



Version (2)

Lake Real Estate Market Report

A Multi-State, Lake-Focused
Real Estate Market Report

Spring 2020

Produced By

LakeHomes.com

Wow! Since we released this Lake Real Estate Market Report just a few weeks ago, the world, the economy, and real estate markets have all been thrown into massive uncertainty by the novel coronavirus, COVID-19.

As we operate our brokerages across so much of the country, I wanted to update my insights. While some of this is an opinion, it is driven by data and feedback. This includes information contained in this report about market inventories.

Candidly, no one really knows when and how the markets will rebound. However, whether you are buying, selling, or just planning, I know **our position as the lake real estate experts across the country** gives us a unique insight that can be valuably navigating the coming months and years.

With that in mind, here are a few of my latest thoughts about the **current and up-coming lake real estate markets**:

1. **People need time to digest the shock and collect themselves.** Just like someone in a car crash, it takes a little while to regain your bearings, evaluate other risks, and check for any real injuries. This takes time. Home price, features, and location will mean little to buyers for a few weeks.

Therefore, I expect residential real estate markets, including lake real estate, **to pause through at least April and May**. And maybe longer. We anticipate an 80% to 95% drop in transactions compared to these months in 2019.

2. Compared to the real estate boom and bust of a few years ago, the real estate industry is on much more solid ground. In that recession, real estate and lending lead to that disaster and therefore, could not lead the country out of the cycle.

This economic crash has more in common with 9/11, which was an external event to the markets, not a failure by the markets. This leads us to believe that once the shock wears off and businesses are allowed to restart, demand will resume across the economy.

We also believe, at least for now, that **by 2021 the real estate markets, including lake real estate, will be similar (+/- 20%) to the market volume of 2019**.

3. **When will we begin moving from the pause to a more regular volume of transactions?** While no one knows, there are two signals.

The first signal is the point in time where the number of new cases of COVID-19 begins to level off or decline in the U.S.

The second signal will be when restaurants, bars, and travel return to normal (or mostly normal) operation. This second signal will most likely occur after the first. However, together these will signal to early movers in real estate that they can begin actively returning to the market. And they will.

4. The pandemic-driven real estate market freeze will unthaw with a few new twists for lake real estate:

1. In addition to the many different reasons for buying a lake home, there will be two types of lake home buyers appear (and one type reappear).

The first will be those **who decide they should not wait indefinitely to find their dream home**. They will want to do it sooner than later now.

The second new type of buyer will be those **who believe that a lake home in a rural (or semi-rural) area would be a great place to “self-quarantine”** should another pandemic occur. I don’t expect this group to be doomsday preppers, but they are looking for some social separation. And they know that if another pandemic does not occur, a lake home will still be an enjoyable investment.

The post-pandemic market will also **bring the reemergence of the opportunistic home buyers**. This was common in 2009 to 2013, and features buyers who either have ready cash to buy great homes fast OR looking for super bargains.

What will surprise the latter of this group is that the lake markets will have few foreclosures. Even in the crash of 2008-2009, most foreclosures at the lake were developments caught by surprise. Most individual lake homeowners pay cash or can otherwise readily afford their home. There **will NOT be as many mega-bargains as these buyers expect**, although prices may potentially become more practical.

2. A segment of lake homeowners will price more aggressively (i.e., lower) to sell their home than they have in the last few years. This will be for a variety of new reasons. Some will **need to sell because they need cash**, perhaps to offset losses in other investments.

Others will finally **accept the market realities of genuinely sellable prices**. This is a group that formerly focused on “testing the market” with high prices. This group historically ignores that buyers don’t care what the owner paid for the property or “thinks” it is worth.

5. As the market momentum recovers later this year, lake home sellers should be aware that a meaningful segment of today’s buyers is NOT just comparing a home to other homes across that specific lake. **Many buyers are comparing lake homes on MULTIPLE LAKES**, sometimes even in different states. Therefore, it is wise to price lake real estate with a solid understanding of multiple markets, and with guidance on home prices on similar lakes in other areas of the country.
6. What will not change is a pattern we’ve seen for two years now. Lake home buyers will look to see if a property has been listed for sale by “motivated sellers” or “speculative sellers.”

As has been the case for the last two years, buyers will **quickly respond to new listings that signal (by a reasonable price and good home condition) the property is genuinely and actively for sale**.

At the same time, if a home is priced high and/or is in poor condition for the list price, buyers will believe the seller is not very serious. In fact, the buyers will usually **ignore these lake properties, regardless of any shortage of available inventory**.

Lake home buyers (and home buyers in general) **easily spot overpriced homes and AVOID THEM!** Typically, they don’t even request a showing or more information. Their time is too valuable, and they find the sellers of overpriced homes to be unmotivated to negotiate. So, they just don’t even spend time looking at the homes of these “speculative” sellers. Instead, these interested buyers watch inventories online and wait.

7. **An important caution for home sellers:** Due to the wealth of online information, including what can be found in this report and by searching www.LakeHomes.com, **buyers are better informed than any time in history**. Because they are informed, sellers cannot fool these buyers into paying above real market prices (even if the sellers have deceived themselves and overpriced).

8. Once the real estate markets resume modest activity, **lake homes priced between \$175,000 and \$700,000 will continue to sell well WHEN (and only when) PRICED APPROPRIATELY** for age, location, and physical condition. This trend will continue through at least early 2021.
9. Except for markets where the average lake home value is more than \$800,000, **lake homes priced at \$700,000 or more continue to see much less buyer interest**. The lack of interest will not change in the next year (or longer) due to several specific reasons.

Most lake home buyers will now be very price sensitive or may believe they can now find great deals. These buyers will **show no appetite for paying what they believe is peak premium prices**. Sellers who overprice ignore this buyer reality at their peril.

Home construction from 2003 to 2008 in many lake markets often focused on high-end homes. These **homes were purchased in the real estate boom** when prices were at their peak. Buyers lost money the moment they bought at a premium price. **Many lake homeowners have been unable to emotionally (and sometimes financially) accept that loss** (which is interesting, because if they bought stocks at peak prices, they would accept that the peak is long gone and begrudgingly accept their loss). Some of these owners will become more realistic post-pandemic.

Older owners will continue a trend of downsizing. This will add to the inventory of high-end lake homes for sale at a time when buyers will seek more practical, smaller lake homes.

I felt that before the pandemic, the cultural **“The Age of Opulence” had ended**. That is, owning the largest, high-end homes had popular appeal. The upcoming reset of the market will reaffirm this reality.

10. Now, and through the upcoming months, **sellers must accept that inactivity of showings or offers is rarely due to a lack of marketing** of a home (other than exceptional cases, or some For-Sale-By-Owner properties lacking sufficient online exposure).

Buyer action (or rather inaction) will continue to speak loudly even though sellers commonly ignore the real message. **A lack of buyer interest announces that the buyers consider the property too overpriced for buyers’ current appetite**. An overpriced home is not even worth their time to inquire or visit.

If selling a home, listen to the local market, and do so quickly before your property becomes “stale” on the market.

Lake homes and land are essential investments in any economy. Whether you are buying, selling, or planning for the future, I hope this report is helpful.

Please let us know if we can be of service in any way.

Warmest Regards,



Glenn S. Phillips
CEO

“The pandemic-driven real estate market freeze will unthaw with a few new twists for lake real estate!”

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CEO's MARKET INSIGHTS

The real estate market has so many stories to share if you listen beyond the mainstream headlines.

I love to review the many types of valuable data our team produces. We believe our position as the lake real estate experts in this country gives us a unique insight that can be valuable, whether you are buying, selling, or just planning.

As always, my goal is not only to understand the current market but where we are headed. With that in mind, here are a few of my thoughts about the **current and near-term lake real estate markets**:

1. I continue to see the lake real estate market **active (but not hyper-active) for sales through at least all of 2021**, with only slight variances of activity levels at each local market.

At the same time, **some markets with high demand from buyers will still NOT see an increase** in the total number of annual transactions compared to prior years. This lack of an increase is not because of a lack of buyer interest. The issue is instead a **limited number of “sellable” homes in many lake markets**. (By “sellable,” I mean modern homes in good condition, on decent waterfront lots, and not over-priced.)

2. In today's market, lake home buyers are searching to see if a property has been listed for sale by “motivated sellers” or “speculative sellers.”

Buyers will quickly respond to new listings that signal (by a reasonable price and good home condition) the property is genuinely and actively for sale.

At the same time, if a home is highly priced or in poor condition, buyers believe the seller is not very serious. The buyers will usually **ignore these lake properties, regardless of any shortage of available inventory.**

Today's lake home buyers (and home buyers in general) **easily spot overpriced homes and AVOID THEM!** Typically, they don't even request a showing or more information. Their time is too valuable, and they find the sellers of overpriced homes to be unmotivated to negotiate. So, they don't even spend time looking at the homes of these “speculative” sellers. Instead, these interested buyers watch inventories online and wait.

3. **A few lake markets are currently sellers' markets.** However, this is NOT a real estate boom and won't become a boom. A small number of markets do have competing offers for **appropriately** priced homes when they are new to the market, provided they are lower-to-mid-priced homes. Higher-end homes rarely see competing offers unless the list price is aggressively low (and that low price **MUST** be the initial list price, not a drop in price after many months on the market).

4. Lake home sellers should be aware that a meaningful segment of today's buyers is NOT just comparing a home to other homes across that specific lake. **Many buyers are comparing lake homes on MULTIPLE LAKES**, sometimes even in different states. Therefore, it is wise to price lake real estate with a solid understanding of multiple markets, and with guidance on home prices on similar lakes in other areas of the country.

5. **An important caution for home sellers:** Due to the wealth of online information, including what can be found in this report and by searching www.LakeHomes.com, **buyers are better informed than at any time in history.** Because they are informed, sellers cannot trap these buyers into paying above real market prices (even if the sellers have deceived themselves and overpriced their property).

6. **Lake homes priced between \$175,000 and \$700,000 will continue to sell well WHEN (and only when) PRICED APPROPRIATELY** for age, location, and physical condition. This trend will continue through at least early 2021.

7. Except for markets where the average lake home value is more than \$800,000, **lake homes priced at \$700,000 or more continue to see much less buyer interest**. This decreased interest will not change in the next year (or longer) due to several specific reasons:

- Most lake home buyers believe we are at peak market prices. These buyers **show no appetite for paying what they believe is a peak premium price**. Sellers who overprice are ignoring this buyer reality at their peril.
- Home construction from 2003 to 2008 in many lake markets often focused on high-end homes. These **homes were purchased in the real estate boom** when prices were at their peak. Buyers lost money the moment they bought at a premium price. **Many lake homeowners remain unable to emotionally (and sometimes financially) accept that loss** (which is interesting, because if they bought stocks at peak prices, they would accept that the peak is long gone and begrudgingly accept their loss).
- All this is taking place at the same time **older owners are now downsizing**. This downsizing is adding to the inventory of high-end lake homes for sale.
- Finally, I believe that culturally **“The Age of Opulence” has ended**. It is no longer as broadly popular to own the largest, high-end homes.

8. **Sellers must accept that inactivity of showings or offers is rarely due to a lack of marketing** of a home (except for very special cases, or some For-Sale-By-Owner properties lacking sufficient online exposure).

Buyer action (or rather inaction) continues to speak loudly even though sellers commonly ignore the real message. **A lack of buyer interest announces that the buyers consider the property too overpriced for buyers’ current appetite**. An overpriced home is not even worth their time to inquire or visit. If selling a home, listen to the local market, and do so quickly before your property becomes “stale” on the market.

Lake homes and land are important investments. Whether you are buying, selling, or planning, I hope this report is helpful to you.

Warmest Regards,



Glenn S. Phillips
CEO

“Sellers must accept that inactivity of showings or offers is rarely due to a lack of marketing!”

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 28 states and is currently a member of 129 Multiple Listing Services (MLS). Twenty-eight 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 February of 2020, including value (i.e., list price) and volume of listings in the 28 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 February 14, 2020.

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.

Overall Top 10s

Largest Markets

| | | | |
|----------------------|-----------------|-----------------------------|---------------|
| 1. Lake Michigan, IL | \$1,319,898,255 | 6. Lake LBJ, TX | \$417,884,599 |
| 2. Lake Michigan, MI | \$1,061,598,441 | 7. Lake Oconee, GA | \$412,697,239 |
| 3. Lake Norman, NC | \$942,006,485 | 8. Lake Keowee, SC | \$336,610,795 |
| 4. Lake Travis, TX | \$543,202,550 | 9. Old Hickory Lake, TN | \$311,415,226 |
| 5. Lake Lanier, GA | \$535,326,006 | 10. Smith Mountain Lake, VA | \$301,429,649 |

Largest Home Markets

| | |
|---------------------------|-----------------|
| 1. Lake Michigan, IL | \$1,307,711,060 |
| 2. Lake Michigan, MI | \$754,103,103 |
| 3. Lake Norman, NC | \$700,323,811 |
| 4. Lake Travis, TX | \$438,659,412 |
| 5. Lake Lanier, GA | \$354,696,355 |
| 6. Lake LBJ, TX | \$316,562,955 |
| 7. Lake Of The Ozarks, MO | \$292,799,638 |
| 8. Lake Oconee, GA | \$290,385,892 |
| 9. Lake Austin, TX | \$254,026,090 |
| 10. Old Hickory Lake, TN | \$239,310,915 |

Largest Land Markets

| | |
|----------------------------|---------------|
| 1. Lake Michigan, MI | \$285,981,970 |
| 2. Lake Norman, NC | \$241,682,674 |
| 3. Lake Lanier, GA | \$160,792,108 |
| 4. Lake Keowee, SC | \$132,145,368 |
| 5. Lake Oconee, GA | \$115,300,347 |
| 6. Smith Mountain Lake, VA | \$105,812,503 |
| 7. Lake Travis, TX | \$104,543,138 |
| 8. Lake LBJ, TX | \$97,471,644 |
| 9. Lewis Smith Lake, AL | \$85,795,229 |
| 10. Lake Guntersville, AL | \$70,909,396 |

Most Expensive Homes

| | |
|--|-------------|
| 1. Lake Austin, TX | \$4,372,105 |
| 2. Frog Pond, MA | \$3,799,159 |
| 3. Lake Vedra, FL | \$3,077,038 |
| 4. Lake Butler - Orange, FL | \$2,945,714 |
| 5. Lake Maitland, FL | \$2,882,400 |
| 6. Hayden Lake, ID | \$2,629,173 |
| 7. Lake Of The Isles - Minneapolis, MN | \$2,410,780 |
| 8. Lake Woodlands, TX | \$2,264,650 |
| 9. Orchard Lake, MI | \$2,165,090 |
| 10. Lake Minnetonka, MN | \$2,101,475 |

Most Affordable Homes

| | |
|-----------------------------------|-----------|
| 1. Lake Mattoon, IL | \$46,184 |
| 2. Lake Pana, IL | \$72,006 |
| 3. Lake Cottage Grove, IL | \$82,460 |
| 4. Canadohta Lake, PA | \$86,309 |
| 5. Lake Santee, IN | \$95,183 |
| 6. Chain O'Lakes - Dunns Lake, IL | \$97,719 |
| 7. Goose Lake, IL | \$104,936 |
| 8. Pymatuning Lake, PA | \$111,939 |
| 9. Pocono Country Place, PA | \$113,451 |
| 10. Lake Bistineau, LA | \$121,070 |

Most Listings

| | | | |
|----------------------|-------|----------------------------|-----|
| 1. Lake Michigan, MI | 1,830 | 6. Lake Keowee, SC | 926 |
| 2. Lake Norman, NC | 1,781 | 7. Lewis Smith Lake, AL | 910 |
| 3. Lake Michigan, IL | 1,511 | 8. Smith Mountain Lake, VA | 856 |
| 4. Lake Lanier, GA | 1,048 | 9. Watts Bar Lake, TN | 795 |
| 5. Lake Oconee, GA | 983 | 10. Lake Of The Ozarks, MO | 788 |

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

Most Homes Available

| | |
|---------------------------|-------|
| 1. Lake Michigan, IL | 1,455 |
| 2. Lake Norman, NC | 1,098 |
| 3. Lake Michigan, MI | 889 |
| 4. Lake Of The Ozarks, MO | 779 |
| 5. Lake Lanier, GA | 595 |
| 6. Old Hickory Lake, TN | 512 |
| 7. Lake Oconee, GA | 416 |
| 8. Grand Lake, OK | 367 |
| 9. Lake Travis, TX | 324 |
| 10. Lake Huron, MI | 317 |

Most Land Available

| | |
|----------------------------|-----|
| 1. Lake Michigan, MI | 901 |
| 2. Lake Keowee, SC | 706 |
| 3. Lake Norman, NC | 682 |
| 4. Lewis Smith Lake, AL | 659 |
| 5. Watts Bar Lake, TN | 630 |
| 6. Smith Mountain Lake, VA | 591 |
| 7. Tellico Lake, TN | 568 |
| 8. Lake Oconee, GA | 551 |
| 9. Lake LBJ, TX | 468 |
| 10. Norris Lake, TN | 467 |

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|-----------------------------|-------------|
| 1. Lake Michigan, IL | \$1,493,947 |
| 2. Clear Lake, TX | \$1,250,130 |
| 3. Lake Austin, TX | \$1,149,205 |
| 4. Prien Lake, LA | \$1,020,014 |
| 5. Lake Butler - Orange, FL | \$782,897 |
| 6. Lake Cameron, AL | \$764,535 |
| 7. Lake Blue Ridge, GA | \$643,571 |
| 8. Lake McQueeney, TX | \$618,228 |
| 9. Lake St Clair, MI | \$598,309 |
| 10. Elk Lake, MI | \$550,421 |

Listings of 10 Acres or More

| | |
|--|----------|
| 1. Lake Wylie, NC | \$59,829 |
| 2. Lake Wylie, SC | \$49,757 |
| 3. Lake Keowee, SC | \$47,670 |
| 4. Lake Ray Hubbard, TX | \$40,737 |
| 5. Fort Loudoun Lake, TN | \$37,458 |
| 6. Pend Oreille Lake, ID | \$36,873 |
| 7. Lake Lanier, GA | \$36,756 |
| 8. Other Northern Metro Area Lakes, MN | \$32,855 |
| 9. Lake Norman, NC | \$32,433 |
| 10. Arbutus Lake, MI | \$32,427 |

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

| | |
|-------------------------------|----------|
| 1. Cordell Hull Lake, TN | \$9,512 |
| 2. Tink Wig Lake, PA | \$9,934 |
| 3. Bull Shoals Lake, MO | \$11,152 |
| 4. Blewett Falls Lake, NC | \$11,681 |
| 5. Bull Shoals Lake, AR | \$12,777 |
| 6. Woodhaven Lake, AL | \$13,334 |
| 7. Whispering Valley Lake, MO | \$13,644 |
| 8. Lake Barkley, TN | \$13,999 |
| 9. Indian Mountain Lakes, PA | \$14,189 |
| 10. Fawn Lake, PA | \$14,614 |

Listings of 10 Acres or More

| | |
|---|---------|
| 1. Torch Lake - Lake Linden, MI | \$1,522 |
| 2. Cordell Hull Lake, TN | \$1,889 |
| 3. Great Sacandaga Lake, NY | \$2,371 |
| 4. Oneida Lake, NY | \$2,406 |
| 5. Lake Barkley, TN | \$2,811 |
| 6. Tenkiller Lake, OK | \$2,964 |
| 7. Lake Michigan - Escanaba Area, MI | \$3,021 |
| 8. Moosehead Lake, ME | \$3,063 |
| 9. Lake Hudson, OK | \$3,136 |
| 10. Lake Michigan - Torch Lake Area, MI | \$3,388 |

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

Top-Ranked By State

Largest Markets

| | | | | | |
|----------------|----------------------|-----------------|-----------------|------------------------------|-----------------|
| Alabama: | Lewis Smith Lake | \$217,724,359 | Michigan: | Lake Michigan | \$1,061,598,441 |
| Arkansas: | Table Rock Lake* | \$242,911,595 | Minnesota: | Lake Minnetonka | \$248,946,059 |
| Connecticut: | Candlewood Lake | \$73,810,050 | Missouri: | Lake Of The Ozarks | \$294,091,838 |
| Florida: | Lake Butler - Orange | \$98,652,899 | Nebraska: | Boys Town Reservoir Number 3 | \$11,619,300 |
| Georgia: | Lake Lanier | \$535,326,006 | New York: | Lake George | \$162,978,989 |
| Idaho: | Pend Oreille Lake | \$151,146,529 | North Carolina: | Lake Norman | \$942,906,485 |
| Illinois: | Lake Michigan | \$1,319,898,255 | Oklahoma: | Grand Lake | \$194,342,065 |
| Indiana: | Lake Michigan | \$34,632,499 | Pennsylvania: | Lake Wallenpaupack | \$56,690,551 |
| Iowa: | East Okoboji Lake | \$34,360,750 | South Carolina: | Lake Wylie* | \$485,502,907 |
| Kentucky: | Kentucky Lake* | \$69,060,214 | Tennessee: | Old Hickory Lake | \$311,415,226 |
| Louisiana: | Lake Pontchartrain | \$104,485,199 | Texas: | Lake Travis | \$543,202,550 |
| Maine: | Sebago Lake | \$28,867,698 | Vermont: | Lake Champlain* | \$119,179,220 |
| Maryland: | Deep Creek Lake | \$30,528,023 | Virginia: | Smith Mountain Lake | \$301,429,649 |
| Massachusetts: | Frog Pond | \$140,568,890 | Wisconsin: | Geneva Lake | \$131,326,800 |

Largest Home Markets

| | | |
|-----------------|---------------------------|-----------------|
| Alabama: | Lewis Smith Lake | \$126,829,730 |
| Arkansas: | Table Rock Lake* | \$147,781,046 |
| Connecticut: | Candlewood Lake | \$71,931,600 |
| Florida: | Lake Butler - Orange | \$82,479,999 |
| Georgia: | Lake Lanier | \$354,696,355 |
| Idaho: | Pend Oreille Lake | \$110,016,629 |
| Illinois: | Lake Michigan | \$1,307,711,060 |
| Indiana: | Geist Reservoir | \$32,511,745 |
| Iowa: | West Okoboji Lake | \$23,724,700 |
| Kentucky: | Kentucky Lake* | \$52,864,076 |
| Louisiana: | Lake Pontchartrain | \$85,493,199 |
| Maine: | Sebago Lake | \$22,830,500 |
| Maryland: | Deep Creek Lake | \$25,977,499 |
| Massachusetts: | Frog Pond | \$140,568,890 |
| Michigan: | Lake Michigan | \$754,103,103 |
| Minnesota: | Lake Minnetonka | \$222,756,359 |
| Missouri: | Lake Of The Ozarks | \$292,799,638 |
| Nebraska: | Boys Town Reservoir Num.. | \$11,619,300 |
| New York: | Lake George | \$135,995,190 |
| North Carolina: | Lake Norman | \$700,323,811 |
| Oklahoma: | Grand Lake | \$166,512,866 |
| Pennsylvania: | Lake Wallenpaupack | \$53,147,124 |
| South Carolina: | Lake Wylie* | \$396,296,011 |
| Tennessee: | Old Hickory Lake | \$239,310,915 |
| Texas: | Lake Travis | \$438,659,412 |
| Vermont: | Lake Champlain* | \$89,933,322 |
| Virginia: | Smith Mountain Lake | \$195,617,146 |
| Wisconsin: | Geneva Lake | \$125,977,300 |

Largest Land Markets

| | | |
|-----------------|-----------------------------|---------------|
| Alabama: | Lewis Smith Lake | \$85,795,229 |
| Arkansas: | Table Rock Lake* | \$95,130,549 |
| Connecticut: | Lake Waramaug | \$3,345,000 |
| Florida: | Lake Butler - Orange | \$16,172,900 |
| Georgia: | Lake Lanier | \$160,792,108 |
| Idaho: | Coeur d'Alene Lake | \$48,284,291 |
| Illinois: | Lake Michigan | \$12,187,195 |
| Indiana: | Lake Michigan | \$3,823,100 |
| Iowa: | East Okoboji Lake | \$10,719,650 |
| Kentucky: | Lake Barkley* | \$18,344,999 |
| Louisiana: | Lake Charles | \$25,685,438 |
| Maine: | Moosehead Lake | \$10,323,600 |
| Maryland: | Deep Creek Lake | \$4,550,524 |
| Massachusetts: | Straits Pond | \$5,309,660 |
| Michigan: | Lake Michigan | \$285,981,970 |
| Minnesota: | Other Prior Lake Area Lakes | \$28,781,800 |
| Missouri: | Table Rock Lake* | \$95,130,549 |
| Nebraska: | Lake Wanahoo | \$2,640,000 |
| New York: | Lake Champlain* | \$29,245,898 |
| North Carolina: | Lake Norman | \$241,682,674 |
| Oklahoma: | Lake Texoma* | \$32,859,295 |
| Pennsylvania: | Delaware River* | \$5,435,900 |
| South Carolina: | Lake Keowee | \$132,145,368 |
| Tennessee: | Tellico Lake | \$65,592,128 |
| Texas: | Lake Travis | \$104,543,138 |
| Vermont: | Lake Champlain* | \$29,245,898 |
| Virginia: | Smith Mountain Lake | \$105,812,503 |
| Wisconsin: | Green Lake - Markesan | \$23,322,100 |

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

Most Expensive Homes

| | | |
|-----------------|----------------------------------|-------------|
| Alabama: | Greystone Lake II | \$932,612 |
| Arkansas: | Lake Balboa | \$643,850 |
| Connecticut: | Lake Lillinonah | \$1,196,186 |
| Florida: | Lake Vedra | \$3,077,038 |
| Georgia: | Lake Burton | \$1,636,532 |
| Idaho: | Hayden Lake | \$2,629,173 |
| Illinois: | Skokie Lagoons | \$1,177,582 |
| Indiana: | Lake Michigan | \$700,214 |
| Iowa: | West Okoboji Lake | \$1,129,748 |
| Kentucky: | Kentucky Lake | \$473,448 |
| Louisiana: | Black Bayou Reservoir | \$805,436 |
| Maine: | Sebago Lake | \$828,615 |
| Maryland: | Deep Creek Lake | \$633,598 |
| Massachusetts: | Frog Pond | \$3,799,159 |
| Michigan: | Orchard Lake | \$2,165,090 |
| Minnesota: | Lake Of The Isles - Minneapolis | \$2,410,780 |
| Missouri: | Fienup Lake | \$688,997 |
| Nebraska: | Shadow Lake | \$436,289 |
| New York: | Skaneateles Lake | \$2,089,621 |
| North Carolina: | MacGregor Downs Lake | \$1,332,008 |
| Oklahoma: | Grand Lake | \$477,780 |
| Pennsylvania: | Lake Wallenpaupack | \$413,273 |
| South Carolina: | Lake Keowee | \$932,970 |
| Tennessee: | Fort Loudoun Lake | \$886,077 |
| Texas: | Lake Austin | \$4,372,105 |
| Vermont: | Lake Champlain - Burlington Area | \$1,366,442 |
| Virginia: | Occoquan Reservoir | \$857,999 |
| Wisconsin: | Geneva Lake | \$1,702,396 |

Most Affordable Homes

| | | |
|-----------------|----------------------------------|-----------|
| Alabama: | Bankhead Lake | \$154,213 |
| Arkansas: | Table Rock Lake | \$258,491 |
| Connecticut: | Pocotopaug Lake | \$371,733 |
| Florida: | Lake Weohyakapka (Walk in Water) | \$237,550 |
| Georgia: | Water's Edge | \$248,223 |
| Idaho: | Lake Cascade | \$659,590 |
| Illinois: | Lake Mattoon | \$46,184 |
| Indiana: | Lake Santee | \$95,183 |
| Iowa: | Big Spirit Lake | \$270,660 |
| Kentucky: | Lake Cumberland | \$284,056 |
| Louisiana: | Lake Bistineau | \$121,070 |
| Maine: | Long Lake - Madawaska | \$203,067 |
| Maryland: | Lake Lariat | \$278,525 |
| Massachusetts: | Lake Quinsigamond | \$352,030 |
| Michigan: | Wixom Lake | \$135,322 |
| Minnesota: | Wynne Lake - Aurora | \$158,600 |
| Missouri: | Indian Lake | \$138,309 |
| Nebraska: | Papillion Creek Reservoir S-31 | \$286,516 |
| New York: | Lake Ontario | \$238,514 |
| North Carolina: | Lake Rhodhiss | \$243,186 |
| Oklahoma: | Fort Gibson Lake | \$157,420 |
| Pennsylvania: | Canadohta Lake | \$86,309 |
| South Carolina: | Lake Blalock | \$224,090 |
| Tennessee: | Lake Catherine | \$160,380 |
| Texas: | Lake Nocona | \$182,554 |
| Vermont: | Lake Champlain - Swanton Area | \$293,070 |
| Virginia: | Lake Louisa | \$259,725 |
| Wisconsin: | Decorah Lake - Mauston | \$93,430 |

Most Listings

| | | |
|-----------------|----------------------------------|-------|
| Alabama: | Lewis Smith Lake | 910 |
| Arkansas: | Table Rock Lake* | 1,428 |
| Connecticut: | Candlewood Lake | 118 |
| Florida: | Lake Weohyakapka (Walk in Water) | 72 |
| Georgia: | Lake Hartwell* | 1,062 |
| Idaho: | Coeur d'Alene Lake | 226 |
| Illinois: | Lake Michigan | 1,511 |
| Indiana: | Lake Michigan | 64 |
| Iowa: | Rathbun Lake | 64 |
| Kentucky: | Lake Barkley* | 371 |
| Louisiana: | Lake Pontchartrain | 220 |
| Maine: | Moosehead Lake | 121 |
| Maryland: | Deep Creek Lake | 66 |
| Massachusetts: | Frog Pond | 37 |
| Michigan: | Lake Michigan | 1,830 |
| Minnesota: | Lake Minnetonka | 129 |
| Missouri: | Table Rock Lake* | 1,428 |
| Nebraska: | Beaver Lake | 44 |
| New York: | Lake Champlain* | 259 |
| North Carolina: | Lake Norman | 1,781 |
| Oklahoma: | Grand Lake | 558 |
| Pennsylvania: | Lake Wallenpaupack | 232 |
| South Carolina: | Lake Wylie* | 1,282 |
| Tennessee: | Watts Bar Lake | 795 |
| Texas: | Cedar Creek Lake | 763 |
| Vermont: | Lake Champlain* | 259 |
| Virginia: | Smith Mountain Lake | 856 |
| Wisconsin: | Castle Rock Lake - Germantown | 136 |

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

Most Homes Available

| | | |
|-----------------|---------------------|-------|
| Alabama: | Lewis Smith Lake | 249 |
| Arkansas: | Table Rock Lake* | 449 |
| Connecticut: | Candlewood Lake | 106 |
| Florida: | Doctors Lake | 39 |
| Georgia: | Lake Lanier | 595 |
| Idaho: | Coeur d'Alene Lake | 63 |
| Illinois: | Lake Michigan | 1,455 |
| Indiana: | Geist Reservoir | 54 |
| Iowa: | East Okoboji Lake | 47 |
| Kentucky: | Lake Barkley* | 143 |
| Louisiana: | Lake Pontchartrain | 131 |
| Maine: | Moosehead Lake | 45 |
| Maryland: | Deep Creek Lake | 41 |
| Massachusetts: | Frog Pond | 37 |
| Michigan: | Lake Michigan | 889 |
| Minnesota: | Lake Minnetonka | 106 |
| Missouri: | Lake Of The Ozarks | 779 |
| Nebraska: | Shadow Lake | 11 |
| New York: | Lake Champlain* | 150 |
| North Carolina: | Lake Norman | 1,098 |
| Oklahoma: | Grand Lake | 367 |
| Pennsylvania: | Lake Wallenpaupack | 132 |
| South Carolina: | Lake Wylie* | 952 |
| Tennessee: | Old Hickory Lake | 512 |
| Texas: | Lake Travis | 324 |
| Vermont: | Lake Champlain* | 150 |
| Virginia: | Smith Mountain Lake | 265 |
| Wisconsin: | Geneva Lake | 74 |

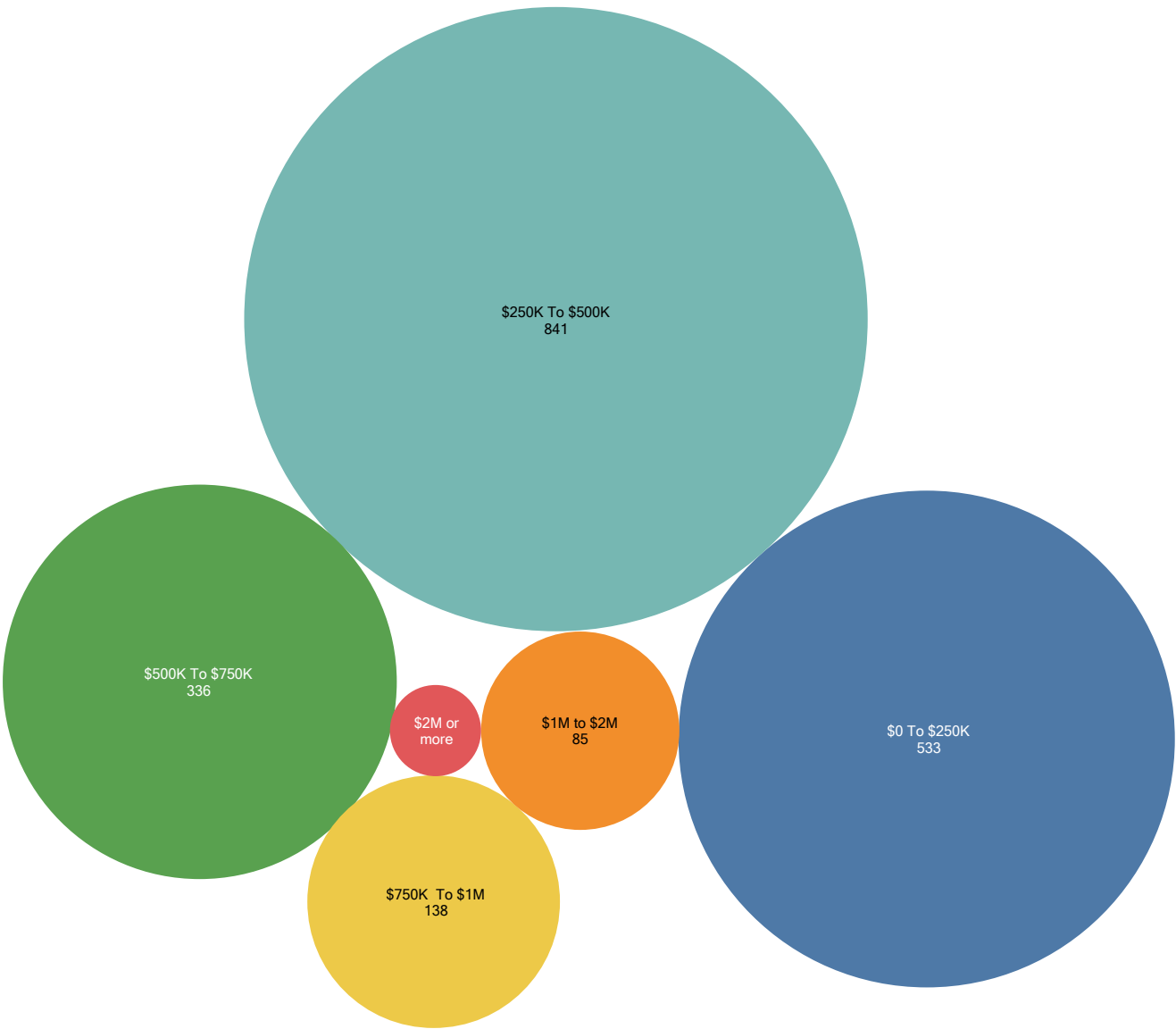
Most Land Available

| | | |
|-----------------|-----------------------------------|-----|
| Alabama: | Lewis Smith Lake | 659 |
| Arkansas: | Table Rock Lake* | 979 |
| Connecticut: | Woodridge Lake - Goshen | 15 |
| Florida: | Lake Weohyakapka (Walk in Water) | 59 |
| Georgia: | Lake Hartwell* | 704 |
| Idaho: | Coeur d'Alene Lake | 163 |
| Illinois: | Lake Michigan | 56 |
| Indiana: | Lake Michigan | 20 |
| Iowa: | Rathbun Lake | 58 |
| Kentucky: | Lake Cumberland | 242 |
| Louisiana: | Lake Pontchartrain | 89 |
| Maine: | Moosehead Lake | 76 |
| Maryland: | Deep Creek Lake | 25 |
| Massachusetts: | Lake Garfield | 10 |
| Michigan: | Lake Michigan | 901 |
| Minnesota: | Other Greater St Cloud Area Lakes | 80 |
| Missouri: | Table Rock Lake* | 979 |
| Nebraska: | Beaver Lake | 36 |
| New York: | Lake Champlain* | 109 |
| North Carolina: | Lake Norman | 682 |
| Oklahoma: | Lake Texoma* | 314 |
| Pennsylvania: | Lake Wallenpaupack | 100 |
| South Carolina: | Lake Keowee | 706 |
| Tennessee: | Watts Bar Lake | 630 |
| Texas: | Lake LBJ | 468 |
| Vermont: | Lake Champlain* | 109 |
| Virginia: | Smith Mountain Lake | 591 |
| Wisconsin: | Castle Rock Lake - Germantown | 88 |

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2020Q1



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



Alabama

Lewis Smith Lake continues to dominate the Alabama market – ranking first in all three of the Largest Market categories.

Largest Markets

| | | | | | |
|----------------------|---------------|-------|----------------------|--------------|------|
| 1. Lewis Smith Lake | \$217,724,359 | 16.3% | 6. Logan Martin Lake | \$66,410,588 | 5.0% |
| 2. Lake Martin | \$158,570,587 | 11.9% | 7. Wilson Lake | \$50,522,900 | 3.8% |
| 3. Lake Guntersville | \$128,316,485 | 9.6% | 8. Greystone Lake II | \$47,497,799 | 3.6% |
| 4. Lake Tuscaloosa | \$85,543,214 | 6.4% | 9. Weiss Lake | \$44,482,796 | 3.3% |
| 5. Lake Wedowee | \$80,067,084 | 6.0% | 10. Lake Eufaula* | \$40,897,599 | 3.1% |

Total Alabama Market: \$1,337,601,254

Largest Home Markets

| | | |
|----------------------|---------------|-------|
| 1. Lewis Smith Lake | \$126,829,730 | 14.0% |
| 2. Lake Martin | \$124,350,523 | 13.7% |
| 3. Lake Guntersville | \$57,407,089 | 6.3% |
| 4. Lake Tuscaloosa | \$53,515,899 | 5.9% |
| 5. Greystone Lake II | \$45,698,000 | 5.0% |
| 6. Logan Martin Lake | \$44,252,381 | 4.9% |
| 7. Lake Purdy | \$34,974,099 | 3.9% |
| 8. Lake Wedowee | \$34,886,100 | 3.8% |
| 9. Wilson Lake | \$32,176,600 | 3.5% |
| 10. Highland Lakes | \$31,300,798 | 3.4% |

Total Alabama Home Market: \$908,236,734.

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Lewis Smith Lake | \$85,795,229 | 20.2% |
| 2. Lake Guntersville | \$70,909,396 | 16.7% |
| 3. Lake Wedowee | \$45,180,984 | 10.7% |
| 4. Lake Martin | \$34,220,064 | 8.1% |
| 5. Lake Tuscaloosa | \$32,027,315 | 7.6% |
| 6. Logan Martin Lake | \$22,158,207 | 5.2% |
| 7. Wilson Lake | \$18,346,300 | 4.3% |
| 8. Weiss Lake | \$14,156,246 | 3.3% |
| 9. Lay Lake | \$12,513,345 | 3.0% |
| 10. Lake Eufaula* | \$11,614,000 | 2.7% |

Total Alabama Land Market: \$423,691,120.

Geyston Lake II continues to rank first in Most Expensive Homes and its average price has increased by \$52,263 from winter 2019.

Most Expensive Homes

| | |
|----------------------|-----------|
| 1. Greystone Lake II | \$932,612 |
| 2. Lake Tuscaloosa | \$753,745 |
| 3. Wilson Lake | \$684,609 |
| 4. Lake Purdy | \$647,669 |
| 5. Liberty Park | \$612,990 |
| 6. Lake Martin | \$606,827 |
| 7. Lake Guntersville | \$544,798 |
| 8. Highland Lakes | \$539,669 |
| 9. Lewis Smith Lake | \$530,177 |
| 10. Lake Heather | \$478,879 |

Most Affordable Homes

| | |
|----------------------------|-----------|
| 1. Bankhead Lake | \$154,213 |
| 2. Waterford Lake - Calera | \$175,331 |
| 3. Lay Lake | \$262,401 |
| 4. Echo Lake | \$267,755 |
| 5. Jordan Lake | \$283,953 |
| 6. Lake Harding | \$310,780 |
| 7. Weiss Lake | \$312,157 |
| 8. Lake Eufaula | \$313,195 |
| 9. Elk River | \$332,392 |
| 10. Wheeler Lake | \$367,018 |

Most Listings

| | | | | | |
|-------------------------|-----|-------|----------------------|-------|------|
| 1. Lewis Smith Lake | 910 | 18.0% | 6. Weiss Lake | 295 | 5.8% |
| 2. Lake Guntersville | 541 | 10.7% | 7. Lake Tuscaloosa | 200 | 4.0% |
| 3. Lake Wedowee | 411 | 8.1% | 8. Lake Eufaula* | 197 | 3.9% |
| 4. Logan Martin Lake | 351 | 6.9% | 9. Lay Lake | 184 | 3.6% |
| 5. Lake Martin | 350 | 6.9% | 10. Neely Henry Lake | 152 | 3.0% |
| Total Alabama Listings: | | | | 5,062 | |

Most Homes Available

| | | |
|----------------------|-----|-------|
| 1. Lewis Smith Lake | 249 | 12.4% |
| 2. Lake Martin | 208 | 10.4% |
| 3. Logan Martin Lake | 123 | 6.1% |
| 4. Lake Guntersville | 111 | 5.5% |
| 5. Lake Eufaula* | 108 | 5.4% |
| 6. Weiss Lake | 107 | 5.3% |
| 7. Lake Wedowee | 91 | 4.5% |
| 8. Lay Lake | 82 | 4.1% |
| 9. Lake Tuscaloosa | 71 | 3.5% |
| 10. Neely Henry Lake | 59 | 2.9% |

Total Alabama Home Listings: 2,004

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Lewis Smith Lake | 659 | 21.6% |
| 2. Lake Guntersville | 430 | 14.1% |
| 3. Lake Wedowee | 320 | 10.5% |
| 4. Logan Martin Lake | 228 | 7.5% |
| 5. Weiss Lake | 188 | 6.2% |
| 6. Lake Martin | 142 | 4.6% |
| 7. Lake Tuscaloosa | 129 | 4.2% |
| 8. Lay Lake | 102 | 3.3% |
| 9. West Point Lake* | 101 | 3.3% |
| 10. Neely Henry Lake | 93 | 3.0% |

Total Alabama Land Listings: 3,054

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|----------------------|-----------|
| 1. Lake Cameron | \$764,535 |
| 2. Wilson Lake | \$223,990 |
| 3. Lake Martin | \$162,907 |
| 4. Lake Tuscaloosa | \$112,449 |
| 5. Lake Guntersville | \$96,015 |
| 6. Wheeler Lake | \$95,091 |
| 7. Lake Purdy | \$87,420 |
| 8. Lake Mitchell | \$76,859 |
| 9. Lewis Smith Lake | \$76,109 |
| 10. Lake Wedowee | \$71,503 |

Listings of 10 Acres or More

| | |
|----------------------|----------|
| 1. Wheeler Lake | \$22,519 |
| 2. Lake Tuscaloosa | \$13,365 |
| 3. Lake Guntersville | \$11,757 |
| 4. Logan Martin Lake | \$10,852 |
| 5. Lake Martin | \$10,549 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

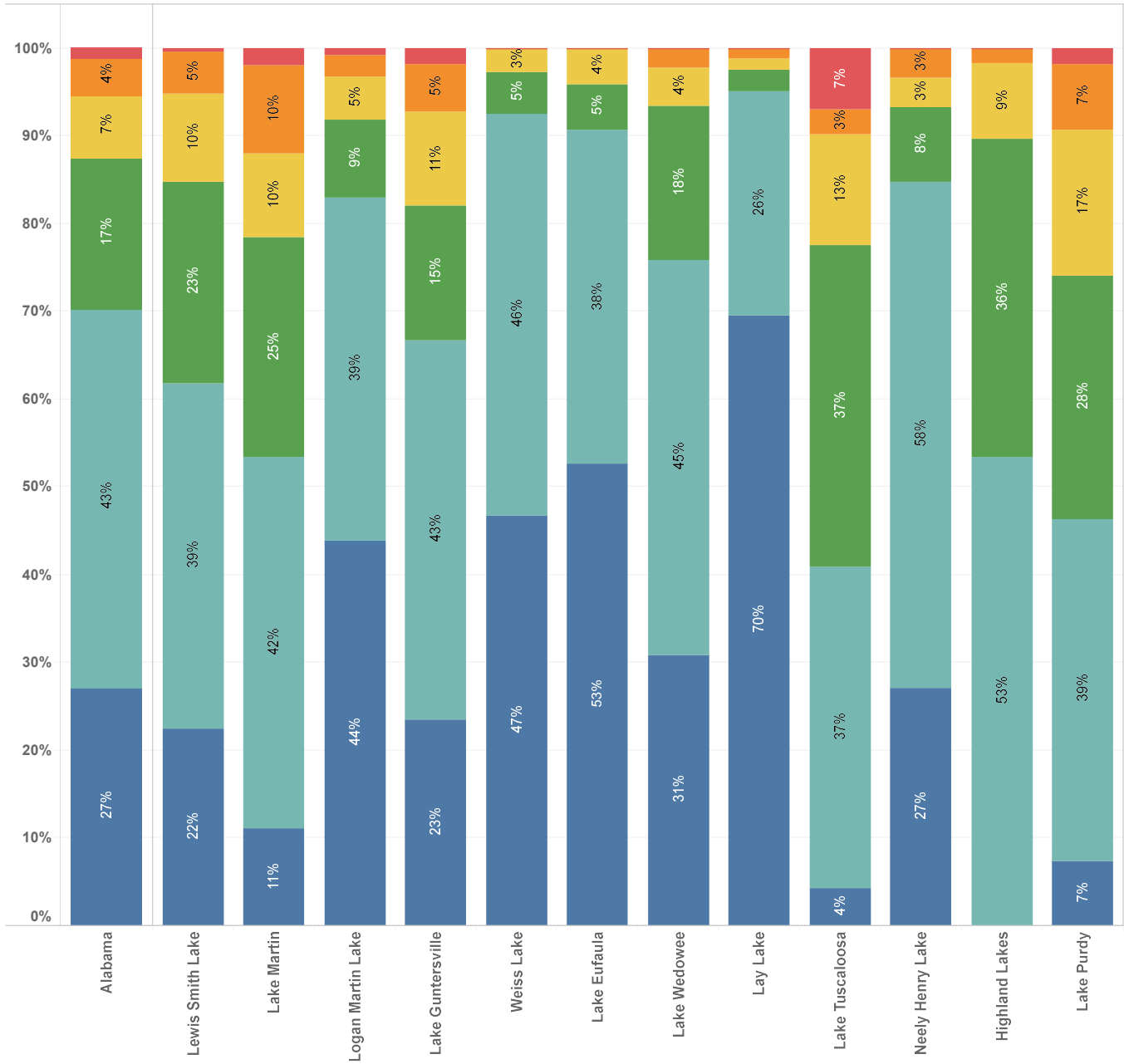
| | |
|-------------------------|----------|
| 1. Woodhaven Lake | \$13,334 |
| 2. Echo Lake | \$16,852 |
| 3. Bankhead Lake | \$20,361 |
| 4. Alabama River | \$21,349 |
| 5. Lay Lake | \$22,754 |
| 6. Million Dollar Lakes | \$31,910 |
| 7. Highland Lake | \$32,266 |
| 8. Carrington Lake | \$36,491 |
| 9. Deer Ridge Lake | \$43,954 |
| 10. Weiss Lake | \$44,076 |

Listings of 10 Acres or More

| | |
|---------------------|---------|
| 1. Weiss Lake | \$3,788 |
| 2. Neely Henry Lake | \$5,967 |
| 3. Lay Lake | \$7,195 |
| 4. Lake Wedowee | \$9,305 |
| 5. Lewis Smith Lake | \$9,511 |

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

Price Breakdown by Percentage of Homes in the Alabama Market 2020Q1



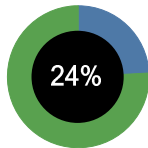
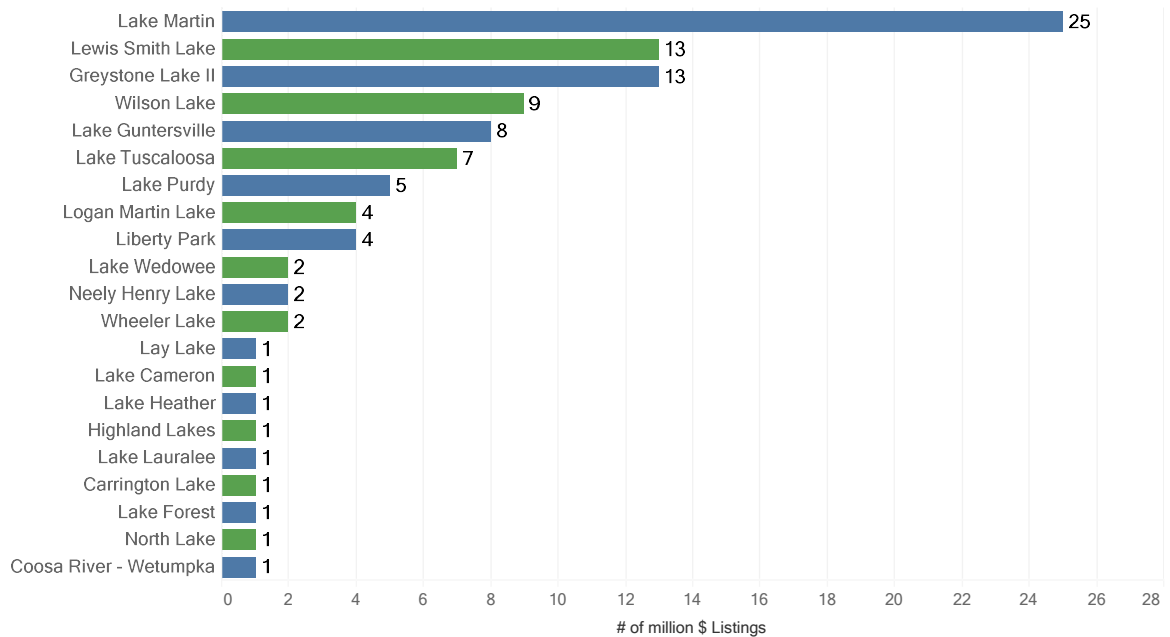
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2020Q1

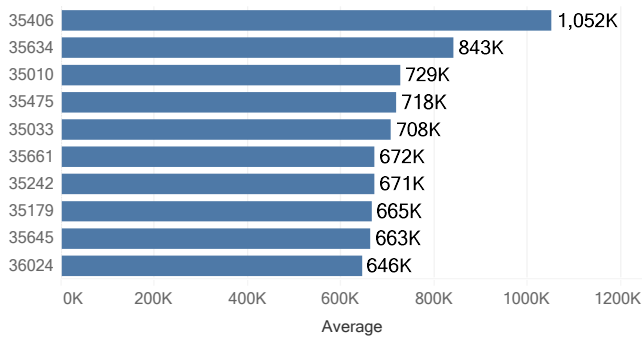


of \$1M+ Homes in Alabama are on Lake Martin

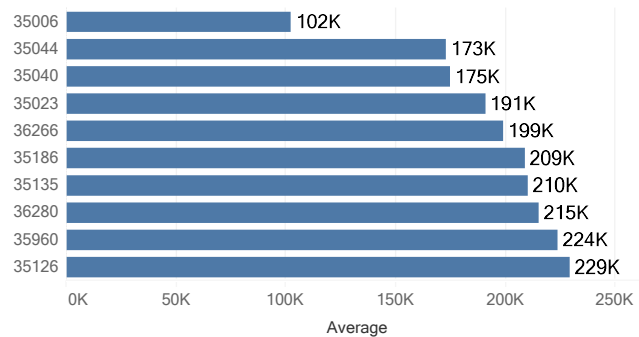
Total Number of \$1M+ Homes

103

Most Expensive ZIP Codes 2020Q1

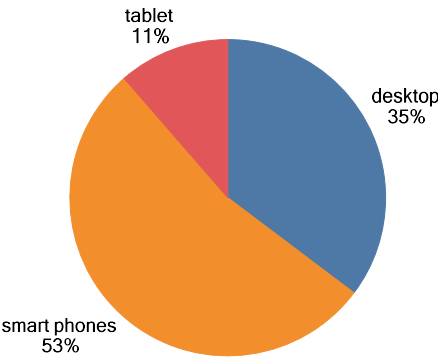


Most Affordable ZIP Codes 2020Q1

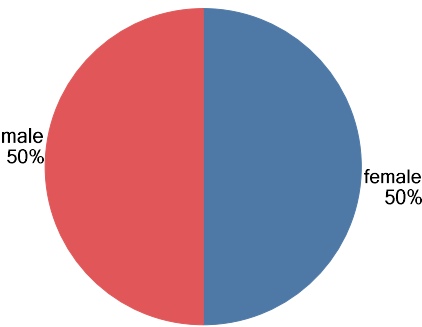


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

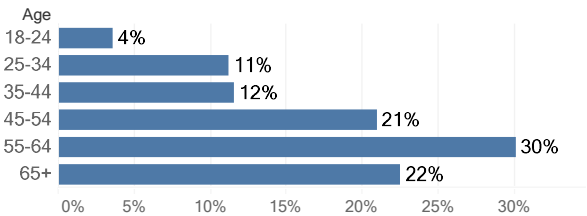


54% of potential buyers come from outside Alabama

Atlanta

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

What Age Groups are Shopping 2020Q1



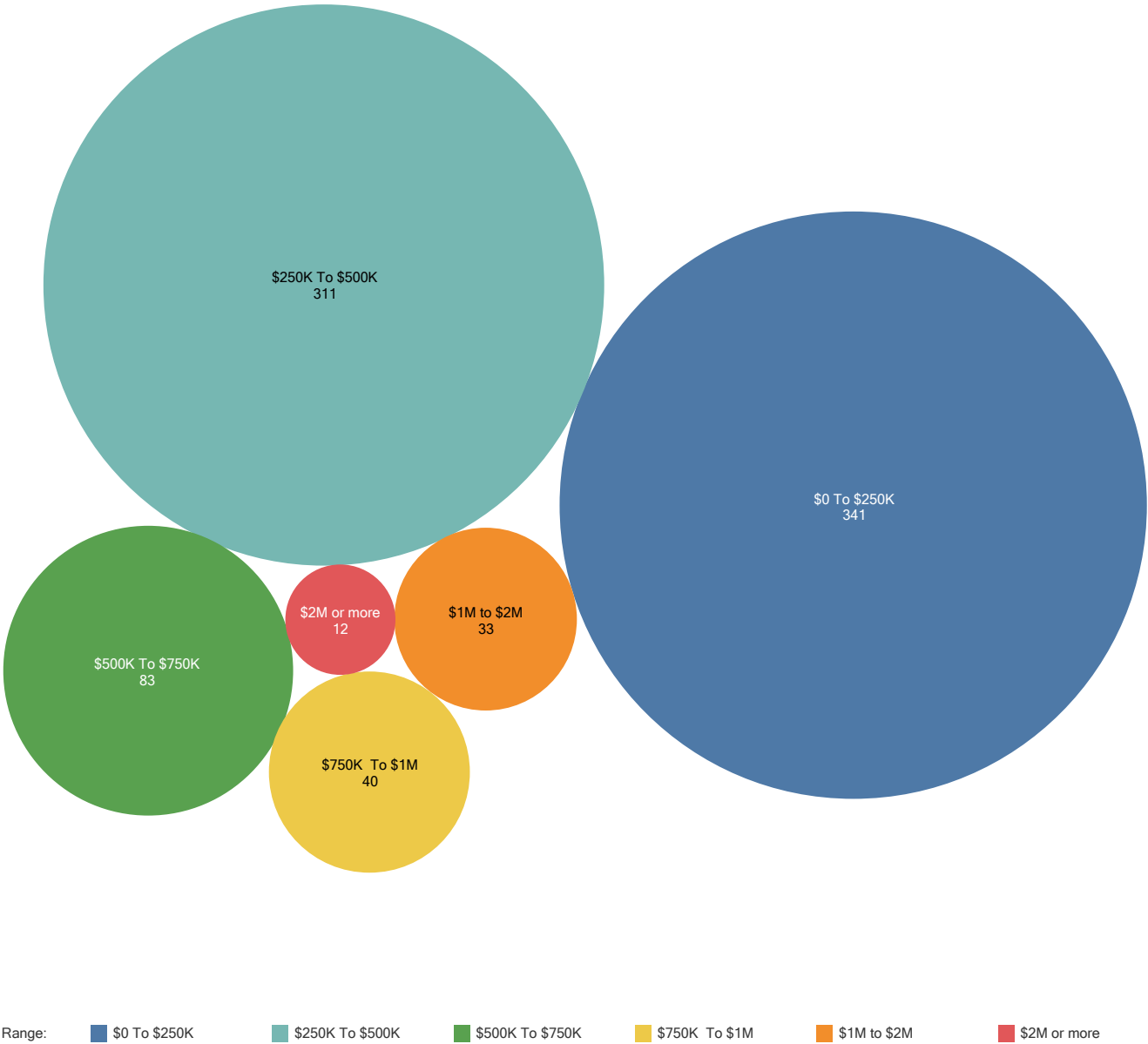
Number 2-10 metros are:

- Nashville, TN
- Columbus, GA
- Chicago, IL
- Dallas-Ft. Worth, TX
- Orlando-Daytona Beach-Melbourne, FL
- Memphis, TN
- Charlotte, NC
- Tampa-St. Petersburg (Sarasota), FL
- Washington DC (Hagerstown MD)



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2020Q1



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Arkansas

Beaver Lake's percentage of the overall Arkansas market has increased to 18.4%, an increase of 1.1% from winter 2019.

Largest Markets

| | | | | | |
|----------------------|---------------|-------|----------------------|--------------|------|
| 1. Table Rock Lake* | \$242,911,595 | 32.8% | 6. Lake Norfork | \$31,340,590 | 4.2% |
| 2. Beaver Lake | \$136,544,769 | 18.4% | 7. Loch Lomond | \$10,940,449 | 1.5% |
| 3. Lake Hamilton | \$123,773,767 | 16.7% | 8. Lake Catherine | \$10,308,240 | 1.4% |
| 4. Greers Ferry Lake | \$83,121,505 | 11.2% | 9. Lake Balboa | \$8,393,000 | 1.1% |
| 5. Bull Shoals Lake* | \$36,352,510 | 4.9% | 10. Bella Vista Lake | \$6,795,050 | 0.9% |

Total Arkansas Market: \$740,796,336.

Largest Home Markets

| | | |
|----------------------|---------------|-------|
| 1. Table Rock Lake* | \$147,781,046 | 30.9% |
| 2. Lake Hamilton | \$87,732,787 | 18.4% |
| 3. Beaver Lake | \$76,737,166 | 16.1% |
| 4. Greers Ferry Lake | \$52,400,047 | 11.0% |
| 5. Bull Shoals Lake* | \$23,261,750 | 4.9% |
| 6. Lake Norfork | \$21,380,250 | 4.5% |
| 7. Loch Lomond | \$9,551,000 | 2.0% |
| 8. Lake Balboa | \$7,726,200 | 1.6% |
| 9. Lake Catherine | \$7,353,900 | 1.5% |
| 10. Bella Vista Lake | \$5,013,300 | 1.0% |

Total Arkansas Home Market: \$477,769,043.

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Table Rock Lake* | \$95,130,549 | 36.2% |
| 2. Beaver Lake | \$59,807,603 | 22.7% |
| 3. Lake Hamilton | \$36,040,980 | 13.7% |
| 4. Greers Ferry Lake | \$30,721,458 | 11.7% |
| 5. Bull Shoals Lake* | \$13,090,760 | 5.0% |
| 6. Lake Norfork | \$9,960,340 | 3.8% |
| 7. Lake Catherine | \$2,954,340 | 1.1% |
| 8. Hurricane Lake | \$2,720,399 | 1.0% |
| 9. Bella Vista Lake | \$1,781,750 | 0.7% |
| 10. Loch Lomond | \$1,389,449 | 0.5% |

Total Arkansas Land Market: \$263,027,293.

While Table Rock Lake has the largest market value, it also ranks 1st in the Most Affordable Homes list.

Most Expensive Homes

| | |
|------------------|-----------|
| 1. Lake Balboa | \$643,850 |
| 2. Beaver Lake | \$581,342 |
| 3. Loch Lomond | \$477,550 |
| 4. Lake Hamilton | \$465,015 |
| 5. Lake Norfork | \$381,790 |
| 6. Lake Windsor | \$328,860 |

Most Affordable Homes

| | |
|----------------------|-----------|
| 1. Table Rock Lake | \$258,491 |
| 2. Lake Ouachita | \$262,062 |
| 3. Lake Catherine | \$306,413 |
| 4. Greers Ferry Lake | \$310,224 |
| 5. Bella Vista Lake | \$313,331 |
| 6. Bull Shoals Lake | \$315,535 |

Most Listings

| | | | | | |
|----------------------|-------|-------|--------------------|-----|------|
| 1. Table Rock Lake* | 1,428 | 38.5% | 6. Lake Norfolk | 108 | 2.9% |
| 2. Beaver Lake | 581 | 15.7% | 7. Loch Lomond | 79 | 2.1% |
| 3. Greers Ferry Lake | 491 | 13.2% | 8. Lake Catherine | 65 | 1.8% |
| 4. Lake Hamilton | 301 | 8.1% | 9. Lake Windsor | 36 | 1.0% |
| 5. Bull Shoals Lake* | 272 | 7.3% | 10. Hurricane Lake | 28 | 0.8% |

Total Arkansas Listings:

3,712

Most Homes Available

| | | |
|----------------------|-----|-------|
| 1. Table Rock Lake* | 449 | 35.3% |
| 2. Lake Hamilton | 190 | 14.9% |
| 3. Greers Ferry Lake | 173 | 13.6% |
| 4. Beaver Lake | 132 | 10.4% |
| 5. Bull Shoals Lake* | 88 | 6.9% |
| 6. Lake Norfolk | 56 | 4.4% |
| 7. Lake Catherine | 24 | 1.9% |
| 8. Loch Lomond | 20 | 1.6% |
| 9. Lake Ouachita | 18 | 1.4% |
| 10. Bella Vista Lake | 16 | 1.3% |

Total Arkansas Home Listings:

1,273

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Table Rock Lake* | 979 | 40.1% |
| 2. Beaver Lake | 449 | 18.4% |
| 3. Greers Ferry Lake | 318 | 13.0% |
| 4. Bull Shoals Lake* | 184 | 7.5% |
| 5. Lake Hamilton | 111 | 4.6% |
| 6. Loch Lomond | 59 | 2.4% |
| 7. Lake Norfolk | 52 | 2.1% |
| 8. Lake Catherine | 41 | 1.7% |
| 9. Lake Ann | 23 | 0.9% |
| 10. Crown Lake | 21 | 0.9% |

Total Arkansas Land Listings:

2,439

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|--------------------------|-----------|
| 1. Lake Hamilton | \$295,201 |
| 2. Hurricane Lake | \$282,873 |
| 3. Diamante Country Club | \$97,839 |
| 4. Lake Coronado | \$68,742 |
| 5. Loch Lomond | \$60,280 |
| 6. Lake Ann | \$58,010 |

Listings of 10 Acres or More

| | |
|-----------------|----------|
| 1. Lake Norfolk | \$15,325 |
| 2. Beaver Lake | \$8,439 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

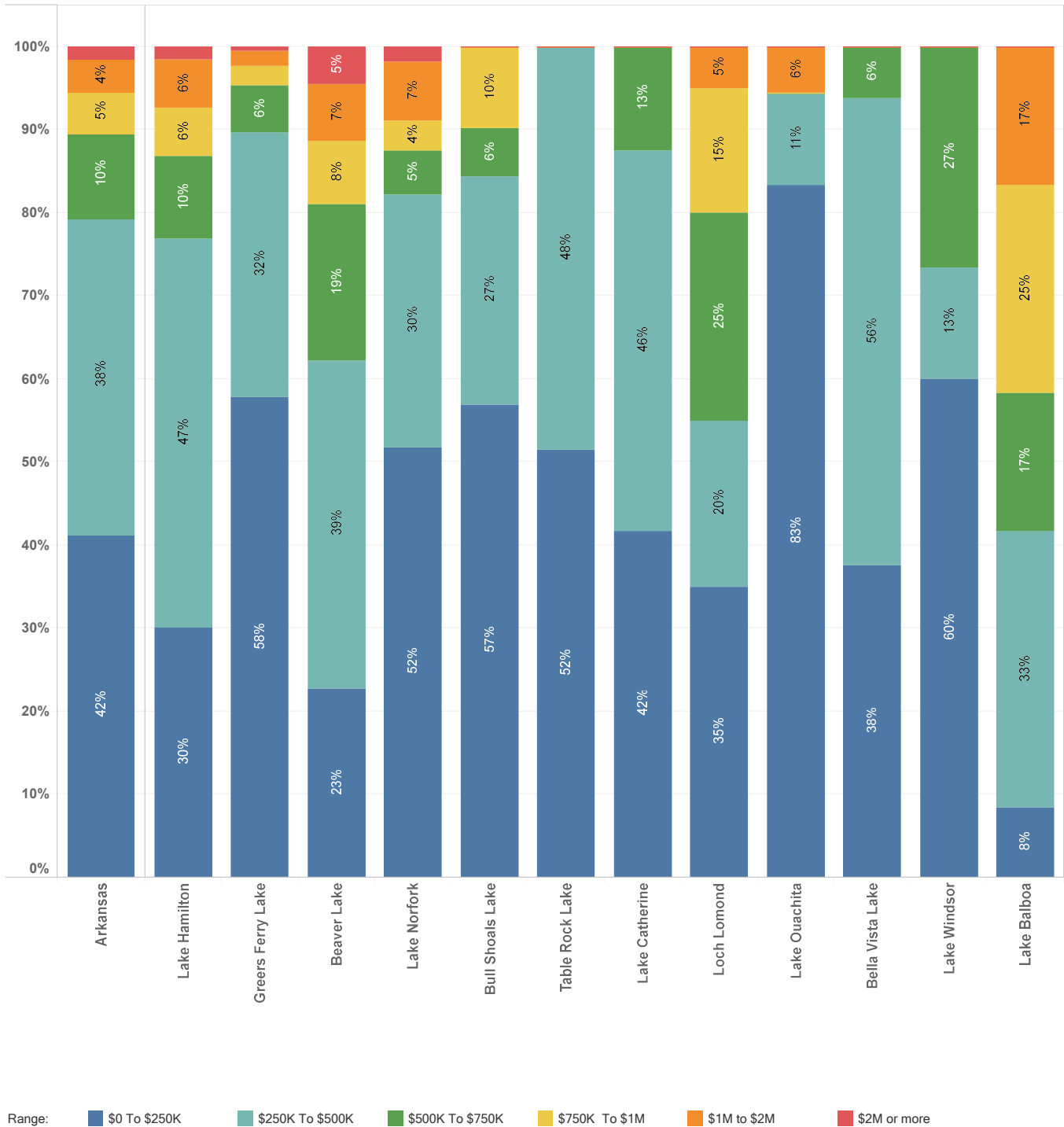
| | |
|----------------------|----------|
| 1. Bull Shoals Lake | \$12,777 |
| 2. Lake Norfolk | \$17,702 |
| 3. Beaver Lake | \$27,716 |
| 4. Lake Ouachita | \$30,227 |
| 5. Table Rock Lake | \$36,082 |
| 6. Lake Windsor | \$38,135 |
| 7. Greers Ferry Lake | \$49,463 |
| 8. Lake Catherine | \$54,070 |

Listings of 10 Acres or More

| | |
|----------------------|---------|
| 1. Bull Shoals Lake | \$3,787 |
| 2. Table Rock Lake | \$6,429 |
| 3. Greers Ferry Lake | \$7,214 |

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

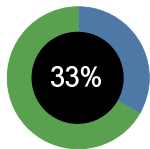
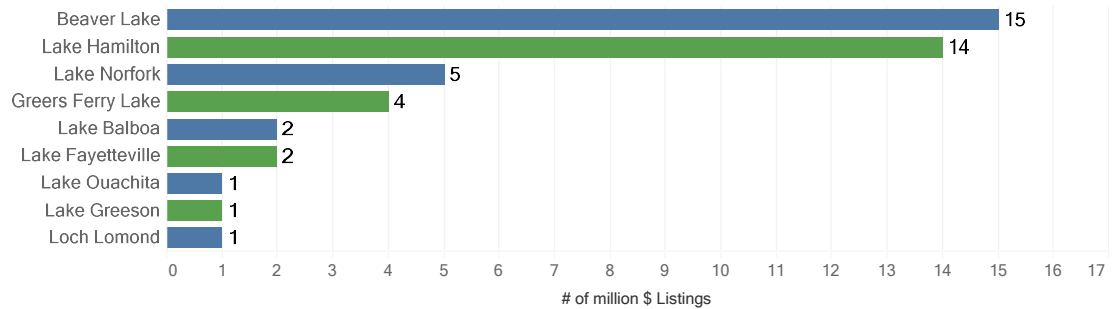
Price Breakdown by Percentage of Homes in the Arkansas Market 2020Q1



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Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2020Q1

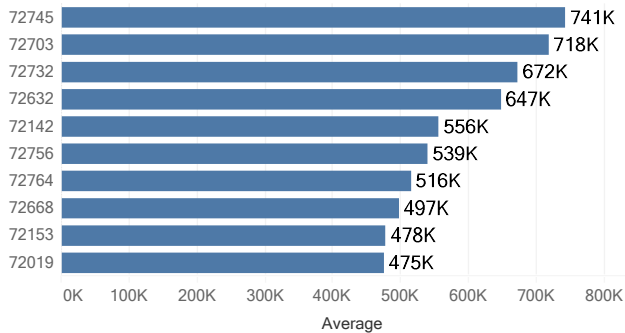


of \$1M+ Homes in Arkansas are on Beaver Lake

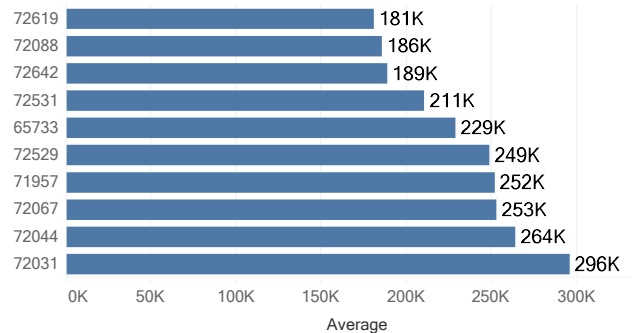
Total Number of \$1M+ Homes

45

Most Expensive ZIP Codes 2020Q1



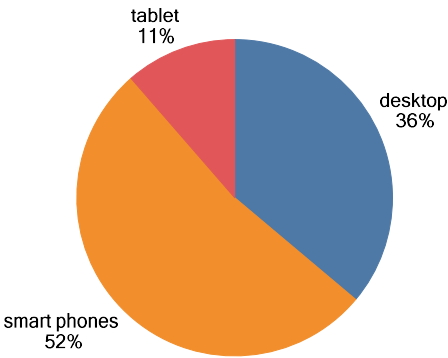
Most Affordable ZIP Codes 2020Q1



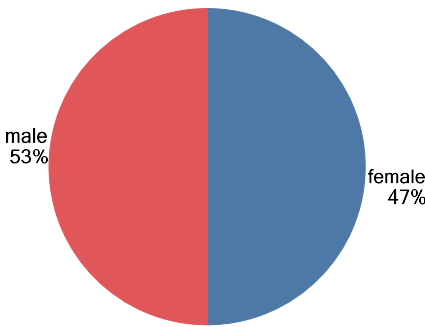
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

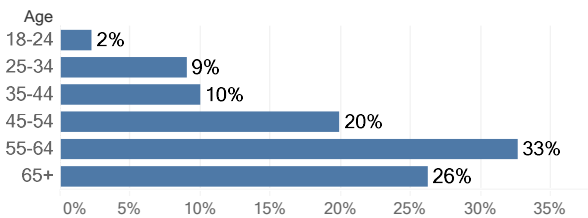


73% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

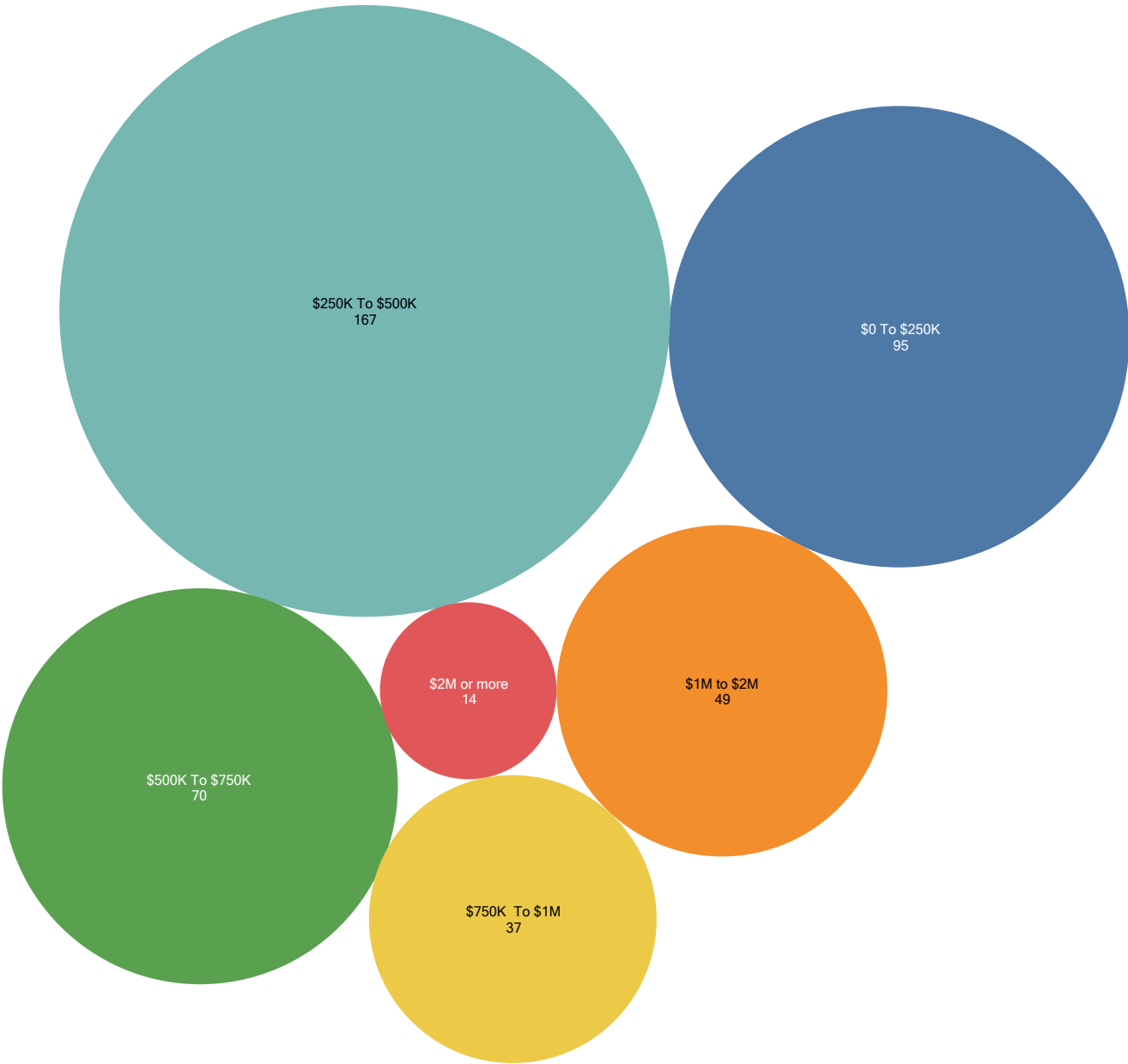
- Memphis, TN
- Chicago, IL
- Kansas City, MO
- St. Louis, MO
- Springfield, MO
- Shreveport, LA
- Oklahoma City, OK
- Houston, TX
- Tulsa, OK



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LAKEHOMES.COM

CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2020Q1



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



Connecticut

Candlewood Lake continues to dominate the Connecticut market – ranking first in all three of the Largest Market categories.

