



LAKE REAL ESTATE MARKET REPORT

WINTER 2023-2024

Chapter 1
Available Lake Homes and Land Report

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>	14
<i>Arkansas</i>	20
<i>Connecticut</i>	26
<i>Florida</i>	31
<i>Florida-Central</i>	37
<i>Florida-NE</i>	41
<i>Georgia</i>	45
<i>Idaho</i>	51
<i>Illinois</i>	56
<i>Chain O’ Lakes</i>	61
<i>Indiana</i>	65
<i>Iowa</i>	70
<i>Kentucky</i>	75
<i>Louisiana</i>	80
<i>Maryland</i>	86
<i>Massachusetts</i>	91
<i>Michigan</i>	96
<i>Minnesota</i>	102
<i>Mississippi</i>	108
<i>Missouri</i>	113
<i>Montana</i>	118
<i>Nebraska</i>	123
<i>New Hampshire</i>	128
<i>New York</i>	134

<i>North Carolina</i>	<i>140</i>
<i>Oklahoma</i>	<i>146</i>
<i>Pennsylvania</i>	<i>152</i>
<i>South Carolina</i>	<i>158</i>
<i>Tennessee</i>	<i>164</i>
<i>Texas</i>	<i>170</i>
<i>Vermont</i>	<i>176</i>
<i>Virginia</i>	<i>181</i>
<i>Washington</i>	<i>187</i>
<i>Wisconsin</i>	<i>193</i>

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 an evolving report with information we believe is insightful. We consider this report to be valuable but incomplete for some markets because some MLSs do not release sold property data. This report can provide the average lake property's asking price and final sale 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 provide maps of lake real estate properties for sale across multiple states.

CEO's Market Insights

The lake real estate market in the U.S. is much larger than most people realize. At Lake Homes Realty, our position as the nation's leader in lake real estate provides us with the best data about thousands of lake real estate markets across the country.

Adding to that data, LakeHomes.com has millions of visitors. These visitors (often buyers) give us a unique insight into consumer and market trends, patterns, and surprises.

Our fascinating data provides insight into how buyers and sellers think and act. Along with the data, I frequently talk to our local licensed real estate agents on lakes nationwide. Here are a few things I learned, as well as things I expect:

1. I expect the number of **lake properties sold in 2024 to exceed 2023 by 10% to 15%**. This was based on the continued (albeit slow) increase in inventories of lake property for sale across the country. To state the obvious, inventory is a critical fuel for more sales.

However, **there is nothing that will create an explosion of lake properties for sale, and without that**, there will be no crash in this market in the foreseeable future. Yes, the peak of the real estate market, and at many lakes, has been reached (or passed). However, none of the 2008 real estate, supply, labor, and mortgage conditions exist.

2. The number of lake homes **listed for sale** will modestly increase in 2024 after reaching **historic lows** in 2021 and 2022 across virtually every lake market. While improving, the selection of "appropriately priced" lake homes will remain limited. (By "appropriately priced," I mean homes priced such that they will get realistic and viable offers).

Sellers and buyers **should not be faked out by headlines** that tout significant increases in home inventory (for lake homes or any home). These are statistical tricks to create click-bait headlines. "Home Listing Inventory Doubles!" does not mean much when the number you are doubling is tiny. **A market recovering from historic lows can improve and still be very limited.**

3. While softened compared to the last three years, we remain in a **"soft" seller's market** for lake real estate. Unfortunately, many sellers falsely believe they are in a "hard" seller's market.

These sellers are overpricing themselves right out of the market. Their homes sit and sit in the MLS and boost inventory numbers (since these homes don't sell very often). These sellers often become frustrated, clinging to outdated sales data for their area (or their self-created value beliefs that buyers don't share). They have no one to blame but themselves when their homes don't sell.

"Marketing cannot overcome overpricing."

Buyers are more up-to-date on the market. At many lakes across the country, there is a growing trend of **offers from buyers coming in below list price**. Sellers who "get real" on pricing can sell reasonably quickly without fire selling.

4. Lake real estate is **highly insulated from higher mortgage interest rates**. A lake home is a **discretionary home**. Lake home buyers often pay cash (particularly for second homes). Mortgage availability and **rates have little to no impact**, and those who can afford these properties can often get the best rates if desired.

Lake home buyers, even during unclear economic times, **have purchasing power**. They are also **patient and selective**. This is a dream home; they can (and will) wait for the price and selection reality to match their dream.

5. **Homeowners at the lake are rarely in a “must sell” situation.** They can be overly patient with not only price but also timing. Some may delay selling for years beyond their use of the property.
6. Unlike traditional primary residence real estate, I strongly recommend lake home and land sellers **think geographically broader than their local** real estate and local market comps. From the buyers across the country visiting LakeHomes.com, we know **many buyers are looking for a lake home on MULTIPLE LAKES**, often in different states.

Sellers are not just competing with the houses for sale on their local lake. They are **competing for the same buyer with similar properties on different lakes.**

It is wise to price a lake property with a **solid understanding of multiple markets** (such as the information in this report) and with guidance on home **prices on lakes** in other areas of the country (something our licensed agents can uniquely assist lake homes and land sellers with).

7. To sell a lake home for **maximum financial return requires appropriate initial pricing.**

Even with strong demand for lake homes, tens of thousands of lake homes and lots have been listed for sale for months and even years. The reason is simple. **Lake home buyers**, as well as home buyers in general, **are more informed than ever in human history.**

Buyers use LakeHomes.com and other websites to educate themselves. They know the market, trends, and recent transactions. These buyers have ABSOLUTELY NO INTEREST in wasting time asking about overpriced properties, much less touring them. Buyers who don't inquire don't make offers.

Lake home buyers can be eager, but they are wise. Smart sellers know that lake home buyers can (and will) wait for pricing to improve, as these are discretionary purchases not required for work or school. **Marketing cannot overcome overpricing.**

Are you considering buying or selling a lake property? Please visit LakeHomes.com, THE best source of market information for the lake real estate markets where you live now or dream of living.

Do you need a local lake real estate expert who does not expect you to buy or sell instantly? Our licensed real estate agents at your lake are THE local lake real estate experts! Let them be your patient consultant.

- 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 146 Multiple Listing Services (MLS). Thirty-one 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 November of 2023, including value (i.e., list price) and volume of listings in the 31 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 November 14, 2023.

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	\$1,171,806,672	6. Lewisville Lake, TX	\$714,432,890
2. Lake Michigan, IL	\$1,093,006,469	7. Lake Michigan, MI	\$704,639,903
3. Lake Washington, WA	\$978,762,092	8. Lake Of The Ozarks, MO	\$617,469,483
4. Lake Norman, NC	\$901,217,280	9. Lake Lanier, GA	\$567,937,590
5. Lake Travis, TX	\$768,868,176	10. Lake LBJ, TX	\$545,674,698

Largest Home Markets

1. Lake Michigan, IL	\$1,079,477,796
2. Puget Sound, WA	\$1,039,884,557
3. Lake Washington, WA	\$891,474,152
4. Lake Norman, NC	\$733,280,213
5. Lewisville Lake, TX	\$622,859,076
6. Lake Travis, TX	\$591,769,383
7. Lake Michigan, MI	\$495,960,793
8. Lake Of The Ozarks, MO	\$472,290,253
9. Lake LBJ, TX	\$439,360,445
10. Lake Lanier, GA	\$407,662,879

Largest Land Markets

1. Lake Michigan, MI	\$208,679,110
2. Lake Travis, TX	\$177,098,793
3. Lake Norman, NC	\$167,937,067
4. Lake Lanier, GA	\$160,274,711
5. Grand Lake, OK	\$148,549,678
6. Lake Of The Ozarks, MO	\$145,179,230
7. Puget Sound, WA	\$131,922,115
8. Lewis Smith Lake, AL	\$118,615,588
9. Canyon Lake, TX	\$111,261,073
10. Lake LBJ, TX	\$106,314,253

Most Expensive Homes

1. Heron Lagoon, FL	\$5,073,890
2. Whitefish Lake, MT	\$4,700,287
3. Lake Butler, FL	\$4,178,651
4. Lake Vedra, FL	\$3,656,902
5. Lake Washington, WA	\$3,523,613
6. Flathead Lake, MT	\$3,394,348
7. Lake Down, FL	\$3,160,407
8. Lake Champlain - Addison Area, VT	\$3,046,354
9. Back Bay Fens, MA	\$3,031,486
10. Coeur d'Alene Lake, ID	\$2,963,734

Most Affordable Homes

1. Spanish Lake, MO	\$103,558
2. Bateman Lake, LA	\$122,742
3. Lake Catherine, FL	\$127,930
4. Pymatuning Lake, PA	\$139,688
5. Lake Sparkle, FL	\$142,550
6. Lake Victory, IL	\$161,257
7. Peoria Lake, IL	\$165,872
8. Lake George, IL	\$168,432
9. Lake Buchanan, FL	\$169,980
10. Mirror Lake, NY	\$173,952

Most Listings

Lake Of The Ozarks, MO	1,397	Canyon Lake, TX	1,040
Table Rock Lake, AR/MO*	1,285	Cedar Creek Lake, TX	1,040
Puget Sound, WA	1,163	Lake Norman, NC	981
Lake Michigan, IL	1,121	Lake Travis, TX	815
Lewisville Lake, TX	1,052	Lake Conroe, TX	812

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Homes Available

Lake Michigan, IL	1,091
Lewisville Lake, TX	955
Puget Sound, WA	830
Lake Of The Ozarks, MO	772
Lake Norman, NC	744
Lake Ray Hubbard, TX	691
Lake Conroe, TX	621
Cedar Creek Lake, TX	521
Table Rock Lake, AR/MO*	508
Old Hickory Lake, TN	506

Most Land Available

Table Rock Lake, AR/MO*	777
Lake Of The Ozarks, MO	625
Canyon Lake, TX	574
Cedar Creek Lake, TX	502
Lake Livingston, TX	463
Lewis Smith Lake, AL	447
Lake Hartwell, GA/SC*	382
Lake Michigan, MI	369
Lake LBJ, TX	363
Lake Travis, TX	351

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$6,778,277
2. East Park Reservoir, PA	\$5,640,906
3. Lady Bird Lake, TX	\$4,769,647
4. Lake Austin, TX	\$1,955,973
5. Boardman Lake, MI	\$1,421,739
6. Lake St Clair, MI	\$888,370
7. Lake Marble Falls, TX	\$750,585
8. Mud Lake - Lakeland, FL	\$701,396
9. Lake Michigan - New Buffalo-Sawyer Area, MI	\$700,700
10. Grapevine Lake, TX	\$684,355

Listings of 10 Acres or More

1. Lake Chelan, WA	\$155,600
2. Lewisville Lake, TX	\$154,975
3. Gull Lake - Nisswa, MN	\$122,210
4. Lake Travis, TX	\$121,265
5. Lake Toxaway, NC	\$110,472
6. Lake Wylie, SC	\$89,510
7. Lake Lanier, GA	\$87,137
8. Grand Lake, OK	\$82,248
9. Lake Norman, NC	\$77,886
10. Lake Allatoona, GA	\$76,536

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Birch Lake, OK	\$10,746
2. Hidden Lake - Nebo, NC	\$13,095
3. Stockton Lake, MO	\$14,201
4. Bull Shoals Lake, AR	\$14,431
5. Tink Wig Lake, PA	\$15,060
6. Crystal Lake, PA	\$15,382
7. Lake in the Clouds, PA	\$15,836
8. Cumberland Lakes, TN	\$16,836
9. Bull Shoals Lake, MO	\$16,873
10. Holiday Pocono, PA	\$16,994

Listings of 10 Acres or More

1. Bull Shoals Lake, MO	\$3,496
2. Bull Shoals Lake, AR	\$4,416
3. Tenkiller Lake, OK	\$4,497
4. Bayou D'arbonne Lake, LA	\$5,240
5. Keystone Lake, OK	\$5,265
6. Neely Henry Lake, AL	\$5,392
7. Lake Hudson, OK	\$5,494
8. Lake Eufaula, OK	\$5,544
9. Stockton Lake, MO	\$6,051
10. Lay Lake, AL	\$7,339

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Top-Ranked By State

Largest Markets

Alabama:	Lewis Smith Lake	\$343,505,785
Arkansas:	Table Rock Lake*	\$372,883,336
Connecticut:	Candlewood Lake	\$71,653,900
Florida:	Heron Lagoon	\$127,807,800
Georgia:	Lake Lanier	\$567,937,590
Idaho:	Coeur d'Alene Lake	\$456,402,096
Illinois:	Lake Michigan	\$1,093,006,469
Indiana:	Lake Michigan	\$31,659,500
Iowa:	West Okoboji Lake	\$73,777,900
Kentucky:	Kentucky Lake*	\$102,379,906
Louisiana:	Lake Pontchartrain	\$130,538,338
Maryland:	Deep Creek Lake	\$130,438,095
Massachusetts:	Back Bay Fens	\$66,692,700
Michigan:	Lake Michigan	\$704,639,903
Minnesota:	Lake Minnetonka	\$332,742,386
Mississippi:	Ross R Barnett Reservoir	\$49,275,792
Missouri:	Lake Of The Ozarks	\$617,469,483
Montana:	Flathead Lake	\$333,691,500
Nebraska:	Waterford Lake	\$26,241,331
New Hampshire:	Lake Winnepesaukee	\$353,951,643
New York:	Lake Champlain*	\$195,637,493
North Carolina:	Lake Norman	\$901,217,280
North Dakota:	Lake Sakakawea	\$16,493,300
Oklahoma:	Grand Lake	\$281,169,037
Pennsylvania:	Lake Wallenpaupack	\$51,244,696
South Carolina:	Lake Wylie*	\$363,718,841
Tennessee:	Old Hickory Lake	\$453,351,435
Texas:	Lake Travis	\$768,868,176
Vermont:	Lake Champlain*	\$195,637,493
Virginia:	Smith Mountain Lake	\$219,430,491
Washington:	Puget Sound	\$1,171,806,672
Wisconsin:	Lake Superior	\$19,690,000

Most Listings

Alabama:	Lewis Smith Lake	667
Arkansas:	Table Rock Lake*	1,285
Connecticut:	Candlewood Lake	81
Florida:	Reedy Creek Swamp	241
Georgia:	Lake Lanier	714
Idaho:	Coeur d'Alene Lake	246
Illinois:	Lake Michigan	1,121
Indiana:	Lake Michigan	40
Iowa:	West Okoboji Lake	35
Kentucky:	Lake Cumberland	443
Louisiana:	Lake Pontchartrain	248
Maryland:	Deep Creek Lake	120
Massachusetts:	Back Bay Fens	22
Michigan:	Lake Michigan	755
Minnesota:	Other Northern Metro Area Lakes	171
Mississippi:	Ross R Barnett Reservoir	126
Missouri:	Lake Of The Ozarks	1,397
Montana:	Flathead Lake	150
Nebraska:	Waterford Lake	77
New Hampshire:	Lake Winnepesaukee	250
New York:	Lake Champlain*	267
North Carolina:	Lake Norman	981
North Dakota:	Lake Sakakawea	56
Oklahoma:	Lake Eufaula	520
Pennsylvania:	Lake Wallenpaupack	159
South Carolina:	Lake Hartwell*	642
Tennessee:	Old Hickory Lake	602
Texas:	Lewisville Lake	1,052
Vermont:	Lake Champlain*	267
Virginia:	Smith Mountain Lake	456
Washington:	Puget Sound	1,163
Wisconsin:	Prairie Lake - Prairie Lake	67

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Largest Home Markets

Alabama:	Lewis Smith Lake	\$224,890,197
Arkansas:	Table Rock Lake*	\$292,000,058
Connecticut:	Candlewood Lake	\$71,653,900
Florida:	Heron Lagoon	\$101,477,800
Georgia:	Lake Lanier	\$407,662,879
Idaho:	Coeur d'Alene Lake	\$365,768,243
Illinois:	Lake Michigan	\$1,079,477,796
Indiana:	Lake Michigan	\$27,663,500
Iowa:	West Okoboji Lake	\$73,777,900
Kentucky:	Kentucky Lake*	\$59,985,630
Louisiana:	Lake Pontchartrain	\$114,696,193
Maryland:	Deep Creek Lake	\$119,411,496
Massachusetts:	Back Bay Fens	\$66,692,700
Michigan:	Lake Michigan	\$495,960,793
Minnesota:	Lake Minnetonka	\$305,812,586
Mississippi:	Ross R Barnett Reservoir	\$43,811,330
Missouri:	Lake Of The Ozarks	\$472,290,253
Montana:	Flathead Lake	\$291,913,950
Nebraska:	Waterford Lake	\$21,905,031
New Hampshire:	Lake Winnepesaukee	\$291,801,456
New York:	Lake Champlain*	\$167,213,794
North Carolina:	Lake Norman	\$733,280,213
North Dakota:	Lake Sakakawea	\$10,363,400
Oklahoma:	Lake Texoma*	\$116,182,299
Pennsylvania:	Lake Wallenpaupack	\$46,865,299
South Carolina:	Lake Wylie*	\$289,936,843
Tennessee:	Old Hickory Lake	\$366,234,508
Texas:	Lewisville Lake	\$622,859,076
Vermont:	Lake Champlain*	\$167,213,794
Virginia:	Smith Mountain Lake	\$140,068,347
Washington:	Puget Sound	\$1,039,884,557
Wisconsin:	Lake Saint Croix - Afton	\$17,808,100

Most Homes Available

Alabama:	Lewis Smith Lake	220
Arkansas:	Table Rock Lake*	508
Connecticut:	Candlewood Lake	81
Florida:	Reedy Creek Swamp	218
Georgia:	Lake Lanier	460
Idaho:	Coeur d'Alene Lake	125
Illinois:	Lake Michigan	1,091
Indiana:	Morse Reservoir	37
Iowa:	West Okoboji Lake	35
Kentucky:	Lake Cumberland	134
Louisiana:	Lake Pontchartrain	175
Maryland:	Deep Creek Lake	89
Massachusetts:	Back Bay Fens	22
Michigan:	Lake Michigan	386
Minnesota:	Lake Minnetonka	137
Mississippi:	Ross R Barnett Reservoir	85
Missouri:	Lake Of The Ozarks	772
Montana:	Flathead Lake	86
Nebraska:	Waterford Lake	36
New Hampshire:	Lake Winnepesaukee	188
New York:	Lake Champlain*	198
North Carolina:	Lake Norman	744
North Dakota:	Lake Sakakawea	16
Oklahoma:	Lake Texoma*	202
Pennsylvania:	Pocono Country Place	111
South Carolina:	Lake Wylie*	387
Tennessee:	Old Hickory Lake	506
Texas:	Lewisville Lake	955
Vermont:	Lake Champlain*	198
Virginia:	Smith Mountain Lake	124
Washington:	Puget Sound	830
Wisconsin:	Lake Saint Croix - Afton	18

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Largest Land Markets

Alabama:	Lewis Smith Lake	\$118,615,588
Arkansas:	Table Rock Lake*	\$80,883,278
Florida:	Lake Ashton	\$34,500,000
Georgia:	Lake Lanier	\$160,274,711
Idaho:	Coeur d'Alene Lake	\$90,633,853
Illinois:	Lake Michigan	\$13,528,673
Indiana:	Lake Michigan	\$3,996,000
Iowa:	Clear Lake	\$1,900,000
Kentucky:	Kentucky Lake*	\$42,394,276
Louisiana:	Lake Pontchartrain	\$15,842,145
Maryland:	Deep Creek Lake	\$11,026,599
Massachusetts:	Cedar Pond	\$2,455,000
Michigan:	Lake Michigan	\$208,679,110
Minnesota:	Lake Minnetonka	\$26,929,800
Mississippi:	Ross R Barnett Reservoir	\$5,464,462
Missouri:	Lake Of The Ozarks	\$145,179,230
Montana:	Flathead Lake	\$41,777,550
Nebraska:	Ritz Lake	\$7,196,000
New Hampshire:	Lake Winnepesaukee	\$31,397,788
New York:	Lake Champlain*	\$17,957,800
North Carolina:	Lake Norman	\$167,937,067
North Dakota:	Lake Sakakawea	\$6,129,900
Oklahoma:	Grand Lake	\$148,549,678
Pennsylvania:	Delaware River*	\$4,729,700
South Carolina:	Lake Wylie*	\$73,781,998
Tennessee:	Old Hickory Lake	\$87,116,927
Texas:	Lake Travis	\$177,098,793
Vermont:	Lake Champlain*	\$17,957,800
Virginia:	Smith Mountain Lake	\$79,362,144
Washington:	Puget Sound	\$131,922,115
Wisconsin:	Lake Superior	\$4,678,800

Most Land Available

Alabama:	Lewis Smith Lake	447
Arkansas:	Table Rock Lake*	777
Florida:	Lake Marion	74
Georgia:	Lake Hartwell*	382
Idaho:	Coeur d'Alene Lake	121
Illinois:	Spoon Lake	34
Indiana:	Big Turkey Lake	29
Iowa:	Lake Ponderosa	4
Kentucky:	Kentucky Lake*	321
Louisiana:	Toledo Bend Reservoir*	74
Maryland:	Deep Creek Lake	31
Massachusetts:	Ashmere Reservoir	5
Michigan:	Lake Michigan	369
Minnesota:	Other Greater Brainerd Area Lakes	96
Mississippi:	Ross R Barnett Reservoir	41
Missouri:	Table Rock Lake*	777
Montana:	Flathead Lake	64
Nebraska:	Ritz Lake	58
New Hampshire:	Lake Winnepesaukee	42
New York:	Lake Champlain*	59
North Carolina:	Lake Norman	237
North Dakota:	Lake Sakakawea	40
Oklahoma:	Lake Eufaula	310
Pennsylvania:	Lake Wallenpaupack	83
South Carolina:	Lake Hartwell*	382
Tennessee:	Kentucky Lake*	321
Texas:	Canyon Lake	574
Vermont:	Lake Champlain*	59
Virginia:	Smith Mountain Lake	332
Washington:	Puget Sound	333
Wisconsin:	Prairie Lake - Prairie Lake	66

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Expensive Homes

Alabama:	Lake Tuscaloosa	\$1,253,566
Arkansas:	Lake Norfork	\$876,810
Connecticut:	Wononskopomuc Lake	\$1,003,900
Florida:	Heron Lagoon	\$5,073,890
Georgia:	Lake Burton	\$1,855,152
Idaho:	Coeur d'Alene Lake	\$2,963,734
Illinois:	Lake Michigan	\$989,439
Indiana:	Lake Michigan	\$892,371
Iowa:	West Okoboji Lake	\$2,107,940
Kentucky:	Kentucky Lake	\$557,498
Louisiana:	Prien Lake	\$776,252
Maryland:	Deep Creek Lake	\$1,341,702
Massachusetts:	Back Bay Fens	\$3,031,486
Michigan:	Torch Lake	\$2,067,600
Minnesota:	Lake Minnetonka	\$2,232,209
Mississippi:	Reunion Lake	\$927,979
Missouri:	Lake Of The Ozarks	\$614,855
Montana:	Whitefish Lake	\$4,700,287
Nebraska:	Bluewater Lake	\$1,197,140
New Hampshire:	Squam Lake	\$2,871,400
New York:	Upper Saranac Lake	\$1,898,913
North Carolina:	Lake Toxaway	\$2,439,611
North Dakota:	Lake Sakakawea	\$647,713
Oklahoma:	Broken Bow Lake	\$741,947
Pennsylvania:	Springton Reservoir	\$1,657,046
South Carolina:	Lake Keowee	\$1,680,927
Tennessee:	Fort Loudoun Lake	\$1,358,212
Texas:	Lake Austin	\$2,648,063
Vermont:	Lake Champlain - Addison Area	\$3,046,354
Virginia:	Smith Mountain Lake	\$1,129,583
Washington:	Lake Washington	\$3,523,613
Wisconsin:	Lake Superior	\$1,000,747

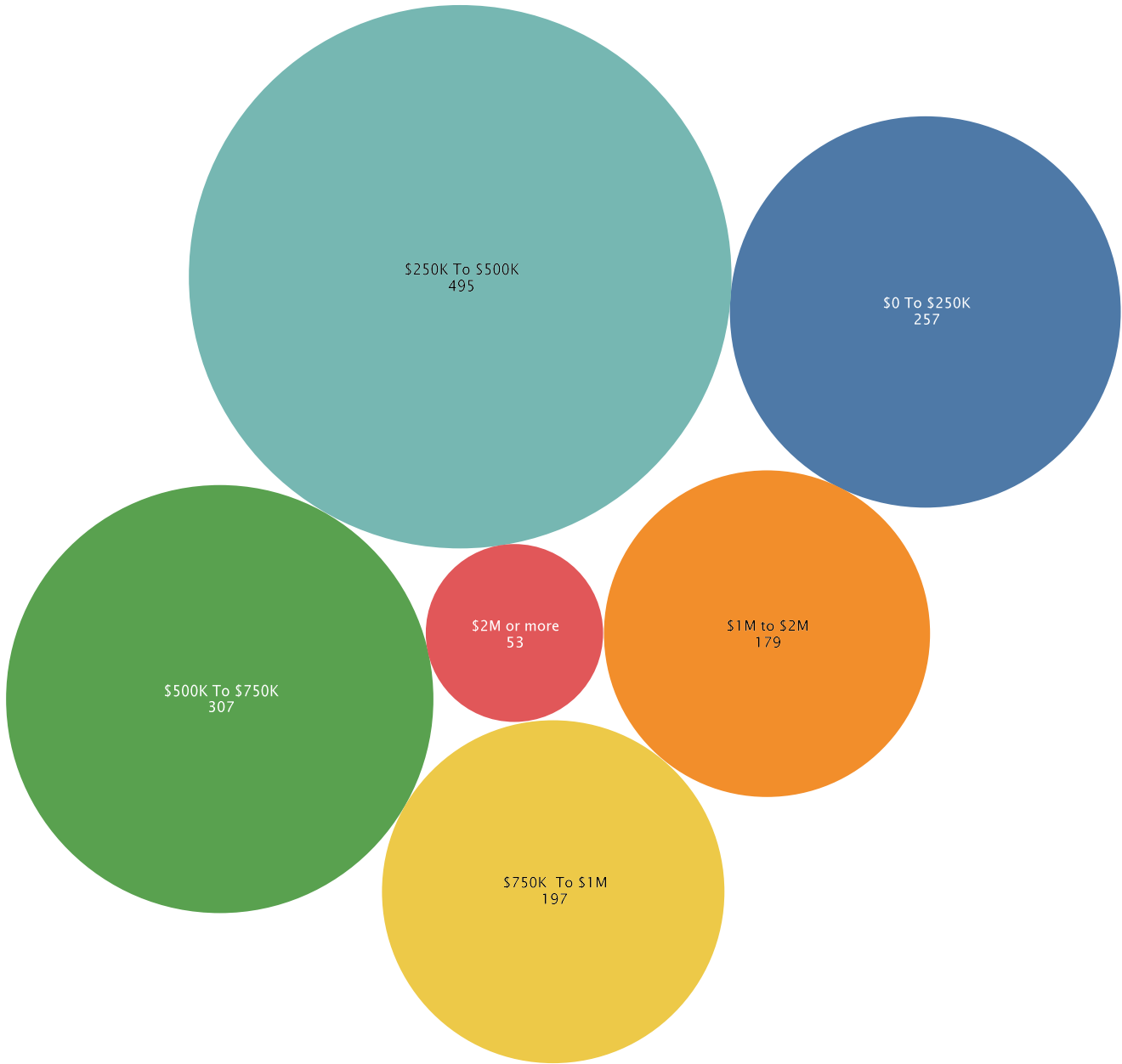
Most Affordable Homes

Alabama:	Waterford Lake - Calera	\$272,395
Arkansas:	Bull Shoals Lake	\$369,801
Connecticut:	Staffordville Reservoir	\$206,938
Florida:	Lake Catherine	\$127,930
Georgia:	Savannah River - Augusta	\$289,052
Idaho:	Twin Lakes	\$618,183
Illinois:	Lake Victory	\$161,257
Indiana:	Lake George	\$237,228
Iowa:	East Okoboji Lake	\$1,304,427
Kentucky:	Lake Cumberland	\$388,828
Louisiana:	Bateman Lake	\$122,742
Maryland:	Druid Lake	\$221,229
Massachusetts:	Lake Chaubunagungamaug	\$517,071
Michigan:	Lake Huron - Bay City Area	\$185,539
Minnesota:	Savage Lake - Little Canada	\$255,136
Mississippi:	Ross R Barnett Reservoir	\$515,427
Missouri:	Spanish Lake	\$103,558
Montana:	Cabinet Gorge Reservoir	\$563,100
Nebraska:	Lake Galleria	\$244,868
New Hampshire:	Locke Lake	\$350,150
New York:	Mirror Lake	\$173,952
North Carolina:	Lake Jeanette	\$375,179
North Dakota:	Lake Sakakawea	\$647,713
Oklahoma:	Okmulgee Lake	\$202,845
Pennsylvania:	Pymatuning Lake	\$139,688
South Carolina:	Lake Marion	\$375,278
Tennessee:	Lake Catherine	\$331,024
Texas:	Somerville Lake	\$232,555
Vermont:	Lake Willoughby	\$472,260
Virginia:	Placid Lake	\$336,262
Washington:	Lake Sacajawea	\$392,617
Wisconsin:	Boom Lake - Newbold	\$322,430

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2023Q4



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



Alabama

The total Alabama market rose from \$1.5 BB in fall 2023 to \$1.55 BB resulting in a \$50 MM increase.

Largest Markets

1. Lewis Smith Lake	\$343,505,785	22.2%	6. Lake Tuscaloosa	\$57,855,511	3.7%
2. Lake Martin	\$227,117,536	14.7%	7. Pickwick Lake*	\$52,044,690	3.4%
3. Lake Guntersville	\$135,496,911	8.8%	8. Lake Wedowee	\$48,948,439	3.2%
4. Wilson Lake	\$92,659,946	6.0%	9. Weiss Lake	\$45,486,550	2.9%
5. Logan Martin Lake	\$79,862,665	5.2%	10. Lake Eufaula*	\$42,309,219	2.7%

Total Alabama Market: \$1,545,133,072

Largest Home Markets

1. Lewis Smith Lake	\$224,890,197	21.0%
2. Lake Martin	\$195,504,836	18.2%
3. Lake Guntersville	\$75,706,637	7.1%
4. Logan Martin Lake	\$60,938,788	5.7%
5. Wilson Lake	\$51,397,398	4.8%
6. Lake Tuscaloosa	\$43,874,797	4.1%
7. Pickwick Lake*	\$40,635,240	3.8%
8. Weiss Lake	\$29,841,350	2.8%
9. Neely Henry Lake	\$29,759,199	2.8%
10. Lake Wedowee	\$26,406,100	2.5%

Total Alabama Home Market: \$1,073,426,426

Largest Land Markets

1. Lewis Smith Lake	\$118,615,588	25.1%
2. Lake Guntersville	\$59,790,274	12.7%
3. Wilson Lake	\$41,262,548	8.7%
4. Lake Martin	\$31,612,700	6.7%
5. Wheeler Lake	\$23,195,050	4.9%
6. Lake Wedowee	\$22,542,339	4.8%
7. Lake Eufaula*	\$19,758,849	4.2%
8. Logan Martin Lake	\$18,923,877	4.0%
9. Weiss Lake	\$15,645,200	3.3%
10. Lake Tuscaloosa	\$13,980,714	3.0%

Total Alabama Land Market: \$471,706,646

The Lewis Smith Lake market rose from \$213 MM in fall 2023 to \$225 MM resulting in a 6% increase.

Most Expensive Homes

1. Lake Tuscaloosa	\$1,253,566
2. Lake Martin	\$1,103,813

Most Affordable Homes

1. Lake Wedowee	\$649,415
2. Carrington Lake	\$679,577

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lewis Smith Lake	667	16.8%	6. Wilson Lake	210	5.3%
2. Lake Guntersville	358	9.0%	7. Neely Henry Lake	173	4.4%
3. Logan Martin Lake	283	7.1%	8. Lake Wedowee	163	4.1%
4. Lake Martin	271	6.8%	9. Pickwick Lake*	148	3.7%
5. Weiss Lake	254	6.4%	10. Lay Lake	139	3.5%
Total Alabama Listings:				3,959	

Most Homes Available

1. Lewis Smith Lake	220	14.0%
2. Lake Martin	178	11.3%
3. Logan Martin Lake	149	9.5%
4. Lake Guntersville	106	6.8%
5. Pickwick Lake*	75	4.8%
6. Weiss Lake	71	4.5%
7. Wilson Lake	68	4.3%
8. Neely Henry Lake	64	4.1%
9. Lake Eufaula*	59	3.8%
10. Lake Wedowee	43	2.7%

Total Alabama Home Listings: 1,570

Most Land Available

1. Lewis Smith Lake	447	18.7%
2. Lake Guntersville	252	10.5%
3. Weiss Lake	183	7.7%
4. Wilson Lake	142	5.9%
5. Logan Martin Lake	134	5.6%
6. Lake Wedowee	120	5.0%
7. Neely Henry Lake	109	4.6%
8. Lay Lake	102	4.3%
9. Lake Martin	93	3.9%
10. Lake Tuscaloosa	90	3.8%

Total Alabama Land Listings: 2,389

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Martin	\$264,950
2. Lake Cameron	\$252,689
3. Wilson Lake	\$202,372
4. Wheeler Lake	\$157,832
5. Lewis Smith Lake	\$122,053
6. Pickwick Lake	\$119,944
7. Lake Guntersville	\$119,586
8. Lake Tuscaloosa	\$117,458

Listings of 10 Acres or More

1. Wilson Lake	\$51,681
----------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

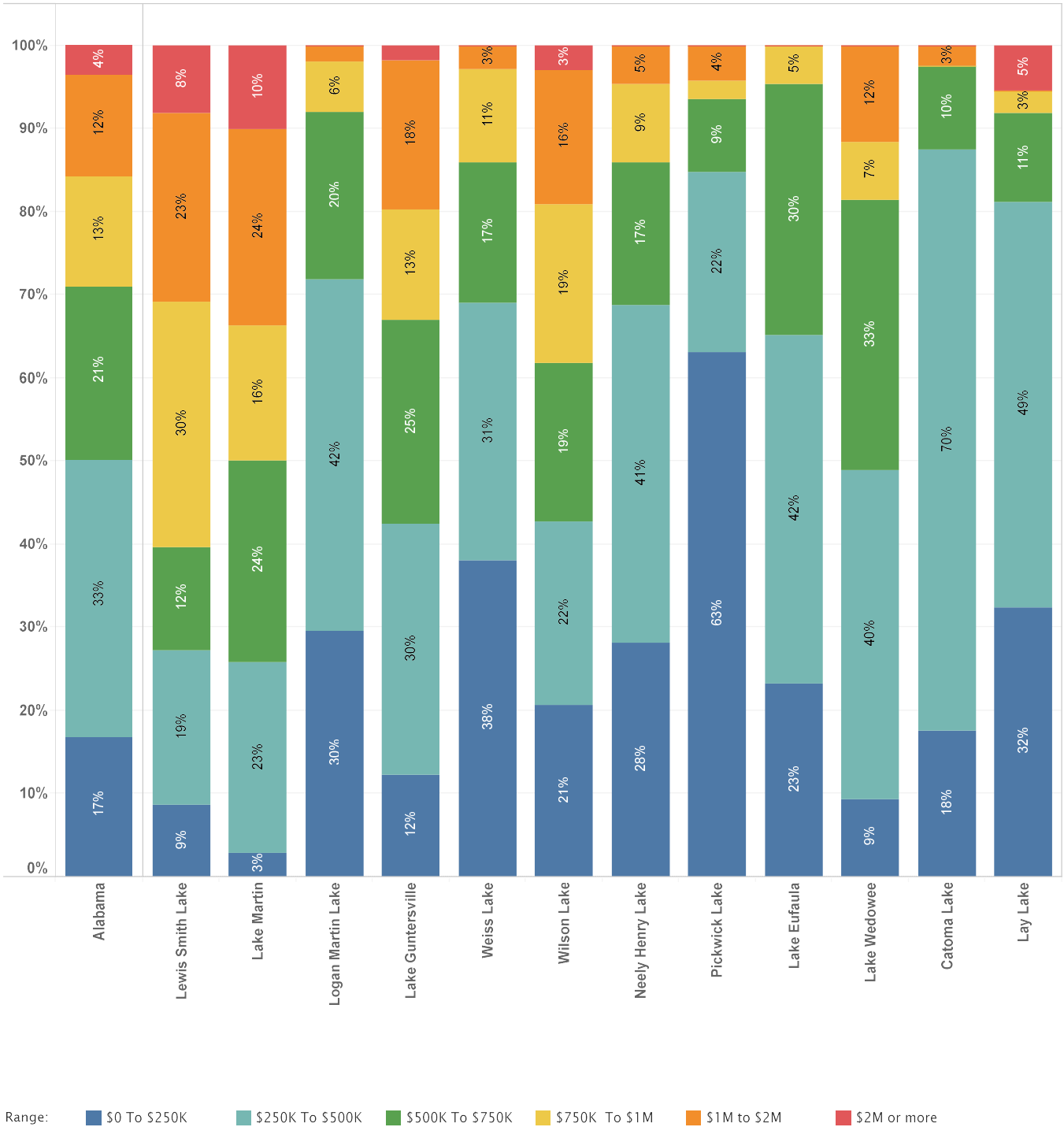
1. Lake Harding	\$31,880
2. Million Dollar Lakes	\$34,309
3. Alabama River	\$35,832
4. Lay Lake	\$41,568
5. Cedar Creek Lake	\$46,511
6. Logan Martin Lake	\$47,490
7. Neely Henry Lake	\$54,328
8. Deer Ridge Lake	\$57,148

Listings of 10 Acres or More

1. Neely Henry Lake	\$5,392
---------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

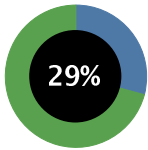
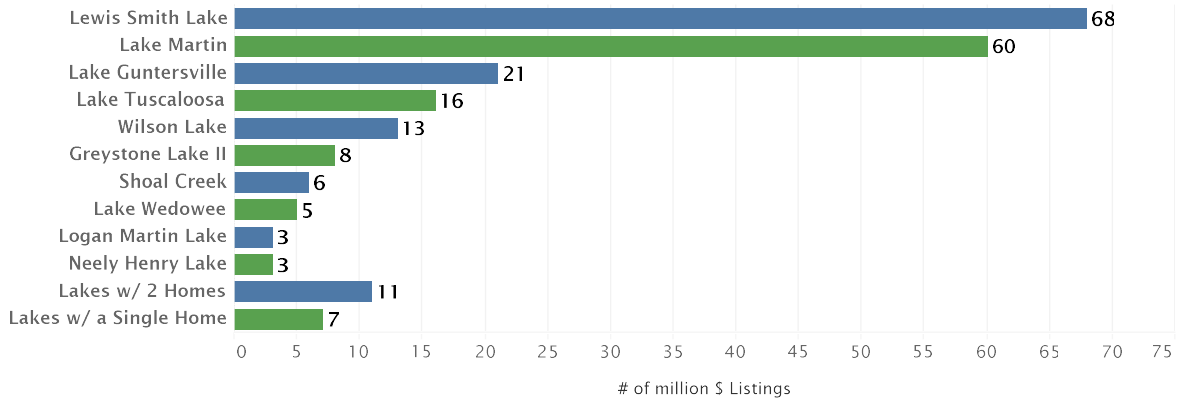
Price Breakdown by Percentage of Homes in the Alabama Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2023Q4

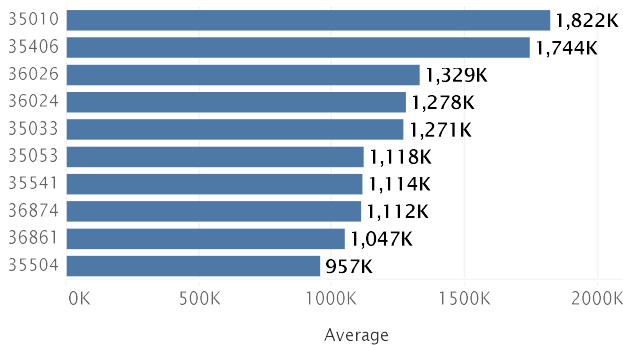


29% of \$1M+ Homes in Alabama are on Lewis Smith Lake

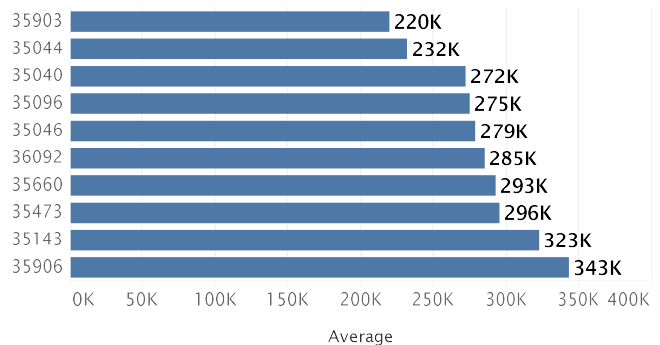
Total Number of \$1M+ Homes

232

Most Expensive ZIP Codes 2023Q4

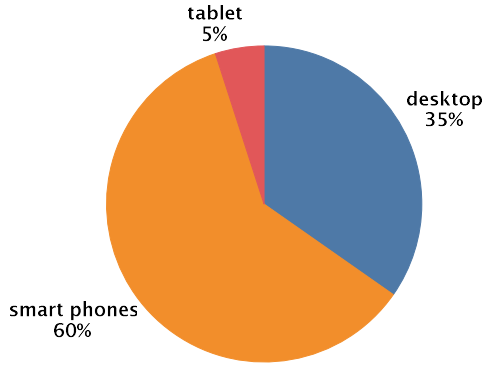


Most Affordable ZIP Codes 2023Q4

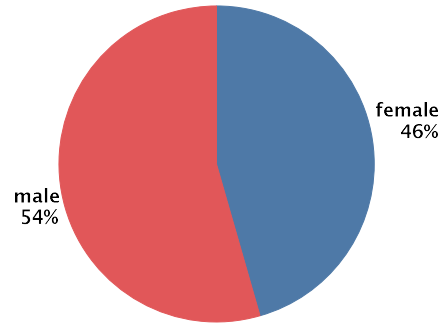


Who's Shopping Alabama Lake Real Estate

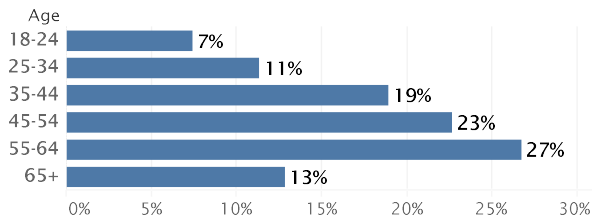
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

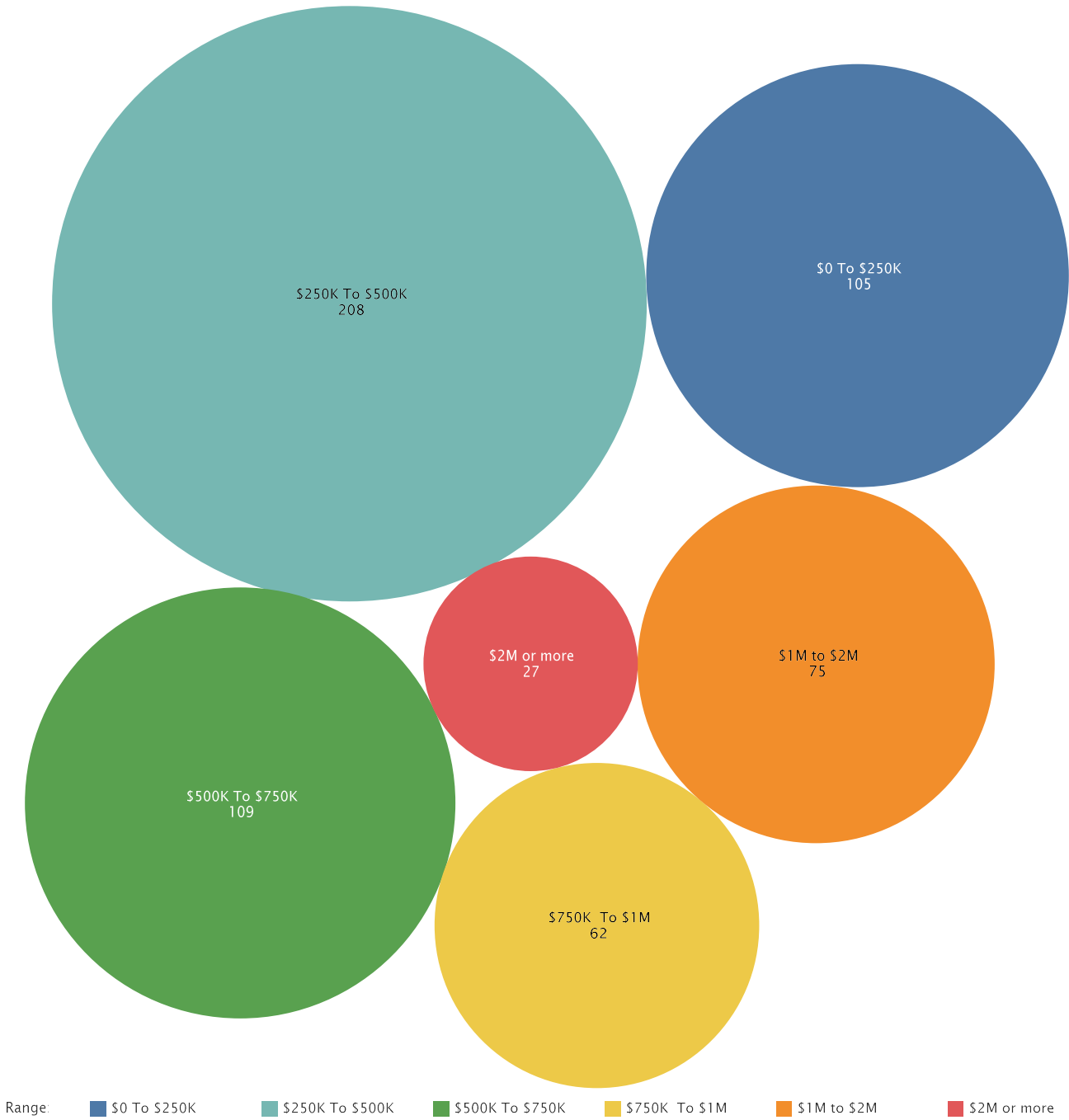
Number 2-10 metros are:

- Miami, FL
- Orlando, FL
- New Orleans, LA
- Columbus, GA
- Le Mars, IA
- Newnan, GA
- Winnsboro, LA
- Audubon, IA
- Cabot, AR



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2023Q4



Arkansas

The total Arkansas market rose from \$861 MM in fall 2023 to \$902 MM resulting in a 5% increase.

Largest Markets

1. Table Rock Lake*	\$372,883,336	41.3%	6. Lake Norfolk	\$14,562,699	1.6%
2. Beaver Lake	\$176,343,822	19.5%	7. Lake Balboa	\$6,289,000	0.7%
3. Lake Hamilton	\$170,694,044	18.9%	8. Lake Catherine	\$5,510,750	0.6%
4. Greers Ferry Lake	\$72,439,318	8.0%	9. Crown Lake	\$4,863,400	0.5%
5. Bull Shoals Lake*	\$36,490,925	4.0%	10. Lake Ouachita	\$4,664,000	0.5%
Total Arkansas Market:				\$902,168,596	

Largest Home Markets

1. Table Rock Lake*	\$292,000,058	42.6%
2. Lake Hamilton	\$140,224,295	20.4%
3. Beaver Lake	\$124,585,783	18.2%
4. Greers Ferry Lake	\$46,700,498	6.8%
5. Bull Shoals Lake*	\$25,352,650	3.7%
6. Lake Norfolk	\$9,392,600	1.4%
7. Lake Balboa	\$6,220,000	0.9%
8. Crown Lake	\$4,515,500	0.7%
9. Hurricane Lake	\$4,228,900	0.6%
10. Lakewood Lake	\$3,881,050	0.6%

Total Arkansas Home Market: \$686,128,958

Largest Land Markets

1. Table Rock Lake*	\$80,883,278	37.4%
2. Beaver Lake	\$51,758,039	24.0%
3. Lake Hamilton	\$30,469,749	14.1%
4. Greers Ferry Lake	\$25,738,820	11.9%
5. Bull Shoals Lake*	\$11,138,275	5.2%
6. Lake Norfolk	\$5,170,099	2.4%
7. Lake Ouachita	\$1,920,000	0.9%
8. Lake Catherine	\$1,852,750	0.9%
9. Lake Fayetteville	\$1,499,000	0.7%
10. Ouachita River	\$1,249,000	0.6%

Total Arkansas Land Market: \$216,039,638

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 Norfolk	\$876,810
2. Beaver Lake	\$830,572

Most Affordable Homes

1. Lake Hamilton	\$801,282
2. Beaver Lake	\$830,572

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Table Rock Lake*	1,285	48.0%	6. Lake Norfolk	32	1.2%
2. Beaver Lake	372	13.9%	7. Lake Brittany	23	1.5%
3. Greers Ferry Lake	342	12.8%	8. Lake Catherine	21	0.8%
4. Lake Hamilton	255	9.5%	9. Loch Lomond	18	0.7%
5. Bull Shoals Lake*	165	6.2%	10. Lake Ann	12	0.8%
Total Arkansas Listings:				2,676	

Most Homes Available

1. Table Rock Lake*	508	46.4%
2. Lake Hamilton	175	16.0%
3. Beaver Lake	150	13.7%
4. Greers Ferry Lake	105	9.6%
5. Bull Shoals Lake*	69	6.3%
6. Lake Norfolk	12	1.1%
7. Lake Catherine	7	0.6%
8. Crown Lake	5	0.5%
8. Hurricane Lake	5	0.5%
8. Lake Ouachita	5	0.5%

Total Arkansas Home Listings: 1,094

Most Land Available

1. Table Rock Lake*	777	49.1%
2. Greers Ferry Lake	237	15.0%
3. Beaver Lake	222	14.0%
4. Bull Shoals Lake*	96	6.1%
5. Lake Hamilton	80	5.1%
6. Lake Brittany	23	1.5%
7. Lake Norfolk	20	1.3%
8. Loch Lomond	16	1.0%
9. Lake Catherine	14	0.9%
10. Lake Ann	12	0.8%

Total Arkansas Land Listings: 1,582

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Greers Ferry Lake	\$67,176
2. Lake Norfolk	\$65,313
3. Beaver Lake	\$47,414
4. Loch Lomond	\$45,906
5. Table Rock Lake	\$40,680
6. Lake Windsor	\$37,121
7. Lake Brittany	\$35,839
8. Lake Ann	\$33,887

Listings of 10 Acres or More

1. Beaver Lake	\$18,252
----------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

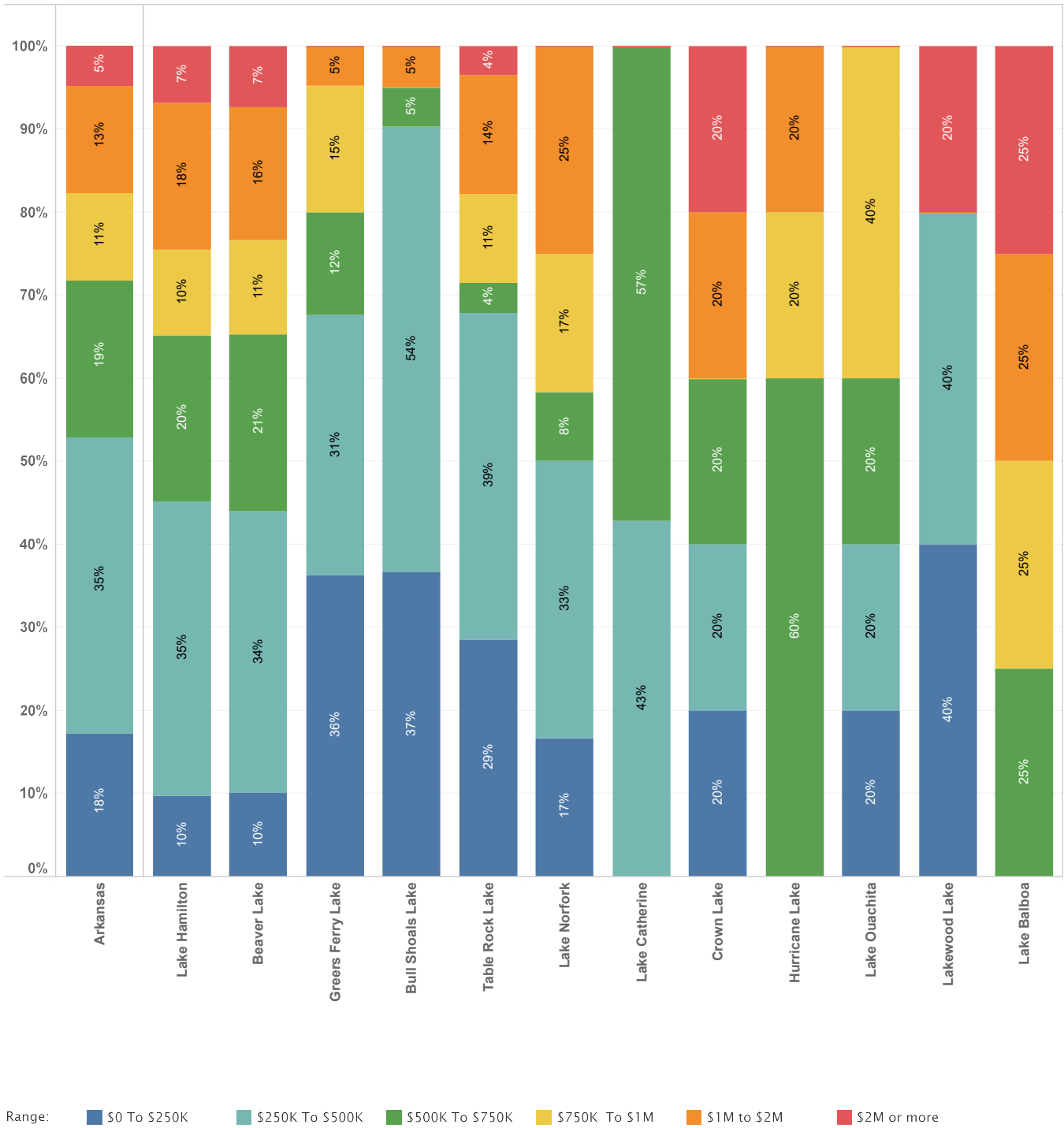
1. Bull Shoals Lake	\$14,431
2. Lake Ann	\$33,887
3. Lake Brittany	\$35,839
4. Lake Windsor	\$37,121
5. Table Rock Lake	\$40,680
6. Loch Lomond	\$45,906
7. Beaver Lake	\$47,414
8. Lake Norfolk	\$65,313

Listings of 10 Acres or More

1. Bull Shoals Lake	\$4,416
---------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

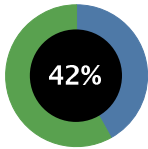
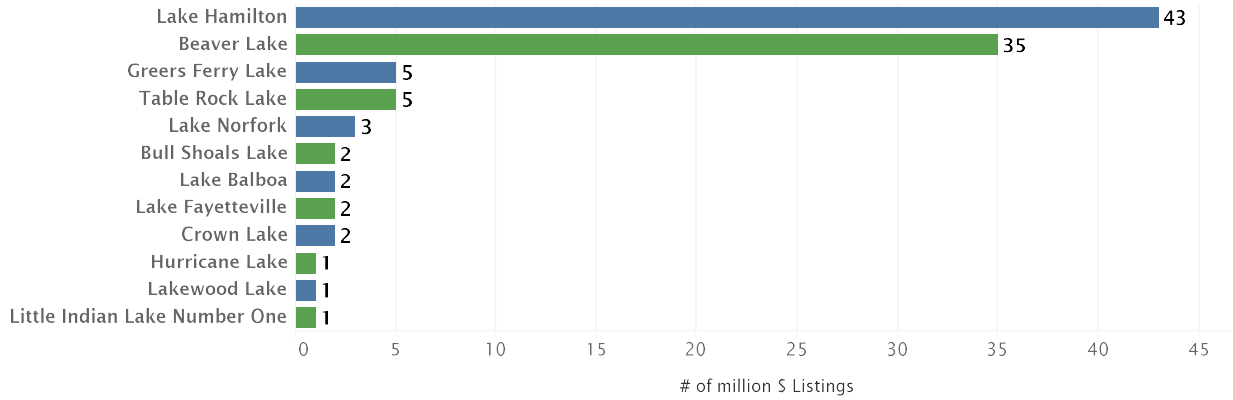
Price Breakdown by Percentage of Homes in the Arkansas Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2023Q4

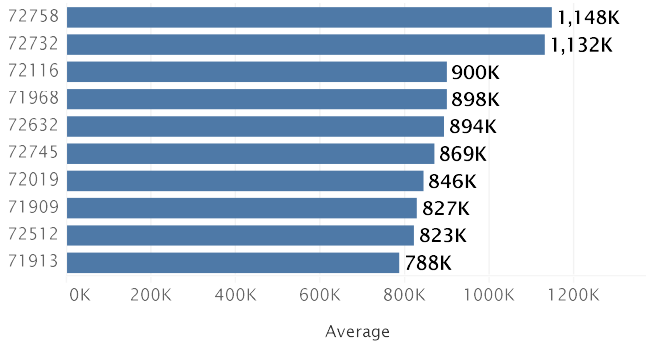


42% of \$1M+ Homes in Arkansas are on Lake Hamilton

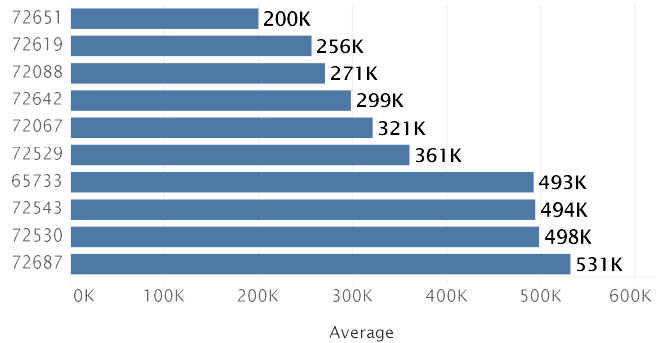
Total Number of \$1M+ Homes

102

Most Expensive ZIP Codes 2023Q4

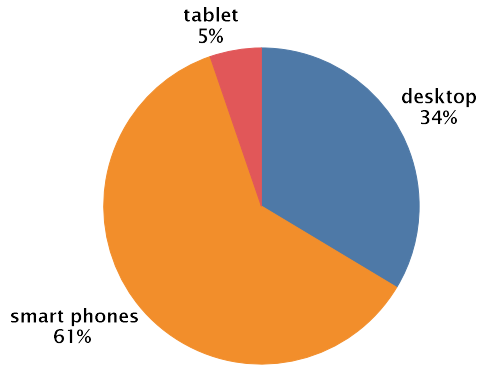


Most Affordable ZIP Codes 2023Q4

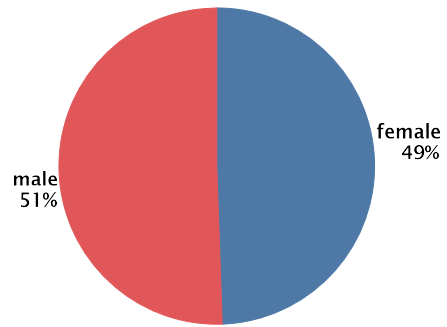


Who's Shopping Arkansas Lake Real Estate

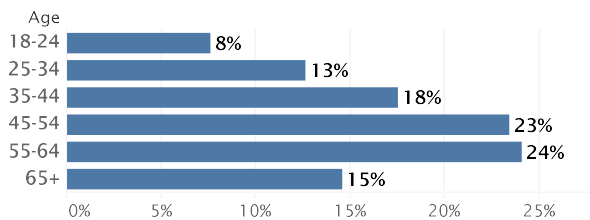
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

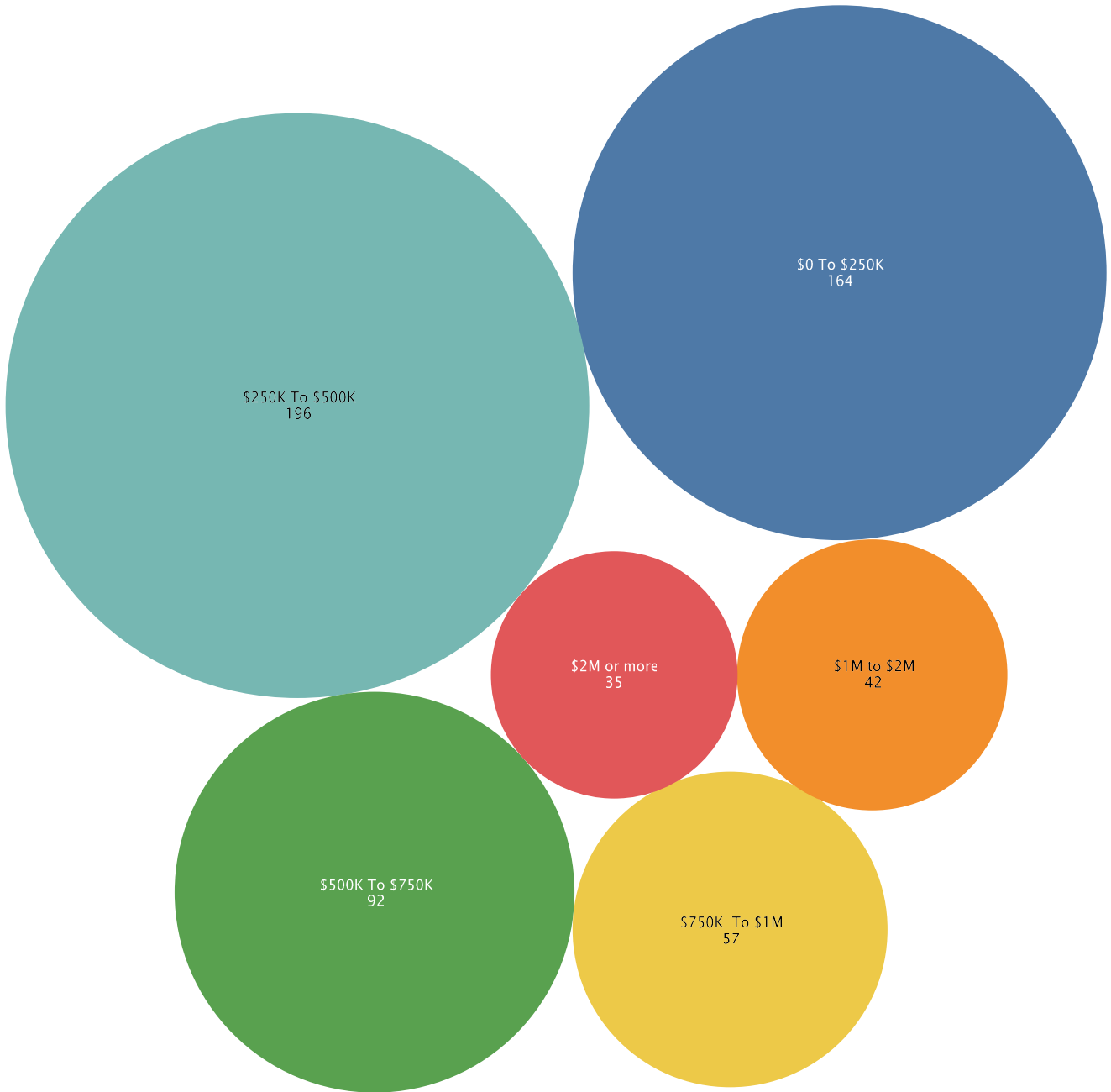
Number 2-10 metros are:

- Shreveport, LA
- Winnsboro, LA
- Le Mars, IA
- New Orleans, LA
- Montevallo, AL
- Audubon, IA
- Bay Minette, AL
- Breaux Bridge, LA
- Miami, FL



CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2023Q4



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



Connecticut

The total Connecticut market rose from \$202 MM in fall 2023 to \$373 MM resulting in an 86% increase.

Largest Markets

1. Candlewood Lake	\$71,653,900	19.2%
2. Woodridge Lake - Goshen	\$21,678,900	5.8%
3. Lake Lillinonah	\$15,943,900	4.3%
4. Lake Forest	\$12,257,794	3.3%
5. Lake Zoar	\$11,119,450	3.0%

Total Connecticut Market: \$372,556,537

Most Listings

1. Candlewood Lake	81	13.8%
2. Lake Forest	29	4.9%
3. Lake Zoar	28	4.8%
4. Woodridge Lake - Goshen	24	4.1%
5. Pocotopaug Lake	21	3.6%

Total Connecticut Listings: 586

Largest Home Markets

1. Candlewood Lake	\$71,653,900	19.2%
2. Woodridge Lake - Goshen	\$21,678,900	5.8%
3. Lake Lillinonah	\$15,943,900	4.3%
4. Lake Forest	\$12,257,794	3.3%
5. Lake Zoar	\$11,119,450	3.0%

Total Connecticut Home Market: \$372,556,537

Most Homes Available

1. Candlewood Lake	81	13.8%
2. Lake Forest	29	4.9%
3. Lake Zoar	28	4.8%
4. Woodridge Lake - Goshen	24	4.1%
5. Pocotopaug Lake	21	3.6%

Total Connecticut Home Listings: 586

Largest Land Markets

Most Land Available

Average Home Price

1. Wononskopomuc Lake	\$1,003,900
2. Lake Lillinonah	\$937,876
3. Woodridge Lake - Goshen	\$903,288
4. Candlewood Lake	\$884,616
5. Rogers Lake	\$582,280

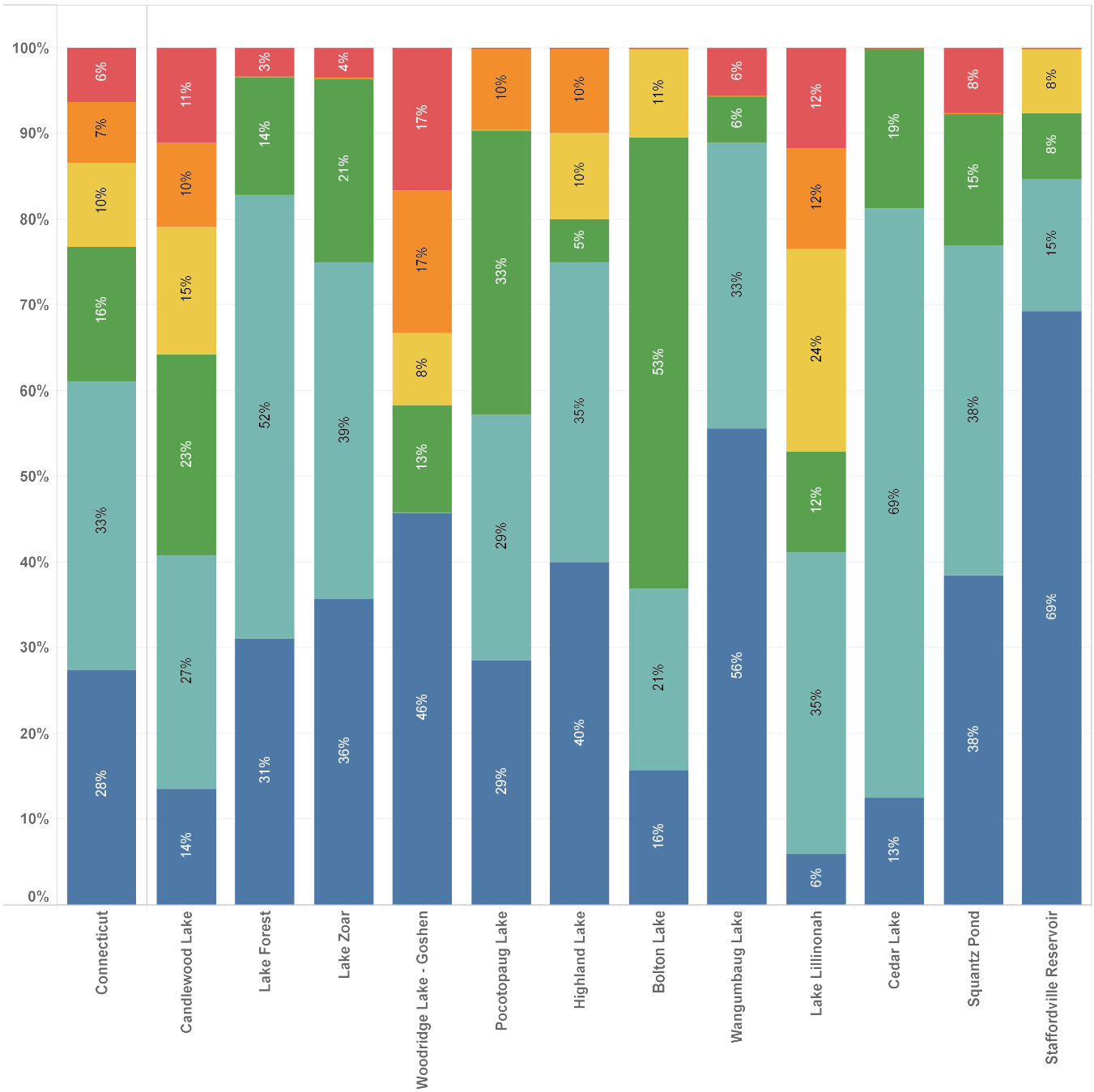
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

Price Breakdown by Percentage of Homes in the Connecticut Market 2023Q4

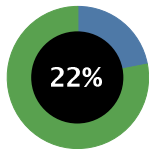
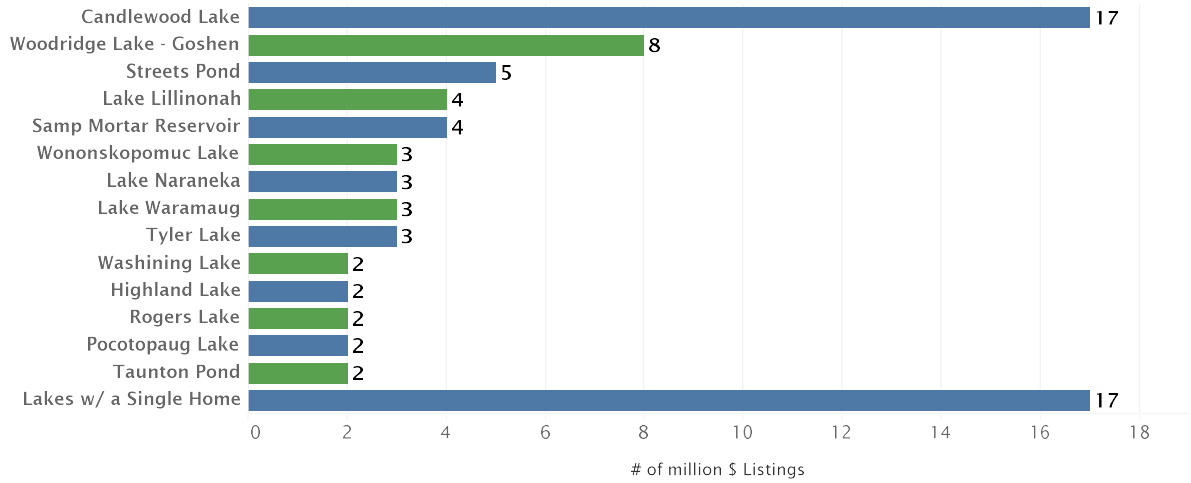


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2023Q4

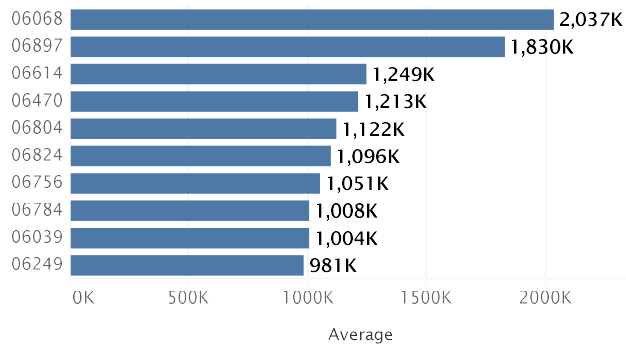


22% of \$1M+ Homes in Connecticut are on Candlewood Lake

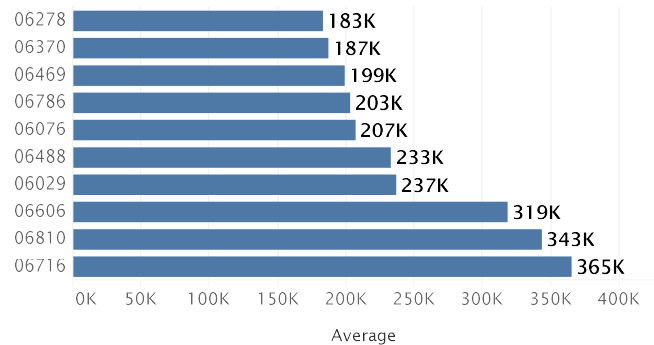
Total Number of \$1M+ Homes

77

Most Expensive ZIP Codes 2023Q4

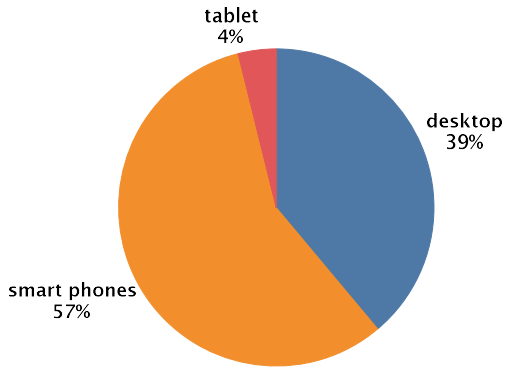


Most Affordable ZIP Codes 2023Q4

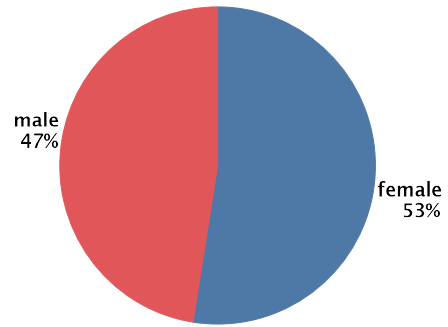


Who's Shopping Connecticut Lake Real Estate

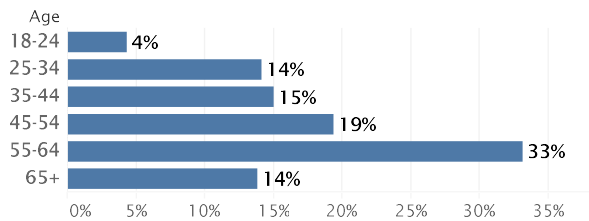
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

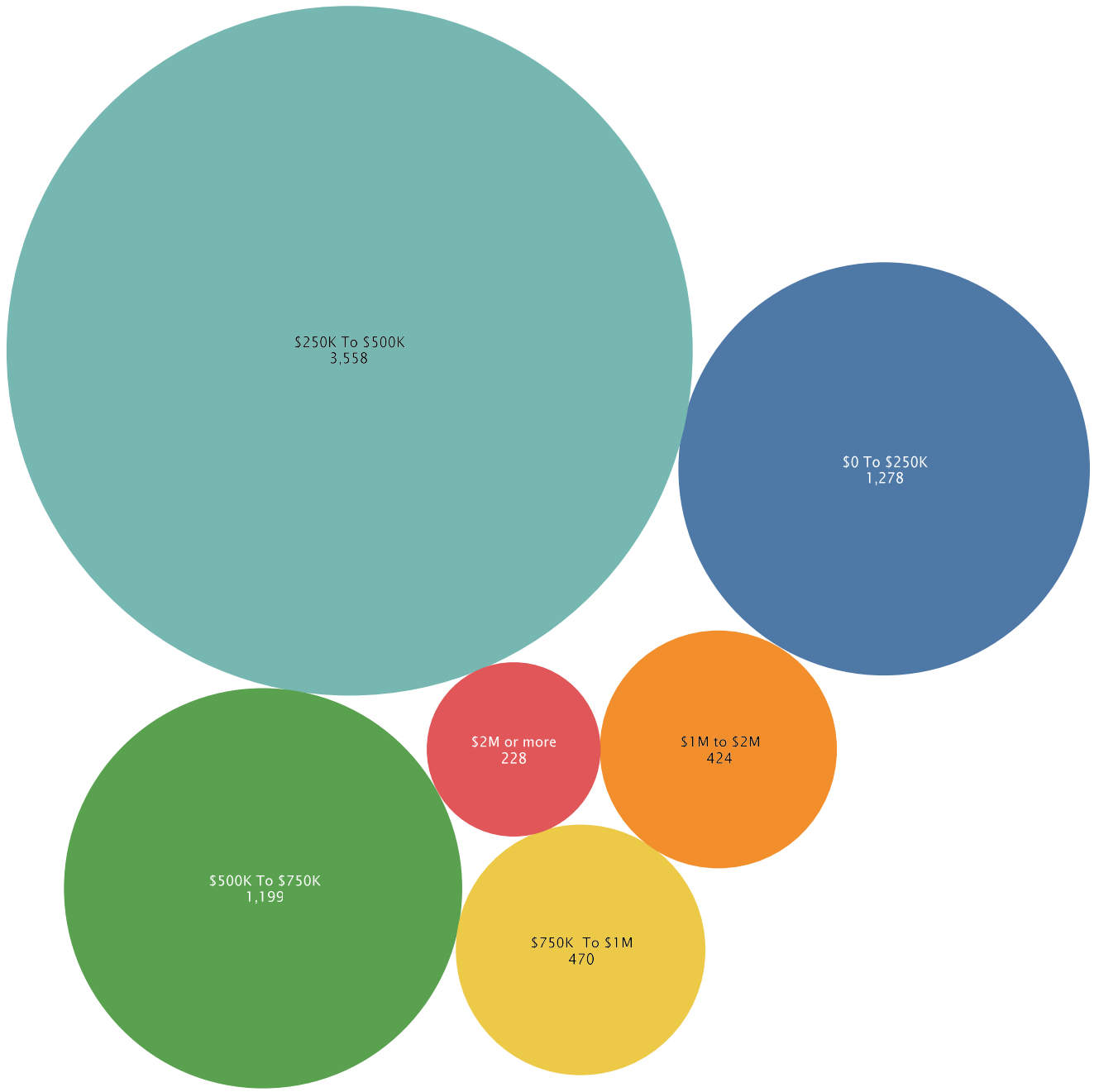
Number 2-10 metros are:

- Miami, FL
- Tallahassee, FL
- Ocala, FL
- Conyers, GA
- Jacksonville Beach, FL
- Orlando, FL
- Homerville, GA
- Charleston, ME
- Georgetown, KY



FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2023Q4



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



Florida

The total Florida market rose from \$4.7 BB in Fall 2023 to \$5 BB resulting in a \$300 MM increase.

