in a 4% increase.

Largest Markets

1. Table Rock Lake*	\$330,392,807	41.1%	6. Loch Lomond	\$20,650,865	2.6%
2. Beaver Lake	\$149,823,696	18.7%	7. Lake Windsor	\$10,157,380	1.3%
3. Lake Hamilton	\$114,026,299	14.2%	8. Lake Norfolk	\$9,374,894	1.2%
4. Greers Ferry Lake	\$53,025,799	6.6%	9. Hurricane Lake	\$7,517,400	0.9%
5. Bull Shoals Lake*	\$33,155,725	4.1%	10. Lake Catherine	\$7,447,400	0.9%

Total Arkansas Market: \$803,098,546

Largest Home Markets

1. Table Rock Lake*	\$246,552,246	42.0%
2. Beaver Lake	\$101,857,668	17.4%
3. Lake Hamilton	\$90,205,899	15.4%
4. Greers Ferry Lake	\$25,951,450	4.4%
5. Bull Shoals Lake*	\$23,724,800	4.0%
6. Loch Lomond	\$19,156,166	3.3%
7. Lake Windsor	\$9,517,400	1.6%
8. Lake Bella Vista	\$7,272,540	1.2%
9. Hurricane Lake	\$6,670,600	1.1%
10. Lake Norfolk	\$5,925,400	1.0%

Total Arkansas Home Market: \$586,873,398

Largest Land Markets

1. Table Rock Lake*	\$83,840,561	38.8%
2. Beaver Lake	\$47,966,028	22.2%
3. Greers Ferry Lake	\$27,074,349	12.5%
4. Lake Hamilton	\$23,820,400	11.0%
5. Bull Shoals Lake*	\$9,430,925	4.4%
6. Lake Catherine	\$3,563,400	1.6%
7. Lake Norfolk	\$3,449,494	1.6%
8. Lake Chicot	\$2,900,000	1.3%
9. Lake Conway	\$2,261,902	1.0%
10. Lake Fayetteville	\$1,499,000	0.7%

Total Arkansas Land Market: \$216,225,148

Table Rock Lake retains the #1 spot in the Largest Markets List, Largest Home Markets List, and the Largest Land Markets List.

Most Expensive Homes

1. Lake Hamilton	\$727,467
2. Beaver Lake	\$674,554

Most Affordable Homes

1. Loch Lomond	\$517,734
2. Lake Norfolk	\$577,690

* This includes lake real estate inventory from more than one state.

Most Listings

1. Table Rock Lake*	1,270	42.7%	6. Loch Lomond	114	3.8%
2. Beaver Lake	417	14.0%	7. Lake Windsor	60	2.0%
3. Greers Ferry Lake	345	11.6%	8. Lake Catherine	59	2.0%
4. Lake Hamilton	180	6.1%	9. Lake Brittany	55	1.9%
5. Bull Shoals Lake*	158	5.3%	10. Lake Ann	41	1.4%
Total Arkansas Listings:				2,972	

Most Homes Available

1. Table Rock Lake*	423	40.6%
2. Beaver Lake	151	14.5%
3. Lake Hamilton	124	11.9%
4. Bull Shoals Lake*	73	7.0%
5. Greers Ferry Lake	65	6.2%
6. Loch Lomond	37	3.5%
7. Lake Windsor	24	2.3%
8. Lake Bella Vista	18	1.7%
9. Lake Avalon	13	1.2%
10. Lake Norfolk	11	1.1%

Total Arkansas Home Listings: 1,043

Most Land Available

1. Table Rock Lake*	847	43.9%
2. Greers Ferry Lake	280	14.5%
3. Beaver Lake	266	13.8%
4. Bull Shoals Lake*	85	4.4%
5. Loch Lomond	77	4.0%
6. Lake Hamilton	56	2.9%
7. Lake Catherine	51	2.6%
8. Lake Brittany	49	2.5%
9. Lake Windsor	36	1.9%
10. Lake Ann	34	1.8%

Total Arkansas Land Listings: 1,929

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Hamilton	\$261,758
2. Lake Thunderbird	\$62,247
3. Greers Ferry Lake	\$61,693
4. Loch Lomond	\$58,092
5. Lake Omaha	\$54,361
6. Lake Catherine	\$51,833
7. Lake Windsor	\$46,375
8. Beaver Lake	\$41,928

Listings of 10 Acres or More

1. Beaver Lake	\$15,436
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

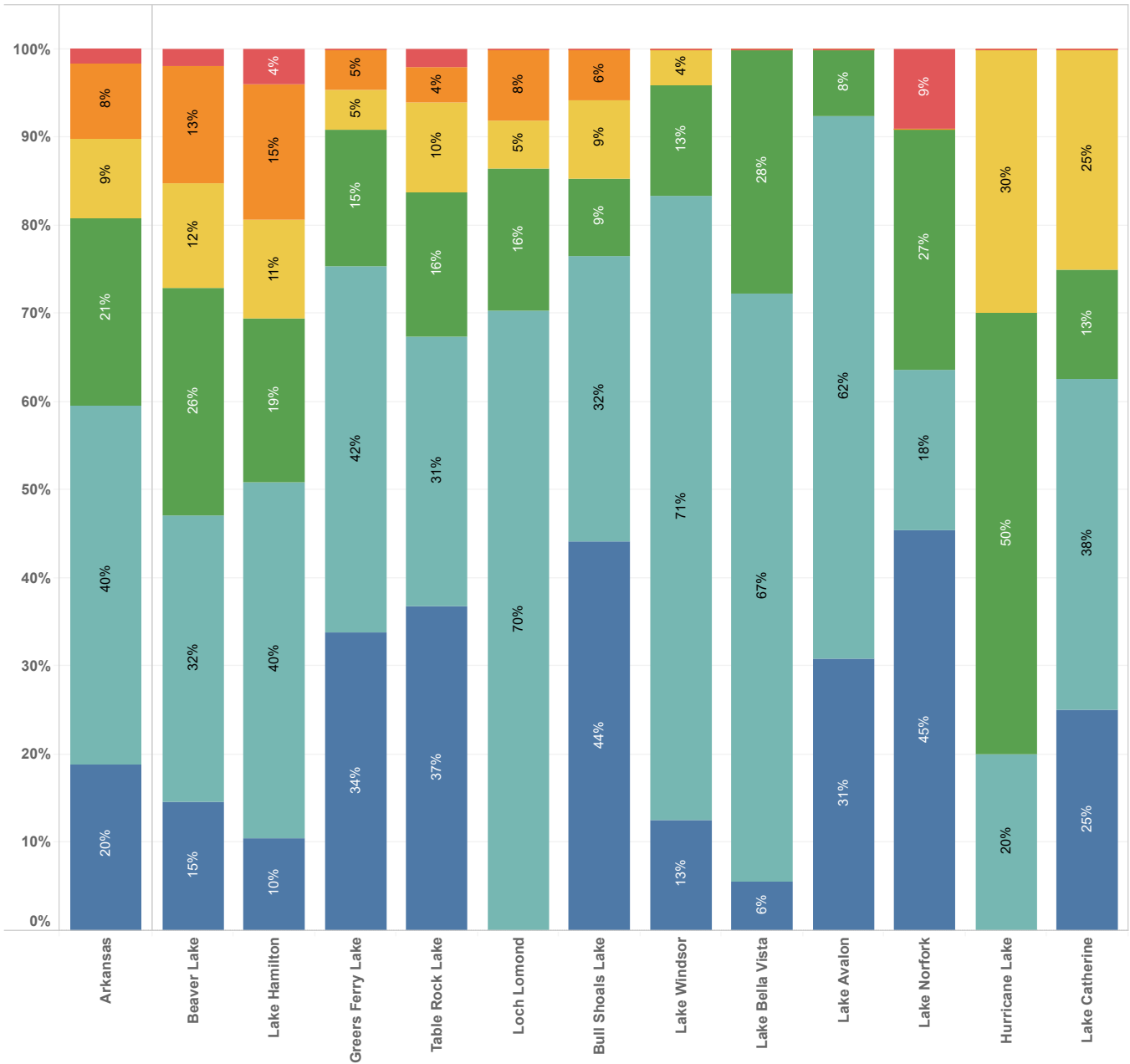
1. Bull Shoals Lake	\$16,005
2. Lake Norfolk	\$16,848
3. Table Rock Lake	\$24,963
4. Lake Avalon	\$33,675
5. Lake Ann	\$33,831
6. Lake Brittany	\$37,965
7. Beaver Lake	\$41,928
8. Lake Windsor	\$46,375

Listings of 10 Acres or More

1. Lake Norfolk	\$6,618
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Arkansas Market 2022Q3



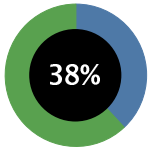
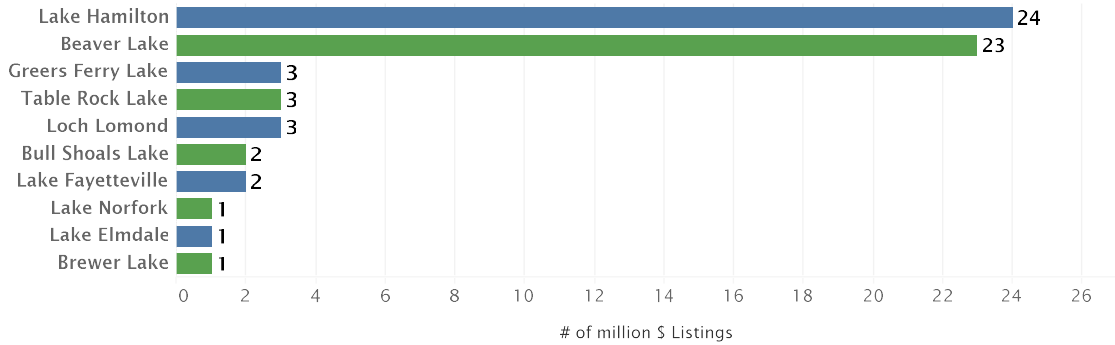
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



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Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2022Q3

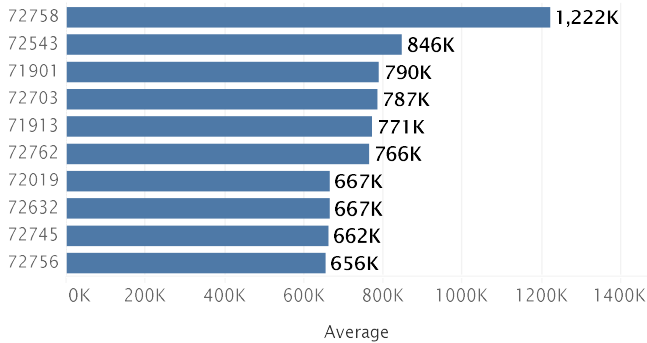


of \$1M+ Homes in Arkansas are on Lake Hamilton

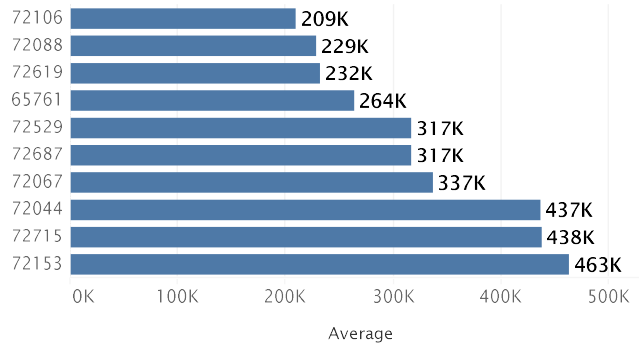
Total Number of \$1M+ Homes

63

Most Expensive ZIP Codes 2022Q3



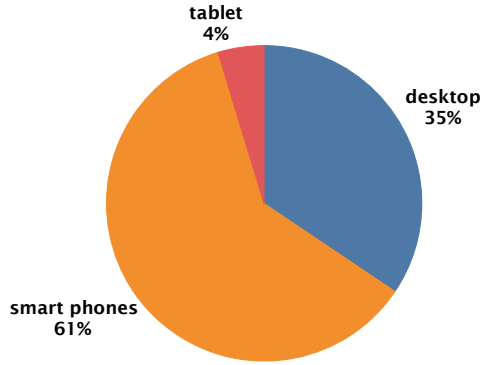
Most Affordable ZIP Codes 2022Q3



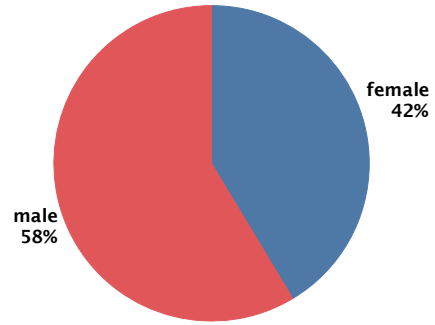
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Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

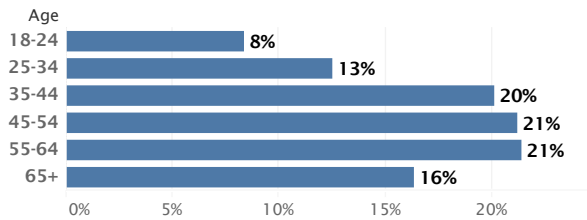


82% of potential buyers come from outside Arkansas

Chicago

is the Number 1 metro area outside of Arkansas searching for Arkansas lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

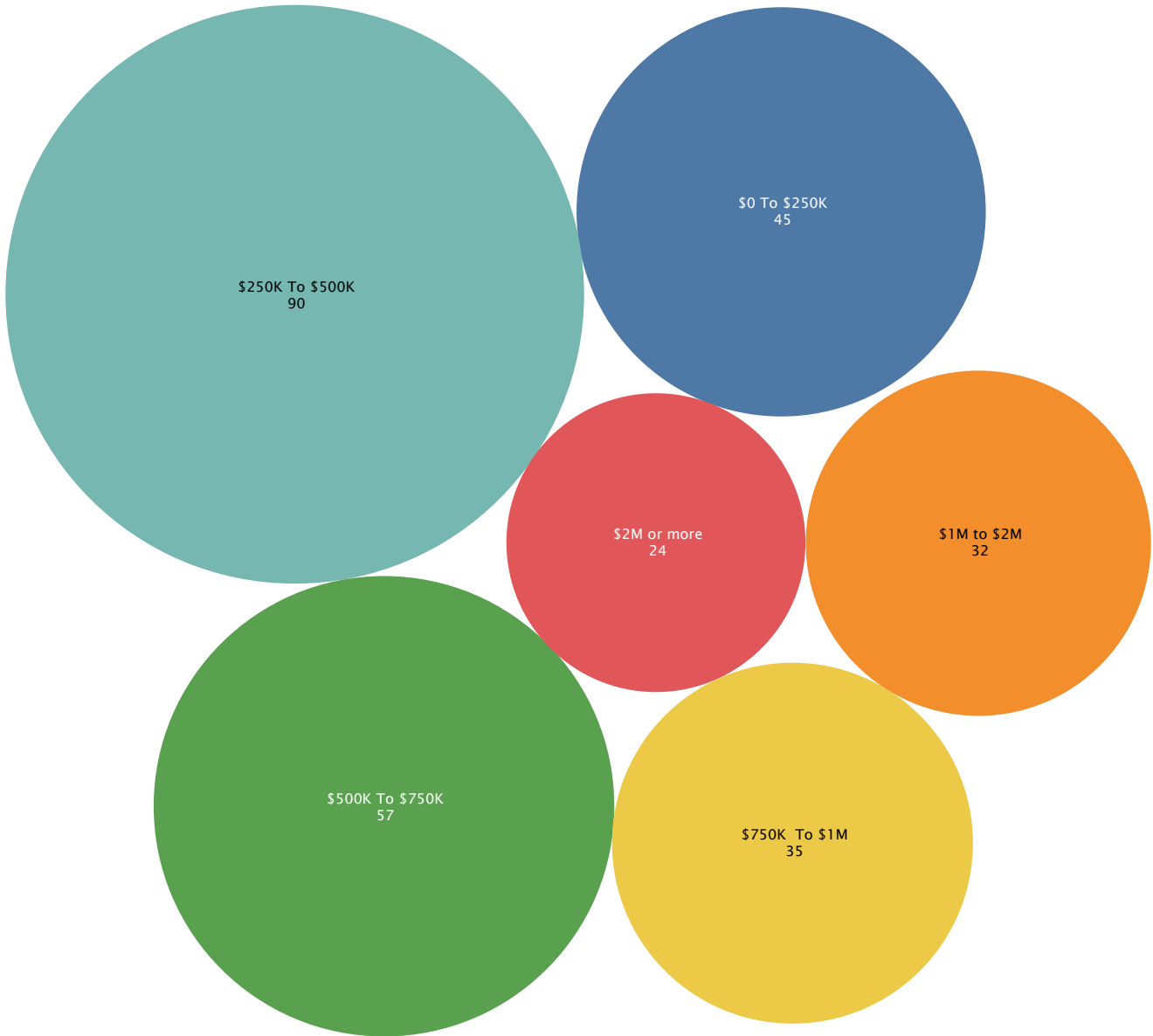
- Dallas-Ft. Worth, TX
- Kansas City, MO
- St. Louis, MO
- New York, NY
- Los Angeles, CA
- Memphis, TN
- Oklahoma City, OK
- Houston, TX
- Denver, CO



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LAKEHOMES.COM

CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Connecticut

The total Connecticut market grew from \$212 MM in summer 2022 to \$250 MM resulting in an 18% increase.

Largest Markets

1. Candlewood Lake	\$46,409,450	18.6%
2. Woodridge Lake - Goshen	\$27,065,325	10.8%
3. Lake Waramaug	\$18,803,950	7.5%
4. Lake Lillinonah	\$15,939,000	6.4%
5. Dog Pond	\$10,611,900	4.2%

Total Connecticut Market: \$250,042,322

Most Listings

1. Candlewood Lake	59	16.7%
2. Woodridge Lake - Goshen	34	9.6%
3. Highland Lake	20	7.1%
4. Lake Lillinonah	14	4.0%
5. Bolton Lake	13	4.6%

Total Connecticut Listings: 353

Largest Home Markets

1. Candlewood Lake	\$45,228,650	20.1%
2. Woodridge Lake - Goshen	\$23,744,425	10.5%
3. Lake Lillinonah	\$14,012,000	6.2%
4. Lake Waramaug	\$13,234,000	5.9%
5. Highland Lake	\$10,146,000	4.5%

Total Connecticut Home Market: \$225,314,372

Most Homes Available

1. Candlewood Lake	54	19.1%
2. Highland Lake	20	7.1%
3. Woodridge Lake - Goshen	19	6.7%
4. Bolton Lake	13	4.6%
5. Lake Lillinonah	11	3.9%

Total Connecticut Home Listings: 283

Largest Land Markets

1. Lake Waramaug	\$5,569,950	22.5%
2. Woodridge Lake - Goshen	\$3,320,900	13.4%
3. Wononskopomuc Lake	\$2,875,000	11.6%
4. Dog Pond	\$2,441,900	9.9%
5. Squantz Pond	\$1,938,000	7.8%

Total Connecticut Land Market: \$24,727,950

Most Land Available

1. Woodridge Lake - Goshen	15	21.4%
2. Dog Pond	9	12.9%
3. Candlewood Lake	5	7.1%
4. Squantz Pond	4	5.7%
5. Beach Pond	3	4.3%

Total Connecticut Land Listings: 70

Average Home Price

1. Lake Lillinonah	\$1,273,818
2. Woodridge Lake - Goshen	\$1,249,707
3. Candlewood Lake	\$837,568

Average Land Price Per Acre

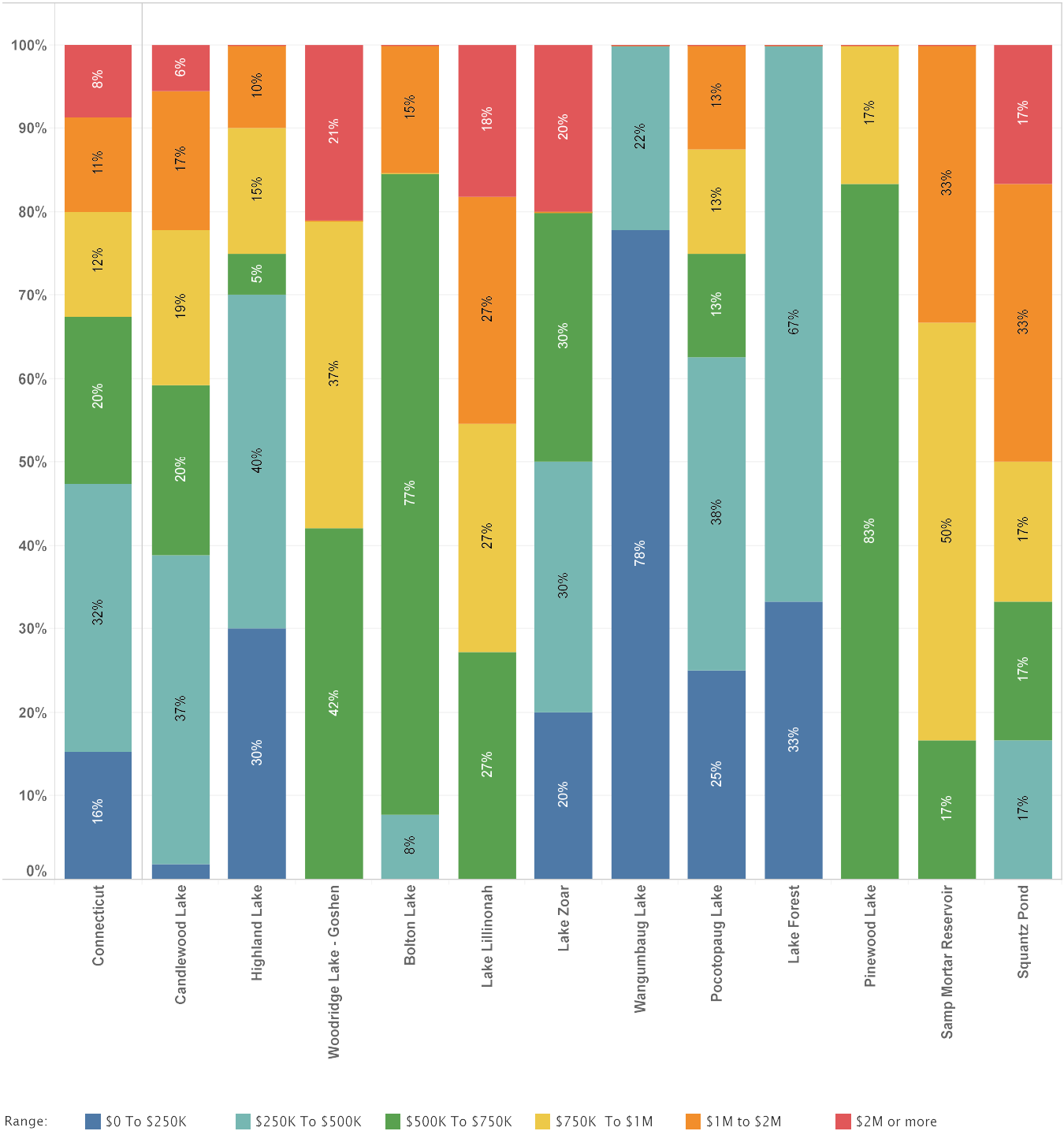
Listings of Less Than 10 Acres

1. Woodridge Lake - Goshen	\$207,168
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Listings of 10 Acres or More

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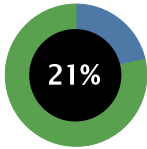
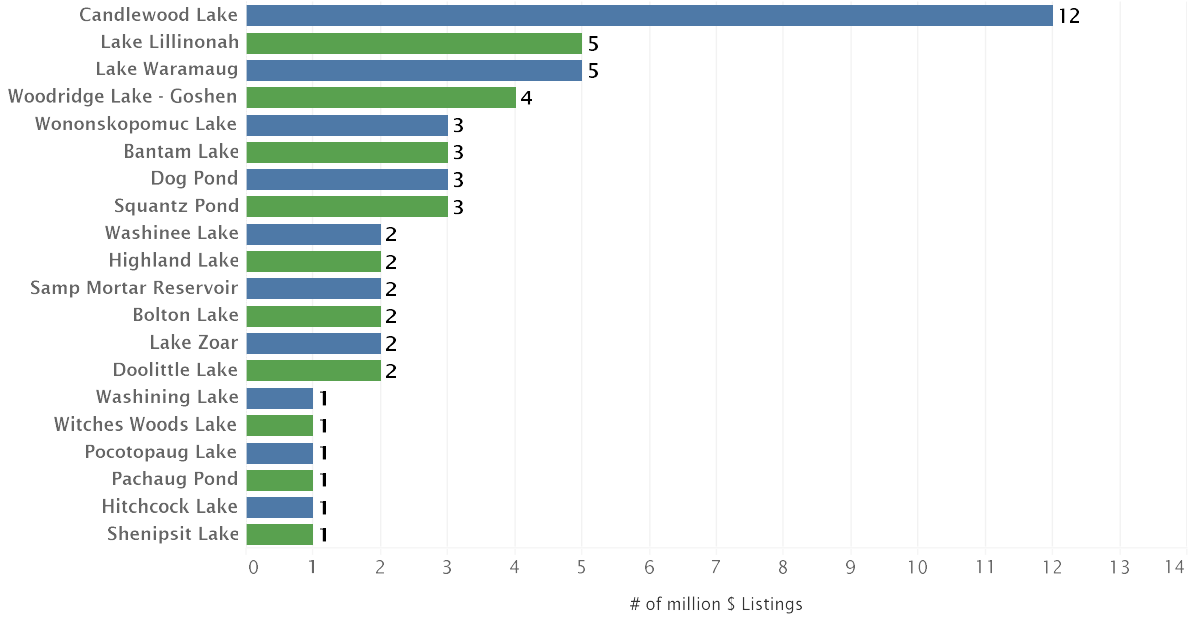
Price Breakdown by Percentage of Homes in the Connecticut Market 2022Q3



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Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2022Q3

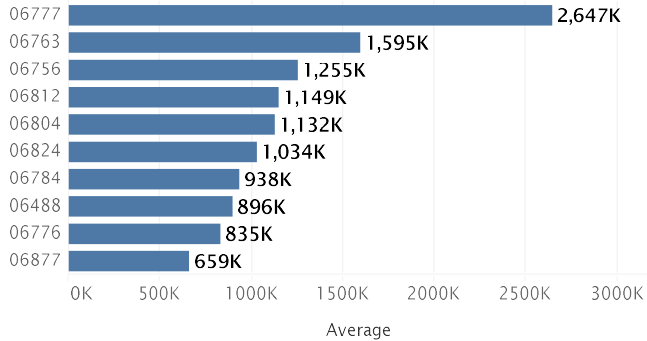


21% of \$1M+ Homes in Connecticut are on Candlewood Lake

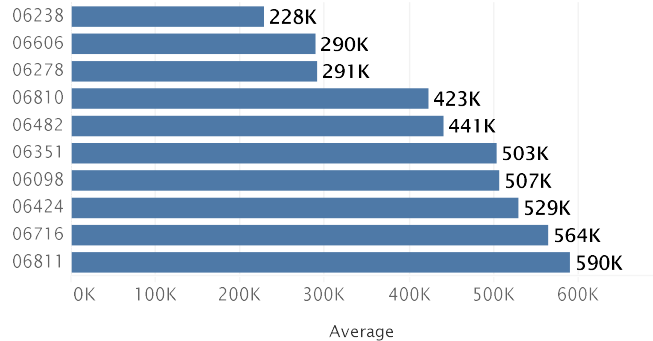
Total Number of \$1M+ Homes

56

Most Expensive ZIP Codes 2022Q3



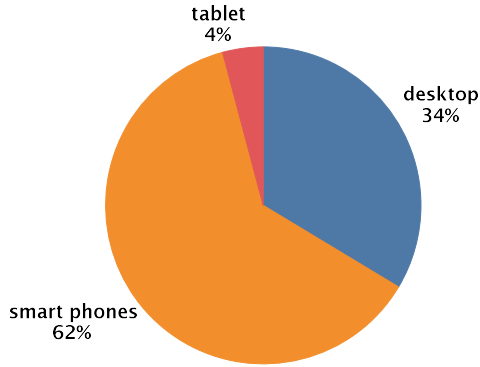
Most Affordable ZIP Codes 2022Q3



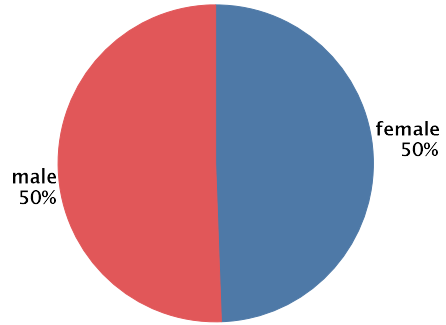
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

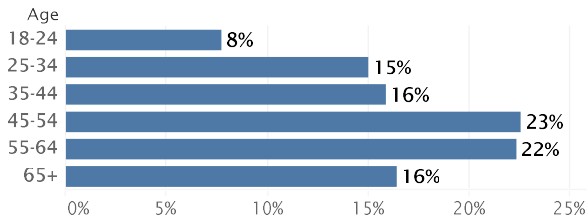


67% of potential buyers come from outside Connecticut

New York,

is the Number 1 metro area outside of Connecticut searching for Connecticut lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

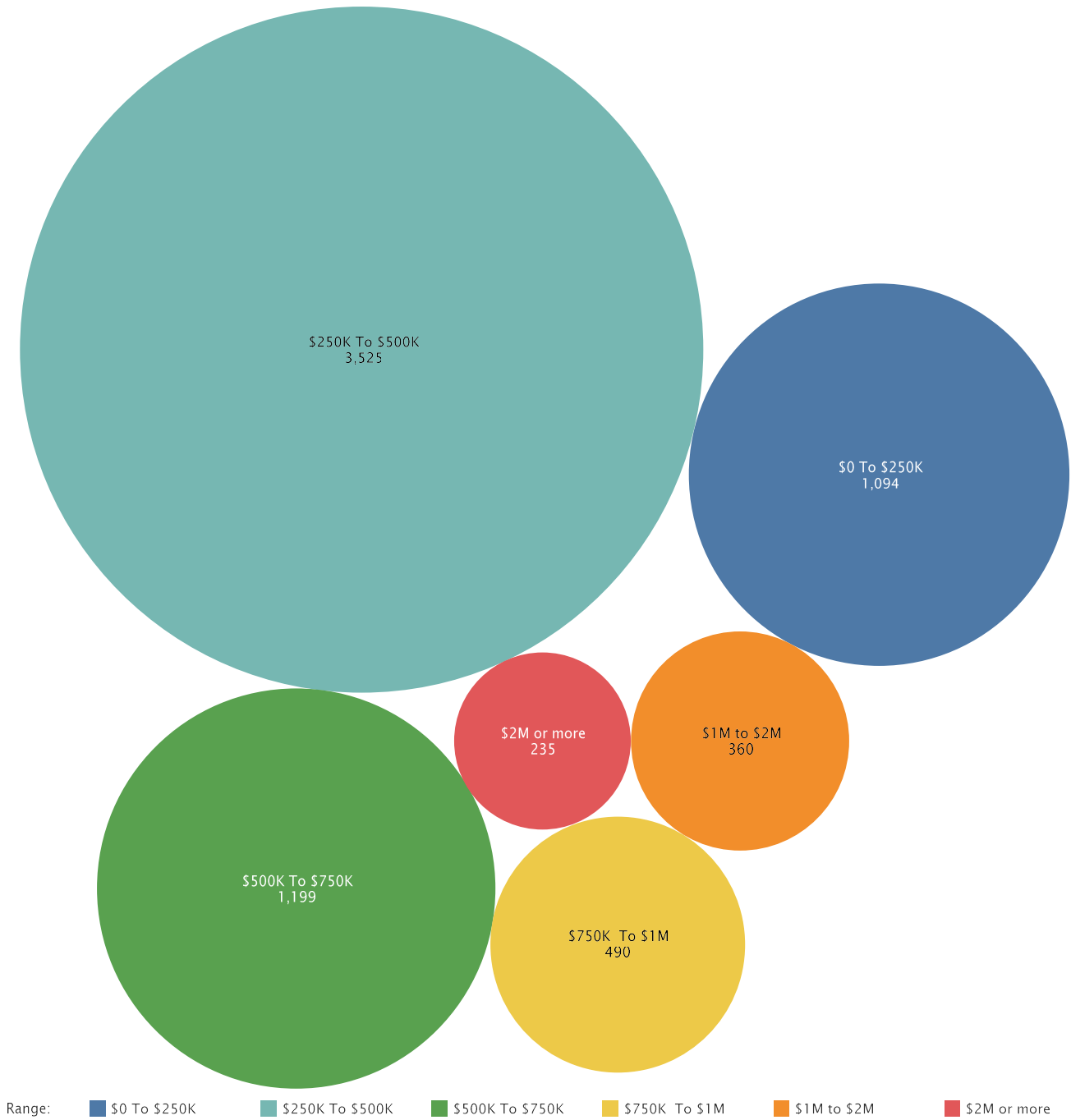
- Boston MA-Manchester, NH
- Atlanta, GA
- Philadelphia, PA
- Springfield-Holyoke, MA
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Chicago, IL
- Providence-New Bedford, MA
- Orlando-Daytona Beach-Melbourne, FL



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FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2022Q3



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Florida

The total Florida market grew from \$3.9 BB in summer 2022 to \$4.8 BB resulting in a 23% increase.

Largest Markets

1. Lake Maitland	\$112,151,500	2.3%	6. Lake Tarpon	\$83,186,391	1.7%
2. Lake Apopka	\$102,374,869	2.1%	7. Lake Hancock - Polk	\$79,128,420	1.6%
3. Lake Harris	\$90,853,125	1.9%	8. John's Lake	\$72,439,570	1.5%
4. Lake Butler	\$89,096,000	1.8%	9. East Lake Tohopekaliga	\$69,260,803	1.4%
5. Butler Chain Of Lakes	\$88,704,699	1.8%	10. Lake Down	\$66,194,178	1.4%

Total Florida Market: \$4,825,682,864

Largest Home Markets

1. Lake Maitland	\$105,320,000	2.6%
2. Lake Apopka	\$93,150,169	2.3%
3. Butler Chain Of Lakes	\$83,745,700	2.1%
4. Lake Tarpon	\$76,999,491	1.9%
5. Lake Butler	\$76,862,000	1.9%
6. Lake Hancock - Polk	\$74,183,420	1.8%
7. Lake Down	\$63,359,178	1.6%
8. John's Lake	\$62,998,670	1.5%
9. East Lake Tohopekaliga	\$61,073,803	1.5%
10. Hickorynut Lake	\$56,238,744	1.4%

Total Florida Home Market: \$4,073,300,594

Largest Land Markets

1. Lake Harris	\$42,019,010	5.6%
2. Lake Ashton	\$34,500,000	4.6%
3. Lake June	\$15,417,697	2.0%
4. Lake Saunders	\$12,770,000	1.7%
5. Lake Butler	\$12,234,000	1.6%
6. Lake Vedra	\$12,045,000	1.6%
7. Crosby Island Marsh	\$10,019,800	1.3%
8. Lake Weir	\$9,982,750	1.3%
9. Red Beach Lake	\$9,592,000	1.3%
10. Hickorynut Lake	\$9,500,000	1.3%

Total Florida Land Market: \$752,382,270

The total number of listings grew from 7,593 in summer 2022 to 9,066 resulting in a 19% increase.

Most Expensive Homes

1. Heron Lagoon	\$3,840,571
2. Lake Butler	\$3,074,480

Most Affordable Homes

1. Lake Virginia	\$1,593,750
2. Lake Sue	\$1,618,242

Most Listings

1. Lake Weohyakapka (Walk in Water)	149	1.7%	6. East Lake Tohopekaliga	119	1.3%
2. Lake Harris	142	1.6%	7. Lake Dora	118	1.3%
3. Lake Tarpon	138	1.5%	8. Davenport Creek Swamp	117	1.3%
4. Reedy Creek Swamp	135	1.5%	9. Lake Marion	114	1.3%
5. Lake Apopka	133	1.5%	10. Lake Tohopekaliga	112	1.2%
Total Florida Listings:				8,990	

Most Homes Available

1. Lake Tarpon	128	1.9%
2. Lake Apopka	120	1.7%
3. Reedy Creek Swamp	114	1.7%
4. East Lake Tohopekaliga	104	1.5%
5. Lake Harris	103	1.5%
6. Davenport Creek Swamp	102	1.5%
7. Lake Tohopekaliga	101	1.5%
8. John's Lake	92	1.3%
9. Lake Dora	90	1.3%
10. Lake Seminole	87	1.3%

Total Florida Home Listings: 6,903

Most Land Available

1. Lake Weohyakapka (Walk in Water)	125	6.0%
2. Lake Marion	76	3.6%
3. Lake Istokpoga	53	2.5%
4. Lake June	51	2.4%
5. Marshall Swamp	46	2.2%
6. Lake Harris	39	1.9%
7. Grassy Lake - Lake Placid	32	1.5%
8. Lake Dora	28	1.3%
9. Black Sink Prairie	26	1.2%
10. Lake Blueberry	25	1.2%

Total Florida Land Listings: 2,087

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Arietta	\$487,198
2. Lake Van - Auburndale	\$479,421
3. Graham Swamp	\$417,428
4. Lake Tohopekaliga	\$393,711
5. Lake Medora	\$391,497
6. Lake Eustis	\$374,817
7. Lake Alfred	\$317,792
8. Indian Head Swamp	\$305,830

Listings of 10 Acres or More

1. Lake Harris	\$71,505
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

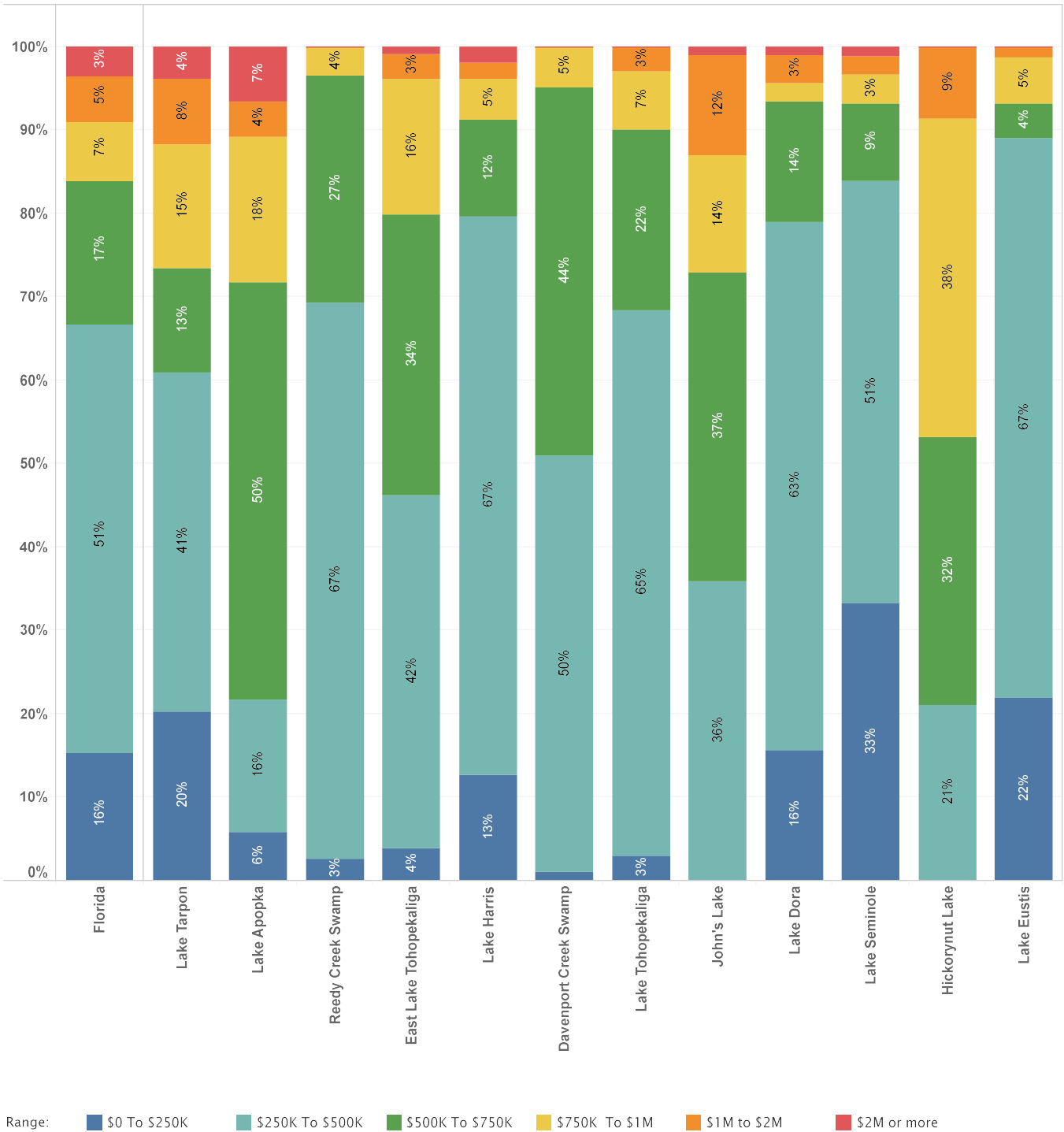
1. Deep Creek	\$16,057
2. Bream Lake	\$22,928
3. Ladys-slipper Lake	\$26,295
4. Grassy Lake - Interlachen	\$32,337
5. Lake Pendarvis	\$34,542
6. Black Sink Prairie	\$34,875
7. Trout Lake - Interlachen	\$37,117
8. Winding Tree Lake	\$37,892

Listings of 10 Acres or More

1. Lake Harris	\$71,505
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

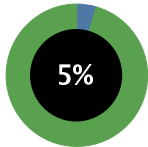
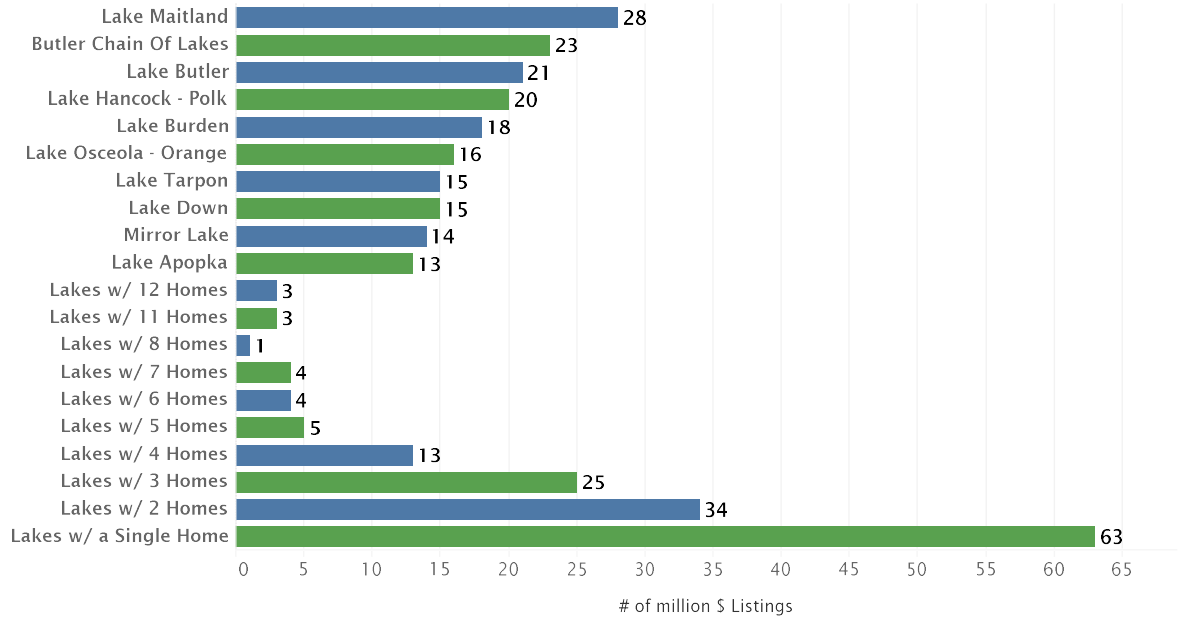
Price Breakdown by Percentage of Homes in the Florida Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2022Q3

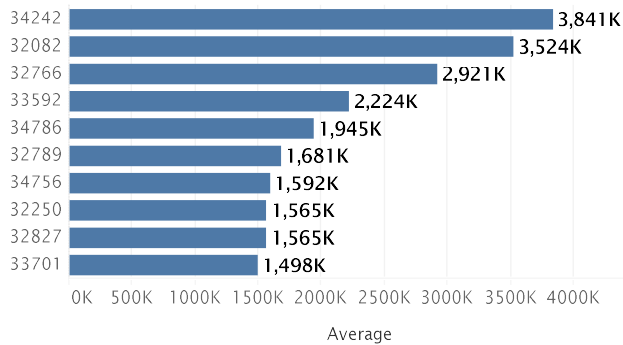


of \$1M+ Homes in Florida are on Lake Maitland

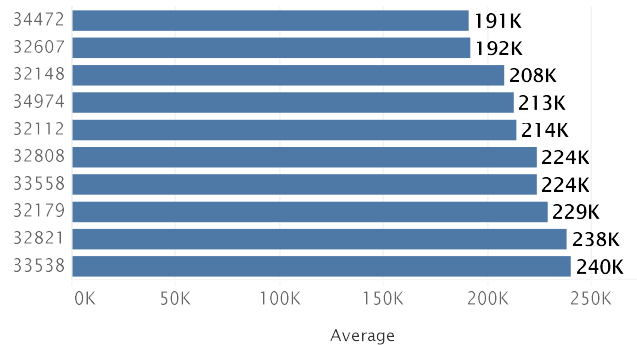
Total Number of \$1M+ Homes

595

Most Expensive ZIP Codes 2022Q3



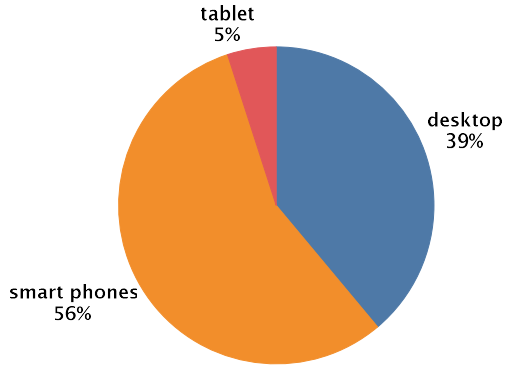
Most Affordable ZIP Codes 2022Q3



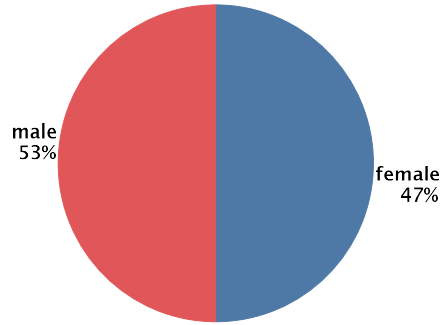
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

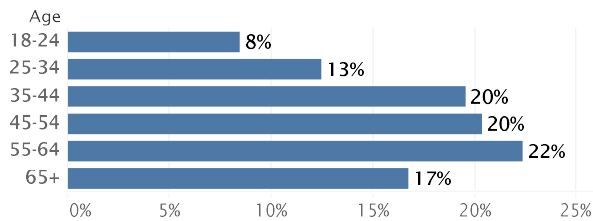


60% of potential buyers come from outside Florida

New York,

is the Number 1 metro area outside of Florida searching for Florida lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

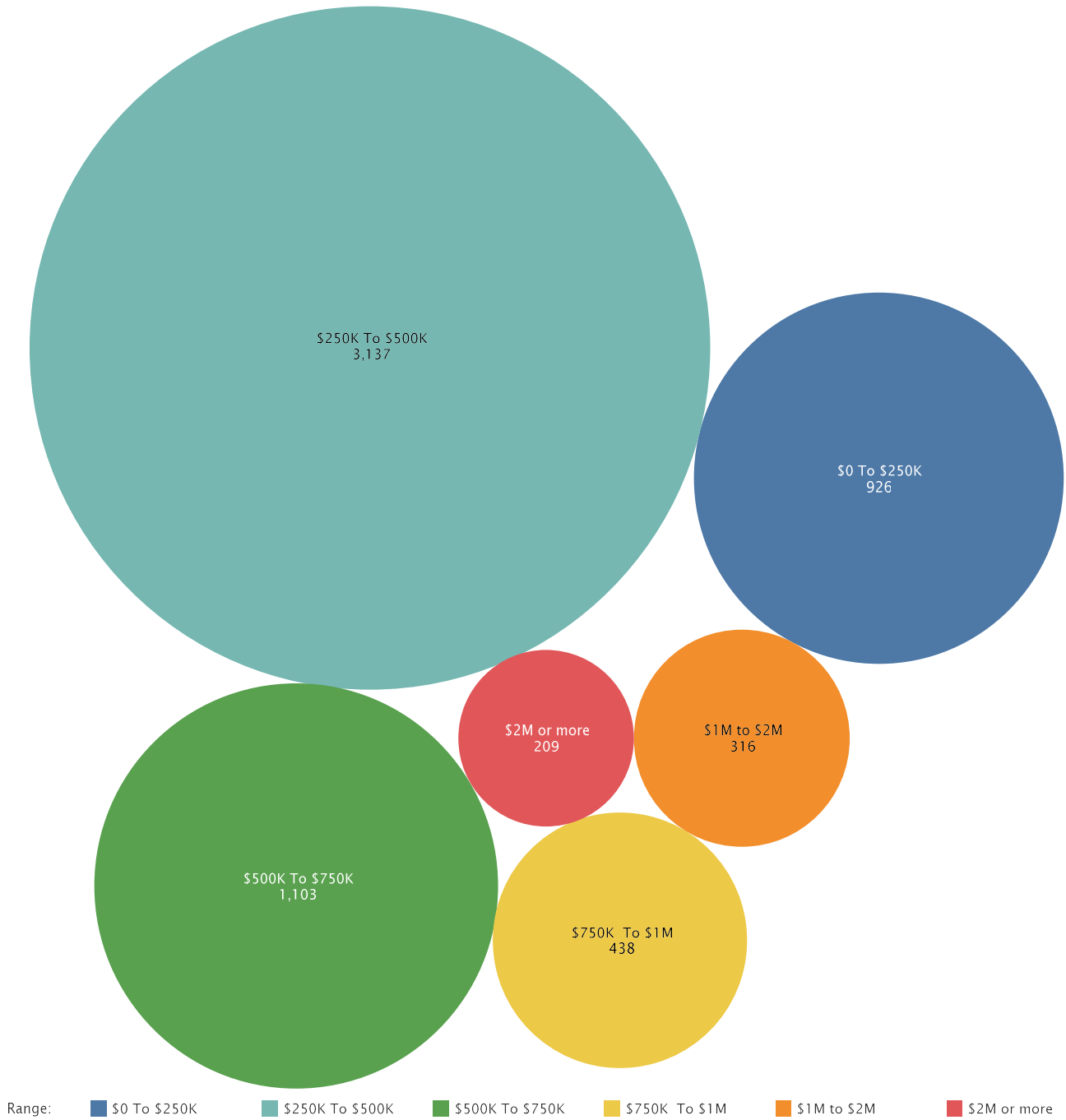
- Atlanta, GA
- Chicago, IL
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Phoenix, AZ
- Dallas-Ft. Worth, TX
- Philadelphia, PA
- Charlotte, NC
- Denver, CO



LAKE HOMES REALTY
LAKEHOMES.COM

FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Florida-Central

The total Florida-Central market grew from \$3.5 BB in summer 2022 to \$4.3 BB resulting in a 23% increase.

Largest Markets

1. Lake Maitland	\$112,151,500	2.6%
2. Lake Apopka	\$102,374,869	2.4%
3. Lake Harris	\$90,853,125	2.1%
4. Lake Butler	\$89,096,000	2.1%
5. Butler Chain Of Lakes	\$88,704,699	2.1%

Total Florida Central Market: \$4,269,670,558

Most Listings

1. Lake Weohyakapka (Walk in Water)	149	2.0%
2. Lake Harris	142	1.9%
3. Lake Tarpon	138	1.8%
4. Reedy Creek Swamp	135	1.8%
5. Lake Apopka	133	1.7%

Total Florida Central Listings: 7,606

Largest Home Markets

1. Lake Maitland	\$105,320,000	2.9%
2. Lake Apopka	\$93,150,169	2.6%
3. Butler Chain Of Lakes	\$83,745,700	2.3%
4. Lake Tarpon	\$76,999,491	2.1%
5. Lake Butler	\$76,862,000	2.1%

Total Florida Central Home Market: \$3,629,877,637

Most Homes Available

1. Lake Tarpon	128	2.1%
2. Lake Apopka	120	2.0%
3. Reedy Creek Swamp	114	1.9%
4. East Lake Tohopekaliga	104	1.7%
5. Lake Harris	103	1.7%

Total Florida Central Home Listings: 6,129

Largest Land Markets

1. Lake Harris	\$42,019,010	6.6%
2. Lake Ashton	\$34,500,000	5.4%
3. Lake June	\$15,417,697	2.4%
4. Lake Saunders	\$12,770,000	2.0%
5. Lake Butler	\$12,234,000	1.9%

Total Florida Central Land Market: \$639,792,921

Most Land Available

1. Lake Weohyakapka (Walk in Water)	125	8.5%
2. Lake Marion	76	5.1%
3. Lake Istokpoga	53	3.6%
4. Lake June	51	3.5%
5. Lake Harris	39	2.6%

Total Florida Central Land Listings: 1,477

Average Home Price

1. Heron Lagoon, FL	\$3,840,571
2. Lake Butler, FL	\$3,074,480
3. Butler Chain Of Lakes, FL	\$2,617,053
4. Lake Maitland, FL	\$2,568,780
5. Lake Down, FL	\$2,436,891

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Arietta	\$487,198
2. Lake Van - Auburndale	\$479,421
3. Lake Tohopekaliga	\$393,711
4. Lake Medora	\$391,497
5. Lake Eustis	\$374,817

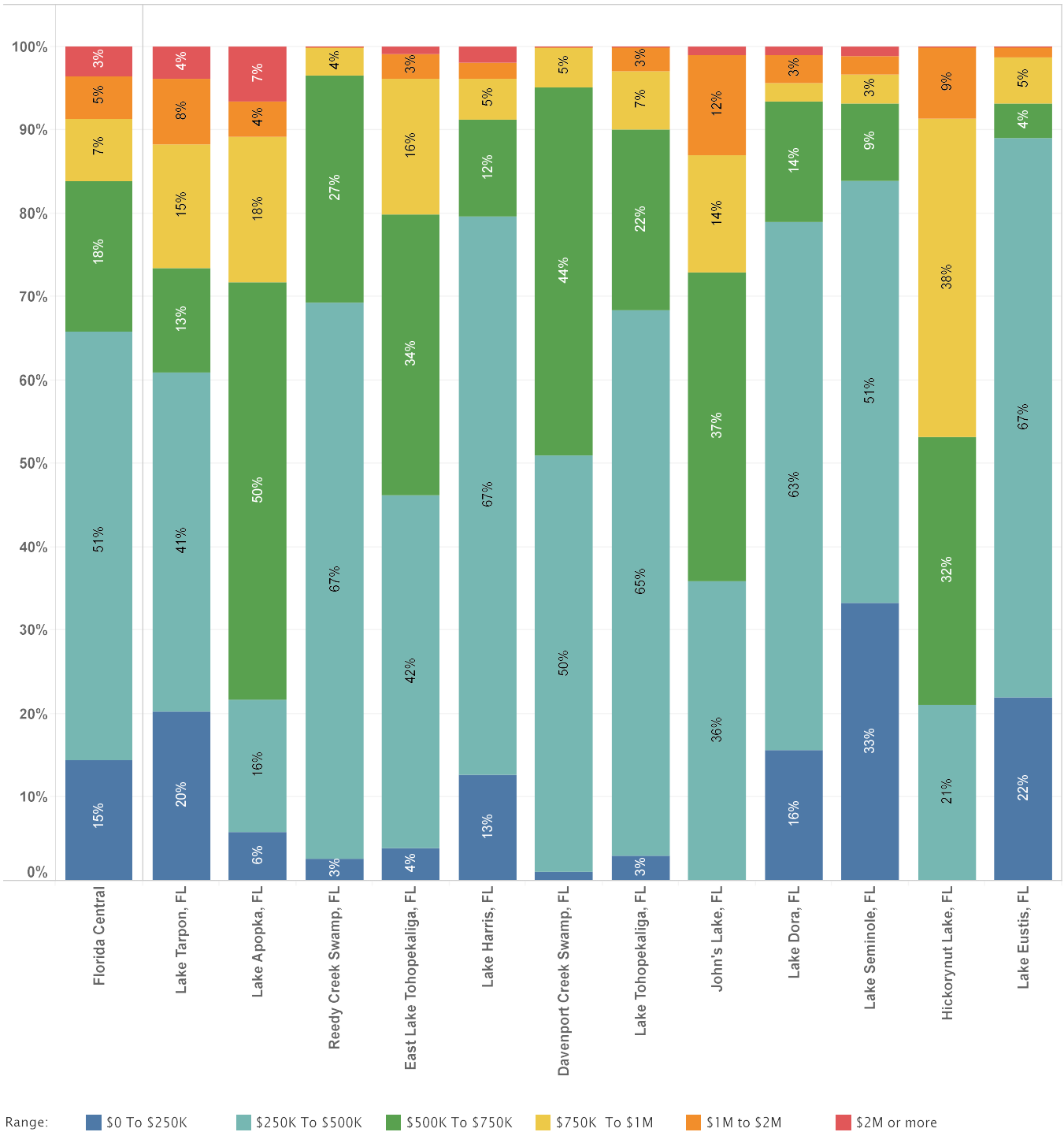
Listings of 10 Acres or More

1. Lake Harris	\$71,505
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

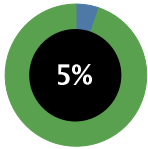
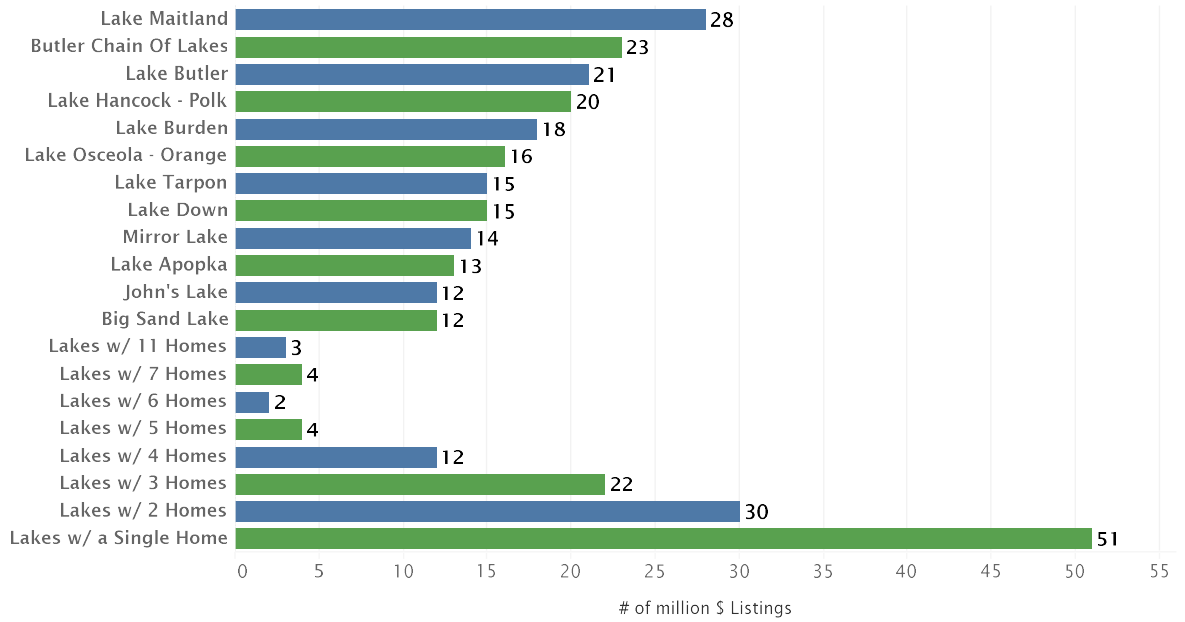
Price Breakdown by Percentage of Homes in the Florida Central Market 2022Q3



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Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2022Q3

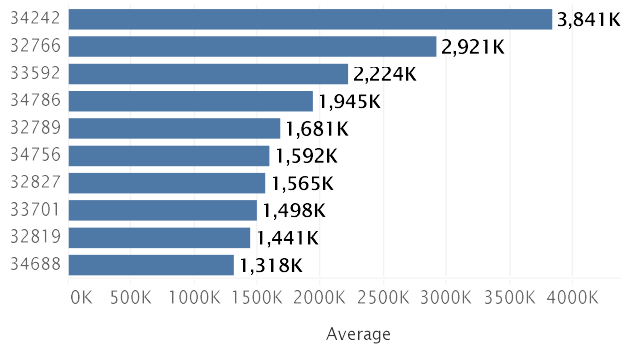


5% of \$1M+ Homes in Florida Central are on Lake Maitland

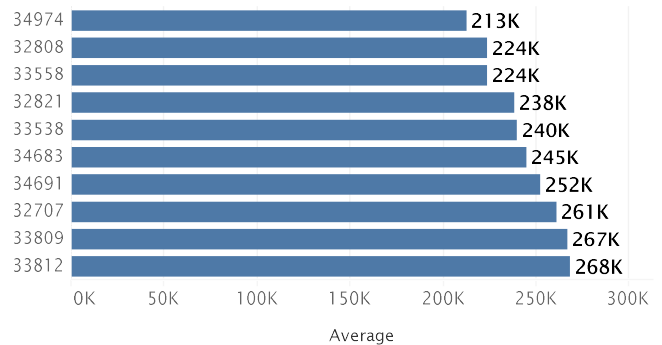
Total Number of \$1M+ Homes

525

Most Expensive ZIP Codes 2022Q3



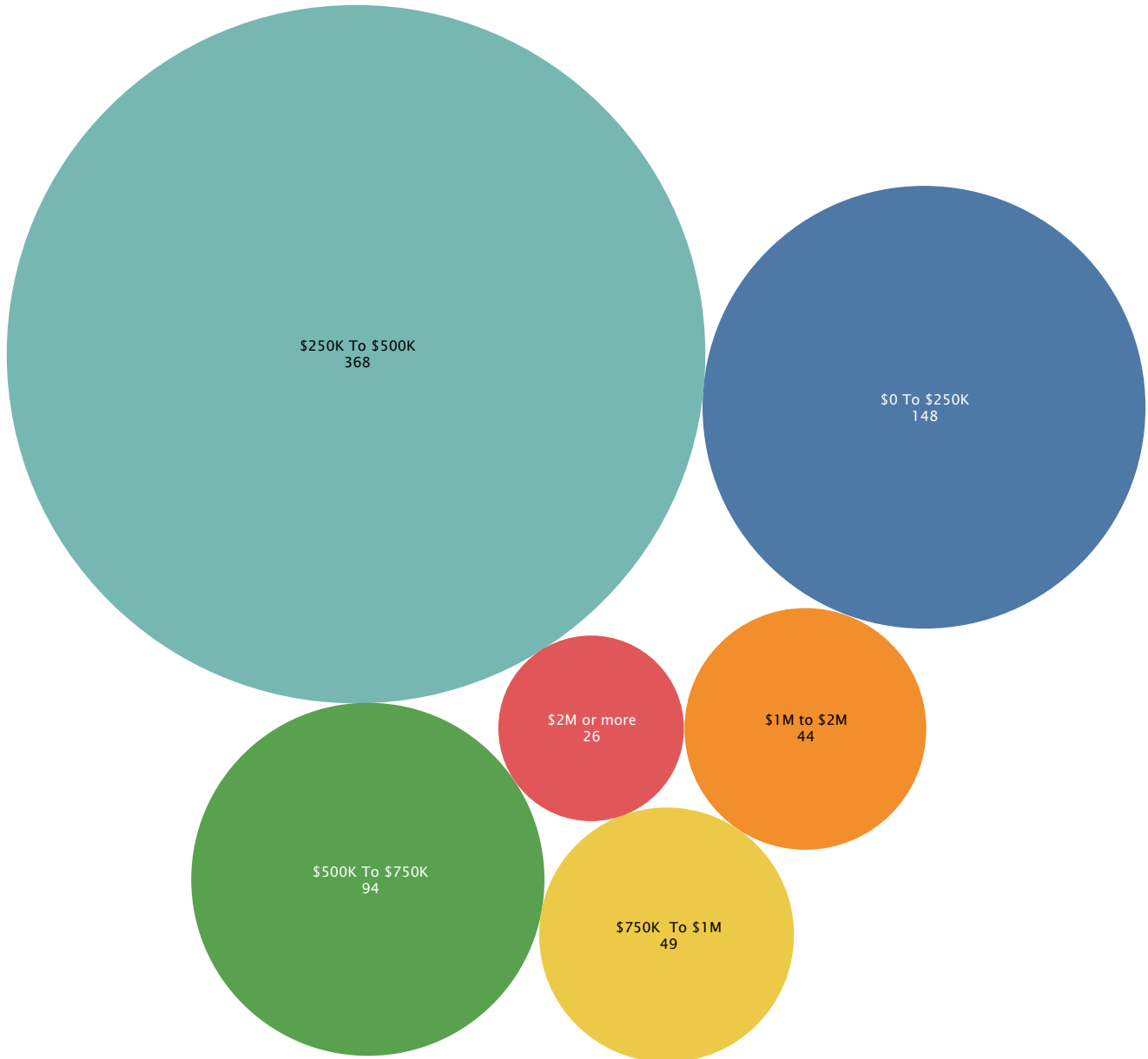
Most Affordable ZIP Codes 2022Q3



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FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Florida-NE

The total Florida-NE market grew from \$453 MM in summer 2022 to \$580 MM resulting in a 28% increase.