Largest Markets

| | | |
|----------------------------|--------------|-------|
| 1. Candlewood Lake | \$73,810,050 | 24.6% |
| 2. Woodridge Lake - Goshen | \$33,116,699 | 11.1% |
| 3. Lake Waramaug | \$20,899,900 | 7.0% |
| 4. Lake Lillinonah | \$17,946,600 | 6.0% |
| 5. Highland Lake | \$11,876,000 | 4.0% |

Total Connecticut Market: \$299,611,520.

Most Listings

| | | |
|----------------------------|-----|-------|
| 1. Candlewood Lake | 118 | 21.7% |
| 2. Woodridge Lake - Goshen | 52 | 9.6% |
| 3. Highland Lake | 28 | 5.2% |
| 4. Lake Zoar | 25 | 4.6% |
| 5. Pocotopaug Lake | 22 | 4.1% |

Total Connecticut Listings: 543

Largest Home Markets

| | | |
|----------------------------|--------------|-------|
| 1. Candlewood Lake | \$71,931,600 | 26.3% |
| 2. Woodridge Lake - Goshen | \$30,779,999 | 11.2% |
| 3. Lake Waramaug | \$17,554,900 | 6.4% |
| 4. Lake Lillinonah | \$16,746,600 | 6.1% |
| 5. Indian Lake | \$11,850,000 | 4.3% |

Total Connecticut Home Market: \$273,964,071.

Most Homes Available

| | | |
|----------------------------|-----|-------|
| 1. Candlewood Lake | 106 | 24.5% |
| 2. Woodridge Lake - Goshen | 37 | 8.6% |
| 3. Highland Lake | 25 | 5.8% |
| 4. Lake Zoar | 22 | 5.1% |
| 5. Pocotopaug Lake | 21 | 4.9% |

Total Connecticut Home Listings: 432

Largest Land Markets

| | | |
|----------------------------|-------------|-------|
| 1. Lake Waramaug | \$3,345,000 | 13.0% |
| 2. Washinee Lake | \$2,995,000 | 11.7% |
| 3. Woodridge Lake - Goshen | \$2,336,700 | 9.1% |
| 4. Tyler Lake | \$2,026,900 | 7.9% |
| 5. Candlewood Lake | \$1,878,450 | 7.3% |

Total Connecticut Land Market: \$25,647,449.

Most Land Available

| | | |
|----------------------------|----|-------|
| 1. Woodridge Lake - Goshen | 15 | 13.5% |
| 2. Candlewood Lake | 12 | 10.8% |
| 3. Dog Pond | 9 | 8.1% |
| 4. Tyler Lake | 5 | 4.5% |
| 4. Wangumbaug Lake | 5 | 4.5% |

Total Connecticut Land Listings: 111

Average Home Price

| | |
|----------------------------|-------------|
| 1. Lake Lillinonah | \$1,196,186 |
| 2. Woodridge Lake - Goshen | \$831,892 |
| 3. Candlewood Lake | \$678,600 |
| 4. Samp Mortar Reservoir | \$582,998 |
| 5. Lake Zoar | \$477,705 |

Average Land Price Per Acre

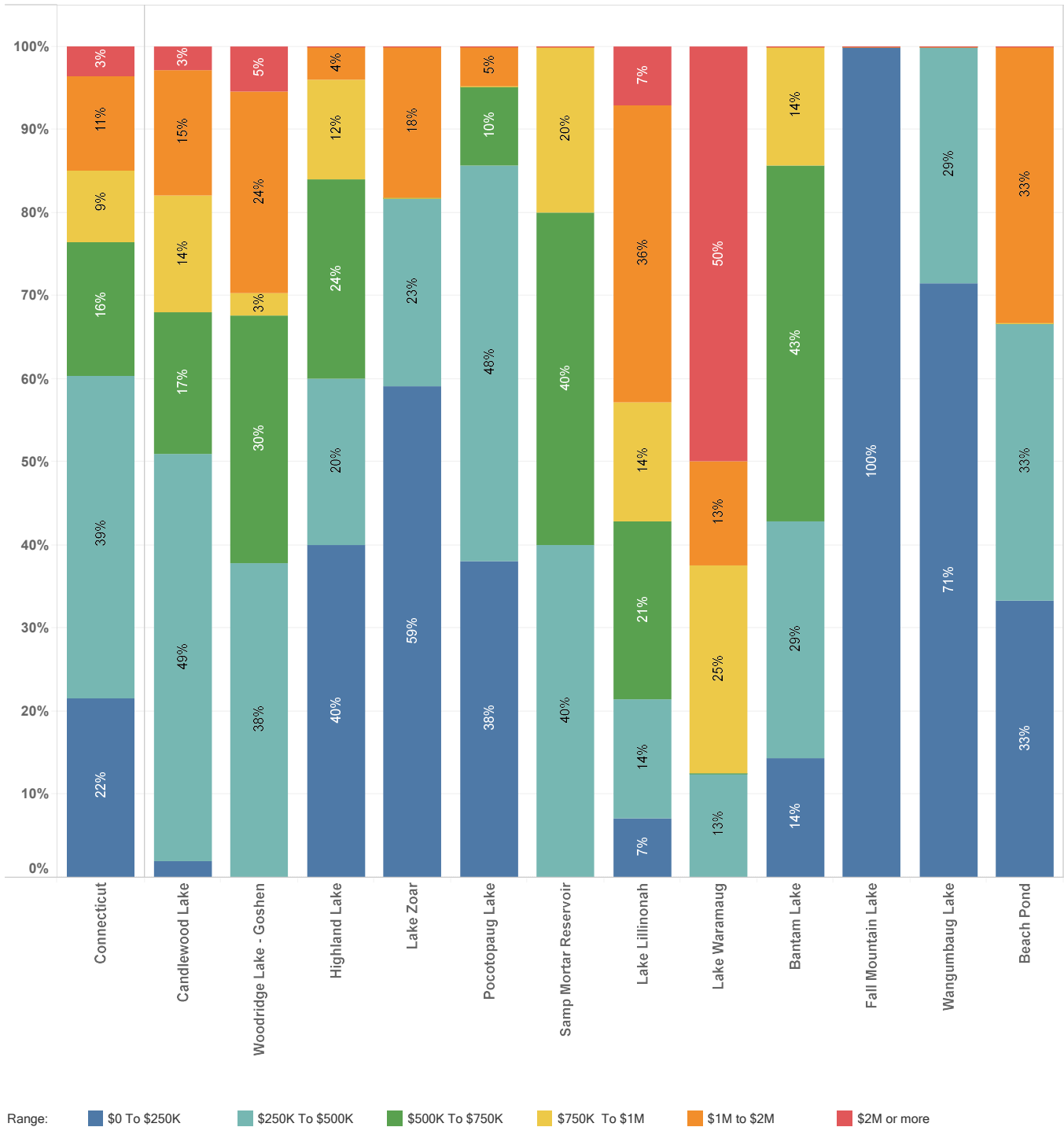
Listings of Less Than 10 Acres

| | |
|----------------------------|-----------|
| 1. Woodridge Lake - Goshen | \$156,197 |
| 2. Candlewood Lake | \$127,873 |

Listings of 10 Acres or More

| | |
|-------------|----------|
| 1. Dog Pond | \$18,487 |
|-------------|----------|

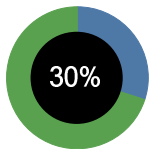
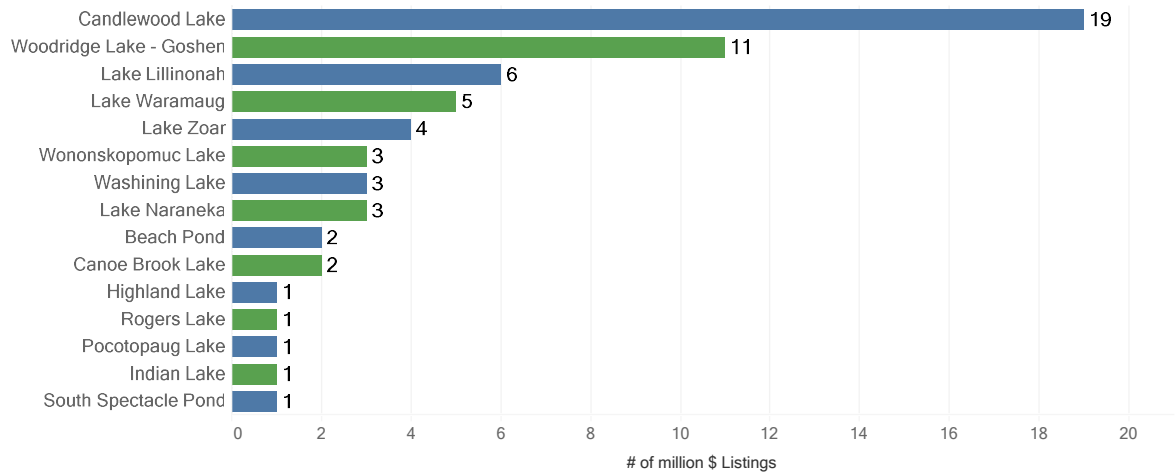
Price Breakdown by Percentage of Homes in the Connecticut Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2020Q1

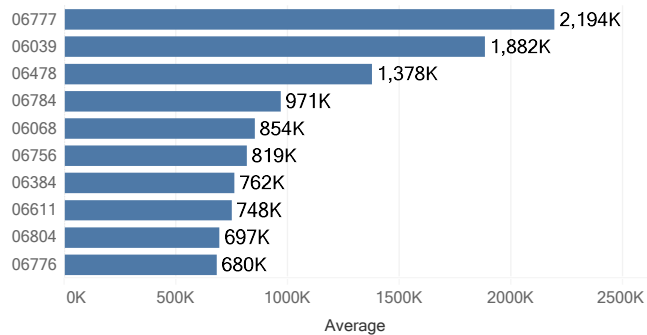


of \$1M+ Homes in Connecticut are on
Candlewood Lake

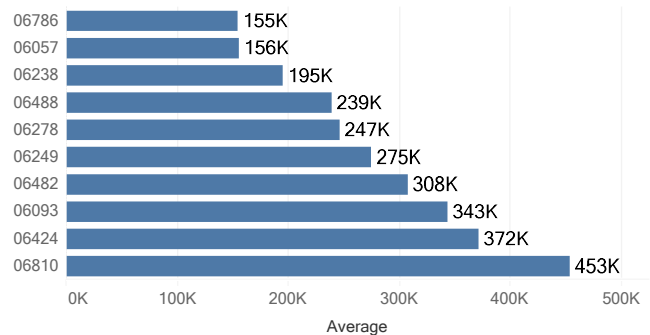
Total Number of \$1M+ Homes

63

Most Expensive ZIP Codes 2020Q1



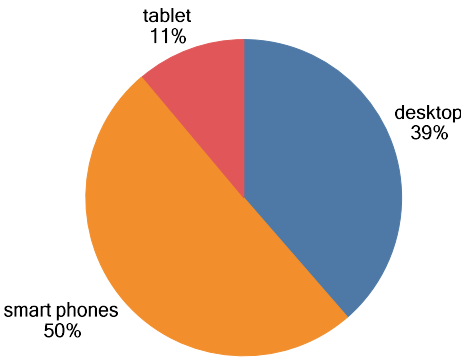
Most Affordable ZIP Codes 2020Q1



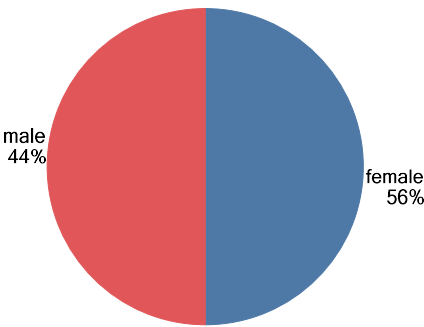
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

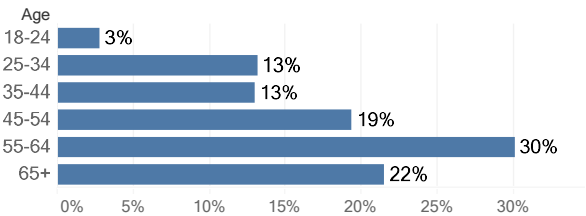


50% of potential buyers come from outside Connecticut

New York,

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

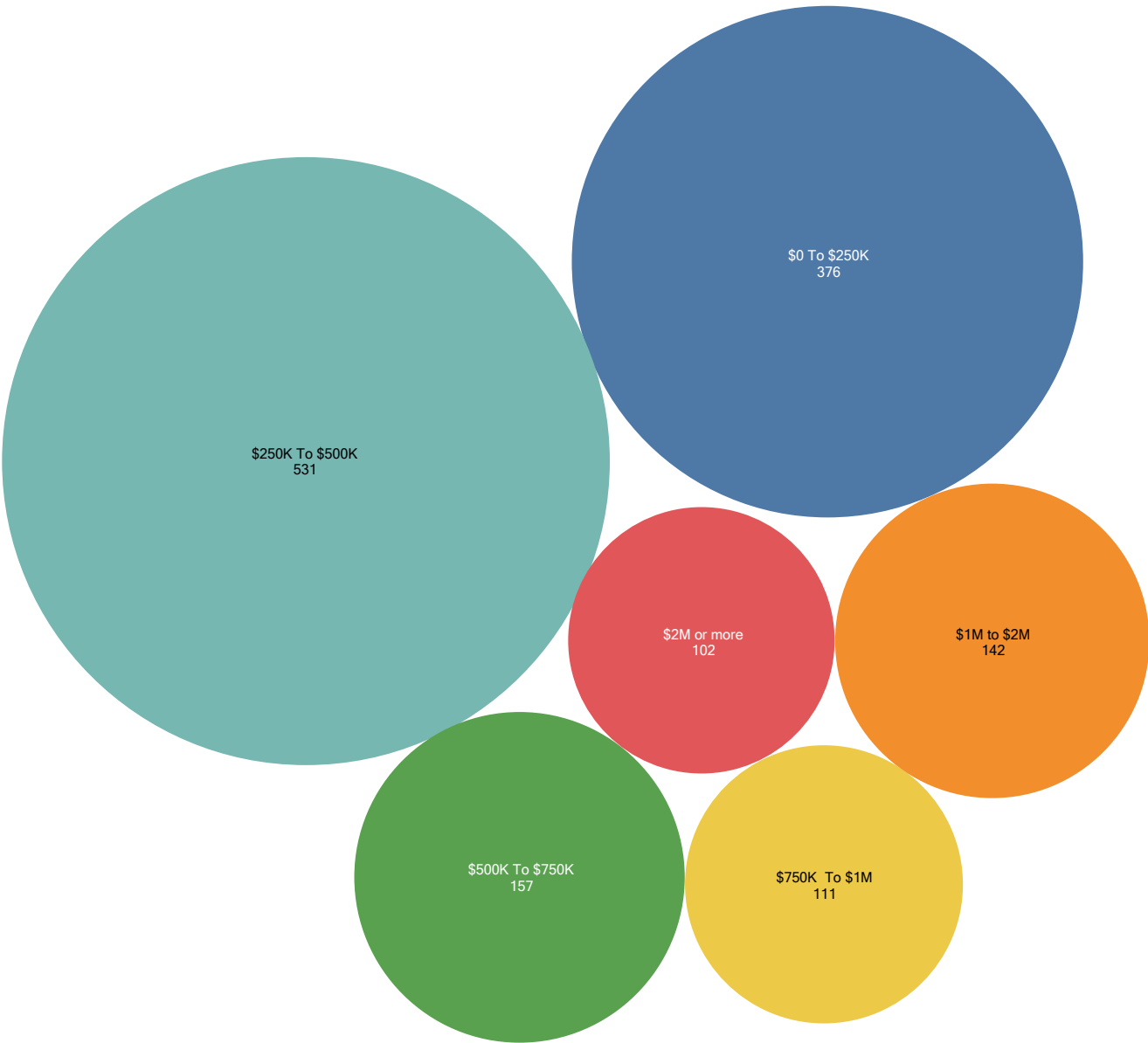
- Boston MA-Manchester, NH
- Springfield-Holyoke, MA
- Providence-New Bedford, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Albany-Schenectady-Troy, NY
- Detroit, MI
- Chicago, IL
- Tampa-St. Petersburg (Sarasota), FL



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FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2020Q1



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



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Florida

With lakes in NE Florida included for the first time in this report, we see new lakes in the Largest Markets - Lake Vedra, Lake Ponte Vedra and Doctor's Lake.

Largest Markets

| | | | | | |
|-------------------------|--------------|------|-------------------------|-----------------|------|
| 1. Lake Butler - Orange | \$98,652,899 | 7.9% | 6. Lake Ponte Vedra | \$32,997,000 | 2.6% |
| 2. Lake Nona | \$59,615,240 | 4.7% | 7. Doctors Lake | \$31,962,409 | 2.5% |
| 3. Lake Tarpon | \$46,388,998 | 3.7% | 8. Lake Burden | \$27,695,899 | 2.6% |
| 4. Lake Vedra | \$46,246,499 | 3.7% | 9. Lake Louise - Orange | \$26,300,000 | 2.5% |
| 5. Lake Maitland | \$35,713,000 | 2.8% | 10. Lake Tohopekaliga | \$25,303,918 | 2.0% |
| Total Florida Market: | | | | \$1,255,594,332 | |

Largest Home Markets

| | | |
|-------------------------|--------------|------|
| 1. Lake Butler - Orange | \$82,479,999 | 7.8% |
| 2. Lake Nona | \$56,345,340 | 5.4% |
| 3. Lake Tarpon | \$43,400,499 | 4.1% |
| 4. Lake Vedra | \$40,001,499 | 3.8% |
| 5. Lake Maitland | \$28,824,000 | 2.7% |
| 6. Doctors Lake | \$28,445,899 | 2.7% |
| 7. Lake Burden | \$27,695,899 | 2.6% |
| 8. Lake Ponte Vedra | \$26,703,000 | 2.5% |
| 9. Lake Louise - Orange | \$26,300,000 | 2.5% |
| 10. Lake Tohopekaliga | \$23,135,019 | 2.2% |

Total Florida Home Market: \$1,051,562,097

Largest Land Markets

| | | |
|-------------------------|--------------|------|
| 1. Lake Butler - Orange | \$16,172,900 | 7.9% |
| 2. Lake Harris | \$12,399,400 | 6.1% |
| 3. Lake Marion | \$11,332,000 | 5.6% |
| 4. Lake Eola | \$6,990,000 | 3.4% |
| 5. Lake Maitland | \$6,889,000 | 3.4% |
| 6. Lake Ponte Vedra | \$6,294,000 | 3.1% |
| 7. Lake Vedra | \$6,245,000 | 3.1% |
| 8. Lake Apopka | \$6,148,700 | 3.0% |
| 9. Lake Griffin | \$5,728,850 | 2.8% |
| 10. Lake Down | \$5,654,999 | 2.8% |

Total Florida Land Market: \$204,032,235

Recently added Lake Vedra has the most expensive average price in the Florida market.

Most Expensive Homes

| | |
|--------------------------|-------------|
| 1. Lake Vedra | \$3,077,038 |
| 2. Lake Butler - Orange | \$2,945,714 |
| 3. Lake Maitland | \$2,882,400 |
| 4. Lake Nona | \$1,878,178 |
| 5. Lake Down | \$1,727,090 |
| 6. Lake Burden | \$1,538,661 |
| 7. Lake Tarpon | \$1,297,200 |
| 8. Lake Hancock - Orange | \$1,060,917 |
| 9. Lake Apopka | \$1,014,329 |
| 10. Lake Eola | \$963,336 |

Most Affordable Homes

| | |
|-------------------------------------|-----------|
| 1. Lake Weohyakapka (Walk in Water) | \$237,550 |
| 2. Cedar Swamp | \$246,736 |
| 3. Fivemile Swamp | \$259,798 |
| 4. Sample Swamp | \$280,952 |
| 5. Powers Bay | \$298,264 |
| 6. Old Lake Davenport | \$298,989 |
| 7. Lake Ashton | \$300,767 |
| 8. Lake Minneola - Lake | \$311,991 |
| 9. Little Lake Harris | \$313,813 |
| 10. Fourmile Swamp | \$316,503 |

Most Listings

| | | | | | |
|-------------------------------------|----|------|-------------------------|-------|------|
| 1. Lake Weohyakapka (Walk in Water) | 72 | 3.3% | 6. Lake Harris | 41 | 1.9% |
| 2. Lake Griffin | 50 | 2.3% | 7. Lake Butler - Orange | 40 | 1.8% |
| 3. Doctors Lake | 49 | 2.2% | 7. Lake Tohopekaliga | 40 | 1.8% |
| 4. Lake Dora | 47 | 2.1% | 9. Powers Bay | 37 | 2.6% |
| 5. Lake Tarpon | 45 | 2.0% | 10. Lake Nona | 35 | 1.6% |
| Total Florida Listings: | | | | 2,198 | |

Most Homes Available

| | | |
|-------------------------|----|------|
| 1. Doctors Lake | 39 | 2.7% |
| 2. Lake Tarpon | 37 | 2.6% |
| 2. Powers Bay | 37 | 2.6% |
| 4. Lake Tohopekaliga | 35 | 2.5% |
| 5. Lake Griffin | 33 | 2.3% |
| 6. Lake Dora | 30 | 2.1% |
| 6. Lake Harris | 30 | 2.1% |
| 6. Lake Nona | 30 | 2.1% |
| 9. Lake Butler - Orange | 28 | 2.0% |
| 10. Huguenot Lagoon | 27 | 1.9% |

Total Florida Home Listings: 1,419

Most Land Available

| | | |
|-------------------------------------|----|------|
| 1. Lake Weohyakapka (Walk in Water) | 59 | 7.6% |
| 2. Lake Alfred | 20 | 2.6% |
| 2. Stella Lake | 20 | 2.6% |
| 4. Georges Lake | 18 | 2.3% |
| 5. Lake Dora | 17 | 2.2% |
| 5. Lake Griffin | 17 | 2.2% |
| 7. Lake Apopka | 14 | 1.8% |
| 7. Lake Eustis | 14 | 1.8% |
| 9. Lake Norris | 13 | 1.7% |
| 10. Lake Butler - Orange | 12 | 1.5% |

Total Florida Land Listings: 779

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|-------------------------|-----------|
| 1. Lake Butler - Orange | \$782,897 |
| 2. Lake Apopka | \$299,691 |
| 3. Doctors Lake | \$276,238 |
| 4. Lake Dora | \$264,897 |
| 5. Lake Alfred | \$227,773 |
| 6. Lake Griffin | \$111,692 |

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

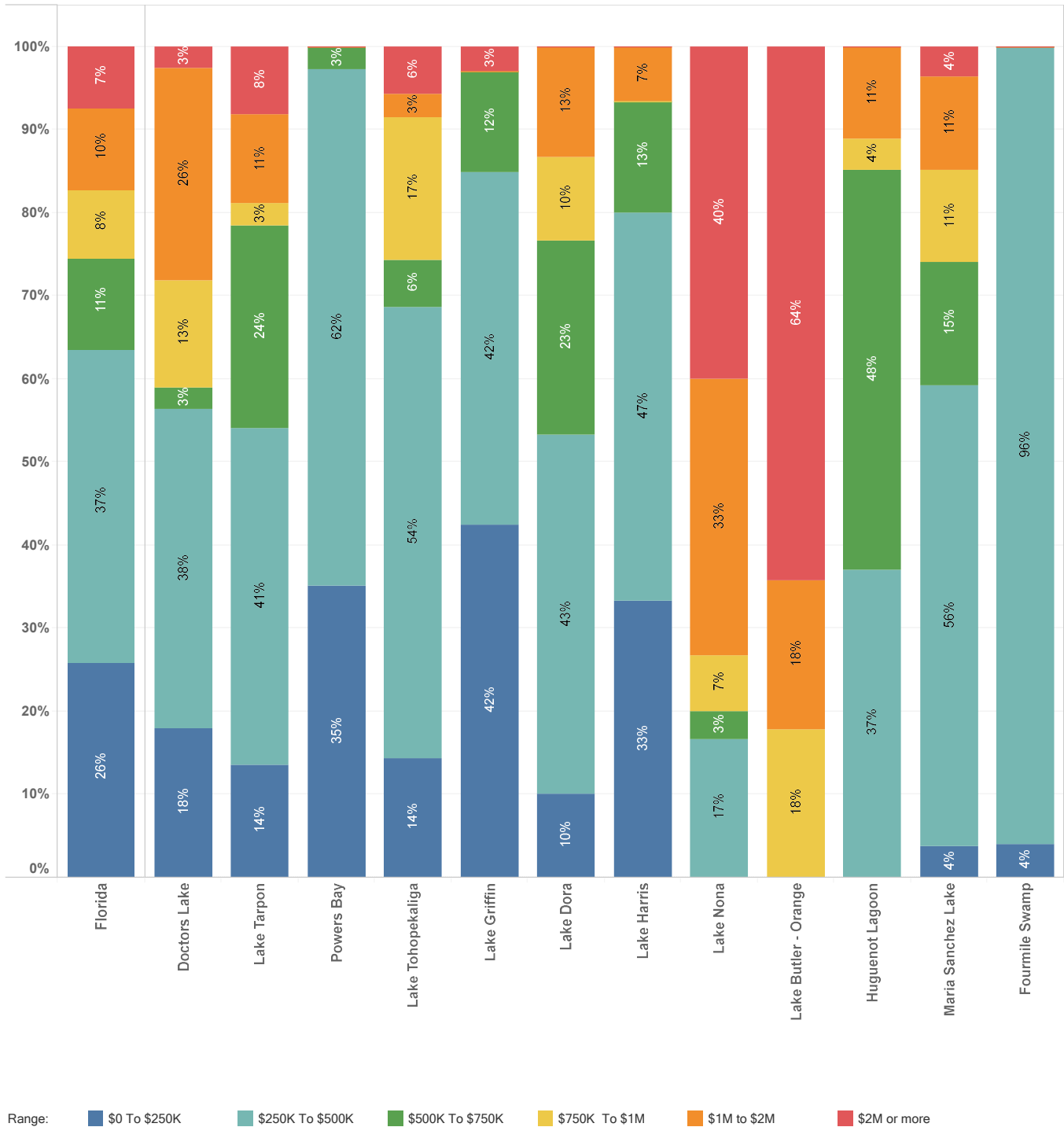
| | |
|-------------------------------------|----------|
| 1. Winding Tree Lake | \$16,878 |
| 2. Lake Weohyakapka (Walk in Water) | \$20,321 |
| 3. Silver Sand Lake | \$21,326 |
| 4. Lake Norris | \$21,921 |
| 5. Stella Lake | \$37,347 |
| 6. Georges Lake | \$39,899 |
| 7. Santa Fe Lake | \$74,636 |
| 8. Lake Eustis | \$96,395 |

Listings of 10 Acres or More

**

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

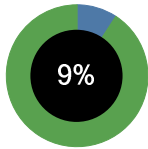
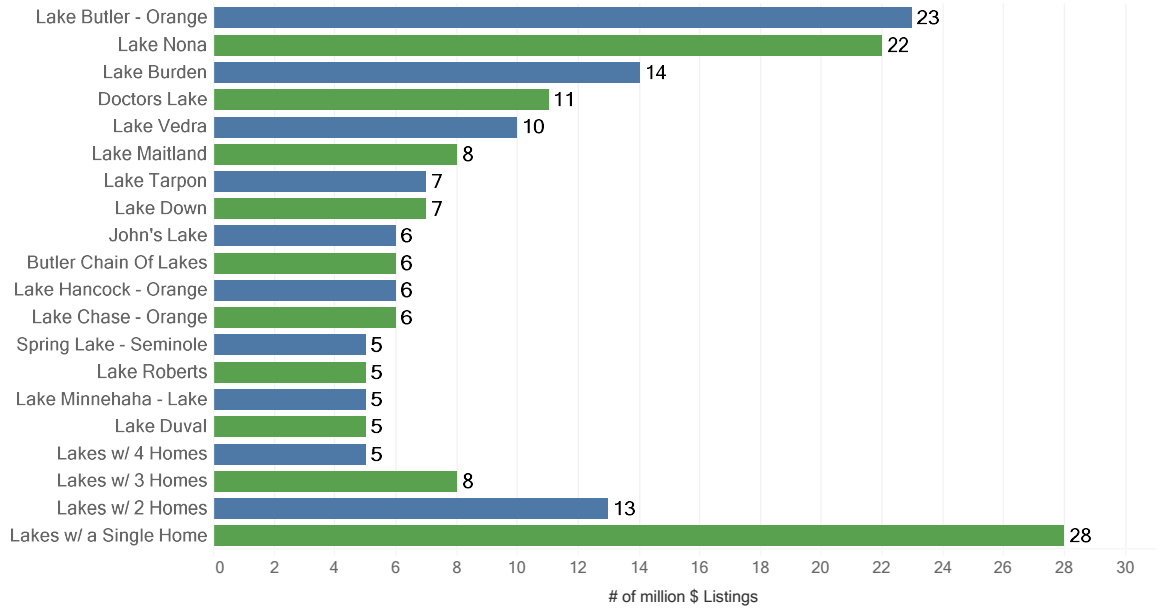
Price Breakdown by Percentage of Homes in the Florida Market 2020Q1



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LAKEHOMES.COM

Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2020Q1

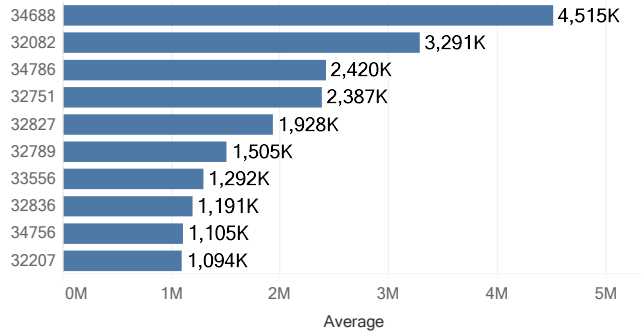


of \$1M+ Homes in Florida are on Lake Butler - Orange

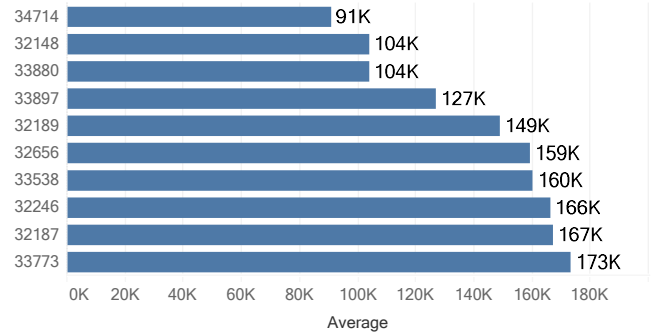
Total Number of \$1M+ Homes

244

Most Expensive ZIP Codes 2020Q1



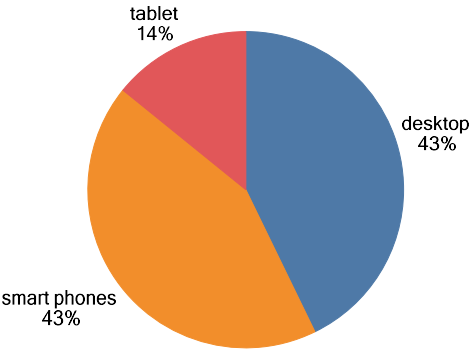
Most Affordable ZIP Codes 2020Q1



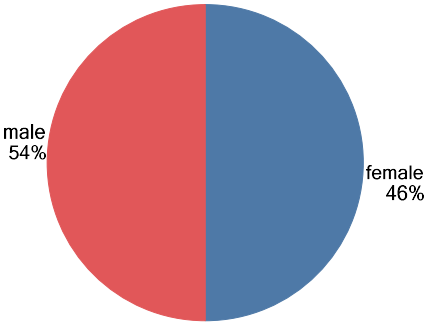
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

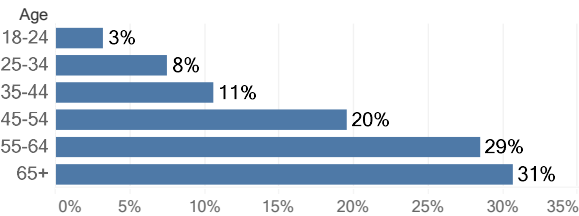


55% of potential buyers come from outside Florida

New York,

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

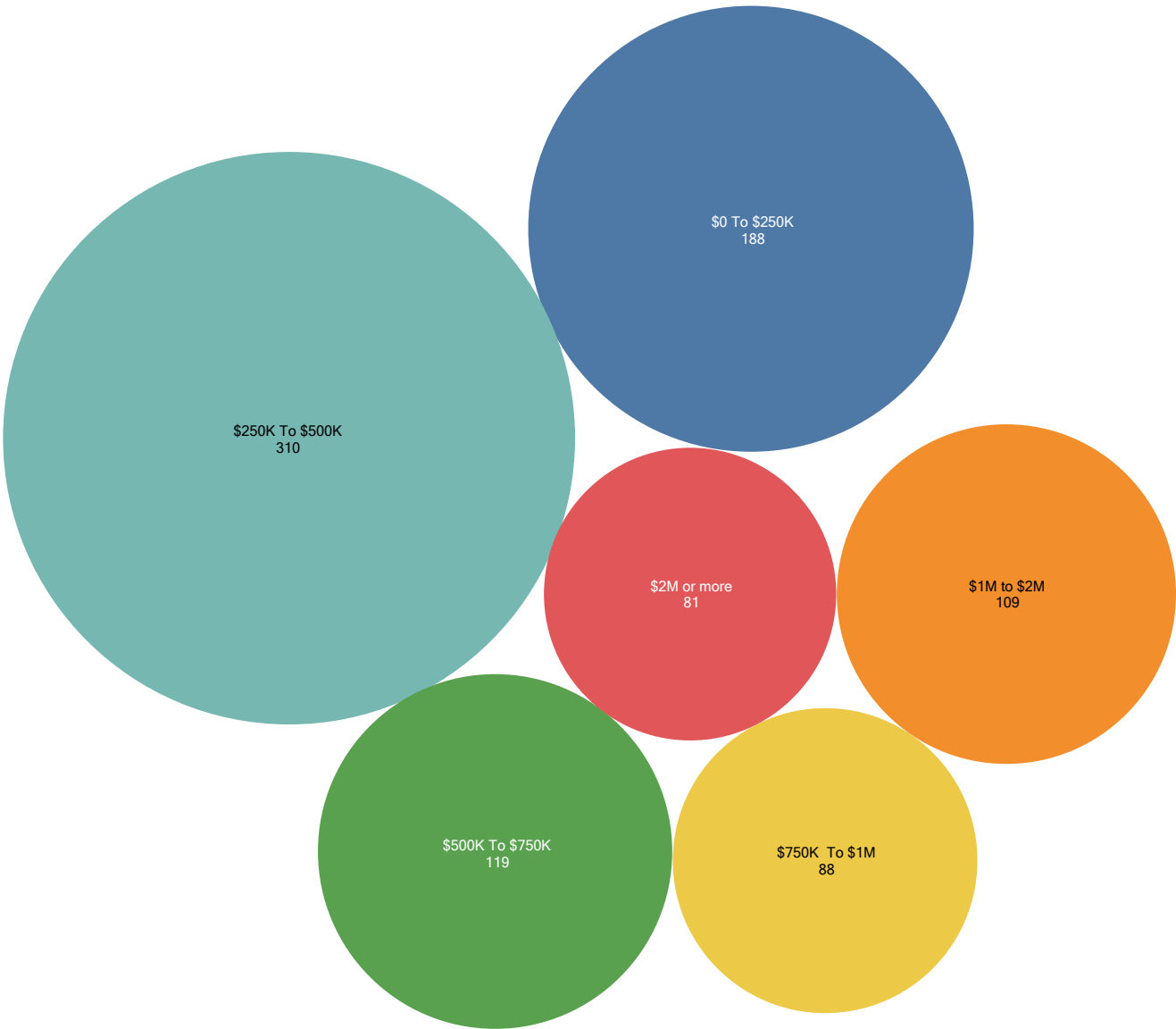
- Atlanta, GA
- Chicago, IL
- Washington DC (Hagerstown MD)
- Boston MA-Manchester, NH
- Philadelphia, PA
- Dallas-Ft. Worth, TX
- Los Angeles, CA
- Indianapolis, IN
- Columbus, OH



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FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2020Q1



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



Florida-Central

Lake Butler - Orange continues to dominate in central Florida.

Largest Markets

| | | |
|-------------------------|--------------|-------|
| 1. Lake Butler - Orange | \$98,652,899 | 10.7% |
| 2. Lake Nona | \$59,615,240 | 6.5% |
| 3. Lake Tarpon | \$46,388,998 | 5.0% |
| 4. Lake Maitland | \$35,713,000 | 3.9% |
| 5. Lake Burden | \$27,695,899 | 3.6% |

Total Florida Central Market: \$922,191,521.

Most Listings

| | | |
|-------------------------------------|----|------|
| 1. Lake Weohyakapka (Walk in Water) | 72 | 5.5% |
| 2. Lake Griffin | 50 | 3.8% |
| 3. Lake Dora | 47 | 3.6% |
| 4. Lake Tarpon | 45 | 3.4% |
| 5. Lake Harris | 41 | 3.1% |

Total Florida Central Listings: 1,314

Largest Home Markets

| | | |
|-------------------------|--------------|-------|
| 1. Lake Butler - Orange | \$82,479,999 | 10.8% |
| 2. Lake Nona | \$56,345,340 | 7.4% |
| 3. Lake Tarpon | \$43,400,499 | 5.7% |
| 4. Lake Maitland | \$28,824,000 | 3.8% |
| 5. Lake Burden | \$27,695,899 | 3.6% |

Total Florida Central Home Market: \$765,884,295.

Most Homes Available

| | | |
|----------------------|----|------|
| 1. Lake Tarpon | 37 | 4.2% |
| 2. Lake Tohopekaliga | 35 | 3.9% |
| 3. Lake Griffin | 33 | 3.7% |
| 4. Lake Dora | 30 | 3.4% |
| 4. Lake Harris | 30 | 3.4% |

Total Florida Central Home Listings: 891

Largest Land Markets

| | | |
|-------------------------|--------------|-------|
| 1. Lake Butler - Orange | \$16,172,900 | 10.3% |
| 2. Lake Harris | \$12,399,400 | 7.9% |
| 3. Lake Marion | \$11,332,000 | 7.2% |
| 4. Lake Eola | \$6,990,000 | 4.5% |
| 5. Lake Maitland | \$6,889,000 | 4.4% |

Total Florida Central Land Market: \$156,307,226.

Most Land Available

| | | |
|-------------------------------------|----|-------|
| 1. Lake Weohyakapka (Walk in Water) | 59 | 13.9% |
| 2. Lake Alfred | 20 | 4.7% |
| 3. Lake Dora | 17 | 4.0% |
| 3. Lake Griffin | 17 | 4.0% |
| 5. Lake Apopka | 14 | 3.3% |

Total Florida Central Land Listings: 423

Average Home Price

| | |
|-----------------------------|-------------|
| 1. Lake Butler - Orange, FL | \$2,945,714 |
| 2. Lake Maitland, FL | \$2,882,400 |
| 3. Lake Nona, FL | \$1,878,178 |
| 4. Lake Down, FL | \$1,727,090 |
| 5. Lake Burden, FL | \$1,538,661 |

Average Land Price Per Acre

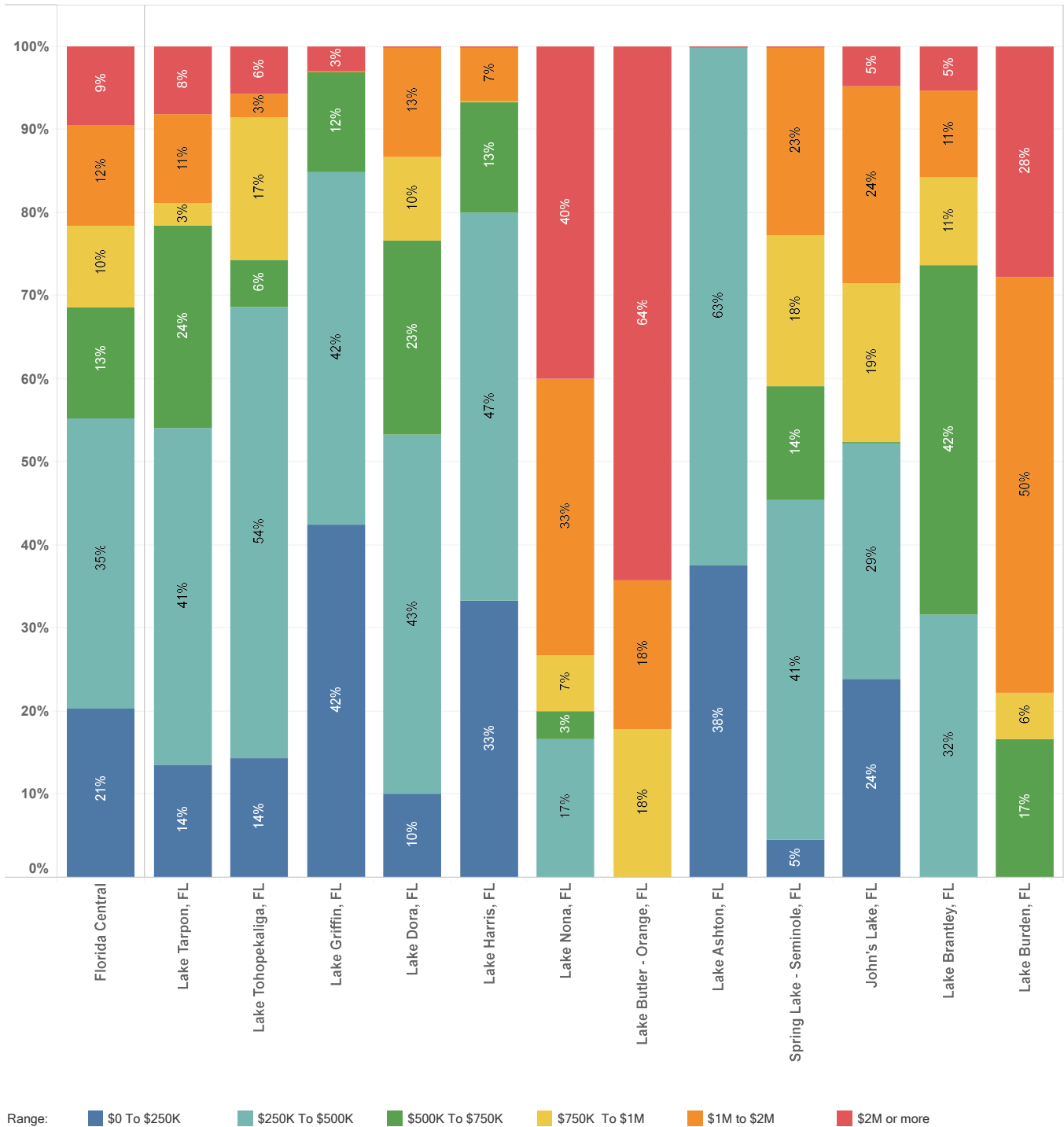
Listings of Less Than 10 Acres

| | |
|-------------------------|-----------|
| 1. Lake Butler - Orange | \$782,897 |
| 2. Lake Apopka | \$299,691 |
| 3. Lake Dora | \$264,897 |
| 4. Lake Alfred | \$227,773 |
| 5. Lake Griffin | \$111,692 |

Listings of 10 Acres or More

**

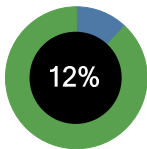
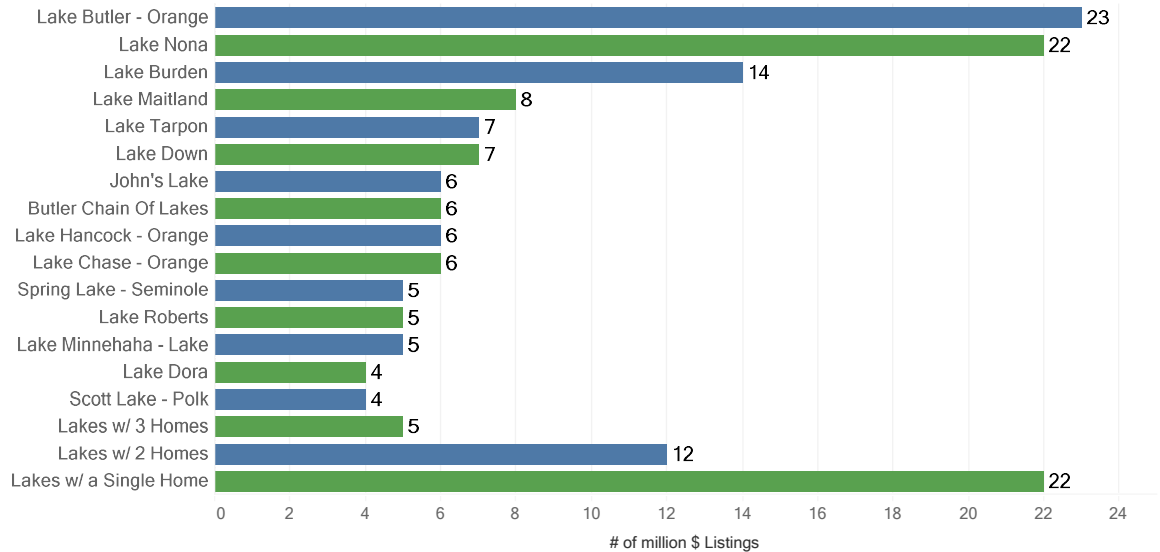
Price Breakdown by Percentage of Homes in the Florida Central Market 2020Q1



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Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2020Q1

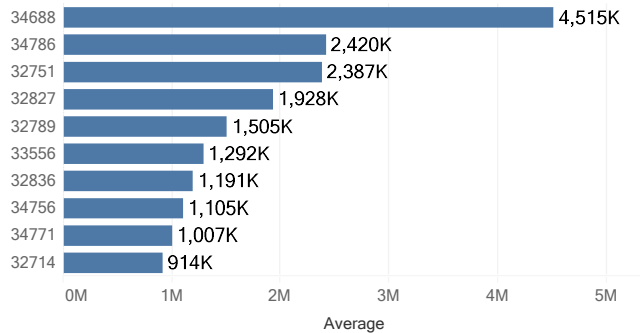


of \$1M+ Homes in Florida Central are on Lake Butler - Orange

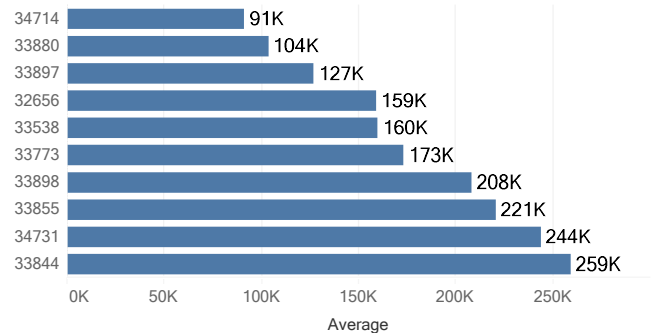
Total Number of \$1M+ Homes

189

Most Expensive ZIP Codes 2020Q1



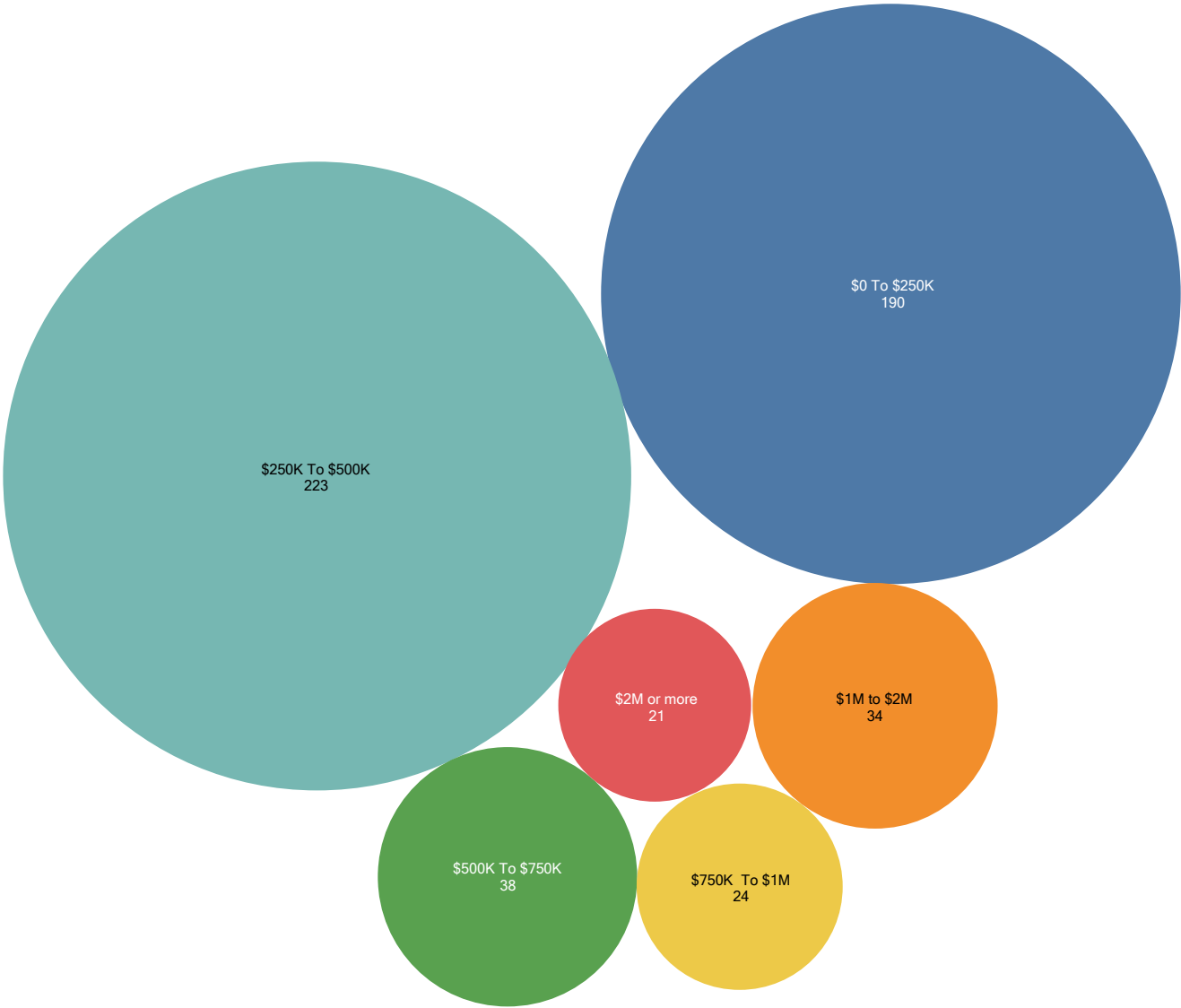
Most Affordable ZIP Codes 2020Q1



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FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2020Q1



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



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LAKEHOMES.COM

Florida-NE

NE Florida has been added in this report and brings almost \$334 million in market value.

Largest Markets

| | | |
|-----------------------|--------------|-------|
| 1. Lake Vedra | \$46,246,499 | 13.9% |
| 2. Lake Ponte Vedra | \$32,997,000 | 9.9% |
| 3. Doctors Lake | \$31,962,409 | 9.6% |
| 4. Maria Sanchez Lake | \$21,452,960 | 7.5% |
| 5. Gum Swamp | \$18,277,297 | 5.5% |

Total Florida NE Market: \$333,402,811.

Most Listings

| | | |
|-----------------------|----|------|
| 1. Doctors Lake | 49 | 5.5% |
| 2. Powers Bay | 37 | 7.0% |
| 3. Huguenot Lagoon | 28 | 3.2% |
| 4. Maria Sanchez Lake | 27 | 5.1% |
| 5. Fourmile Swamp | 25 | 4.7% |

Total Florida NE Listings: 884

Largest Home Markets

| | | |
|-----------------------|--------------|-------|
| 1. Lake Vedra | \$40,001,499 | 14.0% |
| 2. Doctors Lake | \$28,445,899 | 10.0% |
| 3. Lake Ponte Vedra | \$26,703,000 | 9.3% |
| 4. Maria Sanchez Lake | \$21,452,960 | 7.5% |
| 5. Huguenot Lagoon | \$16,243,699 | 5.7% |

Total Florida NE Home Market: \$285,677,802.

Most Homes Available

| | | |
|-----------------------|----|------|
| 1. Doctors Lake | 39 | 7.4% |
| 2. Powers Bay | 37 | 7.0% |
| 3. Huguenot Lagoon | 27 | 5.1% |
| 3. Maria Sanchez Lake | 27 | 5.1% |
| 5. Fourmile Swamp | 25 | 4.7% |

Total Florida NE Home Listings: 528

Largest Land Markets

| | | |
|---------------------|-------------|-------|
| 1. Lake Ponte Vedra | \$6,294,000 | 13.2% |
| 2. Lake Vedra | \$6,245,000 | 13.1% |
| 3. Gum Swamp | \$5,452,900 | 11.4% |
| 4. Lake Duval | \$3,928,900 | 8.2% |
| 5. Doctors Lake | \$3,516,510 | 7.4% |

Total Florida NE Land Market: \$47,725,009.

Most Land Available

| | | |
|------------------|----|------|
| 1. Stella Lake | 20 | 5.6% |
| 2. Georges Lake | 18 | 5.1% |
| 3. Doctors Lake | 10 | 2.8% |
| 3. Lake Brooklyn | 10 | 2.8% |
| 3. Santa Fe Lake | 10 | 2.8% |

Total Florida NE Land Listings: 356

Average Home Price

| | |
|---------------------------|-------------|
| 1. Lake Vedra, FL | \$3,077,038 |
| 2. Gum Swamp, FL | \$916,028 |
| 3. Maria Sanchez Lake, FL | \$794,554 |
| 4. Doctors Lake, FL | \$729,382 |
| 5. Lake Weir, FL | \$623,500 |

Average Land Price Per Acre

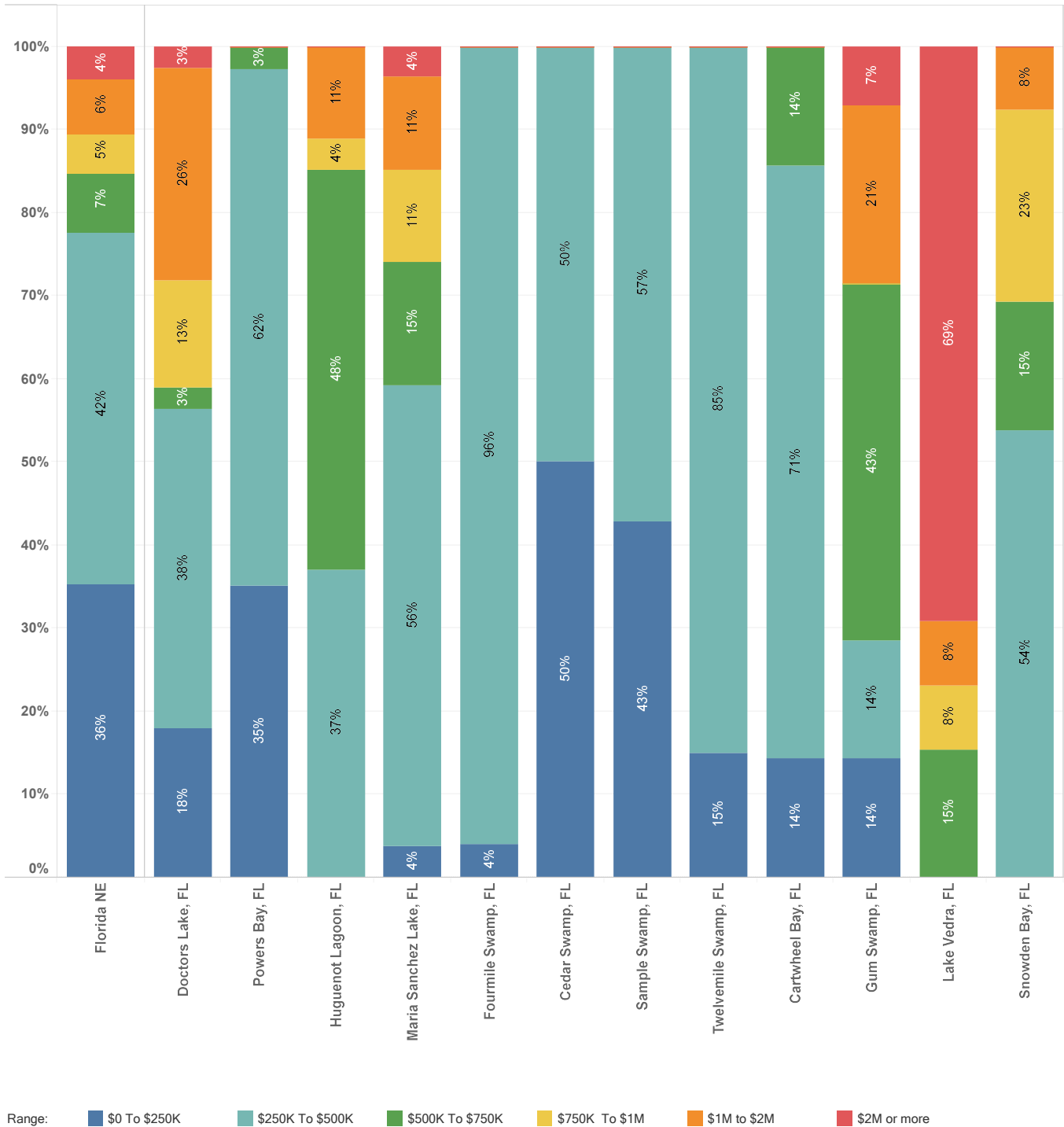
Listings of Less Than 10 Acres

| | |
|---------------------|-----------|
| 1. Doctors Lake | \$276,238 |
| 2. Santa Fe Lake | \$74,636 |
| 3. Georges Lake | \$39,899 |
| 4. Stella Lake | \$37,347 |
| 5. Silver Sand Lake | \$21,326 |

Listings of 10 Acres or More

**

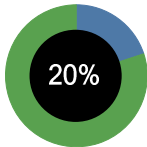
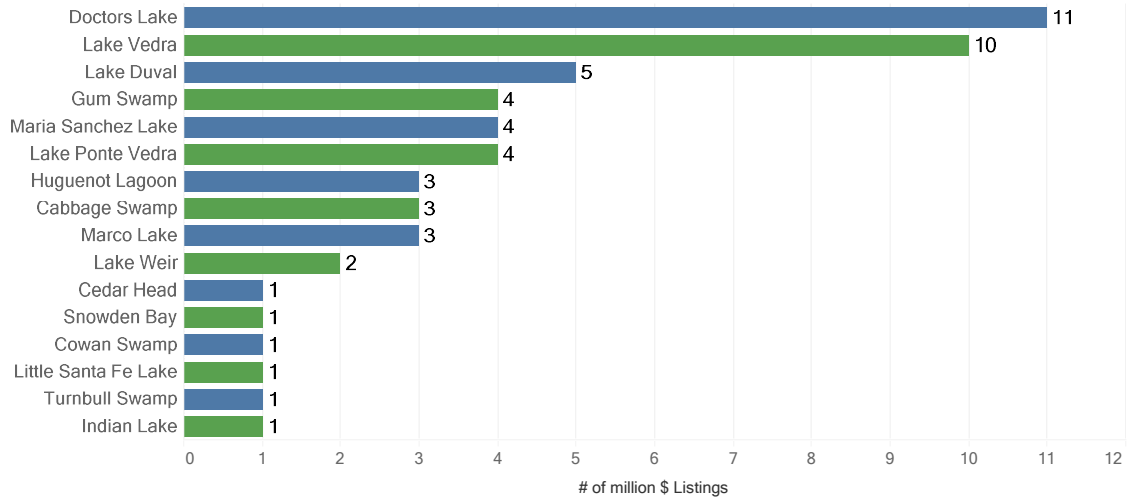
Price Breakdown by Percentage of Homes in the Florida NE Market 2020Q1



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Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2020Q1

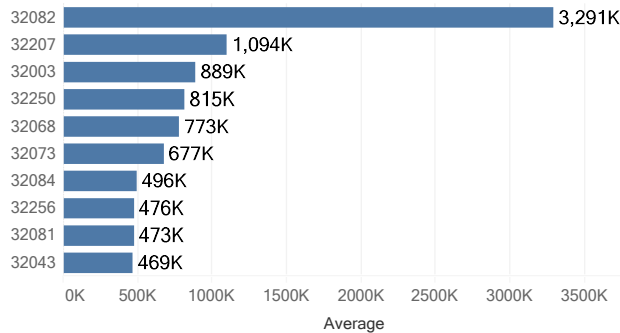


20% of \$1M+ Homes in Florida NE are on Doctors Lake

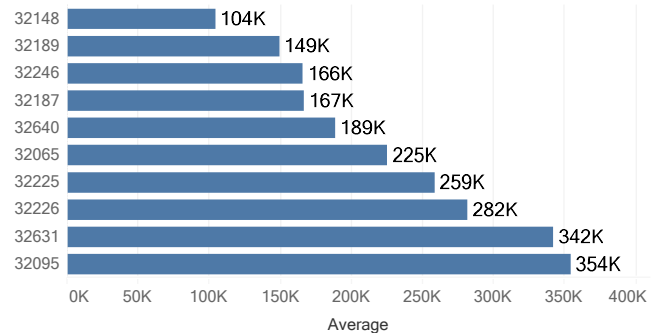
Total Number of \$1M+ Homes

55

Most Expensive ZIP Codes 2020Q1



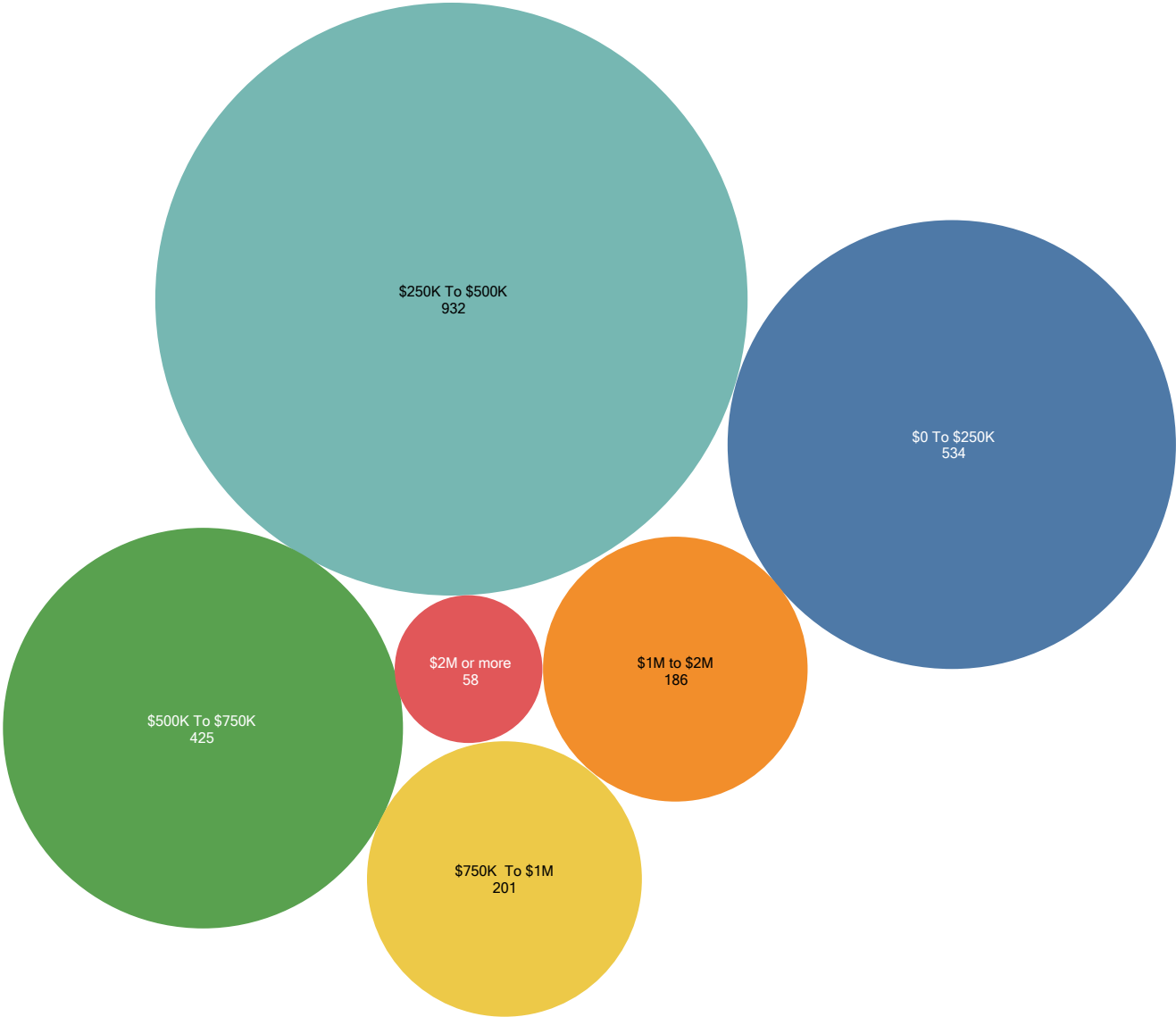
Most Affordable ZIP Codes 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2020Q1



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



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LAKEHOMES.COM

Georgia

Walter F. George Lake replaces Nottely Lake in the Largest Markets list.