Largest Markets

1. Heron Lagoon	\$127,807,800	2.6%	6. Reedy Creek Swamp	\$92,225,750	1.9%
2. Lake Apopka	\$99,252,360	2.0%	7. Lake Tarpon	\$91,324,853	1.8%
3. Lake Down	\$95,960,995	1.9%	8. Lake Maitland	\$87,756,830	1.8%
4. Lake Harris	\$93,332,741	1.9%	9. Lake Butler	\$81,182,068	1.6%
5. Davenport Creek Swamp	\$92,818,795	1.9%	10. Butler Chain Of Lakes	\$80,925,899	1.6%

Total Florida Market: \$4,964,243,162

Largest Home Markets

1. Heron Lagoon	\$101,477,800	2.4%
2. Reedy Creek Swamp	\$89,436,710	2.1%
3. Davenport Creek Swamp	\$89,394,395	2.1%
4. Lake Tarpon	\$86,038,154	2.0%
5. Lake Down	\$85,330,995	2.0%
6. Lake Apopka	\$79,973,563	1.9%
7. Lake Maitland	\$79,291,830	1.9%
8. Butler Chain Of Lakes	\$74,786,900	1.8%
9. Lake Harris	\$72,099,343	1.7%
10. Lake Butler	\$71,037,068	1.7%

Total Florida Home Market: \$4,265,289,703

Largest Land Markets

1. Lake Ashton	\$34,500,000	4.9%
2. Heron Lagoon	\$26,330,000	3.8%
3. Lake Harris	\$21,233,398	3.0%
4. Lake Apopka	\$19,278,797	2.8%
5. Lake Dora	\$18,223,295	2.6%
6. Lake Hart - Orlando	\$13,989,999	2.0%
7. Crooked Lake - Four Corners	\$13,100,000	1.9%
8. Lake Vedra	\$12,770,000	1.8%
9. Lake Osceola - Pasco	\$12,498,000	1.8%
10. Lake Down	\$10,630,000	1.5%

Total Florida Land Market: \$698,953,459

Most Expensive Homes

1. Heron Lagoon	\$5,073,890
2. Lake Butler	\$4,178,651

Most Affordable Homes

1. Lake Siena	\$1,815,635
2. Lake Nona	\$1,856,022

Most Listings

1. Reedy Creek Swamp	241	2.7%	6. Lake Dora	117	1.3%
2. Lake Harris	201	2.2%	7. Lake Jackson - Sebring	113	1.3%
3. Davenport Creek Swamp	191	2.1%	8. Lake Marion	107	1.2%
4. Lake Tarpon	188	2.1%	8. Lake Tohopekaliga	107	1.2%
5. Lake Apopka	124	1.4%	10. Indian Head Swamp	104	1.2%
Total Florida Listings:				9,028	

Most Homes Available

1. Reedy Creek Swamp	218	3.0%
2. Davenport Creek Swamp	178	2.5%
3. Lake Tarpon	177	2.5%
4. Lake Harris	171	2.4%
5. Lake Dora	99	1.4%
6. Lake Jackson - Sebring	98	1.4%
7. Lake Apopka	95	1.3%
8. Lake Tohopekaliga	94	1.3%
9. Lake Seminole	93	1.3%
10. Lake Orienta	92	1.3%

Total Florida Home Listings: 7,157

Most Land Available

1. Lake Marion	74	4.0%
2. Lake Weohyakapka (Walk in Water)	55	2.9%
3. Lake Okahumpka	43	2.3%
4. Lake Istokpoga	38	2.0%
4. Marshall Swamp	38	2.0%
6. Grassy Lake - Lake Placid	34	1.8%
7. Lake Harris	30	1.6%
8. Lake Alfred	29	1.5%
8. Lake Apopka	29	1.5%
10. Lake June	28	1.5%

Total Florida Land Listings: 1,871

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Mud Lake - Lakeland	\$701,396
2. Lake Ocklawaha	\$647,721
3. Graham Swamp	\$597,718
4. Weeki Wachee Swamp	\$533,301
5. Lake Apopka	\$518,471
6. Lake Van - Auburndale	\$510,368
7. Lake Tarpon	\$438,366
8. Lake Okahumpka	\$420,716

Listings of 10 Acres or More

1. Lake Harris	\$38,407
----------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

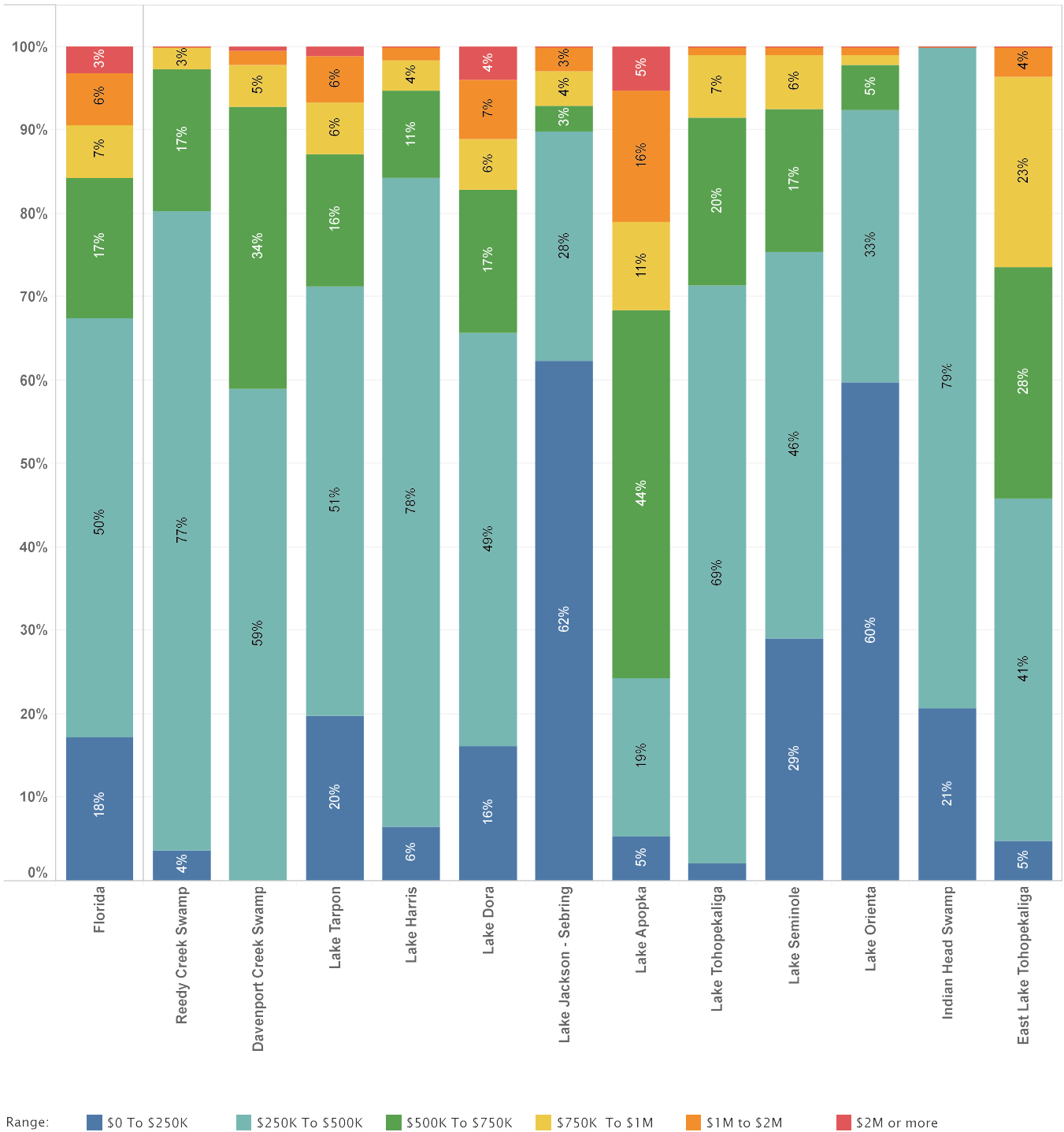
1. Deep Creek	\$20,295
2. Ladys-slipper Lake	\$31,833
3. Grassy Lake - Interlachen	\$33,733
4. Trout Lake - Interlachen	\$36,564
5. Winding Tree Lake	\$41,034
6. Black Sink Prairie	\$46,671
7. Lake Clinch	\$47,439
8. Davenport Creek Swamp	\$48,885

Listings of 10 Acres or More

1. Loggy Pond Swamp	\$19,440
---------------------	----------

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

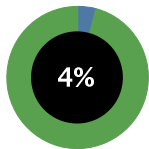
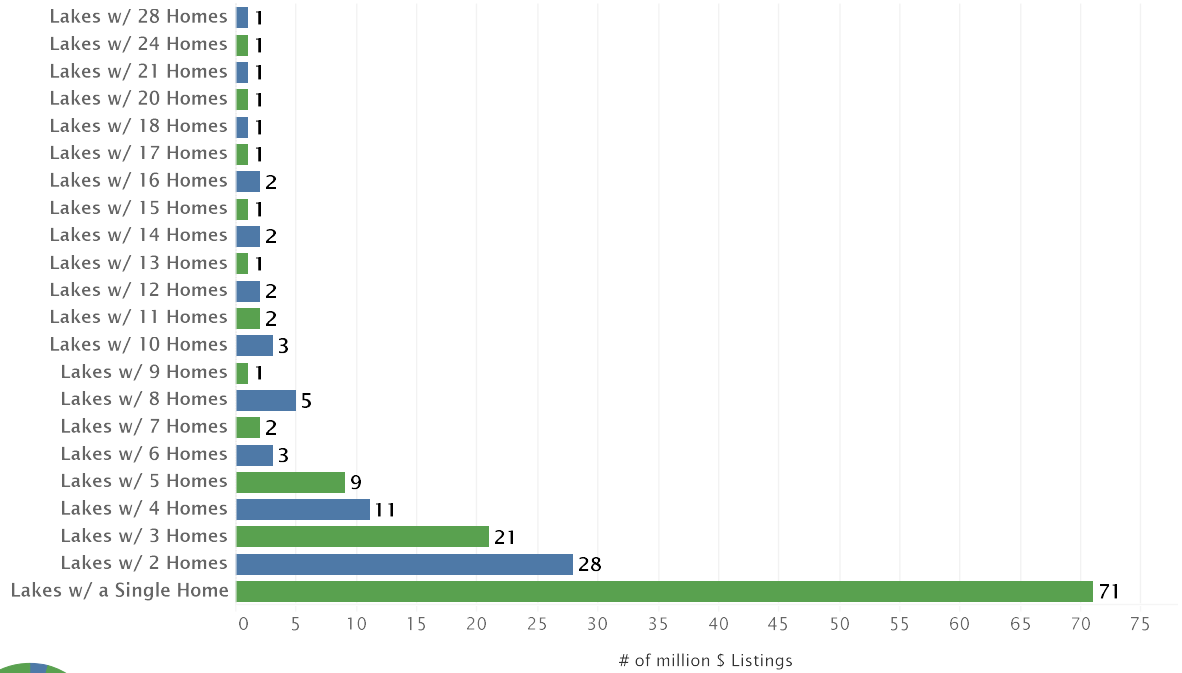
Price Breakdown by Percentage of Homes in the Florida Market 2023Q4



LAKE HOMES.com
REALTY

Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2023Q4

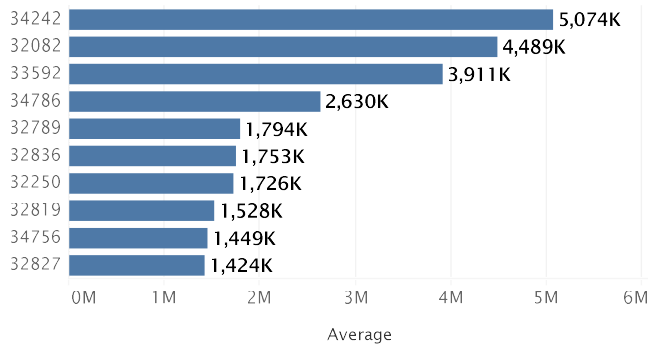


of \$1M+ Homes in Florida are on Snowden Bay

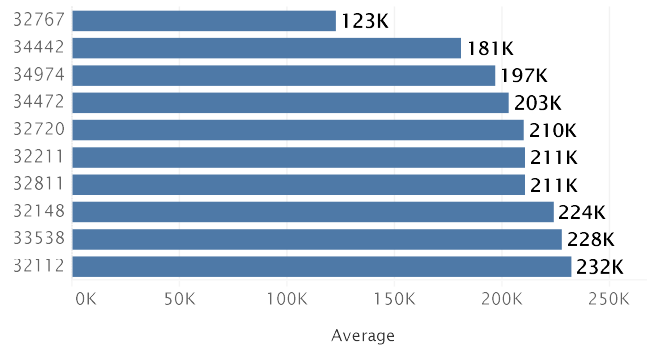
Total Number of \$1M+ Homes

652

Most Expensive ZIP Codes 2023Q4

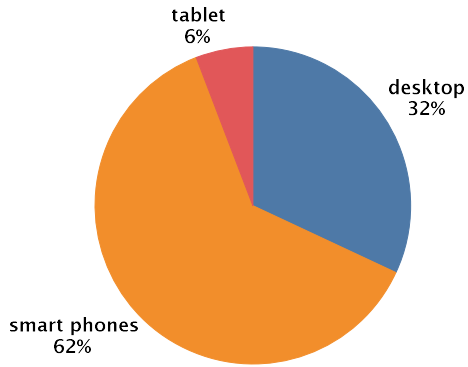


Most Affordable ZIP Codes 2023Q4

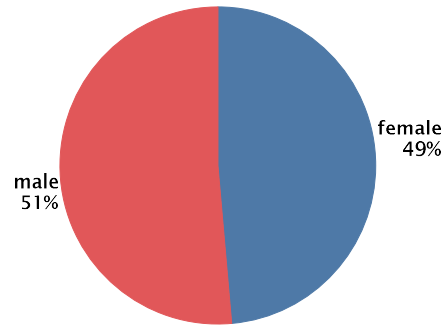


Who's Shopping Florida Lake Real Estate

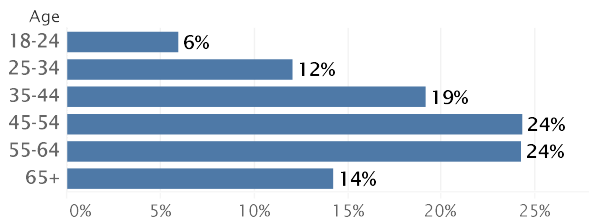
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

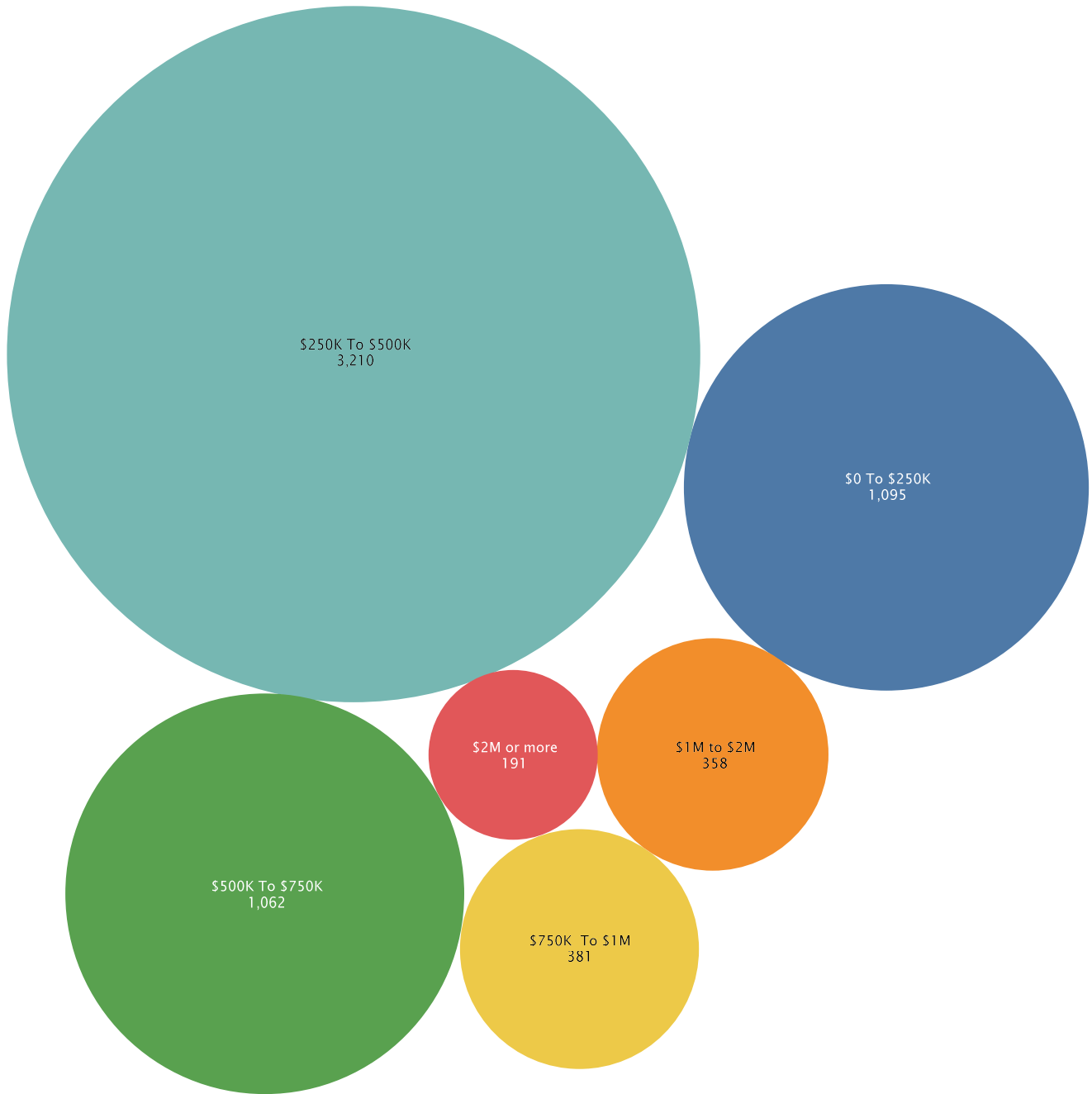
Number 2-10 metros are:

- New Orleans, LA
- Louisville, KY
- Danbury, CT
- Bangor, ME
- La Grange, KY
- Richmond Hill, GA
- Homerville, GA
- Lexington, KY
- Birmingham, AL



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2023Q4



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



Florida-Central

The total Florida-Central market rose from \$4.1 BB in fall 2023 to \$4.3 BB resulting in a \$200 MM increase.

Largest Markets

1. Heron Lagoon	\$127,807,800	3.0%
2. Lake Apopka	\$99,252,360	2.3%
3. Lake Down	\$95,960,995	2.2%
4. Lake Harris	\$93,332,741	2.2%
5. Davenport Creek Swamp	\$92,818,795	2.2%

Total Florida Central Market: \$4,293,590,777

Most Listings

1. Reedy Creek Swamp	241	3.2%
2. Lake Harris	201	2.6%
3. Davenport Creek Swamp	191	2.5%
4. Lake Tarpon	188	2.5%
5. Lake Apopka	124	1.6%

Total Florida Central Listings: 7,619

Largest Home Markets

1. Heron Lagoon	\$101,477,800	2.7%
2. Reedy Creek Swamp	\$89,436,710	2.4%
3. Davenport Creek Swamp	\$89,394,395	2.4%
4. Lake Tarpon	\$86,038,154	2.3%
5. Lake Down	\$85,330,995	2.3%

Total Florida Central Home Market: \$3,690,442,744

Most Homes Available

1. Reedy Creek Swamp	218	3.5%
2. Davenport Creek Swamp	178	2.8%
3. Lake Tarpon	177	2.8%
4. Lake Harris	171	2.7%
5. Lake Dora	99	1.6%

Total Florida Central Home Listings: 6,297

Largest Land Markets

1. Lake Ashton	\$34,500,000	5.7%
2. Heron Lagoon	\$26,330,000	4.4%
3. Lake Harris	\$21,233,398	3.5%
4. Lake Apopka	\$19,278,797	3.2%
5. Lake Dora	\$18,223,295	3.0%

Total Florida Central Land Market: \$603,148,033

Most Land Available

1. Lake Marion	74	5.6%
2. Lake Weohyakapka (Walk in Water)	55	4.2%
3. Lake Okahumpka	43	3.3%
4. Lake Istokpoga	38	2.9%
5. Grassy Lake - Lake Placid	34	2.6%

Total Florida Central Land Listings: 1,322

Average Home Price

1. Heron Lagoon, FL	\$5,073,890
2. Lake Butler, FL	\$4,178,651
3. Lake Down, FL	\$3,160,407
4. Butler Chain Of Lakes, FL	\$2,578,859
5. Lake Osceola - Orange, FL	\$2,457,889

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Mud Lake - Lakeland	\$701,396
2. Weeki Wachee Swamp	\$533,301
3. Lake Apopka	\$518,471
4. Lake Van - Auburndale	\$510,368
5. Lake Tarpon	\$438,366

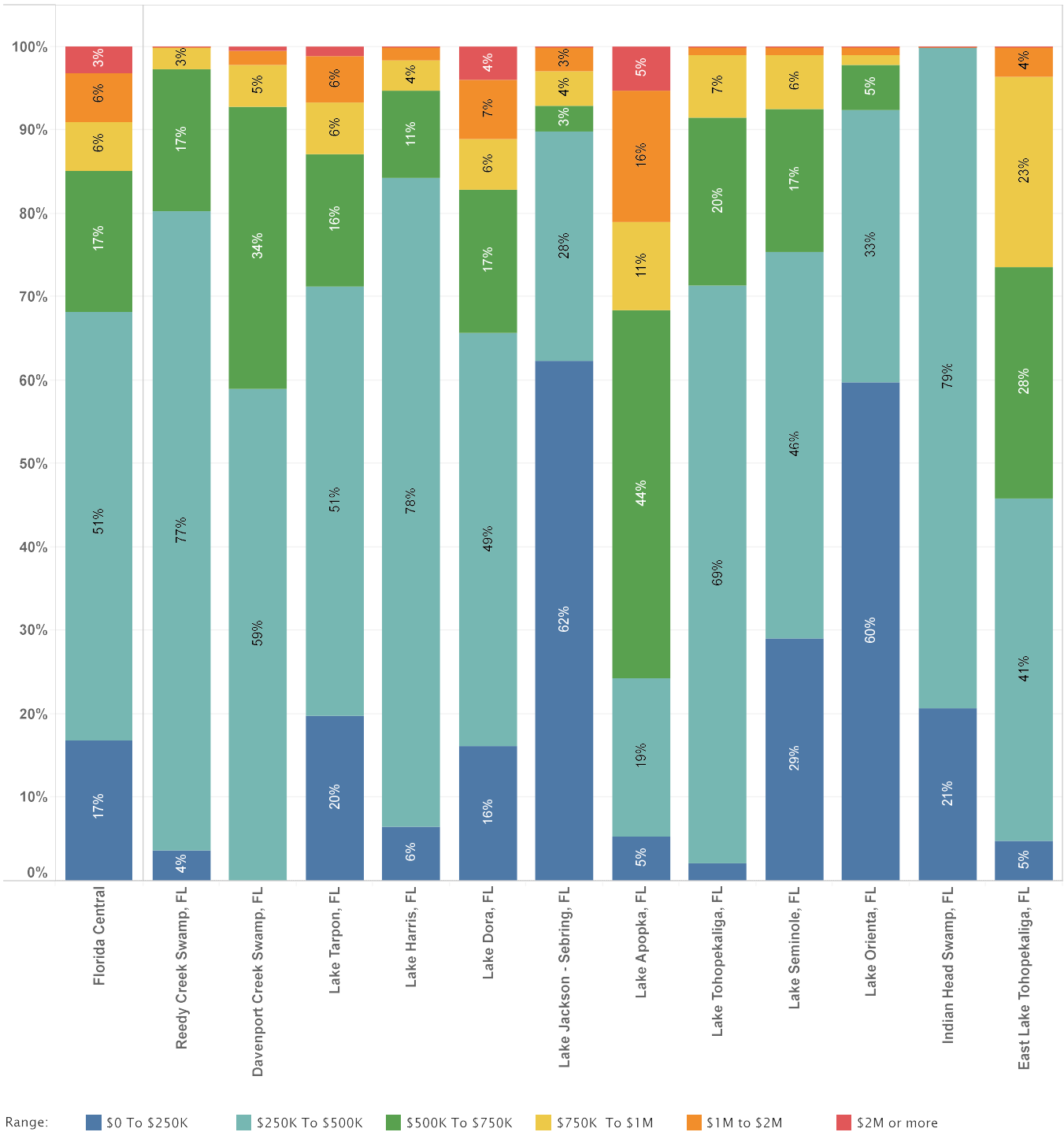
Listings of 10 Acres or More

1. Lake Harris	\$38,407
2. Loggy Pond Swamp	\$19,440

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

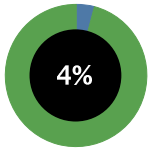
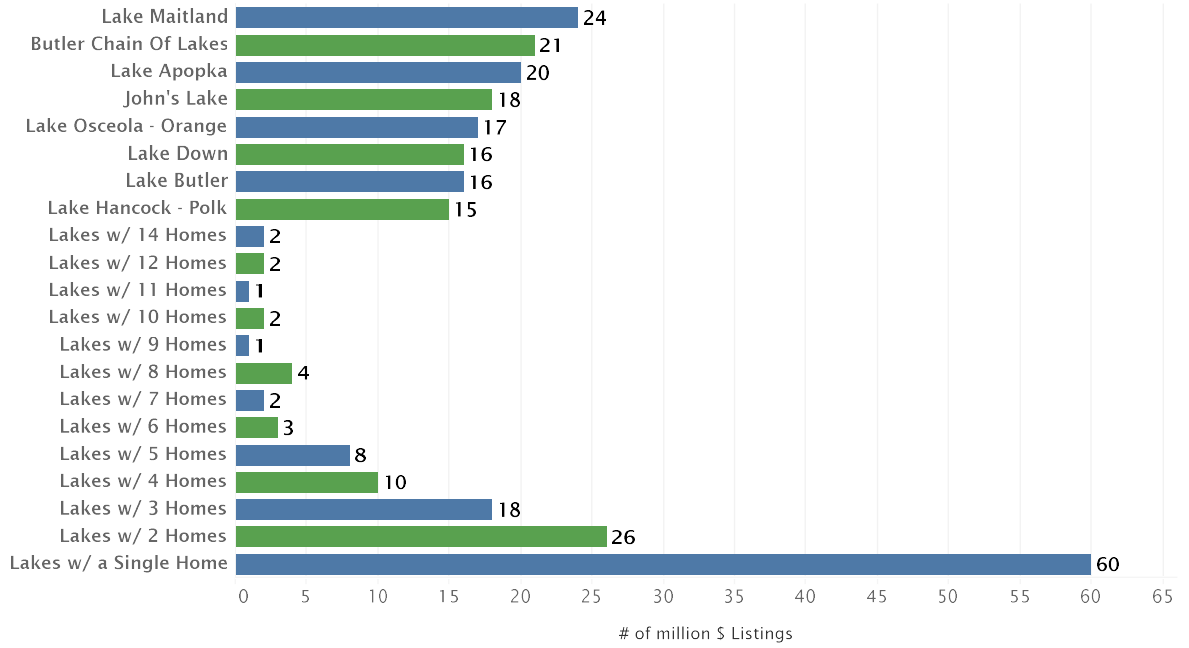
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida Central Market 2023Q4



Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2023Q4

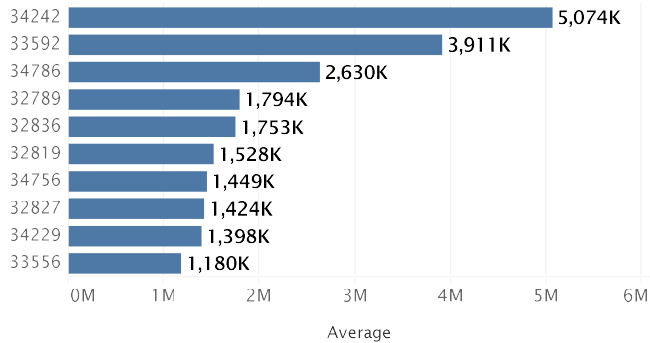


of \$1M+ Homes in Florida Central are on Lake Maitland

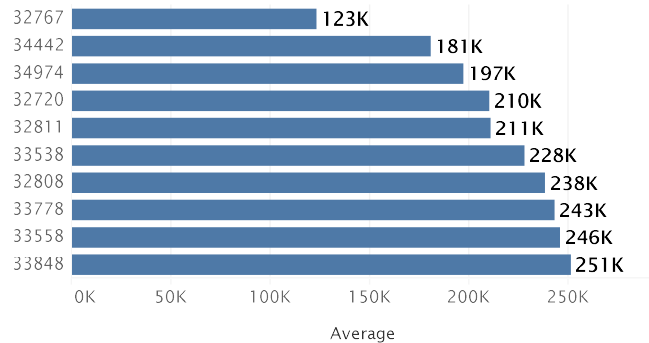
Total Number of \$1M+ Homes

549

Most Expensive ZIP Codes 2023Q4

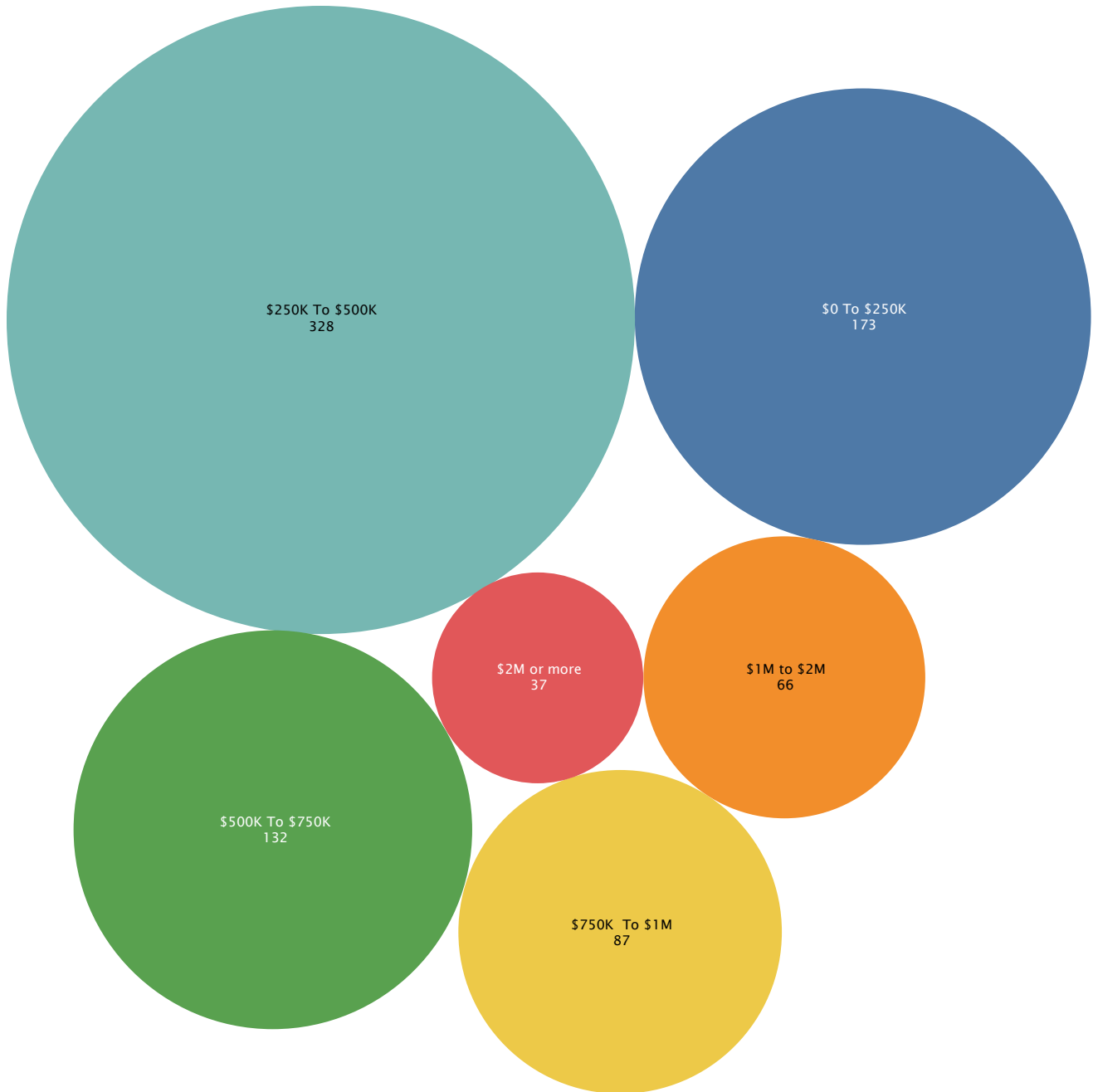


Most Affordable ZIP Codes 2023Q4



FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2023Q4



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



Florida-NE

The total Florida-NE market rose from \$588 MM in fall 2023 to \$649 MM resulting in a \$61 MM increase.

Largest Markets

1. Snowden Bay	\$70,139,013	12.5%
2. Lake Vedra	\$63,966,626	9.9%
3. Lake Ponte Vedra	\$44,640,000	6.9%
4. Twelvemile Swamp	\$41,184,735	6.3%
5. Maria Sanchez Lake	\$40,190,874	6.2%

Total Florida NE Market: \$649,253,546

Most Listings

1. Snowden Bay	72	8.7%
2. Twelvemile Swamp	69	5.1%
3. Marshall Swamp	62	4.6%
4. Lake Weir	55	4.1%
5. Pringle Swamp	40	3.0%

Total Florida NE Listings: 1,347

Largest Home Markets

1. Snowden Bay	\$70,139,013	12.5%
2. Lake Vedra	\$51,196,626	9.1%
3. Lake Ponte Vedra	\$40,740,000	7.3%
4. Twelvemile Swamp	\$40,729,735	7.3%
5. Huguenot Lagoon	\$38,273,570	6.8%

Total Florida NE Home Market: \$561,252,419

Most Homes Available

1. Snowden Bay	72	8.7%
2. Twelvemile Swamp	68	8.3%
3. Lake Weir	37	4.5%
4. Pringle Swamp	34	4.1%
5. Maria Sanchez Lake	33	4.0%

Total Florida NE Home Listings: 823

Largest Land Markets

1. Lake Vedra	\$12,770,000	14.5%
2. Doctors Lake	\$7,735,900	8.8%
3. Cabbage Swamp - Jacksonville	\$7,511,000	8.5%
4. Halford Lake	\$5,407,300	6.1%
5. Black Branch Swamp	\$5,197,399	5.9%

Total Florida NE Land Market: \$88,001,127

Most Land Available

1. Marshall Swamp	38	7.3%
2. Georges Lake	20	3.8%
2. Halford Lake	20	3.8%
4. Lake Ocklawaha	18	3.4%
4. Lake Weir	18	3.4%

Total Florida NE Land Listings: 524

Average Home Price

1. Lake Vedra, FL	\$3,656,902
2. Huguenot Lagoon, FL	\$1,530,943
3. Maria Sanchez Lake, FL	\$1,100,936
4. Snowden Bay, FL	\$974,153
5. Silver Lake - Flagler Beach, FL	\$752,250

Average Land Price Per Acre

Listings of Less Than 10 Acres

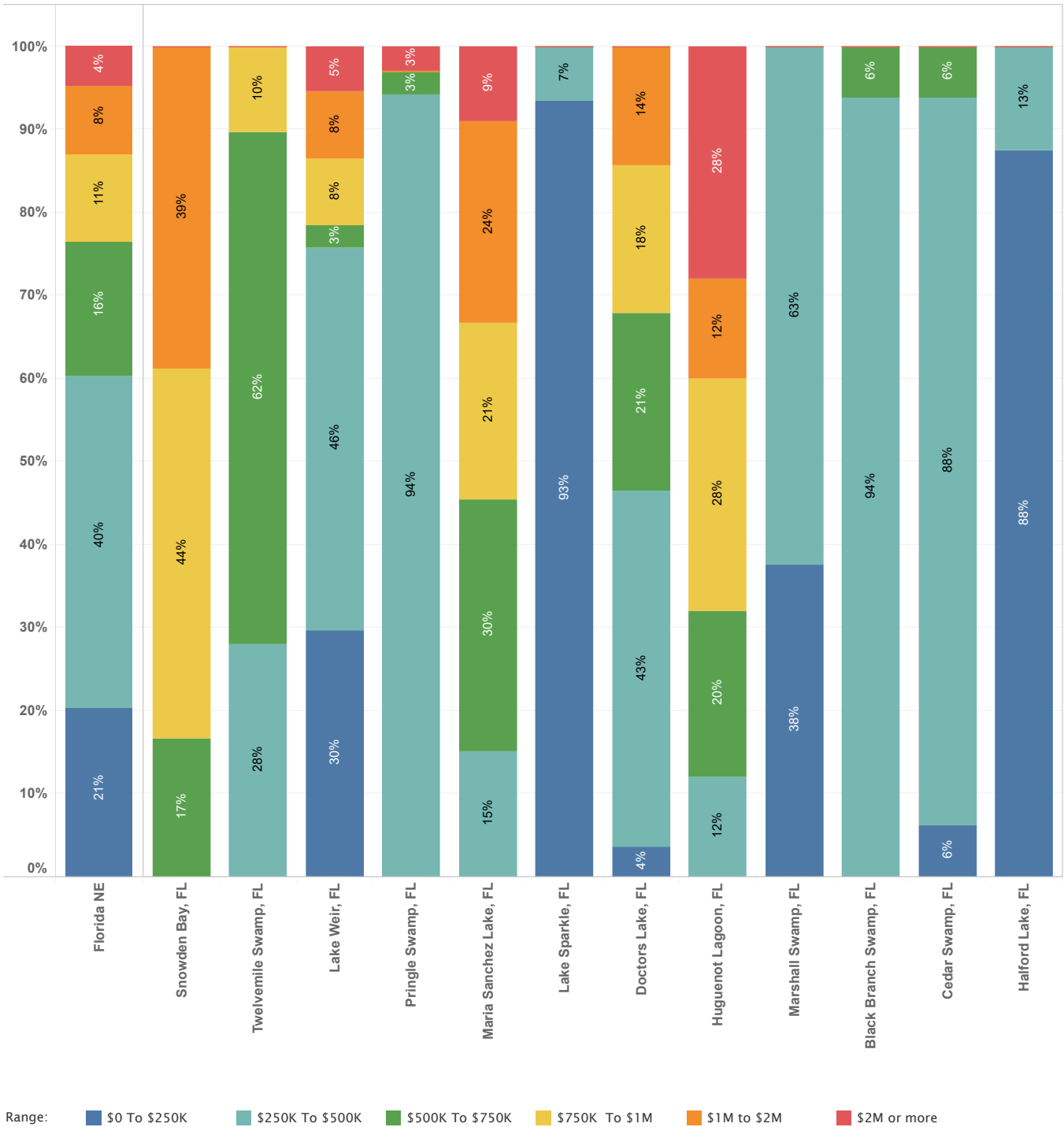
1. Lake Ocklawaha	\$647,721
2. Black Branch Swamp	\$275,652
3. Marshall Swamp	\$84,712
4. Georges Lake	\$74,934
5. Lake Weir	\$69,210

Listings of 10 Acres or More

1. Halford Lake	\$24,576
-----------------	----------

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

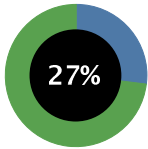
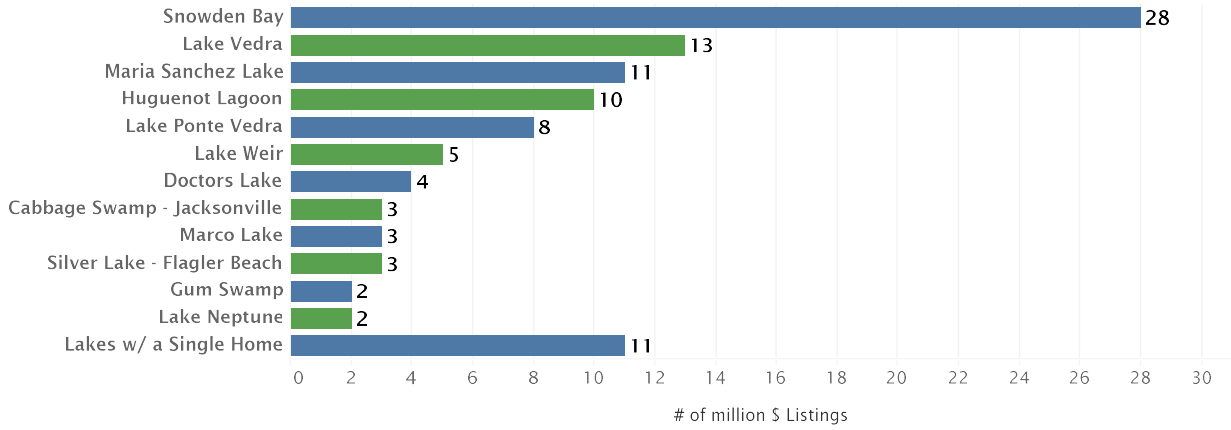
Price Breakdown by Percentage of Homes in the Florida NE Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2023Q4

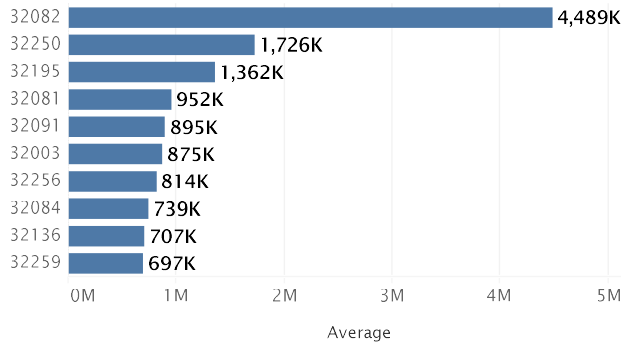


27% of \$1M+ Homes in Florida NE are on Snowden Bay

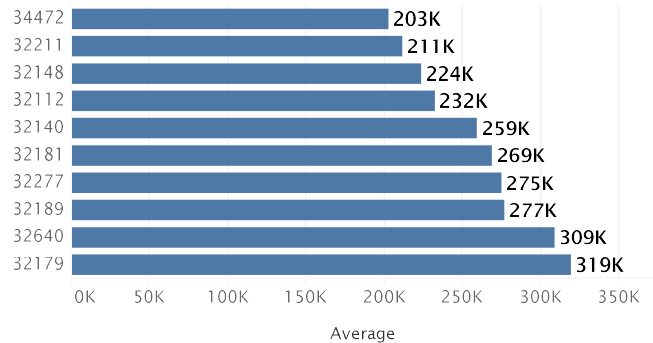
Total Number of \$1M+ Homes

103

Most Expensive ZIP Codes 2023Q4

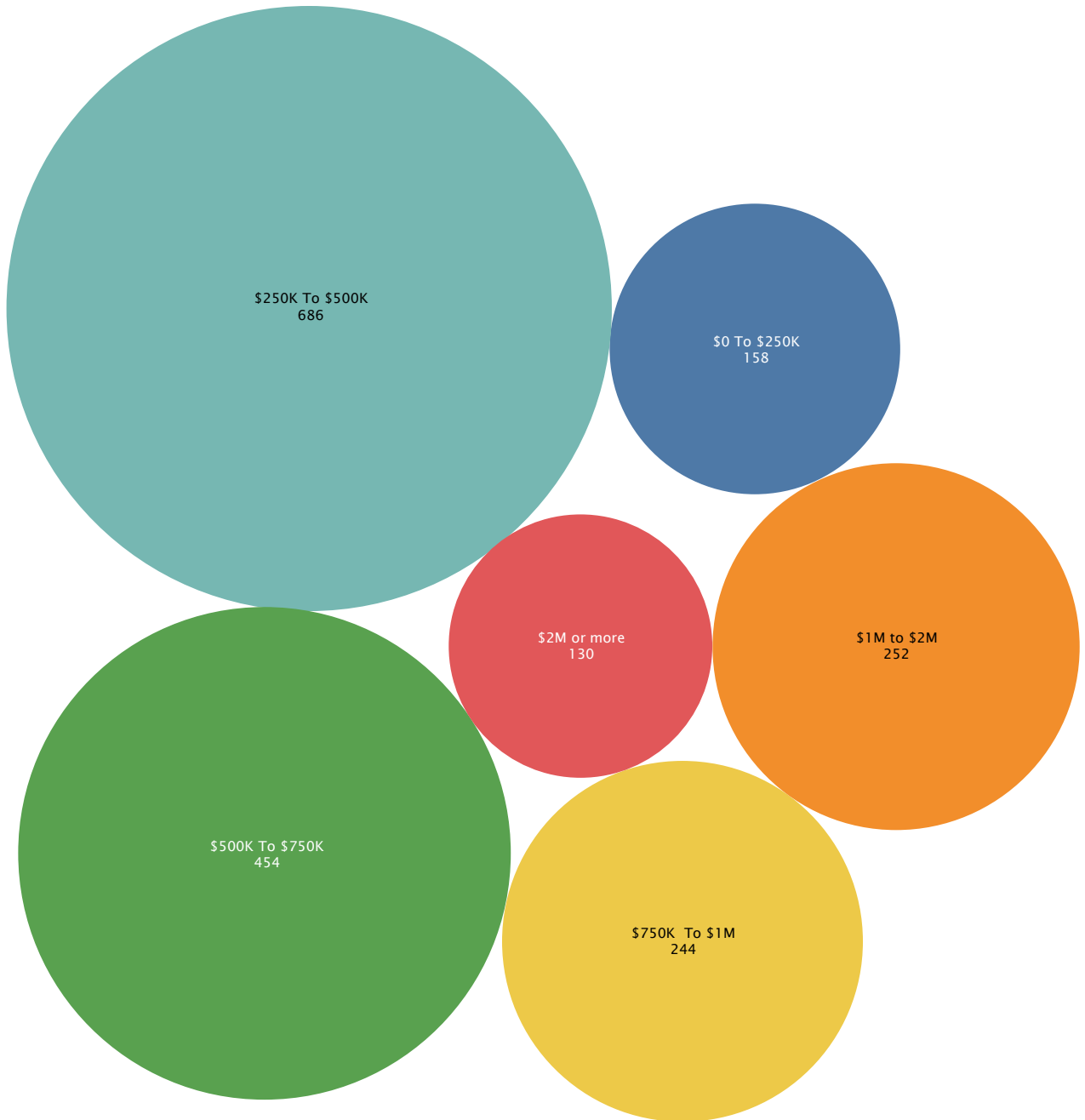


Most Affordable ZIP Codes 2023Q4



GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2023Q4



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



Georgia

The total Georgia market fell from \$2.23 BB in fall 2023 to \$2.2 BB resulting in a \$30 MM decrease.

Largest Markets

1. Lake Lanier	\$567,937,590	25.8%	6. Chatuge Lake*	\$88,263,735	4.0%
2. Lake Oconee	\$443,090,672	20.1%	7. Lake Blue Ridge	\$63,757,799	2.9%
3. Lake Hartwell*	\$212,122,623	9.6%	8. Lake Burton	\$62,987,800	2.9%
4. Lake Allatoona	\$107,260,310	4.9%	9. Jackson Lake	\$53,162,090	2.4%
5. Lake Sinclair	\$105,336,359	4.8%	10. Big Canoe	\$51,687,377	2.3%

Total Georgia Market: \$2,206,301,273

Largest Home Markets

1. Lake Lanier	\$407,662,879	23.6%
2. Lake Oconee	\$384,807,402	22.3%
3. Lake Hartwell*	\$152,343,623	8.8%
4. Lake Sinclair	\$86,777,226	5.0%
5. Lake Allatoona	\$70,504,090	4.1%
6. Chatuge Lake*	\$67,225,599	3.9%
7. Lake Burton	\$57,509,700	3.3%
8. Lake Blue Ridge	\$53,563,400	3.1%
9. Jackson Lake	\$48,641,190	2.8%
10. Big Canoe	\$43,626,789	2.5%

Total Georgia Home Market: \$1,727,852,650

Largest Land Markets

1. Lake Lanier	\$160,274,711	33.7%
2. Lake Hartwell*	\$59,779,000	12.6%
3. Lake Oconee	\$56,905,270	12.0%
4. Lake Allatoona	\$36,756,220	7.7%
5. Chatuge Lake*	\$21,038,136	4.4%
6. Walter F. George Lake*	\$19,758,849	4.2%
7. Clarks Hill Lake*	\$17,287,259	3.6%
8. Lake Sinclair	\$17,086,233	3.6%
9. Lake Blue Ridge	\$10,194,399	2.1%
10. Nottely Lake	\$9,965,269	2.1%

Total Georgia Land Market: \$475,597,723

41% of all homes listed on Lake Oconee are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Burton	\$1,855,152
2. Windward Lake	\$1,790,000

Most Affordable Homes

1. Big Canoe	\$681,669
2. Nottely Lake	\$736,708

Most Listings

1. Lake Lanier	714	17.1%	6. Big Canoe	166	4.0%
2. Lake Hartwell*	642	15.4%	7. Lake Allatoona	163	3.9%
3. Lake Oconee	491	11.7%	8. Nottely Lake	158	3.8%
4. Lake Sinclair	285	6.8%	9. Chatuge Lake*	148	3.5%
5. Clarks Hill Lake*	279	6.7%	10. Jackson Lake	124	3.0%

Total Georgia Listings: 4,184

Most Homes Available

1. Lake Lanier	460	21.2%
2. Lake Oconee	309	14.3%
3. Lake Hartwell*	260	12.0%
4. Lake Sinclair	152	7.0%
5. Lake Allatoona	122	5.6%
6. Jackson Lake	84	3.9%
7. Big Canoe	64	3.0%
7. Chatuge Lake*	64	3.0%
9. Walter F. George Lake*	59	2.7%
10. Clarks Hill Lake*	57	2.6%

Total Georgia Home Listings: 2,166

Most Land Available

1. Lake Hartwell*	382	19.0%
2. Lake Lanier	254	12.6%
3. Clarks Hill Lake*	222	11.0%
4. Lake Oconee	180	8.9%
5. Lake Sinclair	129	6.4%
6. Nottely Lake	107	5.3%
7. Big Canoe	102	5.1%
8. Chatuge Lake*	84	4.2%
9. Bent Tree	72	3.6%
10. Walter F. George Lake*	57	2.8%

Total Georgia Land Listings: 2,012

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$335,452
2. Savannah River - Augusta	\$252,622
3. Lake Lanier	\$219,714
4. Lake Blackshear	\$209,386
5. Lake Allatoona	\$201,971
6. Lake Tara	\$195,720
7. Lake Oconee	\$195,702
8. Lake Hartwell	\$153,677

Listings of 10 Acres or More

1. Lake Lanier	\$87,137
----------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

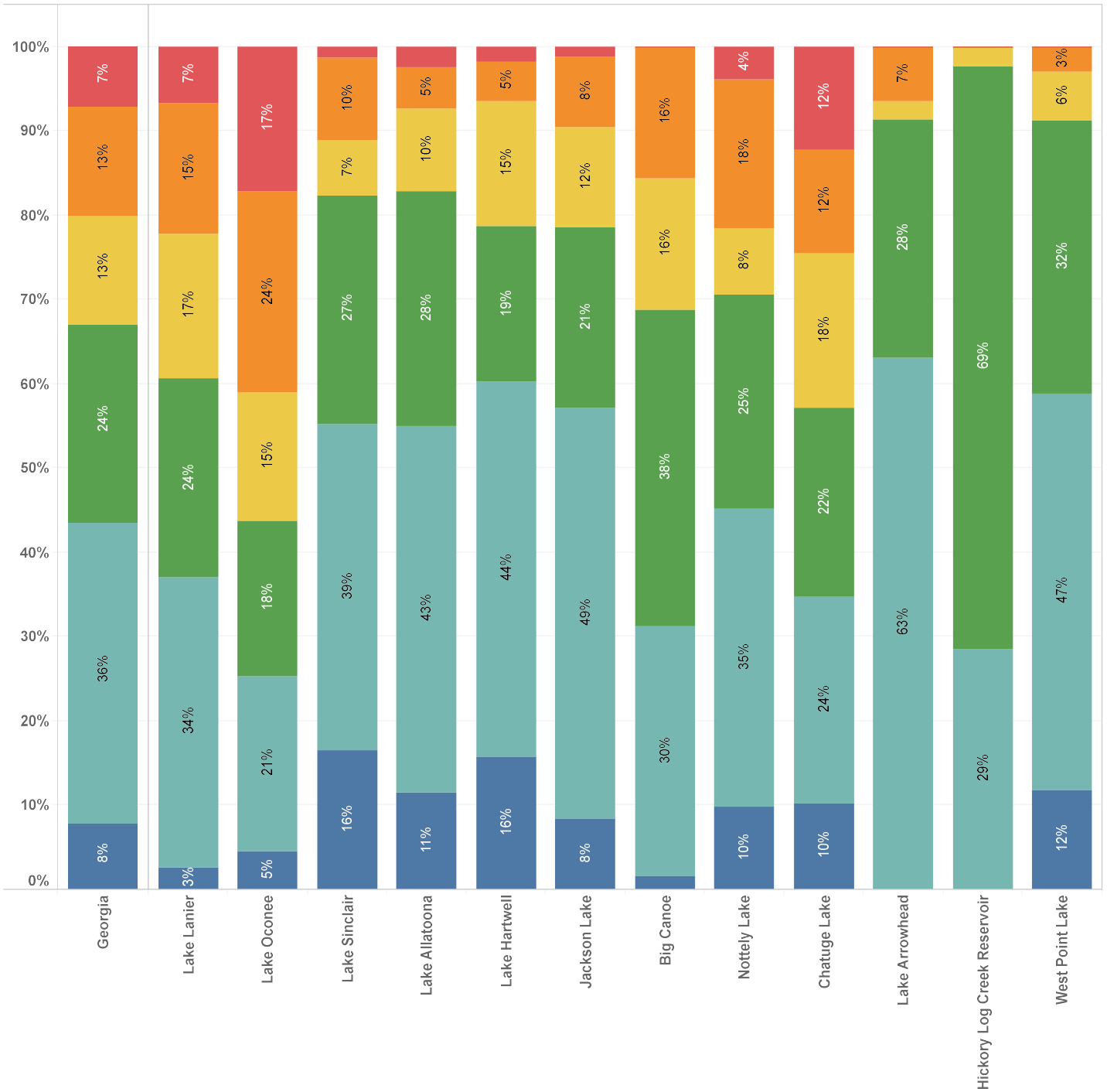
1. Richard B. Russell Lake	\$28,117
2. Carters Lake	\$28,636
3. Bent Tree	\$29,811
4. Clarks Hill Lake	\$36,817
5. Lake Lacey	\$41,376
6. Big Canoe	\$51,736
7. Nottely Lake	\$55,645
8. West Point Lake	\$59,861

Listings of 10 Acres or More

1. West Point Lake	\$7,560
--------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Georgia Market 2023Q4

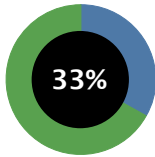
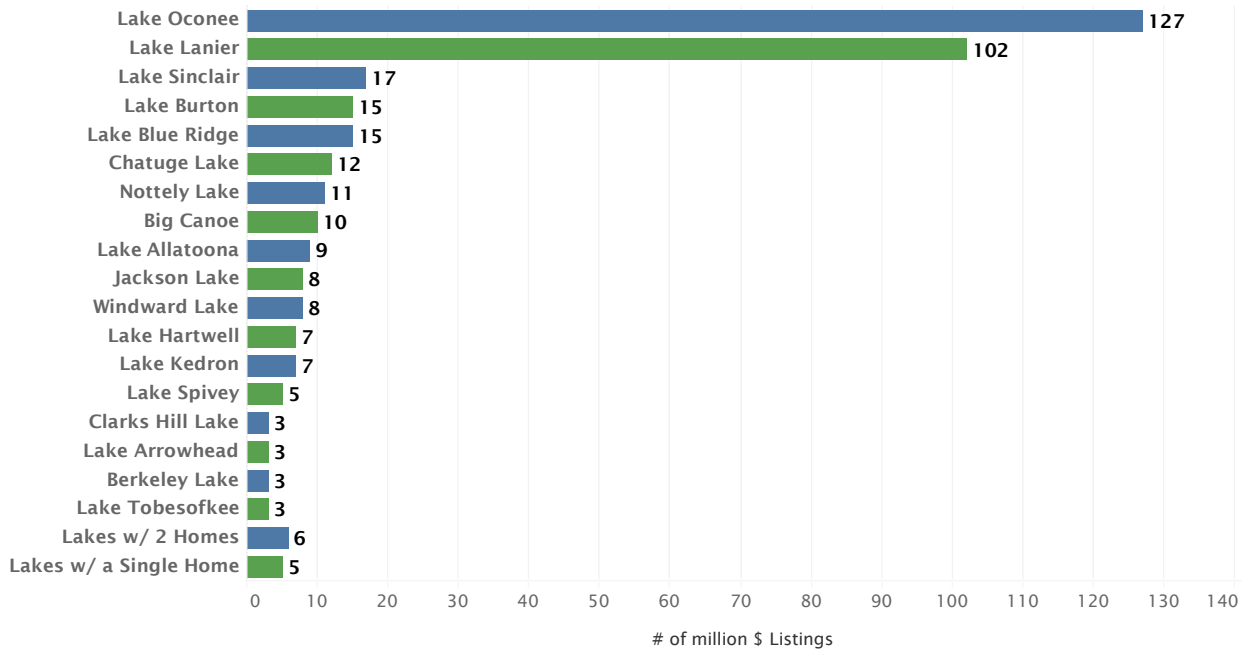


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2023Q4

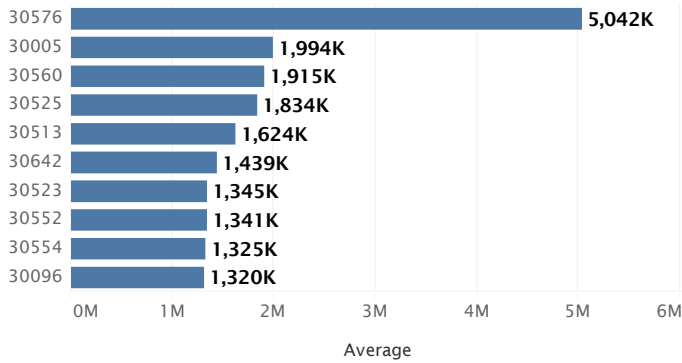


of \$1M+ Homes in Georgia are on Lake Oconee

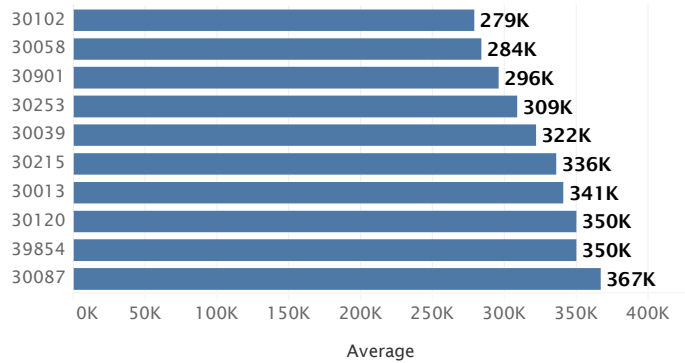
Total Number of \$1M+ Homes

382

Most Expensive ZIP Codes 2023Q4

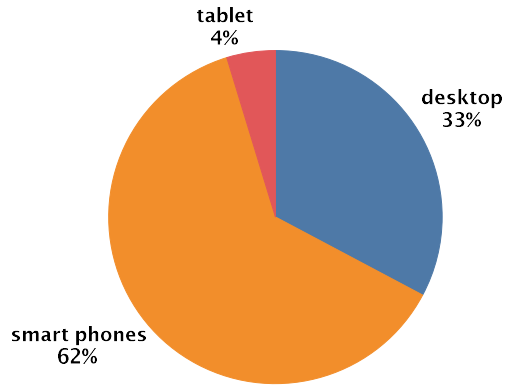


Most Affordable ZIP Codes 2023Q4

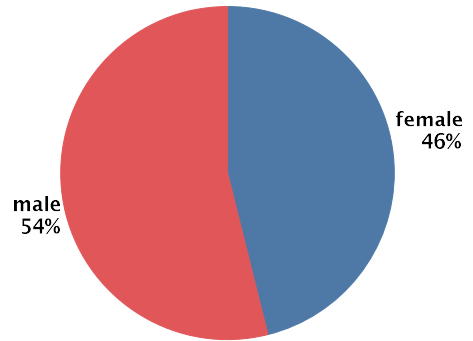


Who's Shopping Georgia Lake Real Estate

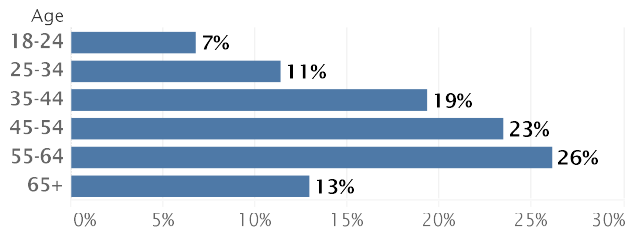
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Miami

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

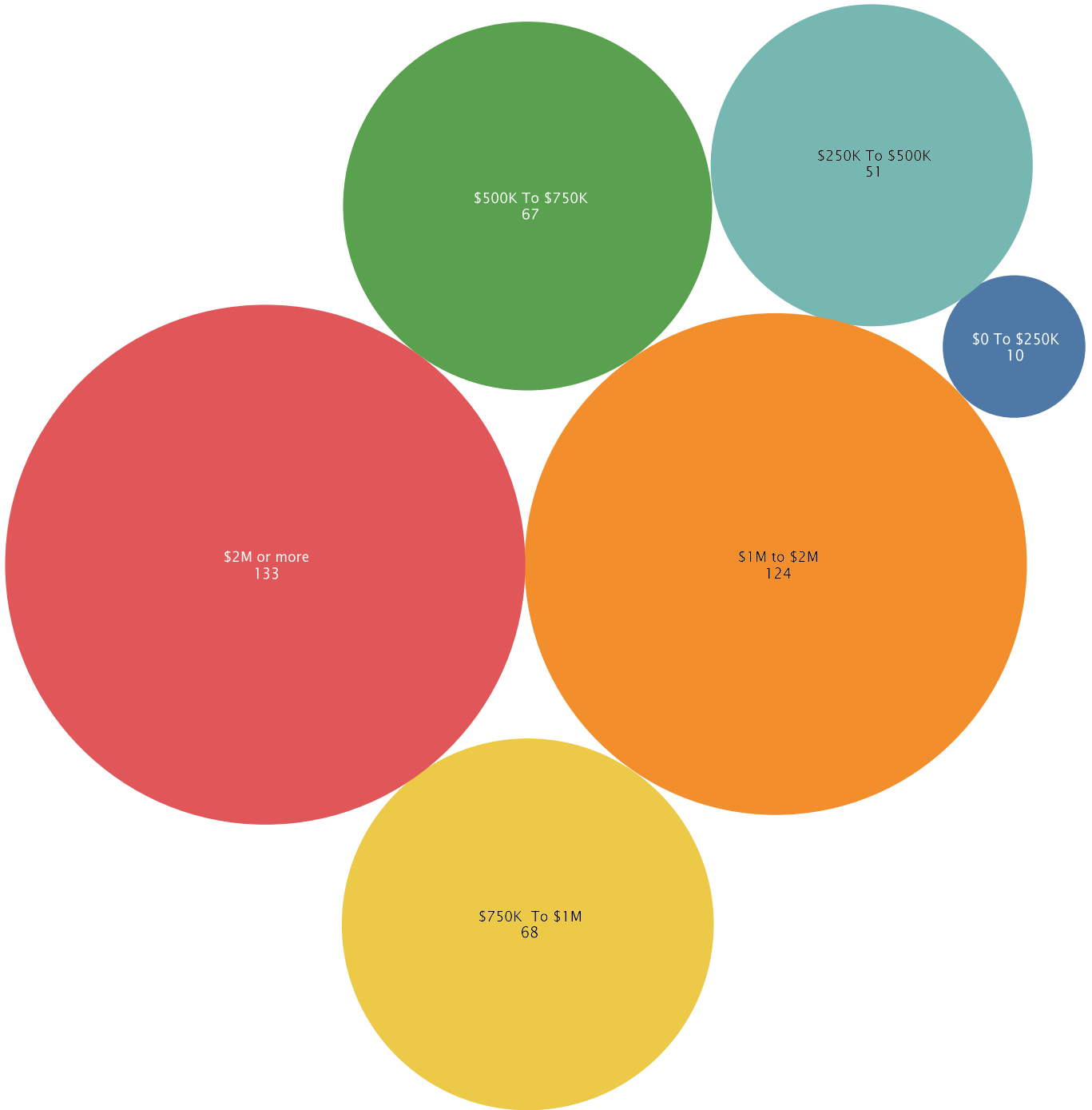
Number 2-10 metros are:

- Birmingham, AL
- Orlando, FL
- Jacksonville, FL
- Ocala, FL
- Tampa, FL
- Tallahassee, FL
- Palatka, FL
- Jacksonville Beach, FL
- Daytona Beach, FL



IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2023Q4



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



Idaho

The total Idaho market fell from \$1.4 BB in fall 2023 to \$1.2 BB resulting in a 15% decrease.