Largest Markets

1. Lake Vedra	\$45,730,000	8.6%
2. Huguenot Lagoon	\$34,387,676	6.5%
3. Twelvemile Swamp	\$28,415,252	5.4%
4. Lake Ponte Vedra	\$26,875,000	6.3%
5. Doctors Lake	\$26,431,090	5.0%

Total Florida NE Market: \$530,471,906

Most Listings

1. Marshall Swamp	74	5.6%
2. Twelvemile Swamp	62	4.7%
3. Lake Weir	55	4.2%
4. Doctors Lake	40	3.0%
5. Pringle Swamp	37	2.8%

Total Florida NE Listings: 1,316

Largest Home Markets

1. Huguenot Lagoon	\$33,698,676	7.9%
2. Lake Vedra	\$33,685,000	7.9%
3. Twelvemile Swamp	\$28,235,252	6.6%
4. Lake Ponte Vedra	\$26,875,000	6.3%
5. Doctors Lake	\$21,051,290	4.9%

Total Florida NE Home Market: \$427,924,657

Most Homes Available

1. Twelvemile Swamp	61	8.4%
2. Lake Weir	32	4.4%
3. Doctors Lake	29	4.0%
3. Pringle Swamp	29	4.0%
5. Marshall Swamp	28	3.8%

Total Florida NE Home Listings: 729

Largest Land Markets

1. Lake Vedra	\$12,045,000	11.7%
2. Lake Weir	\$9,982,750	9.7%
3. Black Branch Swamp	\$7,245,989	7.1%
4. Pringle Swamp	\$6,273,000	6.1%
5. Fivemile Swamp	\$5,649,000	5.5%

Total Florida NE Land Market: \$102,547,249

Most Land Available

1. Marshall Swamp	46	7.8%
2. Black Sink Prairie	26	4.4%
3. Lake Weir	23	3.9%
4. Georges Lake	19	3.2%
5. Black Branch Swamp	18	3.1%

Total Florida NE Land Listings: 587

Average Home Price

1. Lake Vedra, FL	\$3,062,273
2. Huguenot Lagoon, FL	\$1,347,947
3. Snowden Bay, FL	\$1,022,452
4. Maria Sanchez Lake, FL	\$947,208
5. Doctors Lake, FL	\$725,907

Average Land Price Per Acre

Listings of Less Than 10 Acres

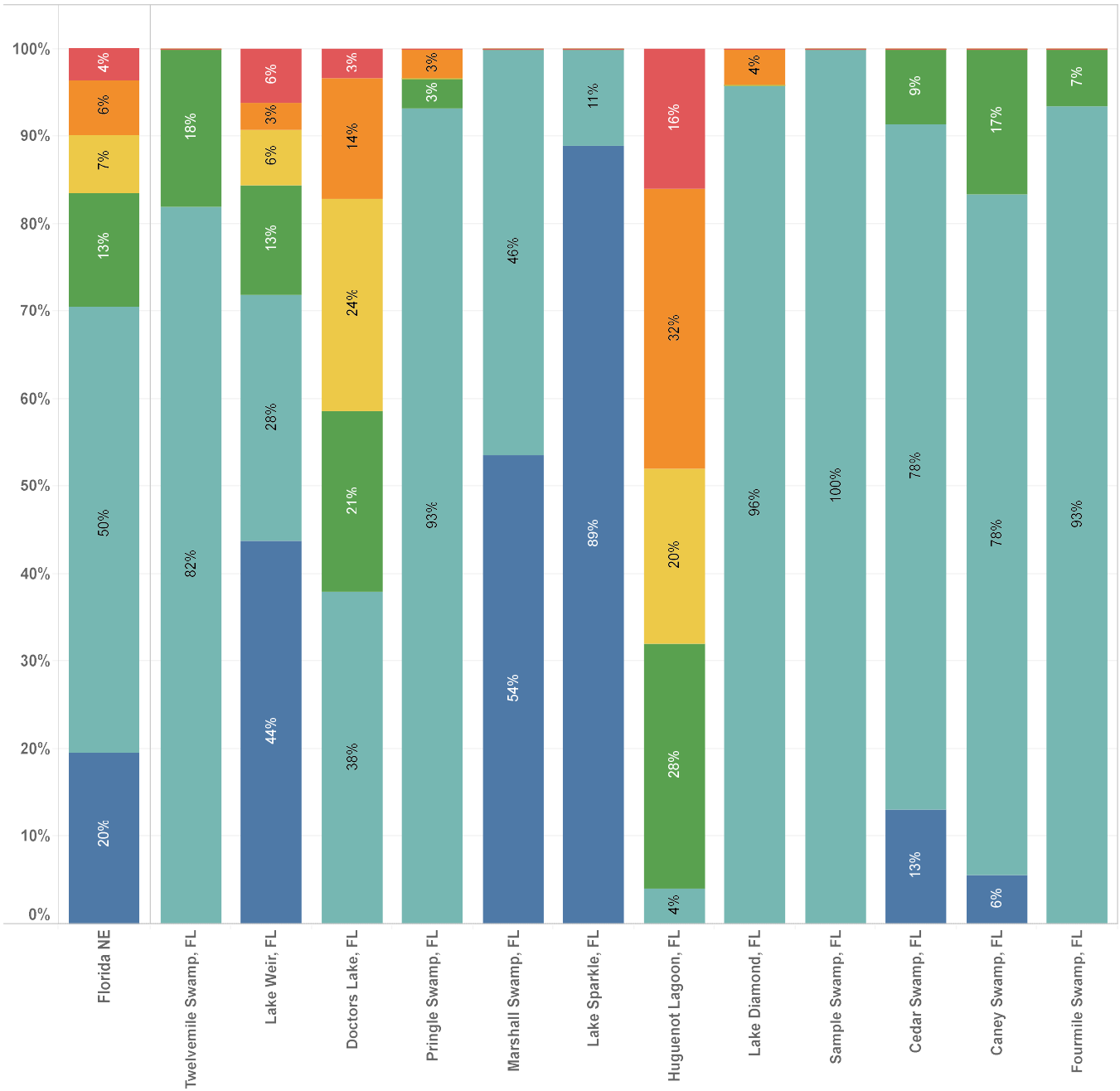
1. Doctors Lake	\$216,143
2. Black Branch Swamp	\$215,905
3. Marshall Swamp	\$100,156
4. Lake Weir	\$90,772
5. Tiger Den	\$71,961

Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida NE Market 2022Q3



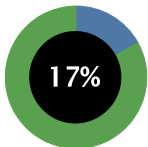
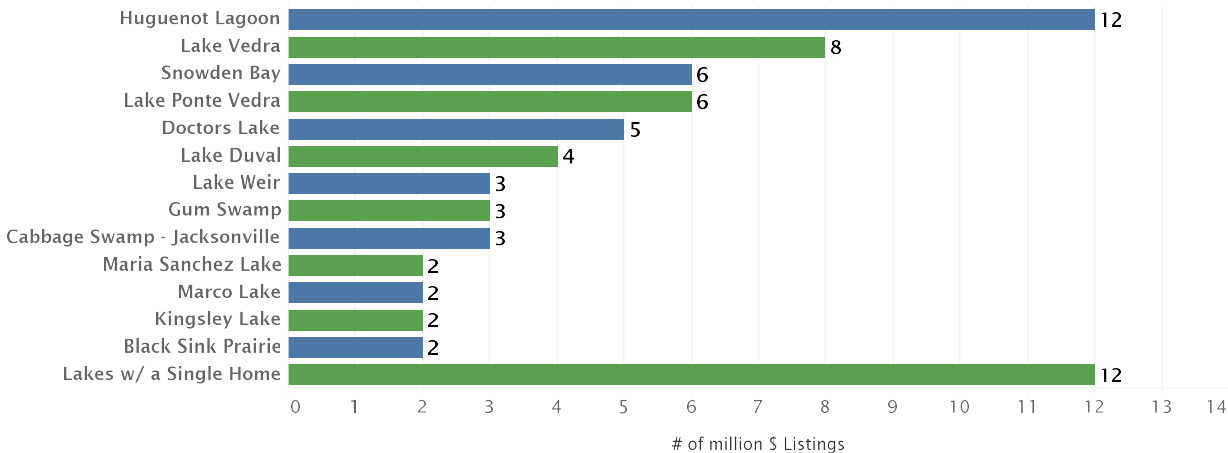
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2022Q3

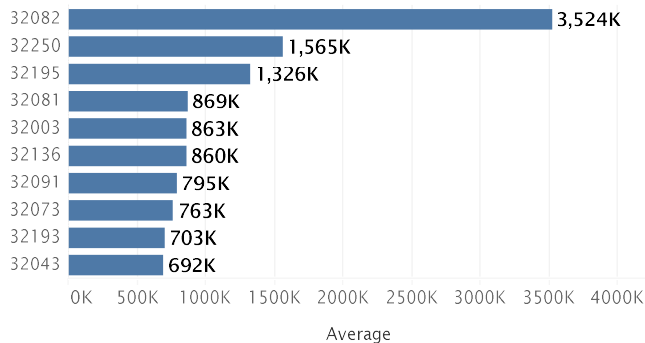


of \$1M+ Homes in Florida NE are on Huguenot Lagoon

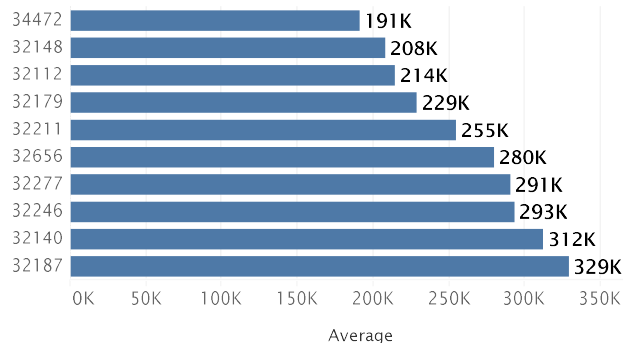
Total Number of \$1M+ Homes

70

Most Expensive ZIP Codes 2022Q3



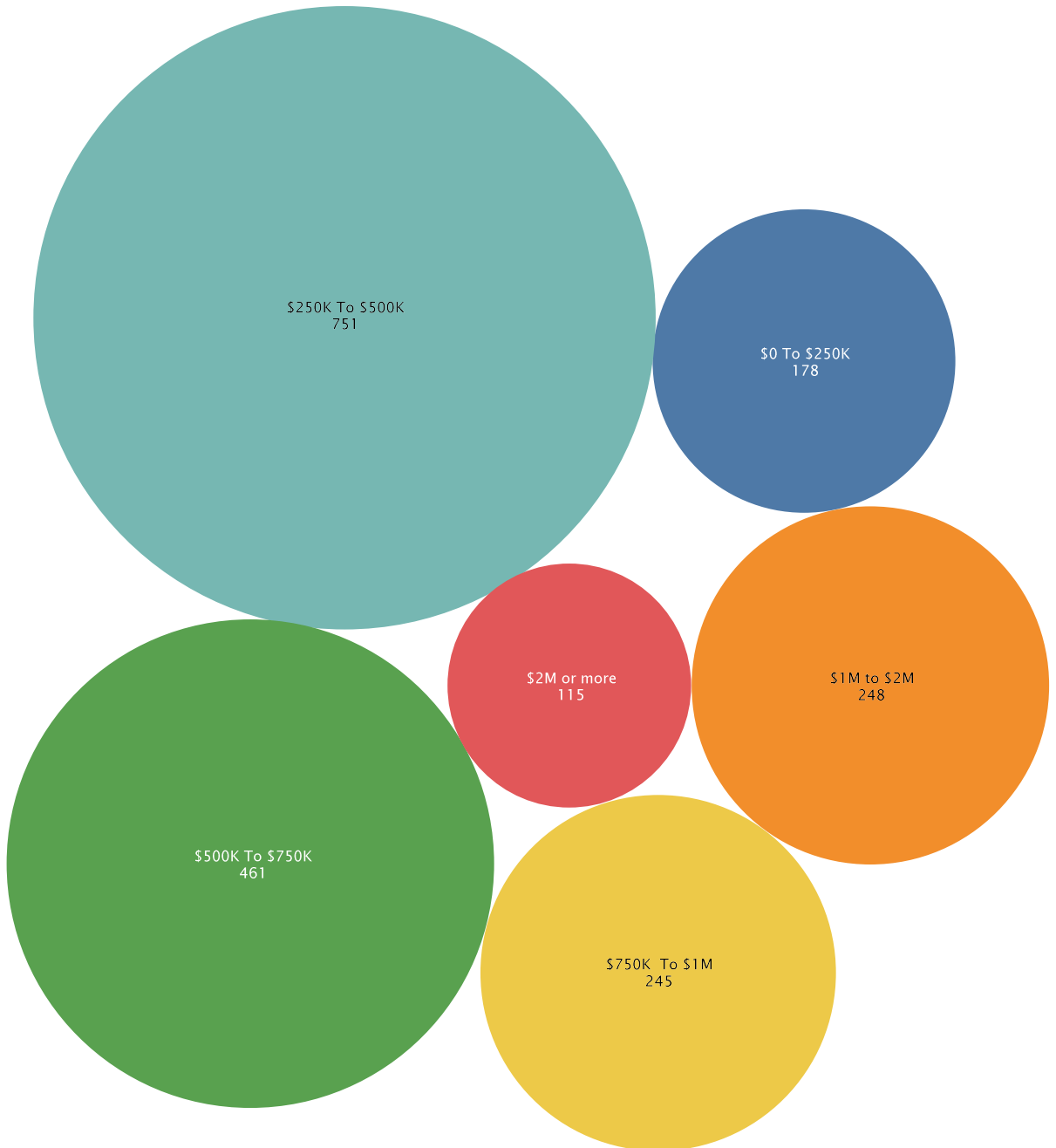
Most Affordable ZIP Codes 2022Q3



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LAKEHOMES.COM

GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Georgia

Lake Lanier retains the #1 spot in the Largest Markets List, Largest Home Markets List, and Largest Land Markets List.

Largest Markets

1. Lake Lanier	\$600,273,085	27.7%	6. Chatuge Lake*	\$79,268,577	3.7%
2. Lake Oconee	\$458,334,984	21.1%	7. Clarks Hill Lake*	\$59,860,681	2.8%
3. Lake Hartwell*	\$195,982,247	9.0%	8. Nottely Lake	\$56,494,251	2.6%
4. Lake Allatoona	\$129,003,330	5.9%	9. Lake Blue Ridge	\$49,545,125	2.3%
5. Lake Sinclair	\$99,678,839	4.6%	10. Lake Burton	\$47,596,450	2.2%

Total Georgia Market: \$2,173,556,783

Largest Home Markets

1. Lake Lanier	\$463,786,247	27.8%
2. Lake Oconee	\$375,916,325	22.5%
3. Lake Hartwell*	\$130,500,132	7.8%
4. Lake Sinclair	\$83,948,044	5.0%
5. Lake Allatoona	\$80,404,633	4.8%
6. Chatuge Lake*	\$56,096,550	3.4%
7. Clarks Hill Lake*	\$41,527,799	2.5%
8. Lake Burton	\$40,677,000	2.4%
9. Nottely Lake	\$39,865,774	2.4%
10. Lake Blue Ridge	\$37,102,477	2.2%

Total Georgia Home Market: \$1,668,224,387

Largest Land Markets

1. Lake Lanier	\$136,486,838	27.1%
2. Lake Oconee	\$81,020,659	16.1%
3. Lake Hartwell*	\$65,482,115	13.0%
4. Lake Allatoona	\$48,598,697	9.7%
5. Walter F. George Lake*	\$23,610,705	4.7%
6. Chatuge Lake*	\$23,172,027	4.6%
7. Clarks Hill Lake*	\$18,332,882	3.6%
8. Nottely Lake	\$16,628,477	3.3%
9. Lake Sinclair	\$14,540,795	2.9%
10. Lake Blue Ridge	\$12,442,648	2.5%

Total Georgia Land Market: \$502,744,396

35% of all homes listed on Lake Oconee are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Burton	\$2,033,850
2. Lake Rabun	\$1,855,364

Most Affordable Homes

1. Nottely Lake	\$797,315
2. Lake Lanier	\$815,323

Most Listings

1. Lake Lanier	780	17.4%	6. Chatuge Lake*	205	4.6%
2. Lake Hartwell*	739	16.4%	7. Lake Allatoona	193	4.3%
3. Lake Oconee	593	13.2%	8. Nottely Lake	182	4.0%
4. Clarks Hill Lake*	386	8.6%	9. Walter F. George Lake*	124	2.8%
5. Lake Sinclair	328	7.3%	10. Jackson Lake	90	2.0%

Total Georgia Listings:

4,500

Most Homes Available

1. Lake Lanier	574	25.7%
2. Lake Oconee	333	14.9%
3. Lake Hartwell*	243	10.9%
4. Lake Sinclair	171	7.7%
5. Lake Allatoona	138	6.2%
6. Clarks Hill Lake*	76	3.4%
7. Chatuge Lake*	66	3.0%
8. Jackson Lake	63	2.8%
9. Nottely Lake	50	2.2%
10. Lake Arrowhead	45	2.0%

Total Georgia Home Listings:

2,234

Most Land Available

1. Lake Hartwell*	496	21.9%
2. Clarks Hill Lake*	310	13.7%
3. Lake Oconee	258	11.4%
4. Lake Lanier	206	9.1%
5. Lake Sinclair	154	6.8%
6. Chatuge Lake*	139	6.1%
7. Nottely Lake	132	5.8%
8. Walter F. George Lake*	81	3.6%
9. Lake Allatoona	55	2.4%
10. Lake Burton	53	2.3%

Total Georgia Land Listings:

2,261

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$687,819
2. Lake Lanier	\$251,884
3. Lake Oconee	\$189,051
4. Lake Allatoona	\$154,472
5. Lake Tobesofkee	\$126,339
6. Lake Hartwell	\$122,063
7. Lake Burton	\$121,397
8. Walter F. George Lake	\$121,016

Listings of 10 Acres or More

1. Lake Allatoona	\$75,318
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

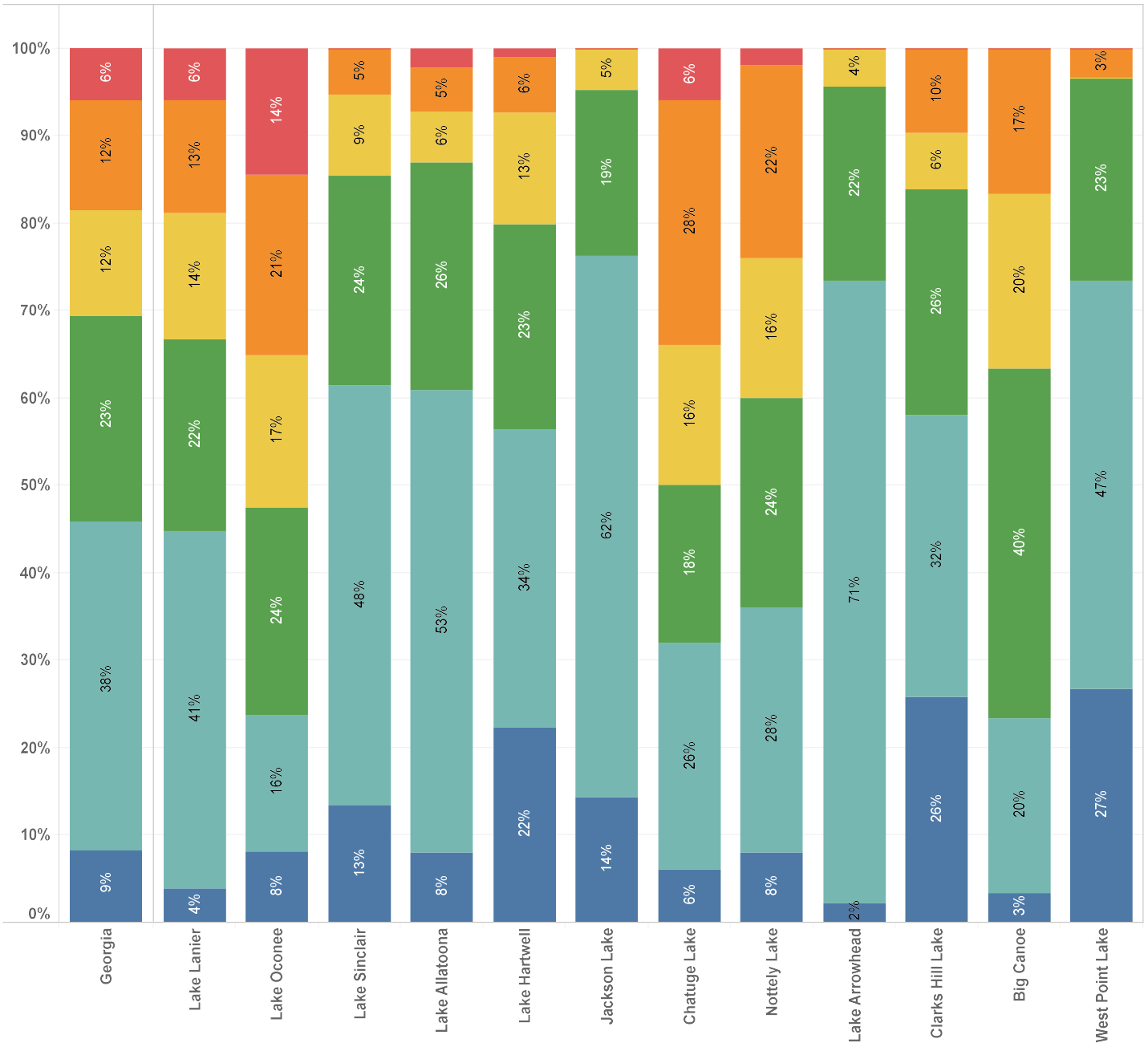
1. Clarks Hill Lake	\$31,682
2. Richard B. Russell Lake	\$33,676
3. Lake Lacey	\$37,854
4. Bent Tree	\$38,157
5. Carters Lake	\$42,006
6. West Point Lake	\$54,878
7. Lake Sinclair	\$61,676
8. Big Canoe	\$61,930

Listings of 10 Acres or More

1. Lake Harding	\$11,199
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Georgia Market 2022Q3

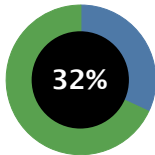
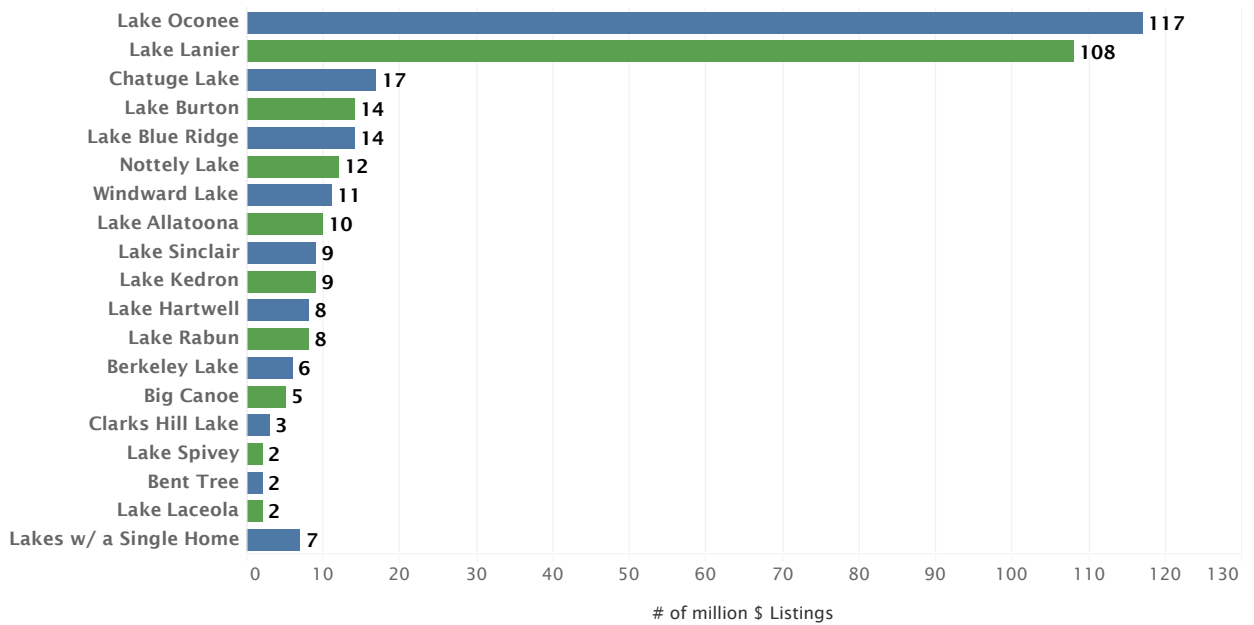


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2022Q3

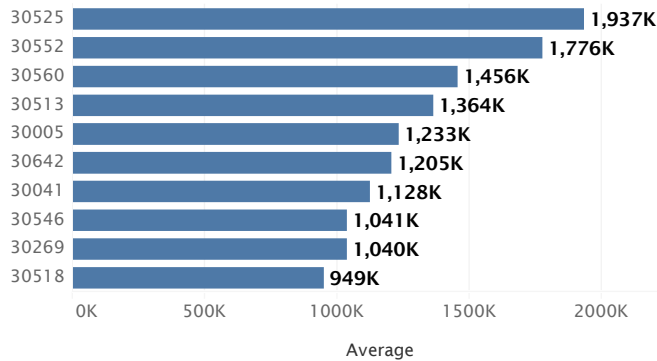


32% of \$1M+ Homes in Georgia are on Lake Oconee

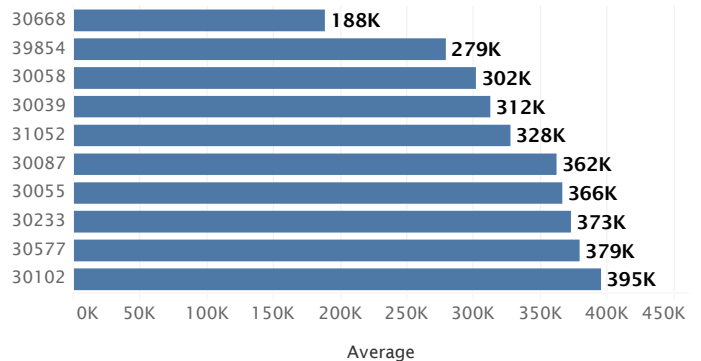
Total Number of \$1M+ Homes

364

Most Expensive ZIP Codes 2022Q3



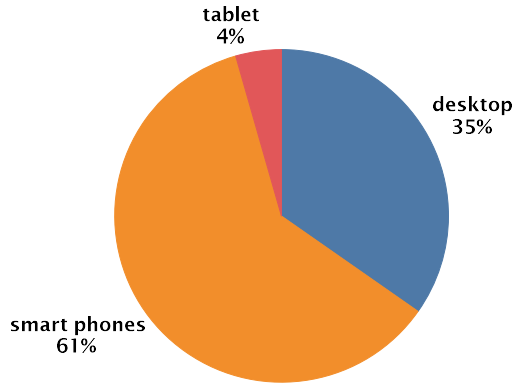
Most Affordable ZIP Codes 2022Q3



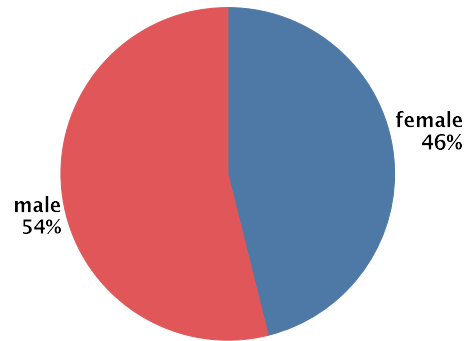
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2022Q3

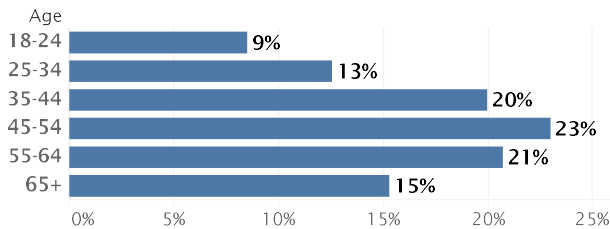


Male/Female Visitors 2022Q3



55% of potential buyers come from outside Georgia

What Age Groups are Shopping 2022Q3



New York,

is the Number 1 metro area outside of Georgia searching for Georgia lake property!

Number 2-10 metros are:

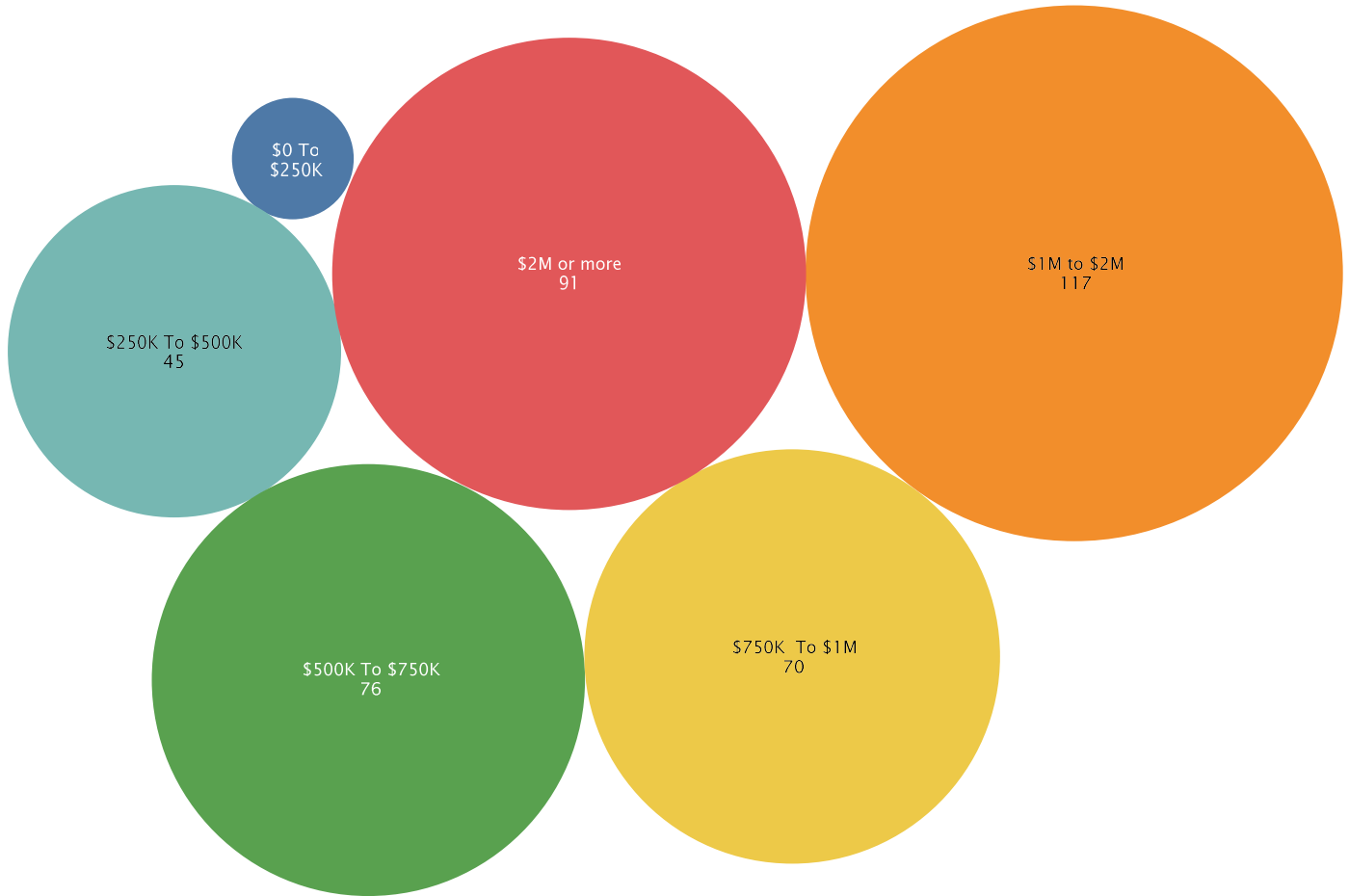
- Chicago, IL
- Los Angeles, CA
- Greenville-Spartanburg-Asheville-Anderson
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL
- Birmingham (Ann and Tusc), AL
- Miami-Ft. Lauderdale, FL
- Jacksonville, FL



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IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Idaho

The total Idaho market grew from \$608 MM in summer 2022 to \$962 MM resulting in a 58% increase.

Largest Markets

1. Coeur d'Alene Lake	\$364,601,892	37.9%
2. Pend Oreille Lake	\$326,890,267	34.0%
3. Hayden Lake	\$117,761,300	12.2%
4. Priest Lake	\$49,420,000	5.1%
5. Twin Lakes	\$14,515,339	1.5%

Total Idaho Market: \$961,986,476

Most Listings

1. Pend Oreille Lake	322	39.3%
2. Coeur d'Alene Lake	234	28.6%
3. Hayden Lake	63	7.7%
4. Priest Lake	39	4.8%
5. Twin Lakes	27	3.3%

Total Idaho Listings: 819

Largest Home Markets

1. Coeur d'Alene Lake	\$266,503,200	37.7%
2. Pend Oreille Lake	\$219,730,769	31.1%
3. Hayden Lake	\$104,924,300	14.8%
4. Priest Lake	\$40,404,000	5.7%
5. Twin Lakes	\$13,651,439	1.9%

Total Idaho Home Market: \$707,466,987

Most Homes Available

1. Pend Oreille Lake	158	39.0%
2. Coeur d'Alene Lake	96	23.7%
3. Hayden Lake	41	10.1%
4. Priest Lake	26	6.4%
5. Twin Lakes	24	5.9%

Total Idaho Home Listings: 405

Largest Land Markets

1. Pend Oreille Lake	\$107,159,498	42.1%
2. Coeur d'Alene Lake	\$98,098,692	38.5%
3. Hayden Lake	\$12,837,000	5.0%
4. Priest Lake	\$9,016,000	3.5%
5. Kelso Lake	\$4,652,899	1.8%

Total Idaho Land Market: \$254,519,489

Most Land Available

1. Pend Oreille Lake	164	39.6%
2. Coeur d'Alene Lake	138	33.3%
3. Hayden Lake	22	5.3%
4. Lake Cascade	14	3.4%
5. Priest Lake	13	3.1%

Total Idaho Land Listings: 414

Average Home Price

1. Coeur d'Alene Lake	\$2,792,718
2. Hayden Lake	\$2,559,129
3. Priest Lake	\$1,554,000

Average Land Price Per Acre

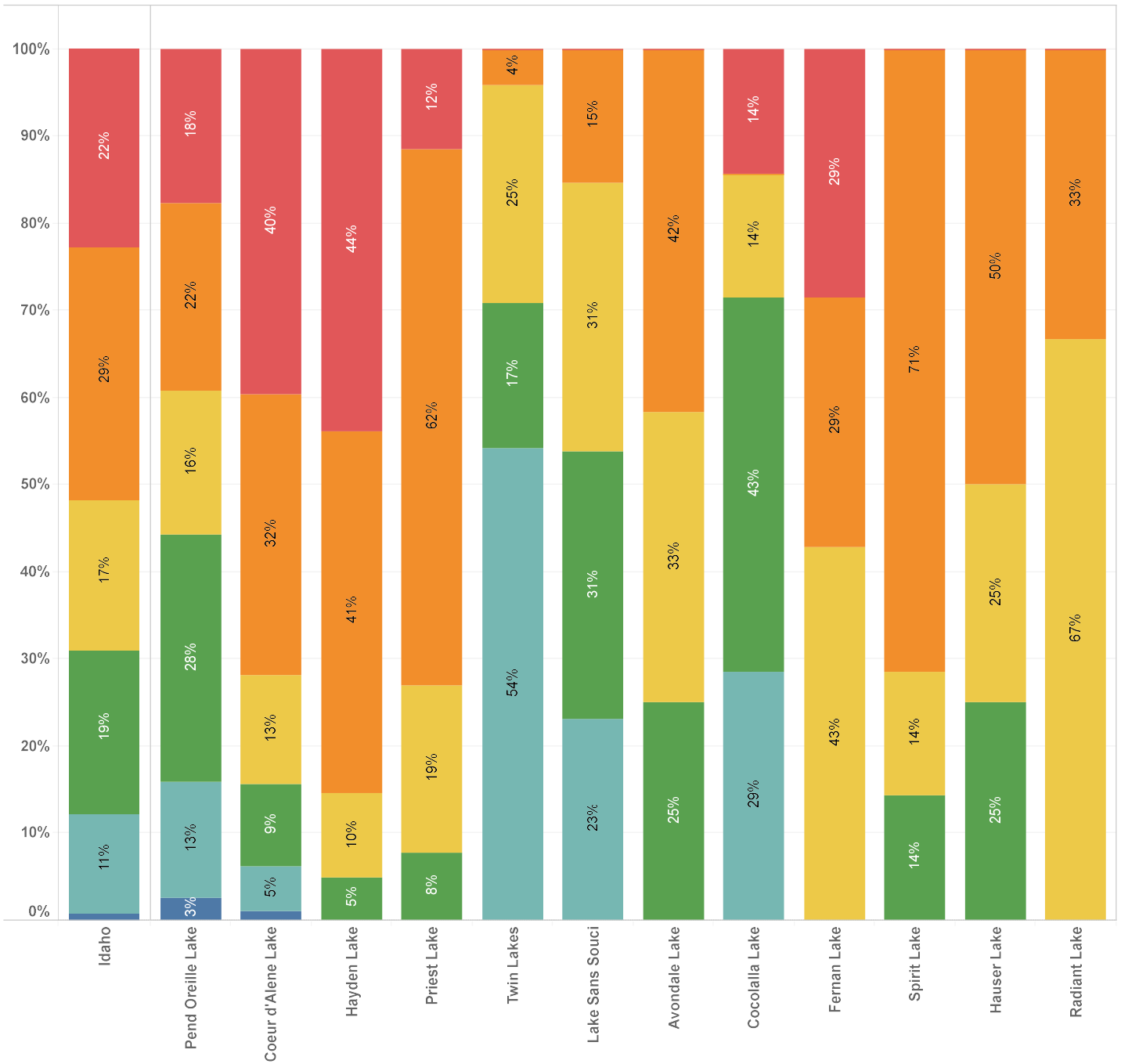
Listings of Less Than 10 Acres

1. Lake Cascade	\$1,226,049
2. Priest Lake	\$1,173,958
3. Hayden Lake	\$542,791
4. Coeur d'Alene Lake	\$366,268
5. Pend Oreille Lake	\$265,253

Listings of 10 Acres or More

1. Coeur d'Alene Lake	\$62,454
2. Pend Oreille Lake	\$53,988
3. Kelso Lake	\$47,049

Price Breakdown by Percentage of Homes in the Idaho Market 2022Q3

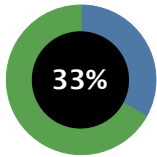
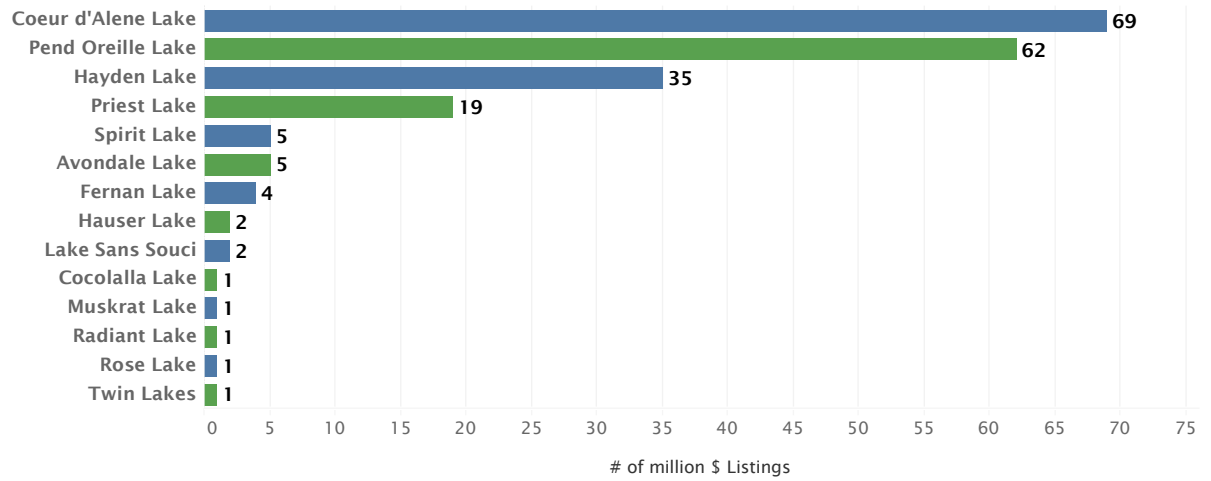


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2022Q3

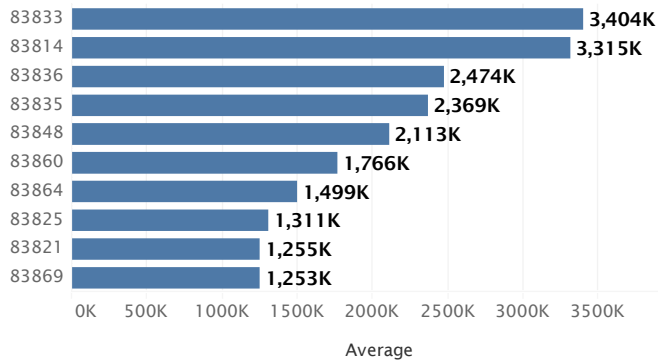


33% of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

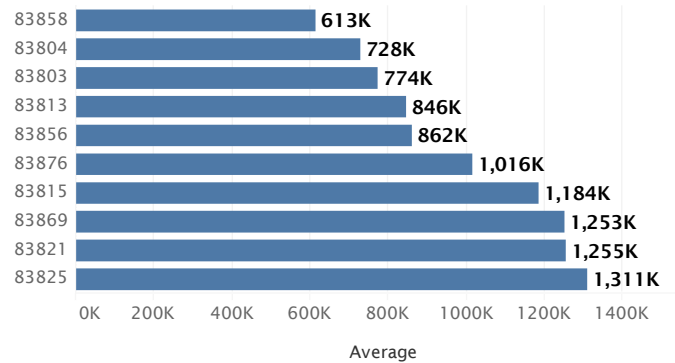
Total Number of \$1M+ Homes

208

Most Expensive ZIP Codes 2022Q3



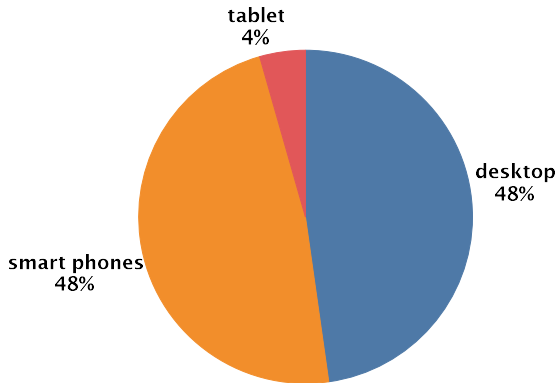
Most Affordable ZIP Codes 2022Q3



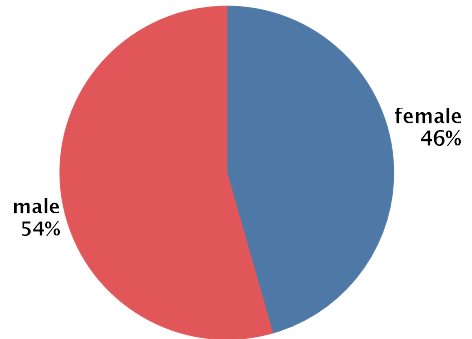
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

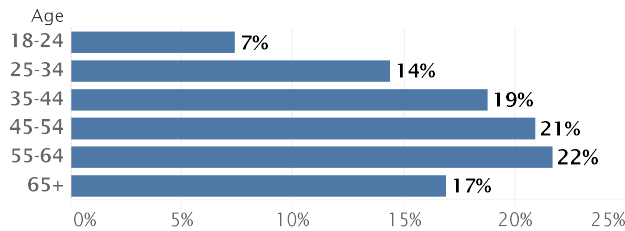


92% of potential buyers come from outside Idaho

Los Angeles

is the Number 1 metro area outside of Idaho searching for Idaho lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

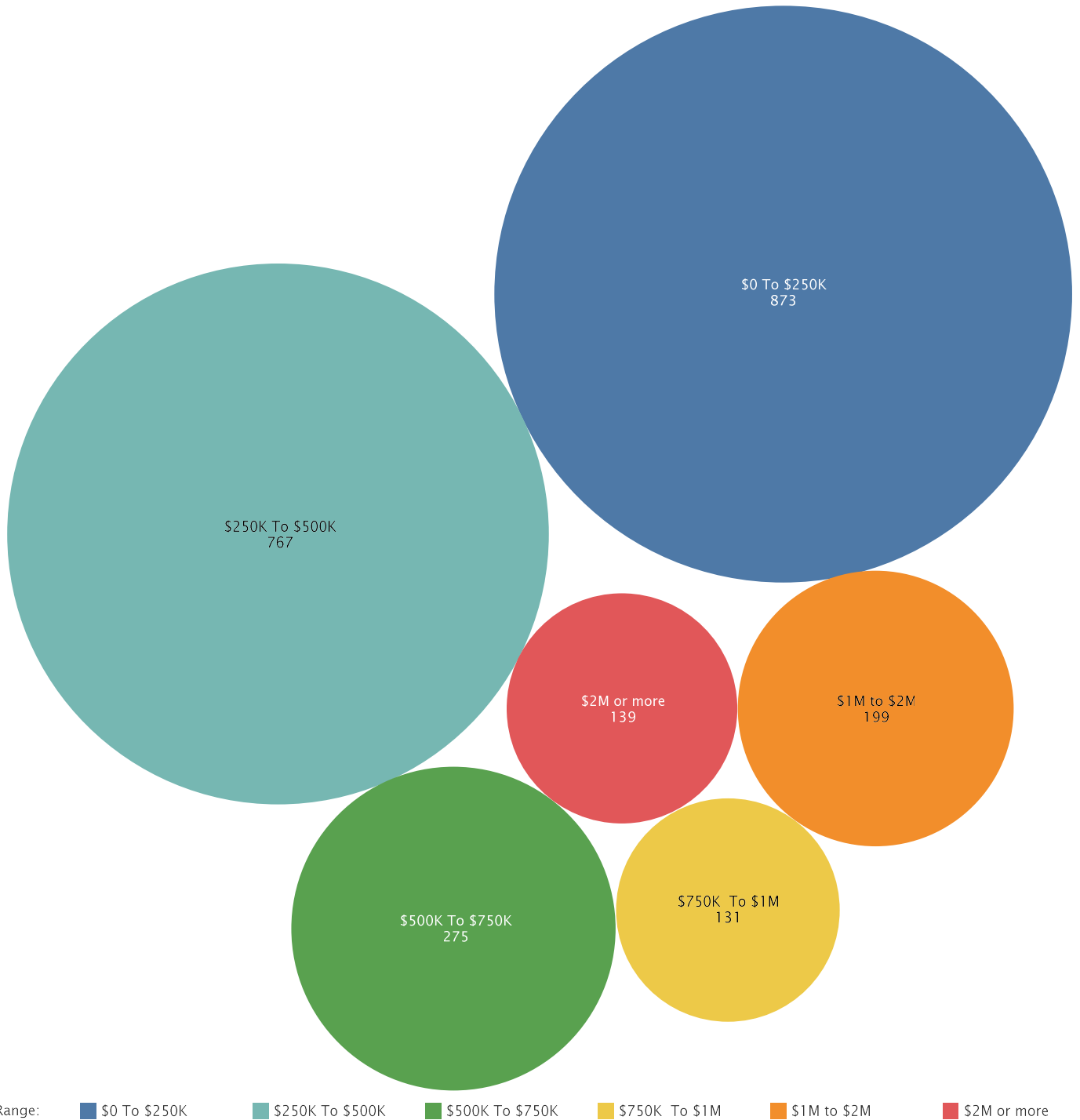
- Seattle-Tacoma, WA
- Spokane, WA
- Phoenix, AZ
- San Francisco-Oakland-San Jose, CA
- Salt Lake City, UT
- Chicago, IL
- Portland, OR
- New York, NY
- Denver, CO



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LAKEHOMES.COM

ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2022Q3



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Illinois

The number of listings on Lake Michigan dropped from 3,039 in summer 2022 to 2,805, resulting in an 8% decrease.

Largest Markets

1. Lake Michigan	\$1,248,884,234	75.1%
2. Skokie Lagoons	\$16,846,999	1.0%
3. Wonder Lake	\$14,360,199	0.9%
4. Chain O'Lakes - Pistakee Lake	\$13,594,949	0.8%
5. Lake Charles	\$11,054,457	0.7%

Total Illinois Market: \$1,663,305,983

Most Listings

1. Lake Michigan	1,484	52.9%
2. Wonder Lake	51	1.8%
3. Spoon Lake	48	1.7%
4. Lake Thunderbird	38	1.4%
5. Chain O'Lakes - Pistakee Lake	33	1.2%

Total Illinois Listings: 2,805

Largest Home Markets

1. Lake Michigan	\$1,232,415,765	76.7%
2. Skokie Lagoons	\$15,526,999	1.0%
3. Wonder Lake	\$14,119,710	0.9%
4. Chain O'Lakes - Pistakee Lake	\$13,330,300	0.8%
5. Lake Charles	\$11,054,457	0.7%

Total Illinois Home Market: \$1,607,157,244

Most Homes Available

1. Lake Michigan	1,448	60.6%
2. Wonder Lake	47	2.0%
3. Chain O'Lakes - Pistakee Lake	26	1.1%
4. Peoria Lake	21	0.9%
5. Chain O'Lakes - Fox Lake	20	0.8%

Total Illinois Home Listings: 2,388

Largest Land Markets

1. Lake Michigan	\$16,468,469	29.3%
2. Bangs Lake	\$2,944,000	5.2%
3. Lake Renwick	\$2,369,444	4.2%
4. Golfview Lake	\$1,680,500	3.0%
5. Keene Lake	\$1,549,000	2.8%

Total Illinois Land Market: \$56,148,739

Most Land Available

1. Spoon Lake	41	9.8%
2. Lake Michigan	36	8.6%
3. Lake Thunderbird	29	7.0%
4. Lake Wildwood	17	4.1%
5. Cotton Creek Marsh	12	2.9%

Total Illinois Land Listings: 417

Average Home Price

1. Lake Michigan	\$851,116
2. Lake Decatur	\$570,950
3. Golfview Lake	\$550,775
4. Quarry Lake	\$521,788
5. Chain O'Lakes - Pistakee Lake	\$512,704

Average Land Price Per Acre

Listings of Less Than 10 Acres

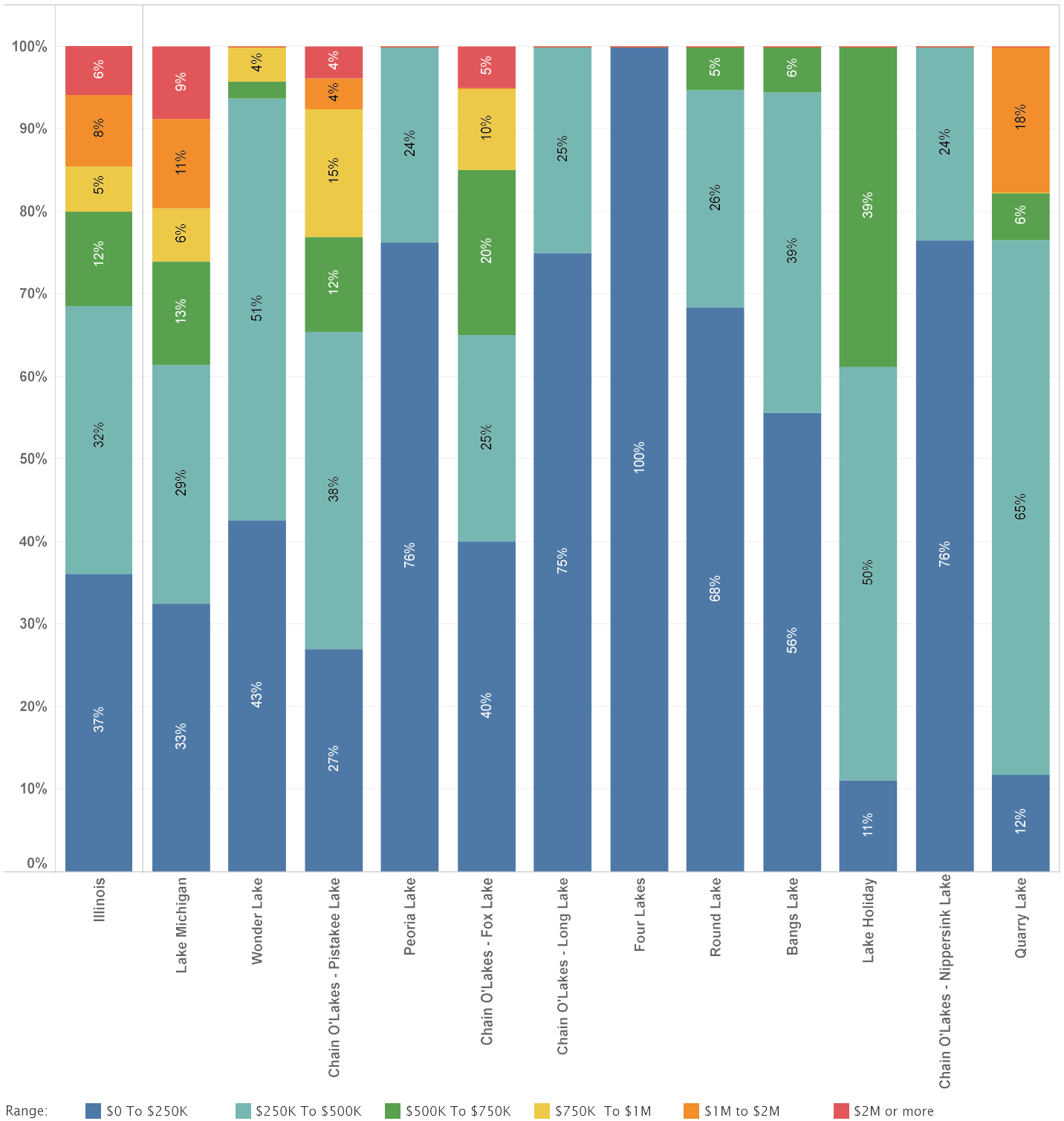
1. Bangs Lake	\$255,334
2. Cotton Creek Marsh	\$77,057
3. Lake Thunderbird	\$42,276

Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

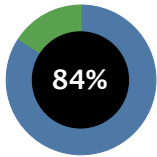
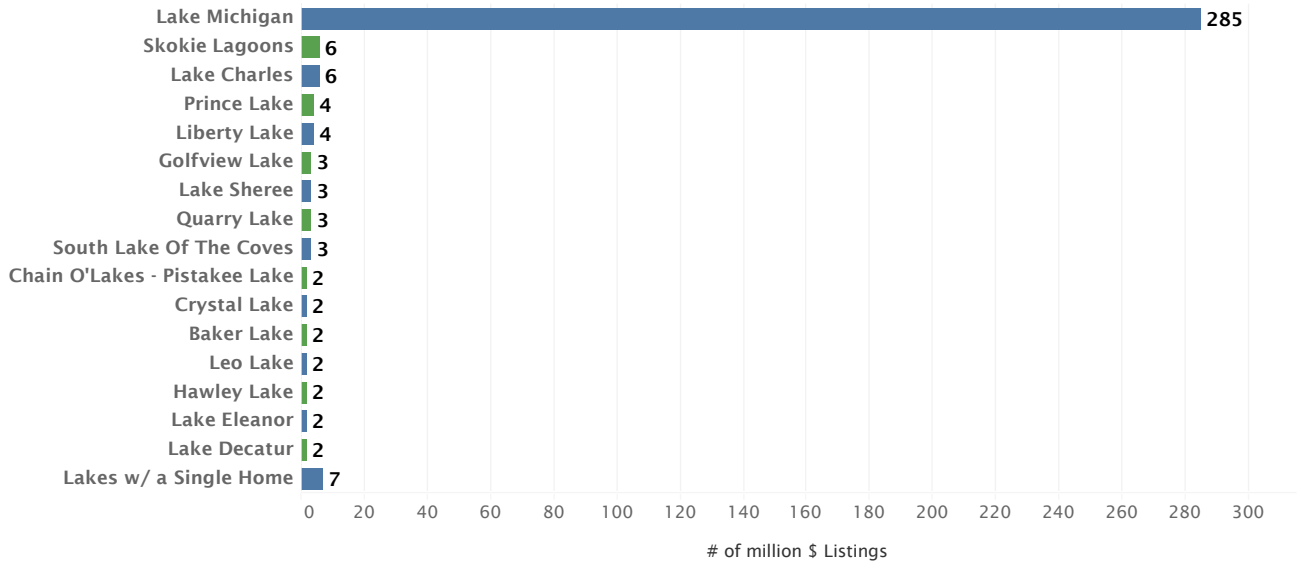
Price Breakdown by Percentage of Homes in the Illinois Market 2022Q3



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Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2022Q3

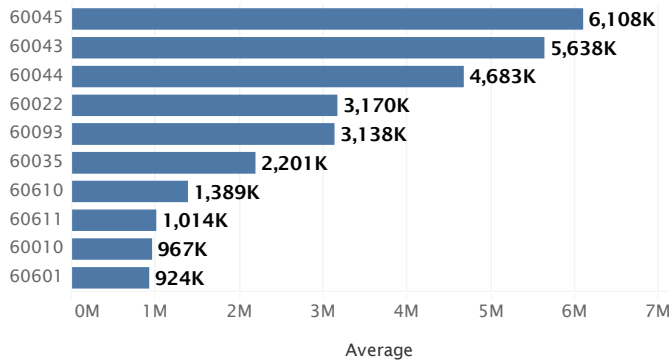


84% of \$1M+ Homes in Illinois are on Lake Michigan

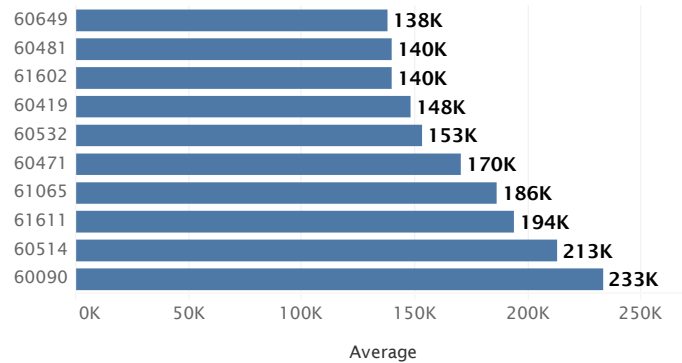
Total Number of \$1M+ Homes

338

Most Expensive ZIP Codes 2022Q3



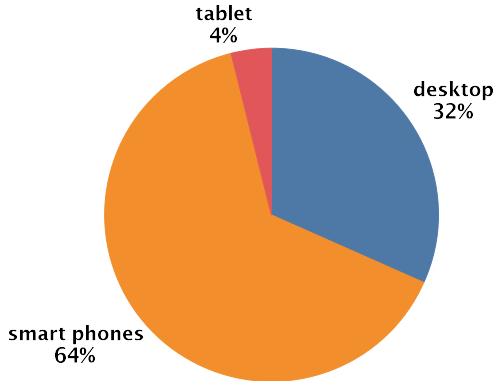
Most Affordable ZIP Codes 2022Q3



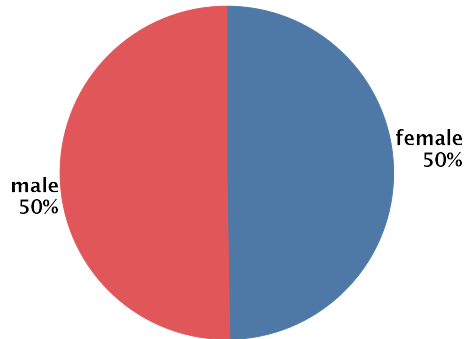
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2022Q3

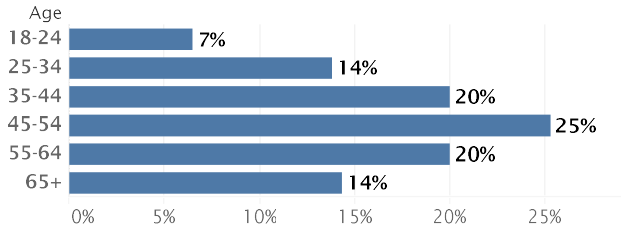


Male/Female Visitors 2022Q3



31% of potential buyers come from outside Illinois

What Age Groups are Shopping 2022Q3



Milwaukee

is the Number 1 metro area outside of Illinois searching for Illinois lake property!

Number 2-10 metros are:

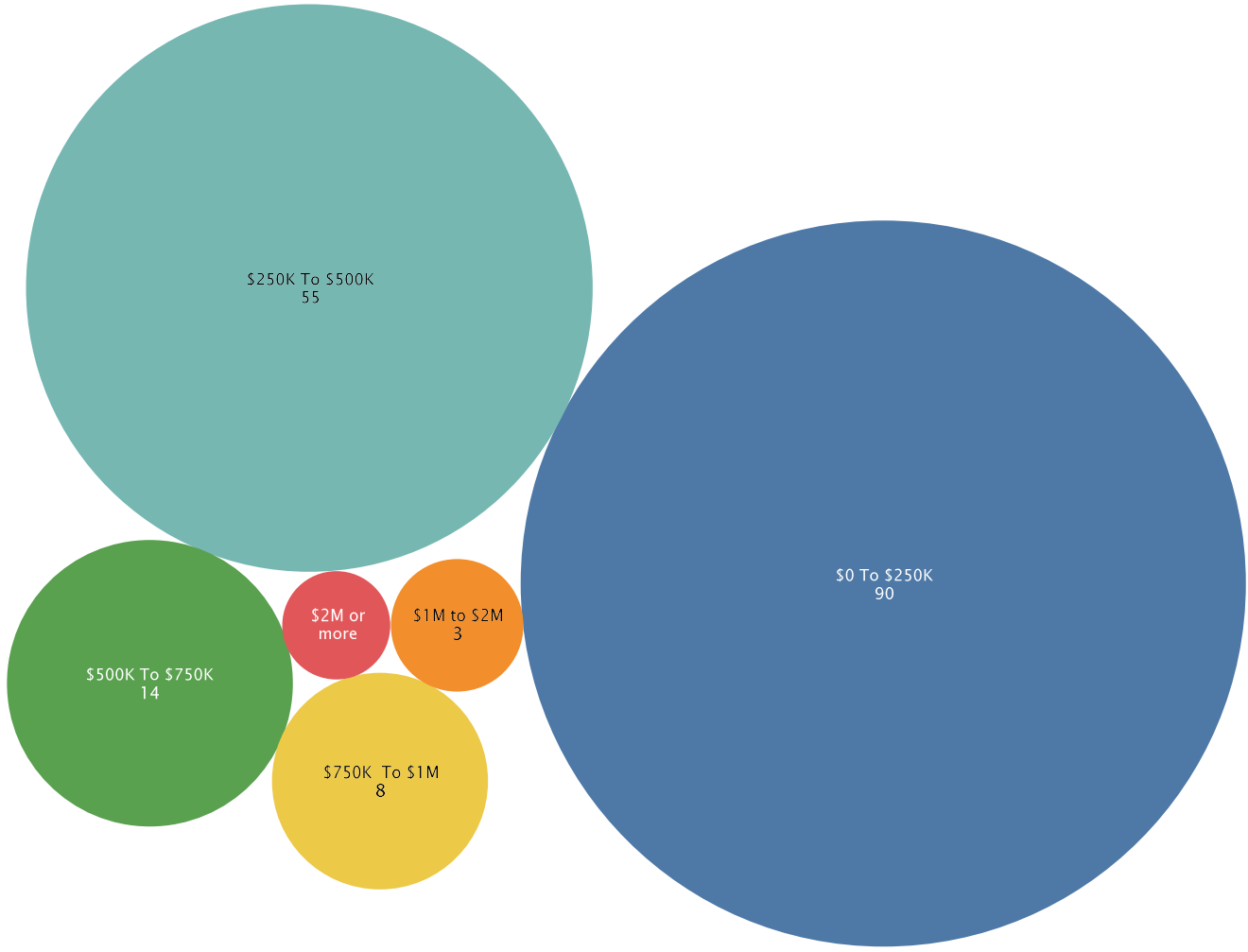
- New York, NY
- St. Louis, MO
- Phoenix, AZ
- Dallas-Ft. Worth, TX
- Atlanta, GA
- Los Angeles, CA
- Denver, CO
- Minneapolis-St. Paul, MN
- Indianapolis, IN



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CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Chain O' Lakes

Chain O' Lakes increased from \$56 MM in summer 2022 to \$62 MM in fall 2022 resulting in a 10% increase.