Largest Markets

| | | | | | |
|-------------------|---------------|-------|---------------------------|--------------|------|
| 1. Lake Lanier | \$535,326,006 | 25.9% | 6. Lake Allatoona | \$86,315,350 | 4.2% |
| 2. Lake Oconee | \$412,697,239 | 20.0% | 7. Lake Sinclair | \$77,940,565 | 3.8% |
| 3. Lake Hartwell* | \$206,308,040 | 10.0% | 8. Clarks Hill Lake* | \$66,699,209 | 3.2% |
| 4. Lake Burton | \$141,101,198 | 6.8% | 9. Walter F. George Lake* | \$40,897,599 | 2.0% |
| 5. Chatuge Lake* | \$87,194,164 | 4.2% | 10. Lake Blue Ridge | \$35,836,450 | 1.7% |

Total Georgia Market: **\$2,067,889,422.**

Largest Home Markets

| | | |
|----------------------------|---------------|-------|
| 1. Lake Lanier | \$354,696,355 | 23.8% |
| 2. Lake Oconee | \$290,385,892 | 19.5% |
| 3. Lake Hartwell* | \$132,848,467 | 8.9% |
| 4. Lake Burton | \$132,709,098 | 8.9% |
| 5. Lake Allatoona | \$71,634,863 | 4.8% |
| 6. Lake Sinclair | \$61,069,116 | 4.1% |
| 7. Chatuge Lake* | \$60,752,965 | 4.1% |
| 8. Clarks Hill Lake* | \$41,947,949 | 2.8% |
| 9. Windward Lake | \$34,176,095 | 2.3% |
| 10. Walter F. George Lake* | \$29,283,599 | 2.0% |

Total Georgia Home Market: **\$1,487,725,246.**

Largest Land Markets

| | | |
|---------------------------|---------------|-------|
| 1. Lake Lanier | \$160,792,108 | 31.0% |
| 2. Lake Oconee | \$115,300,347 | 22.2% |
| 3. Lake Hartwell* | \$65,959,073 | 12.7% |
| 4. Clarks Hill Lake* | \$23,946,260 | 4.6% |
| 5. Nottely Lake | \$18,968,827 | 3.7% |
| 6. Chatuge Lake* | \$18,884,199 | 3.6% |
| 7. Lake Sinclair | \$13,986,749 | 2.7% |
| 8. Lake Allatoona | \$13,140,487 | 2.5% |
| 9. Walter F. George Lake* | \$11,614,000 | 2.2% |
| 10. West Point Lake* | \$8,230,208 | 1.6% |

Total Georgia Land Market: **\$518,769,733.**

Despite ranking 1st in all three Largest Markets, Lake Lanier ranks 8th in the Most Expensive Homes list.

Most Expensive Homes

| | |
|--------------------|-------------|
| 1. Lake Burton | \$1,636,532 |
| 2. Lake Blue Ridge | \$1,135,852 |
| 3. Lake Rabun | \$914,306 |
| 4. Windward Lake | \$776,729 |
| 5. Lake Kedron | \$739,065 |
| 6. Lake Oconee | \$705,705 |
| 7. Berkeley Lake | \$610,807 |
| 8. Lake Lanier | \$598,540 |
| 9. Chatuge Lake | \$588,218 |
| 10. Big Canoe | \$548,329 |

Most Affordable Homes

| | |
|--------------------------|-----------|
| 1. Water's Edge | \$248,223 |
| 2. Norris Lake | \$279,576 |
| 3. Bent Tree | \$328,443 |
| 4. Lake Sinclair | \$336,550 |
| 5. Jackson Lake | \$338,915 |
| 6. Hickory Log Reservoir | \$363,924 |
| 7. Lake Dow | \$368,510 |
| 8. Carters Lake | \$371,097 |
| 9. West Point Lake | \$375,277 |
| 10. Lake Tara | \$385,089 |

Most Listings

| | | | | | |
|-------------------------|-------|-------|---------------------------|-------|------|
| 1. Lake Hartwell* | 1,062 | 16.6% | 6. Chatuge Lake* | 266 | 4.2% |
| 2. Lake Lanier | 1,048 | 16.4% | 7. Nottely Lake | 246 | 3.9% |
| 3. Lake Oconee | 983 | 15.4% | 8. Lake Allatoona | 230 | 3.6% |
| 4. Clarks Hill Lake* | 557 | 8.7% | 9. Walter F. George Lake* | 197 | 3.1% |
| 5. Lake Sinclair | 376 | 5.9% | 10. Jackson Lake | 181 | 2.8% |
| Total Georgia Listings: | | | | 6,393 | |

Most Homes Available

| | | |
|---------------------------|-----|-------|
| 1. Lake Lanier | 595 | 21.5% |
| 2. Lake Oconee | 416 | 15.0% |
| 3. Lake Hartwell* | 348 | 12.6% |
| 4. Lake Sinclair | 185 | 6.7% |
| 5. Lake Allatoona | 167 | 6.0% |
| 6. Clarks Hill Lake* | 114 | 4.1% |
| 7. Chatuge Lake* | 108 | 3.9% |
| 7. Walter F. George Lake* | 108 | 3.9% |
| 9. Lake Burton | 82 | 3.0% |
| 10. Jackson Lake | 71 | 2.6% |

Total Georgia Home Listings:

2,770

Most Land Available

| | | |
|----------------------------|-----|-------|
| 1. Lake Hartwell* | 704 | 19.9% |
| 2. Lake Oconee | 551 | 15.6% |
| 3. Clarks Hill Lake* | 441 | 12.5% |
| 4. Lake Lanier | 426 | 12.1% |
| 5. Nottely Lake | 211 | 6.0% |
| 6. Lake Sinclair | 185 | 5.2% |
| 7. Chatuge Lake* | 148 | 4.2% |
| 8. Jackson Lake | 109 | 3.1% |
| 9. West Point Lake* | 101 | 2.9% |
| 10. Walter F. George Lake* | 89 | 2.5% |

Total Georgia Land Listings:

3,533

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|--------------------|-----------|
| 1. Lake Blue Ridge | \$643,571 |
| 2. Lake Lanier | \$151,355 |
| 3. Lake Oconee | \$144,999 |
| 4. Chatuge Lake | \$101,060 |
| 5. Lake Arrowhead | \$93,489 |
| 6. Lake Burton | \$88,565 |
| 7. Lake Rabun | \$79,043 |

Listings of 10 Acres or More

| | |
|-------------------|----------|
| 1. Lake Lanier | \$36,756 |
| 2. Lake Allatoona | \$18,315 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

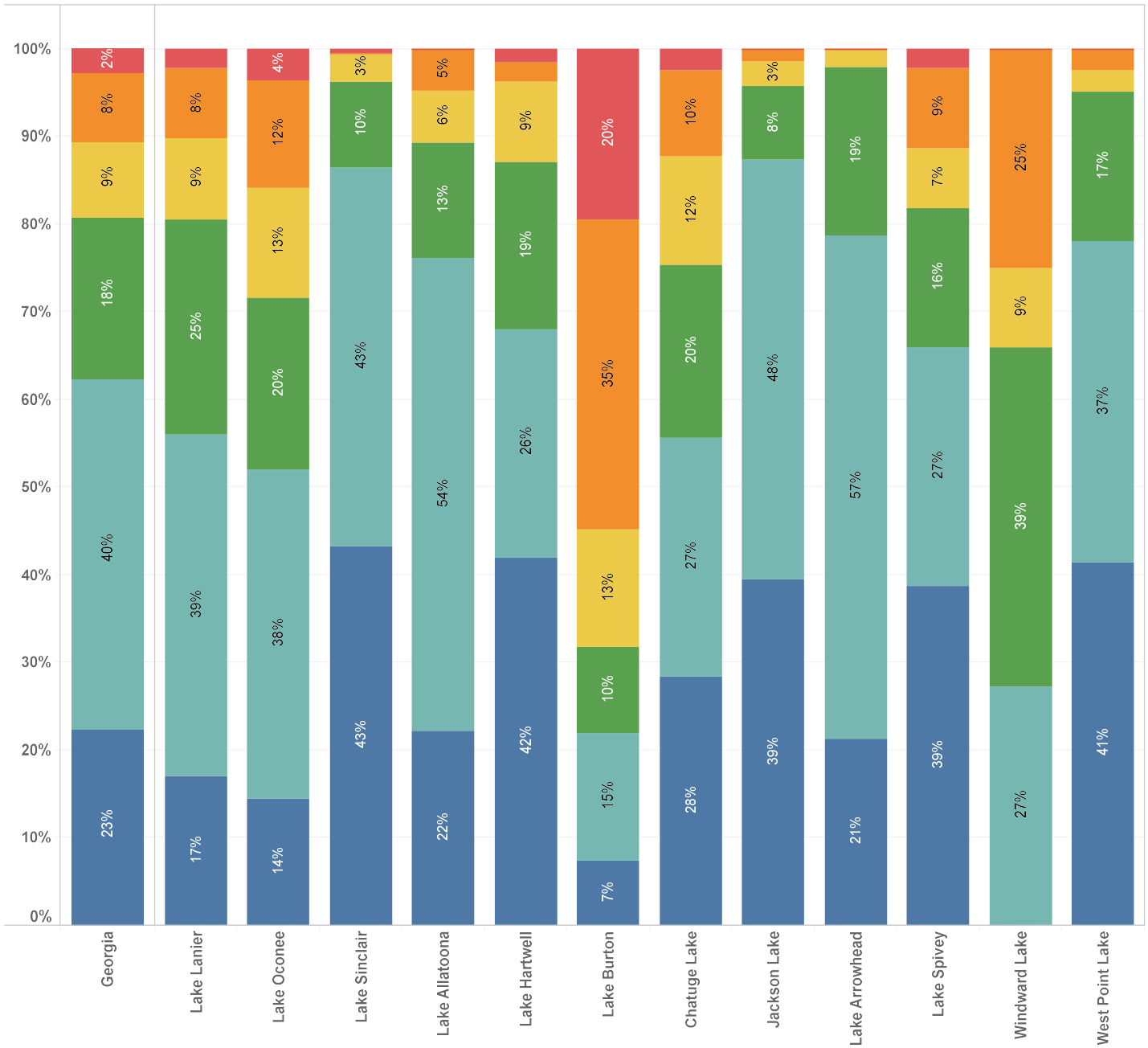
| | |
|----------------------------|----------|
| 1. Rock Cabin Lake | \$14,756 |
| 2. Richard B. Russell Lake | \$16,726 |
| 3. Bent Tree | \$28,305 |
| 4. Carters Lake | \$30,768 |
| 5. Lake Varner | \$31,362 |
| 6. Clarks Hill Lake | \$32,748 |
| 7. West Point Lake | \$34,477 |

Listings of 10 Acres or More

| | |
|---------------------|---------|
| 1. Bent Tree | \$4,827 |
| 2. West Point Lake | \$8,287 |
| 3. Clarks Hill Lake | \$8,323 |

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

Price Breakdown by Percentage of Homes in the Georgia Market 2020Q1



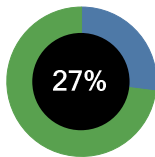
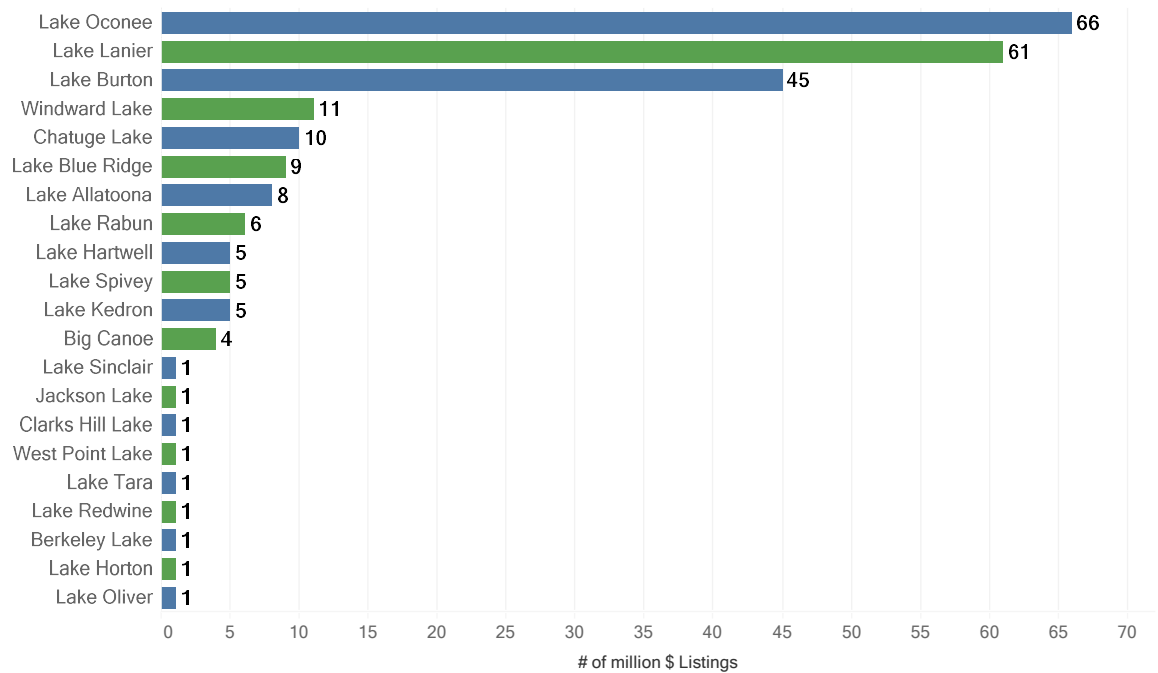
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2020Q1

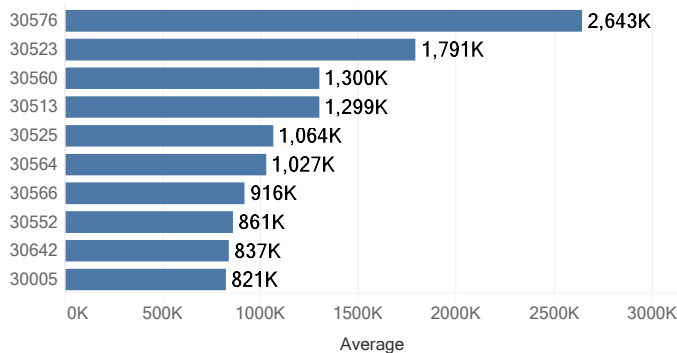


of \$1M+ Homes in Georgia are on Lake Oconee

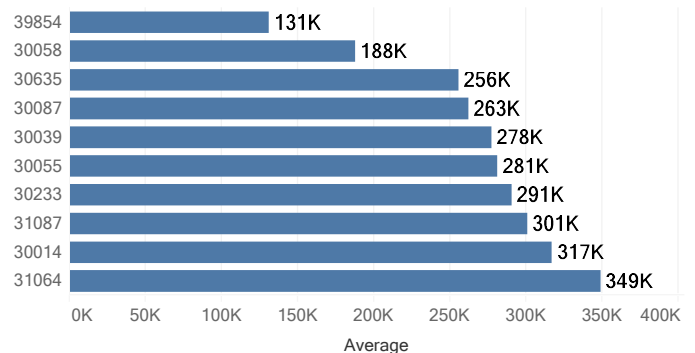
Total Number of \$1M+ Homes

244

Most Expensive ZIP Codes 2020Q1



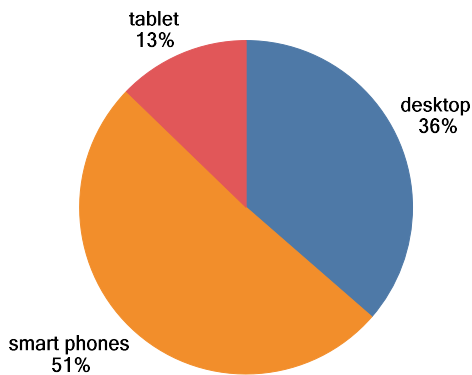
Most Affordable ZIP Codes 2020Q1



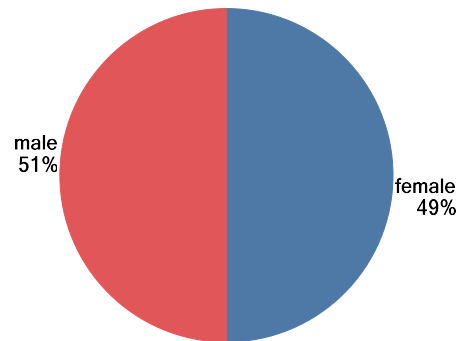
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Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2020Q1



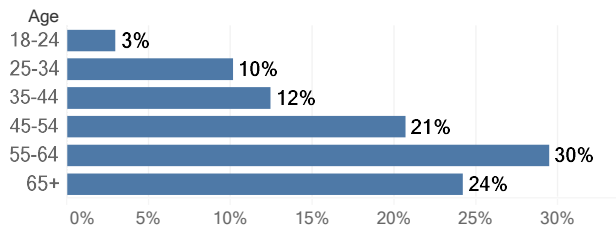
Male/Female Visitors 2020Q1



46%

of potential buyers come from outside Georgia

What Age Groups are Shopping 2020Q1



Orlando-Daytona Beach-Melbourne

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

Number 2-10 metros are:

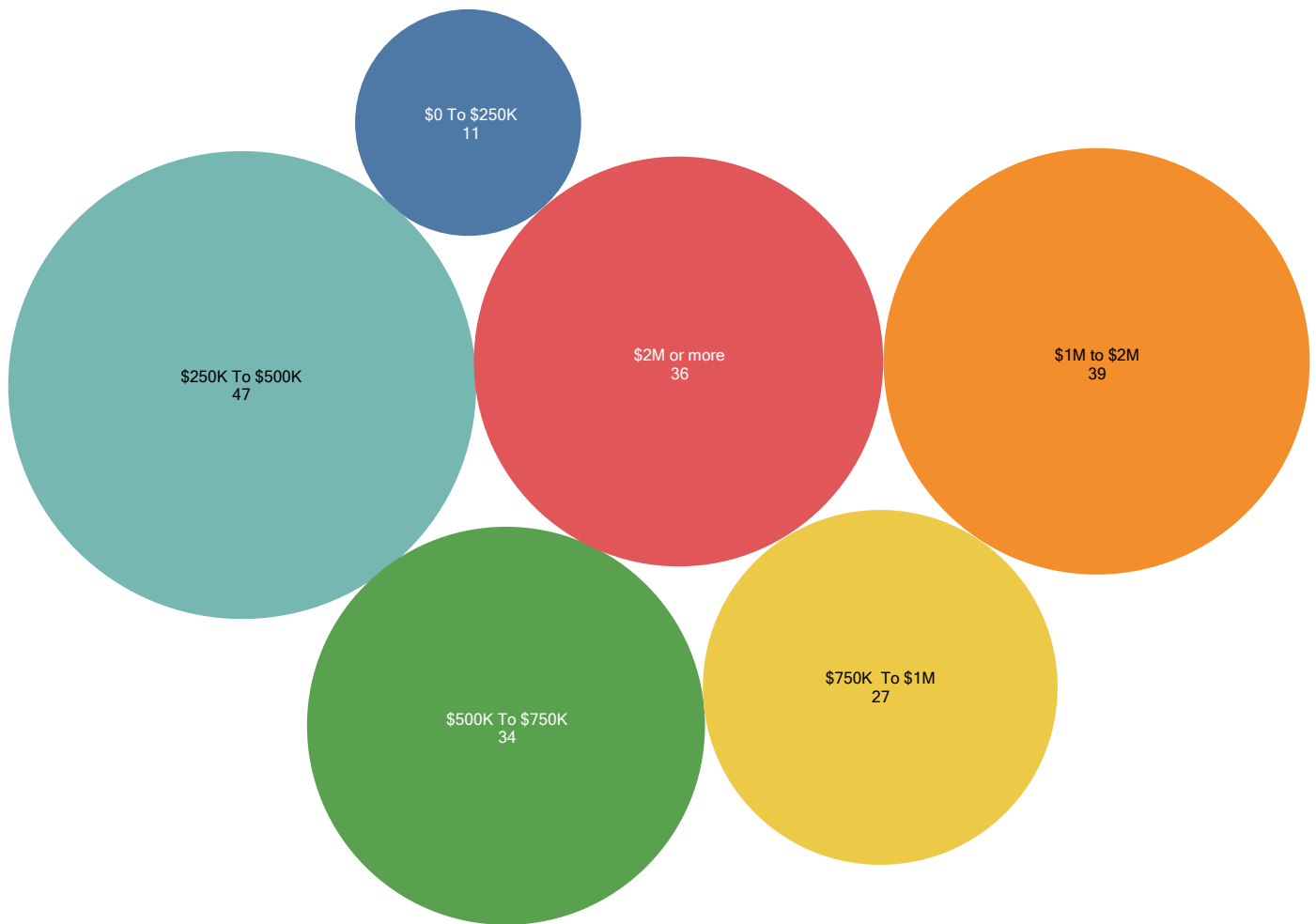
- Greenville-Spartanburg-Asheville-Anderson
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL
- Chicago, IL
- Birmingham (Ann and Tusc), AL
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Charlotte, NC
- Miami-Ft. Lauderdale, FL



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IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2020Q1



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



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Idaho

Except for Coeur d'Alene Lake, the average price for all lakes on the Average Home Price list has increased.

Largest Markets

| | | |
|-----------------------|---------------|-------|
| 1. Pend Oreille Lake | \$151,146,529 | 37.2% |
| 2. Coeur d'Alene Lake | \$136,494,589 | 33.6% |
| 3. Hayden Lake | \$44,446,599 | 10.9% |
| 4. Payette Lake | \$20,061,199 | 4.9% |
| 5. Priest Lake | \$14,501,800 | 3.6% |

Total Idaho Market: **\$406,456,486.**

Most Listings

| | | |
|-----------------------|-----|-------|
| 1. Coeur d'Alene Lake | 226 | 40.9% |
| 2. Pend Oreille Lake | 126 | 22.8% |
| 3. Hayden Lake | 42 | 7.6% |
| 4. Lake Cascade | 34 | 6.1% |
| 5. Payette Lake | 28 | 5.1% |

Total Idaho Listings: **553**

Largest Home Markets

| | | |
|-----------------------|---------------|-------|
| 1. Pend Oreille Lake | \$110,016,629 | 40.0% |
| 2. Coeur d'Alene Lake | \$88,210,298 | 32.1% |
| 3. Hayden Lake | \$28,920,900 | 10.5% |
| 4. Payette Lake | \$15,592,700 | 5.7% |
| 5. Priest Lake | \$11,029,900 | 4.0% |

Total Idaho Home Market: **\$274,737,227.**

Most Homes Available

| | | |
|-----------------------|----|-------|
| 1. Coeur d'Alene Lake | 63 | 32.5% |
| 2. Pend Oreille Lake | 61 | 31.4% |
| 3. Payette Lake | 13 | 6.7% |
| 4. Hayden Lake | 11 | 5.7% |
| 5. Lake Cascade | 10 | 5.2% |

Total Idaho Home Listings: **194**

Largest Land Markets

| | | |
|-----------------------|--------------|-------|
| 1. Coeur d'Alene Lake | \$48,284,291 | 36.7% |
| 2. Pend Oreille Lake | \$41,129,900 | 31.2% |
| 3. Hayden Lake | \$15,525,699 | 11.8% |
| 4. Fernan Lake | \$7,087,400 | 5.4% |
| 5. Lake Cascade | \$5,013,075 | 3.8% |

Total Idaho Land Market: **\$131,719,259.**

Most Land Available

| | | |
|-----------------------|-----|-------|
| 1. Coeur d'Alene Lake | 163 | 45.4% |
| 2. Pend Oreille Lake | 65 | 18.1% |
| 3. Hayden Lake | 31 | 8.6% |
| 4. Lake Cascade | 24 | 6.7% |
| 5. Priest Lake | 17 | 4.7% |

Total Idaho Land Listings: **359**

Average Home Price

| | |
|-----------------------|-------------|
| 1. Hayden Lake | \$2,629,173 |
| 2. Pend Oreille Lake | \$1,829,460 |
| 3. Coeur d'Alene Lake | \$1,433,480 |
| 4. Payette Lake | \$1,199,438 |
| 5. Priest Lake | \$1,102,990 |

Average Land Price Per Acre

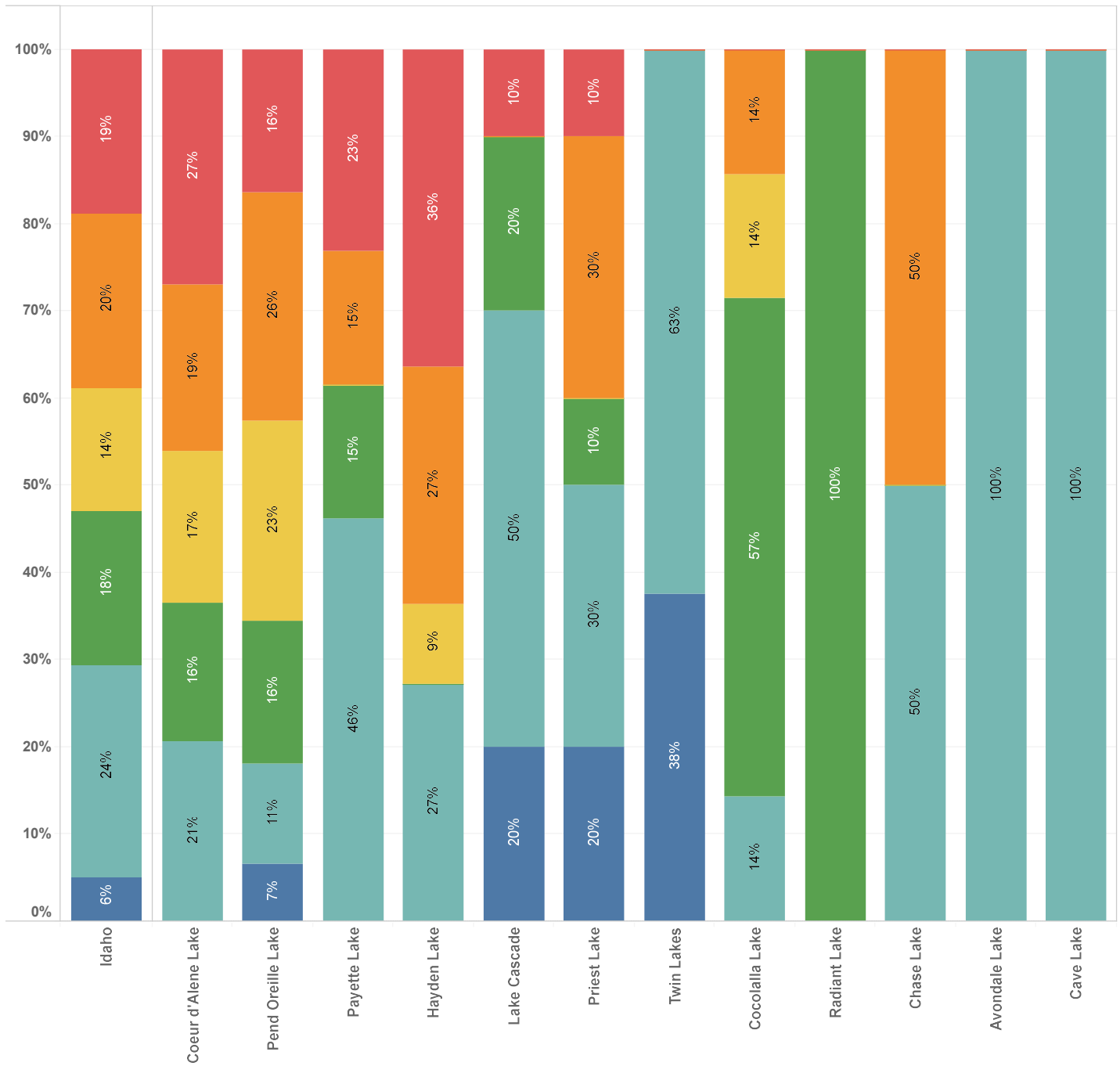
Listings of Less Than 10 Acres

| | |
|----------------------|-----------|
| 1. Hayden Lake | \$503,887 |
| 2. Lake Cascade | \$324,193 |
| 3. Payette Lake | \$231,077 |
| 4. Priest Lake | \$220,611 |
| 5. Pend Oreille Lake | \$159,625 |

Listings of 10 Acres or More

| | |
|-----------------------|----------|
| 1. Pend Oreille Lake | \$36,873 |
| 2. Coeur d'Alene Lake | \$8,689 |

Price Breakdown by Percentage of Homes in the Idaho Market 2020Q1

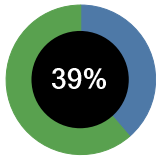
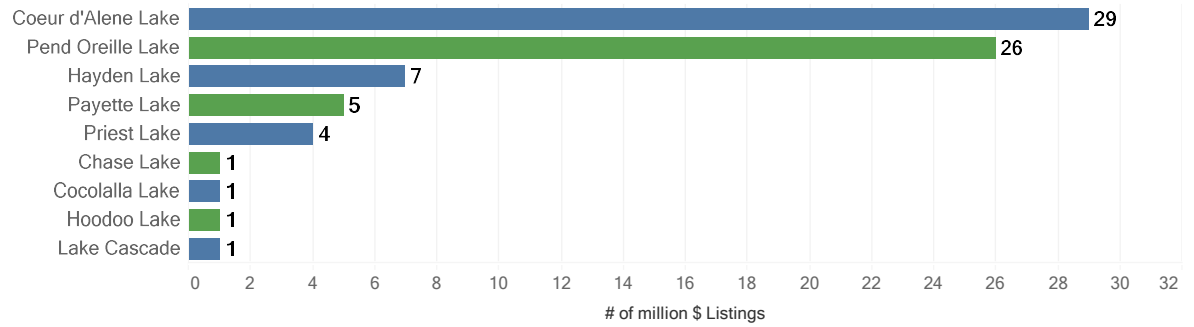


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2020Q1

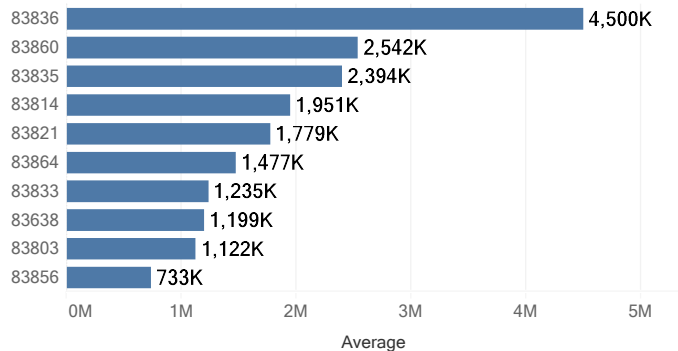


of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

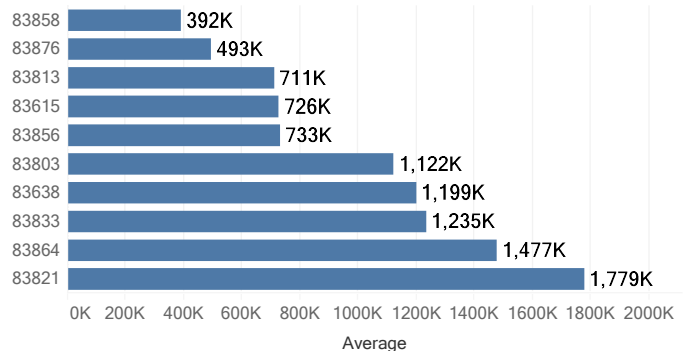
Total Number of \$1M+ Homes

75

Most Expensive ZIP Codes 2020Q1



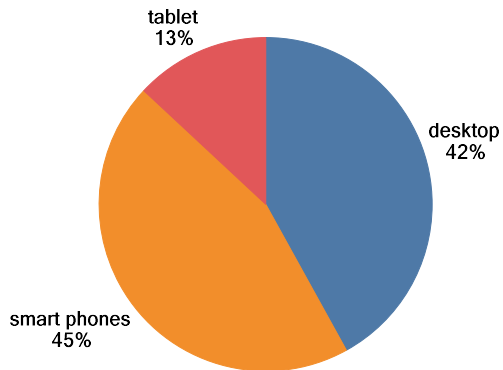
Most Affordable ZIP Codes 2020Q1



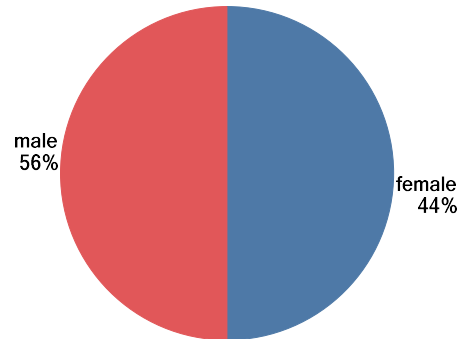
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Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2020Q1



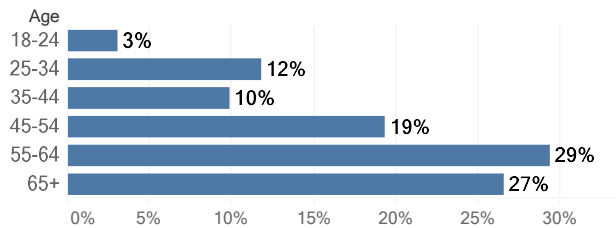
Male/Female Visitors 2020Q1



89%

of potential buyers come from outside Idaho

What Age Groups are Shopping 2020Q1



Spokane

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

Number 2-10 metros are:

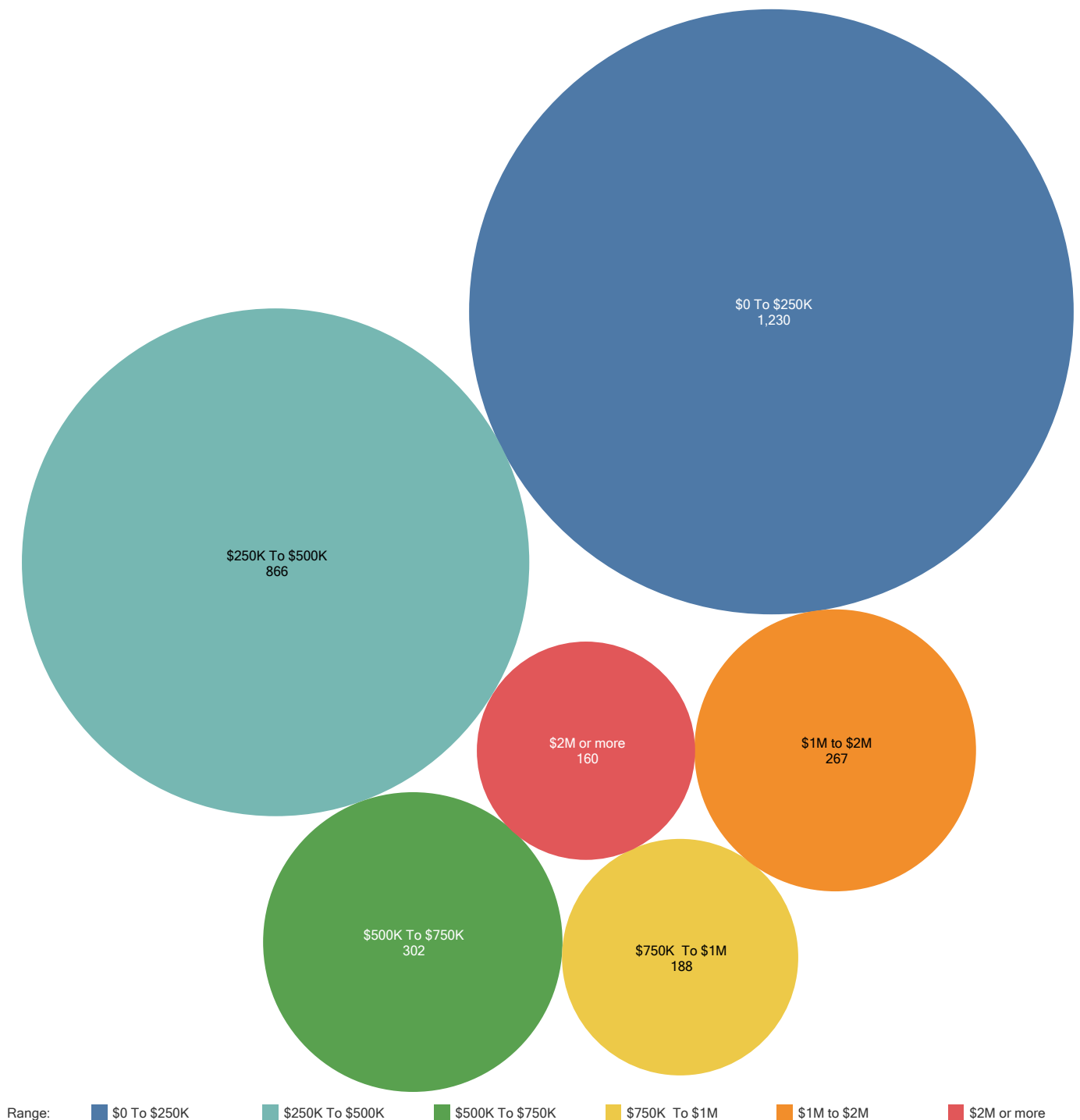
- Seattle-Tacoma, WA
- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Portland, OR
- Sacramento-Stockton-Modesto, CA
- Salt Lake City, UT
- San Diego, CA
- Phoenix, AZ
- Denver, CO



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ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2020Q1



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Illinois

While Lake Michigan is Illinois largest market, it ranks 4th in the Average Home Price list.

Largest Markets

| | | |
|----------------------------------|-----------------|-------|
| 1. Lake Michigan | \$1,319,898,255 | 67.5% |
| 2. North Pond | \$59,575,993 | 3.2% |
| 3. South Pond | \$22,107,200 | 1.2% |
| 4. Skokie Lagoons | \$20,517,899 | 1.0% |
| 5. Chain O'Lakes - Pistakee Lake | \$19,910,287 | 1.0% |

Total Illinois Market: **\$1,956,381,610.**

Most Listings

| | | |
|----------------------------------|-------|-------|
| 1. Lake Michigan | 1,511 | 41.9% |
| 2. Spoon Lake | 77 | 2.1% |
| 3. Chain O'Lakes - Pistakee Lake | 71 | 2.0% |
| 4. North Pond | 70 | 2.3% |
| 5. Holiday Lake | 67 | 1.9% |

Total Illinois Listings: **3,608**

Largest Home Markets

| | | |
|----------------------------------|-----------------|-------|
| 1. Lake Michigan | \$1,307,711,060 | 69.4% |
| 2. North Pond | \$59,575,993 | 3.2% |
| 3. South Pond | \$22,107,200 | 1.2% |
| 4. Skokie Lagoons | \$20,018,900 | 1.1% |
| 5. Chain O'Lakes - Pistakee Lake | \$19,310,087 | 1.0% |

Total Illinois Home Market: **\$1,884,094,717.**

Most Homes Available

| | | |
|----------------------------------|-------|-------|
| 1. Lake Michigan | 1,455 | 48.3% |
| 2. North Pond | 70 | 2.3% |
| 3. Chain O'Lakes - Pistakee Lake | 61 | 2.0% |
| 4. South Pond | 41 | 1.4% |
| 5. Chain O'Lakes - Fox Lake | 39 | 1.3% |

Total Illinois Home Listings: **3,013**

Largest Land Markets

| | | |
|------------------|--------------|-------|
| 1. Lake Michigan | \$12,187,195 | 16.9% |
| 2. Bangs Lake | \$5,697,600 | 7.9% |
| 3. Liberty Lake | \$3,039,900 | 4.2% |
| 4. Lac Louette | \$2,595,000 | 3.6% |
| 5. Spoon Lake | \$2,505,950 | 3.5% |

Total Illinois Land Market: **\$72,286,893.**

Most Land Available

| | | |
|---------------------|----|------|
| 1. Lake Michigan | 56 | 9.4% |
| 2. Spoon Lake | 54 | 9.1% |
| 3. Holiday Lake | 50 | 8.4% |
| 4. Lake Thunderbird | 34 | 5.7% |
| 5. Bangs Lake | 32 | 5.4% |

Total Illinois Land Listings: **595**

Average Home Price

| | |
|-------------------|-------------|
| 1. Skokie Lagoons | \$1,177,582 |
| 2. Lake Ellyn | \$1,131,393 |
| 3. Lake Sheree | \$1,070,759 |
| 4. Lake Michigan | \$898,770 |
| 5. North Pond | \$851,086 |

Average Land Price Per Acre

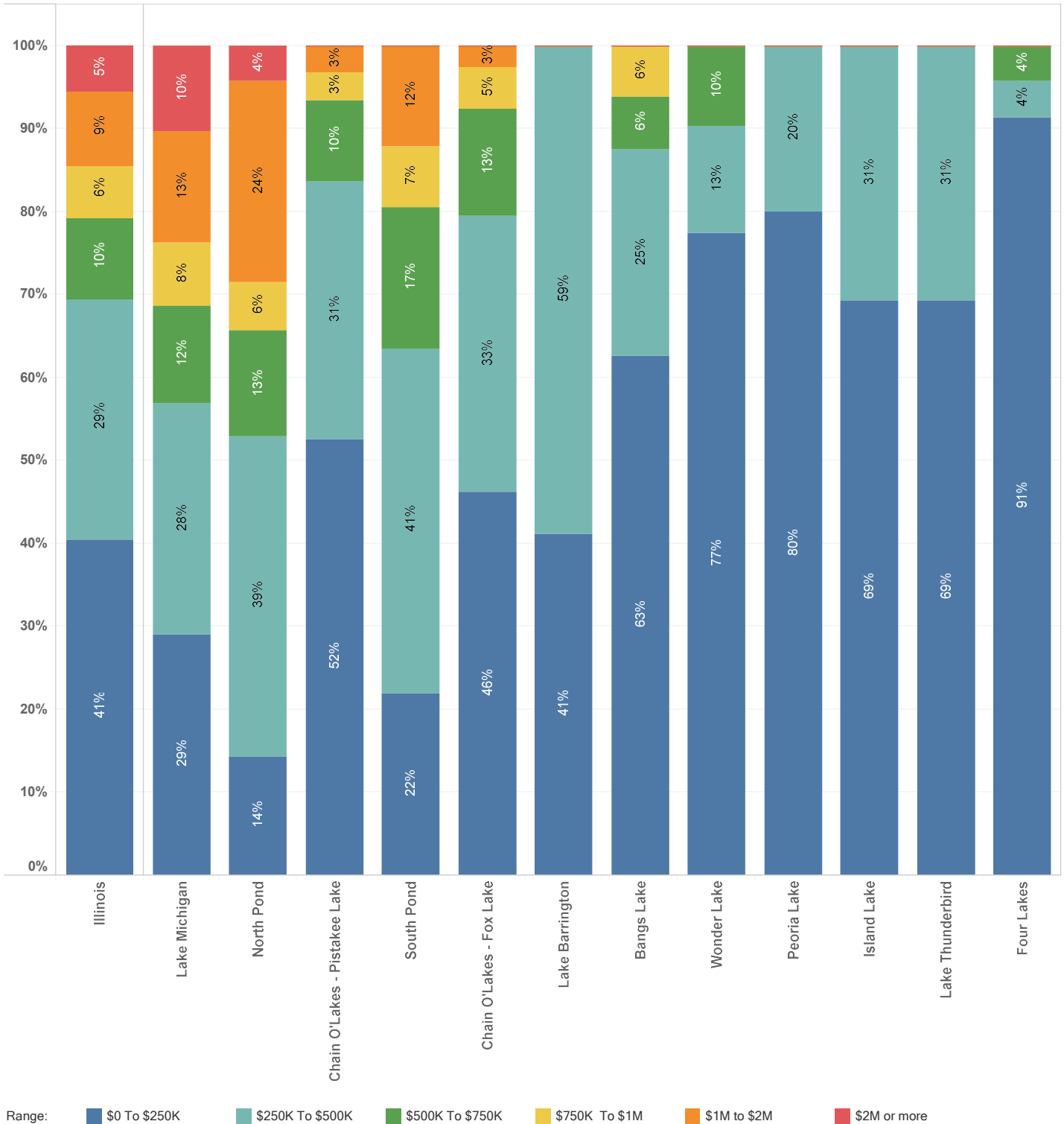
Listings of Less Than 10 Acres

| | |
|-------------------------------|-------------|
| 1. Lake Michigan | \$1,493,947 |
| 2. Bangs Lake | \$520,833 |
| 3. Lake Holiday | \$241,540 |
| 4. Round Lake | \$161,005 |
| 5. Chain O'Lakes - Lake Marie | \$148,263 |

Listings of 10 Acres or More

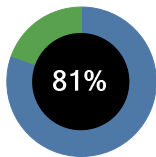
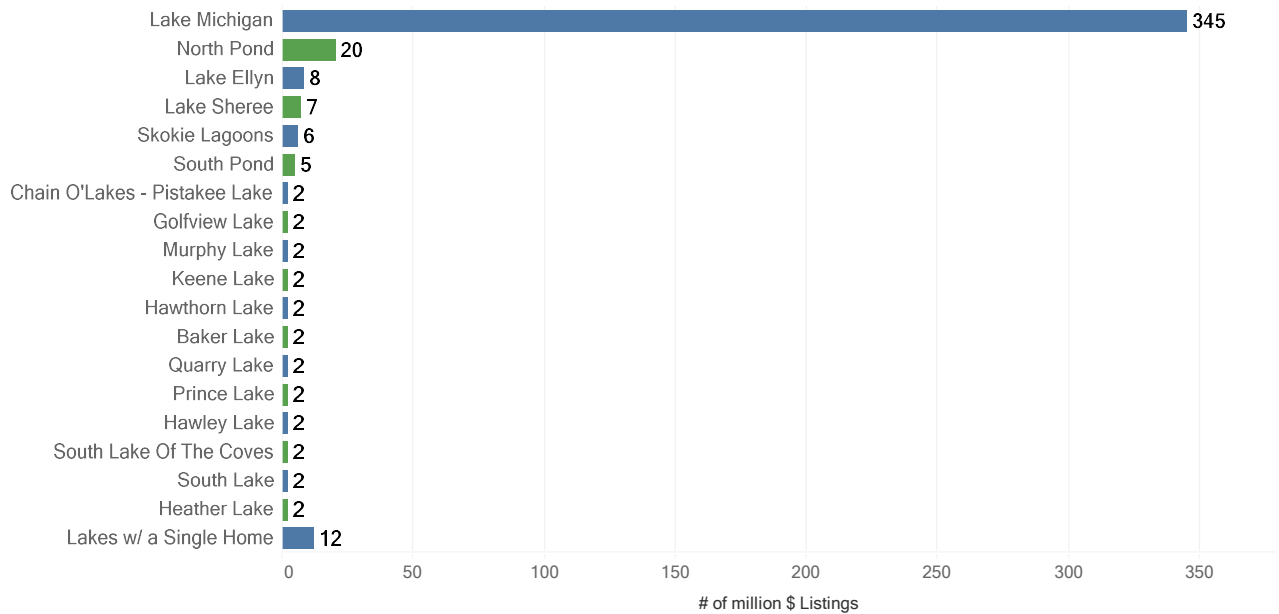
**

Price Breakdown by Percentage of Homes in the Illinois Market 2020Q1



Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2020Q1

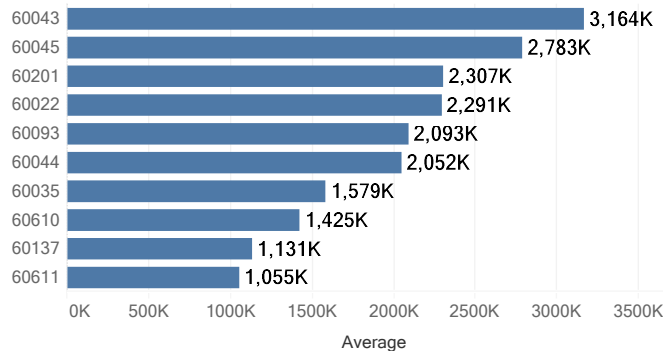


of \$1M+ Homes in Illinois are on Lake Michigan

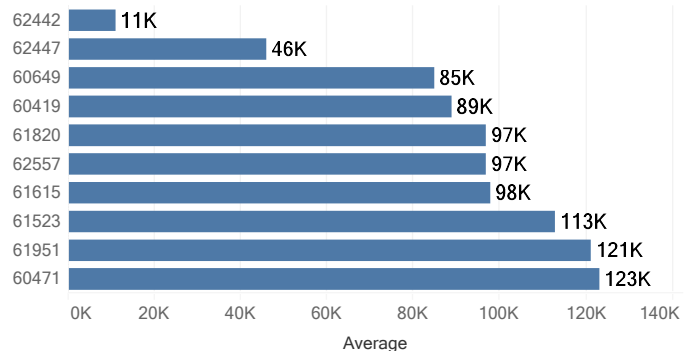
Total Number of \$1M+ Homes

427

Most Expensive ZIP Codes 2020Q1



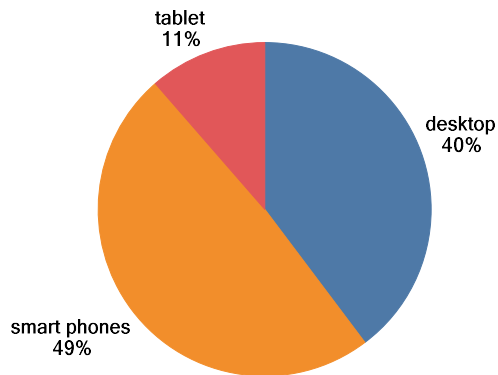
Most Affordable ZIP Codes 2020Q1



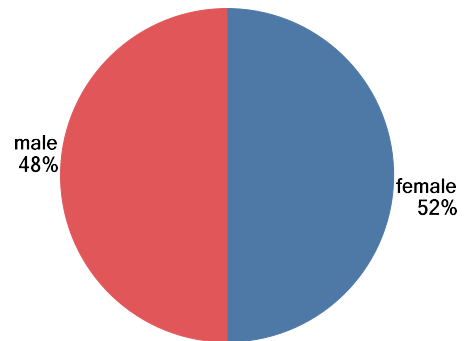
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2020Q1



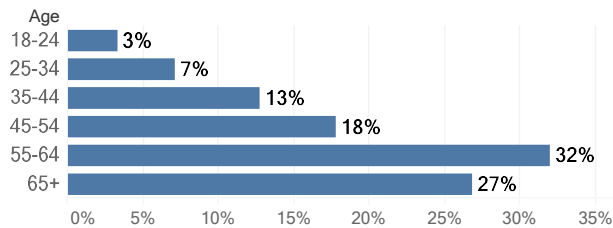
Male/Female Visitors 2020Q1



32%

of potential buyers come from outside Illinois

What Age Groups are Shopping 2020Q1



St. Louis

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

Number 2-10 metros are:

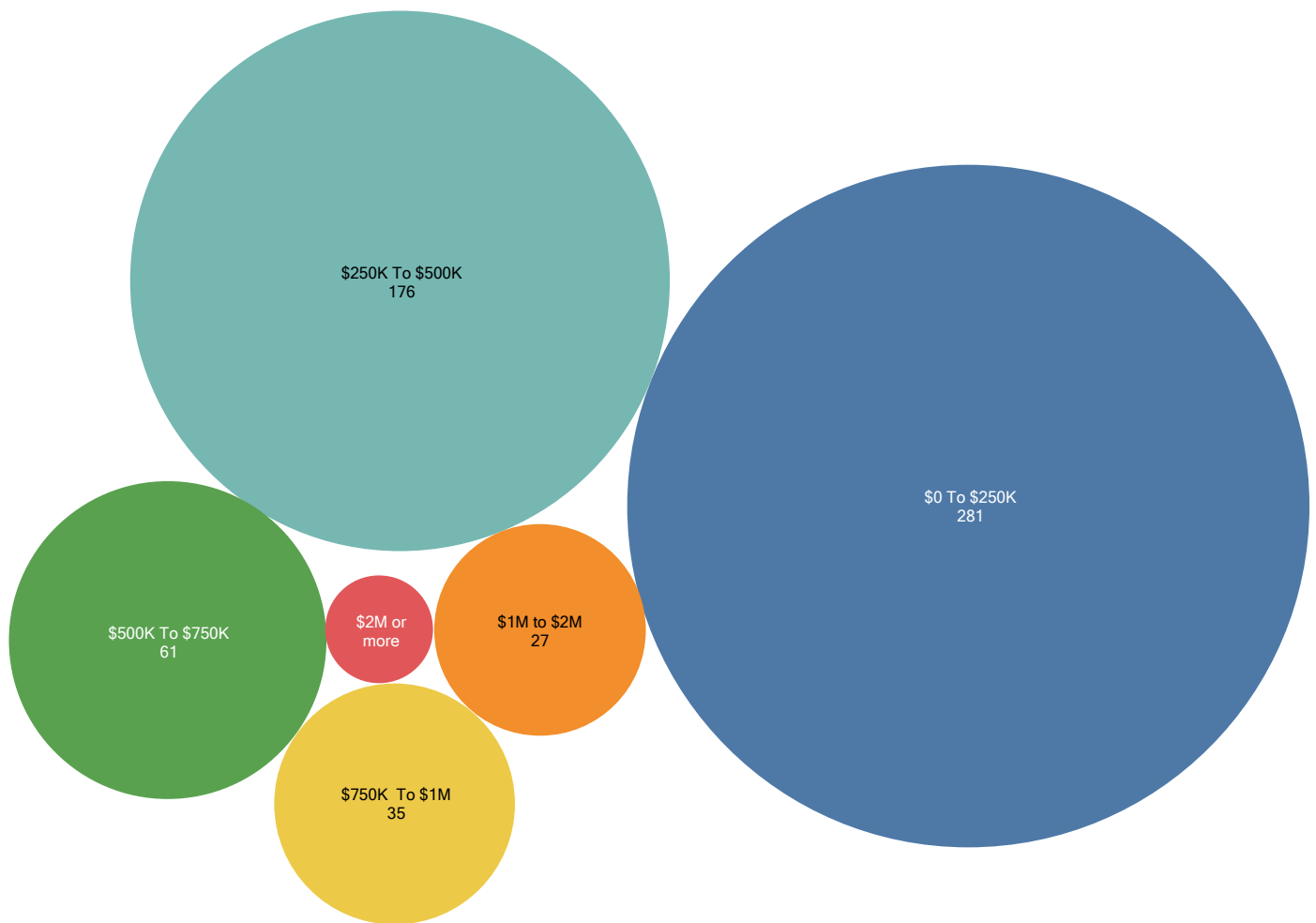
- Indianapolis, IN
- Los Angeles, CA
- Milwaukee, WI
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA
- Denver, CO
- Cincinnati, OH
- Minneapolis-St. Paul, MN
- Nashville, TN
- Dallas-Ft. Worth, TX



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LAKEHOMES.COM

INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2020Q1



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



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LAKEHOMES.COM

Indiana

Lake Michigan ranks 1st in the Largest Land Markets list, but 2nd in the Largest Home Markets list.

Largest Markets

| | | |
|--------------------------|--------------|-------|
| 1. Lake Michigan | \$34,632,499 | 15.1% |
| 2. Geist Reservoir | \$32,511,745 | 14.7% |
| 3. Morse Reservoir | \$16,056,145 | 7.2% |
| 4. Eagle Creek Reservoir | \$9,913,999 | 4.5% |
| 5. Louise Lake | \$6,810,299 | 3.0% |

Total Indiana Market: \$229,400,848.

Most Listings

| | | |
|--------------------|----|-------|
| 1. Lake Michigan | 64 | 10.1% |
| 2. Geist Reservoir | 54 | 9.2% |
| 3. Morse Reservoir | 45 | 7.7% |
| 4. Cedar Lake | 31 | 4.9% |
| 5. Lake Santee | 24 | 4.1% |

Total Indiana Listings: 635

Largest Home Markets

| | | |
|--------------------------|--------------|-------|
| 1. Geist Reservoir | \$32,511,745 | 14.7% |
| 2. Lake Michigan | \$30,809,399 | 13.9% |
| 3. Morse Reservoir | \$16,056,145 | 7.2% |
| 4. Eagle Creek Reservoir | \$9,913,999 | 4.5% |
| 5. Eagle Lake | \$6,272,390 | 2.8% |

Total Indiana Home Market: \$221,906,662.

Most Homes Available

| | | |
|--------------------|----|------|
| 1. Geist Reservoir | 54 | 9.2% |
| 2. Morse Reservoir | 45 | 7.7% |
| 3. Lake Michigan | 44 | 7.5% |
| 4. Lake Santee | 24 | 4.1% |
| 5. Cedar Lake | 22 | 3.7% |

Total Indiana Home Listings: 587

Largest Land Markets

| | | |
|------------------|-------------|-------|
| 1. Lake Michigan | \$3,823,100 | 51.0% |
| 2. Louise Lake | \$1,270,000 | 16.9% |
| 3. Bass Lake | \$832,000 | 11.1% |
| 4. Cedar Lake | \$706,591 | 9.4% |
| 5. Pine Lake | \$491,900 | 6.6% |

Total Indiana Land Market: \$7,494,186.

Most Land Available

| | | |
|--------------------|----|-------|
| 1. Lake Michigan | 20 | 41.7% |
| 2. Cedar Lake | 9 | 18.8% |
| 3. Bass Lake | 8 | 16.7% |
| 4. Lake Dalecarlia | 5 | 10.4% |
| 5. Pine Lake | 3 | 6.3% |

Total Indiana Land Listings: 48

Average Home Price

| | |
|--------------------------|-----------|
| 1. Lake Michigan | \$700,214 |
| 2. Eagle Creek Reservoir | \$660,933 |
| 3. Eagle Lake | \$627,239 |
| 4. Geist Reservoir | \$602,069 |
| 5. Louise Lake | \$503,664 |

Average Land Price Per Acre

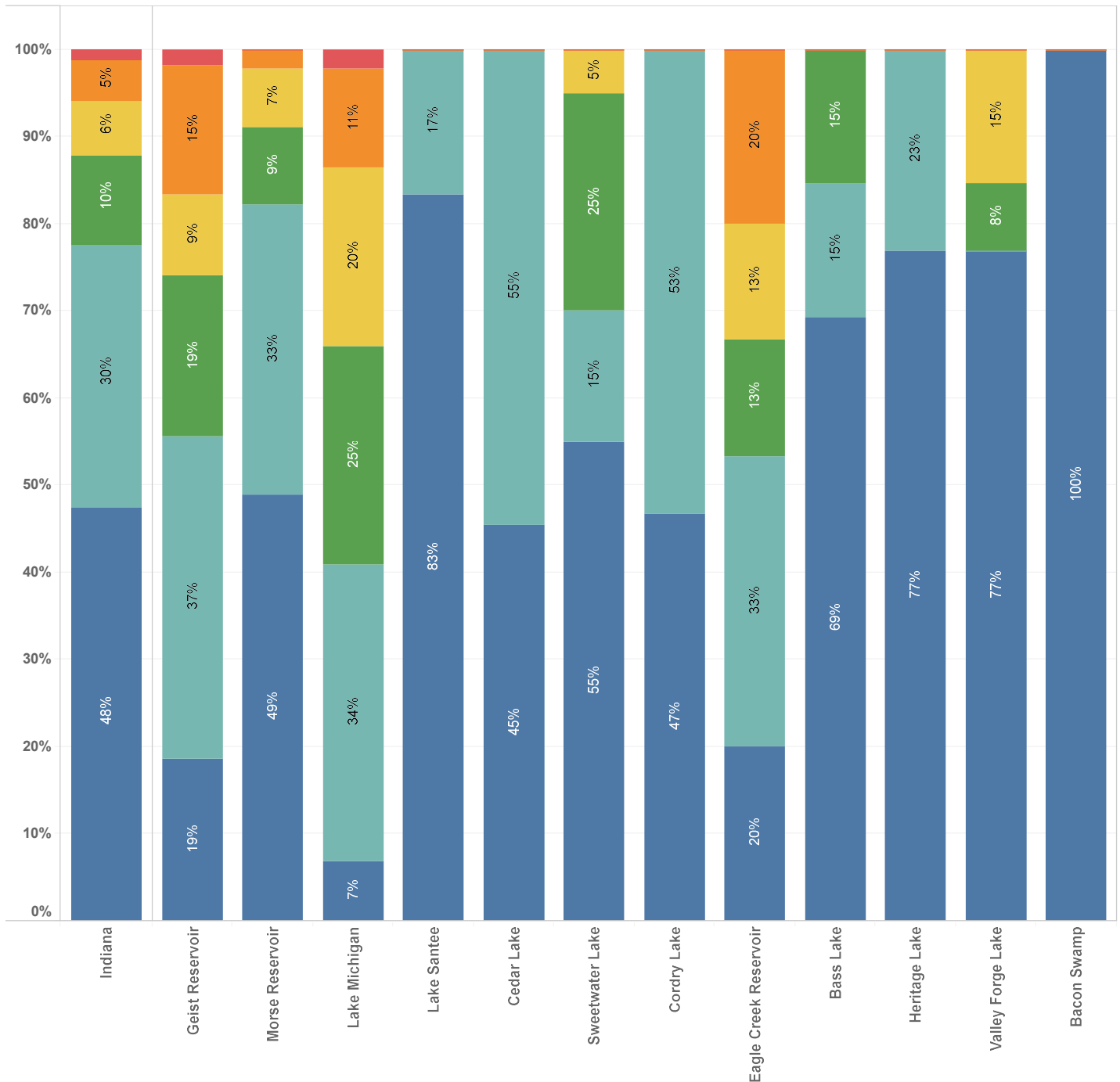
Listings of Less Than 10 Acres

| | |
|------------------|-----------|
| 1. Lake Michigan | \$419,328 |
|------------------|-----------|

Listings of 10 Acres or More

**

Price Breakdown by Percentage of Homes in the Indiana Market 2020Q1



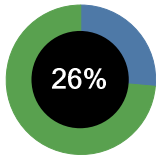
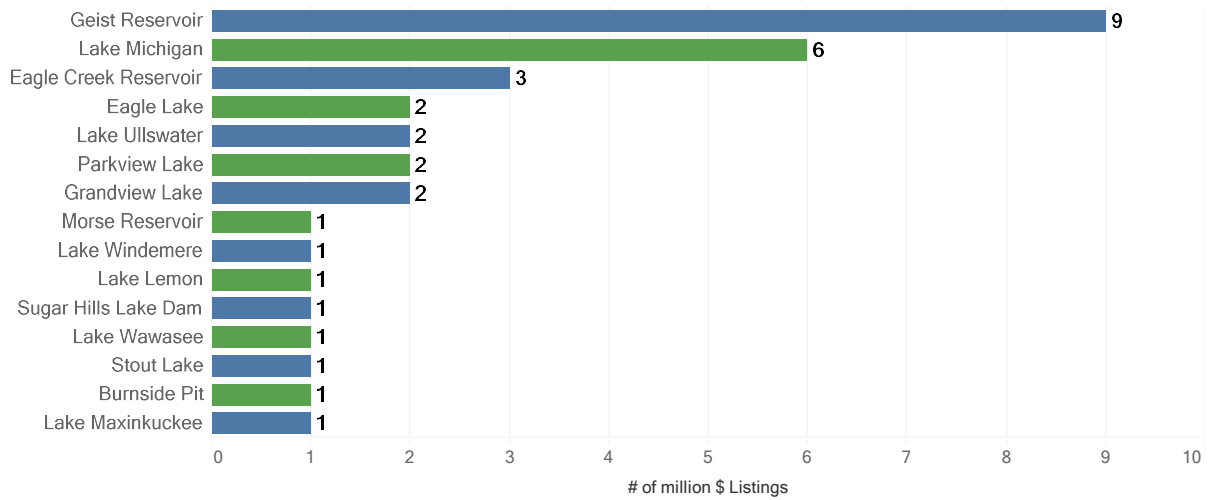
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2020Q1

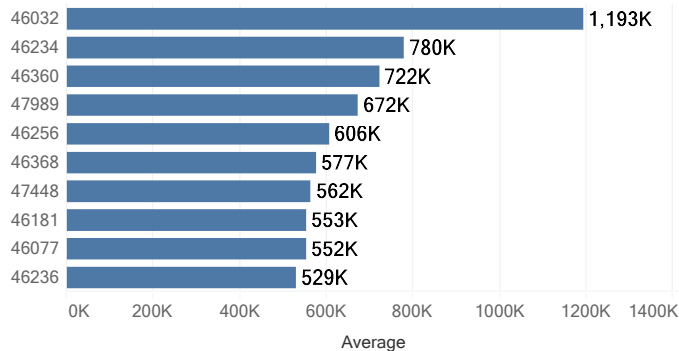


of \$1M+ Homes in Indiana are on Geist Reservoir

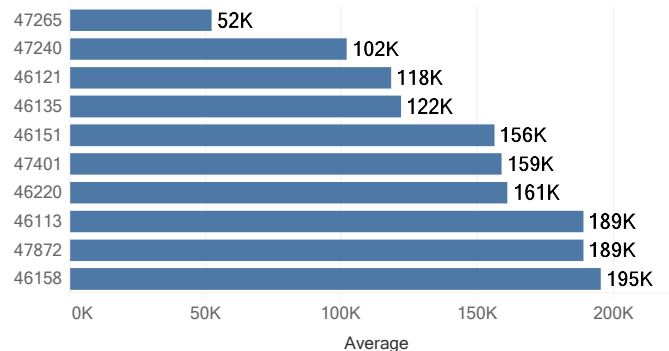
Total Number of \$1M+ Homes

34

Most Expensive ZIP Codes 2020Q1



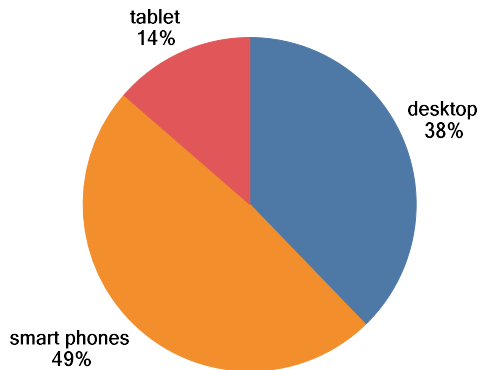
Most Affordable ZIP Codes 2020Q1



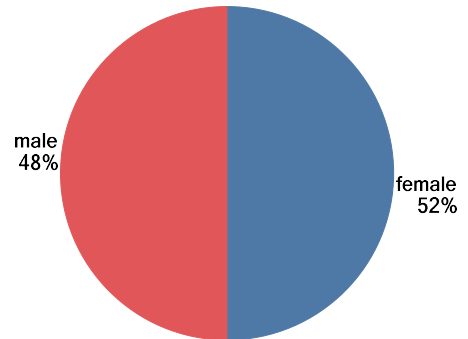
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2020Q1



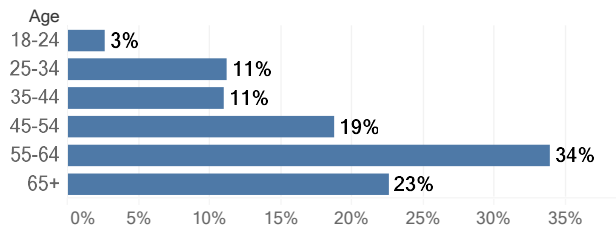
Male/Female Visitors 2020Q1



45%

of potential buyers come from outside Indiana

What Age Groups are Shopping 2020Q1



Chicago

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

Number 2-10 metros are:

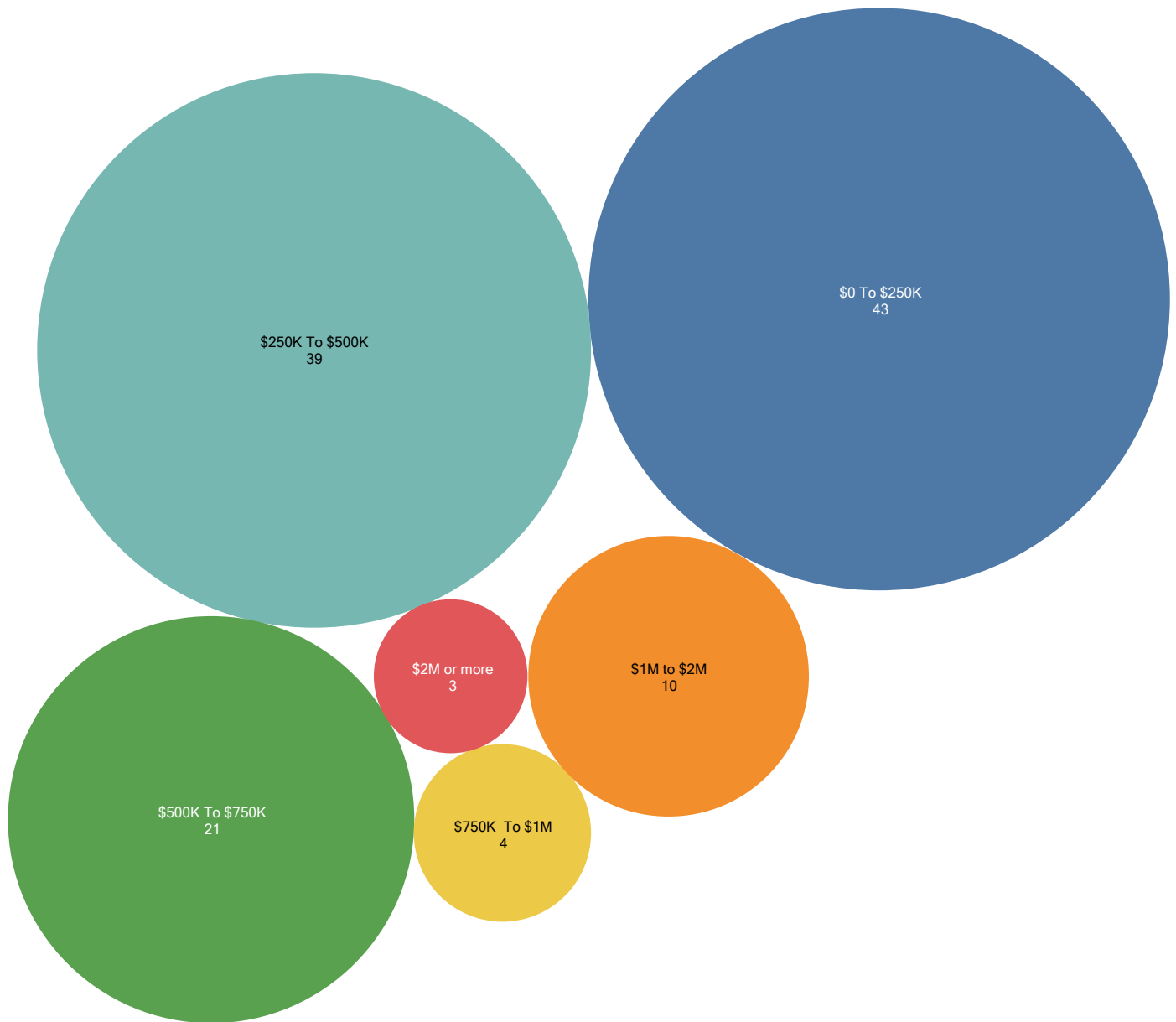
- Cincinnati, OH
- Louisville, KY
- Boston MA-Manchester, NH
- Toledo, OH
- Dayton, OH
- Columbus, OH
- Detroit, MI
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL



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LAKEHOMES.COM

IOWA

Price Breakdown by Number of Homes in the Iowa Market 2020Q1



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



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Iowa

East Okoboji Lake's percentage of the Largest Home Markets has increased by 12.8% from 26.7% in winter 2019.