Largest Markets

1. Coeur d'Alene Lake	\$456,402,096	38.0%
2. Lake Pend Oreille	\$228,756,482	19.0%
3. Spokane River	\$142,980,463	11.9%
4. Hayden Lake	\$103,204,662	8.6%
5. Pend Oreille River	\$87,539,397	7.3%

Total Idaho Market: \$1,201,103,386

Most Listings

1. Coeur d'Alene Lake	246	28.6%
2. Lake Pend Oreille	206	24.0%
3. Pend Oreille River	64	7.4%
4. Lake Cascade	63	7.3%
5. Hayden Lake	53	6.2%

Total Idaho Listings: 860

Largest Home Markets

1. Coeur d'Alene Lake	\$365,768,243	40.7%
2. Lake Pend Oreille	\$149,765,482	16.7%
3. Hayden Lake	\$97,890,962	10.9%
4. Spokane River	\$73,981,563	8.2%
5. Pend Oreille River	\$71,596,997	8.0%

Total Idaho Home Market: \$898,153,294

Most Homes Available

1. Coeur d'Alene Lake	125	27.6%
2. Lake Pend Oreille	95	21.0%
3. Spokane River	39	8.6%
4. Hayden Lake	38	8.4%
5. Pend Oreille River	36	7.9%

Total Idaho Home Listings: 453

Largest Land Markets

1. Coeur d'Alene Lake	\$90,633,853	29.9%
2. Lake Pend Oreille	\$78,991,000	26.1%
3. Spokane River	\$68,998,900	22.8%
4. Lake Cascade	\$18,447,689	6.1%
5. Pend Oreille River	\$15,942,400	5.3%

Total Idaho Land Market: \$302,950,092

Most Land Available

1. Coeur d'Alene Lake	121	29.7%
2. Lake Pend Oreille	111	27.3%
3. Lake Cascade	45	11.1%
4. Pend Oreille River	28	6.9%
5. Hayden Lake	15	3.7%

Total Idaho Land Listings: 407

Average Home Price

1. Coeur d'Alene Lake	\$2,963,734
2. Hayden Lake	\$2,576,078
3. Pend Oreille River	\$1,988,805
4. Spokane River	\$1,896,963

Average Land Price Per Acre

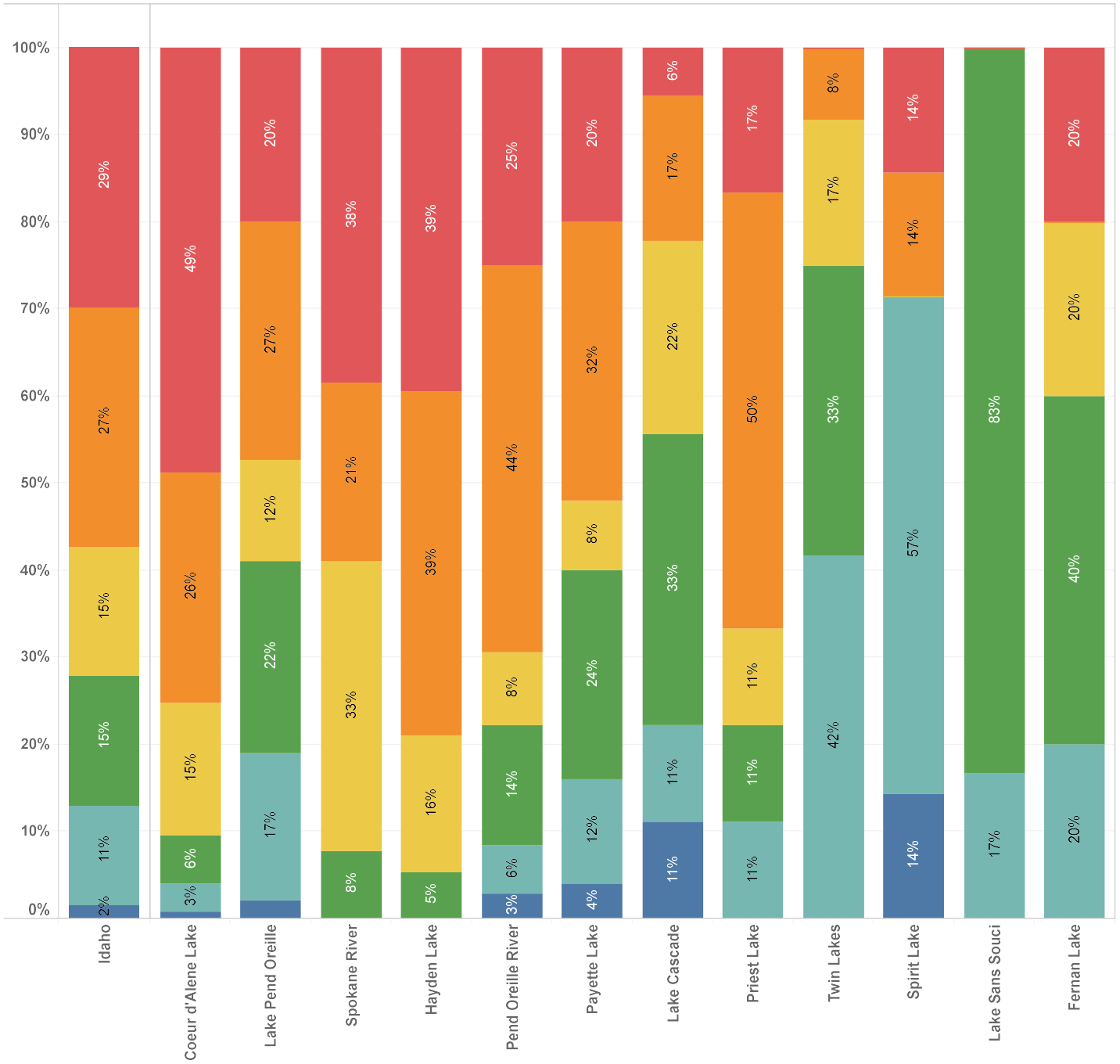
Listings of Less Than 10 Acres

1. Coeur d'Alene Lake	\$406,879
2. Lake Pend Oreille	\$372,874
3. Payette Lake	\$343,541
4. Lake Cascade	\$289,804
5. Hayden Lake	\$271,662

Listings of 10 Acres or More

1. Lake Pend Oreille	\$74,354
2. Coeur d'Alene Lake	\$71,830
3. Kelso Lake	\$34,082
4. Lake Cascade	\$33,990
5. Pend Oreille River	\$32,250

Price Breakdown by Percentage of Homes in the Idaho Market 2023Q4

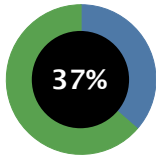
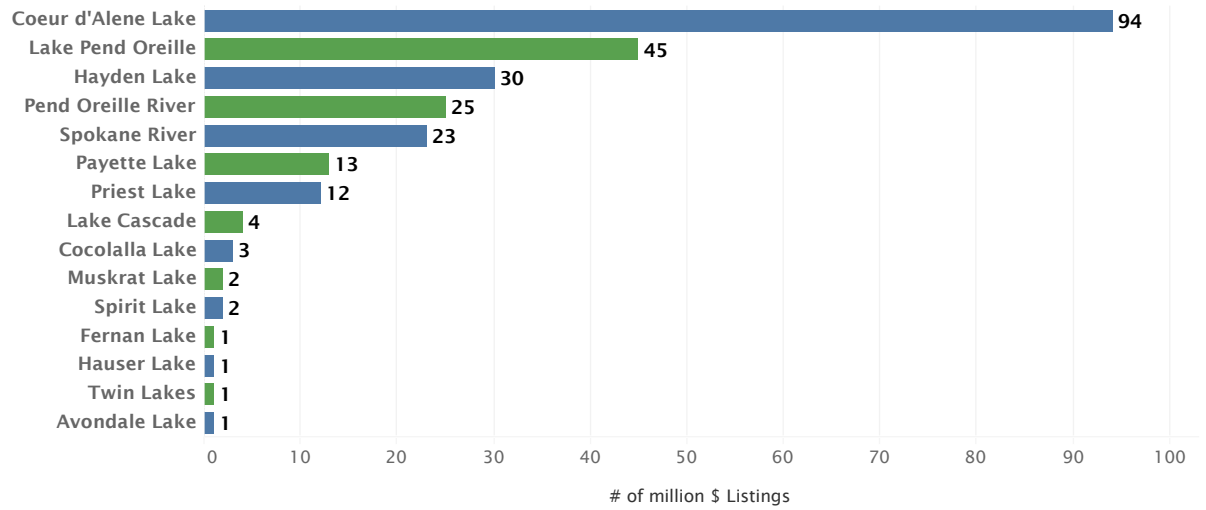


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2023Q4

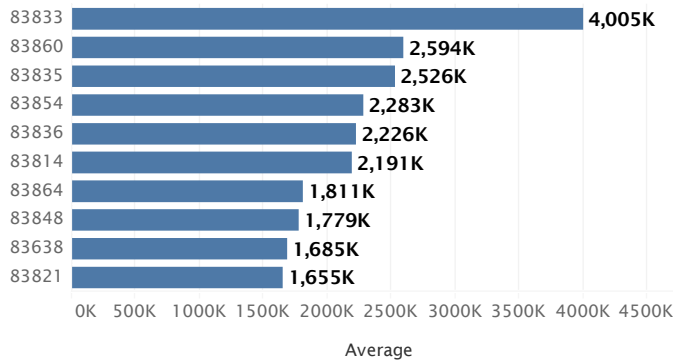


of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

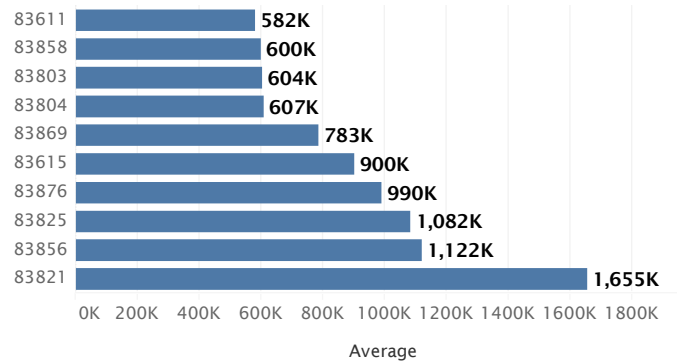
Total Number of \$1M+ Homes

257

Most Expensive ZIP Codes 2023Q4

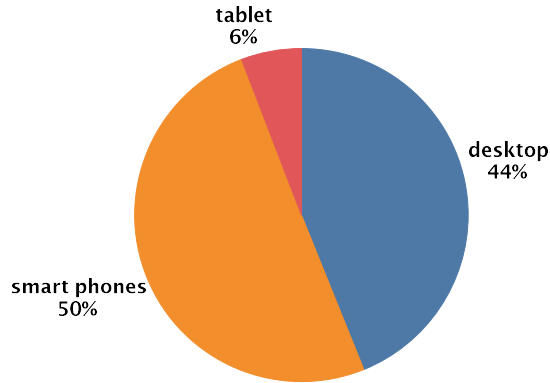


Most Affordable ZIP Codes 2023Q4

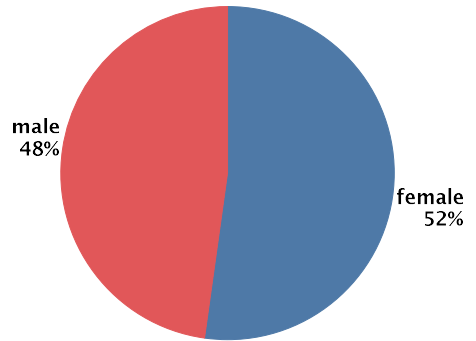


Who's Shopping Idaho Lake Real Estate

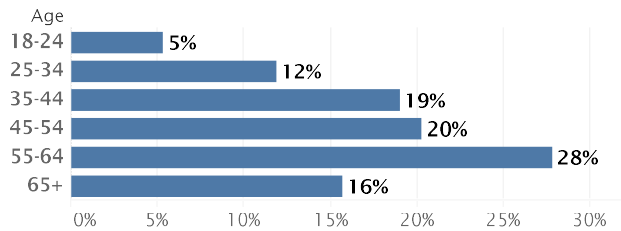
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

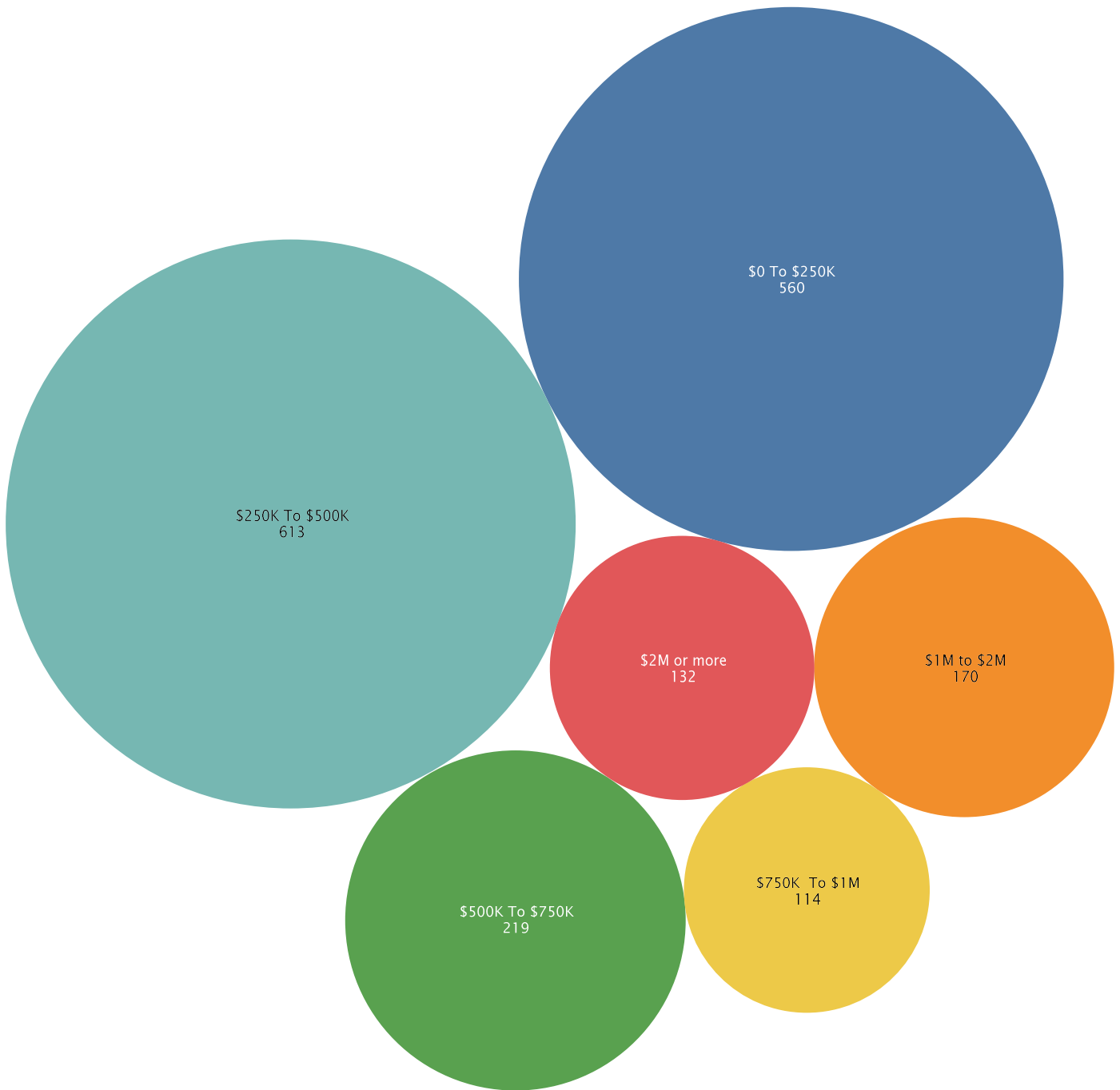
Number 2-10 metros are:

- Hoover, AL
- Hialeah, FL
- Lehigh Acres, FL
- Miami, FL
- Lafayette, LA
- Savannah, GA
- Birmingham, AL
- Darien, GA
- New Orleans, LA



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2023Q4



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



Illinois

The number of home listings in Illinois fell from 2,309 in fall 2023 to 1,809 resulting in a 24% decrease.

Largest Markets

1. Lake Michigan	\$1,093,006,469	76.5%
2. Skokie Lagoons	\$14,741,495	1.0%
3. Lake Decatur	\$12,008,993	0.8%
4. Chain O'Lakes - Fox Lake	\$11,488,200	0.8%
5. Wonder Lake	\$11,301,601	0.8%

Total Illinois Market: \$1,428,037,878

Most Listings

1. Lake Michigan	1,121	51.0%
2. Wonder Lake	46	2.1%
3. Spoon Lake	43	2.0%
4. Lake Decatur	41	1.9%
5. Chain O'Lakes - Fox Lake	24	1.1%

Total Illinois Listings: 2,196

Largest Home Markets

1. Lake Michigan	\$1,079,477,796	78.2%
2. Skokie Lagoons	\$13,021,795	0.9%
3. Lake Decatur	\$11,533,993	0.8%
4. Chain O'Lakes - Fox Lake	\$11,388,300	0.8%
5. Wonder Lake	\$11,124,702	0.8%

Total Illinois Home Market: \$1,379,827,075

Most Homes Available

1. Lake Michigan	1,091	60.3%
2. Wonder Lake	43	2.4%
3. Lake Decatur	32	1.8%
4. Chain O'Lakes - Fox Lake	23	1.3%
5. Lake Holiday	16	0.9%

Total Illinois Home Listings: 1,809

Largest Land Markets

1. Lake Michigan	\$13,528,673	28.1%
2. Mill Creek Lake	\$2,790,000	5.8%
3. Spoon Lake	\$1,850,150	3.8%
4. Skokie Lagoons	\$1,719,700	3.6%
5. Keene Lake	\$1,549,000	3.2%

Total Illinois Land Market: \$48,210,803

Most Land Available

1. Spoon Lake	34	8.8%
2. Lake Michigan	30	7.8%
3. Lake Wildwood	15	3.9%
3. Mill Creek Lake	15	3.9%
5. Cotton Creek Marsh	14	3.6%

Total Illinois Land Listings: 387

Average Home Price

1. Lake Michigan	\$989,439
2. Chain O'Lakes - Fox Lake	\$495,143
3. Chain O'Lakes - Grass Lake	\$463,890
4. Lake Holiday	\$449,200
5. Lake Barrington	\$405,717

Average Land Price Per Acre

Listings of Less Than 10 Acres

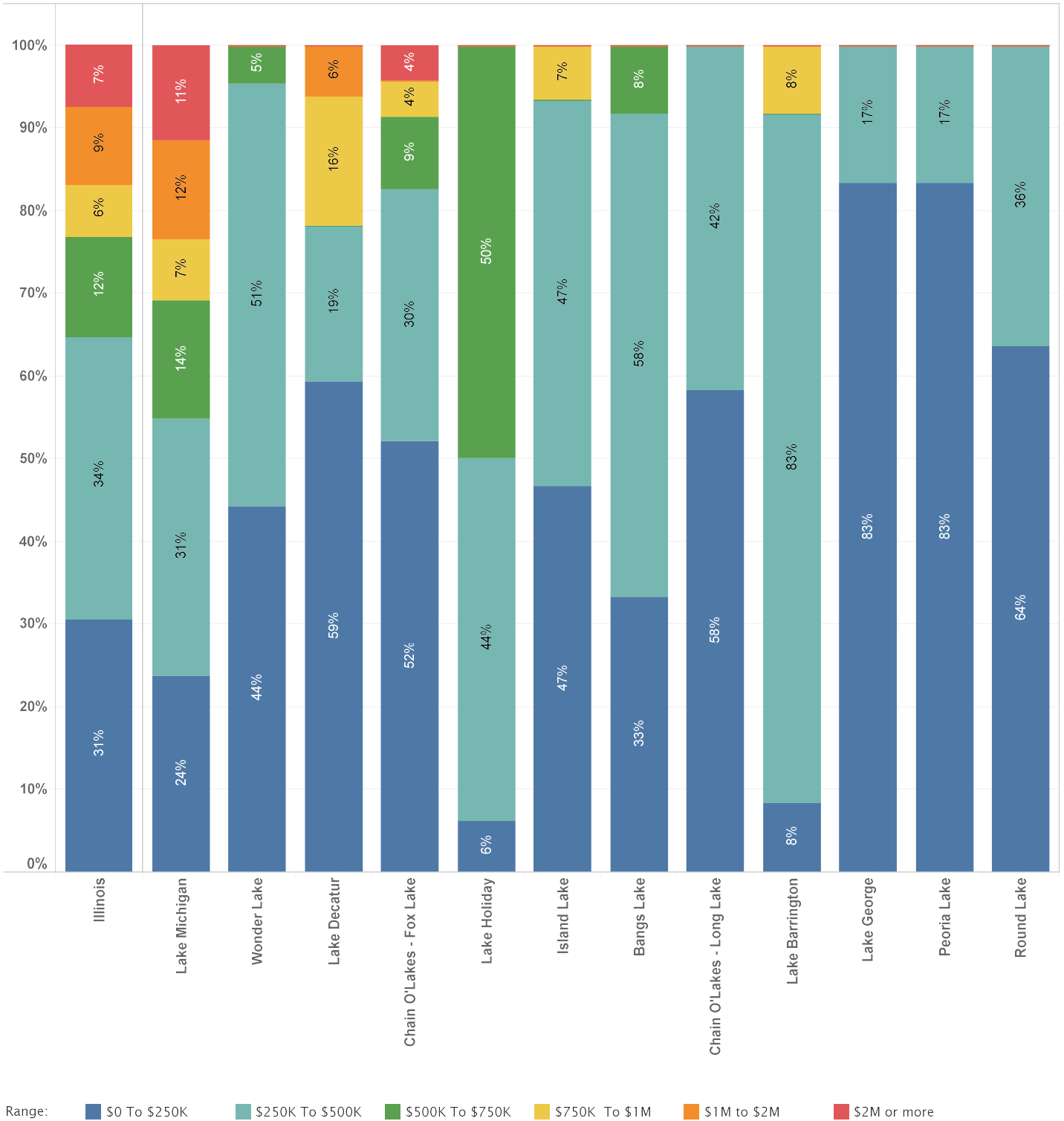
1. Mill Creek Lake	\$130,508
2. Beyers Lake	\$93,365
3. Cotton Creek Marsh	\$71,848
4. Lake Of Egypt	\$35,151
5. Lost Lake	\$18,975

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.

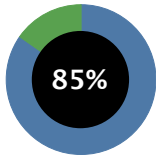
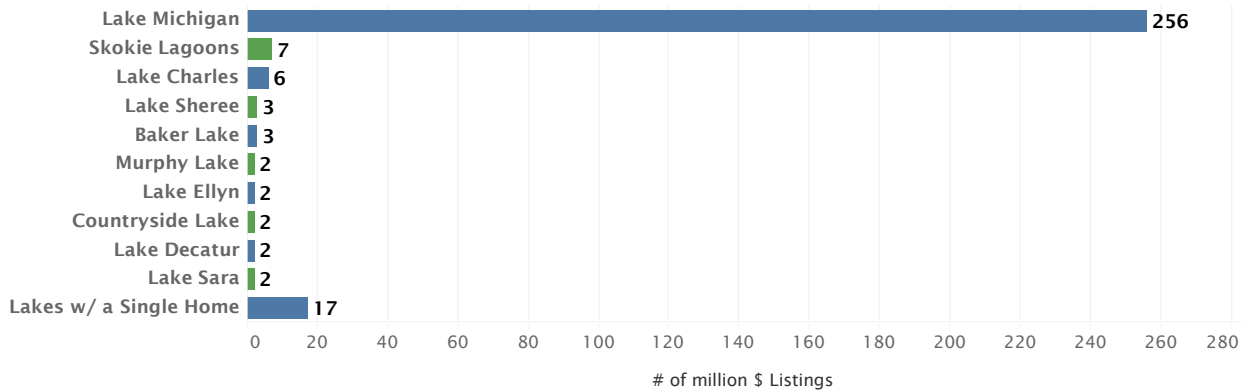
Price Breakdown by Percentage of Homes in the Illinois Market 2023Q4



LAKE HOMES
REALTY

Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2023Q4

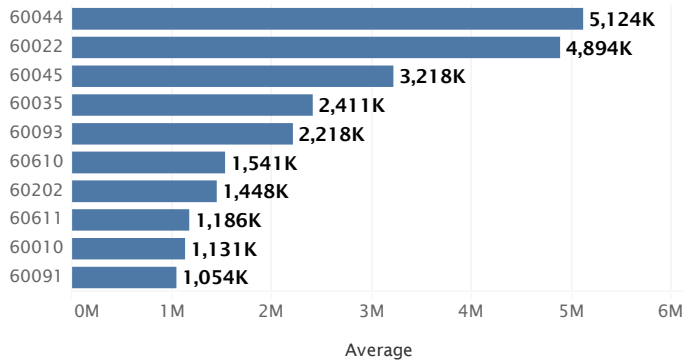


85% of \$1M+ Homes in Illinois are on Lake Michigan

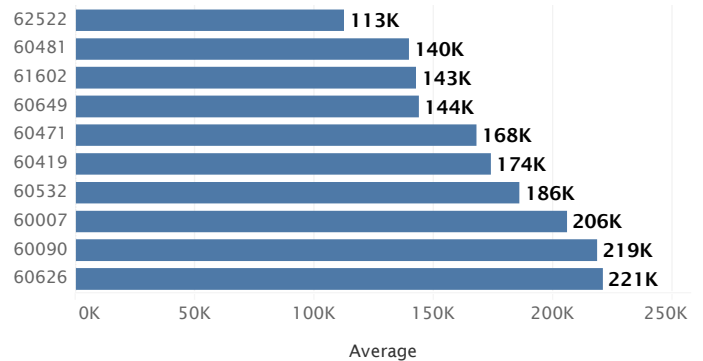
Total Number of \$1M+ Homes

302

Most Expensive ZIP Codes 2023Q4

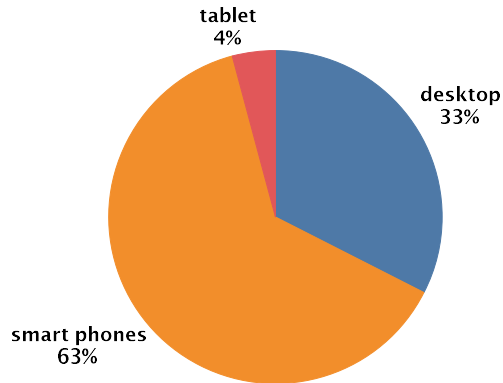


Most Affordable ZIP Codes 2023Q4

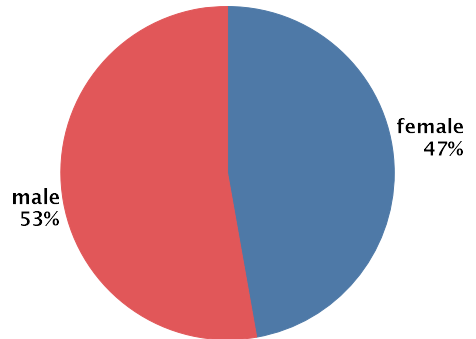


Who's Shopping Illinois Lake Real Estate

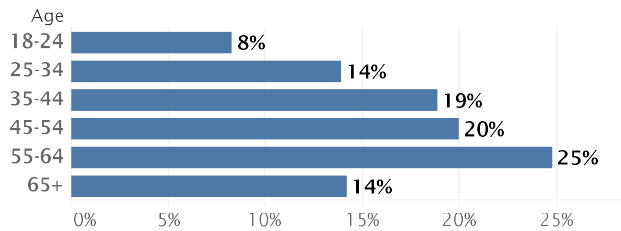
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



St. Louis

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

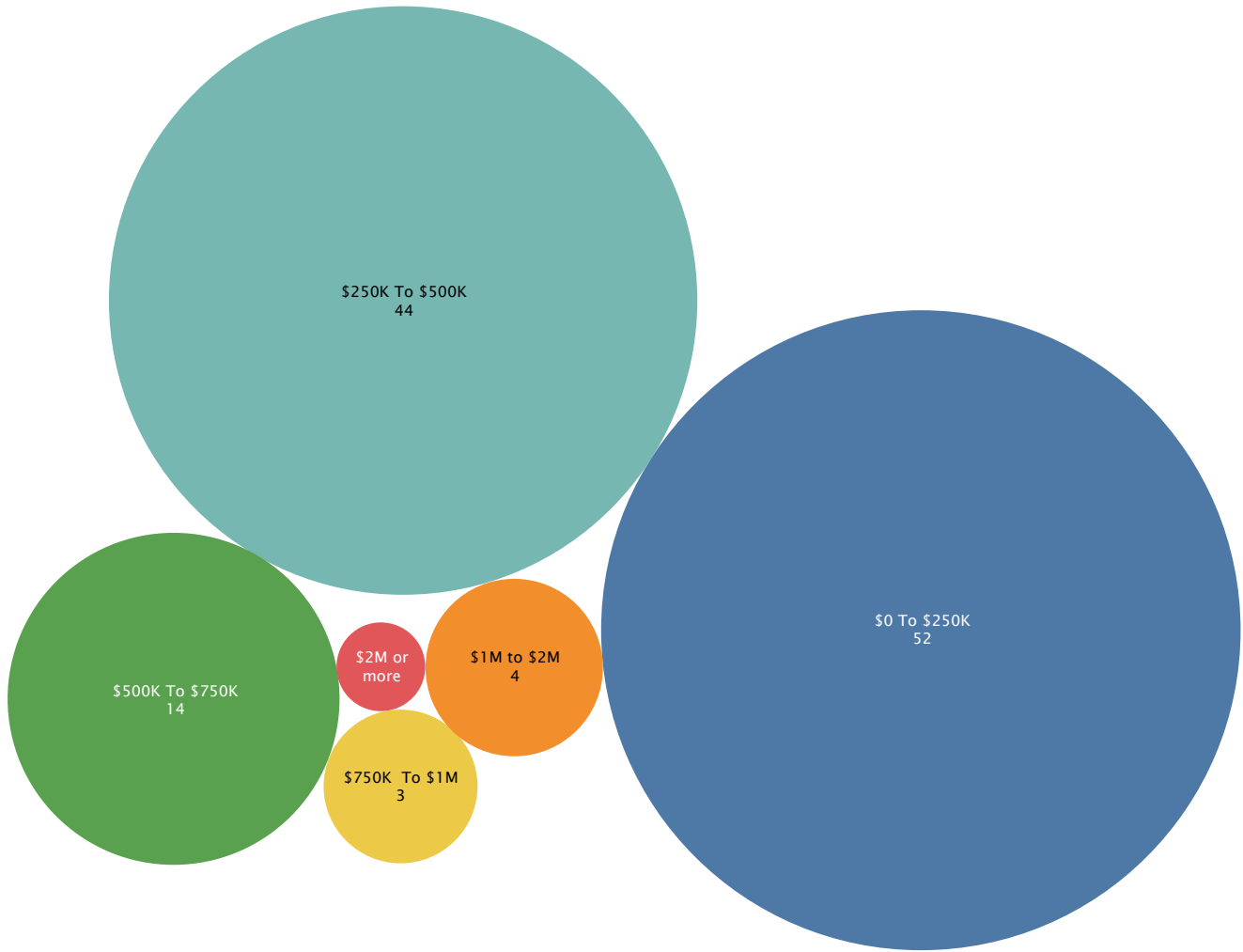
Number 2-10 metros are:

- Indianapolis, IN
- Pawnee City, NE
- Milwaukee, WI
- Rogersville, MO
- Sullivan, MO
- Stewartville, MN
- Madison, WI
- Rice, MN
- Minneapolis, MN



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2023Q4



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



Chain O' Lakes

There is no significant change within the Chain O' Lakes region of Illinois from fall 2023 to winter 2023.

Largest Markets

1. Chain O'Lakes - Fox Lake	\$11,488,200	22.5%
2. Chain O'Lakes - Grass Lake	\$5,339,800	10.5%
3. Chain O'Lakes - Pistakee Lake	\$4,356,599	8.5%
4. Chain O'Lakes - Petite Lake	\$3,653,100	7.2%
5. Chain O'Lakes - Nippersink Lake	\$3,377,700	6.6%

Total ChainOLakes Market: \$51,020,294

Most Listings

1. Chain O'Lakes - Fox Lake	24	13.8%
2. Chain O'Lakes - Grass Lake	23	13.2%
3. Chain O'Lakes - Long Lake	18	10.3%
3. Chain O'Lakes - Pistakee Lake	18	10.3%
5. Chain O'Lakes - Channel Lake	12	6.9%

Total ChainOLakes Listings: 174

Largest Home Markets

1. Chain O'Lakes - Fox Lake	\$11,388,300	24.4%
2. Chain O'Lakes - Grass Lake	\$4,638,900	9.9%
3. Chain O'Lakes - Petite Lake	\$3,510,300	7.5%
4. Chain O'Lakes - Nippersink Lake	\$3,272,800	7.0%
5. Chain O'Lakes - Pistakee Lake	\$3,237,800	6.9%

Total ChainOLakes Home Market: \$46,723,495

Most Homes Available

1. Chain O'Lakes - Fox Lake	23	19.5%
2. Chain O'Lakes - Long Lake	12	10.2%
3. Chain O'Lakes - Channel Lake	10	8.5%
3. Chain O'Lakes - Dunns Lake	10	8.5%
3. Chain O'Lakes - Grass Lake	10	8.5%

Total ChainOLakes Home Listings: 118

Largest Land Markets

1. Chain O'Lakes - Pistakee Lake	\$1,118,799	26.0%
2. Chain O'Lakes - Lake Marie	\$826,000	19.2%
3. Chain O'Lakes - Grass Lake	\$700,900	16.3%
4. Chain O'Lakes - Bluff Lake	\$547,900	12.8%
5. Chain O'Lakes - Long Lake	\$404,300	9.4%

Total ChainOLakes Land Market: \$4,296,799

Most Land Available

1. Chain O'Lakes - Grass Lake	13	23.2%
2. Chain O'Lakes - Pistakee Lake	10	17.9%
3. Chain O'Lakes - Long Lake	6	10.7%
4. Chain O'Lakes - Bluff Lake	4	7.1%
4. Chain O'Lakes - Lake Marie	4	7.1%

Total ChainOLakes Land Listings: 56

Average Home Price

1. Chain O'Lakes - Fox Lake, IL	\$495,143
2. Chain O'Lakes - Grass Lake, IL	\$463,890

Average Land Price Per Acre

Listings of Less Than 10 Acres

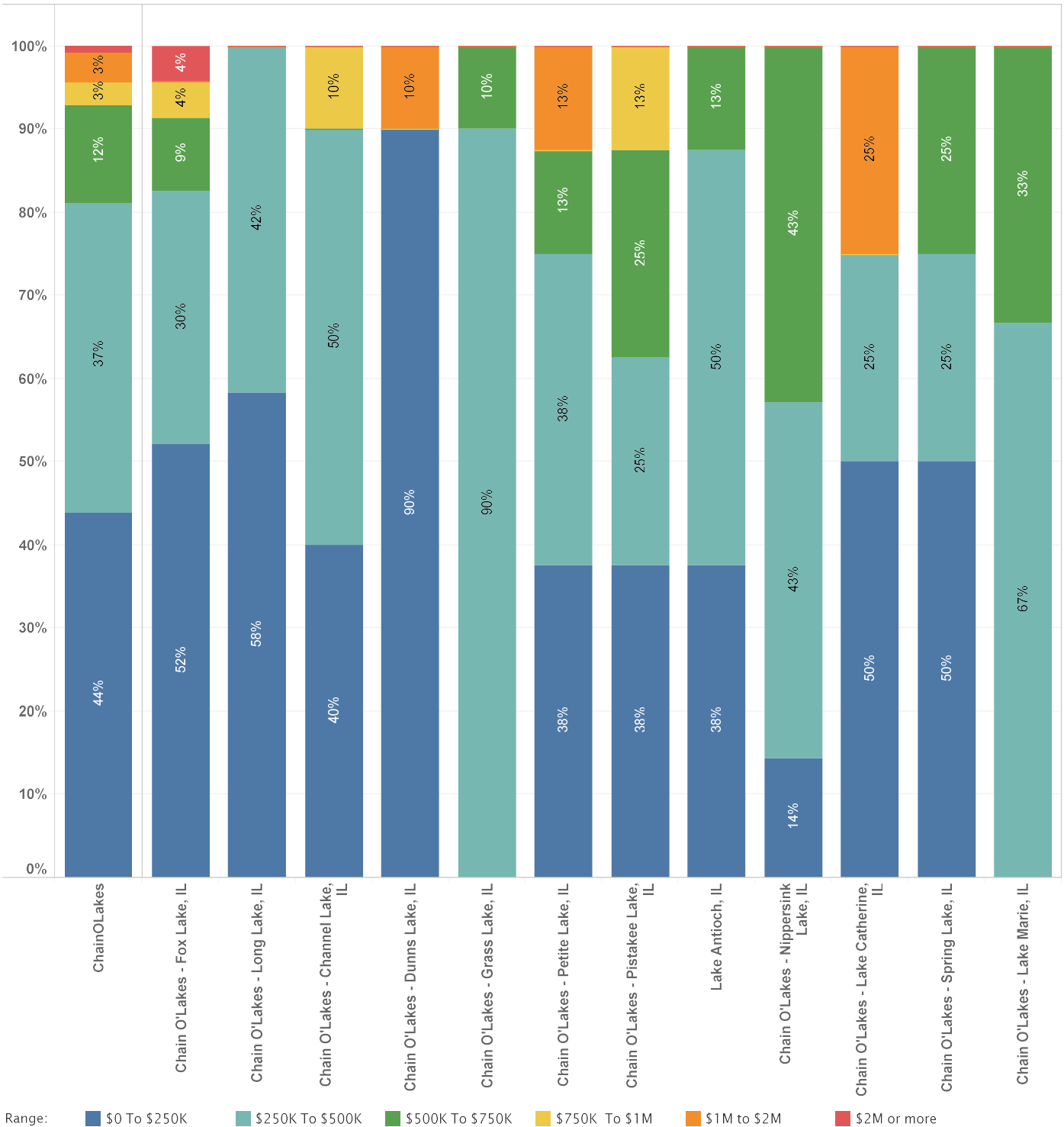
Listings of 10 Acres or More

**

** 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 2023Q4

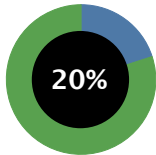
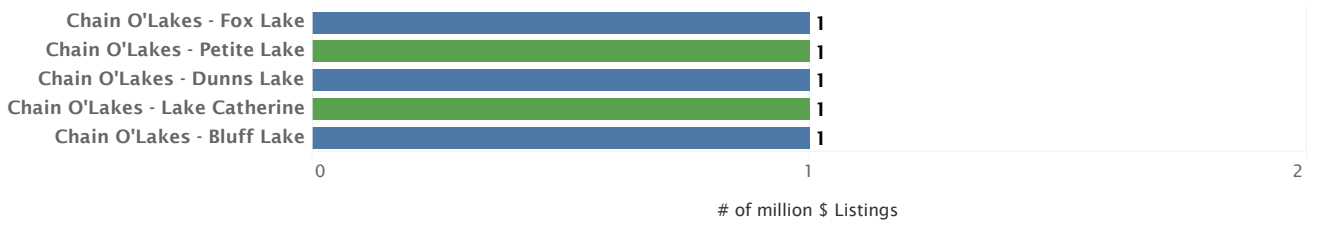


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2023Q4

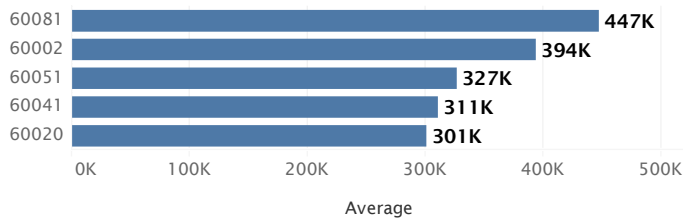


20% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Bluff Lake

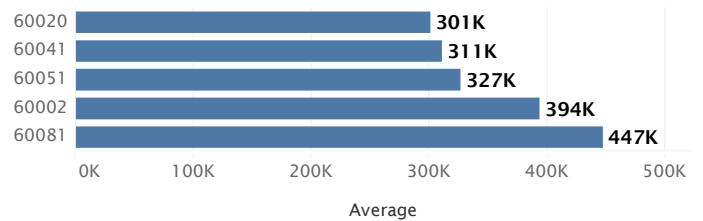
Total Number of \$1M+ Homes

5

Most Expensive ZIP Codes 2023Q4

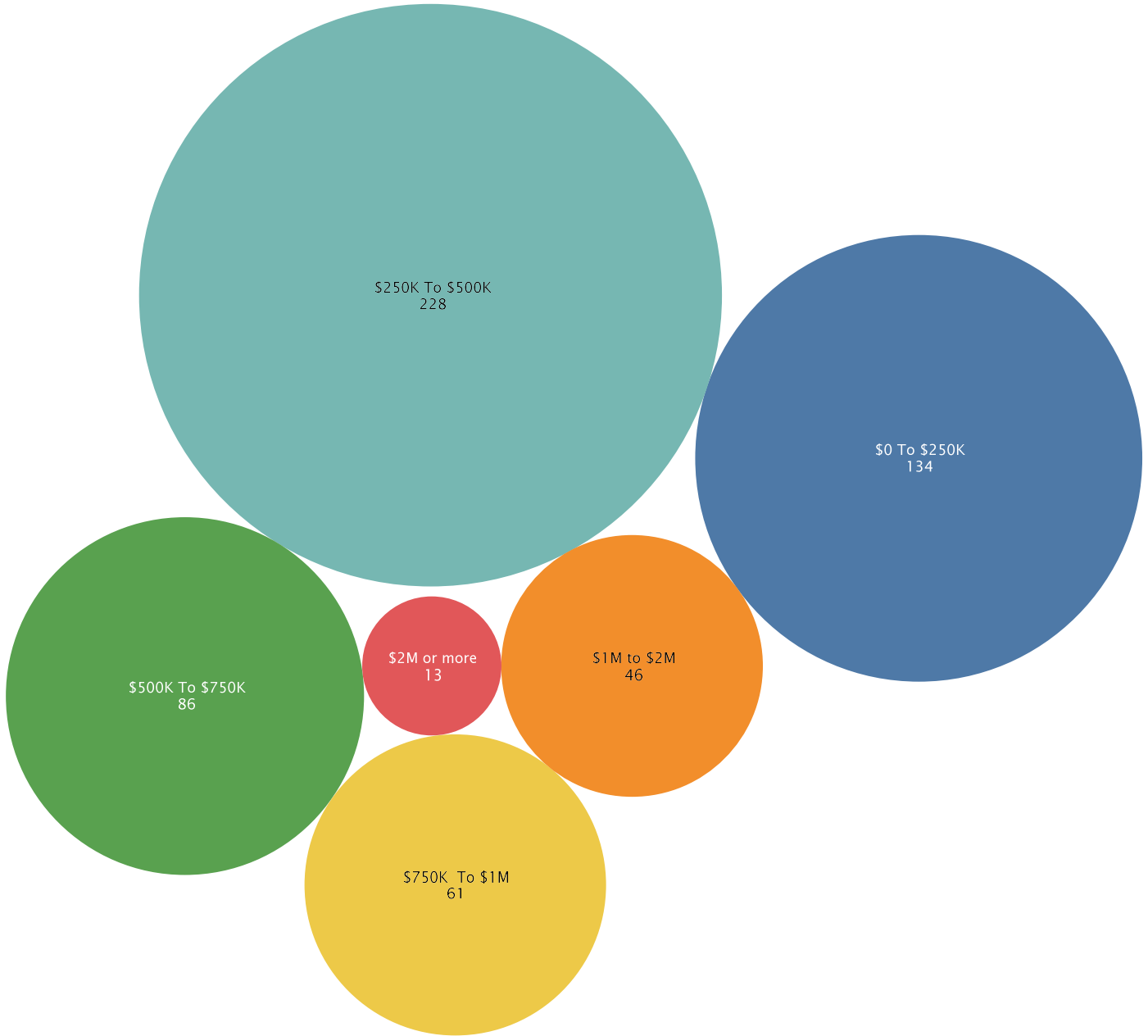


Most Affordable ZIP Codes 2023Q4



INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2023Q4



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



Indiana

The total Indiana market experienced a 15% fall from \$410 MM in fall 2023 to \$353 MM in winter 2023.

Largest Markets

1. Lake Michigan	\$31,659,500	9.0%
2. Geist Reservoir	\$24,769,088	7.0%
3. Morse Reservoir	\$19,846,079	5.6%
4. Lake Wawasee	\$14,805,099	4.2%
5. Lake James (Little Tippy)	\$11,110,495	3.1%

Total Indiana Market: \$353,248,997

Most Listings

1. Lake Michigan	40	5.0%
1. Morse Reservoir	40	5.0%
3. Big Turkey Lake	33	4.1%
4. Cedar Lake	31	3.9%
4. Geist Reservoir	31	3.9%

Total Indiana Listings: 797

Largest Home Markets

1. Lake Michigan	\$27,663,500	8.7%
2. Geist Reservoir	\$23,869,098	7.5%
3. Morse Reservoir	\$16,636,789	5.2%
4. Lake Wawasee	\$14,312,699	4.5%
5. Lake James (Little Tippy)	\$10,935,595	3.4%

Total Indiana Home Market: \$319,028,725

Most Homes Available

1. Morse Reservoir	37	6.5%
2. Lake Michigan	31	5.5%
3. Geist Reservoir	29	5.1%
4. Cedar Lake	21	3.7%
5. Lake Shafer	20	3.5%

Total Indiana Home Listings: 568

Largest Land Markets

1. Lake Michigan	\$3,996,000	11.7%
2. Morse Reservoir	\$3,209,290	9.4%
3. Lake Monroe	\$2,394,500	7.0%
4. Cedar Lake	\$2,320,900	6.8%
5. Big Turkey Lake	\$1,849,900	5.4%

Total Indiana Land Market: \$34,220,272

Most Land Available

1. Big Turkey Lake	29	12.7%
2. Lake Freeman	16	7.0%
3. Bischoff Reservoir	13	5.7%
3. Lake Santee	13	5.7%
5. Cedar Lake	10	4.4%

Total Indiana Land Listings: 229

Average Home Price

1. Lake Michigan	\$892,371
2. Crooked Lake	\$885,909
3. Sweetwater Lake	\$857,360
4. Geist Reservoir	\$823,072
5. Hamilton Lake	\$758,509

Average Land Price Per Acre

Listings of Less Than 10 Acres

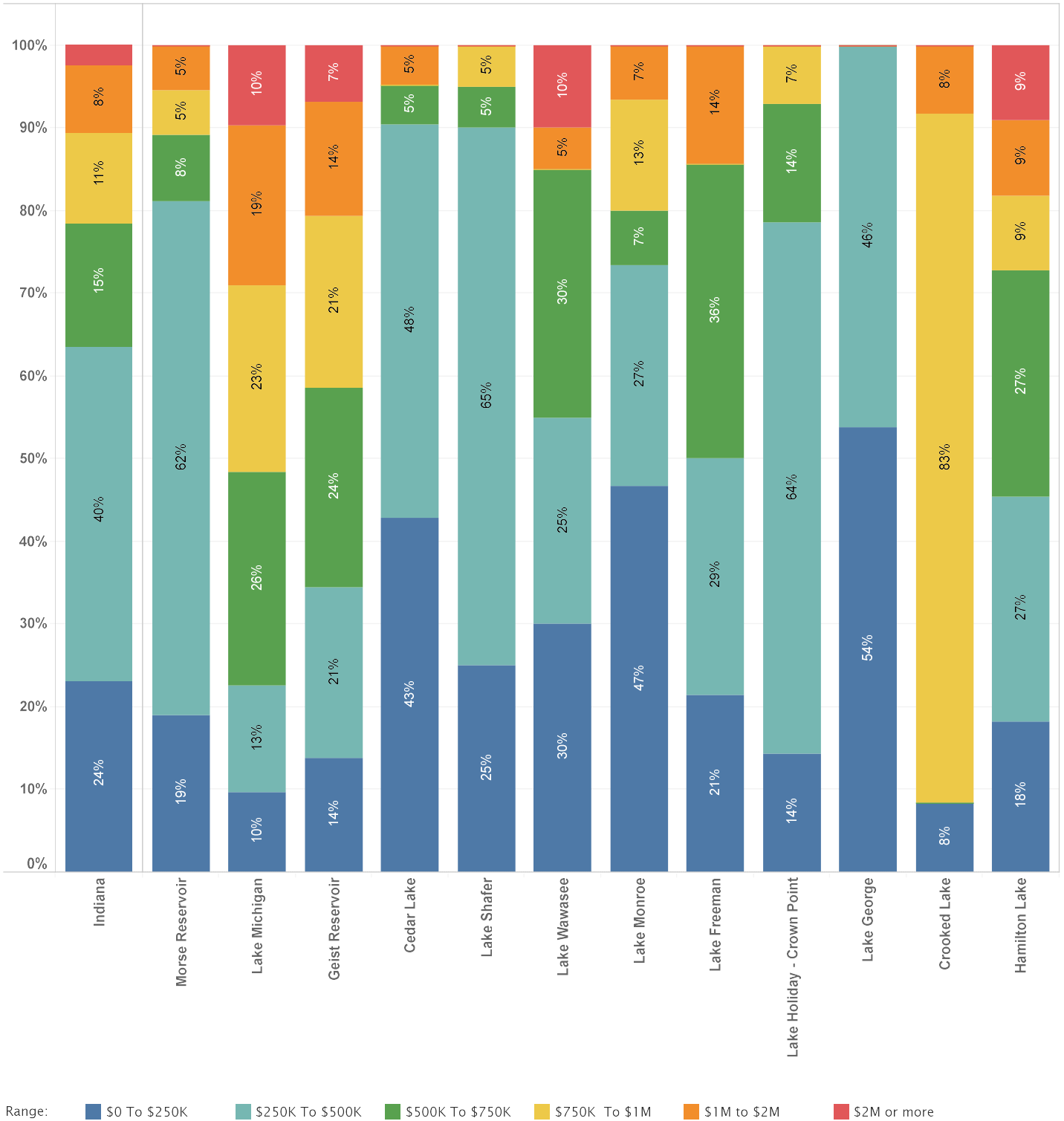
1. Big Turkey Lake	\$332,059
2. Cedar Lake	\$192,225
3. Lake Freeman	\$180,549
4. Bischoff Reservoir	\$113,043
5. Lake Santee	\$72,205

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.

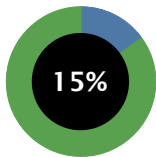
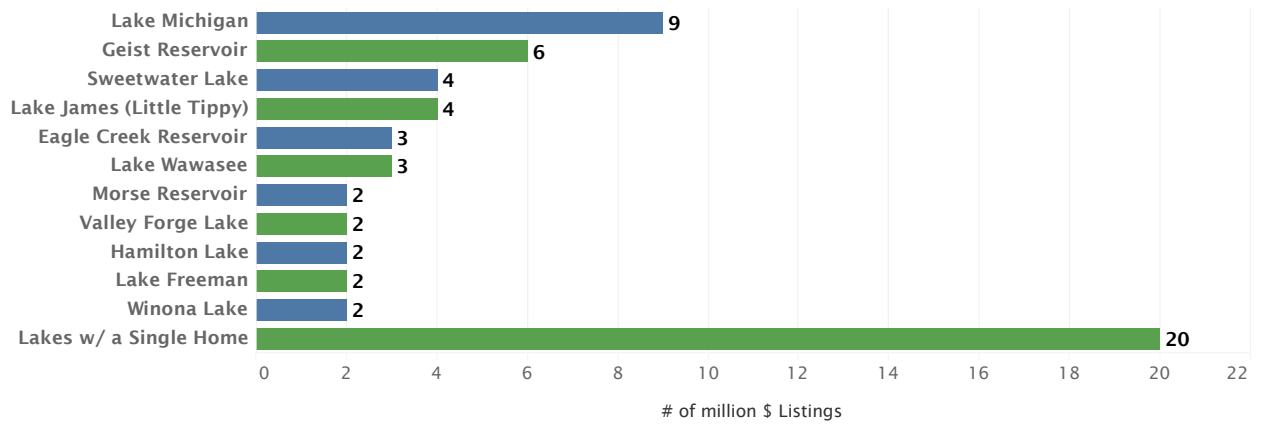
Price Breakdown by Percentage of Homes in the Indiana Market 2023Q4



LAKE HOMES.com
REALTY®

Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2023Q4

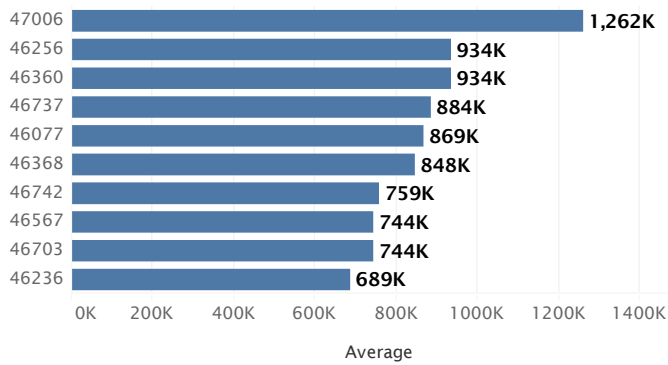


15% of \$1M+ Homes in Indiana are on Lake Michigan

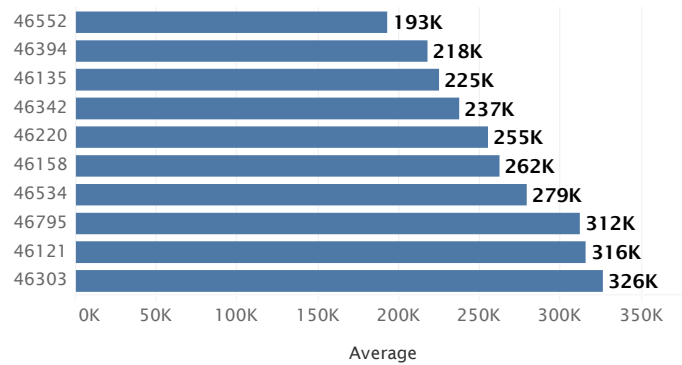
Total Number of \$1M+ Homes

59

Most Expensive ZIP Codes 2023Q4

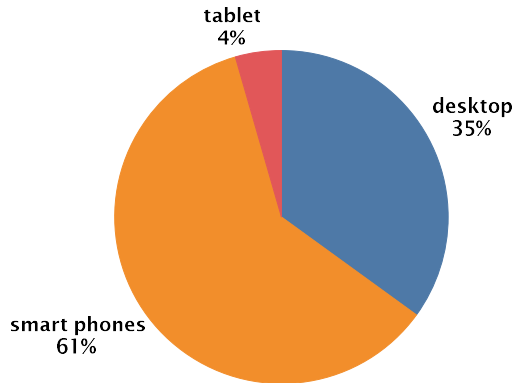


Most Affordable ZIP Codes 2023Q4

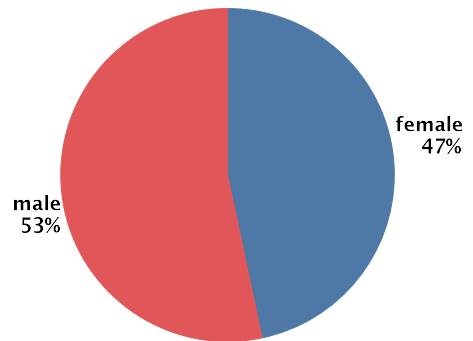


Who's Shopping Indiana Lake Real Estate

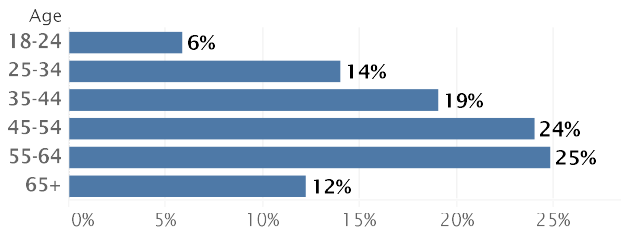
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

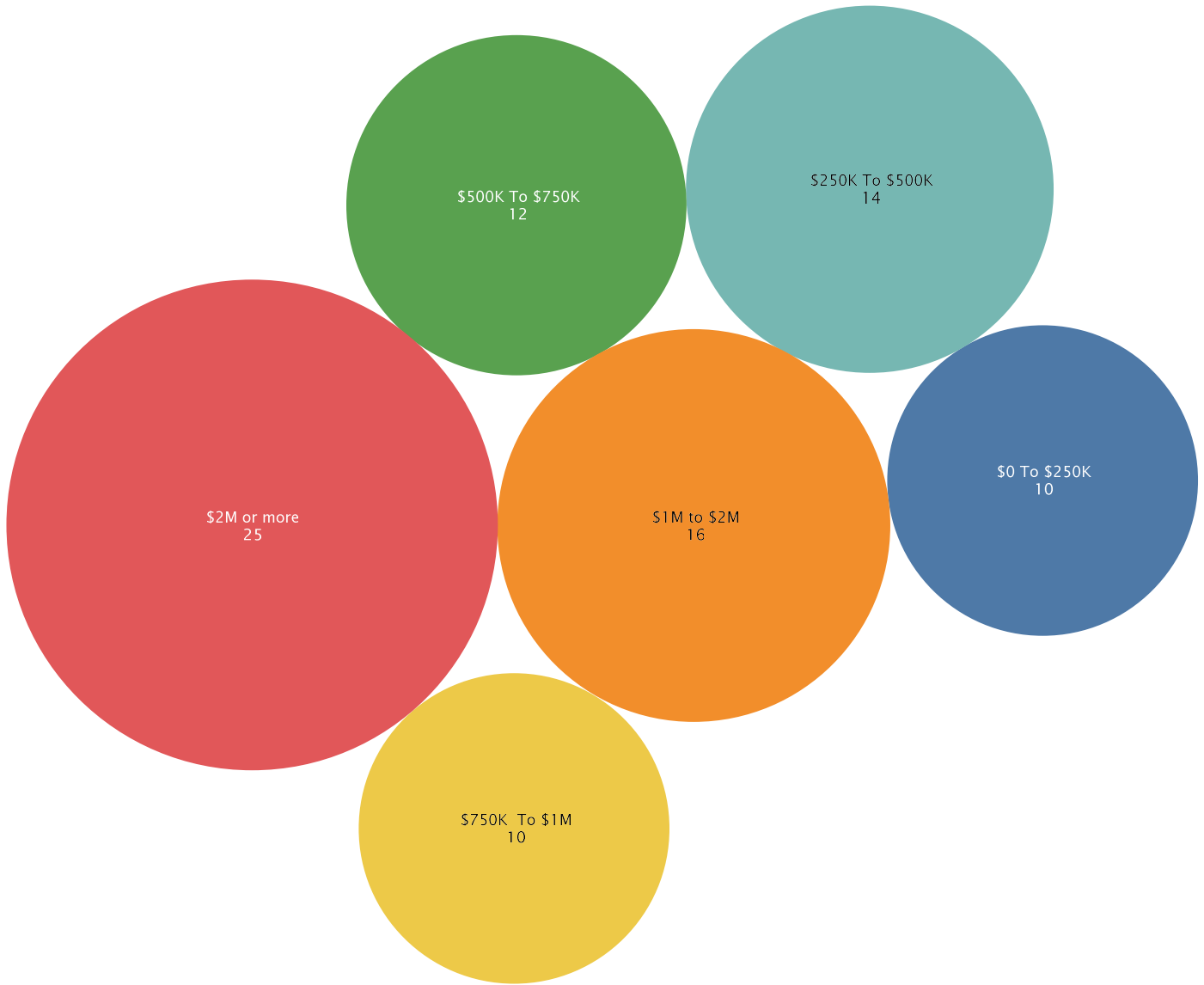
Number 2-10 metros are:

- Boston, MA
- Joliet, IL
- Keene, NH
- Naperville, IL
- Rochester, NH
- St. Louis, MO
- Oak Lawn, IL
- Tinley Park, IL
- Orland Park, IL



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2023Q4



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



Iowa

The total Iowa market rose from \$107 MM in fall 2023 to \$128 MM in winter 2023 resulting in an 18% increase.

Largest Markets

1. West Okoboji Lake	\$73,777,900	59.4%
2. East Okoboji Lake	\$19,566,400	15.8%
3. Big Spirit Lake	\$7,696,500	6.0%
4. Sun Valley Lake	\$7,082,800	5.5%
5. Clear Lake	\$5,200,000	4.0%

Total Iowa Market: \$128,804,690

Most Listings

1. West Okoboji Lake	35	38.9%
2. East Okoboji Lake	15	16.7%
3. Sun Valley Lake	13	12.4%
4. Lake Ponderosa	10	9.5%
5. Big Spirit Lake	8	7.6%

Total Iowa Listings: 105

Largest Home Markets

1. West Okoboji Lake	\$73,777,900	59.4%
2. East Okoboji Lake	\$19,566,400	15.8%
3. Big Spirit Lake	\$7,246,500	5.8%
4. Sun Valley Lake	\$6,866,400	5.5%
5. Center Lake	\$3,574,900	2.9%

Total Iowa Home Market: \$124,195,790

Most Homes Available

1. West Okoboji Lake	35	38.9%
2. East Okoboji Lake	15	16.7%
3. Sun Valley Lake	9	10.0%
4. Big Spirit Lake	7	7.8%
4. Holiday Lake	7	7.8%

Total Iowa Home Listings: 90

Largest Land Markets

1. Clear Lake	\$1,900,000	41.2%
2. Lake Ponderosa	\$1,071,500	23.2%
3. Lower Gar Lake	\$650,000	14.1%
4. Big Spirit Lake	\$450,000	9.8%
5. Sun Valley Lake	\$216,400	4.7%

Total Iowa Land Market: \$4,608,900

Most Land Available

1. Lake Ponderosa	4	26.7%
1. Sun Valley Lake	4	26.7%
3. Big Spirit Lake	1	6.7%
3. Carter Lake	1	6.7%
3. Clear Lake	1	6.7%

Total Iowa Land Listings: 15

Average Home Price

1. West Okoboji Lake	\$2,107,940
----------------------	-------------

Average Land Price Per Acre

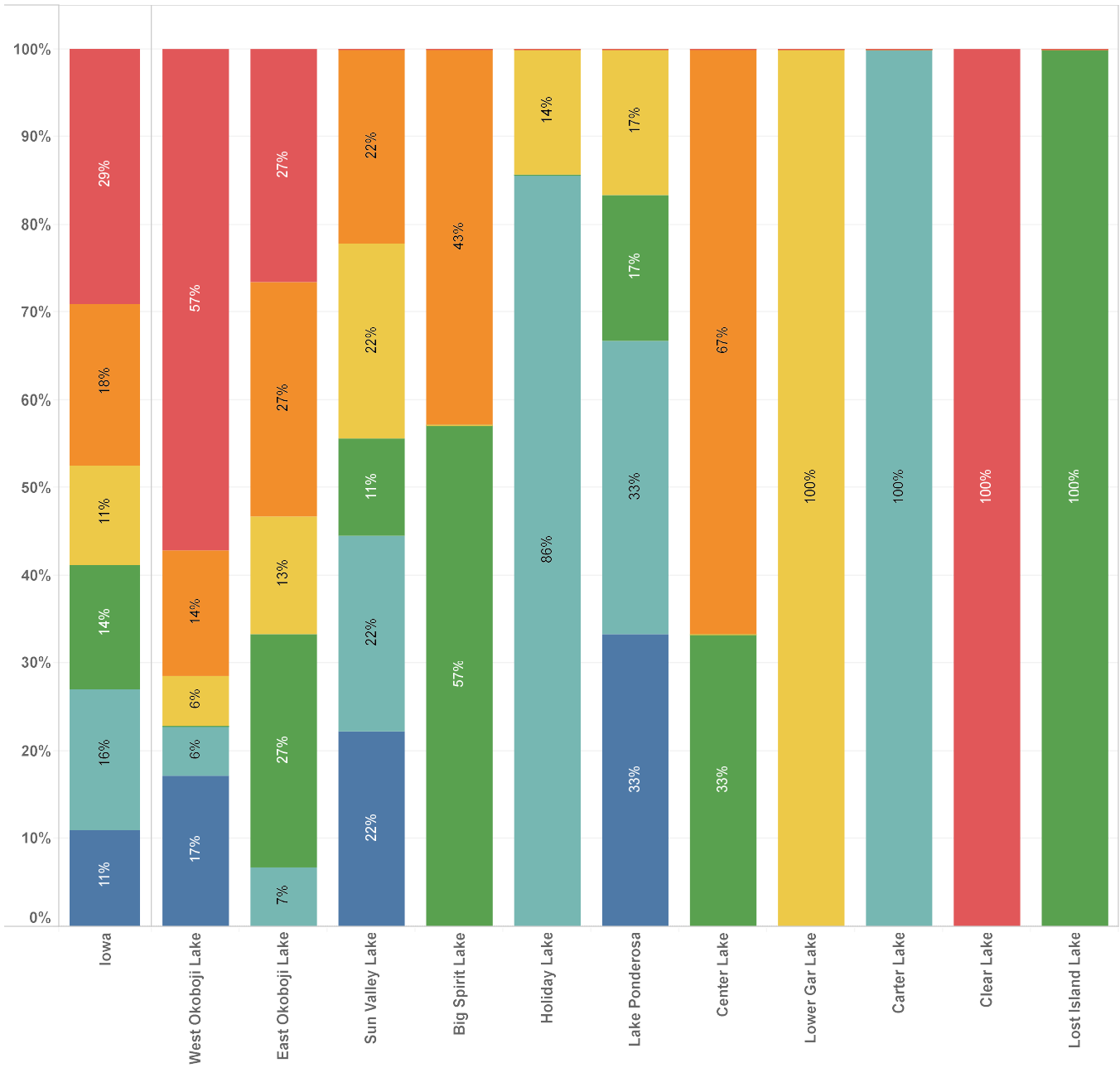
Listings of Less Than 10 Acres

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.

Price Breakdown by Percentage of Homes in the Iowa Market 2023Q4

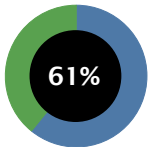
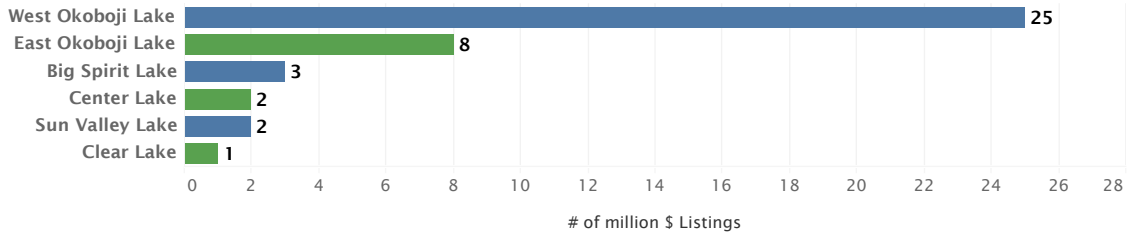


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2023Q4

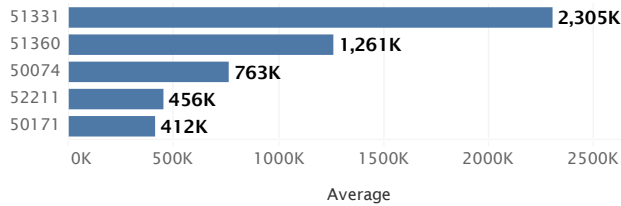


61% of \$1M+ Homes in Iowa are on West Okoboji Lake

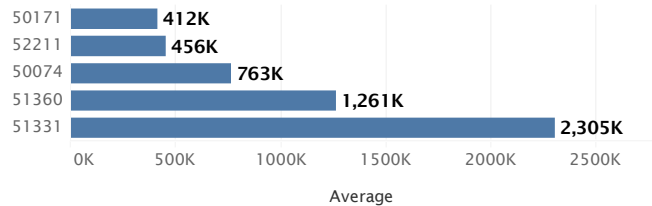
Total Number of \$1M+ Homes

41

Most Expensive ZIP Codes 2023Q4

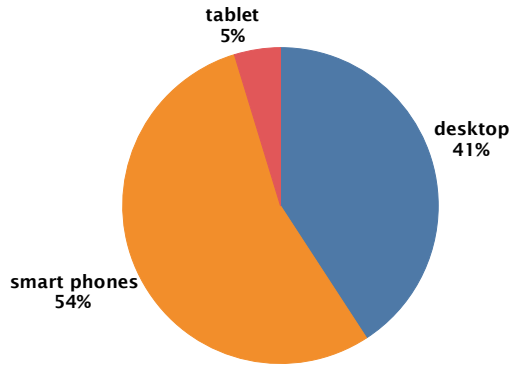


Most Affordable ZIP Codes 2023Q4

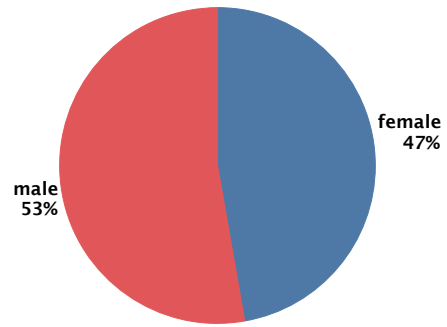


Who's Shopping Iowa Lake Real Estate

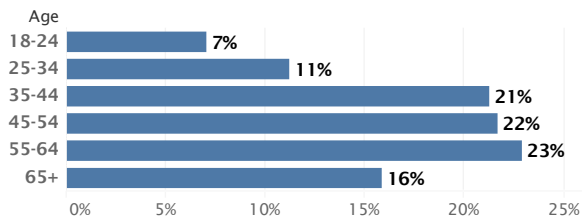
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

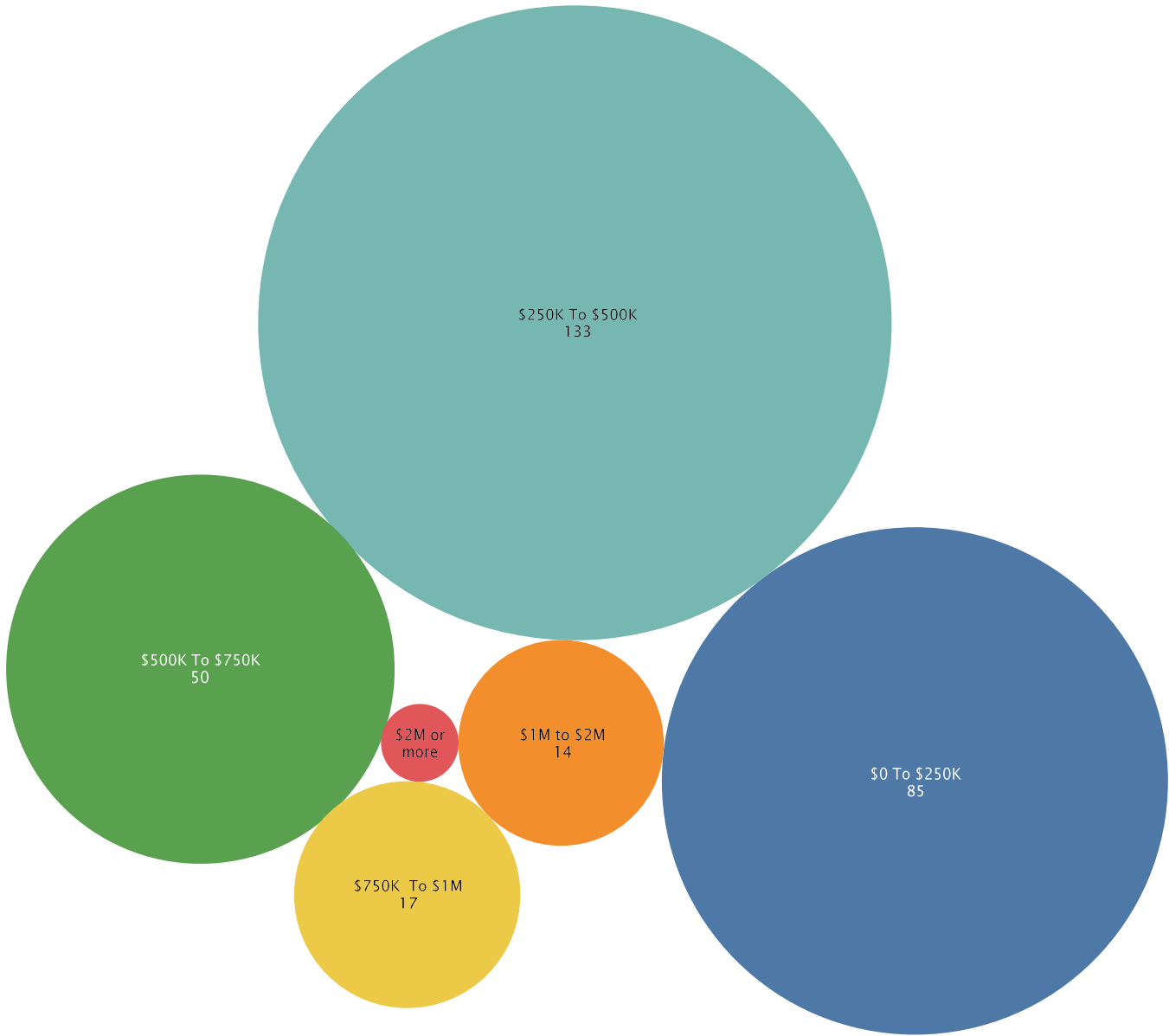
Number 2-10 metros are:

- Cullman, AL
- Headland, AL
- Vernon, AL
- Winnsboro, LA
- Huntsville, AR
- Malvern, AR
- Montgomery, AL
- Ozark, AL
- Bossier City, LA



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2023Q4



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



Kentucky

The Kentucky land market rose from \$255 MM in fall 2023 to \$291 MM in winter 2023 resulting in a \$36 MM increase.