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$13,594,949	21.9%
2. Chain O'Lakes - Fox Lake	\$9,115,699	14.7%
3. Chain O'Lakes - Grass Lake	\$6,020,400	9.7%
4. Chain O'Lakes - Long Lake	\$4,696,500	7.6%
5. Chain O'Lakes - Nippersink Lake	\$3,421,125	5.5%

Total ChainOLakes Market: \$62,196,801

Most Listings

1. Chain O'Lakes - Pistakee Lake	33	14.8%
2. Chain O'Lakes - Fox Lake	24	10.8%
2. Chain O'Lakes - Long Lake	24	10.8%
4. Chain O'Lakes - Nippersink Lake	22	9.9%
5. Chain O'Lakes - Grass Lake	20	9.0%

Total ChainOLakes Listings: 223

Largest Home Markets

1. Chain O'Lakes - Pistakee Lake	\$13,330,300	23.1%
2. Chain O'Lakes - Fox Lake	\$8,599,200	14.9%
3. Chain O'Lakes - Grass Lake	\$5,986,500	10.4%
4. Chain O'Lakes - Long Lake	\$4,035,600	7.0%
5. Chain O'Lakes - Nippersink Lake	\$3,281,600	5.7%

Total ChainOLakes Home Market: \$57,605,333

Most Homes Available

1. Chain O'Lakes - Pistakee Lake	26	15.1%
2. Chain O'Lakes - Fox Lake	20	11.6%
2. Chain O'Lakes - Long Lake	20	11.6%
4. Chain O'Lakes - Nippersink Lake	17	9.9%
5. Chain O'Lakes - Grass Lake	16	9.3%

Total ChainOLakes Home Listings: 172

Largest Land Markets

1. Chain O'Lakes - Lake Marie	\$670,000	14.6%
2. Chain O'Lakes - Long Lake	\$660,900	14.4%
3. Lake Tranquility	\$579,000	12.6%
4. Chain O'Lakes - Fox Lake	\$516,499	11.2%
5. Lake Antioch	\$500,000	10.9%

Total ChainOLakes Land Market: \$4,591,468

Most Land Available

1. Chain O'Lakes - Pistakee Lake	7	13.7%
2. Chain O'Lakes - Lake Marie	6	11.8%
3. Chain O'Lakes - Nippersink Lake	5	9.8%
4. Chain O'Lakes - Fox Lake	4	7.8%
4. Chain O'Lakes - Grass Lake	4	7.8%

Total ChainOLakes Land Listings: 51

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$512,704
2. Chain O'Lakes - Fox Lake, IL	\$429,960
3. Chain O'Lakes - Grass Lake, IL	\$374,156
4. Chain O'Lakes - Dunns Lake, IL	\$288,073

Average Land Price Per Acre

Listings of Less Than 10 Acres

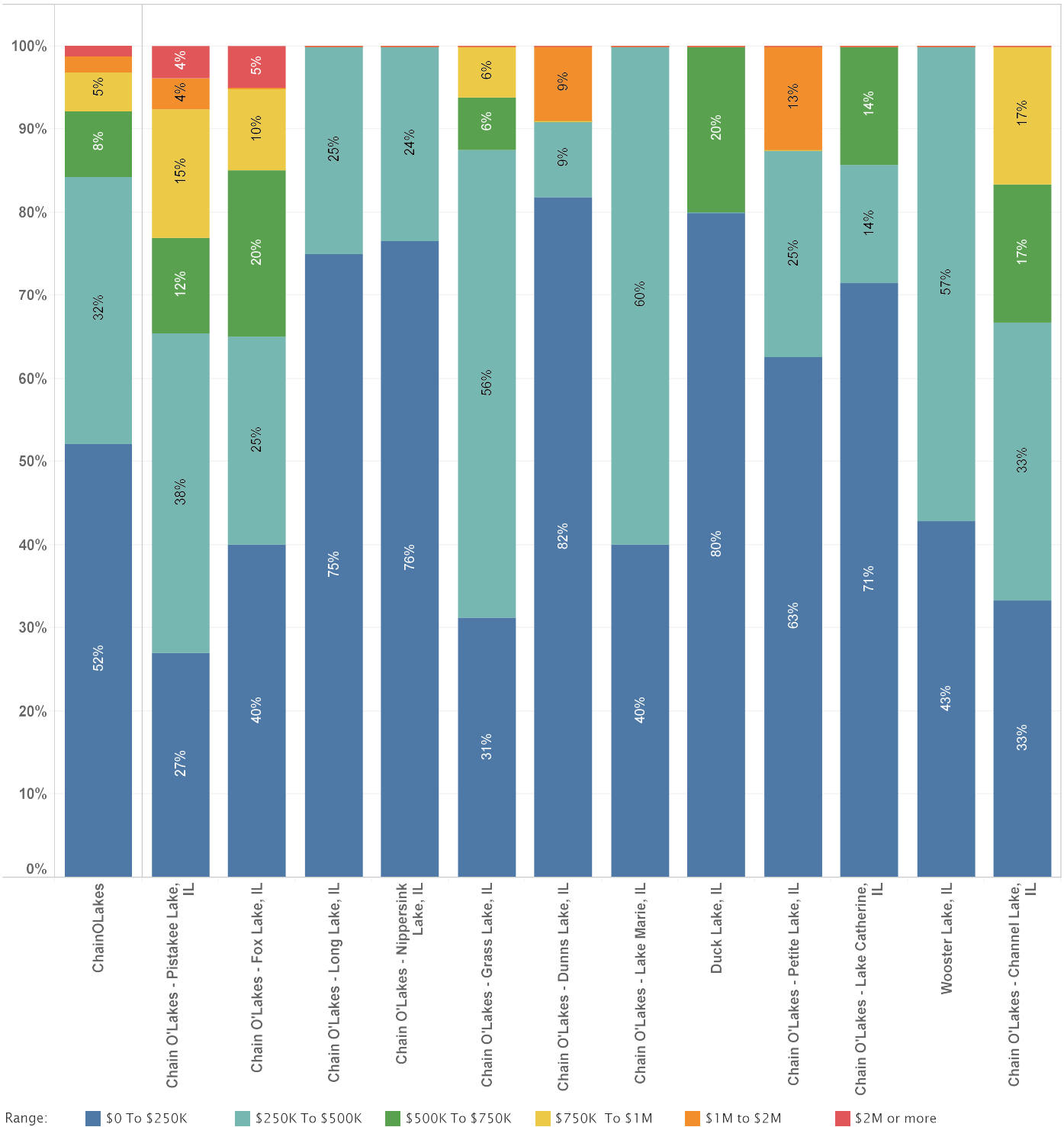
Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

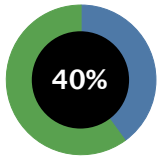
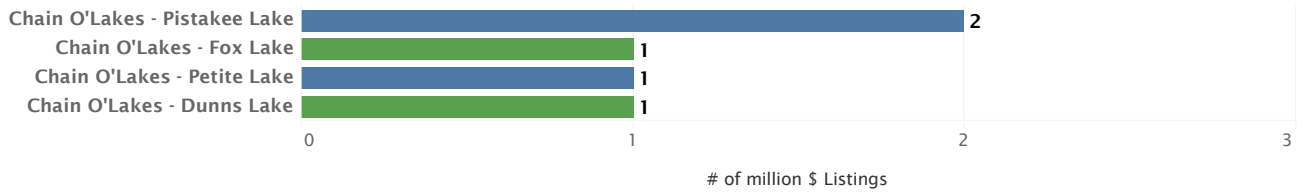
Price Breakdown by Percentage of Homes in the ChainOLakes Market 2022Q3



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Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2022Q3

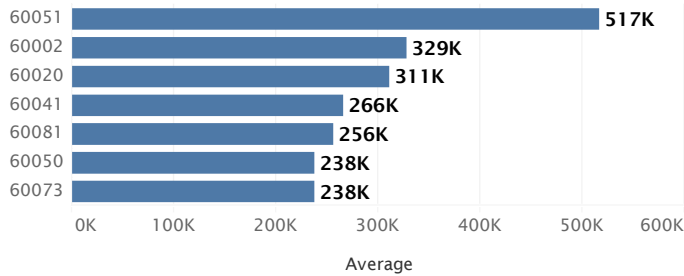


40% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Pistakee Lake

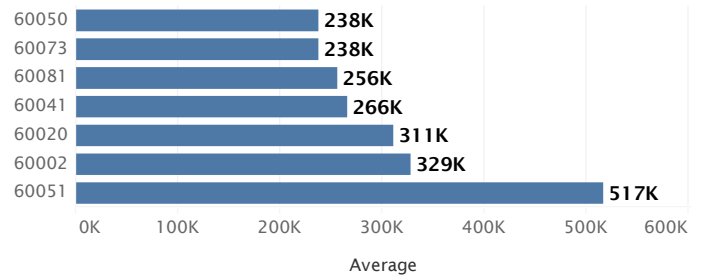
Total Number of \$1M+ Homes

5

Most Expensive ZIP Codes 2022Q3



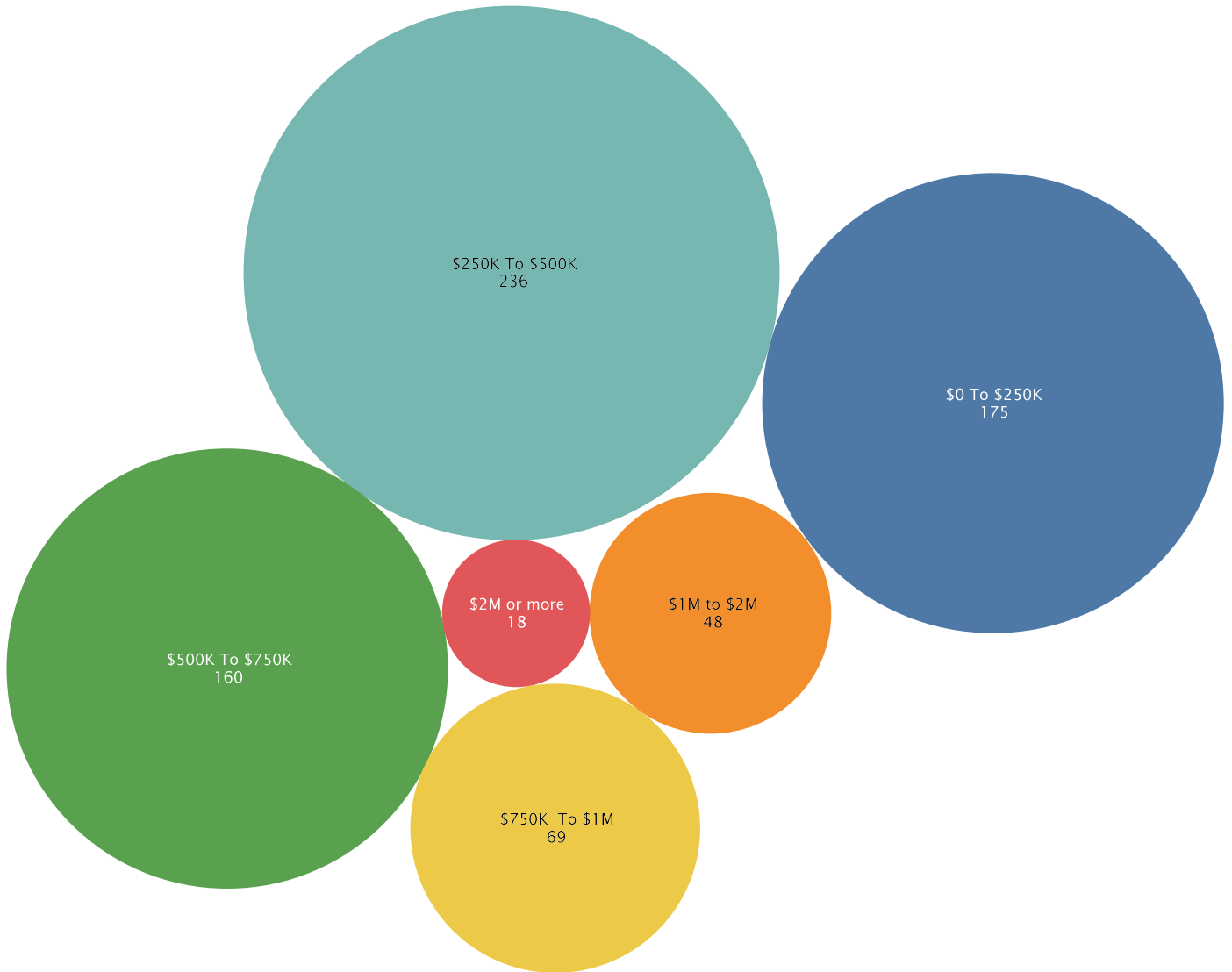
Most Affordable ZIP Codes 2022Q3



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INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Indiana

The total Indiana home market experienced an 21% rise from from \$380 MM in summer 2022 to \$461 MM in fall 2022.

Largest Markets

1. Lake Michigan	\$37,808,890	8.2%
2. Geist Reservoir	\$35,038,300	7.6%
3. Morse Reservoir	\$27,434,789	6.6%
4. Lake Maxinkuckee	\$25,221,900	6.0%
5. Lake Wawasee	\$19,175,900	4.2%

Total Indiana Market: \$461,371,617

Most Listings

1. Morse Reservoir	48	6.8%
2. Lake Shafer	47	4.8%
3. Lake Freeman	45	4.6%
4. Geist Reservoir	44	4.5%
5. Lake Michigan	38	3.9%

Total Indiana Listings: 982

Largest Home Markets

1. Lake Michigan	\$35,340,490	8.5%
2. Geist Reservoir	\$34,547,800	8.3%
3. Morse Reservoir	\$27,434,789	6.6%
4. Lake Maxinkuckee	\$25,221,900	6.0%
5. Lake Wawasee	\$16,973,000	4.1%

Total Indiana Home Market: \$417,227,533

Most Homes Available

1. Morse Reservoir	48	6.8%
2. Geist Reservoir	42	5.9%
3. Lake Shafer	33	4.7%
4. Cedar Lake	27	3.8%
5. Bass Lake	26	3.7%

Total Indiana Home Listings: 706

Largest Land Markets

1. Oswego Lake	\$5,400,000	12.2%
2. Peyton Lake	\$4,130,000	9.4%
3. Lake Michigan	\$2,468,400	5.6%
4. Lake Wawasee	\$2,202,900	5.0%
5. Big Turkey Lake	\$1,813,900	4.1%

Total Indiana Land Market: \$44,144,084

Most Land Available

1. Big Turkey Lake	28	10.1%
1. Lake Freeman	28	10.1%
3. Bischoff Reservoir	18	6.5%
4. Lake Santee	17	6.2%
5. Lake Shafer	14	5.1%

Total Indiana Land Listings: 276

Average Home Price

1. Lake Michigan	\$1,359,250
2. Lake Wawasee	\$1,125,600
3. Geist Reservoir	\$822,567
4. Cordry Lake	\$658,820
5. Sweetwater Lake	\$626,924

Average Land Price Per Acre

Listings of Less Than 10 Acres

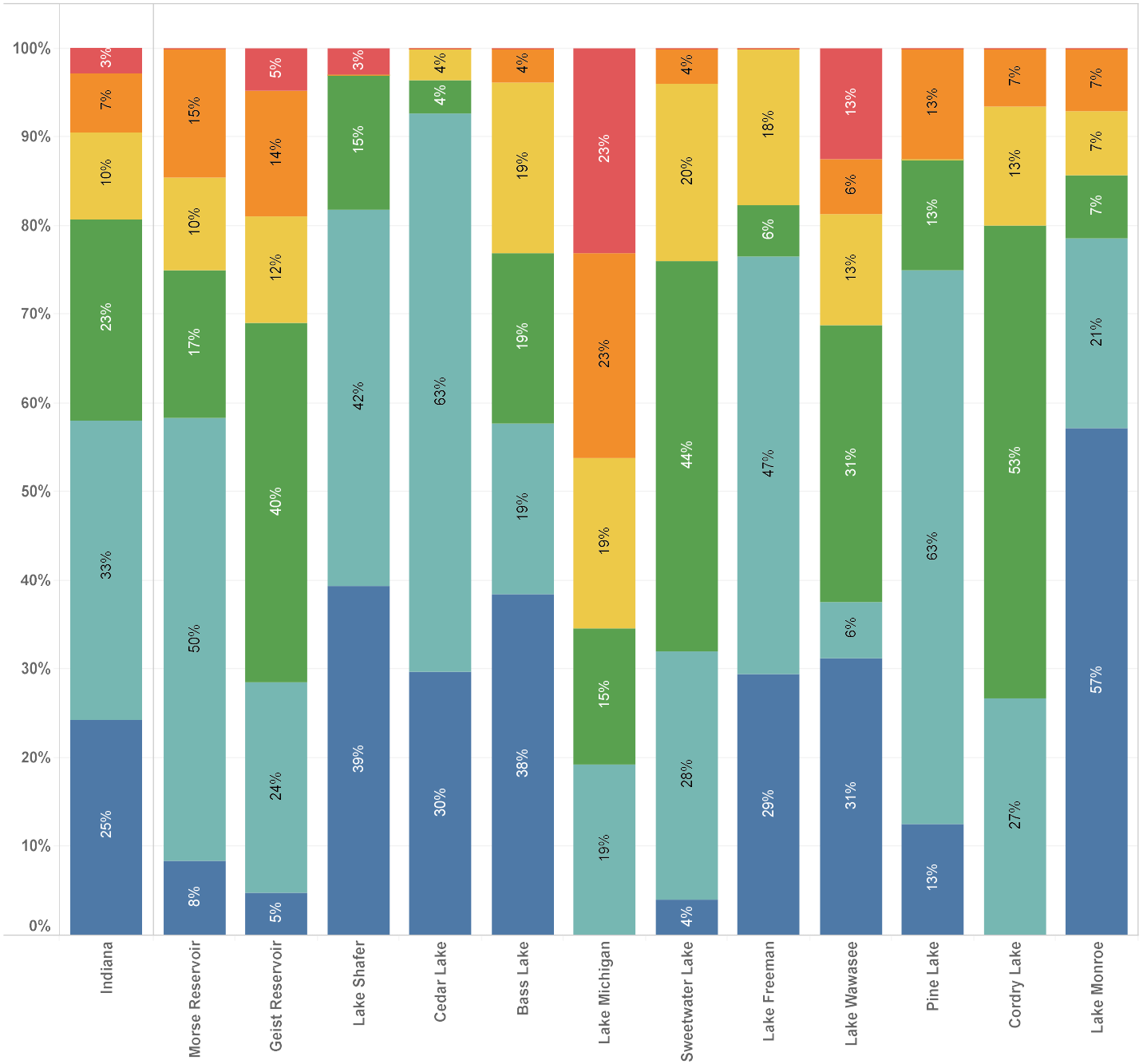
1. Lake Michigan	\$526,592
2. Valley Forge Lake	\$384,898
3. Big Turkey Lake	\$336,468
4. Cedar Lake	\$271,750
5. Lake Shafer	\$239,930

Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Indiana Market 2022Q3

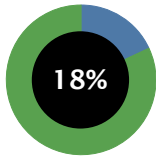
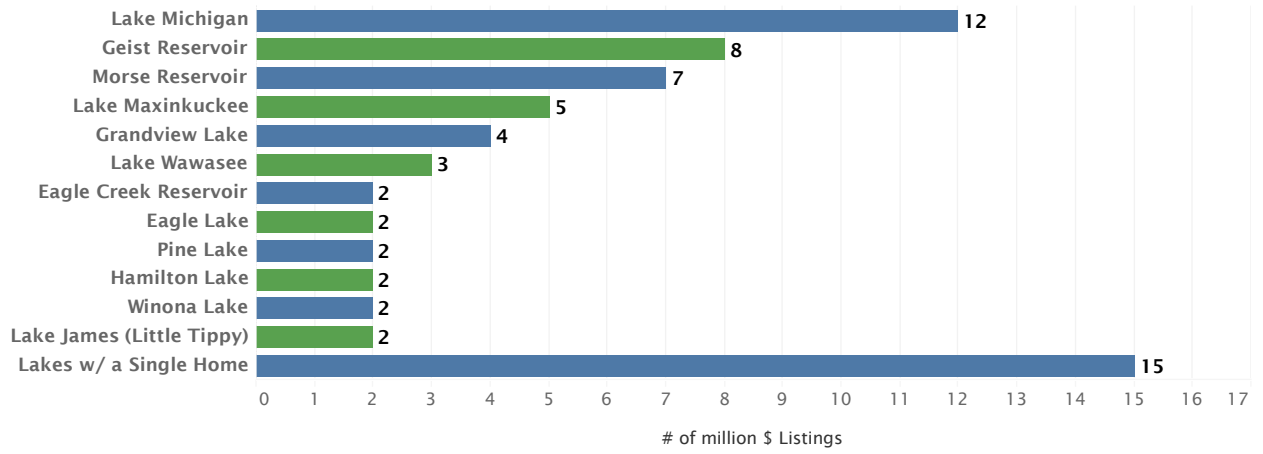


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2022Q3

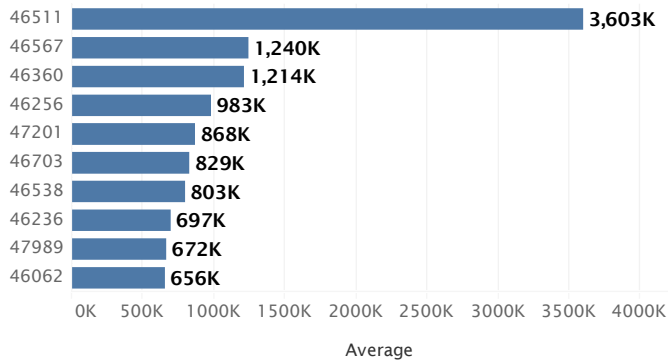


of \$1M+ Homes in Indiana are on Lake Michigan

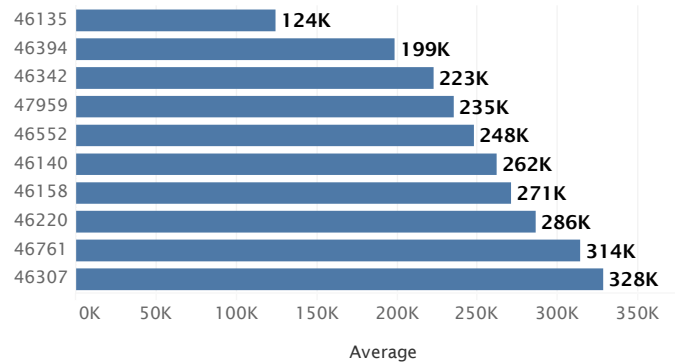
Total Number of \$1M+ Homes

66

Most Expensive ZIP Codes 2022Q3



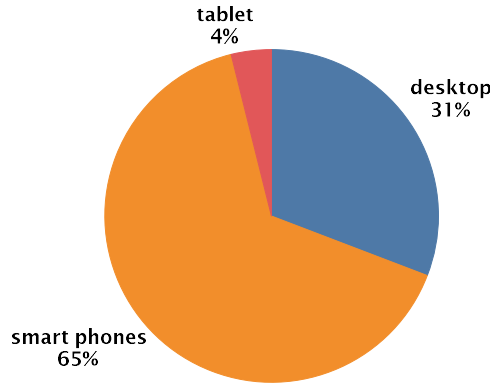
Most Affordable ZIP Codes 2022Q3



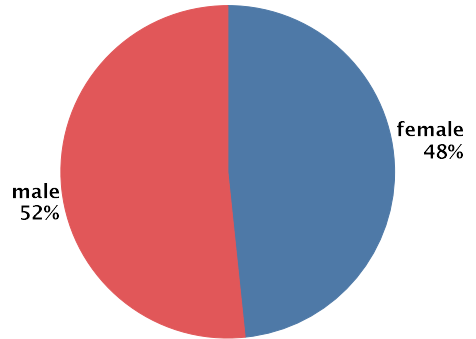
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Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

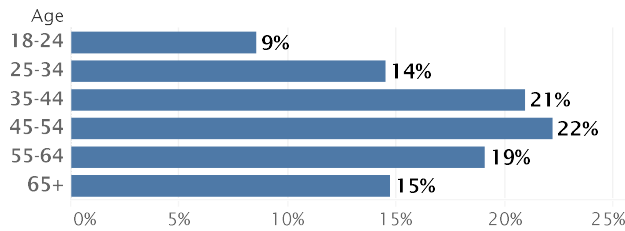


65% of potential buyers come from outside Indiana

Chicago

is the Number 1 metro area outside of Indiana searching for Indiana lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

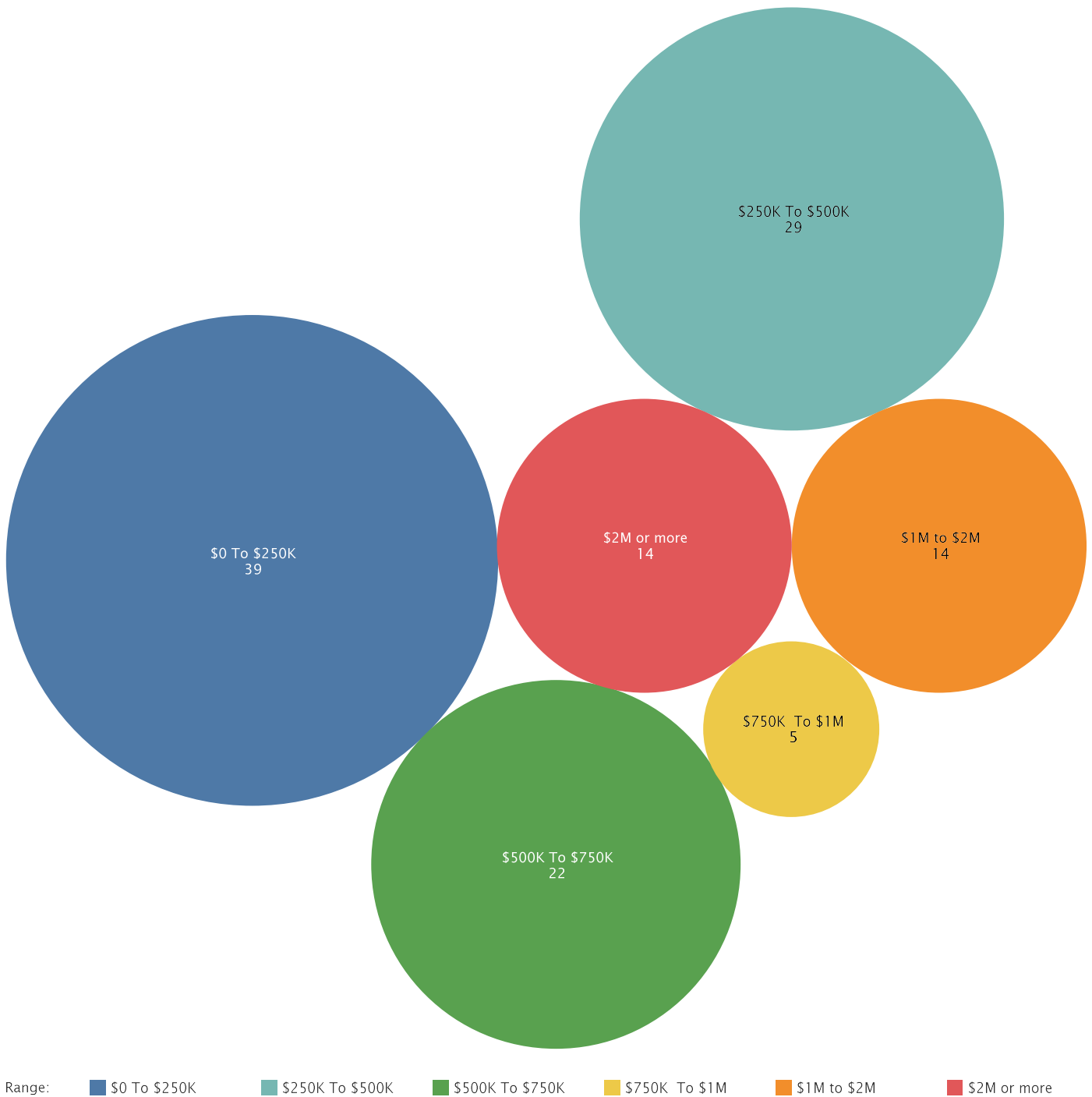
- New York, NY
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Cincinnati, OH
- Detroit, MI
- Toledo, OH
- Columbus, OH
- Los Angeles, CA
- Phoenix, AZ



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IOWA

Price Breakdown by Number of Homes in the Iowa Market 2022Q3



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Iowa

The total Iowa market grew from \$76 MM in summer 2022 to \$122 MM in fall 2022 resulting in a 60% increase.

Largest Markets

1. West Okoboji Lake	\$55,479,000	45.6%
2. Clear Lake	\$18,963,100	15.6%
3. East Okoboji Lake	\$12,423,800	10.2%
4. Lake Ponderosa	\$8,446,300	6.9%
5. Sun Valley Lake	\$5,921,800	4.9%

Total Iowa Market: \$121,534,798

Most Listings

1. West Okoboji Lake	29	16.7%
2. Sun Valley Lake	28	16.1%
3. Lake Ponderosa	24	13.8%
4. Holiday Lake	23	13.2%
5. Clear Lake	22	12.6%

Total Iowa Listings: 174

Largest Home Markets

1. West Okoboji Lake	\$53,804,000	49.0%
2. Clear Lake	\$15,933,100	14.5%
3. East Okoboji Lake	\$11,424,800	10.4%
4. Lake Ponderosa	\$6,267,300	5.7%
5. Sun Valley Lake	\$4,525,400	4.1%

Total Iowa Home Market: \$109,775,998

Most Homes Available

1. West Okoboji Lake	28	22.4%
2. Clear Lake	20	16.0%
3. Holiday Lake	14	11.2%
3. Lake Ponderosa	14	11.2%
5. East Okoboji Lake	13	10.4%

Total Iowa Home Listings: 125

Largest Land Markets

1. Clear Lake	\$3,030,000	25.8%
2. Lake Ponderosa	\$2,179,000	18.5%
3. West Okoboji Lake	\$1,675,000	14.2%
4. Sun Valley Lake	\$1,396,400	11.9%
5. East Okoboji Lake	\$999,000	8.5%

Total Iowa Land Market: \$11,758,800

Most Land Available

1. Sun Valley Lake	19	38.8%
2. Lake Ponderosa	10	20.4%
3. Holiday Lake	9	18.4%
4. Clear Lake	2	4.1%
4. East Okoboji Lake	2	4.1%

Total Iowa Land Listings: 49

Average Home Price

1. West Okoboji Lake	\$1,921,571
2. East Okoboji Lake	\$940,408

Average Land Price Per Acre

Listings of Less Than 10 Acres

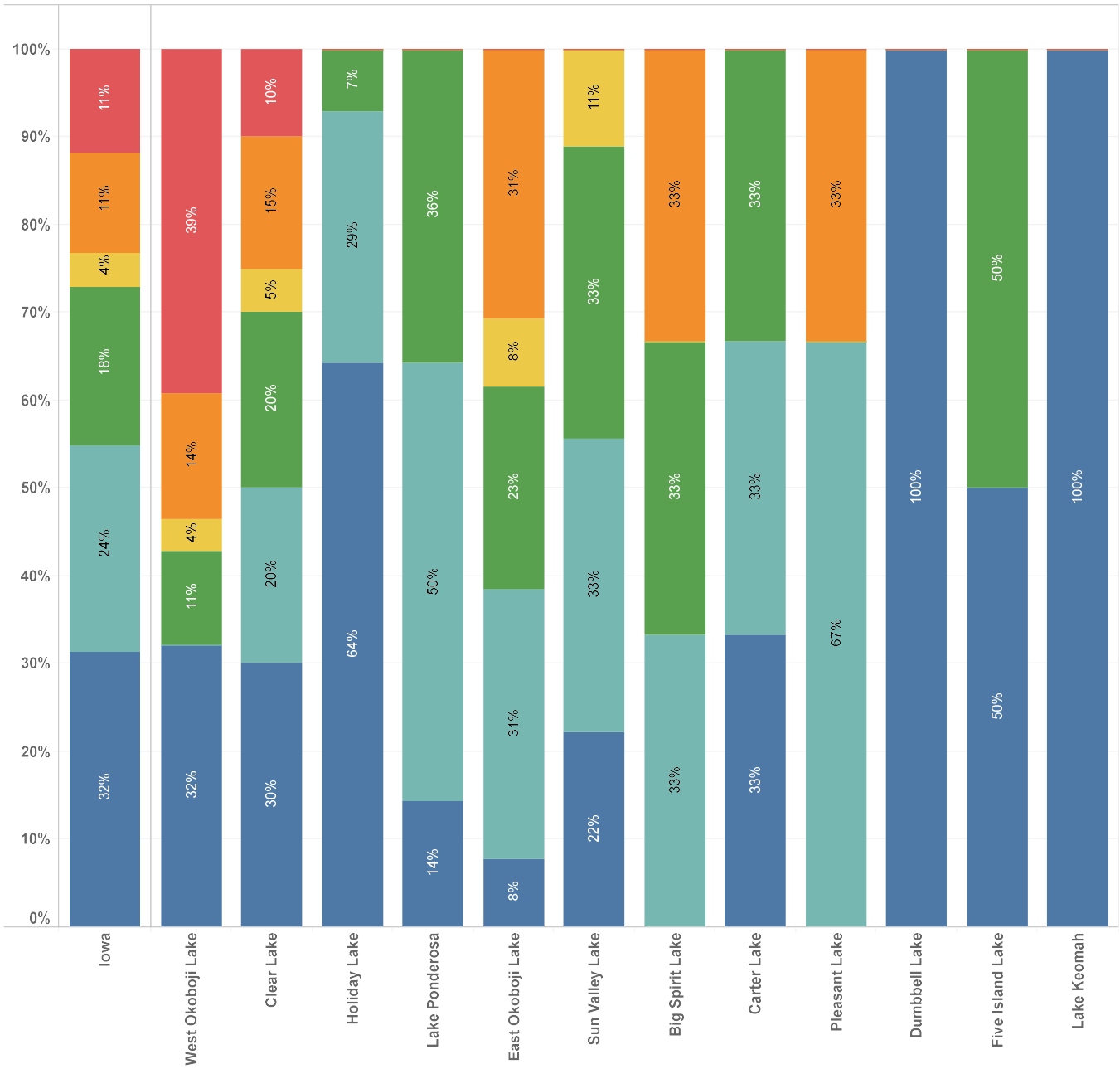
1. Sun Valley Lake	\$120,380
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Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Iowa Market 2022Q3



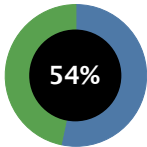
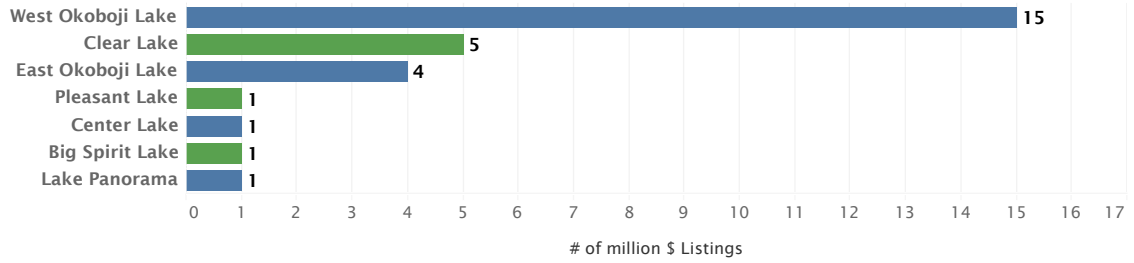
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2022Q3

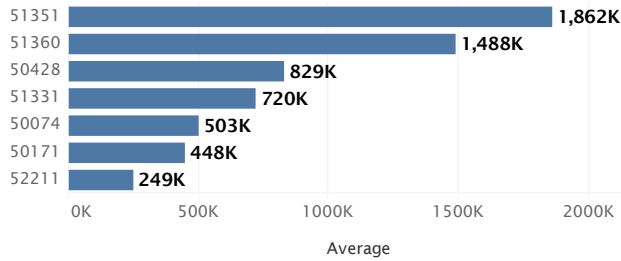


54% of \$1M+ Homes in Iowa are on West Okoboji Lake

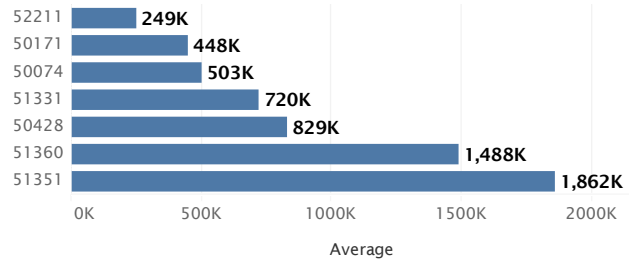
Total Number of \$1M+ Homes

28

Most Expensive ZIP Codes 2022Q3



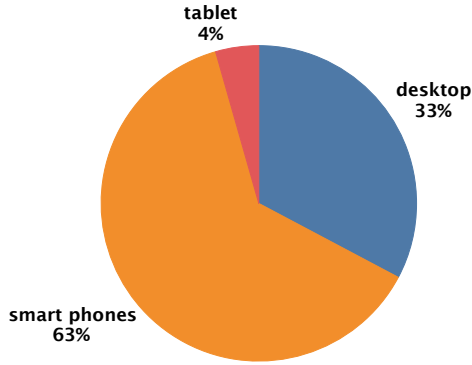
Most Affordable ZIP Codes 2022Q3



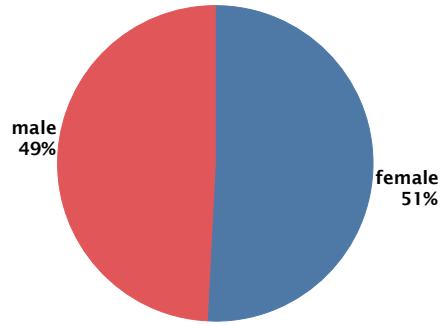
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Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2022Q3

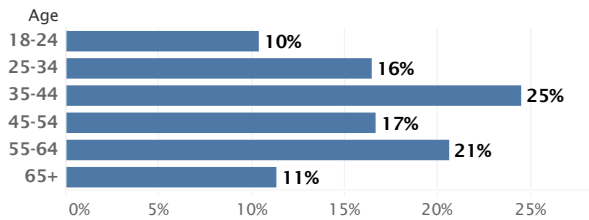


Male/Female Visitors 2022Q3



68% of potential buyers come from outside Iowa

What Age Groups are Shopping 2022Q3



Chicago

is the Number 1 metro area outside of Iowa searching for Iowa lake property!

Number 2-10 metros are:

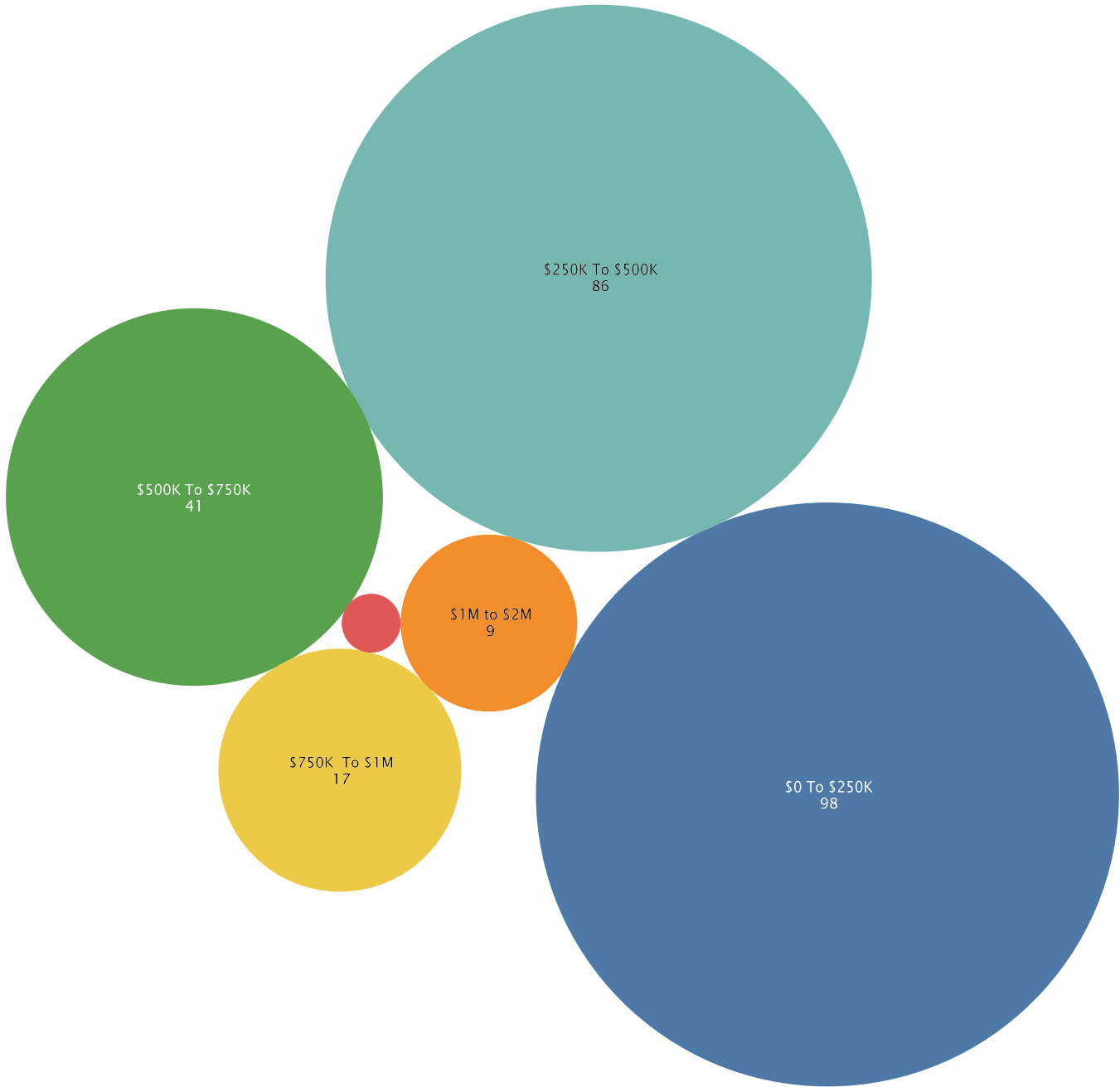
- Omaha, NE
- Minneapolis-St. Paul, MN
- Milwaukee, WI
- New York, NY
- Phoenix, AZ
- Dallas-Ft. Worth, TX
- Los Angeles, CA
- Denver, CO
- Kansas City, MO



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KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Kentucky

Kentucky's total market grew from \$176 MM in summer 2022 to \$233 MM in fall 2022, resulting in a 32% increase.

Largest Markets

1. Kentucky Lake*	\$81,366,183	34.9%
2. Lake Cumberland	\$76,771,043	32.9%
3. Lake Barkley*	\$48,628,981	20.9%
4. Dale Hollow Lake*	\$20,191,057	8.7%
5. Wood Creek Lake	\$5,961,999	2.6%

Total Kentucky Market: \$233,038,263

Most Listings

1. Lake Cumberland	500	39.5%
2. Kentucky Lake*	337	26.6%
3. Lake Barkley*	269	21.2%
4. Dale Hollow Lake*	122	9.6%
5. Wood Creek Lake	37	2.9%

Total Kentucky Listings: 1,266

Largest Home Markets

1. Kentucky Lake*	\$61,808,918	39.0%
2. Lake Cumberland	\$57,395,200	36.3%
3. Lake Barkley*	\$25,969,386	16.4%
4. Dale Hollow Lake*	\$10,558,629	6.7%
5. Wood Creek Lake	\$2,442,500	1.5%

Total Kentucky Home Market: \$158,293,633

Most Homes Available

1. Lake Cumberland	159	43.7%
2. Kentucky Lake*	110	30.2%
3. Lake Barkley*	64	17.6%
4. Dale Hollow Lake*	22	6.0%
5. Wood Creek Lake	8	2.2%

Total Kentucky Home Listings: 364

Largest Land Markets

1. Lake Barkley*	\$22,659,595	30.3%
2. Kentucky Lake*	\$19,557,265	26.2%
3. Lake Cumberland	\$19,375,843	25.9%
4. Dale Hollow Lake*	\$9,632,428	12.9%
5. Wood Creek Lake	\$3,519,499	4.7%

Total Kentucky Land Market: \$74,744,630

Most Land Available

1. Lake Cumberland	341	37.8%
2. Kentucky Lake*	227	25.2%
3. Lake Barkley*	205	22.7%
4. Dale Hollow Lake*	100	11.1%
5. Wood Creek Lake	29	3.2%

Total Kentucky Land Listings: 902

Average Home Price

1. Kentucky Lake	\$558,778
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Average Land Price Per Acre

Listings of Less Than 10 Acres

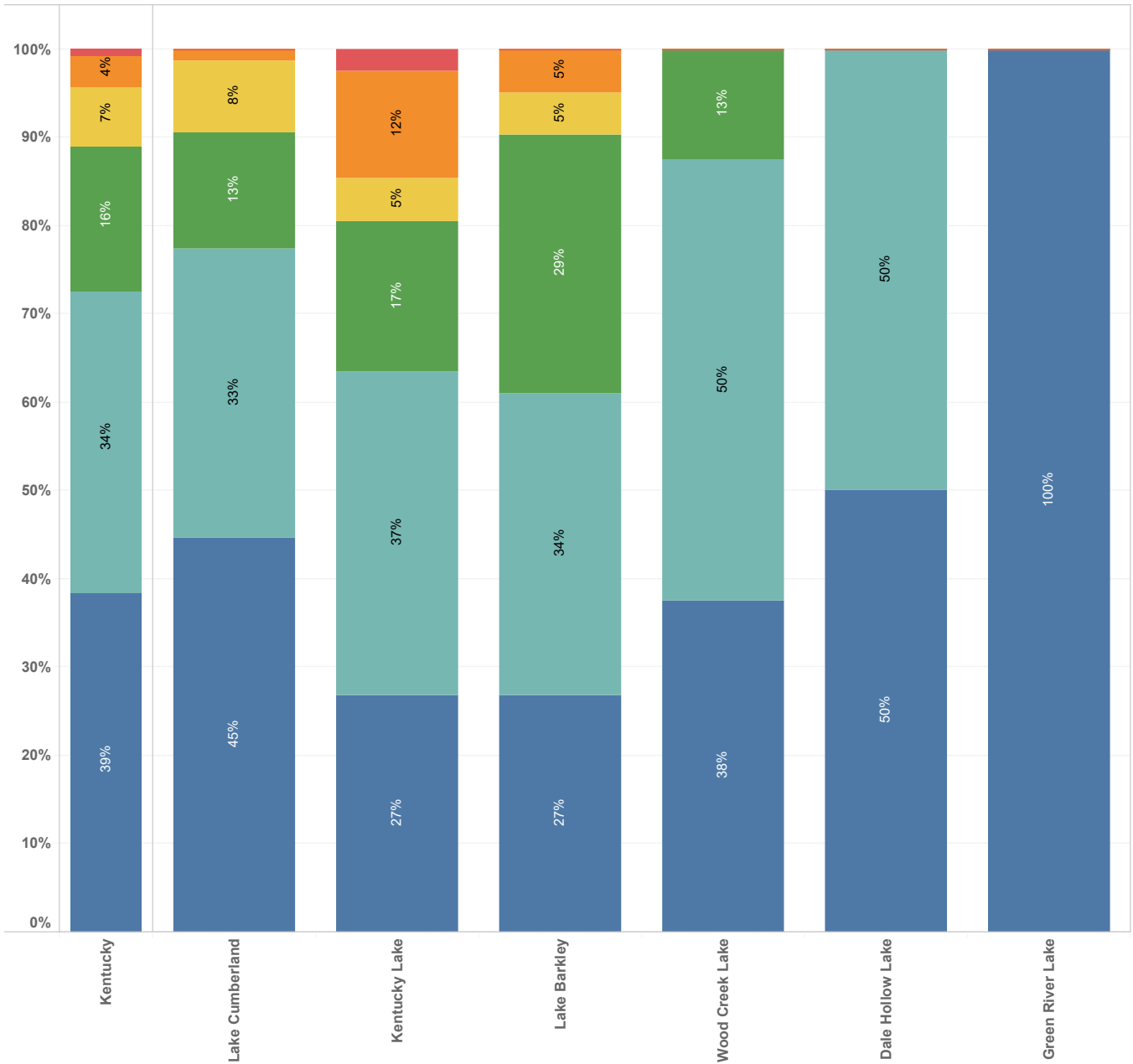
1. Lake Barkley	\$51,657
2. Kentucky Lake	\$42,685
3. Lake Cumberland	\$35,808
4. Wood Creek Lake	\$34,089

Listings of 10 Acres or More

1. Wood Creek Lake	\$43,572
2. Lake Barkley	\$19,162
3. Lake Cumberland	\$6,318
4. Kentucky Lake	\$5,860

* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Kentucky Market 2022Q3



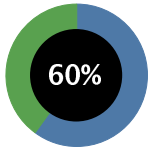
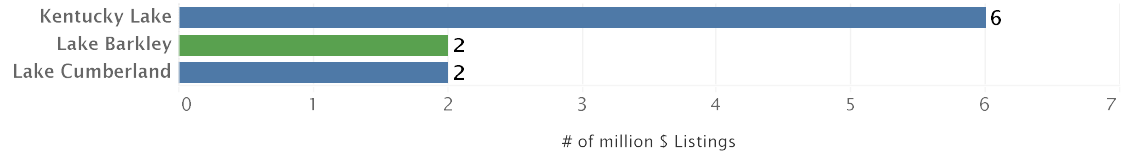
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2022Q3

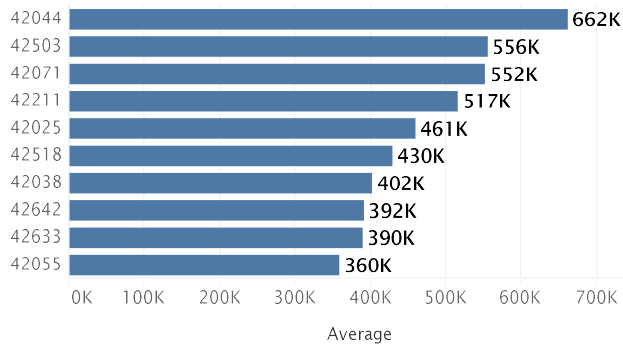


60% of \$1M+ Homes in Kentucky are on Kentucky Lake

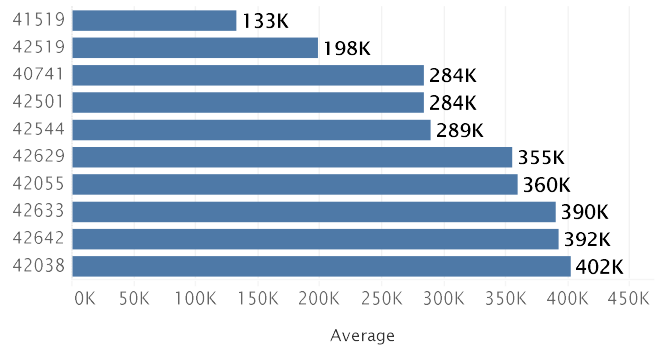
Total Number of \$1M+ Homes

10

Most Expensive ZIP Codes 2022Q3



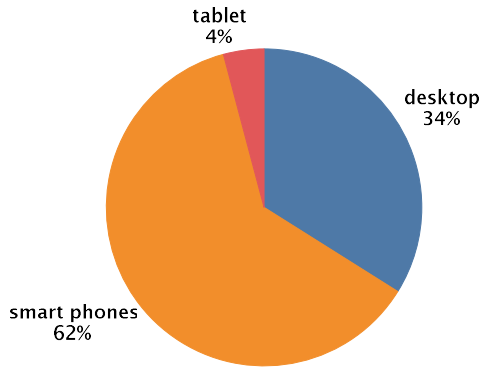
Most Affordable ZIP Codes 2022Q3



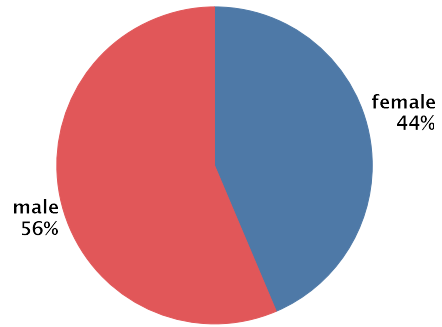
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Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

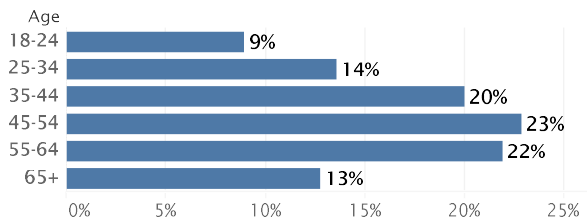


85% of potential buyers come from outside Kentucky

Chicago

is the Number 1 metro area outside of Kentucky searching for Kentucky lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

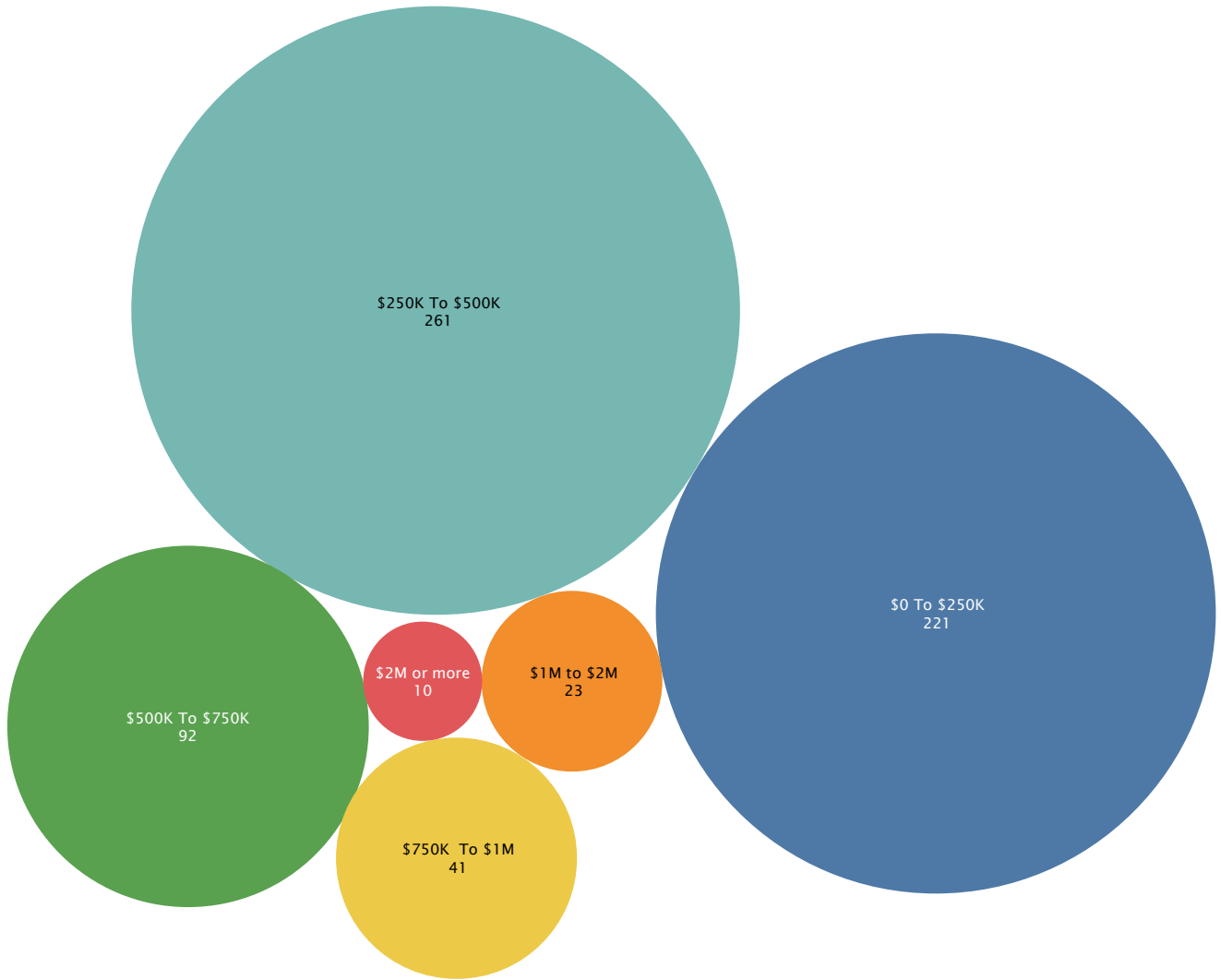
- New York, NY
- Cincinnati, OH
- Nashville, TN
- Atlanta, GA
- Indianapolis, IN
- Washington DC (Hagerstown MD)
- St. Louis, MO
- Evansville, IN
- Denver, CO



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LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Louisiana

The total Louisiana Home Market grew from \$249 MM in summer 2022 to \$303 MM resulting in a 22% increase.

Largest Markets

1. Lake Pontchartrain	\$102,797,435	26.1%	6. Lake Charles	\$22,352,270	5.7%
2. Grand Lagoon	\$43,849,199	11.1%	7. Calcasieu Lake	\$12,189,969	3.1%
3. Prien Lake	\$25,131,415	6.4%	8. Cypress Bayou Reservoir	\$12,015,148	3.0%
4. Cross Lake	\$24,146,250	6.1%	9. Black Bayou Reservoir	\$11,445,400	2.9%
5. Toledo Bend Reservoir*	\$23,824,493	6.0%	10. The Lake District	\$9,850,355	2.5%

Total Louisiana Market: \$397,433,910

Largest Home Markets

1. Lake Pontchartrain	\$88,429,838	29.2%
2. Grand Lagoon	\$40,129,099	13.3%
3. Toledo Bend Reservoir*	\$20,958,289	6.9%
4. Prien Lake	\$19,038,915	6.3%
5. Cross Lake	\$17,554,350	5.8%
6. Black Bayou Reservoir	\$11,115,600	3.7%
7. Lake Charles	\$9,526,550	3.1%
8. Cypress Bayou Reservoir	\$9,380,348	3.1%
9. Calcasieu Lake	\$6,448,860	2.1%
10. Caddo Lake	\$6,380,800	2.1%

Total Louisiana Home Market: \$302,580,351

Largest Land Markets

1. Lake Pontchartrain	\$14,367,597	15.6%
2. Lake Charles	\$12,825,720	14.0%
3. Cross Lake	\$6,591,900	7.2%
4. Prien Lake	\$6,092,500	6.6%
5. Calcasieu Lake	\$5,741,109	6.3%
6. Oden Lake	\$4,918,464	5.4%
7. The Lake District	\$4,538,500	4.9%
8. Grand Lagoon	\$3,720,100	4.1%
9. Bayou D'arbonne Lake	\$3,546,900	3.9%
10. Goodyears Pond	\$3,288,500	3.6%

Total Louisiana Land Market: \$91,818,659

The total Louisiana Land Market fell from \$102 MM in summer 2022 to \$92 MM resulting in an 10% decrease.

Most Expensive Homes

1. Lake Pontchartrain	\$659,924
2. Prien Lake	\$656,514

Most Affordable Homes

1. Country Club Lake	\$403,542
2. Caddo Lake	\$425,387

Most Listings

1. Lake Pontchartrain	186	14.4%	6. Cross Lake	64	5.0%
2. Grand Lagoon	142	11.0%	7. Oden Lake	60	4.7%
3. Toledo Bend Reservoir*	113	8.8%	8. Calcasieu Lake	59	4.6%
4. Lake Charles	84	6.5%	9. Prien Lake	44	3.4%
5. Bayou D'arbonne Lake	68	5.3%	10. Caddo Lake	28	2.2%
Total Louisiana Listings:				1,293	

Most Homes Available

1. Lake Pontchartrain	134	19.1%
2. Grand Lagoon	103	14.7%
3. Toledo Bend Reservoir*	61	8.7%
4. Lake Charles	36	5.1%
5. Cross Lake	32	4.6%
6. Prien Lake	29	4.1%
7. Black Bayou Reservoir	21	3.0%
8. Cypress Bayou Reservoir	19	2.7%
9. Bayou D'arbonne Lake	17	2.4%
10. Calcasieu Lake	16	2.3%

Total Louisiana Home Listings:

702

Most Land Available

1. Oden Lake	57	9.7%
2. Lake Pontchartrain	52	8.9%
2. Toledo Bend Reservoir*	52	8.9%
4. Bayou D'arbonne Lake	51	8.7%
5. Lake Charles	48	8.2%
6. Calcasieu Lake	43	7.3%
7. Grand Lagoon	39	6.7%
8. Cross Lake	32	5.5%
9. Goodyears Pond	21	3.6%
10. Blind Lagoon	17	2.9%

Total Louisiana Land Listings:

586

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Pontchartrain	\$484,520
2. Prien Lake	\$477,633
3. Lake Charles	\$402,147
4. Grand Lagoon	\$221,611
5. Cross Lake	\$209,357
6. Kincaid Reservoir	\$160,467
7. Calcasieu Lake	\$159,931
8. Blind Lagoon	\$138,756

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Longville Lake	\$15,091
2. Toledo Bend Reservoir	\$31,857
3. Bayou D'arbonne Lake	\$65,237
4. Goodyears Pond	\$74,182
5. Oden Lake	\$82,131
6. Swan Lake	\$88,618
7. Blind Lagoon	\$138,756
8. Calcasieu Lake	\$159,931

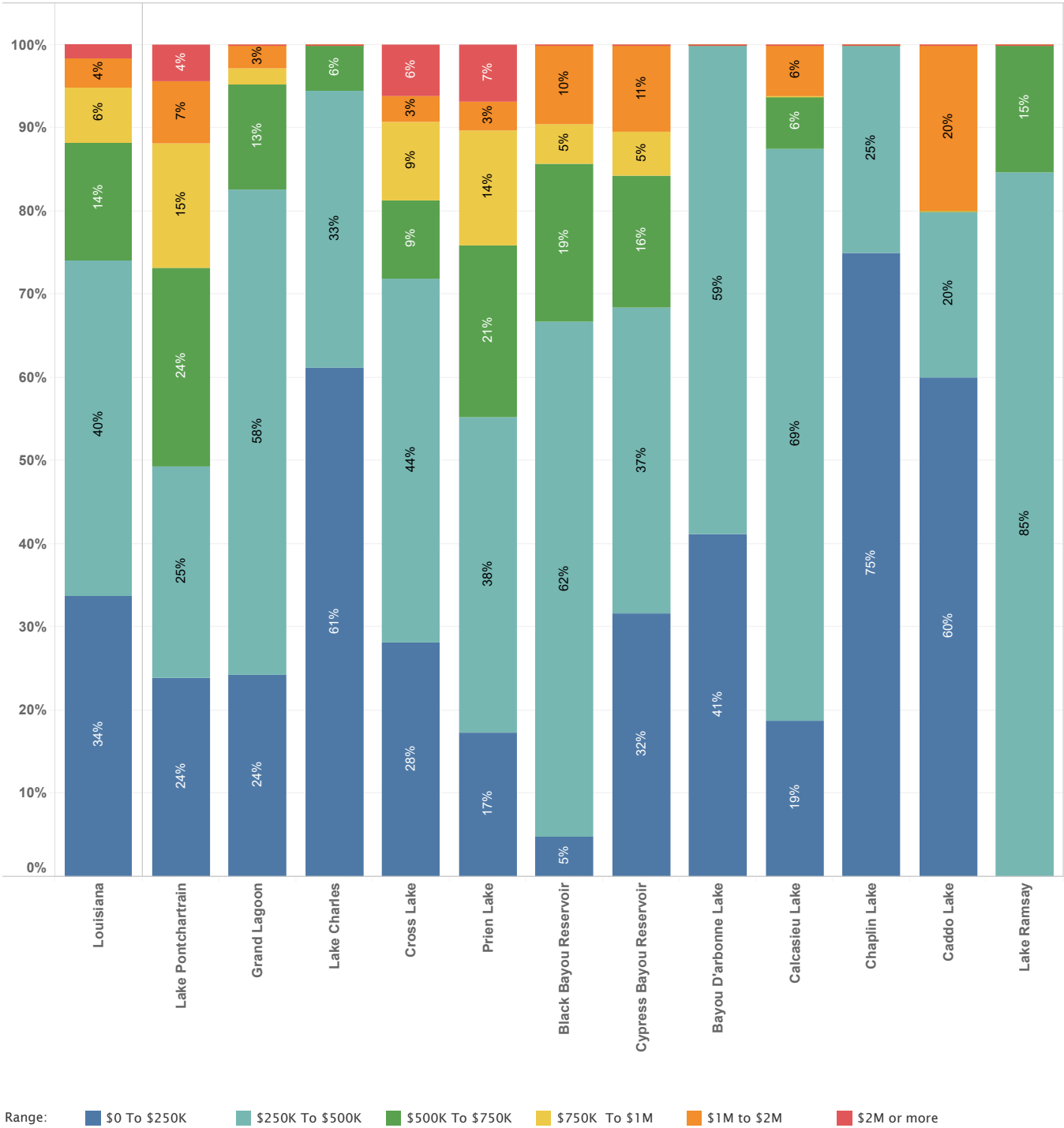
Listings of 10 Acres or More

**

* This includes lake real estate inventory from more than one state.

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

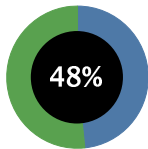
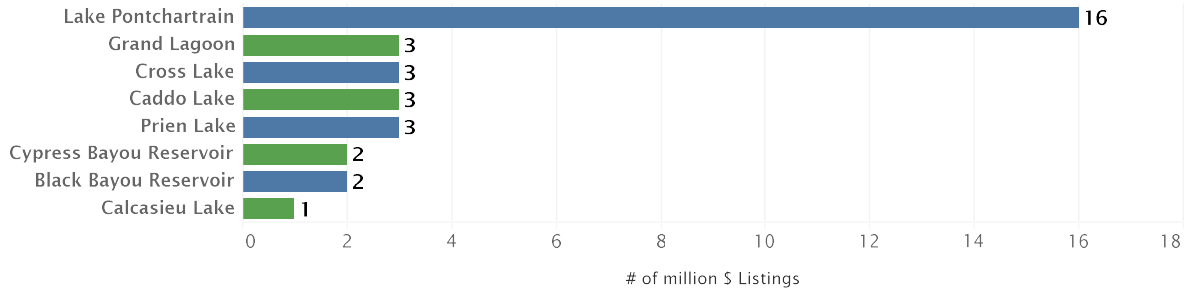
Price Breakdown by Percentage of Homes in the Louisiana Market 2022Q3



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Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2022Q3

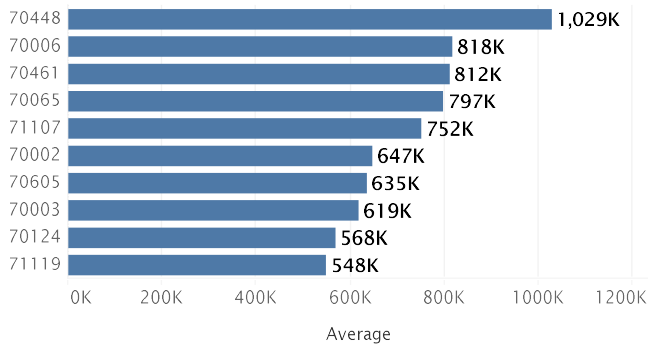


48% of \$1M+ Homes in Louisiana are on Lake Pontchartrain

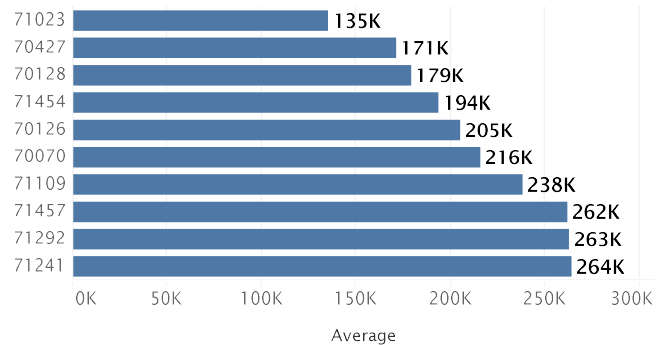
Total Number of \$1M+ Homes

33

Most Expensive ZIP Codes 2022Q3



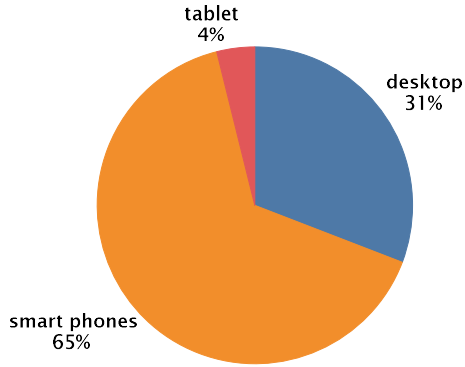
Most Affordable ZIP Codes 2022Q3



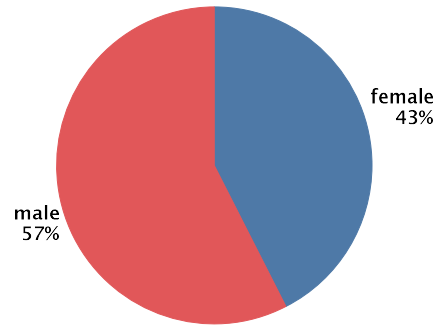
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Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2022Q3

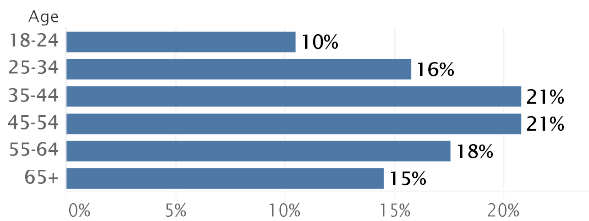


Male/Female Visitors 2022Q3



69% of potential buyers come from outside Louisiana

What Age Groups are Shopping 2022Q3



Dallas-Ft. Worth

is the Number 1 metro area outside of Louisiana searching for Louisiana lake property!

Number 2-10 metros are:

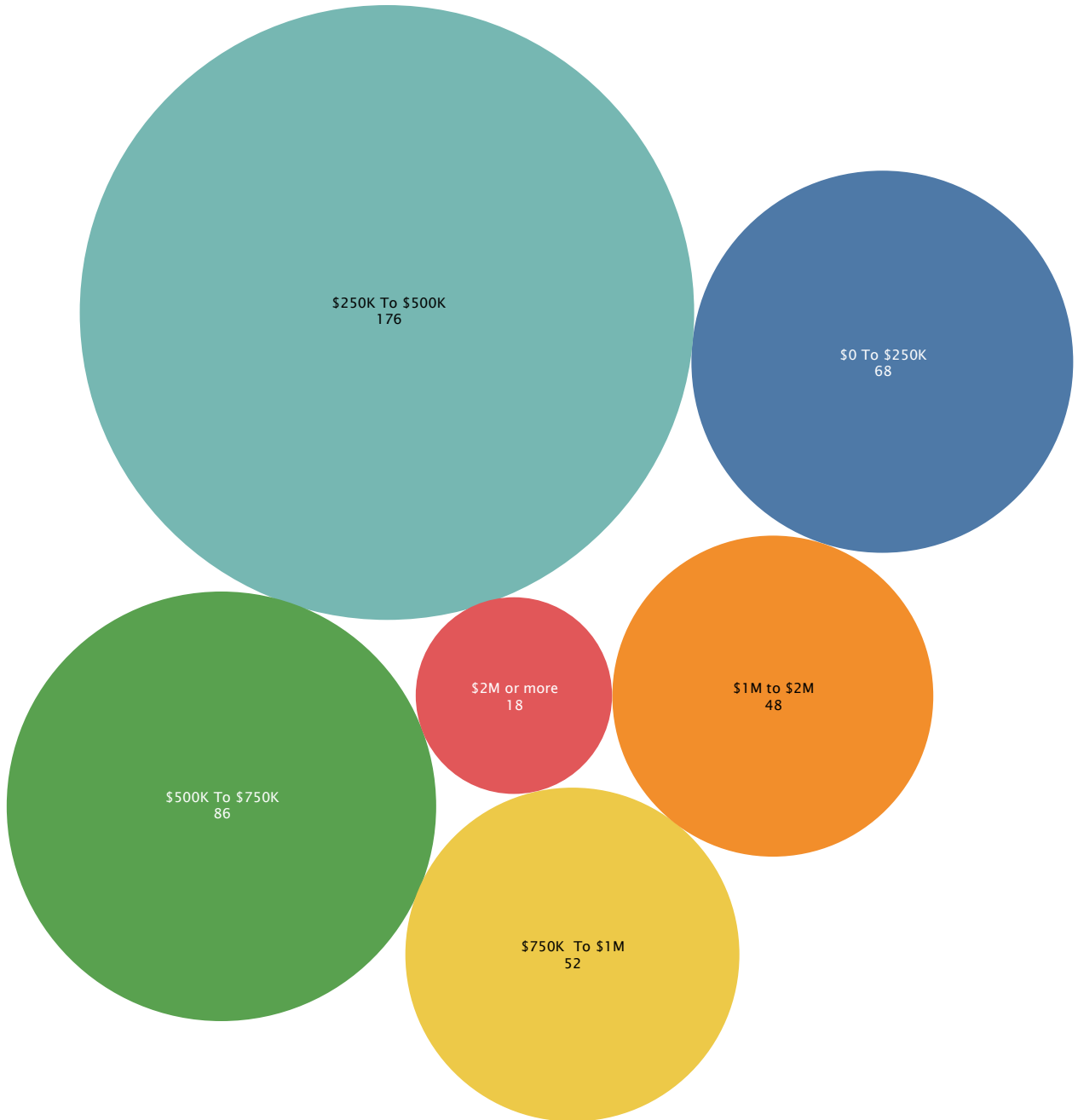
- Chicago, IL
- Houston, TX
- New York, NY
- Atlanta, GA
- Los Angeles, CA
- Phoenix, AZ
- San Antonio, TX
- Tampa-St. Petersburg (Sarasota), FL
- Little Rock-Pine Bluff, AR



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MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more

Maryland

The Maryland market rose from \$277 MM in summer 2022 to \$319 MM in fall 2022, a 15% increase.