Largest Markets

| | | |
|----------------------|--------------|-------|
| 1. East Okoboji Lake | \$34,360,750 | 45.7% |
| 2. West Okoboji Lake | \$24,428,100 | 32.5% |
| 3. Big Spirit Lake | \$2,706,600 | 4.5% |
| 4. Rathbun Lake | \$1,771,850 | 2.4% |
| 5. Dumbbell Lake | \$1,485,000 | 2.5% |

Total Iowa Market: \$75,228,010.

Most Listings

| | | |
|----------------------|----|-------|
| 1. Rathbun Lake | 64 | 29.5% |
| 2. East Okoboji Lake | 55 | 25.3% |
| 3. West Okoboji Lake | 26 | 12.0% |
| 4. Big Spirit Lake | 10 | 8.3% |
| 4. Bonnifield Lake | 10 | 4.6% |

Total Iowa Listings: 217

Largest Home Markets

| | | |
|----------------------|--------------|-------|
| 1. West Okoboji Lake | \$23,724,700 | 39.7% |
| 2. East Okoboji Lake | \$23,641,100 | 39.5% |
| 3. Big Spirit Lake | \$2,706,600 | 4.5% |
| 4. Dumbbell Lake | \$1,485,000 | 2.5% |
| 5. Bonnifield Lake | \$1,106,400 | 1.8% |

Total Iowa Home Market: \$59,831,411.

Most Homes Available

| | | |
|----------------------|----|-------|
| 1. East Okoboji Lake | 47 | 39.2% |
| 2. West Okoboji Lake | 21 | 17.5% |
| 3. Big Spirit Lake | 10 | 8.3% |
| 4. Bonnifield Lake | 6 | 5.0% |
| 4. Rathbun Lake | 6 | 5.0% |

Total Iowa Home Listings: 120

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. East Okoboji Lake | \$10,719,650 | 69.6% |
| 2. Rathbun Lake | \$1,045,250 | 6.8% |
| 3. Carter Lake | \$970,000 | 6.3% |
| 4. West Okoboji Lake | \$703,400 | 4.6% |
| 5. Lower Gar Lake | \$385,000 | 2.5% |

Total Iowa Land Market: \$15,396,599.

Most Land Available

| | | |
|----------------------|----|-------|
| 1. Rathbun Lake | 58 | 59.8% |
| 2. East Okoboji Lake | 8 | 8.2% |
| 3. West Okoboji Lake | 5 | 5.2% |
| 4. Bonnifield Lake | 4 | 4.1% |
| 4. Pleasant Lake | 4 | 4.1% |

Total Iowa Land Listings: 97

Average Home Price

| | |
|----------------------|-------------|
| 1. West Okoboji Lake | \$1,129,748 |
| 2. East Okoboji Lake | \$512,524 |
| 3. Big Spirit Lake | \$270,660 |

Average Land Price Per Acre

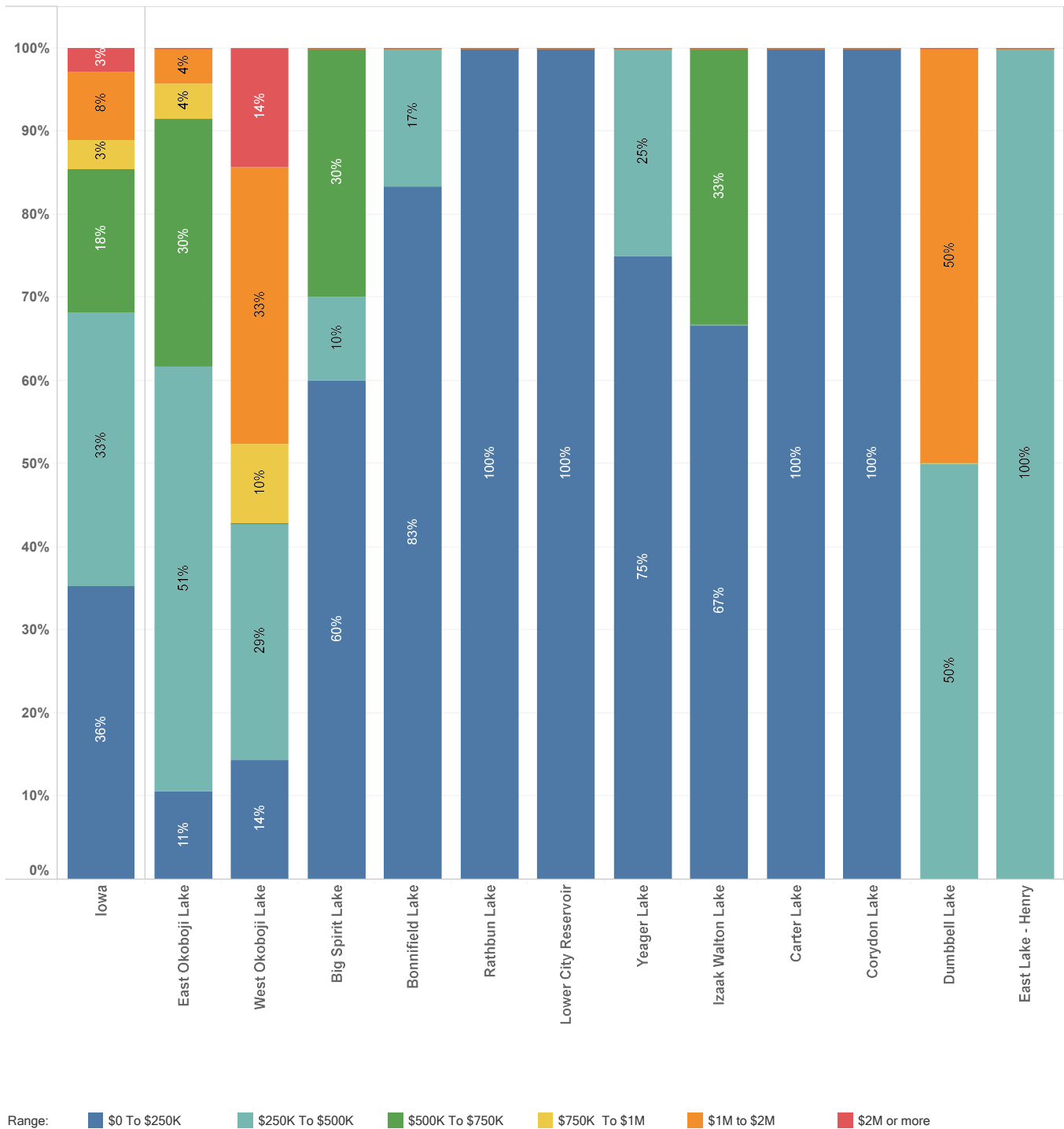
Listings of Less Than 10 Acres

| | |
|-----------------|----------|
| 1. Rathbun Lake | \$21,148 |
|-----------------|----------|

Listings of 10 Acres or More

**

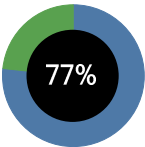
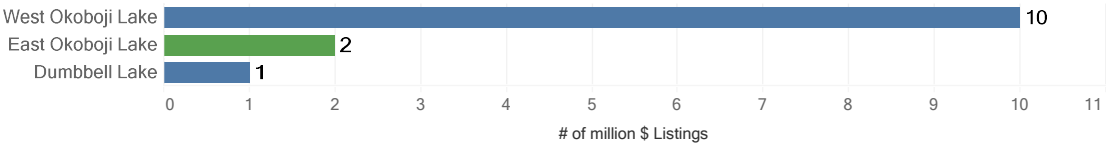
Price Breakdown by Percentage of Homes in the Iowa Market 2020Q1



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Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2020Q1

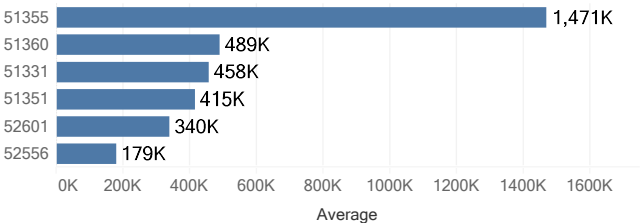


of \$1M+ Homes in Iowa are on West Okoboji Lake

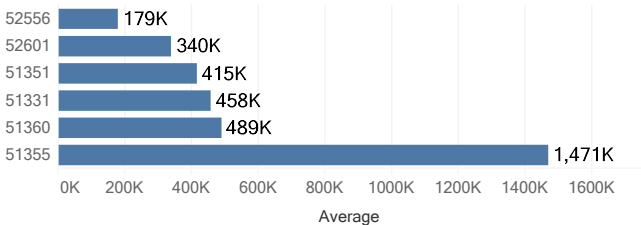
Total Number of \$1M+ Homes

13

Most Expensive ZIP Codes 2020Q1



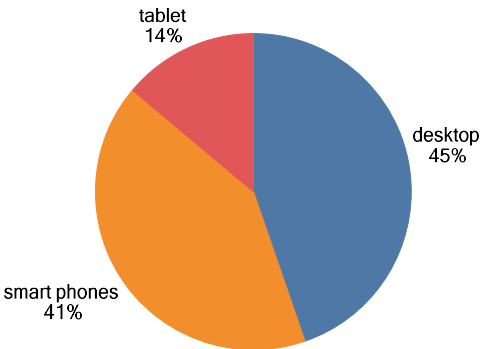
Most Affordable ZIP Codes 2020Q1



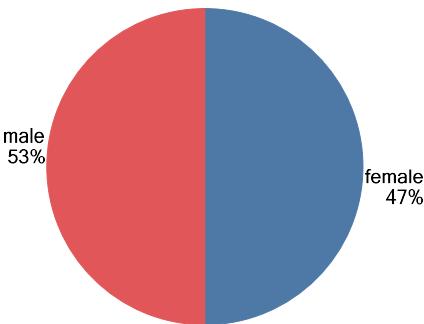
LAKE HOMES REALTY
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Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2020Q1

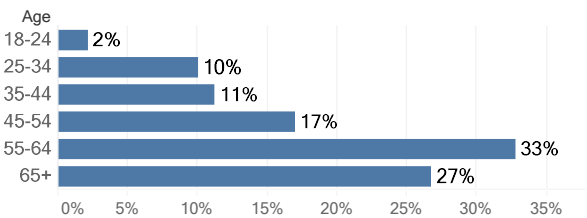


Male/Female Visitors 2020Q1



66% of potential buyers come from outside Iowa

What Age Groups are Shopping 2020Q1



Boston MA-Manchester

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

Number 2-10 metros are:

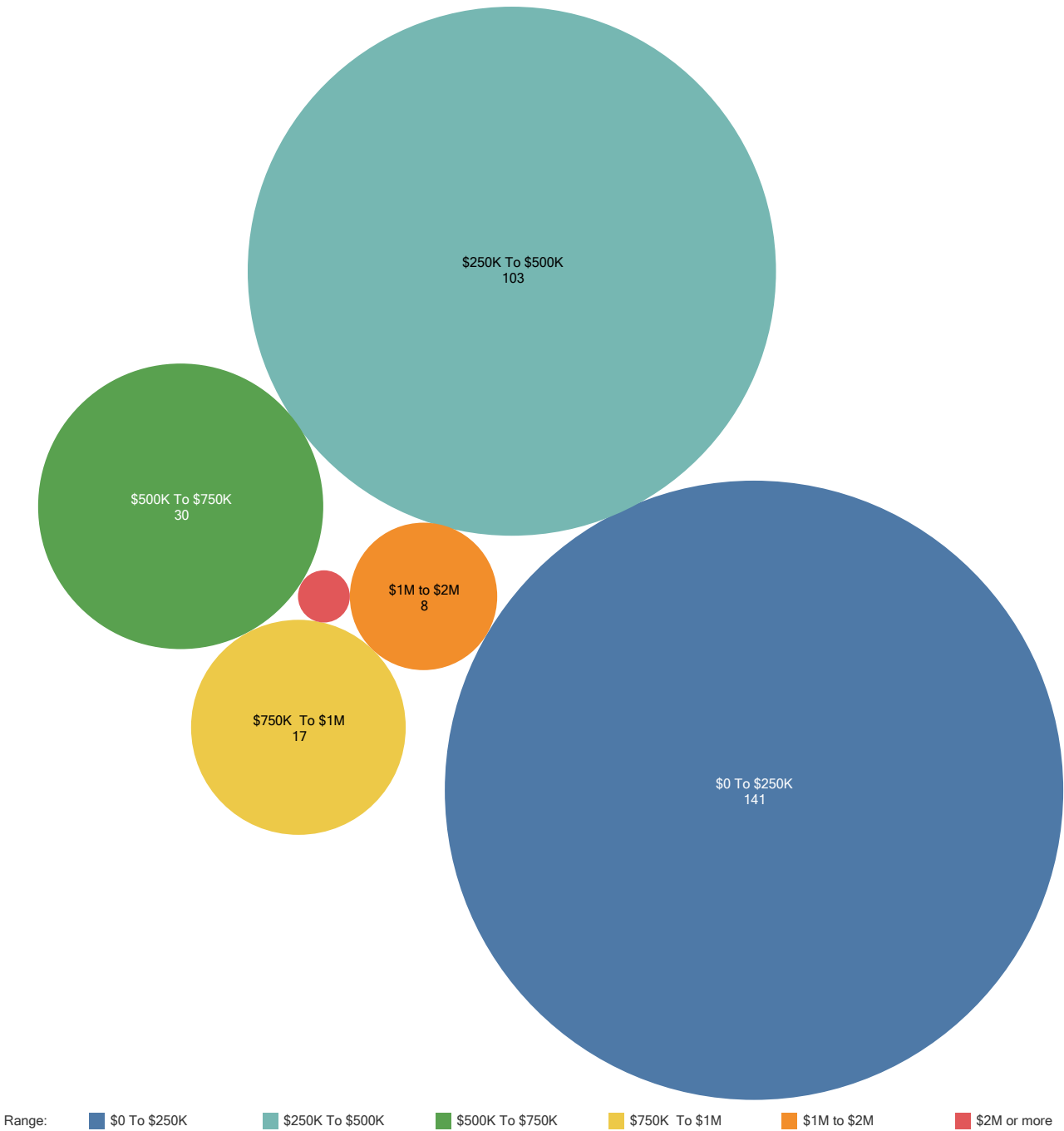
- Portland-Auburn, ME
- Omaha, NE
- Chicago, IL
- Minneapolis-St. Paul, MN
- New York, NY
- Bangor, ME
- Hartford & New Haven, CT
- Los Angeles, CA
- Tampa-St. Petersburg (Sarasota), FL



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KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2020Q1



Kentucky

The rankings of the lakes in the Largest Markets has not changed from winter 2019.

Largest Markets

| | | |
|----------------------|--------------|-------|
| 1. Kentucky Lake* | \$69,060,214 | 31.8% |
| 2. Lake Barkley* | \$68,923,724 | 31.7% |
| 3. Lake Cumberland | \$39,954,687 | 18.5% |
| 4. Dale Hollow Lake* | \$39,023,149 | 18.0% |
| 5. Green River Lake | \$170,000 | 0.3% |

Total Kentucky Market: \$217,131,774.

Most Listings

| | | |
|----------------------|-----|-------|
| 1. Lake Barkley* | 371 | 30.3% |
| 2. Lake Cumberland | 346 | 28.4% |
| 3. Kentucky Lake* | 331 | 27.0% |
| 4. Dale Hollow Lake* | 171 | 14.0% |
| 5. Green River Lake | 5 | 0.6% |

Total Kentucky Listings: 1,224

Largest Home Markets

| | | |
|----------------------|--------------|-------|
| 1. Kentucky Lake* | \$52,864,076 | 33.4% |
| 2. Lake Barkley* | \$50,333,725 | 31.8% |
| 3. Lake Cumberland | \$27,581,049 | 17.4% |
| 4. Dale Hollow Lake* | \$27,333,258 | 17.3% |

Total Kentucky Home Market: \$158,112,108.

Most Homes Available

| | | |
|----------------------|-----|-------|
| 1. Lake Barkley* | 143 | 34.2% |
| 2. Kentucky Lake* | 138 | 33.0% |
| 3. Lake Cumberland | 104 | 24.9% |
| 4. Dale Hollow Lake* | 33 | 7.9% |

Total Kentucky Home Listings: 418

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Lake Barkley* | \$18,344,999 | 31.7% |
| 2. Kentucky Lake* | \$15,496,238 | 26.8% |
| 3. Lake Cumberland | \$12,373,638 | 21.4% |
| 4. Dale Hollow Lake* | \$11,489,991 | 19.9% |
| 5. Green River Lake | \$170,000 | 0.3% |

Total Kentucky Land Market: \$57,874,866.

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Lake Cumberland | 242 | 30.3% |
| 2. Lake Barkley* | 226 | 28.3% |
| 3. Kentucky Lake* | 190 | 23.8% |
| 4. Dale Hollow Lake* | 137 | 17.1% |
| 5. Green River Lake | 5 | 0.6% |

Total Kentucky Land Listings: 800

Average Home Price

| | |
|--------------------|-----------|
| 1. Kentucky Lake | \$473,448 |
| 2. Lake Barkley | \$404,037 |
| 3. Lake Cumberland | \$284,056 |

Average Land Price Per Acre

Listings of Less Than 10 Acres

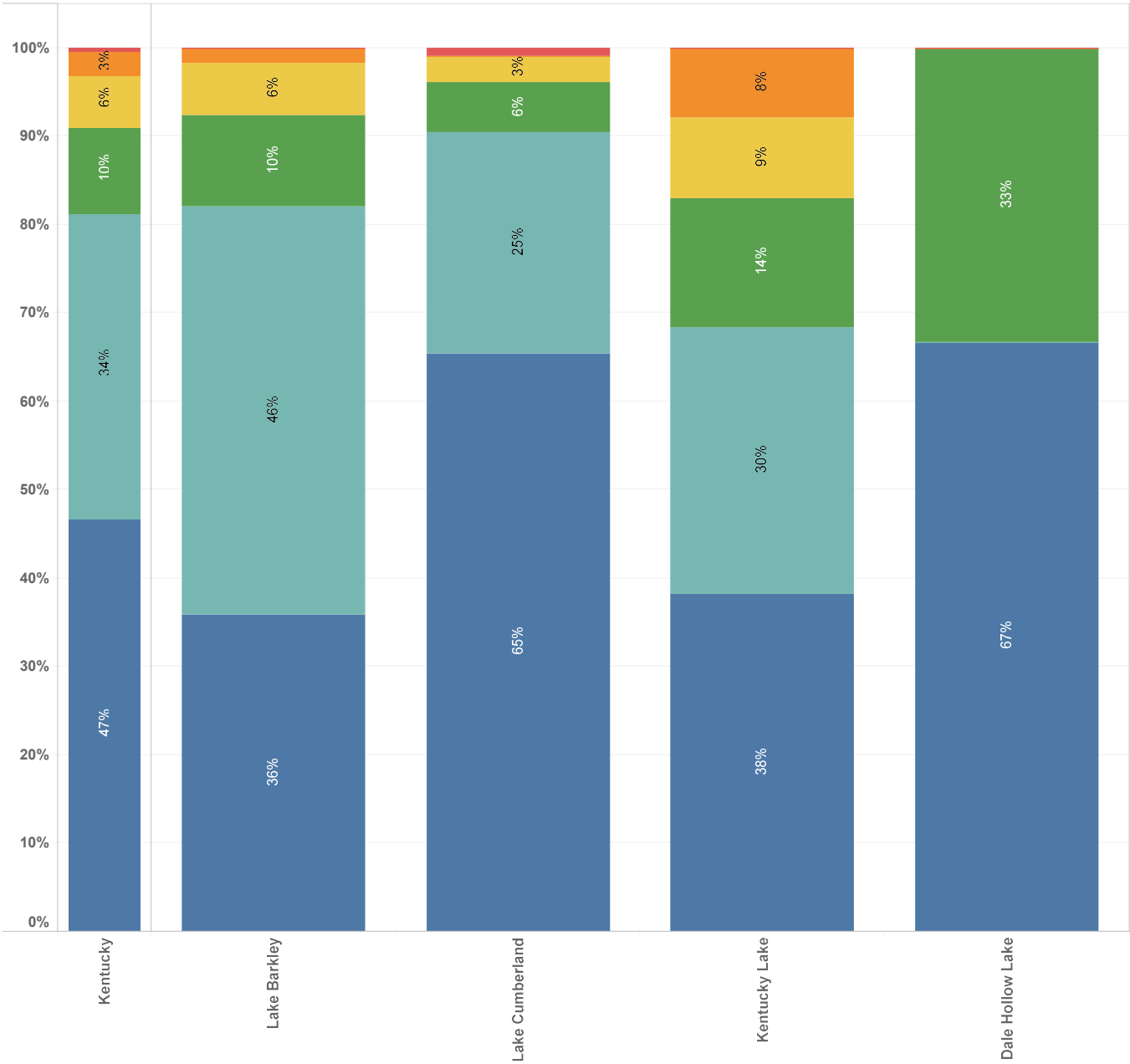
| | |
|---------------------|----------|
| 1. Kentucky Lake | \$47,566 |
| 2. Lake Barkley | \$37,036 |
| 3. Dale Hollow Lake | \$36,665 |
| 4. Lake Cumberland | \$25,847 |

Listings of 10 Acres or More

| | |
|--------------------|----------|
| 1. Lake Cumberland | \$10,425 |
| 2. Lake Barkley | \$8,077 |

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

Price Breakdown by Percentage of Homes in the Kentucky Market 2020Q1

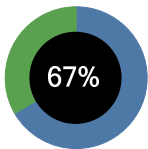
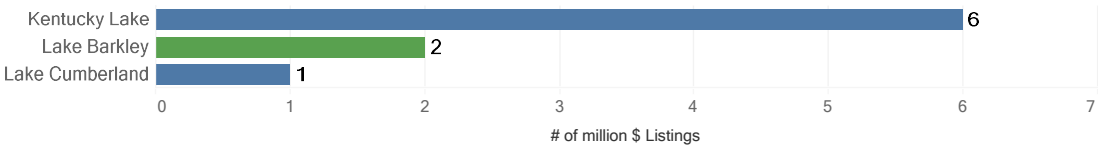


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2020Q1

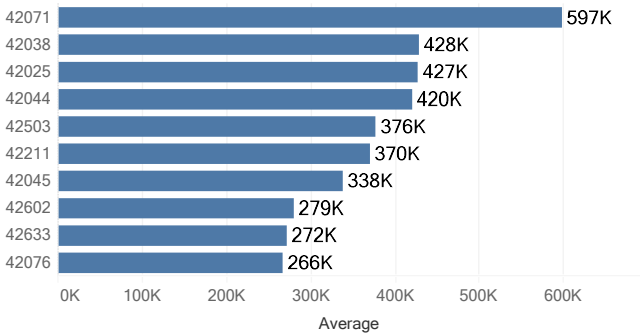


67% of \$1M+ Homes in Kentucky are on Kentucky Lake

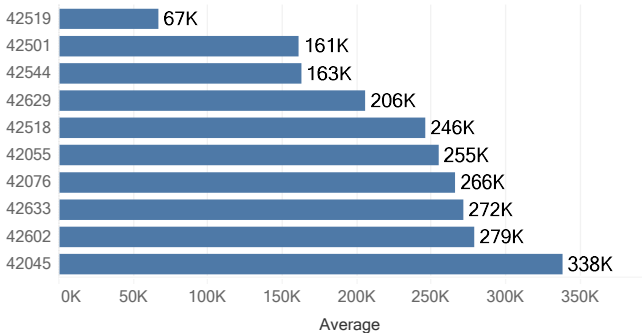
Total Number of \$1M+ Homes

9

Most Expensive ZIP Codes 2020Q1



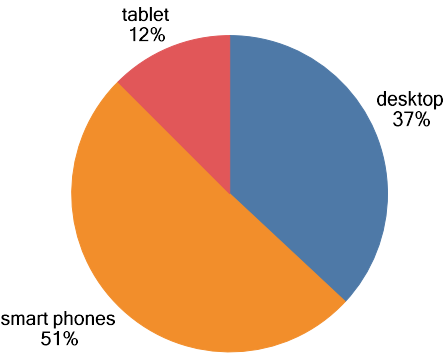
Most Affordable ZIP Codes 2020Q1



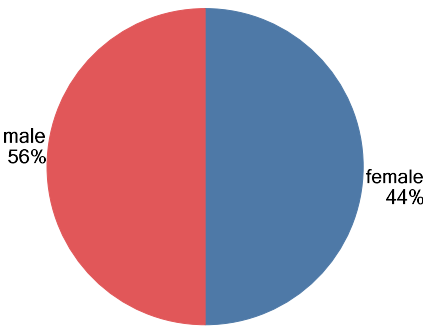
LAKE HOMES REALTY
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Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2020Q1

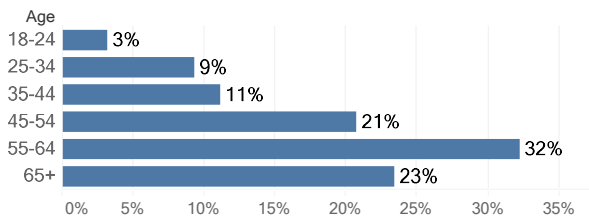


Male/Female Visitors 2020Q1



76% of potential buyers come from outside Kentucky

What Age Groups are Shopping 2020Q1



Chicago

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

Number 2-10 metros are:

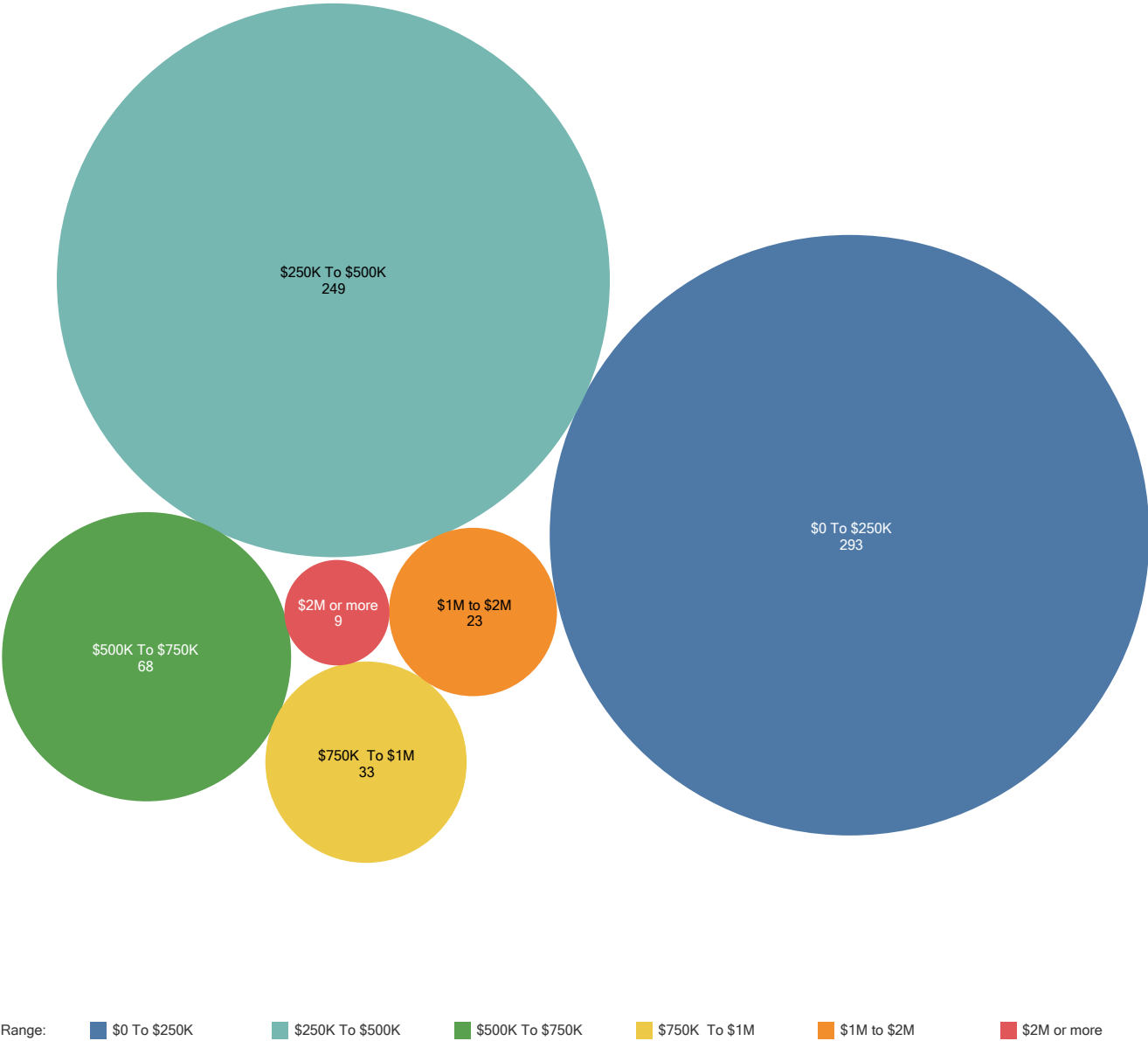
- Cincinnati, OH
- Nashville, TN
- Atlanta, GA
- Indianapolis, IN
- Evansville, IN
- St. Louis, MO
- Memphis, TN
- Columbus, OH
- Detroit, MI



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LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2020Q1



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Louisiana

While Lake Charles ranks 1st in the Largest Land Markets list, it ranks 8th in the Largest Home Markets list.

Largest Markets

| | | | | | |
|---------------------------|---------------|-------|--------------------------|--------------|------|
| 1. Lake Pontchartrain | \$104,485,199 | 25.9% | 6. Bayou D'arbonne Lake | \$15,209,875 | 3.8% |
| 2. Grand Lagoon | \$36,391,189 | 9.0% | 7. The Lake District | \$13,639,300 | 3.4% |
| 3. Lake Charles | \$33,481,937 | 8.3% | 8. Calcasieu Lake | \$13,446,325 | 3.3% |
| 4. Toledo Bend Reservoir* | \$26,097,119 | 6.5% | 9. Black Bayou Reservoir | \$10,103,244 | 2.5% |
| 5. Prien Lake | \$18,038,799 | 4.5% | 10. Country Club Lake | \$9,769,000 | 2.4% |

Total Louisiana Market: \$403,653,957.

Largest Home Markets

| | | |
|---------------------------|--------------|-------|
| 1. Lake Pontchartrain | \$85,493,199 | 30.7% |
| 2. Grand Lagoon | \$28,396,100 | 10.2% |
| 3. Toledo Bend Reservoir* | \$21,291,758 | 7.7% |
| 4. Prien Lake | \$10,755,899 | 3.9% |
| 5. Country Club Lake | \$9,410,000 | 3.4% |
| 6. Black Bayou Reservoir | \$8,859,794 | 3.2% |
| 7. Calcasieu Lake | \$8,428,325 | 3.0% |
| 8. Lake Charles | \$7,796,499 | 2.8% |
| 9. Goodyears Pond | \$7,217,500 | 2.6% |
| 10. Caney Creek Reservoir | \$6,949,300 | 2.5% |

Total Louisiana Home Market: \$278,289,285.

Largest Land Markets

| | | |
|-----------------------------|--------------|-------|
| 1. Lake Charles | \$25,685,438 | 20.5% |
| 2. Lake Pontchartrain | \$18,992,000 | 15.1% |
| 3. Bayou D'arbonne Lake | \$9,756,975 | 7.8% |
| 4. The Lake District | \$8,502,900 | 6.8% |
| 5. Grand Lagoon | \$7,995,089 | 6.4% |
| 6. Prien Lake | \$7,282,900 | 5.8% |
| 7. Swan Lake | \$5,215,750 | 4.2% |
| 8. Calcasieu Lake | \$5,018,000 | 4.0% |
| 9. Toledo Bend Reservoir* | \$4,805,361 | 3.8% |
| 10. Cypress Bayou Reservoir | \$2,680,649 | 2.1% |

Total Louisiana Land Market: \$125,364,672.

The most expensive average price for a home is now on Black Bayou Reservoir, whose average price increased by \$284,885 (54.7%) from winter 2019.

Most Expensive Homes

| | |
|--------------------------|-----------|
| 1. Black Bayou Reservoir | \$805,436 |
| 2. Lake Pontchartrain | \$652,620 |
| 3. Calcasieu Lake | \$561,888 |
| 4. Goodyears Pond | \$515,536 |
| 5. Prien Lake | \$467,648 |
| 6. Caney Creek Reservoir | \$392,047 |
| 7. Grand Lagoon | \$342,122 |
| 8. The Lake District | \$321,025 |
| 9. Toledo Bend Reservoir | \$306,309 |
| 10. Bayou D'arbonne Lake | \$302,939 |

Most Affordable Homes

| | |
|----------------------|-----------|
| 1. Lake Bistineau | \$121,070 |
| 2. Cotile Lake | \$190,049 |
| 3. Breda Lake | \$216,934 |
| 4. Chaplin Lake | \$236,156 |
| 5. Lake Charles | \$268,845 |
| 6. Lake Ramsay | \$270,400 |
| 7. Little Lagoon | \$281,803 |
| 8. Country Club Lake | \$294,063 |
| 9. Sibley Lake | \$297,330 |

Most Listings

| | | | | | |
|---------------------------|-----|-------|----------------------------|-------|------|
| 1. Lake Pontchartrain | 220 | 14.7% | 6. Calcasieu Lake | 49 | 3.3% |
| 2. Grand Lagoon | 157 | 10.5% | 7. Chaplin Lake | 38 | 2.5% |
| 3. Toledo Bend Reservoir* | 140 | 9.4% | 7. Cypress Bayou Reservoir | 38 | 2.5% |
| 4. Bayou D'arbonne Lake | 107 | 7.2% | 9. Prien Lake | 36 | 2.4% |
| 5. Lake Charles | 103 | 6.9% | 10. Country Club Lake | 35 | 2.3% |
| Total Louisiana Listings: | | | | 1,496 | |

Most Homes Available

| | | |
|---------------------------|-----|-------|
| 1. Lake Pontchartrain | 131 | 18.0% |
| 2. Grand Lagoon | 83 | 11.4% |
| 3. Toledo Bend Reservoir* | 76 | 10.4% |
| 4. Country Club Lake | 32 | 4.4% |
| 5. Lake Charles | 29 | 4.0% |
| 6. Chaplin Lake | 27 | 3.7% |
| 7. Breda Lake | 26 | 3.6% |
| 8. Prien Lake | 23 | 3.2% |
| 9. Caney Creek Reservoir | 19 | 2.6% |
| 9. Little Lagoon | 19 | 2.6% |

Total Louisiana Home Listings: 729

Most Land Available

| | | |
|----------------------------|----|-------|
| 1. Bayou D'arbonne Lake | 89 | 11.6% |
| 1. Lake Pontchartrain | 89 | 11.6% |
| 3. Grand Lagoon | 74 | 9.6% |
| 3. Lake Charles | 74 | 9.6% |
| 5. Toledo Bend Reservoir* | 64 | 8.3% |
| 6. Calcasieu Lake | 34 | 4.4% |
| 7. Cypress Bayou Reservoir | 32 | 4.2% |
| 8. Sibley Lake | 19 | 2.5% |
| 9. Goodyears Pond | 16 | 2.1% |
| 9. Oden Lake | 16 | 2.1% |

Total Louisiana Land Listings: 767

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|--------------------------|-------------|
| 1. Prien Lake | \$1,020,014 |
| 2. Lake Charles | \$343,970 |
| 3. Lake Pontchartrain | \$283,551 |
| 4. Grand Lagoon | \$217,758 |
| 5. The Lake District | \$149,997 |
| 6. Black Bayou Reservoir | \$134,864 |
| 7. Calcasieu Lake | \$122,255 |
| 8. Chaplin Lake | \$105,065 |

Listings of 10 Acres or More

| | |
|-------------------------|---------|
| 1. Bayou D'arbonne Lake | \$5,454 |
|-------------------------|---------|

Most Affordable Land per Acre

Listings of Less Than 10 Acres

| | |
|----------------------------|----------|
| 1. Cottle Lake | \$21,314 |
| 2. Sibley Lake | \$41,409 |
| 3. Toledo Bend Reservoir | \$46,437 |
| 4. Bayou Des Mats | \$49,537 |
| 5. Longville Lake | \$49,826 |
| 6. Oden Lake | \$56,019 |
| 7. Bayou D'arbonne Lake | \$56,423 |
| 8. Cypress Bayou Reservoir | \$84,033 |

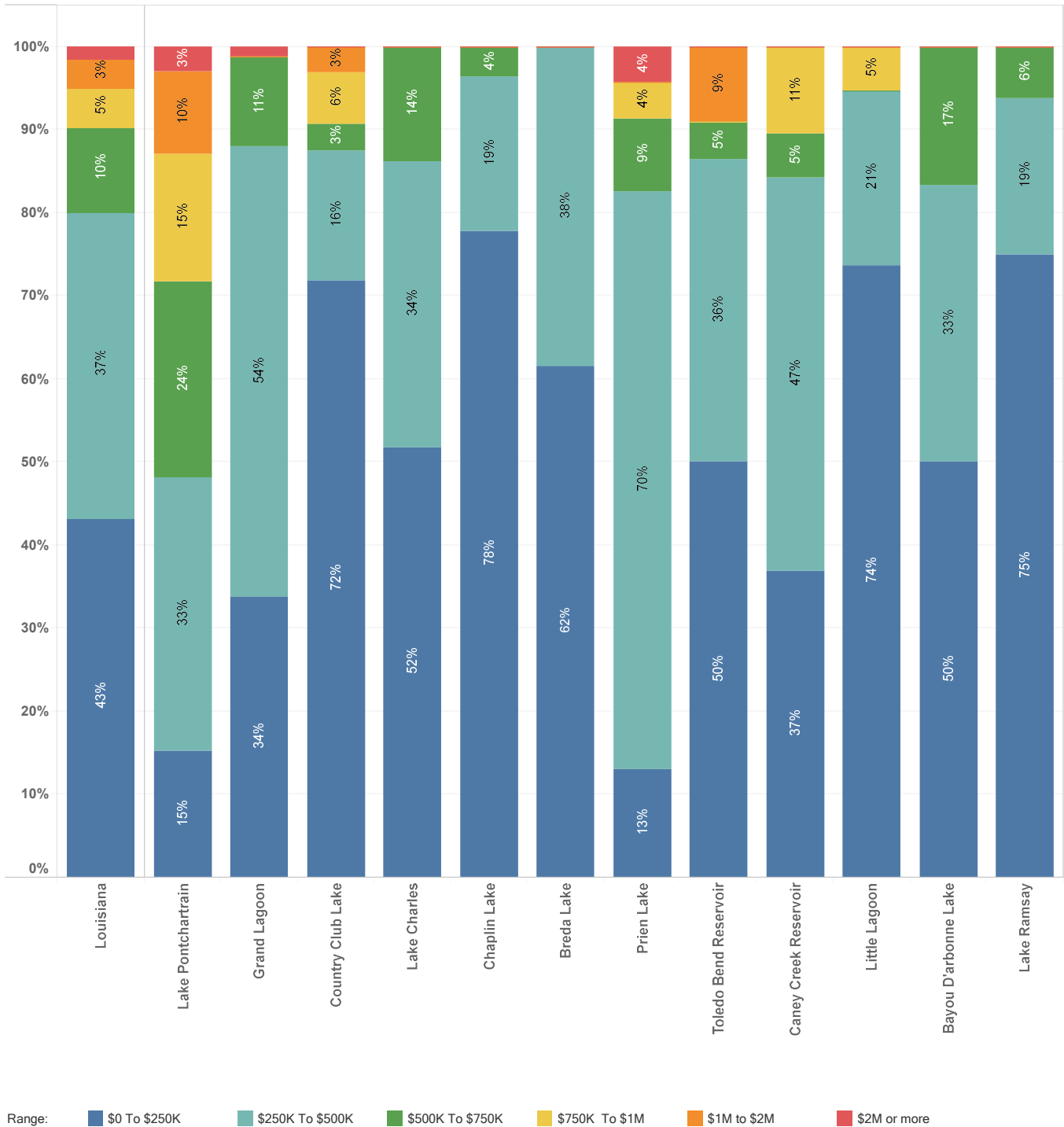
Listings of 10 Acres or More

| | |
|-------------------------|---------|
| 1. Bayou D'arbonne Lake | \$5,454 |
|-------------------------|---------|

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

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

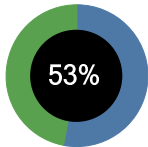
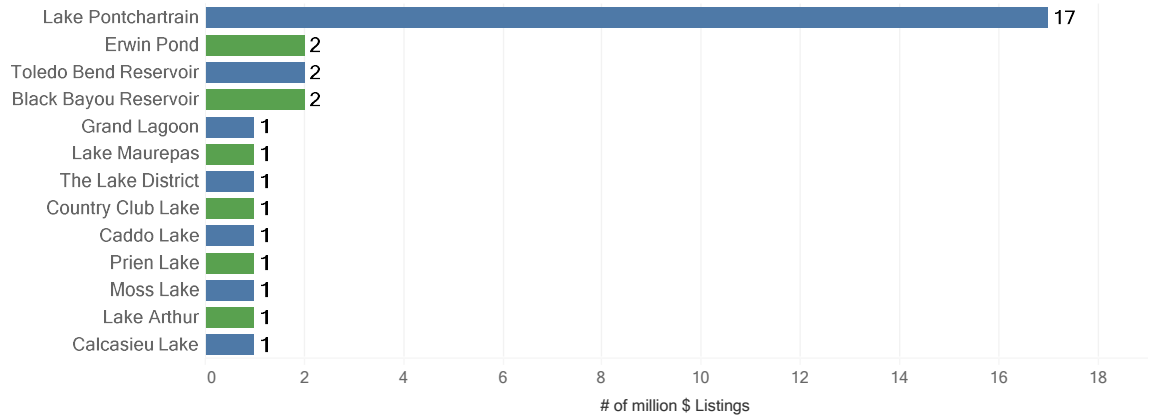
Price Breakdown by Percentage of Homes in the Louisiana Market 2020Q1



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Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2020Q1

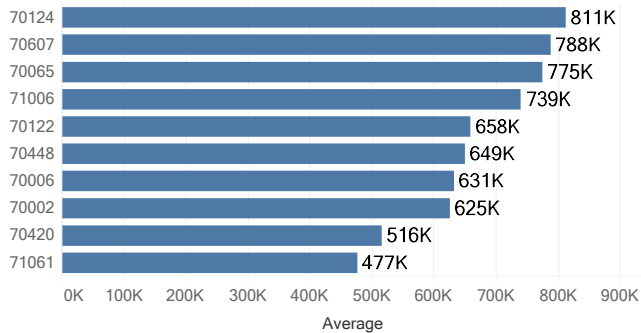


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

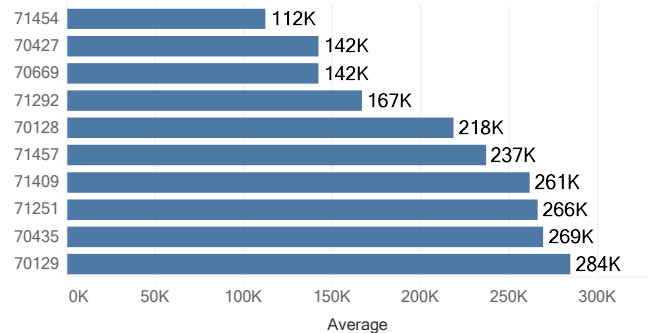
Total Number of \$1M+ Homes

32

Most Expensive ZIP Codes 2020Q1



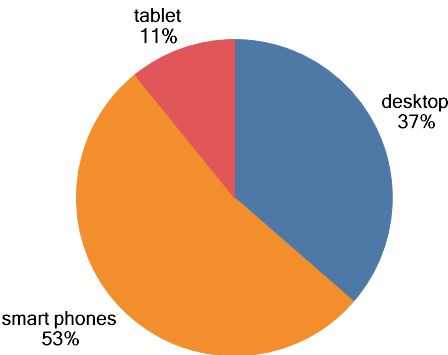
Most Affordable ZIP Codes 2020Q1



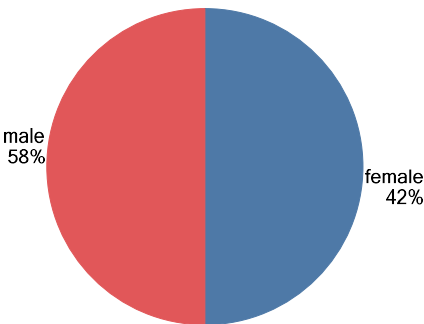
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

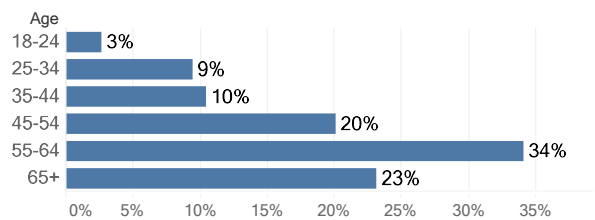


57% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

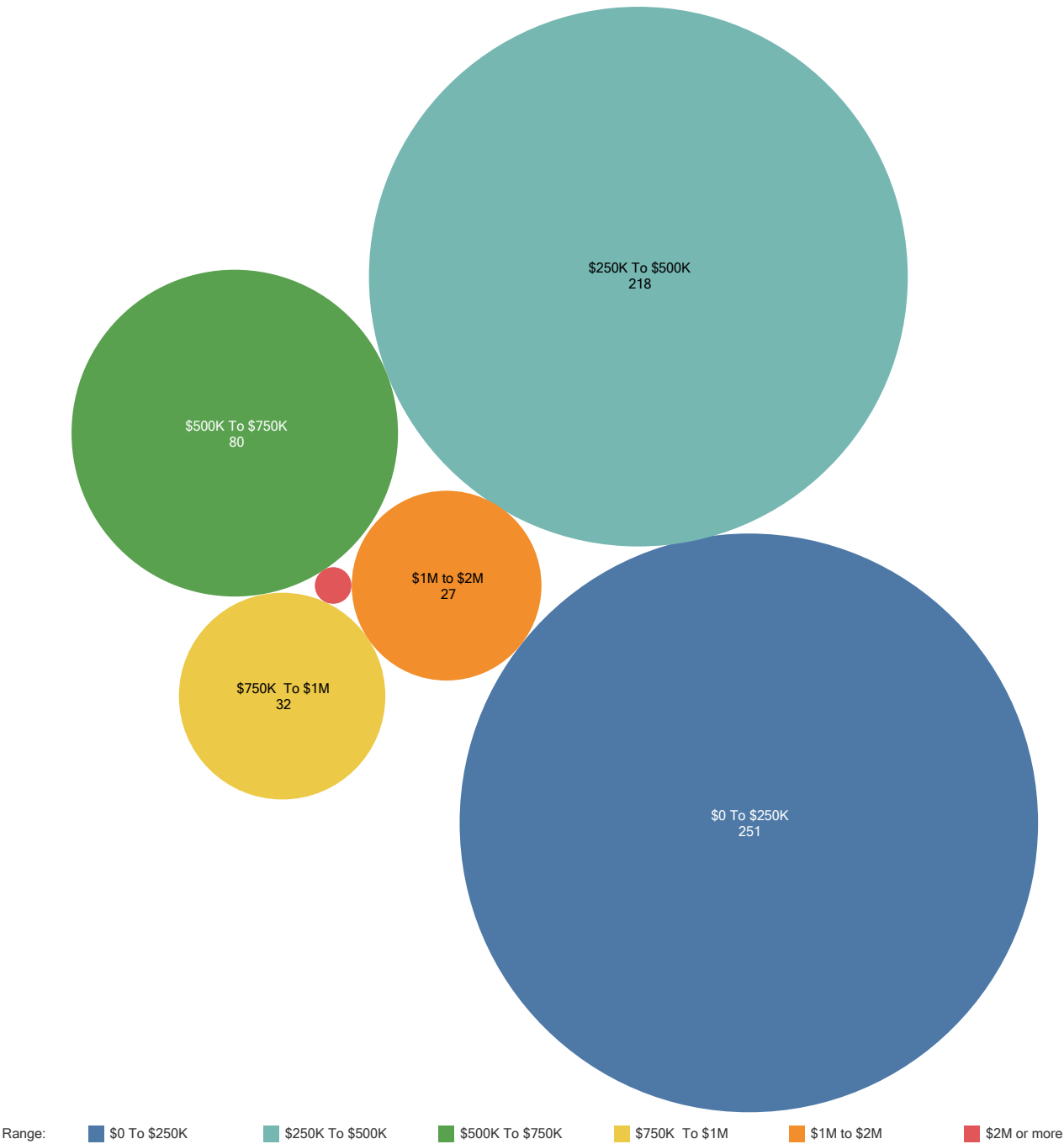
- Houston, TX
- Atlanta, GA
- Chicago, IL
- Austin, TX
- Jackson, MS
- Denver, CO
- Washington DC (Hagerstown MD)
- Little Rock-Pine Bluff, AR
- Los Angeles, CA



LAKE HOMES REALTY
LAKEHOMES.COM

MAINE

Price Breakdown by Number of Homes in the Maine Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Maine

Sebago Lake is ranked 1st in the Largest Markets list and in the Most Expensive Homes list.

Largest Markets

| | | | | | |
|-------------------------|--------------|------|---------------------------|-------------|------|
| 1. Sebago Lake | \$28,867,698 | 9.4% | 6. Long Lake - Naples | \$9,582,600 | 3.1% |
| 2. Damariscotta Lake | \$27,174,245 | 8.9% | 7. Kezar Lake | \$8,661,300 | 2.8% |
| 3. Moosehead Lake | \$25,873,100 | 8.5% | 8. Mooselookmeguntic Lake | \$6,345,000 | 2.1% |
| 4. Rangeley Lake | \$21,212,900 | 6.9% | 9. Messalonskee Lake | \$6,126,100 | 2.0% |
| 5. Cobbosseecontee Lake | \$13,801,100 | 4.5% | 10. Mousam Lake | \$5,691,600 | 1.9% |

Total Maine Market: \$305,640,831.

Largest Home Markets

| | | |
|---------------------------|--------------|------|
| 1. Sebago Lake | \$22,830,500 | 9.6% |
| 2. Damariscotta Lake | \$22,298,245 | 9.4% |
| 3. Rangeley Lake | \$18,008,800 | 7.6% |
| 4. Moosehead Lake | \$15,549,500 | 6.5% |
| 5. Cobbosseecontee Lake | \$13,269,200 | 5.6% |
| 6. Kezar Lake | \$7,756,500 | 3.3% |
| 7. Long Lake - Naples | \$7,418,100 | 3.1% |
| 8. Mousam Lake | \$5,621,700 | 2.4% |
| 9. Mooselookmeguntic Lake | \$4,942,500 | 2.1% |
| 10. Messalonskee Lake | \$4,640,700 | 1.9% |

Total Maine Home Market: \$238,451,289.

Largest Land Markets

| | | |
|-----------------------|--------------|-------|
| 1. Moosehead Lake | \$10,323,600 | 15.4% |
| 2. Sebago Lake | \$6,037,198 | 9.0% |
| 3. Damariscotta Lake | \$4,876,000 | 7.3% |
| 4. Rangeley Lake | \$3,204,100 | 4.8% |
| 5. Parker Pond | \$2,850,000 | 4.2% |
| 6. Schoodic Lake | \$2,478,900 | 3.7% |
| 7. Long Lake - Naples | \$2,164,500 | 3.2% |
| 8. Androscoggin Lake | \$1,702,600 | 2.5% |
| 9. Graham Lake | \$1,646,400 | 2.5% |
| 10. Messalonskee Lake | \$1,485,400 | 2.2% |

Total Maine Land Market: \$67,189,542.

Moosehead Lake and Messalonskee Lake are the only two lakes to appear in the Largest Home Markets and the Most Affordable Homes lists.

Most Expensive Homes

| | |
|-------------------------|-----------|
| 1. Sebago Lake | \$828,615 |
| 2. Kezar Lake | \$775,650 |
| 3. Cobbosseecontee Lake | \$722,406 |
| 4. Damariscotta Lake | \$655,831 |
| 5. Long Lake - Naples | \$606,517 |
| 6. Mousam Lake | \$562,170 |
| 7. Rangeley Lake | \$439,239 |

Most Affordable Homes

| | |
|--------------------------|-----------|
| 1. Long Lake - Madawaska | \$203,067 |
| 2. Eagle Lake | \$220,630 |
| 3. Saddleback Lake | \$264,230 |
| 4. Moosehead Lake | \$345,544 |
| 5. Sebec Lake | \$386,017 |
| 6. Messalonskee Lake | \$386,725 |

Most Listings

| | | | | | |
|----------------------|-----|-------|--------------------------|----|------|
| 1. Moosehead Lake | 121 | 10.8% | 6. Long Lake - Naples | 26 | 2.3% |
| 2. Rangeley Lake | 82 | 7.3% | 7. Cobbosseecontee Lake | 25 | 2.2% |
| 3. Sebago Lake | 71 | 6.3% | 8. Sebec Lake | 21 | 1.9% |
| 4. Damariscotta Lake | 60 | 5.3% | 9. Long Lake - Madawaska | 20 | 1.8% |
| 5. Graham Lake | 29 | 2.6% | 10. Androscoggin Lake | 19 | 1.7% |

Total Maine Listings: 1,125

Most Homes Available

| | | |
|--------------------------|----|------|
| 1. Moosehead Lake | 45 | 7.4% |
| 2. Rangeley Lake | 41 | 6.7% |
| 3. Damariscotta Lake | 34 | 5.6% |
| 4. Sebago Lake | 30 | 4.9% |
| 5. Cobbosseecontee Lake | 19 | 3.1% |
| 6. Long Lake - Madawaska | 18 | 3.0% |
| 7. Long Lake - Naples | 13 | 2.1% |
| 8. Messalonskee Lake | 12 | 2.0% |
| 8. Sebec Lake | 12 | 2.0% |
| 10. Eagle Lake | 10 | 1.6% |

Total Maine Home Listings: 609

Most Land Available

| | | |
|-----------------------|----|-------|
| 1. Moosehead Lake | 76 | 14.7% |
| 2. Rangeley Lake | 41 | 7.9% |
| 2. Sebago Lake | 41 | 7.9% |
| 4. Damariscotta Lake | 26 | 5.0% |
| 5. Graham Lake | 20 | 3.9% |
| 6. Androscoggin Lake | 16 | 3.1% |
| 7. Long Lake - Naples | 13 | 2.5% |
| 7. Orange Lake | 13 | 2.5% |
| 9. Lovejoy Pond | 12 | 2.3% |
| 10. Long Pond - Rome | 9 | 1.7% |

Total Maine Land Listings: 516

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|-----------------------|----------|
| 1. Sebago Lake | \$53,791 |
| 2. Long Lake - Naples | \$52,881 |
| 3. Damariscotta Lake | \$49,259 |
| 4. Rangeley Lake | \$45,577 |

Listings of 10 Acres or More

| | |
|----------------|----------|
| 1. Sebago Lake | \$10,035 |
|----------------|----------|

Most Affordable Land per Acre

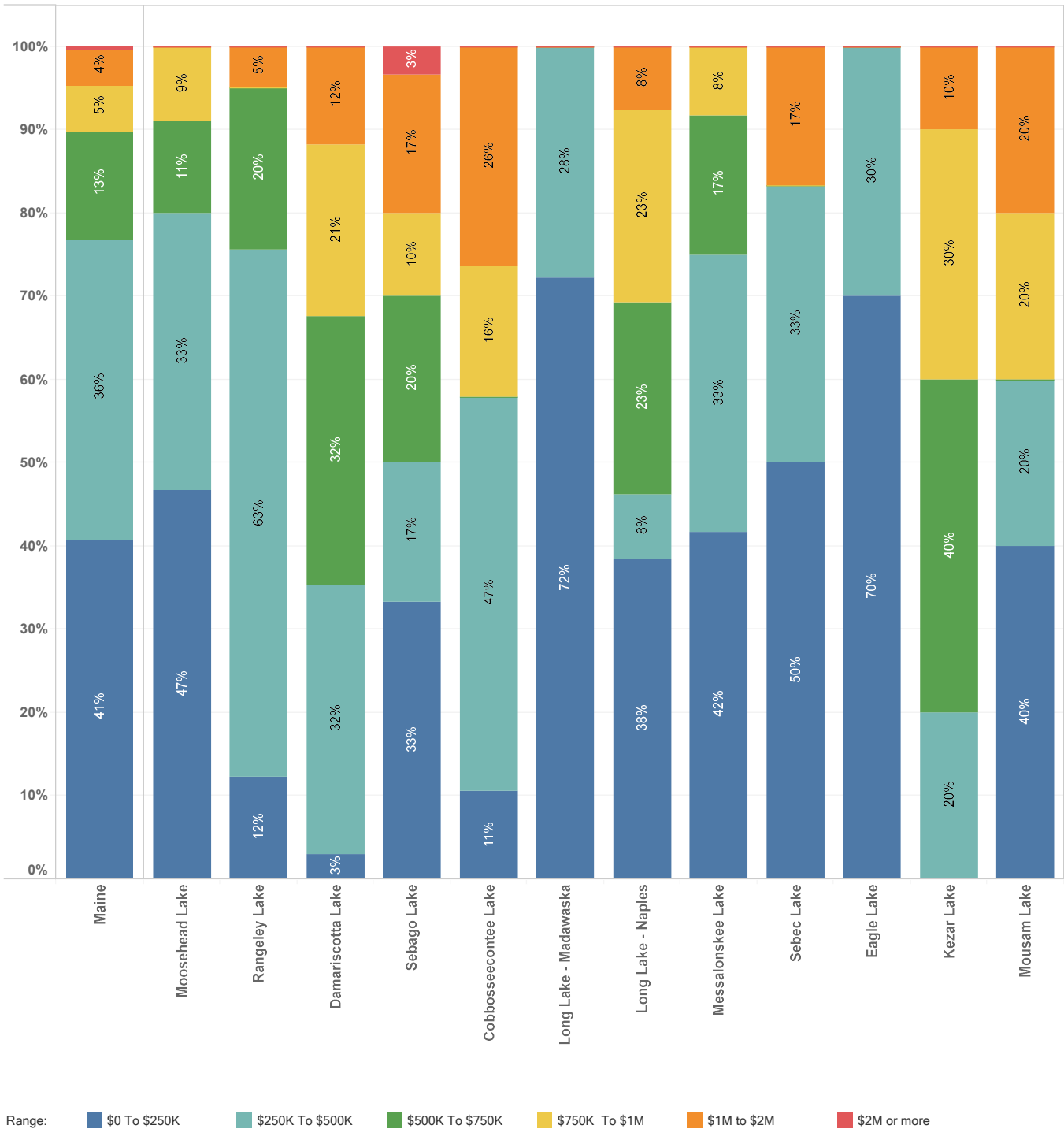
Listings of Less Than 10 Acres

| | |
|----------------------|----------|
| 1. Graham Lake | \$16,324 |
| 2. Orange Lake | \$19,686 |
| 3. Androscoggin Lake | \$27,032 |
| 4. Lovejoy Pond | \$39,171 |
| 5. Moosehead Lake | \$45,106 |

Listings of 10 Acres or More

| | |
|-------------------|---------|
| 1. Moosehead Lake | \$3,063 |
| 2. Graham Lake | \$3,633 |

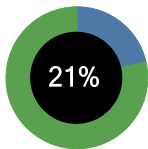
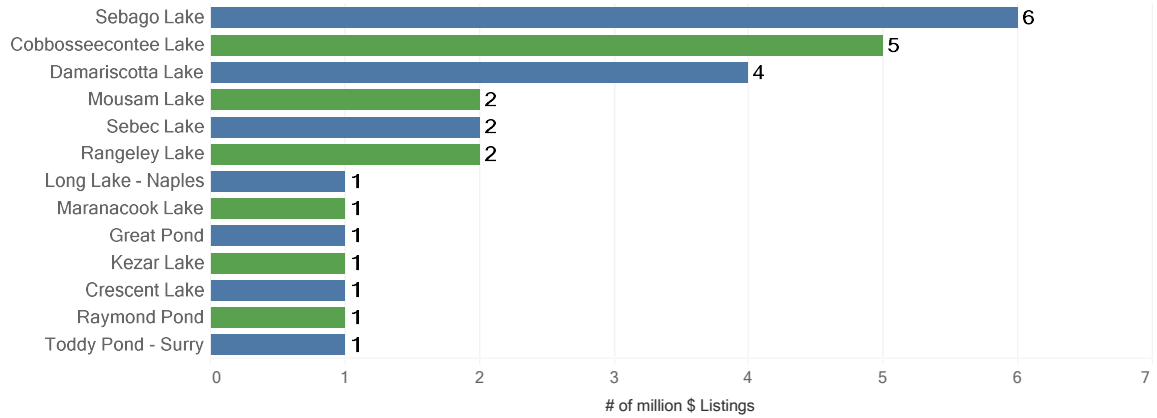
Price Breakdown by Percentage of Homes in the Maine Market 2020Q1



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LAKEHOMES.COM

Luxury Lake Real Estate in Maine

Where Are The Million-Dollar Listings? 2020Q1

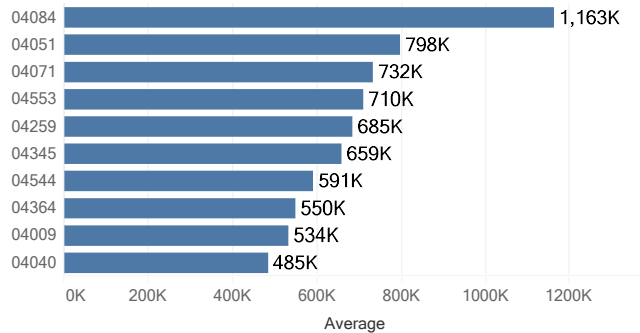


of \$1M+ Homes in Maine are on Seabago Lake

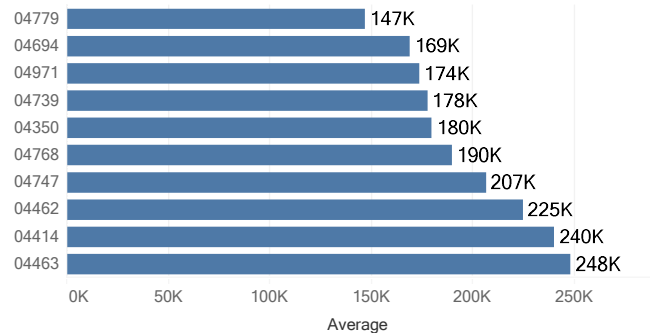
Total Number of \$1M+ Homes

28

Most Expensive ZIP Codes 2020Q1



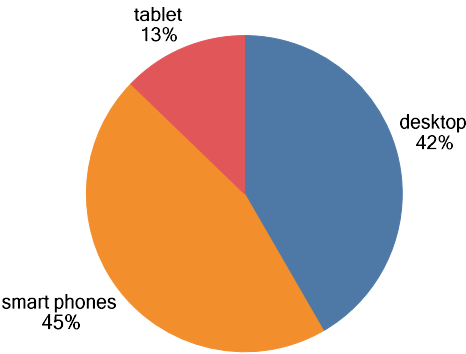
Most Affordable ZIP Codes 2020Q1



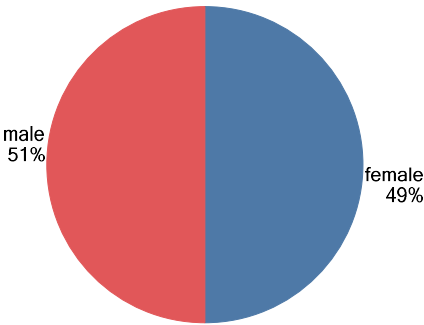
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Who's Shopping Maine Lake Real Estate

How are shoppers connecting 2020Q1

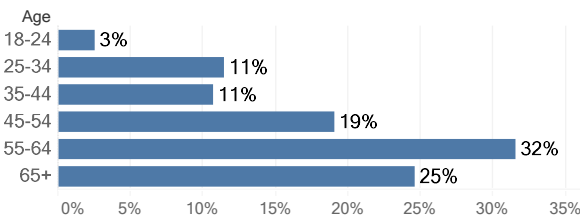


Male/Female Visitors 2020Q1



72% of potential buyers come from outside Maine

What Age Groups are Shopping 2020Q1



Boston MA-Manchester

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

Number 2-10 metros are:

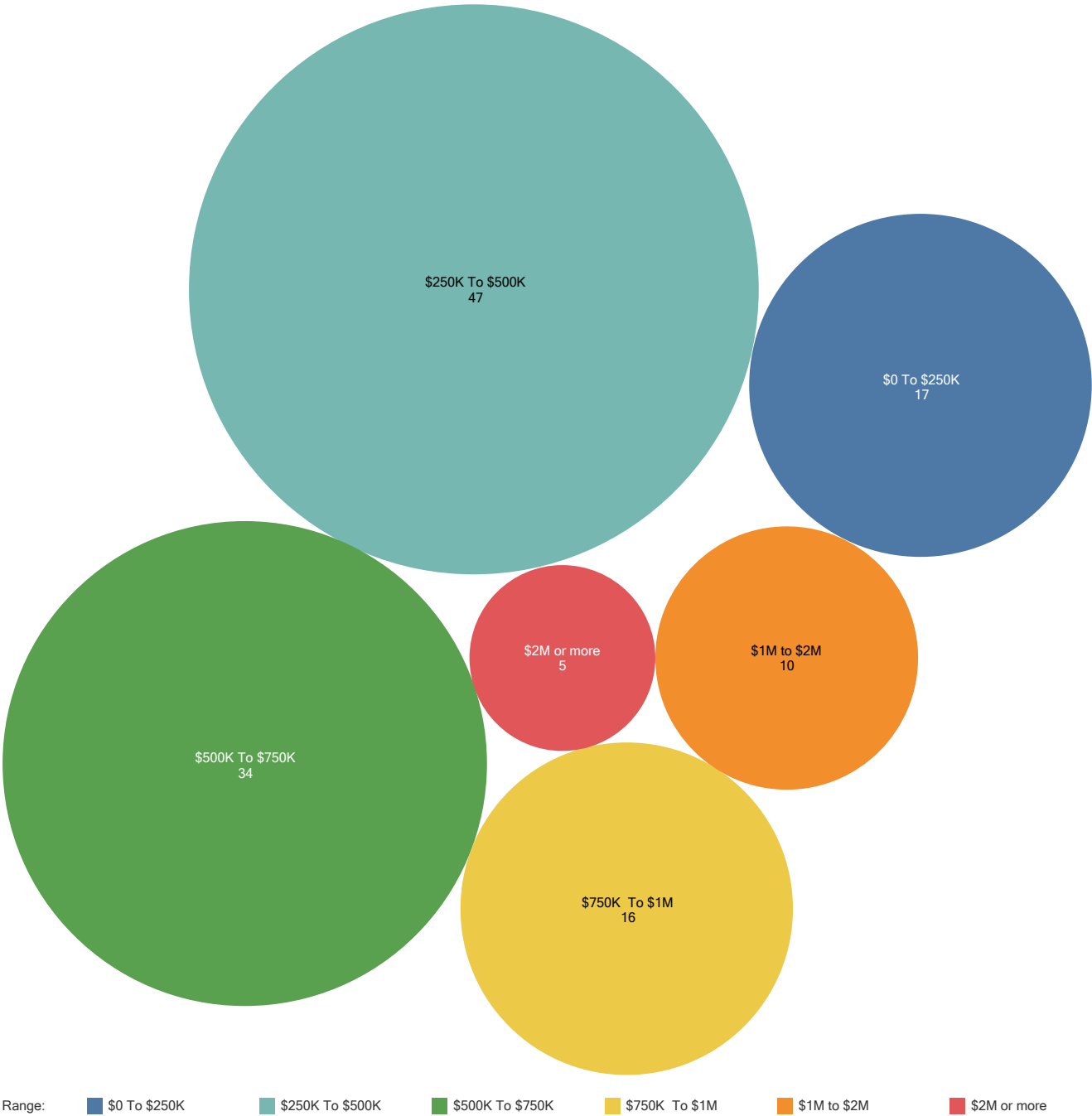
- New York, NY
- Hartford & New Haven, CT
- Providence-New Bedford, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Madison, WI
- Tampa-St. Petersburg (Sarasota), FL
- Chicago, IL
- Atlanta, GA



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MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2020Q1



Maryland

Additional lakes have been added in Maryland, increasing the Largest Markets value to almost \$99 million.