Largest Markets

1. Kentucky Lake*	\$102,379,906	35.1%
2. Lake Cumberland	\$73,380,840	25.2%
3. Lake Barkley*	\$67,855,185	23.3%
4. Dale Hollow Lake*	\$27,742,186	9.5%
5. Herrington Lake	\$12,093,100	4.2%

Total Kentucky Market: \$291,344,717

Most Listings

1. Lake Cumberland	443	30.8%
2. Kentucky Lake*	436	30.3%
3. Lake Barkley*	347	24.1%
4. Dale Hollow Lake*	151	10.5%
5. Wood Creek Lake	35	2.4%

Total Kentucky Listings: 1,439

Largest Home Markets

1. Kentucky Lake*	\$59,985,630	33.5%
2. Lake Cumberland	\$52,102,998	29.1%
3. Lake Barkley*	\$39,557,800	22.1%
4. Herrington Lake	\$12,033,100	6.7%
5. Dale Hollow Lake*	\$10,991,028	6.1%

Total Kentucky Home Market: \$179,225,656

Most Homes Available

1. Lake Cumberland	134	33.2%
2. Kentucky Lake*	115	28.5%
3. Lake Barkley*	96	23.8%
4. Dale Hollow Lake*	27	6.7%
5. Herrington Lake	24	5.9%

Total Kentucky Home Listings: 404

Largest Land Markets

1. Kentucky Lake*	\$42,394,276	37.8%
2. Lake Barkley*	\$28,297,385	25.2%
3. Lake Cumberland	\$21,277,842	19.0%
4. Dale Hollow Lake*	\$16,751,158	14.9%
5. Wood Creek Lake	\$3,304,100	2.9%

Total Kentucky Land Market: \$112,119,061

Most Land Available

1. Kentucky Lake*	321	31.0%
2. Lake Cumberland	309	29.9%
3. Lake Barkley*	251	24.3%
4. Dale Hollow Lake*	124	12.0%
5. Wood Creek Lake	27	2.6%

Total Kentucky Land Listings: 1,035

Average Home Price

1. Kentucky Lake	\$557,498
2. Herrington Lake	\$501,379

Average Land Price Per Acre

Listings of Less Than 10 Acres

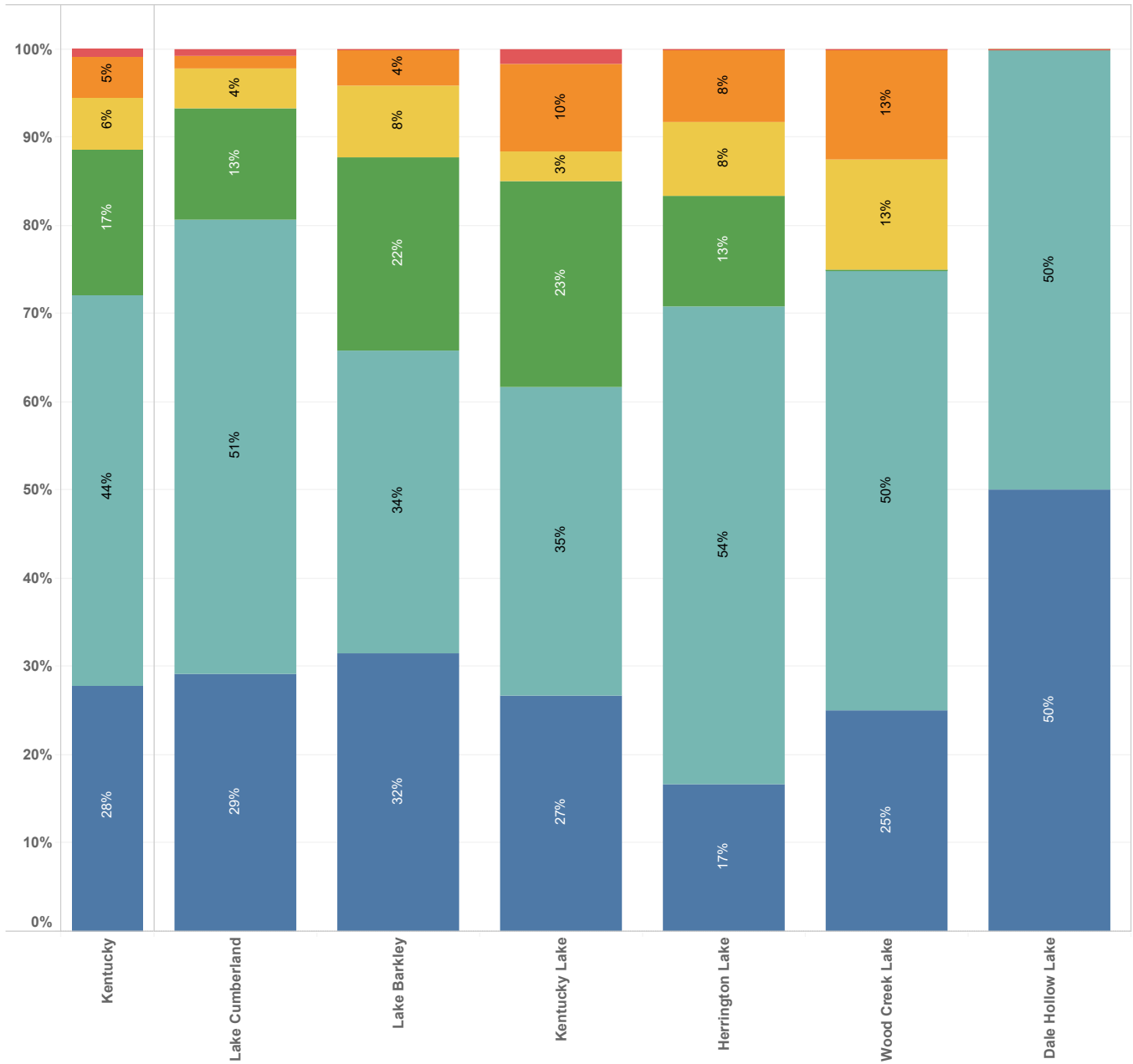
1. Kentucky Lake	\$64,231
2. Lake Barkley	\$41,536
3. Lake Cumberland	\$36,815
4. Wood Creek Lake	\$24,140

Listings of 10 Acres or More

1. Kentucky Lake	\$14,101
2. Lake Cumberland	\$13,190
3. Lake Barkley	\$12,909

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Kentucky Market 2023Q4

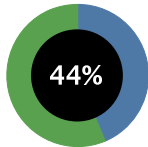
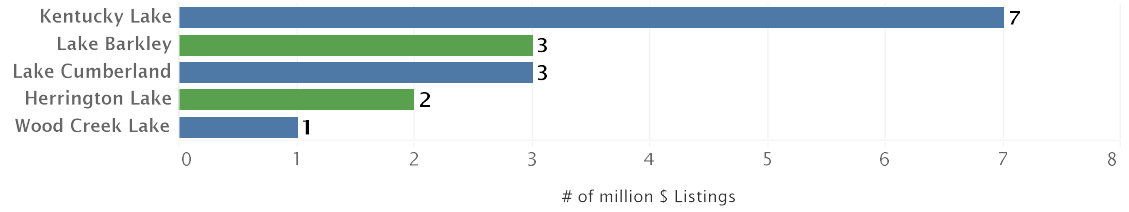


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2023Q4

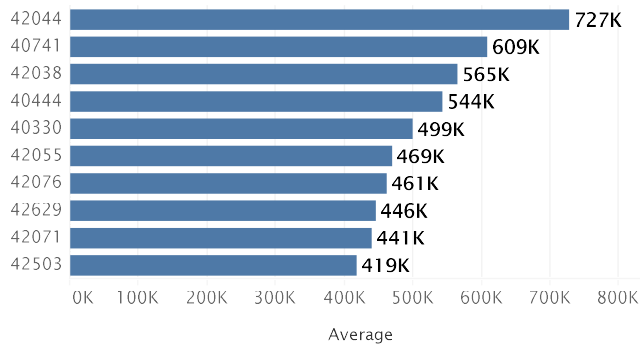


44% of \$1M+ Homes in Kentucky are on Kentucky Lake

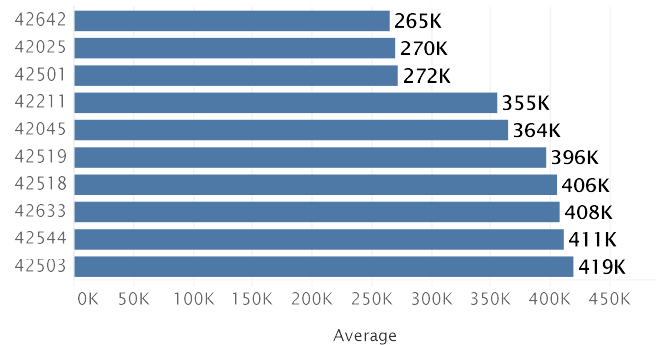
Total Number of \$1M+ Homes

16

Most Expensive ZIP Codes 2023Q4

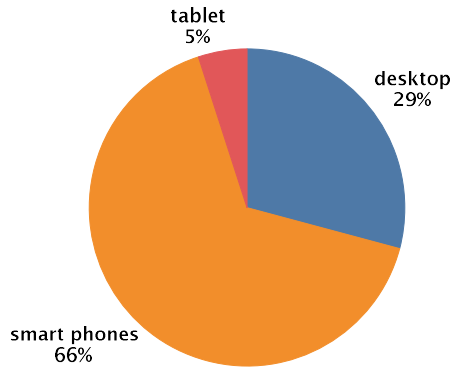


Most Affordable ZIP Codes 2023Q4

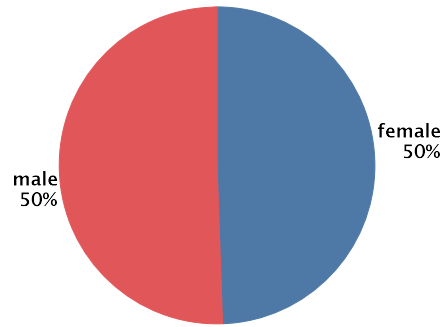


Who's Shopping Kentucky Lake Real Estate

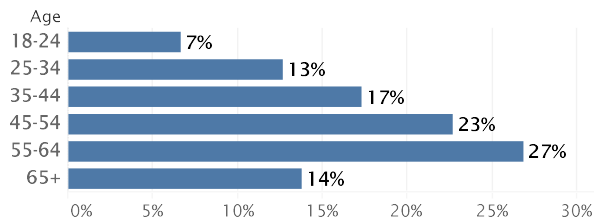
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Atlanta

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

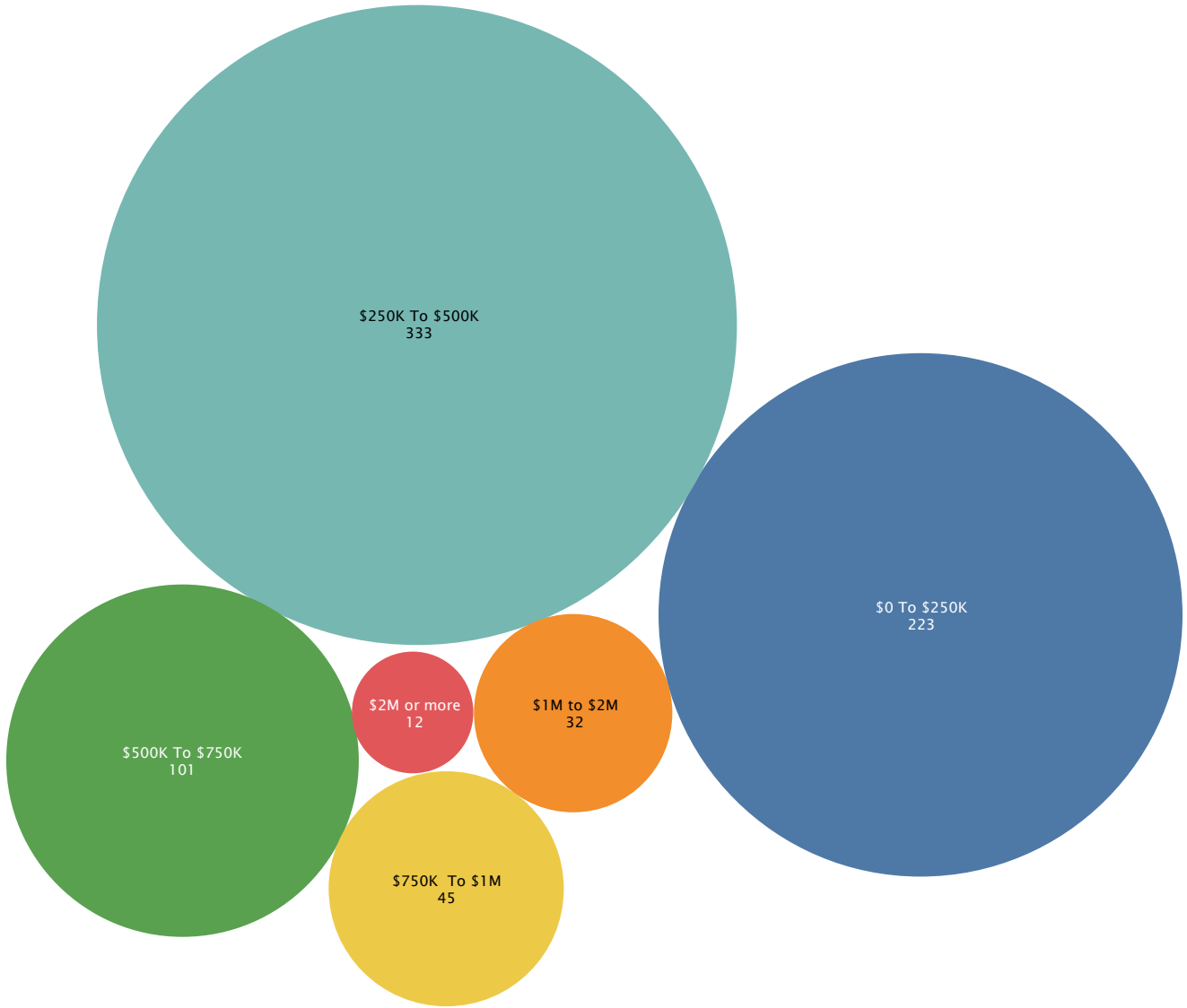
Number 2-10 metros are:

- Tampa, FL
- Miami, FL
- Orlando, FL
- Little Rock, AR
- Cape Coral, FL
- Lafayette, LA
- Tallahassee, FL
- Birmingham, AL
- Le Mars, IA



LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2023Q4



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



Louisiana

The was no significant change in the Louisiana market from fall 2023 to winter 2023.

Largest Markets

1. Lake Pontchartrain	\$130,538,338	28.2%	6. Cross Lake	\$21,779,700	4.7%
2. Grand Lagoon	\$51,580,880	11.1%	7. Calcasieu Lake	\$21,293,699	4.6%
3. Toledo Bend Reservoir*	\$32,471,647	7.0%	8. Black Bayou Reservoir	\$12,746,050	2.8%
4. Lake Charles	\$28,958,121	6.3%	9. Cypress Bayou Reservoir	\$10,955,444	2.4%
5. Prien Lake	\$21,934,199	4.7%	10. Round Lake - Bossier City	\$9,431,900	2.6%

Total Louisiana Market: \$464,603,335

Largest Home Markets

1. Lake Pontchartrain	\$114,696,193	31.9%
2. Grand Lagoon	\$45,222,280	12.6%
3. Toledo Bend Reservoir*	\$25,101,800	7.0%
4. Lake Charles	\$17,418,401	4.8%
5. Cross Lake	\$17,363,100	4.8%
6. Prien Lake	\$16,301,299	4.5%
7. Black Bayou Reservoir	\$12,567,050	3.5%
8. Calcasieu Lake	\$9,989,699	2.8%
9. Round Lake - Bossier City	\$9,431,900	2.6%
10. Cypress Bayou Reservoir	\$8,538,044	2.4%

Total Louisiana Home Market: \$359,341,211

Largest Land Markets

1. Lake Pontchartrain	\$15,842,145	15.3%
2. Lake Charles	\$11,539,720	11.1%
3. Calcasieu Lake	\$11,304,000	10.9%
4. Toledo Bend Reservoir*	\$7,369,847	7.1%
5. Grand Lagoon	\$6,358,600	6.1%
6. Prien Lake	\$5,632,900	5.4%
7. Bayou D'arbonne Lake	\$4,437,250	4.3%
8. Cross Lake	\$4,416,600	4.3%
9. Goodyears Pond	\$4,283,000	4.1%
10. Chaplin Lake	\$2,739,900	2.6%

Total Louisiana Land Market: \$103,572,124

Most Expensive Homes

1. Prien Lake	\$776,252
2. Lake Pontchartrain	\$655,407

Most Affordable Homes

1. Grand Lagoon	\$383,240
2. Lake Charles	\$395,873

Most Listings

1. Lake Pontchartrain	248	16.5%	6. Calcasieu Lake	79	5.3%
2. Grand Lagoon	168	11.2%	7. Bayou D'arbonne Lake	70	4.7%
3. Toledo Bend Reservoir*	143	9.5%	8. Caddo Lake	40	2.7%
4. Cross Lake	100	6.7%	9. Prien Lake	33	2.2%
5. Lake Charles	88	5.9%	10. Goodyears Pond	32	2.1%
Total Louisiana Listings:				1,505	

Most Homes Available

1. Lake Pontchartrain	175	21.6%
2. Grand Lagoon	118	14.5%
3. Toledo Bend Reservoir*	69	8.5%
4. Lake Charles	44	5.4%
5. Cross Lake	41	5.1%
6. Black Bayou Reservoir	25	3.1%
7. Calcasieu Lake	22	2.7%
7. Sibley Lake	22	2.7%
9. Prien Lake	21	2.6%
10. The Lake District	17	2.1%

Total Louisiana Home Listings: 811

Most Land Available

1. Toledo Bend Reservoir*	74	10.7%
2. Lake Pontchartrain	73	10.5%
3. Cross Lake	59	8.5%
4. Calcasieu Lake	57	8.2%
5. Bayou D'arbonne Lake	56	8.1%
6. Grand Lagoon	50	7.2%
7. Lake Charles	44	6.4%
8. Lake Saint Catherine	28	4.0%
9. Goodyears Pond	27	3.9%
10. Caddo Lake	26	3.8%

Total Louisiana Land Listings: 692

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Charles	\$438,909
2. Lake Pontchartrain	\$398,680
3. Prien Lake	\$327,738
4. Goodyears Pond	\$176,575
5. Grand Lagoon	\$170,435
6. Calcasieu Lake	\$163,815
7. Lake Arthur	\$133,190
8. Cross Lake	\$101,403

Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,240
-------------------------	---------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Caddo Lake	\$18,679
2. Toledo Bend Reservoir	\$35,877
3. Bayou D'arbonne Lake	\$55,054
4. Lake Saint Catherine	\$88,119
5. Blind Lagoon	\$96,386
6. Cross Lake	\$101,403
7. Lake Arthur	\$133,190
8. Calcasieu Lake	\$163,815

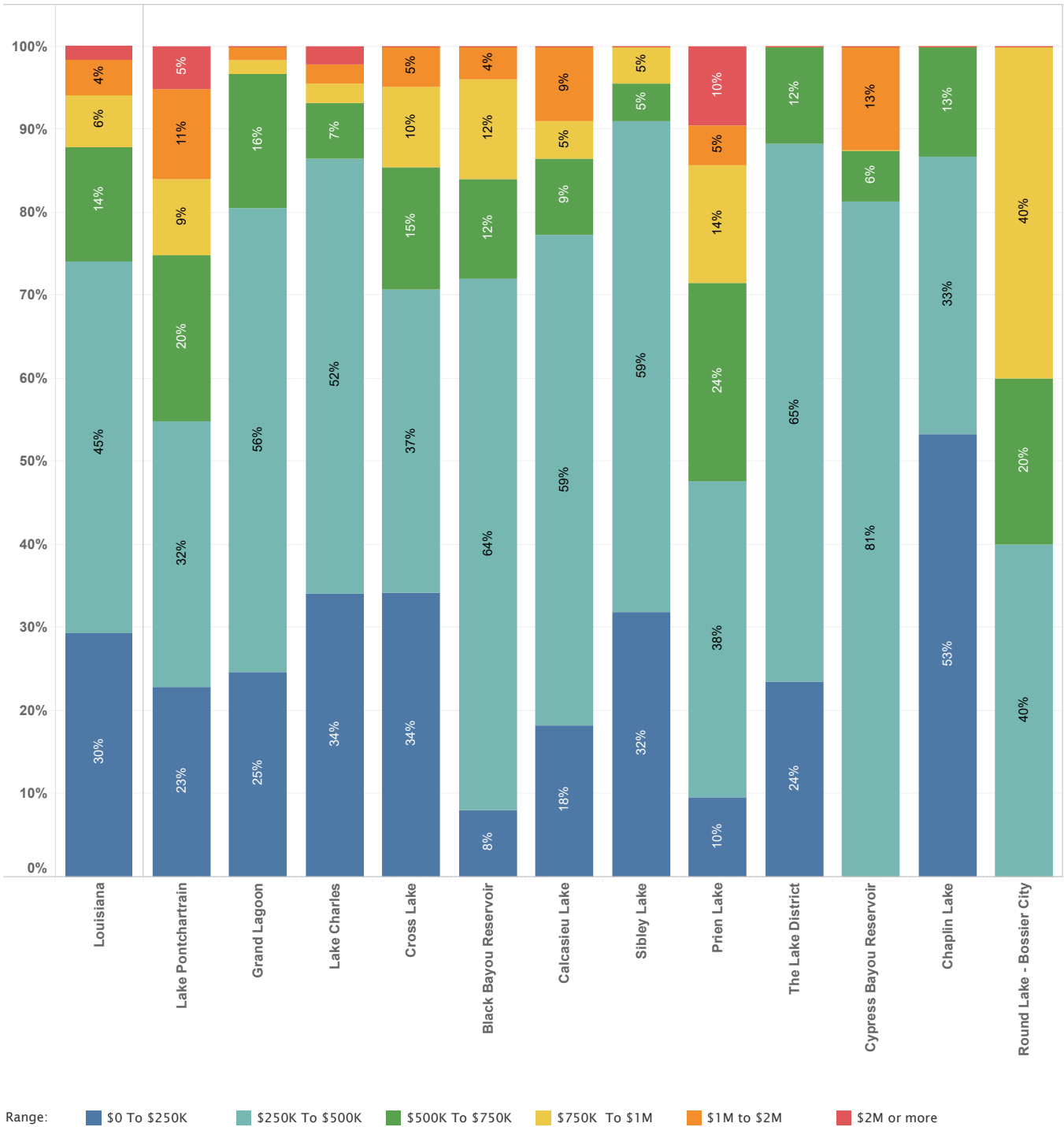
Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,240
-------------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

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

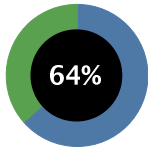
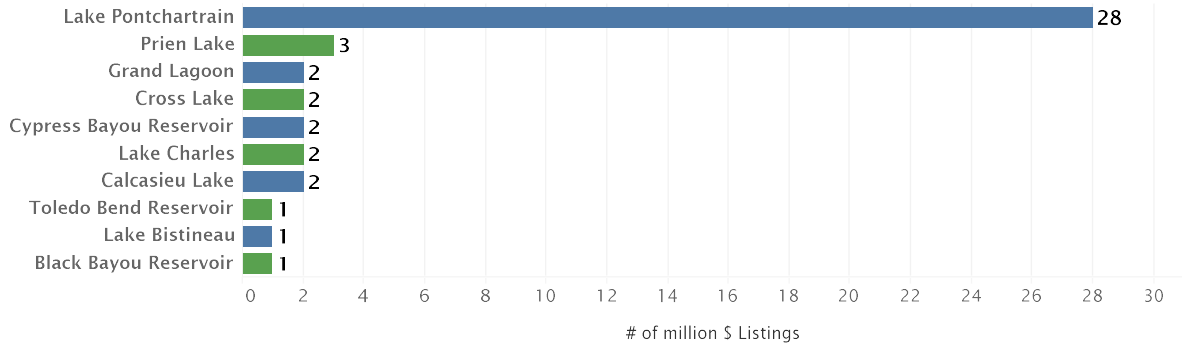
Price Breakdown by Percentage of Homes in the Louisiana Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2023Q4

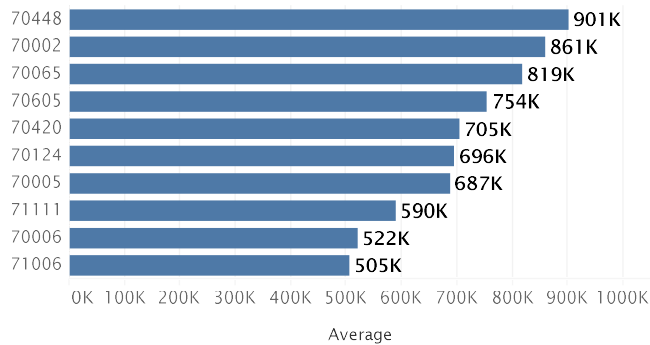


64% of \$1M+ Homes in Louisiana are on Lake Pontchartrain

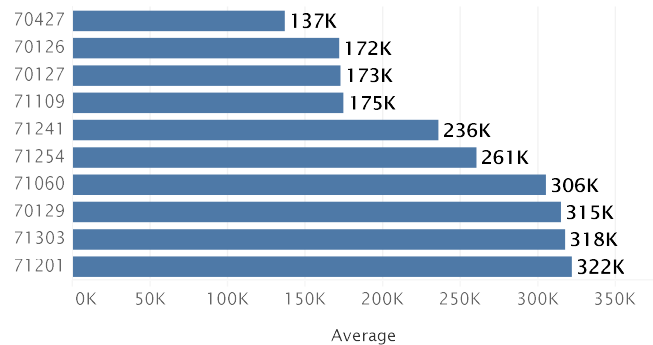
Total Number of \$1M+ Homes

44

Most Expensive ZIP Codes 2023Q4



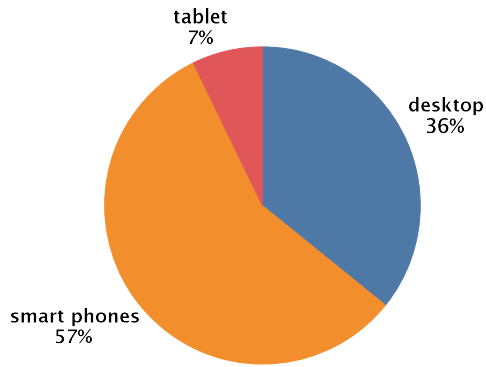
Most Affordable ZIP Codes 2023Q4



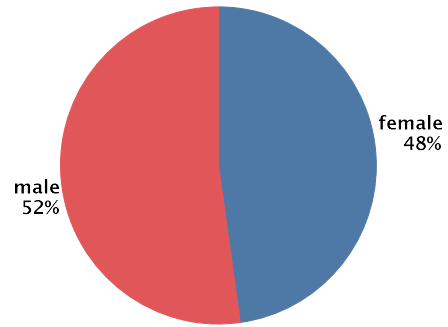
LAKE HOMES.com
REALTY

Who's Shopping Louisiana Lake Real Estate

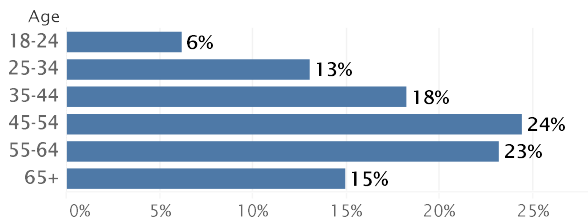
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Mobile

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

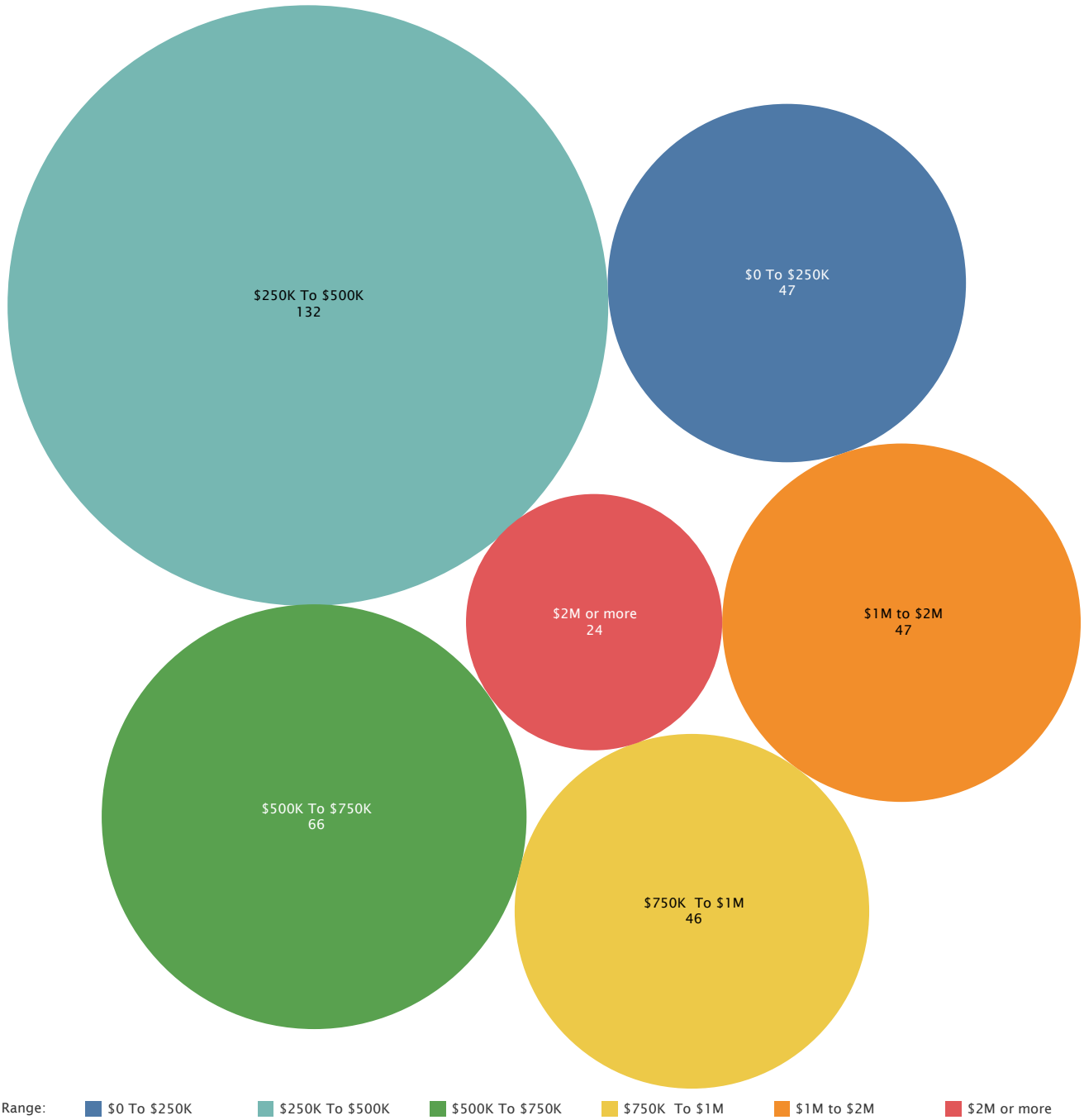
Number 2-10 metros are:

- Atlanta, GA
- Lehigh Acres, FL
- Little Rock, AR
- Cabot, AR
- Ida Grove, IA
- Montgomery, AL
- Humeston, IA
- Cullman, AL
- Le Mars, IA



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2023Q4



Maryland

The Maryland market rose from \$225 MM in fall 2023 to \$307 MM in winter 2023, a 31% increase.

Largest Markets

1. Deep Creek Lake	\$130,438,095	42.5%
2. Lake Linganore	\$26,884,417	8.8%
3. Lake Ogleton	\$19,733,900	6.4%
4. Chase Pond	\$8,318,500	2.7%
5. Lake Roland	\$8,237,000	2.9%

Total Maryland Market: \$306,975,893

Most Listings

1. Deep Creek Lake	120	27.1%
2. Lake Linganore	42	9.5%
3. Lake Lariat	20	4.5%
4. Druid Lake	18	4.1%
5. Jordan Swamp	13	2.9%

Total Maryland Listings: 442

Largest Home Markets

1. Deep Creek Lake	\$119,411,496	41.6%
2. Lake Linganore	\$25,444,517	8.9%
3. Lake Ogleton	\$19,133,900	6.7%
4. Lake Roland	\$8,237,000	2.9%
5. Spriggs Pond	\$7,918,800	2.8%

Total Maryland Home Market: \$286,812,294

Most Homes Available

1. Deep Creek Lake	89	24.6%
2. Lake Linganore	34	9.4%
3. Druid Lake	17	4.7%
4. Lake Lariat	13	3.6%
5. Schumaker Pond	12	3.3%

Total Maryland Home Listings: 362

Largest Land Markets

1. Deep Creek Lake	\$11,026,599	54.7%
2. Liberty Lake	\$1,965,000	9.7%
3. Lake Linganore	\$1,439,900	7.1%
4. Jordan Swamp	\$1,230,000	6.1%
5. Schumaker Pond	\$920,000	4.6%

Total Maryland Land Market: \$20,163,599

Most Land Available

1. Deep Creek Lake	31	38.8%
2. Lake Linganore	8	10.0%
3. Lake Lariat	7	8.8%
3. Liberty Lake	7	8.8%
5. Jordan Swamp	5	6.3%

Total Maryland Land Listings: 80

Average Home Price

1. Deep Creek Lake	\$1,341,702
2. Lake Linganore	\$748,368
3. Chase Pond	\$710,773

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$311,140
--------------------	-----------

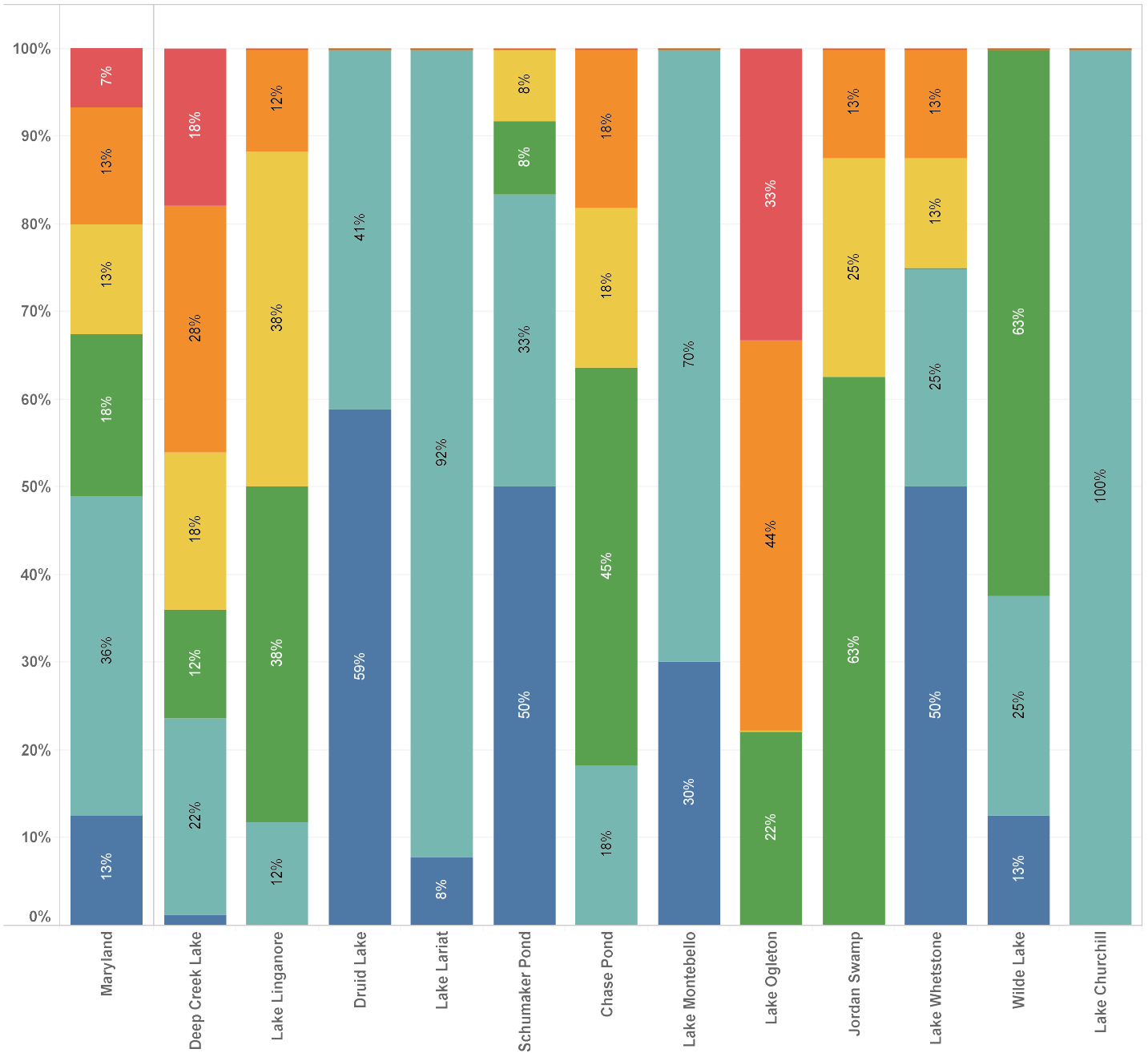
Listings of 10 Acres or More

**

** 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 2023Q4

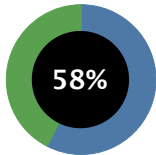
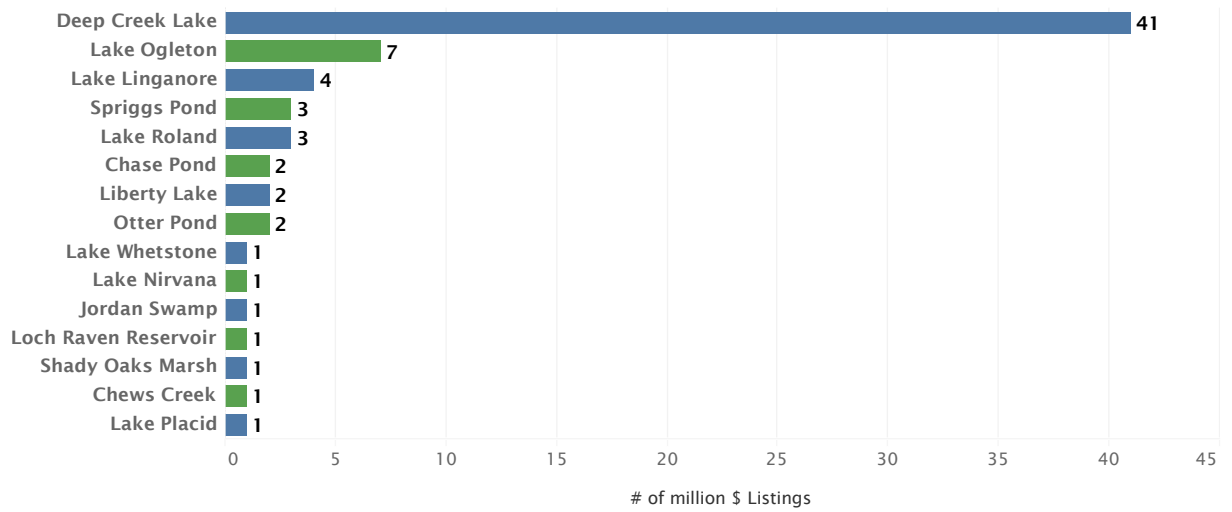


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2023Q4

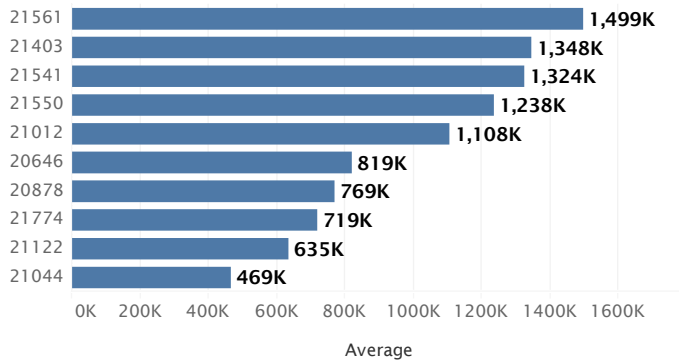


58% of \$1M+ Homes in Maryland are on Deep Creek Lake

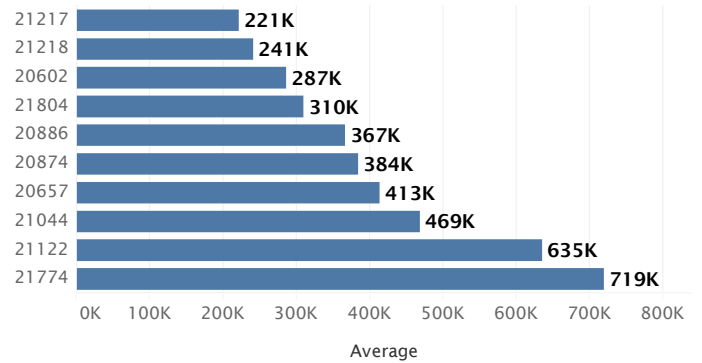
Total Number of \$1M+ Homes

71

Most Expensive ZIP Codes 2023Q4

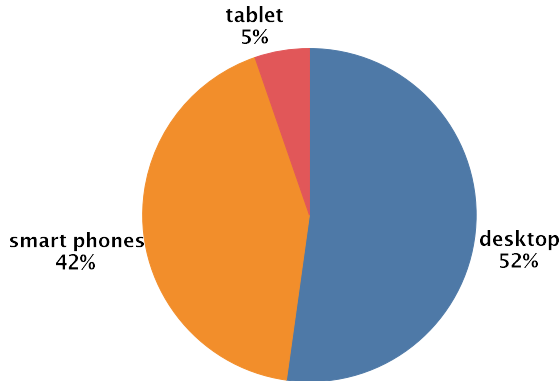


Most Affordable ZIP Codes 2023Q4

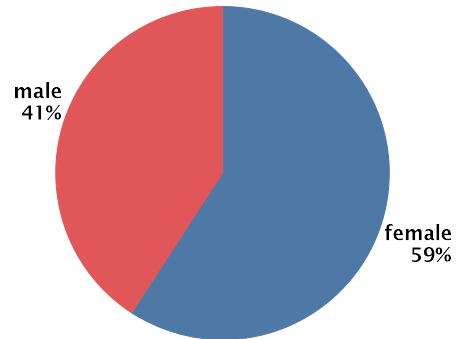


Who's Shopping Maryland Lake Real Estate

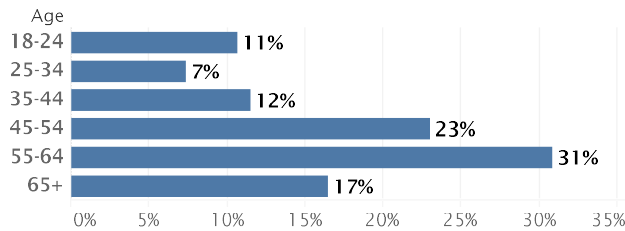
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

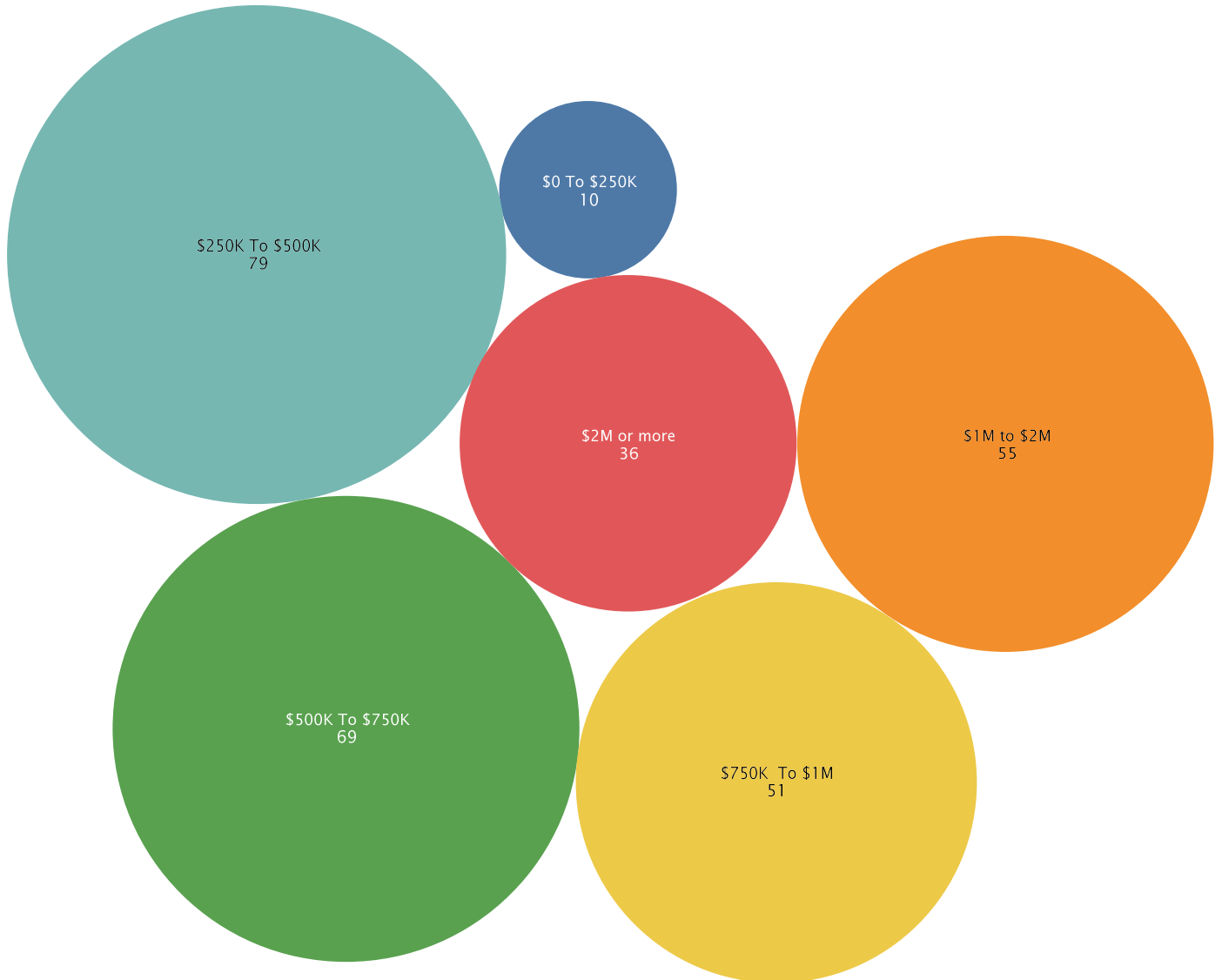
Number 2-10 metros are:

- Boston, MA
- Kansas City, MO
- Swanzey, NH
- Fort Wayne, IN
- Columbia City, IN
- Rochester, NH
- Bloomington, IN
- Columbus, IN
- Fitchburg, MA



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2023Q4



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

Massachusetts

The total Massachusetts market fell from \$406 MM in fall 2023 to \$375 MM in winter 2023, a \$31 MM decrease.

Largest Markets

1. Back Bay Fens	\$66,692,700	18.5%
2. Oyster Pond	\$24,299,999	6.5%
3. Brookline Reservoir	\$16,089,000	4.5%
4. Straits Pond	\$12,816,500	3.6%
5. Dean Pond - Sandwich	\$12,643,900	3.5%

Total Massachusetts Market: \$375,887,422

Most Listings

1. Back Bay Fens	22	7.3%
2. Lake Chaubunagungamaug	19	5.3%
3. Leverett Pond	11	3.7%
4. Follins Pond	9	2.5%
4. Wequaquet Lake	9	3.0%

Total Massachusetts Listings: 357

Largest Home Markets

1. Back Bay Fens	\$66,692,700	18.5%
2. Oyster Pond	\$23,149,999	6.4%
3. Brookline Reservoir	\$16,089,000	4.5%
4. Straits Pond	\$12,816,500	3.6%
5. Dean Pond - Sandwich	\$12,643,900	3.5%

Total Massachusetts Home Market: \$360,441,323

Most Homes Available

1. Back Bay Fens	22	7.3%
2. Lake Chaubunagungamaug	17	5.7%
3. Leverett Pond	11	3.7%
4. Wequaquet Lake	9	3.0%
5. Follins Pond	7	2.3%

Total Massachusetts Home Listings: 300

Largest Land Markets

1. Cedar Pond	\$2,455,000	15.9%
2. Follins Pond	\$1,420,000	9.2%
3. Hamilton Reservoir	\$1,275,000	8.3%
4. Laurel Lake	\$1,150,000	7.4%
4. Oyster Pond	\$1,150,000	7.4%

Total Massachusetts Land Market: \$15,446,099

Most Land Available

1. Ashmere Reservoir	5	8.8%
2. Aucoot Cove Marshes	4	7.0%
2. Mattapoisett Neck Marshes	4	7.0%
4. Cedar Pond	3	5.3%
4. Hamilton Reservoir	3	5.3%

Total Massachusetts Land Listings: 57

Average Home Price

1. Back Bay Fens	\$3,031,486
------------------	-------------

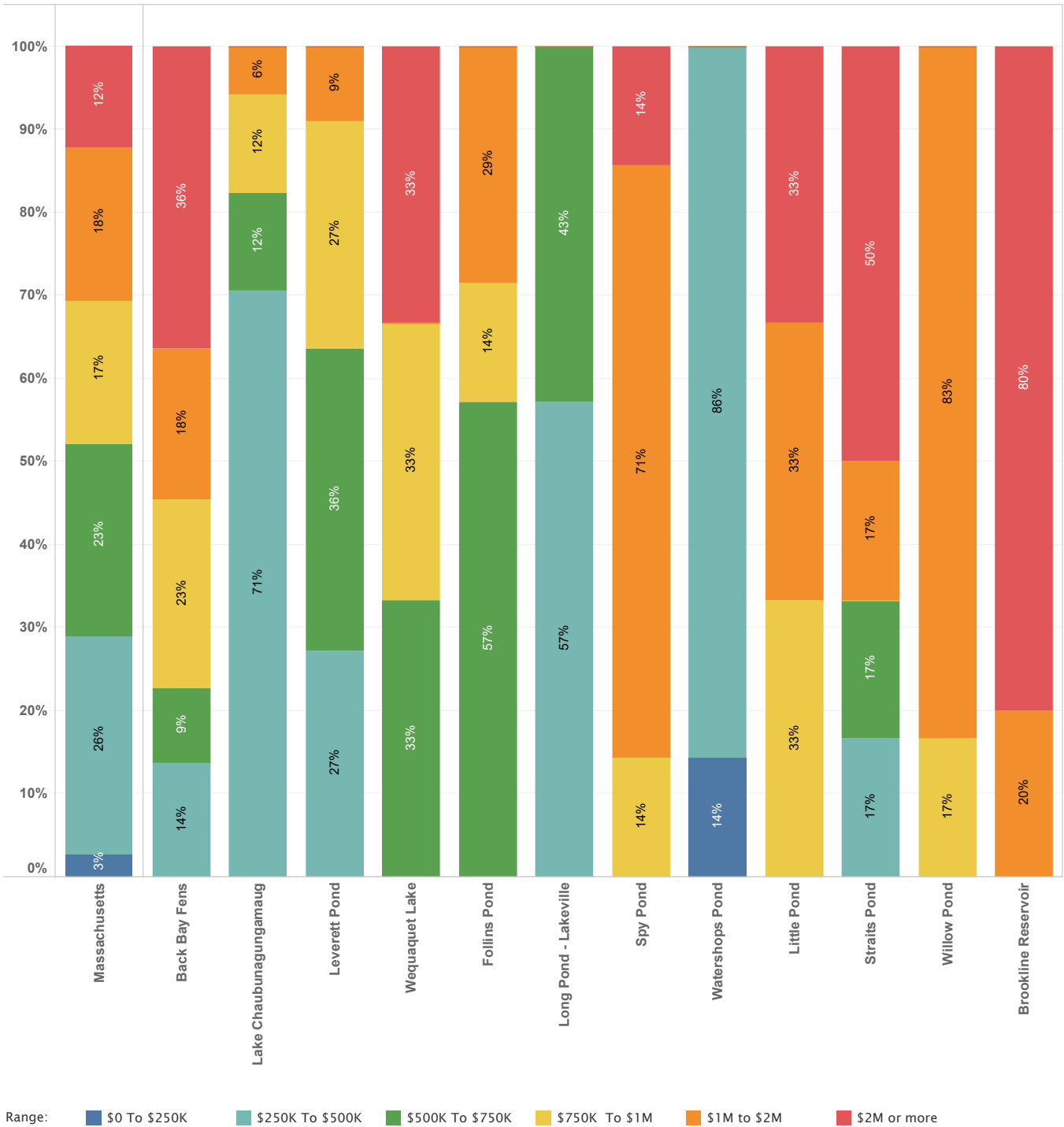
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

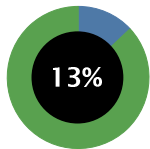
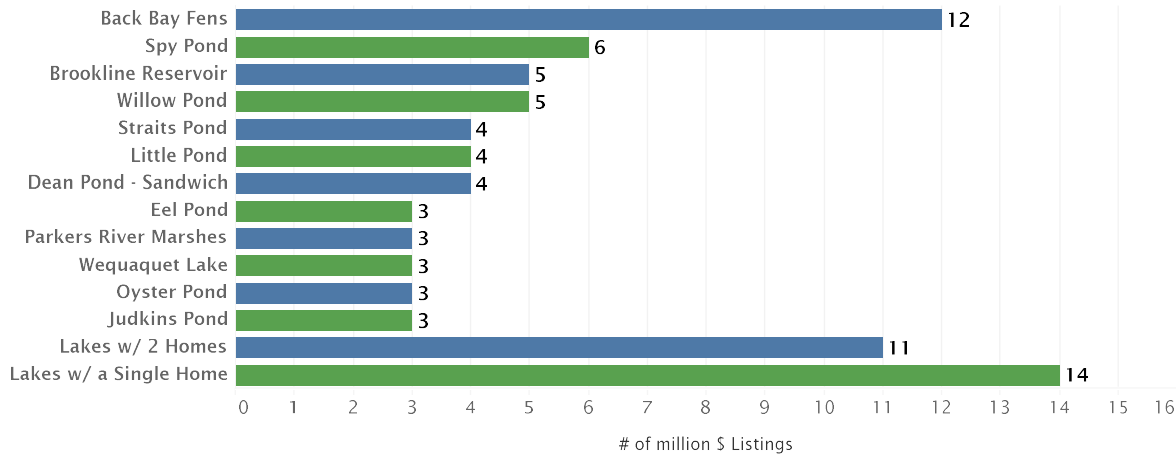
Price Breakdown by Percentage of Homes in the Massachusetts Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2023Q4

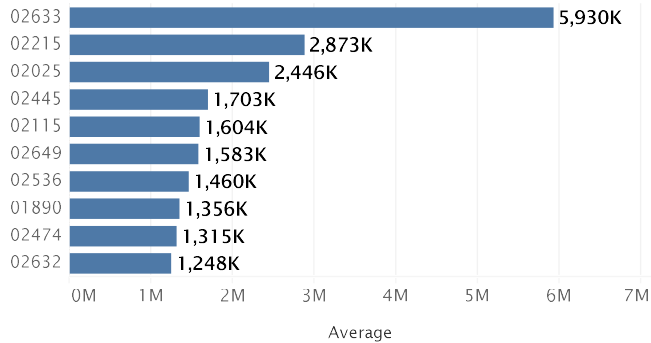


13% of \$1M+ Homes in Massachusetts are on Back Bay Fens

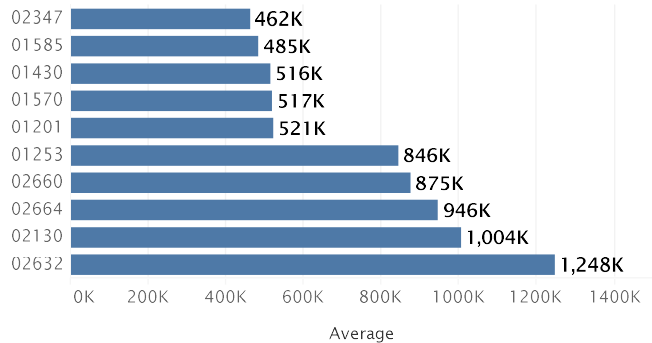
Total Number of \$1M+ Homes

91

Most Expensive ZIP Codes 2023Q4

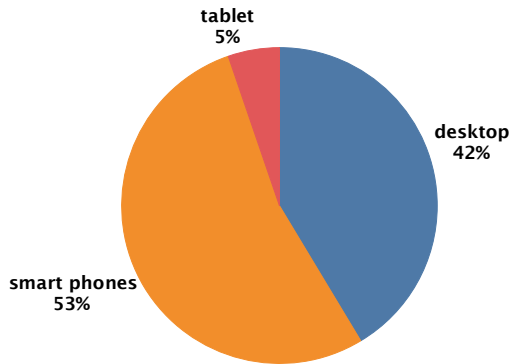


Most Affordable ZIP Codes 2023Q4

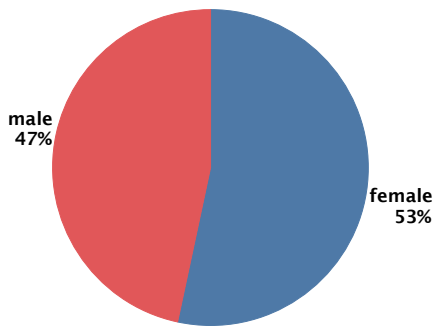


Who's Shopping Massachusetts Lake Real Estate

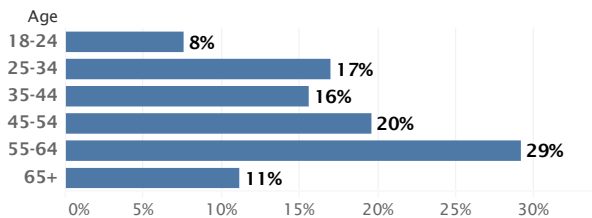
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

Number 2-10 metros are:

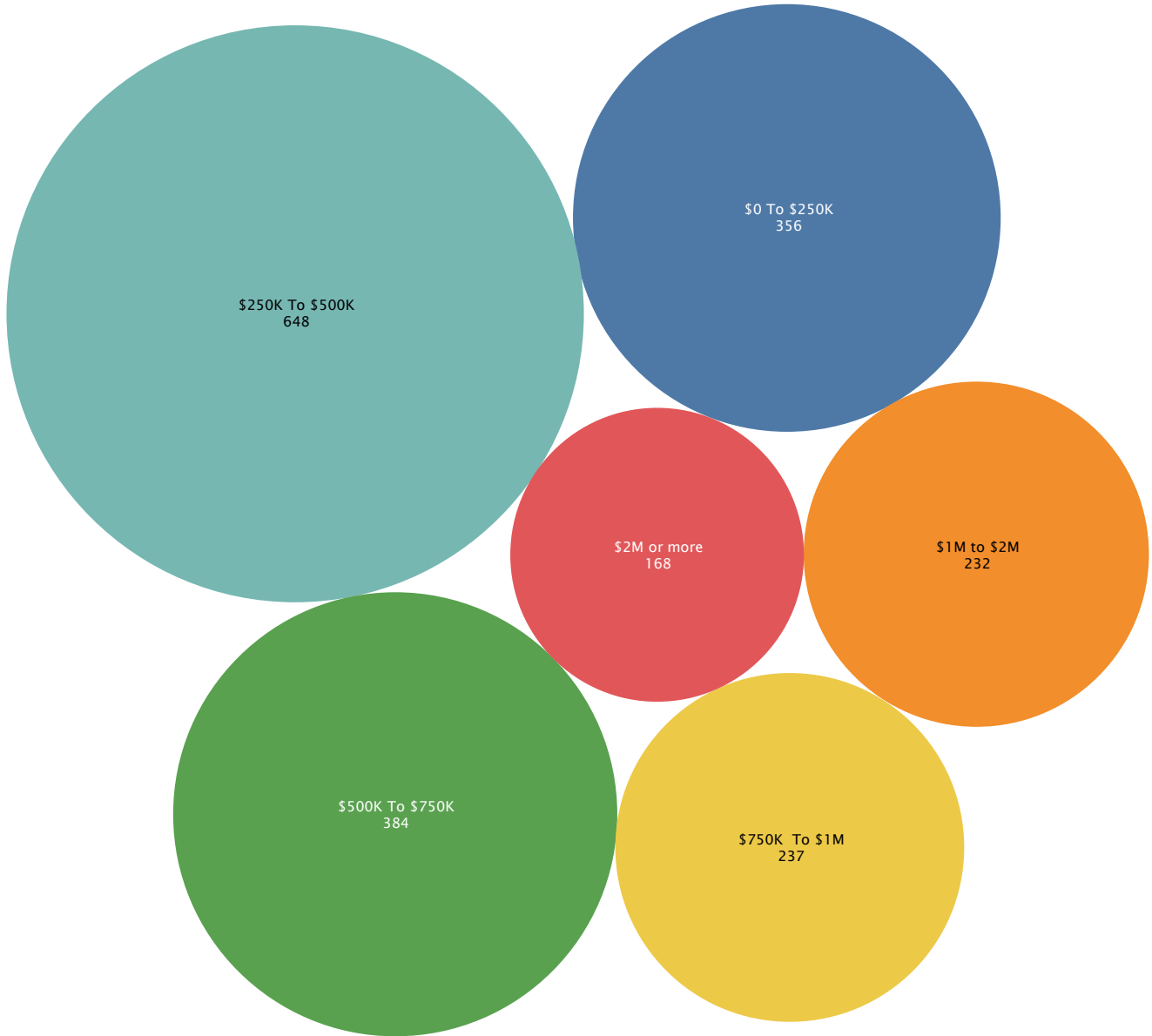
- Keene, NH
- Paoli, IN
- Annapolis, MD
- Bloomington, IN
- Decatur, IN
- Rochester, NH
- Batesville, IN
- Fort Wayne, IN
- Manchester, NH



LAKE HOMES.COM
REALTY

MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2023Q4



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



Michigan

The Michigan market fell from \$2.6 BB in fall 2023 to \$2.2 BB in winter 2023, a 17% decrease.

Largest Markets

1. Lake Michigan	\$704,639,903	32.4%	6. Lake Superior	\$42,376,200	1.9%
2. Lake Huron	\$78,913,296	3.6%	7. Torch Lake	\$41,776,799	1.9%
3. Muskegon Lake	\$58,363,800	2.7%	8. Turtle Lake	\$33,414,900	1.5%
4. Walloon Lake	\$53,224,300	2.4%	9. Lake Macatawa	\$28,989,600	1.3%
5. Lake St Clair	\$48,402,897	2.2%	10. Spring Lake - Spring Lake	\$25,912,000	1.2%
Total Michigan Market:				\$2,177,623,667	

Largest Home Markets

1. Lake Michigan	\$495,960,793	29.3%
2. Lake Huron	\$63,578,499	3.8%
3. Muskegon Lake	\$53,251,900	3.1%
4. Walloon Lake	\$46,530,000	2.7%
5. Lake St Clair	\$41,535,797	2.5%
6. Torch Lake	\$33,081,599	2.0%
7. Lake Macatawa	\$26,089,800	1.5%
8. Lake Superior	\$25,007,500	1.5%
9. Spring Lake - Spring Lake	\$24,737,000	1.5%
10. Walnut Lake	\$19,990,000	1.2%

Total Michigan Home Market: \$1,692,122,073

Largest Land Markets

1. Lake Michigan	\$208,679,110	43.0%
2. Turtle Lake	\$22,550,000	4.6%
3. Lake Superior	\$17,368,700	3.6%
4. Lake Huron	\$15,334,797	3.2%
5. Torch Lake	\$8,695,200	1.8%
6. Lake Charlevoix	\$7,782,300	1.6%
7. Lake St Clair	\$6,867,100	1.4%
8. Walloon Lake	\$6,694,300	1.4%
9. Boardman Lake	\$6,213,000	1.3%
10. Muskegon River	\$5,438,100	1.1%

Total Michigan Land Market: \$485,501,594

A full 57% of homes on Lake Michigan - Traverse City Area are listed at \$1 MM or more.

Most Expensive Homes

1. Torch Lake	\$2,067,600
2. Walnut Lake	\$1,817,273

Most Affordable Homes

1. Lake Charlevoix	\$1,249,831
2. Lake Michigan - South Haven Area	\$1,269,099

Most Listings

1. Lake Michigan	755	21.9%	6. Lake Lancer	52	1.5%
2. Lake Huron	172	5.0%	7. Houghton Lake	47	1.4%
3. Lake Superior	89	2.6%	8. Muskegon River	36	1.0%
3. Muskegon Lake	89	2.6%	9. Torch Lake	34	1.0%
5. Lake St Clair	62	1.8%	10. Boardman Lake	31	0.9%

Total Michigan Listings: 3,445

Most Homes Available

1. Lake Michigan	386	19.1%
2. Lake Huron	105	5.2%
3. Muskegon Lake	75	3.7%
4. Lake St Clair	46	2.3%
5. Houghton Lake	33	1.6%
6. Lake Superior	31	1.5%
7. St Clair River	27	1.3%
8. Lake Macatawa	26	1.3%
9. Muskegon River	24	1.2%
10. Spring Lake - Spring Lake	21	1.0%

Total Michigan Home Listings: 2,025

Most Land Available

1. Lake Michigan	369	26.0%
2. Lake Huron	67	4.7%
3. Lake Superior	58	4.1%
4. Lake Lancer	47	3.3%
5. Black River - Cheboygan	18	1.3%
5. Little Smoky Lake	18	1.3%
5. Torch Lake	18	1.3%
8. Lake St Clair	16	1.1%
9. Lake Bellaire	15	1.1%
9. Lake Charlevoix	15	1.1%

Total Michigan Land Listings: 1,420

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Boardman Lake	\$1,421,739
2. Lake St Clair	\$888,370
3. Lake Michigan - New Buffalo-Sawyer Area	\$700,700
4. Mona Lake	\$625,140
5. Lake Michigan - South Haven Area	\$529,666
6. Muskegon Lake	\$521,200
7. Lake Michigan - Benton Harbor-Covert Area	\$466,294
8. Lake Michigan - Traverse City Area	\$350,679

Listings of 10 Acres or More

1. Lake Michigan - Traverse City Area	\$60,861
---------------------------------------	----------

Most Affordable Land per Acre

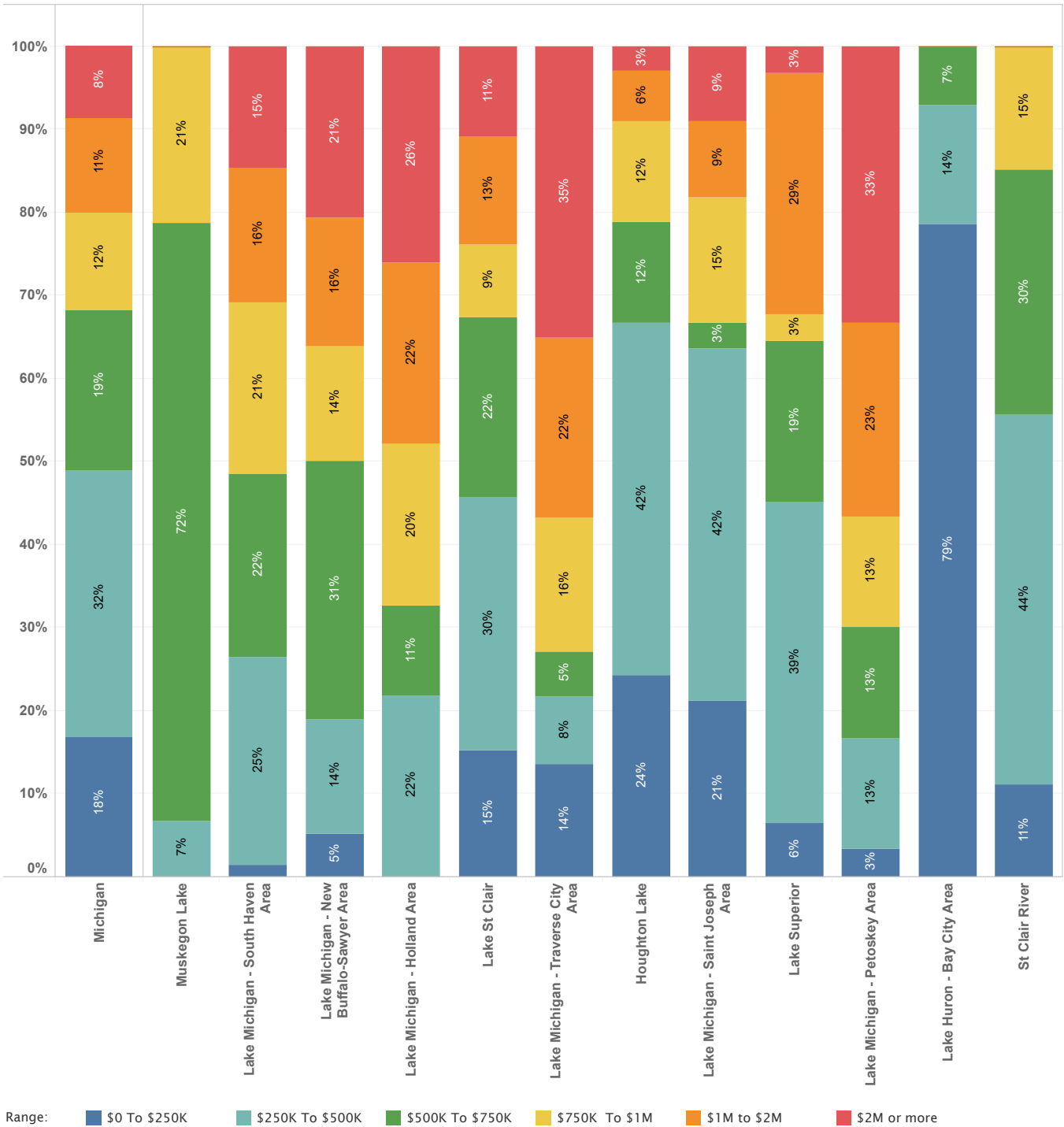
Listings of Less Than 10 Acres

1. Lake Bellaire	\$28,906
2. Canadian Lakes	\$34,677
3. Lake Michigan - Escanaba Area	\$35,272
4. Torch Lake - Lake Linden	\$37,971
5. Little Smoky Lake	\$41,282
6. Black River - Cheboygan	\$50,542
7. Lake Superior	\$53,818
8. Lake Lancer	\$54,586

Listings of 10 Acres or More

1. Stony Lake - Benona Twp	\$10,093
----------------------------	----------

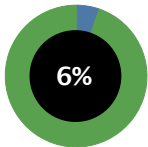
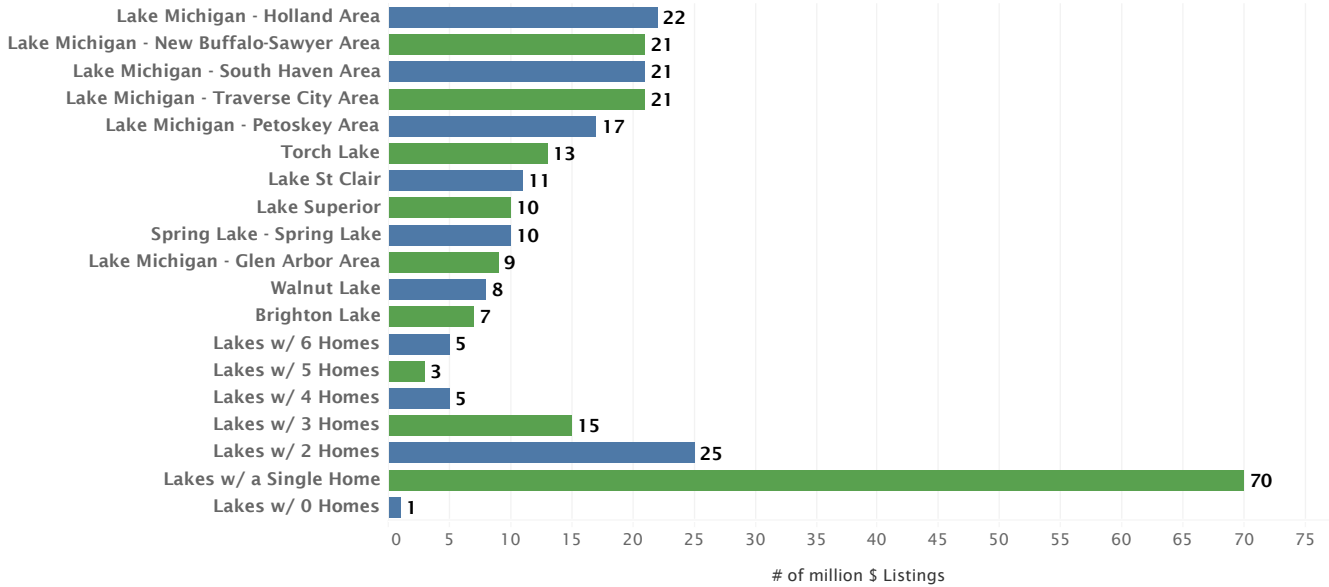
Price Breakdown by Percentage of Homes in the Michigan Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2023Q4

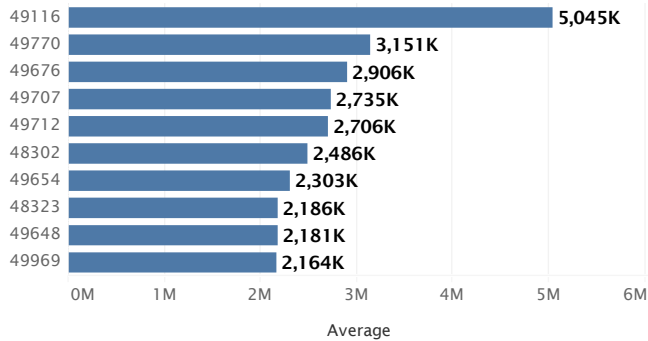


of \$1M+ Homes in Michigan are on Lake Michigan - Holland Area

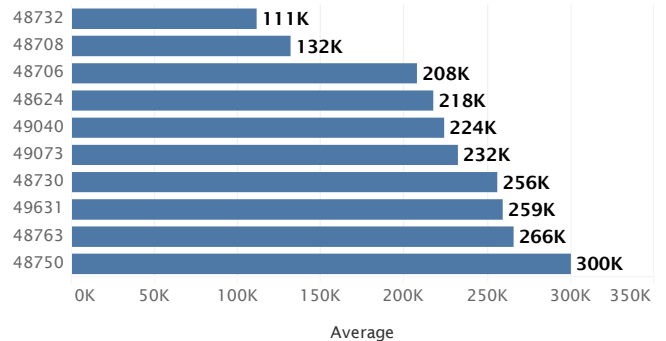
Total Number of \$1M+ Homes

400

Most Expensive ZIP Codes 2023Q4

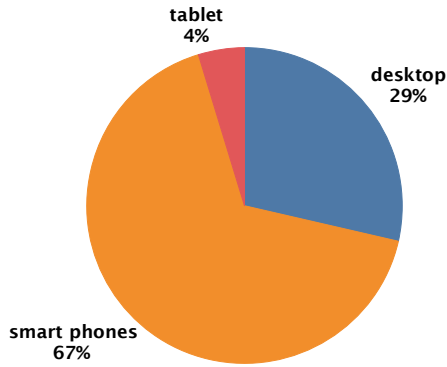


Most Affordable ZIP Codes 2023Q4

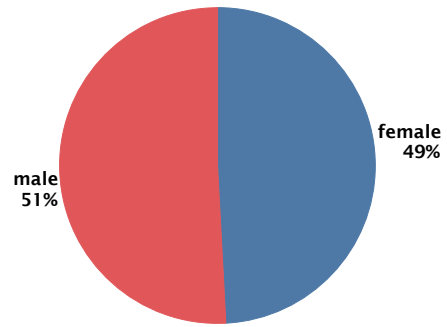


Who's Shopping Michigan Lake Real Estate

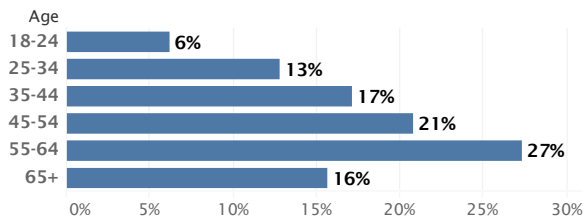
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Ashburn

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

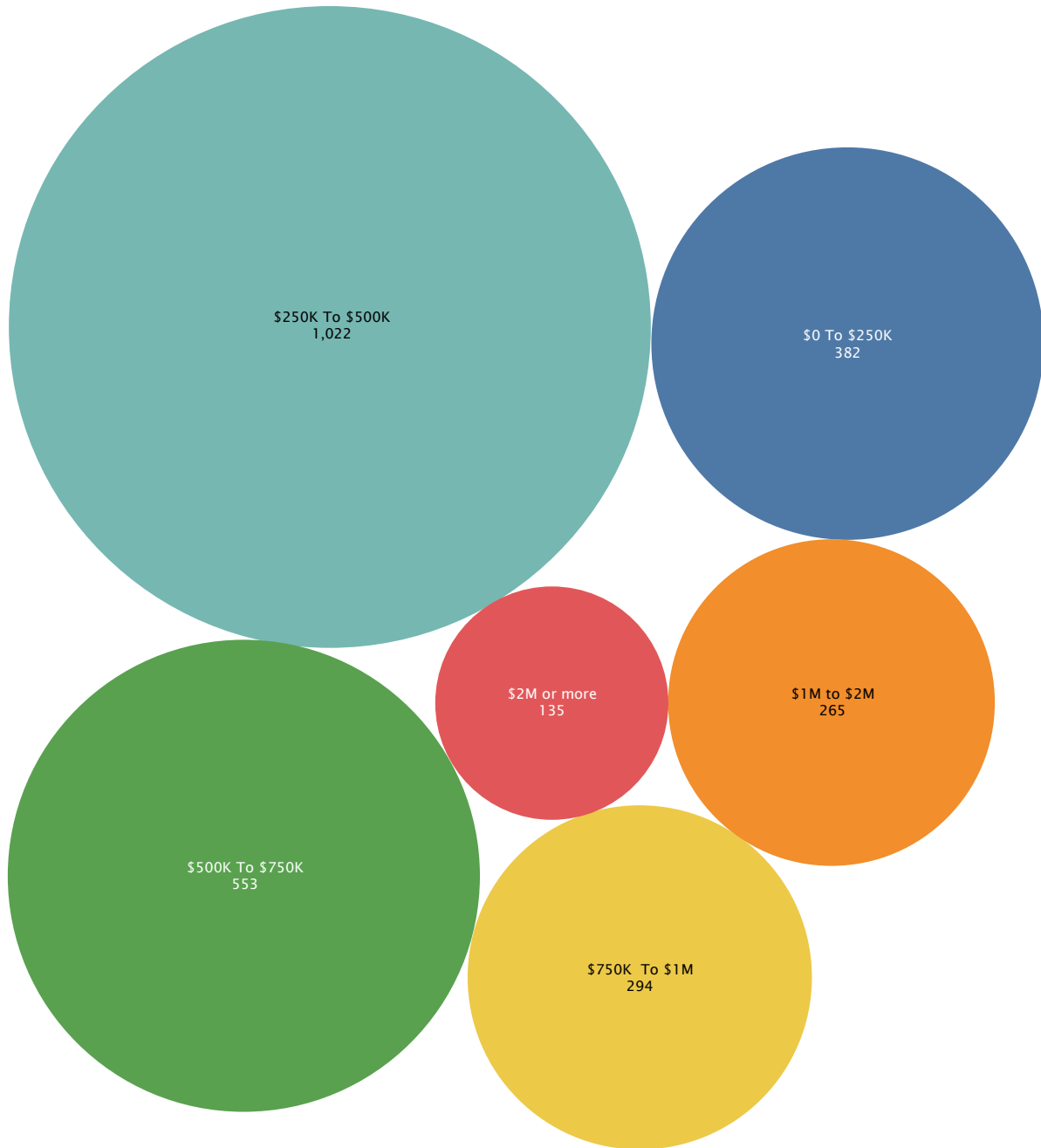
Number 2-10 metros are:

- New York, NY
- Dallas, TX
- Philadelphia, PA
- Houston, TX
- Hampton, VA
- Petersburg, VA
- Oklahoma City, OK
- Isle of Palms, SC
- Hamburg, NY



MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2023Q4



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



Minnesota

The Minnesota market decreased from \$2.9 BB in fall 2023 to \$2.4 BB in winter 2023, a 19% fall.