Largest Markets

1. Deep Creek Lake	\$118,028,885	37.0%
2. Lake Linganore	\$30,302,579	9.5%
3. Lake Ogleton	\$16,831,800	5.3%
4. Beards Creek Marsh	\$10,719,898	3.6%
5. Little Seneca Lake	\$8,309,700	2.8%

Total Maryland Market: \$318,701,829

Most Listings

1. Deep Creek Lake	151	27.7%
2. Lake Linganore	53	9.7%
3. Lake Lariat	27	4.9%
4. Lake Ogleton	15	2.7%
5. Druid Lake	14	3.1%

Total Maryland Listings: 546

Largest Home Markets

1. Deep Creek Lake	\$105,212,485	35.5%
2. Lake Linganore	\$29,848,283	10.1%
3. Lake Ogleton	\$16,136,800	5.4%
4. Beards Creek Marsh	\$10,719,898	3.6%
5. Little Seneca Lake	\$8,309,700	2.8%

Total Maryland Home Market: \$296,291,683

Most Homes Available

1. Deep Creek Lake	101	22.5%
2. Lake Linganore	43	9.6%
3. Lake Lariat	21	4.7%
4. Druid Lake	14	3.1%
4. Lake Churchill	14	3.1%

Total Maryland Home Listings: 448

Largest Land Markets

1. Deep Creek Lake	\$12,816,400	57.2%
2. Lake Royer	\$1,500,000	6.7%
3. Schumaker Pond	\$1,004,900	4.5%
4. Chase Pond	\$1,000,000	4.5%
5. Lake Placid	\$900,000	4.0%

Total Maryland Land Market: \$22,410,146

Most Land Available

1. Deep Creek Lake	50	51.0%
2. Lake Linganore	10	10.2%
3. Lake Lariat	6	6.1%
4. Drum Point Pond	3	3.1%
4. Lake Vista	3	3.1%

Total Maryland Land Listings: 98

Average Home Price

1. Lake Ogleton	\$1,152,629
2. Deep Creek Lake	\$1,041,708
3. Lake Linganore	\$694,146
4. Little Seneca Lake	\$593,550

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$302,549
2. Lake Linganore	\$211,300

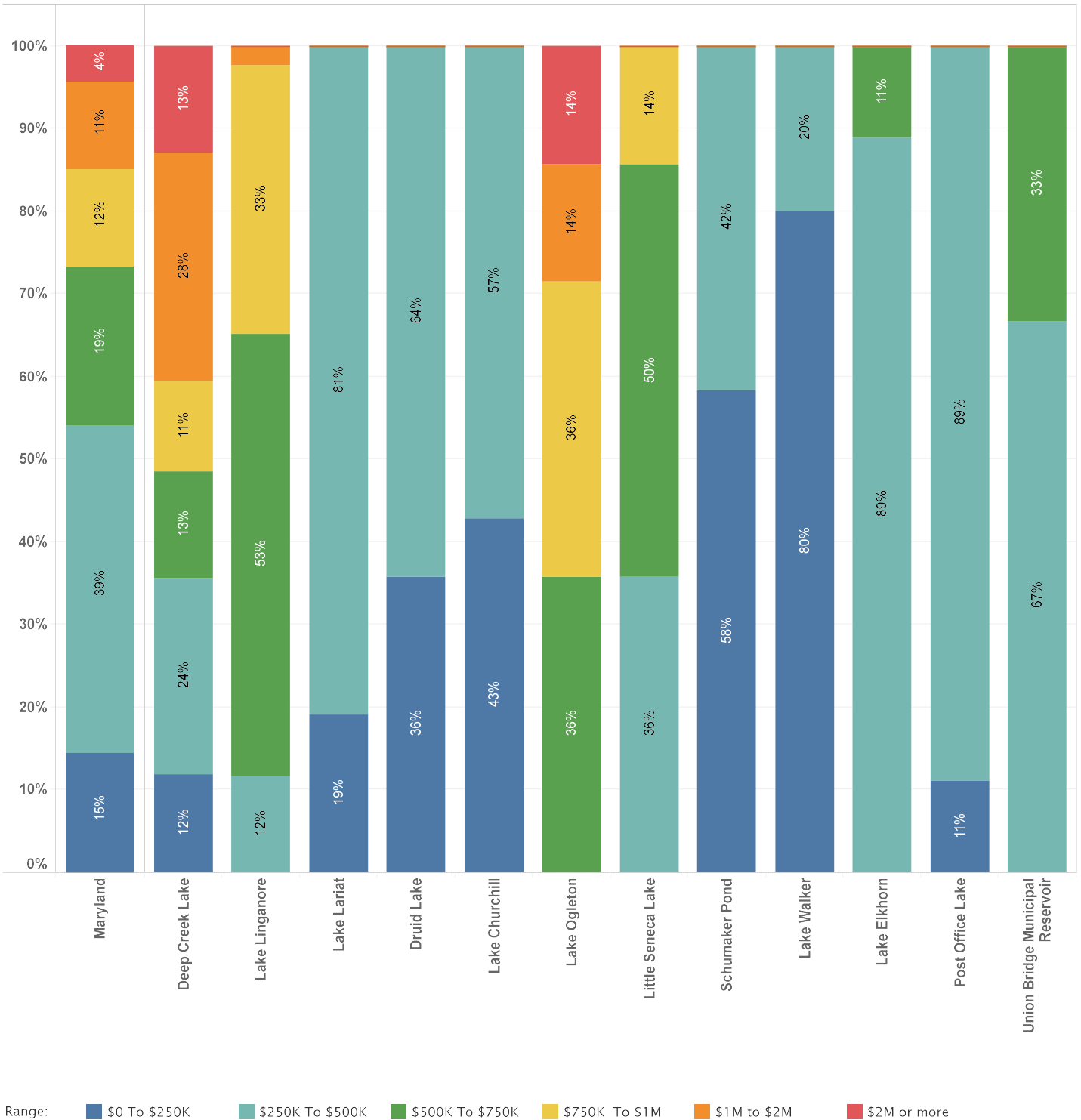
Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

****Note: A change in a Maryland's MLS platform resulted in more listings being reported to Lake Homes Realty.

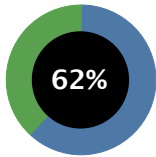
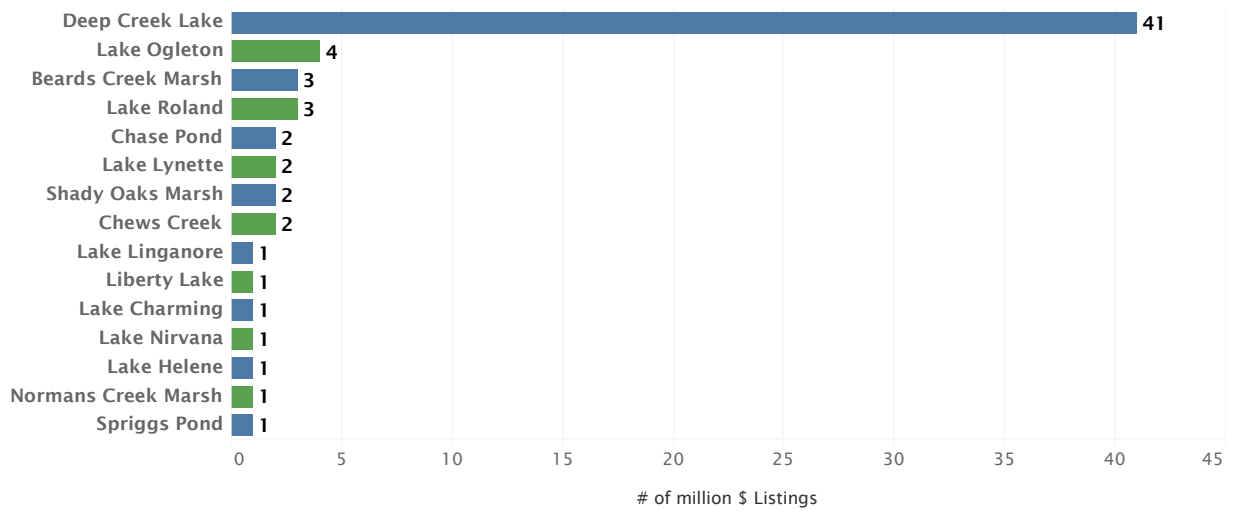
Price Breakdown by Percentage of Homes in the Maryland Market 2022Q3



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LAKEHOMES.COM

Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2022Q3

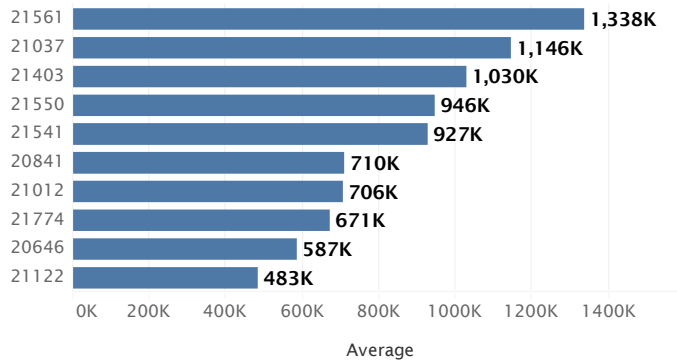


62% of \$1M+ Homes in Maryland are on Deep Creek Lake

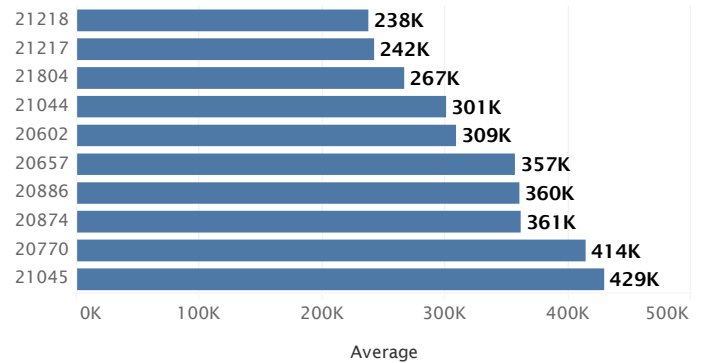
Total Number of \$1M+ Homes

66

Most Expensive ZIP Codes 2022Q3



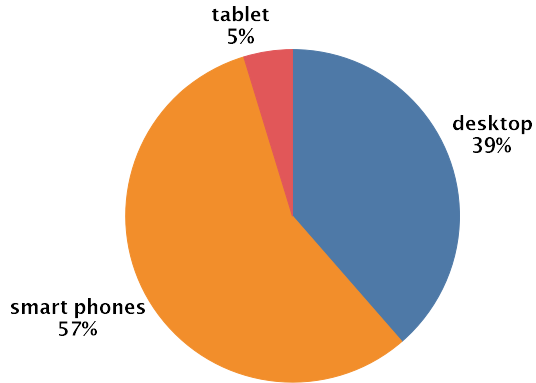
Most Affordable ZIP Codes 2022Q3



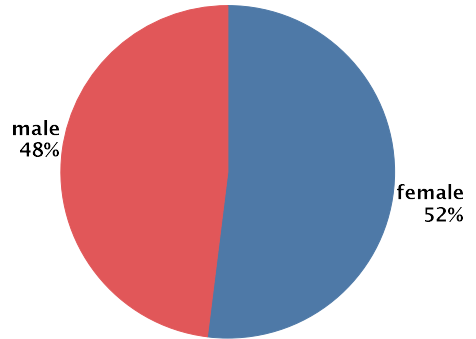
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Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

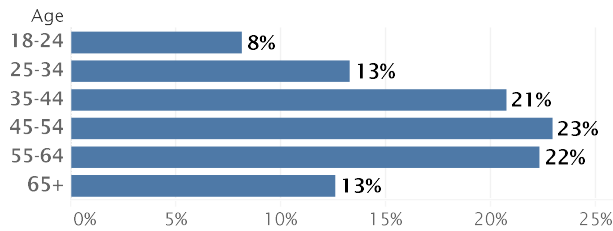


78% of potential buyers come from outside Maryland

Washington DC (Hagerstown

is the Number 1 metro area outside of Maryland searching for Maryland lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

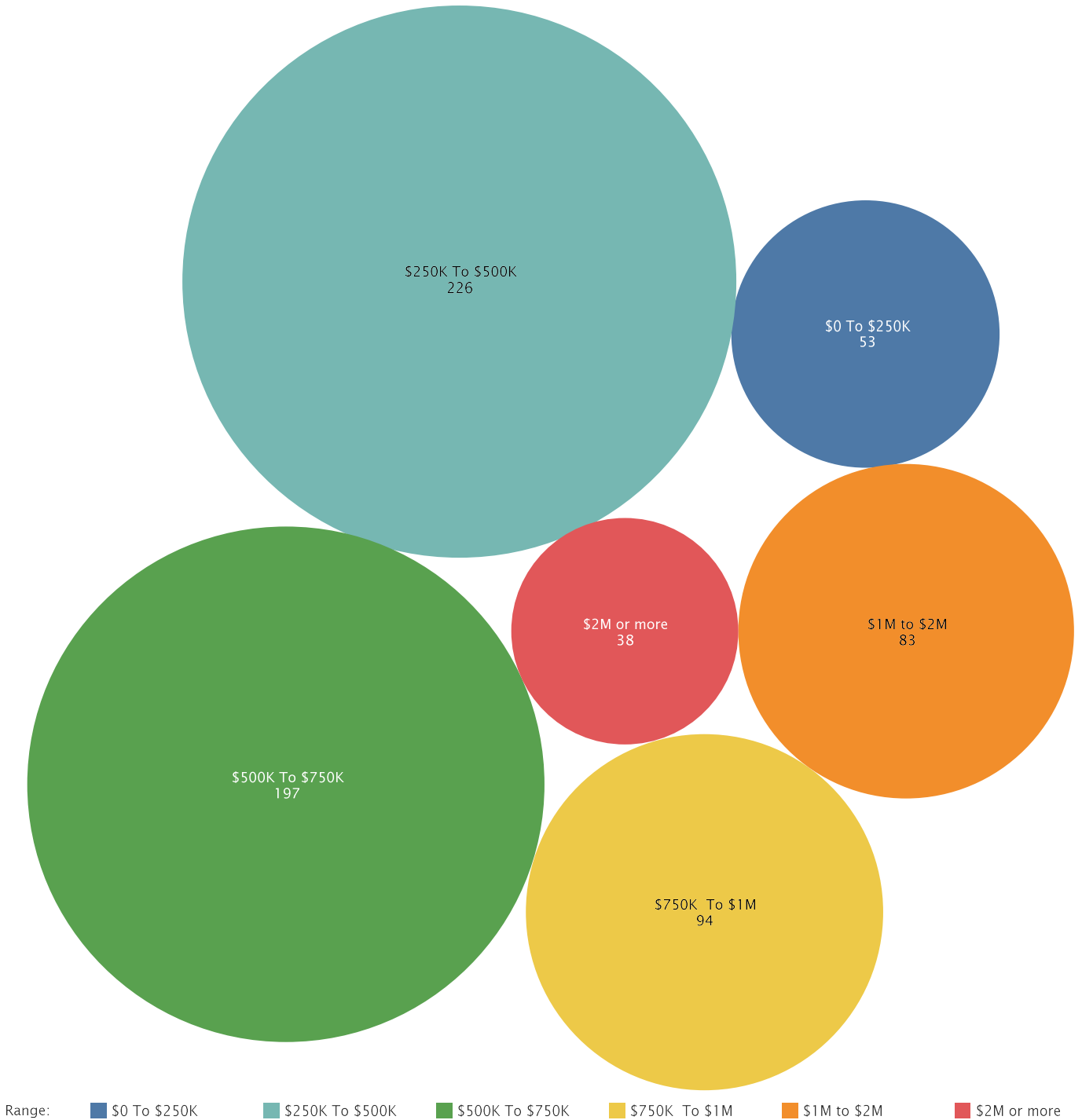
- New York, NY
- Philadelphia, PA
- Pittsburgh, PA
- Harrisburg-Lancaster-Lebanon-York, PA
- Atlanta, GA
- Chicago, IL
- Los Angeles, CA
- Orlando-Daytona Beach-Melbourne, FL
- Boston MA-Manchester, NH



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MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2022Q3



Massachusetts

The total Massachusetts market grew from \$558 MM in summer 2022 to \$608 MM resulting in a 9% increase.

Largest Markets

1. Back Bay Fens	\$48,954,590	8.0%
2. Leverett Pond	\$27,010,698	4.7%
3. Mill Pond - Chatham	\$23,379,000	4.1%
4. Manwhague Swamp	\$22,865,858	4.0%
5. The Glades	\$19,550,000	3.2%

Total Massachusetts Market: \$608,382,968

Most Listings

1. Back Bay Fens	50	6.3%
2. Manwhague Swamp	46	6.7%
3. Lake Quinsigamond	32	4.1%
4. Lake Chaubunagungamaug	31	3.9%
5. Watershops Pond	21	2.7%

Total Massachusetts Listings: 790

Largest Home Markets

1. Back Bay Fens	\$47,760,590	8.3%
2. Leverett Pond	\$27,010,698	4.7%
3. Mill Pond - Chatham	\$23,379,000	4.1%
4. Manwhague Swamp	\$22,865,858	4.0%
5. Spy Pond	\$19,017,600	3.3%

Total Massachusetts Home Market: \$574,203,768

Most Homes Available

1. Manwhague Swamp	46	6.7%
2. Back Bay Fens	44	6.4%
3. Lake Quinsigamond	29	4.2%
4. Lake Chaubunagungamaug	20	2.9%
4. Watershops Pond	20	2.9%

Total Massachusetts Home Listings: 691

Largest Land Markets

1. The Glades	\$3,600,000	10.5%
2. Norton Reservoir	\$3,008,900	8.8%
3. Lake Chaubunagungamaug	\$2,875,500	8.4%
4. Stockbridge Bowl	\$2,524,000	7.4%
5. Oyster Pond	\$1,900,000	5.6%

Total Massachusetts Land Market: \$34,179,200

Most Land Available

1. Lake Chaubunagungamaug	11	11.1%
2. Ashmere Reservoir	10	10.1%
3. Back Bay Fens	6	6.1%
4. Lake Buel	4	4.0%
4. Rockwell Pond	4	4.0%

Total Massachusetts Land Listings: 99

Average Home Price

1. Leverett Pond	\$1,421,616
2. Spy Pond	\$1,118,682
3. Back Bay Fens	\$1,107,595
4. Stockbridge Bowl	\$1,046,742
5. Black Flats	\$966,630

Average Land Price Per Acre

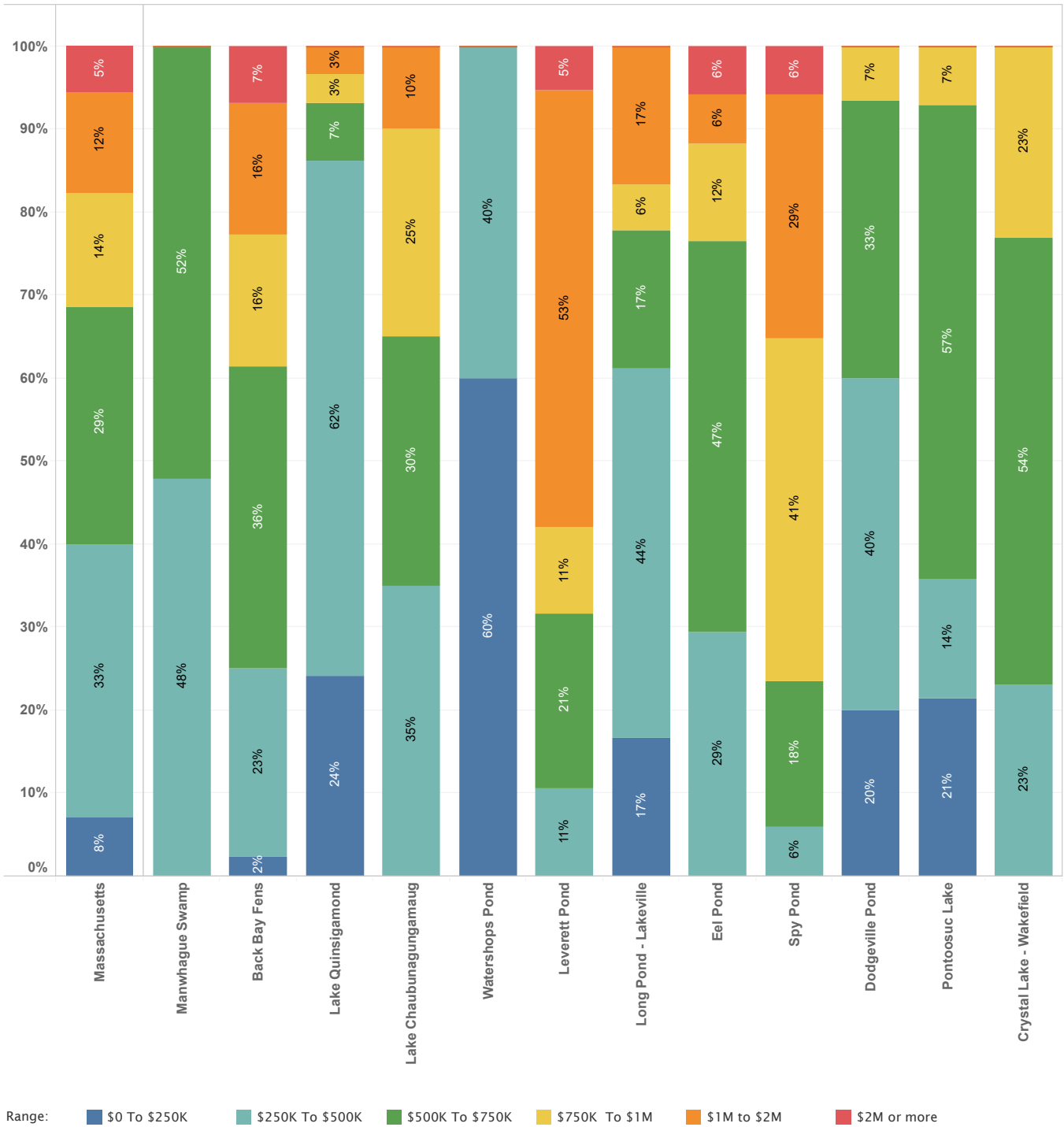
Listings of Less Than 10 Acres

1. Lake Chaubunagungamaug	\$200,383
2. Ashmere Reservoir	\$78,404

Listings of 10 Acres or More

**

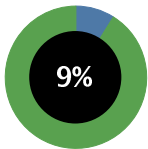
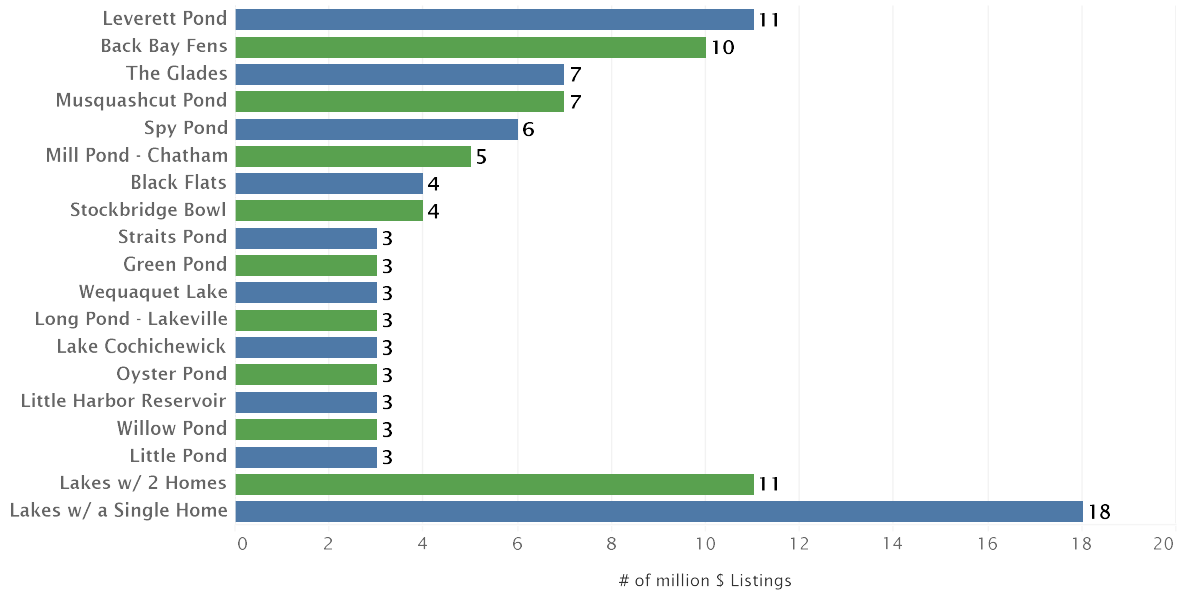
Price Breakdown by Percentage of Homes in the Massachusetts Market 2022Q3



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Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2022Q3

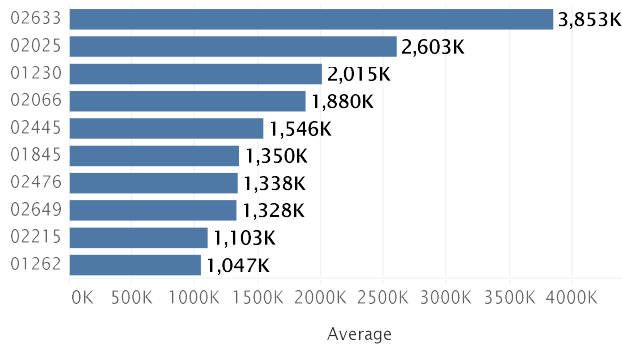


9% of \$1M+ Homes in Massachusetts are on Leverett Pond

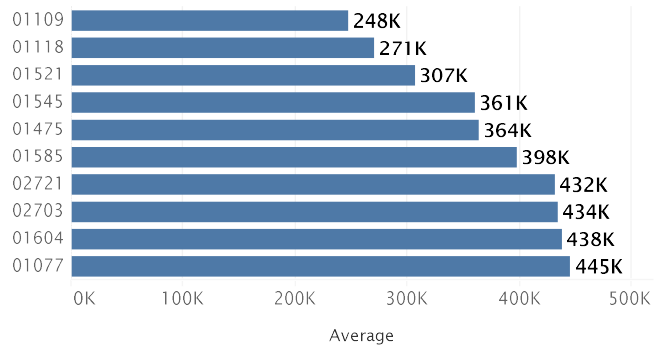
Total Number of \$1M+ Homes

121

Most Expensive ZIP Codes 2022Q3



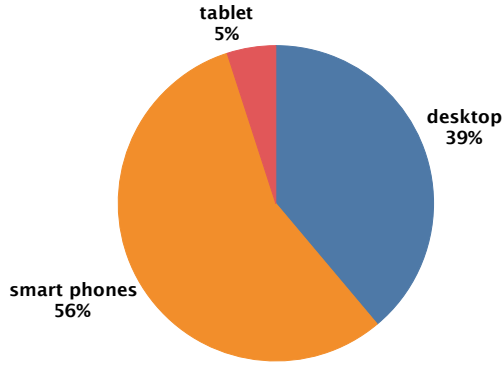
Most Affordable ZIP Codes 2022Q3



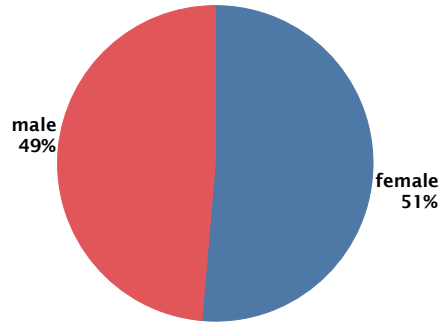
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Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

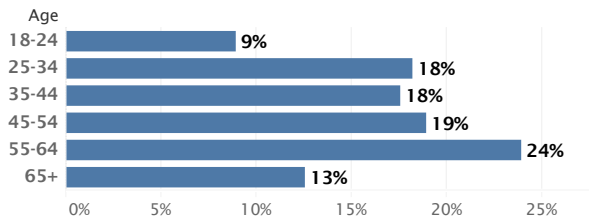


58% of potential buyers come from outside Massachusetts

New York,

is the Number 1 metro area outside of Massachusetts searching for Massachusetts lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

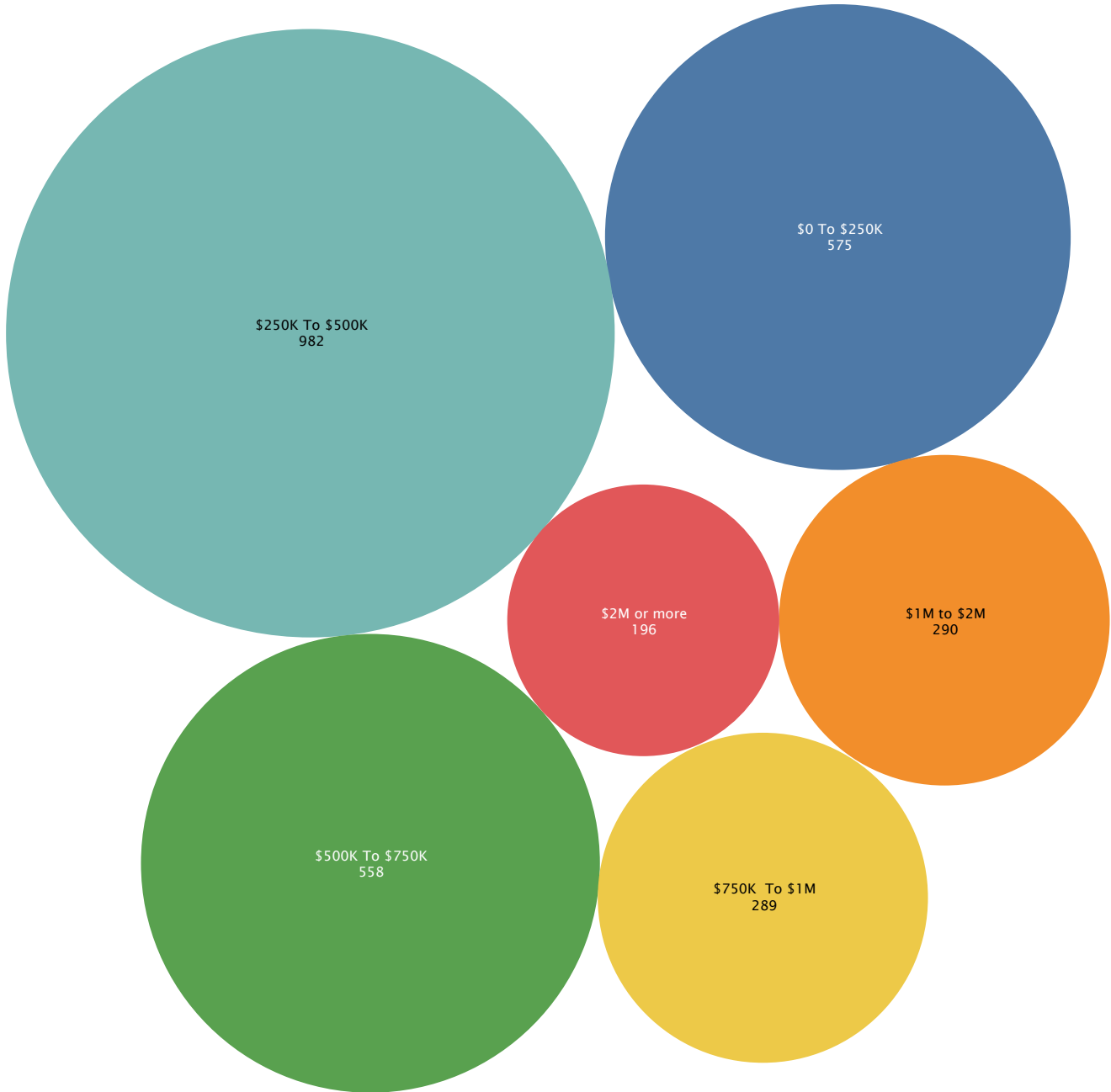
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Chicago, IL
- Los Angeles, CA
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Atlanta, GA
- Phoenix, AZ
- Portland-Auburn, ME



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MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Michigan

The Michigan market rose from \$2 BB in summer 2022 to \$2.7 BB in fall 2022, a 35% increase.

Largest Markets

1. Lake Michigan	\$863,372,353	32.4%	6. Spring Lake - Spring Lake	\$36,212,100	1.4%
2. Lake Huron	\$123,319,977	4.6%	7. Walloon Lake	\$33,669,700	1.3%
3. Torch Lake	\$61,380,999	2.3%	8. Turtle Lake	\$28,277,790	1.1%
4. Lake St Clair	\$59,093,678	2.2%	9. Lake Superior	\$26,895,350	1.0%
5. Lake Charlevoix	\$43,017,500	1.6%	10. Muskegon Lake	\$26,106,700	1.0%
Total Michigan Market:				\$2,666,188,997	

Largest Home Markets

1. Lake Michigan	\$628,867,354	28.9%
2. Lake Huron	\$102,706,179	4.7%
3. Torch Lake	\$54,952,599	2.5%
4. Lake St Clair	\$51,076,679	2.3%
5. Spring Lake - Spring Lake	\$35,327,200	1.6%
6. Lake Charlevoix	\$33,384,300	1.5%
7. Walloon Lake	\$27,458,000	1.3%
8. Muskegon Lake	\$26,047,800	1.2%
9. Upper Straits Lake	\$23,185,650	1.1%
10. Houghton Lake	\$22,226,222	1.0%

Total Michigan Home Market: \$2,178,587,698

Largest Land Markets

1. Lake Michigan	\$234,504,999	48.2%
2. Turtle Lake	\$22,988,990	4.7%
3. Lake Huron	\$20,613,798	4.2%
4. Lake Charlevoix	\$9,633,200	2.0%
5. Lake St Clair	\$8,016,999	1.6%
6. Muskegon River	\$6,938,400	1.4%
7. Lake Leelanau	\$6,509,800	1.3%
8. Torch Lake	\$6,428,400	1.3%
9. Walloon Lake	\$6,211,700	1.3%
10. Lake Superior	\$5,618,700	1.2%

Total Michigan Land Market: \$486,701,399

The Lake Michigan market grew from \$701 MM in summer 2022 to \$863 MM resulting in a 23% increase.

Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$2,060,870
2. Lake Michigan - Traverse City Area	\$1,959,035

Most Affordable Homes

1. Upper Straits Lake	\$1,449,103
2. Lake Michigan - New Buffalo-Sawyer Area	\$1,470,511

Most Listings

1. Lake Michigan	907	19.8%	6. Torch Lake	58	1.3%
2. Lake Huron	342	7.5%	7. Lake Lancer	55	1.2%
3. Lake St Clair	105	2.3%	8. Lake Charlevoix	47	1.0%
4. Lake Superior	81	1.8%	9. Muskegon River	46	1.0%
5. Houghton Lake	66	1.4%	10. Cass Lake	44	1.0%
Total Michigan Listings:				4,586	

Most Homes Available

1. Lake Michigan	497	17.2%
2. Lake Huron	176	6.1%
3. Lake St Clair	77	2.7%
4. Houghton Lake	65	2.2%
5. Lake Superior	40	1.4%
6. Deer Lake - Independence Twp	37	1.3%
6. Muskegon Lake	37	1.3%
8. St Clair River	34	1.2%
9. Cass Lake	30	1.0%
9. Torch Lake	30	1.0%

Total Michigan Home Listings: 2,892

Most Land Available

1. Lake Michigan	410	24.2%
2. Lake Huron	166	9.8%
3. Lake Lancer	47	2.8%
4. Lake Superior	41	2.4%
5. Lake Esther	38	2.2%
6. Lake St Clair	28	1.7%
6. Torch Lake	28	1.7%
8. Muskegon River	26	1.5%
9. Lake Charlevoix	21	1.2%
10. Canadian Lakes	19	1.1%

Total Michigan Land Listings: 1,693

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake St Clair	\$703,246
2. Cass Lake	\$680,000
3. Lake Michigan - New Buffalo-Sawyer Area	\$451,974
4. Lake Michigan - Glen Arbor Area	\$440,595
5. Lake Michigan - Traverse City Area	\$356,093
6. Lake Charlevoix	\$306,186
7. Lake Michigan - South Haven Area	\$293,679
8. Lake Michigan - Benton Harbor-Covert Area	\$244,659

Listings of 10 Acres or More

1. Lake Michigan - Traverse City Area	\$92,578
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Most Affordable Land per Acre

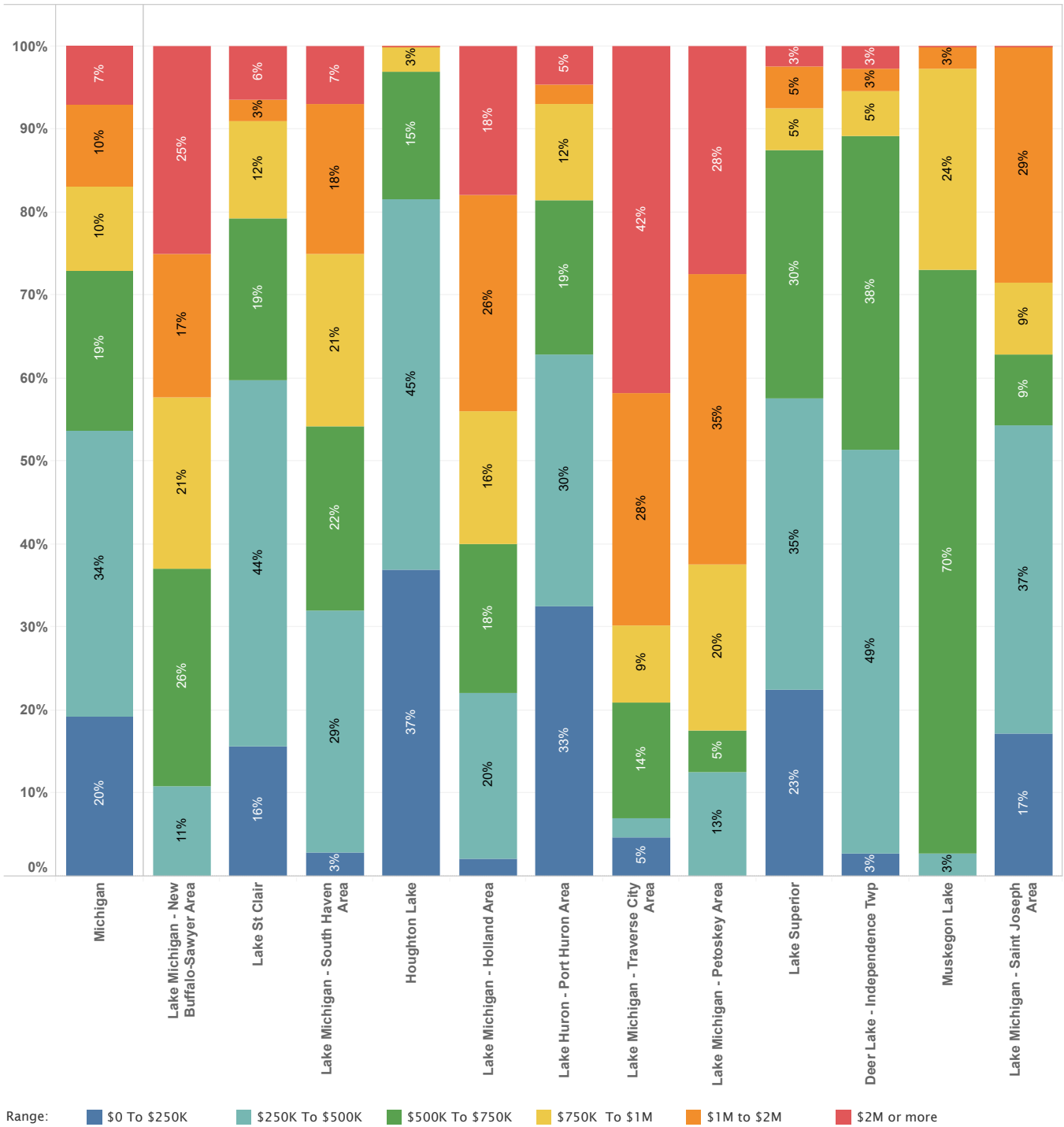
Listings of Less Than 10 Acres

1. Canadian Lakes	\$23,218
2. Big Smith Lake	\$23,775
3. Russell Lake - Attica Twp	\$25,719
4. Lake Lancer	\$34,990
5. Lake Esther	\$37,808
6. Schermerhorn Lake	\$41,982
7. Lake Huron - St Ignace Area	\$48,005
8. Lake Superior	\$54,101

Listings of 10 Acres or More

1. Lake Superior	\$6,282
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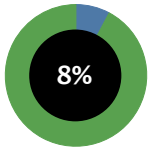
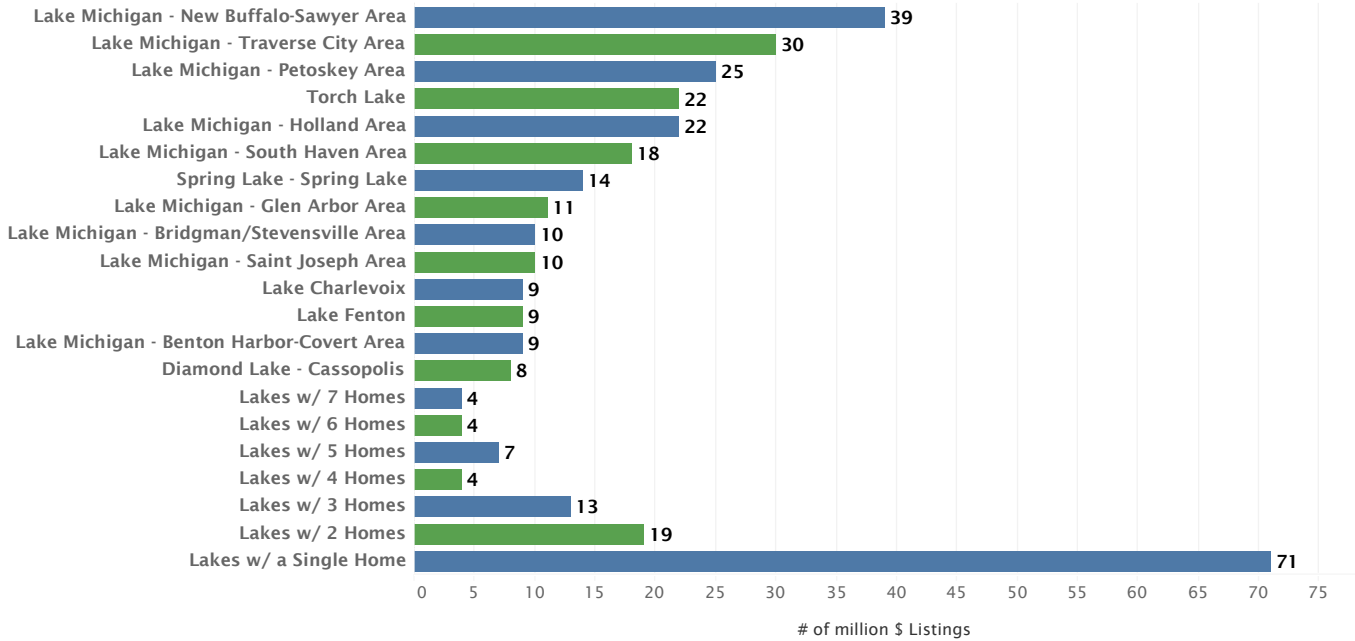
Price Breakdown by Percentage of Homes in the Michigan Market 2022Q3



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Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2022Q3

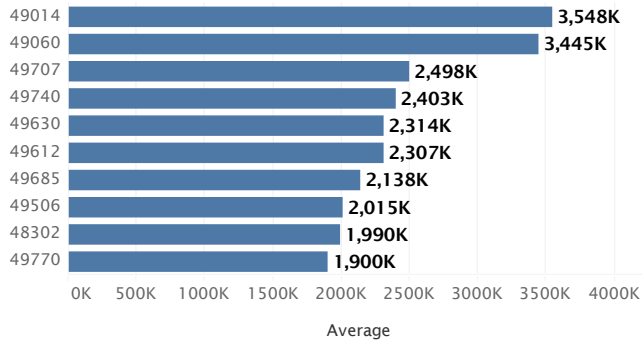


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

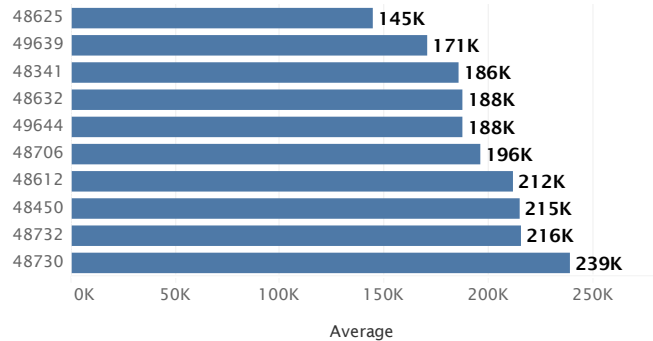
Total Number of \$1M+ Homes

487

Most Expensive ZIP Codes 2022Q3



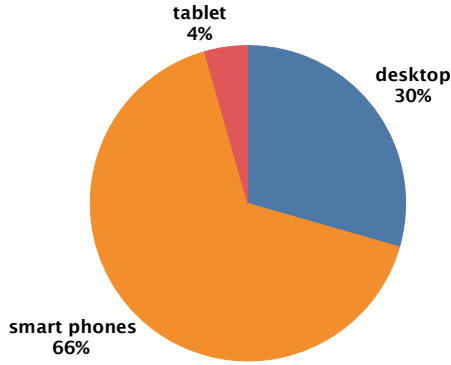
Most Affordable ZIP Codes 2022Q3



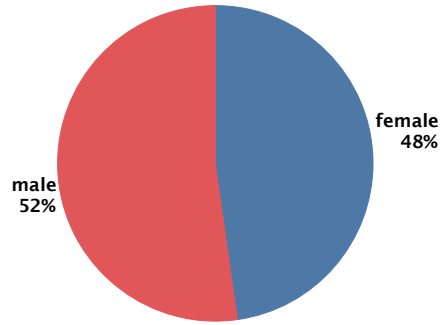
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Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

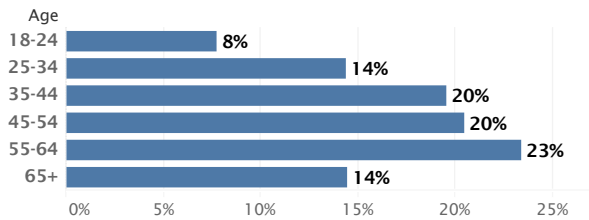


65% of potential buyers come from outside Michigan

Chicago

is the Number 1 metro area outside of Michigan searching for Michigan lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

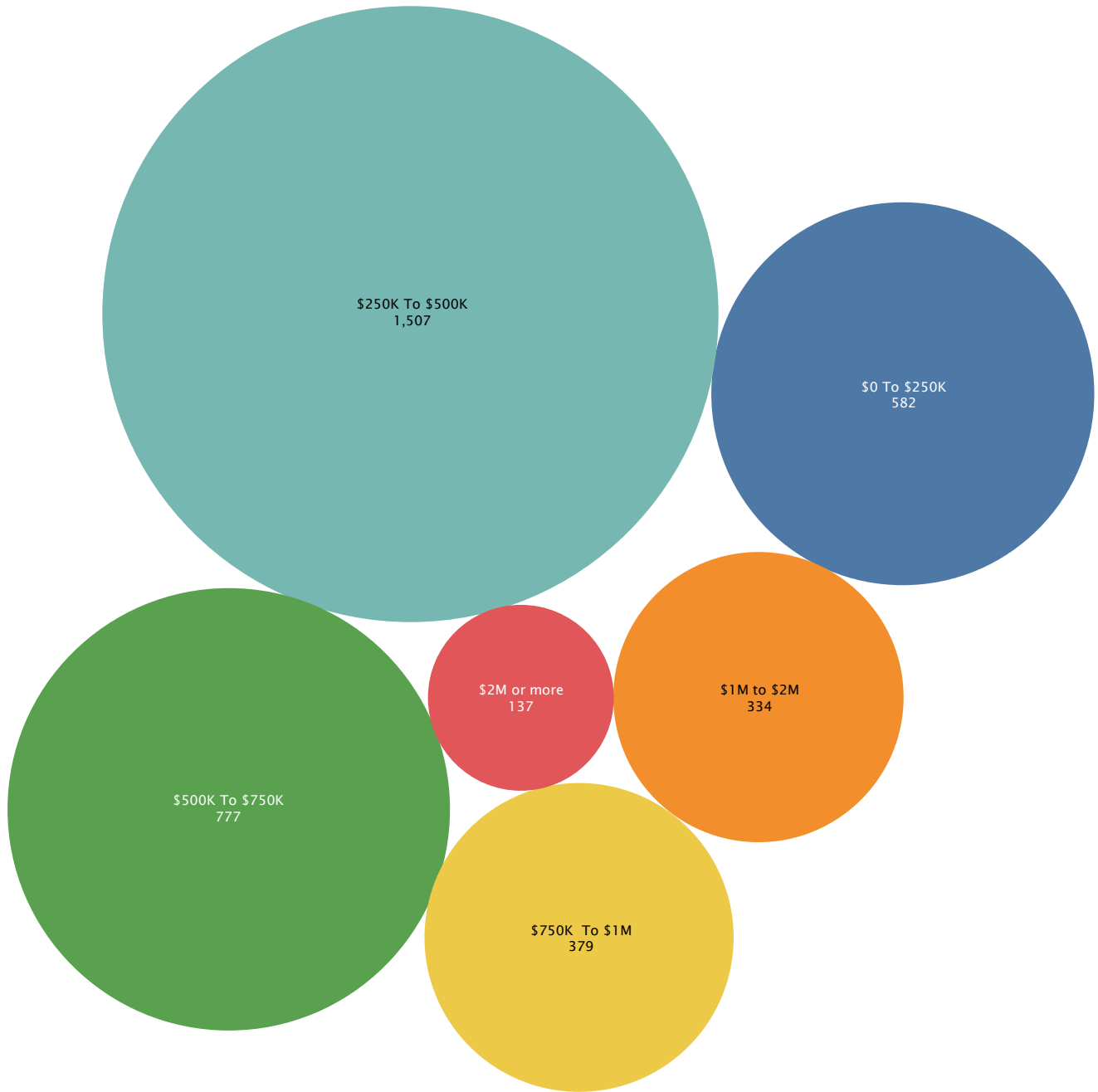
- New York, NY
- Washington DC (Hagerstown MD)
- Atlanta, GA
- South Bend-Elkhart, IN
- Columbus, OH
- Phoenix, AZ
- Cincinnati, OH
- Los Angeles, CA
- Toledo, OH



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MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Minnesota

The Minnesota market increased from \$1.3 BB in summer 2022 to \$2.9 BB in fall 2022, a 123% rise.

Largest Markets

1. Lake Minnetonka	\$316,629,109	10.9%	6. Other Greater St Cloud Area Lakes	\$51,254,499	1.8%
2. Other Northern Metro Area Lakes	\$173,142,079	6.0%	7. Other St Croix River Valley Area Lakes	\$46,590,279	1.6%
3. Other Prior Lake Area Lakes	\$105,350,423	3.6%	8. Other Annandale Area Lakes	\$46,315,689	1.6%
4. Lower Prior Lake - Prior Lake	\$53,507,750	1.8%	9. Lake Vermilion	\$43,408,100	1.5%
5. Lake Of The Isles - Minneapolis	\$53,506,490	1.8%	10. Other SW Metro Area Lakes	\$40,645,728	1.4%
Total Minnesota Market:				\$2,908,634,784	

Largest Home Markets

1. Lake Minnetonka	\$294,987,378	12.0%
2. Other Northern Metro Area Lakes	\$144,112,684	5.9%
3. Other Prior Lake Area Lakes	\$85,143,023	3.5%
4. Lake Of The Isles - Minneapolis	\$51,866,590	2.1%
5. Other St Croix River Valley Area Lakes	\$39,745,379	1.6%
6. Other Greater St Cloud Area Lakes	\$36,845,496	1.5%
7. Other SW Metro Area Lakes	\$34,422,928	1.4%
8. Other Annandale Area Lakes	\$34,241,189	1.4%
9. Lower Prior Lake - Prior Lake	\$33,308,750	1.4%
10. Lake Harriet - Minneapolis	\$31,589,299	1.3%

Total Minnesota Home Market: \$2,460,079,251

Largest Land Markets

1. Other Northern Metro Area Lakes	\$29,029,395	6.5%
2. Lake Minnetonka	\$21,641,731	4.8%
3. Other Prior Lake Area Lakes	\$20,207,400	4.5%
4. Lower Prior Lake - Prior Lake	\$20,199,000	4.5%
5. Other Greater St Cloud Area Lakes	\$14,409,003	3.2%
6. Uhl Lake	\$13,530,000	3.0%
7. Lake Vermilion	\$13,452,200	3.0%
8. Other Annandale Area Lakes	\$12,074,500	2.7%
9. Gull Lake - Nisswa	\$9,989,700	2.2%
10. Other St Croix River Valley Area Lakes	\$6,844,900	1.5%

Total Minnesota Land Market: \$448,555,533

63% of all listings on Lake Minnetonka are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Minnetonka	\$2,137,590
2. Gull Lake - Nisswa	\$1,944,593

Most Affordable Homes

1. Lake Riley - Jackson Twp	\$964,750
2. Marion Lake - Lakeville	\$967,580

Most Listings

1. Other Northern Metro Area Lakes	272	4.9%	6. Mille Lacs Lake - South Harbor Twp	98	1.8%
2. Other Prior Lake Area Lakes	152	2.8%	7. Other Annandale Area Lakes	94	1.7%
3. Lake Minnetonka	151	2.7%	8. Other Greater Brainerd Area Lakes	82	1.5%
4. Other Greater St Cloud Area Lakes	148	2.7%	9. Leech Lake - Cass Lake	79	1.4%
5. Lake Vermilion	106	1.9%	10. Other Longville Area Lakes	72	1.3%
Total Minnesota Listings:				5,523	

Most Homes Available

1. Other Northern Metro Area Lakes	239	6.4%
2. Lake Minnetonka	138	3.7%
3. Other Prior Lake Area Lakes	131	3.5%
4. Other Greater St Cloud Area Lakes	78	2.1%
5. Mille Lacs Lake - South Harbor Twp	70	1.9%
6. Other Annandale Area Lakes	63	1.7%
7. Other SW Metro Area Lakes	52	1.4%
8. Other Bemidji Area Lakes	51	1.4%
9. Other Greater Brainerd Area Lakes	49	1.3%
10. Other Cambridge Area Lakes	46	1.2%

Total Minnesota Home Listings: 3,716

Most Land Available

1. Other Greater St Cloud Area Lakes	70	3.9%
2. Lake Vermilion	62	3.4%
3. Leech Lake - Cass Lake	41	2.3%
4. Other Greater Brainerd Area Lakes	33	1.8%
4. Other Marshall Area Lakes	33	1.8%
4. Other Northern Metro Area Lakes	33	1.8%
7. Other Annandale Area Lakes	31	1.7%
8. Lake Jessie - Alexandria Twp	30	1.7%
8. Other Longville Area Lakes	30	1.7%
10. Mille Lacs Lake - South Harbor Twp	28	1.5%

Total Minnesota Land Listings: 1,807

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$806,925
2. Lake Jessie - Alexandria Twp	\$480,471
3. Lake Ida - Ida Twp	\$421,399
4. Nest Lake - New London Twp	\$361,226
5. Detroit Lake - Detroit Lakes	\$359,330
6. Other Northern Metro Area Lakes	\$192,257
7. Pelican Lake - Merrifield	\$192,115
8. Lake Sarah - Lake Sarah Twp	\$143,220

Listings of 10 Acres or More

1. Other Prior Lake Area Lakes	\$68,646
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Most Affordable Land per Acre

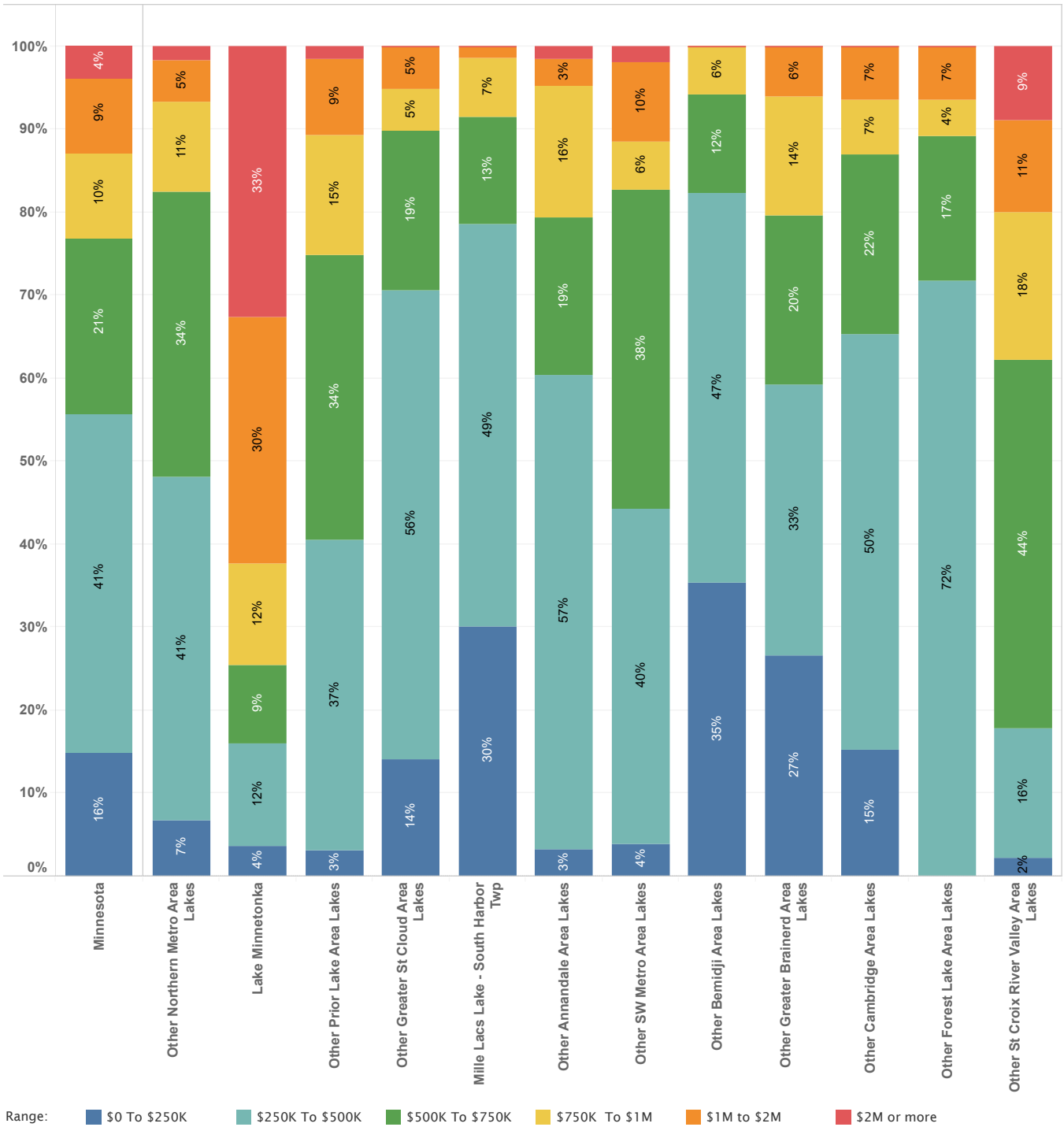
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Little Lake - Ashby	\$13,140
3. Spink Lake - Rock Lake Twp	\$19,808
4. Other Otter Tail County Area Lakes	\$20,140
5. Other Grand Rapids Area Lakes	\$24,390
6. Other Sturgeon Lake Area Lakes	\$25,339
7. Other Bemidji Area Lakes	\$27,427
8. Other Alexandria Area Lakes	\$28,664

Listings of 10 Acres or More

1. Other Rainy Lake Area Lakes	\$1,805
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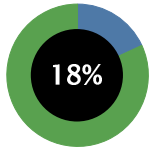
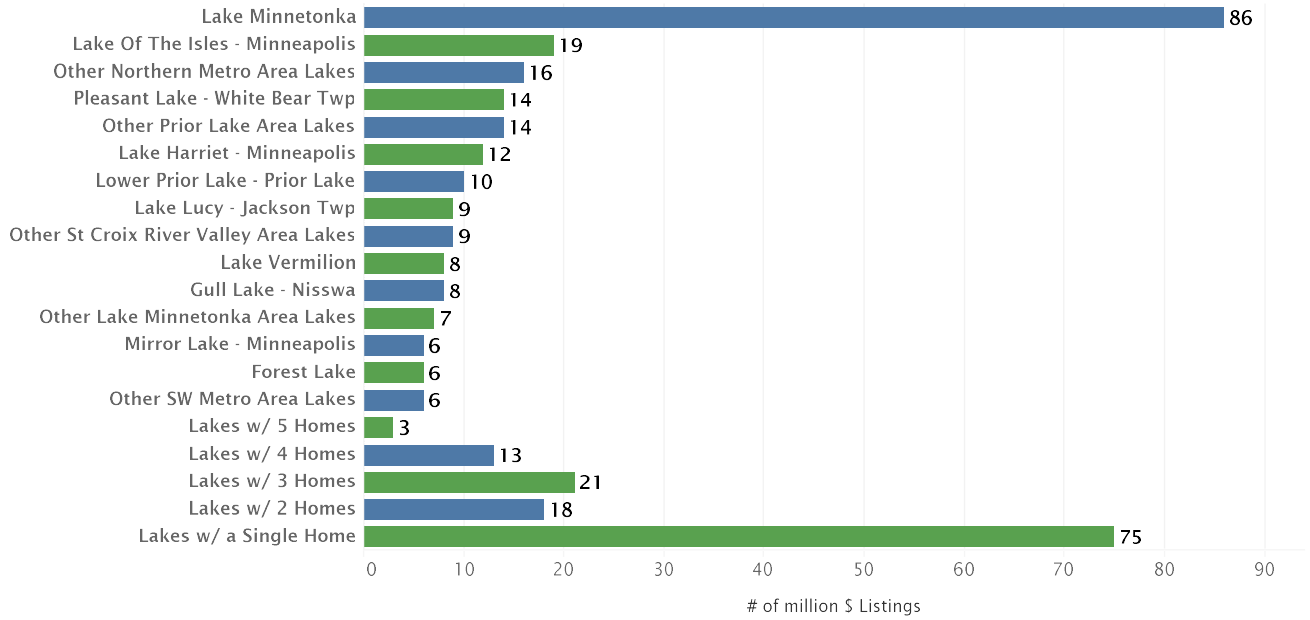
Price Breakdown by Percentage of Homes in the Minnesota Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2022Q3

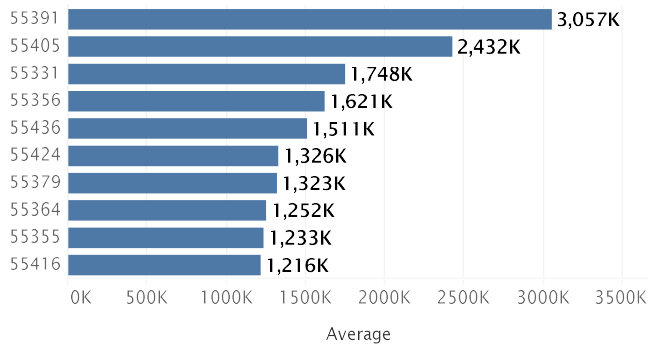


18% of \$1M+ Homes in Minnesota are on Lake Minnetonka

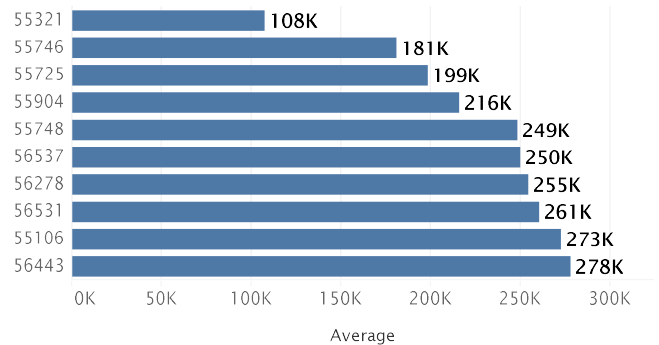
Total Number of \$1M+ Homes

471

Most Expensive ZIP Codes 2022Q3



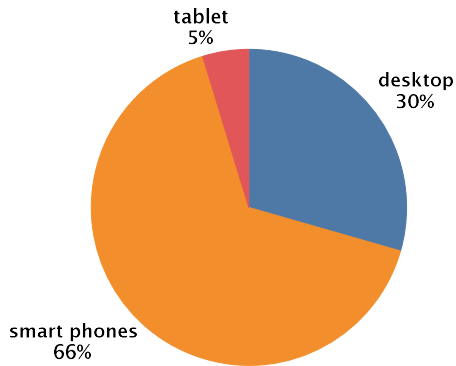
Most Affordable ZIP Codes 2022Q3



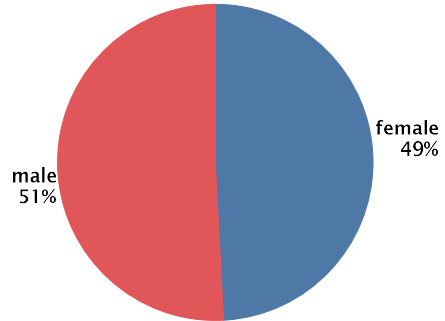
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

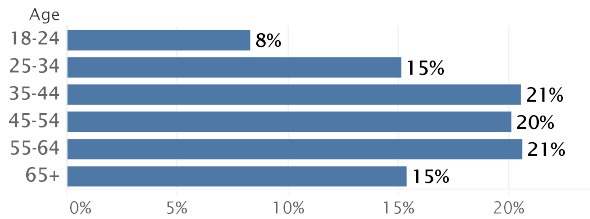


54% of potential buyers come from outside Minnesota

Chicago

is the Number 1 metro area outside of Minnesota searching for Minnesota lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