Largest Markets

| | | |
|--------------------|--------------|-------|
| 1. Deep Creek Lake | \$30,528,023 | 30.9% |
| 2. Lake Linganore | \$13,848,637 | 14.0% |
| 3. Chews Creek | \$7,150,000 | 8.2% |
| 4. Otter Pond | \$6,870,000 | 7.8% |
| 5. Lake Ogleton | \$6,527,900 | 6.6% |

Total Maryland Market: **\$98,802,924.**

Most Listings

| | | |
|--------------------|----|-------|
| 1. Deep Creek Lake | 66 | 35.1% |
| 2. Lake Linganore | 35 | 18.6% |
| 3. Lake Lariat | 17 | 9.0% |
| 4. Lake Ogleton | 9 | 4.8% |
| 5. Chase Pond | 7 | 5.4% |

Total Maryland Listings: **188**

Largest Home Markets

| | | |
|--------------------|--------------|-------|
| 1. Deep Creek Lake | \$25,977,499 | 29.6% |
| 2. Lake Linganore | \$12,527,737 | 14.3% |
| 3. Chews Creek | \$7,150,000 | 8.2% |
| 4. Otter Pond | \$6,870,000 | 7.8% |
| 5. Lake Ogleton | \$5,828,900 | 6.6% |

Total Maryland Home Market: **\$87,714,990.**

Most Homes Available

| | | |
|--------------------|----|-------|
| 1. Deep Creek Lake | 41 | 31.8% |
| 2. Lake Linganore | 21 | 16.3% |
| 3. Lake Lariat | 15 | 11.6% |
| 4. Lake Ogleton | 8 | 6.2% |
| 5. Chase Pond | 7 | 5.4% |

Total Maryland Home Listings: **129**

Largest Land Markets

| | | |
|-----------------------------|-------------|-------|
| 1. Deep Creek Lake | \$4,550,524 | 41.0% |
| 2. Wye Mills Community Lake | \$2,770,000 | 25.0% |
| 3. Lake Linganore | \$1,320,900 | 11.9% |
| 4. Lake Ogleton | \$699,000 | 6.3% |
| 5. Cove Lake | \$478,900 | 4.3% |

Total Maryland Land Market: **\$11,087,934.**

Most Land Available

| | | |
|--------------------|----|-------|
| 1. Deep Creek Lake | 25 | 42.4% |
| 2. Lake Linganore | 14 | 23.7% |
| 3. Cove Lake | 4 | 6.8% |
| 4. Fresh Pond | 2 | 3.4% |
| 4. Lake Charming | 2 | 3.4% |

Total Maryland Land Listings: **59**

Average Home Price

| | |
|--------------------|-----------|
| 1. Deep Creek Lake | \$633,598 |
| 2. Lake Linganore | \$596,559 |
| 3. Lake Lariat | \$278,525 |

Average Land Price Per Acre

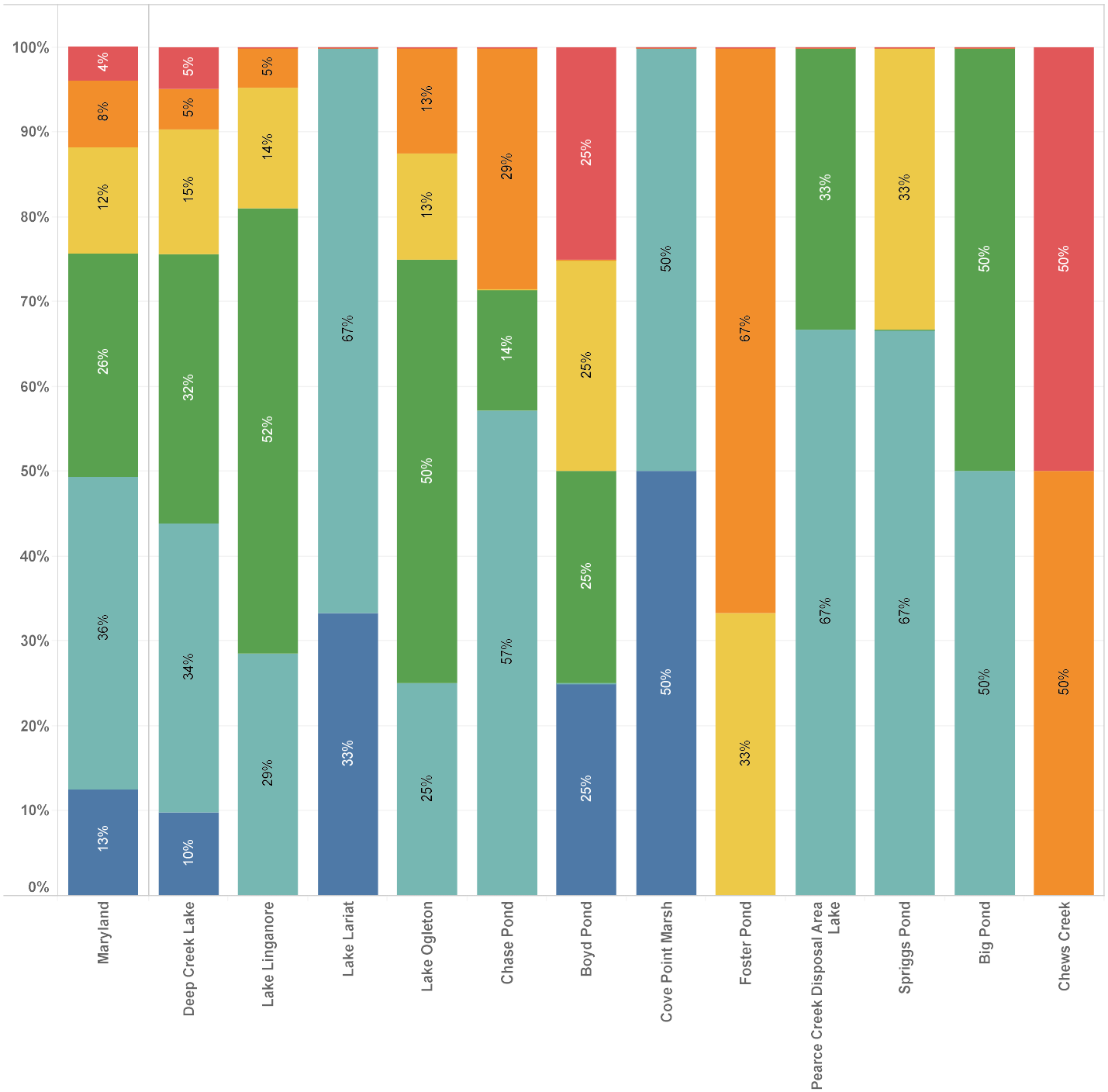
Listings of Less Than 10 Acres

| | |
|--------------------|-----------|
| 1. Lake Linganore | \$304,355 |
| 2. Deep Creek Lake | \$96,540 |

Listings of 10 Acres or More

**

Price Breakdown by Percentage of Homes in the Maryland Market 2020Q1

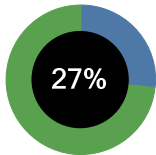
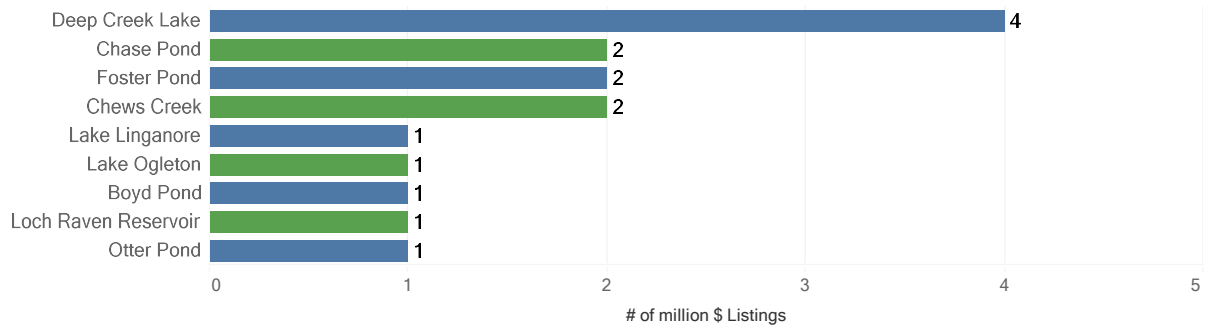


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2020Q1

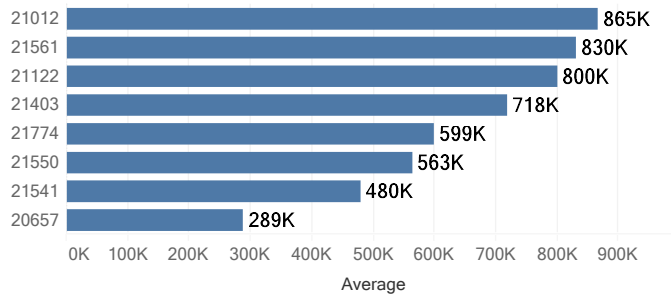


of \$1M+ Homes in Maryland are on Deep Creek Lake

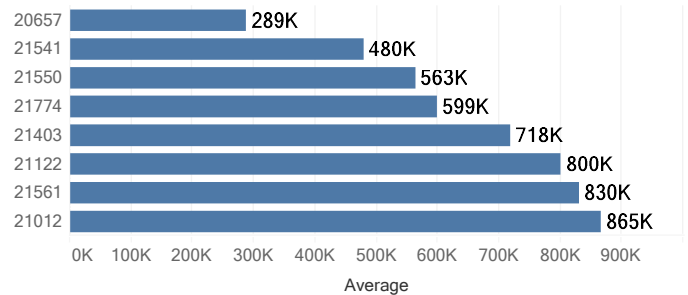
Total Number of \$1M+ Homes

15

Most Expensive ZIP Codes 2020Q1

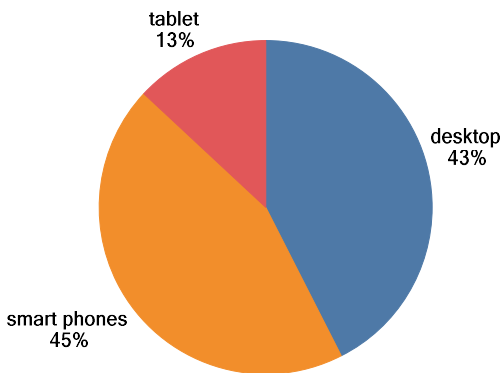


Most Affordable ZIP Codes 2020Q1

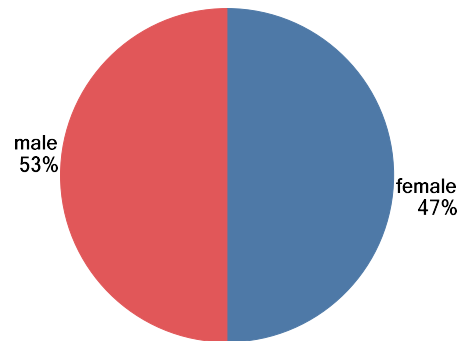


Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2020Q1



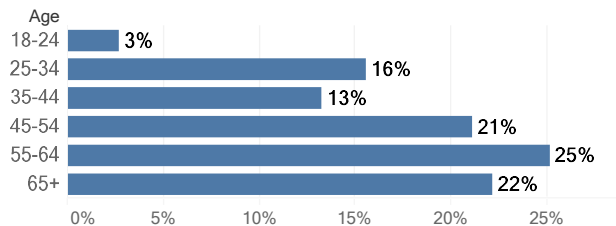
Male/Female Visitors 2020Q1



70%

of potential buyers come from outside Maryland

What Age Groups are Shopping 2020Q1



Washington DC (Hagerstown

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

Number 2-10 metros are:

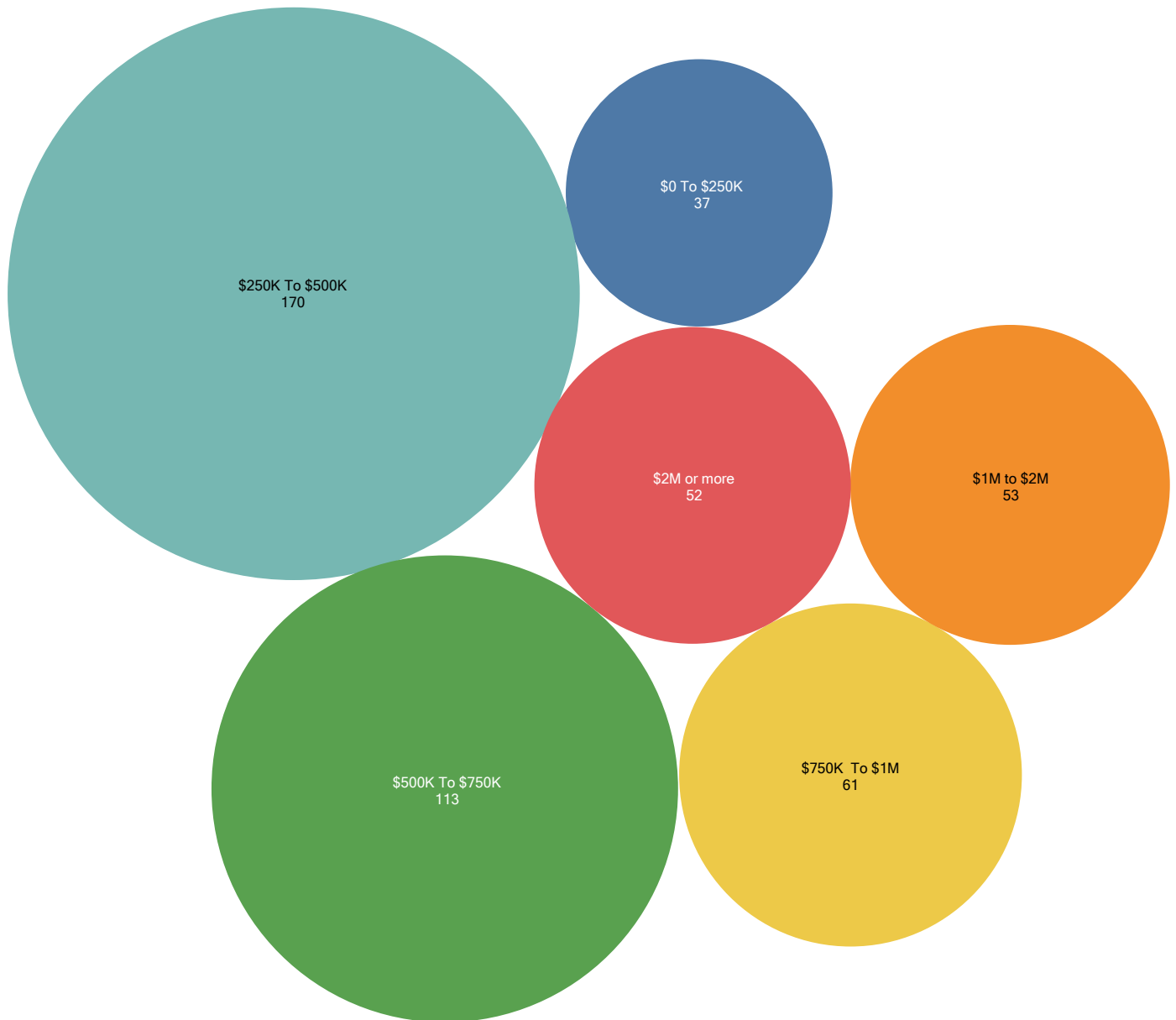
- Pittsburgh, PA
- New York, NY
- Philadelphia, PA
- Harrisburg-Lancaster-Lebanon-York, PA
- Johnstown-Altoona-State College, PA
- Boston MA-Manchester, NH
- Los Angeles, CA
- Columbus, OH
- Hartford & New Haven, CT



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MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2020Q1



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

Massachusetts

This is the first time that Massachusetts has been included in the report and it has almost \$562 million in market value.

Largest Markets

| | | |
|------------------------|---------------|-------|
| 1. Frog Pond | \$140,568,890 | 26.5% |
| 2. Oyster Pond | \$29,076,000 | 5.1% |
| 3. Brookline Reservoir | \$27,552,000 | 5.2% |
| 4. Back Bay Fens | \$22,305,850 | 3.9% |
| 5. Leverett Pond | \$21,205,888 | 4.0% |

Total Massachusetts Market: \$567,865,858.

Most Listings

| | | |
|--------------------------|----|------|
| 1. Frog Pond | 37 | 7.6% |
| 2. Back Bay Fens | 27 | 4.5% |
| 3. Lake Garfield | 17 | 2.8% |
| 4. Eel Pond | 15 | 2.5% |
| 4. Parkers River Marshes | 15 | 2.5% |

Total Massachusetts Listings: 597

Largest Home Markets

| | | |
|------------------------|---------------|-------|
| 1. Frog Pond | \$140,568,890 | 26.5% |
| 2. Brookline Reservoir | \$27,552,000 | 5.2% |
| 3. Oyster Pond | \$27,427,000 | 5.2% |
| 4. Back Bay Fens | \$21,880,700 | 4.1% |
| 5. Leverett Pond | \$21,205,888 | 4.0% |

Total Massachusetts Home Market: \$531,312,849.

Most Homes Available

| | | |
|----------------------|----|------|
| 1. Frog Pond | 37 | 7.6% |
| 2. Back Bay Fens | 24 | 4.9% |
| 3. Eel Pond | 14 | 2.9% |
| 3. Memorial Pond | 14 | 2.9% |
| 5. Lake Quinsigamond | 13 | 2.7% |

Total Massachusetts Home Listings: 486

Largest Land Markets

| | | |
|--------------------------|-------------|-------|
| 1. Straits Pond | \$5,309,660 | 14.5% |
| 2. Lake Garfield | \$4,230,500 | 11.6% |
| 3. Silver Lake Reservoir | \$2,029,600 | 5.6% |
| 4. Norton Reservoir | \$1,699,900 | 4.7% |
| 5. Bare Hill Pond | \$1,698,000 | 4.6% |

Total Massachusetts Land Market: \$36,553,009.

Most Land Available

| | | |
|------------------------|----|------|
| 1. Lake Garfield | 10 | 9.0% |
| 2. Cedar Pond | 7 | 6.3% |
| 3. Mount Tom Reservoir | 6 | 5.4% |
| 3. Straits Pond | 6 | 5.4% |
| 5. Otis Reservoir | 5 | 4.5% |

Total Massachusetts Land Listings: 111

Average Home Price

| | |
|------------------|-------------|
| 1. Frog Pond | \$3,799,159 |
| 2. Eel Pond | \$1,285,756 |
| 3. Back Bay Fens | \$911,696 |
| 4. Bailey Pond | \$726,882 |
| 5. Memorial Pond | \$547,138 |

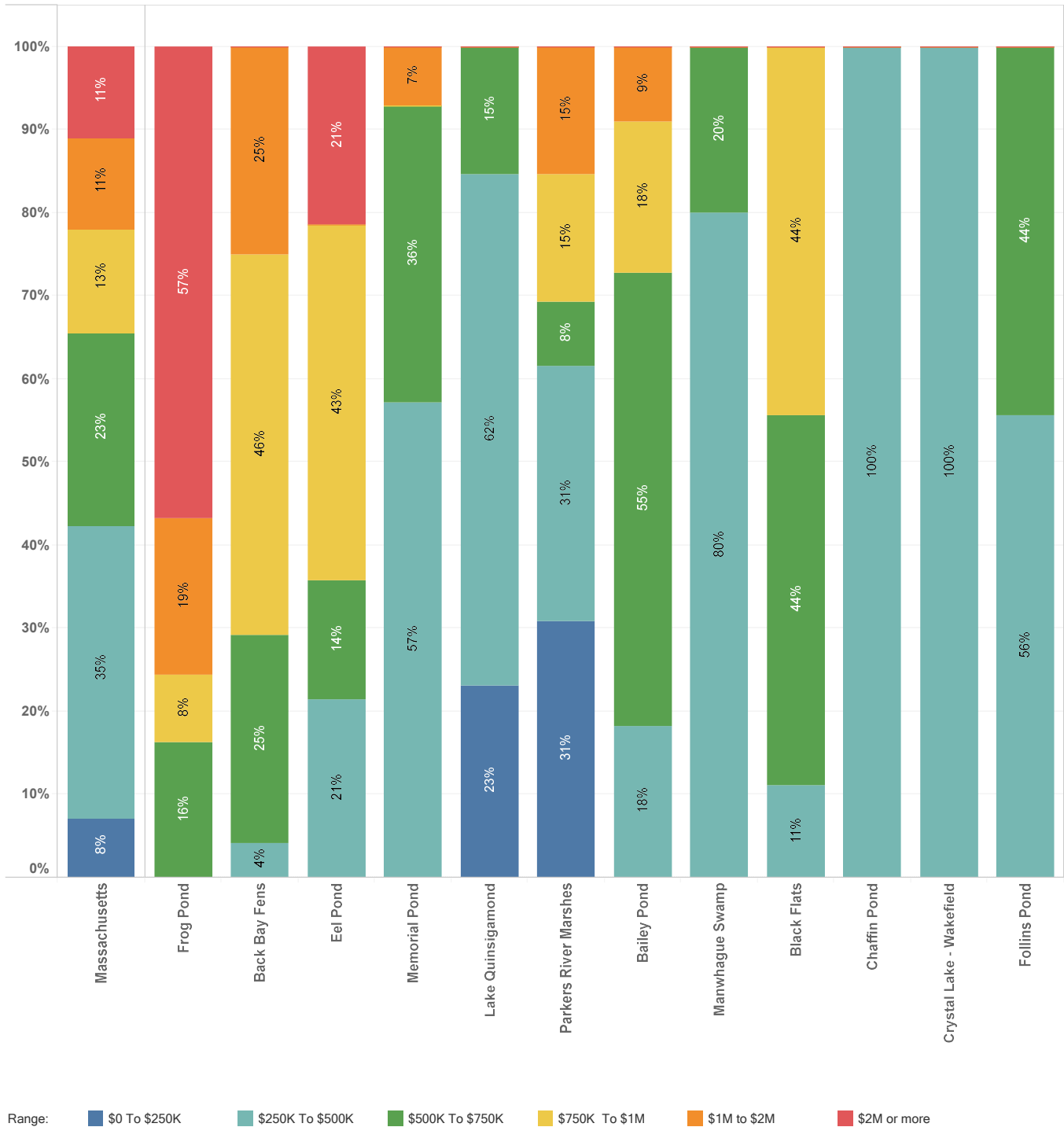
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

| | |
|------------------|---------|
| 1. Lake Garfield | \$9,518 |
|------------------|---------|

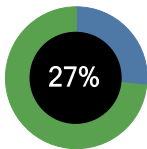
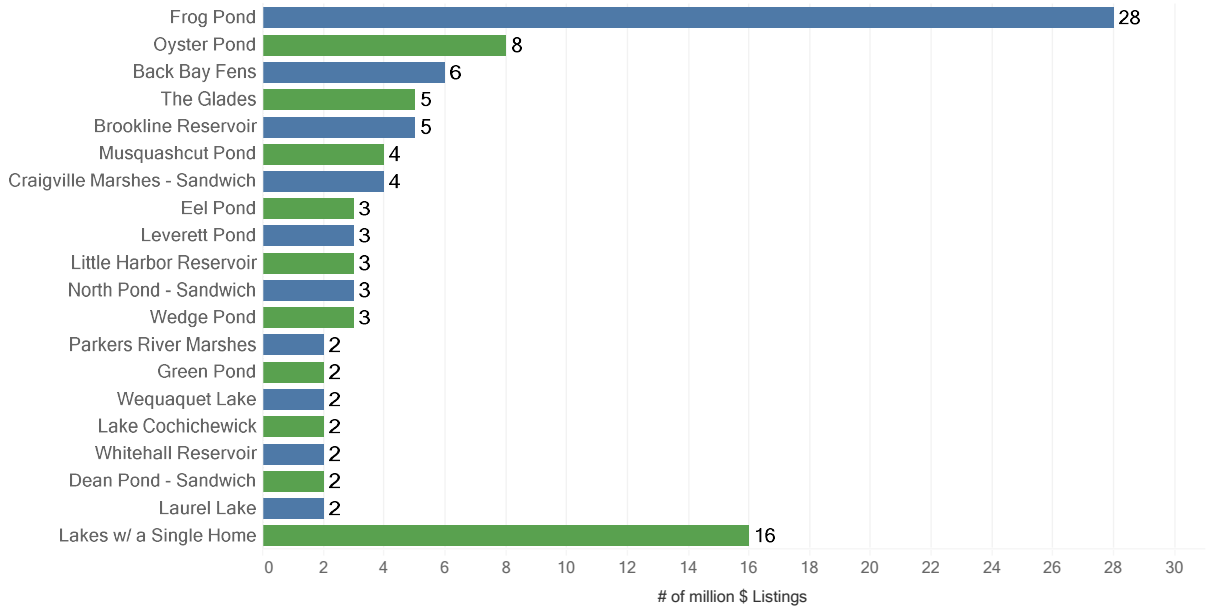
Price Breakdown by Percentage of Homes in the Massachusetts Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2020Q1

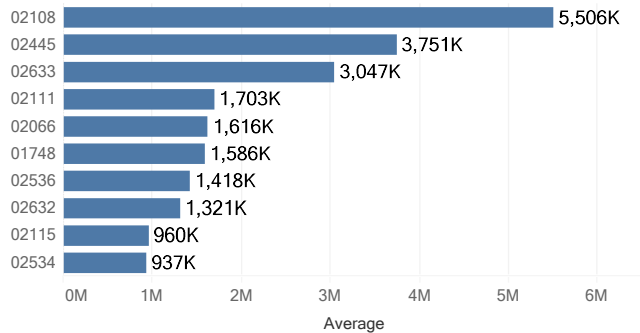


of \$1M+ Homes in Massachusetts are on Frog Pond

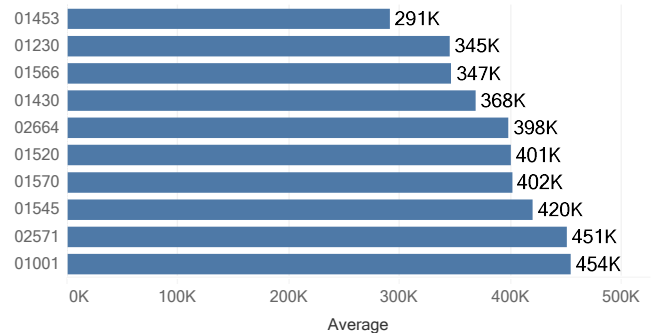
Total Number of \$1M+ Homes

105

Most Expensive ZIP Codes 2020Q1



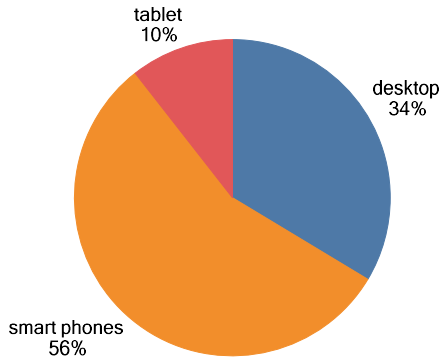
Most Affordable ZIP Codes 2020Q1



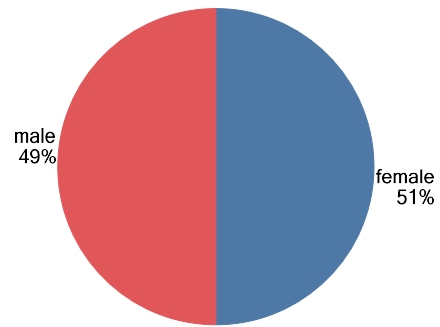
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1



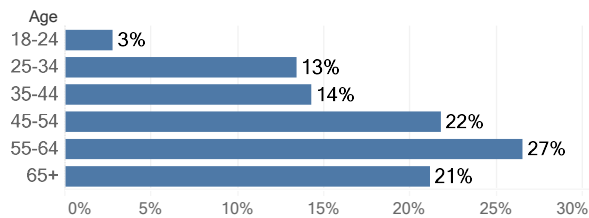
49%

of potential buyers come from outside Massachusetts

Hartford & New Haven

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

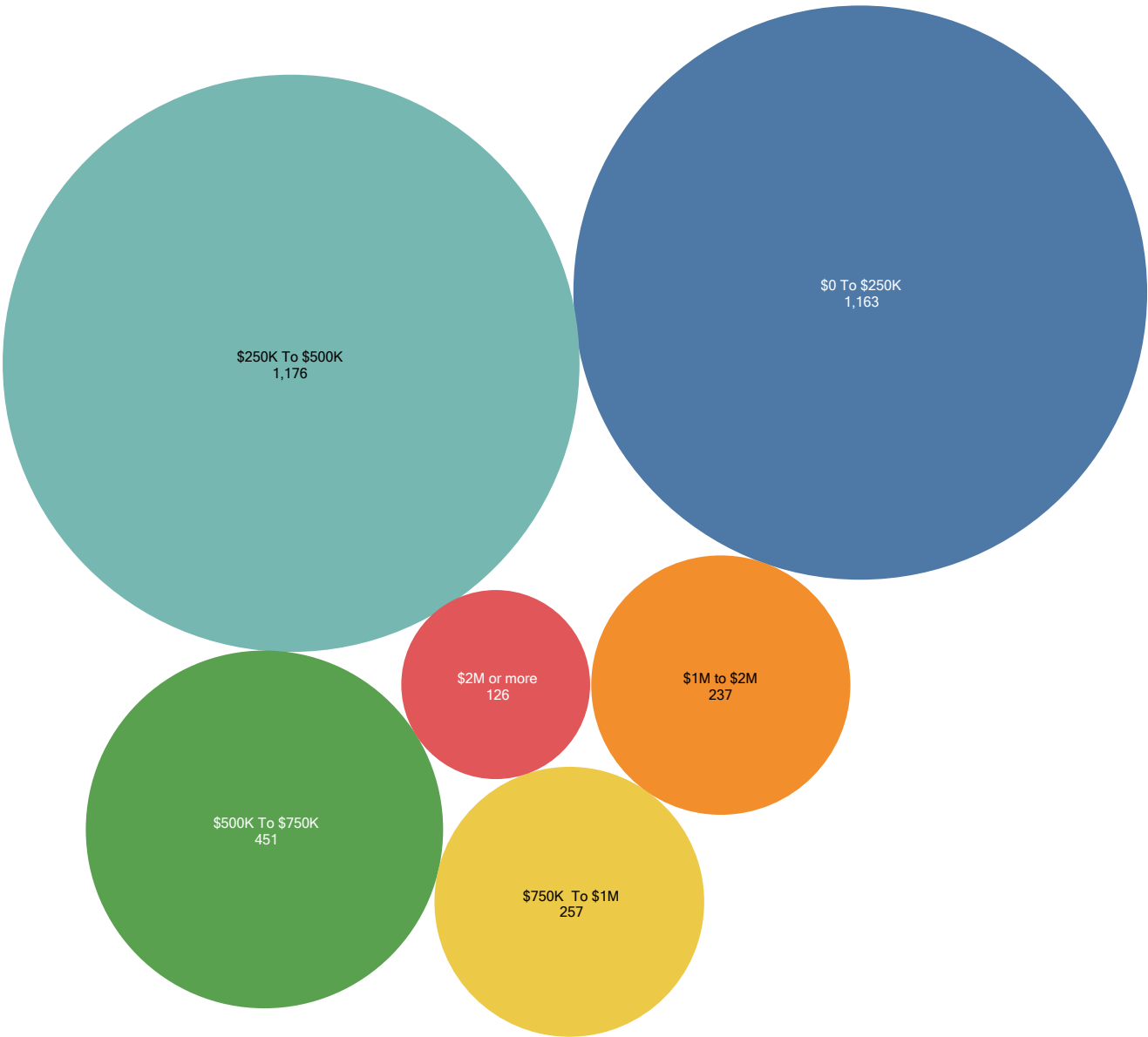
- New York, NY
- Albany-Schenectady-Troy, NY
- Philadelphia, PA
- Chicago, IL
- Los Angeles, CA
- Washington DC (Hagerstown MD)
- Detroit, MI
- Tampa-St. Petersburg (Sarasota), FL
- San Francisco-Oakland-San Jose, CA



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LAKEHOMES.COM

MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2020Q1



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



Michigan

Lake Superior and Lake Charlevoix swapped places in the Largest Markets list from winter 2019.

Largest Markets

| | | | | | |
|--------------------|-----------------|-------|------------------------|--------------|------|
| 1. Lake Michigan | \$1,061,598,441 | 40.4% | 6. Lake St Clair | \$45,857,483 | 1.8% |
| 2. Lake Huron | \$125,731,130 | 4.9% | 7. Torch Lake | \$34,027,000 | 1.3% |
| 3. Lake Superior | \$66,530,499 | 2.6% | 8. Spring Lake | \$32,085,800 | 1.2% |
| 4. Lake Charlevoix | \$60,190,099 | 2.3% | 9. Walloon Lake | \$28,780,700 | 1.1% |
| 5. Arbutus Lake | \$48,370,000 | 1.9% | 10. Upper Straits Lake | \$26,417,300 | 1.0% |

Total Michigan Market: \$2,625,199,829

Largest Home Markets

| | | |
|-----------------------|---------------|-------|
| 1. Lake Michigan | \$754,103,103 | 39.4% |
| 2. Lake Huron | \$95,540,212 | 5.0% |
| 3. Lake Charlevoix | \$52,451,900 | 2.7% |
| 4. Lake St Clair | \$39,492,493 | 2.1% |
| 5. Lake Superior | \$32,320,199 | 1.7% |
| 6. Spring Lake | \$28,186,300 | 1.5% |
| 7. Walloon Lake | \$25,752,000 | 1.3% |
| 8. Upper Straits Lake | \$22,744,700 | 1.2% |
| 9. Orchard Lake | \$21,650,900 | 1.1% |
| 10. Torch Lake | \$21,281,500 | 1.1% |

Total Michigan Home Market: \$1,912,115,259

Largest Land Markets

| | | |
|--------------------|---------------|-------|
| 1. Lake Michigan | \$285,981,970 | 42.4% |
| 2. Arbutus Lake | \$34,895,000 | 5.2% |
| 3. Lake Superior | \$34,210,300 | 5.1% |
| 4. Lake Huron | \$30,190,918 | 4.5% |
| 5. Lakeville Lake | \$17,417,900 | 2.6% |
| 6. Turtle Lake | \$14,859,700 | 2.2% |
| 7. Torch Lake | \$12,745,500 | 1.9% |
| 8. Muskegon Lake | \$10,181,100 | 1.5% |
| 9. Lake Leelanau | \$8,887,900 | 1.3% |
| 10. Boardman River | \$8,508,700 | 1.3% |

Total Michigan Land Market: \$675,020,102.

Lake Charlevoix is the only lake in the Most Expensive Homes list that has an average home price of under \$1 million.

Most Expensive Homes

| | |
|---|-------------|
| 1. Orchard Lake | \$2,165,090 |
| 2. Upper Straits Lake | \$2,067,700 |
| 3. Lake Michigan - Glen Arbor Area | \$1,625,069 |
| 4. Lake Michigan - Petoskey Area | \$1,555,352 |
| 5. Lake Michigan - Torch Lake Area | \$1,397,780 |
| 6. Lake Michigan - Manistique Area | \$1,369,318 |
| 7. Lake Michigan - Charlevoix Area | \$1,150,418 |
| 8. Lake Charlevoix | \$1,140,259 |
| 9. Lake Michigan - Muskegon Area | \$1,088,618 |
| 10. Lake Michigan - Benton Harbor-Covert Area | \$978,078 |

Most Affordable Homes

| | |
|---------------------------------|-----------|
| 1. Wixom Lake | \$135,322 |
| 2. Lake Huron - Bay City Area | \$159,486 |
| 3. Secord Lake | \$166,996 |
| 4. Indian Lake - Manistique | \$180,431 |
| 5. Middle Straits Lake | \$208,698 |
| 6. Lake Huron - Tawas City Area | \$224,148 |
| 7. Lake Lancer | \$227,003 |
| 8. Houghton Lake | \$230,202 |
| 9. Deer Lake - Boyne | \$233,164 |
| 10. Voorheis Lake | \$240,450 |

Most Listings

| | | | | | |
|--------------------------|-------|-------|---------------------------------|-------|------|
| 1. Lake Michigan | 1,830 | 27.8% | 6. Lake Lancer | 83 | 1.3% |
| 2. Lake Huron | 592 | 9.1% | 7. Houghton Lake | 67 | 1.0% |
| 3. Lake Superior | 263 | 4.0% | 8. Torch Lake | 65 | 1.0% |
| 4. Lake St Clair | 101 | 1.5% | 9. Deer Lake - Independence Twp | 61 | 0.9% |
| 5. Lake Charlevoix | 89 | 1.4% | 9. Lake Esther | 61 | 2.0% |
| Total Michigan Listings: | | | | 6,590 | |

Most Homes Available

| | | |
|---------------------------------|-----|-------|
| 1. Lake Michigan | 889 | 26.1% |
| 2. Lake Huron | 317 | 9.3% |
| 3. Lake Superior | 98 | 2.9% |
| 4. Lake St Clair | 87 | 2.6% |
| 5. Deer Lake - Independence Twp | 47 | 1.4% |
| 6. Lake Charlevoix | 46 | 1.3% |
| 7. Houghton Lake | 45 | 1.3% |
| 8. St Clair River | 40 | 1.2% |
| 9. Cass Lake | 34 | 1.0% |
| 10. Spring Lake | 29 | 0.9% |

Total Michigan Home Listings: 3,410

Most Land Available

| | | |
|--------------------|-----|-------|
| 1. Lake Michigan | 901 | 29.0% |
| 2. Lake Huron | 275 | 8.8% |
| 3. Lake Superior | 165 | 5.3% |
| 4. Lake Lancer | 63 | 2.0% |
| 5. Lake Esther | 61 | 2.0% |
| 6. Canadian Lakes | 45 | 1.4% |
| 7. Lake Charlevoix | 43 | 1.4% |
| 8. Torch Lake | 39 | 1.3% |
| 9. Lake Isabella | 34 | 1.1% |
| 10. Hamlin Lake | 28 | 0.9% |

Total Michigan Land Listings: 3,110

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|--|-----------|
| 1. Lake St Clair | \$598,309 |
| 2. Elk Lake | \$550,421 |
| 3. Lake Michigan - New Buffalo-Sawyer Area | \$446,458 |
| 4. Lake Huron - Port Huron Area | \$416,847 |
| 5. Lake Michigan - Traverse City Area | \$291,020 |
| 6. Paw Paw Lake | \$290,055 |
| 7. Lake Michigan - Holland Area | \$288,390 |
| 8. Lake Michigan - South Haven Area | \$272,116 |
| 9. Arcadia Lake | \$269,617 |
| 10. Lake Michigan - Petoskey Area | \$264,128 |

Listings of 10 Acres or More

| | |
|------------------------------------|----------|
| 1. Arbutus Lake | \$32,427 |
| 2. Lake Michigan - Petoskey Area | \$31,118 |
| 3. Lake Leelanau | \$27,618 |
| 4. Lake Huron - Rogers City Area | \$13,953 |
| 5. Lake Michigan - Manistique Area | \$11,161 |

Most Affordable Land per Acre

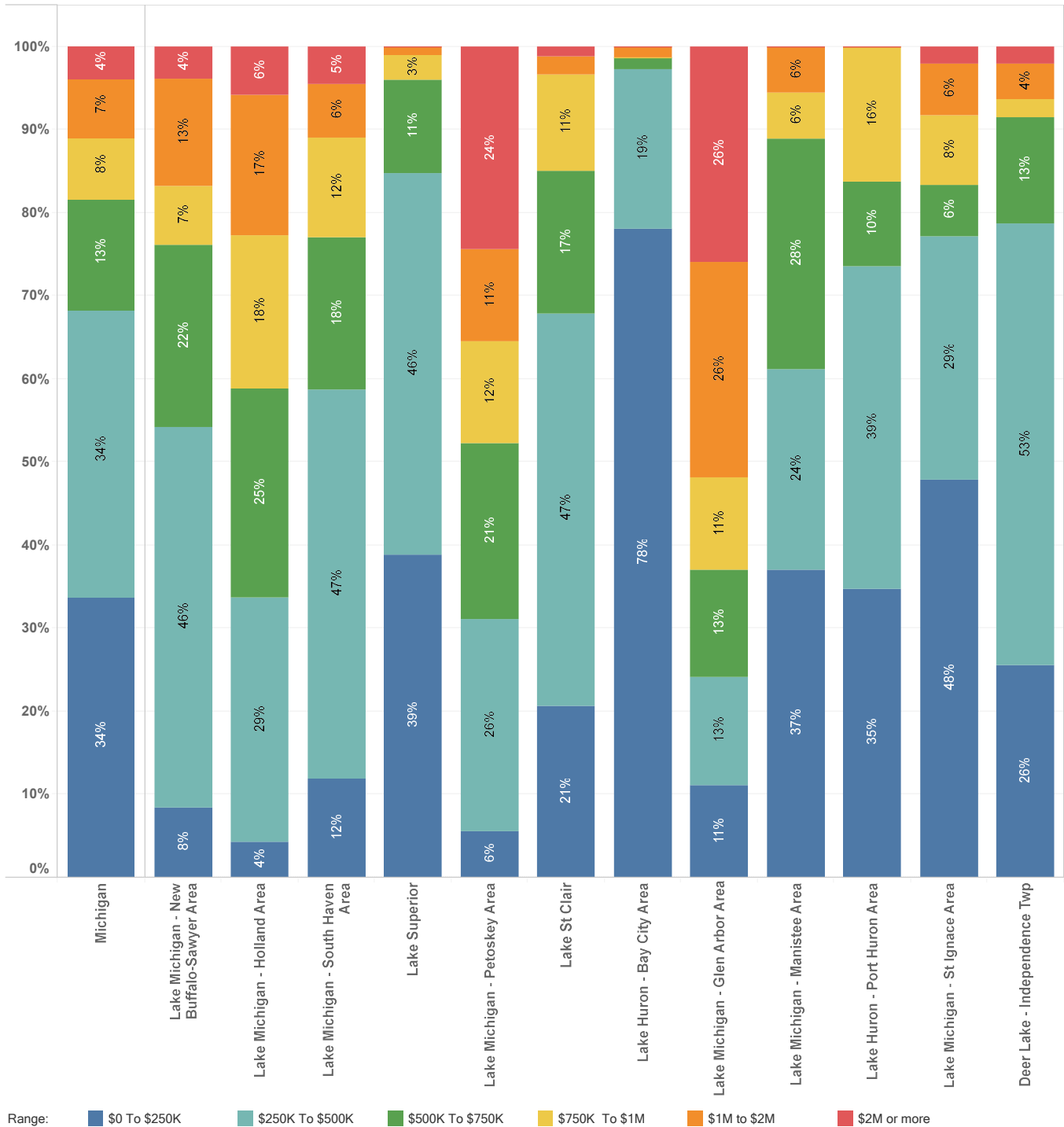
Listings of Less Than 10 Acres

| | |
|----------------------------------|----------|
| 1. Forest Lake - Moffatt Twp | \$20,294 |
| 2. Portage Lake - Onkama Twp | \$23,202 |
| 3. Russell Lake - Attica Twp | \$26,998 |
| 4. Deer Lake - Boyne | \$28,797 |
| 5. Lake Michigan - Escanaba Area | \$32,417 |
| 6. Little Smoky Lake | \$34,935 |
| 7. Lake Esther | \$35,674 |
| 8. Canadian Lakes | \$36,803 |
| 9. Hart Lake | \$37,058 |
| 10. Lake Gogebic | \$41,610 |

Listings of 10 Acres or More

| | |
|---------------------------------------|---------|
| 1. Torch Lake - Lake Linden | \$1,522 |
| 2. Lake Michigan - Escanaba Area | \$3,021 |
| 3. Lake Michigan - Torch Lake Area | \$3,388 |
| 4. Lake Michigan - Beaver Island Area | \$5,470 |
| 5. Lake Superior | \$7,388 |

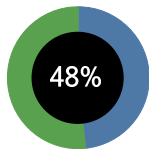
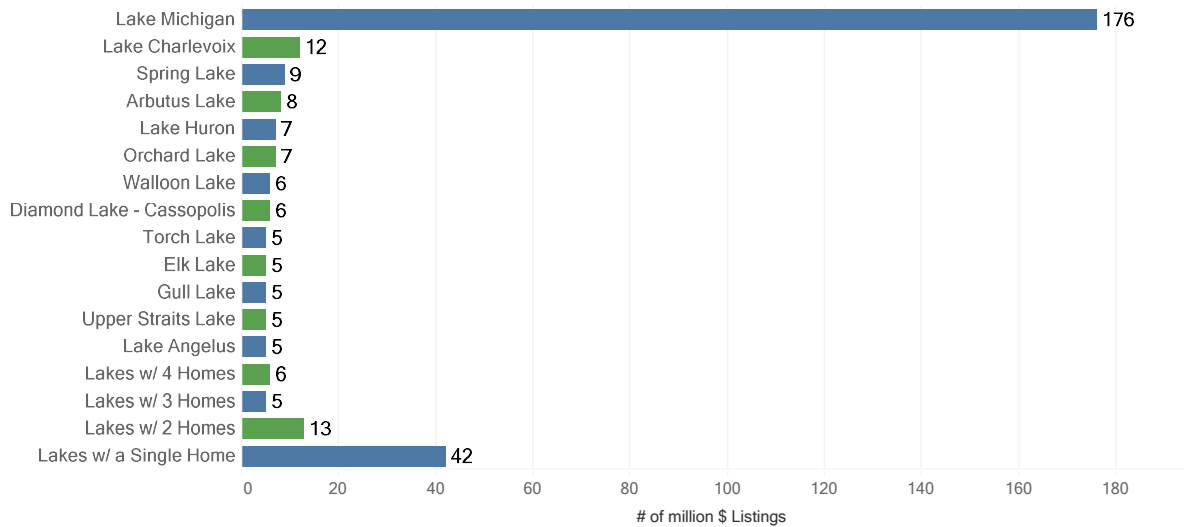
Price Breakdown by Percentage of Homes in the Michigan Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2020Q1

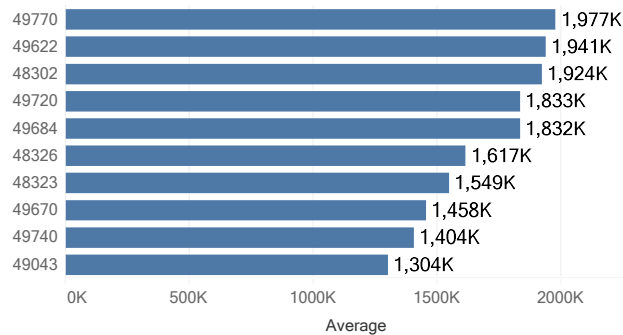


of \$1M+ Homes in Michigan are on Lake Michigan

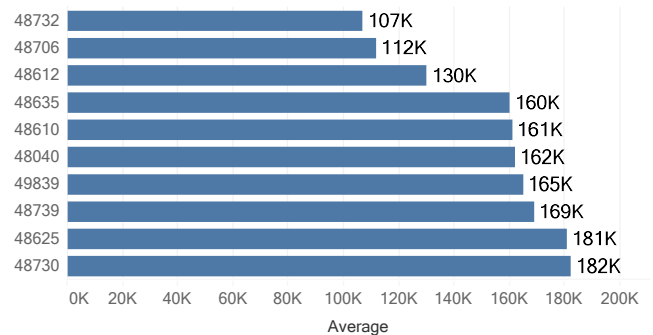
Total Number of \$1M+ Homes

363

Most Expensive ZIP Codes 2020Q1



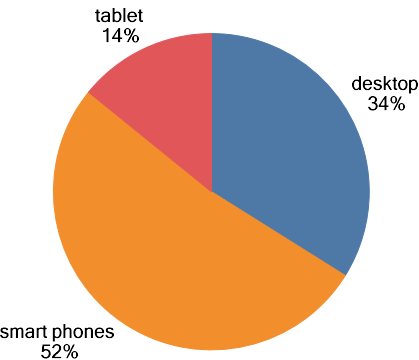
Most Affordable ZIP Codes 2020Q1



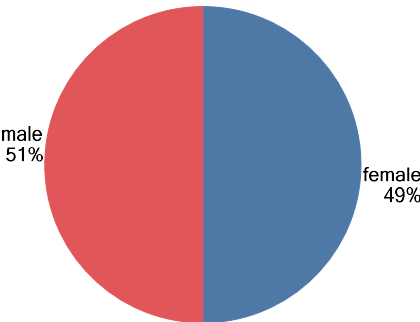
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LAKEHOMES.COM

Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

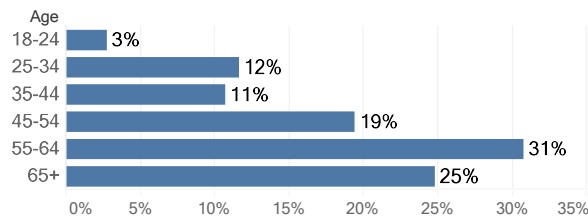


49% of potential buyers come from outside Michigan

Chicago

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

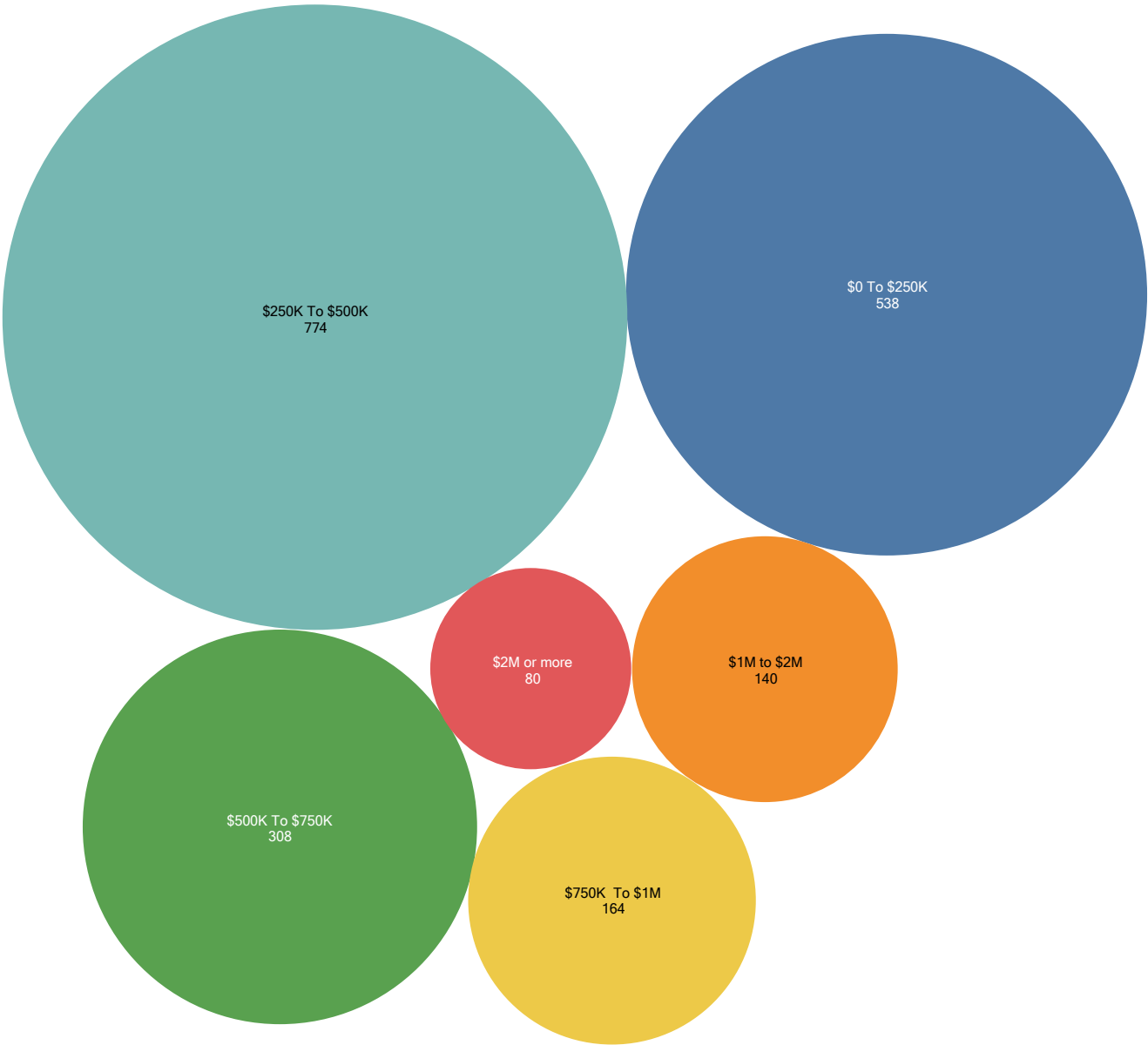
- Toledo, OH
- South Bend-Elkhart, IN
- Boston MA-Manchester, NH
- Columbus, OH
- New York, NY
- Cincinnati, OH
- Tampa-St. Petersburg (Sarasota), FL
- Indianapolis, IN
- Los Angeles, CA



LAKE HOMES REALTY
LAKEHOMES.COM

MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2020Q1



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



Minnesota

No. 1 Lake Minnetonka has over 3 times the Largest Markets value of Other Northern Metro Area lakes.

Largest Markets

| | | | | | |
|------------------------------------|---------------|-------|--------------------------------------|--------------|------|
| 1. Lake Minnetonka | \$248,946,059 | 15.0% | 6. Gull Lake - Nisswa | \$35,697,800 | 2.1% |
| 2. Other Northern Metro Area Lakes | \$78,191,134 | 4.7% | 7. Other Greater St Cloud Area Lakes | \$34,458,399 | 2.1% |
| 3. Lake Vermilion | \$45,167,100 | 2.7% | 8. Leech Lake - Cass Lake | \$33,598,600 | 2.0% |
| 4. Other Prior Lake Area Lakes | \$41,761,300 | 2.5% | 9. Other SW Metro Area Lakes | \$32,042,600 | 1.9% |
| 5. Other Annandale Area Lakes | \$38,136,850 | 2.3% | 10. Pleasant Lake - White Bear Twp | \$24,193,650 | 1.5% |

Total Minnesota Market: \$1,663,041,151

Largest Home Markets

| | | |
|------------------------------------|---------------|-------|
| 1. Lake Minnetonka | \$222,756,359 | 18.5% |
| 2. Other Northern Metro Area Lakes | \$52,021,034 | 4.3% |
| 3. Lake Vermilion | \$33,139,800 | 2.8% |
| 4. Other SW Metro Area Lakes | \$26,531,600 | 2.2% |
| 5. Leech Lake - Cass Lake | \$26,024,200 | 2.2% |
| 6. Lake Of The Isles - Minneapolis | \$24,107,800 | 2.0% |
| 7. Other Annandale Area Lakes | \$22,299,355 | 1.9% |
| 8. Gull Lake - Nisswa | \$21,444,700 | 1.8% |
| 9. Pleasant Lake - White Bear Twp | \$20,954,650 | 1.7% |
| 10. Green Lake - Spicer | \$20,470,000 | 1.7% |

Total Minnesota Home Market: \$1,202,268,975

Largest Land Markets

| | | |
|--------------------------------------|--------------|------|
| 1. Other Prior Lake Area Lakes | \$28,781,800 | 6.3% |
| 2. Lake Minnetonka | \$26,189,700 | 5.7% |
| 3. Other Northern Metro Area Lakes | \$26,170,100 | 5.7% |
| 4. Other Greater St Cloud Area Lakes | \$16,010,499 | 3.5% |
| 5. Other Annandale Area Lakes | \$15,337,495 | 3.3% |
| 6. Gull Lake - Nisswa | \$14,253,100 | 3.1% |
| 7. Lake Vermilion | \$12,027,300 | 2.6% |
| 8. Other Detroit Lakes Area Lakes | \$11,344,150 | 2.5% |
| 9. O'ondow Lake - Jackson Twp | \$8,500,000 | 1.9% |
| 10. Leech Lake - Cass Lake | \$7,574,400 | 1.7% |

Total Minnesota Land Market: \$458,853,776.

While Lake Minnetonka has the most lake listings in Minnesota, it does not appear in the Most Land Available list.

Most Expensive Homes

| | |
|------------------------------------|-------------|
| 1. Lake Of The Isles - Minneapolis | \$2,410,780 |
| 2. Lake Minnetonka | \$2,101,475 |
| 3. Lake Harriet - Minneapolis | \$1,587,536 |
| 4. Other SW Metro Area Lakes | \$1,396,400 |
| 5. Pleasant Lake - White Bear Twp | \$952,484 |
| 6. Lake Saint Croix - Afton | \$935,116 |
| 7. Gull Lake - Nisswa | \$893,529 |
| 8. Cross Lake | \$880,507 |
| 9. Green Lake - Spicer | \$787,308 |
| 10. Leech Lake - Cass Lake | \$743,549 |

Most Affordable Homes

| | |
|-----------------------------------|-----------|
| 1. Wynne Lake - Aurora | \$158,600 |
| 2. Nest Lake - New London Twp | \$200,575 |
| 3. Other Aitkin Area Lakes | \$229,641 |
| 4. Other Sturgeon Lake Area Lakes | \$247,870 |
| 5. Other Virginia Area Lakes | \$251,365 |
| 6. Other Grand Rapids Area Lakes | \$273,741 |
| 7. Other Willmar Area Lakes | \$295,108 |
| 8. Other Longville Area Lakes | \$297,874 |
| 9. Other Mankato Area Lakes | \$299,255 |
| 10. Rainy Lake | \$302,884 |

Most Listings

| | | | | | |
|--------------------------------------|-----|------|--------------------------------------|-------|------|
| 1. Lake Minnetonka | 129 | 3.0% | 6. Leech Lake - Cass Lake | 100 | 2.3% |
| 2. Other Greater St Cloud Area Lakes | 124 | 2.9% | 7. Other Grand Rapids Area Lakes | 78 | 1.8% |
| 3. Lake Vermilion | 114 | 2.6% | 8. Other Longville Area Lakes | 68 | 1.6% |
| 4. Other Northern Metro Area Lakes | 104 | 2.4% | 9. Other Greater Brainerd Area Lakes | 66 | 1.5% |
| 5. Other Annandale Area Lakes | 101 | 2.3% | 10. Other Prior Lake Area Lakes | 62 | 1.4% |
| Total Minnesota Listings: | | | | 4,309 | |

Most Homes Available

| | | |
|---------------------------------------|-----|------|
| 1. Lake Minnetonka | 106 | 5.2% |
| 2. Other Northern Metro Area Lakes | 70 | 3.5% |
| 3. Lake Vermilion | 55 | 2.7% |
| 4. Other Annandale Area Lakes | 45 | 2.2% |
| 5. Other Greater St Cloud Area Lakes | 44 | 2.2% |
| 6. Other Longville Area Lakes | 39 | 1.9% |
| 7. Leech Lake - Cass Lake | 35 | 1.7% |
| 8. Other Grand Rapids Area Lakes | 32 | 1.6% |
| 9. Mille Lacs Lake - South Harbor Twp | 31 | 1.5% |
| 10. Lake Superior | 29 | 1.4% |

Total Minnesota Home Listings: 2,021

Most Land Available

| | | |
|---------------------------------------|----|------|
| 1. Other Greater St Cloud Area Lakes | 80 | 3.5% |
| 2. Leech Lake - Cass Lake | 65 | 2.8% |
| 3. Lake Vermilion | 59 | 2.6% |
| 4. Other Annandale Area Lakes | 55 | 2.4% |
| 5. Other Grand Rapids Area Lakes | 46 | 2.0% |
| 6. Other Alexandria Area Lakes | 45 | 2.0% |
| 6. Other Greater Brainerd Area Lakes | 45 | 2.0% |
| 6. Other Otter Tail County Area Lakes | 45 | 2.0% |
| 9. Other Prior Lake Area Lakes | 44 | 1.9% |
| 10. Other Detroit Lakes Area Lakes | 38 | 1.7% |

Total Minnesota Land Listings: 2,285

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|---------------------------------------|-----------|
| 1. Lake Minnetonka | \$882,402 |
| 2. Devils Lake - Brandon Twp | \$679,368 |
| 3. Otter Tail Lake | \$319,373 |
| 4. Lake Victoria - Alexandria Twp | \$289,540 |
| 5. Lower Whitefish Lake - Ideal Twp | \$262,540 |
| 6. Mille Lacs Lake - South Harbor Twp | \$226,402 |
| 7. Other Northern Metro Area Lakes | \$198,139 |
| 8. Lake Mary - Lake Mary Twp | \$187,188 |
| 9. Other SW Metro Area Lakes | \$112,726 |
| 10. Other Prior Lake Area Lakes | \$109,661 |

Listings of 10 Acres or More

| | |
|--------------------------------------|----------|
| 1. Other Northern Metro Area Lakes | \$32,855 |
| 2. Other Prior Lake Area Lakes | \$16,329 |
| 3. Lake Vermilion | \$15,531 |
| 4. Other Greater St Cloud Area Lakes | \$10,475 |
| 5. Other Annandale Area Lakes | \$10,078 |

Most Affordable Land per Acre

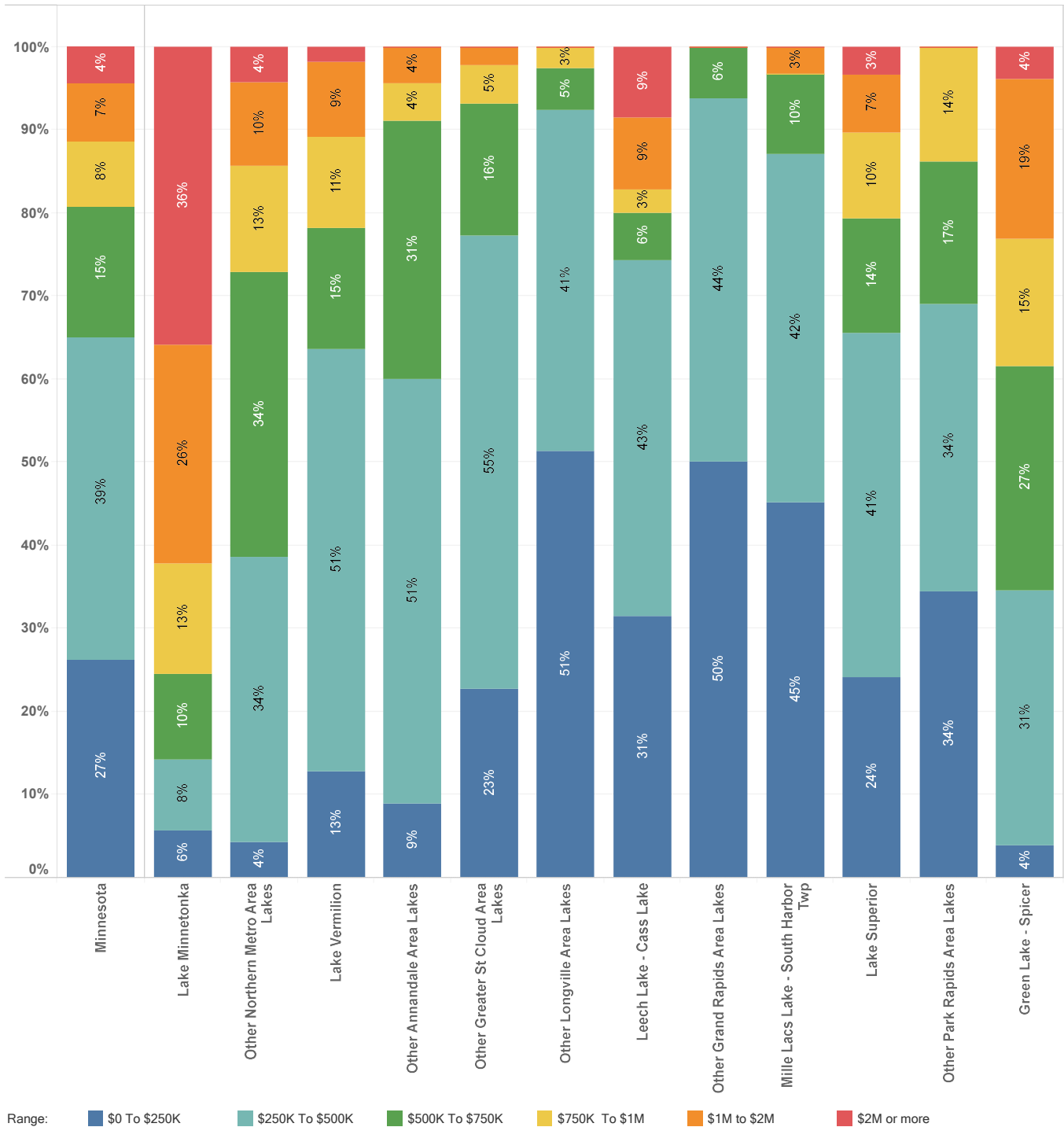
Listings of Less Than 10 Acres

| | |
|---------------------------------------|----------|
| 1. Colby Lake - Hoyt Lakes | \$10,442 |
| 2. Pauley Lake - Birchdale Twp | \$12,130 |
| 3. Other Virginia Area Lakes | \$18,835 |
| 4. Other Otter Tail County Area Lakes | \$19,450 |
| 5. Other Grand Rapids Area Lakes | \$24,754 |
| 6. Other Bemidji Area Lakes | \$25,028 |
| 7. Other Park Rapids Area Lakes | \$26,144 |
| 8. Rainy Lake | \$28,327 |
| 9. Other Aitkin Area Lakes | \$30,226 |
| 10. Other Longville Area Lakes | \$30,519 |

Listings of 10 Acres or More

| | |
|-----------------------------------|---------|
| 1. Other Virginia Area Lakes | \$1,514 |
| 2. Other Sturgeon Lake Area Lakes | \$1,519 |
| 3. Other Bemidji Area Lakes | \$1,602 |
| 4. Other Park Rapids Area Lakes | \$1,883 |
| 5. Other Aitkin Area Lakes | \$2,229 |

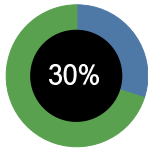
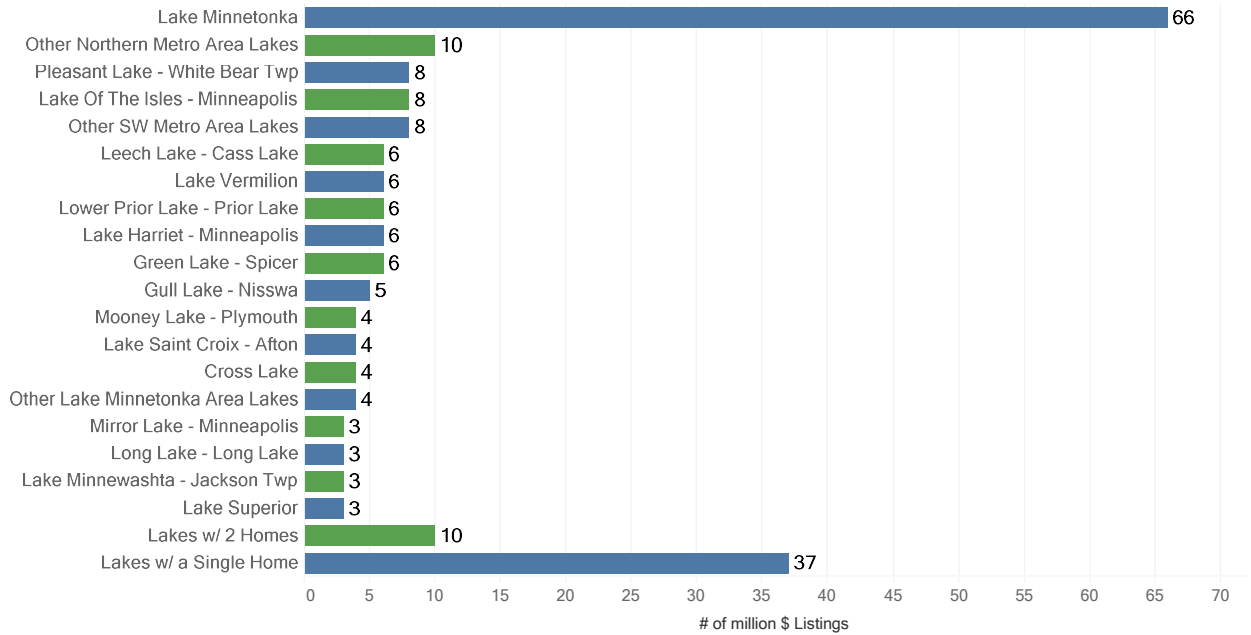
Price Breakdown by Percentage of Homes in the Minnesota Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2020Q1

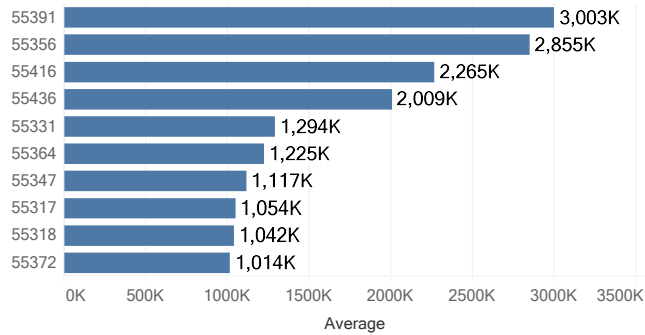


of \$1M+ Homes in Minnesota are on Lake Minnetonka

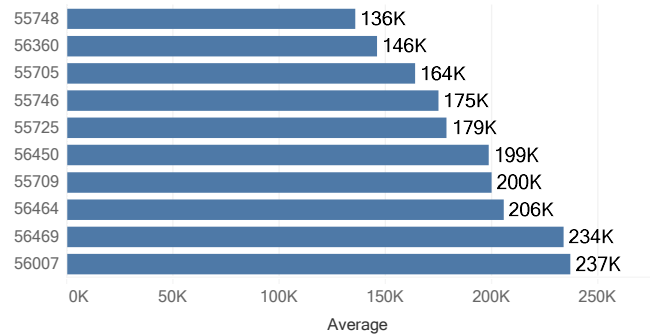
Total Number of \$1M+ Homes

220

Most Expensive ZIP Codes 2020Q1



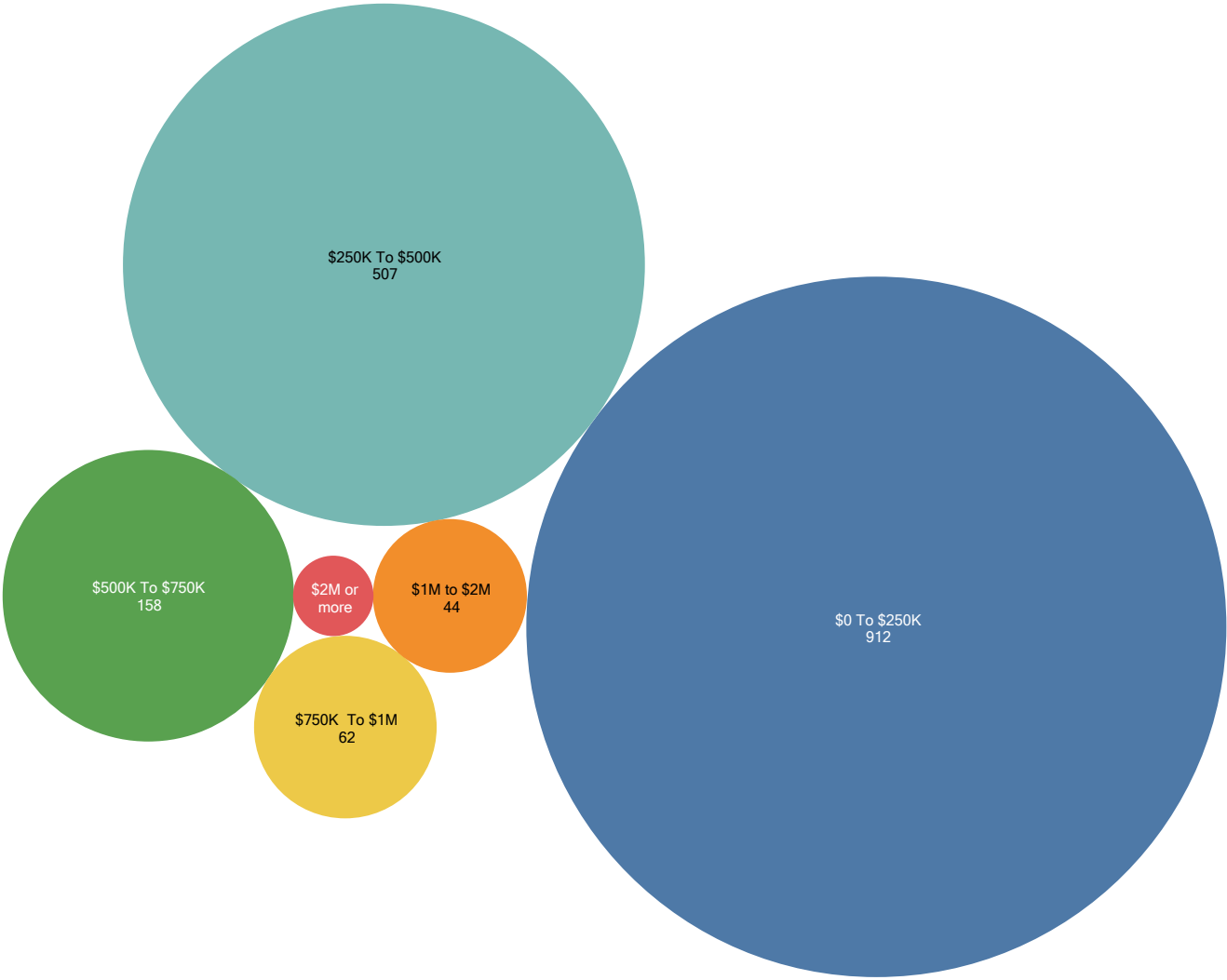
Most Affordable ZIP Codes 2020Q1



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LAKEHOMES.COM

MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2020Q1



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



Missouri

Lake Of The Ozarks ranks 1st in the Largest Markets list but it ranks 2nd in the Most Listings list.