Largest Markets

1. Lake Minnetonka	\$332,742,386	14.1%	6. Pleasant Lake - White Bear Twp	\$50,018,940	2.1%
2. Other Northern Metro Area Lakes	\$116,570,083	4.9%	7. Other Greater St Cloud Area Lakes	\$49,223,998	2.1%
3. Lake Of The Isles - Minneapolis	\$65,194,600	3.4%	8. Other Annandale Area Lakes	\$42,468,732	1.8%
4. Other Prior Lake Area Lakes	\$59,481,599	2.5%	9. Lake Vermilion	\$38,643,500	1.6%
5. Lower Prior Lake - Prior Lake	\$50,319,790	2.1%	10. Other SW Metro Area Lakes	\$38,509,629	1.6%
Total Minnesota Market:				\$2,362,853,591	

Largest Home Markets

1. Lake Minnetonka	\$305,812,586	16.0%
2. Other Northern Metro Area Lakes	\$95,307,383	5.0%
3. Lake Of The Isles - Minneapolis	\$65,194,600	3.4%
4. Pleasant Lake - White Bear Twp	\$49,343,940	2.6%
5. Other Prior Lake Area Lakes	\$42,258,699	2.2%
6. Other Greater St Cloud Area Lakes	\$35,071,200	1.8%
7. Other Annandale Area Lakes	\$33,207,432	1.7%
8. Lake Superior	\$31,679,200	1.7%
9. Lower Prior Lake - Prior Lake	\$31,169,790	1.6%
10. Lake Vermilion	\$28,833,100	1.5%

Total Minnesota Home Market: \$1,905,711,433

Largest Land Markets

1. Lake Minnetonka	\$26,929,800	5.9%
2. Other Northern Metro Area Lakes	\$21,262,700	4.7%
3. Lower Prior Lake - Prior Lake	\$19,150,000	4.2%
4. Other SW Metro Area Lakes	\$18,647,400	4.1%
5. Other Greater Brainerd Area Lakes	\$18,456,900	4.0%
6. Other Prior Lake Area Lakes	\$17,222,900	3.8%
7. Other Greater St Cloud Area Lakes	\$14,152,798	3.1%
8. Uhl Lake	\$13,530,000	3.0%
9. Gull Lake - Nisswa	\$11,388,400	2.5%
10. Lake Vermilion	\$9,810,400	2.1%

Total Minnesota Land Market: \$457,142,158

The total Minnesota home market fell from \$2.4 BB in fall 2023 to \$1.9 BB resulting in a 23% decrease.

Most Expensive Homes

1. Lake Minnetonka	\$2,232,209
2. Other Lake Minnetonka Area Lakes	\$1,994,891

Most Affordable Homes

1. Lake Vermilion	\$930,100
2. Lower Prior Lake - Prior Lake	\$974,056

Most Listings

1. Other Northern Metro Area Lakes	171	3.9%	6. Lake Vermilion	72	1.7%
2. Lake Minnetonka	157	3.6%	6. Other Annandale Area Lakes	72	1.7%
3. Other Greater Brainerd Area Lakes	136	3.1%	8. Other Detroit Lakes Area Lakes	58	1.3%
3. Other Greater St Cloud Area Lakes	136	3.1%	9. Other Longville Area Lakes	57	1.3%
5. Other Prior Lake Area Lakes	73	1.7%	10. Other Alexandria Area Lakes	48	1.1%
Total Minnesota Listings:				4,338	

Most Homes Available

1. Lake Minnetonka	137	5.2%
2. Other Northern Metro Area Lakes	134	5.1%
3. Other Greater St Cloud Area Lakes	66	2.5%
4. Other Annandale Area Lakes	50	1.9%
5. Other Prior Lake Area Lakes	48	1.8%
6. Pleasant Lake - White Bear Twp	42	1.6%
7. Other Greater Brainerd Area Lakes	40	1.5%
7. Other Longville Area Lakes	40	1.5%
9. Lake Of The Isles - Minneapolis	39	1.5%
10. Lake Superior	37	1.4%

Total Minnesota Home Listings: 2,651

Most Land Available

1. Other Greater Brainerd Area Lakes	96	5.7%
2. Other Greater St Cloud Area Lakes	70	4.1%
3. Lake Vermilion	41	2.4%
4. Other Alexandria Area Lakes	40	2.4%
5. Other Northern Metro Area Lakes	37	2.2%
6. Long Lake - Detroit Twp	30	1.8%
7. Lake Jessie - Alexandria Twp	27	1.6%
8. Other Lake of the Woods Area Lakes	26	1.5%
9. Other Prior Lake Area Lakes	25	1.5%
9. Trout Lake - Trout Lake Twp	25	1.5%

Total Minnesota Land Listings: 1,687

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$907,644
2. Lake Ida - Ida Twp	\$533,482
3. Lake Jessie - Alexandria Twp	\$475,667
4. Lake Wilhelm - Saint Michael	\$474,475
5. Pelican Lake - Merrifield	\$412,963
6. Other Northern Metro Area Lakes	\$322,033
7. Detroit Lake - Detroit Lakes	\$301,569
8. Star Lake - Litchfield	\$168,241

Listings of 10 Acres or More

1. Gull Lake - Nisswa	\$122,210
-----------------------	-----------

Most Affordable Land per Acre

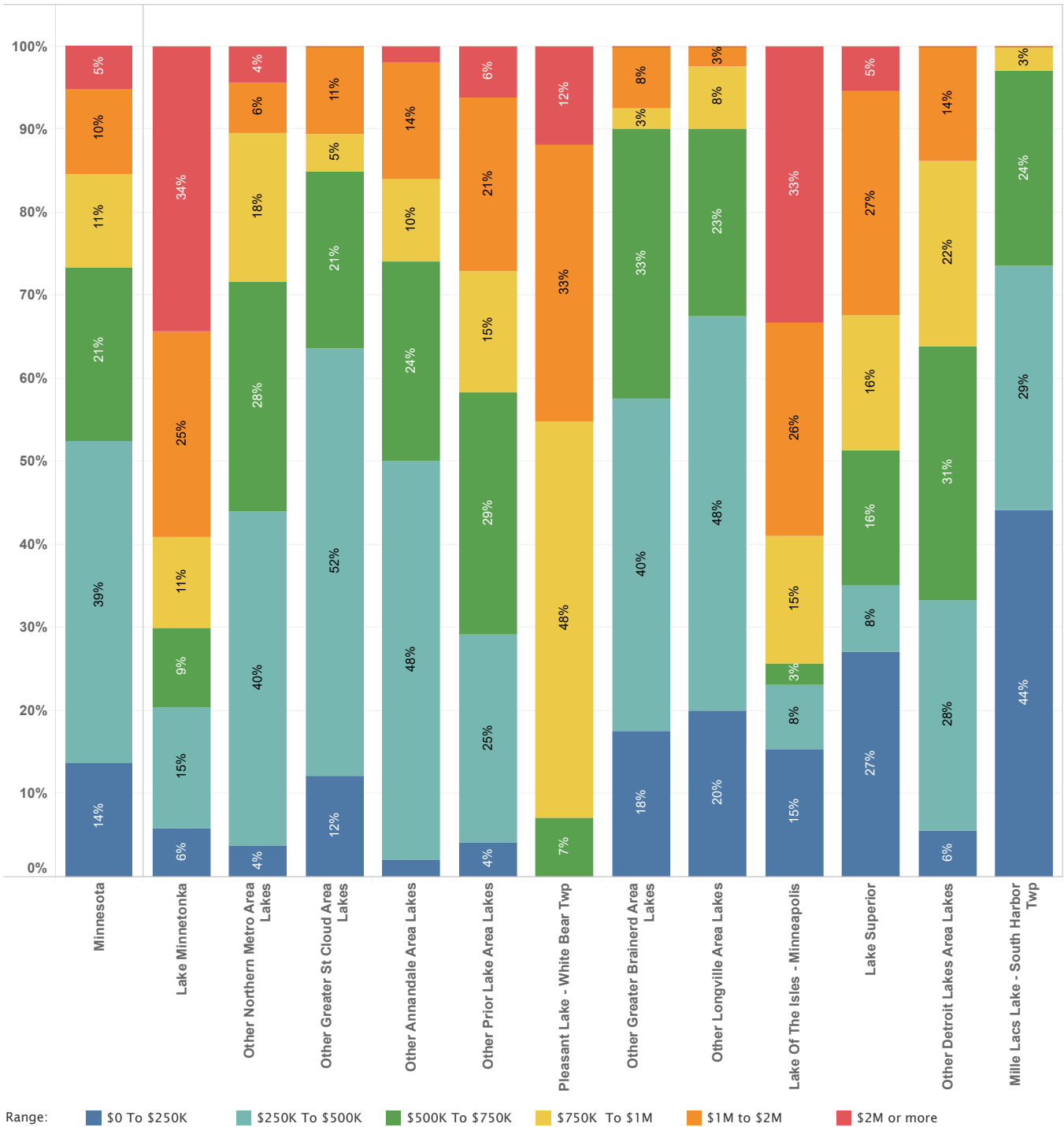
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Spink Lake - Rock Lake Twp	\$19,519
3. Other Otter Tail County Area Lakes	\$19,922
4. Other Cambridge Area Lakes	\$27,866
5. Other Park Rapids Area Lakes	\$33,063
6. Other Greater Brainerd Area Lakes	\$38,712
7. Other Longville Area Lakes	\$45,804
8. Other Lake of the Woods Area Lakes	\$47,191

Listings of 10 Acres or More

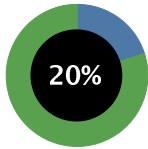
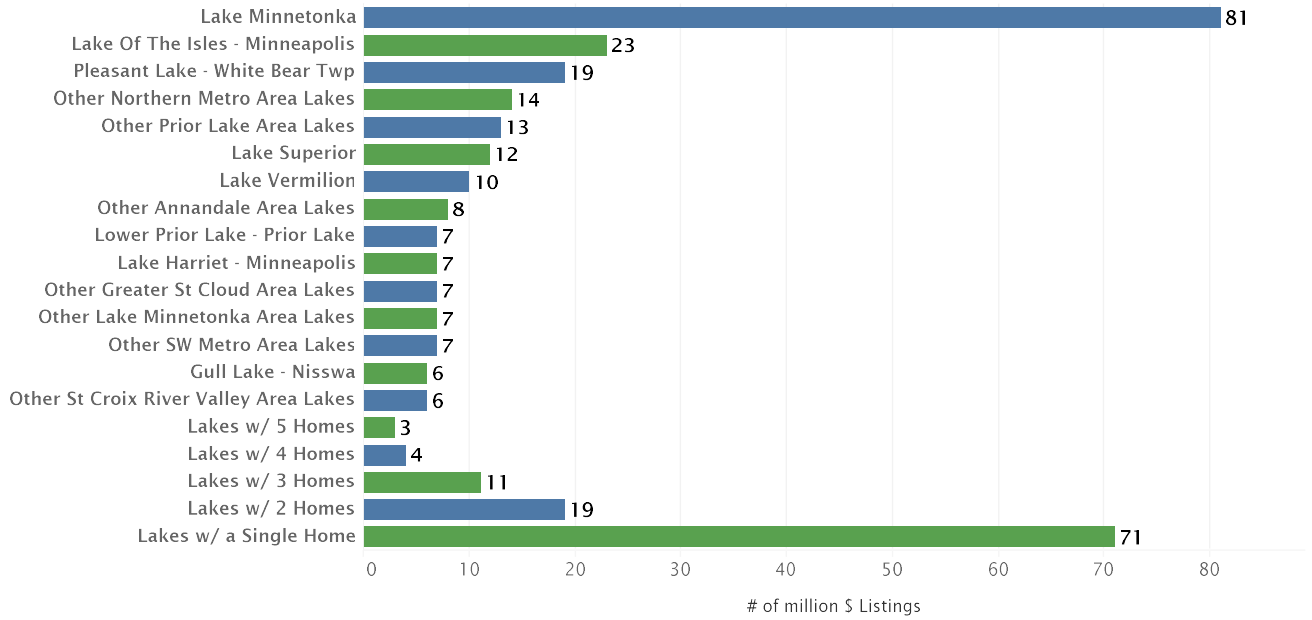
1. Other Grand Rapids Area Lakes	\$4,281
----------------------------------	---------

Price Breakdown by Percentage of Homes in the Minnesota Market 2023Q4



Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2023Q4

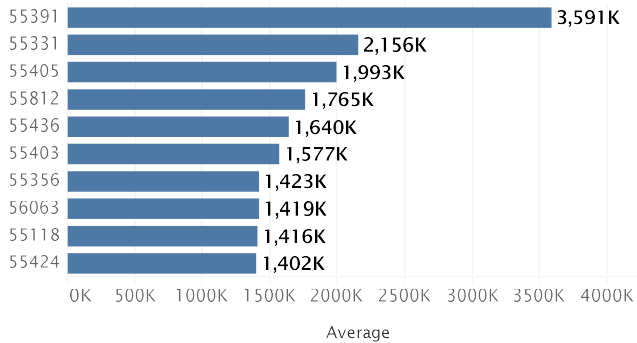


of \$1M+ Homes in Minnesota are on Lake Minnetonka

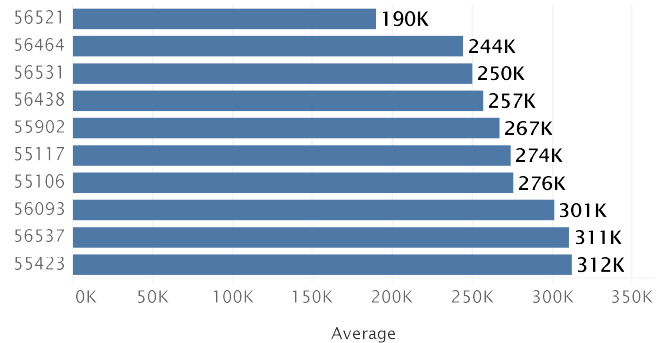
Total Number of \$1M+ Homes

400

Most Expensive ZIP Codes 2023Q4

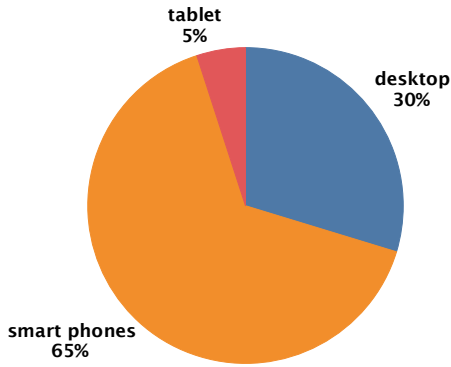


Most Affordable ZIP Codes 2023Q4

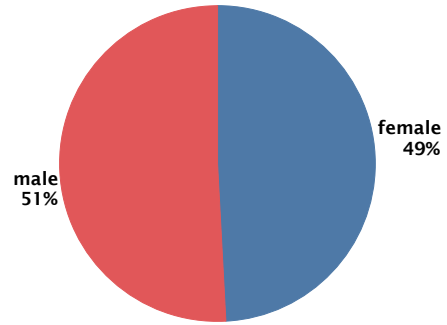


Who's Shopping Minnesota Lake Real Estate

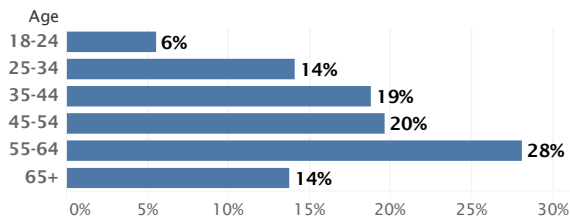
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

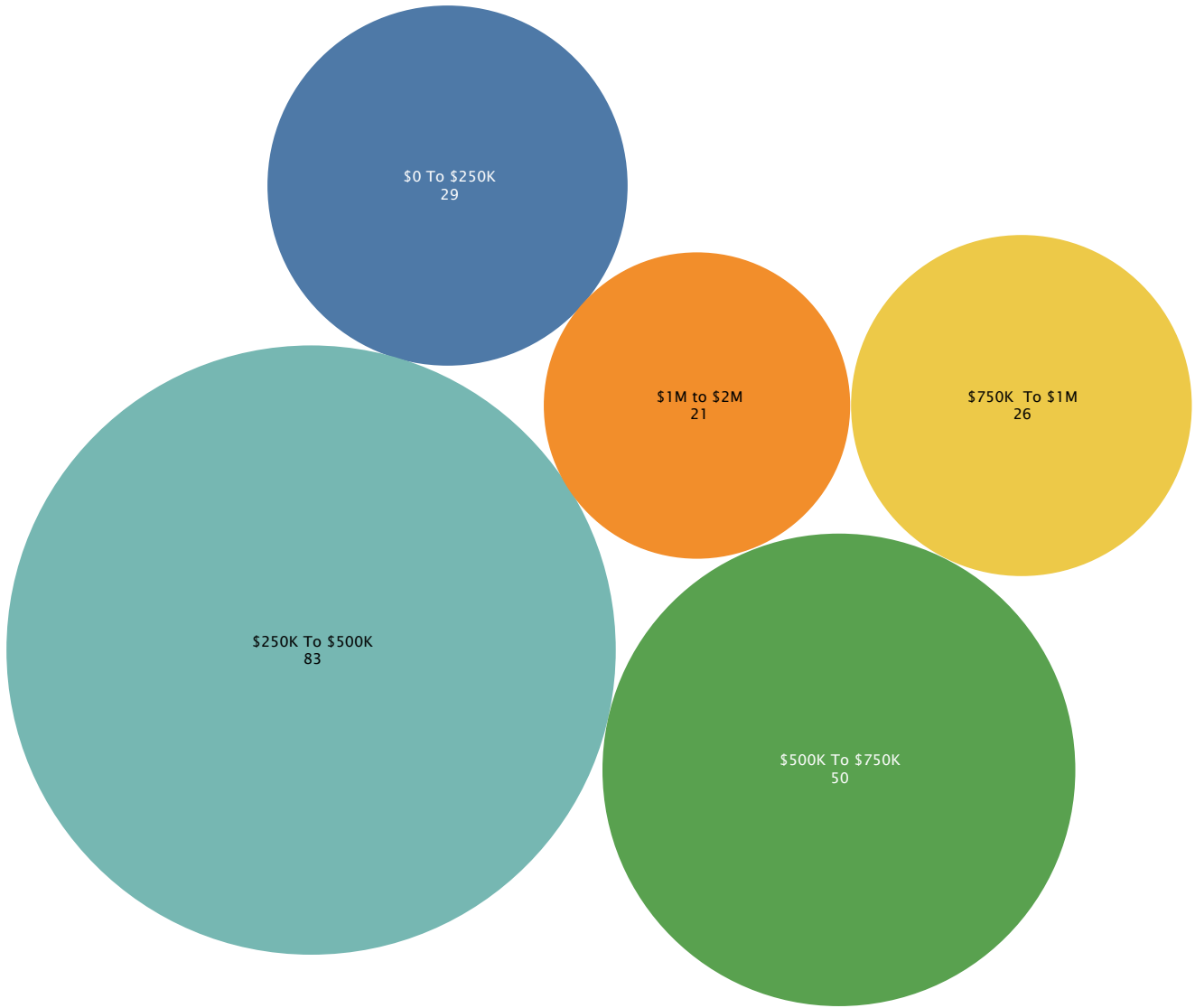
Number 2-10 metros are:

- St. Louis, MO
- Omaha, NE
- Jacksonville, IL
- Pawnee City, NE
- Adams, WI
- Bolivar, MO
- Lamar, MO
- Wausau, WI
- Villa Grove, IL



MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2023Q4



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



Mississippi

The total Mississippi market fell from \$165 MM in fall 2023 to \$153 MM resulting in an 8% decrease.

Largest Markets

1. Ross R Barnett Reservoir	\$49,275,792	32.3%
2. Lake Caroline	\$24,102,897	15.8%
3. Reunion Lake	\$14,646,699	9.6%
4. Oxford Region Lakes	\$12,666,100	8.3%
5. Charlton Place Lakes	\$5,379,105	3.5%

Total Mississippi Market: \$152,545,553

Most Listings

1. Ross R Barnett Reservoir	126	32.6%
2. Lake Caroline	54	14.0%
3. Chestnut Hill Lakes	25	14.4%
4. Oxford Region Lakes	23	5.9%
5. Charlton Place Lakes	21	5.4%

Total Mississippi Listings: 387

Largest Home Markets

1. Ross R Barnett Reservoir	\$43,811,330	36.8%
2. Lake Caroline	\$20,890,397	17.5%
3. Reunion Lake	\$12,991,699	10.9%
4. Oxford Region Lakes	\$10,487,700	8.8%
5. Stribling Lake	\$3,243,800	2.7%

Total Mississippi Home Market: \$119,201,275

Most Homes Available

1. Ross R Barnett Reservoir	85	39.9%
2. Lake Caroline	37	17.4%
3. Oxford Region Lakes	14	6.6%
3. Reunion Lake	14	6.6%
5. Lake Dockery	6	2.8%

Total Mississippi Home Listings: 213

Largest Land Markets

1. Ross R Barnett Reservoir	\$5,464,462	16.4%
2. Lake Castle	\$5,373,011	16.1%
3. Charlton Place Lakes	\$4,254,105	12.8%
4. Chestnut Hill Lakes	\$3,779,900	11.3%
5. Lake Caroline	\$3,212,500	9.6%

Total Mississippi Land Market: \$33,344,278

Most Land Available

1. Ross R Barnett Reservoir	41	23.6%
2. Chestnut Hill Lakes	25	14.4%
3. Charlton Place Lakes	20	11.5%
4. Lake Caroline	17	9.8%
5. Oxford Region Lakes	9	5.2%

Total Mississippi Land Listings: 174

Average Home Price

1. Reunion Lake	\$927,979
2. Oxford Region Lakes	\$857,733

Average Land Price Per Acre

Listings of Less Than 10 Acres

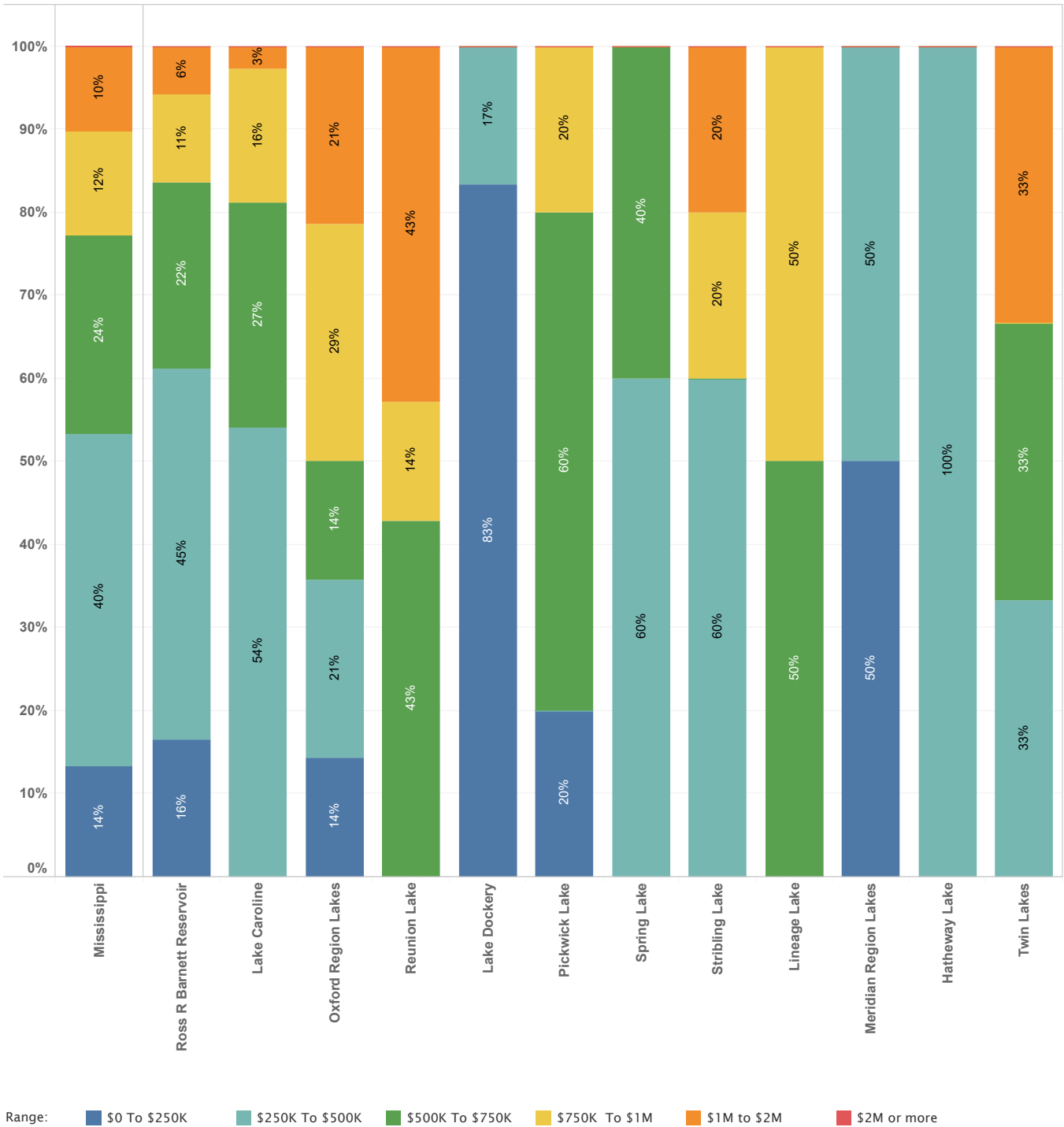
1. Lake Caroline	\$412,388
2. Ross R Barnett Reservoir	\$226,855
3. Chestnut Hill Lakes	\$93,152
4. Charlton Place Lakes	\$29,912

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.

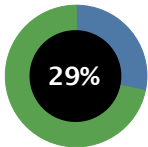
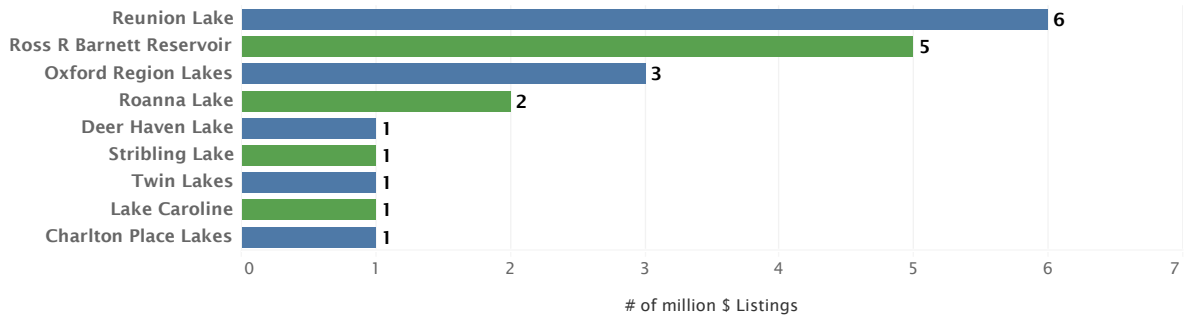
Price Breakdown by Percentage of Homes in the Mississippi Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2023Q4

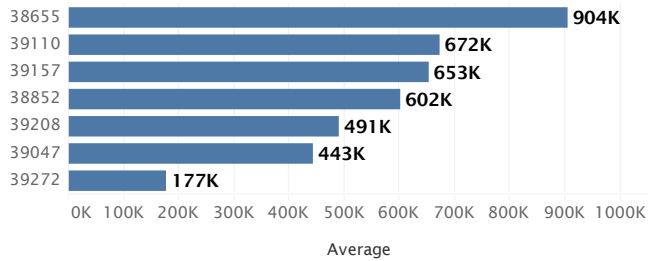


of \$1M+ Homes in Mississippi are on Reunion Lake

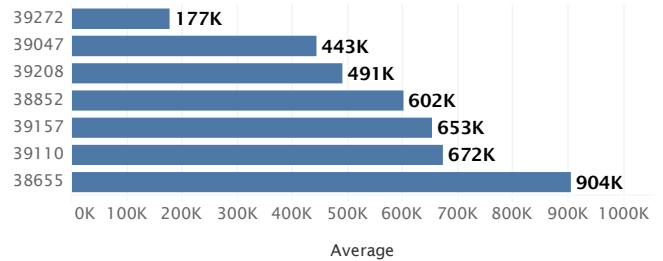
Total Number of \$1M+ Homes

21

Most Expensive ZIP Codes 2023Q4

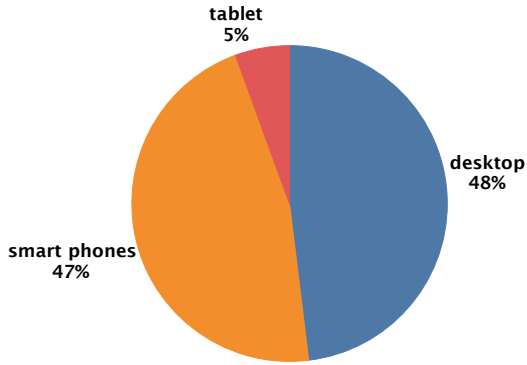


Most Affordable ZIP Codes 2023Q4

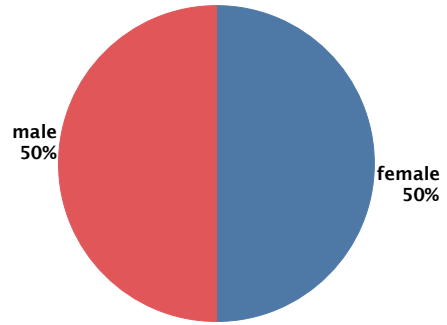


Who's Shopping Mississippi Lake Real Estate

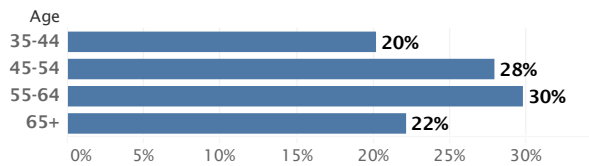
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Seattle

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

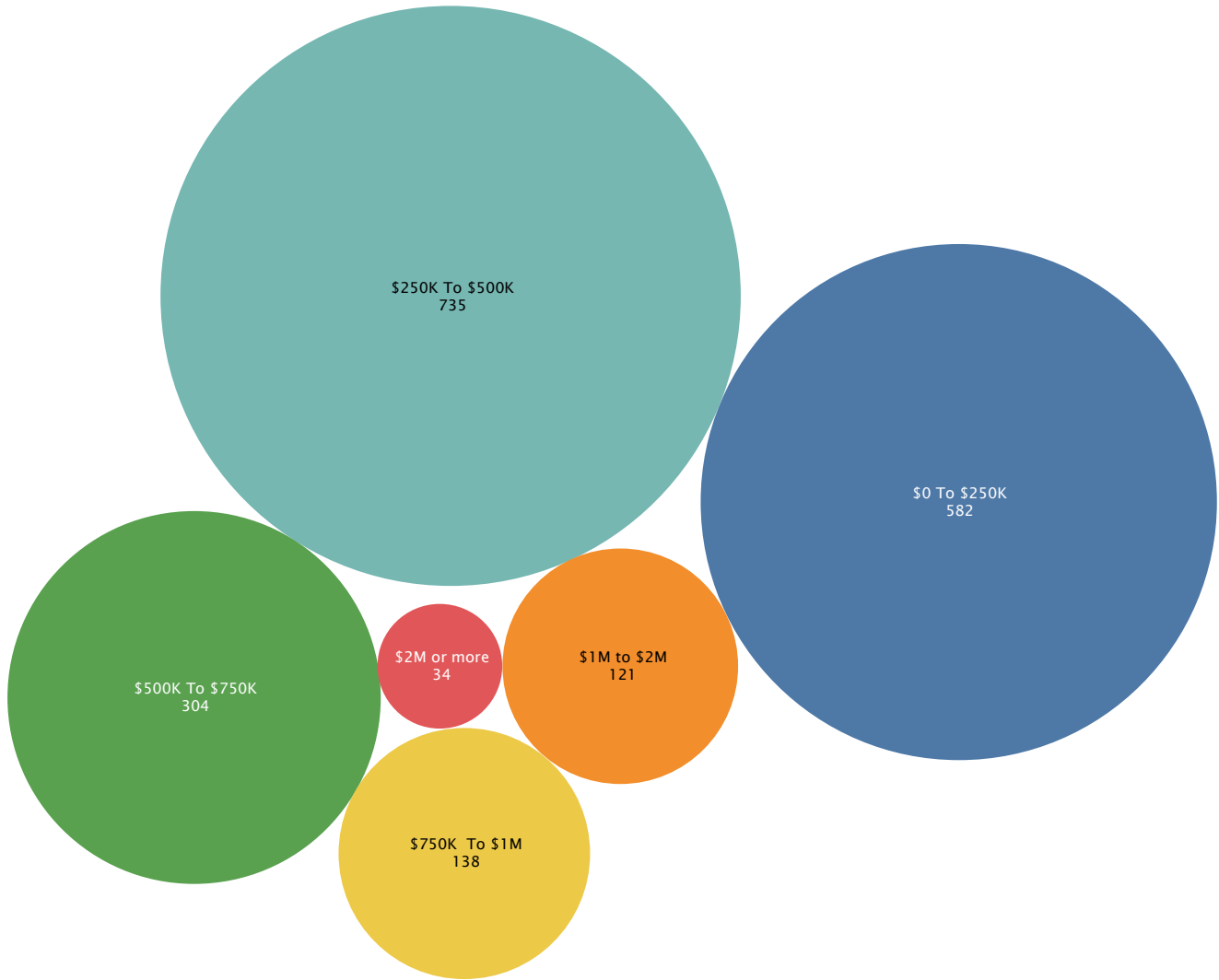
Number 2-10 metros are:

- Centralia, WA
- Kirkland, WA
- Long Beach, WA
- Monroe, WA



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2023Q4



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



Missouri

The total Missouri market rose from \$977 MM in fall 2023 to \$1.3 BB resulting in a 28% increase.

Largest Markets

1. Lake Of The Ozarks	\$617,469,483	48.0%
2. Table Rock Lake*	\$372,883,336	29.0%
3. Lake Taneycomo	\$80,904,695	6.3%
4. Bull Shoals Lake*	\$36,490,925	2.8%
5. Lake Saint Louis	\$12,746,100	1.3%

Total Missouri Market: \$1,287,107,615

Most Listings

1. Lake Of The Ozarks	1,397	34.8%
2. Table Rock Lake*	1,285	32.0%
3. Lake Taneycomo	298	7.4%
4. Bull Shoals Lake*	165	4.1%
5. Pomme De Terre Lake	77	1.9%

Total Missouri Listings: 4,018

Largest Home Markets

1. Lake Of The Ozarks	\$472,290,253	47.1%
2. Table Rock Lake*	\$292,000,058	29.1%
3. Lake Taneycomo	\$66,545,447	6.6%
4. Bull Shoals Lake*	\$25,352,650	2.5%
5. Lake Saint Louis	\$12,746,100	1.3%

Total Missouri Home Market: \$1,002,870,900

Most Homes Available

1. Lake Of The Ozarks	772	38.8%
2. Table Rock Lake*	508	25.5%
3. Lake Taneycomo	220	11.0%
4. Bull Shoals Lake*	69	3.5%
5. Pomme De Terre Lake	40	2.0%

Total Missouri Home Listings: 1,991

Largest Land Markets

1. Lake Of The Ozarks	\$145,179,230	51.1%
2. Lake Taneycomo	\$14,359,248	5.1%
3. Bull Shoals Lake*	\$11,138,275	3.9%
4. Lake Springfield	\$5,301,400	1.9%
5. Lake Thunderhead	\$3,530,200	1.2%

Total Missouri Land Market: \$284,236,715

Most Land Available

1. Table Rock Lake*	777	38.3%
2. Lake Of The Ozarks	625	30.8%
3. Bull Shoals Lake*	96	4.7%
4. Lake Taneycomo	78	3.8%
5. Lake Springfield	39	1.9%

Total Missouri Land Listings: 2,027

Average Home Price

1. Lake Of The Ozarks	\$614,855
2. Table Rock Lake	\$575,365
3. Raintree Lake	\$557,970
4. Lake Thunderhead	\$540,908
5. Lake Springfield	\$539,164

Average Land Price Per Acre

Listings of Less Than 10 Acres

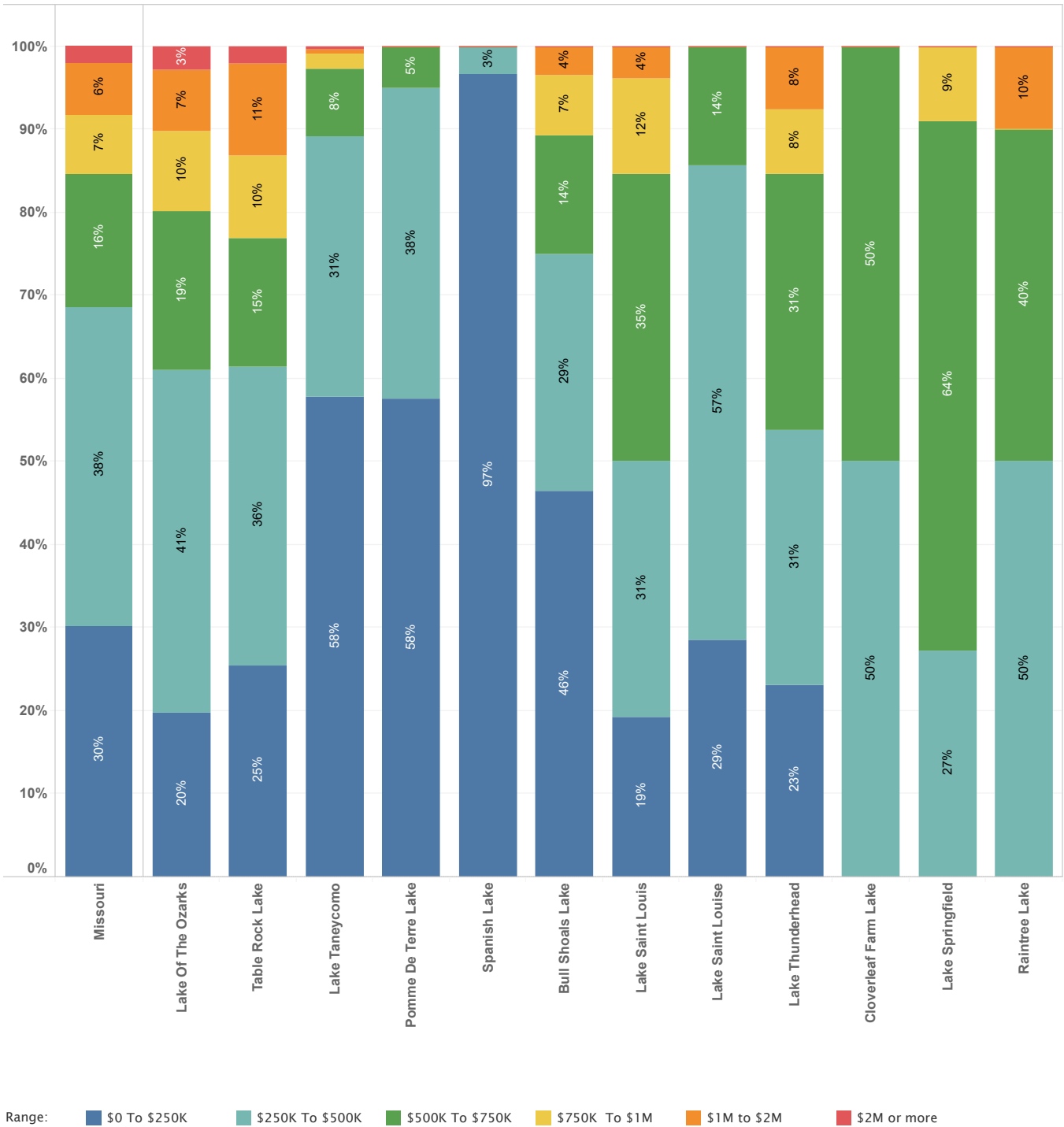
1. Lake Thunderhead	\$252,855
2. Lake Springfield	\$210,198
3. Goose Creek Lake	\$117,824
4. Lake Of The Ozarks	\$113,160
5. Lake Taneycomo	\$71,617

Listings of 10 Acres or More

1. Lake Taneycomo	\$59,764
2. Lake Of The Ozarks	\$27,619
3. Table Rock Lake	\$15,224
4. Stockton Lake	\$6,051
5. Bull Shoals Lake	\$3,496

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

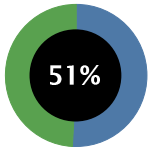
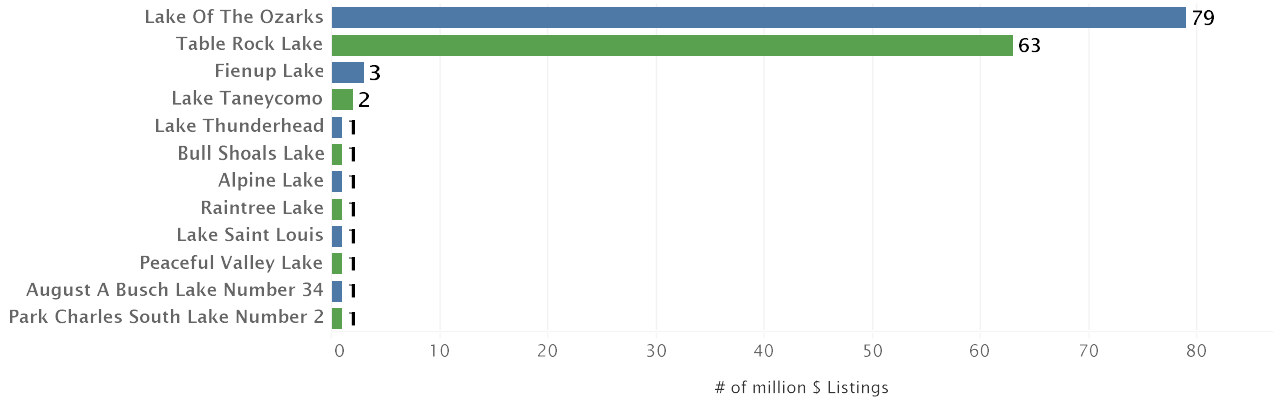
Price Breakdown by Percentage of Homes in the Missouri Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2023Q4

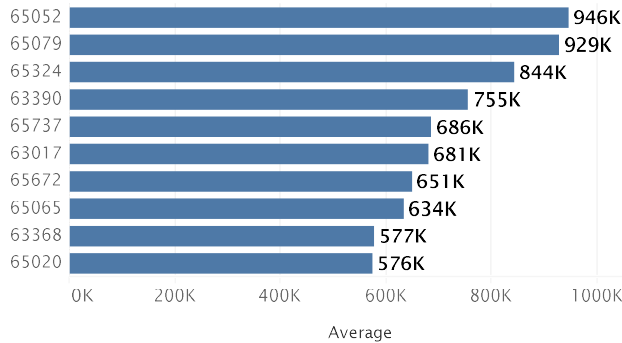


51% of \$1M+ Homes in Missouri are on Lake Of The Ozarks

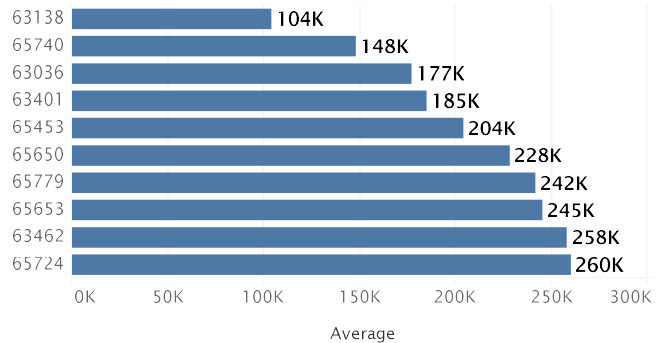
Total Number of \$1M+ Homes

155

Most Expensive ZIP Codes 2023Q4

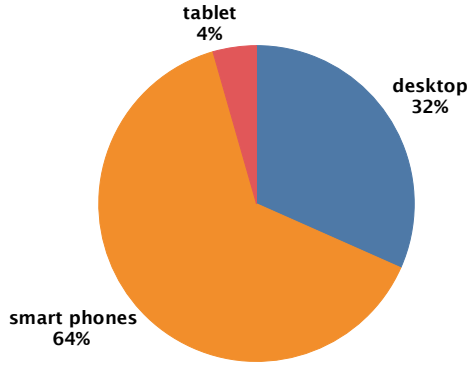


Most Affordable ZIP Codes 2023Q4

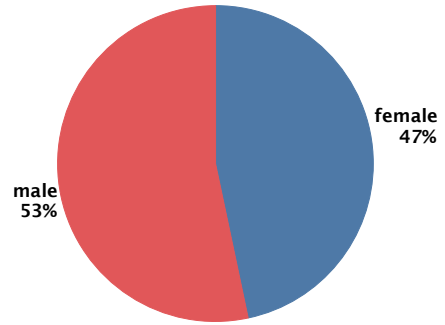


Who's Shopping Missouri Lake Real Estate

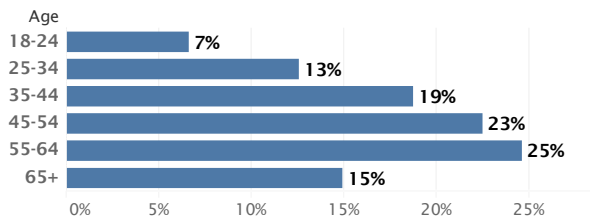
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

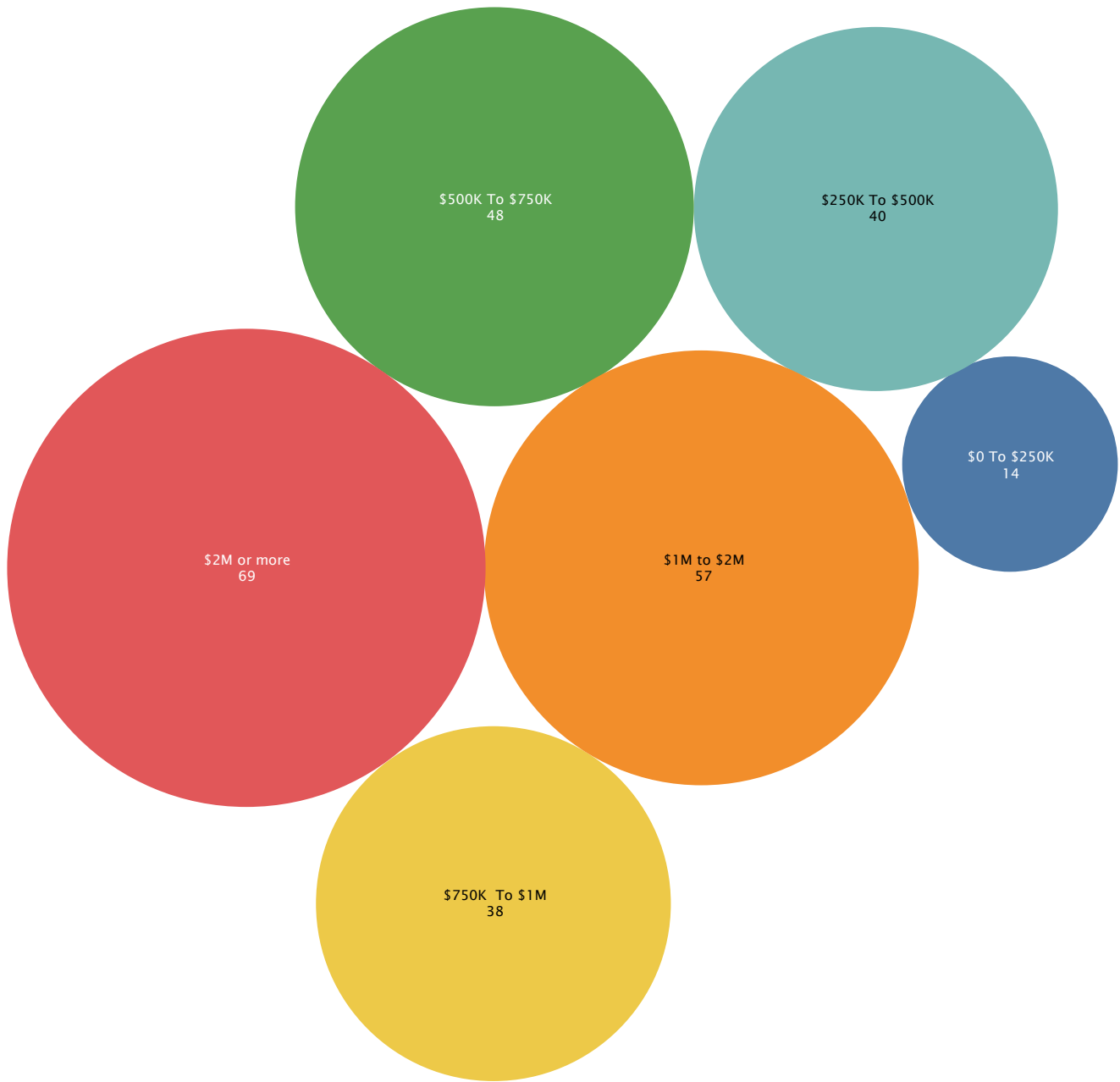
Number 2-10 metros are:

- Omaha, NE
- Minneapolis, MN
- Jacksonville, IL
- Lincoln, NE
- Sparta, IL
- Villa Grove, IL
- Madison, WI
- Hastings, NE
- Tekamah, NE



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2023Q4



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



Montana

The Montana market decreased from \$863 MM in fall 2023 to \$730 MM in winter 2023, a 17% fall.

Largest Markets

1. Flathead Lake	\$333,691,500	45.7%
2. Whitefish Lake	\$157,842,887	21.6%
3. Little Bootjack Lake	\$25,745,700	3.5%
4. Eagle Lake	\$23,669,000	3.9%
5. Canyon Ferry Lake	\$21,635,000	3.0%

Total Montana Market: \$730,709,087

Most Listings

1. Flathead Lake	150	33.9%
2. Whitefish Lake	35	7.9%
3. Lake Koocanusa	28	6.3%
4. Noxon Reservoir	20	4.5%
5. Wilderness Lake	17	3.8%

Total Montana Listings: 443

Largest Home Markets

1. Flathead Lake	\$291,913,950	47.5%
2. Whitefish Lake	\$145,708,887	23.7%
3. Eagle Lake	\$23,669,000	3.9%
4. Canyon Ferry Lake	\$19,575,000	3.2%
5. Little Bootjack Lake	\$17,245,700	2.8%

Total Montana Home Market: \$613,938,437

Most Homes Available

1. Flathead Lake	86	32.2%
2. Whitefish Lake	31	11.6%
3. Eagle Lake	16	6.0%
3. Lake Koocanusa	16	6.0%
5. Noxon Reservoir	11	4.1%

Total Montana Home Listings: 267

Largest Land Markets

1. Flathead Lake	\$41,777,550	35.8%
2. Whitefish Lake	\$12,134,000	10.4%
3. Little Bootjack Lake	\$8,500,000	7.3%
4. Bull Lake	\$4,359,000	3.7%
5. Lake Koocanusa	\$3,648,000	3.1%

Total Montana Land Market: \$116,770,650

Most Land Available

1. Flathead Lake	64	36.4%
2. Lake Koocanusa	12	6.8%
3. Noxon Reservoir	9	5.1%
4. Canyon Ferry Lake	6	3.4%
4. Holter Lake	6	3.4%

Total Montana Land Listings: 176

Average Home Price

1. Whitefish Lake	\$4,700,287
2. Flathead Lake	\$3,394,348
3. Eagle Lake	\$1,479,313

Average Land Price Per Acre

Listings of Less Than 10 Acres

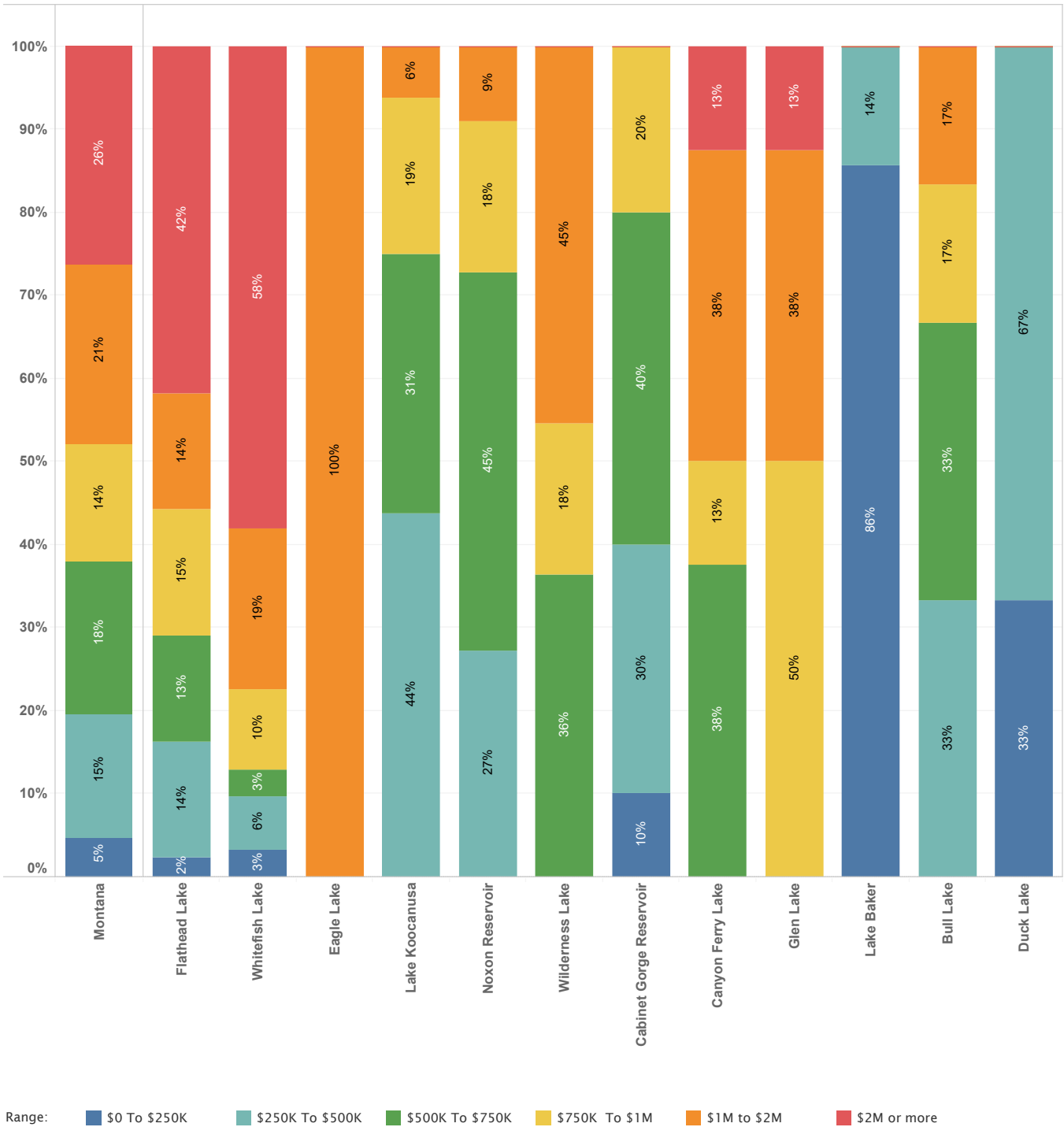
1. Flathead Lake	\$263,244
------------------	-----------

Listings of 10 Acres or More

1. Flathead Lake	\$73,148
------------------	----------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

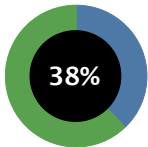
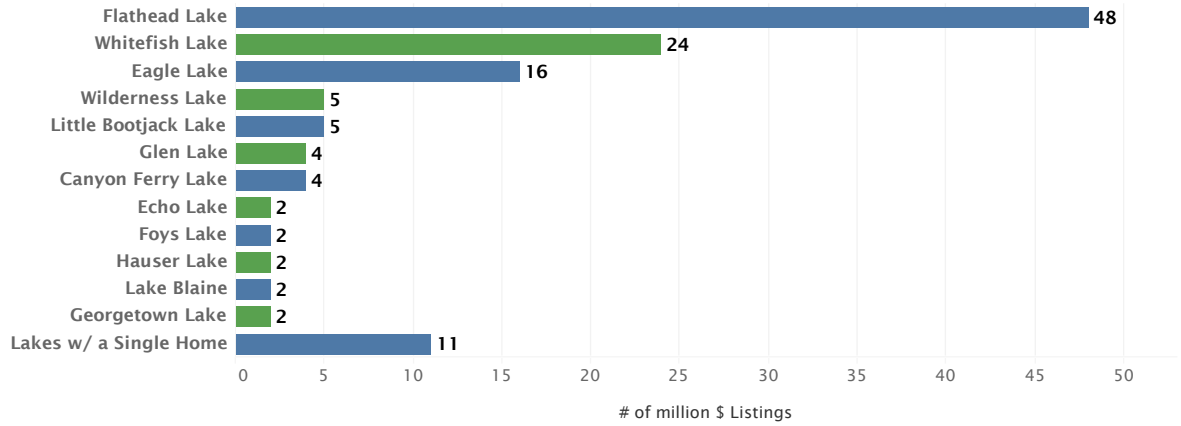
Price Breakdown by Percentage of Homes in the Montana Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2023Q4

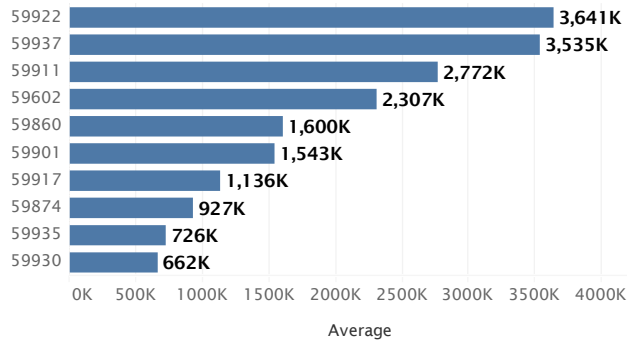


of \$1M+ Homes in Montana are on Flathead Lake

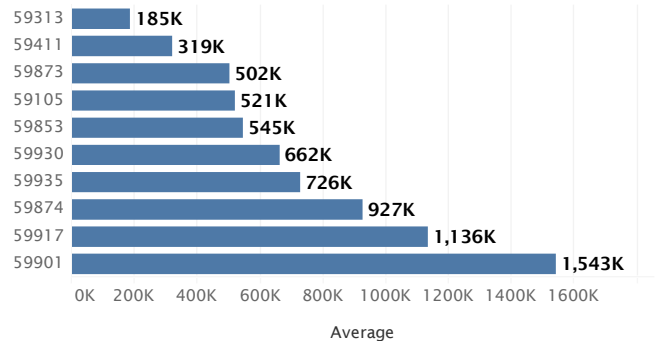
Total Number of \$1M+ Homes

127

Most Expensive ZIP Codes 2023Q4

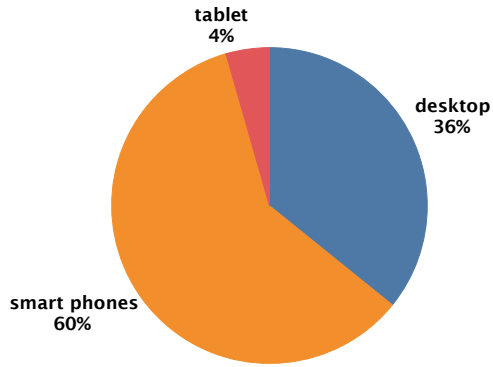


Most Affordable ZIP Codes 2023Q4

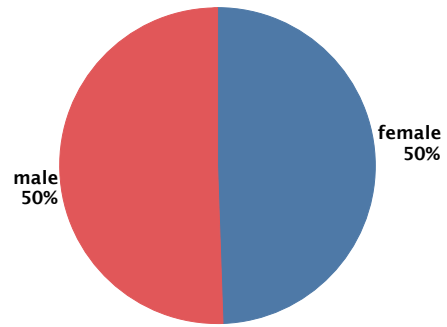


Who's Shopping Montana Lake Real Estate

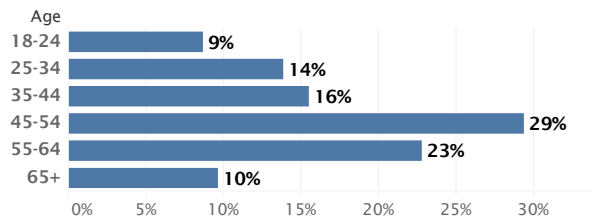
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

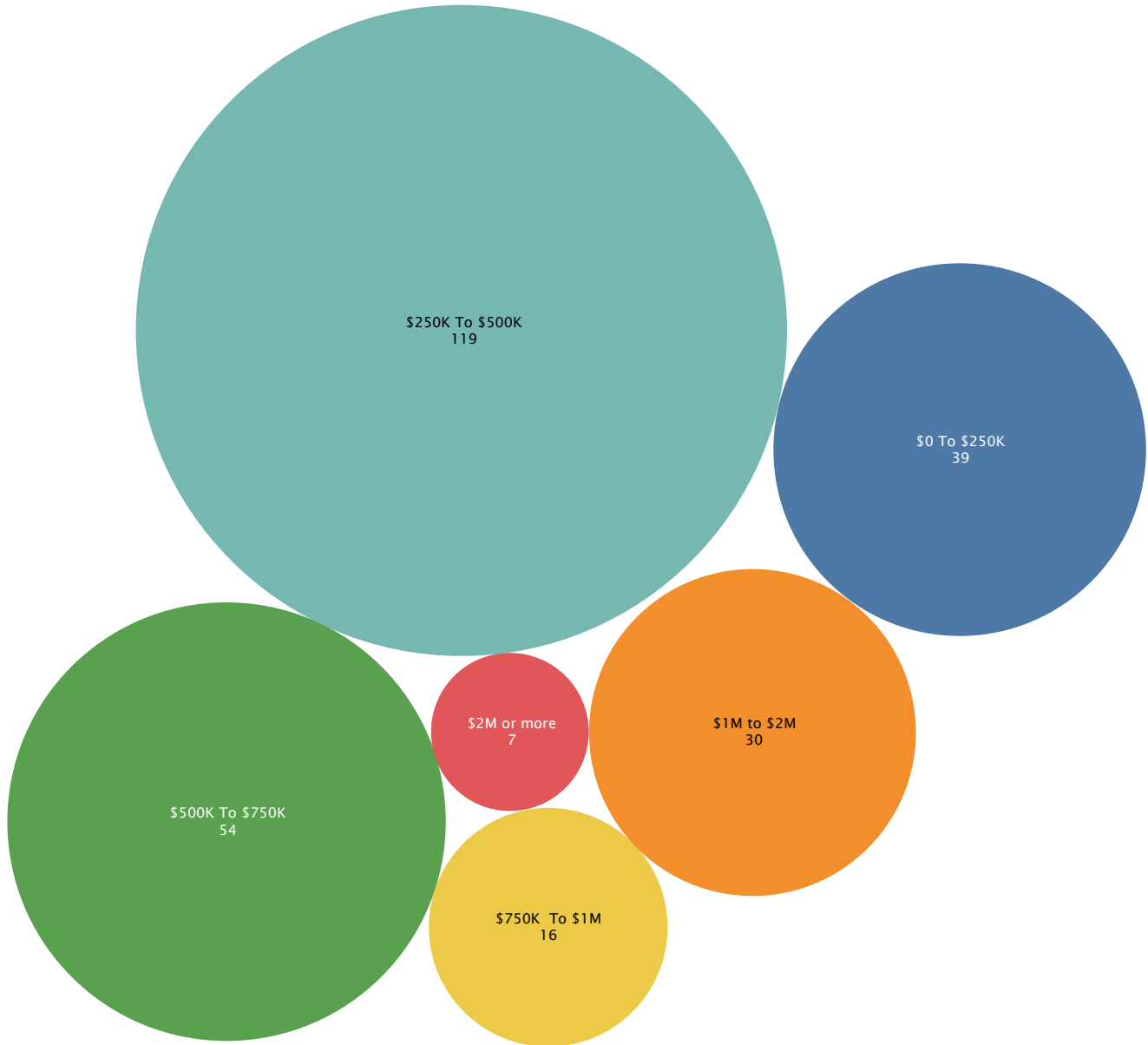
Number 2-10 metros are:

- Minneapolis, MN
- Boston, MA
- Chadron, NE
- Omaha, NE
- Kansas City, MO
- Springfield, MO
- St. Louis, MO
- Baltimore, MD
- Ogallala, NE



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2023Q4



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



Nebraska

The total Nebraska market fell from \$205 MM in fall 2023 to \$189 MM resulting in a \$16 MM decrease.