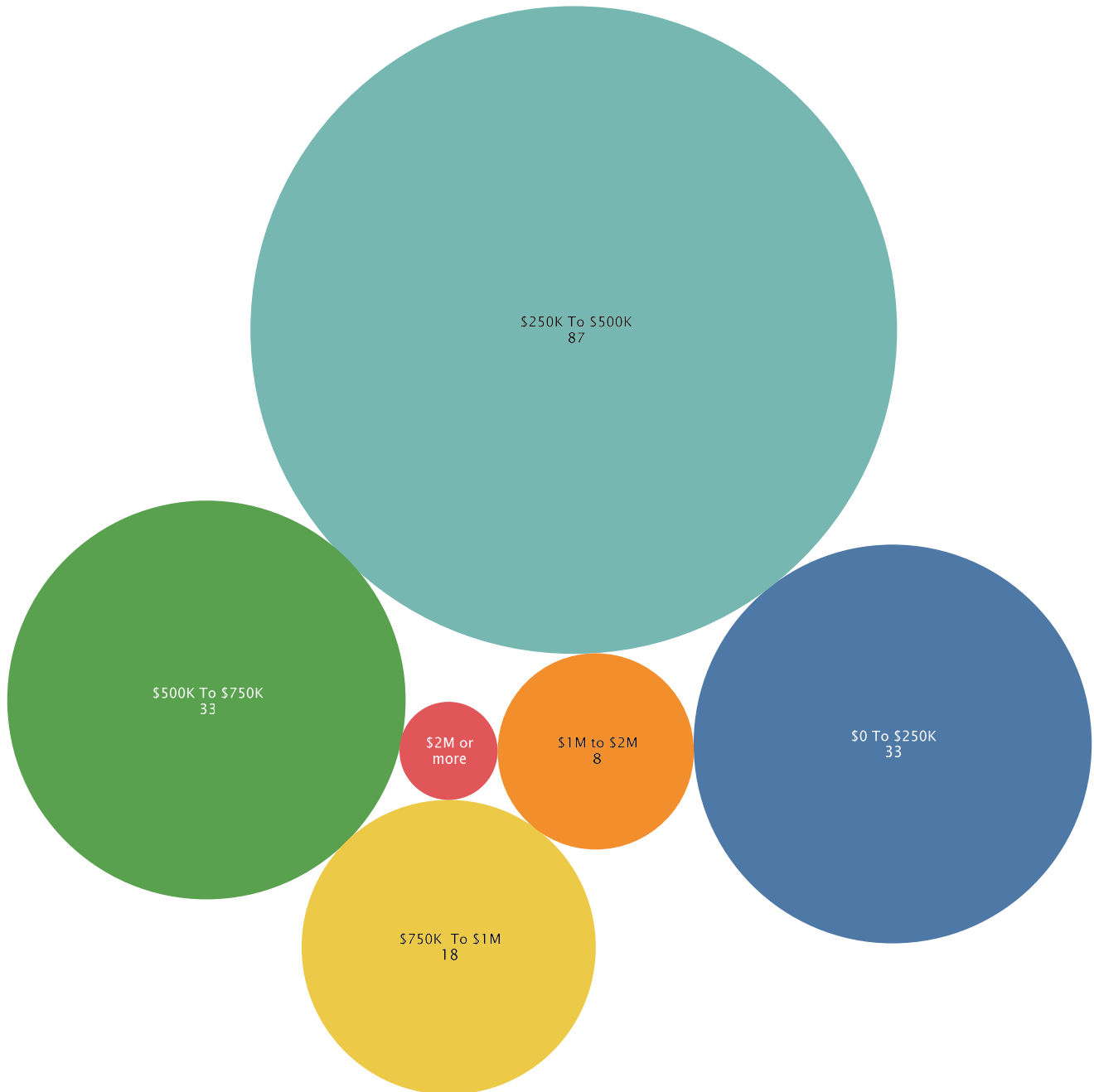
- Fargo-Valley City, ND
- New York, NY
- Denver, CO
- Dallas-Ft. Worth, TX
- Phoenix, AZ
- Los Angeles, CA
- Rochester-Mason City-Austin, IA
- Des Moines-Ames, IA
- Sioux Falls(Mitchell), SD



LAKE HOMES REALTY
LAKEHOMES.COM

MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
LAKEHOMES.COM

Mississippi

Ross R Barnett Reservoir's market has increased from \$40 MM in summer 2022 to \$50 MM resulting in a 25% increase

Largest Markets

1. Ross R Barnett Reservoir	\$50,138,853	38.1%
2. Lake Caroline	\$20,206,210	15.4%
3. Twin Lakes	\$8,176,400	6.2%
4. Oxford Region Lakes	\$6,826,300	5.2%
5. Charlton Place Lakes	\$6,614,940	5.0%

Total Mississippi Market: \$131,529,427

Most Listings

1. Ross R Barnett Reservoir	177	45.6%
2. Lake Caroline	42	10.8%
3. Charlton Place Lakes	25	6.4%
4. Chestnut Hill Lakes	22	5.7%
5. Oxford Region Lakes	18	4.6%

Total Mississippi Listings: 388

Largest Home Markets

1. Ross R Barnett Reservoir	\$36,926,842	40.9%
2. Lake Caroline	\$12,481,490	13.8%
3. Twin Lakes	\$7,852,400	8.7%
4. Grey Castle Lake	\$5,919,900	6.6%
5. Oxford Region Lakes	\$5,201,000	5.8%

Total Mississippi Home Market: \$90,343,503

Most Homes Available

1. Ross R Barnett Reservoir	95	51.1%
2. Lake Caroline	23	12.4%
3. Twin Lakes	10	5.4%
4. Oxford Region Lakes	9	4.8%
5. Swan Lake	5	2.7%

Total Mississippi Home Listings: 186

Largest Land Markets

1. Ross R Barnett Reservoir	\$13,212,011	32.1%
2. Lake Caroline	\$7,724,720	18.8%
3. Charlton Place Lakes	\$5,719,940	13.9%
4. Lake Castle	\$3,861,553	9.4%
5. Chestnut Hill Lakes	\$2,941,000	7.1%

Total Mississippi Land Market: \$41,185,924

Most Land Available

1. Ross R Barnett Reservoir	82	40.6%
2. Charlton Place Lakes	24	11.9%
3. Chestnut Hill Lakes	21	10.4%
4. Lake Caroline	19	9.4%
5. Oxford Region Lakes	9	4.5%

Total Mississippi Land Listings: 202

Average Home Price

1. Twin Lakes	\$785,240
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Average Land Price Per Acre

Listings of Less Than 10 Acres

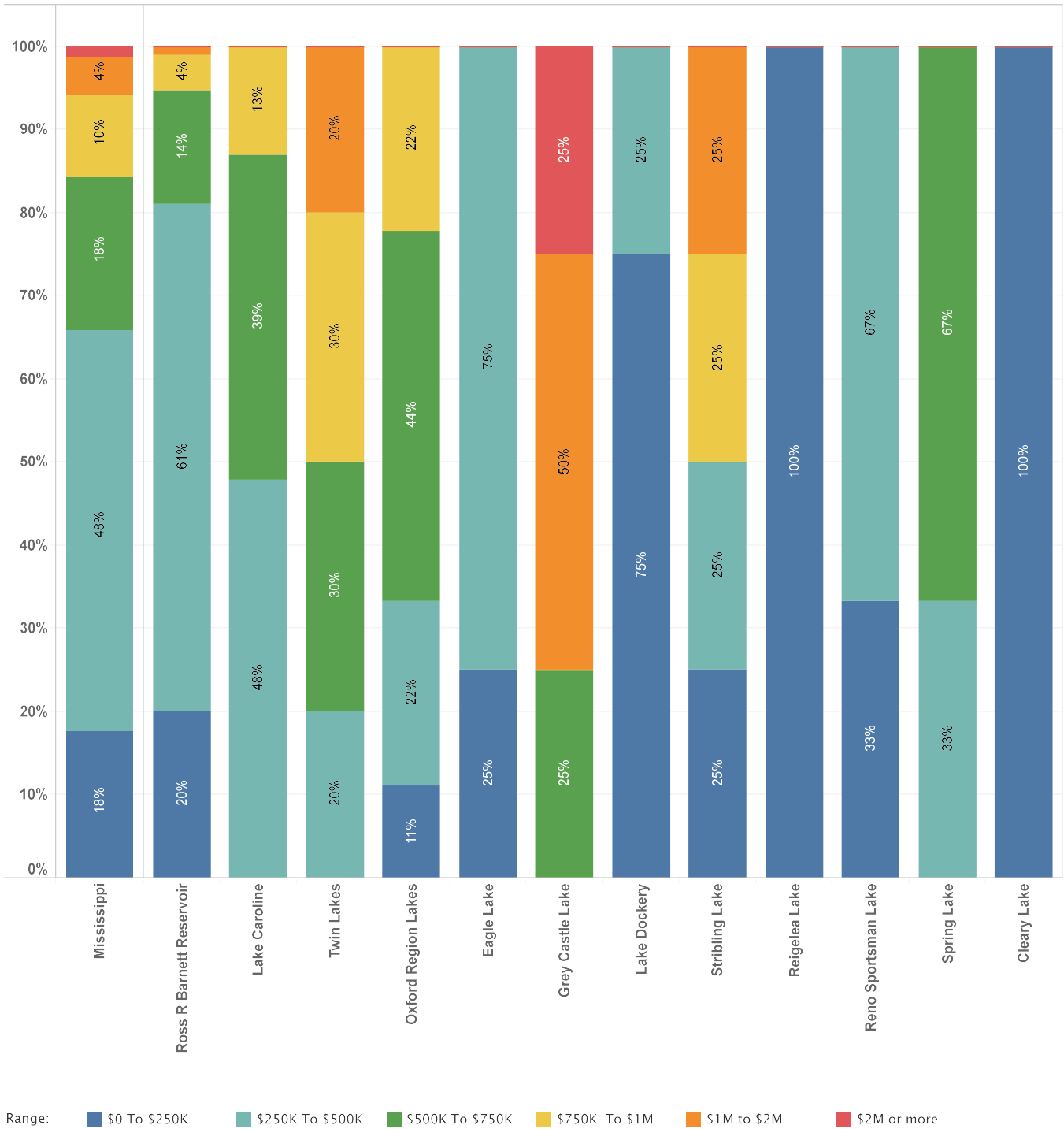
1. Ross R Barnett Reservoir	\$284,121
2. Lake Caroline	\$281,775
3. Chestnut Hill Lakes	\$77,612
4. Charlton Place Lakes	\$29,323

Listings of 10 Acres or More

1. Charlton Place Lakes	\$25,088
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

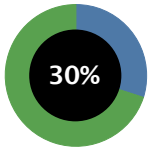
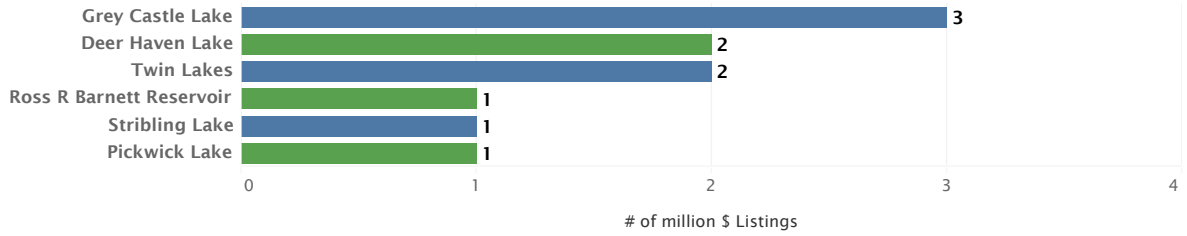
Price Breakdown by Percentage of Homes in the Mississippi Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2022Q3

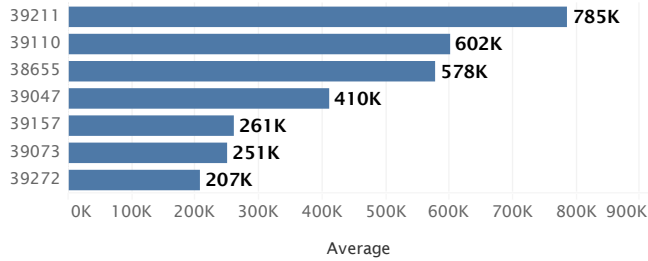


of \$1M+ Homes in Mississippi are on Grey Castle Lake

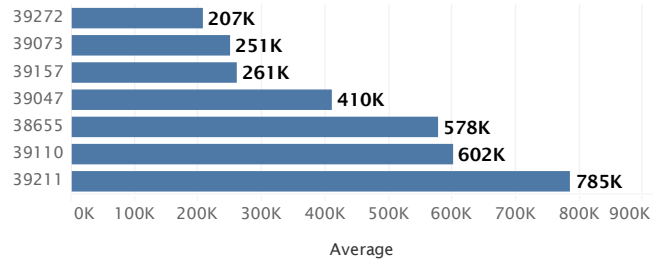
Total Number of \$1M+ Homes

10

Most Expensive ZIP Codes 2022Q3



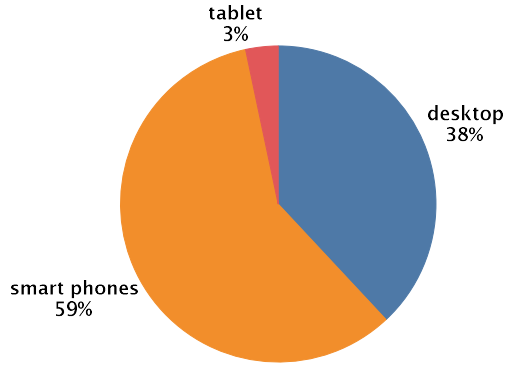
Most Affordable ZIP Codes 2022Q3



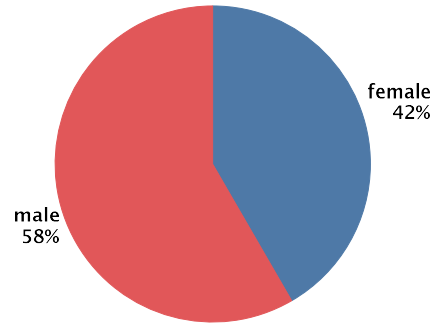
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2022Q3

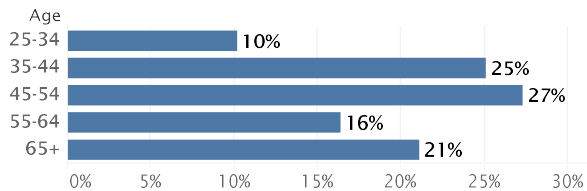


Male/Female Visitors 2022Q3



77% of potential buyers come from outside Mississippi

What Age Groups are Shopping 2022Q3



Chicago

is the Number 1 metro area outside of Mississippi searching for Mississippi lake property!

Number 2-10 metros are:

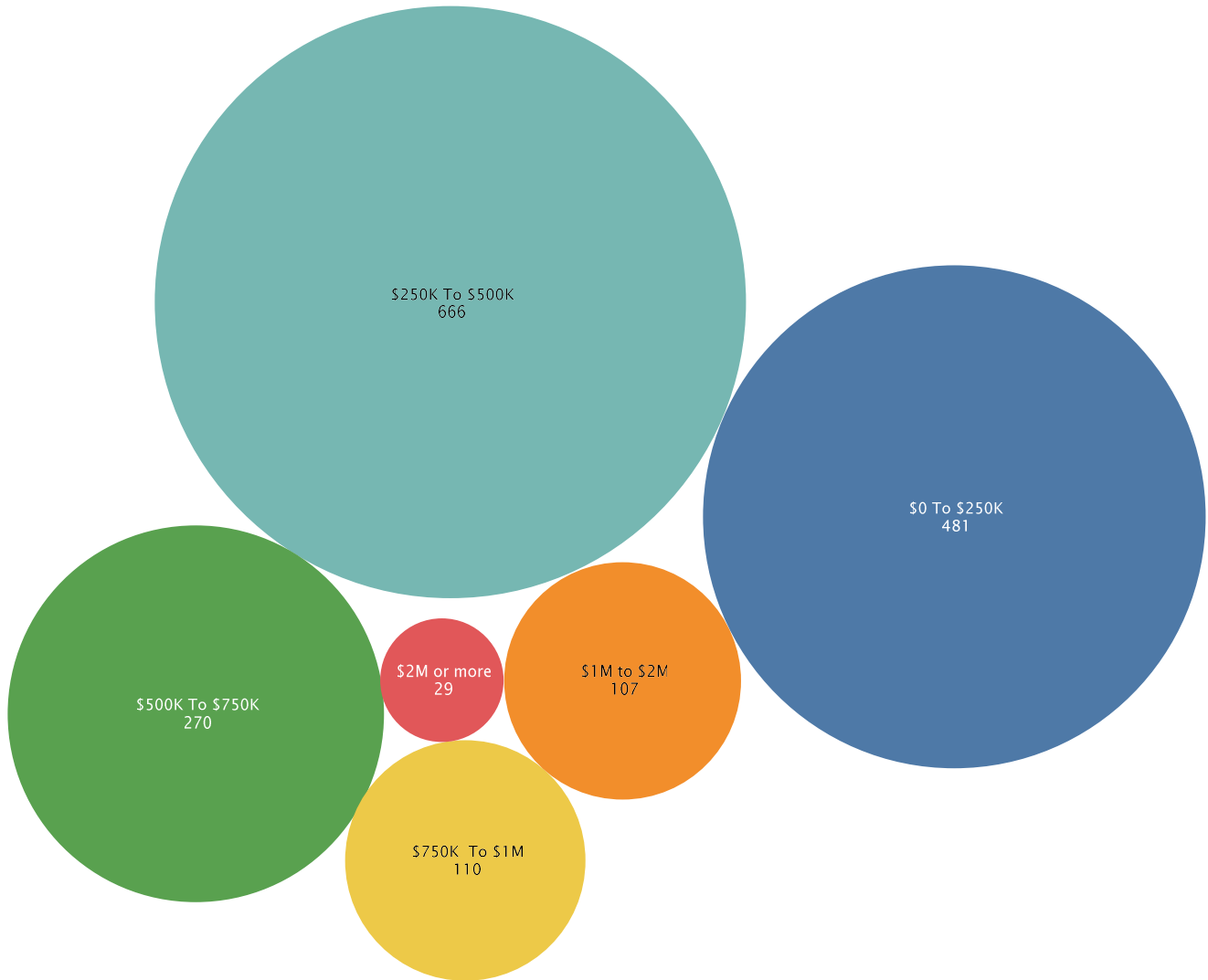
- New Orleans, LA
- Dallas-Ft. Worth, TX
- New York, NY
- Atlanta, GA
- Memphis, TN
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Nashville, TN
- Baton Rouge, LA
- Los Angeles, CA



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MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Missouri

The total Missouri Home Market increased from \$755 MM in summer 2022 to \$873 MM resulting in a 16% increase.

Largest Markets

1. Lake Of The Ozarks	\$523,670,630	47.4%
2. Table Rock Lake*	\$330,392,807	29.9%
3. Lake Taneycomo	\$100,644,632	9.1%
4. Bull Shoals Lake*	\$33,155,725	3.0%
5. Lake Saint Louis	\$19,155,395	1.7%

Total Missouri Market: \$1,105,467,152

Most Listings

1. Table Rock Lake*	1,270	35.4%
2. Lake Of The Ozarks	1,253	34.9%
3. Lake Taneycomo	333	9.3%
4. Bull Shoals Lake*	158	4.4%
5. Raintree Lake	57	1.6%

Total Missouri Listings: 3,591

Largest Home Markets

1. Lake Of The Ozarks	\$426,124,429	48.8%
2. Table Rock Lake*	\$246,552,246	28.2%
3. Lake Taneycomo	\$76,907,972	8.8%
4. Bull Shoals Lake*	\$23,724,800	2.7%
5. Lake Saint Louis	\$18,970,395	2.2%

Total Missouri Home Market: \$872,802,385

Most Homes Available

1. Lake Of The Ozarks	743	42.4%
2. Table Rock Lake*	423	24.2%
3. Lake Taneycomo	233	13.3%
4. Bull Shoals Lake*	73	4.2%
5. Lake Saint Louis	41	2.3%

Total Missouri Home Listings: 1,751

Largest Land Markets

1. Lake Of The Ozarks	\$97,546,201	41.9%
2. Lake Taneycomo	\$23,736,660	10.2%
3. Bull Shoals Lake*	\$9,430,925	4.1%
4. Alpine Lake	\$3,045,000	1.3%
5. Lake Thunderhead	\$2,496,000	1.1%

Total Missouri Land Market: \$232,664,767

Most Land Available

1. Table Rock Lake*	847	46.0%
2. Lake Of The Ozarks	510	27.7%
3. Lake Taneycomo	100	5.4%
4. Bull Shoals Lake*	85	4.6%
5. Raintree Lake	46	2.5%

Total Missouri Land Listings: 1,840

Average Home Price

1. Table Rock Lake	\$608,631
2. Lake Of The Ozarks	\$573,519
3. Lake Thunderhead	\$492,794
4. Lake Springfield	\$491,333
5. Lake Saint Louis	\$462,693

Average Land Price Per Acre

Listings of Less Than 10 Acres

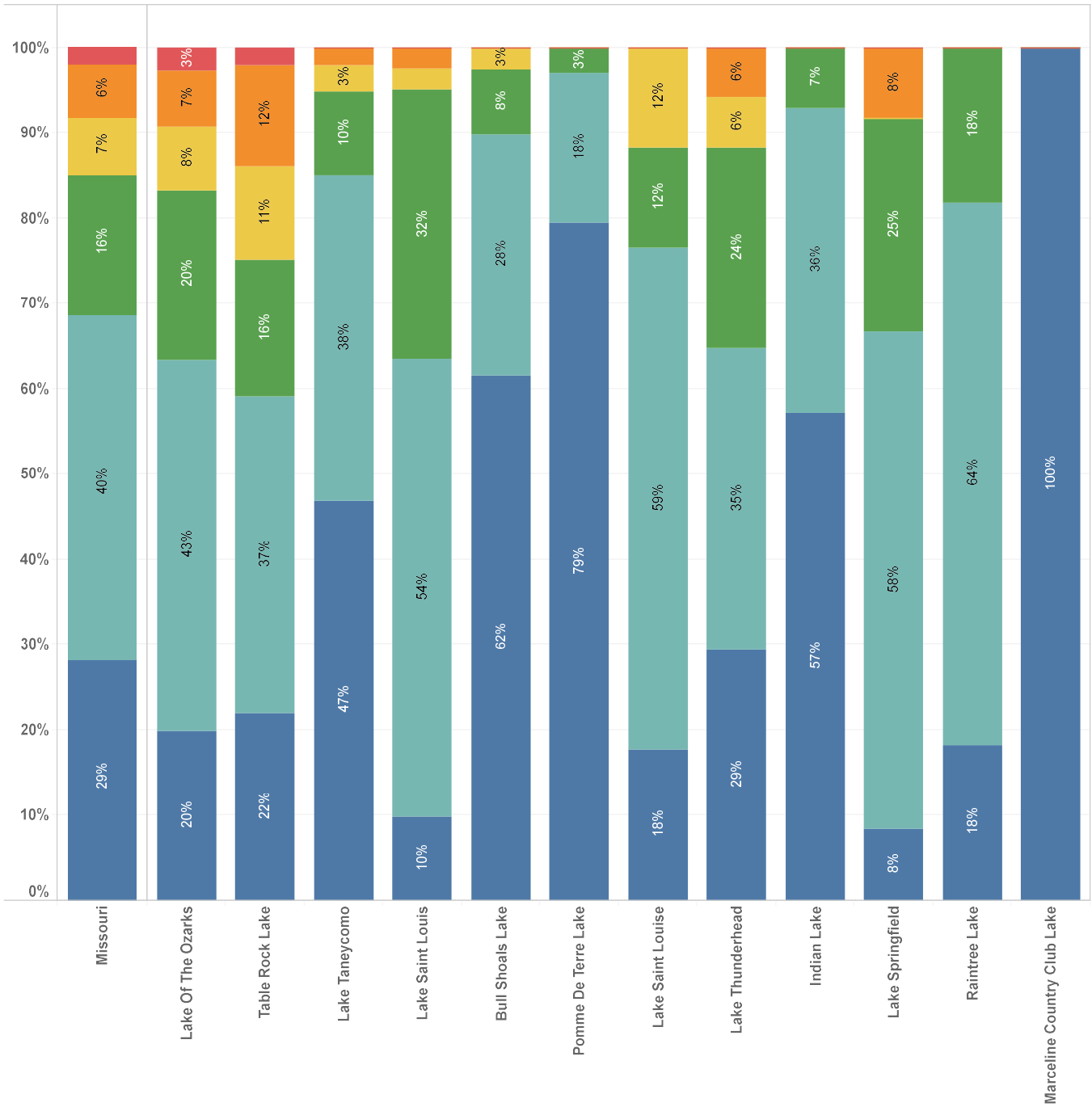
1. Lake Thunderhead	\$205,643
2. Goose Creek Lake	\$198,846
3. Lake Of The Ozarks	\$123,851
4. Raintree Lake	\$68,475
5. Table Rock Lake	\$54,219

Listings of 10 Acres or More

1. Lake Taneycomo	\$57,042
2. Lake Of The Ozarks	\$32,692
3. Table Rock Lake	\$13,420
4. Bull Shoals Lake	\$3,619

* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Missouri Market 2022Q3



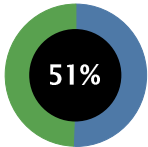
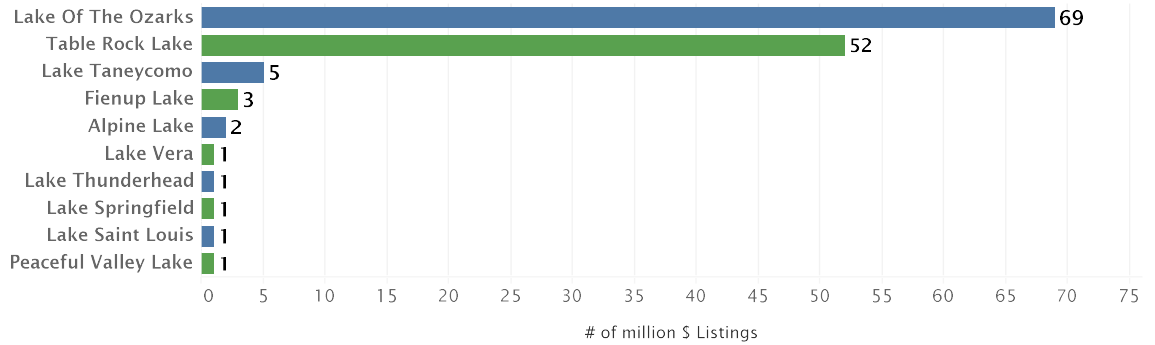
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2022Q3

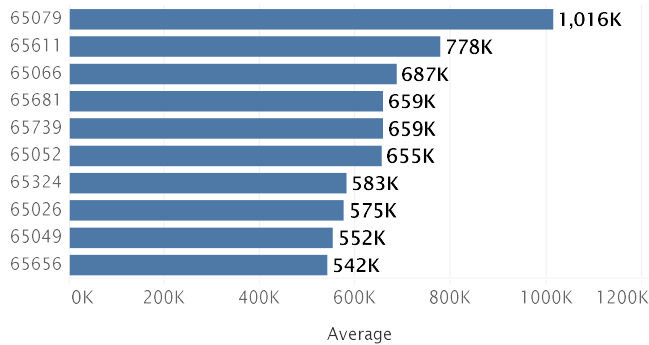


51% of \$1M+ Homes in Missouri are on Lake Of The Ozarks

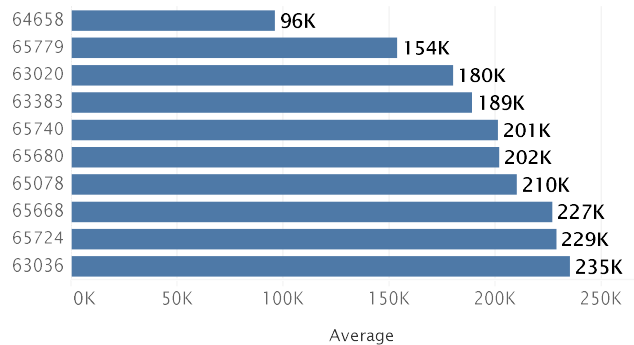
Total Number of \$1M+ Homes

136

Most Expensive ZIP Codes 2022Q3

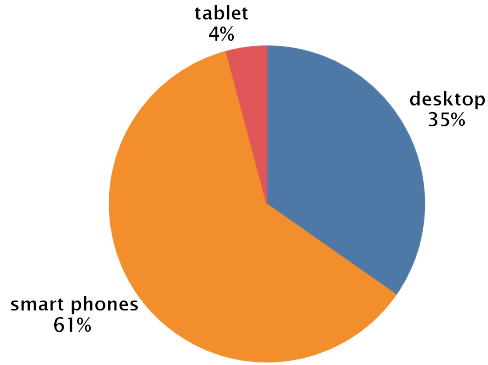


Most Affordable ZIP Codes 2022Q3

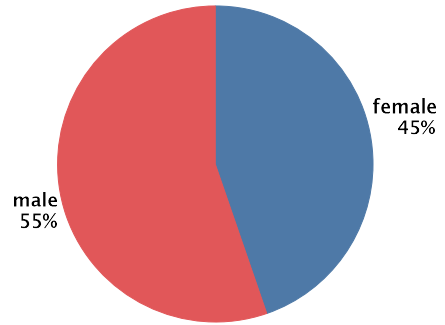


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

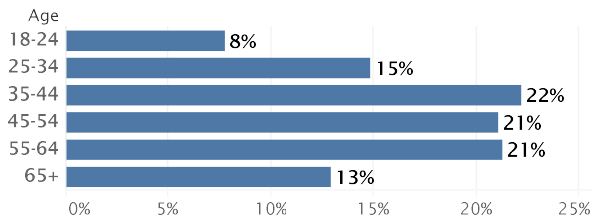


70% of potential buyers come from outside Missouri

Chicago

is the Number 1 metro area outside of Missouri searching for Missouri lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

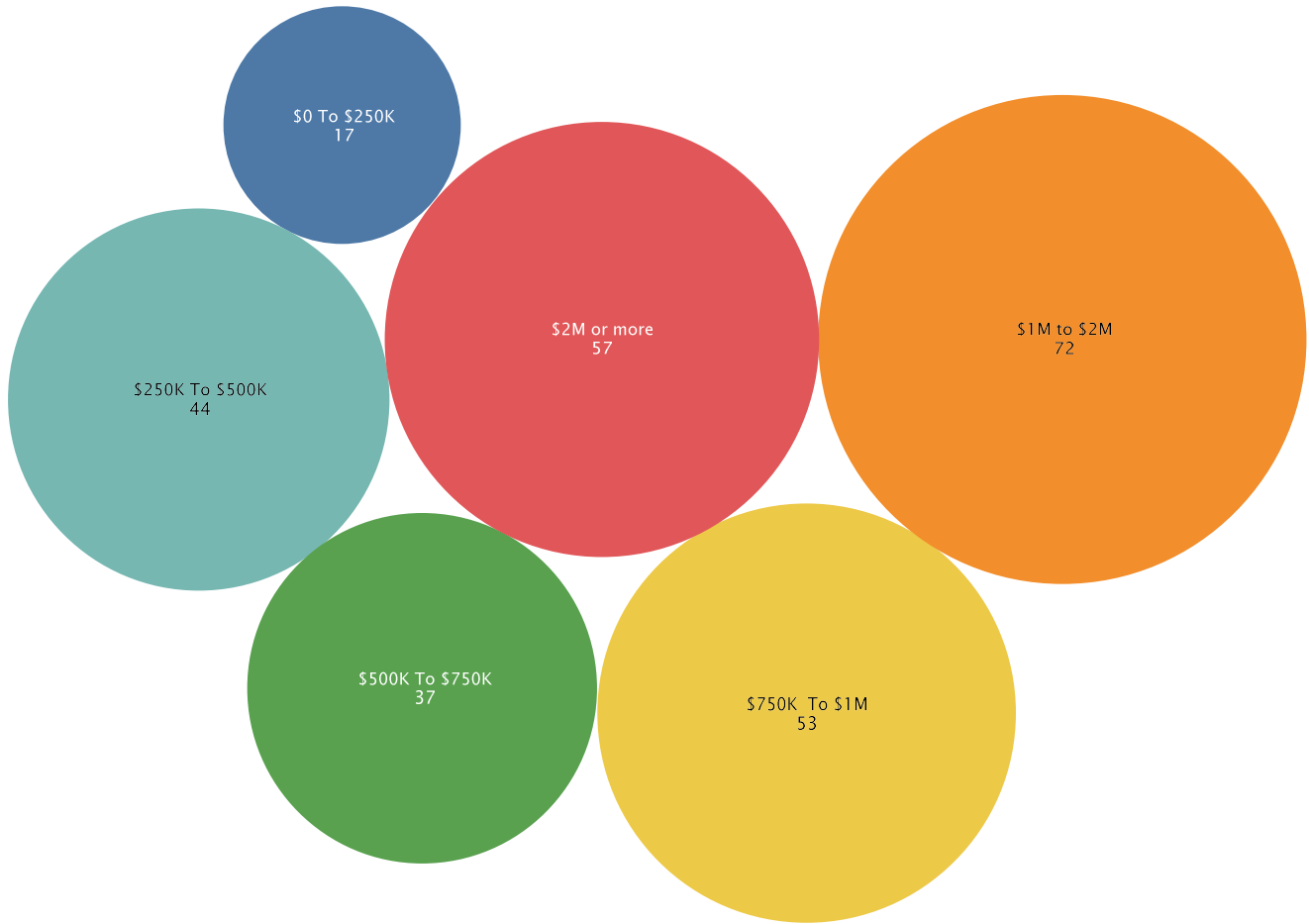
- Dallas-Ft. Worth, TX
- Denver, CO
- Des Moines-Ames, IA
- New York, NY
- Los Angeles, CA
- Phoenix, AZ
- Omaha, NE
- Wichita-Hutchinson, KS
- Minneapolis-St. Paul, MN



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MONTANA

Price Breakdown by Number of Homes in the Montana Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Montana

The Montana market increased from \$607 MM in summer 2022 to \$776 MM in summer 2022, a 28% rise.

Largest Markets

1. Flathead Lake	\$352,435,487	45.4%
2. Whitefish Lake	\$99,916,800	12.9%
3. Eagle Lake	\$51,556,805	8.7%
4. Ashley Lake	\$27,868,000	3.6%
5. Swan Lake	\$25,178,999	3.2%

Total Montana Market: \$776,098,383

Most Listings

1. Flathead Lake	171	33.6%
2. Eagle Lake	40	13.9%
3. Lake Koocanusa	36	7.1%
4. Whitefish Lake	33	6.5%
5. Noxon Reservoir	24	4.7%

Total Montana Listings: 509

Largest Home Markets

1. Flathead Lake	\$272,185,797	45.7%
2. Whitefish Lake	\$81,775,800	13.7%
3. Eagle Lake	\$51,556,805	8.7%
4. Ashley Lake	\$25,000,000	4.2%
5. Swan Lake	\$20,303,999	3.4%

Total Montana Home Market: \$595,832,995

Most Homes Available

1. Flathead Lake	99	34.5%
2. Eagle Lake	40	13.9%
3. Whitefish Lake	24	8.4%
4. Noxon Reservoir	11	3.8%
5. Lake Koocanusa	9	3.1%

Total Montana Home Listings: 287

Largest Land Markets

1. Flathead Lake	\$80,249,690	44.5%
2. Whitefish Lake	\$18,141,000	10.1%
3. Lower Stillwater Lake	\$7,495,000	4.2%
4. Lake Koocanusa	\$6,859,200	3.8%
5. Bitterroot Lake	\$5,888,000	3.3%

Total Montana Land Market: \$180,265,388

Most Land Available

1. Flathead Lake	72	32.4%
2. Lake Koocanusa	27	12.2%
3. Noxon Reservoir	13	5.9%
4. Whitefish Lake	9	4.1%
5. Bull Lake	8	3.6%

Total Montana Land Listings: 222

Average Home Price

1. Whitefish Lake	\$3,407,325
2. Flathead Lake	\$2,892,820

Average Land Price Per Acre

Listings of Less Than 10 Acres

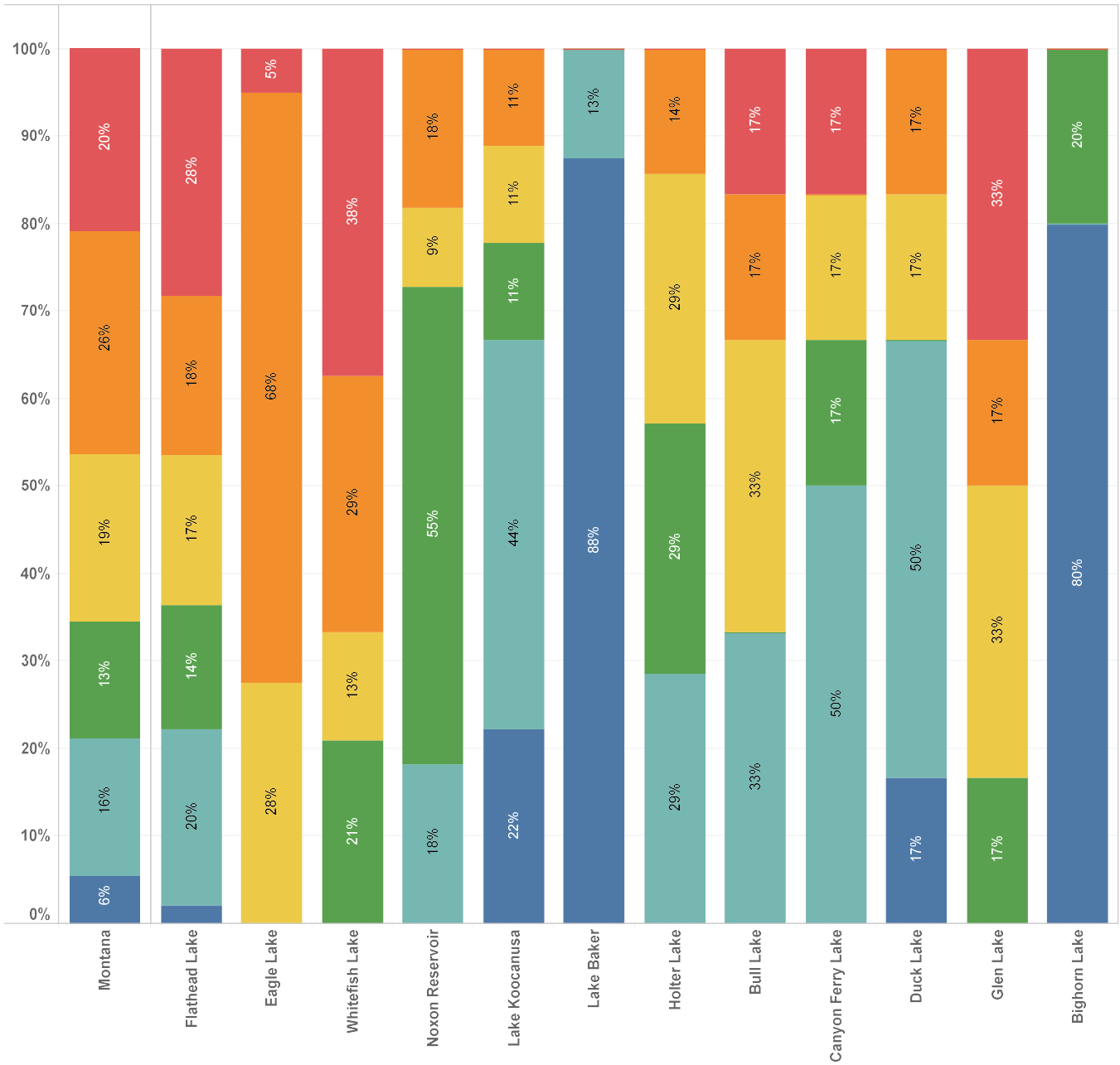
1. Flathead Lake	\$291,155
2. Lake Koocanusa	\$192,636
3. Noxon Reservoir	\$72,682

Listings of 10 Acres or More

1. Flathead Lake	\$216,301
2. Hauser Lake	\$28,631

* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Montana Market 2022Q3



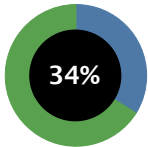
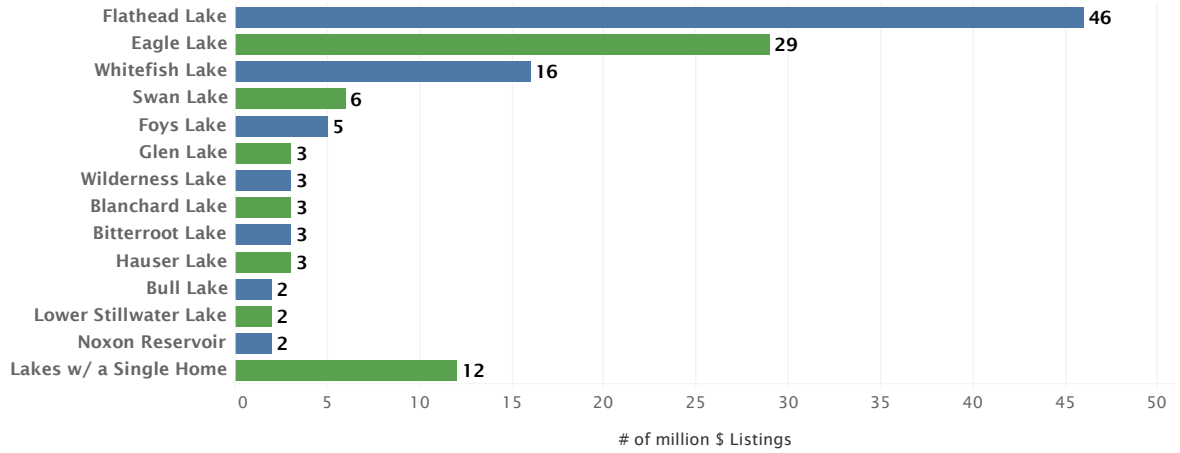
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2022Q3

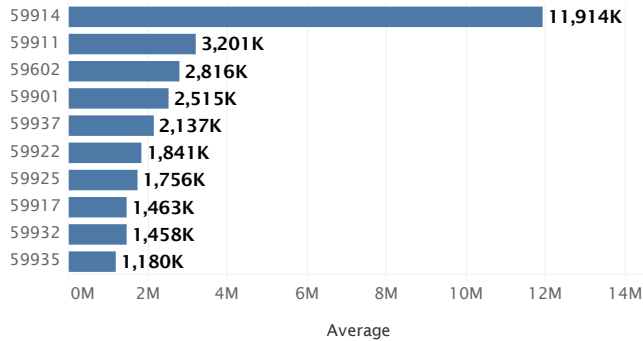


of \$1M+ Homes in Montana are on Flathead Lake

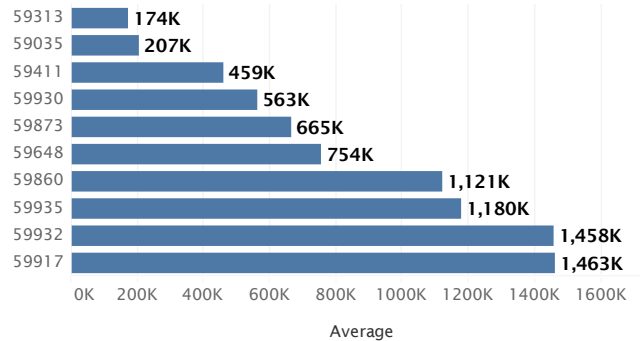
Total Number of \$1M+ Homes

135

Most Expensive ZIP Codes 2022Q3

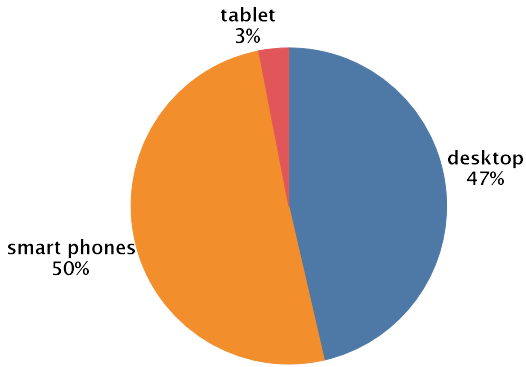


Most Affordable ZIP Codes 2022Q3

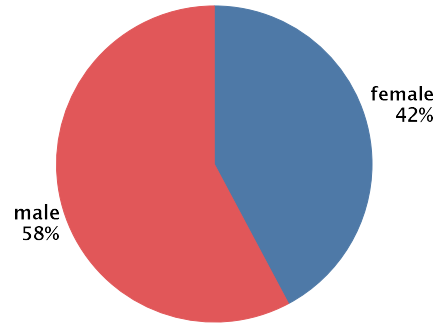


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2022Q3

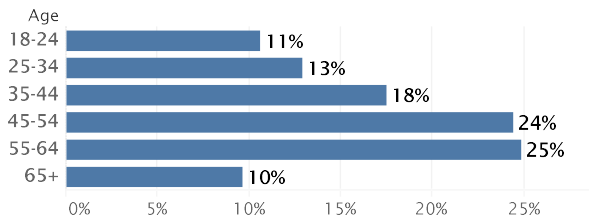


Male/Female Visitors 2022Q3



87% of potential buyers come from outside Montana

What Age Groups are Shopping 2022Q3



Phoenix

is the Number 1 metro area outside of Montana searching for Montana lake property!

Number 2-10 metros are:

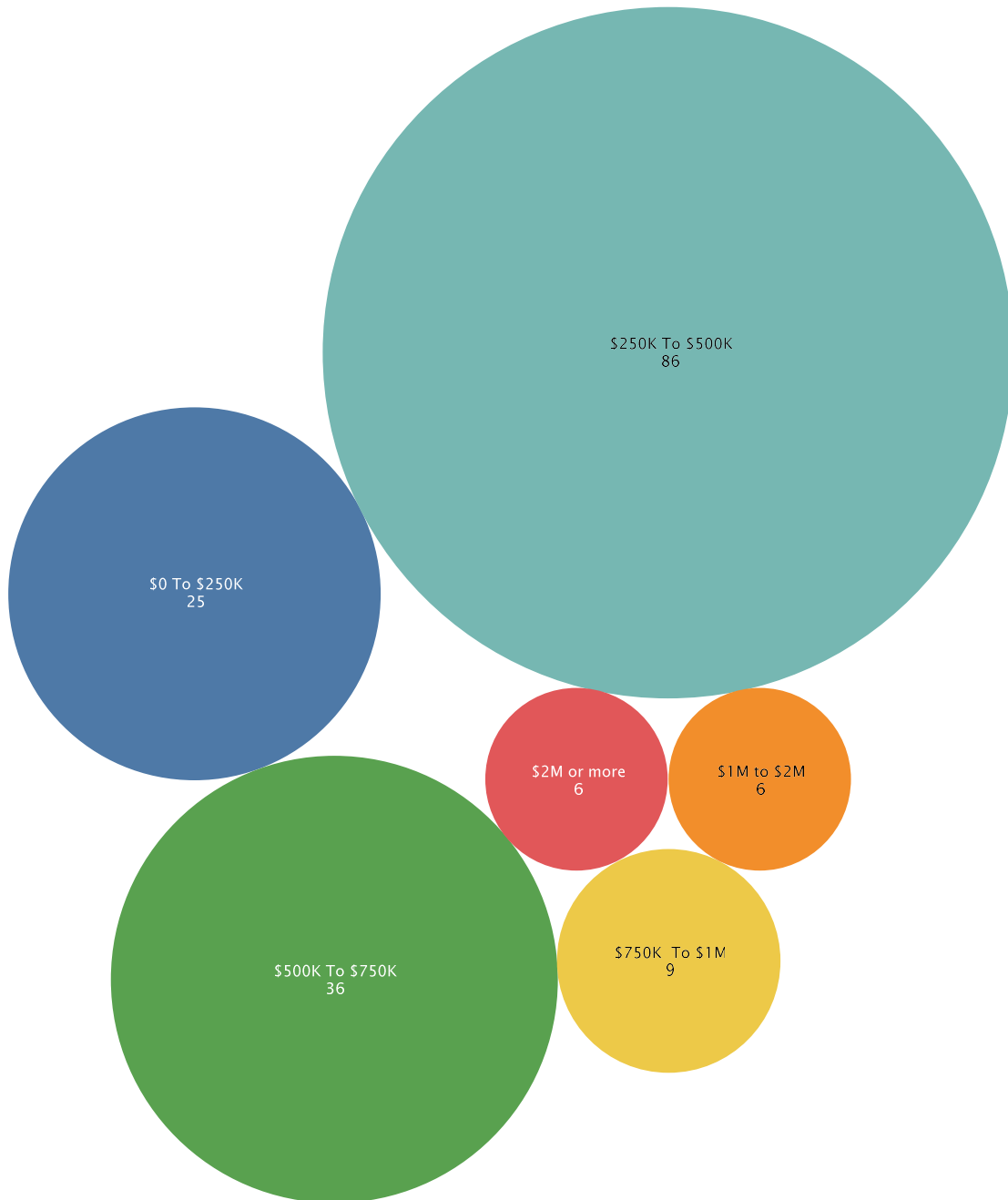
- Los Angeles, CA
- Seattle-Tacoma, WA
- Denver, CO
- Salt Lake City, UT
- Chicago, IL
- New York, NY
- Spokane, WA
- San Francisco-Oakland-San Jose, CA
- San Diego, CA



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LAKEHOMES.COM

NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Nebraska

67% of homes on Boys Town Reservoir Number 3 are valued at \$1 MM or more.

Largest Markets

1. Newport Landing Lake	\$18,788,374	19.2%
2. Beaver Lake	\$9,241,662	9.5%
3. Boys Town Reservoir Number 3	\$8,845,330	9.1%
4. Walnut Creek Lake	\$8,392,801	8.6%
5. Zorinsky Lake	\$6,418,900	6.6%

Total Nebraska Market: \$97,851,515

Most Listings

1. Beaver Lake	64	26.1%
2. Newport Landing Lake	29	11.8%
3. Walnut Creek Lake	20	8.2%
4. Standing Bear Reservoir	19	11.3%
5. Zorinsky Lake	17	6.9%

Total Nebraska Listings: 246

Largest Home Markets

1. Newport Landing Lake	\$17,476,374	19.5%
2. Walnut Creek Lake	\$8,327,851	9.3%
3. Boys Town Reservoir Number 3	\$7,720,330	8.6%
4. Beaver Lake	\$6,437,662	7.2%
5. Zorinsky Lake	\$6,364,900	7.1%

Total Nebraska Home Market: \$89,591,715

Most Homes Available

1. Newport Landing Lake	22	13.1%
2. Standing Bear Reservoir	19	11.3%
2. Walnut Creek Lake	19	11.3%
4. Zorinsky Lake	16	9.5%
5. Beaver Lake	15	8.9%

Total Nebraska Home Listings: 168

Largest Land Markets

1. Beaver Lake	\$2,804,000	35.0%
2. Newport Landing Lake	\$1,312,000	16.4%
3. Boys Town Reservoir Number 3	\$1,125,000	14.0%
4. Plattsmouth Reservoir 10-a	\$1,100,000	13.7%
5. Plattsmouth Reservoir 12-a	\$450,000	5.6%

Total Nebraska Land Market: \$8,019,800

Most Land Available

1. Beaver Lake	49	63.6%
2. Newport Landing Lake	7	9.1%
3. Boys Town Reservoir Number 3	6	7.8%
4. Rainbow Lake	3	3.9%
5. Tekamah-mud Creek Reservoir 22-a	2	2.6%

Total Nebraska Land Listings: 77

Average Home Price

1. Newport Landing Lake	\$794,381
2. Glenn Cunningham Lake	\$570,427
3. Beaver Lake	\$482,128

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Beaver Lake	\$61,951
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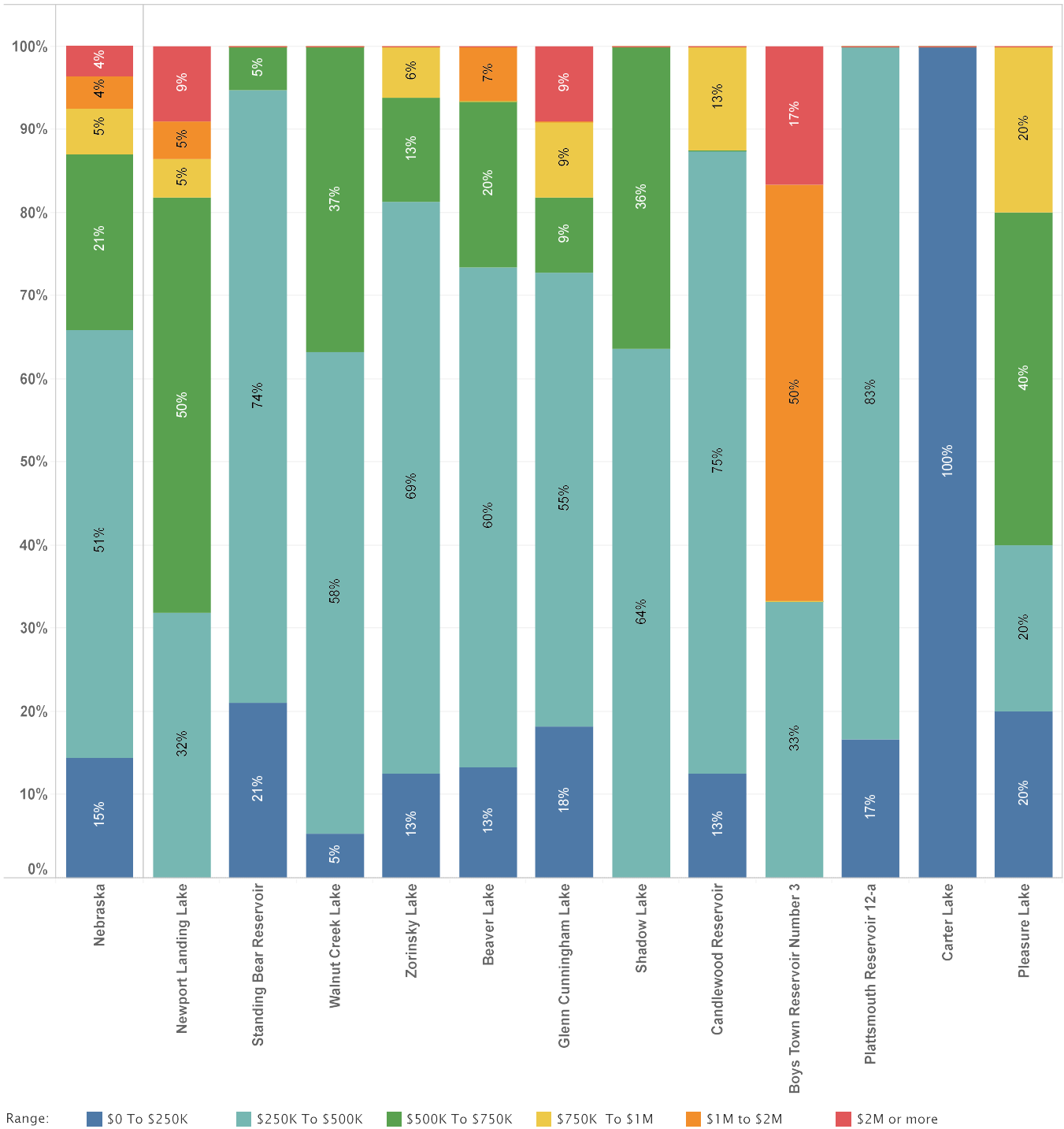
Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

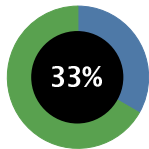
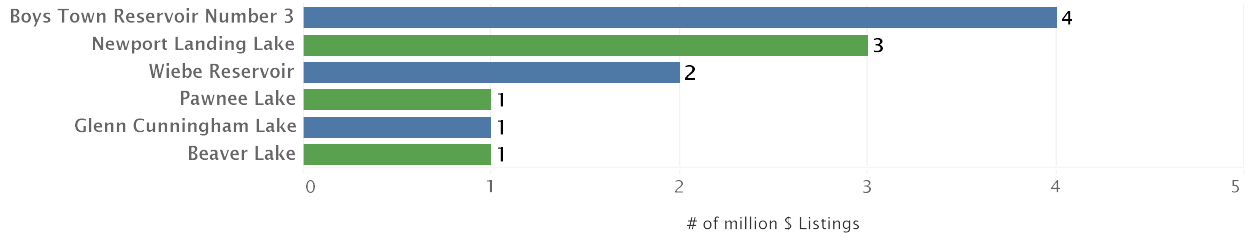
Price Breakdown by Percentage of Homes in the Nebraska Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2022Q3

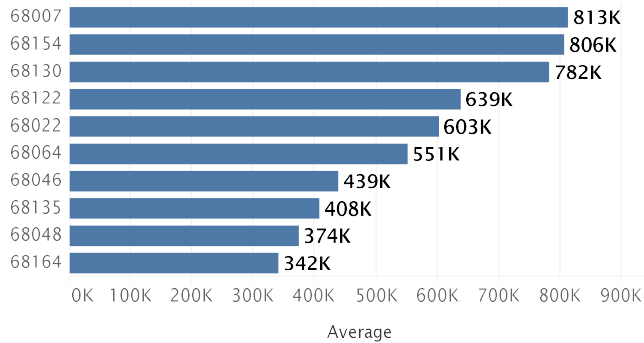


33% of \$1M+ Homes in Nebraska are on Boys Town Reservoir Number 3

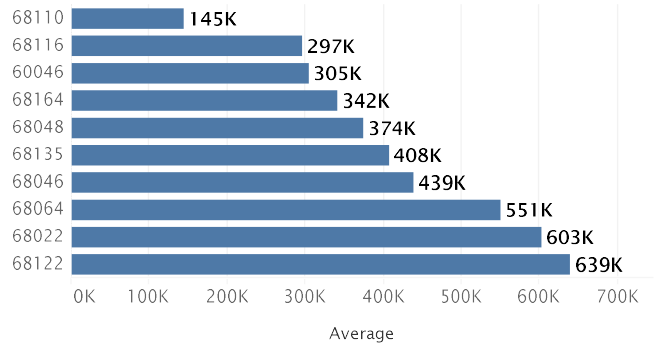
Total Number of \$1M+ Homes

12

Most Expensive ZIP Codes 2022Q3



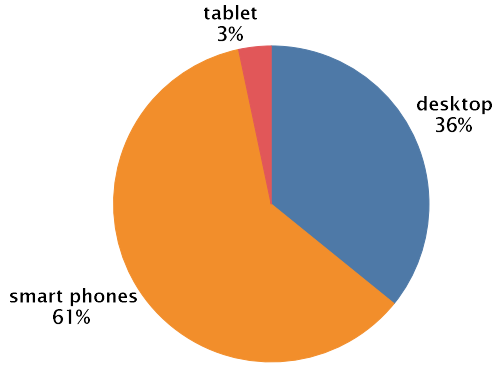
Most Affordable ZIP Codes 2022Q3



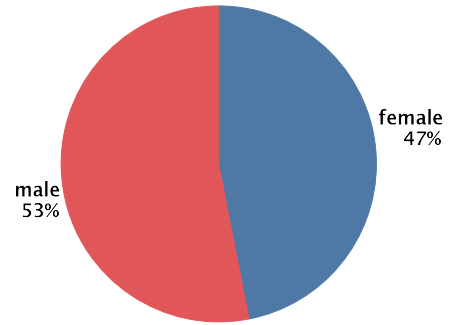
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

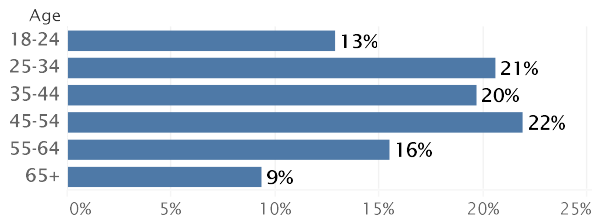


60% of potential buyers come from outside Nebraska

Chicago

is the Number 1 metro area outside of Nebraska searching for Nebraska lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

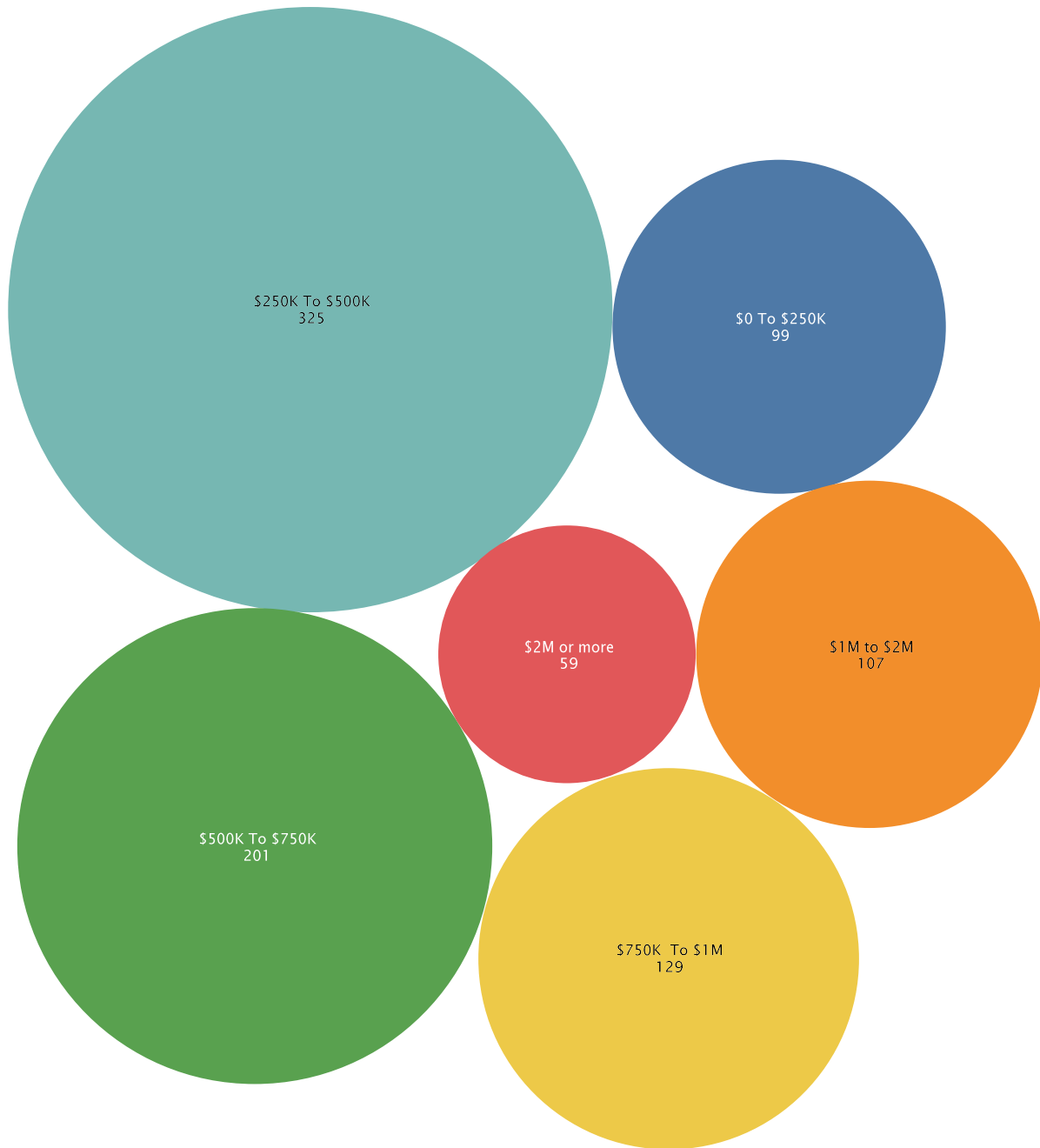
- Denver, CO
- Phoenix, AZ
- Dallas-Ft. Worth, TX
- Minneapolis-St. Paul, MN
- New York, NY
- Kansas City, MO
- Los Angeles, CA
- Sioux City, IA
- Washington DC (Hagerstown MD)



LAKE HOMES REALTY
LAKEHOMES.COM

NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
LAKEHOMES.COM

New Hampshire

The total New Hampshire market increased from \$677 MM in summer 2022 to \$975 MM in fall 2022, a 44% rise.

Largest Markets

1. Lake Winnepesaukee	\$402,044,288	41.2%	6. South Mill Pond	\$26,554,100	3.0%
2. Sunapee Lake	\$63,663,500	6.5%	7. Newfound Lake	\$16,737,900	1.9%
3. North Mill Pond	\$36,530,600	4.1%	8. Angle Pond	\$14,559,500	1.6%
4. Squam Lake	\$36,123,600	3.7%	9. Arlington Mill Reservoir	\$13,860,100	1.5%
5. Lake Winnisquam	\$29,875,097	3.1%	10. Loon Lake	\$13,333,900	1.4%

Total New Hampshire Market: \$975,287,960

Largest Home Markets

1. Lake Winnepesaukee	\$354,056,890	43.3%
2. Sunapee Lake	\$51,580,000	6.3%
3. North Mill Pond	\$34,120,600	4.2%
4. Squam Lake	\$26,130,700	3.2%
5. Lake Winnisquam	\$23,051,697	2.8%
6. South Mill Pond	\$15,659,100	1.9%
7. Newfound Lake	\$15,168,900	1.9%
8. Angle Pond	\$14,000,200	1.7%
9. Arlington Mill Reservoir	\$12,825,100	1.6%
10. Bow Lake	\$9,011,599	1.1%

Total New Hampshire Home Market: \$818,424,020

Largest Land Markets

1. Lake Winnepesaukee	\$28,052,400	34.1%
2. Sunapee Lake	\$7,539,500	9.2%
3. Squam Lake	\$6,842,900	8.3%
4. Loon Lake	\$3,995,000	4.9%
5. Spofford Lake	\$2,647,000	3.2%
6. Lake Winnisquam	\$2,448,900	3.0%
7. Ossipee Lake	\$2,293,900	2.8%
8. Highland Lake	\$1,961,200	2.4%
9. Mascoma Lake	\$1,850,000	2.2%
10. Crescent Lake - Wolfeboro	\$1,570,000	1.9%

Total New Hampshire Land Market: \$82,243,942

The total Lake Winnepesaukee market grew from \$232 MM in summer 2022 to \$402 MM, a 73% increase.