Largest Markets

| | | |
|-----------------------|---------------|-------|
| 1. Lake Of The Ozarks | \$294,091,838 | 40.8% |
| 2. Table Rock Lake* | \$242,911,595 | 33.7% |
| 3. Lake Taneycomo | \$53,012,249 | 7.4% |
| 4. Bull Shoals Lake* | \$36,352,510 | 5.0% |
| 5. Fienup Lake | \$19,980,925 | 3.4% |

Total Missouri Market: \$721,164,865.

Most Listings

| | | |
|-----------------------|-------|-------|
| 1. Table Rock Lake* | 1,428 | 41.9% |
| 2. Lake Of The Ozarks | 788 | 23.1% |
| 3. Lake Taneycomo | 297 | 8.7% |
| 4. Bull Shoals Lake* | 272 | 8.0% |
| 5. Lake Thunderhead | 95 | 2.8% |

Total Missouri Listings: 3,405

Largest Home Markets

| | | |
|-----------------------|---------------|-------|
| 1. Lake Of The Ozarks | \$292,799,638 | 50.2% |
| 2. Table Rock Lake* | \$147,781,046 | 25.4% |
| 3. Lake Taneycomo | \$37,018,349 | 6.4% |
| 4. Bull Shoals Lake* | \$23,261,750 | 4.0% |
| 5. Fienup Lake | \$19,980,925 | 3.4% |

Total Missouri Home Market: \$582,801,556.

Most Homes Available

| | | |
|------------------------|-----|-------|
| 1. Lake Of The Ozarks | 779 | 43.8% |
| 2. Table Rock Lake* | 449 | 25.2% |
| 3. Lake Taneycomo | 197 | 11.1% |
| 4. Bull Shoals Lake* | 88 | 4.9% |
| 5. Pomme De Terre Lake | 42 | 2.4% |

Total Missouri Home Listings: 1,779

Largest Land Markets

| | | |
|-----------------------|--------------|-------|
| 1. Lake Taneycomo | \$15,993,900 | 11.6% |
| 2. Bull Shoals Lake* | \$13,090,760 | 9.5% |
| 3. Lake Thunderhead | \$2,958,200 | 2.1% |
| 4. Alpine Lake | \$1,648,300 | 1.2% |
| 5. Lake Of The Ozarks | \$1,292,200 | 0.9% |

Total Missouri Land Market: \$138,363,309.

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Table Rock Lake* | 979 | 60.2% |
| 2. Bull Shoals Lake* | 184 | 11.3% |
| 3. Lake Taneycomo | 100 | 6.2% |
| 4. Lake Thunderhead | 55 | 3.4% |
| 5. Raintree Lake | 39 | 2.4% |

Total Missouri Land Listings: 1,626

Average Home Price

| | |
|-----------------------|-----------|
| 1. Fienup Lake | \$688,997 |
| 2. Lake Saint Louis | \$499,671 |
| 3. Lake Of The Ozarks | \$375,866 |
| 4. Table Rock Lake | \$337,279 |
| 5. Bull Shoals Lake | \$207,243 |

Average Land Price Per Acre

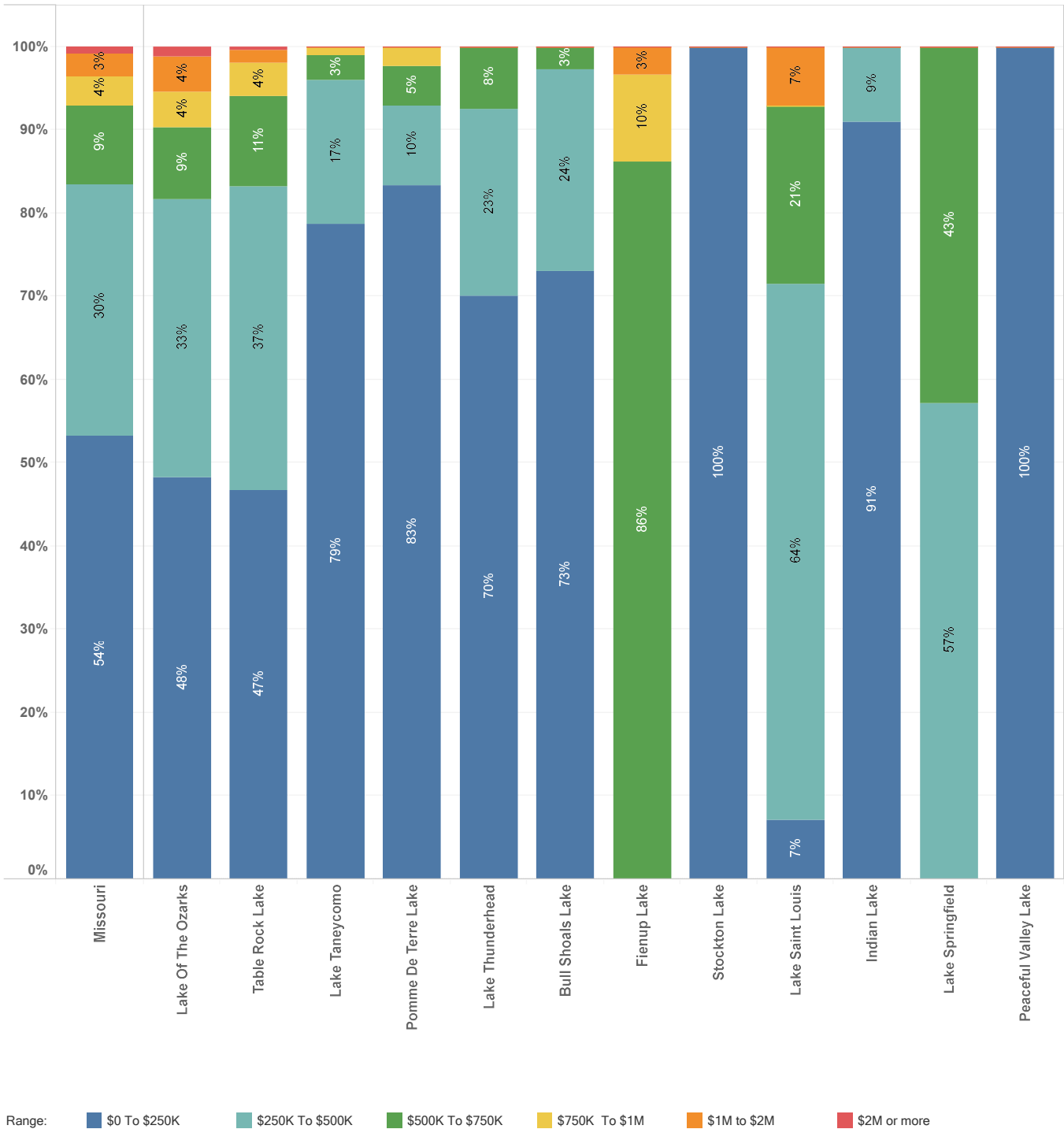
Listings of Less Than 10 Acres

| | |
|---------------------|-----------|
| 1. Lake Thunderhead | \$152,347 |
| 2. Lake Taneycomo | \$98,816 |
| 3. Lake Vera | \$86,028 |
| 4. Table Rock Lake | \$53,377 |
| 5. Lake Sherwood | \$50,027 |

Listings of 10 Acres or More

| | |
|---------------------|----------|
| 1. Lake Taneycomo | \$29,972 |
| 2. Table Rock Lake | \$10,645 |
| 3. Bull Shoals Lake | \$4,268 |

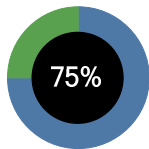
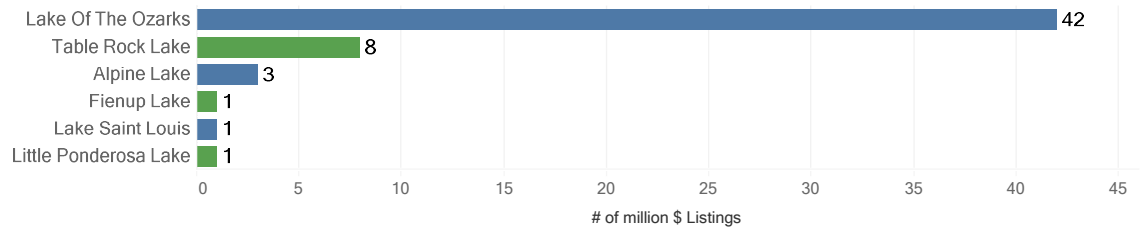
Price Breakdown by Percentage of Homes in the Missouri Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2020Q1

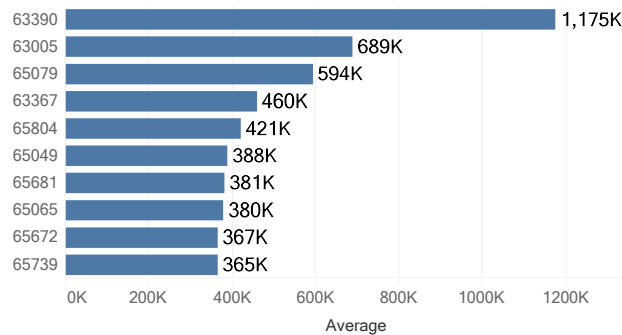


of \$1M+ Homes in Missouri are on Lake Of The Ozarks

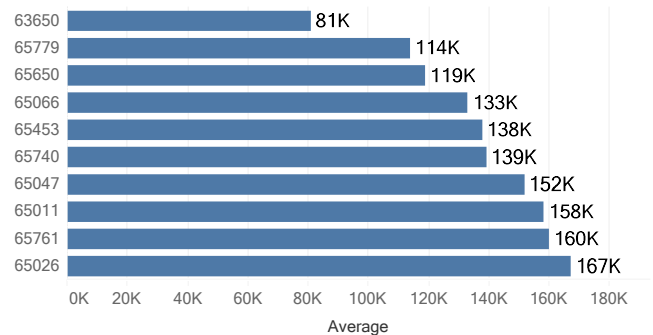
Total Number of \$1M+ Homes

56

Most Expensive ZIP Codes 2020Q1



Most Affordable ZIP Codes 2020Q1

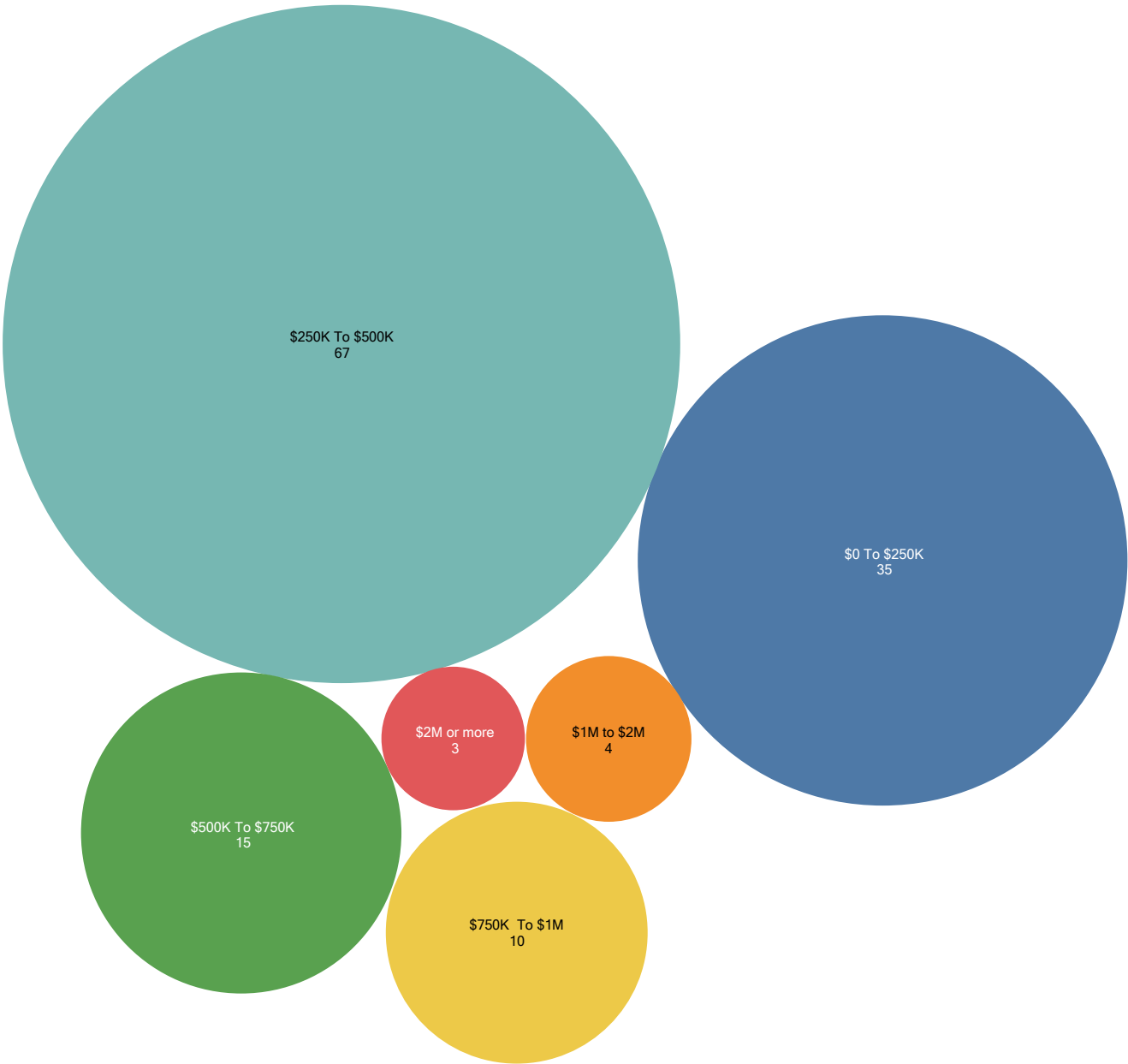


** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

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

NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2020Q1



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



Nebraska

Boys Town Reservoir Number 3 is ranked 1st in the Largest Markets list but has no land listings.

Largest Markets

| | | |
|---------------------------------|--------------|-------|
| 1. Boys Town Reservoir Number 3 | \$11,619,300 | 18.9% |
| 2. Newport Landing Lake | \$8,361,899 | 11.6% |
| 3. Shadow Lake | \$5,129,422 | 7.1% |
| 4. Beaver Lake | \$5,120,899 | 7.1% |
| 5. Candlewood Reservoir | \$4,020,000 | 5.6% |

Total Nebraska Market: \$72,142,590.

Most Listings

| | | |
|-------------------------|----|-------|
| 1. Beaver Lake | 44 | 18.0% |
| 2. Lake Maloney | 19 | 7.8% |
| 3. Shadow Lake | 16 | 6.6% |
| 4. Newport Landing Lake | 14 | 5.7% |
| 5. Lake Wanahoo | 13 | 11.8% |

Total Nebraska Listings: 244

Largest Home Markets

| | | |
|---------------------------------|--------------|-------|
| 1. Boys Town Reservoir Number 3 | \$11,619,300 | 18.9% |
| 2. Newport Landing Lake | \$6,063,999 | 9.9% |
| 3. Shadow Lake | \$4,799,182 | 7.8% |
| 4. Candlewood Reservoir | \$3,725,000 | 6.1% |
| 5. Lake Maloney | \$3,557,000 | 5.8% |

Total Nebraska Home Market: \$61,318,331.

Most Homes Available

| | | |
|-----------------------------------|----|------|
| 1. Lake Maloney | 11 | 8.2% |
| 1. Papillion Creek Reservoir S-31 | 11 | 8.2% |
| 1. Shadow Lake | 11 | 8.2% |
| 4. Beaver Lake | 8 | 6.0% |
| 4. Boys Town Reservoir Number 3 | 8 | 6.0% |

Total Nebraska Home Listings: 134

Largest Land Markets

| | | |
|-------------------------|-------------|-------|
| 1. Lake Wanahoo | \$2,640,000 | 24.4% |
| 2. Newport Landing Lake | \$2,297,900 | 21.2% |
| 3. Beaver Lake | \$1,690,199 | 15.6% |
| 4. Wiebe Reservoir | \$1,188,000 | 11.0% |
| 5. Rainbow Lake | \$1,041,500 | 9.6% |

Total Nebraska Land Market: \$10,824,259.

Most Land Available

| | | |
|-------------------------|----|-------|
| 1. Beaver Lake | 36 | 32.7% |
| 2. Lake Wanahoo | 13 | 11.8% |
| 3. Newport Landing Lake | 10 | 9.1% |
| 4. Lake Maloney | 8 | 7.3% |
| 4. Rainbow Lake | 8 | 7.3% |

Total Nebraska Land Listings: 110

Average Home Price

| | |
|-----------------------------------|-----------|
| 1. Shadow Lake | \$436,289 |
| 2. Lake Maloney | \$323,364 |
| 3. Papillion Creek Reservoir S-31 | \$286,516 |

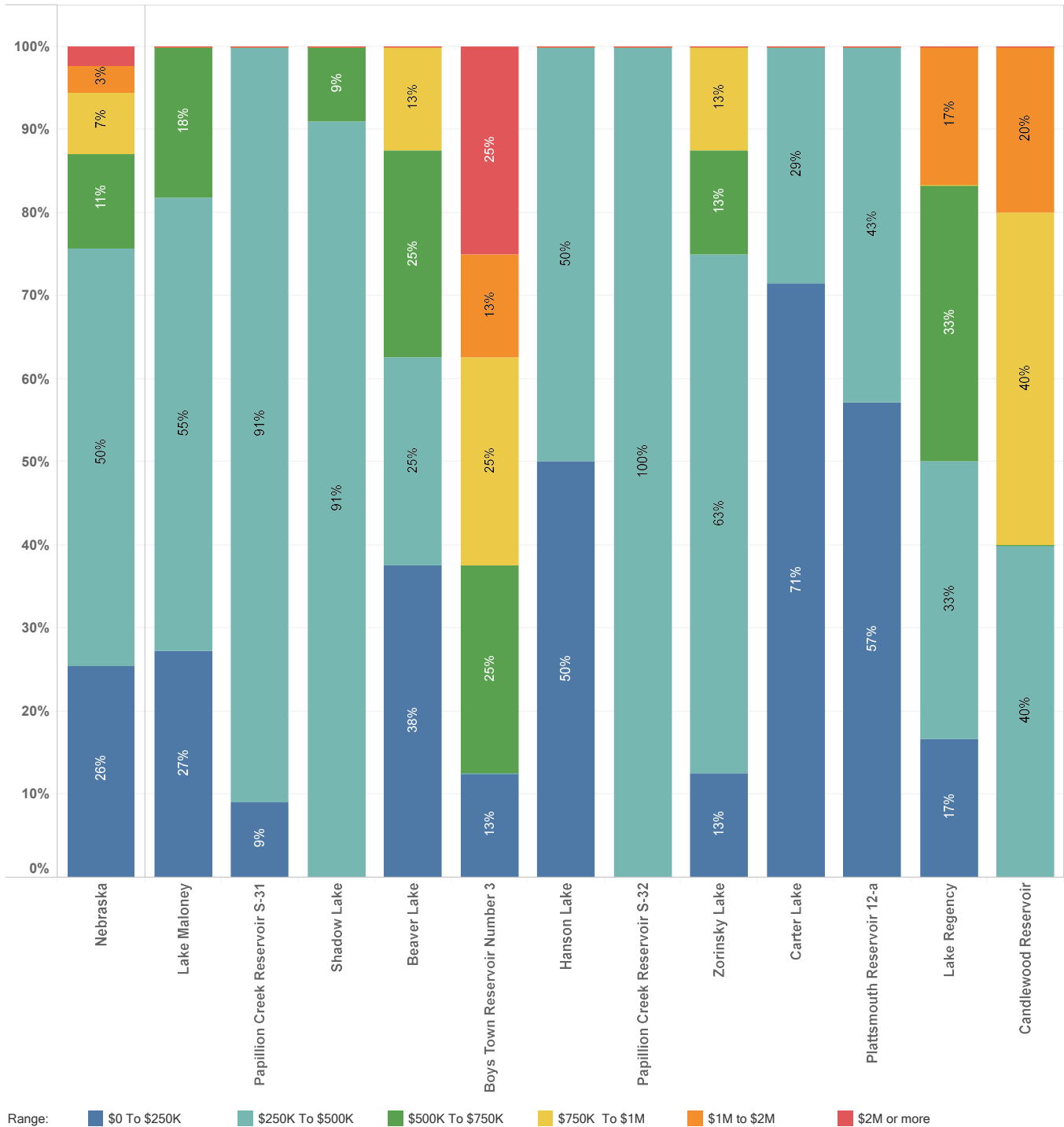
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

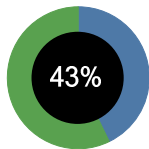
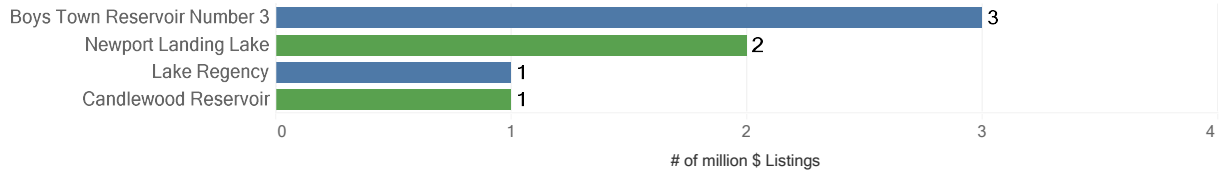
Price Breakdown by Percentage of Homes in the Nebraska Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2020Q1

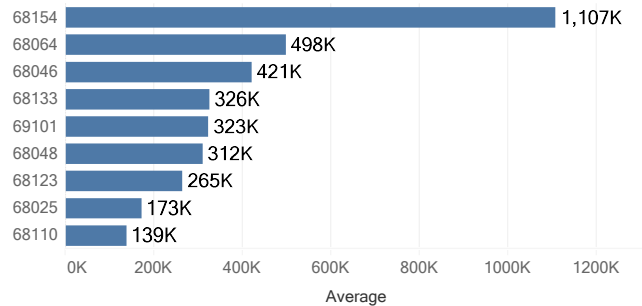


of \$1M+ Homes in Nebraska are on Boys Town Reservoir Number 3

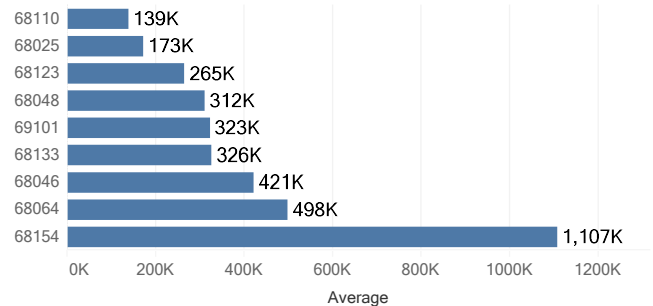
Total Number of \$1M+ Homes

7

Most Expensive ZIP Codes 2020Q1



Most Affordable ZIP Codes 2020Q1

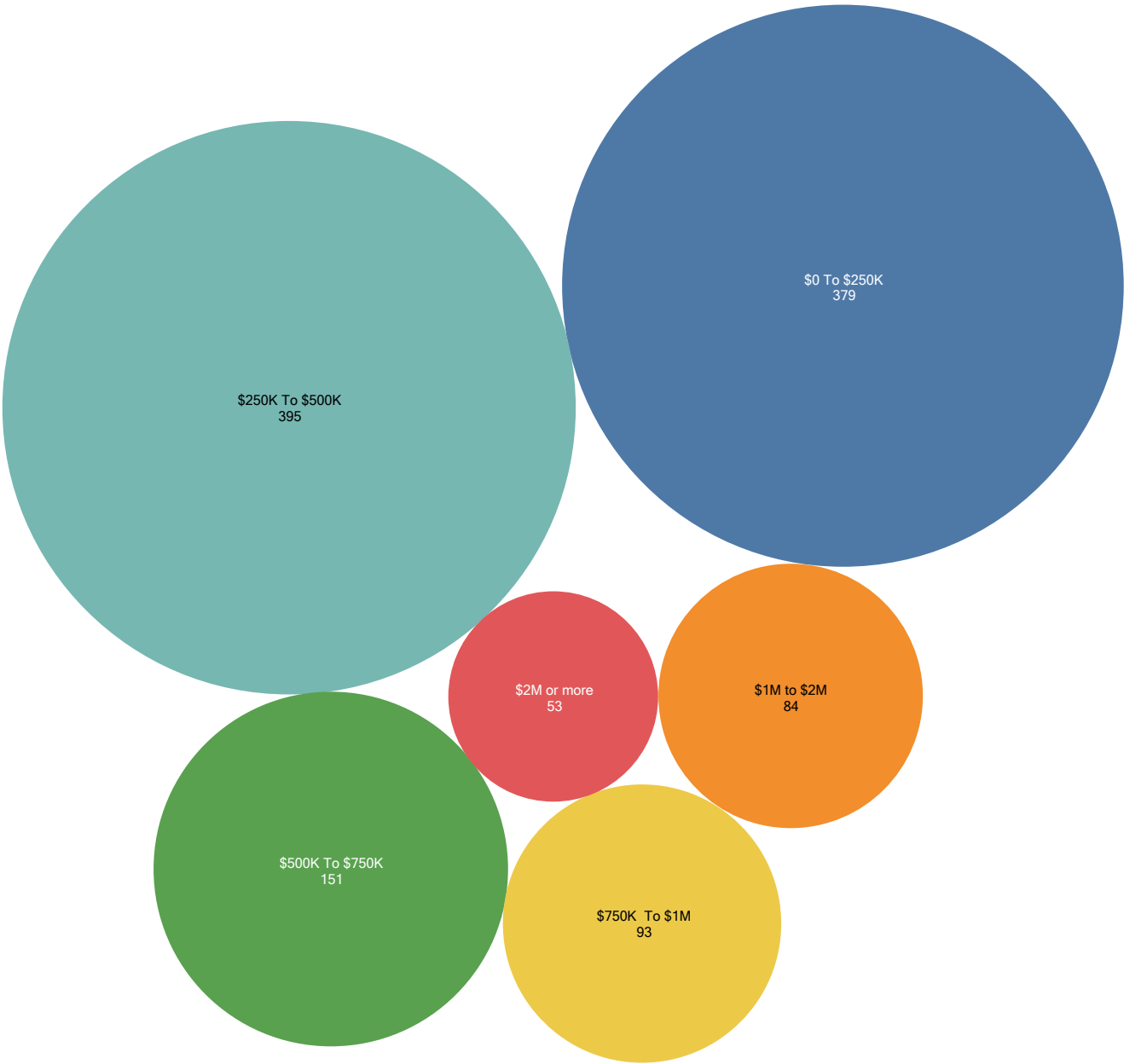


** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

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

NEW YORK

Price Breakdown by Number of Homes in the New York Market 2020Q1



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



New York

Great Sacandaga Lake replaced Chautauqua Lake in the Largest Markets list.

Largest Markets

| | | | | | |
|---------------------|---------------|-------|--------------------------|--------------|------|
| 1. Lake George | \$162,978,989 | 17.2% | 6. Canandaigua Lake | \$39,753,949 | 4.2% |
| 2. Lake Champlain* | \$119,179,220 | 12.6% | 7. Cayuga Lake | \$38,219,950 | 4.0% |
| 3. Skaneateles Lake | \$91,410,758 | 9.7% | 8. Keuka Lake | \$28,869,341 | 3.1% |
| 4. Lake Placid | \$49,795,445 | 5.3% | 9. Seneca Lake | \$27,227,999 | 2.9% |
| 5. Lake Ontario | \$48,904,271 | 5.2% | 10. Great Sacandaga Lake | \$21,156,200 | 2.2% |

Total New York Market: \$946,377,905.

Largest Home Markets

| | | |
|---------------------|---------------|-------|
| 1. Lake George | \$135,995,190 | 17.7% |
| 2. Lake Champlain* | \$89,933,322 | 11.7% |
| 3. Skaneateles Lake | \$83,584,858 | 10.9% |
| 4. Lake Placid | \$41,435,545 | 5.4% |
| 5. Lake Ontario | \$39,398,784 | 5.1% |
| 6. Canandaigua Lake | \$34,376,199 | 4.5% |
| 7. Cayuga Lake | \$29,166,600 | 3.8% |
| 8. Keuka Lake | \$22,882,641 | 3.0% |
| 9. Chautauqua Lake | \$18,712,299 | 2.4% |
| 10. Lake Erie | \$17,690,100 | 2.3% |

Total New York Home Market: \$767,803,451.

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Lake Champlain* | \$29,245,898 | 16.4% |
| 2. Lake George | \$26,983,799 | 15.1% |
| 3. Seneca Lake | \$9,590,799 | 5.4% |
| 4. Lake Ontario | \$9,505,487 | 5.3% |
| 5. Cayuga Lake | \$9,053,350 | 5.1% |
| 6. Lake Placid | \$8,359,900 | 4.7% |
| 7. Skaneateles Lake | \$7,825,900 | 4.4% |
| 8. Keuka Lake | \$5,986,700 | 3.4% |
| 9. Delaware River* | \$5,435,900 | 3.0% |
| 10. Canandaigua Lake | \$5,377,750 | 3.0% |

Total New York Land Market: \$178,574,454.

The average most affordable home is now over \$238,000, up from winter 2019 by over \$5,000.

Most Expensive Homes

| | |
|--------------------------------|-------------|
| 1. Skaneateles Lake | \$2,089,621 |
| 2. Lake George | \$1,152,502 |
| 3. Lake Placid | \$963,617 |
| 4. Fourth Lake | \$898,071 |
| 5. Lake Erie - Buffalo Area | \$687,820 |
| 6. Cayuga Lake | \$595,237 |
| 7. Schroon Lake | \$573,977 |
| 8. Lake Erie - Chautauqua Area | \$567,138 |
| 9. Chautauqua Lake | \$567,039 |
| 10. Keuka Lake | \$555,433 |

Most Affordable Homes

| | |
|----------------------------------|-----------|
| 1. Lake Ontario | \$238,514 |
| 2. Oneida Lake | \$272,288 |
| 3. Honeoye Lake | \$300,500 |
| 4. Lake Ontario - Watertown Area | \$342,327 |
| 5. Great Sacandaga Lake | \$362,460 |
| 6. Lake Ontario - Rochester Area | \$373,002 |
| 7. Seneca Lake | \$383,417 |
| 8. Indian Lake - Hamilton | \$414,915 |
| 9. Lake Champlain | \$447,241 |
| 10. Lake Ontario - Niagara Area | \$448,807 |

Most Listings

| | | | | | |
|--------------------------|-----|-------|-------------------------|-------|------|
| 1. Lake Champlain* | 259 | 12.7% | 6. Cayuga Lake | 92 | 4.5% |
| 2. Lake Ontario | 207 | 10.2% | 7. Great Sacandaga Lake | 80 | 3.9% |
| 3. Lake George | 198 | 9.7% | 8. Keuka Lake | 72 | 3.5% |
| 4. Oneida Lake | 102 | 5.0% | 8. Seneca Lake | 72 | 3.5% |
| 5. Canandaigua Lake | 93 | 4.6% | 10. Lake Placid | 51 | 2.5% |
| Total New York Listings: | | | | 2,038 | |

Most Homes Available

| | | |
|-------------------------|-----|-------|
| 1. Lake Champlain* | 150 | 11.9% |
| 2. Lake Ontario | 120 | 9.5% |
| 3. Lake George | 118 | 9.3% |
| 4. Canandaigua Lake | 65 | 5.1% |
| 5. Oneida Lake | 58 | 4.6% |
| 6. Cayuga Lake | 49 | 3.9% |
| 7. Great Sacandaga Lake | 46 | 3.6% |
| 7. Seneca Lake | 46 | 3.6% |
| 9. Lake Placid | 43 | 3.4% |
| 10. Keuka Lake | 42 | 3.3% |

Total New York Home Listings: 1,264

Most Land Available

| | | |
|-------------------------|-----|-------|
| 1. Lake Champlain* | 109 | 14.1% |
| 2. Lake Ontario | 87 | 11.2% |
| 3. Lake George | 80 | 10.3% |
| 4. Oneida Lake | 44 | 5.7% |
| 5. Cayuga Lake | 43 | 5.6% |
| 6. Great Sacandaga Lake | 34 | 4.4% |
| 7. Keuka Lake | 30 | 3.9% |
| 8. Canandaigua Lake | 28 | 3.6% |
| 9. Seneca Lake | 26 | 3.4% |
| 10. Schroon Lake | 21 | 2.7% |

Total New York Land Listings: 774

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|---------------------|-----------|
| 1. Lake George | \$126,182 |
| 2. Lake Champlain | \$102,423 |
| 3. Owasco Lake | \$84,962 |
| 4. Cayuga Lake | \$84,284 |
| 5. Oneida Lake | \$69,553 |
| 6. Keuka Lake | \$64,602 |
| 7. Canandaigua Lake | \$60,601 |

Listings of 10 Acres or More

| | |
|-------------------|----------|
| 1. Seneca Lake | \$13,098 |
| 2. Lake George | \$4,810 |
| 3. Lake Champlain | \$4,803 |

Most Affordable Land per Acre

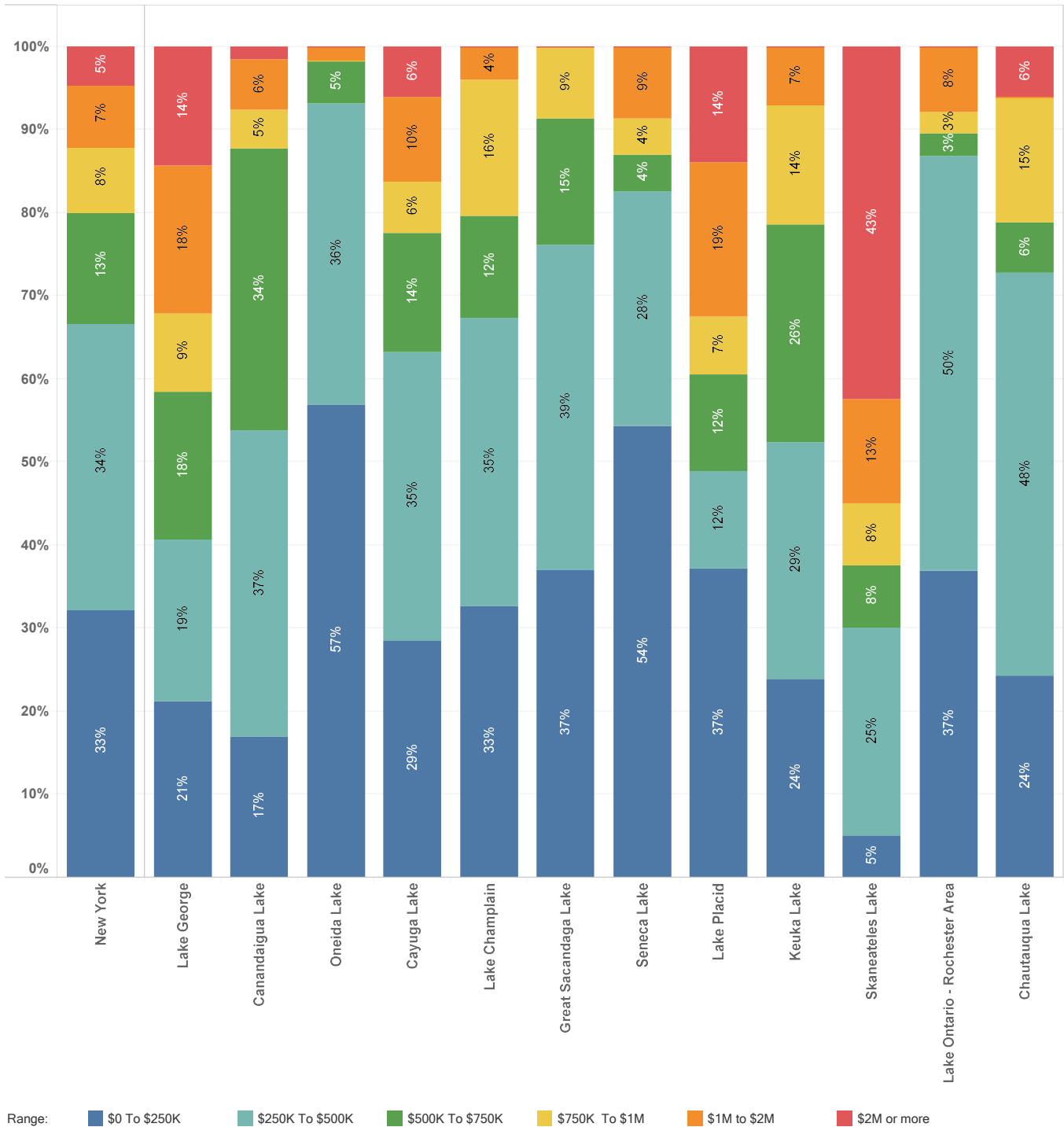
Listings of Less Than 10 Acres

| | |
|----------------------------------|----------|
| 1. Great Sacandaga Lake | \$20,017 |
| 2. Lake Ontario | \$22,548 |
| 3. Lake Ontario - Watertown Area | \$32,405 |
| 4. Lake Ontario - Rochester Area | \$34,704 |
| 5. Loon Lake - Chestertown | \$37,102 |
| 6. Seneca Lake | \$38,548 |
| 7. Schroon Lake | \$43,865 |

Listings of 10 Acres or More

| | |
|-------------------------|---------|
| 1. Great Sacandaga Lake | \$2,371 |
| 2. Oneida Lake | \$2,406 |
| 3. Keuka Lake | \$4,024 |

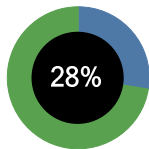
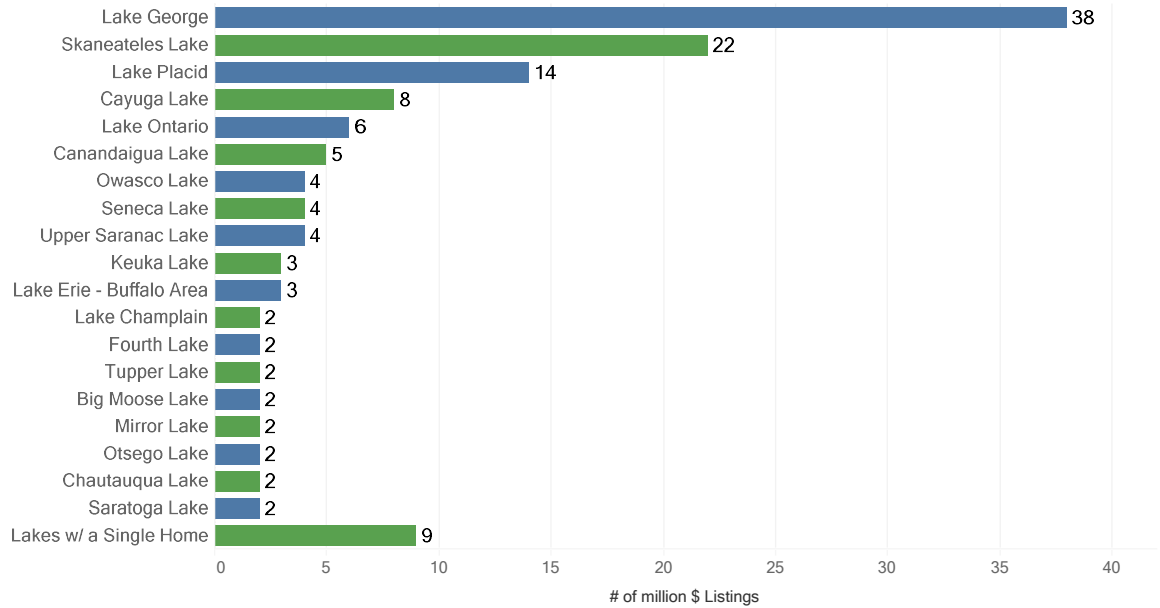
Price Breakdown by Percentage of Homes in the New York Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2020Q1

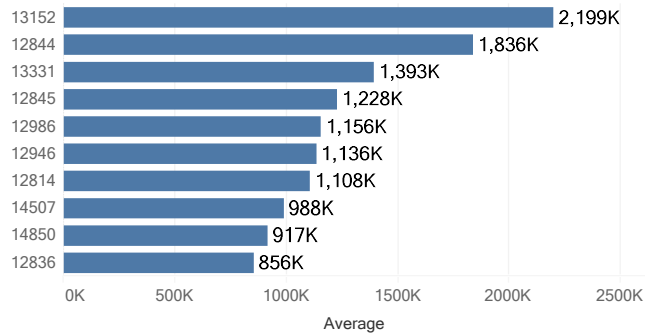


of \$1M+ Homes in New York are on Lake George

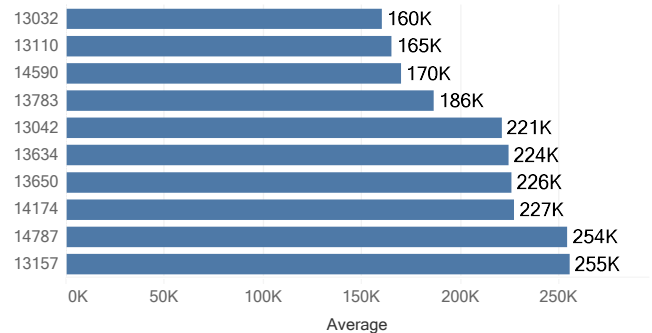
Total Number of \$1M+ Homes

137

Most Expensive ZIP Codes 2020Q1



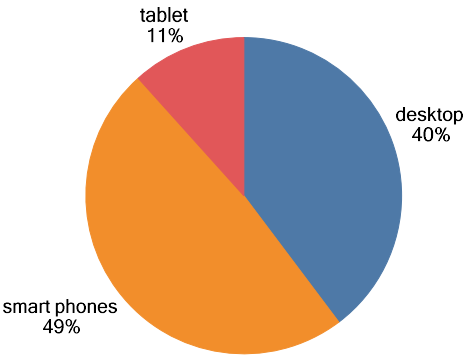
Most Affordable ZIP Codes 2020Q1



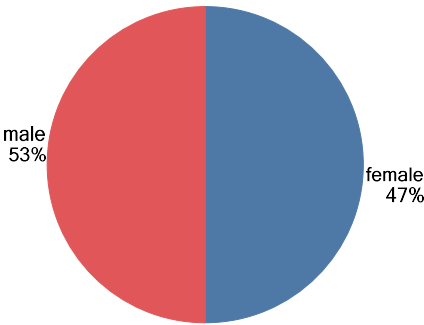
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping New York Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

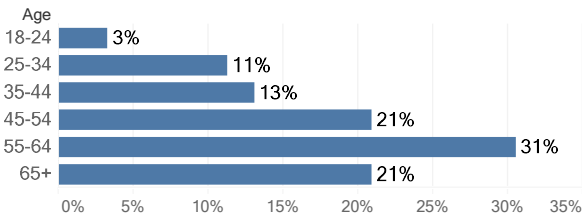


43% of potential buyers come from outside New York

Philadelphia

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

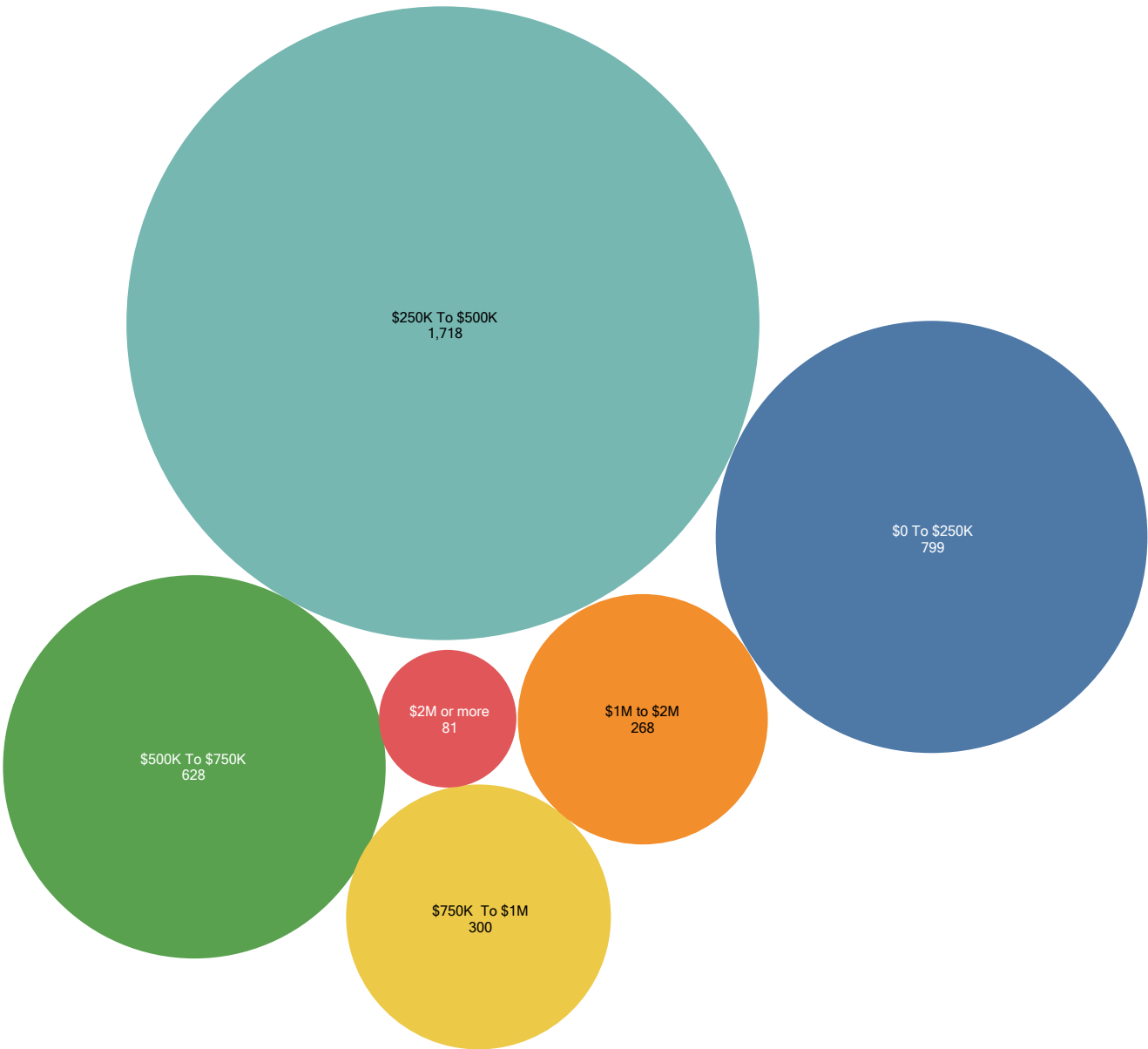
- Boston MA-Manchester, NH
- Hartford & New Haven, CT
- Washington DC (Hagerstown MD)
- Pittsburgh, PA
- Wilkes Barre-Scranton, PA
- Cleveland-Akron (Canton), OH
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL
- Los Angeles, CA



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NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2020Q1



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



LAKE HOMES REALTY
LAKEHOMES.COM

North Carolina

Lake Norman has over 30% of the value in the Largest Land Markets list.

Largest Markets

| | | | | | |
|-----------------|---------------|-------|-------------------|--------------|------|
| 1. Lake Norman | \$942,906,485 | 31.1% | 6. Chatuge Lake* | \$87,194,164 | 2.9% |
| 2. Lake Wylie* | \$485,502,907 | 16.1% | 7. High Rock Lake | \$86,376,562 | 2.9% |
| 3. Jordan Lake | \$192,840,255 | 6.4% | 8. Lake Toxaway | \$85,761,145 | 2.8% |
| 4. Lake Gaston* | \$121,085,363 | 4.0% | 9. Badin Lake | \$68,277,605 | 2.3% |
| 5. Lake Hickory | \$113,992,860 | 3.8% | 10. Lake James | \$67,556,483 | 2.2% |

Total North Carolina Market: \$3,033,565,206

Largest Home Markets

| | | |
|-------------------|---------------|-------|
| 1. Lake Norman | \$700,323,811 | 31.1% |
| 2. Lake Wylie* | \$396,296,011 | 17.6% |
| 3. Jordan Lake | \$157,200,963 | 7.0% |
| 4. Lake Hickory | \$82,170,712 | 3.7% |
| 5. Lake Gaston* | \$77,601,716 | 3.5% |
| 6. Chatuge Lake* | \$60,752,965 | 2.7% |
| 7. Lake Toxaway | \$58,089,200 | 2.6% |
| 8. Falls Lake | \$53,335,900 | 2.4% |
| 9. High Rock Lake | \$51,639,455 | 2.3% |
| 10. Badin Lake | \$47,155,450 | 2.1% |

Total North Carolina Home Market: \$2,248,866,596

Largest Land Markets

| | | |
|--------------------|---------------|-------|
| 1. Lake Norman | \$241,682,674 | 31.3% |
| 2. Lake Wylie* | \$89,206,896 | 11.5% |
| 3. Lake Gaston* | \$43,483,647 | 5.6% |
| 4. Jordan Lake | \$35,639,292 | 4.6% |
| 5. High Rock Lake | \$34,737,107 | 4.5% |
| 6. Lake James | \$33,571,699 | 4.3% |
| 7. Bear Creek Lake | \$28,933,300 | 3.7% |
| 8. Lake Hickory | \$28,872,148 | 3.7% |
| 9. Lake Toxaway | \$27,671,945 | 3.6% |
| 10. Lake Rhodhiss | \$21,567,536 | 2.8% |

Total North Carolina Land Market: \$772,816,810.

While Lake Norman is ranked first in the Largest Markets list, it ranks 9th in the Most Expensive Homes list.

Most Expensive Homes

| | |
|-------------------------|-------------|
| 1. MacGregor Downs Lake | \$1,332,008 |
| 2. Lake Toxaway | \$1,290,871 |
| 3. Falls Lake | \$1,185,242 |
| 4. Fontana Lake | \$977,042 |
| 5. Lake James | \$847,797 |
| 6. Beaver Lake | \$784,065 |
| 7. Belews Lake | \$682,709 |
| 8. Jordan Lake | \$667,962 |
| 9. Lake Norman | \$649,315 |
| 10. Lochmere Lake | \$630,880 |

Most Affordable Homes

| | |
|-------------------------|-----------|
| 1. Lake Rhodhiss | \$243,186 |
| 2. Lake Wackena | \$253,800 |
| 3. Lake Royale | \$281,000 |
| 4. Oak Hollow Lake | \$310,437 |
| 5. Bald Mountain Lake | \$322,752 |
| 6. Lake Junaluska | \$328,616 |
| 7. Mountain Island Lake | \$347,686 |
| 8. Lake Mackintosh | \$367,916 |
| 9. Lake Hickory | \$369,688 |
| 10. Ticoa Lake | \$384,664 |

Most Listings

| | | | | | |
|-------------------|-------|-------|------------------|-----|------|
| 1. Lake Norman | 1,781 | 20.6% | 6. Lake Rhodhiss | 400 | 4.6% |
| 2. Lake Wylie* | 1,282 | 14.9% | 7. Jordan Lake | 376 | 4.4% |
| 3. Lake Gaston* | 602 | 7.0% | 8. Chatuge Lake* | 266 | 3.1% |
| 4. Lake Hickory | 579 | 6.7% | 9. Badin Lake | 255 | 3.0% |
| 5. High Rock Lake | 534 | 6.2% | 10. Lake James | 221 | 2.6% |

Total North Carolina Listings:

8,637

Most Homes Available

| | | |
|-------------------------|-------|-------|
| 1. Lake Norman | 1,098 | 25.2% |
| 2. Lake Wylie* | 952 | 21.8% |
| 3. Jordan Lake | 236 | 5.4% |
| 4. Lake Hickory | 228 | 5.2% |
| 5. Lake Gaston* | 190 | 4.4% |
| 6. High Rock Lake | 138 | 3.2% |
| 7. Mountain Island Lake | 118 | 2.7% |
| 8. Badin Lake | 117 | 2.7% |
| 9. Chatuge Lake* | 108 | 2.5% |
| 10. Lake Tillery | 105 | 2.4% |

Total North Carolina Home Listings:

4,360

Most Land Available

| | | |
|-------------------|-----|-------|
| 1. Lake Norman | 682 | 16.0% |
| 2. Lake Gaston* | 412 | 9.7% |
| 3. High Rock Lake | 396 | 9.3% |
| 4. Lake Hickory | 349 | 8.2% |
| 5. Lake Wylie* | 330 | 7.7% |
| 6. Lake Rhodhiss | 301 | 7.1% |
| 7. Lake James | 180 | 4.2% |
| 8. Chatuge Lake* | 148 | 3.5% |
| 9. Jordan Lake | 140 | 3.3% |
| 10. Badin Lake | 138 | 3.2% |

Total North Carolina Land Listings:

4,262

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|-------------------------|-----------|
| 1. Enka Lake | \$355,072 |
| 2. Lake Norman | \$202,262 |
| 3. Lake Toxaway | \$185,632 |
| 4. Bear Creek Lake | \$160,161 |
| 5. Mountain Island Lake | \$151,925 |
| 6. Badin Lake | \$125,453 |
| 7. Eagle Lake | \$123,999 |
| 8. Atagahi Lake | \$118,606 |
| 9. Lake Wylie | \$110,349 |
| 10. Lake Tillery | \$108,345 |

Listings of 10 Acres or More

| | |
|-----------------|----------|
| 1. Lake Wylie | \$59,829 |
| 2. Lake Norman | \$32,433 |
| 3. Lake Gaston | \$27,997 |
| 4. Jordan Lake | \$18,965 |
| 5. Lake Toxaway | \$17,841 |
| 6. Lake Hickory | \$16,062 |
| 7. Fontana Lake | \$15,699 |
| 8. Lake Adger | \$15,576 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

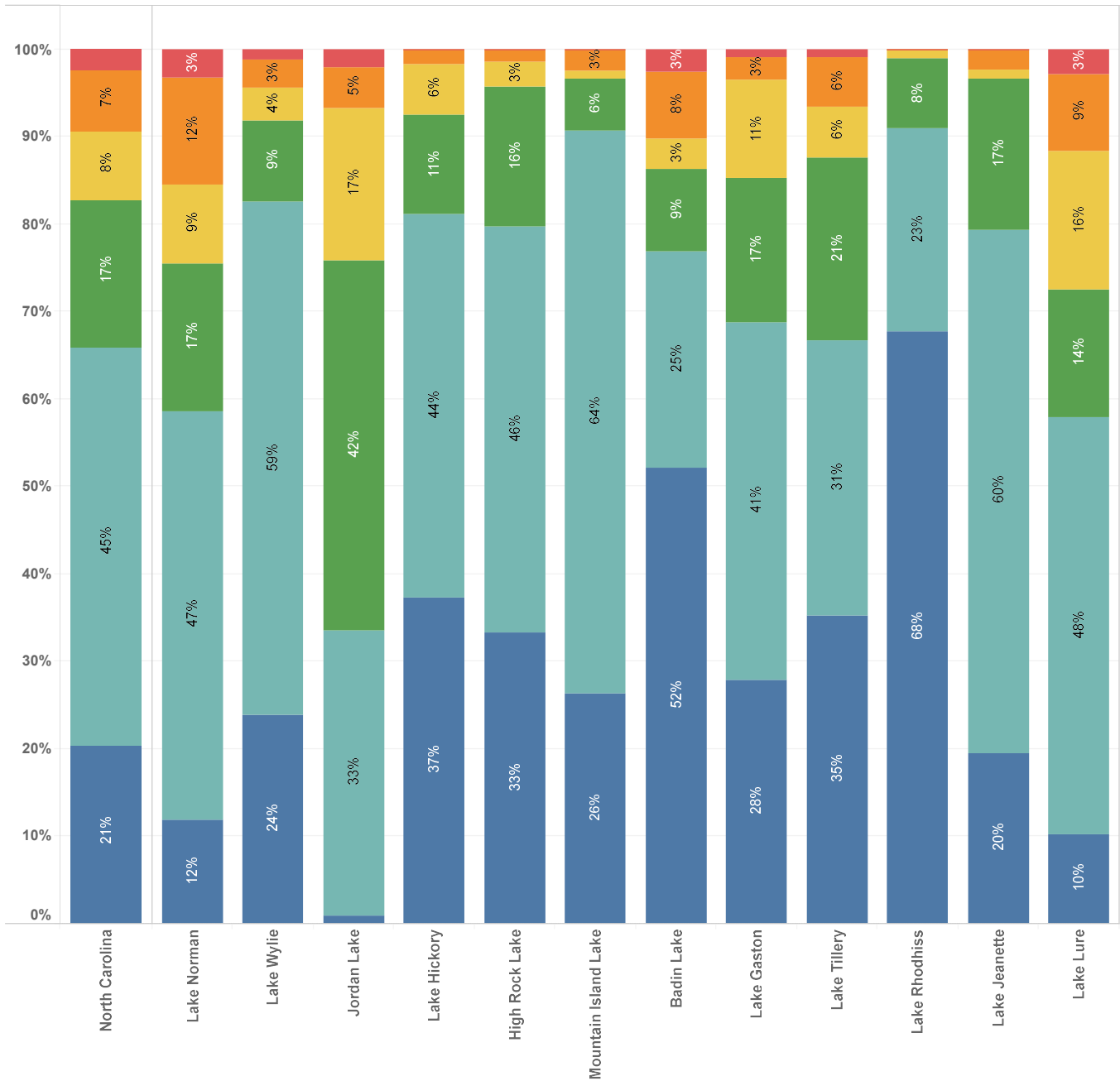
| | |
|---------------------------|----------|
| 1. Blewett Falls Lake | \$11,681 |
| 2. Lake Lookout | \$23,459 |
| 3. Lake Townsend | \$25,811 |
| 4. Lake Mayo | \$26,389 |
| 5. Hickory Nut Upper Lake | \$28,561 |
| 6. Bald Mountain Lake | \$31,284 |
| 7. Hickory Nut Lower Lake | \$31,461 |
| 8. Lake Adger | \$33,387 |
| 9. Hiwassee Lake | \$35,602 |
| 10. Roanoke Rapids Lake | \$35,750 |

Listings of 10 Acres or More

| | |
|------------------------|----------|
| 1. Roanoke Rapids Lake | \$3,705 |
| 2. Lake Michie | \$4,714 |
| 3. Lake Rhodhiss | \$6,500 |
| 4. High Rock Lake | \$8,631 |
| 5. Lake James | \$8,689 |
| 6. Lake Tillery | \$8,817 |
| 7. Badin Lake | \$14,149 |

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

Price Breakdown by Percentage of Homes in the North Carolina Market 2020Q1



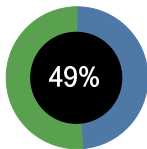
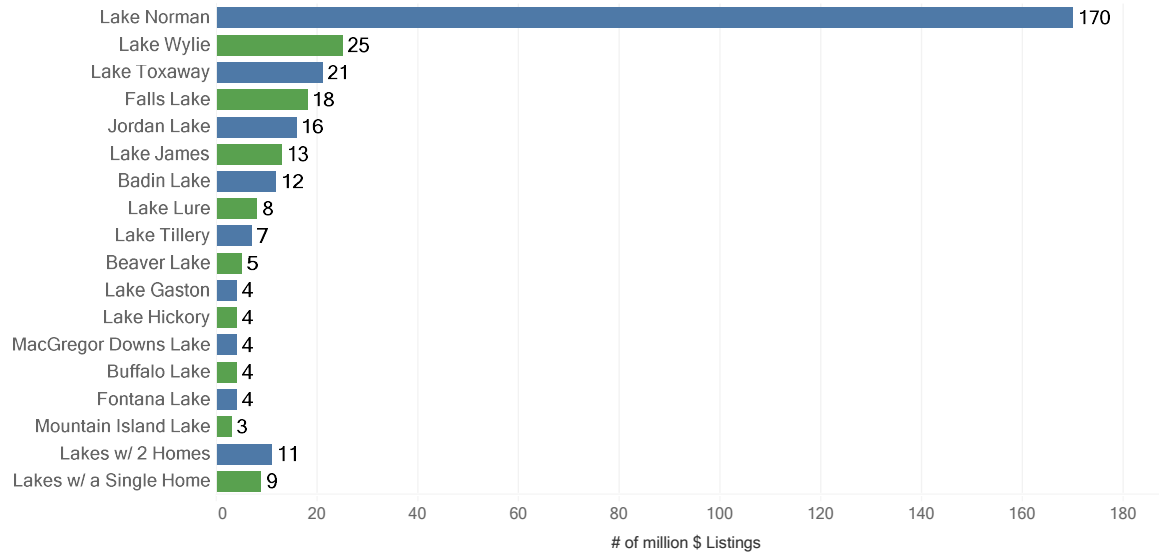
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
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Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2020Q1

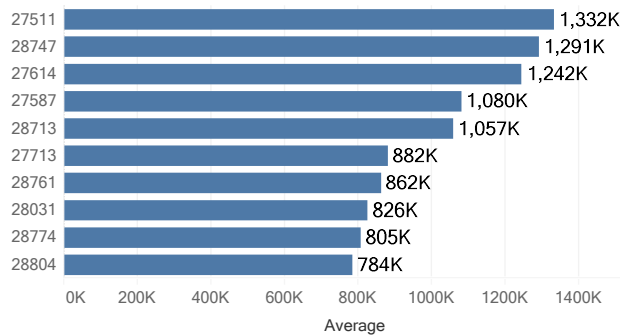


of \$1M+ Homes in North Carolina are on Lake Norman

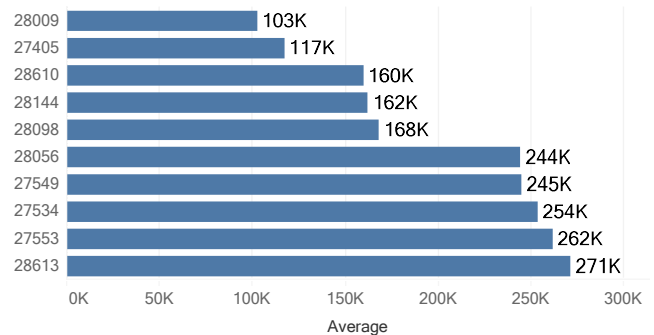
Total Number of \$1M+ Homes

349

Most Expensive ZIP Codes 2020Q1



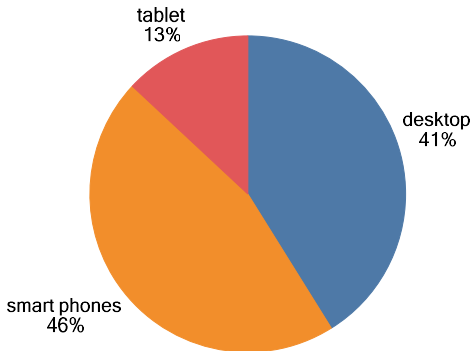
Most Affordable ZIP Codes 2020Q1



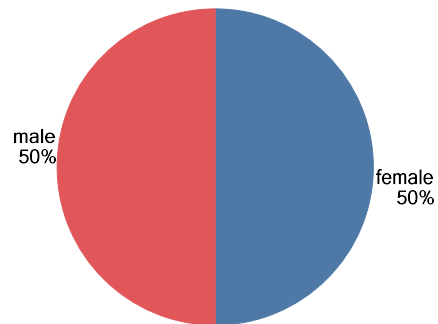
LAKE HOMES REALTY
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Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1



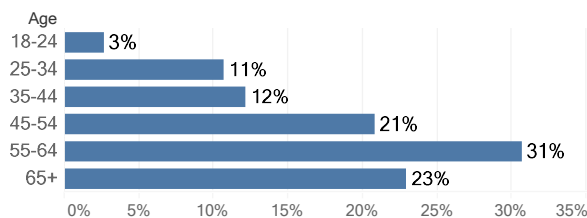
61%

of potential buyers come from outside North Carolina

New York,

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

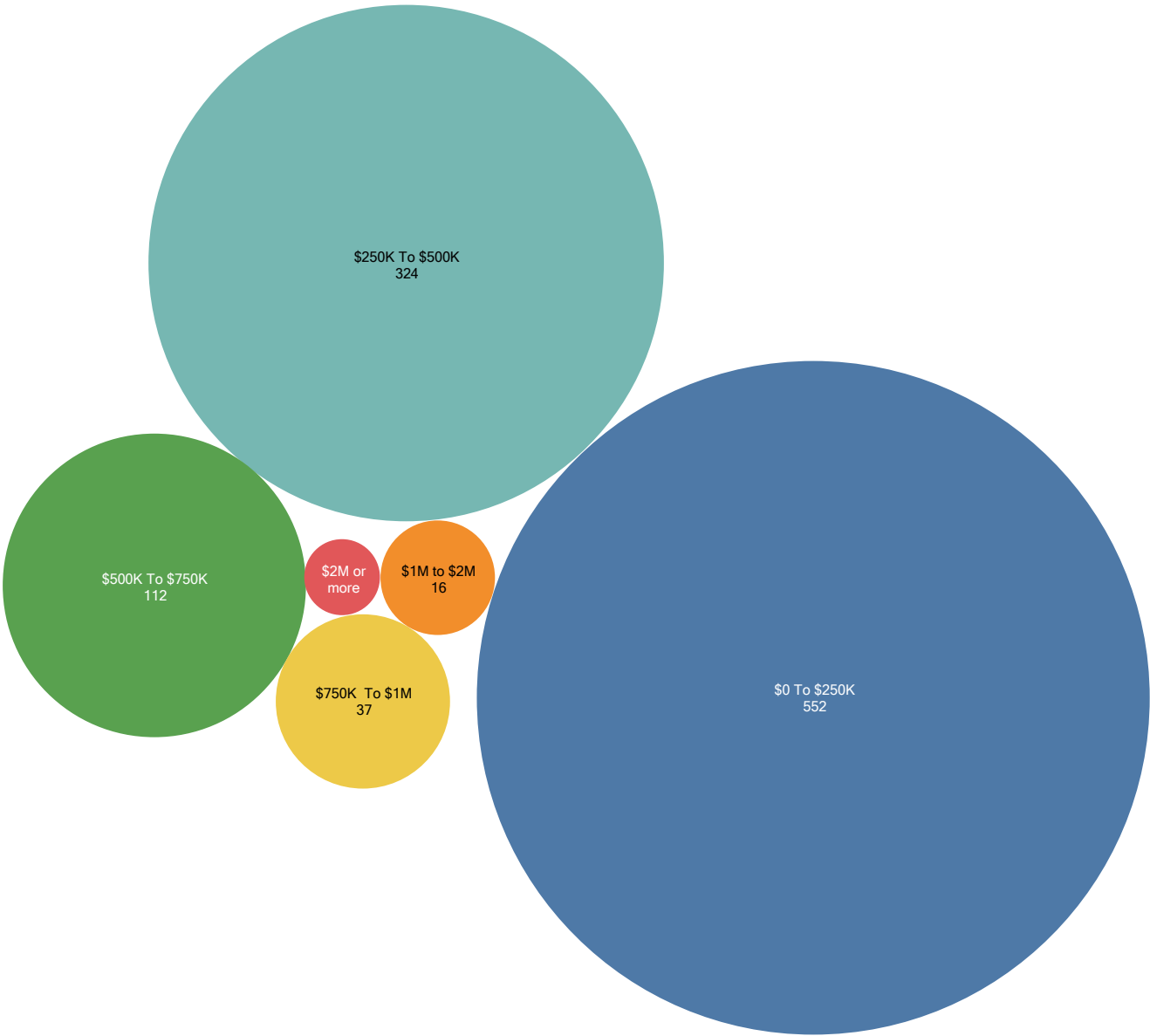
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Greenville-Spartanburg-Asheville-Anderson
- Norfolk-Portsmouth-Newport News, VA
- Philadelphia, PA
- Chicago, IL
- Boston MA-Manchester, NH
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL



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OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2020Q1



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



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Oklahoma

Grand Lake ranks 1st in the
Largest Markets list and 3rd in the
Largest Land Markets list.