Largest Markets

1. Waterford Lake	\$26,241,331	13.9%
2. Newport Landing Lake	\$23,434,196	12.4%
3. Boys Town Reservoir Number 3	\$15,842,500	8.4%
4. Glenn Cunningham Lake	\$14,834,760	7.8%
5. Bluewater Lake	\$12,346,401	6.5%

Total Nebraska Market: \$189,105,149

Most Listings

1. Waterford Lake	77	13.0%
2. Beaver Lake	69	11.6%
3. Shadow Lake	68	11.4%
4. Ritz Lake	61	10.3%
5. Glenn Cunningham Lake	40	6.7%

Total Nebraska Listings: 594

Largest Home Markets

1. Waterford Lake	\$21,905,031	14.1%
2. Newport Landing Lake	\$21,862,196	14.0%
3. Glenn Cunningham Lake	\$14,595,360	9.4%
4. Boys Town Reservoir Number 3	\$13,388,000	8.6%
5. Bluewater Lake	\$11,971,401	7.7%

Total Nebraska Home Market: \$155,866,824

Most Homes Available

1. Waterford Lake	36	13.6%
2. Glenn Cunningham Lake	34	12.8%
3. Newport Landing Lake	19	7.2%
4. Zorinsky Lake	17	6.4%
5. Lake Galleria	16	6.0%

Total Nebraska Home Listings: 265

Largest Land Markets

1. Ritz Lake	\$7,196,000	21.6%
2. Waterford Lake	\$4,336,300	13.0%
3. Shadow Lake	\$4,288,076	12.9%
4. Eagle View Lake	\$3,694,000	11.1%
5. Boys Town Reservoir Number 3	\$2,454,500	7.4%

Total Nebraska Land Market: \$33,238,325

Most Land Available

1. Ritz Lake	58	17.6%
2. Beaver Lake	55	16.7%
3. Shadow Lake	54	16.4%
4. Waterford Lake	41	12.5%
5. Eagle View Lake	32	9.7%

Total Nebraska Land Listings: 329

Average Home Price

1. Bluewater Lake	\$1,197,140
2. Newport Landing Lake	\$1,150,642
3. Waterford Lake	\$608,473
4. Shadow Lake	\$493,355
5. Zorinsky Lake	\$490,759

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Boys Town Reservoir Number 3	\$632,603
2. Ritz Lake	\$336,663
3. Lake Galleria	\$280,053
4. Eagle View Lake	\$104,913
5. Mariposa Lake	\$86,528

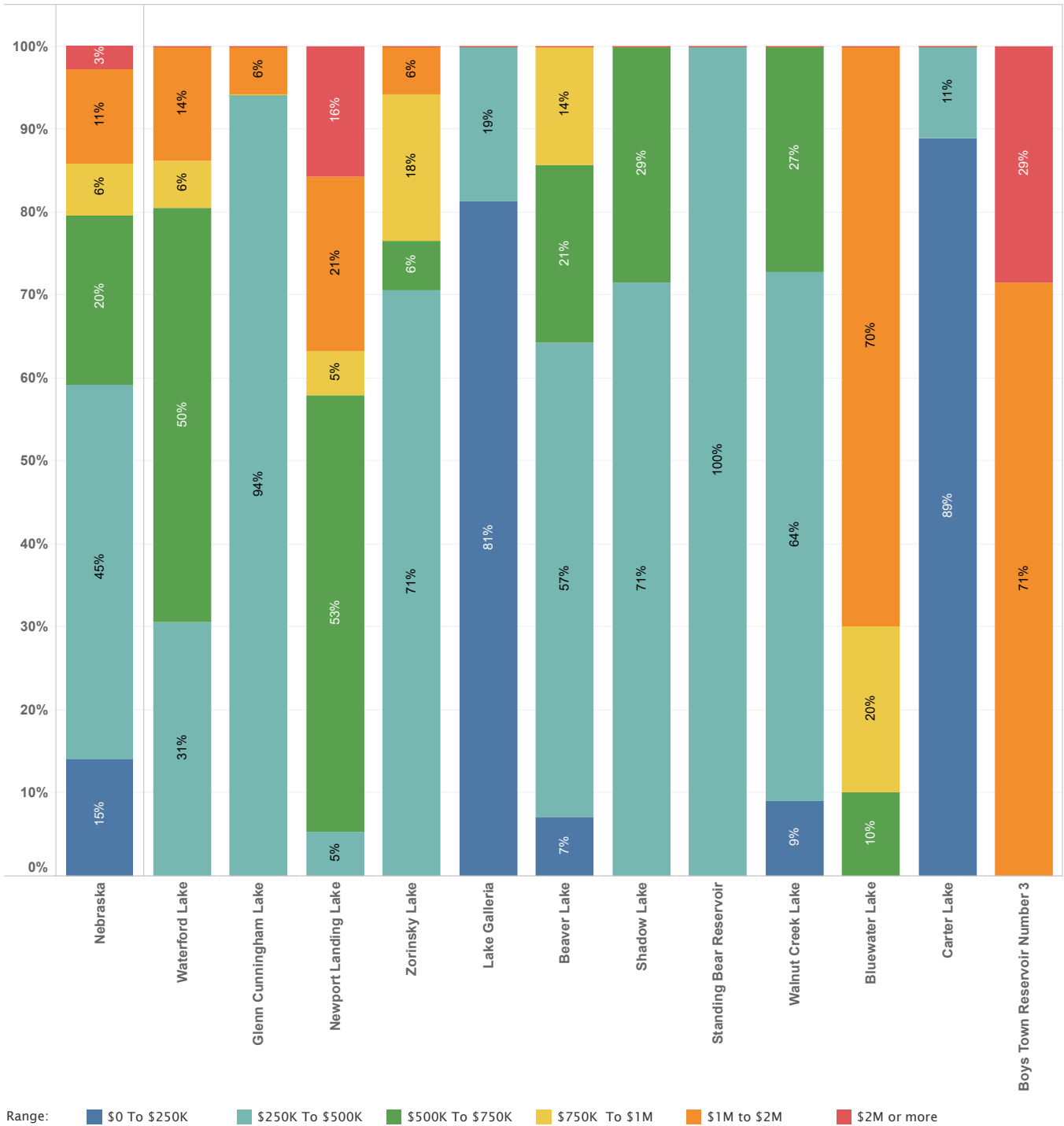
Listings of 10 Acres or More

**

** 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.

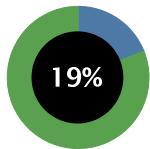
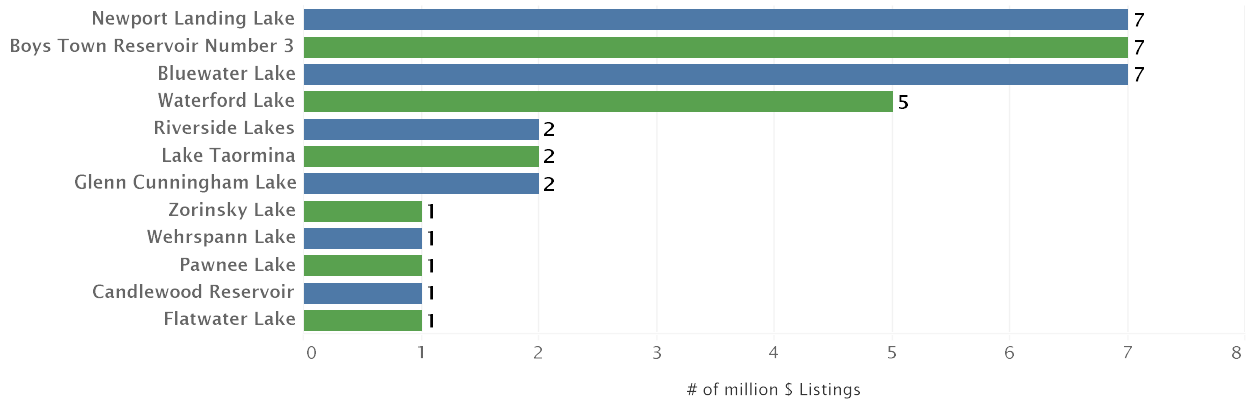
Price Breakdown by Percentage of Homes in the Nebraska Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2023Q4

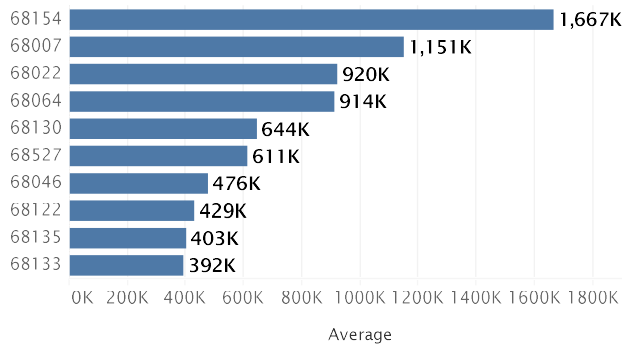


19% of \$1M+ Homes in Nebraska are on Bluewater Lake

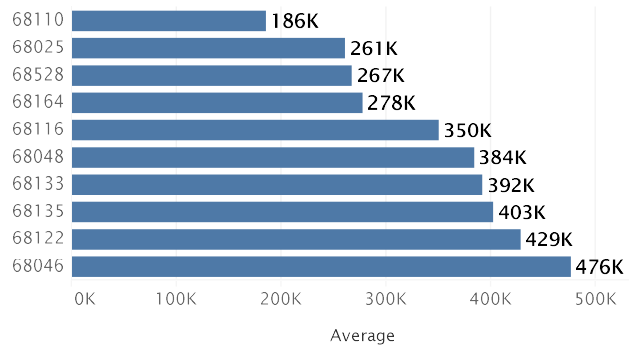
Total Number of \$1M+ Homes

37

Most Expensive ZIP Codes 2023Q4



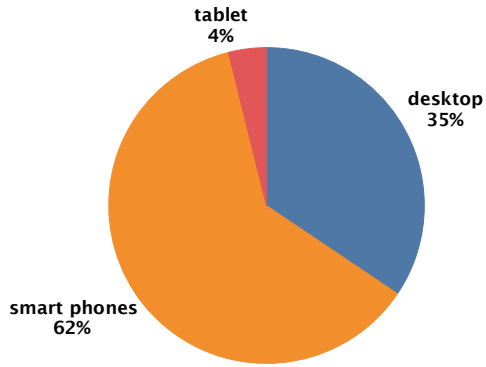
Most Affordable ZIP Codes 2023Q4



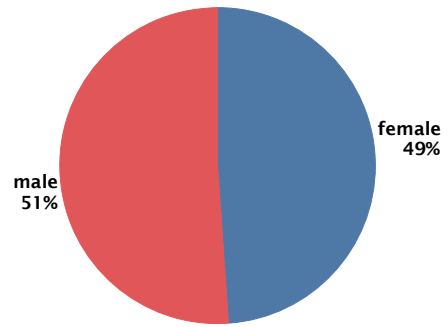
LAKE HOMES.[®]
REALTY.

Who's Shopping Nebraska Lake Real Estate

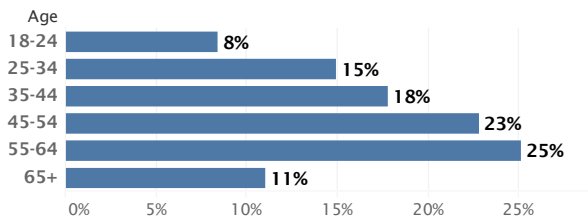
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

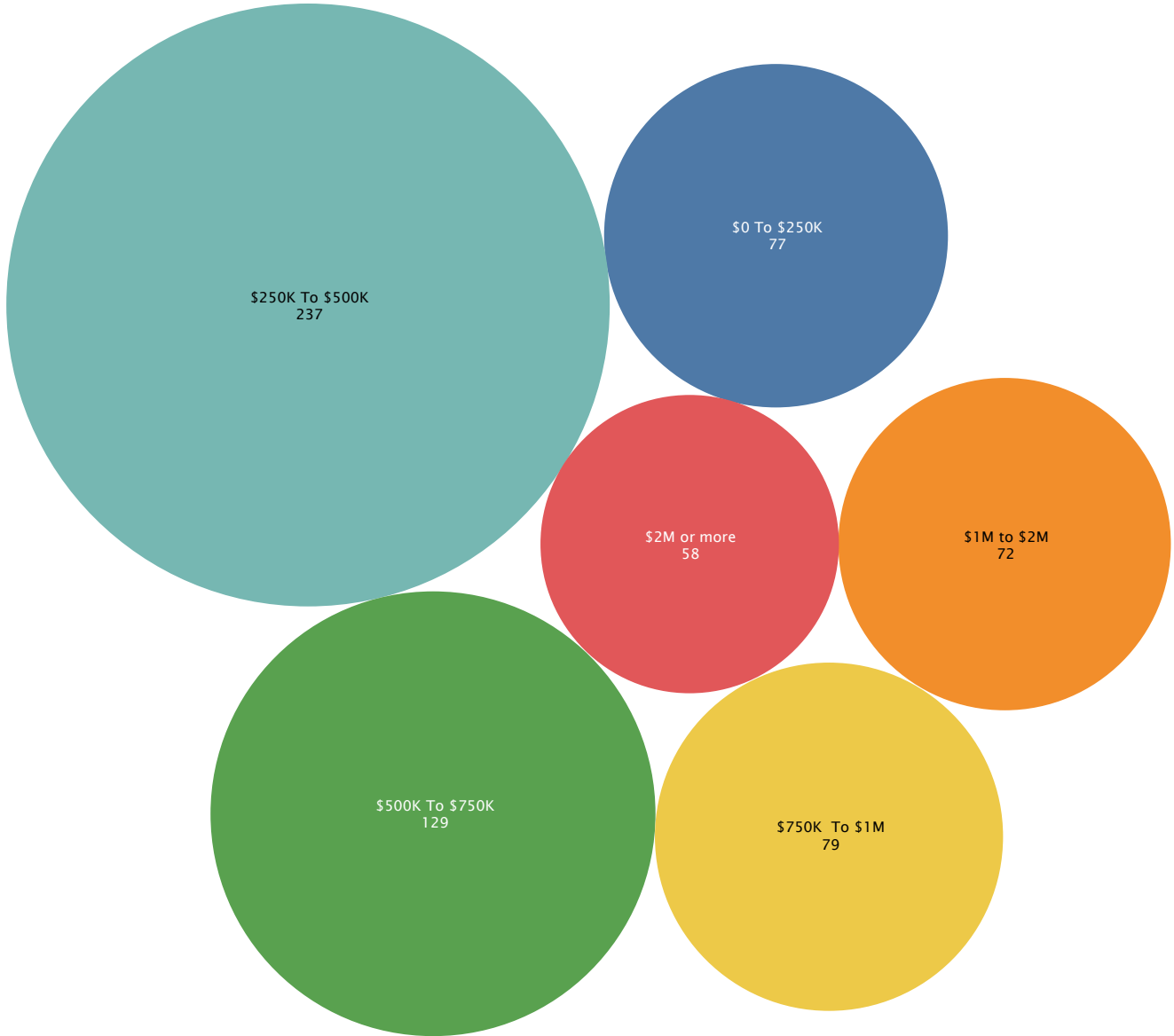
Number 2-10 metros are:

- Kansas City, MO
- Rice, MN
- Sullivan, MO
- Villa Grove, IL
- Hartford, WI
- Jacksonville, IL
- Minneapolis, MN
- Canton, IL
- Jerseyville, IL



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2023Q4



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



New Hampshire

The total New Hampshire market decreased from \$853 MM in fall 2023 to \$807 MM in winter 2023, a 6% fall.

Largest Markets

1. Lake Winnepesaukee	\$353,951,643	43.9%	6. Sunapee Lake	\$24,648,000	3.1%
2. Lake Winnisquam	\$37,275,887	4.6%	7. Newfound Lake	\$19,403,700	2.4%
3. Squam Lake	\$33,155,999	4.1%	8. South Mill Pond	\$18,693,000	2.3%
4. North Mill Pond	\$31,729,500	4.3%	9. Colcord Pond	\$11,488,900	1.4%
5. Little River Swamp	\$27,943,000	3.9%	10. Canobie Lake	\$10,227,600	1.4%

Total New Hampshire Market: \$806,661,261

Largest Home Markets

1. Lake Winnepesaukee	\$291,801,456	45.6%
2. Lake Winnisquam	\$32,628,387	5.1%
3. North Mill Pond	\$28,969,500	4.5%
4. Squam Lake	\$28,713,999	4.5%
5. Little River Swamp	\$23,443,000	3.7%
6. Newfound Lake	\$17,138,000	2.7%
7. Sunapee Lake	\$14,269,000	2.2%
8. South Mill Pond	\$10,168,000	1.6%
9. Meadow Pond	\$9,988,100	1.6%
10. Ossipee Lake	\$9,730,500	1.5%

Total New Hampshire Home Market: \$640,059,846

Largest Land Markets

1. Lake Winnepesaukee	\$31,397,788	41.9%
2. Sunapee Lake	\$6,410,000	8.5%
3. Little River Swamp	\$4,500,000	6.0%
4. Squam Lake	\$4,022,000	5.4%
5. Colcord Pond	\$2,150,000	2.9%
6. South Mill Pond	\$1,725,000	2.3%
7. Merrymeeting Lake	\$1,659,800	2.2%
8. Mascoma Lake	\$1,549,000	2.1%
9. Newfound Lake	\$1,415,700	1.9%
10. Forest Lake - Winchester	\$1,325,000	1.8%

Total New Hampshire Land Market: \$75,006,616

The total New Hampshire home market decreased from \$711 MM in fall 2023 to \$640 MM, an 11% fall.

Most Expensive Homes

1. Squam Lake	\$2,871,400
2. Lake Winnepesaukee	\$1,622,408

Most Affordable Homes

1. Lake Winnisquam	\$966,503
2. Sunapee Lake	\$1,189,083

Most Listings

1. Lake Winnepesaukee	250	27.0%	6. Ossipee Lake	20	2.3%
2. Lake Winnisquam	47	5.1%	7. Gould Pond	19	2.2%
3. Newfound Lake	32	3.5%	8. Eastman Pond	18	2.1%
4. North Mill Pond	26	3.6%	8. Little Pea Porridge Pond	18	2.1%
5. Squam Lake	21	2.3%	8. Opechee Bay Reservoir	18	2.5%
Total New Hampshire Listings:				927	

Most Homes Available

1. Lake Winnepesaukee	188	28.8%
2. Lake Winnisquam	37	5.7%
3. Newfound Lake	27	4.1%
4. North Mill Pond	23	3.5%
5. Ossipee Lake	15	2.3%
6. Meadow Pond	14	2.1%
7. Eastman Pond	13	2.0%
7. Opechee Bay Reservoir	13	2.0%
9. Lake Waukewan	12	1.8%
9. Sunapee Lake	12	1.8%

Total New Hampshire Home Listings:

652

Most Land Available

1. Lake Winnepesaukee	42	20.0%
2. Gould Pond	18	8.6%
3. Little Pea Porridge Pond	11	5.2%
4. Squam Lake	10	4.8%
5. Halfmoon Lake	6	2.9%
5. Little Squam Lake	6	2.9%
7. Eastman Pond	5	2.4%
7. Lower Mountain Lake	5	2.4%
7. Ossipee Lake	5	2.4%
10. Baxter Lake	4	1.9%

Total New Hampshire Land Listings:

210

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$338,300
2. Gould Pond	\$78,860
3. Little Pea Porridge Pond	\$73,705

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$46,289
-----------------------	----------

Most Affordable Land per Acre

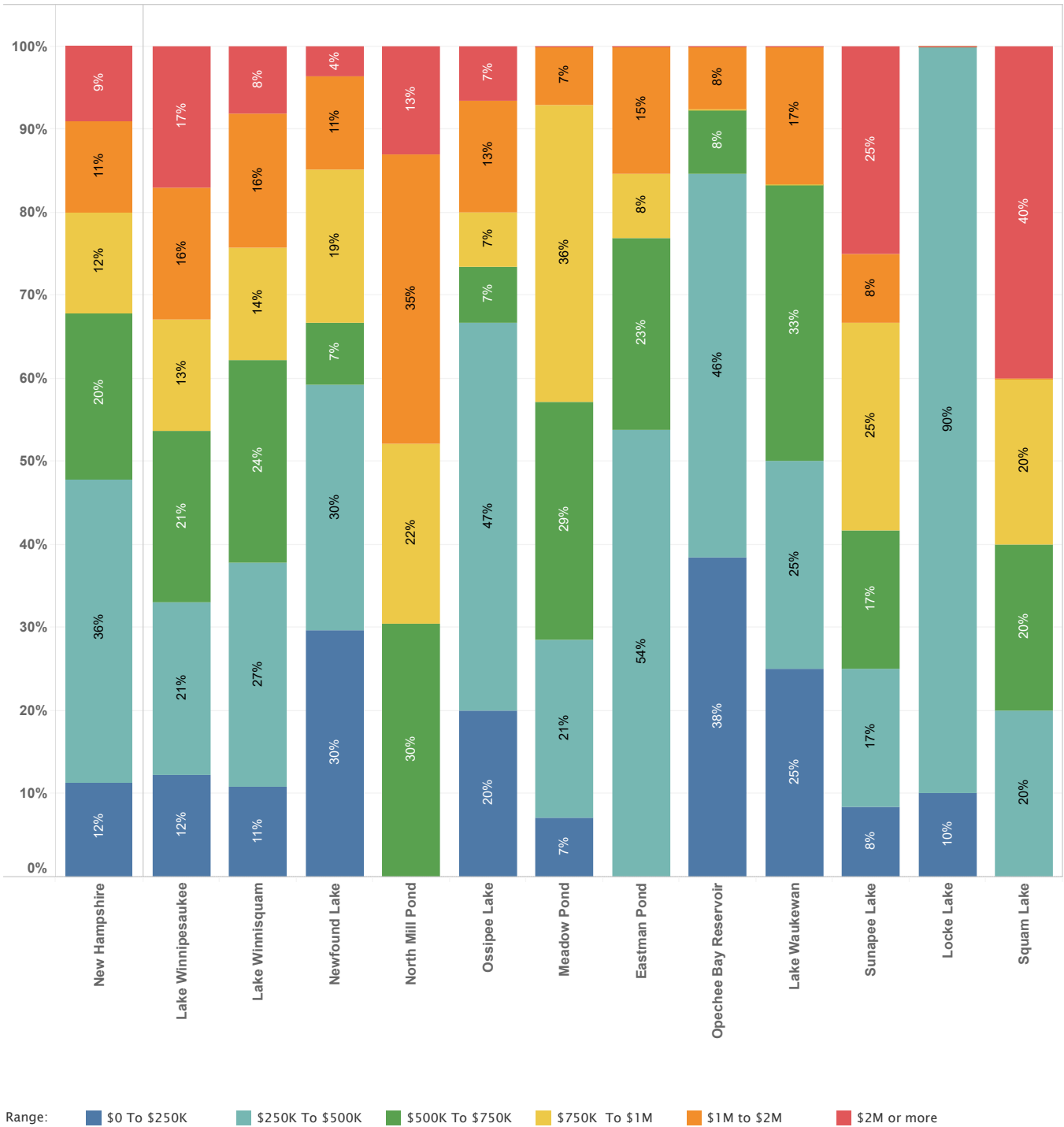
Listings of Less Than 10 Acres

1. Little Pea Porridge Pond	\$73,705
2. Gould Pond	\$78,860
3. Lake Winnepesaukee	\$338,300

Listings of 10 Acres or More

1. Squam Lake	\$10,463
---------------	----------

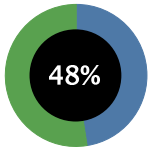
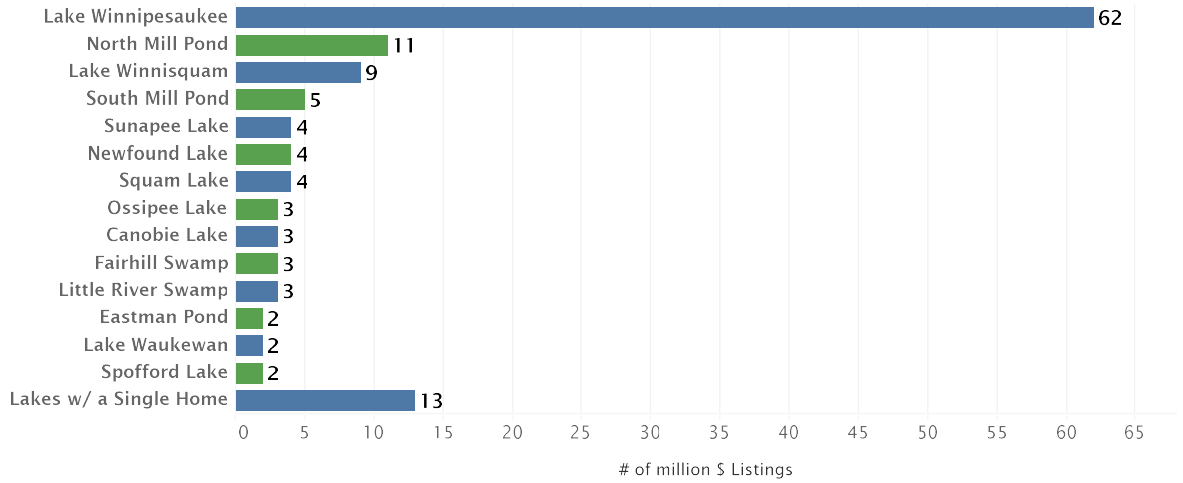
Price Breakdown by Percentage of Homes in the New Hampshire Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2023Q4

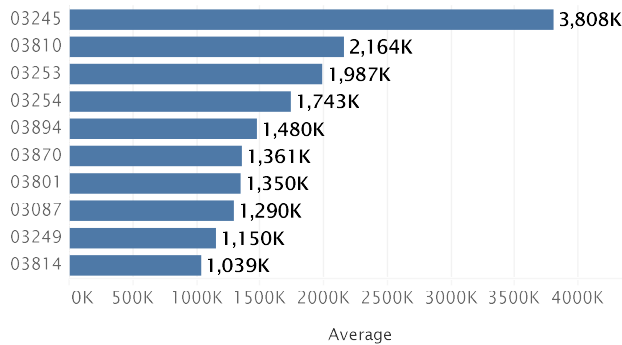


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

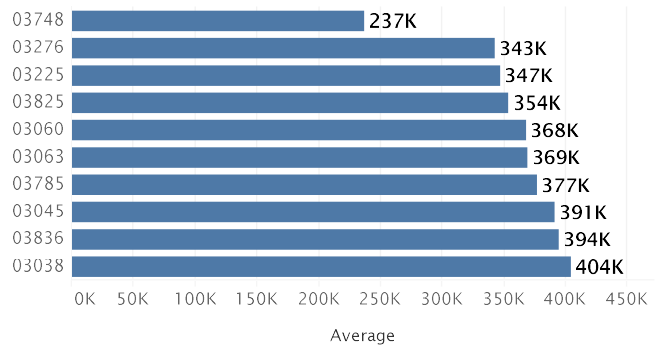
Total Number of \$1M+ Homes

130

Most Expensive ZIP Codes 2023Q4

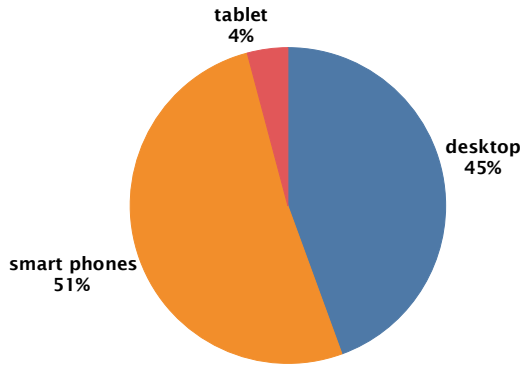


Most Affordable ZIP Codes 2023Q4

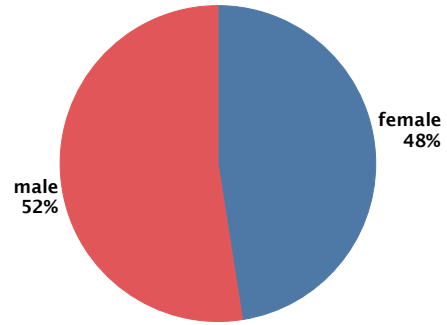


Who's Shopping New Hampshire Lake Real Estate

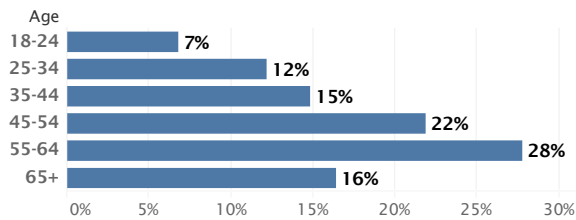
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Boston

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

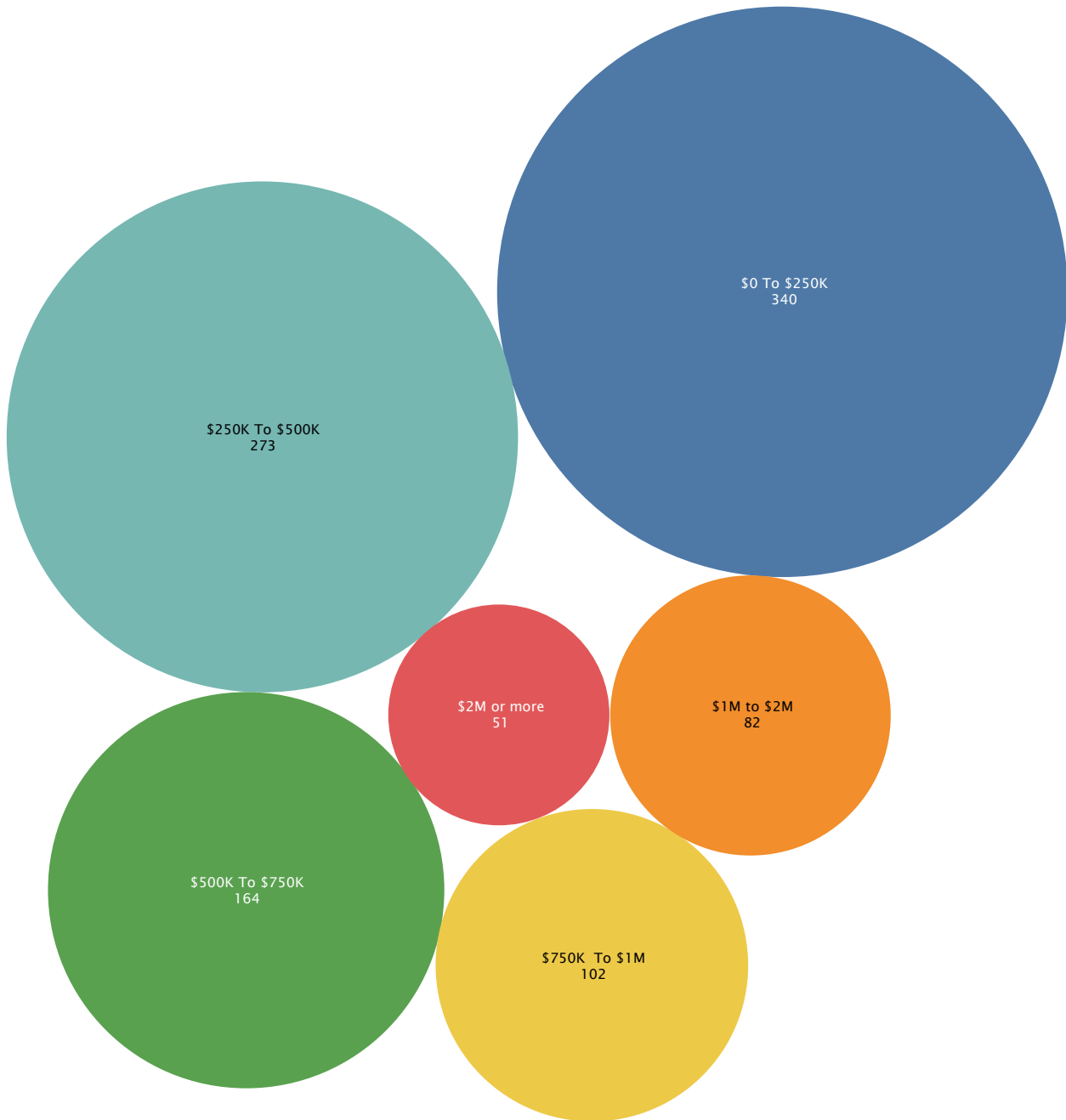
Number 2-10 metros are:

- Chicago, IL
- Lowell, MA
- Franklin, MA
- Worcester, MA
- Burlington, MA
- Haverhill, MA
- Woburn, MA
- Billerica, MA
- Peabody, MA



NEW YORK

Price Breakdown by Number of Homes in the New York Market 2023Q4



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



New York

The total New York market showed minimal changes from fall 2023 to winter 2023.

Largest Markets

1. Lake Champlain*	\$195,637,493	20.0%	6. Delaware River*	\$36,491,199	3.8%
2. Lake George	\$139,931,670	14.4%	7. Keuka Lake	\$36,300,998	3.7%
3. Skaneateles Lake	\$47,573,399	4.9%	8. Canandaigua Lake	\$33,398,474	3.4%
4. Lake Placid	\$44,521,999	4.6%	9. Oneida Lake	\$31,399,385	3.2%
5. Saratoga Lake	\$37,046,605	3.8%	10. Cayuga Lake	\$30,741,699	3.2%

Total New York Market: \$980,236,618

Largest Home Markets

1. Lake Champlain*	\$167,213,794	19.9%
2. Lake George	\$125,482,570	15.0%
3. Lake Placid	\$40,998,999	4.9%
4. Skaneateles Lake	\$40,753,499	4.9%
5. Keuka Lake	\$33,546,199	4.0%
6. Saratoga Lake	\$32,911,606	3.9%
7. Canandaigua Lake	\$32,275,274	3.8%
8. Delaware River*	\$31,761,499	3.8%
9. Oneida Lake	\$28,402,286	3.4%
10. Great Sacandaga Lake	\$24,158,199	2.9%

Total New York Home Market: \$838,720,682

Largest Land Markets

1. Lake Champlain*	\$17,957,800	13.7%
2. Lake George	\$14,449,100	11.0%
3. Lake Erie	\$11,520,000	8.8%
4. Seneca Lake	\$11,292,798	8.6%
5. Cayuga Lake	\$7,546,799	5.8%
6. Skaneateles Lake	\$6,819,900	5.2%
7. Lake Ontario	\$5,486,849	4.2%
8. Delaware River*	\$4,729,700	3.6%
9. Saratoga Lake	\$4,134,999	3.2%
10. Copake Lake	\$3,750,000	2.9%

Total New York Land Market: \$131,050,037

Most Expensive Homes

1. Upper Saranac Lake	\$1,898,913
2. Lake Placid	\$1,639,960

Most Affordable Homes

1. Cayuga Lake	\$642,150
2. Tupper Lake	\$710,981

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lake Champlain*	267	16.2%	6. Delaware River*	82	5.0%
2. Lake George	120	7.3%	7. Canandaigua Lake	64	3.9%
3. Lake Ontario	94	5.7%	8. Seneca Lake	63	3.8%
4. Great Sacandaga Lake	86	5.2%	9. Cayuga Lake	59	3.6%
5. Oneida Lake	84	5.1%	10. Mirror Lake	56	3.4%
Total New York Listings:				1,651	

Most Homes Available

1. Lake Champlain*	198	16.6%
2. Lake George	85	7.1%
3. Oneida Lake	64	5.4%
4. Delaware River*	62	5.2%
5. Great Sacandaga Lake	60	5.0%
6. Canandaigua Lake	54	4.5%
6. Mirror Lake	54	4.5%
8. Lake Ontario	52	4.4%
9. Saratoga Lake	38	3.2%
10. Cayuga Lake	37	3.1%

Total New York Home Listings: 1,193

Most Land Available

1. Lake Champlain*	59	13.2%
2. Lake Ontario	42	9.4%
3. Lake George	35	7.8%
4. Seneca Lake	27	6.0%
5. Great Sacandaga Lake	26	5.8%
6. Cayuga Lake	22	4.9%
7. Delaware River*	20	4.5%
7. Oneida Lake	20	4.5%
9. Keuka Lake	11	2.5%
10. Canandaigua Lake	10	2.2%

Total New York Land Listings: 448

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake George	\$275,419
2. Cayuga Lake	\$193,235
3. Seneca Lake	\$132,515
4. Canandaigua Lake	\$110,630
5. Lake Champlain	\$104,467
6. Oneida Lake	\$69,440
7. Lake Ontario	\$61,050
8. Great Sacandaga Lake	\$49,080

Listings of 10 Acres or More

1. Lake George	\$8,955
----------------	---------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

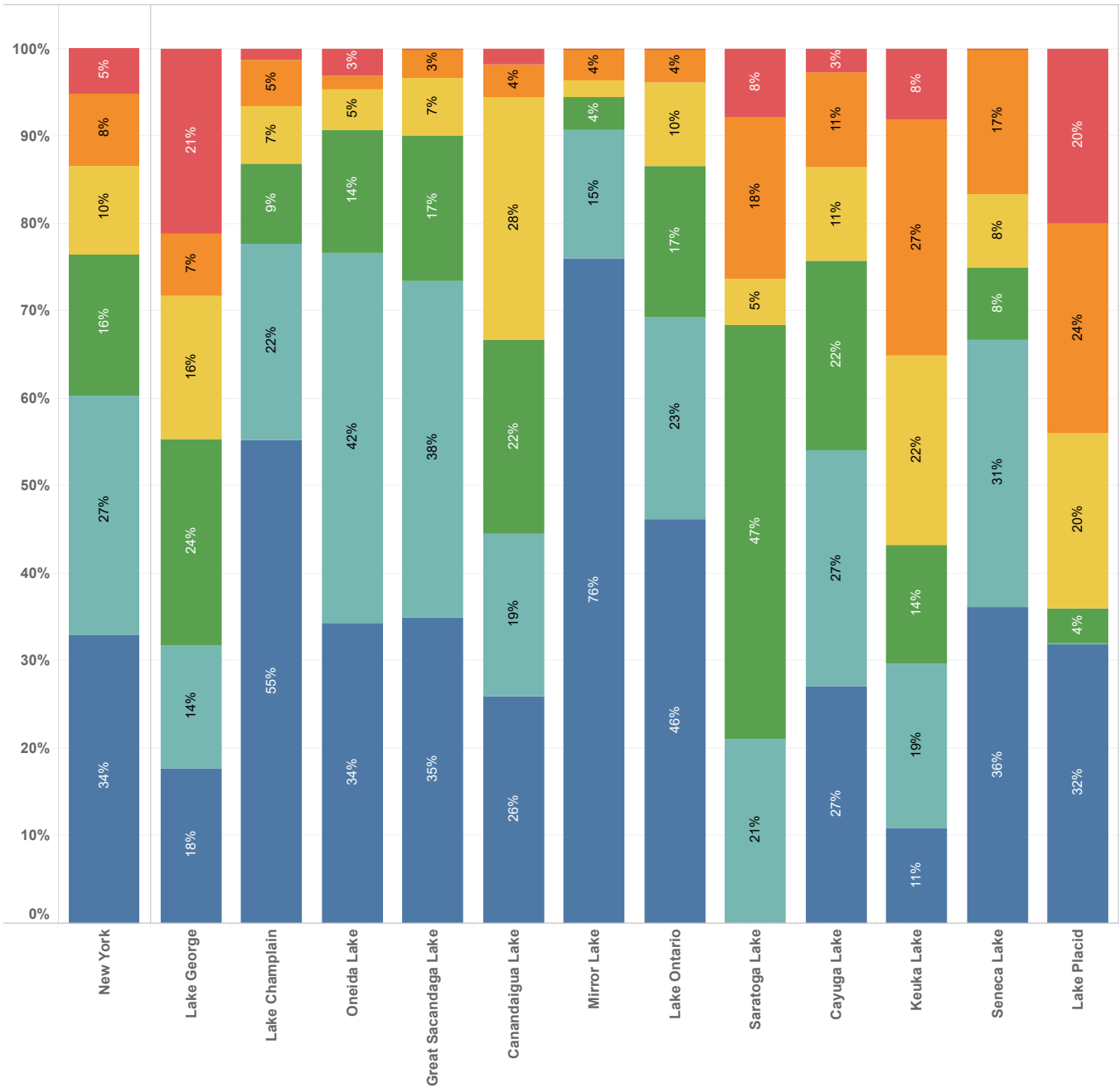
1. Great Sacandaga Lake	\$49,080
2. Lake Ontario	\$61,050
3. Oneida Lake	\$69,440
4. Lake Champlain	\$104,467
5. Canandaigua Lake	\$110,630
6. Seneca Lake	\$132,515
7. Cayuga Lake	\$193,235
8. Lake George	\$275,419

Listings of 10 Acres or More

1. Lake George	\$8,955
----------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the New York Market 2023Q4

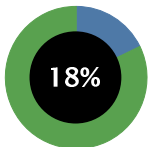
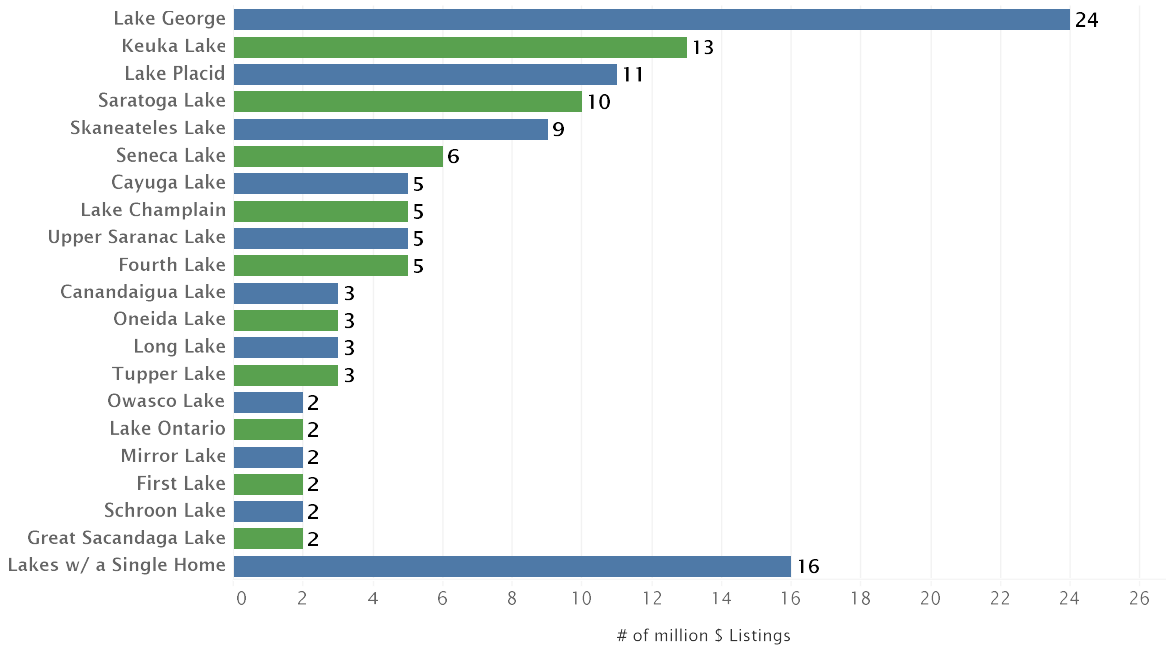


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2023Q4

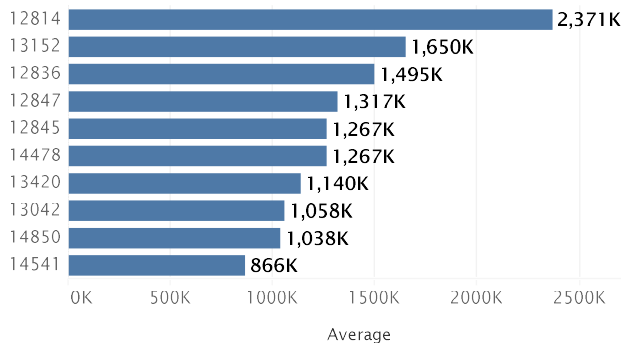


of \$1M+ Homes in New York are on Lake George

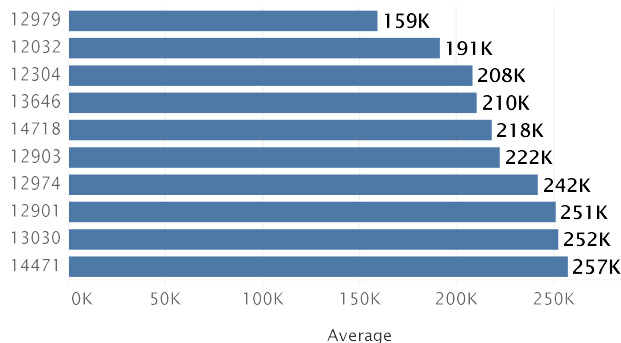
Total Number of \$1M+ Homes

133

Most Expensive ZIP Codes 2023Q4

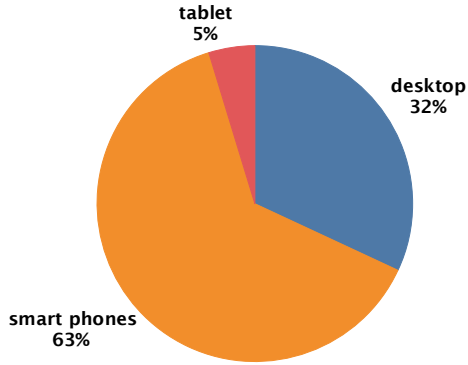


Most Affordable ZIP Codes 2023Q4

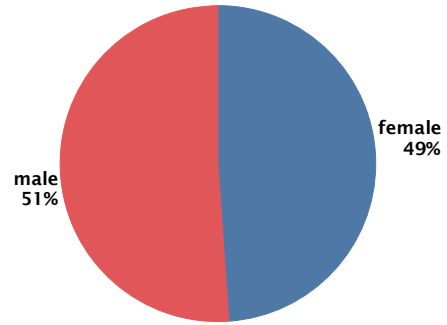


Who's Shopping New York Lake Real Estate

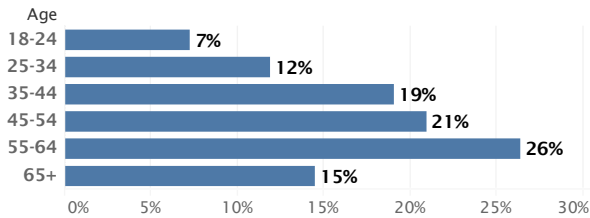
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Ashburn

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

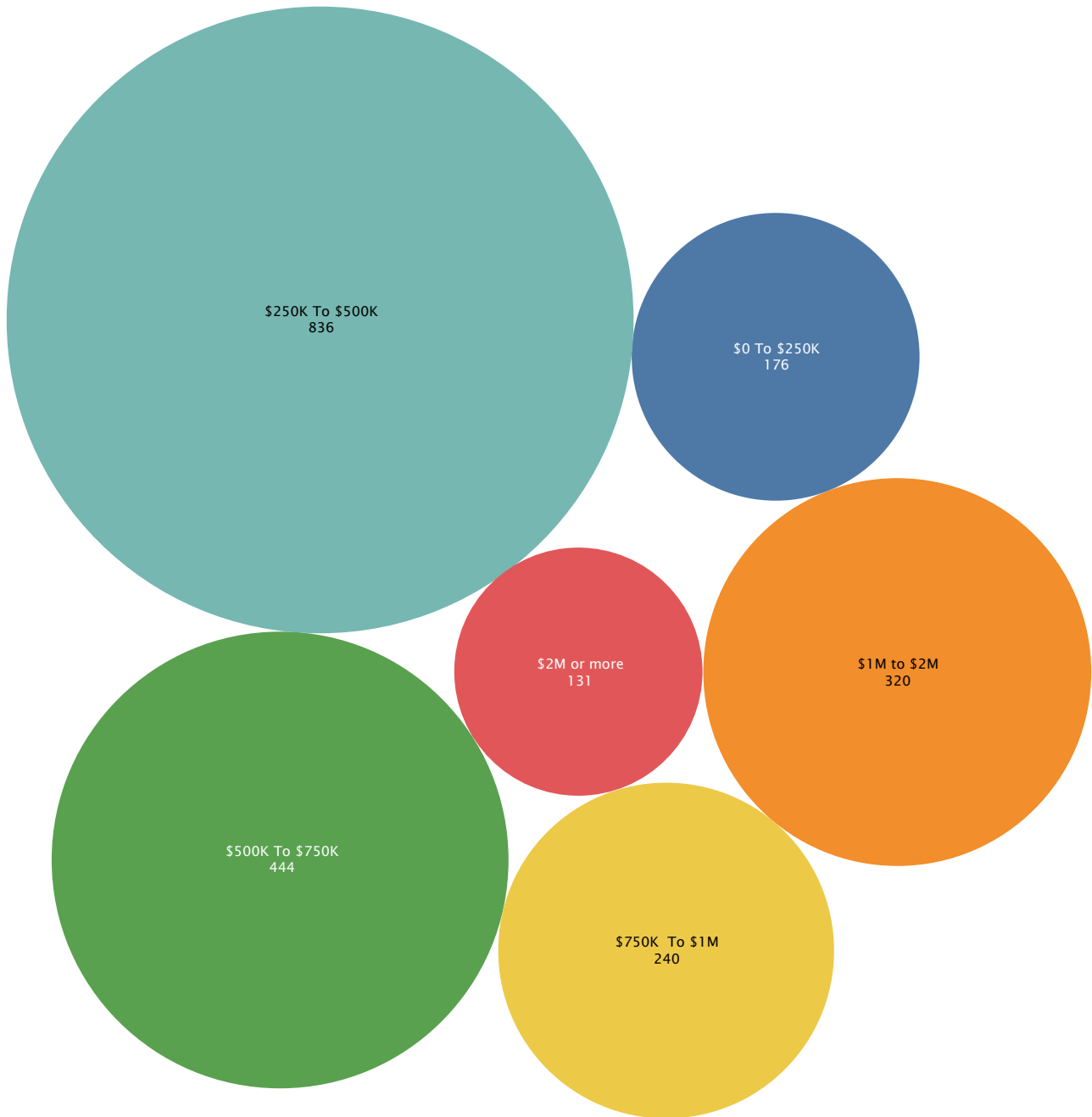
Number 2-10 metros are:

- Philadelphia, PA
- Hampton, VA
- Petersburg, VA
- Grand Ledge, MI
- Isle of Palms, SC
- Dallas, TX
- Slippery Rock, PA
- Three Rivers, MI
- Reston, VA



NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2023Q4



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



North Carolina

The total North Carolina market fell from \$2.57 BB in fall 2023 to \$2.5 BB in winter 2023 resulting in a \$70 MM decrease.

Largest Markets

1. Lake Norman	\$901,217,280	36.0%	6. Lake Hickory	\$75,065,184	3.0%
2. Lake Wylie*	\$363,718,841	14.5%	7. Lake Toxaway	\$66,157,600	2.6%
3. Jordan Lake	\$118,665,548	4.7%	8. High Rock Lake	\$64,303,938	2.6%
4. Lake Gaston*	\$95,285,026	3.8%	9. Falls Lake	\$61,297,725	2.4%
5. Chatuge Lake*	\$88,263,735	3.5%	10. Lake Lure	\$51,427,515	2.1%

Total North Carolina Market: \$2,505,399,827

Largest Home Markets

1. Lake Norman	\$733,280,213	37.6%
2. Lake Wylie*	\$289,936,843	14.9%
3. Jordan Lake	\$79,704,736	4.1%
4. Chatuge Lake*	\$67,225,599	3.4%
5. Lake Hickory	\$59,733,596	3.1%
6. Lake Gaston*	\$57,695,577	3.0%
7. Falls Lake	\$56,309,725	2.9%
8. High Rock Lake	\$47,798,117	2.5%
9. Lake Toxaway	\$43,913,000	2.3%
10. Lake Lure	\$40,174,200	2.1%

Total North Carolina Home Market: \$1,949,511,172

Largest Land Markets

1. Lake Norman	\$167,937,067	30.2%
2. Lake Wylie*	\$73,781,998	13.3%
3. Jordan Lake	\$38,960,812	7.0%
4. Lake Gaston*	\$37,589,449	6.8%
5. Lake Mackintosh	\$27,016,550	4.9%
6. Lake Toxaway	\$22,244,600	4.0%
7. Chatuge Lake*	\$21,038,136	3.8%
8. High Rock Lake	\$16,505,821	3.0%
9. Lake Rhodhiss	\$16,303,148	2.9%
10. Lake Hickory	\$15,331,588	2.8%

Total North Carolina Land Market: \$555,888,655

On Jordan Lake, 62% of homes are valued at \$1M or more.

Most Expensive Homes

1. Lake Toxaway	\$2,439,611
2. Falls Lake	\$1,597,449

Most Affordable Homes

1. Lake Davidson	\$892,283
2. Lake Lure	\$892,760

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lake Norman	981	21.5%	6. High Rock Lake	226	5.0%
2. Lake Wylie*	504	11.1%	7. Lake Rhodhiss	181	4.0%
3. Lake Hickory	299	6.6%	8. Lake Lure	170	3.7%
4. Lake Gaston*	282	6.2%	9. Chatuge Lake*	148	3.3%
5. Lake Royale	239	5.2%	10. Lake Tillery	129	2.8%
Total North Carolina Listings:				4,553	

Most Homes Available

1. Lake Norman	744	31.0%
2. Lake Wylie*	387	16.1%
3. Lake Hickory	122	5.1%
4. High Rock Lake	86	3.6%
5. Lake Gaston*	85	3.5%
6. Lake Royale	65	2.7%
6. Oak Hollow Lake	65	2.7%
8. Chatuge Lake*	64	2.7%
8. Jordan Lake	64	2.7%
10. Badin Lake	59	2.5%

Total North Carolina Home Listings: 2,398

Most Land Available

1. Lake Norman	237	11.0%
2. Lake Gaston*	197	9.1%
3. Lake Hickory	177	8.2%
4. Lake Royale	174	8.1%
5. Lake Rhodhiss	171	7.9%
6. High Rock Lake	140	6.5%
7. Lake Lure	125	5.8%
8. Lake Wylie*	117	5.4%
9. Chatuge Lake*	84	3.9%
10. Lake Tillery	80	3.7%

Total North Carolina Land Listings: 2,155

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Norman	\$325,323
2. Lake Junaluska	\$170,172
3. Lake Gaston	\$148,318
4. Lake Toxaway	\$140,648
5. Jordan Lake	\$133,860
6. Lake Wylie	\$131,054
7. Lake Royale	\$103,117
8. Lake Tillery	\$101,273

Listings of 10 Acres or More

1. Lake Toxaway	\$110,472
-----------------	-----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

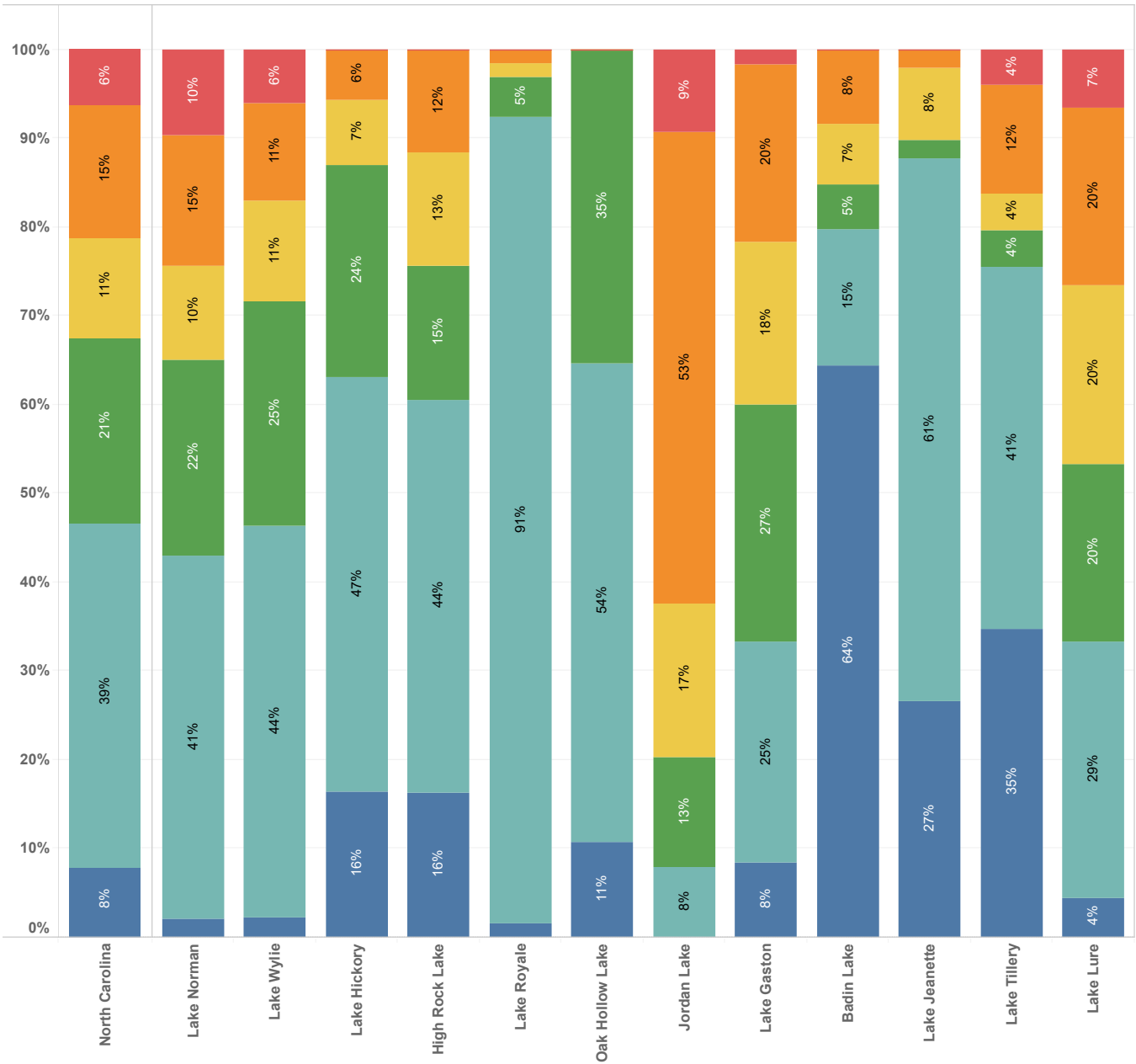
1. Hidden Lake - Nebo	\$13,095
2. Hickory Nut Lower Lake	\$23,270
3. Hickory Nut Upper Lake	\$26,710
4. Blewett Falls Lake	\$26,811
5. Lake Lookout	\$32,421
6. High Rock Lake	\$42,372
7. Lake Adger	\$46,611
8. Bear Creek Lake	\$52,325

Listings of 10 Acres or More

1. High Rock Lake	\$12,244
-------------------	----------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the North Carolina Market 2023Q4

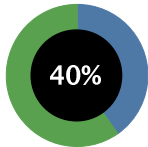
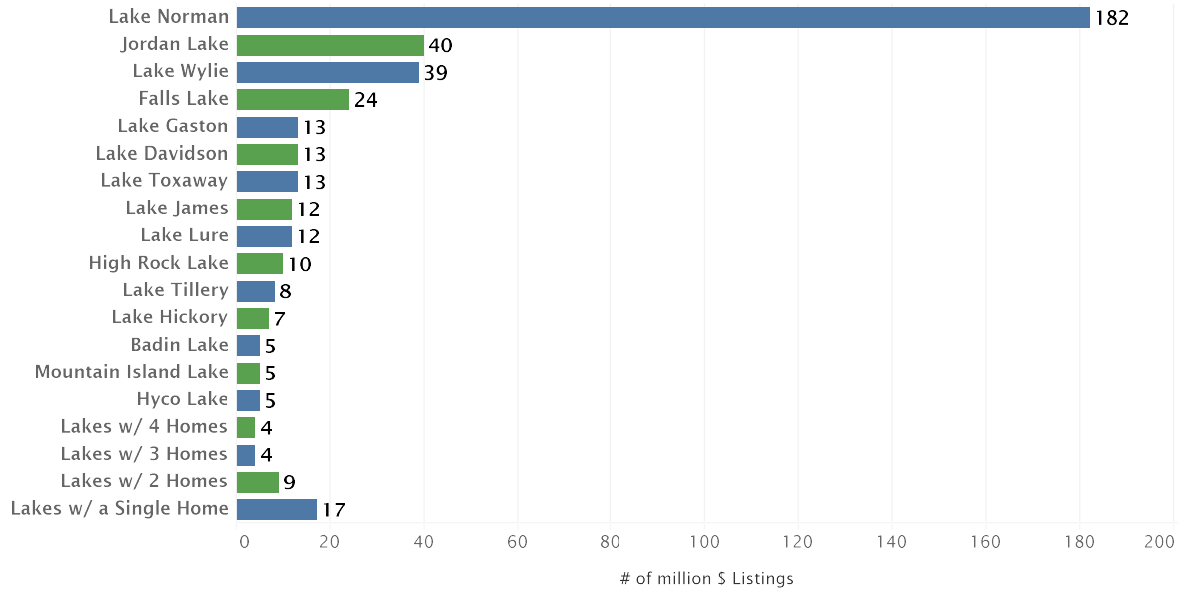


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2023Q4

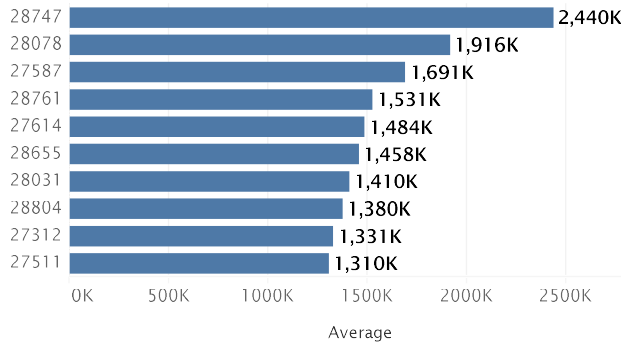


of \$1M+ Homes in North Carolina are on Lake Norman

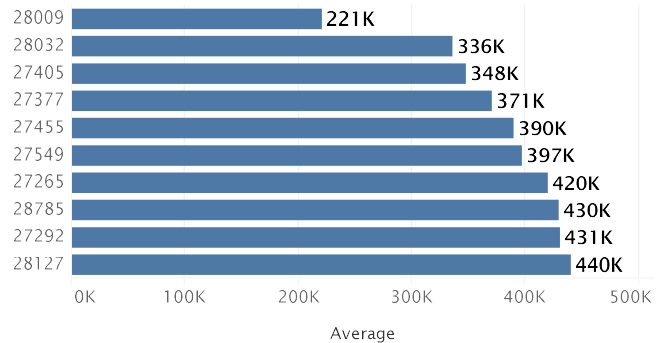
Total Number of \$1M+ Homes

451

Most Expensive ZIP Codes 2023Q4

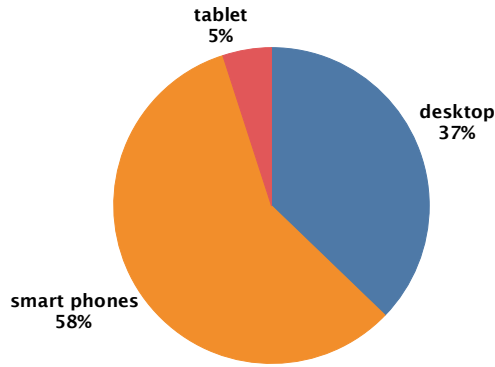


Most Affordable ZIP Codes 2023Q4

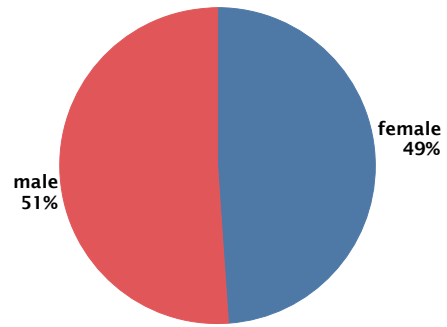


Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2023Q4



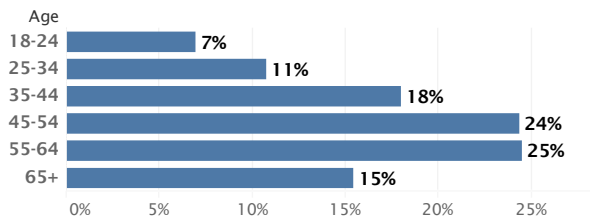
Male/Female Visitors 2023Q4



(not set)

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

What Age Groups are Shopping 2023Q4



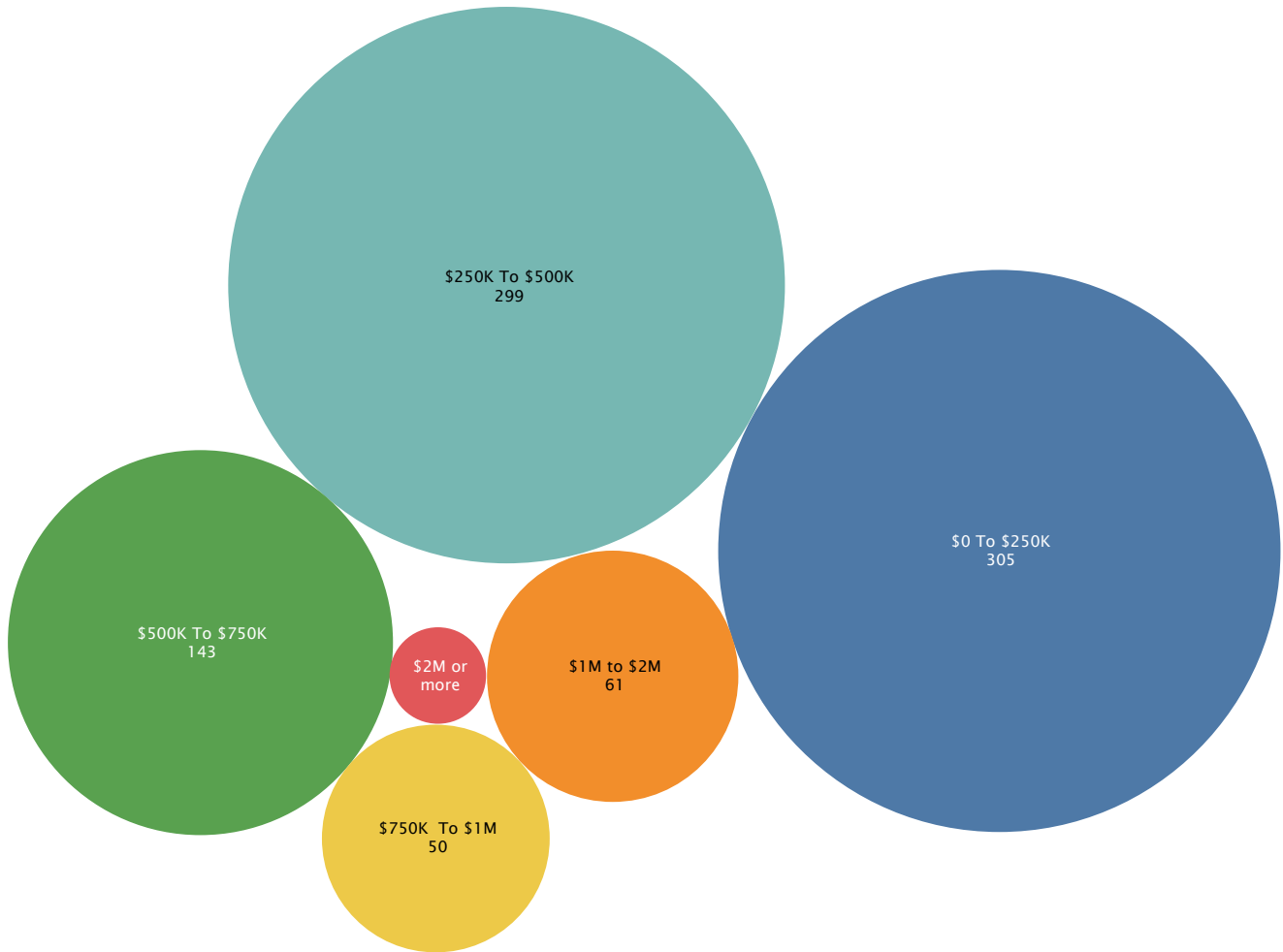
Number 2-10 metros are:

- New York, NY
- Reston, VA
- (not set), VA
- Virginia Beach, VA
- (not set), PA
- Philadelphia, PA
- Roanoke, VA
- (not set), SC
- Ashburn, VA



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2023Q4



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



Oklahoma

The total Oklahoma market rose \$69 MM (+8%) since the fall 2023 report.

Largest Markets

1. Grand Lake	\$281,169,037	30.7%	6. Lake Hudson	\$31,293,154	3.4%
2. Lake Texoma*	\$230,439,658	25.2%	7. Oologah Lake	\$28,948,864	3.2%
3. Lake Eufaula	\$127,084,091	13.9%	8. Keystone Lake	\$28,334,636	3.1%
4. Skiatook Lake	\$42,193,400	4.6%	9. Tenkiller Lake	\$20,426,902	2.2%
5. Fort Gibson Lake	\$37,065,025	4.1%	10. Broken Bow Lake	\$15,374,400	1.8%
Total Oklahoma Market:				\$915,117,508	

Largest Home Markets

1. Lake Texoma*	\$116,182,299	24.0%
2. Grand Lake	\$115,522,359	23.9%
3. Lake Eufaula	\$84,381,597	17.4%
4. Fort Gibson Lake	\$25,972,205	5.4%
5. Skiatook Lake	\$25,094,985	5.2%
6. Lake Hudson	\$19,313,295	4.0%
7. Keystone Lake	\$17,078,436	3.5%
8. Oologah Lake	\$16,377,300	3.4%
9. Tenkiller Lake	\$13,002,400	2.7%
10. Broken Bow Lake	\$12,613,100	2.6%

Total Oklahoma Home Market:

\$484,236,199

Largest Land Markets

1. Grand Lake	\$148,549,678	40.2%
2. Lake Texoma*	\$104,782,459	28.3%
3. Lake Eufaula	\$36,931,694	10.0%
4. Skiatook Lake	\$16,554,415	4.5%
5. Oologah Lake	\$11,412,564	3.1%
6. Lake Hudson	\$8,185,359	2.2%
7. Keystone Lake	\$6,528,300	1.8%
8. Tenkiller Lake	\$5,035,102	1.4%
9. Arbuckle Lake	\$4,710,600	1.3%
10. Okmulgee Lake	\$4,142,000	1.1%

Total Oklahoma Land Market:

\$369,878,110

Lake Texoma has reclaimed the #1 spot on the Largest Home Markets list which was previously held by Grand Lake on the fall 2023 report.