Most Expensive Homes

1. Sunapee Lake	\$2,242,609
2. Squam Lake	\$1,742,047

Most Affordable Homes

1. Arlington Mill Reservoir	\$735,653
2. Lake Winnisquam	\$738,703

Most Listings

1. Lake Winnepesaukee	336	26.4%	6. Gould Pond	27	2.2%
2. Lake Winnisquam	42	3.3%	7. Ossipee Lake	26	2.1%
3. North Mill Pond	36	3.7%	8. Locke Lake	25	2.0%
4. Sunapee Lake	33	2.6%	9. Angle Pond	24	2.0%
5. Squam Lake	28	2.2%	10. Eastman Pond	23	1.9%
Total New Hampshire Listings:				1,273	

Most Homes Available

1. Lake Winnepesaukee	263	28.6%
2. North Mill Pond	34	3.7%
3. Lake Winnisquam	33	3.6%
4. Sunapee Lake	23	2.5%
5. Angle Pond	21	2.3%
6. Arlington Mill Reservoir	18	2.0%
6. Glen Lake	18	2.0%
8. Newfound Lake	17	1.8%
9. Opechee Bay Reservoir	16	1.7%
10. Eastman Pond	15	1.6%

Total New Hampshire Home Listings: 920

Most Land Available

1. Lake Winnepesaukee	58	20.0%
2. Gould Pond	22	7.6%
3. Little Pea Porridge Pond	14	4.8%
4. Squam Lake	12	4.1%
5. Ossipee Lake	11	3.8%
6. Highland Lake	10	3.4%
6. Locke Lake	10	3.4%
8. Eastman Pond	8	2.8%
9. Hills Pond	7	2.4%
9. Sunapee Lake	7	2.4%

Total New Hampshire Land Listings: 290

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$185,950
2. Locke Lake	\$110,586
3. Gould Pond	\$68,135
4. Little Pea Porridge Pond	\$67,885

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$63,347
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Most Affordable Land per Acre

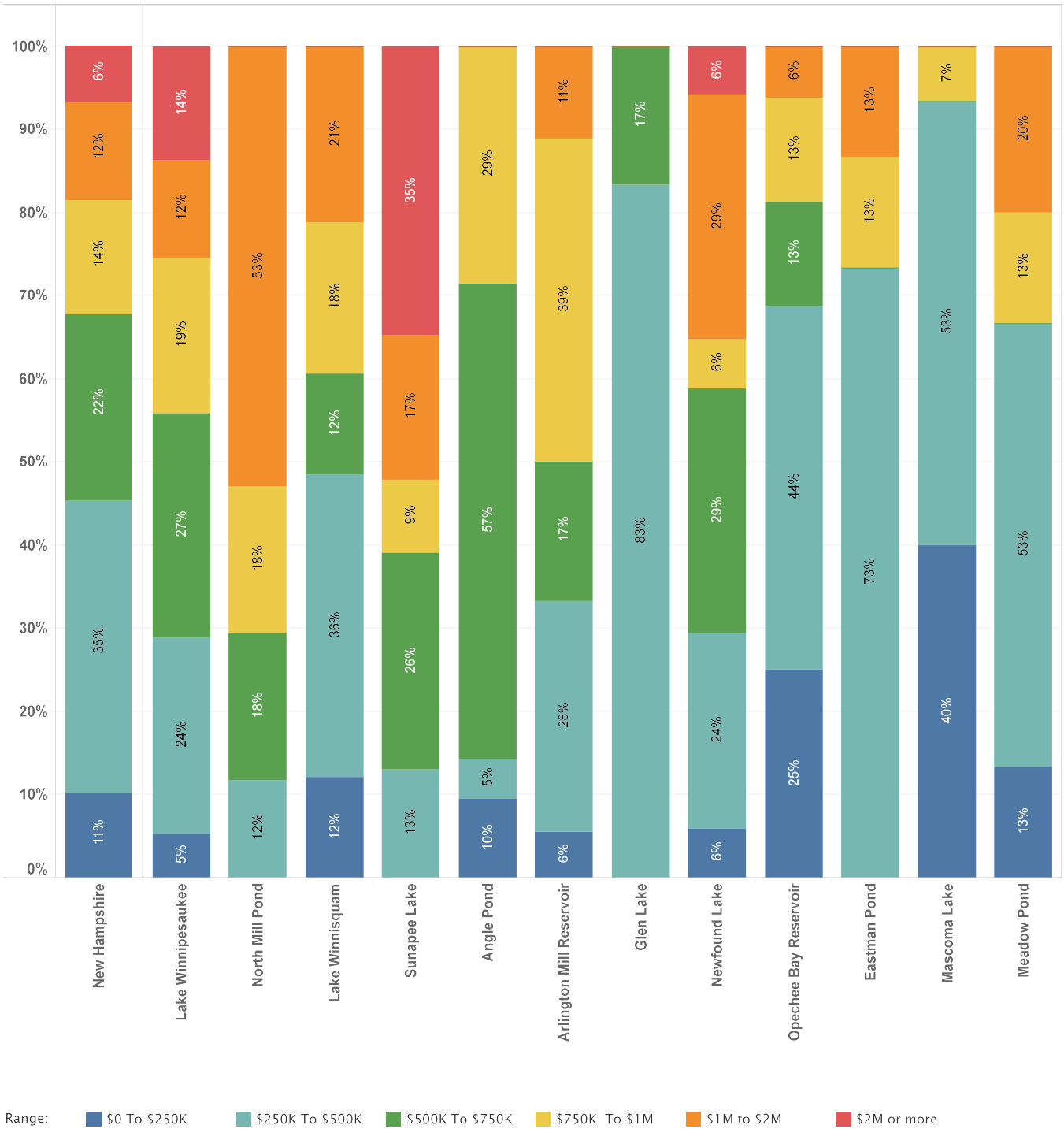
Listings of Less Than 10 Acres

1. Little Pea Porridge Pond	\$67,885
2. Gould Pond	\$68,135
3. Locke Lake	\$110,586
4. Lake Winnepesaukee	\$185,950

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$63,347
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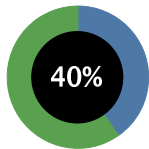
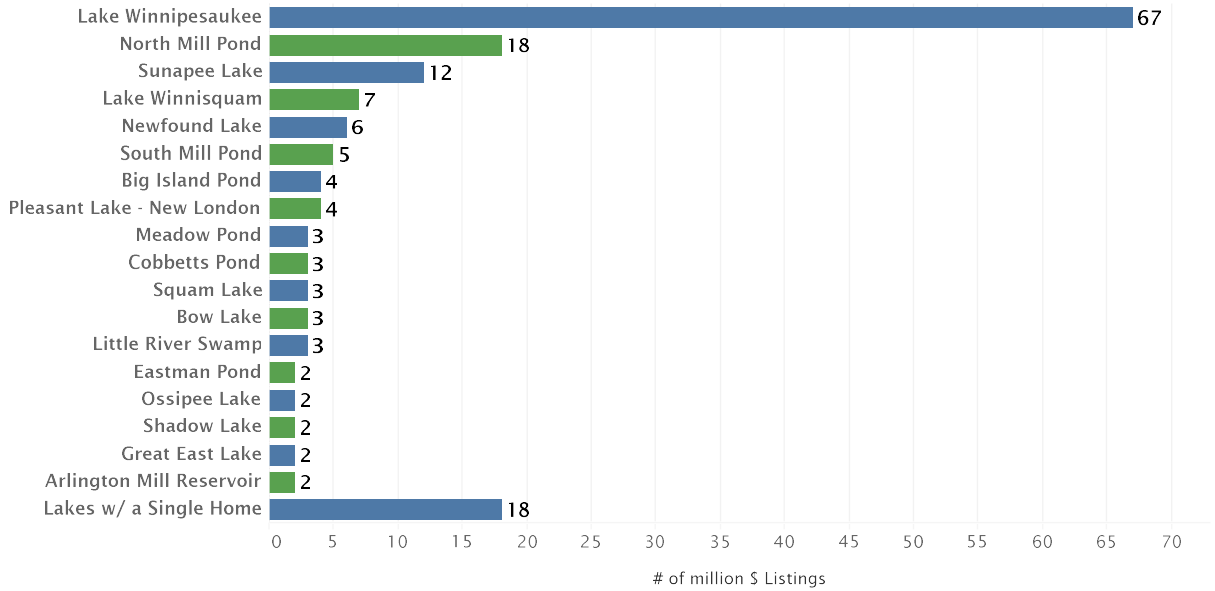
Price Breakdown by Percentage of Homes in the New Hampshire Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2022Q3

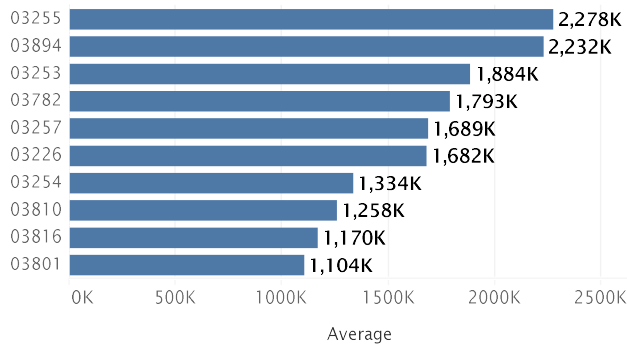


40% of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

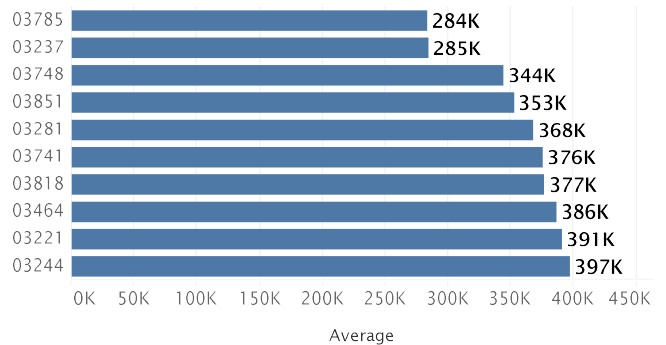
Total Number of \$1M+ Homes

166

Most Expensive ZIP Codes 2022Q3



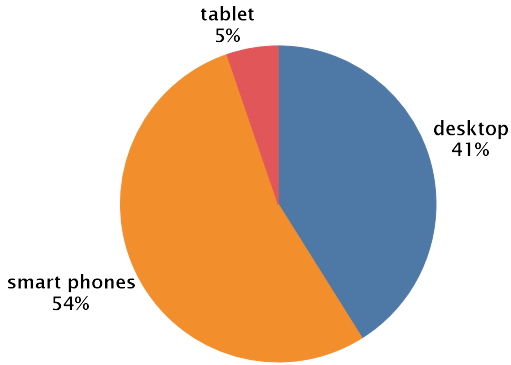
Most Affordable ZIP Codes 2022Q3



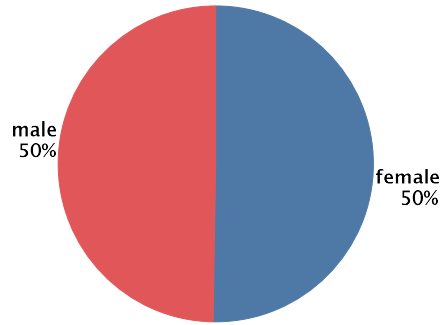
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

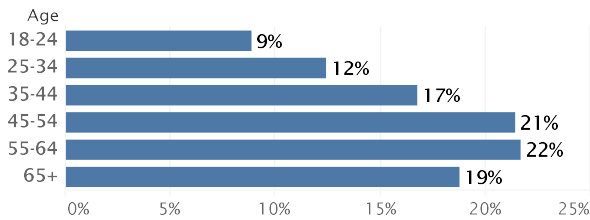


84% of potential buyers come from outside New Hampshire

New York,

is the Number 1 metro area outside of New Hampshire searching for New Hampshire lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

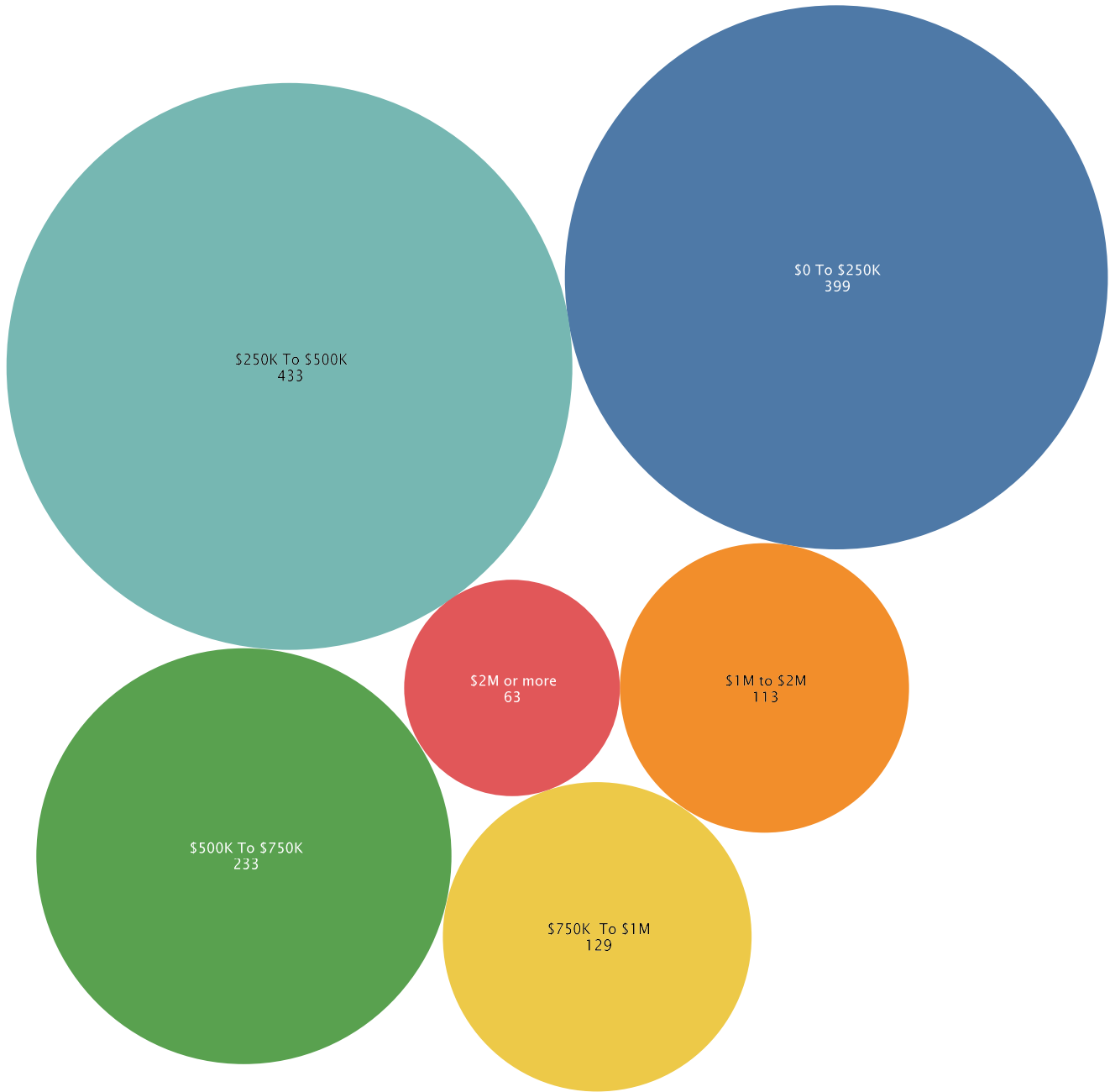
- Hartford & New Haven, CT
- Portland-Auburn, ME
- Burlington VT-Plattsburgh, NY
- Providence-New Bedford, MA
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Springfield-Holyoke, MA
- Chicago, IL
- Atlanta, GA



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LAKEHOMES.COM

NEW YORK

Price Breakdown by Number of Homes in the New York Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
LAKEHOMES.COM

New York

The total New York home market increased from \$677 MM in summer 2022 to \$1 BB in fall 2022, a 48% rise.

Largest Markets

1. Lake George	\$161,470,888	13.7%	6. Canandaigua Lake	\$47,821,900	4.1%
2. Lake Champlain*	\$155,406,494	13.0%	7. Chautauqua Lake	\$47,610,455	4.0%
3. Skaneateles Lake	\$99,977,999	8.5%	8. Cayuga Lake	\$46,248,850	3.9%
4. Lake Ontario	\$61,151,486	5.2%	9. Lake Placid	\$43,904,449	3.7%
5. Delaware River*	\$49,752,600	4.2%	10. Saratoga Lake	\$43,606,370	3.7%

Total New York Market: \$1,194,597,075

Largest Home Markets

1. Lake George	\$150,755,488	14.3%
2. Lake Champlain*	\$133,596,294	12.7%
3. Skaneateles Lake	\$94,134,199	9.0%
4. Lake Ontario	\$53,258,987	5.1%
5. Chautauqua Lake	\$46,012,105	4.4%
6. Canandaigua Lake	\$44,771,600	4.3%
7. Lake Placid	\$41,011,449	3.9%
8. Cayuga Lake	\$38,491,900	3.7%
9. Saratoga Lake	\$38,223,671	3.6%
10. Great Sacandaga Lake	\$37,696,889	3.6%

Total New York Home Market: \$1,051,430,500

Largest Land Markets

1. Lake Erie	\$14,358,400	11.4%
2. Lake Champlain*	\$13,545,300	10.8%
3. Lake George	\$10,715,400	8.5%
4. Lake Ontario	\$7,892,499	6.3%
5. Cayuga Lake	\$7,756,950	6.2%
6. Skaneateles Lake	\$5,843,800	4.7%
7. Saratoga Lake	\$5,382,699	4.3%
8. Keuka Lake	\$5,099,799	4.1%
9. Oneida Lake	\$4,303,200	3.4%
10. Great Sacandaga Lake	\$4,046,900	3.2%

Total New York Land Market: \$125,509,475

The total Lake George market grew 85% since summer 2022 and now occupies the 1st spot on the Largest Markets List.

Most Expensive Homes

1. Lake Placid	\$1,952,926
2. Skaneateles Lake	\$1,882,684

Most Affordable Homes

1. Lake Champlain	\$643,129
2. Lake Erie - Buffalo Area	\$650,326

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lake Champlain*	251	12.3%	6. Great Sacandaga Lake	108	5.3%
2. Lake Ontario	184	9.1%	7. Canandaigua Lake	96	4.7%
3. Lake George	150	7.4%	8. Chautauqua Lake	72	3.6%
4. Delaware River*	115	5.6%	9. Seneca Lake	70	3.5%
5. Oneida Lake	114	5.6%	10. Cayuga Lake	65	3.2%
Total New York Listings:				2,047	

Most Homes Available

1. Lake Champlain*	196	12.4%
2. Lake Ontario	137	8.6%
3. Lake George	119	7.5%
4. Great Sacandaga Lake	83	5.2%
5. Oneida Lake	82	5.2%
6. Canandaigua Lake	81	5.1%
7. Delaware River*	78	4.9%
8. Chautauqua Lake	66	4.2%
9. Seneca Lake	60	3.8%
10. Cayuga Lake	55	3.5%

Total New York Home Listings: 1,585

Most Land Available

1. Lake Champlain*	48	10.8%
2. Lake Ontario	47	10.6%
3. Oneida Lake	32	7.2%
4. Lake George	31	7.0%
5. Delaware River*	25	5.6%
5. Great Sacandaga Lake	25	5.6%
7. Canandaigua Lake	15	3.4%
8. Keuka Lake	14	3.2%
9. Loon Lake - Chestertown	12	2.7%
10. Black Lake	10	2.3%

Total New York Land Listings: 443

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake George	\$171,596
2. Canandaigua Lake	\$163,678
3. Brant Lake	\$152,917
4. Lake Ontario - Watertown Area	\$119,222
5. Oneida Lake	\$100,202
6. Lake Ontario - Rochester Area	\$93,244
7. Lake Champlain	\$66,462
8. Great Sacandaga Lake	\$36,754

Listings of 10 Acres or More

1. Cayuga Lake	\$22,441
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

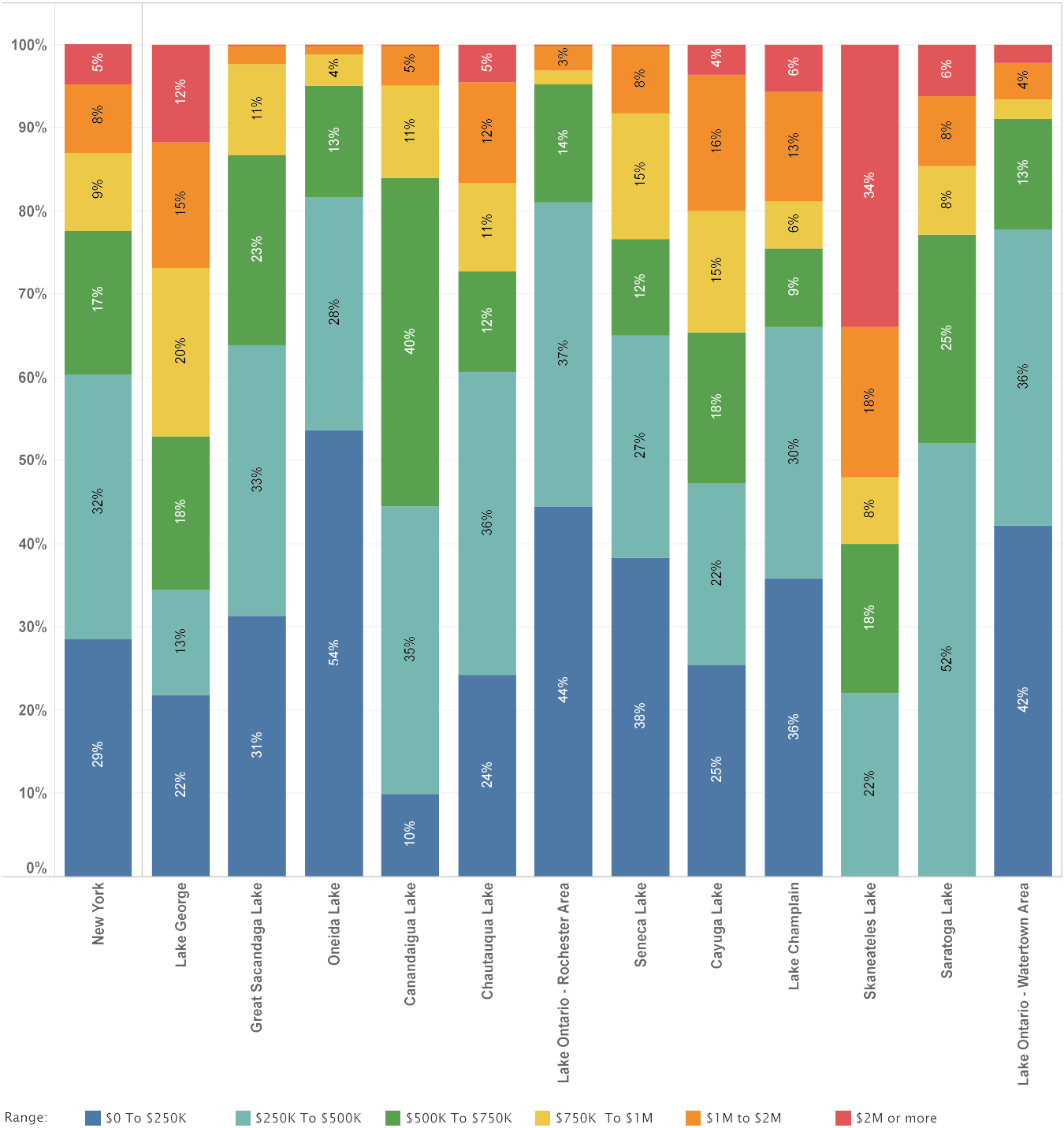
1. Loon Lake - Chestertown	\$22,490
2. Great Sacandaga Lake	\$36,754
3. Lake Champlain	\$66,462
4. Lake Ontario - Rochester Area	\$93,244
5. Oneida Lake	\$100,202
6. Lake Ontario - Watertown Area	\$119,222
7. Brant Lake	\$152,917
8. Canandaigua Lake	\$163,678

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$2,770
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* This includes lake real estate inventory from more than one state.

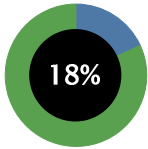
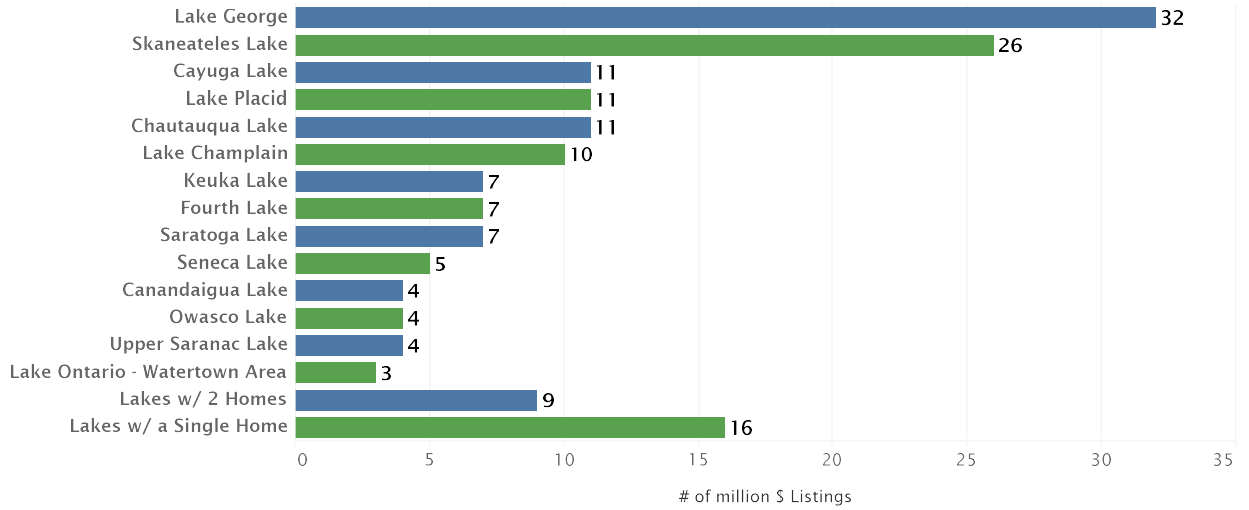
Price Breakdown by Percentage of Homes in the New York Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2022Q3

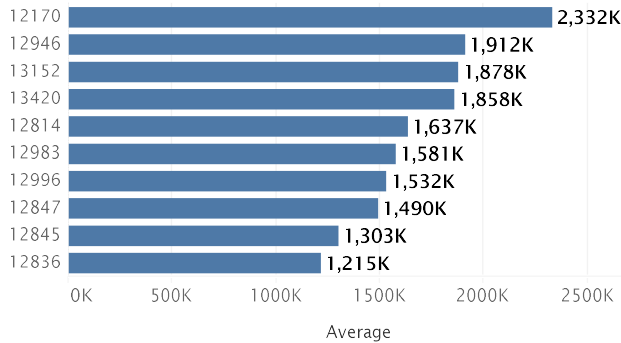


18% of \$1M+ Homes in New York are on Lake George

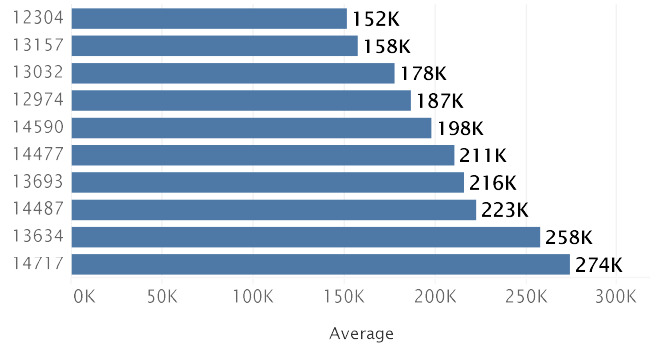
Total Number of \$1M+ Homes

176

Most Expensive ZIP Codes 2022Q3



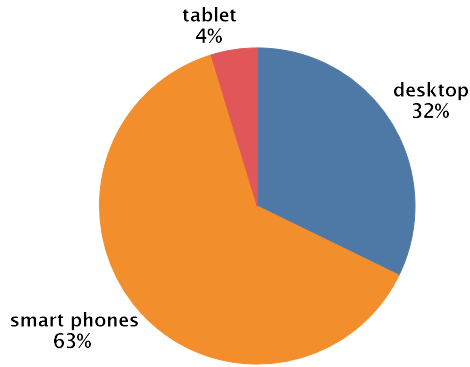
Most Affordable ZIP Codes 2022Q3



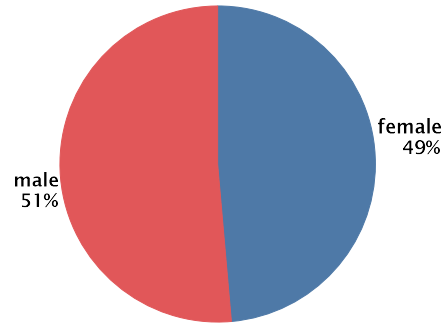
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping New York Lake Real Estate

How are shoppers connecting 2022Q3

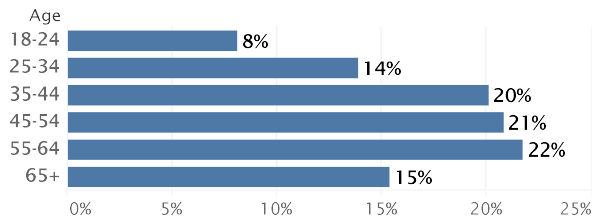


Male/Female Visitors 2022Q3



35% of potential buyers come from outside New York

What Age Groups are Shopping 2022Q3



Philadelphia

is the Number 1 metro area outside of New York searching for New York lake property!

Number 2-10 metros are:

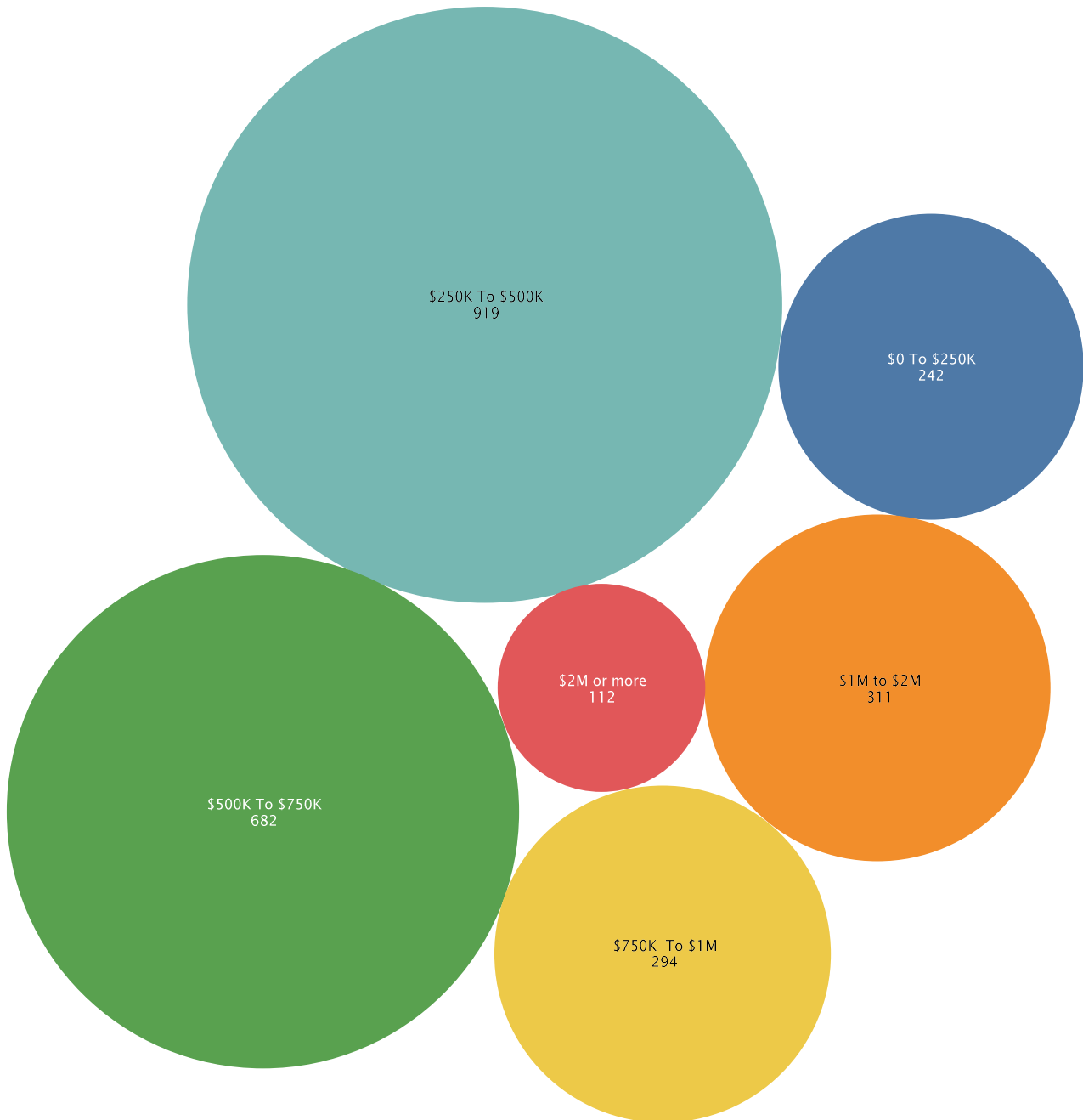
- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Chicago, IL
- Los Angeles, CA
- Cleveland-Akron (Canton), OH
- Hartford & New Haven, CT
- Wilkes Barre-Scranton, PA
- Phoenix, AZ



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LAKEHOMES.COM

NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

North Carolina

The total North Carolina market grew \$400 MM from \$2.3 BB in summer 2022 to \$2.7 BB in fall 2022.

Largest Markets

1. Lake Norman	\$913,756,506	33.5%	6. Chatuge Lake*	\$79,268,577	2.9%
2. Lake Wylie*	\$454,948,042	16.7%	7. Falls Lake	\$69,283,412	2.5%
3. Lake Gaston*	\$130,810,459	4.8%	8. High Rock Lake	\$63,848,872	2.3%
4. Jordan Lake	\$127,287,626	4.7%	9. Lake Lure	\$61,257,573	2.2%
5. Lake Hickory	\$98,221,522	3.6%	10. Lake James	\$42,839,410	1.6%

Total North Carolina Market: \$2,724,727,258

Largest Home Markets

1. Lake Norman	\$734,462,462	34.5%
2. Lake Wylie*	\$409,340,943	19.2%
3. Lake Gaston*	\$90,062,475	4.2%
4. Jordan Lake	\$76,579,195	3.6%
5. Lake Hickory	\$72,067,534	3.4%
6. Falls Lake	\$65,349,512	3.1%
7. Chatuge Lake*	\$56,096,550	2.6%
8. High Rock Lake	\$45,031,870	2.1%
9. Lake Lure	\$40,696,328	1.9%
10. Oak Hollow Lake	\$38,859,357	1.8%

Total North Carolina Home Market: \$2,131,393,402

Largest Land Markets

1. Lake Norman	\$179,294,044	30.2%
2. Jordan Lake	\$50,708,431	8.5%
3. Lake Wylie*	\$45,607,099	7.7%
4. Lake Gaston*	\$40,747,984	6.9%
5. Lake Hickory	\$26,153,988	4.4%
6. Chatuge Lake*	\$23,172,027	3.9%
7. Bear Creek Lake	\$21,503,600	3.6%
8. Lake Lure	\$20,561,245	3.5%
9. Lake Rhodhiss	\$20,501,298	3.5%
10. Lake Mackintosh	\$19,901,750	3.4%

Total North Carolina Land Market: \$593,333,856

47% of homes on Lake Jordan are valued at \$1M or more.

Most Expensive Homes

1. Lake Toxaway	\$2,302,308
2. Falls Lake	\$1,166,956

Most Affordable Homes

1. Ticoa Lake	\$815,564
2. Hyco Lake	\$853,575

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lake Norman	1,106	20.1%	6. Lake Rhodhiss	233	4.2%
2. Lake Wylie*	787	14.3%	7. Chatuge Lake*	205	3.7%
3. Lake Gaston*	409	7.4%	8. Lake Royale	166	3.0%
4. Lake Hickory	396	7.2%	9. Lake Tillery	165	3.0%
5. High Rock Lake	250	4.5%	10. Badin Lake	148	2.7%
Total North Carolina Listings:				5,503	

Most Homes Available

1. Lake Norman	817	27.8%
2. Lake Wylie*	646	22.0%
3. Lake Hickory	141	4.8%
4. Lake Gaston*	137	4.7%
5. Oak Hollow Lake	96	3.3%
6. High Rock Lake	92	3.1%
7. Jordan Lake	68	2.3%
8. Badin Lake	67	2.3%
9. Chatuge Lake*	66	2.2%
10. Lake Tillery	62	2.1%

Total North Carolina Home Listings: 2,934

Most Land Available

1. Lake Norman	289	11.2%
2. Lake Gaston*	272	10.6%
3. Lake Hickory	255	9.9%
4. Lake Rhodhiss	225	8.8%
5. High Rock Lake	158	6.2%
6. Lake Wylie*	141	5.5%
7. Chatuge Lake*	139	5.4%
8. Lake Royale	108	4.2%
9. Lake Lure	104	4.0%
10. Lake Tillery	103	4.0%

Total North Carolina Land Listings: 2,569

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Dutchmans Creek Lake	\$330,282
2. Lake Norman	\$264,093
3. Jordan Lake	\$170,987
4. Lake Lure	\$135,486
5. Lake Tillery	\$135,366
6. Lake Toxaway	\$128,810
7. Lake Wylie	\$126,036
8. Lake Junaluska	\$125,280

Listings of 10 Acres or More

1. Lake Wylie	\$100,267
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

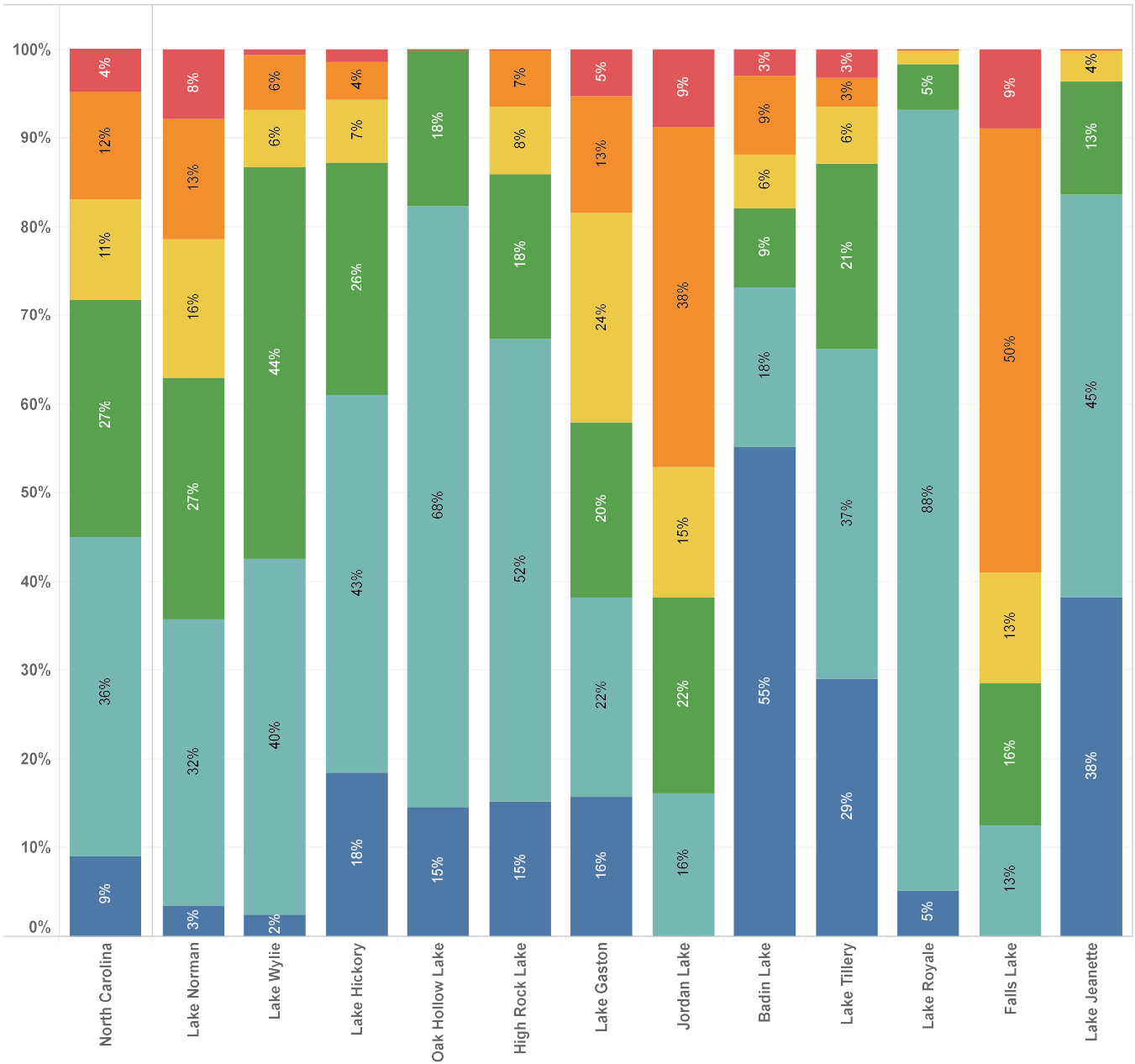
1. Hidden Lake - Nebo	\$9,482
2. Bald Mountain Lake	\$16,954
3. Hickory Nut Lower Lake	\$26,500
4. Lake Mayo	\$26,703
5. Hickory Nut Upper Lake	\$37,101
6. Lake Wanteska	\$38,030
7. High Rock Lake	\$43,653
8. Lake Lookout	\$44,264

Listings of 10 Acres or More

1. Lake Rhodhiss	\$9,045
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the North Carolina Market 2022Q3



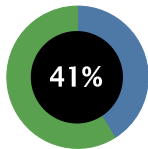
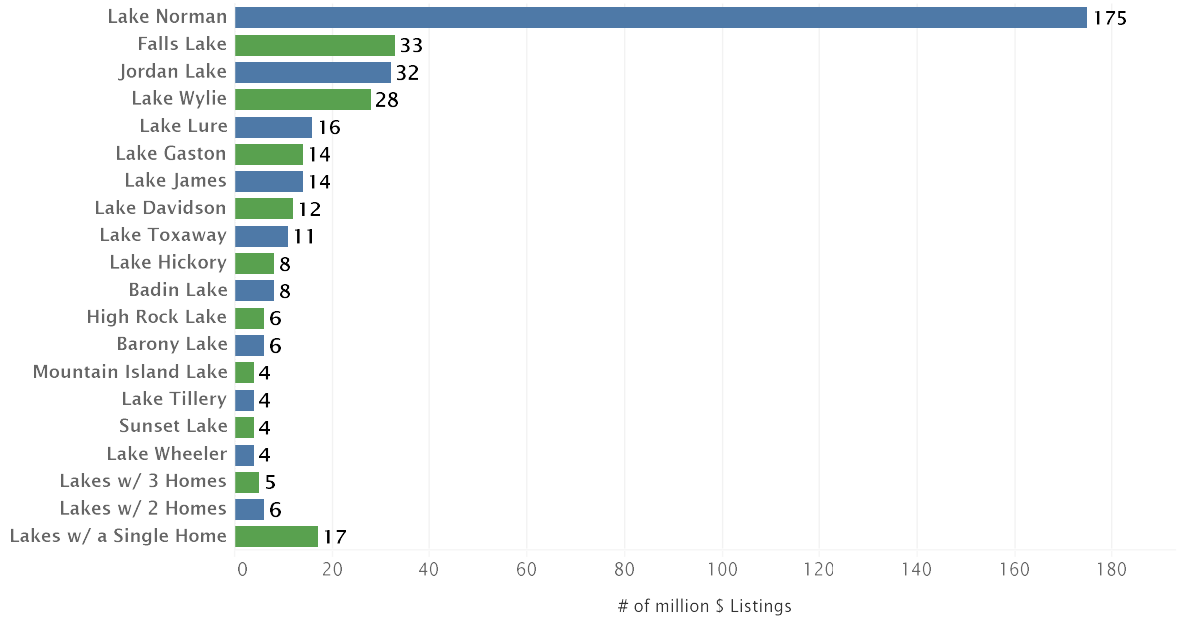
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2022Q3

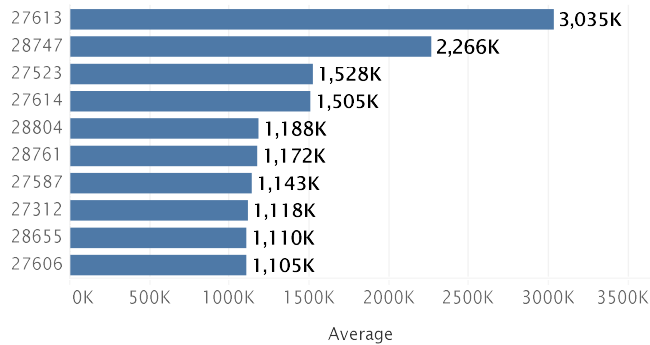


41% of \$1M+ Homes in North Carolina are on Lake Norman

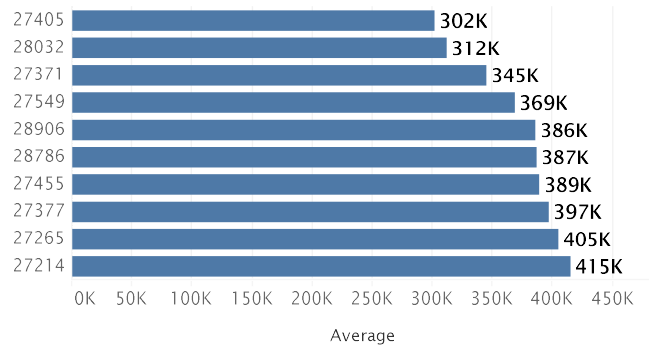
Total Number of \$1M+ Homes

423

Most Expensive ZIP Codes 2022Q3



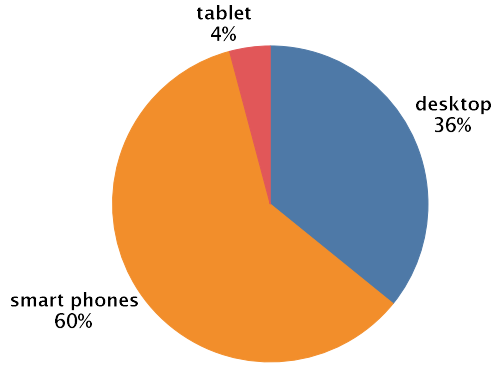
Most Affordable ZIP Codes 2022Q3



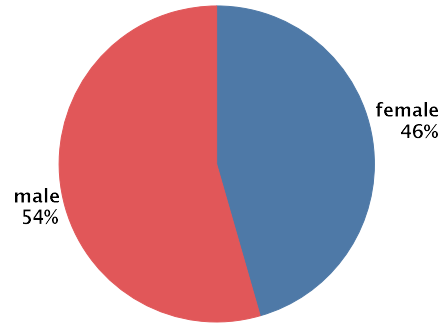
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

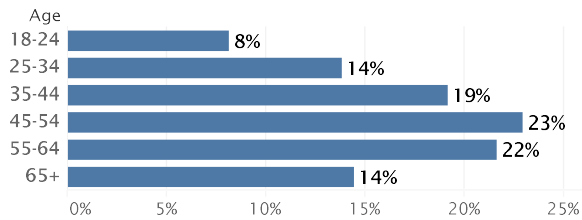


68% of potential buyers come from outside North Carolina

New York,

is the Number 1 metro area outside of North Carolina searching for North Carolina lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

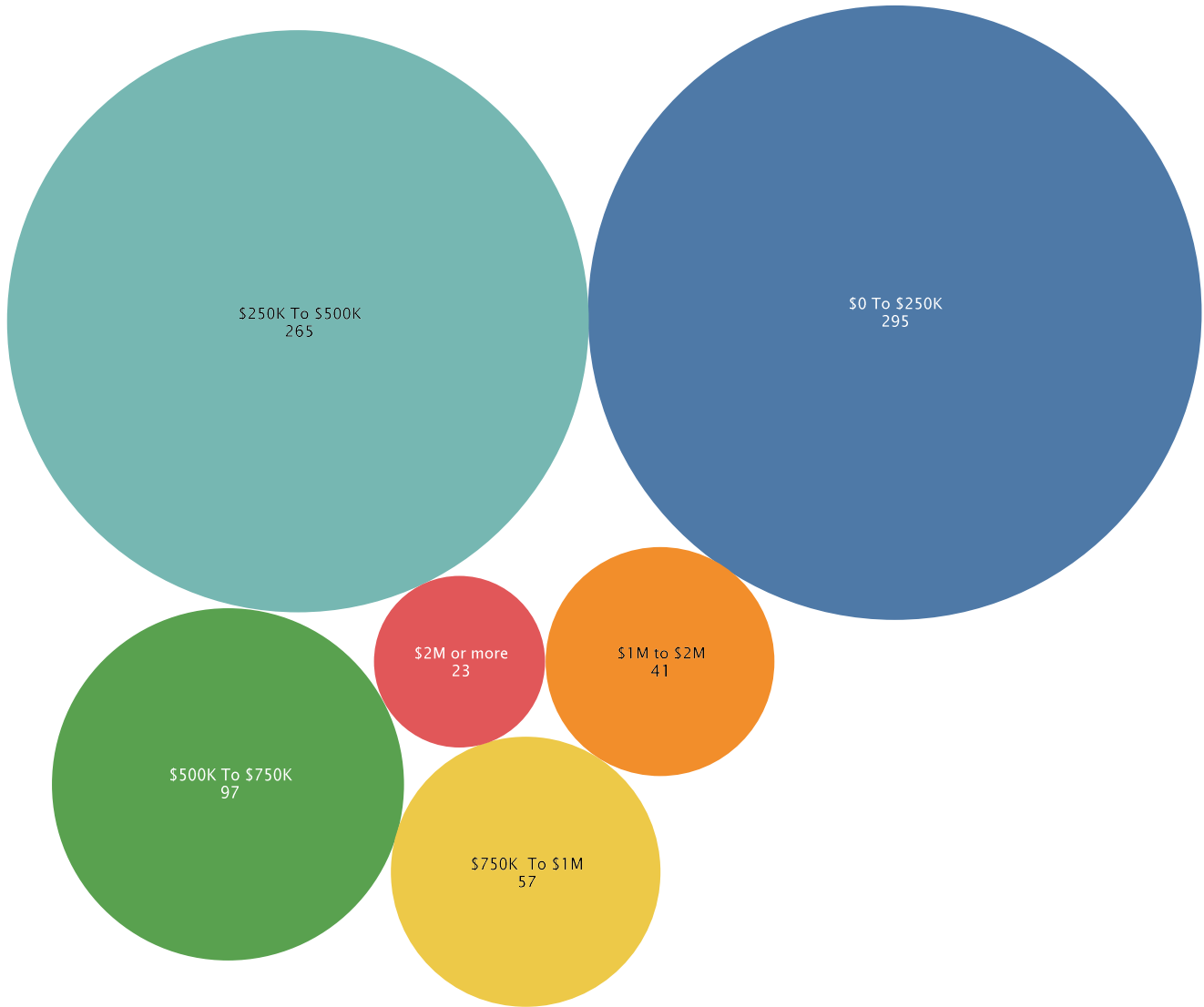
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Chicago, IL
- Greenville-Spartanburg-Asheville-Anderson
- Philadelphia, PA
- Los Angeles, CA
- Norfolk-Portsmouth-Newport News, VA
- Nashville, TN
- Tampa-St. Petersburg (Sarasota), FL



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OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Oklahoma

The Oklahoma home market grew \$142 MM (+24%) since the summer 2022 report.

Largest Markets

1. Lake Texoma*	\$185,471,996	25.3%	6. Oologah Lake	\$30,881,450	4.2%
2. Grand Lake	\$130,108,016	17.7%	7. Lake Hudson	\$30,720,418	4.2%
3. Lake Eufaula	\$107,153,750	14.6%	8. Fort Gibson Lake	\$29,895,212	4.1%
4. Skiatook Lake	\$52,008,728	7.1%	9. Tenkiller Lake	\$24,216,289	3.3%
5. Keystone Lake	\$39,317,570	5.4%	10. Lake Claremore	\$15,796,200	2.2%
Total Oklahoma Market:				\$733,663,203	

Largest Home Markets

1. Grand Lake	\$98,807,600	22.1%
2. Lake Texoma*	\$87,175,547	19.5%
3. Lake Eufaula	\$76,055,521	17.0%
4. Skiatook Lake	\$32,744,544	7.3%
5. Keystone Lake	\$22,563,000	5.0%
6. Oologah Lake	\$18,859,300	4.2%
7. Tenkiller Lake	\$18,629,590	4.2%
8. Lake Hudson	\$18,422,559	4.1%
9. Fort Gibson Lake	\$18,310,299	4.1%
10. Kerr Lake	\$15,324,800	3.4%

Total Oklahoma Home Market: \$447,375,260

Largest Land Markets

1. Lake Texoma*	\$75,217,249	32.7%
2. Lake Eufaula	\$28,905,329	12.6%
3. Grand Lake	\$23,751,416	10.3%
4. Skiatook Lake	\$17,291,184	7.5%
5. Keystone Lake	\$16,504,570	7.2%
6. Broken Bow Lake	\$12,120,000	5.3%
7. Oologah Lake	\$10,942,150	4.8%
8. Sardis Lake	\$9,885,300	4.3%
9. Lake Hudson	\$8,902,859	3.9%
10. Fort Gibson Lake	\$6,926,113	3.0%

Total Oklahoma Land Market: \$230,128,244

The lakes on the Largest Home Markets list have generally maintained their ranking since summer 2022.

Most Expensive Homes

1. Lake Texoma	\$968,795
2. Grand Lake	\$685,446

Most Affordable Homes

1. Lake Eufaula	\$505,262
2. Arbuckle Lake	\$551,845

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lake Texoma*	434	21.3%	6. Tenkiller Lake	118	5.8%
2. Lake Eufaula	408	20.0%	7. Fort Gibson Lake	113	5.5%
3. Grand Lake	290	14.2%	8. Oologah Lake	104	5.1%
4. Skiatook Lake	146	7.2%	9. Lake Hudson	100	4.9%
5. Keystone Lake	137	6.7%	10. Lake Claremore	40	2.0%
Total Oklahoma Listings:				2,040	

Most Homes Available

1. Lake Eufaula	171	19.0%
2. Lake Texoma*	162	18.0%
3. Grand Lake	156	17.4%
4. Skiatook Lake	67	7.5%
5. Keystone Lake	58	6.5%
6. Fort Gibson Lake	55	6.1%
6. Lake Hudson	55	6.1%
8. Tenkiller Lake	47	5.2%
9. Oologah Lake	38	4.2%
10. Lake Claremore	34	3.8%

Total Oklahoma Home Listings: 898

Most Land Available

1. Lake Texoma*	256	23.8%
2. Lake Eufaula	230	21.4%
3. Grand Lake	127	11.8%
4. Keystone Lake	78	7.2%
5. Skiatook Lake	74	6.9%
6. Tenkiller Lake	66	6.1%
7. Oologah Lake	64	5.9%
8. Fort Gibson Lake	49	4.6%
9. Lake Hudson	43	4.0%
10. Copan Lake	18	1.7%

Total Oklahoma Land Listings: 1,076

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Grand Lake	\$98,785
2. Skiatook Lake	\$97,582
3. Lake Eufaula	\$86,545
4. Lake Texoma	\$72,737
5. Lake Hudson	\$55,554
6. Keystone Lake	\$32,684
7. Tenkiller Lake	\$30,719
8. Copan Lake	\$29,520

Listings of 10 Acres or More

1. Grand Lake	\$32,972
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

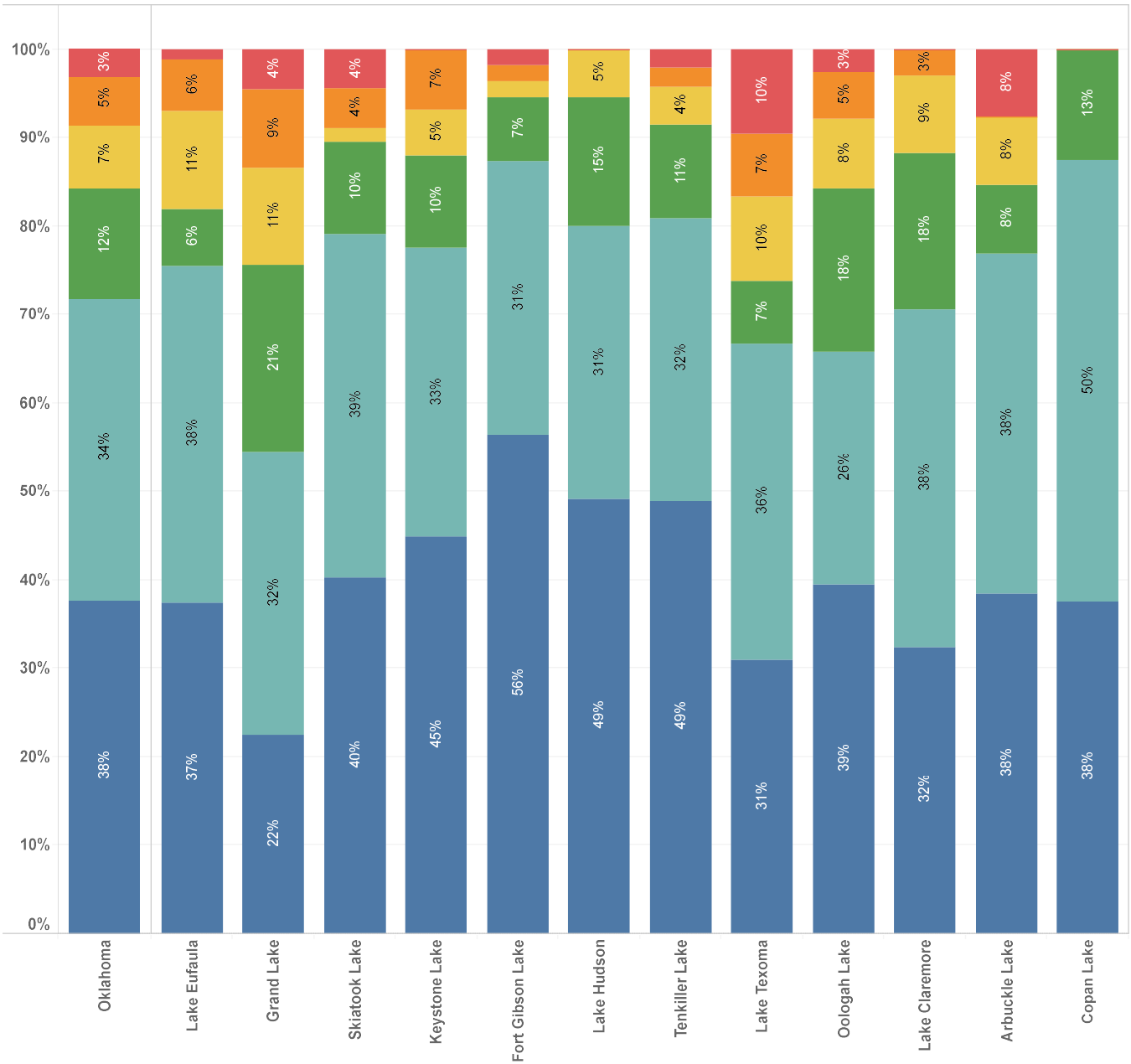
1. Birch Lake	\$11,681
2. Oologah Lake	\$24,786
3. Fort Gibson Lake	\$25,577
4. Copan Lake	\$29,520
5. Tenkiller Lake	\$30,719
6. Keystone Lake	\$32,684
7. Lake Hudson	\$55,554
8. Lake Texoma	\$72,737

Listings of 10 Acres or More

1. Lake Eufaula	\$4,100
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Oklahoma Market 2022Q3



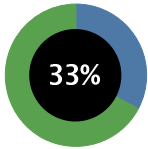
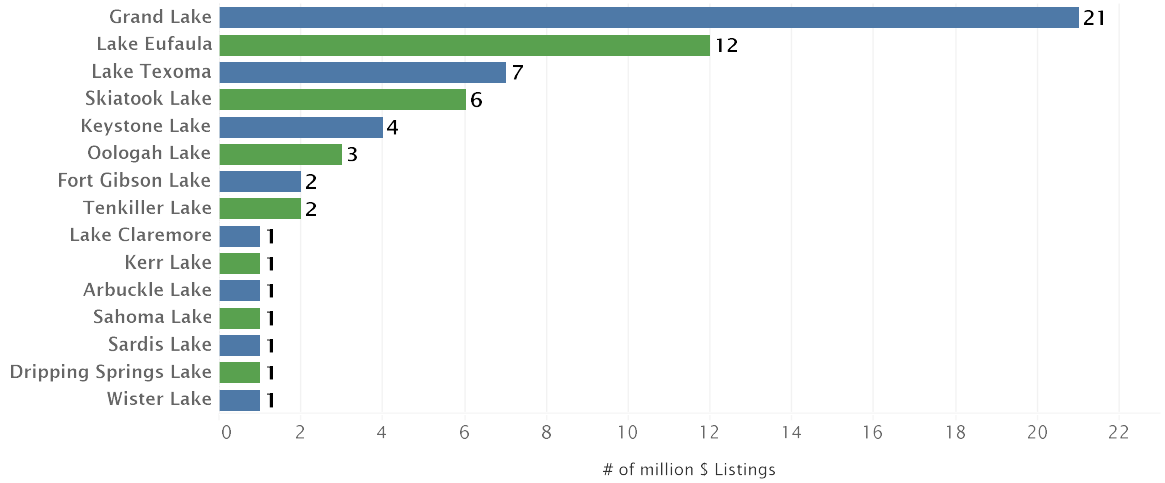
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2022Q3

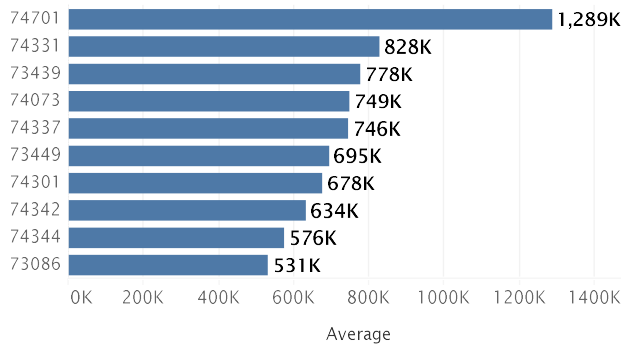


33% of \$1M+ Homes in Oklahoma are on Grand Lake

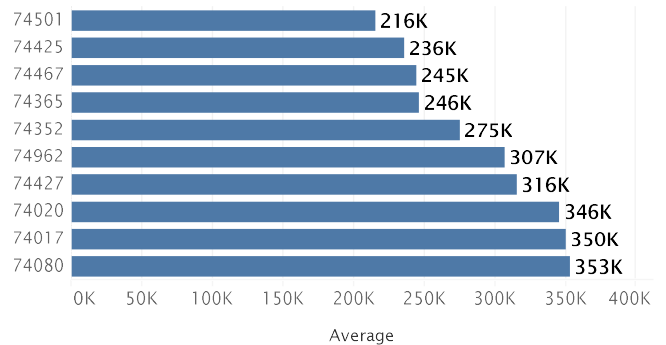
Total Number of \$1M+ Homes

64

Most Expensive ZIP Codes 2022Q3



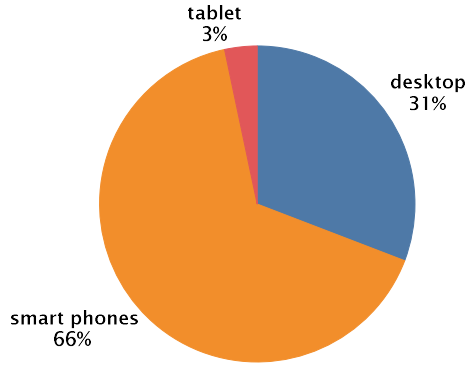
Most Affordable ZIP Codes 2022Q3



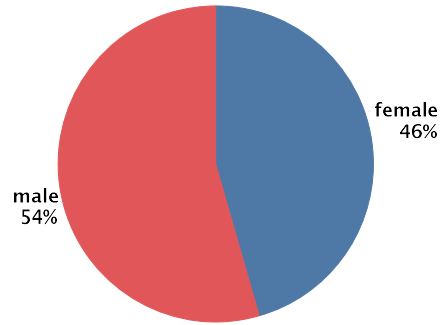
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Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2022Q3

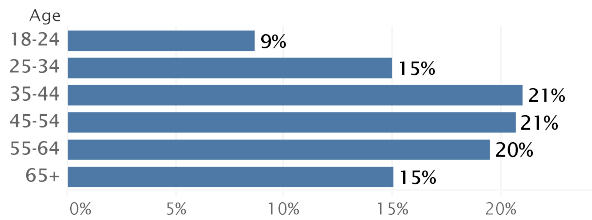


Male/Female Visitors 2022Q3



74% of potential buyers come from outside Oklahoma

What Age Groups are Shopping 2022Q3



Dallas-Ft. Worth

is the Number 1 metro area outside of Oklahoma searching for Oklahoma lake property!

Number 2-10 metros are:

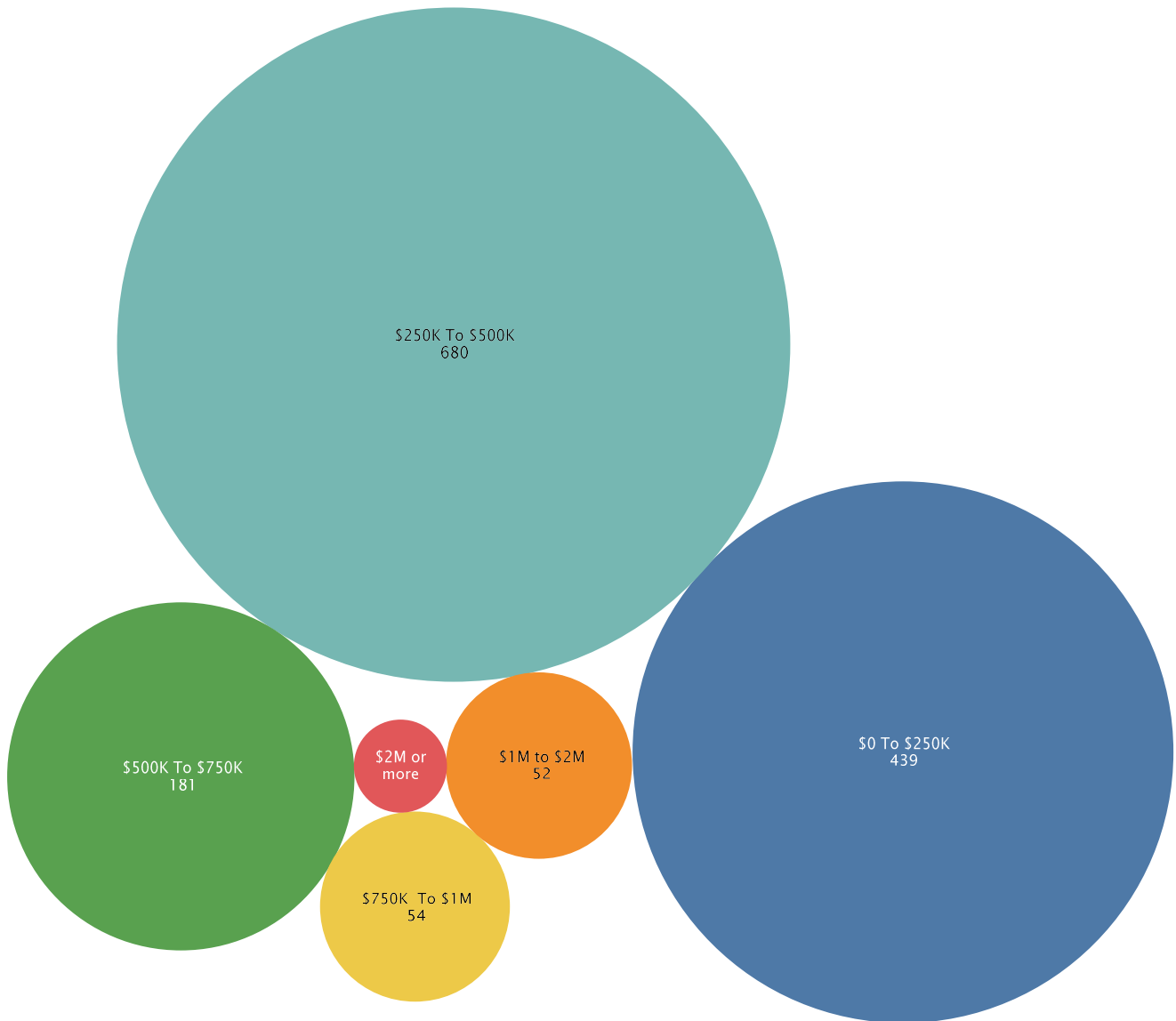
- Chicago, IL
- Denver, CO
- Los Angeles, CA
- Kansas City, MO
- Phoenix, AZ
- New York, NY
- Wichita-Hutchinson, KS
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Joplin MO-Pittsburg, KS



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PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Pennsylvania

The total Pennsylvania market grew from \$501 MM in summer 2022 to \$665 MM in fall 2022.

Largest Markets

1. Lake Wallenpaupack	\$93,486,930	14.1%	6. Pocono Country Place	\$27,921,520	4.3%
2. Delaware River*	\$49,752,600	7.5%	7. Lake Naomi	\$22,848,397	3.5%
3. Roamingwood Lake	\$39,367,598	6.1%	8. Hemlock Farms Area Lakes	\$21,935,790	3.4%
4. Lake Erie	\$34,080,797	5.3%	9. Springton Reservoir	\$17,618,699	2.9%
5. Lake Harmony - Split Rock	\$31,972,299	4.9%	10. Westcolang Lake	\$15,024,469	2.3%

Total Pennsylvania Market: \$665,041,114

Largest Home Markets

1. Lake Wallenpaupack	\$85,084,293	14.2%
2. Roamingwood Lake	\$39,031,197	6.5%
3. Delaware River*	\$36,932,400	6.2%
4. Lake Erie	\$30,718,897	5.1%
5. Pocono Country Place	\$27,756,720	4.6%
6. Lake Harmony - Split Rock	\$26,096,899	4.4%
7. Hemlock Farms Area Lakes	\$21,615,290	3.6%
8. Lake Naomi	\$21,255,098	3.6%
9. Springton Reservoir	\$17,618,699	2.9%
10. Westcolang Lake	\$14,329,769	2.4%

Total Pennsylvania Home Market: \$597,510,529

Largest Land Markets

1. Lake Harmony - Split Rock	\$5,875,400	11.4%
2. Lake Wallenpaupack	\$3,717,637	7.2%
3. Delaware River*	\$3,428,000	6.7%
4. Lake Erie	\$3,361,900	6.5%
5. Edinboro Lake	\$3,013,900	5.9%
6. Greenwood Acres	\$1,808,800	3.5%
7. Indian Mountain Lakes	\$1,717,588	3.3%
8. Sunrise Lake	\$1,701,400	3.3%
9. Lake Naomi	\$1,593,299	3.1%
10. Lake Winola - Overfield Twp	\$1,423,000	2.8%

Total Pennsylvania Land Market: \$51,508,485

The Pennsylvania home market increased from \$434 MM in summer 2022 to \$598 MM in fall 2022.