Largest Markets

| | | | | | |
|---------------------|---------------|-------|--------------------|--------------|------|
| 1. Grand Lake | \$194,342,065 | 36.4% | 6. Tenkiller Lake | \$22,332,278 | 4.2% |
| 2. Lake Texoma* | \$93,675,019 | 17.6% | 7. Keystone Lake | \$21,810,325 | 4.1% |
| 3. Lake Eufaula | \$90,888,441 | 17.0% | 8. Lake Hudson | \$19,690,500 | 3.7% |
| 4. Skiatook Lake | \$30,464,599 | 5.7% | 9. Oologah Lake | \$19,460,400 | 3.6% |
| 5. Fort Gibson Lake | \$22,659,330 | 4.2% | 10. Lake Claremore | \$8,265,494 | 1.6% |

Total Oklahoma Market: \$533,233,026.

Largest Home Markets

| | | |
|---------------------|---------------|-------|
| 1. Grand Lake | \$166,512,866 | 44.9% |
| 2. Lake Eufaula | \$57,773,190 | 15.6% |
| 3. Lake Texoma* | \$54,532,324 | 14.7% |
| 4. Tenkiller Lake | \$16,857,928 | 4.5% |
| 5. Fort Gibson Lake | \$16,826,330 | 4.5% |
| 6. Skiatook Lake | \$15,429,899 | 4.2% |
| 7. Lake Hudson | \$12,243,750 | 3.3% |
| 8. Keystone Lake | \$9,995,800 | 2.7% |
| 9. Oologah Lake | \$8,825,900 | 2.4% |
| 10. Lake Claremore | \$6,952,799 | 1.9% |

Total Oklahoma Home Market: \$370,904,686.

Largest Land Markets

| | | |
|---------------------|--------------|-------|
| 1. Lake Texoma* | \$32,859,295 | 24.2% |
| 2. Lake Eufaula | \$29,112,952 | 21.5% |
| 3. Grand Lake | \$25,865,199 | 19.1% |
| 4. Skiatook Lake | \$13,974,700 | 10.3% |
| 5. Oologah Lake | \$10,434,500 | 7.7% |
| 6. Keystone Lake | \$7,785,025 | 5.7% |
| 7. Lake Hudson | \$4,876,850 | 3.6% |
| 8. Fort Gibson Lake | \$3,774,000 | 2.8% |
| 9. Tenkiller Lake | \$3,534,350 | 2.6% |
| 10. Copan Lake | \$1,673,600 | 1.2% |

Total Oklahoma Land Market: \$135,526,441.

The average price of the most
affordable home in the Most
Affordable Homes list has fallen by
over \$66,000 (29.7%) from winter
2019.

Most Expensive Homes

| | |
|-------------------|-----------|
| 1. Grand Lake | \$477,780 |
| 2. Lake Texoma | \$435,637 |
| 3. Lake Claremore | \$331,086 |
| 4. Skiatook Lake | \$325,672 |
| 5. Lake Eufaula | \$309,109 |

Most Affordable Homes

| | |
|---------------------|-----------|
| 1. Fort Gibson Lake | \$157,420 |
| 2. Keystone Lake | \$250,630 |
| 3. Oologah Lake | \$263,997 |
| 4. Lake Hudson | \$267,476 |
| 5. Tenkiller Lake | \$278,404 |

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

Most Listings

| | | | | | |
|-------------------|-----|-------|---------------------|-----|------|
| 1. Grand Lake | 558 | 22.9% | 6. Fort Gibson Lake | 149 | 6.1% |
| 2. Lake Eufaula | 500 | 20.5% | 7. Keystone Lake | 131 | 5.4% |
| 3. Lake Texoma* | 488 | 20.0% | 8. Lake Hudson | 117 | 4.8% |
| 4. Tenkiller Lake | 178 | 7.3% | 9. Oologah Lake | 75 | 3.1% |
| 5. Skiatook Lake | 153 | 6.3% | 10. Lake Claremore | 32 | 1.3% |

Total Oklahoma Listings: 2,441

Most Homes Available

| | | |
|---------------------|-----|-------|
| 1. Grand Lake | 367 | 32.1% |
| 2. Lake Eufaula | 219 | 19.1% |
| 3. Lake Texoma* | 156 | 13.6% |
| 4. Fort Gibson Lake | 119 | 10.4% |
| 5. Tenkiller Lake | 66 | 5.8% |
| 6. Lake Hudson | 49 | 4.3% |
| 7. Skiatook Lake | 48 | 4.2% |
| 8. Keystone Lake | 46 | 4.0% |
| 9. Oologah Lake | 34 | 3.0% |
| 10. Lake Claremore | 21 | 1.8% |

Total Oklahoma Home Listings: 1,145

Most Land Available

| | | |
|---------------------|-----|-------|
| 1. Lake Texoma* | 314 | 25.7% |
| 2. Lake Eufaula | 267 | 21.8% |
| 3. Grand Lake | 188 | 15.4% |
| 4. Tenkiller Lake | 108 | 8.8% |
| 5. Skiatook Lake | 102 | 8.3% |
| 6. Keystone Lake | 75 | 6.1% |
| 7. Lake Hudson | 61 | 5.0% |
| 8. Oologah Lake | 40 | 3.3% |
| 9. Fort Gibson Lake | 24 | 2.0% |
| 10. Copan Lake | 19 | 1.6% |

Total Oklahoma Land Listings: 1,224

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|------------------|----------|
| 1. Grand Lake | \$97,776 |
| 2. Lake Eufaula | \$62,277 |
| 3. Lake Texoma | \$54,156 |
| 4. Skiatook Lake | \$40,386 |
| 5. Copan Lake | \$36,807 |

Listings of 10 Acres or More

| | |
|---------------------|----------|
| 1. Grand Lake | \$10,560 |
| 2. Skiatook Lake | \$6,695 |
| 3. Keystone Lake | \$5,124 |
| 4. Fort Gibson Lake | \$5,052 |

Most Affordable Land per Acre

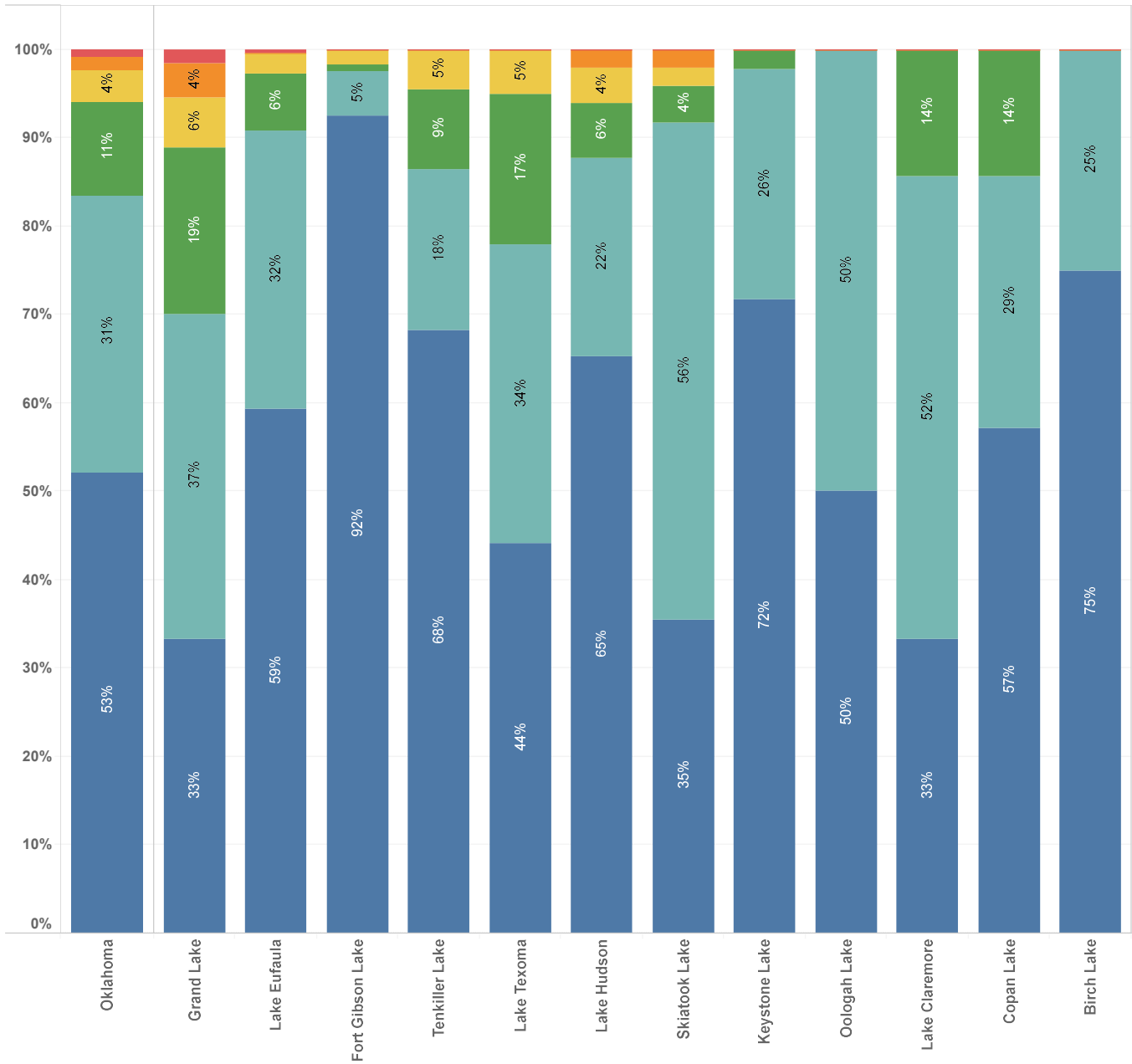
Listings of Less Than 10 Acres

| | |
|---------------------|----------|
| 1. Oologah Lake | \$19,000 |
| 2. Fort Gibson Lake | \$21,375 |
| 3. Tenkiller Lake | \$23,073 |
| 4. Keystone Lake | \$25,303 |
| 5. Lake Hudson | \$31,779 |

Listings of 10 Acres or More

| | |
|-------------------|---------|
| 1. Tenkiller Lake | \$2,964 |
| 2. Lake Hudson | \$3,136 |
| 3. Lake Eufaula | \$3,600 |
| 4. Oologah Lake | \$3,602 |

Price Breakdown by Percentage of Homes in the Oklahoma Market 2020Q1



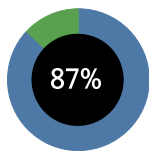
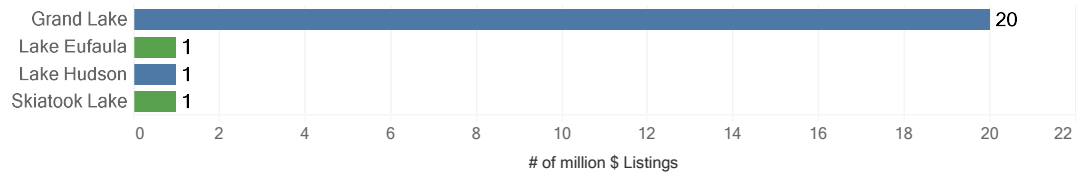
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2020Q1

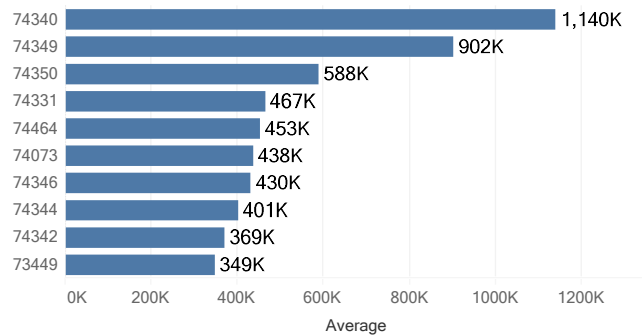


of \$1M+ Homes in Oklahoma are on Grand Lake

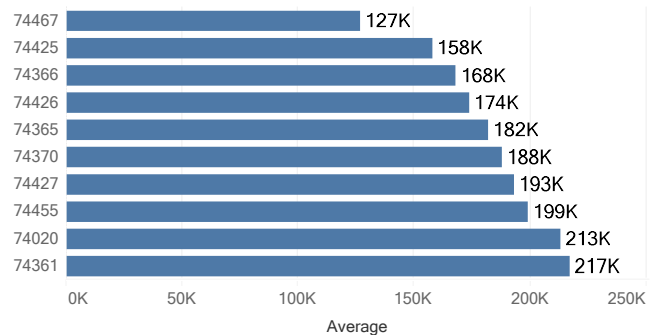
Total Number of \$1M+ Homes

23

Most Expensive ZIP Codes 2020Q1



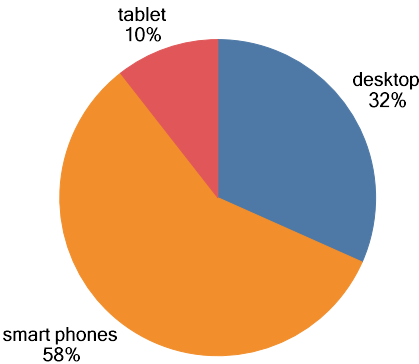
Most Affordable ZIP Codes 2020Q1



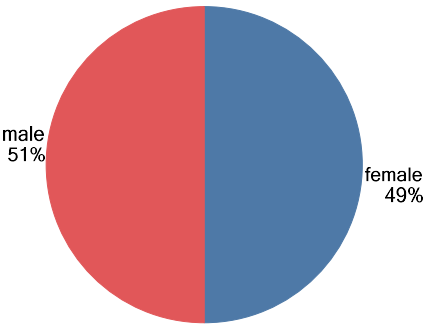
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Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

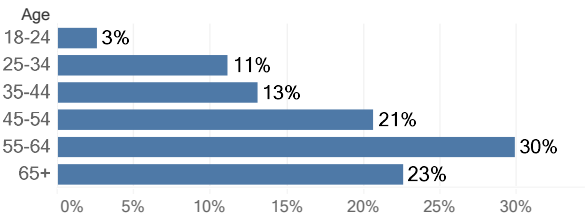


59% of potential buyers come from outside Oklahoma

Dallas-Ft. Worth

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

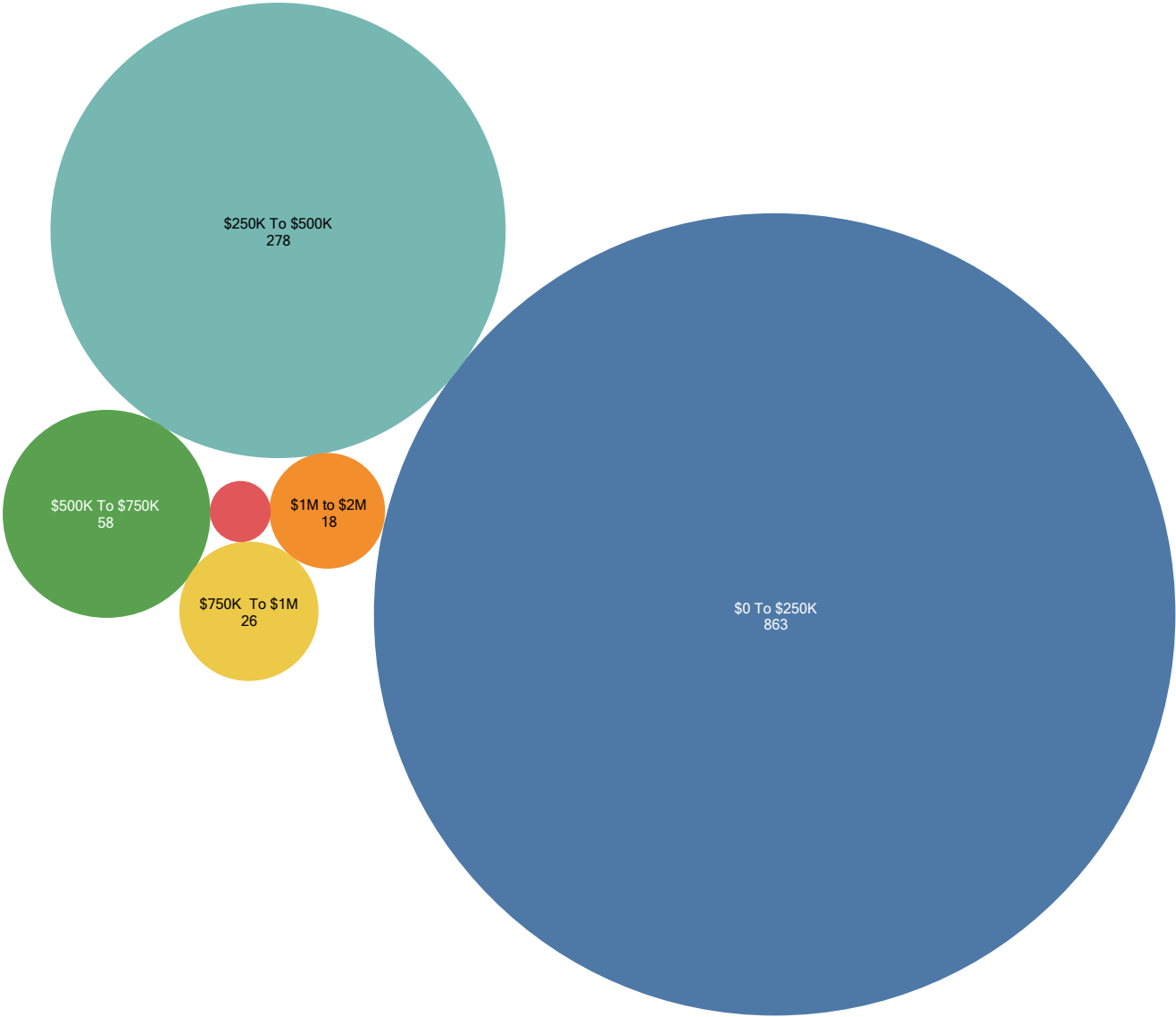
- Kansas City, MO
- Wichita-Hutchinson, KS
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Denver, CO
- Los Angeles, CA
- Chicago, IL
- Houston, TX
- Austin, TX
- Joplin MO-Pittsburg, KS



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PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2020Q1



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



Pennsylvania

Lake Wallenpaupack has over 2 times the total market value of No. 2 Lake Naomi in the Largest Markets list.

Largest Markets

| | | | | | |
|------------------------------|--------------|-------|--------------------------|--------------|------|
| 1. Lake Wallenpaupack | \$56,690,551 | 15.3% | 6. Roamingwood Lake | \$13,004,398 | 3.5% |
| 2. Lake Naomi | \$26,729,687 | 7.2% | 7. Arrowhead Lakes | \$10,919,451 | 2.9% |
| 3. Lake Erie | \$26,550,999 | 7.2% | 8. Indian Mountain Lakes | \$10,289,435 | 2.8% |
| 4. Lake Harmony - Split Rock | \$22,611,160 | 6.1% | 9. Delaware River* | \$9,673,800 | 2.6% |
| 5. Westcolang Lake | \$13,546,144 | 3.7% | 10. Pocono Country Place | \$8,930,722 | 2.4% |

Total Pennsylvania Market: \$370,870,825.

Largest Home Markets

| | | |
|------------------------------|--------------|-------|
| 1. Lake Wallenpaupack | \$53,147,124 | 16.4% |
| 2. Lake Erie | \$24,400,199 | 7.5% |
| 3. Lake Naomi | \$23,874,899 | 7.4% |
| 4. Lake Harmony - Split Rock | \$19,584,740 | 6.0% |
| 5. Roamingwood Lake | \$12,935,998 | 4.0% |
| 6. Westcolang Lake | \$12,708,845 | 3.9% |
| 7. Arrowhead Lakes | \$10,086,187 | 3.1% |
| 8. Indian Mountain Lakes | \$9,685,398 | 3.0% |
| 9. Pocono Country Place | \$8,055,022 | 2.5% |
| 10. Conneaut Lake | \$8,038,630 | 2.5% |

Total Pennsylvania Home Market: \$324,181,330.

Largest Land Markets

| | | |
|------------------------------|-------------|-------|
| 1. Delaware River* | \$5,435,900 | 11.6% |
| 2. Lake Wallenpaupack | \$3,543,427 | 7.6% |
| 3. Deer Lake - Paupack Twp | \$3,250,000 | 7.0% |
| 4. Lake Harmony - Split Rock | \$3,026,420 | 6.5% |
| 5. Lake Naomi | \$2,854,788 | 6.1% |
| 6. Lake Erie | \$2,150,800 | 4.6% |
| 7. Greenwood Acres | \$1,749,000 | 3.7% |
| 8. Edinboro Lake | \$1,561,400 | 3.3% |
| 9. Lake Como | \$1,190,000 | 2.5% |
| 10. Lewis Lake - Herrick Twp | \$996,500 | 2.1% |

Total Pennsylvania Land Market: \$46,689,495.

All homes in the Most Affordable Homes list are under \$200,000 - making Pennsylvania one of the most affordable places to purchase lake homes.

Most Expensive Homes

| | |
|------------------------------|-----------|
| 1. Lake Wallenpaupack | \$413,273 |
| 2. Lake Meade | \$389,185 |
| 3. Lake Naomi | \$378,967 |
| 4. Lake Erie | \$353,193 |
| 5. Lake Harmony - Split Rock | \$310,869 |
| 6. Bear Creek Lake | \$281,090 |
| 7. Conneaut Lake | \$269,094 |
| 8. Westcolang Lake | \$264,768 |
| 9. Big Boulder Lake | \$252,546 |
| 10. Edinboro Lake | \$250,436 |

Most Affordable Homes

| | |
|--------------------------|-----------|
| 1. Canadohta Lake | \$86,309 |
| 2. Pymatuning Lake | \$111,939 |
| 3. Pocono Country Place | \$113,451 |
| 4. Winona Lakes | \$131,587 |
| 5. Brier Crest Woods | \$138,485 |
| 6. Arrowhead Lakes | \$152,821 |
| 7. Indian Mountain Lakes | \$153,736 |
| 8. Locust Lake | \$156,723 |
| 9. Big Bass Lake | \$184,261 |
| 10. Towamensing Trails | \$191,867 |

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

Most Listings

| | | | | | |
|--------------------------|-----|-------|------------------------------|----|------|
| 1. Lake Wallenpaupack | 232 | 10.6% | 6. Lake Erie | 86 | 3.9% |
| 2. Towamensing Trails | 120 | 5.5% | 7. Lake Harmony - Split Rock | 84 | 3.8% |
| 3. Arrowhead Lakes | 116 | 5.3% | 8. Pocono Country Place | 81 | 3.7% |
| 4. Indian Mountain Lakes | 114 | 5.2% | 9. Westcolang Lake | 80 | 3.7% |
| 5. Lake Naomi | 91 | 4.2% | 10. Roamingwood Lake | 68 | 3.1% |

Total Pennsylvania Listings:

2,188

Most Homes Available

| | | |
|------------------------------|-----|-------|
| 1. Lake Wallenpaupack | 132 | 10.5% |
| 2. Pocono Country Place | 71 | 5.7% |
| 3. Lake Erie | 70 | 5.6% |
| 4. Arrowhead Lakes | 66 | 5.3% |
| 5. Indian Mountain Lakes | 63 | 5.0% |
| 5. Lake Harmony - Split Rock | 63 | 5.0% |
| 5. Lake Naomi | 63 | 5.0% |
| 8. Roamingwood Lake | 59 | 4.7% |
| 9. Westcolang Lake | 48 | 3.8% |
| 10. Towamensing Trails | 37 | 2.9% |

Total Pennsylvania Home Listings:

1,255

Most Land Available

| | | |
|--------------------------|-----|-------|
| 1. Lake Wallenpaupack | 100 | 10.7% |
| 2. Towamensing Trails | 83 | 8.9% |
| 3. Indian Mountain Lakes | 51 | 5.5% |
| 4. Arrowhead Lakes | 50 | 5.4% |
| 4. Walker Lake | 50 | 5.4% |
| 6. Westcolang Lake | 32 | 3.4% |
| 7. Lake Naomi | 28 | 3.0% |
| 8. Locust Lake | 27 | 2.9% |
| 8. Tink Wig Lake | 27 | 2.9% |
| 10. Big Bass Lake | 26 | 2.8% |

Total Pennsylvania Land Listings:

933

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|------------------------------|-----------|
| 1. Lake Naomi | \$183,943 |
| 2. Fawn Lake | \$111,862 |
| 3. Lake Harmony - Split Rock | \$88,796 |
| 4. Edinboro Lake | \$65,683 |
| 5. Lake Erie | \$62,179 |
| 6. Locust Lake | \$49,644 |
| 7. Bear Creek Lake | \$45,554 |
| 8. Stillwater Lake | \$45,124 |
| 9. Westcolang Lake | \$33,776 |
| 10. Lake Wallenpaupack | \$31,089 |

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

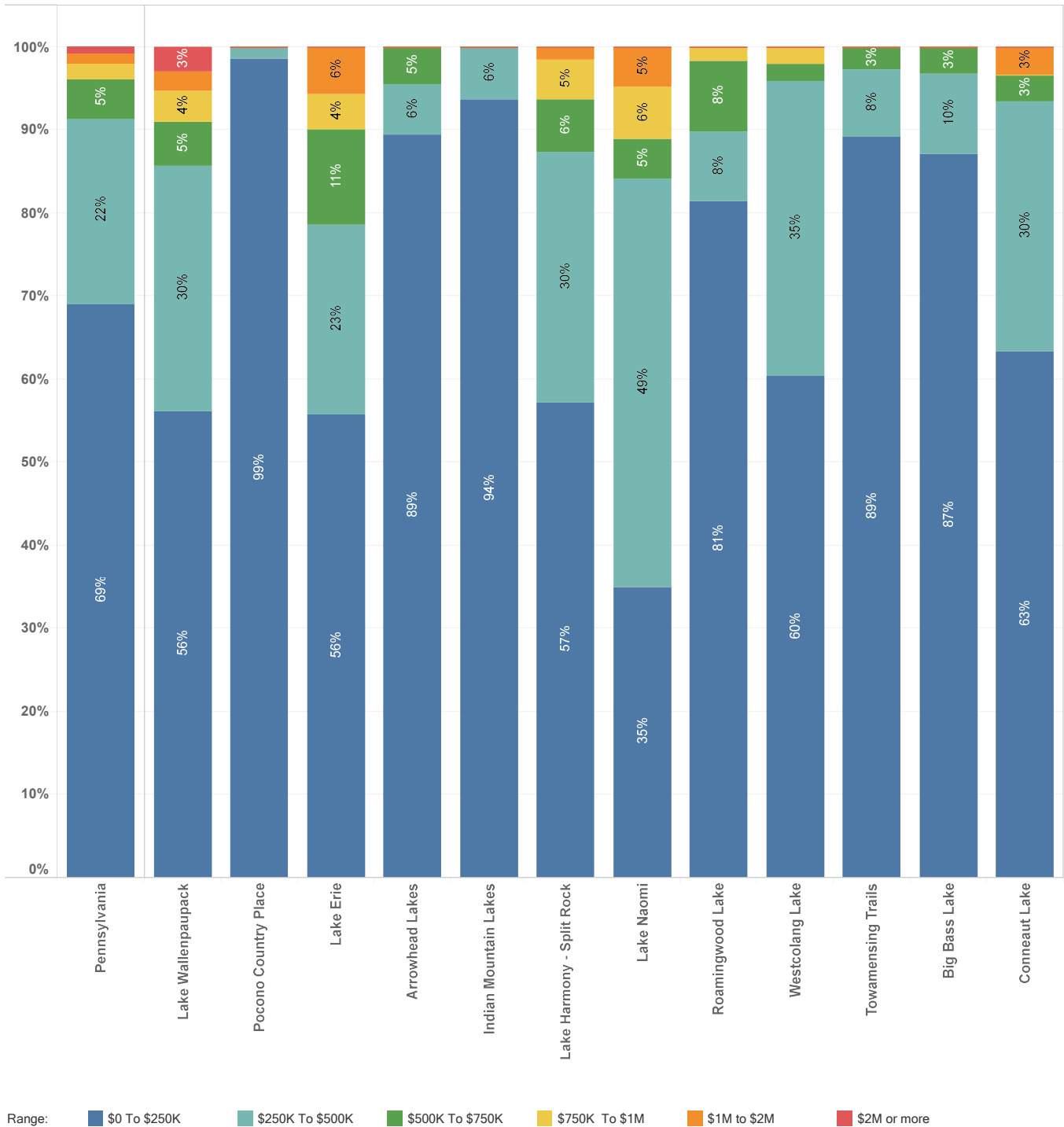
| | |
|--------------------------|----------|
| 1. Tink Wig Lake | \$9,934 |
| 2. Indian Mountain Lakes | \$14,189 |
| 3. Holiday Pocono | \$19,117 |
| 4. Towamensing Trails | \$19,451 |
| 5. Emerald Lakes | \$19,697 |
| 6. Walker Lake | \$23,796 |
| 7. Woodledge Lake | \$25,178 |
| 8. Pines Lake | \$25,756 |
| 9. Crystal Lake | \$26,623 |
| 10. Brier Crest Woods | \$27,452 |

Listings of 10 Acres or More

**

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

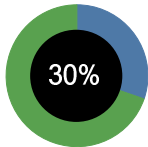
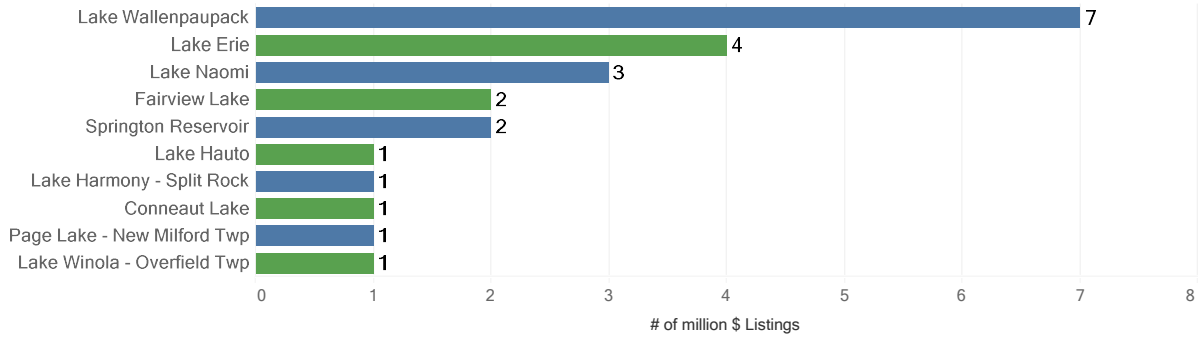
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2020Q1



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Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2020Q1

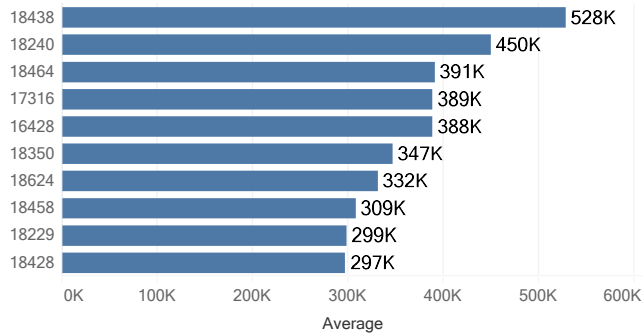


of \$1M+ Homes in Pennsylvania are on Lake Wallenpaupack

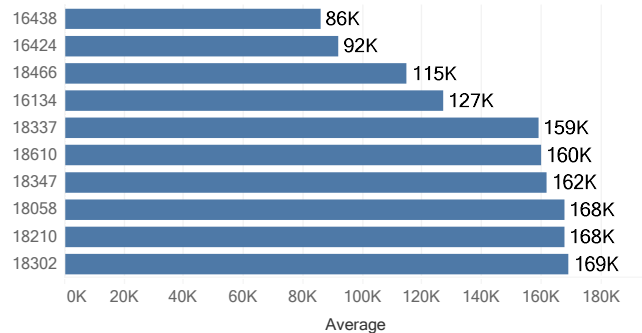
Total Number of \$1M+ Homes

23

Most Expensive ZIP Codes 2020Q1



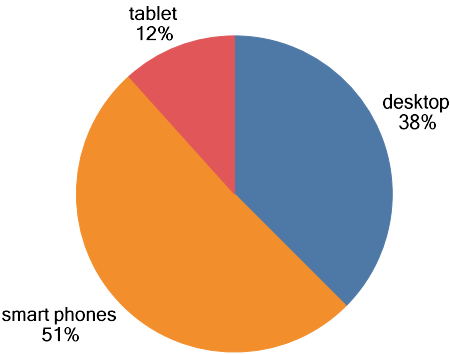
Most Affordable ZIP Codes 2020Q1



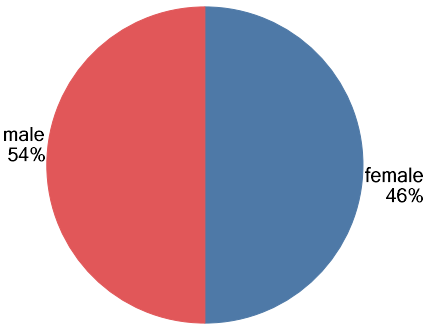
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Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

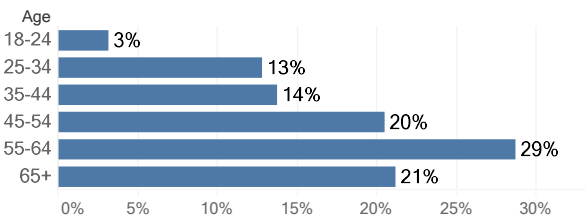


58% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

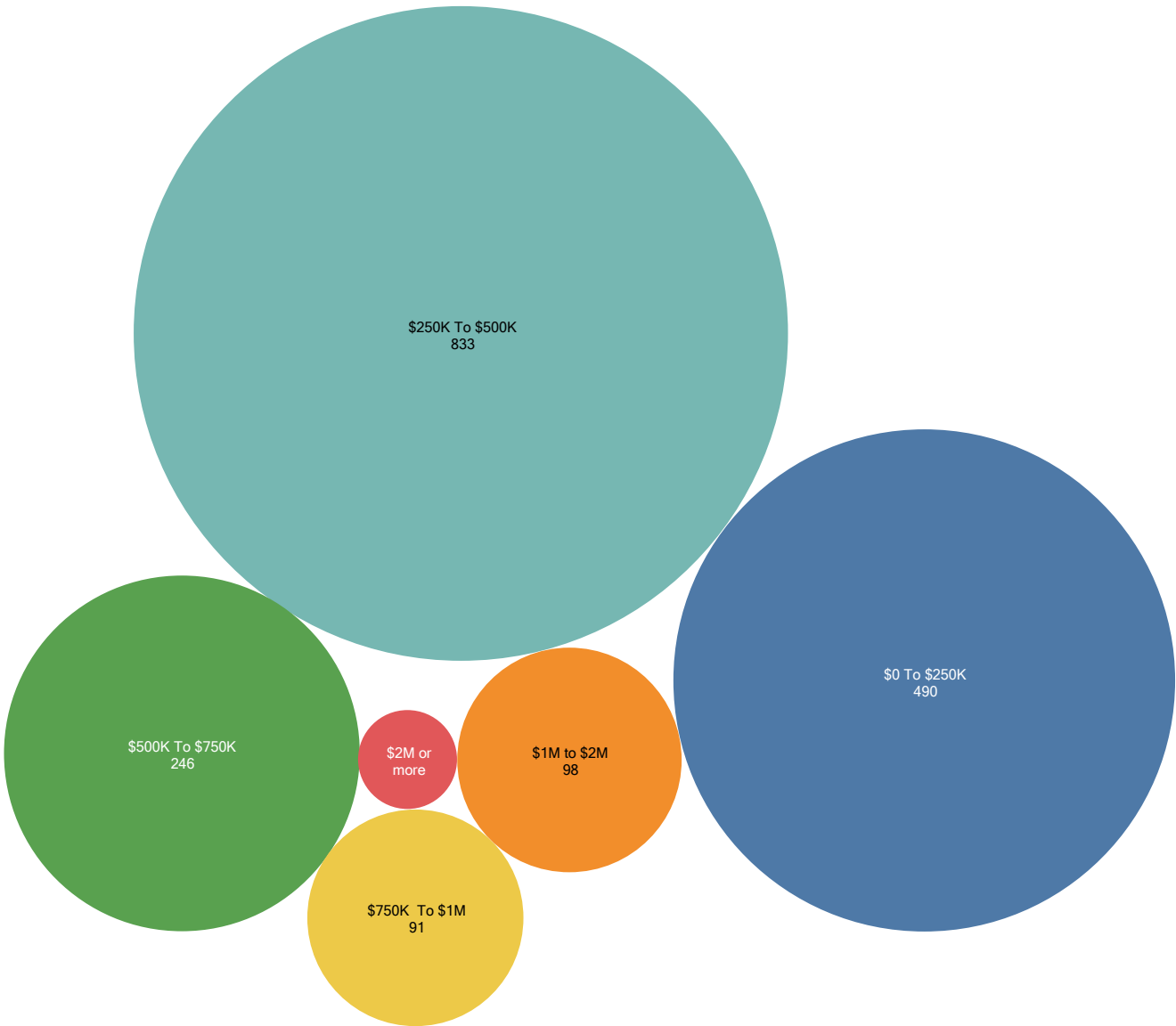
- Washington DC (Hagerstown MD)
- Boston MA-Manchester, NH
- Baltimore, MD
- Los Angeles, CA
- Binghamton, NY
- Cleveland-Akron (Canton), OH
- Orlando-Daytona Beach-Melbourne, FL
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY



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SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2020Q1



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



South Carolina

All 10 lakes in the Largest Markets list have retained their rankings from winter 2019.

Largest Markets

| | | | | | |
|-------------------|---------------|-------|-------------------|--------------|------|
| 1. Lake Wylie* | \$485,502,907 | 30.9% | 6. Thurmond Lake* | \$66,699,209 | 4.2% |
| 2. Lake Keowee | \$336,610,795 | 21.4% | 7. Lake Greenwood | \$55,570,796 | 3.5% |
| 3. Lake Hartwell* | \$206,308,040 | 13.1% | 8. Lake Wateree | \$33,427,599 | 2.1% |
| 4. Lake Murray | \$171,654,557 | 10.9% | 9. Lake Robinson | \$27,605,632 | 1.8% |
| 5. Lake Marion | \$82,252,103 | 5.2% | 10. Lake Carolina | \$15,527,807 | 1.0% |

Total South Carolina Market: \$1,580,385,879

Largest Home Markets

| | | |
|-------------------|---------------|-------|
| 1. Lake Wylie* | \$396,296,011 | 35.7% |
| 2. Lake Keowee | \$204,465,427 | 18.4% |
| 3. Lake Hartwell* | \$132,848,467 | 12.0% |
| 4. Lake Murray | \$121,333,566 | 10.9% |
| 5. Lake Marion | \$51,641,615 | 4.6% |
| 6. Thurmond Lake* | \$41,947,949 | 3.8% |
| 7. Lake Greenwood | \$37,127,300 | 3.3% |
| 8. Lake Wateree | \$21,814,300 | 2.0% |
| 9. Lake Robinson | \$19,987,682 | 1.8% |
| 10. Lake Carolina | \$13,320,508 | 1.2% |

Total South Carolina Home Market: \$1,110,853,441

Largest Land Markets

| | | |
|-------------------|---------------|-------|
| 1. Lake Keowee | \$132,145,368 | 28.8% |
| 2. Lake Wylie* | \$89,206,896 | 19.4% |
| 3. Lake Hartwell* | \$65,959,073 | 14.4% |
| 4. Lake Murray | \$50,320,991 | 11.0% |
| 5. Lake Marion | \$28,520,688 | 6.2% |
| 6. Thurmond Lake* | \$23,946,260 | 5.2% |
| 7. Lake Greenwood | \$18,443,496 | 4.0% |
| 8. Lake Wateree | \$11,613,299 | 2.5% |
| 9. Lake Robinson | \$7,617,950 | 1.7% |
| 10. Lake Jocassee | \$6,191,200 | 1.3% |

Total South Carolina Land Market: \$459,137,138.

Lake Keowee retains the top spot in the Most Expensive Homes list.

Most Expensive Homes

| | |
|-------------------------|-----------|
| 1. Lake Keowee | \$932,970 |
| 2. Lake Murray | \$504,886 |
| 3. Forest Lake | \$434,660 |
| 4. Lake Wateree | \$421,743 |
| 5. Lake Wylie | \$420,784 |
| 6. Lake Greenwood | \$408,249 |
| 7. Lake William C Bowen | \$387,917 |
| 8. Lake Hartwell | \$370,654 |
| 9. Thurmond Lake | \$355,051 |
| 10. Lake Robinson | \$342,382 |

Most Affordable Homes

| | |
|-----------------------|-----------|
| 1. Lake Blalock | \$224,090 |
| 2. Fishing Creek Lake | \$258,441 |
| 3. Lake Frances | \$303,111 |
| 4. Lyman Lake | \$309,072 |
| 5. Lake Carolina | \$309,779 |
| 6. Lake Marion | \$315,074 |
| 7. Lake Moultrie | \$319,205 |

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

Most Listings

| | | | | | |
|-------------------|-------|-------|-------------------|-----|------|
| 1. Lake Wylie* | 1,282 | 21.8% | 6. Lake Marion | 461 | 7.8% |
| 2. Lake Hartwell* | 1,062 | 18.0% | 7. Lake Greenwood | 327 | 5.6% |
| 3. Lake Keowee | 926 | 15.8% | 8. Lake Wateree | 143 | 2.4% |
| 4. Thurmond Lake* | 557 | 9.5% | 9. Lake Robinson | 89 | 1.5% |
| 5. Lake Murray | 497 | 8.5% | 10. Lake Moultrie | 76 | 1.3% |

Total South Carolina Listings:

5,893

Most Homes Available

| | | |
|-------------------|-----|-------|
| 1. Lake Wylie* | 952 | 37.7% |
| 2. Lake Hartwell* | 348 | 13.8% |
| 3. Lake Murray | 247 | 9.8% |
| 4. Lake Keowee | 220 | 8.7% |
| 5. Lake Marion | 187 | 7.4% |
| 6. Thurmond Lake* | 114 | 4.5% |
| 7. Lake Greenwood | 94 | 3.7% |
| 8. Lake Robinson | 59 | 2.3% |
| 9. Lake Wateree | 54 | 2.1% |
| 10. Lake Carolina | 43 | 1.7% |

Total South Carolina Home Listings:

2,528

Most Land Available

| | | |
|------------------------------|-----|-------|
| 1. Lake Keowee | 706 | 21.1% |
| 2. Lake Hartwell* | 704 | 21.0% |
| 3. Thurmond Lake* | 441 | 13.2% |
| 4. Lake Wylie* | 330 | 9.9% |
| 5. Lake Marion | 270 | 8.1% |
| 6. Lake Murray | 250 | 7.5% |
| 7. Lake Greenwood | 233 | 7.0% |
| 8. Lake Wateree | 89 | 2.7% |
| 9. Lake Moultrie | 45 | 1.3% |
| 10. Richard B. Russell Lake* | 42 | 1.3% |

Total South Carolina Land Listings:

3,349

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|------------------|-----------|
| 1. Lake Jocassee | \$428,832 |
| 2. Lake Carolina | \$192,190 |
| 3. Lyman Lake | \$162,529 |
| 4. Lake Wylie | \$140,772 |
| 5. Lake Murray | \$122,767 |
| 6. Lake Keowee | \$115,784 |
| 7. Lake Robinson | \$86,208 |
| 8. Thurmond Lake | \$71,461 |
| 9. Lake Hartwell | \$69,161 |

Listings of 10 Acres or More

| | |
|------------------|----------|
| 1. Lake Wylie | \$49,757 |
| 2. Lake Keowee | \$47,670 |
| 3. Lake Robinson | \$28,305 |
| 4. Lake Hartwell | \$20,167 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

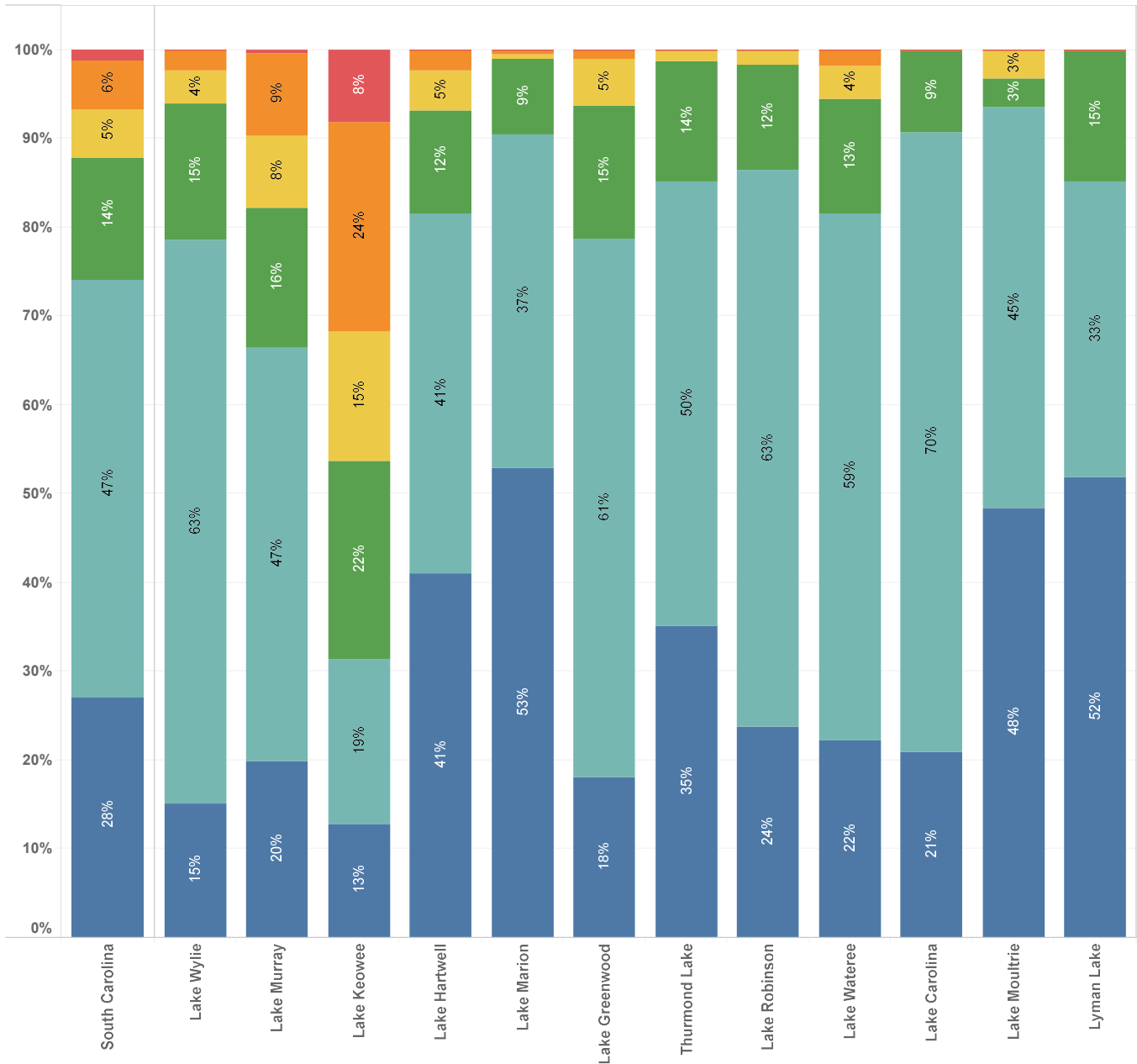
| | |
|-----------------------|----------|
| 1. Lake Marion | \$42,737 |
| 2. Lake Monticello | \$43,415 |
| 3. Lake Rabon | \$44,260 |
| 4. Lake Moultrie | \$45,040 |
| 5. Lake Secession | \$49,066 |
| 6. Lake Blalock | \$51,758 |
| 7. Lake Wateree | \$52,229 |
| 8. Lake Greenwood | \$62,274 |
| 9. Fishing Creek Lake | \$67,320 |

Listings of 10 Acres or More

| | |
|-------------------|----------|
| 1. Lake Greenwood | \$4,385 |
| 2. Lake Wateree | \$10,964 |
| 3. Lake Murray | \$13,334 |
| 4. Lake Marion | \$18,156 |

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

Price Breakdown by Percentage of Homes in the South Carolina Market 2020Q1



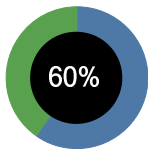
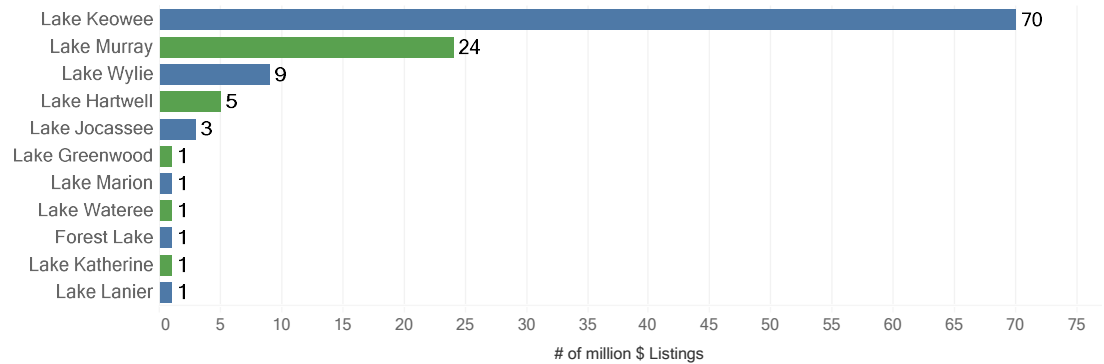
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2020Q1

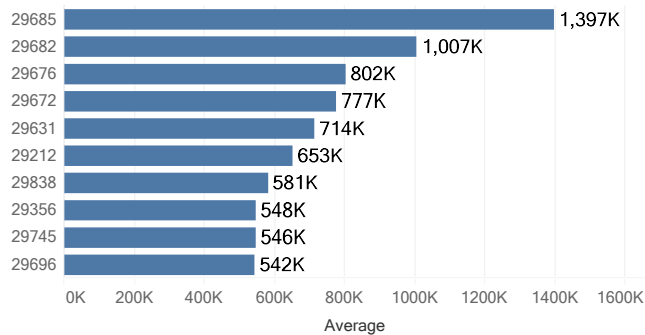


of \$1M+ Homes in South Carolina are on Lake Keowee

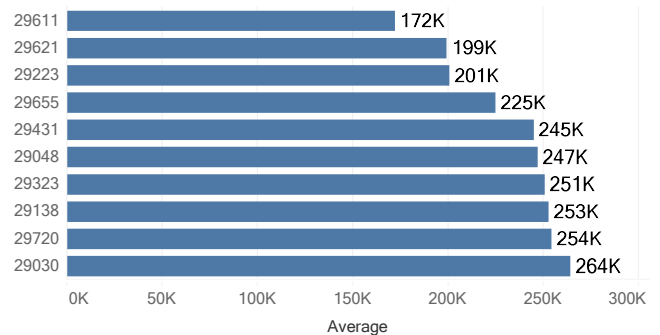
Total Number of \$1M+ Homes

117

Most Expensive ZIP Codes 2020Q1

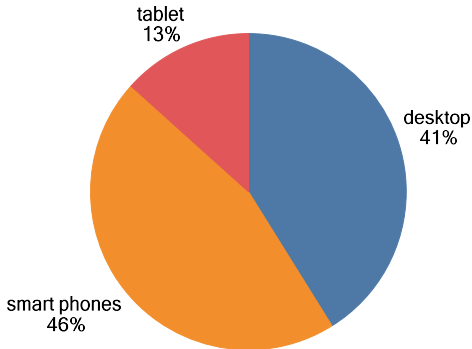


Most Affordable ZIP Codes 2020Q1

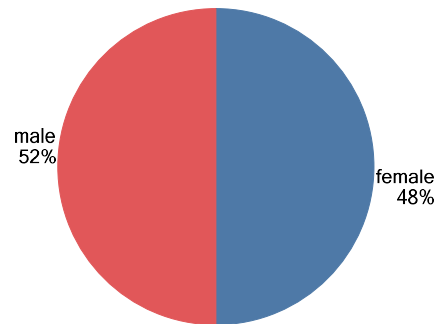


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1



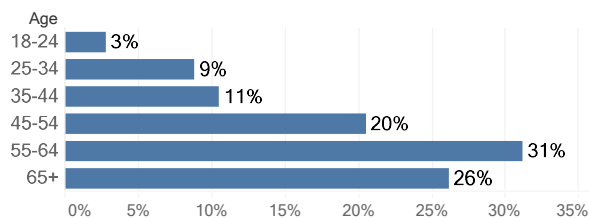
73%

of potential buyers come from outside South Carolina

Greenville-Spartanburg-Asheville-Ander

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

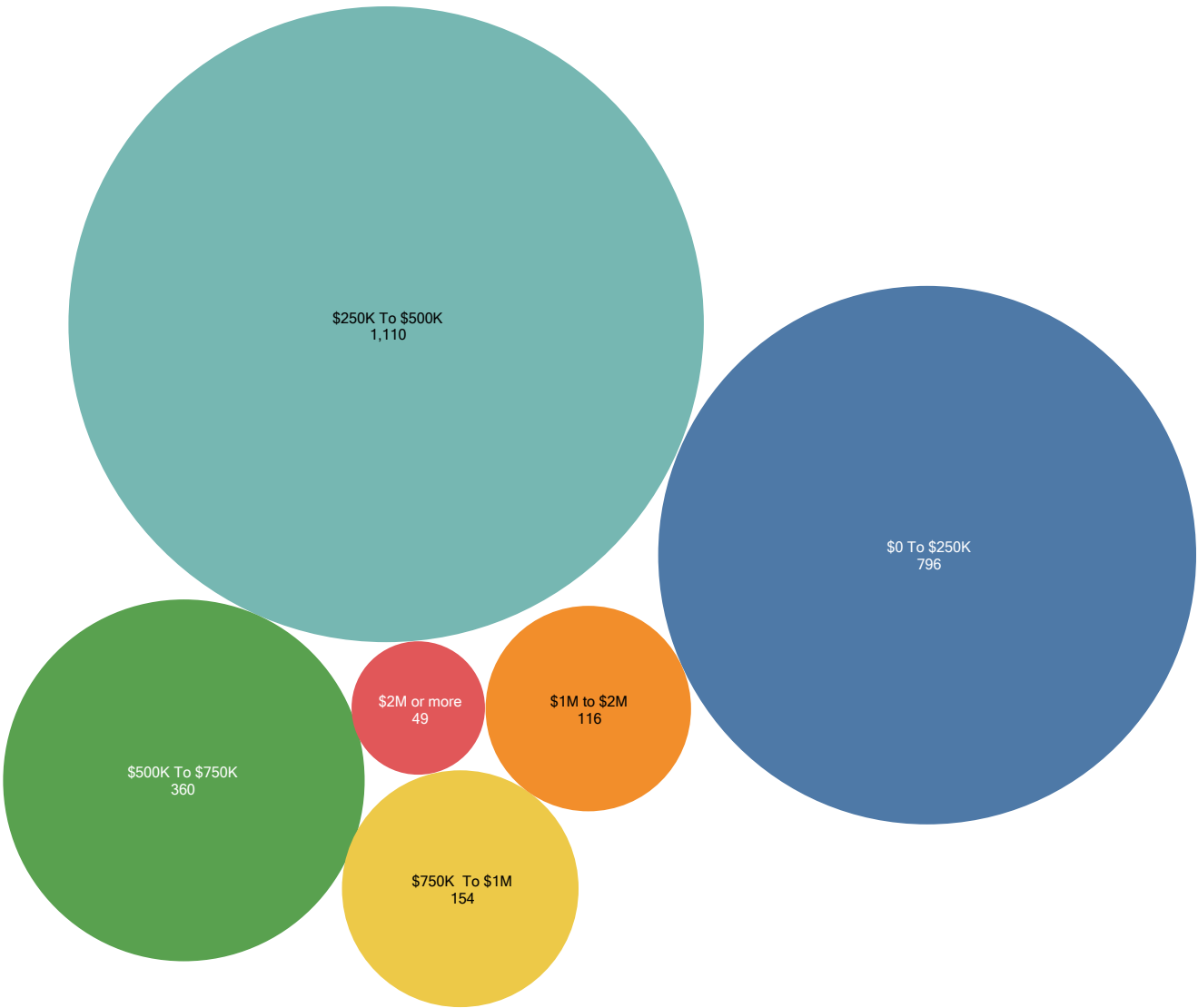
- Charlotte, NC
- Atlanta, GA
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Washington DC (Hagerstown MD)
- Chicago, IL
- Philadelphia, PA
- Augusta, GA
- Orlando-Daytona Beach-Melbourne, FL



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TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2020Q1



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



Tennessee

Old Hickory Lake and Fort Loudoun Lake continue to dominate the market with over 31% of the Tennessee's lake market.

Largest Markets

| | | | | | |
|----------------------|---------------|-------|-------------------|--------------|------|
| 1. Old Hickory Lake | \$311,415,226 | 16.6% | 6. Norris Lake | \$92,009,989 | 5.0% |
| 2. Fort Loudoun Lake | \$272,965,332 | 14.8% | 7. Nickajack Lake | \$74,711,599 | 4.1% |
| 3. Tellico Lake | \$149,076,910 | 8.1% | 8. Tims Ford Lake | \$71,631,739 | 3.8% |
| 4. Watts Bar Lake | \$130,876,579 | 7.1% | 9. Kentucky Lake* | \$69,060,214 | 3.7% |
| 5. Boone Lake | \$98,938,969 | 5.4% | 10. Lake Barkley* | \$68,923,724 | 3.7% |

Total Tennessee Market:

\$1,873,019,893

Largest Home Markets

| | | |
|-------------------------|---------------|-------|
| 1. Old Hickory Lake | \$239,310,915 | 18.5% |
| 2. Fort Loudoun Lake | \$214,735,333 | 16.6% |
| 3. Tellico Lake | \$83,484,782 | 6.5% |
| 4. Watts Bar Lake | \$68,462,691 | 5.3% |
| 5. Boone Lake | \$63,545,602 | 4.9% |
| 6. Nickajack Lake | \$58,115,900 | 4.5% |
| 7. Norris Lake | \$53,911,699 | 4.2% |
| 8. Kentucky Lake* | \$52,864,076 | 4.1% |
| 9. J. Percy Priest Lake | \$51,651,300 | 4.0% |
| 10. Lake Barkley* | \$50,333,725 | 3.9% |

Total Tennessee Home Market:

\$1,291,446,018

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Tellico Lake | \$65,592,128 | 12.0% |
| 2. Watts Bar Lake | \$62,413,888 | 11.4% |
| 3. Fort Loudoun Lake | \$58,229,999 | 10.6% |
| 4. Old Hickory Lake | \$48,762,891 | 8.9% |
| 5. Norris Lake | \$38,098,290 | 6.9% |
| 6. Boone Lake | \$35,393,367 | 6.4% |
| 7. Douglas Lake | \$29,180,249 | 5.3% |
| 8. Chickamauga Lake | \$22,840,750 | 4.2% |
| 9. Center Hill Lake | \$21,579,361 | 3.9% |
| 10. Tims Ford Lake | \$21,000,102 | 3.8% |

Total Tennessee Land Market:

\$548,832,293.

Old Hickory Lake is ranked 1st in the Largest Markets list but ranks 10th in the Most Land Available list.