Most Expensive Homes

1. Broken Bow Lake	\$741,947
2. Grand Lake	\$708,061

Most Affordable Homes

1. Oologah Lake	\$497,706
2. Lake Eufaula	\$508,570

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lake Eufaula	520	23.0%	6. Tenkiller Lake	107	4.7%
2. Lake Texoma*	515	22.8%	7. Lake Hudson	102	4.5%
3. Grand Lake	317	14.0%	8. Fort Gibson Lake	99	4.4%
4. Skiatook Lake	134	5.9%	9. Oologah Lake	90	4.0%
5. Keystone Lake	122	5.4%	10. Arbuckle Lake	41	1.8%
Total Oklahoma Listings:				2,261	

Most Homes Available

1. Lake Texoma*	202	20.5%
2. Lake Eufaula	193	19.6%
3. Grand Lake	172	17.5%
4. Keystone Lake	55	5.6%
4. Skiatook Lake	55	5.6%
6. Lake Hudson	53	5.4%
7. Fort Gibson Lake	52	5.3%
8. Tenkiller Lake	38	3.9%
9. Oologah Lake	35	3.6%
10. Lake Claremore	19	1.9%
Total Oklahoma Home Listings: 984		

Most Land Available

1. Lake Eufaula	310	26.3%
2. Lake Texoma*	301	25.6%
3. Grand Lake	133	11.3%
4. Skiatook Lake	77	6.5%
5. Tenkiller Lake	62	5.3%
6. Keystone Lake	56	4.8%
7. Oologah Lake	52	4.4%
8. Lake Hudson	44	3.7%
9. Fort Gibson Lake	32	2.7%
10. Arbuckle Lake	20	1.7%
Total Oklahoma Land Listings: 1,178		

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Grand Lake	\$124,183
2. Lake Texoma	\$108,132
3. Lake Eufaula	\$86,583
4. Skiatook Lake	\$57,069
5. Tenkiller Lake	\$54,483
6. Lake Hudson	\$47,824
7. Sardis Lake	\$37,549
8. Arbuckle Lake	\$32,537

Listings of 10 Acres or More

1. Grand Lake	\$82,248
---------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

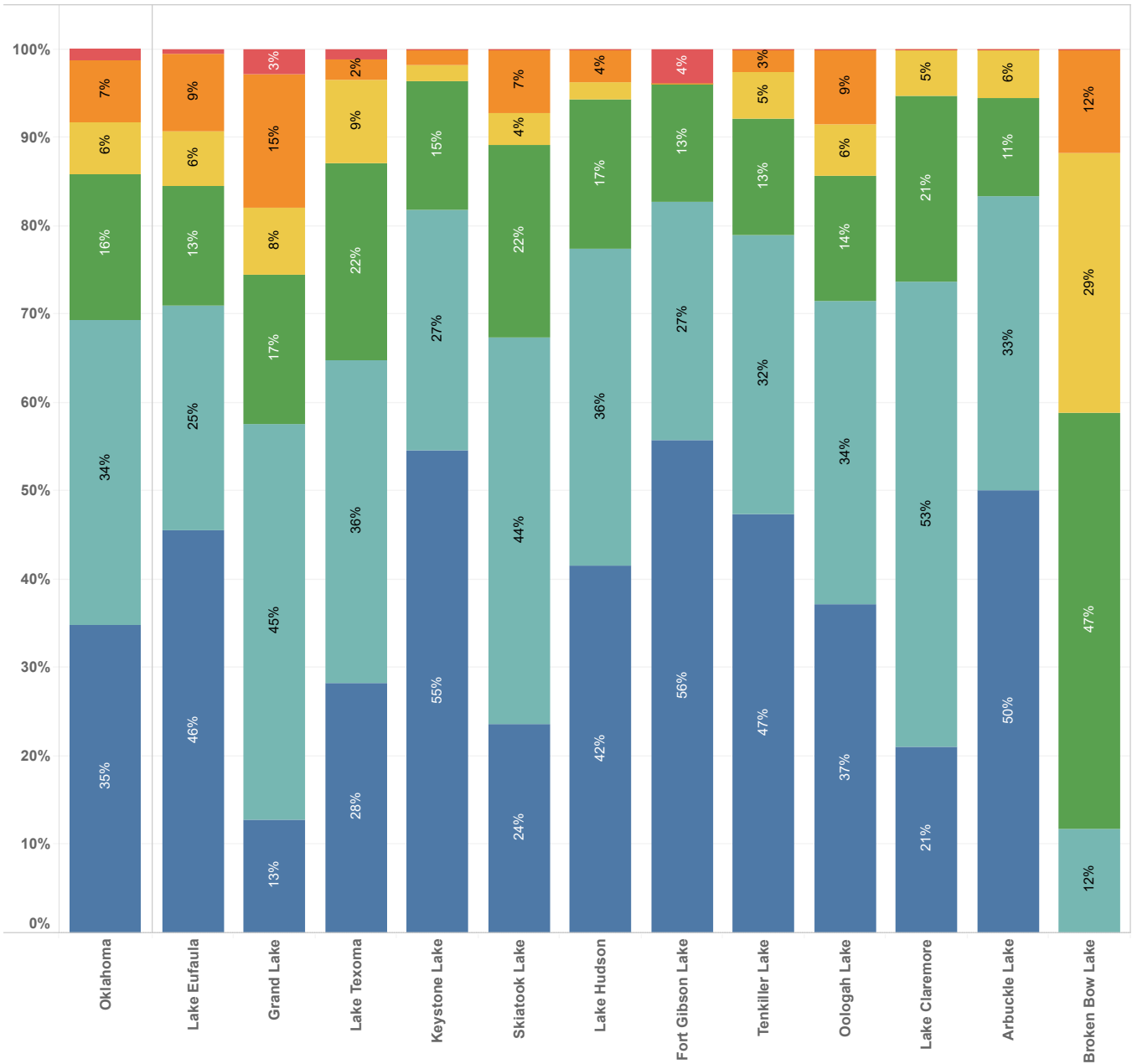
1. Birch Lake	\$10,746
2. Fort Gibson Lake	\$21,928
3. Oologah Lake	\$23,051
4. Copan Lake	\$27,490
5. Keystone Lake	\$29,298
6. Arbuckle Lake	\$32,537
7. Sardis Lake	\$37,549
8. Lake Hudson	\$47,824

Listings of 10 Acres or More

1. Tenkiller Lake	\$4,497
-------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Oklahoma Market 2023Q4

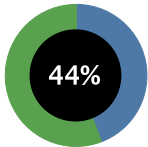
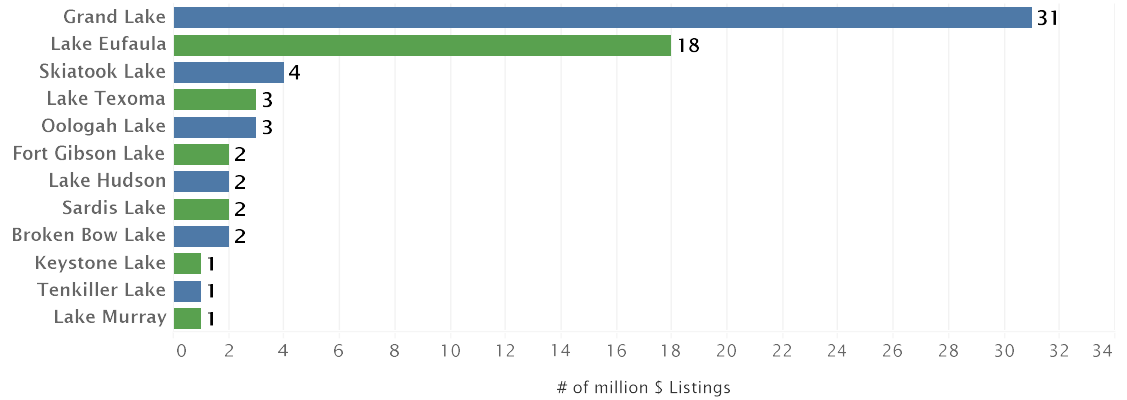


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2023Q4

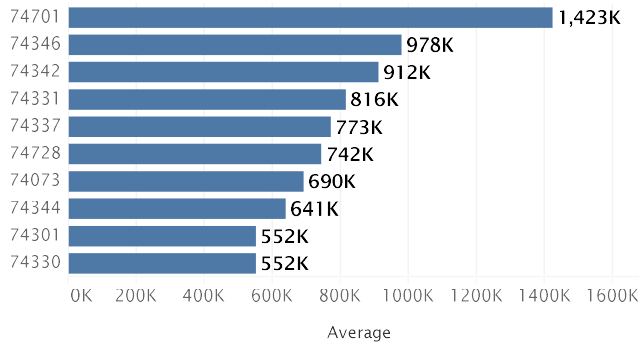


44% of \$1M+ Homes in Oklahoma are on Grand Lake

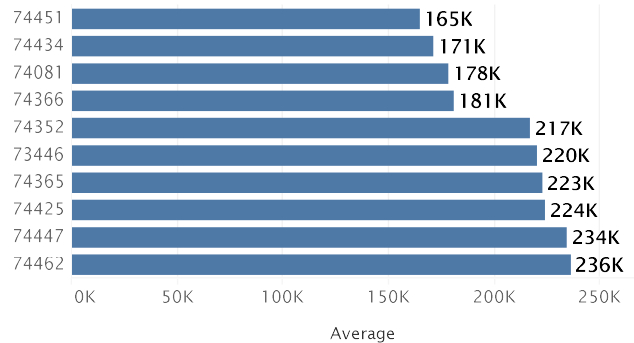
Total Number of \$1M+ Homes

70

Most Expensive ZIP Codes 2023Q4

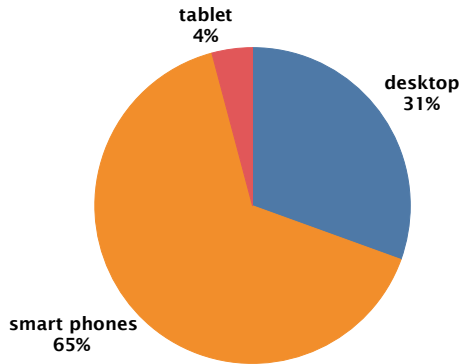


Most Affordable ZIP Codes 2023Q4

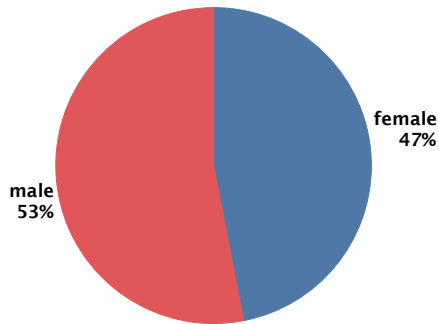


Who's Shopping Oklahoma Lake Real Estate

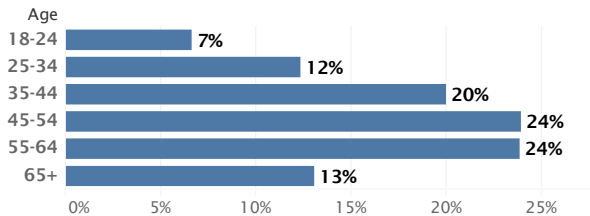
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Dallas

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

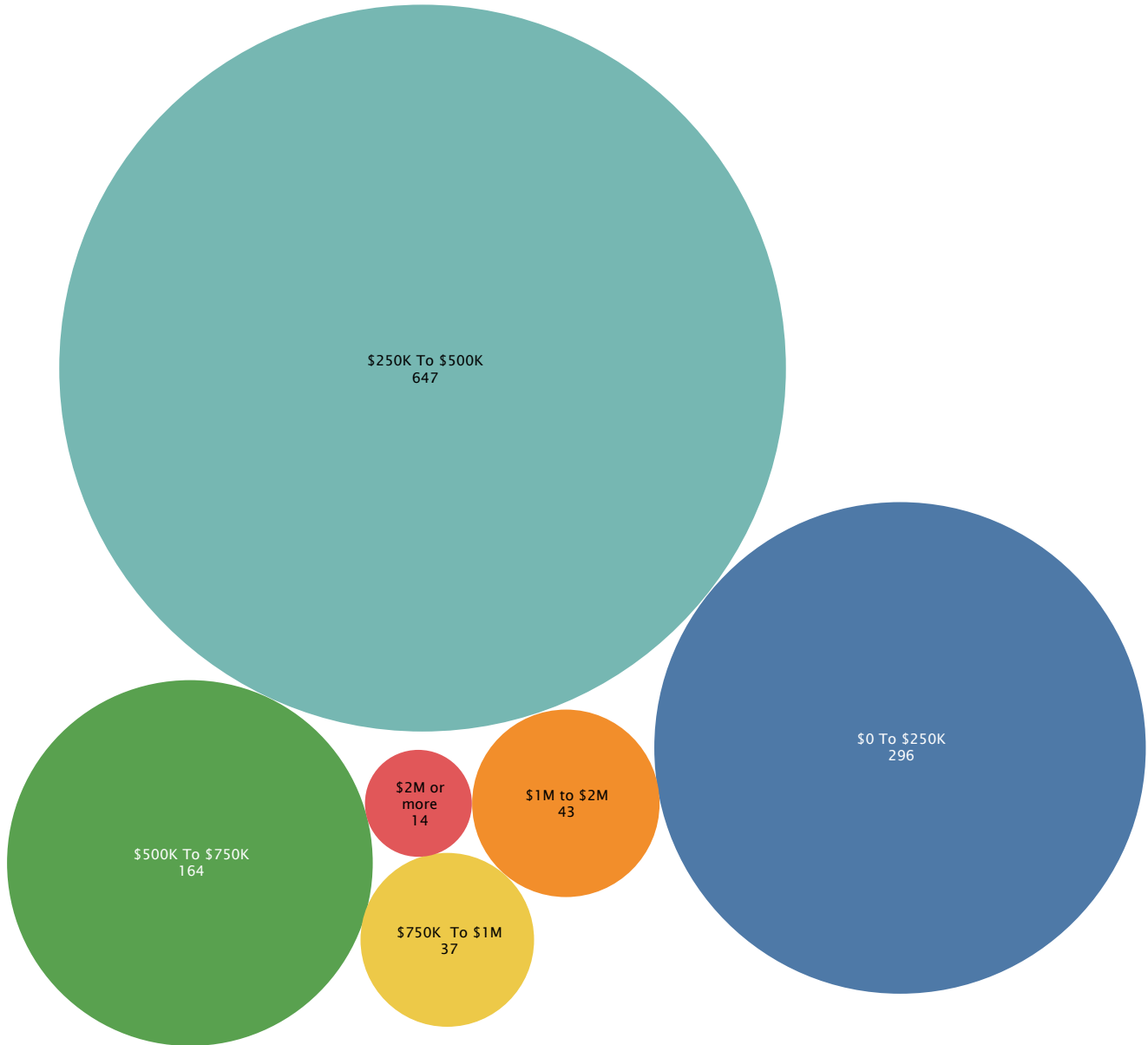
Number 2-10 metros are:

- Houston, TX
- Austin, TX
- Fort Worth, TX
- New York, NY
- Wichita Falls, TX
- McKinney, TX
- Lewisville, TX
- Plano, TX
- Selmer, TN



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2023Q4



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



Pennsylvania

The total Pennsylvania market fell from \$598 MM in fall 2023 to \$574 MM in winter 2023.

Largest Markets

1. Lake Wallenpaupack	\$51,244,696	8.9%	6. Lake Harmony - Split Rock	\$25,846,136	4.5%
2. Delaware River*	\$36,491,199	6.4%	7. Roamingwood Lake	\$22,357,187	3.9%
3. Pocono Country Place	\$34,143,685	5.9%	8. Lake Naomi	\$21,588,999	3.8%
4. Lake Erie	\$33,244,800	5.8%	9. Towamensing Trails	\$18,136,037	3.2%
5. Springton Reservoir	\$27,004,685	4.7%	10. Arrowhead Lakes	\$17,656,085	3.1%
Total Pennsylvania Market:				\$574,250,486	

Largest Home Markets

1. Lake Wallenpaupack	\$46,865,299	8.9%
2. Pocono Country Place	\$33,251,585	6.3%
3. Delaware River*	\$31,761,499	6.0%
4. Lake Erie	\$30,635,200	5.8%
5. Lake Harmony - Split Rock	\$25,252,236	4.8%
6. Springton Reservoir	\$24,855,685	4.7%
7. Roamingwood Lake	\$22,060,389	4.2%
8. Lake Naomi	\$20,571,299	3.9%
9. Towamensing Trails	\$17,100,250	3.3%
10. Arrowhead Lakes	\$16,457,005	3.1%

Total Pennsylvania Home Market: \$525,469,817

Largest Land Markets

1. Delaware River*	\$4,729,700	9.7%
2. Lake Wallenpaupack	\$4,379,397	9.0%
3. Edinboro Lake	\$4,333,800	8.9%
4. East Park Reservoir	\$3,378,498	6.9%
5. Lake Erie	\$2,609,600	5.3%
6. Springton Reservoir	\$2,149,000	4.4%
7. Lake Winola - Overfield Twp	\$1,734,499	3.6%
8. Lake Como	\$1,593,000	3.3%
9. McConnell Lake	\$1,353,400	2.8%
10. Arrowhead Lakes	\$1,199,080	2.5%

Total Pennsylvania Land Market: \$48,780,669

The Pennsylvania home market experienced minimal changes from fall 2023 to winter 2023.

Most Expensive Homes

1. Springton Reservoir	\$1,657,046
2. Lake Wallenpaupack	\$623,371

Most Affordable Homes

1. Towamensing Trails	\$417,079
2. Lake Meade	\$447,885

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lake Wallenpaupack	159	8.0%	6. Delaware River*	82	4.1%
2. Pocono Country Place	126	6.4%	7. Roamingwood Lake	81	4.1%
3. Towamensing Trails	87	4.4%	8. Lake Erie	74	3.7%
4. Indian Mountain Lakes	85	4.3%	9. Lake Harmony - Split Rock	52	2.6%
5. Arrowhead Lakes	84	4.2%	10. Emerald Lakes	46	2.3%

Total Pennsylvania Listings:

1,982

Most Homes Available

1. Pocono Country Place	111	9.2%
2. Lake Wallenpaupack	76	6.3%
3. Delaware River*	62	5.1%
3. Lake Erie	62	5.1%
5. Roamingwood Lake	54	4.5%
6. Arrowhead Lakes	48	4.0%
7. Lake Harmony - Split Rock	42	3.5%
8. Towamensing Trails	41	3.4%
9. Lake Naomi	34	2.8%
10. Emerald Lakes	33	2.7%

Total Pennsylvania Home Listings:

1,211

Most Land Available

1. Lake Wallenpaupack	83	10.8%
2. Indian Mountain Lakes	53	6.9%
3. Towamensing Trails	46	6.0%
4. Arrowhead Lakes	36	4.7%
5. Crystal Lake	28	3.6%
6. Roamingwood Lake	27	3.5%
7. Holiday Pocono	23	3.0%
8. East Park Reservoir	22	2.9%
8. Tink Wig Lake	22	2.9%
10. Delaware River*	20	2.6%

Total Pennsylvania Land Listings:

771

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir	\$5,640,906
2. Canadohta Lake	\$178,004
3. Lake Erie	\$157,489
4. Edinboro Lake	\$132,944
5. McConnell Lake	\$102,453
6. Arrowhead Lakes	\$101,617
7. Lake Harmony - Split Rock	\$86,048
8. Lake Wallenpaupack	\$70,205

Listings of 10 Acres or More

1. Edinboro Lake	\$15,912
------------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

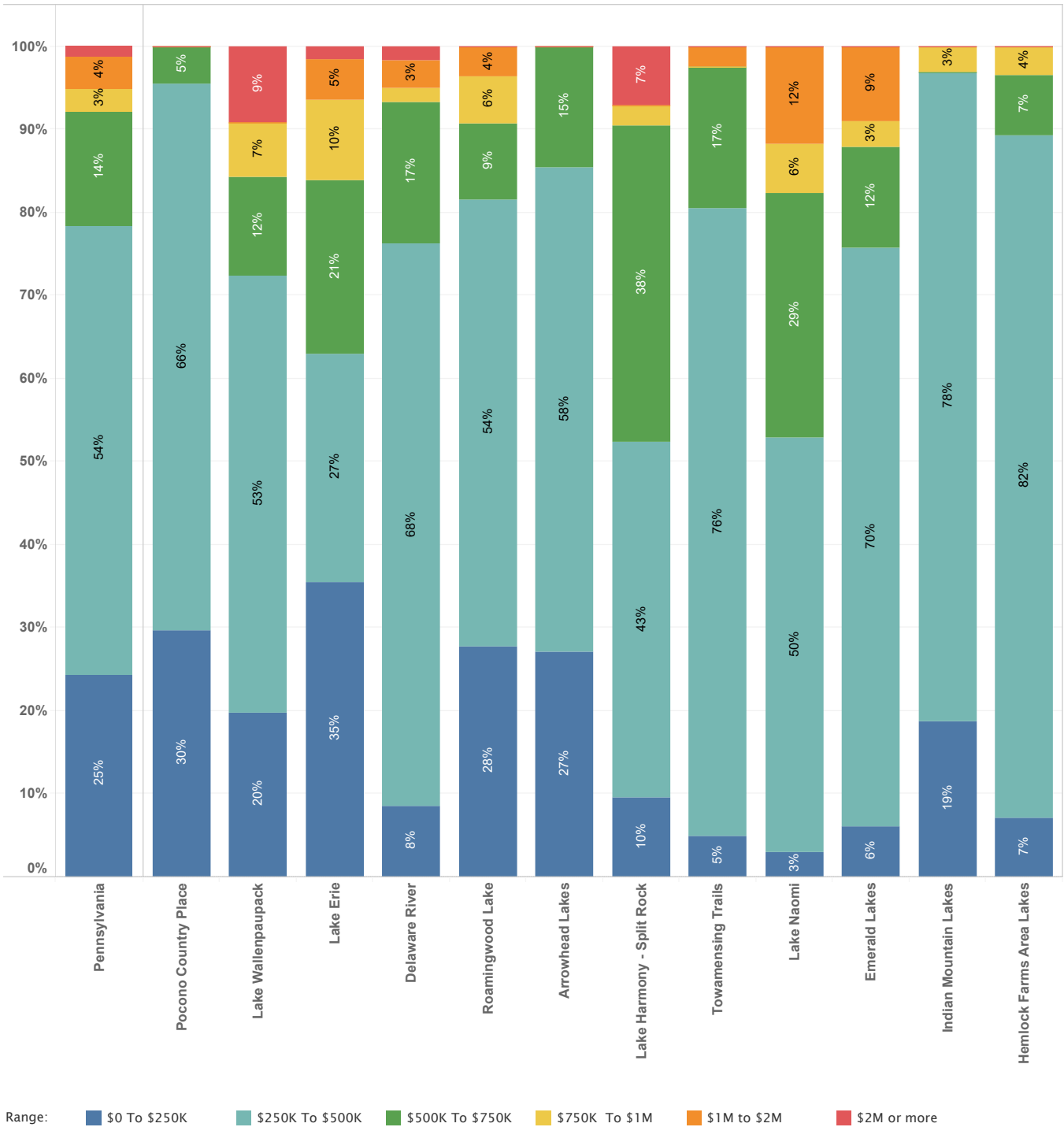
1. Tink Wig Lake	\$15,060
2. Crystal Lake	\$15,382
3. Lake in the Clouds	\$15,836
4. Holiday Pocono	\$16,994
5. Walker Lake	\$18,173
6. Roamingwood Lake	\$23,801
7. Big Bass Lake	\$25,661
8. Indian Mountain Lakes	\$26,796

Listings of 10 Acres or More

1. Edinboro Lake	\$15,912
------------------	----------

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

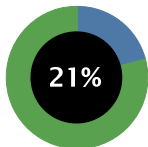
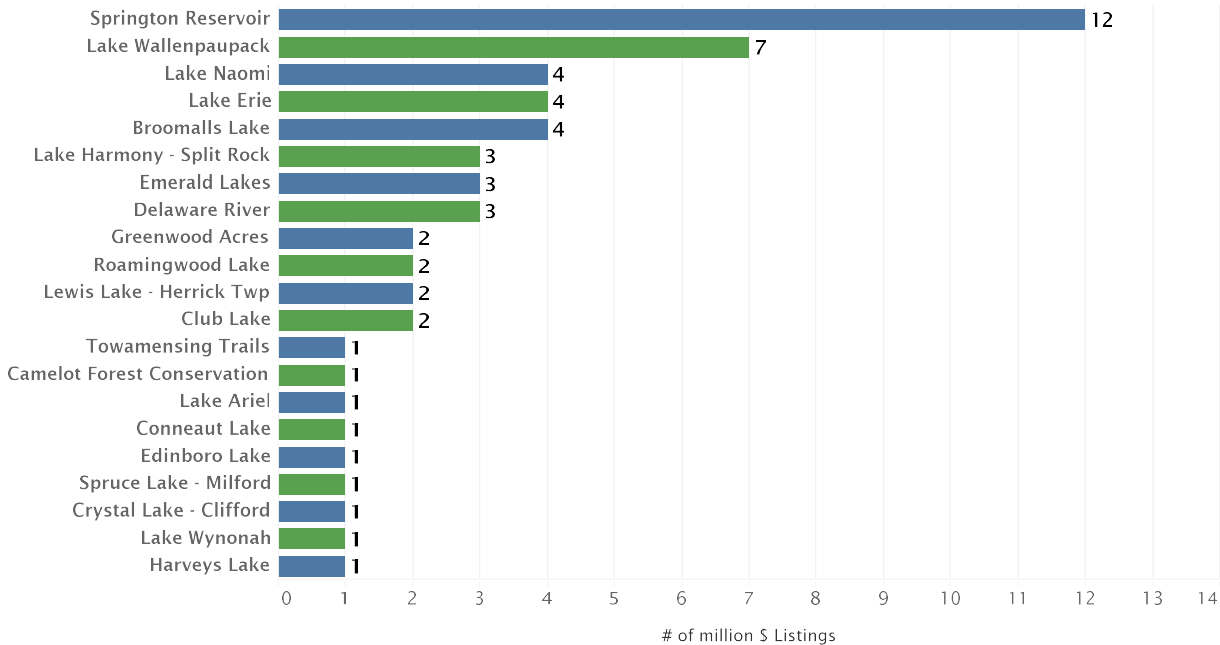
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2023Q4

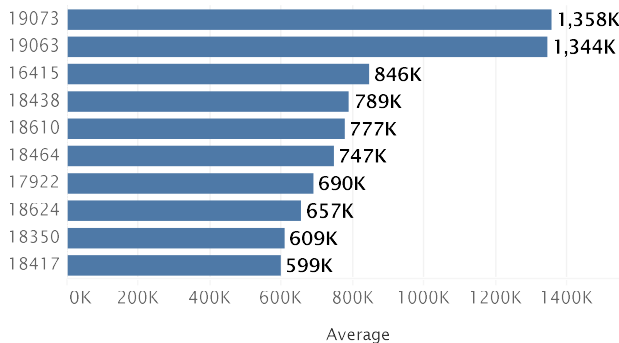


of \$1M+ Homes in Pennsylvania are on Springton Reservoir

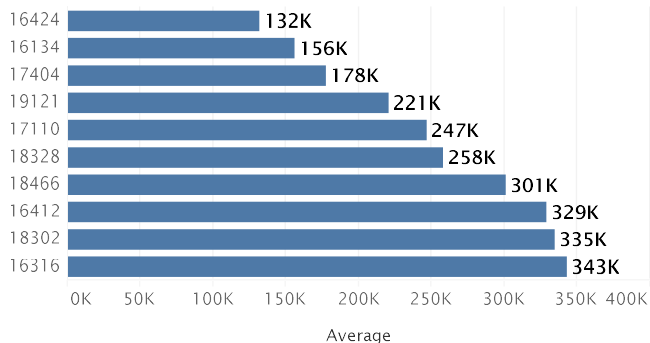
Total Number of \$1M+ Homes

57

Most Expensive ZIP Codes 2023Q4

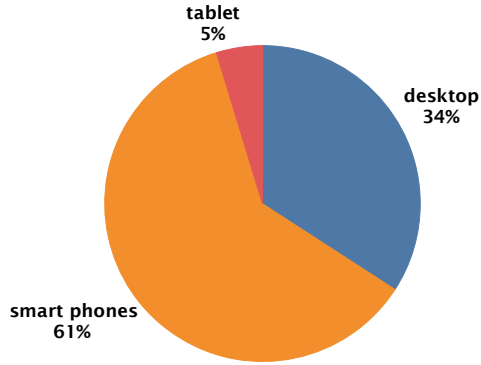


Most Affordable ZIP Codes 2023Q4

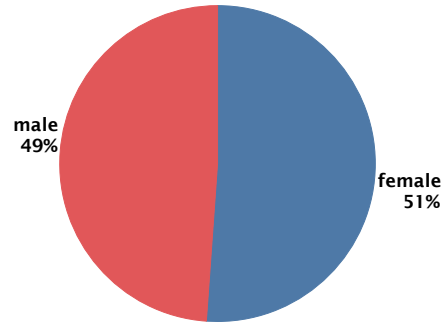


Who's Shopping Pennsylvania Lake Real Estate

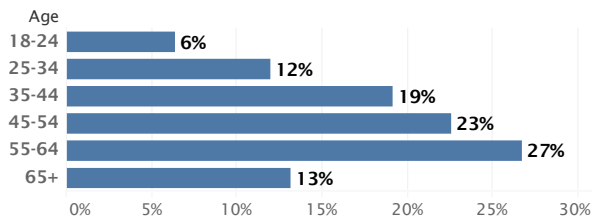
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



New York

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

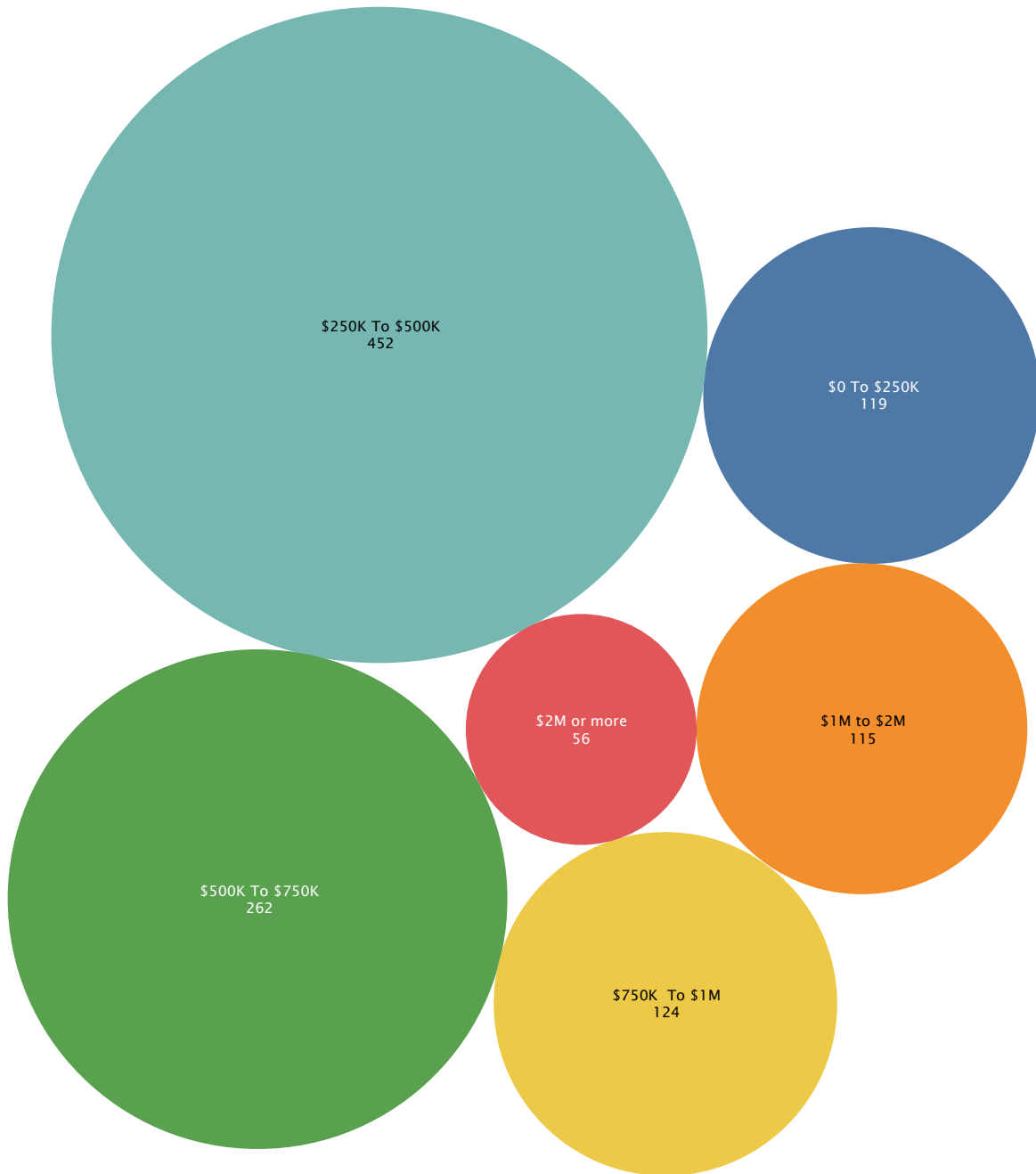
Number 2-10 metros are:

- Ashburn, VA
- Reston, VA
- Binghamton, NY
- Grand Ledge, MI
- Syracuse, NY
- Buffalo, NY
- Manning, SC
- Three Rivers, MI
- Sanford, NC



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2023Q4



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



South Carolina

The South Carolina market has seen an increase of \$17 MM from fall 2023 to winter 2023.

Largest Markets

1. Lake Wylie*	\$363,718,841	26.0%	6. Lake Greenwood	\$54,308,019	3.9%
2. Lake Keowee	\$284,316,022	20.3%	7. Thurmond Lake*	\$47,660,659	3.4%
3. Lake Hartwell*	\$212,122,623	15.2%	8. Lake Wateree	\$27,816,147	2.0%
4. Lake Murray	\$201,206,327	14.4%	9. Lake Carolina	\$21,845,028	1.6%
5. Lake Marion	\$66,441,223	4.8%	10. Lake Moultrie	\$20,012,997	1.4%

Total South Carolina Market: \$1,397,527,434

Largest Home Markets

1. Lake Wylie*	\$289,936,843	27.3%
2. Lake Keowee	\$213,491,765	20.1%
3. Lake Murray	\$162,319,663	15.3%
4. Lake Hartwell*	\$152,343,623	14.3%
5. Lake Marion	\$46,807,788	4.4%
6. Lake Greenwood	\$39,777,125	3.7%
7. Thurmond Lake*	\$30,373,400	2.9%
8. Lake Wateree	\$23,110,998	2.2%
9. Lake Carolina	\$21,318,528	2.0%
10. Fishing Creek Lake	\$12,292,406	1.2%

Total South Carolina Home Market: \$1,061,738,050

Largest Land Markets

1. Lake Wylie*	\$73,781,998	22.0%
2. Lake Keowee	\$70,824,257	21.1%
3. Lake Hartwell*	\$59,779,000	17.8%
4. Lake Murray	\$38,886,664	11.6%
5. Lake Marion	\$19,314,535	5.8%
6. Thurmond Lake*	\$17,287,259	5.2%
7. Lake Greenwood	\$14,530,894	4.3%
8. Lake Moultrie	\$9,130,200	2.7%
9. Savannah River - North Augusta	\$8,923,679	2.7%
10. Lake Wateree	\$4,705,149	1.4%

Total South Carolina Land Market: \$335,470,484

56% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,680,927
2. Lake Murray	\$758,924

Most Affordable Homes

1. Lake Hartwell	\$637,463
2. Lake Robinson	\$715,497

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lake Hartwell*	642	21.7%	6. Lake Marion	227	7.7%
2. Lake Wylie*	504	17.0%	7. Lake Greenwood	213	7.2%
3. Lake Keowee	349	11.8%	8. Lake Carolina	53	1.8%
4. Lake Murray	334	11.3%	8. Lake Wateree	53	1.8%
5. Thurmond Lake*	279	9.4%	10. Lake Moultrie	39	1.3%

Total South Carolina Listings: 2,962

Most Homes Available

1. Lake Wylie*	387	25.9%
2. Lake Hartwell*	260	17.4%
3. Lake Murray	218	14.6%
4. Lake Marion	135	9.0%
5. Lake Keowee	127	8.5%
6. Lake Greenwood	77	5.2%
7. Thurmond Lake*	57	3.8%
8. Lake Carolina	48	3.2%
9. Lake Wateree	33	2.2%
10. Forest Lake	26	1.7%

Total South Carolina Home Listings: 1,495

Most Land Available

1. Lake Hartwell*	382	26.1%
2. Lake Keowee	222	15.2%
2. Thurmond Lake*	222	15.2%
4. Lake Greenwood	136	9.3%
5. Lake Wylie*	117	8.0%
6. Lake Murray	116	7.9%
7. Lake Marion	90	6.1%
8. Savannah River - North Augusta	33	2.3%
9. Richard B. Russell Lake*	25	1.7%
10. Lake Wateree	20	1.4%

Total South Carolina Land Listings: 1,465

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Murray	\$249,969
2. Savannah River - North Augusta	\$240,253
3. Lake Wylie	\$180,876
4. Lake Keowee	\$158,086
5. Fishing Creek Lake	\$149,660
6. Lake Hartwell	\$108,416
7. Lake Greenwood	\$85,521
8. Lake Marion	\$76,555

Listings of 10 Acres or More

1. Lake Wylie	\$89,510
---------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

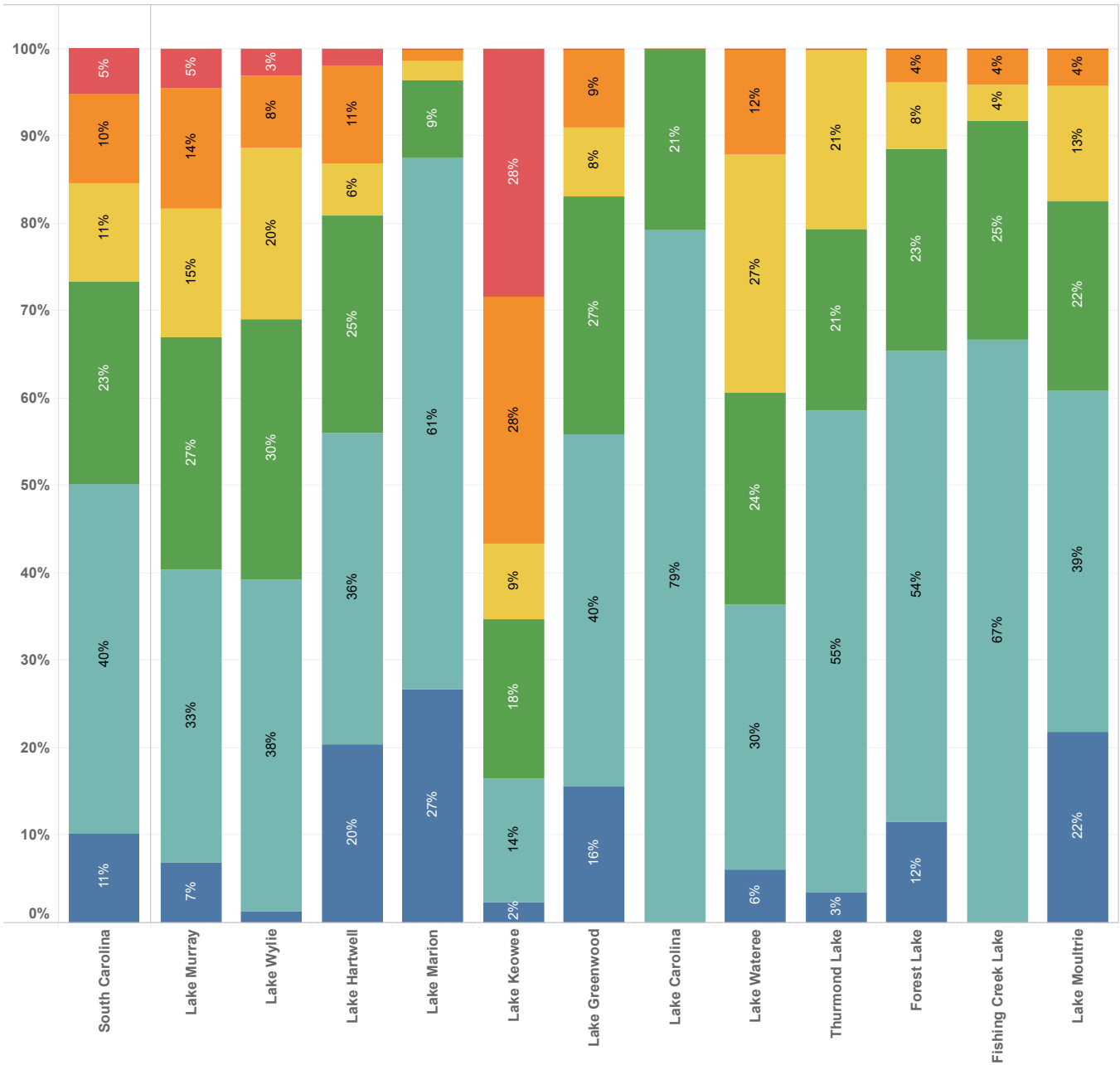
1. Lake Moultrie	\$43,623
2. Thurmond Lake	\$75,269
3. Lake Wateree	\$75,407
4. Lake Marion	\$76,555
5. Lake Greenwood	\$85,521
6. Lake Hartwell	\$108,416
7. Fishing Creek Lake	\$149,660
8. Lake Keowee	\$158,086

Listings of 10 Acres or More

1. Lake Marion	\$11,178
----------------	----------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the South Carolina Market 2023Q4

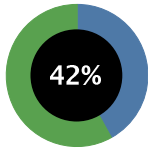
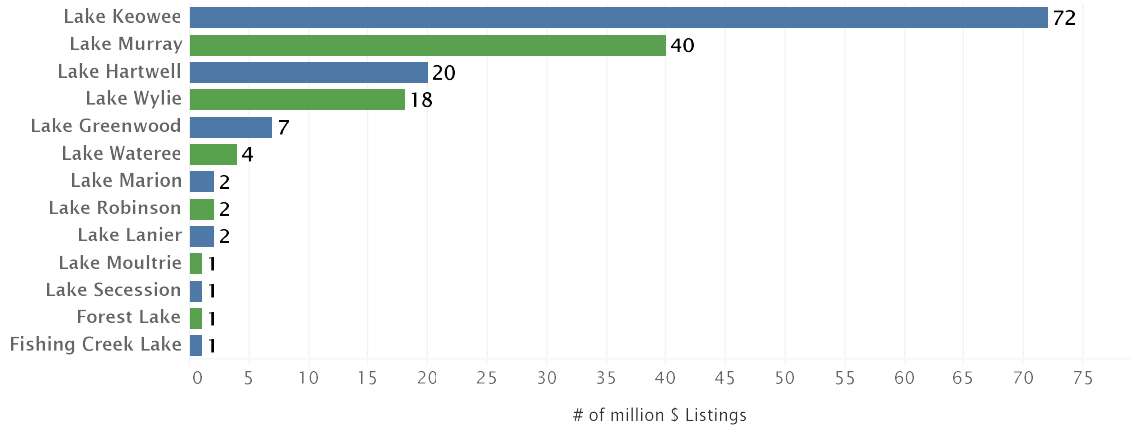


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2023Q4

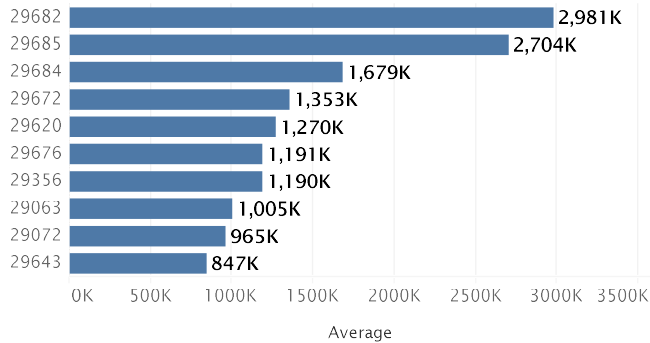


of \$1M+ Homes in South Carolina are on Lake Keowee

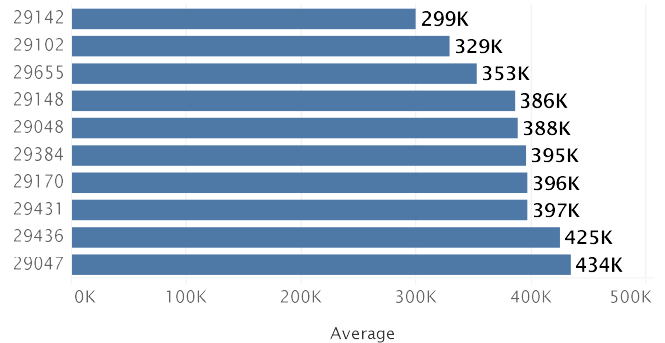
Total Number of \$1M+ Homes

171

Most Expensive ZIP Codes 2023Q4

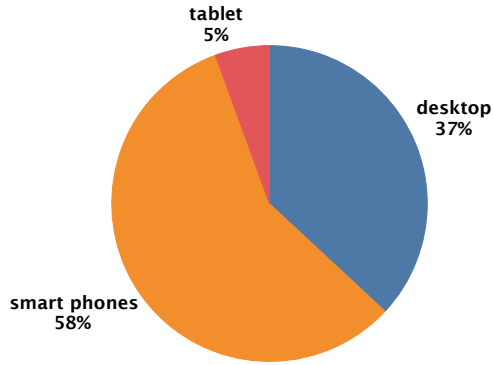


Most Affordable ZIP Codes 2023Q4

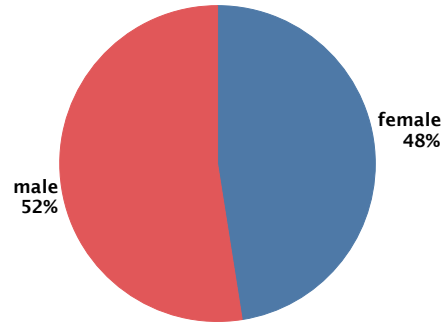


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2023Q4



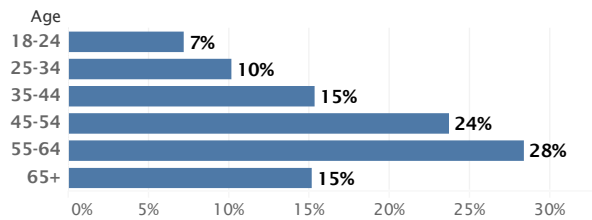
Male/Female Visitors 2023Q4



Charlotte

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

What Age Groups are Shopping 2023Q4



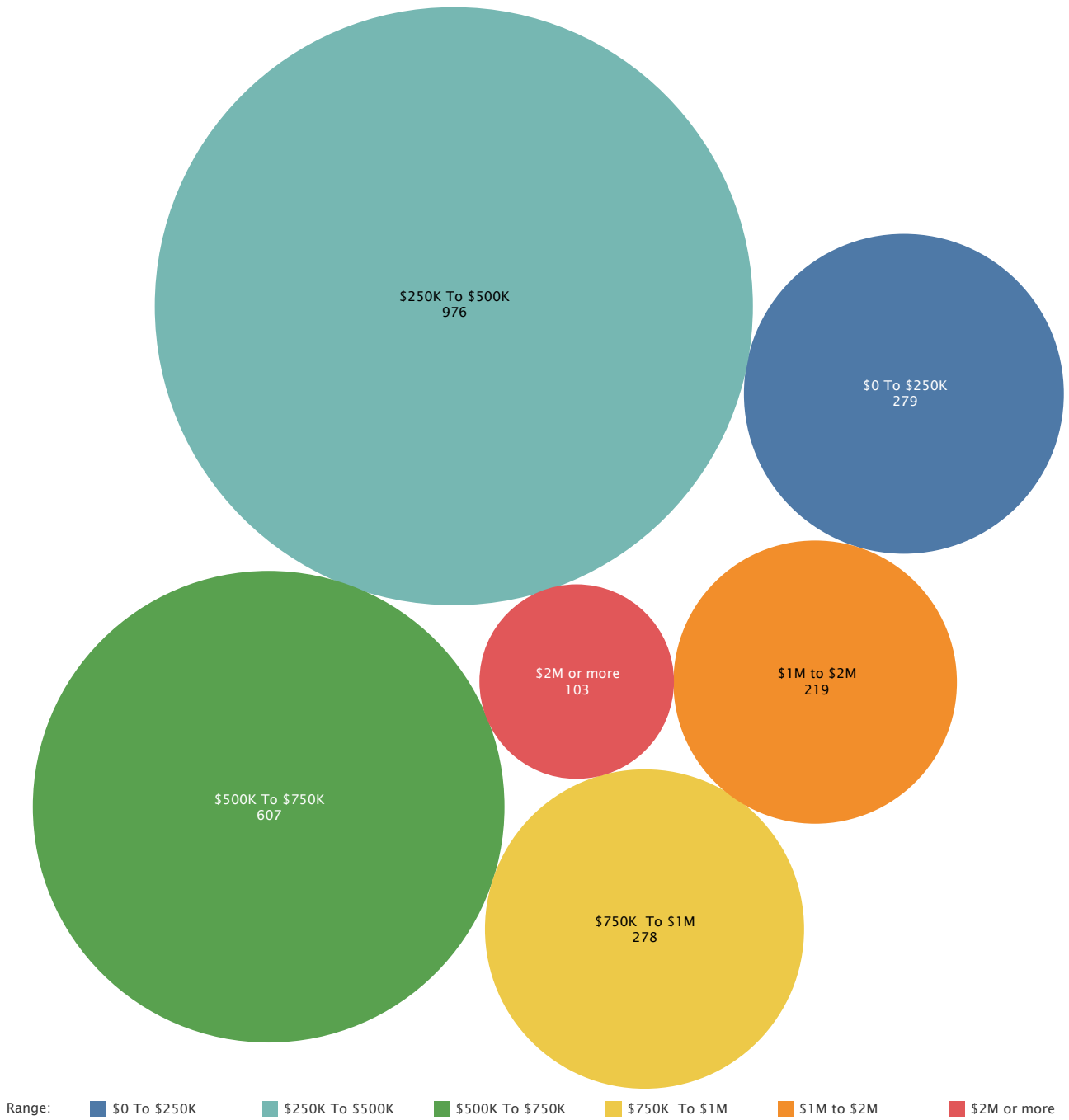
Number 2-10 metros are:

- Raleigh, NC
- New York, NY
- Ashburn, VA
- Philadelphia, PA
- Nashville, TN
- Dallas, TX
- Hendersonville, NC
- Hampton, VA
- Petersburg, VA



TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2023Q4



Tennessee

The Tennessee market increased from \$2.4 BB in fall 2023 to \$2.5 BB in winter 2023, a \$100 MM rise.

Largest Markets

1. Old Hickory Lake	\$453,351,435	18.1%	6. Douglas Lake	\$125,700,811	5.0%
2. Fort Loudoun Lake	\$238,837,651	9.5%	7. J. Percy Priest Lake	\$119,280,210	4.8%
3. Tellico Lake	\$183,142,854	7.3%	8. Norris Lake	\$112,732,226	4.5%
4. Watts Bar Lake	\$131,343,833	5.2%	9. Nickajack Lake	\$112,503,929	4.5%
5. Tims Ford Lake	\$126,830,532	5.1%	10. Chickamauga Lake	\$107,627,830	4.3%

Total Tennessee Market: \$2,502,740,987

Largest Home Markets

1. Old Hickory Lake	\$366,234,508	20.7%
2. Fort Loudoun Lake	\$180,348,852	10.2%
3. Tellico Lake	\$141,631,197	8.0%
4. Tims Ford Lake	\$105,726,995	6.0%
5. J. Percy Priest Lake	\$94,726,513	5.4%
6. Nickajack Lake	\$81,960,230	4.6%
7. Watts Bar Lake	\$79,247,448	4.5%
8. Chickamauga Lake	\$75,152,530	4.3%
9. Norris Lake	\$74,439,143	4.2%
10. Douglas Lake	\$72,846,606	4.1%

Total Tennessee Home Market: \$1,767,277,844

Largest Land Markets

1. Old Hickory Lake	\$87,116,927	11.8%
2. Fort Loudoun Lake	\$58,488,799	8.0%
3. Douglas Lake	\$52,854,205	7.2%
4. Watts Bar Lake	\$52,096,385	7.1%
5. Kentucky Lake*	\$42,394,276	5.8%
6. Tellico Lake	\$41,511,657	5.6%
7. Norris Lake	\$38,293,083	5.2%
8. Chickamauga Lake	\$32,475,300	4.4%
9. Nickajack Lake	\$30,543,699	4.2%
10. Center Hill Lake	\$28,684,082	3.9%

Total Tennessee Land Market: \$735,463,143

Old Hickory Lake ranks in the #1 spot on the Largest Markets, Largest Home Markets, and Largest Land Markets lists.

Most Expensive Homes

1. Fort Loudoun Lake	\$1,358,212
2. Norris Lake	\$991,207

Most Affordable Homes

1. Nickajack Lake	\$725,312
2. Old Hickory Lake	\$731,916

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Old Hickory Lake	602	9.7%	6. Lake Barkley*	347	5.6%
2. Kentucky Lake*	436	7.0%	7. Center Hill Lake	331	5.3%
3. Watts Bar Lake	425	6.8%	8. Cherokee Lake	272	4.4%
4. Tellico Lake	408	6.6%	9. Douglas Lake	257	4.1%
5. Norris Lake	378	6.1%	10. Tennessee River - West/Middle TN	248	4.0%
Total Tennessee Listings:				6,208	

Most Homes Available

1. Old Hickory Lake	506	19.1%
2. J. Percy Priest Lake	204	7.7%
3. Tellico Lake	185	7.0%
4. Tims Ford Lake	160	6.0%
5. Fort Loudoun Lake	135	5.1%
6. Watts Bar Lake	130	4.9%
7. Kentucky Lake*	115	4.3%
8. Nickajack Lake	113	4.3%
9. Lake Barkley*	96	3.6%
10. Douglas Lake	92	3.5%

Total Tennessee Home Listings: 2,650

Most Land Available

1. Kentucky Lake*	321	9.0%
2. Norris Lake	300	8.4%
3. Watts Bar Lake	295	8.3%
4. Center Hill Lake	270	7.6%
5. Lake Barkley*	251	7.1%
6. Tellico Lake	223	6.3%
7. Tennessee River - West/Middle TN	192	5.4%
8. Cherokee Lake	190	5.3%
9. Douglas Lake	165	4.6%
10. Dale Hollow Lake*	124	3.5%

Total Tennessee Land Listings: 3,558

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Nickajack Lake	\$338,931
2. J. Percy Priest Lake	\$276,245
3. Fort Loudoun Lake	\$256,480
4. Tellico Lake	\$227,538
5. Pickwick Lake	\$219,824
6. Tims Ford Lake	\$199,304
7. Old Hickory Lake	\$181,060
8. Douglas Lake	\$94,839

Listings of 10 Acres or More

1. Fort Loudoun Lake	\$61,290
----------------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

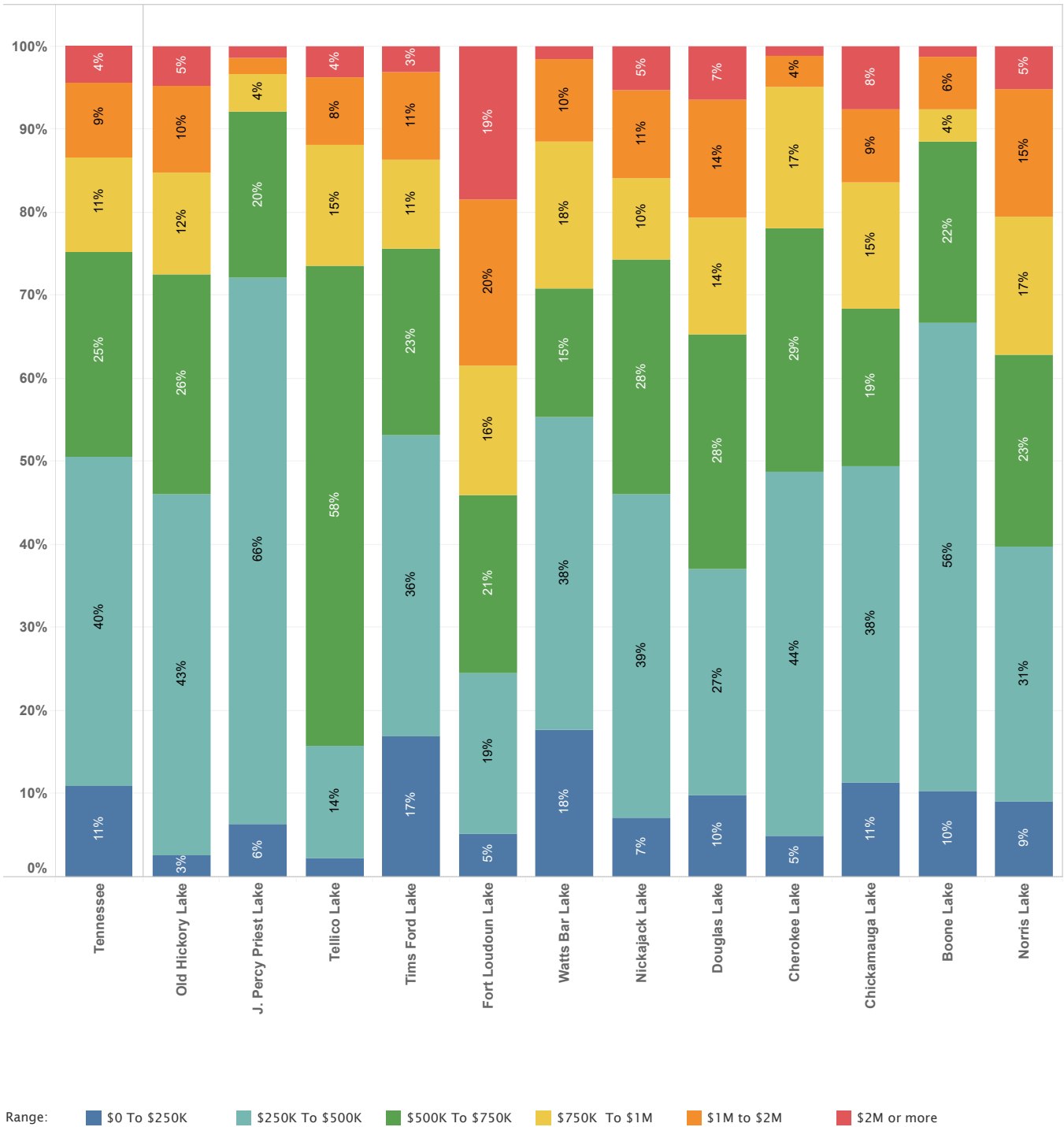
1. Cumberland Lakes	\$16,836
2. Buffalo River	\$21,648
3. Lake Pomeroy	\$26,829
4. Lake Glastowbury	\$26,895
5. Lake Barkley	\$28,621
6. Kentucky Lake	\$32,500
7. Cordell Hull Lake	\$33,283
8. Lake Catherine	\$40,301

Listings of 10 Acres or More

1. Kentucky Lake	\$7,675
------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

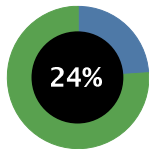
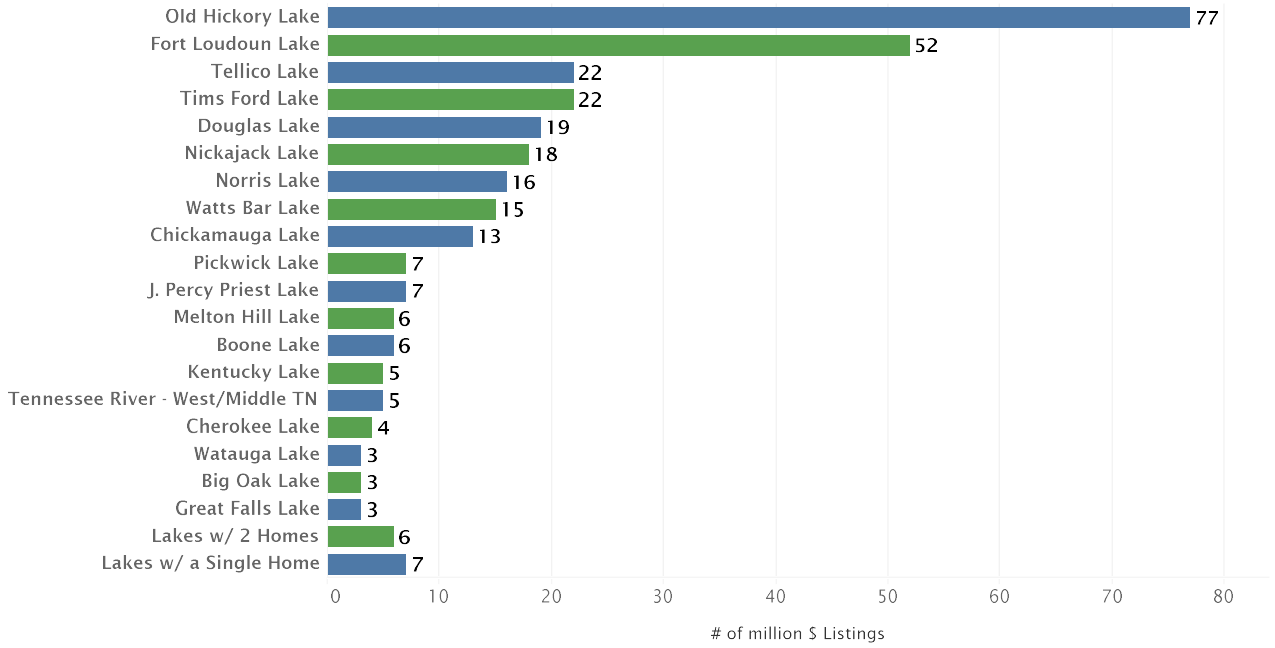
Price Breakdown by Percentage of Homes in the Tennessee Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2023Q4

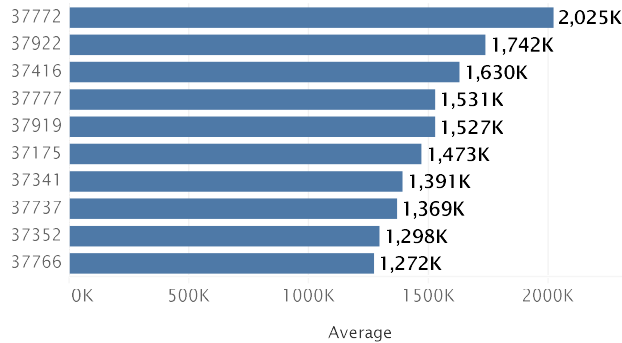


24% of \$1M+ Homes in Tennessee are on Old Hickory Lake

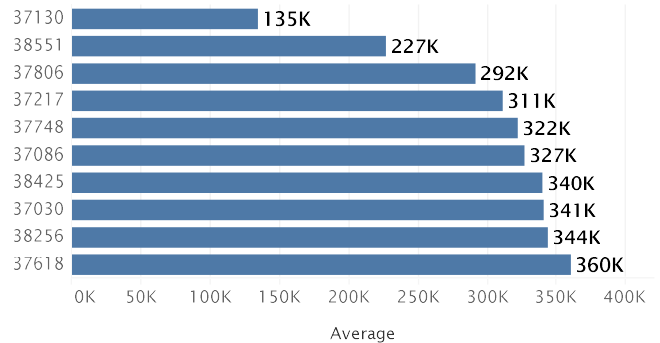
Total Number of \$1M+ Homes

322

Most Expensive ZIP Codes 2023Q4

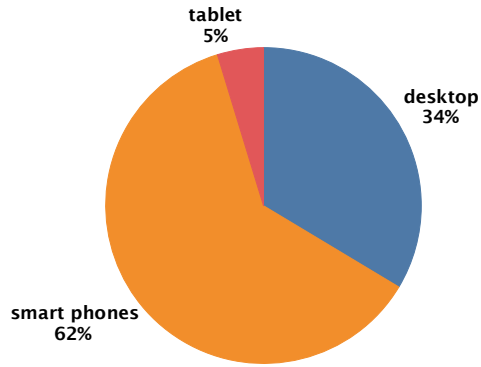


Most Affordable ZIP Codes 2023Q4

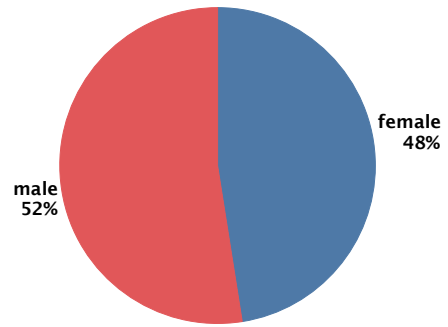


Who's Shopping Tennessee Lake Real Estate

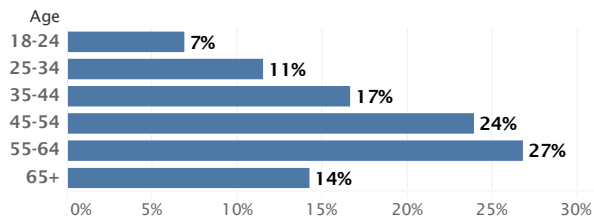
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Ashburn

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

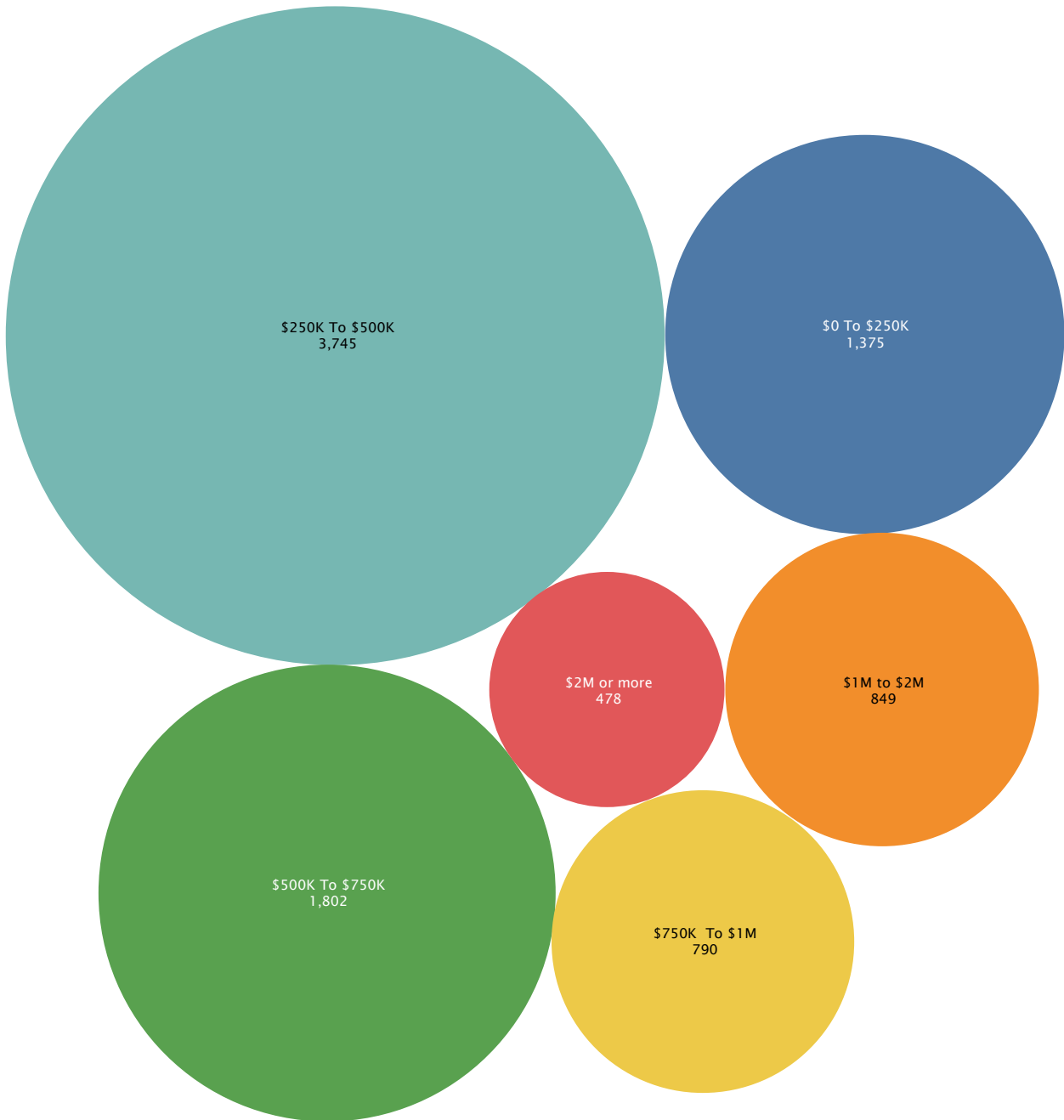
Number 2-10 metros are:

- New York, NY
- Dallas, TX
- Charlotte, NC
- Raleigh, NC
- Houston, TX
- Philadelphia, PA
- Reston, VA
- Isle of Palms, SC
- Hampton, VA



TEXAS

Price Breakdown by Number of Homes in the Texas Market 2023Q4



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



Texas

The total Texas market fell from \$8.9 BB in fall 2023 to \$8.6 BB in winter 2023, a \$300 MM decrease.