Most Expensive Homes

1. Springton Reservoir	\$1,174,580
2. Lake Harmony - Split Rock	\$724,914

Most Affordable Homes

1. Big Boulder Lake	\$446,314
2. Blue Mountain Lake	\$462,337

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lake Wallenpaupack	225	9.8%	6. Lake Erie	94	4.1%
2. Roamingwood Lake	117	5.2%	7. Towamensing Trails	91	4.0%
3. Delaware River*	115	5.0%	8. Hemlock Farms Area Lakes	64	2.8%
4. Indian Mountain Lakes	105	4.6%	9. Arrowhead Lakes	61	2.7%
5. Pocono Country Place	104	4.6%	10. Lake Naomi	49	2.2%
Total Pennsylvania Listings:				2,288	

Most Homes Available

1. Lake Wallenpaupack	145	10.1%
2. Roamingwood Lake	96	6.7%
3. Pocono Country Place	94	6.6%
4. Lake Erie	79	5.5%
5. Delaware River*	78	5.5%
6. Hemlock Farms Area Lakes	53	3.7%
7. Lake Naomi	39	2.7%
8. Lake Harmony - Split Rock	36	2.5%
9. Westcolang Lake	34	2.4%
10. Arrowhead Lakes	32	2.2%

Total Pennsylvania Home Listings: 1,431

Most Land Available

1. Lake Wallenpaupack	76	9.1%
2. Indian Mountain Lakes	74	8.8%
3. Towamensing Trails	61	7.3%
4. Arrowhead Lakes	29	3.5%
5. Greenwood Acres	28	3.3%
6. Delaware River*	25	3.0%
6. Edinboro Lake	25	3.0%
6. Fawn Lake	25	3.0%
9. Crystal Lake	24	2.9%
10. Walker Lake	22	2.6%

Total Pennsylvania Land Listings: 838

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir	\$3,017,353
2. Lake Erie	\$102,339
3. Greenwood Acres	\$89,343
4. Arrowhead Lakes	\$83,880
5. Westcolang Lake	\$76,425
6. Pocono Country Place	\$67,265
7. Lake Wallenpaupack	\$63,527
8. Locust Lake	\$59,100

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

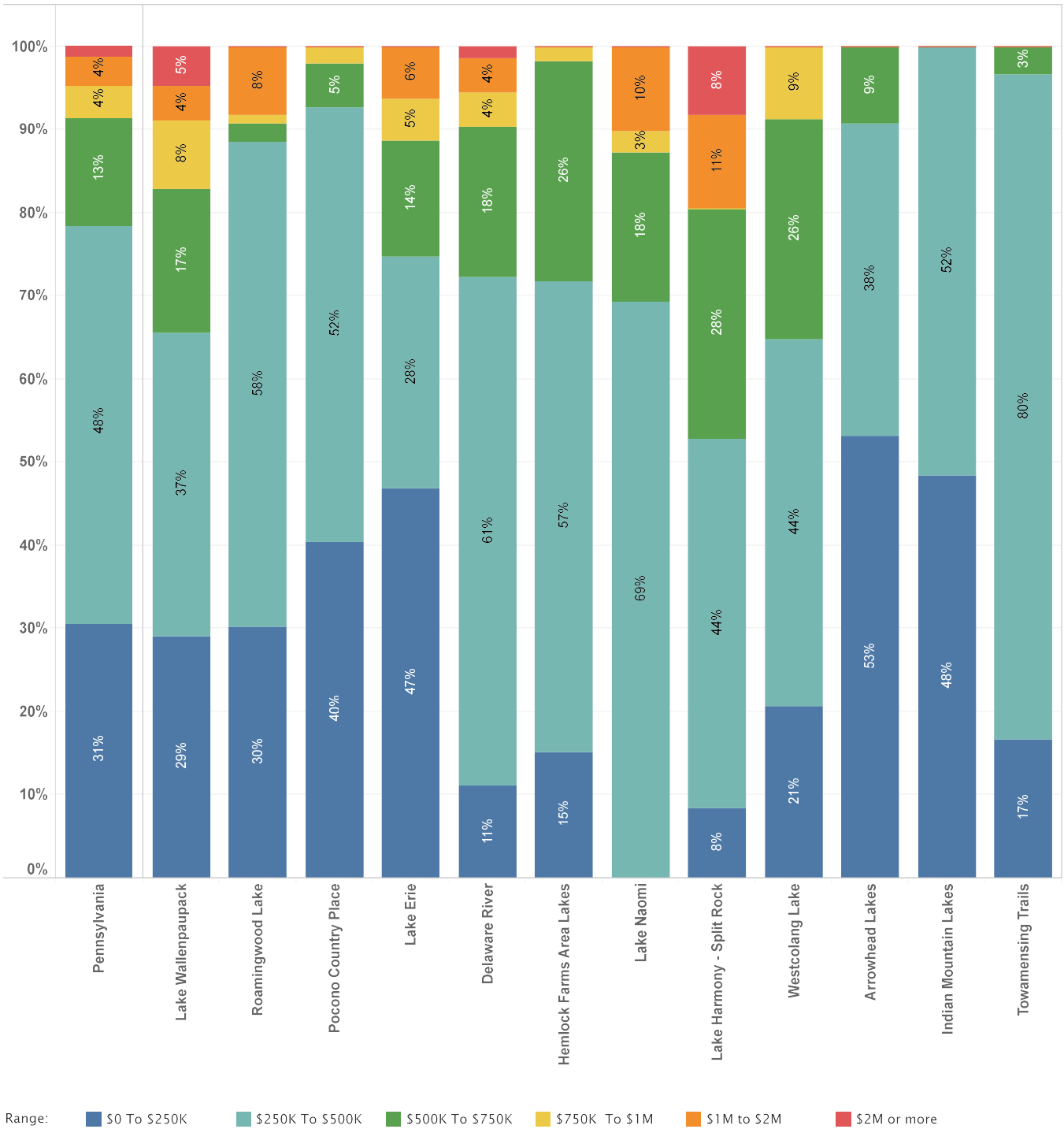
1. Tink Wig Lake	\$12,170
2. Conashaugh Lake	\$18,888
3. Big Bass Lake	\$19,522
4. Fawn Lake	\$19,961
5. Walker Lake	\$20,907
6. Holiday Pocono	\$22,997
7. Pines Lake	\$25,629
8. Roamingwood Lake	\$27,551

Listings of 10 Acres or More

**

** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

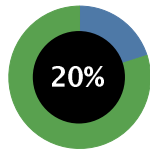
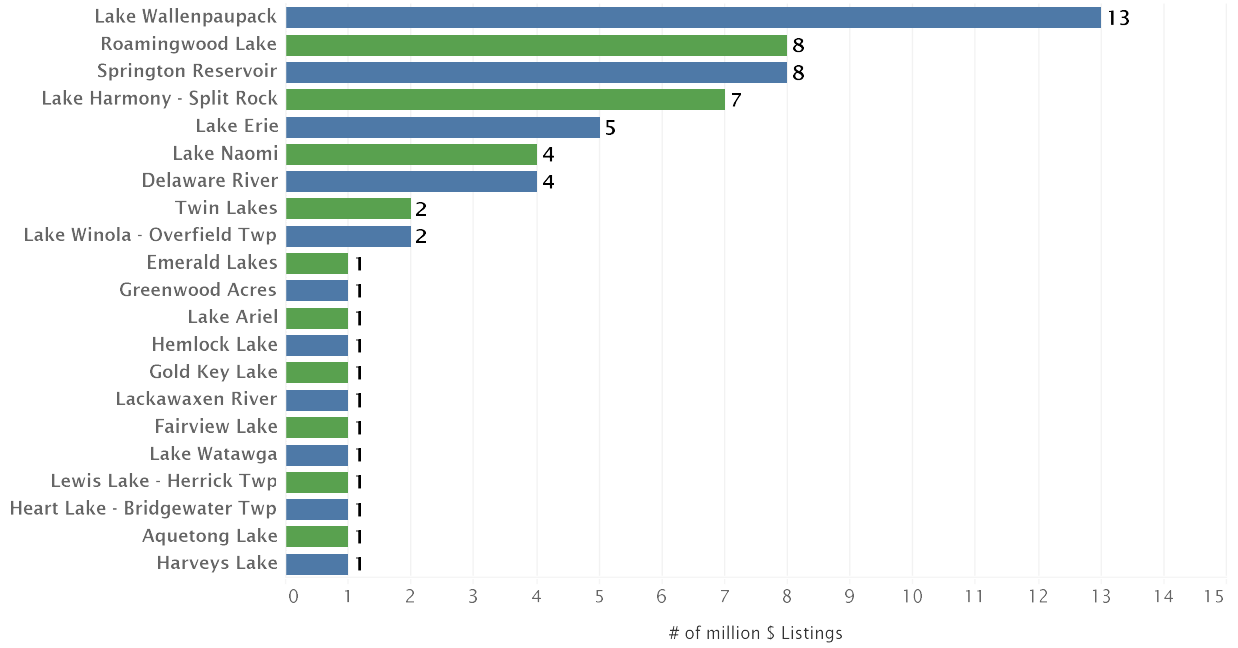
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2022Q3



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Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2022Q3

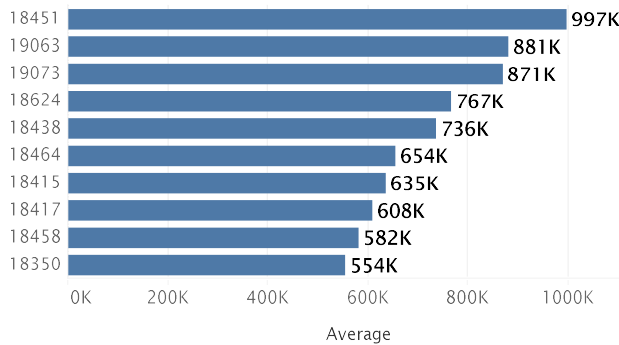


20% of \$1M+ Homes in Pennsylvania are on Lake Wallenpaupack

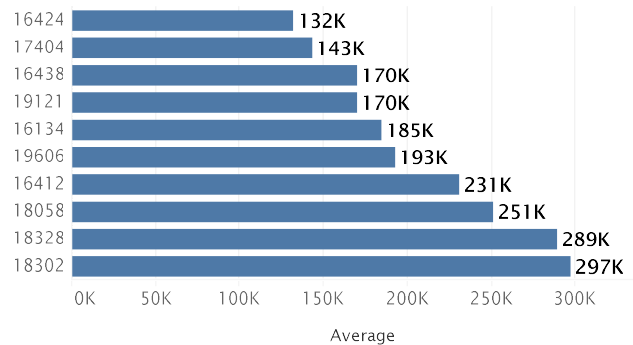
Total Number of \$1M+ Homes

65

Most Expensive ZIP Codes 2022Q3



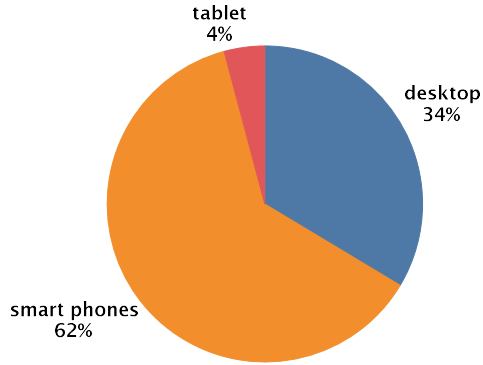
Most Affordable ZIP Codes 2022Q3



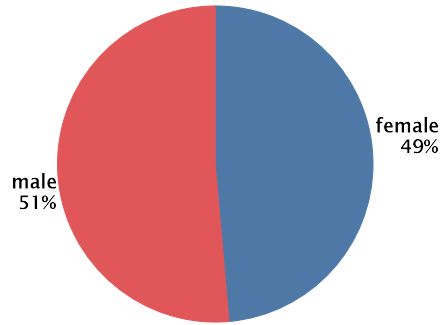
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Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

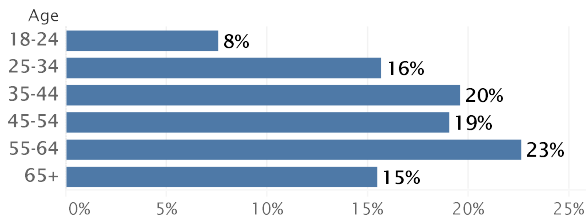


64% of potential buyers come from outside Pennsylvania

New York,

is the Number 1 metro area outside of Pennsylvania searching for Pennsylvania lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

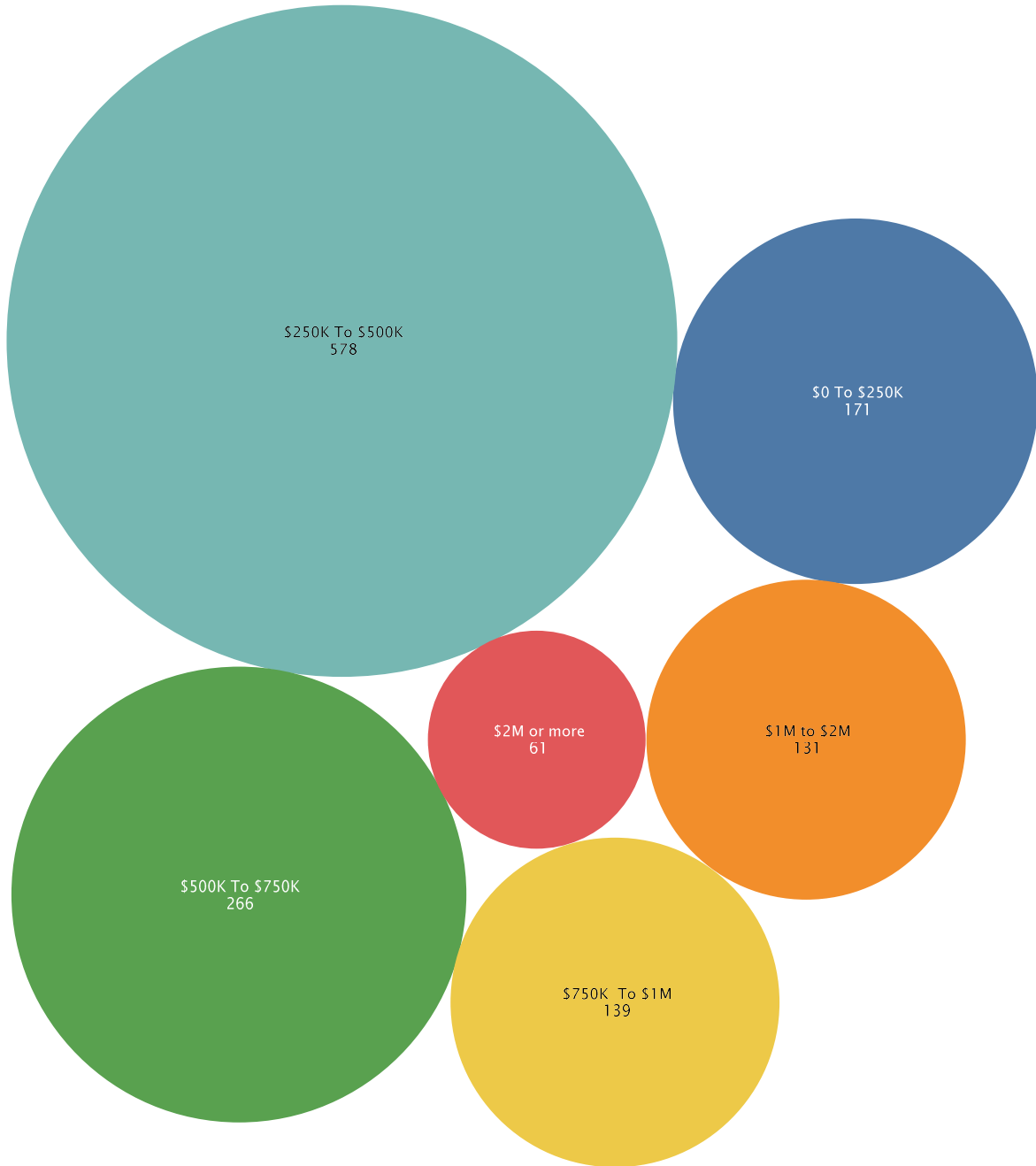
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Baltimore, MD
- Binghamton, NY
- Chicago, IL
- Boston MA-Manchester, NH
- Cleveland-Akron (Canton), OH
- Los Angeles, CA
- Detroit, MI



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SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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South Carolina

The South Carolina lake home market has seen an increase of \$195 MM (14%) from summer 2022 to fall 2022.

Largest Markets

1. Lake Wylie*	\$454,948,042	28.8%	6. Lake Greenwood	\$63,041,821	4.0%
2. Lake Keowee	\$326,960,818	20.7%	7. Thurmond Lake*	\$59,860,681	3.8%
3. Lake Hartwell*	\$195,982,247	12.4%	8. Lake Carolina	\$31,106,809	2.0%
4. Lake Murray	\$195,150,935	12.3%	9. Lake Moultrie	\$22,151,535	1.4%
5. Lake Marion	\$83,430,112	5.3%	10. Lake Wateree	\$20,050,999	1.3%

Total South Carolina Market: \$1,583,839,248

Largest Home Markets

1. Lake Wylie*	\$409,340,943	33.1%
2. Lake Keowee	\$229,455,819	18.6%
3. Lake Murray	\$163,002,955	13.2%
4. Lake Hartwell*	\$130,500,132	10.6%
5. Lake Marion	\$50,824,947	4.1%
6. Lake Greenwood	\$48,044,626	3.9%
7. Thurmond Lake*	\$41,527,799	3.4%
8. Lake Carolina	\$30,195,359	2.4%
9. Lake Moultrie	\$13,116,535	1.1%
10. Lake Robinson	\$12,802,355	1.0%

Total South Carolina Home Market: \$1,235,925,338

Largest Land Markets

1. Lake Keowee	\$97,504,999	28.3%
2. Lake Hartwell*	\$65,482,115	19.0%
3. Lake Wylie*	\$45,607,099	13.2%
4. Lake Murray	\$32,147,980	9.3%
5. Lake Marion	\$30,400,365	8.8%
6. Thurmond Lake*	\$18,332,882	5.3%
7. Lake Greenwood	\$14,347,195	4.2%
8. Lake Moultrie	\$9,035,000	2.6%
9. Lake Wateree	\$7,809,199	2.3%
10. Richard B. Russell Lake*	\$5,398,077	1.6%

Total South Carolina Land Market: \$345,059,110

43% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,372,520
2. Lake Murray	\$844,210

Most Affordable Homes

1. Lake Moultrie	\$545,082
2. Lake Hartwell	\$556,366

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lake Wylie*	787	20.4%	6. Lake Murray	300	7.8%
2. Lake Hartwell*	739	19.1%	7. Lake Greenwood	227	5.9%
3. Lake Keowee	529	13.7%	8. Lake Carolina	77	2.0%
4. Thurmond Lake*	386	10.0%	9. Lake Wateree	65	1.7%
5. Lake Marion	354	9.1%	10. Lake Moultrie	51	1.3%
Total South Carolina Listings:				3,872	

Most Homes Available

1. Lake Wylie*	646	34.2%
2. Lake Hartwell*	243	12.9%
3. Lake Murray	199	10.5%
4. Lake Keowee	168	8.9%
5. Lake Marion	142	7.5%
6. Lake Greenwood	86	4.6%
7. Thurmond Lake*	76	4.0%
8. Lake Carolina	68	3.6%
9. Lake Frances	31	1.6%
10. Lake Moultrie	29	1.5%

Total South Carolina Home Listings: 1,887

Most Land Available

1. Lake Hartwell*	496	25.1%
2. Lake Keowee	361	18.2%
3. Thurmond Lake*	310	15.7%
4. Lake Marion	207	10.5%
5. Lake Wylie*	141	7.1%
6. Lake Greenwood	140	7.1%
7. Lake Murray	101	5.1%
8. Lake Wateree	45	2.3%
9. Richard B. Russell Lake*	32	1.6%
10. Lake Moultrie	22	1.1%

Total South Carolina Land Listings: 1,979

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Forest Lake	\$263,870
2. Lake Murray	\$212,604
3. Lake Keowee	\$147,343
4. Lake Wylie	\$140,688
5. Lake Secession	\$113,464
6. Lake Greenwood	\$86,837
7. Thurmond Lake	\$85,071
8. Lake Wateree	\$73,328

Listings of 10 Acres or More

1. Lake Keowee	\$47,996
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

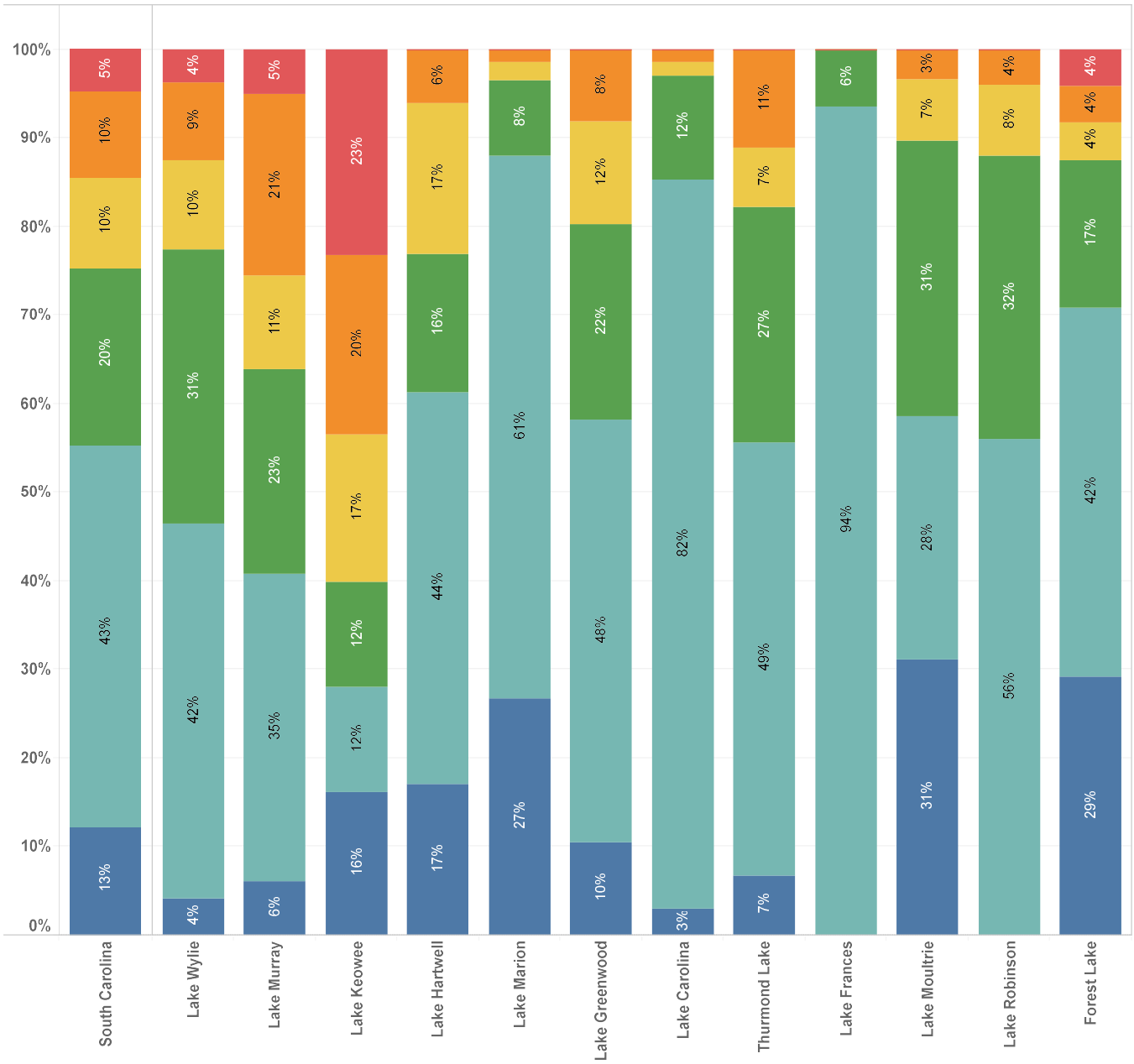
1. Lake Monticello	\$48,469
2. Lake Marion	\$50,876
3. Lake Moultrie	\$60,300
4. Lake Hartwell	\$62,634
5. Lake Wateree	\$73,328
6. Thurmond Lake	\$85,071
7. Lake Greenwood	\$86,837
8. Lake Secession	\$113,464

Listings of 10 Acres or More

1. Lake Greenwood	\$6,482
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the South Carolina Market 2022Q3



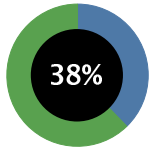
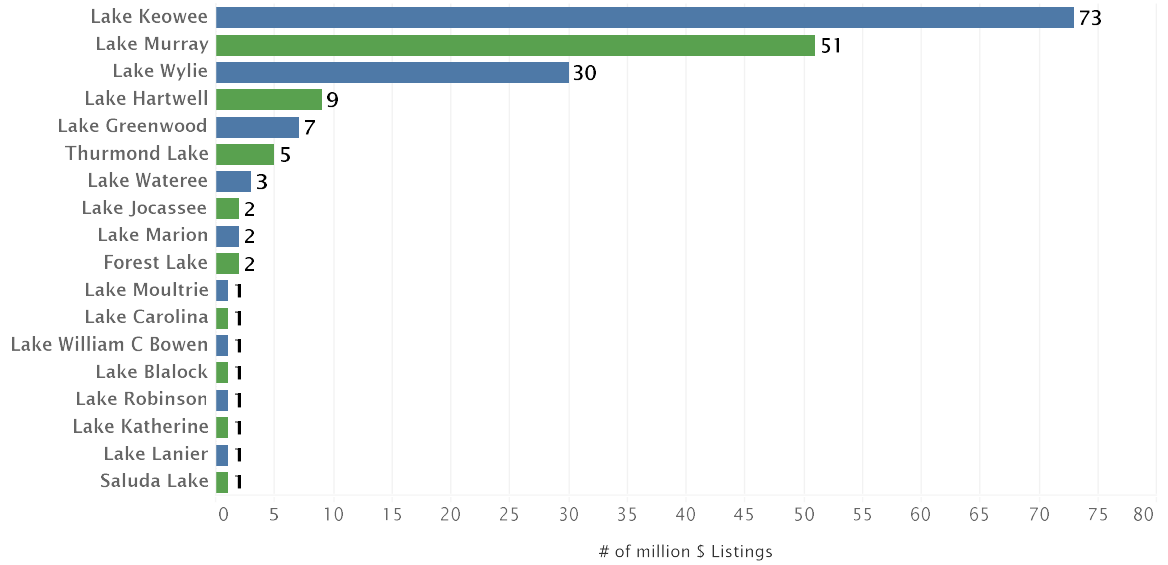
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2022Q3

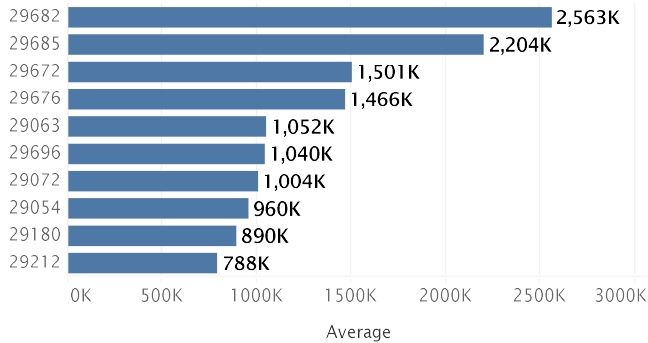


of \$1M+ Homes in South Carolina are on Lake Keowee

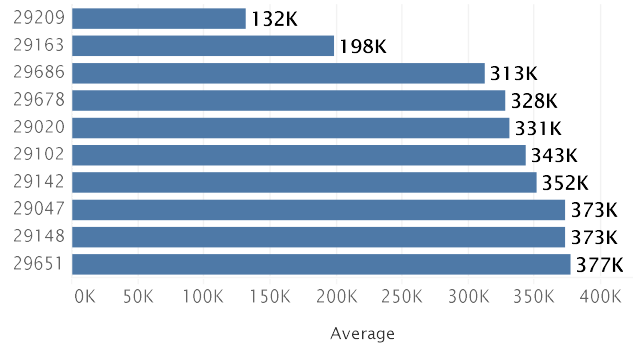
Total Number of \$1M+ Homes

192

Most Expensive ZIP Codes 2022Q3

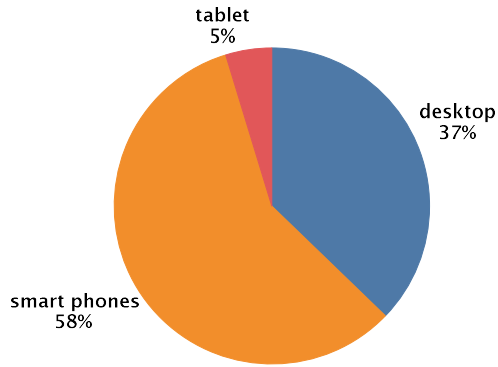


Most Affordable ZIP Codes 2022Q3

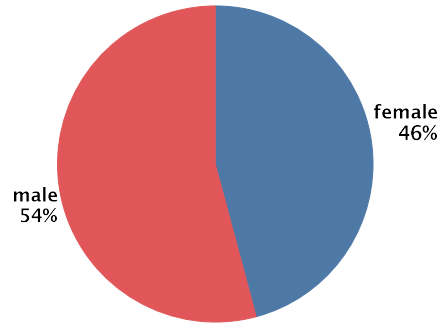


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

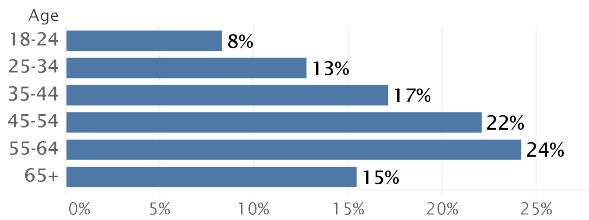


81% of potential buyers come from outside South Carolina

New York,

is the Number 1 metro area outside of South Carolina searching for South Carolina lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

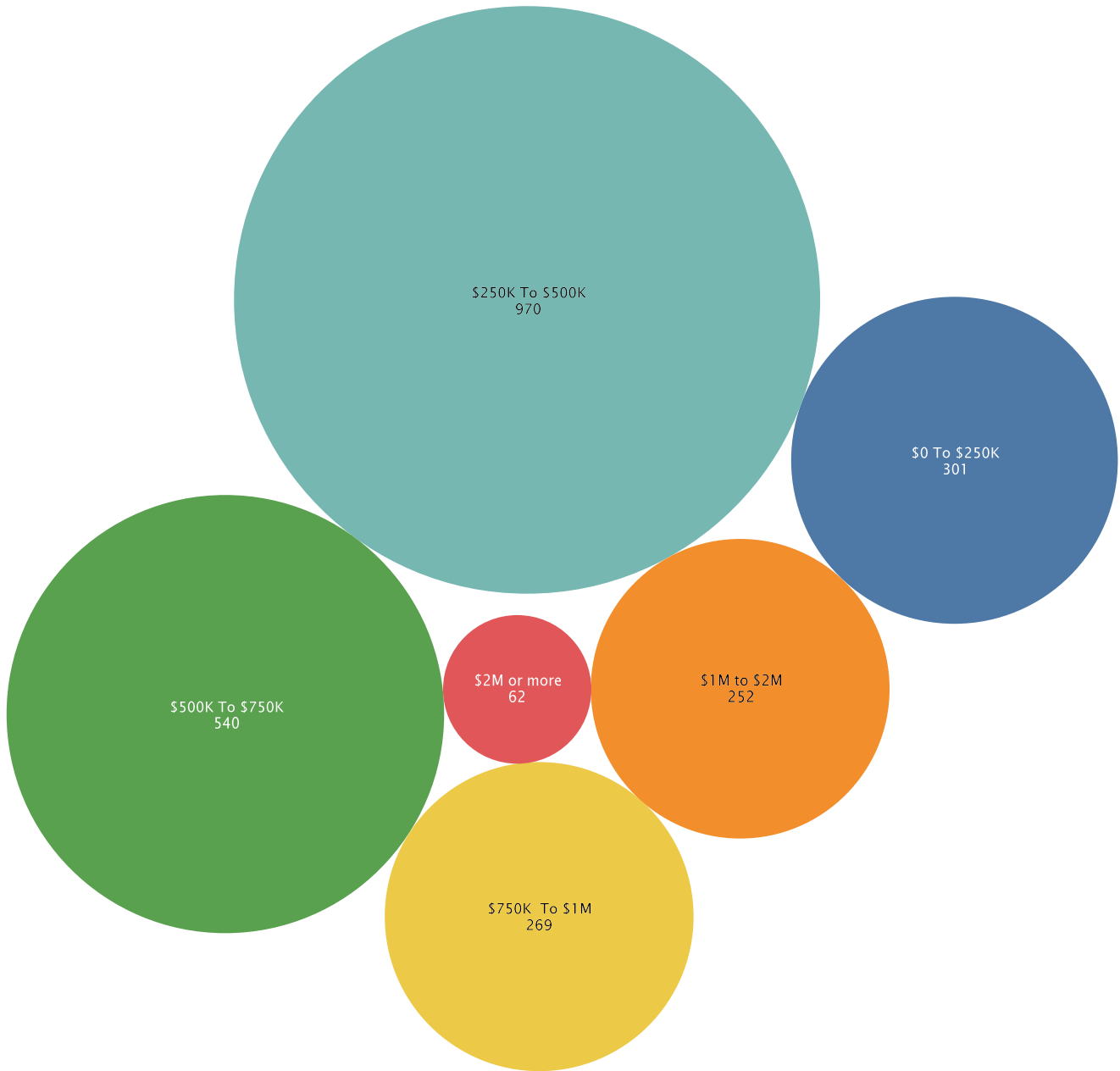
- Atlanta, GA
- Greenville-Spartanburg-Asheville-Anderson
- Charlotte, NC
- Raleigh-Durham (Fayetteville), NC
- Chicago, IL
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Los Angeles, CA
- Savannah, GA



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TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Tennessee

The Tennessee market increased from \$1.8 BB in summer 2022 to \$2.2 BB in summer 2022, a 22% upturn.

Largest Markets

1. Old Hickory Lake	\$415,443,328	19.2%	6. Watts Bar Lake	\$112,017,992	5.2%
2. Fort Loudoun Lake	\$169,221,181	7.8%	7. Douglas Lake	\$99,924,540	4.6%
3. Tellico Lake	\$158,877,837	7.3%	8. Norris Lake	\$97,133,513	4.5%
4. J. Percy Priest Lake	\$131,508,590	6.1%	9. Nickajack Lake	\$96,653,269	4.5%
5. Tims Ford Lake	\$119,285,612	5.5%	10. Chickamauga Lake	\$89,611,350	4.1%

Total Tennessee Market: \$2,164,559,870

Largest Home Markets

1. Old Hickory Lake	\$366,103,923	22.9%
2. Fort Loudoun Lake	\$127,307,181	8.0%
3. Tellico Lake	\$125,289,597	7.8%
4. J. Percy Priest Lake	\$105,203,890	6.6%
5. Tims Ford Lake	\$100,115,897	6.3%
6. Nickajack Lake	\$72,209,300	4.5%
7. Chickamauga Lake	\$69,487,650	4.4%
8. Douglas Lake	\$64,561,246	4.0%
9. Kentucky Lake*	\$61,808,918	3.9%
10. Norris Lake	\$61,394,891	3.8%

Total Tennessee Home Market: \$1,596,714,376

Largest Land Markets

1. Watts Bar Lake	\$50,708,305	8.9%
2. Old Hickory Lake	\$49,339,405	8.7%
3. Fort Loudoun Lake	\$41,914,000	7.4%
4. Norris Lake	\$35,738,622	6.3%
5. Douglas Lake	\$35,363,294	6.2%
6. Cherokee Lake	\$34,785,309	6.1%
7. Tellico Lake	\$33,588,240	5.9%
8. J. Percy Priest Lake	\$26,304,700	4.6%
9. Nickajack Lake	\$24,443,969	4.3%
10. Boone Lake	\$23,703,160	4.2%

Total Tennessee Land Market: \$567,845,494

Watts Bar Lake now ranks 1st in Largest Land Markets which was previously held by Old Hickory Lake in summer 2022.

Most Expensive Homes

1. Great Falls Lake	\$1,310,092
2. Pickwick Lake	\$1,004,131

Most Affordable Homes

1. Old Hickory Lake	\$712,061
2. Nickajack Lake	\$714,944

* This includes lake real estate inventory from more than one state.

Most Listings

1. Old Hickory Lake	605	10.3%	6. Cherokee Lake	315	5.4%
2. Watts Bar Lake	464	7.9%	7. Lake Barkley*	269	4.6%
3. Tellico Lake	407	7.0%	8. J. Percy Priest Lake	268	4.6%
4. Norris Lake	396	6.8%	9. Tims Ford Lake	250	4.3%
5. Kentucky Lake*	337	5.8%	10. Douglas Lake	237	4.1%
Total Tennessee Listings:				5,849	

Most Homes Available

1. Old Hickory Lake	519	20.8%
2. J. Percy Priest Lake	250	10.0%
3. Tellico Lake	181	7.3%
4. Tims Ford Lake	165	6.6%
5. Fort Loudoun Lake	132	5.3%
6. Kentucky Lake*	110	4.4%
7. Nickajack Lake	101	4.1%
7. Watts Bar Lake	101	4.1%
9. Chickamauga Lake	81	3.3%
9. Douglas Lake	81	3.3%

Total Tennessee Home Listings: 2,491

Most Land Available

1. Watts Bar Lake	363	10.8%
2. Norris Lake	315	9.4%
3. Cherokee Lake	250	7.4%
4. Kentucky Lake*	227	6.8%
5. Tellico Lake	226	6.7%
6. Lake Barkley*	205	6.1%
7. Center Hill Lake	167	5.0%
8. Douglas Lake	156	4.6%
9. Chickamauga Lake	134	4.0%
10. Lake Tansi	129	3.8%

Total Tennessee Land Listings: 3,358

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. J. Percy Priest Lake	\$310,422
2. Nickajack Lake	\$299,875
3. Tellico Lake	\$265,744
4. Fort Loudoun Lake	\$243,028
5. Tims Ford Lake	\$214,031
6. Old Hickory Lake	\$199,655
7. Pickwick Lake	\$188,304
8. Tennessee River - West/Middle TN	\$119,495

Listings of 10 Acres or More

1. Old Hickory Lake	\$35,670
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

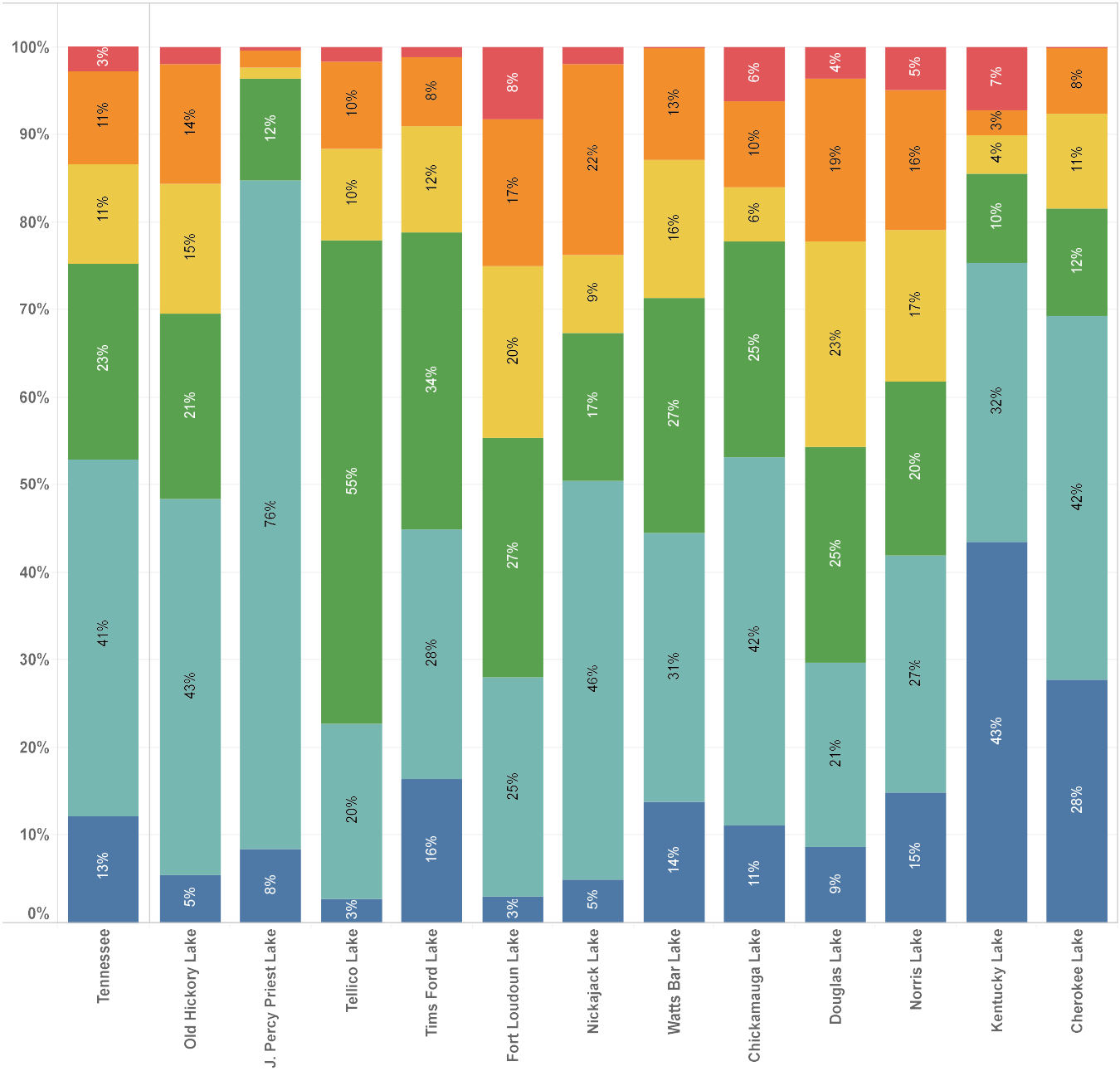
1. Cordell Hull Lake	\$14,675
2. Cumberland Lakes	\$19,553
3. Lake Pomeroy	\$23,562
4. Lake Barkley	\$26,892
5. Lake Catherine	\$27,515
6. Fort Patrick Henry Lake	\$36,973
7. Kentucky Lake	\$39,607
8. Lake Sherwood	\$40,028

Listings of 10 Acres or More

1. Kentucky Lake	\$4,156
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Tennessee Market 2022Q3



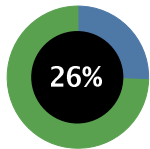
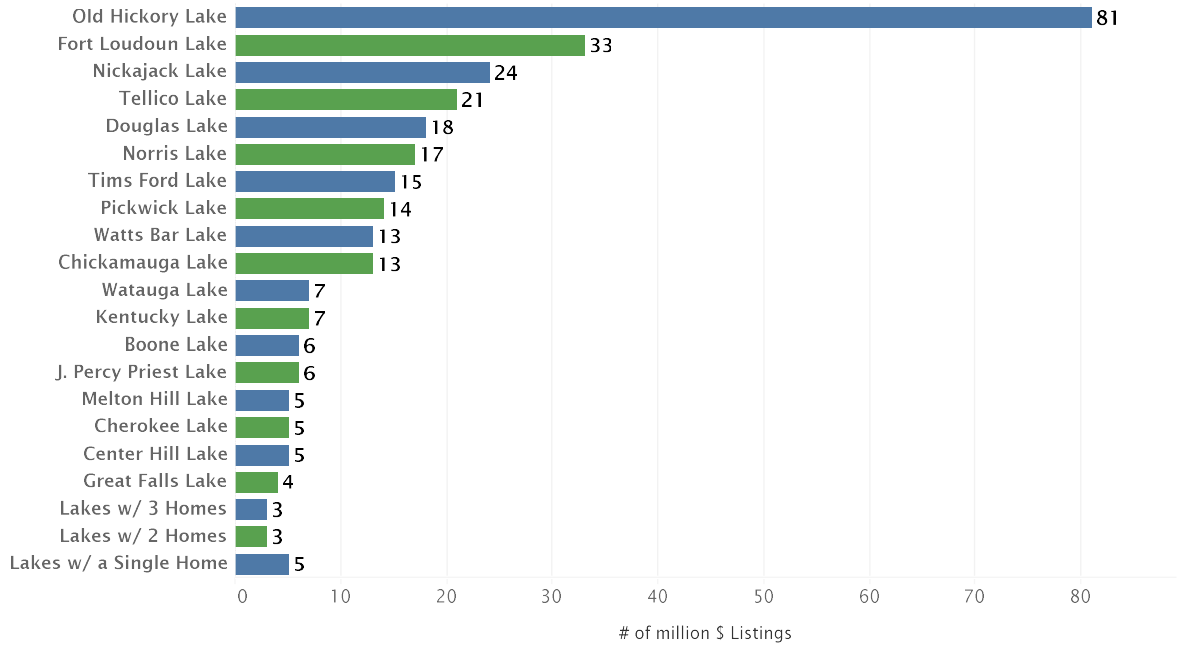
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2022Q3

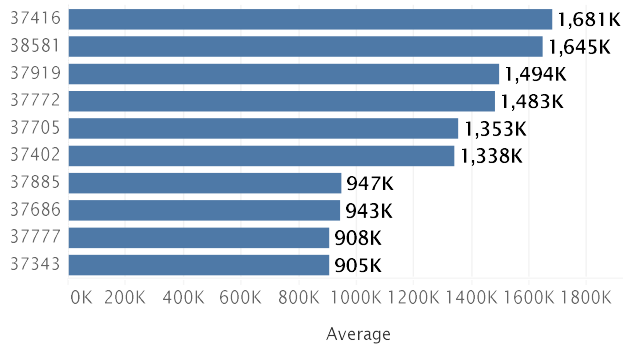


26% of \$1M+ Homes in Tennessee are on Old Hickory Lake

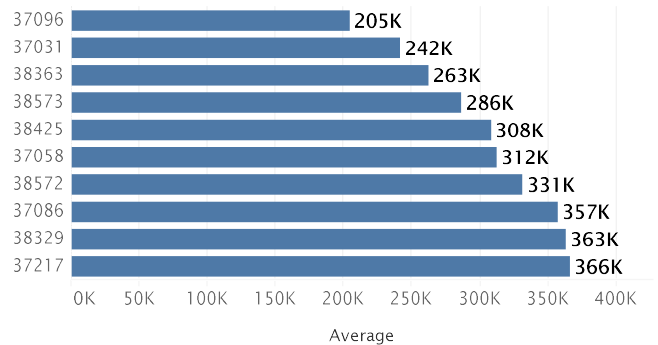
Total Number of \$1M+ Homes

314

Most Expensive ZIP Codes 2022Q3



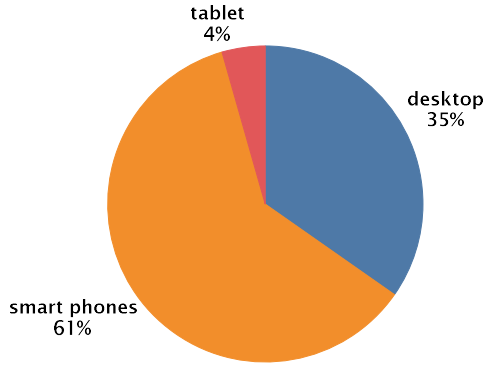
Most Affordable ZIP Codes 2022Q3



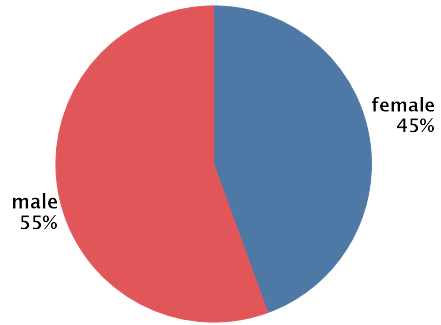
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LAKEHOMES.COM

Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2022Q3

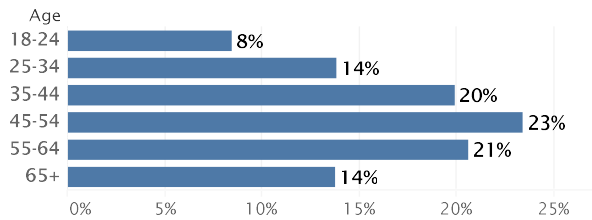


Male/Female Visitors 2022Q3



82% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2022Q3



Chicago

is the Number 1 metro area outside of Tennessee searching for Tennessee lake property!

Number 2-10 metros are:

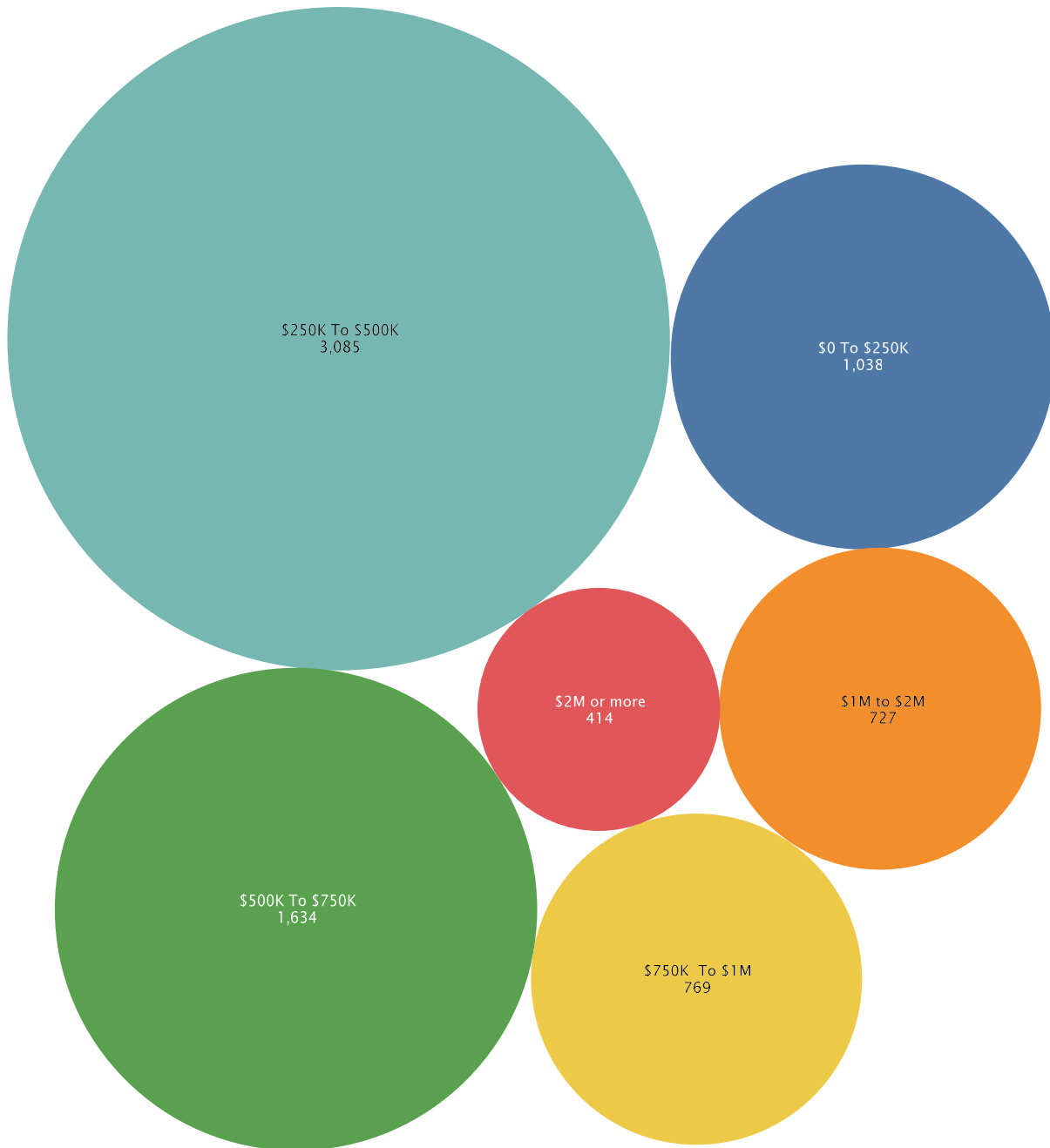
- New York, NY
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Cincinnati, OH
- Dallas-Ft. Worth, TX
- Indianapolis, IN
- Phoenix, AZ
- Charlotte, NC



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TEXAS

Price Breakdown by Number of Homes in the Texas Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Texas

The total Texas market increased from \$5.6 BB in summer 2022 to \$7.3 BB in fall 2022, a 30% surge.

Due to a bug from one of our datasources, the previous summer 2022 Texas report was incorrect. A revised version of the summer 2022 report has been issued.

Largest Markets

1. Lewisville Lake	\$827,327,203	11.3%	6. Lake LBJ	\$369,295,572	5.1%
2. Lake Travis	\$654,533,980	9.2%	7. Lake Conroe	\$334,303,755	4.7%
3. Lake Austin	\$491,339,629	6.9%	8. Lady Bird Lake	\$307,640,006	4.3%
4. Lake Ray Hubbard	\$480,716,950	6.6%	9. Lake Granbury	\$268,761,136	3.7%
5. Cedar Creek Lake	\$389,425,896	5.3%	10. Grapevine Lake	\$223,903,824	3.1%

Total Texas Market: \$7,292,223,417

Largest Home Markets

1. Lewisville Lake	\$723,915,136	12.6%
2. Lake Travis	\$512,056,770	8.9%
3. Lake Austin	\$437,612,579	7.6%
4. Lake Ray Hubbard	\$397,990,411	6.9%
5. Lake LBJ	\$308,075,778	5.4%
6. Cedar Creek Lake	\$303,093,811	5.3%
7. Lady Bird Lake	\$302,360,006	5.3%
8. Lake Conroe	\$250,970,454	4.4%
9. Lake Granbury	\$213,602,810	3.7%
10. Grapevine Lake	\$189,972,125	3.3%

Total Texas Home Market: \$5,731,031,661

Largest Land Markets

1. Lake Travis	\$142,477,210	10.5%
2. Lake Conroe	\$83,333,301	6.1%
3. Lewisville Lake	\$76,741,667	5.7%
4. Lake Texoma*	\$75,217,249	5.5%
5. Cedar Creek Lake	\$71,870,885	5.3%
6. Lake Livingston	\$66,868,852	4.9%
7. Lake LBJ	\$57,569,794	4.2%
8. Lake Ray Roberts	\$54,727,023	4.0%
9. Lake Austin	\$53,727,050	4.0%
10. Richland Chambers Reservoir	\$48,343,844	3.6%

Total Texas Land Market: \$1,356,639,492

52% of the listings on Lady Bird Lake are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Austin	\$2,544,259
2. Lake Woodlands	\$1,910,940

Most Affordable Homes

1. Grapevine Lake	\$1,194,793
2. Richland Chambers Reservoir	\$1,208,639

* This includes lake real estate inventory from more than one state.

Most Listings

1. Lewisville Lake	1,289	10.0%	6. Lake Livingston	606	4.8%
2. Lake Ray Hubbard	838	6.5%	7. Lake Travis	596	4.7%
3. Cedar Creek Lake	813	6.3%	8. Lake LBJ	454	3.5%
4. Lake Conroe	706	5.5%	9. Lake Texoma*	434	3.4%
5. Lake Granbury	628	4.9%	10. Lake Whitney	341	2.6%
Total Texas Listings:				12,945	

Most Homes Available

1. Lewisville Lake	1,189	15.4%
2. Lake Ray Hubbard	744	9.6%
3. Lake Conroe	490	6.3%
4. Cedar Creek Lake	409	5.3%
5. Lake Granbury	397	5.1%
6. Lake Travis	358	4.6%
7. Lake Livingston	287	3.7%
8. Lake Houston	247	3.2%
9. Joe Pool Lake	217	2.8%
10. Eagle Mountain Lake	216	2.8%

Total Texas Home Listings: 7,717

Most Land Available

1. Cedar Creek Lake	379	7.5%
2. Lake Livingston	319	6.3%
3. Lake Texoma*	256	5.1%
4. Lake LBJ	253	5.0%
5. Hilltop Lakes	247	4.9%
6. Lake Whitney	246	4.9%
7. Lake Travis	238	4.7%
8. Possum Kingdom Lake	222	4.4%
9. Lake Conroe	216	4.3%
10. Lake Granbury	206	4.1%

Total Texas Land Listings: 5,039

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Austin	\$1,394,656
2. Lake O' the Pines	\$1,229,227
3. Grapevine Lake	\$618,113
4. Clear Lake	\$547,373
5. Lake Ray Hubbard	\$504,182
6. Lake Marble Falls	\$460,119
7. Lake Travis	\$414,734
8. Lake Conroe	\$412,835

Listings of 10 Acres or More

1. Lewisville Lake	\$208,046
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

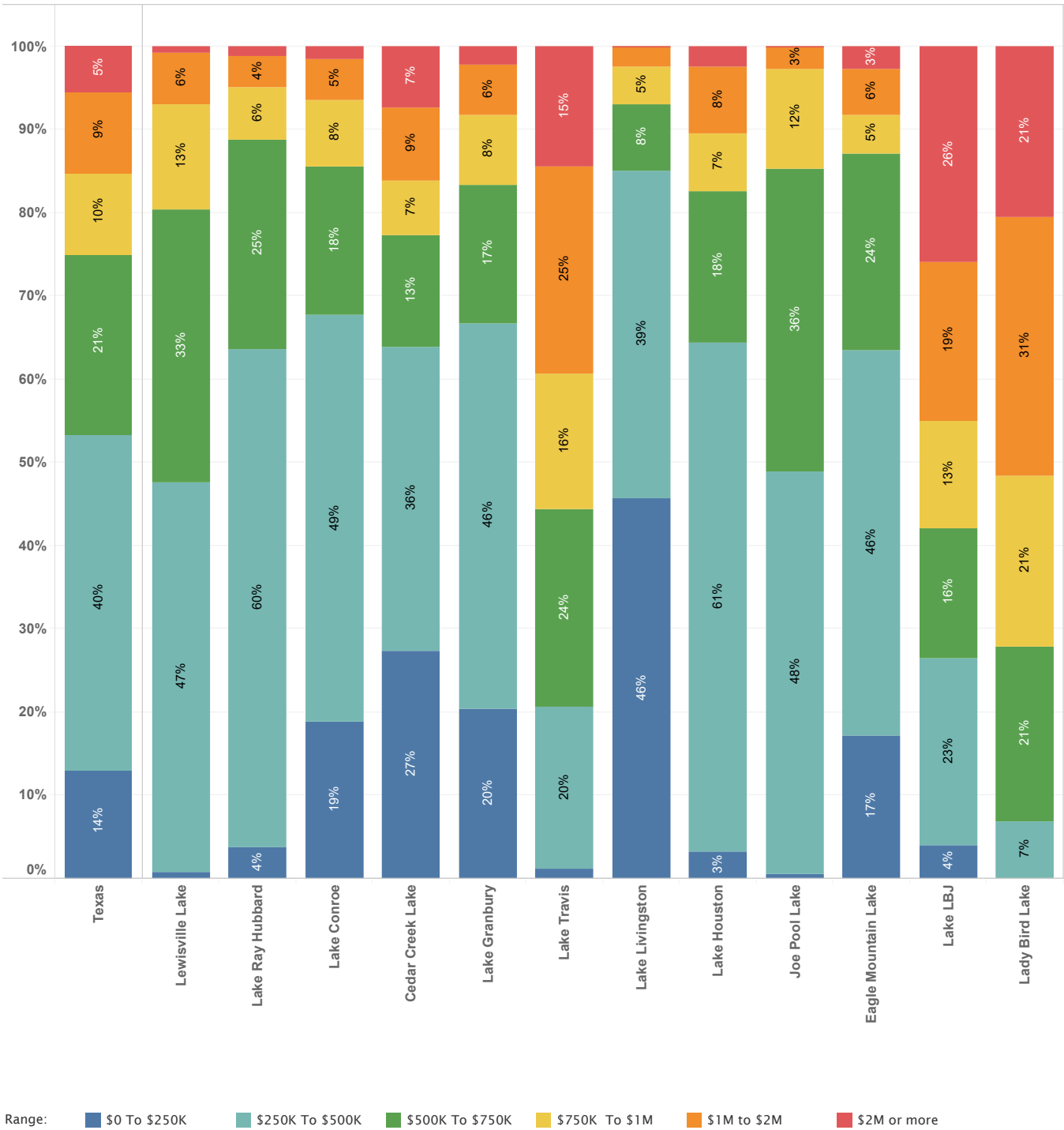
1. Toledo Bend Reservoir	\$33,024
2. Palo Pinto Lake	\$46,706
3. Hilltop Lakes	\$50,092
4. Houston County Lake	\$63,408
5. Lake Whitney	\$75,183
6. Medina Lake	\$77,890
7. Possum Kingdom Lake	\$81,591
8. Lake Bob Sandlin	\$83,997

Listings of 10 Acres or More

1. Lake Bob Sandlin	\$3,865
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* This includes lake real estate inventory from more than one state.

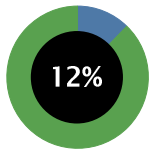
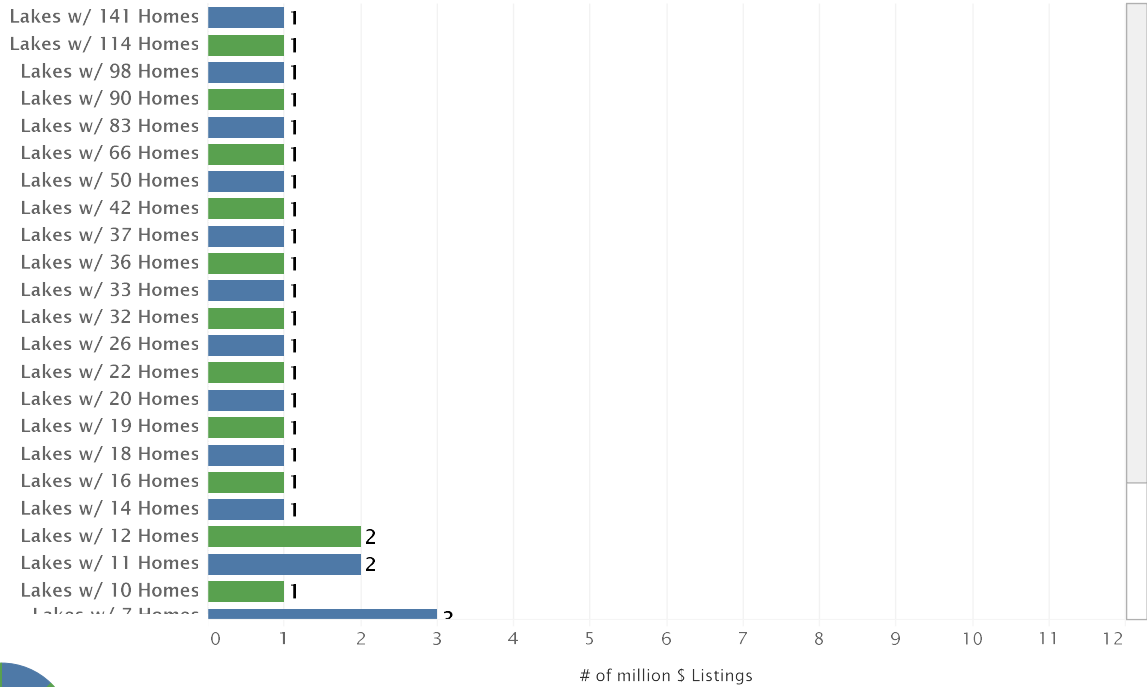
Price Breakdown by Percentage of Homes in the Texas Market 2022Q3



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Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2022Q3

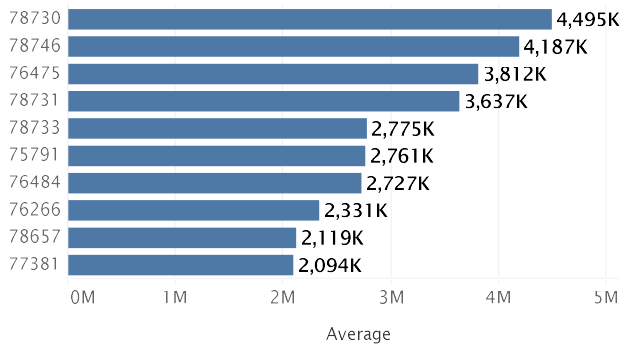


of \$1M+ Homes in Texas are on Lake Travis

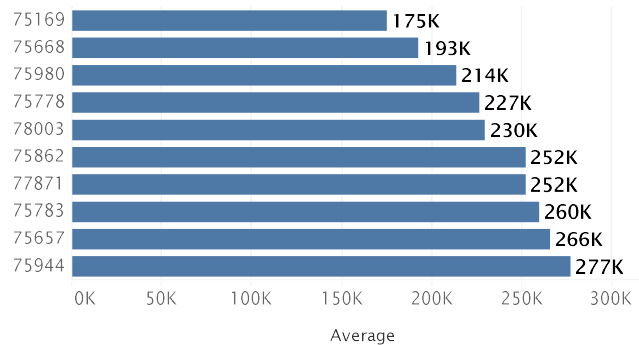
Total Number of \$1M+ Homes

1,141

Most Expensive ZIP Codes 2022Q3



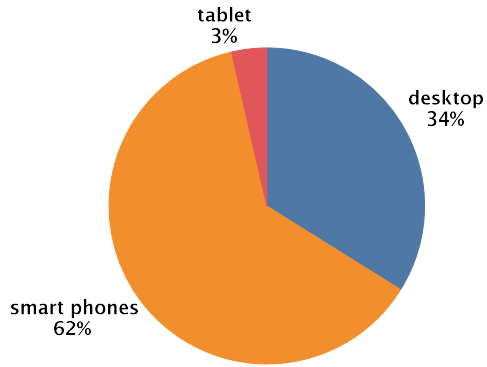
Most Affordable ZIP Codes 2022Q3



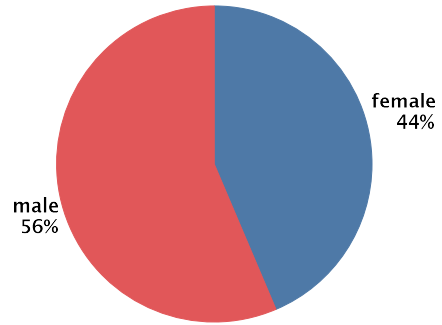
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Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

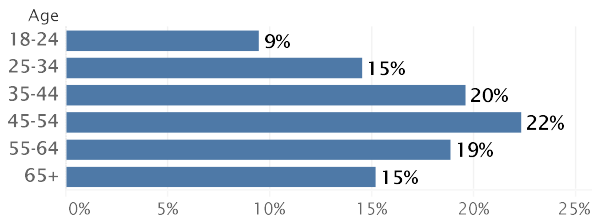


42% of potential buyers come from outside Texas

Chicago

is the Number 1 metro area outside of Texas searching for Texas lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

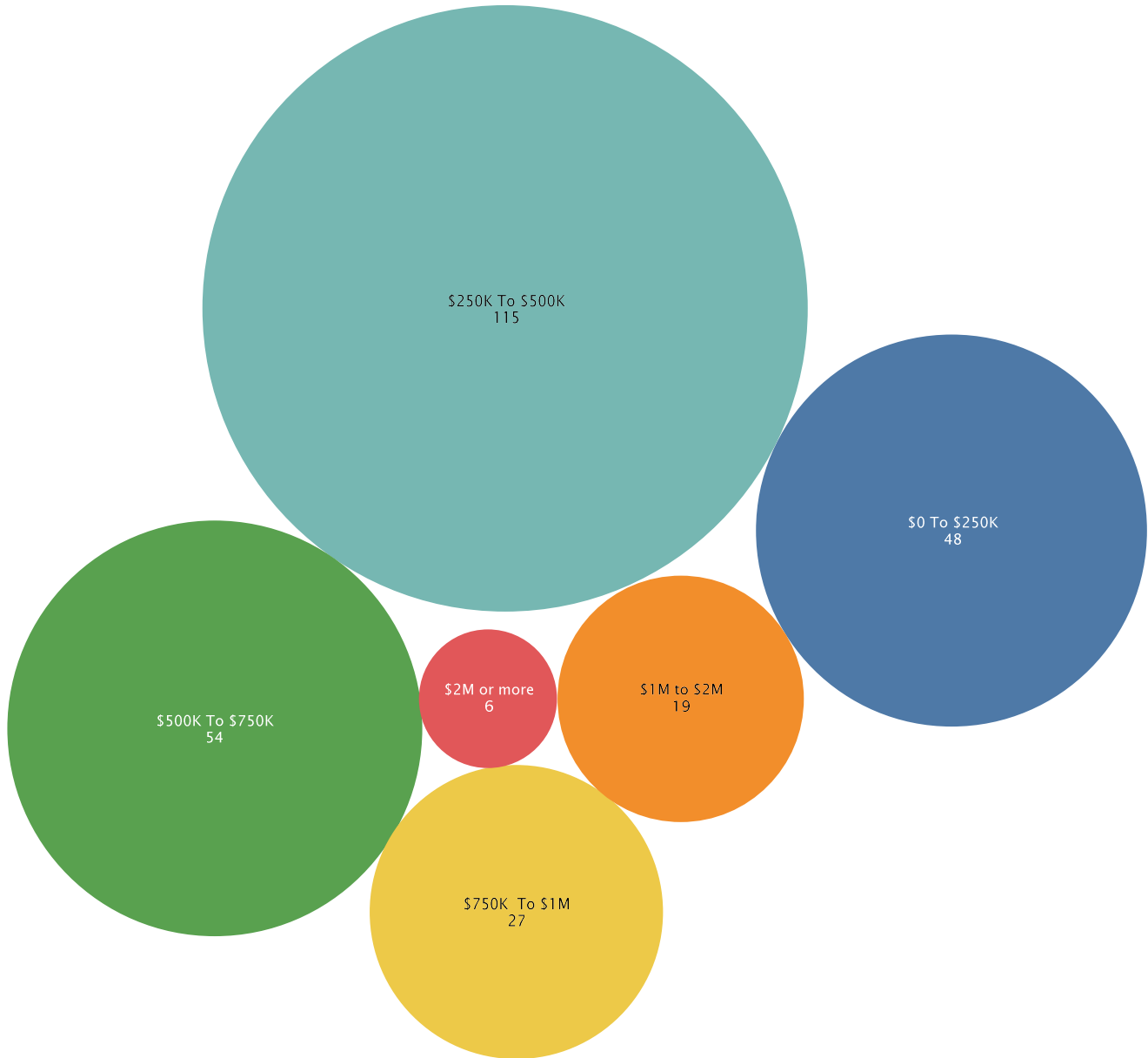
- Los Angeles, CA
- New York, NY
- Phoenix, AZ
- Denver, CO
- Atlanta, GA
- Oklahoma City, OK
- Seattle-Tacoma, WA
- Wichita Falls TX & Lawton, OK
- New Orleans, LA



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LAKEHOMES.COM

VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Vermont

The number of home listings in Vermont increased from 272 in summer 2022 to 325 in fall 2022.

Largest Markets

1. Lake Champlain*	\$155,406,494	64.6%
2. Lake Memphremagog	\$16,947,500	7.0%
3. Lake Bomoseen	\$12,808,600	5.3%
4. Silver Lake	\$8,144,000	3.7%
5. Island Pond	\$4,821,000	2.0%

Total Vermont Market: \$240,406,094

Most Listings

1. Lake Champlain*	251	54.7%
2. Lake Bomoseen	38	8.3%
3. Lake Memphremagog	28	6.1%
4. Lake Lamoille	11	2.4%
5. Lake Raponda	10	2.3%

Total Vermont Listings: 459

Largest Home Markets

1. Lake Champlain*	\$133,596,294	68.3%
2. Lake Memphremagog	\$10,957,000	5.6%
3. Lake Bomoseen	\$9,990,700	5.1%
4. Silver Lake	\$4,944,000	2.5%
5. Lake Rescue	\$3,495,000	1.8%

Total Vermont Home Market: \$195,645,894

Most Homes Available

1. Lake Champlain*	196	60.3%
2. Lake Bomoseen	19	5.8%
3. Lake Memphremagog	17	5.2%
4. Lake St Catherine	7	2.2%
5. Combination Pond	6	1.8%

Total Vermont Home Listings: 325

Largest Land Markets

1. Lake Champlain*	\$13,545,300	58.6%
2. Lake Memphremagog	\$3,423,500	14.8%
3. Lake Bomoseen	\$2,119,000	9.2%
4. Island Pond	\$988,000	4.3%
5. Lake Beebe	\$389,500	1.7%

Total Vermont Land Market: \$23,131,400

Most Land Available

1. Lake Champlain*	48	44.9%
2. Lake Bomoseen	16	15.0%
3. Lake Raponda	7	6.5%
4. Lake Memphremagog	6	5.6%
5. Lake Beebe	5	4.7%

Total Vermont Land Listings: 107

Average Home Price

1. Lake Champlain - Burlington Area	\$928,356
2. Lake Champlain - Addison Area	\$865,891
3. Lake Memphremagog	\$644,529

Average Land Price Per Acre

Listings of Less Than 10 Acres

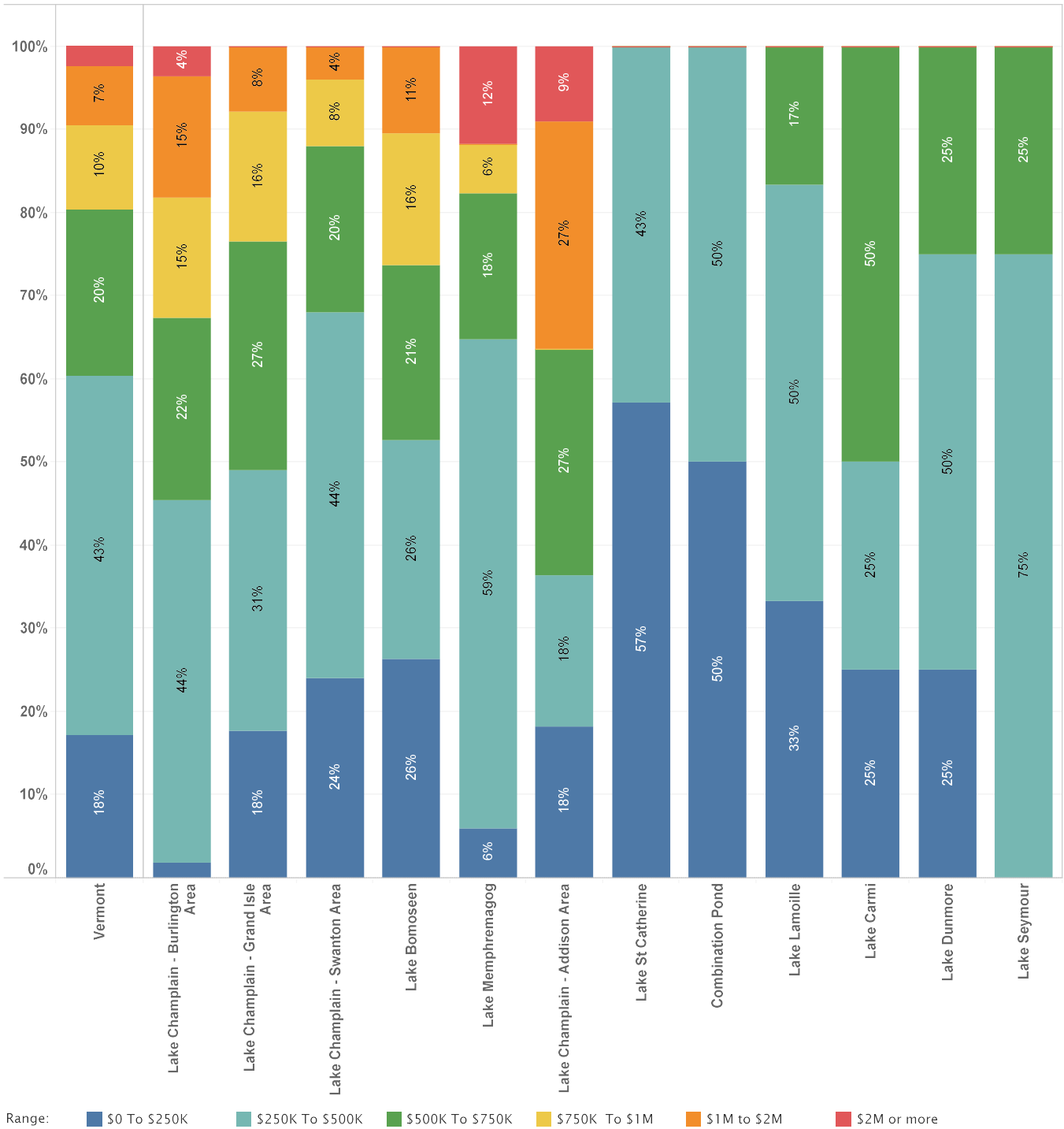
1. Lake Bomoseen	\$182,936
2. Lake Champlain - Grand Isle Area	\$88,891

Listings of 10 Acres or More

**

* This includes lake real estate inventory from more than one state.

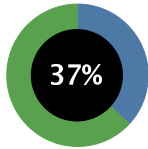
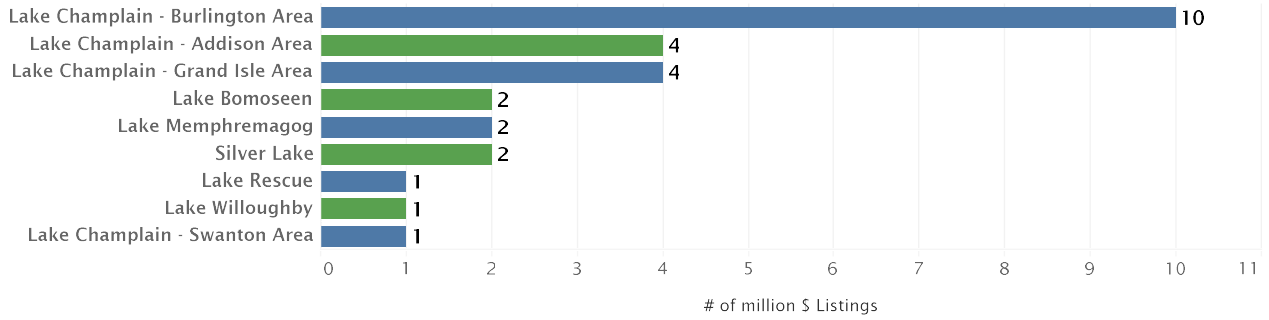
Price Breakdown by Percentage of Homes in the Vermont Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2022Q3

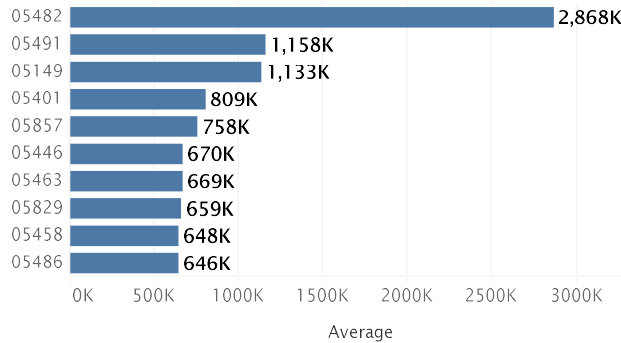


37% of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

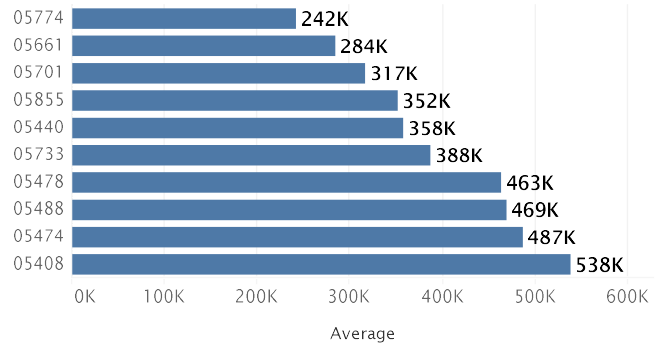
Total Number of \$1M+ Homes

27

Most Expensive ZIP Codes 2022Q3



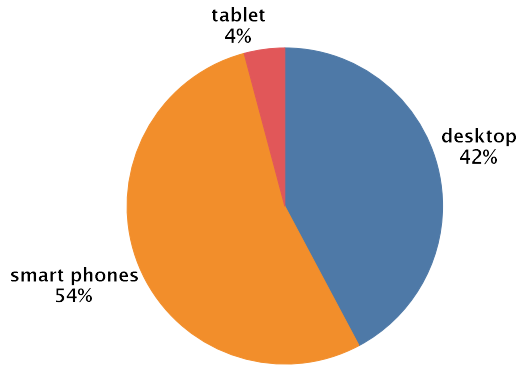
Most Affordable ZIP Codes 2022Q3



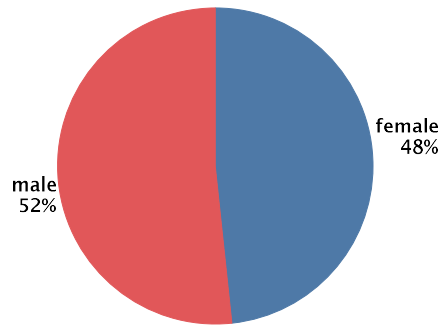
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LAKEHOMES.COM

Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2022Q3

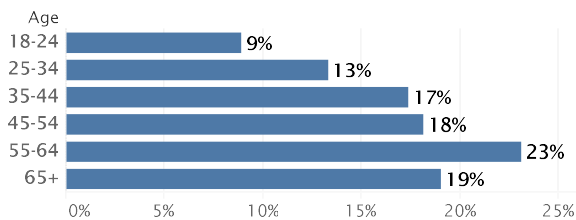


Male/Female Visitors 2022Q3



85% of potential buyers come from outside Vermont

What Age Groups are Shopping 2022Q3



New York,

is the Number 1 metro area outside of Vermont searching for Vermont lake property!

Number 2-10 metros are:

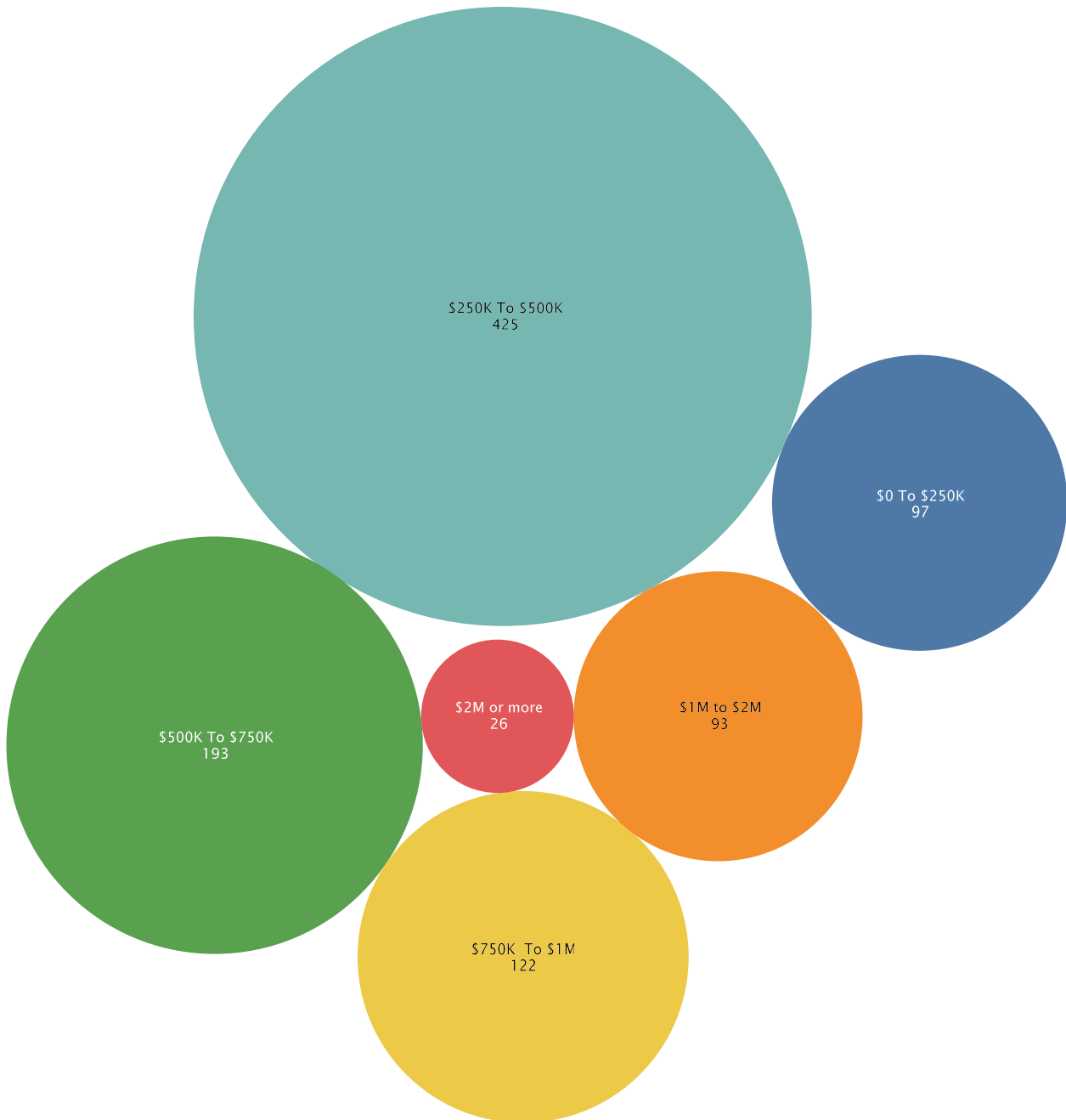
- Boston MA-Manchester, NH
- Albany-Schenectady-Troy, NY
- Hartford & New Haven, CT
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Springfield-Holyoke, MA
- Atlanta, GA
- Chicago, IL
- Los Angeles, CA



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Virginia

The Virginia market rose from \$856 MM in summer 2022 to \$876 MM in fall 2022, a \$20 MM increase.

Largest Markets

1. Smith Mountain Lake	\$222,099,650	25.3%	6. Lake of the Woods	\$28,159,297	3.2%
2. Lake Gaston*	\$130,810,459	14.9%	7. Occoquan Reservoir	\$25,208,247	2.9%
3. Lake Anna	\$114,172,361	13.0%	8. Fawn Lake	\$21,037,500	2.4%
4. John H Kerr Reservoir*	\$34,820,199	4.0%	9. Lake Frederick	\$20,388,137	2.3%
5. Lake Monticello	\$33,085,071	3.8%	10. Lake Barcroft	\$16,357,817	2.4%

Total Virginia Market: \$876,194,116

Largest Home Markets

1. Smith Mountain Lake	\$148,238,481	22.1%
2. Lake Gaston*	\$90,062,475	13.4%
3. Lake Anna	\$80,487,015	12.0%
4. Lake Monticello	\$32,396,671	4.8%
5. Lake of the Woods	\$27,381,297	4.1%
6. John H Kerr Reservoir*	\$25,022,900	3.7%
7. Occoquan Reservoir	\$23,100,447	3.4%
8. Fawn Lake	\$20,212,700	3.0%
9. Lake Frederick	\$20,088,237	3.0%
10. Lake Barcroft	\$16,357,817	2.4%

Total Virginia Home Market: \$671,626,578

Largest Land Markets

1. Smith Mountain Lake	\$73,861,169	36.1%
2. Lake Gaston*	\$40,747,984	19.9%
3. Lake Anna	\$33,685,346	16.5%
4. Leesville Lake	\$10,529,398	5.1%
5. John H Kerr Reservoir*	\$9,797,299	4.8%
6. Ni River Reservoir	\$7,864,000	3.8%
7. South Holston Lake*	\$4,330,650	2.1%
8. Claytor Lake	\$4,225,000	2.1%
9. Occoquan Reservoir	\$2,107,800	1.0%
10. Presidential Lake	\$1,839,900	0.9%

Total Virginia Land Market: \$204,567,538

58% of the homes on Lake Barcroft are priced in the \$1M or more.

Most Expensive Homes

1. Lake Manassas	\$1,089,218
2. Smith Mountain Lake	\$981,712

Most Affordable Homes

1. Lake Anne - Reston	\$638,400
2. Lake Gaston	\$680,588

Most Listings

1. Smith Mountain Lake	560	24.1%	6. Lake Monticello	90	3.9%
2. Lake Gaston*	409	17.6%	7. Lake of the Woods	70	3.0%
3. Lake Anna	267	11.5%	8. Occoquan Reservoir	46	2.0%
4. Leesville Lake	143	6.2%	9. South Holston Lake*	36	1.6%
5. John H Kerr Reservoir*	124	5.3%	10. Lake Frederick	33	1.4%

Total Virginia Listings: 2,321

Most Homes Available

1. Smith Mountain Lake	151	14.4%
2. Lake Gaston*	137	13.0%
3. Lake Anna	106	10.1%
4. Lake Monticello	84	8.0%
5. Lake of the Woods	61	5.8%
6. Occoquan Reservoir	41	3.9%
7. John H Kerr Reservoir*	38	3.6%
8. Lake Frederick	32	3.0%
9. Fawn Lake	24	2.3%
10. Lake Montclair	20	1.9%

Total Virginia Home Listings: 1,052

Most Land Available

1. Smith Mountain Lake	409	32.2%
2. Lake Gaston*	272	21.4%
3. Lake Anna	161	12.7%
4. Leesville Lake	138	10.9%
5. John H Kerr Reservoir*	86	6.8%
6. South Holston Lake*	24	1.9%
7. Lake Independence	21	1.7%
8. Claytor Lake	15	1.2%
8. Lake Laura	15	1.2%
10. Lake Holiday	11	0.9%

Total Virginia Land Listings: 1,269

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Claytor Lake	\$171,748
2. Lake Anna	\$114,701
3. Smith Mountain Lake	\$105,621
4. Lake Gaston	\$61,896
5. South Holston Lake	\$57,165
6. John H Kerr Reservoir	\$50,494
7. Leesville Lake	\$38,966
8. Lake Laura	\$34,891

Listings of 10 Acres or More

1. Lake Anna	\$25,905
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

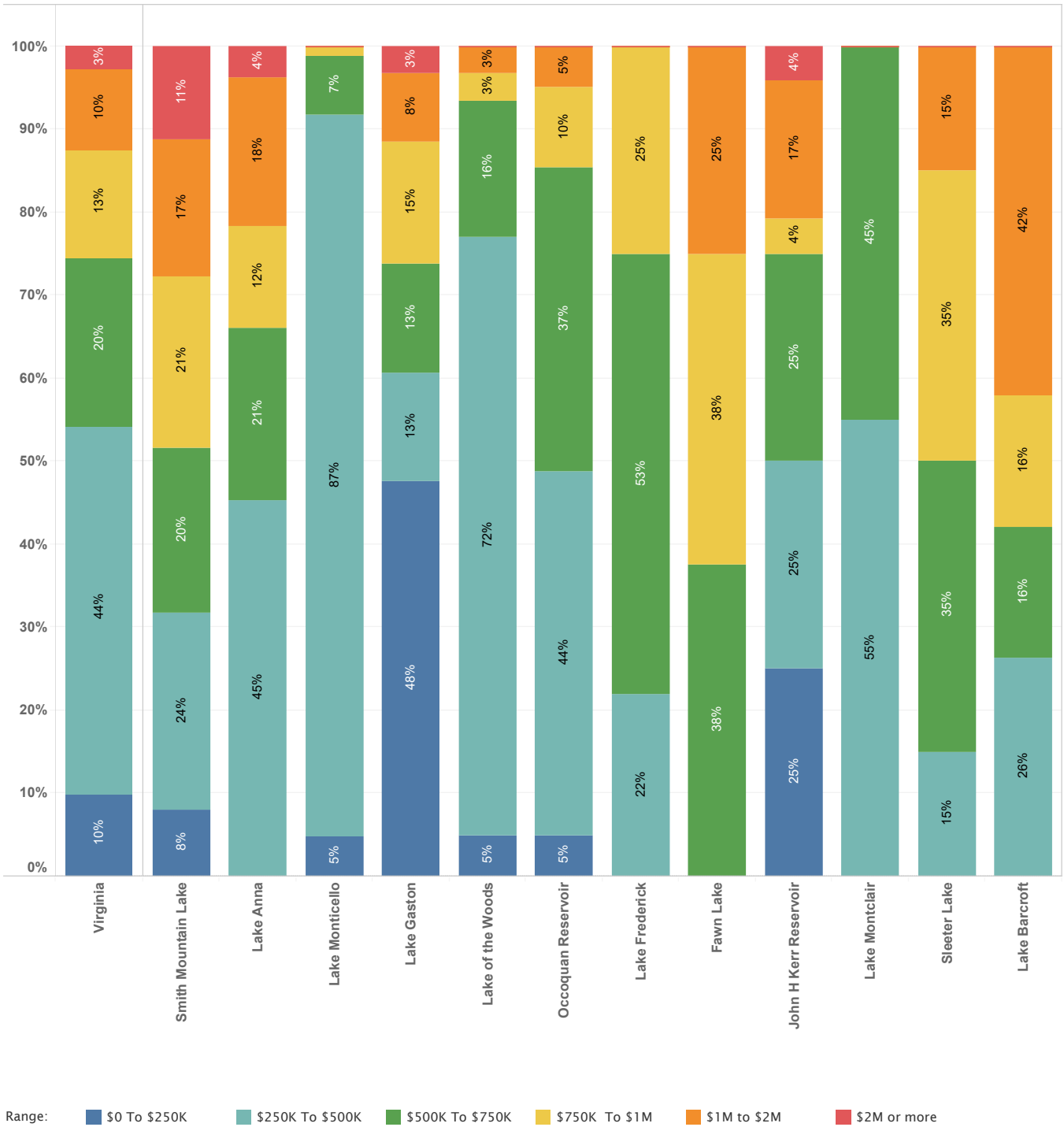
1. Lake Independence	\$30,700
2. Lake Laura	\$34,891
3. Leesville Lake	\$38,966
4. John H Kerr Reservoir	\$50,494
5. South Holston Lake	\$57,165
6. Lake Gaston	\$61,896
7. Smith Mountain Lake	\$105,621
8. Lake Anna	\$114,701

Listings of 10 Acres or More

1. Leesville Lake	\$6,971
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* This includes lake real estate inventory from more than one state.

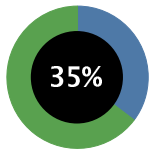
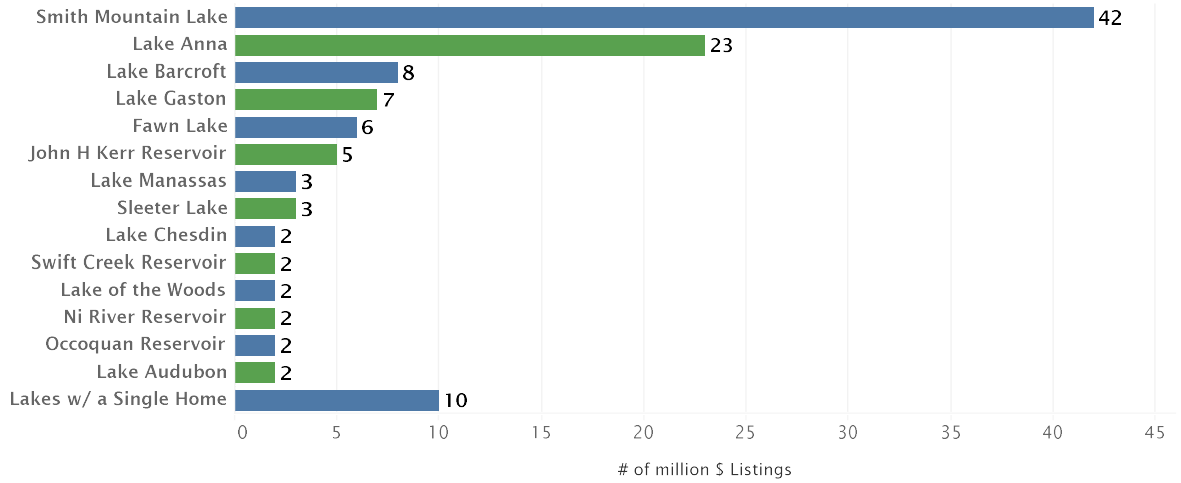
Price Breakdown by Percentage of Homes in the Virginia Market 2022Q3



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2022Q3

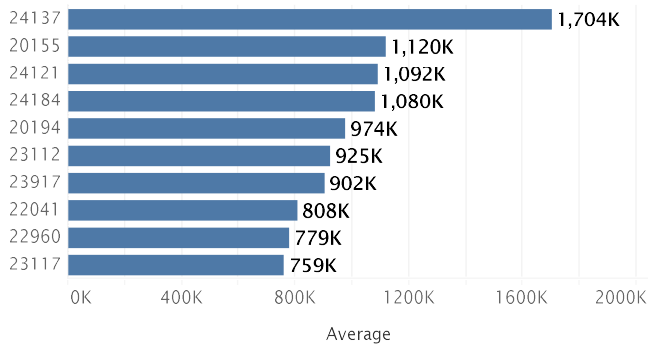


of \$1M+ Homes in Virginia are on Smith Mountain Lake

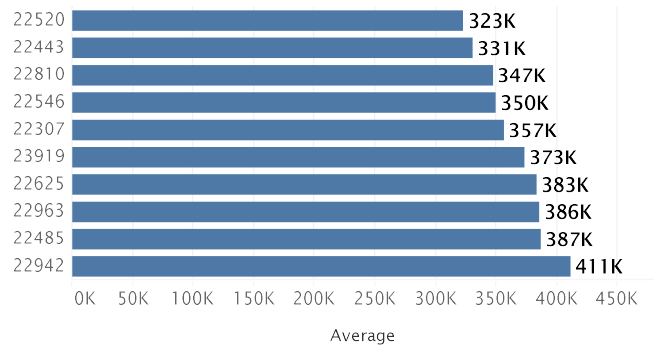
Total Number of \$1M+ Homes

119

Most Expensive ZIP Codes 2022Q3



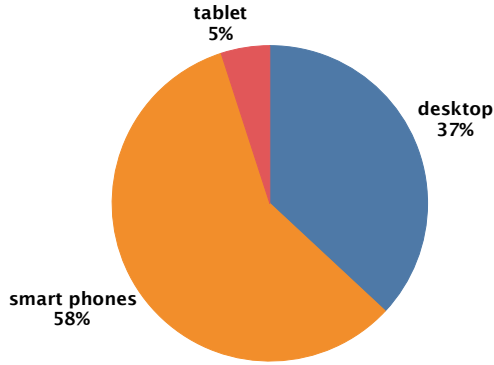
Most Affordable ZIP Codes 2022Q3



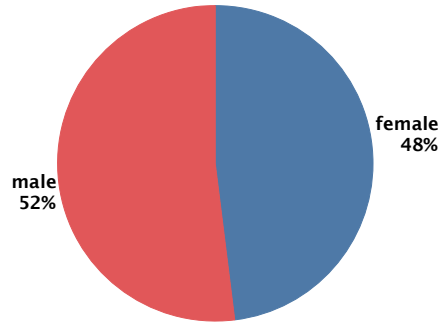
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Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

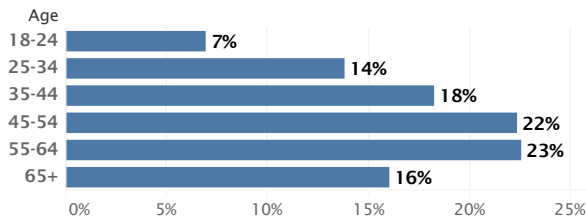


66% of potential buyers come from outside Virginia

Washington DC (Hagerstown

is the Number 1 metro area outside of Virginia searching for Virginia lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

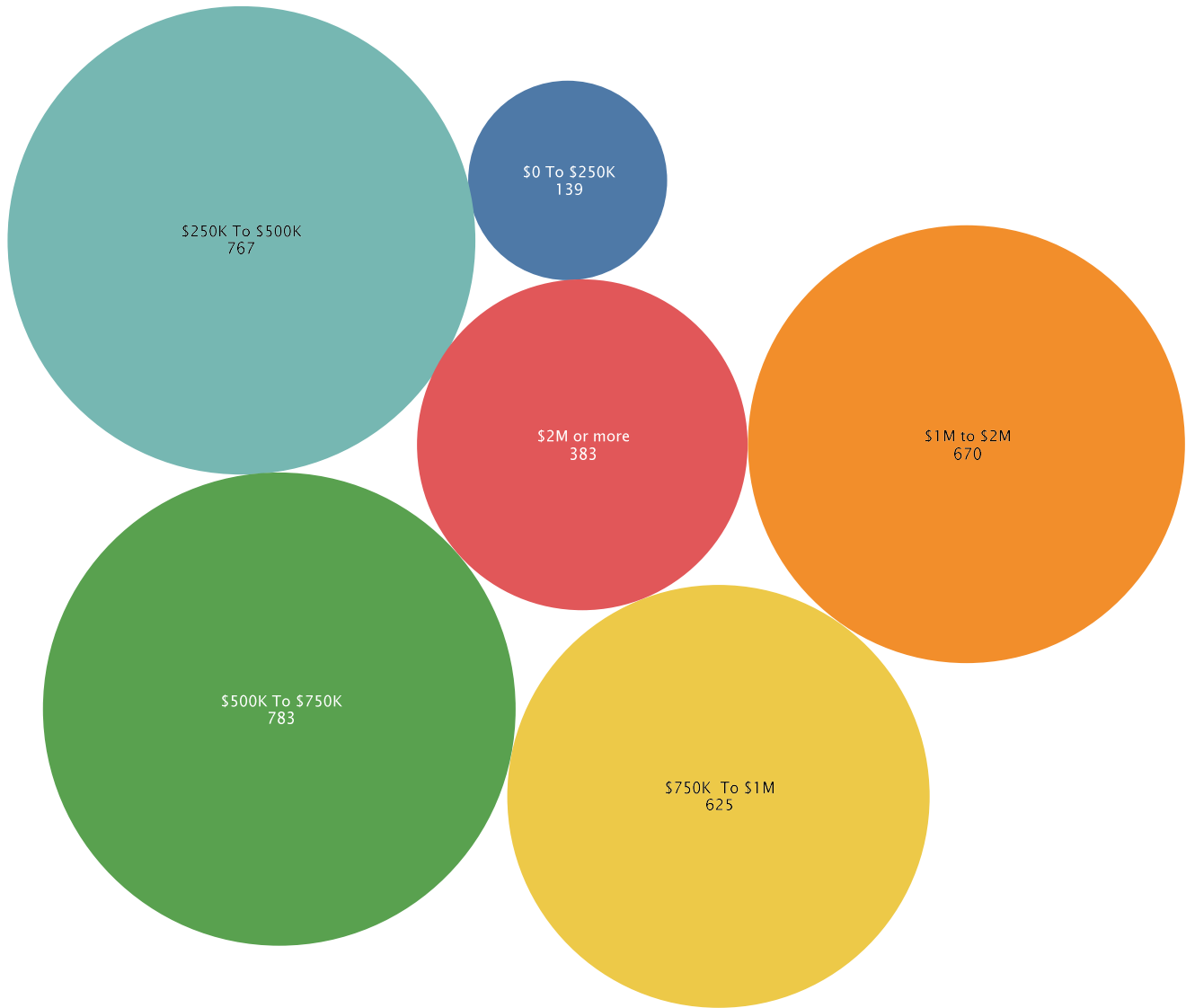
- New York, NY
- Atlanta, GA
- Raleigh-Durham (Fayetteville), NC
- Baltimore, MD
- Philadelphia, PA
- Chicago, IL
- Los Angeles, CA
- Greensboro-High Point-Winston Salem, NC
- Boston MA-Manchester, NH



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LAKEHOMES.COM

WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Washington

The Washington market increased from \$3.6 BB in summer 2022 to \$4.5 BB in fall 2022, a \$900 MM (25%) surge.

Largest Markets

1. Puget Sound	\$1,456,398,115	32.5%	6. Lake Tapps	\$58,977,918	1.3%
2. Lake Washington	\$1,126,534,200	25.2%	7. Moses Lake	\$58,513,514	1.3%
3. Lake Sammamish	\$151,567,649	3.4%	8. Volunteer Park Reservoir	\$49,269,600	1.1%
4. Lake Union	\$100,936,326	2.3%	9. Lake Whatcom	\$46,001,726	1.0%
5. Lake Chelan	\$95,516,247	2.1%	10. Osoyoos Lake	\$38,775,899	0.9%

Total Washington Market: \$4,475,293,735

Largest Home Markets

1. Puget Sound	\$1,340,518,944	33.4%
2. Lake Washington	\$1,042,527,476	26.0%
3. Lake Sammamish	\$143,178,649	3.6%
4. Lake Union	\$89,034,326	2.2%
5. Lake Chelan	\$62,807,048	1.6%
6. Lake Tapps	\$53,415,268	1.3%
7. Volunteer Park Reservoir	\$47,069,600	1.2%
8. Lake Whatcom	\$44,642,926	1.1%
9. Moses Lake	\$36,818,214	0.9%
10. Green Lake	\$35,177,450	0.9%

Total Washington Home Market: \$4,015,963,752

Largest Land Markets

1. Puget Sound	\$115,879,171	25.2%
2. Lake Washington	\$84,006,724	18.3%
3. Lake Chelan	\$32,709,199	7.1%
4. Osoyoos Lake	\$22,679,699	4.9%
5. Moses Lake	\$21,695,300	4.7%
6. Wanapum Lake	\$17,399,999	3.8%
7. Lake Union	\$11,902,000	2.6%
8. Lake Sammamish	\$8,389,000	1.8%
9. Franklin D Roosevelt Lake	\$7,619,050	1.7%
10. Lake Stevens	\$7,614,950	1.7%

Total Washington Land Market: \$459,329,983

Most Expensive Homes

1. Lake Washington	\$3,979,113
2. Volunteer Park Reservoir	\$2,941,850

Most Affordable Homes

1. Lake Chelan	\$1,121,554
2. Puget Sound	\$1,121,773

Most Listings

1. Puget Sound	1,558	34.6%	6. Lake Union	96	2.1%
2. Lake Washington	299	6.6%	7. Lake Sammamish	62	1.4%
3. Moses Lake	126	2.8%	8. Lake Tapps	54	1.2%
4. Lake Chelan	118	2.6%	9. Wanapum Lake	52	1.2%
5. Duck Lake	101	2.2%	10. Franklin D Roosevelt Lake	47	1.0%
Total Washington Listings:				4,500	

Most Homes Available

1. Puget Sound	1,195	35.3%
2. Lake Washington	262	7.7%
3. Lake Union	91	2.7%
4. Moses Lake	73	2.2%
5. Lake Chelan	56	1.7%
5. Lake Sammamish	56	1.7%
7. Duck Lake	46	1.4%
7. Lake Tapps	46	1.4%
9. Long Lake - Olympia	37	1.1%
10. Lake Whatcom	36	1.1%

Total Washington Home Listings: 3,390

Most Land Available

1. Puget Sound	363	32.7%
2. Lake Chelan	62	5.6%
3. Duck Lake	55	5.0%
4. Moses Lake	53	4.8%
5. Wanapum Lake	43	3.9%
6. Lake Washington	37	3.3%
7. Franklin D Roosevelt Lake	32	2.9%
8. Osoyoos Lake	28	2.5%
9. Clear Lake - Yelm	11	1.0%
9. Florence Lake	11	1.0%

Total Washington Land Listings: 1,110

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$5,080,206
2. Wanapum Lake	\$553,742
3. Lake Chelan	\$506,165
4. Osoyoos Lake	\$489,934
5. Duck Lake	\$385,014
6. Moses Lake	\$367,618
7. Josephine Lake	\$261,350
8. Lake Pateros	\$234,329

Listings of 10 Acres or More

1. Puget Sound	\$42,038
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Most Affordable Land per Acre

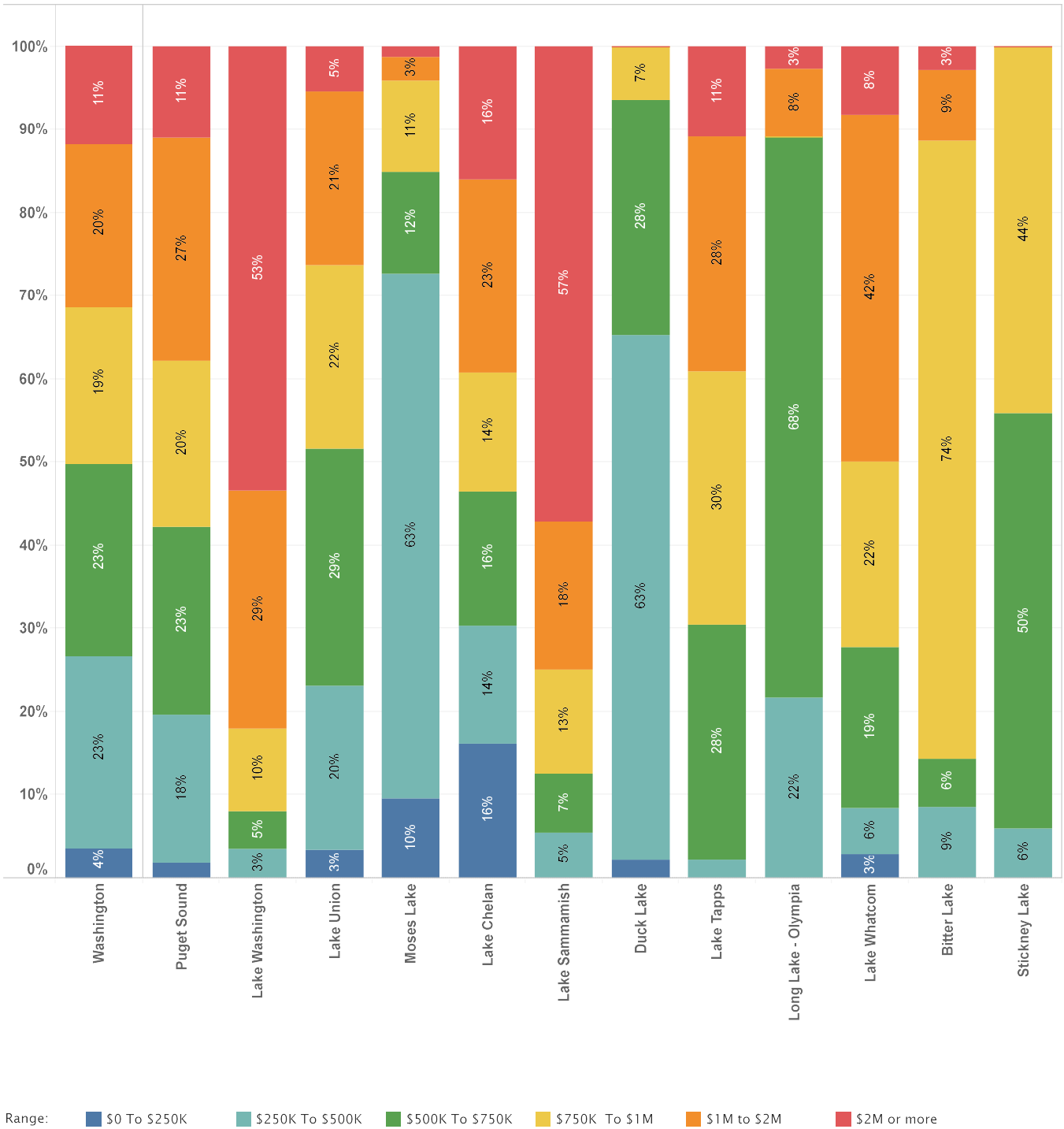
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$58,978
2. Clear Lake - Yelm	\$124,278
3. Florence Lake	\$214,012
4. Puget Sound	\$222,960
5. Lake Pateros	\$234,329
6. Josephine Lake	\$261,350
7. Moses Lake	\$367,618
8. Duck Lake	\$385,014

Listings of 10 Acres or More

1. Rufus Woods Lake	\$3,113
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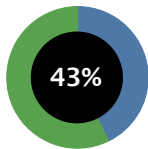
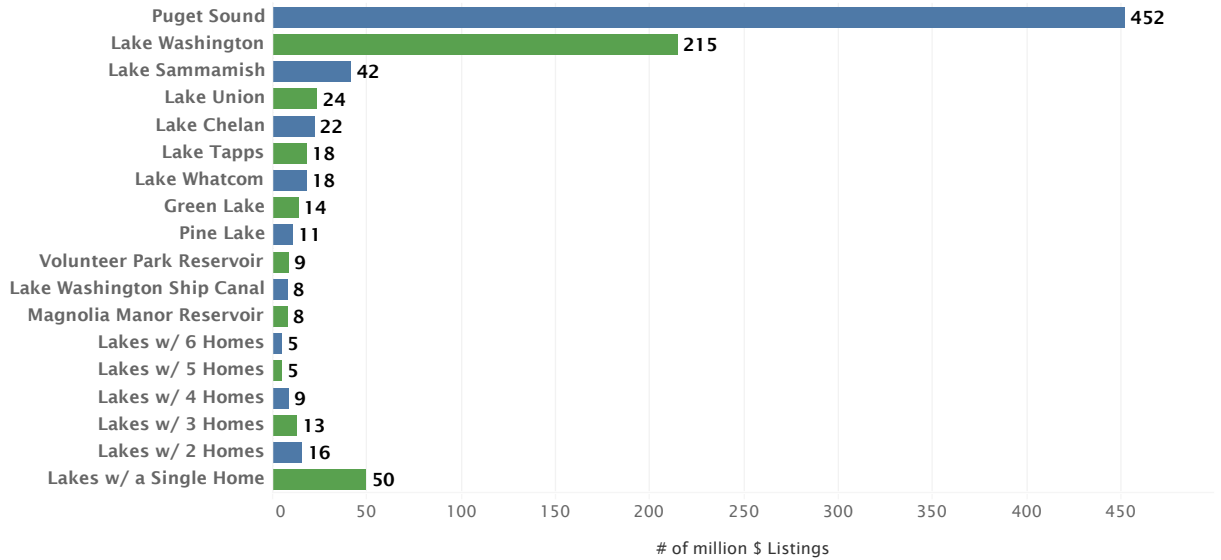
Price Breakdown by Percentage of Homes in the Washington Market 2022Q3



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Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2022Q3

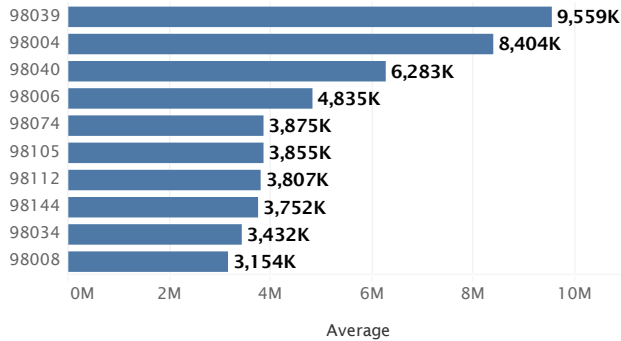


of \$1M+ Homes in Washington are on Puget Sound

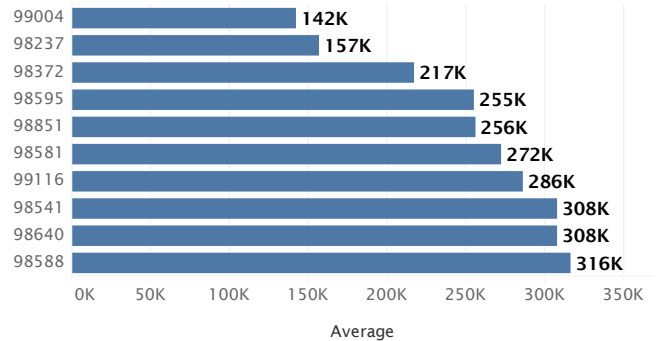
Total Number of \$1M+ Homes

1,053

Most Expensive ZIP Codes 2022Q3



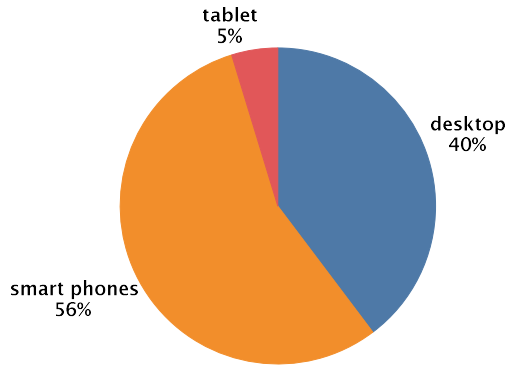
Most Affordable ZIP Codes 2022Q3



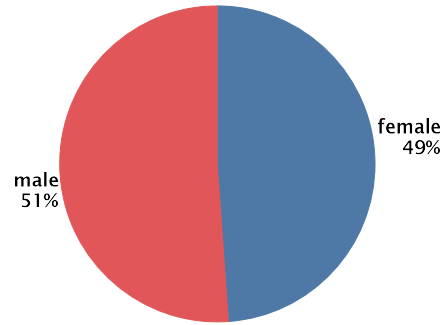
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Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

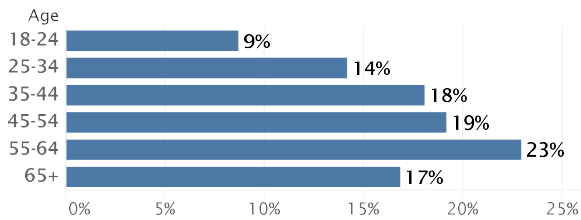


56% of potential buyers come from outside Washington

Los Angeles

is the Number 1 metro area outside of Washington searching for Washington lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

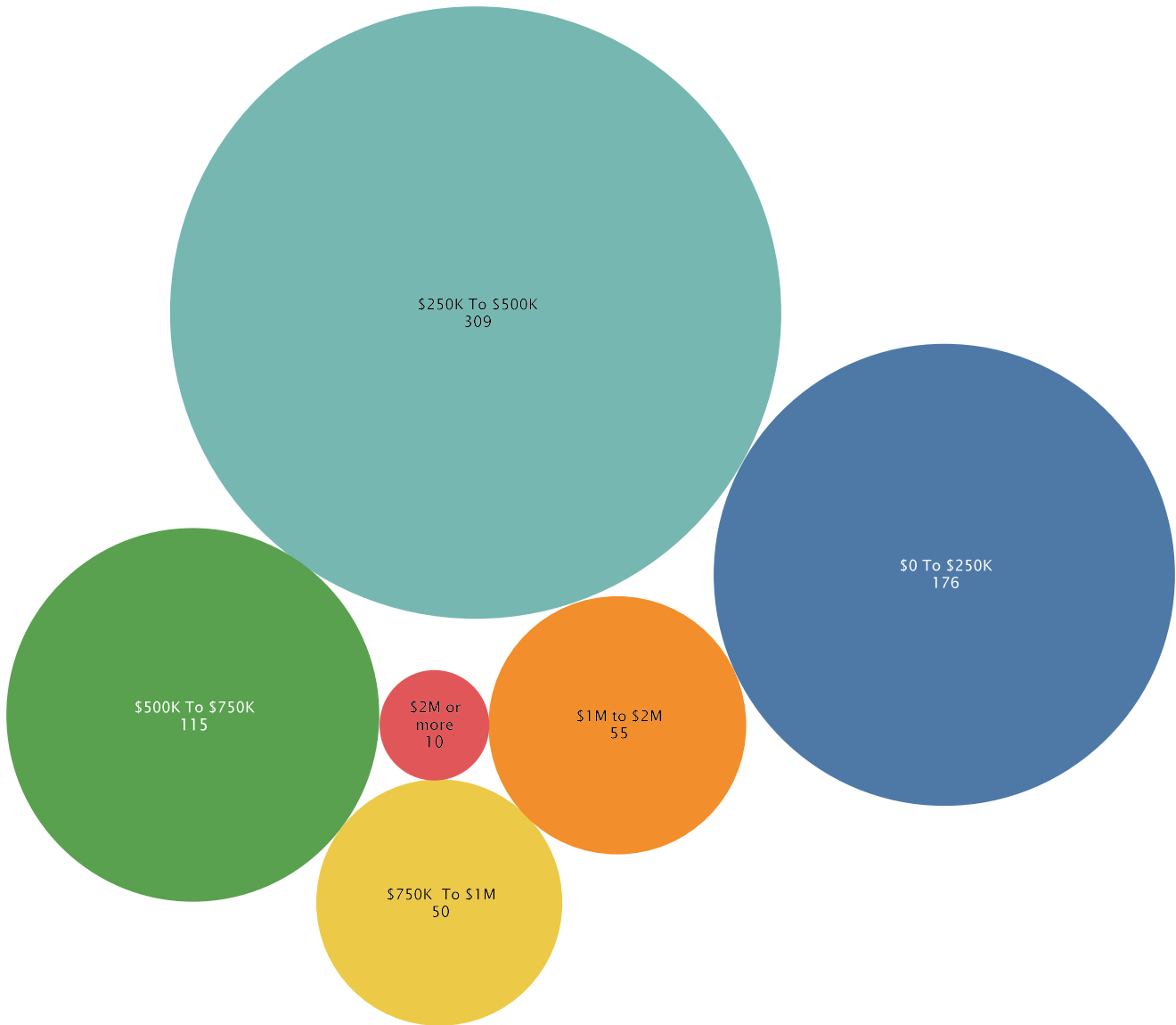
- Portland, OR
- New York, NY
- San Francisco-Oakland-San Jose, CA
- Phoenix, AZ
- Chicago, IL
- Dallas-Ft. Worth, TX
- Sacramento-Stockton-Modesto, CA
- Denver, CO
- Washington DC (Hagerstown MD)



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WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2022Q3



Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Wisconsin

The Wisconsin home market fell from \$540 MM in summer 2022 to \$432 MM in fall 2022, a \$109 MM (20%) decrease.

Largest Markets

1. Lake Saint Croix - Afton	\$20,798,800	4.8%	6. Fence Lake	\$7,798,900	2.2%
2. Lake Wissota - Lafayette	\$11,089,449	2.6%	7. Minocqua Lake	\$7,626,900	1.8%
3. Lake Superior	\$9,498,100	2.2%	8. Rice Lake 230 - Rice Lake	\$7,538,000	1.7%
4. Long Lake - Long Lake	\$9,247,900	2.1%	9. North Twin Lake	\$7,516,750	1.7%
5. Catfish Lake	\$8,175,500	1.9%	10. Beaver Dam Lake - Maple Plain	\$7,398,500	1.7%

Total Wisconsin Market: \$431,511,234

Largest Home Markets

1. Lake Saint Croix - Afton	\$19,649,800	5.5%
2. Lake Wissota - Lafayette	\$10,460,449	2.9%
3. Long Lake - Long Lake	\$8,481,900	2.4%
4. Fence Lake	\$7,798,900	2.2%
5. Minocqua Lake	\$7,351,900	2.0%
6. Lake Superior	\$6,937,700	1.9%
7. Lake Chetek - Chetek	\$6,928,900	1.9%
8. Rice Lake 230 - Rice Lake	\$6,731,200	1.9%
9. Catfish Lake	\$6,685,500	1.9%
10. Beaver Dam Lake - Maple Plain	\$6,011,600	1.7%

Total Wisconsin Home Market: \$360,342,046

Largest Land Markets

1. Prairie Lake - Prairie Lake	\$4,211,710	5.9%
2. North Twin Lake	\$3,037,150	4.3%
3. Lake Superior	\$2,560,400	3.6%
4. Gilmore Lake - Minong	\$2,358,600	3.3%
5. Plum Lake	\$1,650,000	2.3%
6. Catfish Lake	\$1,490,000	2.1%
7. Mccullough Lake	\$1,430,200	2.0%
8. Cranberry Lake - Washington	\$1,428,900	2.0%
9. Muskellunge Lake - Delta	\$1,415,000	2.0%
10. Lake Menomin - Menomonie	\$1,400,000	2.0%

Total Wisconsin Land Market: \$71,169,188

Most Expensive Homes

1. Lake Saint Croix - Afton	\$893,173
2. Long Lake - Long Lake	\$771,082

Most Affordable Homes

1. Rice Lake 230 - Rice Lake	\$517,785
2. Beaver Dam Lake - Maple Plain	\$546,509

Most Listings

1. Prairie Lake - Prairie Lake	79	6.2%	5. Red Cedar Lake - Cedar Lake	21	1.7%
2. Rice Lake 230 - Rice Lake	25	2.0%	7. Lake Wissota - Lafayette	20	1.6%
3. Lake Saint Croix - Afton	23	1.8%	8. Apple River Flowage 134 - Lincoln	17	1.3%
4. Lake Mohawksin	22	1.7%	8. Bridge Lake	17	1.3%
5. North Twin Lake	21	1.7%	10. Boom Lake - Newbold	16	1.3%
Total Wisconsin Listings:				1,271	

Most Homes Available

1. Lake Saint Croix - Afton	22	3.1%
2. Lake Wissota - Lafayette	19	2.7%
3. Lake Mohawksin	15	2.1%
4. Boom Lake - Newbold	13	1.8%
4. Rice Lake 230 - Rice Lake	13	1.8%
6. Lake Menomin - Menomonie	12	1.7%
6. Minocqua Lake	12	1.7%
8. Beaver Dam Lake - Maple Plain	11	1.5%
8. Lake Pepin - Stockholm	11	1.5%
8. Long Lake - Long Lake	11	1.5%

Total Wisconsin Home Listings: 715

Most Land Available

1. Prairie Lake - Prairie Lake	74	13.3%
2. Gilmore Lake - Minong	15	2.7%
3. North Twin Lake	13	2.3%
4. Red Cedar Lake - Cedar Lake	12	2.2%
4. Rice Lake 230 - Rice Lake	12	2.2%
4. Tainter Lake 1667 - Red Cedar	12	2.2%
7. Apple River Flowage 134 - Lincoln	11	2.0%
8. The Narrows - Chetek	10	1.8%
9. Bass Lake - Cedar Lake	9	1.6%
10. Lake Superior	8	1.4%

Total Wisconsin Land Listings: 556

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Gilmore Lake - Minong	\$76,231
2. Red Cedar Lake - Cedar Lake	\$62,182
3. Tainter Lake 1667 - Red Cedar	\$54,384
4. Rice Lake 230 - Rice Lake	\$53,110
5. Apple River Flowage 134 - Lincoln	\$17,535

Listings of 10 Acres or More

**

Most Affordable Land per Acre

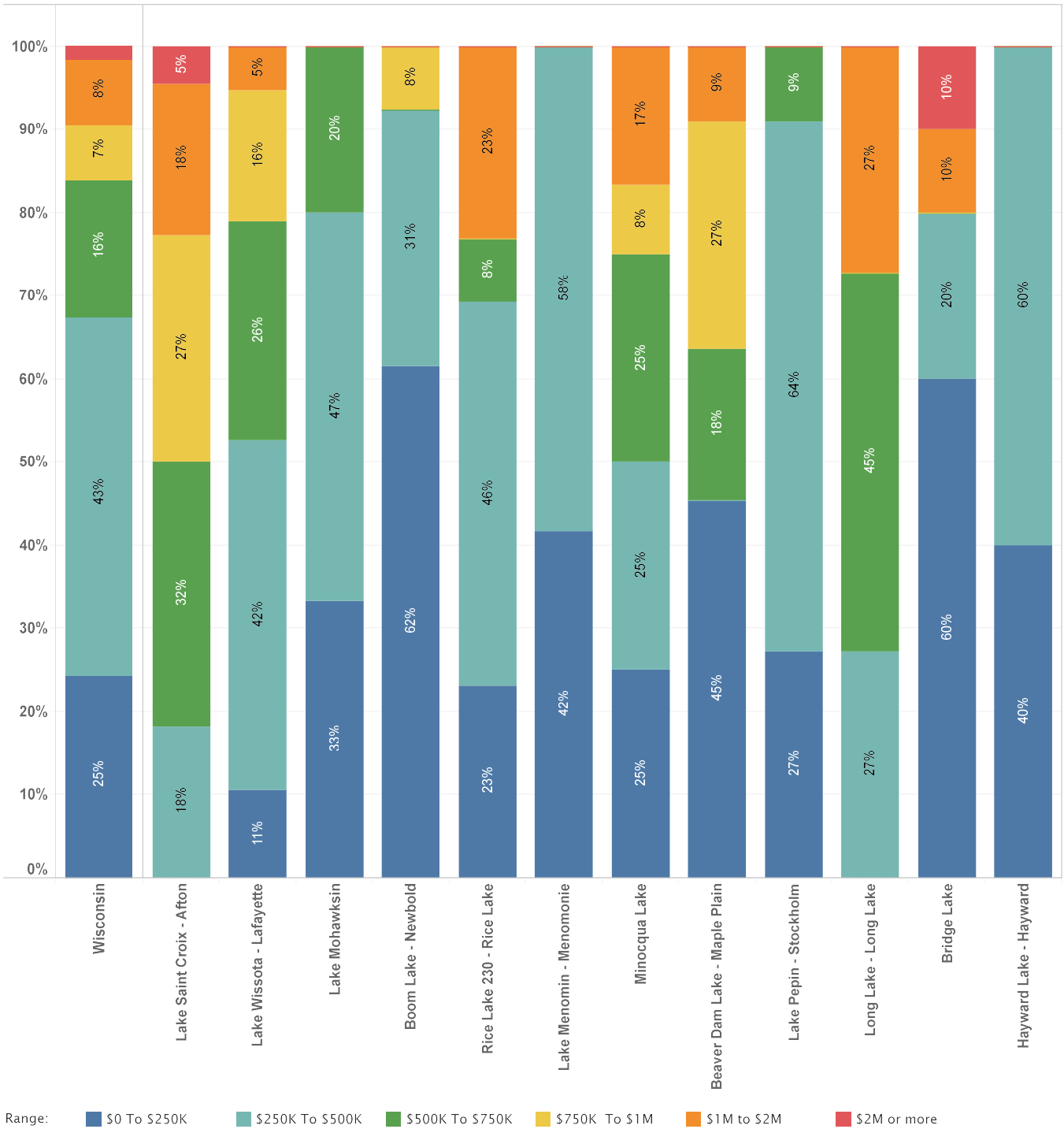
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$17,535
2. Rice Lake 230 - Rice Lake	\$53,110
3. Tainter Lake 1667 - Red Cedar	\$54,384
4. Red Cedar Lake - Cedar Lake	\$62,182
5. Gilmore Lake - Minong	\$76,231

Listings of 10 Acres or More

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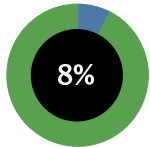
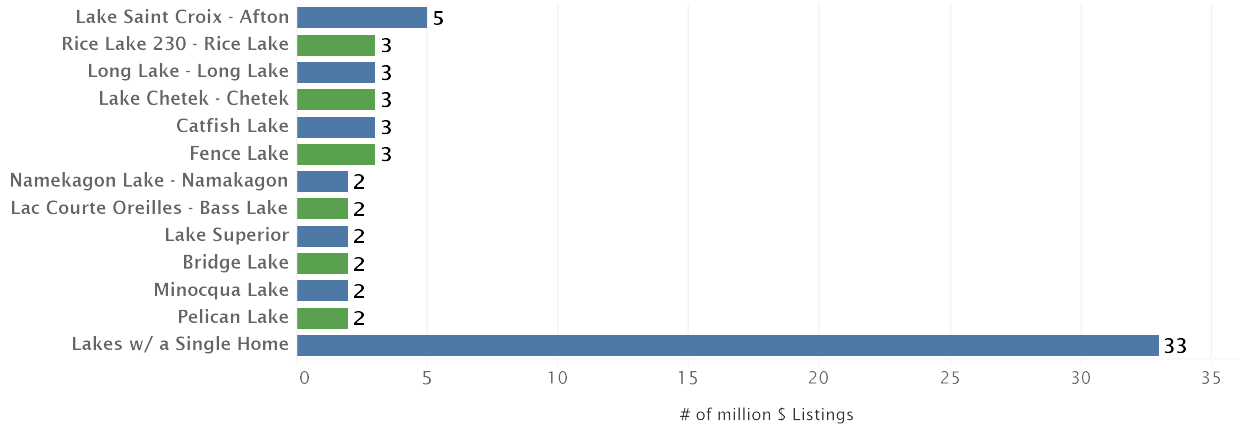
Price Breakdown by Percentage of Homes in the Wisconsin Market 2022Q3



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Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2022Q3

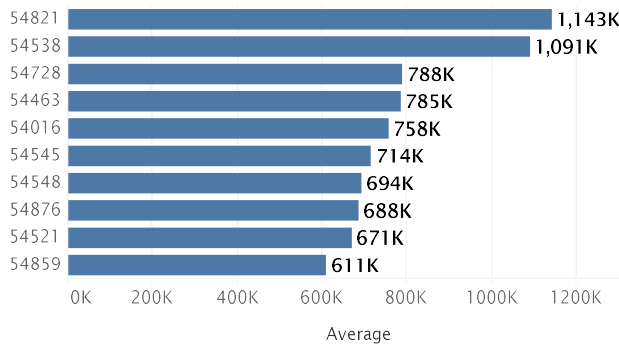


8% of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

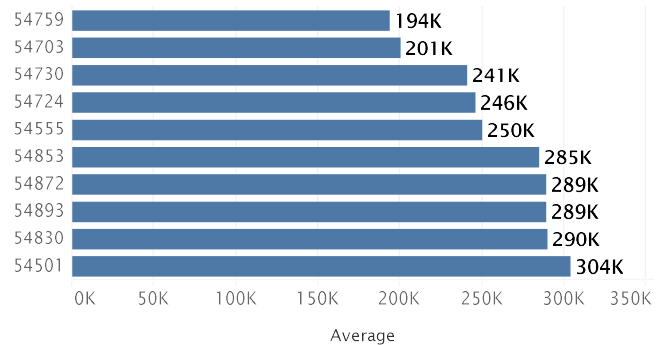
Total Number of \$1M+ Homes

65

Most Expensive ZIP Codes 2022Q3



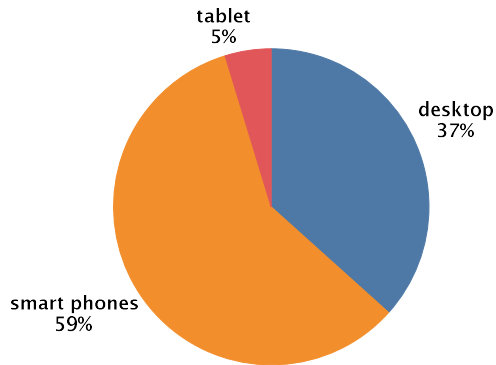
Most Affordable ZIP Codes 2022Q3



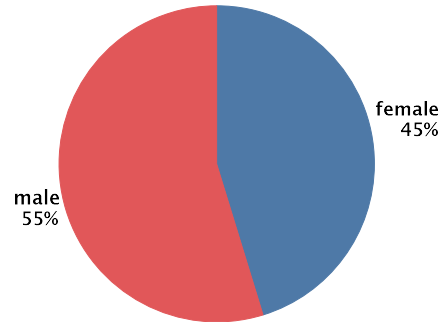
LAKE HOMES REALTY
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Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2022Q3



Male/Female Visitors 2022Q3

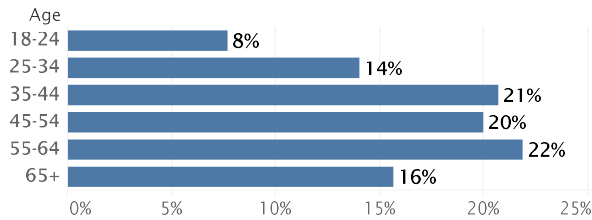


68% of potential buyers come from outside Wisconsin

Chicago

is the Number 1 metro area outside of Wisconsin searching for Wisconsin lake property!

What Age Groups are Shopping 2022Q3



Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- New York, NY
- Denver, CO
- Los Angeles, CA
- Dallas-Ft. Worth, TX
- Phoenix, AZ
- Rockford, IL
- Washington DC (Hagerstown MD)
- Atlanta, GA

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