Largest Markets

1. Lake Travis	\$768,868,176	9.1%	6. Lake Austin	\$434,196,095	5.1%
2. Lewisville Lake	\$714,432,890	8.3%	7. Lady Bird Lake	\$414,507,814	4.9%
3. Lake LBJ	\$545,674,698	6.5%	8. Lake Conroe	\$395,459,758	4.7%
4. Lake Ray Hubbard	\$464,360,024	5.4%	9. Canyon Lake	\$387,485,817	4.6%
5. Cedar Creek Lake	\$462,467,726	5.4%	10. Lake Granbury	\$277,416,000	3.2%

Total Texas Market: \$8,590,974,570

Largest Home Markets

1. Lewisville Lake	\$622,859,076	9.5%
2. Lake Travis	\$591,769,383	9.0%
3. Lake LBJ	\$439,360,445	6.7%
4. Lady Bird Lake	\$400,148,314	6.1%
5. Lake Ray Hubbard	\$382,163,716	5.8%
6. Cedar Creek Lake	\$374,022,357	5.7%
7. Lake Austin	\$336,303,945	5.1%
8. Lake Conroe	\$322,039,139	4.9%
9. Canyon Lake	\$276,224,744	4.2%
10. Grapevine Lake	\$226,048,082	3.4%

Total Texas Home Market: \$6,569,231,182

Largest Land Markets

1. Lake Travis	\$177,098,793	9.5%
2. Canyon Lake	\$111,261,073	6.0%
3. Lake LBJ	\$106,314,253	5.7%
4. Lake Texoma*	\$104,782,459	5.6%
5. Lake Austin	\$97,892,150	5.3%
6. Cedar Creek Lake	\$78,892,050	4.2%
7. Lewisville Lake	\$74,236,824	4.0%
8. Lake Conroe	\$73,420,619	3.9%
9. Lake Livingston	\$71,168,298	3.8%
10. Lake Ray Roberts	\$68,813,084	3.7%

Total Texas Land Market: \$1,864,478,377

48% of the listings on Lady Bird Lake are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Austin	\$2,648,063
2. Lake Tyler	\$1,843,527

Most Affordable Homes

1. Possum Kingdom Lake	\$1,232,293
2. Lake Travis	\$1,277,277

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Most Listings

1. Lewisville Lake	1,052	6.6%	6. Lake Livingston	787	5.0%
2. Canyon Lake	1,040	6.6%	7. Lake Ray Hubbard	780	4.9%
3. Cedar Creek Lake	1,040	6.5%	8. Lake Granbury	715	4.5%
4. Lake Travis	815	5.1%	9. Lake LBJ	681	4.3%
5. Lake Conroe	812	5.1%	10. Lake Texoma*	515	3.2%
Total Texas Listings:				16,028	

Most Homes Available

1. Lewisville Lake	955	10.5%
2. Lake Ray Hubbard	691	7.6%
3. Lake Conroe	621	6.8%
4. Cedar Creek Lake	521	5.7%
5. Canyon Lake	466	5.1%
6. Lake Travis	464	5.1%
7. Lake Granbury	438	4.8%
8. Lake Livingston	324	3.5%
9. Lake LBJ	318	3.5%
10. Lady Bird Lake	260	2.8%

Total Texas Home Listings: 9,130

Most Land Available

1. Canyon Lake	574	8.5%
2. Cedar Creek Lake	502	7.5%
3. Lake Livingston	463	6.9%
4. Lake LBJ	363	5.4%
5. Lake Travis	351	5.2%
6. Lake Whitney	321	4.8%
7. Lake Texoma*	301	4.5%
8. Lake Granbury	255	3.8%
9. Possum Kingdom Lake	236	3.5%
10. Richland Chambers Reservoir	230	3.4%

Total Texas Land Listings: 6,732

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lady Bird Lake	\$4,769,647
2. Lake Austin	\$1,955,973
3. Lake Marble Falls	\$750,585
4. Grapevine Lake	\$684,355
5. Lake LBJ	\$535,586
6. Clear Lake	\$520,286
7. Lake Ray Hubbard	\$422,020
8. Lake Travis	\$420,173

Listings of 10 Acres or More

1. Lewisville Lake	\$154,975
--------------------	-----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

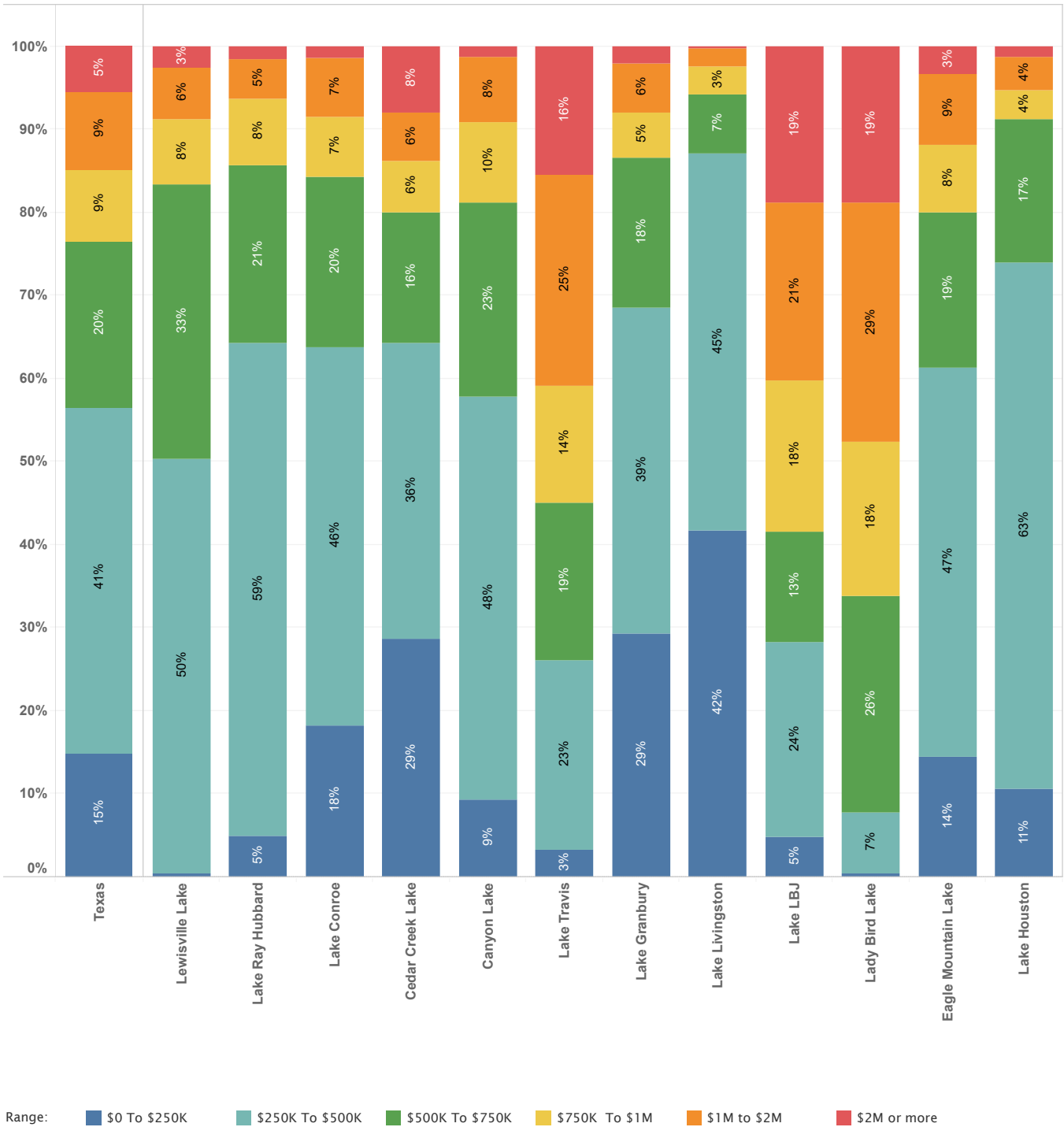
1. Hilltop Lakes	\$33,138
2. Lake Fort Phantom Hill	\$38,190
3. Cherokee Lake	\$44,074
4. Swan Lake	\$49,086
5. Callender Lake	\$60,763
6. Lake Bonham	\$62,976
7. Somerville Lake	\$63,942
8. Toledo Bend Reservoir	\$67,132

Listings of 10 Acres or More

1. Big Cypress Bayou	\$9,269
----------------------	---------

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

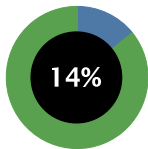
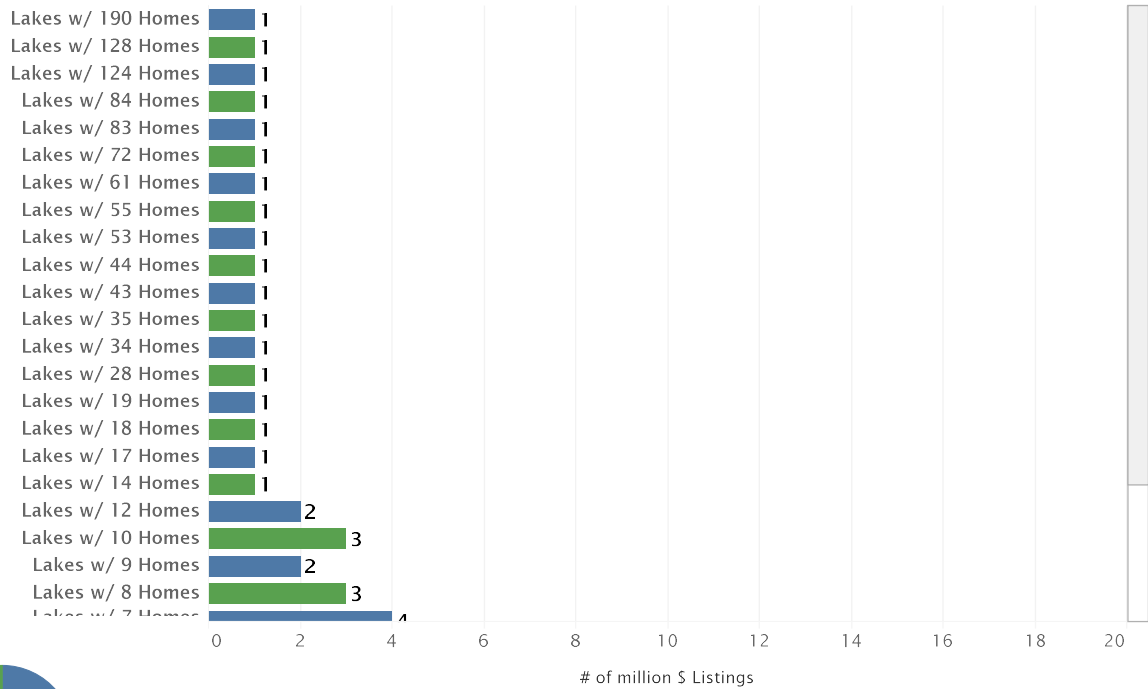
Price Breakdown by Percentage of Homes in the Texas Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2023Q4

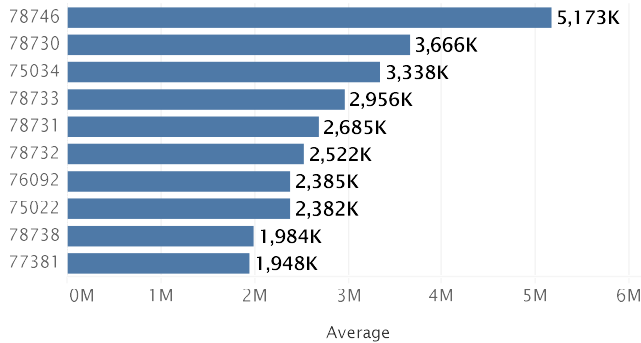


of \$1M+ Homes in Texas are on Lake Travis

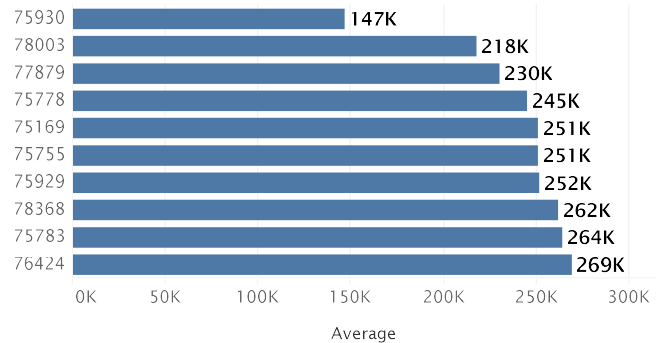
Total Number of \$1M+ Homes

1,327

Most Expensive ZIP Codes 2023Q4

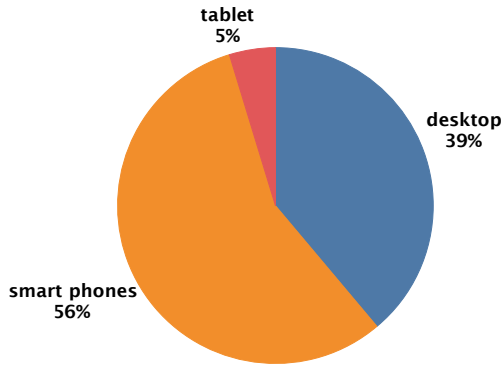


Most Affordable ZIP Codes 2023Q4

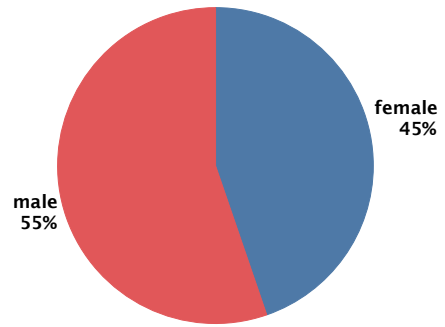


Who's Shopping Texas Lake Real Estate

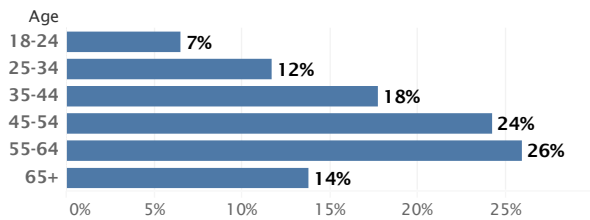
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



New York

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

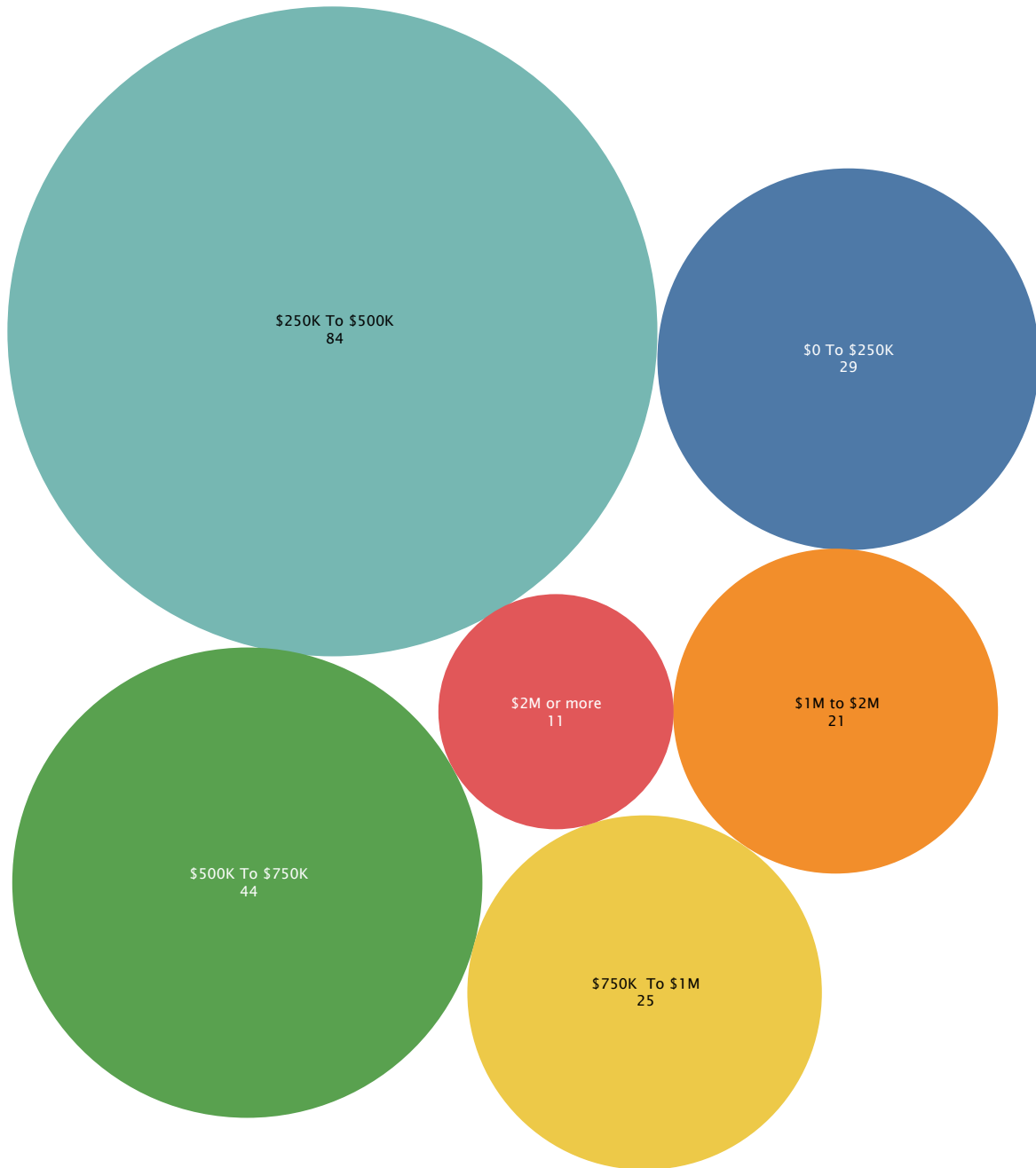
Number 2-10 metros are:

- Oklahoma City, OK
- Nashville, TN
- Durant, OK



VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2023Q4



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



Vermont

Between fall 2023 and winter 2023, the total Vermont market experienced only slight changes.

Largest Markets

1. Lake Champlain*	\$195,637,493	71.9%
2. Lake Memphremagog	\$12,490,000	4.6%
3. Jewell Brook Site Number 3 Reservoir	\$11,354,595	4.5%
4. Lake Willoughby	\$8,730,900	3.2%
5. Silver Lake	\$6,300,000	2.3%

Total Vermont Market: \$272,023,538

Most Listings

1. Lake Champlain*	267	63.7%
2. Lake Willoughby	20	4.8%
3. Lake Bomoseen	18	4.3%
4. Lake Memphremagog	16	3.8%
5. Lake Raponda	9	2.3%

Total Vermont Listings: 419

Largest Home Markets

1. Lake Champlain*	\$167,213,794	73.4%
2. Jewell Brook Site Number 3 Reservoir	\$11,185,595	4.9%
3. Lake Memphremagog	\$9,739,000	4.3%
4. Lake Willoughby	\$7,083,900	3.1%
5. Lake Bomoseen	\$4,575,900	2.0%

Total Vermont Home Market: \$227,902,089

Most Homes Available

1. Lake Champlain*	198	67.8%
2. Lake Willoughby	15	5.1%
3. Lake Bomoseen	8	2.7%
3. Lake Memphremagog	8	2.7%
5. Lake Eden	6	2.1%

Total Vermont Home Listings: 292

Largest Land Markets

1. Lake Champlain*	\$17,957,800	72.5%
2. Lake Memphremagog	\$1,013,000	4.1%
3. Island Pond	\$988,000	4.0%
4. Lake Willoughby	\$968,000	3.9%
5. Lake Bomoseen	\$877,450	3.5%

Total Vermont Land Market: \$24,770,750

Most Land Available

1. Lake Champlain*	59	55.7%
2. Lake Bomoseen	8	7.5%
3. Lake Beebe	5	4.7%
3. Lake Memphremagog	5	4.7%
3. Lake Raponda	5	4.7%

Total Vermont Land Listings: 106

Average Home Price

1. Lake Champlain - Addison Area	\$3,046,354
2. Lake Champlain - Burlington Area	\$1,362,893

Average Land Price Per Acre

Listings of Less Than 10 Acres

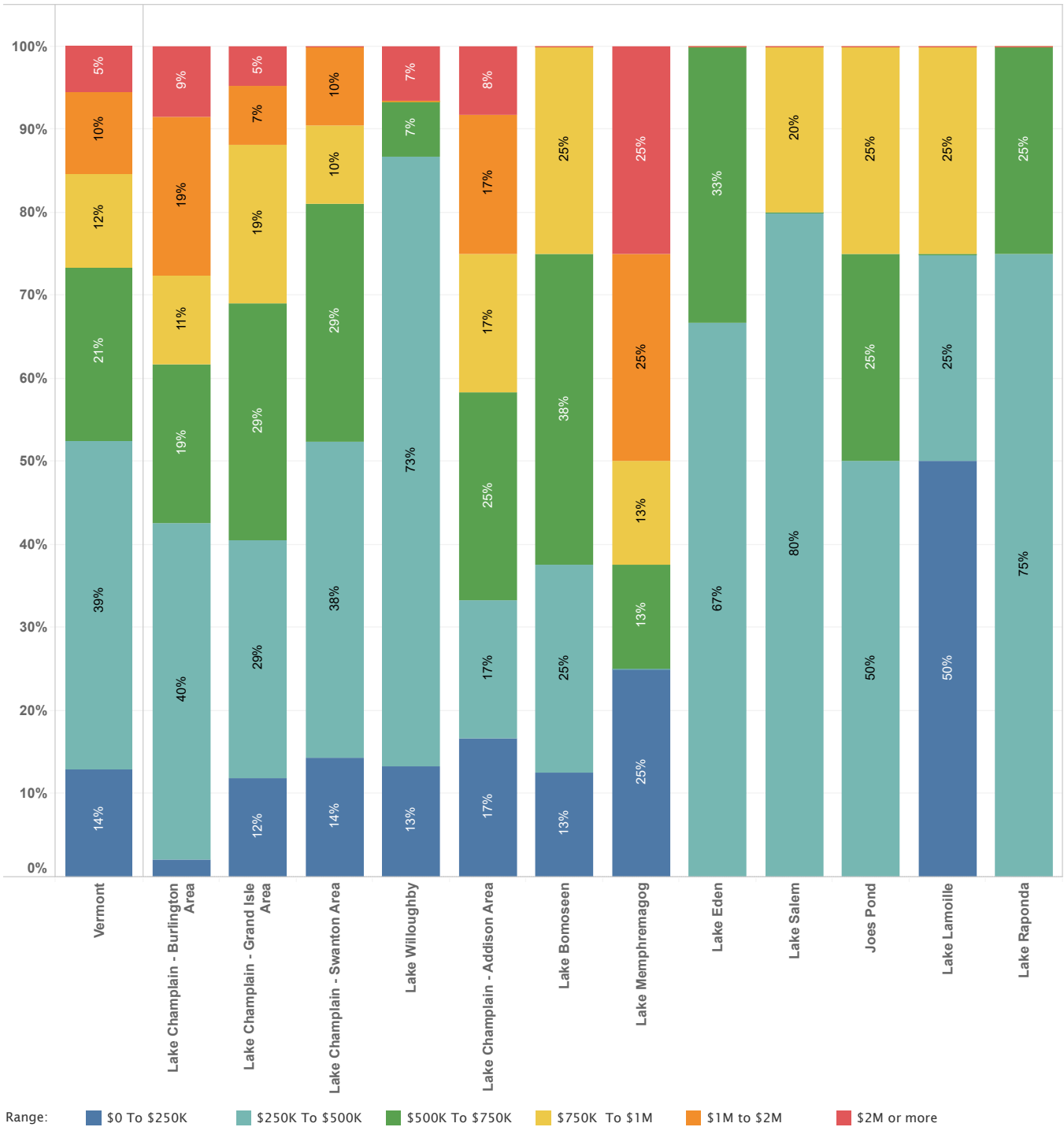
1. Lake Champlain - Grand Isle Area	\$107,202
-------------------------------------	-----------

Listings of 10 Acres or More

**

* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

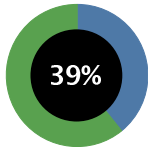
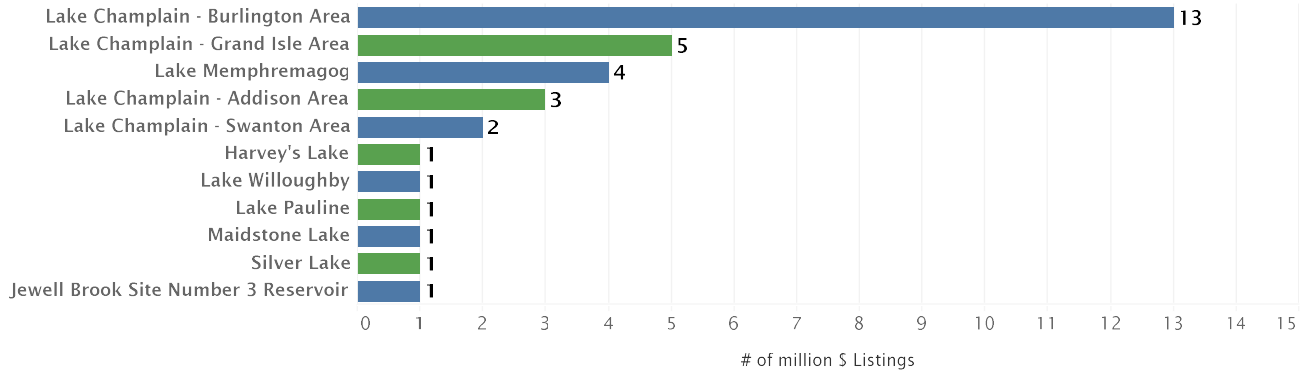
Price Breakdown by Percentage of Homes in the Vermont Market 2023Q4



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2023Q4

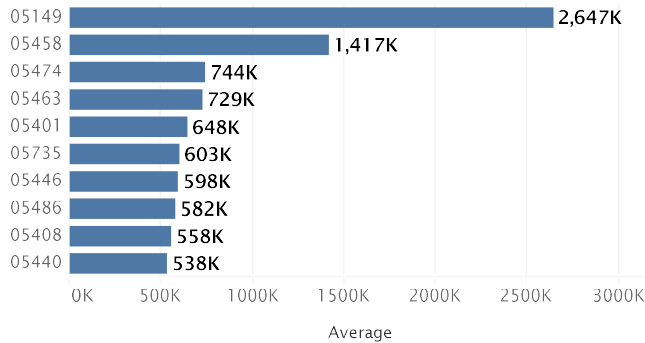


39% of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

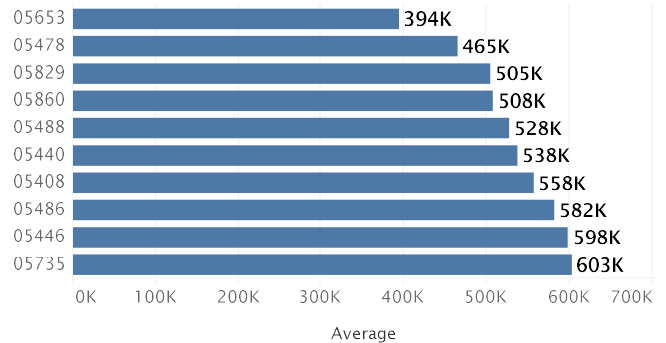
Total Number of \$1M+ Homes

33

Most Expensive ZIP Codes 2023Q4

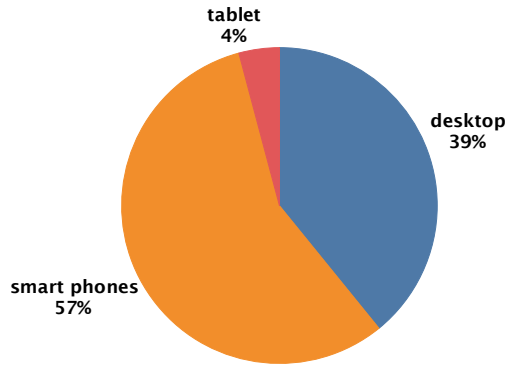


Most Affordable ZIP Codes 2023Q4

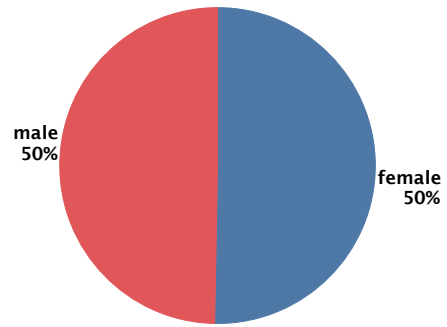


Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4

New York

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

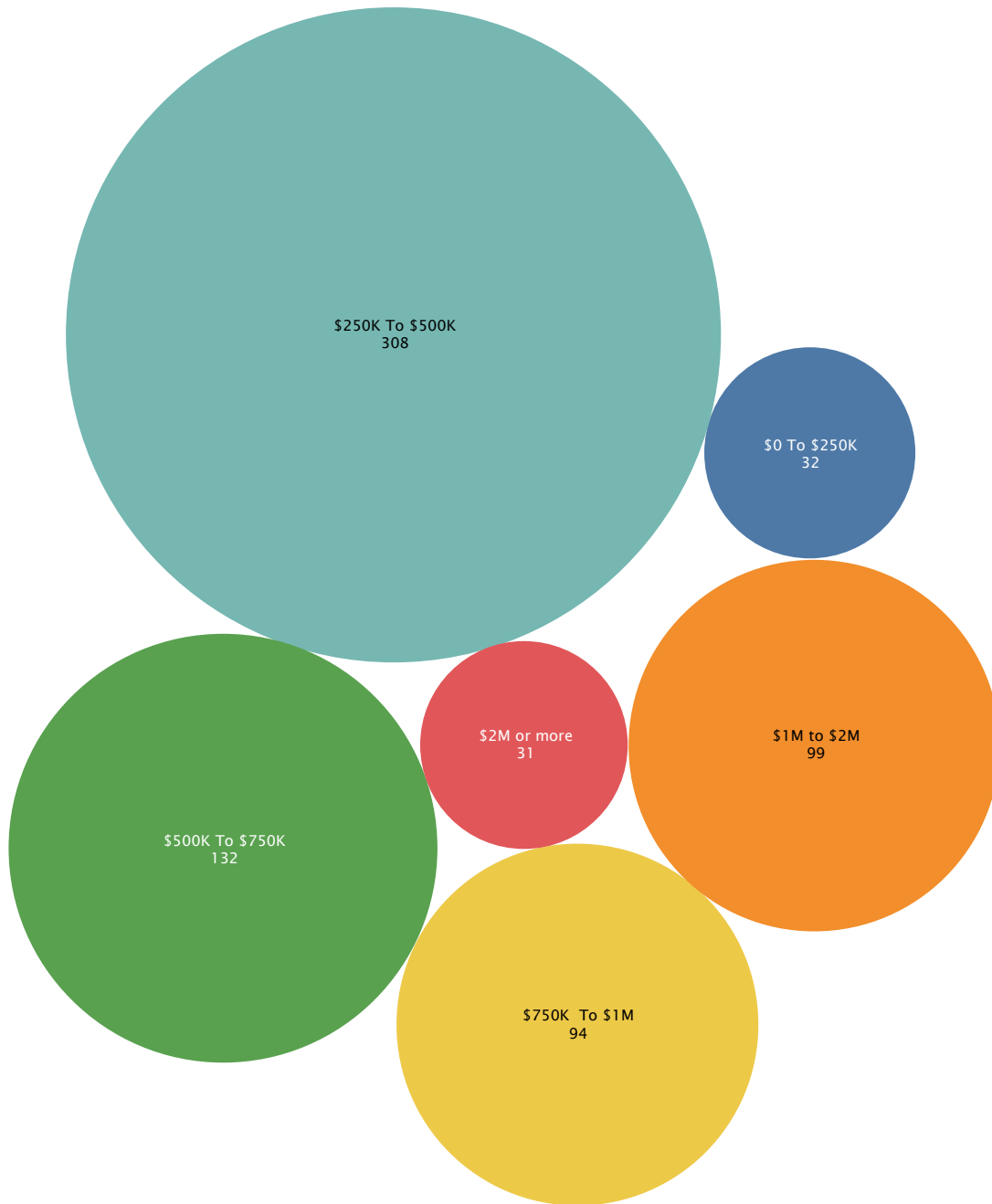
Number 2-10 metros are:

- Ashburn, VA
- Philadelphia, PA
- Syracuse, NY
- Saratoga Springs, NY
- Albany, NY
- Dallas, TX
- Buffalo, NY
- Houston, TX
- Hancock, MI



VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2023Q4



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



Virginia

The Virginia market remained largely stable between fall and winter 2023.

Largest Markets

1. Smith Mountain Lake	\$219,430,491	29.0%	6. Fawn Lake	\$26,187,135	3.5%
2. Lake Anna	\$128,840,248	17.0%	7. Occoquan Reservoir	\$19,804,189	2.6%
3. Lake Gaston*	\$95,285,026	12.6%	8. Lake Frederick	\$17,888,275	3.2%
4. Lake of the Woods	\$27,332,378	3.6%	9. Lake Monticello	\$13,761,447	1.8%
5. John H Kerr Reservoir*	\$27,247,400	3.6%	10. Hunting Run	\$11,987,423	1.6%

Total Virginia Market: \$756,543,034

Largest Home Markets

1. Smith Mountain Lake	\$140,068,347	25.1%
2. Lake Anna	\$97,272,352	17.4%
3. Lake Gaston*	\$57,695,577	10.3%
4. Lake of the Woods	\$24,825,678	4.4%
5. Fawn Lake	\$21,928,135	3.9%
6. John H Kerr Reservoir*	\$18,823,700	3.4%
7. Lake Frederick	\$17,888,275	3.2%
8. Occoquan Reservoir	\$17,493,289	3.1%
9. Lake Monticello	\$13,509,647	2.4%
10. Hunting Run	\$10,888,623	2.0%

Total Virginia Home Market: \$558,356,470

Largest Land Markets

1. Smith Mountain Lake	\$79,362,144	40.0%
2. Lake Gaston*	\$37,589,449	19.0%
3. Lake Anna	\$31,567,896	15.9%
4. John H Kerr Reservoir*	\$8,423,700	4.3%
5. Leesville Lake	\$7,896,300	4.0%
6. Fawn Lake	\$4,259,000	2.1%
7. South Holston Lake*	\$3,324,499	1.7%
8. Claytor Lake	\$3,075,000	1.6%
9. Ni River Reservoir	\$2,515,000	1.3%
10. Lake of the Woods	\$2,506,700	1.3%

Total Virginia Land Market: \$198,186,564

Most Expensive Homes

1. Smith Mountain Lake	\$1,129,583
2. Fawn Lake	\$996,733

Most Affordable Homes

1. Lake Frederick	\$638,867
2. Lake Gaston	\$648,505

Most Listings

1. Smith Mountain Lake	456	26.1%	6. Lake of the Woods	68	3.9%
2. Lake Gaston*	282	16.1%	7. Lake Monticello	37	2.1%
3. Lake Anna	241	13.8%	8. Occoquan Reservoir	30	1.7%
4. John H Kerr Reservoir*	91	5.2%	9. Fawn Lake	28	1.6%
5. Leesville Lake	83	4.8%	9. Lake Frederick	28	3.6%

Total Virginia Listings: 1,747

Most Homes Available

1. Smith Mountain Lake	124	16.1%
2. Lake Anna	112	14.6%
3. Lake Gaston*	85	11.1%
4. Lake of the Woods	52	6.8%
5. Lake Monticello	34	4.4%
6. John H Kerr Reservoir*	32	4.2%
7. Lake Frederick	28	3.6%
8. Occoquan Reservoir	25	3.3%
9. Fawn Lake	22	2.9%
10. Placid Lake	15	2.0%

Total Virginia Home Listings: 768

Most Land Available

1. Smith Mountain Lake	332	33.9%
2. Lake Gaston*	197	20.1%
3. Lake Anna	129	13.2%
4. Leesville Lake	79	8.1%
5. John H Kerr Reservoir*	59	6.0%
6. Lake Holiday	16	1.6%
6. Lake of the Woods	16	1.6%
6. South Holston Lake*	16	1.6%
9. Lake Izac	15	1.5%
10. Claytor Lake	11	1.1%

Total Virginia Land Listings: 979

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$344,330
2. Claytor Lake	\$177,746
3. Lake Holiday	\$172,000
4. Smith Mountain Lake	\$143,326
5. Lake Anna	\$127,350
6. Lake Izac	\$108,867
7. Lake Louisa	\$102,078
8. South Holston Lake	\$69,212

Listings of 10 Acres or More

1. Lake Anna	\$38,434
--------------	----------

Most Affordable Land per Acre

Listings of Less Than 10 Acres

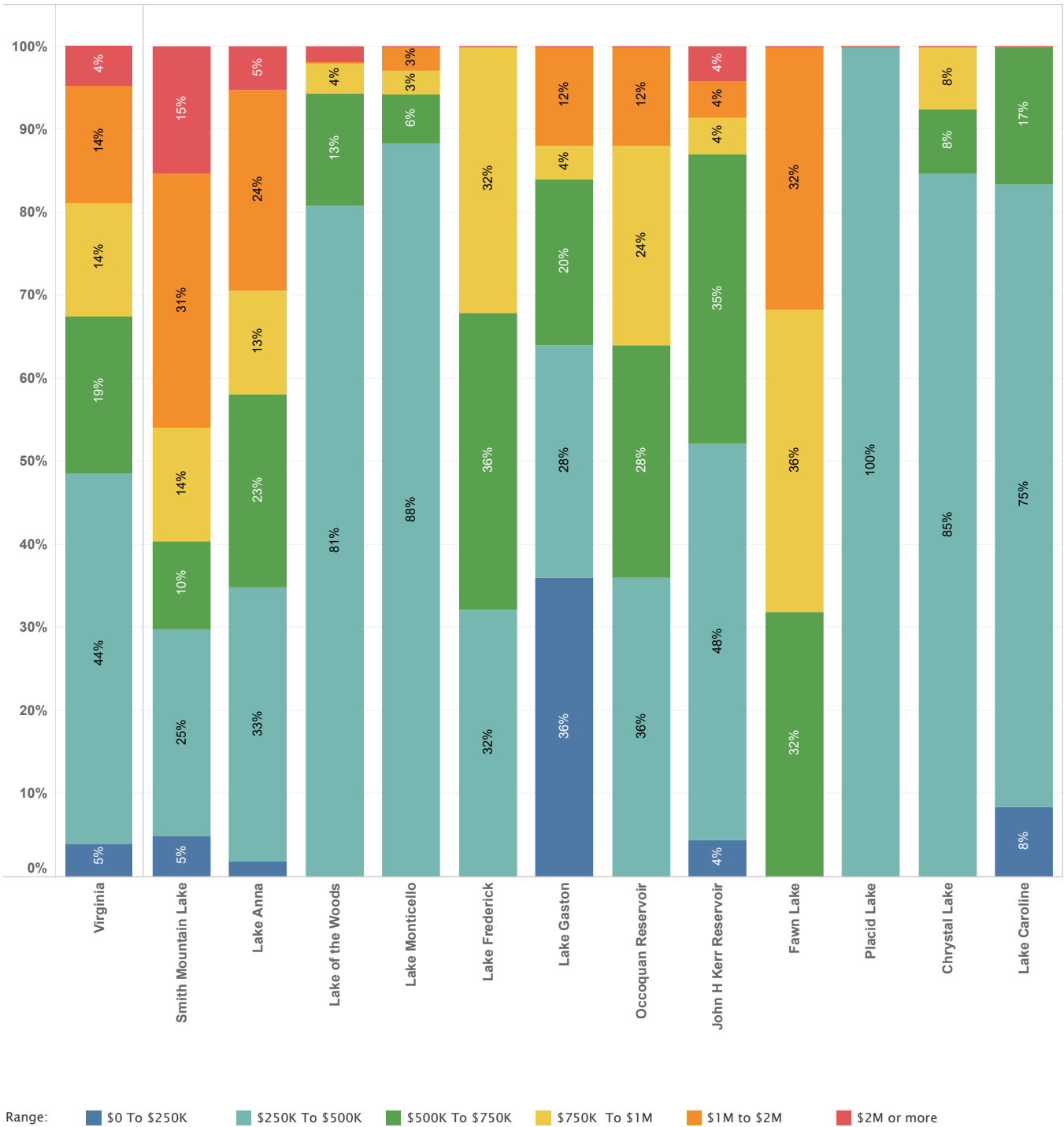
1. Leesville Lake	\$31,072
2. John H Kerr Reservoir	\$48,708
3. Lake Gaston	\$58,501
4. South Holston Lake	\$69,212
5. Lake Louisa	\$102,078
6. Lake Izac	\$108,867
7. Lake Anna	\$127,350
8. Smith Mountain Lake	\$143,326

Listings of 10 Acres or More

1. Leesville Lake	\$7,965
-------------------	---------

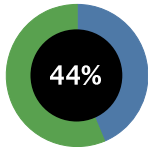
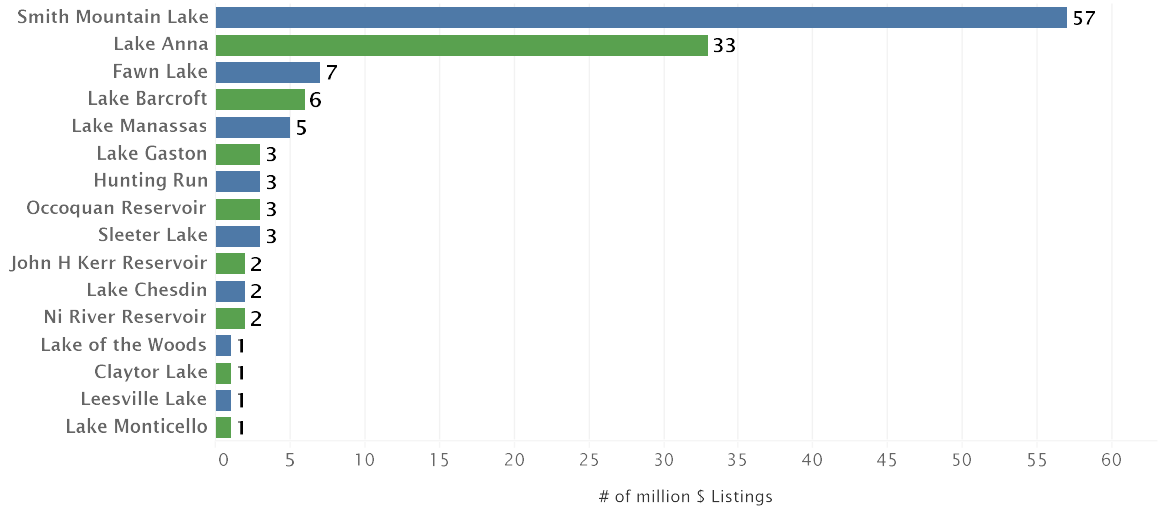
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Virginia Market 2023Q4



Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2023Q4

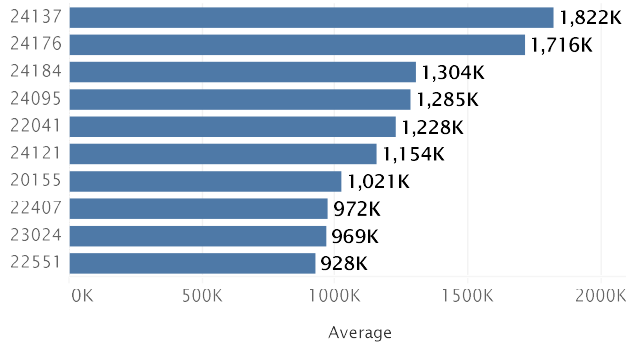


44% of \$1M+ Homes in Virginia are on Smith Mountain Lake

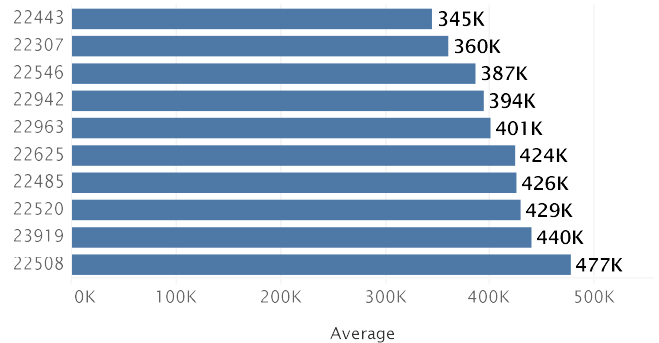
Total Number of \$1M+ Homes

130

Most Expensive ZIP Codes 2023Q4

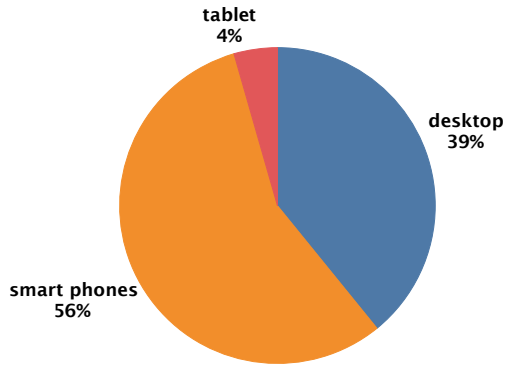


Most Affordable ZIP Codes 2023Q4

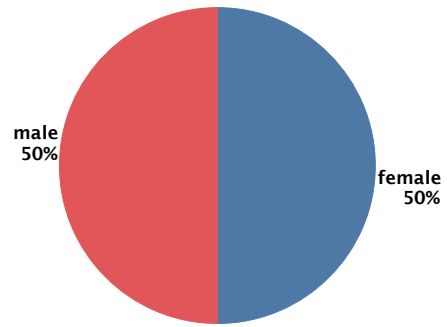


Who's Shopping Virginia Lake Real Estate

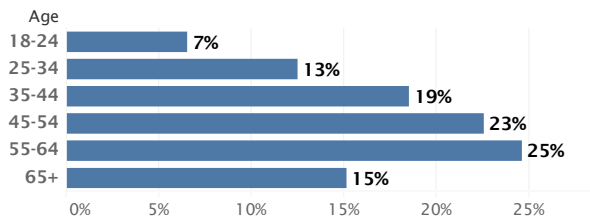
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



New York

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

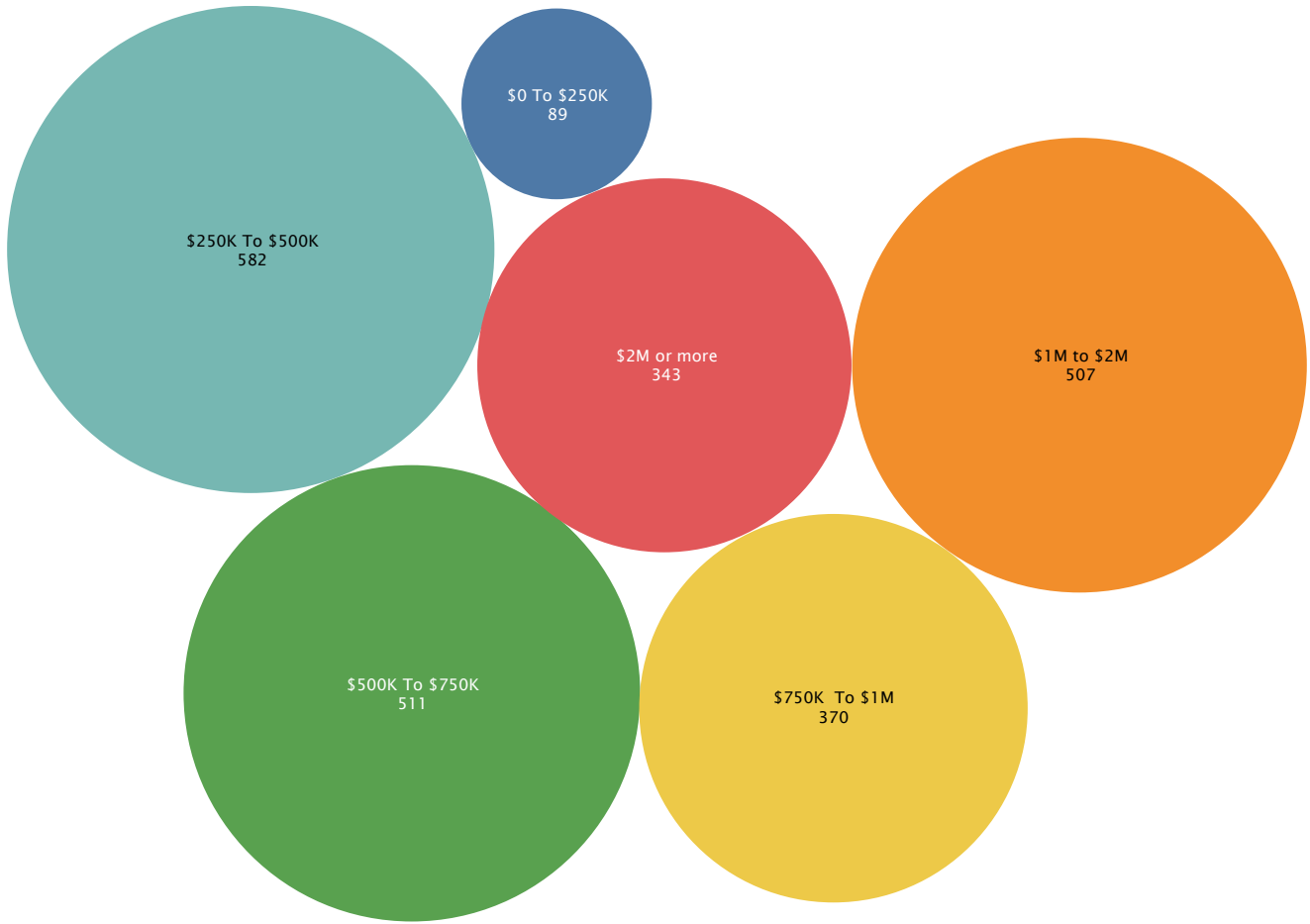
Number 2-10 metros are:

- Raleigh, NC
- Philadelphia, PA
- Charlotte, NC
- Durham, NC
- Nashville, TN
- Dallas, TX
- Greensboro, NC
- Grand Ledge, MI
- Hamburg, NY



WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2023Q4



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



Washington

The Washington market decreased from \$4.4 BB in fall 2023 to \$3.6 BB in winter 2023, an \$800 MM (20%) fall.

Largest Markets

1. Puget Sound	\$1,171,806,672	32.9%	6. Lake Whatcom	\$59,225,549	1.7%
2. Lake Washington	\$978,762,092	27.5%	7. Moses Lake	\$37,563,309	1.1%
3. Lake Sammamish	\$168,942,462	4.7%	8. Lake Washington Ship Canal	\$34,626,538	1.0%
4. Lake Union	\$124,085,500	3.5%	9. Lake Tapps	\$30,564,258	0.9%
5. Lake Chelan	\$87,898,748	2.5%	10. American Lake	\$30,548,448	0.9%

Total Washington Market: \$3,557,894,918

Largest Home Markets

1. Puget Sound	\$1,039,884,557	33.4%
2. Lake Washington	\$891,474,152	28.7%
3. Lake Sammamish	\$151,397,612	4.9%
4. Lake Union	\$113,535,500	3.7%
5. Lake Whatcom	\$57,783,649	1.9%
6. Lake Chelan	\$44,672,449	1.4%
7. American Lake	\$30,273,448	1.0%
8. Moses Lake	\$29,040,609	0.9%
9. Green Lake	\$27,136,550	0.9%
10. Lake Washington Ship Canal	\$26,751,538	0.9%

Total Washington Home Market: \$3,109,380,783

Largest Land Markets

1. Puget Sound	\$131,922,115	29.4%
2. Lake Washington	\$87,287,940	19.5%
3. Lake Chelan	\$43,226,299	9.6%
4. Lake Sammamish	\$17,544,850	3.9%
5. Osoyoos Lake	\$12,504,250	2.8%
6. Wanapum Lake	\$10,602,950	2.4%
7. Lake Union	\$10,550,000	2.4%
8. Moses Lake	\$8,522,700	1.9%
9. Lake Washington Ship Canal	\$7,875,000	1.8%
10. Green Lake Reservoir	\$7,000,000	1.6%

Total Washington Land Market: \$448,514,135

Most Expensive Homes

1. Lake Washington	\$3,523,613
2. Lake Sammamish	\$2,856,559

Most Affordable Homes

1. Lake Stevens	\$1,123,338
2. Lake Lucerne	\$1,203,495

Most Listings

1. Puget Sound	1,163	35.2%	6. Moses Lake	85	2.6%
2. Lake Washington	284	8.6%	7. Lake Sammamish	63	1.9%
3. Lake Chelan	107	3.2%	8. Lake Whatcom	42	1.3%
4. Lake Union	97	2.9%	9. Wanapum Lake	40	1.2%
5. Duck Lake	87	2.6%	10. Franklin D Roosevelt Lake	35	1.1%
Total Washington Listings:				3,308	

Most Homes Available

1. Puget Sound	830	34.5%
2. Lake Washington	253	10.5%
3. Lake Union	94	3.9%
4. Moses Lake	56	2.3%
5. Lake Chelan	53	2.2%
5. Lake Sammamish	53	2.2%
7. Duck Lake	42	1.7%
8. Lake Whatcom	35	1.5%
9. Lake Washington Ship Canal	26	1.1%
10. Green Lake	22	0.9%

Total Washington Home Listings: 2,404

Most Land Available

1. Puget Sound	333	36.8%
2. Lake Chelan	54	6.0%
3. Duck Lake	45	5.0%
4. Lake Washington	31	3.4%
5. Moses Lake	29	3.2%
6. Wanapum Lake	26	2.9%
7. Franklin D Roosevelt Lake	16	1.8%
8. Granite Lake	11	1.2%
8. Lake Pateros	11	1.2%
10. Lake Sammamish	10	1.1%

Total Washington Land Listings: 904

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$6,778,277
2. Lake Chelan	\$441,961
3. Duck Lake	\$370,737
4. Puget Sound	\$307,369
5. Granite Lake	\$286,895
6. Wanapum Lake	\$279,118
7. Lake Pateros	\$272,175
8. Moses Lake	\$216,192

Listings of 10 Acres or More

1. Lake Chelan	\$155,600
----------------	-----------

Most Affordable Land per Acre

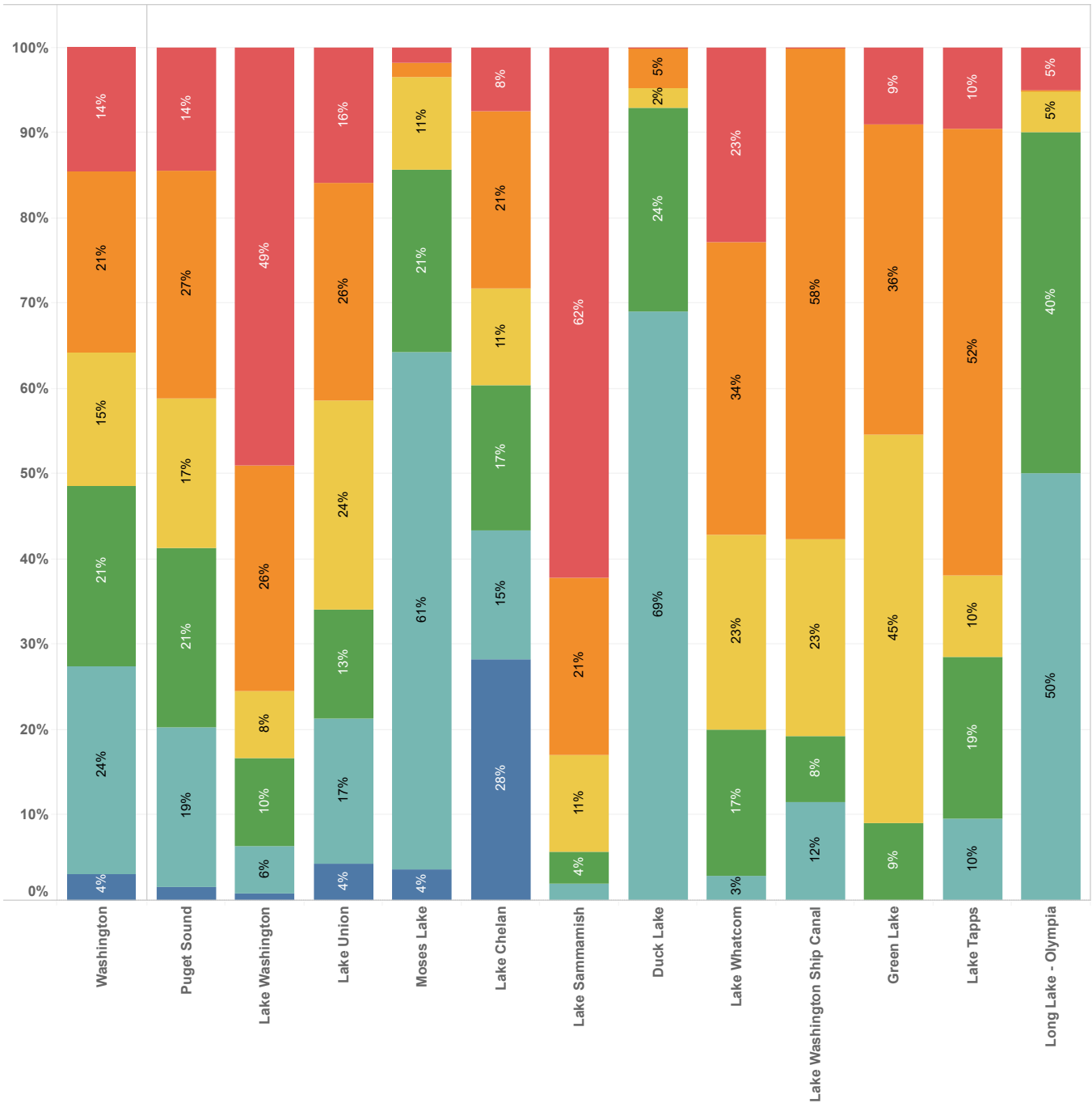
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$66,761
2. Moses Lake	\$216,192
3. Lake Pateros	\$272,175
4. Wanapum Lake	\$279,118
5. Granite Lake	\$286,895
6. Puget Sound	\$307,369
7. Duck Lake	\$370,737
8. Lake Chelan	\$441,961

Listings of 10 Acres or More

1. Spokane River Arm	\$10,709
----------------------	----------

Price Breakdown by Percentage of Homes in the Washington Market 2023Q4

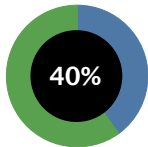
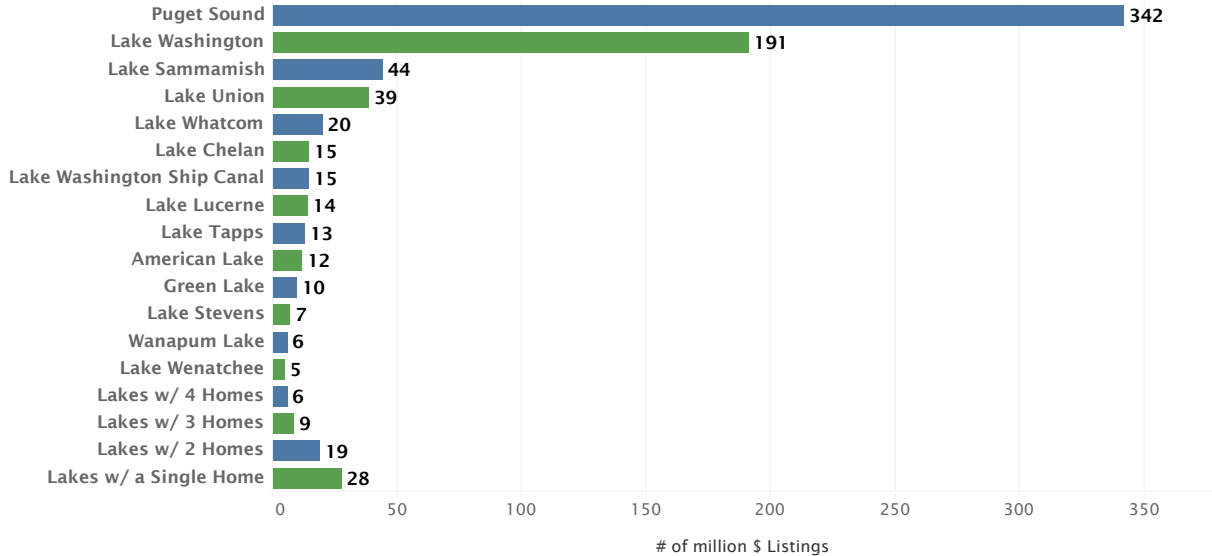


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2023Q4

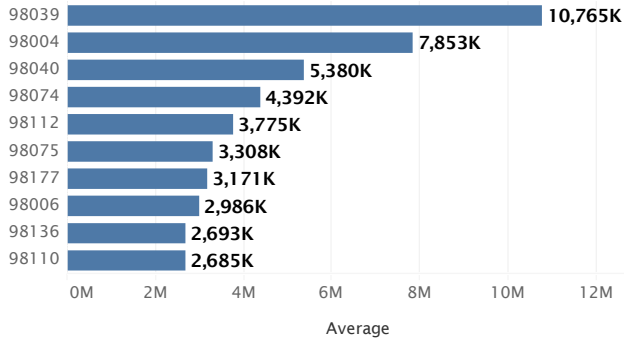


of \$1M+ Homes in Washington are on Puget Sound

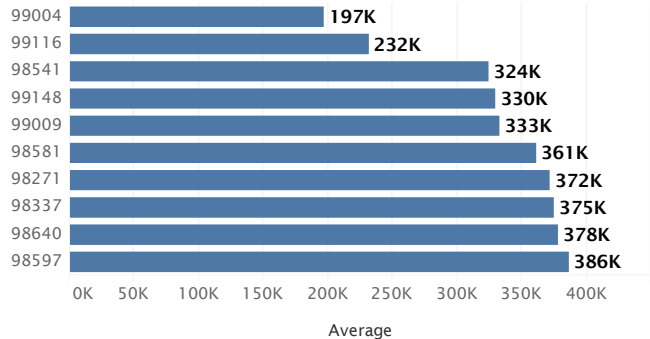
Total Number of \$1M+ Homes

850

Most Expensive ZIP Codes 2023Q4

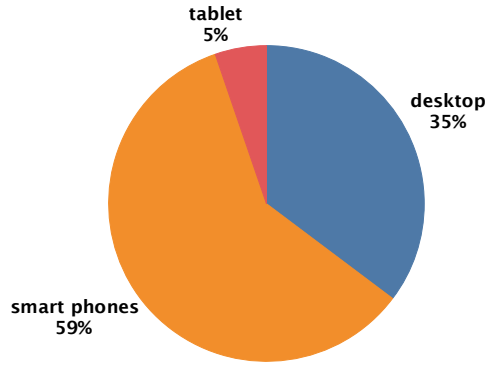


Most Affordable ZIP Codes 2023Q4

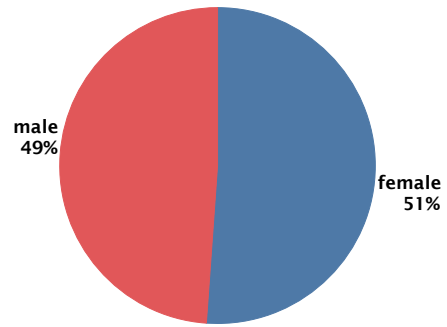


Who's Shopping Washington Lake Real Estate

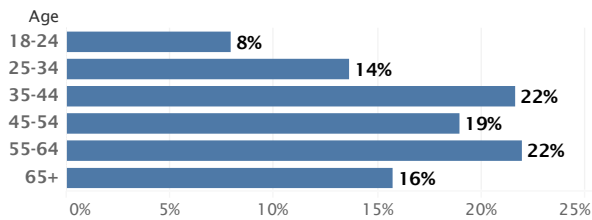
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Horn Lake

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

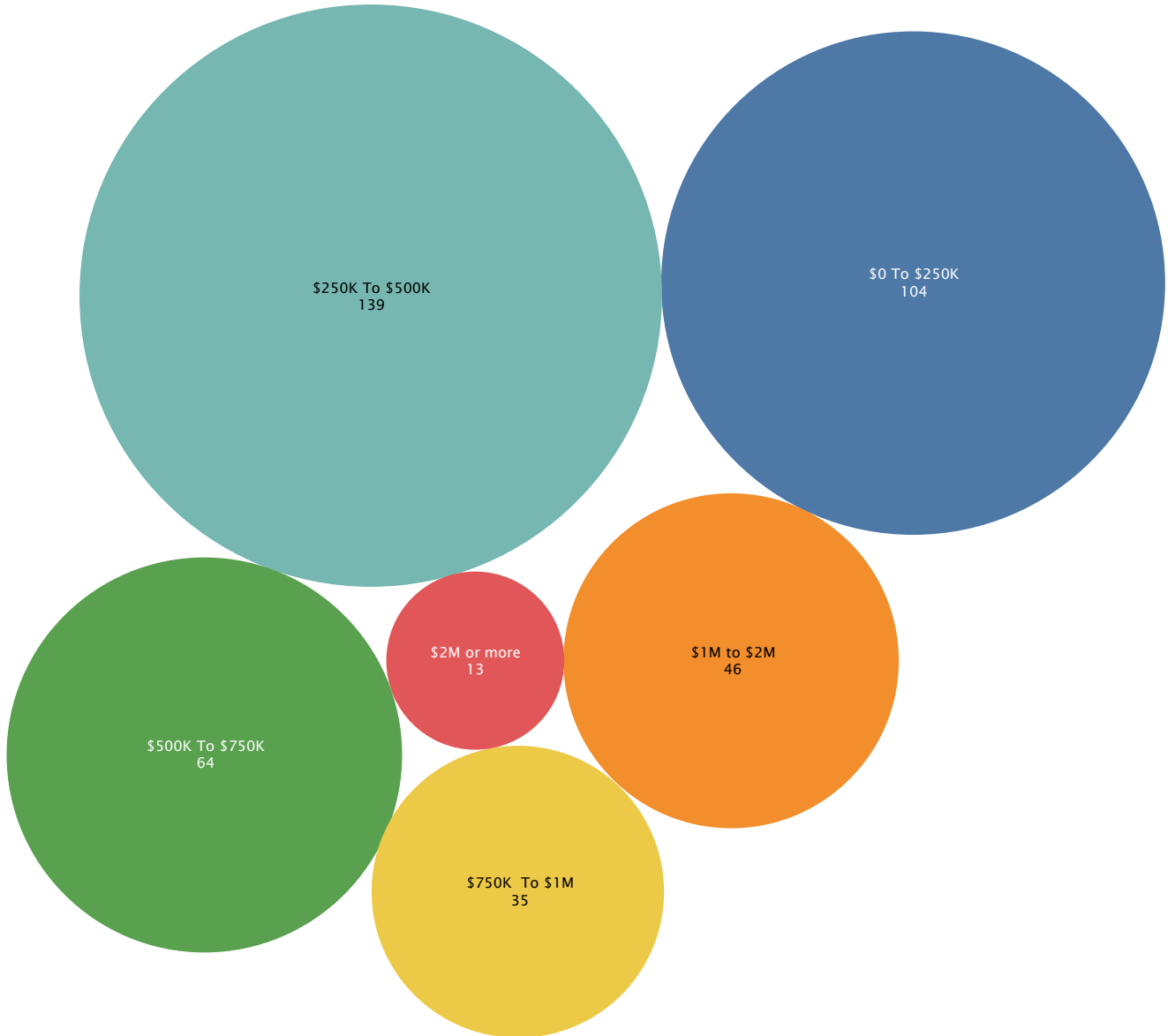
Number 2-10 metros are:

- Belzoni, MS
- Biloxi, MS
- Brookhaven, MS
- Canton, MS
- Cleveland, MS
- Corinth, MS
- De Kalb, MS
- Greenville, MS
- Grenada, MS



WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2023Q4



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



Wisconsin

The total Wisconsin market fell from \$369 MM in fall 2023 to \$293 MM in winter 2023, a \$76 MM (23%) decrease.

Largest Markets

1. Lake Superior	\$19,690,000	6.7%	6. Van Vliet Lake	\$4,929,000	1.7%
2. Lake Saint Croix - Afton	\$19,437,100	6.6%	7. Forest Lake - Land O'lakes	\$4,794,900	1.6%
3. South Bay	\$7,460,500	3.1%	8. Minocqua Lake	\$4,615,800	1.6%
4. Metonga Lake	\$5,033,700	2.1%	9. Yellow Birch Lake	\$4,472,900	1.8%
5. Squirrel Lake	\$4,993,400	1.7%	10. Prairie Lake - Prairie Lake	\$3,962,390	1.4%

Total Wisconsin Market: \$293,510,000

Largest Home Markets

1. Lake Saint Croix - Afton	\$17,808,100	7.3%
2. Lake Superior	\$15,011,200	6.2%
3. South Bay	\$7,460,500	3.1%
4. Metonga Lake	\$5,033,700	2.1%
5. Van Vliet Lake	\$4,582,000	1.9%
6. Yellow Birch Lake	\$4,472,900	1.8%
7. Minocqua Lake	\$4,465,900	1.8%
8. Forest Lake - Land O'lakes	\$4,374,900	1.8%
9. Little Arbor Vitae Lake	\$3,950,000	1.6%
10. Kawaguesaga Lake	\$3,924,900	1.6%

Total Wisconsin Home Market: \$243,417,247

Largest Land Markets

1. Lake Superior	\$4,678,800	9.3%
2. Prairie Lake - Prairie Lake	\$3,809,890	7.6%
3. Squirrel Lake	\$2,074,500	4.1%
4. North Twin Lake	\$1,985,749	4.0%
5. Lake Saint Croix - Afton	\$1,629,000	3.3%
6. Middle Eau Claire Lake - Barnes	\$1,525,000	3.0%
7. Little Horsehead Lake	\$1,519,000	3.0%
8. Lower Eau Claire Lake - Gordon	\$1,400,000	2.8%
9. Big Butternut Lake - Luck	\$1,399,900	2.8%
10. Catfish Lake	\$1,300,000	2.6%

Total Wisconsin Land Market: \$50,092,753

Most Expensive Homes

1. Lake Superior	\$1,000,747
2. Lake Saint Croix - Afton	\$989,339

Most Affordable Homes

1. Lake Saint Croix - Afton	\$989,339
2. Lake Superior	\$1,000,747

Most Listings

1. Prairie Lake - Prairie Lake	67	9.0%	4. Lake Mohawksin	14	1.9%
2. Lake Superior	30	4.0%	4. Shishebogama Lake	14	1.9%
3. Lake Saint Croix - Afton	21	2.8%	8. Big Sand Lake - Webster	11	1.5%
4. Apple River Flowage 134 - Lincoln	14	1.9%	8. Butternut Lake - Lake	11	1.5%
4. Boom Lake - Newbold	14	1.9%	8. Minocqua Lake	11	1.5%
			Total Wisconsin Listings:	742	

Most Homes Available

1. Lake Saint Croix - Afton	18	4.5%
2. Lake Superior	15	3.7%
3. Boom Lake - Newbold	10	2.5%
3. Lake Mohawksin	10	2.5%
3. Minocqua Lake	10	2.5%
3. South Bay	10	2.5%
7. Bridge Lake	9	2.2%
7. Butternut Lake - Lake	9	2.2%
9. Shishebogama Lake	7	1.7%
10. Lac Vieux Desert	6	1.5%

Total Wisconsin Home Listings: 401

Most Land Available

1. Prairie Lake - Prairie Lake	66	19.4%
2. Lake Superior	15	4.4%
3. Apple River Flowage 134 - Lincoln	12	3.5%
4. Big Sand Lake - Webster	9	2.6%
5. Mercer Lake	7	2.1%
5. Shishebogama Lake	7	2.1%
7. Squirrel Lake	6	1.8%
7. Weber Lake - Anderson	6	1.8%
9. Bass Lake - Cedar Lake	5	1.5%
9. Lake Eau Galle - Eau Galle	5	1.5%

Total Wisconsin Land Listings: 341

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Superior	\$72,588
2. Apple River Flowage 134 - Lincoln	\$37,161

Listings of 10 Acres or More

**

Most Affordable Land per Acre

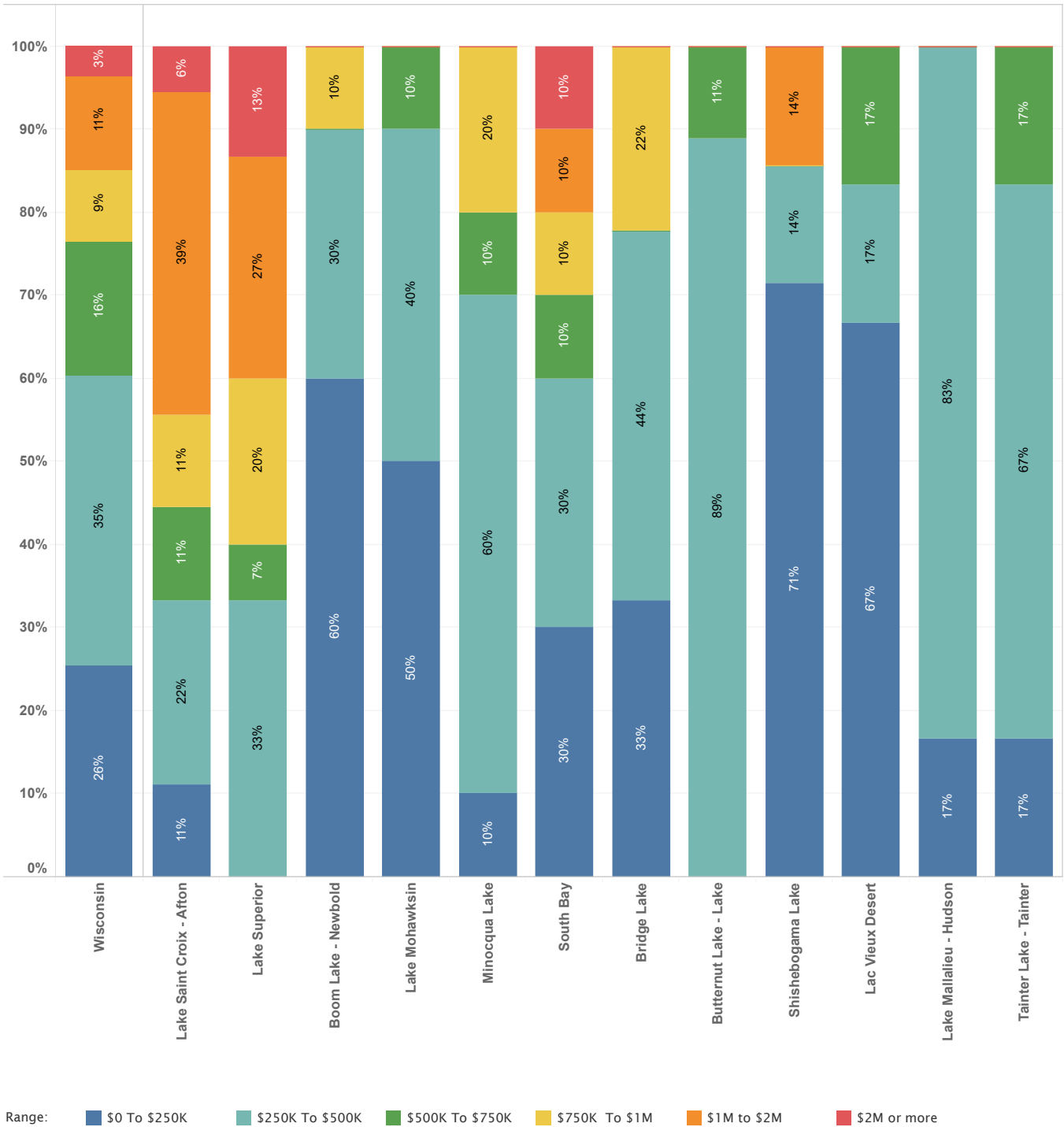
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$37,161
2. Lake Superior	\$72,588

Listings of 10 Acres or More

**

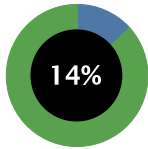
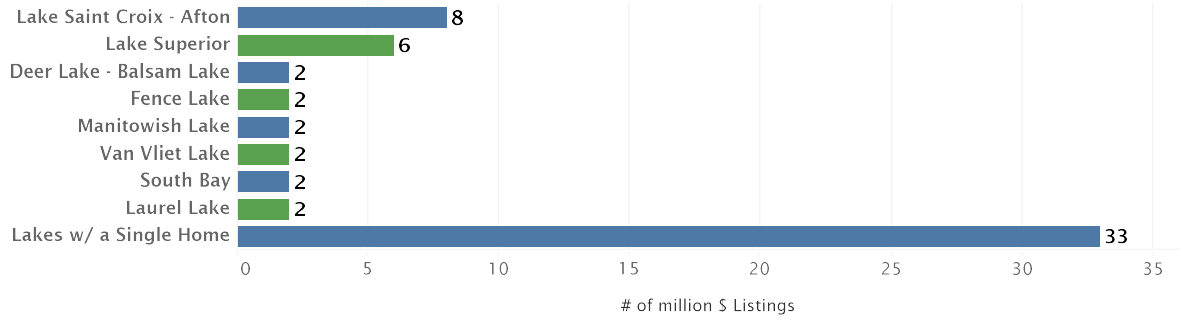
Price Breakdown by Percentage of Homes in the Wisconsin Market 2023Q4



LAKE HOMES.COM
REALTY.

Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2023Q4

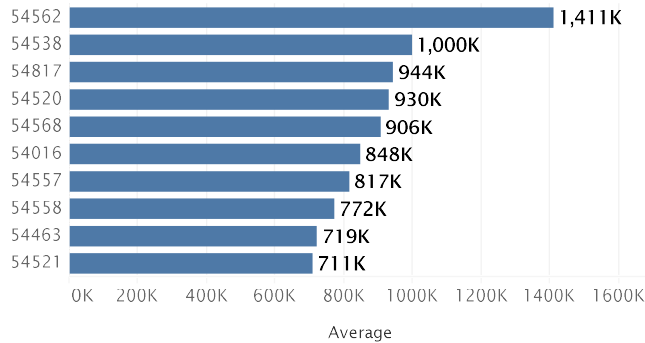


of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

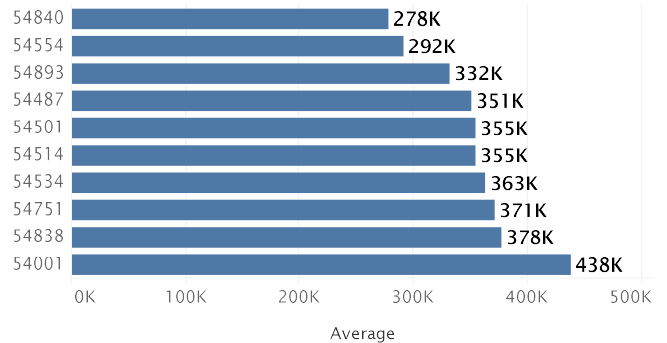
Total Number of \$1M+ Homes

59

Most Expensive ZIP Codes 2023Q4



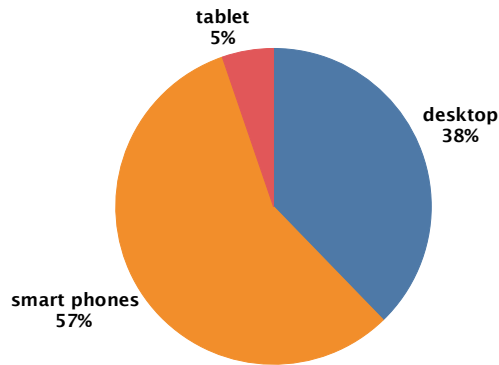
Most Affordable ZIP Codes 2023Q4



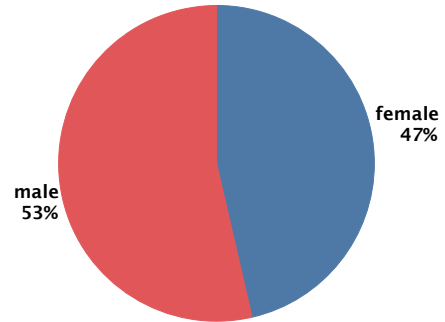
LAKE HOMES.[®]
REALTY.

Who's Shopping Wisconsin Lake Real Estate

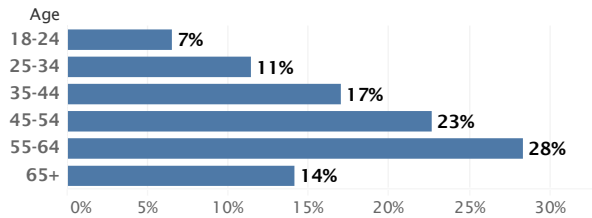
How are shoppers connecting 2023Q4



Male/Female Visitors 2023Q4



What Age Groups are Shopping 2023Q4



Chicago

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

Number 2-10 metros are:

- Minneapolis, MN
- Saint Paul, MN
- Rochester, MN
- Rockford, IL
- Blaine, MN
- St. Louis, MO
- Joliet, IL
- Naperville, IL
- Rice, MN

Permissions For Use

Members of the news media may call (866) 525-3466 to speak with either the authors of this proprietary report or with any of our local lake market experts in any of the states represented in this report.

[LakeHomes.com](https://www.lakehomes.com) analysts can often provide customized analyses based on this report data upon request. Requests should be made to marketing@lakehomes.com.

Media outlets, not owned or operated or directly affiliated with real estate brokerages or developments, may utilize the data within this report for articles and news reports provided “LakeHomes.com” is cited as the source with a link when used online.

Real estate agents, brokers, brokerages, developers/developments, builders, and property owners not affiliated with LakeHomes.com are expressly prohibited from reproduction or other use of any and/or all of this report and the compiled data within that is not already available to them via their membership in their respective MLS or public resources.

For all other permission requests and media inquiries, call Mark Griggs at (866) 525-3466.

©Copyright by LakeHomes.com and Lake Homes Realty, LLC. All rights reserved. No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of brief quotations embodied in critical reviews and certain other noncommercial uses permitted by copyright law.