Most Expensive Homes

| | |
|----------------------|-----------|
| 1. Fort Loudoun Lake | \$886,077 |
| 2. Dale Hollow Lake | \$885,845 |
| 3. Nickajack Lake | \$691,856 |
| 4. Great Falls Lake | \$677,400 |
| 5. Tellico Lake | \$541,206 |
| 6. Lake Dartmoor | \$536,644 |
| 7. Old Hickory Lake | \$473,290 |
| 8. Tims Ford Lake | \$467,093 |
| 9. Chickamauga Lake | \$464,600 |
| 10. Watauga Lake | \$461,679 |

Most Affordable Homes

| | |
|----------------------------|-----------|
| 1. Lake Catherine | \$160,380 |
| 2. Cordell Hull Lake | \$202,352 |
| 3. Lake Tansi | \$208,660 |
| 4. Fort Patrick Henry Lake | \$243,856 |
| 5. Lake Barkley | \$254,952 |
| 6. J. Percy Priest Lake | \$291,815 |
| 7. Todds Lake | \$307,267 |
| 8. Boone Lake | \$367,316 |
| 9. Melton Hill Lake | \$371,650 |
| 10. Kentucky Lake | \$373,463 |

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

Most Listings

| | | | | | |
|----------------------|-----|-------|-------------------|-----|------|
| 1. Watts Bar Lake | 795 | 10.4% | 6. Lake Barkley* | 371 | 4.8% |
| 2. Tellico Lake | 723 | 9.5% | 7. Cherokee Lake | 346 | 4.5% |
| 3. Old Hickory Lake | 715 | 9.3% | 8. Boone Lake | 341 | 4.5% |
| 4. Norris Lake | 590 | 7.7% | 9. Kentucky Lake* | 331 | 4.3% |
| 5. Fort Loudoun Lake | 446 | 5.9% | 10. Douglas Lake | 330 | 4.3% |

Total Tennessee Listings:

7,666

Most Homes Available

| | | |
|----------------------------|-----|-------|
| 1. Old Hickory Lake | 512 | 18.2% |
| 2. Fort Loudoun Lake | 244 | 8.7% |
| 3. J. Percy Priest Lake | 177 | 6.3% |
| 4. Boone Lake | 173 | 6.2% |
| 5. Watts Bar Lake | 165 | 5.9% |
| 6. Tellico Lake | 155 | 5.5% |
| 7. Lake Barkley* | 143 | 5.1% |
| 8. Kentucky Lake* | 138 | 4.9% |
| 9. Fort Patrick Henry Lake | 125 | 4.5% |
| 10. Norris Lake | 123 | 4.4% |

Total Tennessee Home Listings:

2,806

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Watts Bar Lake | 630 | 13.1% |
| 2. Tellico Lake | 568 | 11.8% |
| 3. Norris Lake | 467 | 9.7% |
| 4. Cherokee Lake | 293 | 6.1% |
| 5. Douglas Lake | 257 | 5.3% |
| 6. Center Hill Lake | 227 | 4.7% |
| 7. Lake Barkley* | 226 | 4.7% |
| 8. Fort Loudoun Lake | 202 | 4.2% |
| 9. Kentucky Lake* | 190 | 3.9% |
| 10. Old Hickory Lake | 184 | 3.8% |

Total Tennessee Land Listings:

4,811

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|----------------------|-----------|
| 1. Nickajack Lake | \$182,618 |
| 2. Old Hickory Lake | \$173,033 |
| 3. Tellico Lake | \$163,234 |
| 4. Fort Loudoun Lake | \$153,827 |
| 5. Tims Ford Lake | \$88,166 |
| 6. Boone Lake | \$73,444 |
| 7. Chickamauga Lake | \$62,046 |
| 8. Cherokee Lake | \$56,365 |
| 9. Melton Hill Lake | \$54,940 |
| 10. Watts Bar Lake | \$52,758 |

Listings of 10 Acres or More

| | |
|----------------------------|----------|
| 1. Fort Loudoun Lake | \$37,458 |
| 2. Old Hickory Lake | \$18,134 |
| 3. Boone Lake | \$17,060 |
| 4. Cherokee Lake | \$15,946 |
| 5. Chickamauga Lake | \$13,913 |
| 6. Tims Ford Lake | \$10,908 |
| 7. Fort Patrick Henry Lake | \$9,867 |
| 8. Douglas Lake | \$9,733 |
| 9. Watts Bar Lake | \$8,728 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

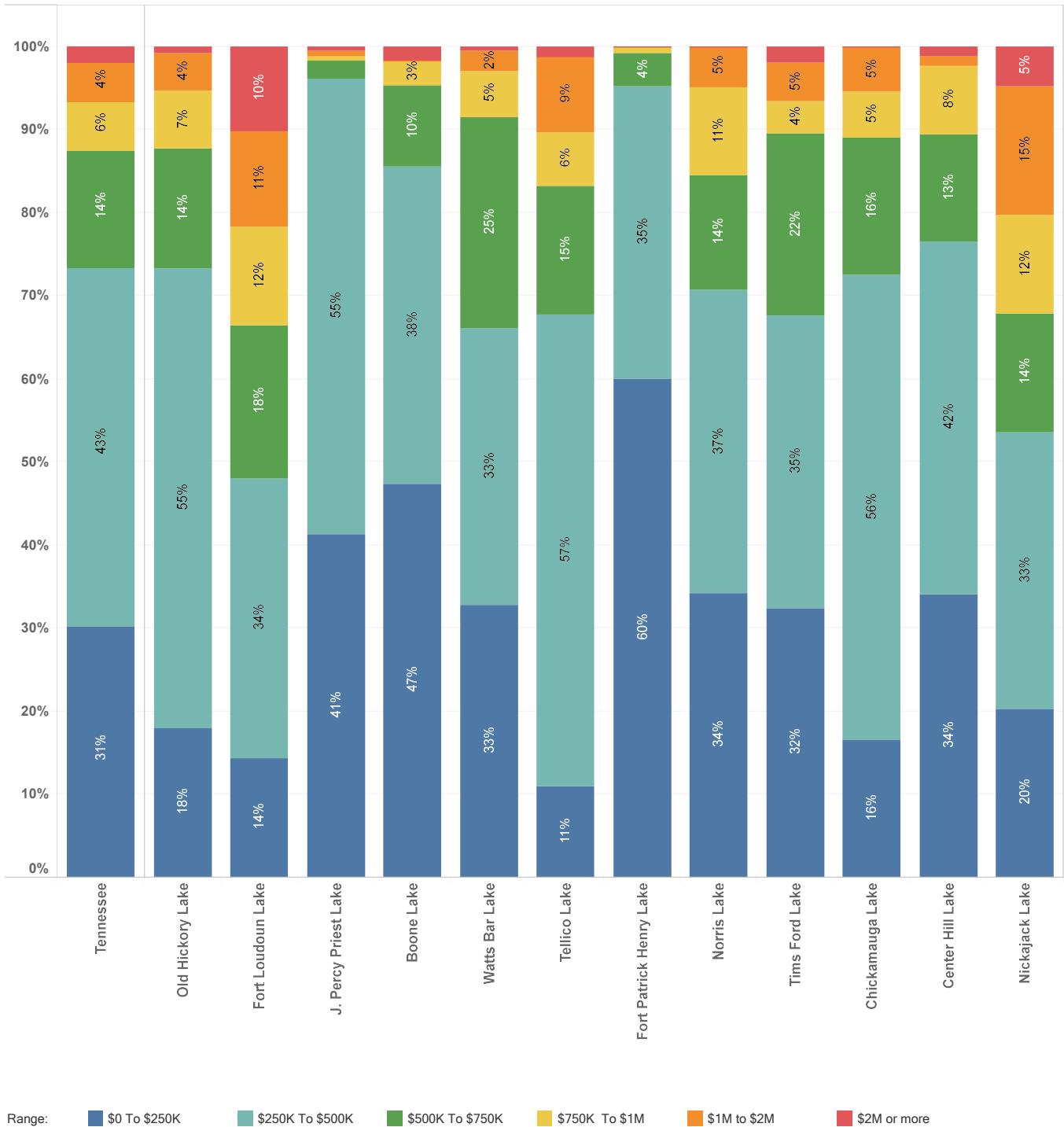
| | |
|-----------------------------|----------|
| 1. Cordell Hull Lake | \$9,512 |
| 2. Lake Barkley | \$13,999 |
| 3. Normandy Lake | \$18,267 |
| 4. Great Falls Lake | \$19,664 |
| 5. Cumberland Lakes | \$22,037 |
| 6. Dale Hollow Lake | \$26,545 |
| 7. Kentucky Lake | \$29,141 |
| 8. Watauga Lake | \$32,235 |
| 9. Hiwassee River | \$37,293 |
| 10. Fort Patrick Henry Lake | \$39,715 |

Listings of 10 Acres or More

| | |
|----------------------|---------|
| 1. Cordell Hull Lake | \$1,889 |
| 2. Lake Barkley | \$2,811 |
| 3. Kentucky Lake | \$5,159 |
| 4. Norris Lake | \$5,806 |
| 5. Tellico Lake | \$7,250 |
| 6. Watauga Lake | \$7,922 |
| 7. Dale Hollow Lake | \$8,033 |
| 8. Center Hill Lake | \$8,382 |
| 9. Watts Bar Lake | \$8,728 |
| 10. Douglas Lake | \$9,733 |

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

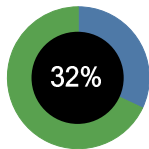
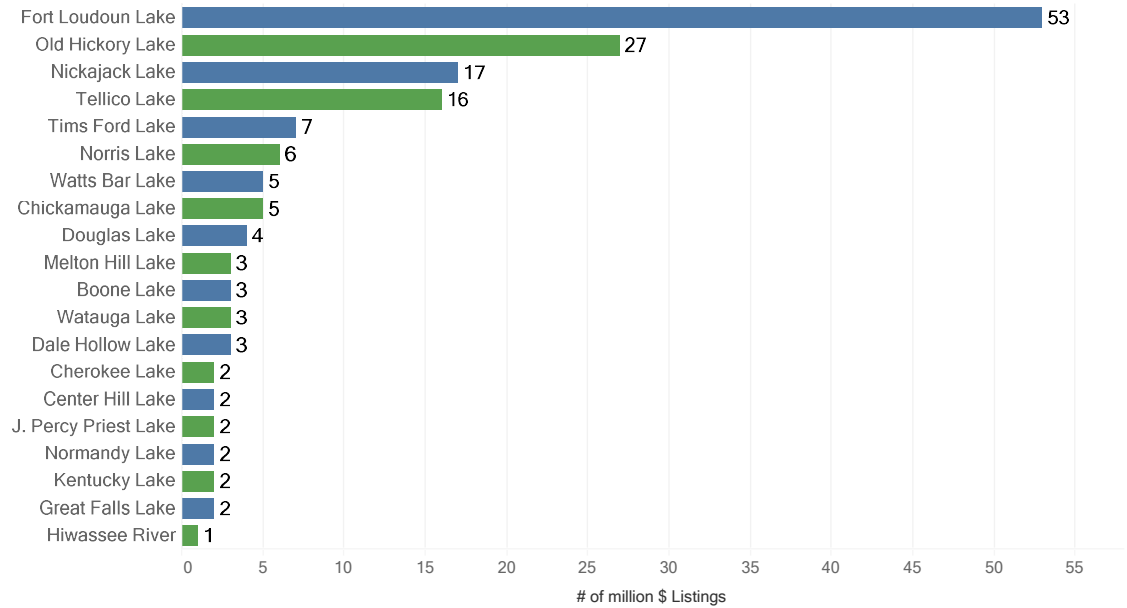
Price Breakdown by Percentage of Homes in the Tennessee Market 2020Q1



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Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2020Q1

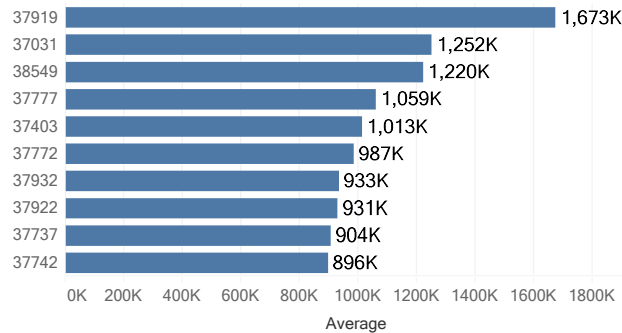


of \$1M+ Homes in Tennessee are on Fort Loudoun Lake

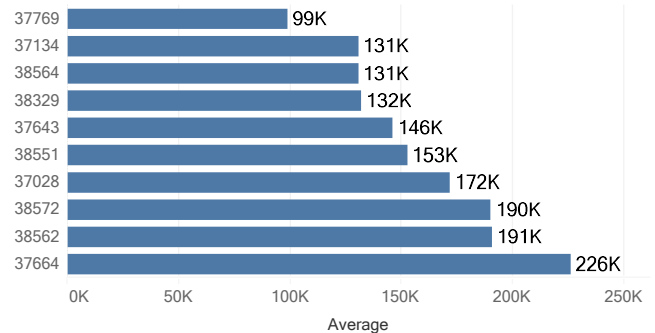
Total Number of \$1M+ Homes

165

Most Expensive ZIP Codes 2020Q1



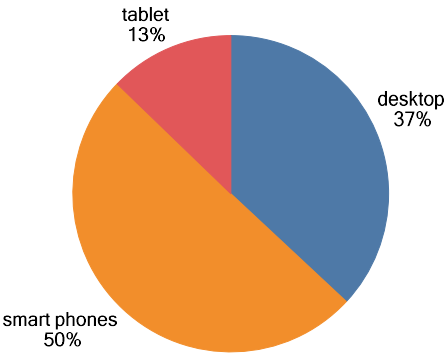
Most Affordable ZIP Codes 2020Q1



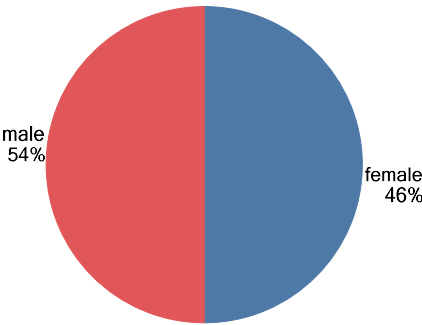
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Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1

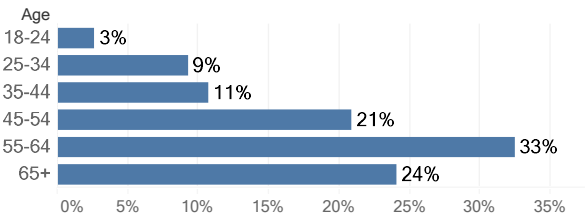


74% of potential buyers come from outside Tennessee

Chicago

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

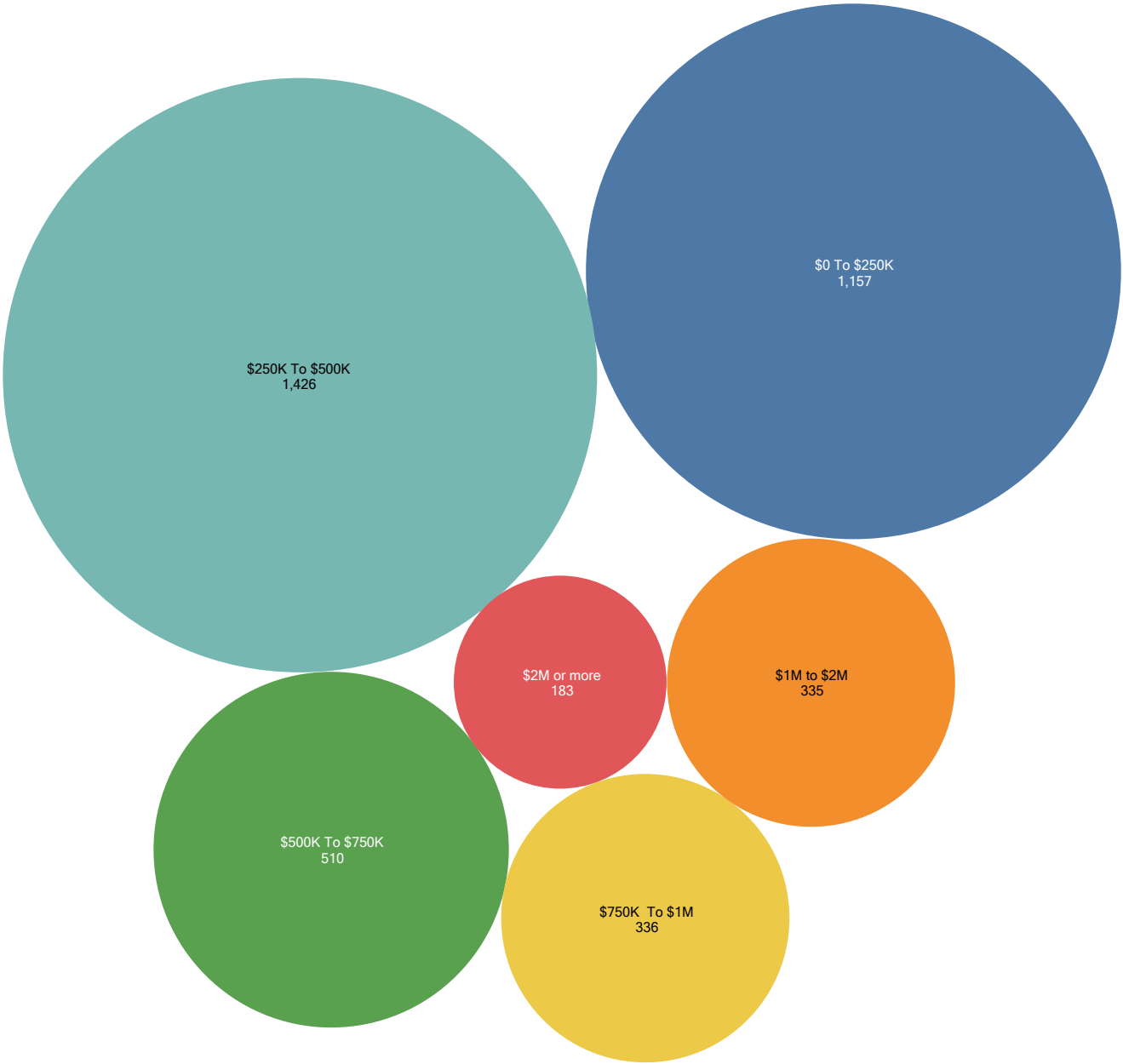
- Atlanta, GA
- Cincinnati, OH
- New York, NY
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Tampa-St. Petersburg (Sarasota), FL
- Indianapolis, IN
- Orlando-Daytona Beach-Melbourne, FL
- Columbus, OH



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TEXAS

Price Breakdown by Number of Homes in the Texas Market 2020Q1



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



Texas

With a large (\$435,000) increase in average list price from winter 2019, Lake Austin remains the most expensive lake home market in Texas.

Largest Markets

| | | | | | |
|---------------------|---------------|-------|------------------------|---------------|------|
| 1. Lake Travis | \$543,202,550 | 15.2% | 6. Cedar Creek Lake | \$160,518,974 | 4.4% |
| 2. Lake LBJ | \$417,884,599 | 11.5% | 7. Possum Kingdom Lake | \$125,639,949 | 3.5% |
| 3. Lake Austin | \$282,296,090 | 7.9% | 8. Lake Livingston | \$117,797,756 | 3.3% |
| 4. Lake Conroe | \$227,411,474 | 6.4% | 9. Lake Texoma* | \$93,675,019 | 2.6% |
| 5. Lake Ray Hubbard | \$161,914,264 | 4.5% | 10. Canyon Lake | \$85,088,684 | 2.4% |

Total Texas Market: \$3,619,472,254

Largest Home Markets

| | | |
|------------------------|---------------|-------|
| 1. Lake Travis | \$438,659,412 | 16.2% |
| 2. Lake LBJ | \$316,562,955 | 11.7% |
| 3. Lake Austin | \$254,026,090 | 9.4% |
| 4. Lake Conroe | \$156,785,289 | 5.8% |
| 5. Lake Ray Hubbard | \$117,802,208 | 4.3% |
| 6. Cedar Creek Lake | \$107,459,025 | 4.0% |
| 7. Lake Livingston | \$86,701,366 | 3.2% |
| 8. Possum Kingdom Lake | \$79,319,394 | 2.9% |
| 9. Clear Lake | \$76,787,608 | 2.8% |
| 10. Lake Granbury | \$57,567,351 | 2.1% |

Total Texas Home Market: \$2,712,284,874

Largest Land Markets

| | | |
|------------------------|---------------|-------|
| 1. Lake Travis | \$104,543,138 | 12.1% |
| 2. Lake LBJ | \$97,471,644 | 11.3% |
| 3. Lake Conroe | \$70,626,185 | 8.2% |
| 4. Cedar Creek Lake | \$46,153,449 | 5.3% |
| 5. Possum Kingdom Lake | \$45,211,555 | 5.2% |
| 6. Lake Ray Hubbard | \$41,596,736 | 4.8% |
| 7. Lake Texoma* | \$32,859,295 | 3.8% |
| 8. Canyon Lake | \$32,116,643 | 3.7% |
| 9. Lake Livingston | \$31,096,390 | 3.6% |
| 10. Lake Austin | \$28,270,000 | 3.3% |

Total Texas Land Market: \$864,168,762.

Cedar Creek Lake now has the most listings in the Texas market.

Most Expensive Homes

| | |
|---------------------|-------------|
| 1. Lake Austin | \$4,372,105 |
| 2. Lake Woodlands | \$2,264,650 |
| 3. White Rock Lake | \$1,965,689 |
| 4. Lake Travis | \$1,365,589 |
| 5. Grapevine Lake | \$1,359,827 |
| 6. Lake Paloma | \$1,184,600 |
| 7. Lake LBJ | \$1,150,692 |
| 8. Lake Ray Roberts | \$1,042,692 |
| 9. Lady Bird Lake | \$1,019,932 |
| 10. Lake Tyler | \$955,021 |

Most Affordable Homes

| | |
|--------------------------|-----------|
| 1. Lake Nocona | \$182,554 |
| 2. Holly Lake | \$191,957 |
| 3. Country Club Lake | \$208,052 |
| 4. Greenbriar Lake | \$250,770 |
| 5. Lake Tawakoni | \$266,114 |
| 6. Hide-A-Way Lake | \$330,989 |
| 7. Toledo Bend Reservoir | \$342,162 |
| 8. Camp Creek Lake | \$353,079 |
| 9. Lake Limestone | \$354,925 |
| 10. Lake Texoma | \$355,024 |

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

Most Listings

| | | | | | |
|-----------------------|-----|------|---------------------------------|-------|------|
| 1. Cedar Creek Lake | 763 | 8.7% | 6. Lake Livingston | 414 | 4.8% |
| 2. Lake LBJ | 750 | 8.5% | 7. Possum Kingdom Lake | 396 | 4.5% |
| 3. Lake Travis | 686 | 7.9% | 8. Canyon Lake | 346 | 4.0% |
| 4. Lake Texoma* | 488 | 5.5% | 9. Lake Ray Hubbard | 335 | 3.8% |
| 5. Lake Conroe | 463 | 5.3% | 10. Richland Chambers Reservoir | 265 | 3.0% |
| Total Texas Listings: | | | | 8,804 | |

Most Homes Available

| | | |
|-------------------------|-----|------|
| 1. Lake Travis | 324 | 8.0% |
| 2. Lake LBJ | 281 | 7.0% |
| 3. Cedar Creek Lake | 280 | 7.0% |
| 4. Lake Ray Hubbard | 260 | 6.5% |
| 5. Lake Conroe | 234 | 5.8% |
| 6. Lake Livingston | 227 | 5.6% |
| 7. Lake Texoma* | 156 | 3.9% |
| 8. Lake Palestine | 119 | 3.0% |
| 9. Canyon Lake | 115 | 2.9% |
| 10. Possum Kingdom Lake | 109 | 2.7% |

Total Texas Home Listings: 4,028

Most Land Available

| | | |
|--------------------------------|-----|-------|
| 1. Lake LBJ | 468 | 10.0% |
| 2. Cedar Creek Lake | 461 | 9.8% |
| 3. Lake Travis | 362 | 7.7% |
| 4. Lake Texoma* | 314 | 6.7% |
| 5. Possum Kingdom Lake | 283 | 6.0% |
| 6. Richland Chambers Reservoir | 233 | 5.0% |
| 7. Canyon Lake | 231 | 4.9% |
| 8. Lake Conroe | 229 | 4.9% |
| 9. Lake Whitney | 193 | 4.1% |
| 10. Lake Livingston | 187 | 4.0% |

Total Texas Land Listings: 4,681

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|---------------------|-------------|
| 1. Clear Lake | \$1,250,130 |
| 2. Lake Austin | \$1,149,205 |
| 3. Lake McQueeney | \$618,228 |
| 4. Lake Conroe | \$404,534 |
| 5. Lake LBJ | \$380,936 |
| 6. Lake Ray Hubbard | \$370,441 |
| 7. Lewisville Lake | \$282,581 |
| 8. Lake Houston | \$260,095 |
| 9. Lake Kiowa | \$201,174 |
| 10. Oxbow Lake | \$196,009 |

Listings of 10 Acres or More

| | |
|---------------------|----------|
| 1. Lake Ray Hubbard | \$40,737 |
| 2. Lake Travis | \$32,068 |
| 3. Cedar Creek Lake | \$29,530 |
| 4. Lake Livingston | \$28,586 |
| 5. Canyon Lake | \$26,320 |
| 6. Lake Ray Roberts | \$21,950 |
| 7. Lake Texoma | \$20,022 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

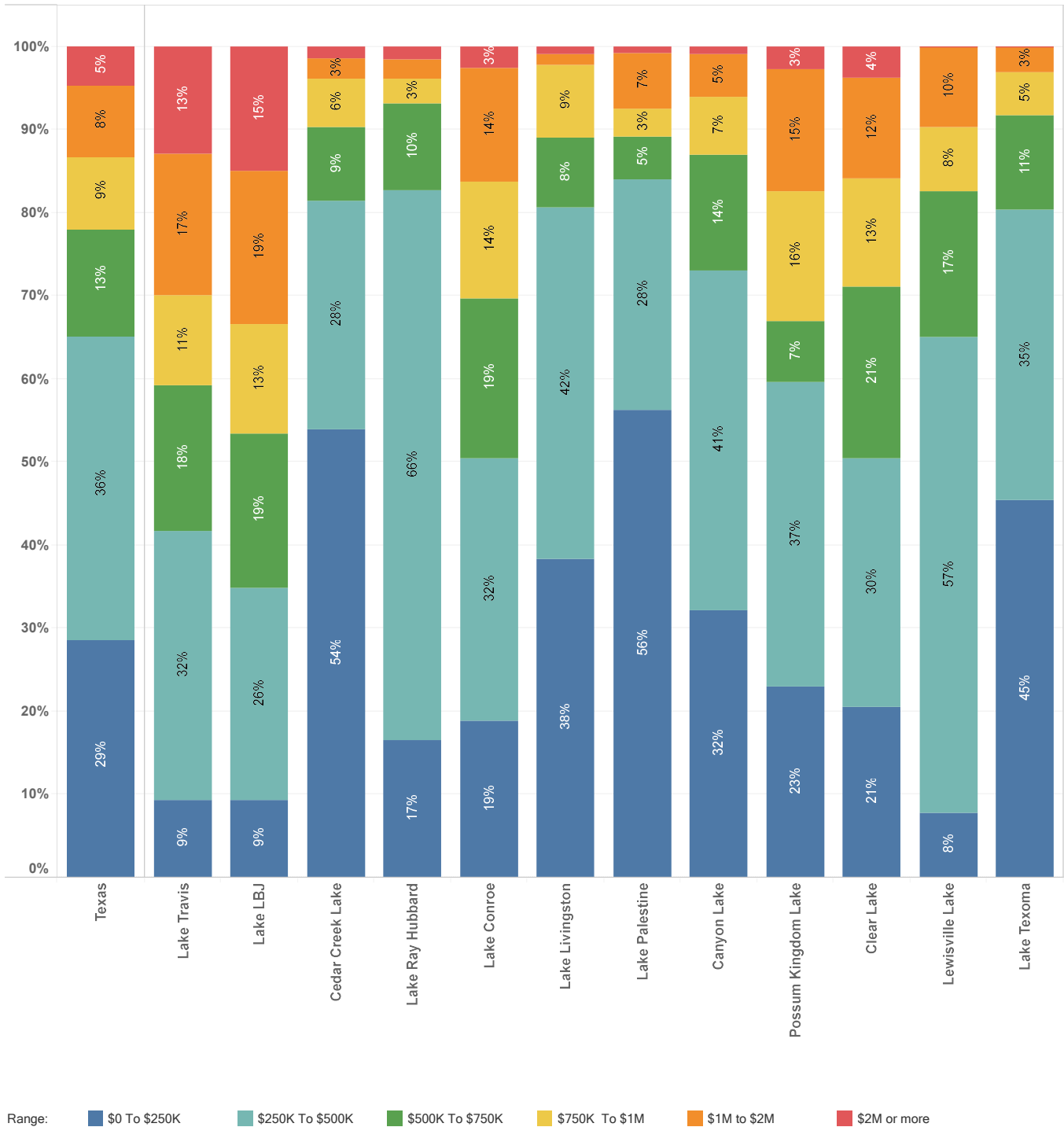
| | |
|--------------------------|----------|
| 1. Safari Waters Ranch | \$23,467 |
| 2. Greenbriar Lake | \$37,223 |
| 3. Lake Gladewater | \$39,244 |
| 4. Callender Lake | \$42,192 |
| 5. Lake Tyler East | \$44,235 |
| 6. Toledo Bend Reservoir | \$44,805 |
| 7. Lake Amon G Carter | \$45,859 |
| 8. Lake Fork Reservoir | \$50,446 |
| 9. Lake Limestone | \$51,384 |
| 10. Lake Whitney | \$52,715 |

Listings of 10 Acres or More

| | |
|--------------------------------|----------|
| 1. Possum Kingdom Lake | \$3,397 |
| 2. Birdie Lake | \$4,738 |
| 3. Lake Fork Reservoir | \$10,969 |
| 4. Lake Whitney | \$11,614 |
| 5. Lake Palestine | \$11,678 |
| 6. Richland Chambers Reservoir | \$12,443 |
| 7. Lake Tawakoni | \$12,532 |

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

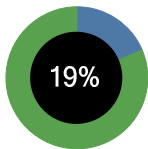
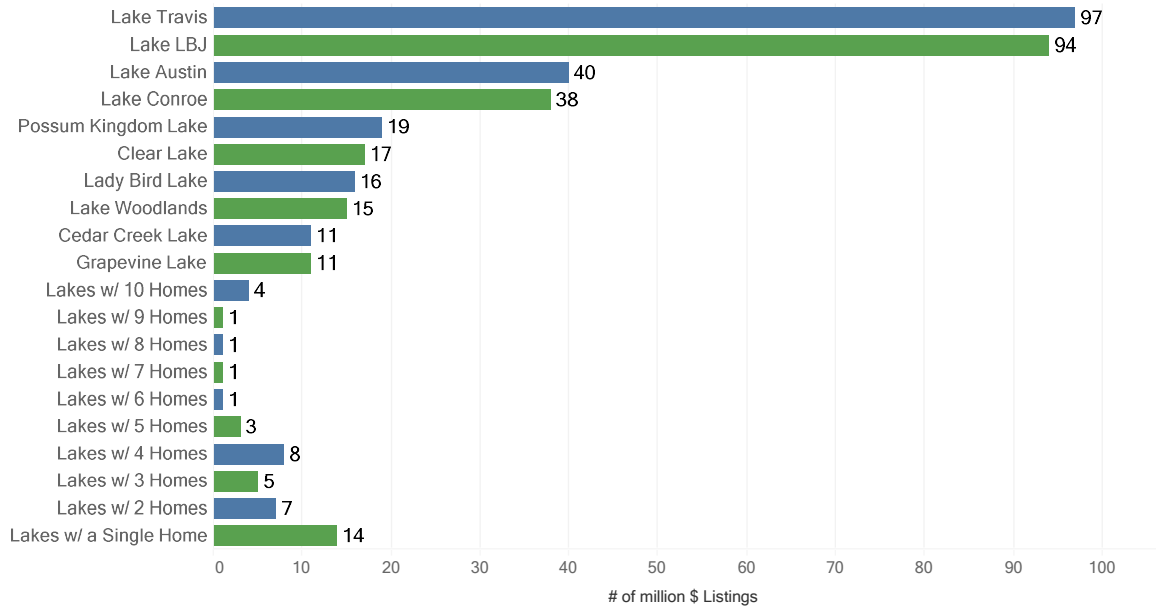
Price Breakdown by Percentage of Homes in the Texas Market 2020Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2020Q1

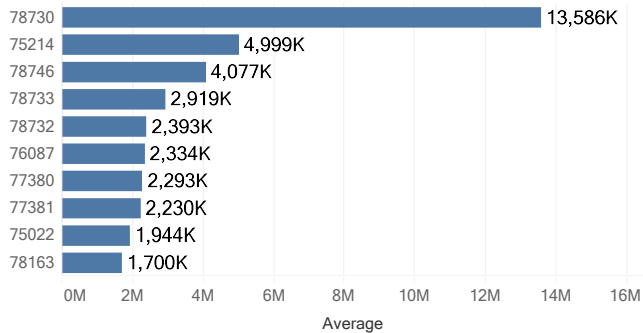


of \$1M+ Homes in Texas are on Lake Travis

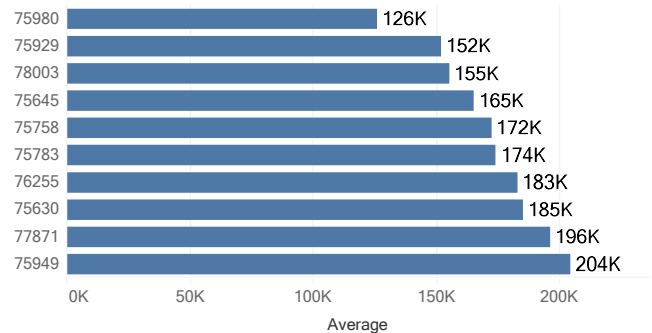
Total Number of \$1M+ Homes

518

Most Expensive ZIP Codes 2020Q1



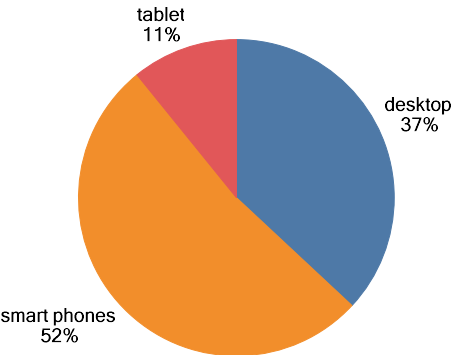
Most Affordable ZIP Codes 2020Q1



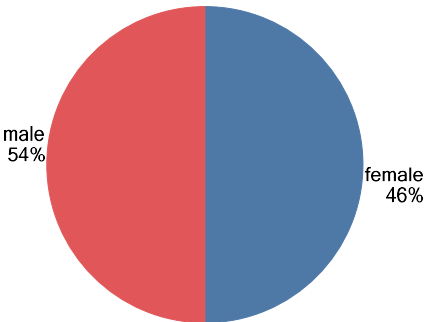
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2020Q1

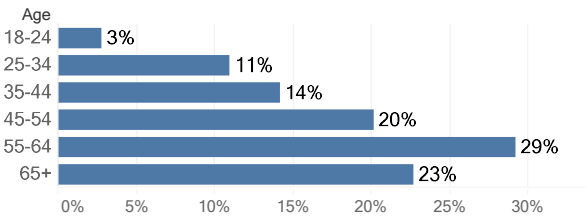


Male/Female Visitors 2020Q1



32% of potential buyers come from outside Texas

What Age Groups are Shopping 2020Q1



Los Angeles

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

Number 2-10 metros are:

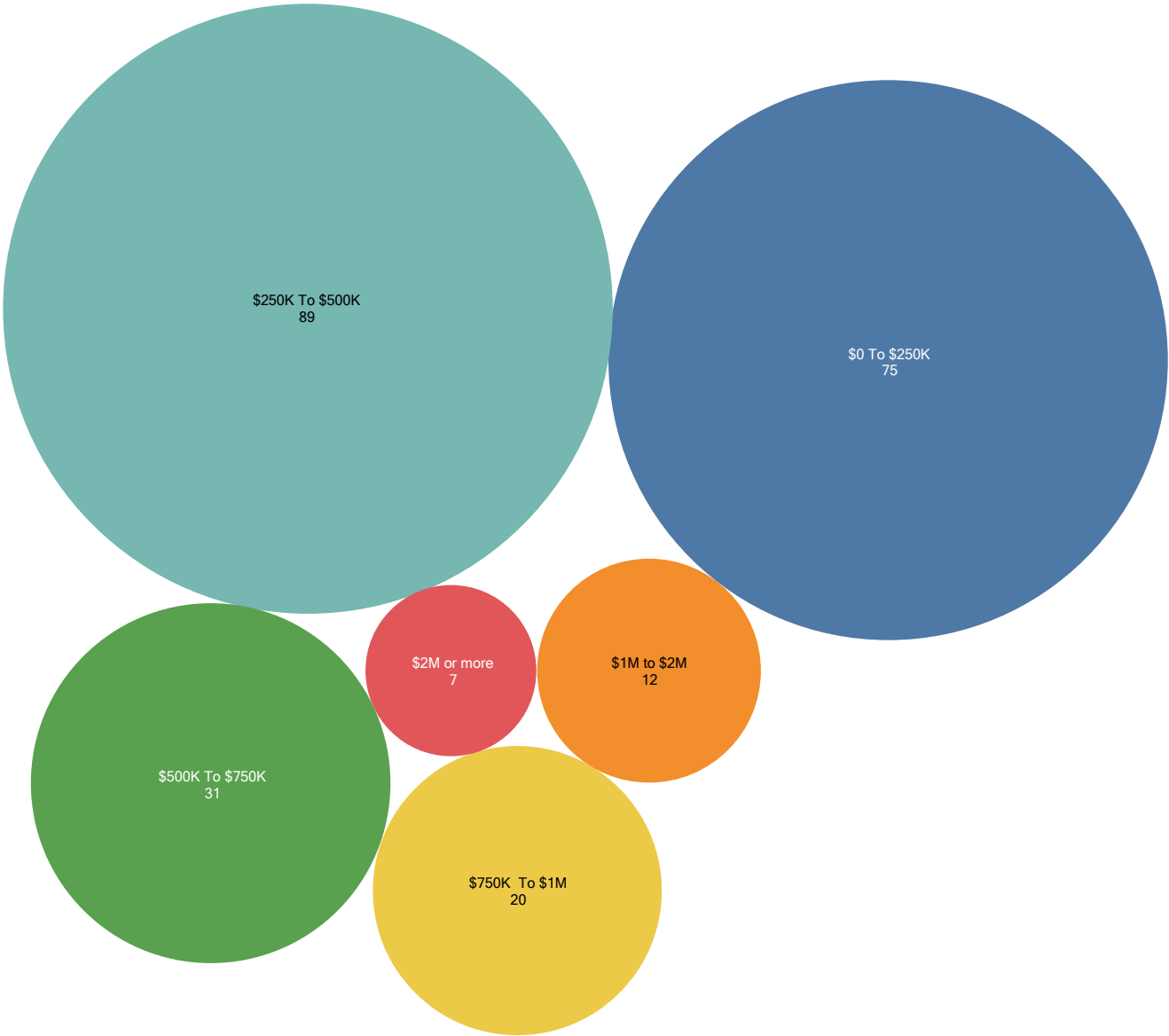
- Chicago, IL
- Denver, CO
- Oklahoma City, OK
- New York, NY
- San Francisco-Oakland-San Jose, CA
- Washington DC (Hagerstown MD)
- Shreveport, LA
- Atlanta, GA
- New Orleans, LA



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LAKEHOMES.COM

VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2020Q1



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



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LAKEHOMES.COM

Vermont

The average price of a home on Lake Champlain-Burlington Area has increased by over \$108,000.

Largest Markets

| | | |
|----------------------|---------------|-------|
| 1. Lake Champlain* | \$119,179,220 | 65.8% |
| 2. Lake Memphremagog | \$12,158,400 | 6.7% |
| 3. Lake Bomoseen | \$9,251,499 | 5.1% |
| 4. Lake St Catherine | \$4,138,900 | 2.3% |
| 5. Lake Rescue | \$4,097,500 | 2.3% |

Total Vermont Market: \$181,128,043

Most Listings

| | | |
|----------------------|-----|-------|
| 1. Lake Champlain* | 259 | 57.4% |
| 2. Lake Memphremagog | 50 | 11.1% |
| 3. Lake Bomoseen | 25 | 5.5% |
| 4. Lake St Catherine | 13 | 2.9% |
| 5. Lake Amherst | 10 | 2.2% |

Total Vermont Listings: 451

Largest Home Markets

| | | |
|----------------------|--------------|-------|
| 1. Lake Champlain* | \$89,933,322 | 62.5% |
| 2. Lake Memphremagog | \$9,738,200 | 6.8% |
| 3. Lake Bomoseen | \$8,885,500 | 6.2% |
| 4. Lake Amherst | \$4,079,000 | 2.8% |
| 5. Lake St Catherine | \$3,878,900 | 2.7% |

Total Vermont Home Market: \$143,804,046

Most Homes Available

| | | |
|----------------------|-----|-------|
| 1. Lake Champlain* | 150 | 53.0% |
| 2. Lake Memphremagog | 28 | 9.9% |
| 3. Lake Bomoseen | 22 | 7.8% |
| 4. Lake St Catherine | 11 | 3.9% |
| 5. Lake Amherst | 9 | 3.2% |

Total Vermont Home Listings: 283

Largest Land Markets

| | | |
|----------------------|--------------|-------|
| 1. Lake Champlain* | \$29,245,898 | 78.4% |
| 2. Lake Memphremagog | \$2,420,200 | 6.5% |
| 3. Lake Sadawga | \$1,079,000 | 2.9% |
| 4. Lake Rescue | \$849,000 | 2.3% |
| 5. Lake Fairlee | \$450,000 | 1.2% |

Total Vermont Land Market: \$37,323,997

Most Land Available

| | | |
|----------------------|-----|-------|
| 1. Lake Champlain* | 109 | 64.9% |
| 2. Lake Memphremagog | 22 | 13.1% |
| 3. Lowell Lake | 5 | 3.0% |
| 4. Lake Sadawga | 4 | 2.4% |
| 5. Lake Bomoseen | 3 | 1.8% |

Total Vermont Land Listings: 168

Average Home Price

| | |
|-------------------------------------|-------------|
| 1. Lake Champlain - Burlington Area | \$1,366,442 |
| 2. Lake Champlain - Grand Isle Area | \$545,538 |
| 3. Lake Bomoseen | \$403,886 |
| 4. Lake Champlain - Addison Area | \$398,155 |
| 5. Lake St Catherine | \$384,900 |

Average Land Price Per Acre

Listings of Less Than 10 Acres

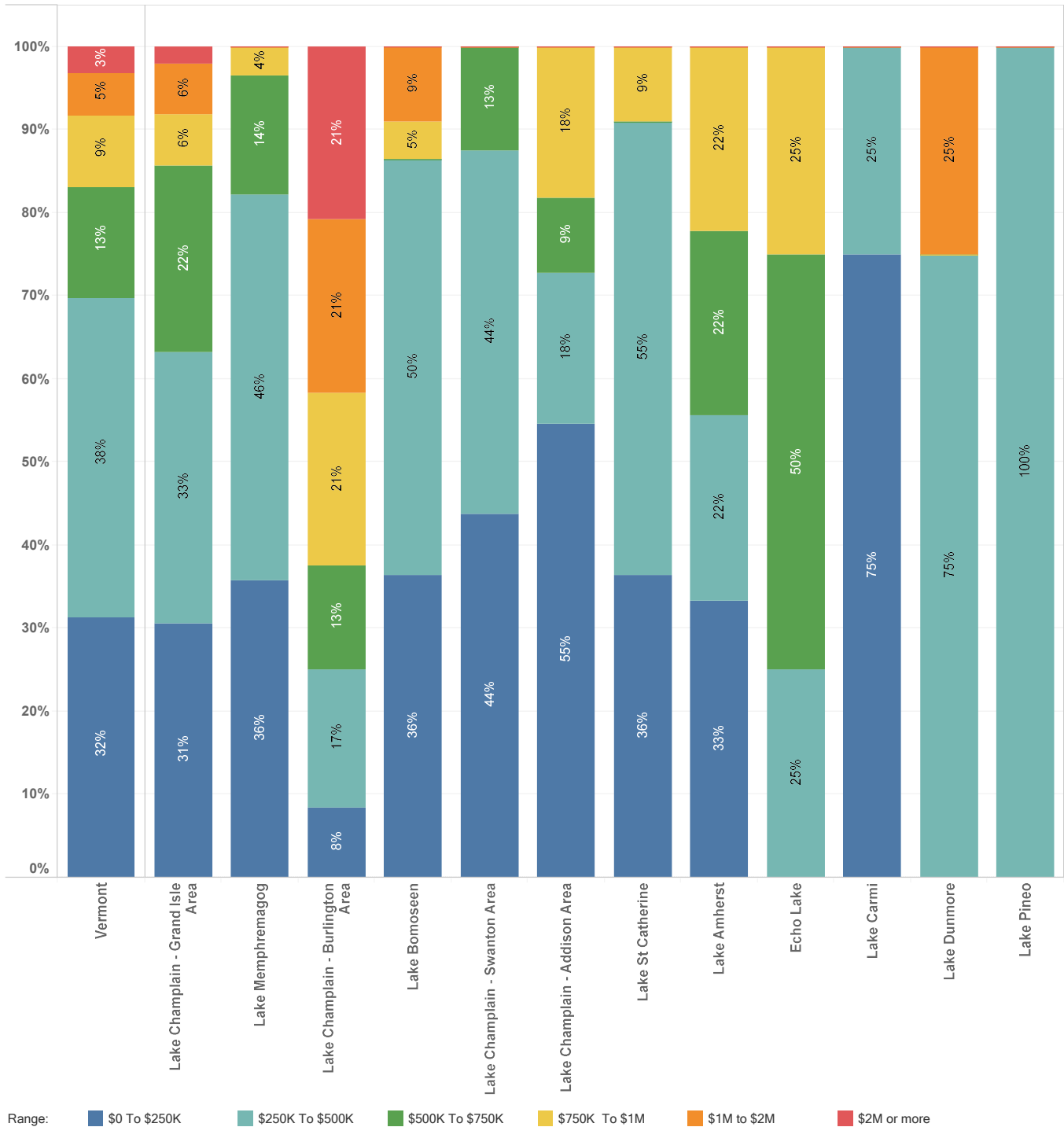
| | |
|-------------------------------------|----------|
| 1. Lake Memphremagog | \$70,675 |
| 2. Lake Champlain - Grand Isle Area | \$54,156 |

Listings of 10 Acres or More

| | |
|-------------------------------------|----------|
| 1. Lake Champlain - Grand Isle Area | \$12,511 |
|-------------------------------------|----------|

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

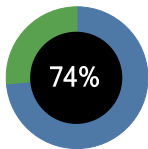
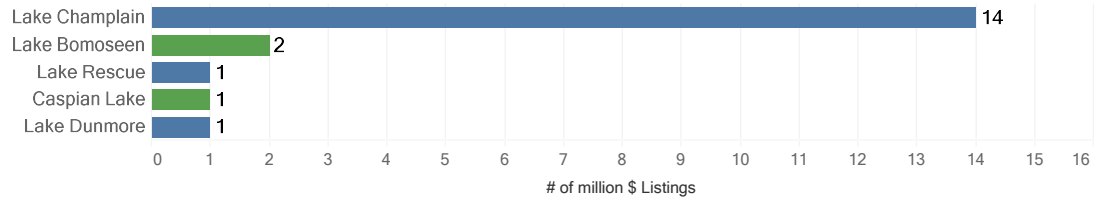
Price Breakdown by Percentage of Homes in the Vermont Market 2020Q1



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Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2020Q1

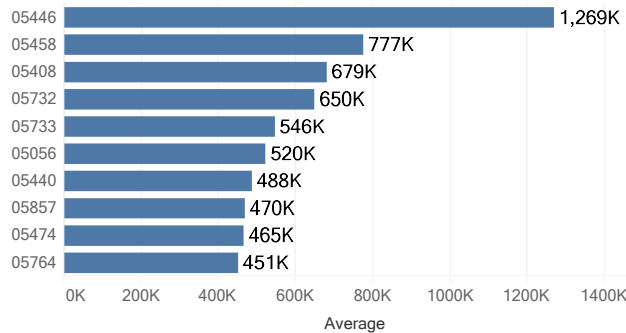


of \$1M+ Homes in Vermont are on Lake Champlain

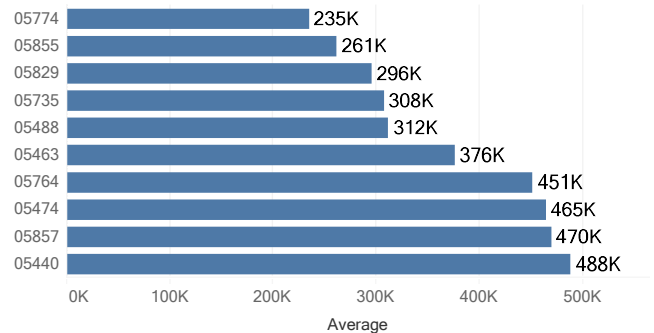
Total Number of \$1M+ Homes

19

Most Expensive ZIP Codes 2020Q1



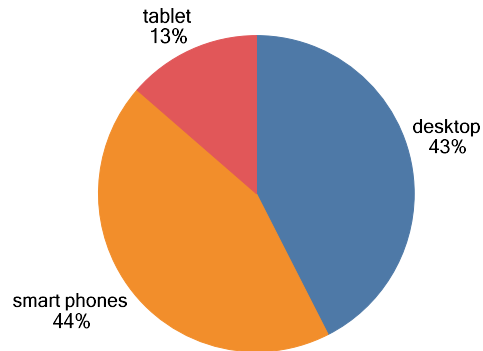
Most Affordable ZIP Codes 2020Q1



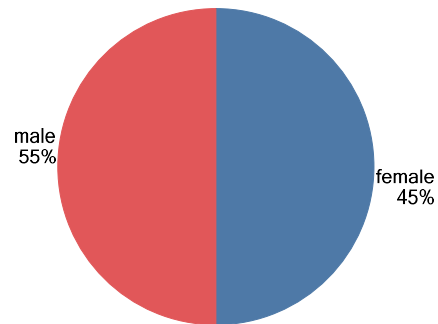
LAKE HOMES REALTY
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Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2020Q1



Male/Female Visitors 2020Q1



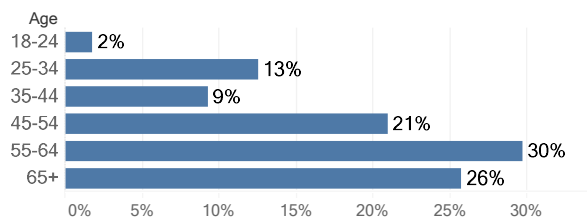
85%

of potential buyers come from outside Vermont

New York,

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

What Age Groups are Shopping 2020Q1



Number 2-10 metros are:

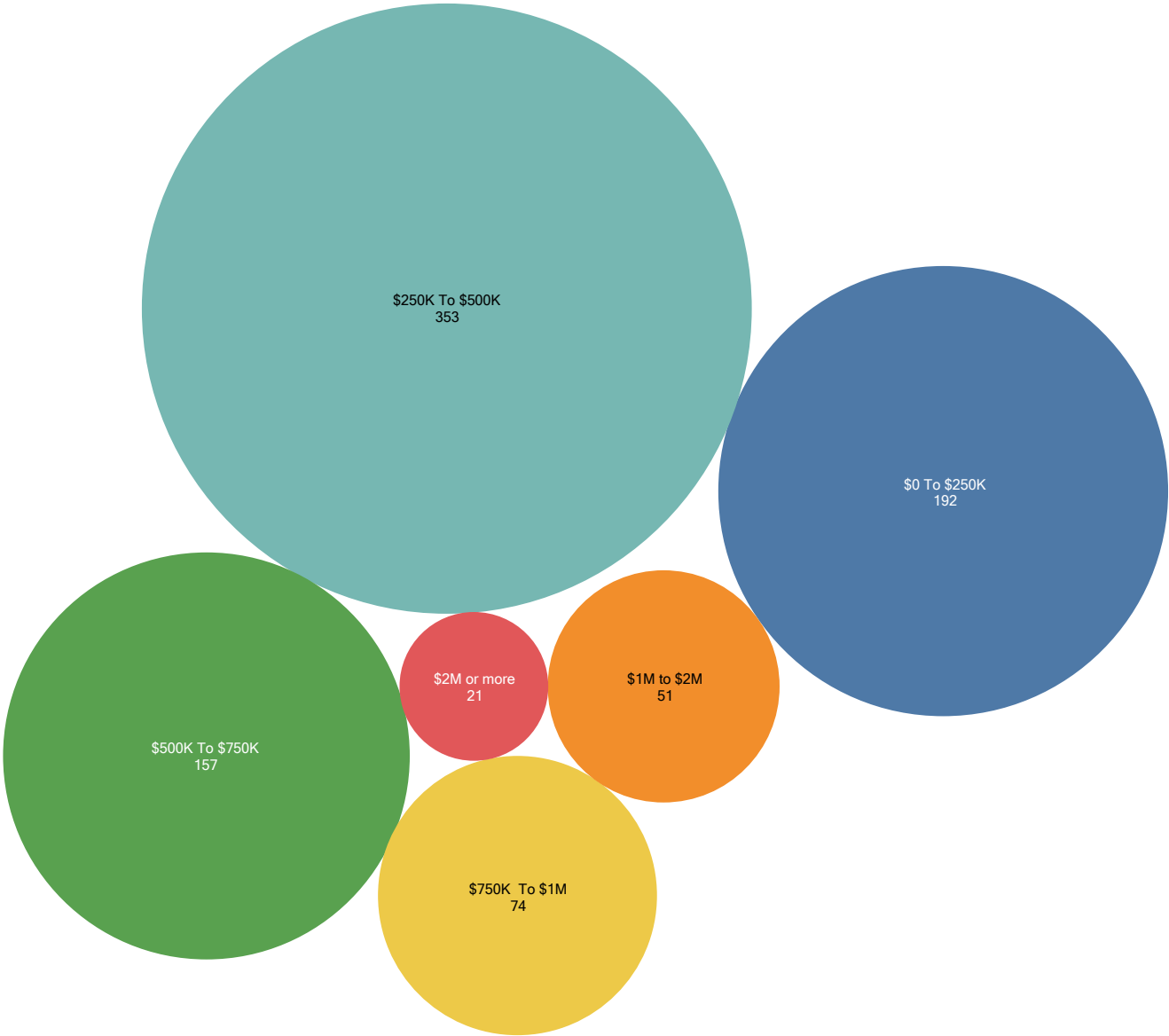
- Boston MA-Manchester, NH
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Springfield-Holyoke, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Providence-New Bedford, MA
- Los Angeles, CA
- Dallas-Ft. Worth, TX



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2020Q1



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



Virginia

The average price for a home on Smith Mountain Lake has increased by over \$8,600 from winter 2019.

Largest Markets

| | | | | | |
|------------------------|---------------|-------|---------------------------|--------------|------|
| 1. Smith Mountain Lake | \$301,429,649 | 39.3% | 6. Leesville Lake | \$19,855,348 | 2.6% |
| 2. Lake Gaston* | \$121,085,363 | 15.8% | 7. Occoquan Reservoir | \$18,149,613 | 2.4% |
| 3. Lake Anna | \$114,916,690 | 15.0% | 8. John H Kerr Reservoir* | \$17,120,090 | 2.2% |
| 4. Fawn Lake | \$29,268,467 | 3.8% | 9. Lake Monticello | \$14,276,425 | 1.9% |
| 5. Lake of the Woods | \$27,557,275 | 3.6% | 10. South Holston Lake* | \$12,797,150 | 1.7% |

Total Virginia Market: \$767,330,050.

Largest Home Markets

| | | |
|---------------------------|---------------|-------|
| 1. Smith Mountain Lake | \$195,617,146 | 37.6% |
| 2. Lake Gaston* | \$77,601,716 | 14.9% |
| 3. Lake Anna | \$70,572,475 | 13.6% |
| 4. Lake of the Woods | \$26,980,675 | 5.2% |
| 5. Fawn Lake | \$23,373,370 | 4.5% |
| 6. John H Kerr Reservoir* | \$14,157,900 | 2.7% |
| 7. Lake Monticello | \$13,537,325 | 2.6% |
| 8. Lake Frederick | \$9,972,519 | 1.9% |
| 9. South Holston Lake* | \$9,449,750 | 1.8% |
| 10. Occoquan Reservoir | \$9,437,990 | 1.8% |

Total Virginia Home Market: \$520,660,338.

Largest Land Markets

| | | |
|---------------------------|---------------|-------|
| 1. Smith Mountain Lake | \$105,812,503 | 42.9% |
| 2. Lake Anna | \$44,344,215 | 18.0% |
| 3. Lake Gaston* | \$43,483,647 | 17.6% |
| 4. Leesville Lake | \$12,649,448 | 5.1% |
| 5. Occoquan Reservoir | \$8,711,623 | 3.5% |
| 6. Fawn Lake | \$5,895,097 | 2.4% |
| 7. South Holston Lake* | \$3,347,400 | 1.4% |
| 8. John H Kerr Reservoir* | \$2,962,190 | 1.2% |
| 9. Kinloch Lake | \$2,780,000 | 1.1% |
| 10. Hunting Run | \$1,769,500 | 0.7% |

Total Virginia Land Market: \$246,669,712.

The average home price has increased on Lake Anna by over \$56,000 from winter 2019.

Most Expensive Homes

| | |
|--------------------------|-----------|
| 1. Occoquan Reservoir | \$857,999 |
| 2. Fawn Lake | \$767,712 |
| 3. Smith Mountain Lake | \$738,178 |
| 4. Lake Anna | \$593,046 |
| 5. Lake Frederick | \$524,869 |
| 6. John H Kerr Reservoir | \$503,043 |
| 7. Leesville Lake | \$423,876 |
| 8. Swift Creek Reservoir | \$409,245 |

Most Affordable Homes

| | |
|-----------------------|-----------|
| 1. Lake Louisa | \$259,725 |
| 2. Lake Monticello | \$270,747 |
| 3. Lake Holiday | \$287,675 |
| 4. South Holston Lake | \$317,927 |
| 5. Lake Caroline | \$321,090 |
| 6. Lake of the Woods | \$325,068 |
| 7. Lake Gaston | \$384,624 |

Most Listings

| | | | | | |
|--------------------------|-----|-------|---------------------------|-------|------|
| 1. Smith Mountain Lake | 856 | 31.9% | 6. Fawn Lake | 82 | 3.1% |
| 2. Lake Gaston* | 602 | 22.4% | 7. John H Kerr Reservoir* | 69 | 2.6% |
| 3. Lake Anna | 378 | 14.1% | 8. Lake Monticello | 61 | 2.3% |
| 4. Leesville Lake | 155 | 5.8% | 9. South Holston Lake* | 53 | 2.0% |
| 5. Lake of the Woods | 102 | 3.8% | 10. Lake Holiday | 41 | 1.5% |
| Total Virginia Listings: | | | | 2,686 | |

Most Homes Available

| | | |
|---------------------------|-----|-------|
| 1. Smith Mountain Lake | 265 | 27.0% |
| 2. Lake Gaston* | 190 | 19.3% |
| 3. Lake Anna | 119 | 12.1% |
| 4. Lake of the Woods | 83 | 8.4% |
| 5. Lake Monticello | 50 | 5.1% |
| 6. John H Kerr Reservoir* | 34 | 3.5% |
| 7. Fawn Lake | 33 | 3.4% |
| 8. South Holston Lake* | 28 | 2.8% |
| 9. Lake Frederick | 19 | 1.9% |
| 10. Lake Caroline | 17 | 1.7% |

Total Virginia Home Listings: 983

Most Land Available

| | | |
|---------------------------|-----|-------|
| 1. Smith Mountain Lake | 591 | 34.7% |
| 2. Lake Gaston* | 412 | 24.2% |
| 3. Lake Anna | 259 | 15.2% |
| 4. Leesville Lake | 138 | 8.1% |
| 5. Fawn Lake | 49 | 2.9% |
| 6. John H Kerr Reservoir* | 35 | 2.1% |
| 7. Lake Holiday | 25 | 1.5% |
| 7. South Holston Lake* | 25 | 1.5% |
| 9. Lake of the Woods | 19 | 1.1% |
| 10. Occoquan Reservoir | 18 | 1.1% |

Total Virginia Land Listings: 1,703

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|------------------------|-----------|
| 1. Fawn Lake | \$166,293 |
| 2. Lake Holiday | \$165,128 |
| 3. Lake Monticello | \$159,289 |
| 4. Occoquan Reservoir | \$152,970 |
| 5. Smith Mountain Lake | \$112,235 |
| 6. Lake of the Woods | \$83,495 |

Listings of 10 Acres or More

| | |
|------------------------|----------|
| 1. Lake Anna | \$28,326 |
| 2. Smith Mountain Lake | \$20,856 |

Most Affordable Land per Acre

Listings of Less Than 10 Acres

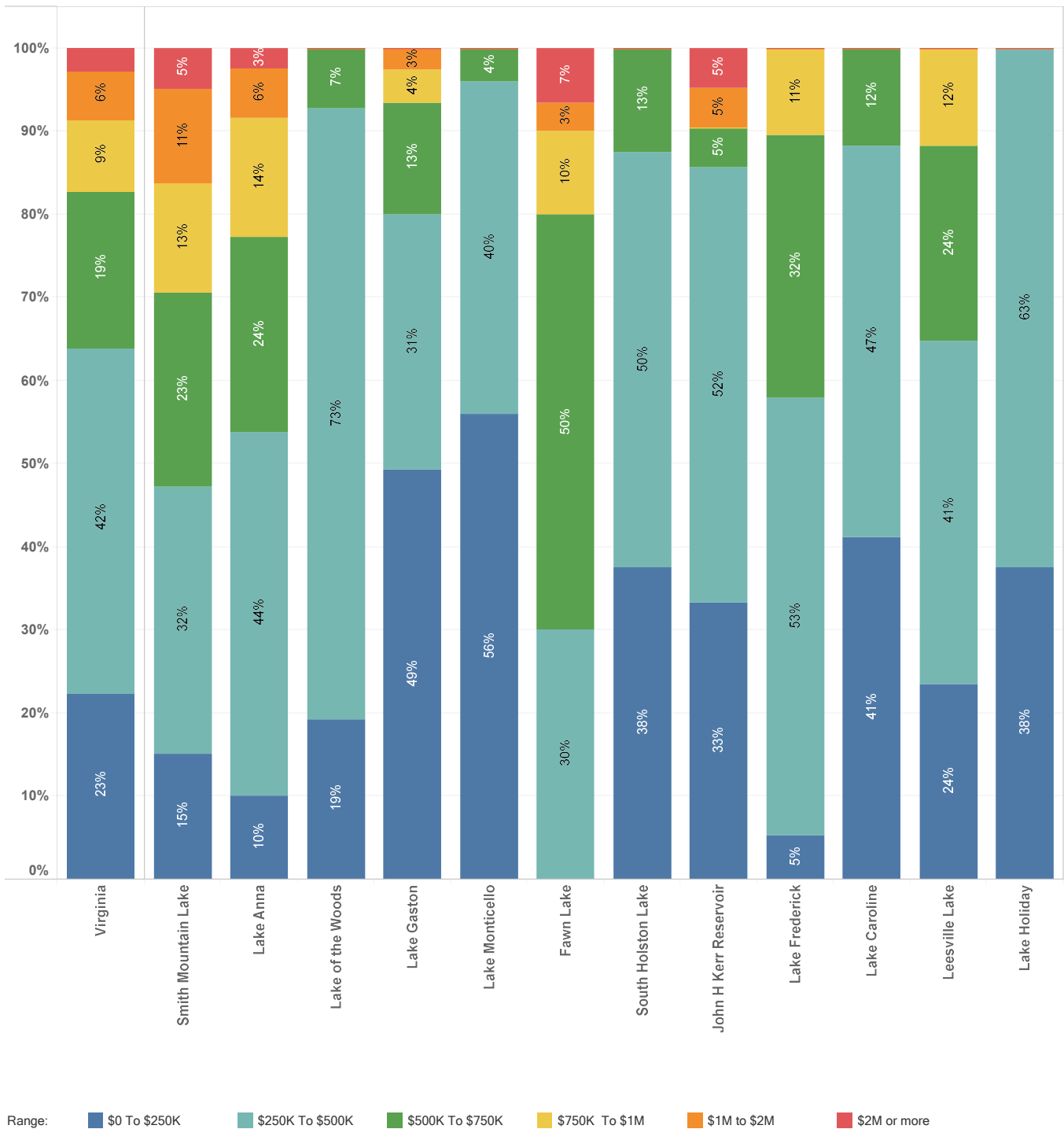
| | |
|--------------------------|----------|
| 1. South Holston Lake | \$23,271 |
| 2. Leesville Lake | \$32,446 |
| 3. Lake Izac | \$44,107 |
| 4. Lake Gaston | \$50,018 |
| 5. John H Kerr Reservoir | \$64,530 |
| 6. Lake Anna | \$66,058 |

Listings of 10 Acres or More

| | |
|-------------------|---------|
| 1. Leesville Lake | \$3,405 |
|-------------------|---------|

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

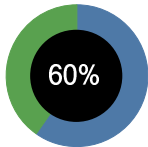
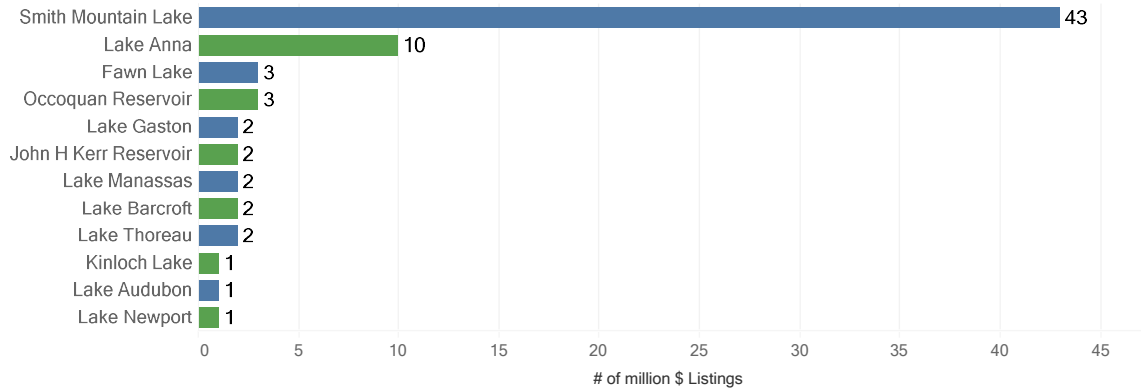
Price Breakdown by Percentage of Homes in the Virginia Market 2020Q1



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Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2020Q1

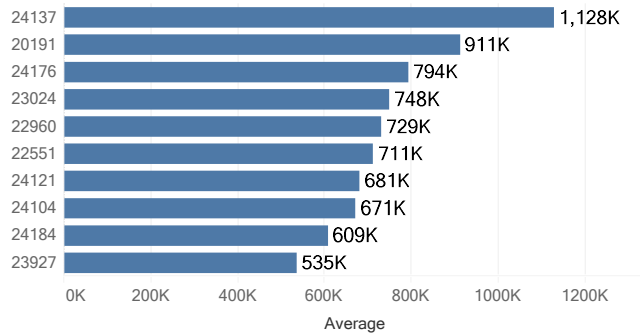


60% of \$1M+ Homes in Virginia are on Smith Mountain Lake

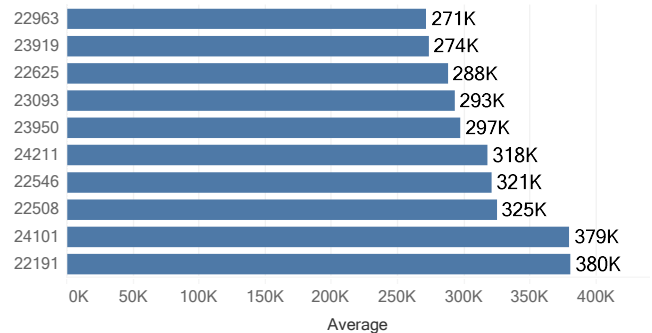
Total Number of \$1M+ Homes

72

Most Expensive ZIP Codes 2020Q1



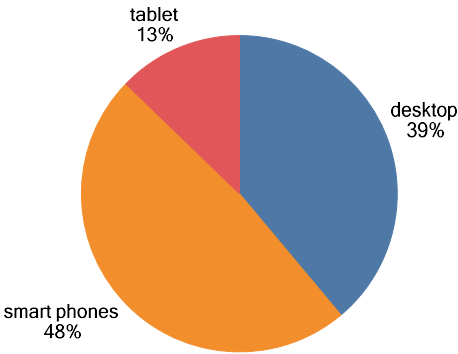
Most Affordable ZIP Codes 2020Q1



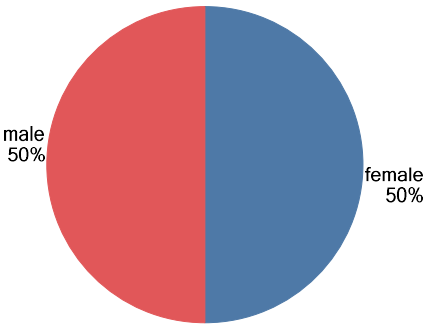
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Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2020Q1

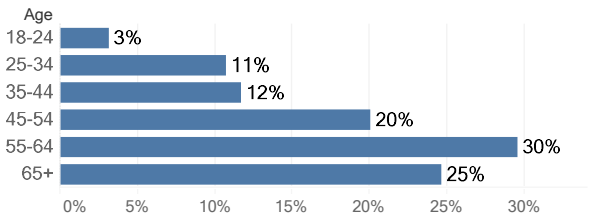


Male/Female Visitors 2020Q1



58% of potential buyers come from outside Virginia

What Age Groups are Shopping 2020Q1



Washington DC (Hagerstown

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

Number 2-10 metros are:

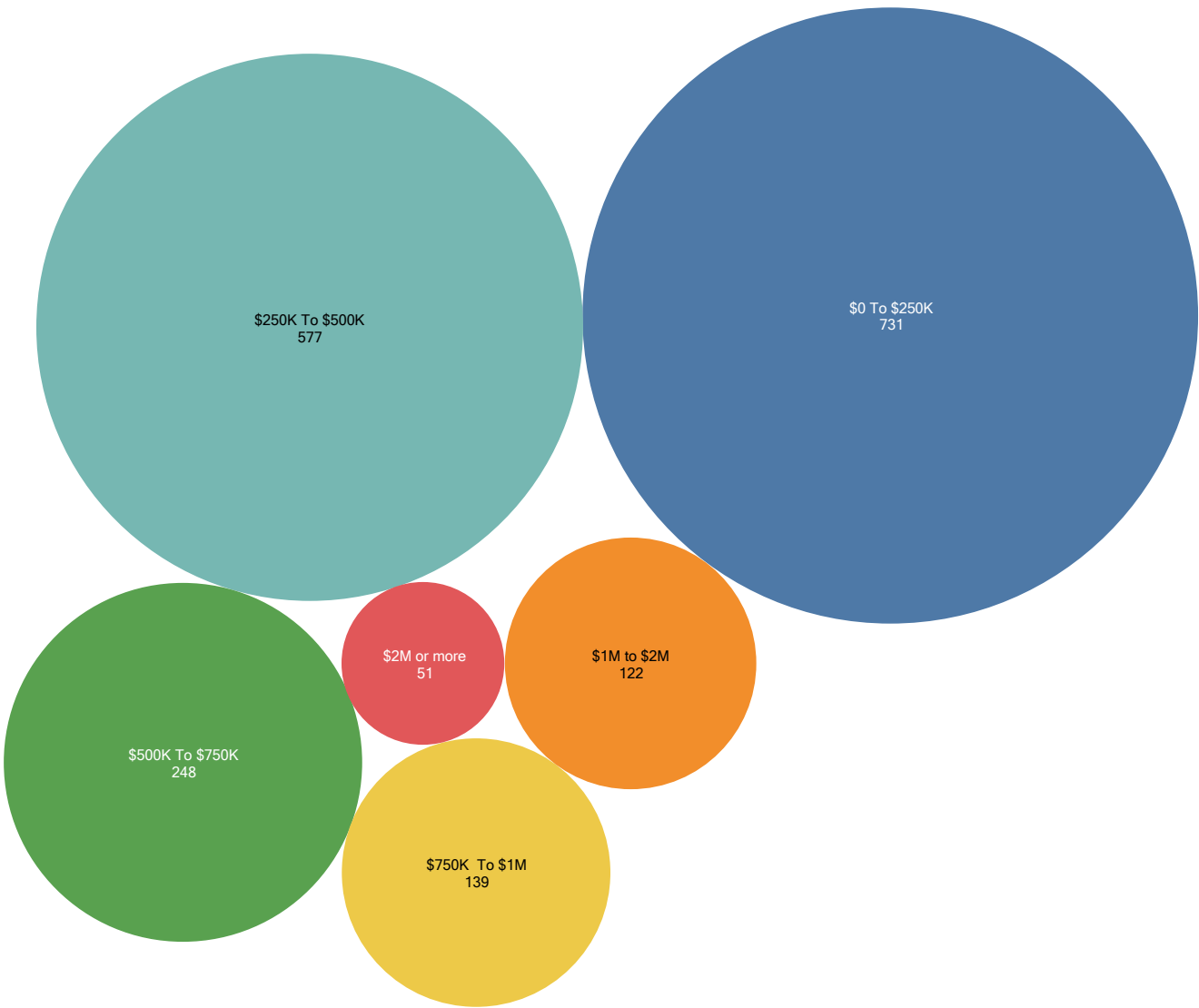
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Philadelphia, PA
- Baltimore, MD
- Charlotte, NC
- Greensboro-High Point-Winston Salem, NC
- Atlanta, GA
- Boston MA-Manchester, NH
- Tampa-St. Petersburg (Sarasota), FL



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WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2020Q1



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



Wisconsin

Geneva Lake ranks 1st in the
Largest Markets List and 8th in the
Largest Land Markets list.

Largest Markets

| | | | | | |
|--------------------------------|---------------|-------|----------------------------------|--------------|------|
| 1. Geneva Lake | \$131,326,800 | 10.8% | 6. Lake Superior | \$25,167,000 | 2.1% |
| 2. Green Lake - Markesan | \$83,464,549 | 6.8% | 7. Castle Rock Lake - Germantown | \$24,938,175 | 2.0% |
| 3. Lake Michigan | \$64,677,893 | 5.3% | 8. Lake Saint Croix - Afton | \$19,176,200 | 1.6% |
| 4. Lake Wisconsin - West Point | \$47,982,480 | 3.9% | 9. Lac La Belle | \$19,174,799 | 1.6% |
| 5. Lake Mendota - Madison | \$27,793,200 | 2.3% | 10. Petenwell Lake - Arkdale | \$18,237,255 | 1.5% |

Total Wisconsin Market: \$1,220,076,891

Largest Home Markets

| | | |
|----------------------------------|---------------|-------|
| 1. Geneva Lake | \$125,977,300 | 13.2% |
| 2. Green Lake - Markesan | \$60,142,449 | 6.3% |
| 3. Lake Michigan | \$57,744,993 | 6.1% |
| 4. Lake Wisconsin - West Point | \$40,155,580 | 4.2% |
| 5. Lake Mendota - Madison | \$26,388,200 | 2.8% |
| 6. Lac La Belle | \$18,524,799 | 1.9% |
| 7. Delevan Lake | \$16,490,000 | 1.7% |
| 8. Lake Monona - Monona | \$16,006,000 | 1.7% |
| 9. Castle Rock Lake - Germantown | \$15,568,425 | 1.6% |
| 10. Lake Superior | \$15,077,600 | 1.6% |

Total Wisconsin Home Market: \$951,802,227.

Largest Land Markets

| | | |
|----------------------------------|--------------|------|
| 1. Green Lake - Markesan | \$23,322,100 | 8.7% |
| 2. Lake Superior | \$10,089,400 | 3.8% |
| 3. Castle Rock Lake - Germantown | \$9,369,750 | 3.5% |
| 4. Lake Wisconsin - West Point | \$7,826,900 | 2.9% |
| 5. Lake Michigan | \$6,932,900 | 2.6% |
| 6. Petenwell Lake - Arkdale | \$6,196,955 | 2.3% |
| 7. Lake Redstone - La Valle | \$5,608,389 | 2.1% |
| 8. Geneva Lake | \$5,349,500 | 2.0% |
| 9. Prairie Lake - Prairie Lake | \$4,893,435 | 1.8% |
| 10. Graber Pond - Middleton | \$4,564,900 | 1.7% |

Total Wisconsin Land Market: \$268,274,664.

Most Expensive Homes

| | |
|--------------------------------|-------------|
| 1. Geneva Lake | \$1,702,396 |
| 2. Lac La Belle | \$1,089,694 |
| 3. Pewaukee Lake | \$1,085,882 |
| 4. Okauchee Lake | \$1,027,892 |
| 5. Green Lake - Markesan | \$1,002,374 |
| 6. Lauderdale Lake | \$853,907 |
| 7. Lake Michigan | \$780,338 |
| 8. Lake Saint Croix - Afton | \$713,590 |
| 9. Lake Wisconsin - West Point | \$692,338 |
| 10. Lake Mendota - Madison | \$676,621 |

Most Affordable Homes

| | |
|-----------------------------------|-----------|
| 1. Decorah Lake - Mauston | \$93,430 |
| 2. Puckaway Lake - Markesan | \$126,804 |
| 3. Bridge Lake | \$155,473 |
| 4. Lake Mohawksin | \$157,760 |
| 5. Hayward Lake - Hayward | \$163,180 |
| 6. Boom Lake - Newbold | \$179,269 |
| 7. Turtle Flambeau Flowage | \$197,882 |
| 8. Lac Vieux Desert | \$201,465 |
| 9. Minocqua Lake | \$222,788 |
| 10. Lake Delton - Wisconsin Dells | \$225,809 |

Most Listings

| | | | | | |
|----------------------------------|-----|------|--------------------------------|----|------|
| 1. Castle Rock Lake - Germantown | 136 | 3.4% | 6. Lake Michigan | 92 | 2.3% |
| 2. Green Lake - Markesan | 123 | 3.0% | 7. Geneva Lake | 87 | 2.1% |
| 3. Petenwell Lake - Arkdale | 111 | 2.7% | 8. Lake Superior | 81 | 2.0% |
| 4. Lake Wisconsin - West Point | 104 | 2.6% | 9. Prairie Lake - Prairie Lake | 80 | 2.0% |
| 5. Lake Redstone - La Valle | 100 | 2.5% | 10. Lake Mendota - Madison | 42 | 1.0% |

Total Wisconsin Listings:

4,057

Most Homes Available

| | | |
|----------------------------------|----|------|
| 1. Geneva Lake | 74 | 4.0% |
| 1. Lake Michigan | 74 | 4.0% |
| 3. Green Lake - Markesan | 60 | 3.2% |
| 4. Lake Wisconsin - West Point | 58 | 3.1% |
| 5. Castle Rock Lake - Germantown | 48 | 2.6% |
| 6. Lake Mendota - Madison | 39 | 2.1% |
| 7. Lake Monona - Monona | 37 | 2.0% |
| 8. Lake Delton - Wisconsin Dells | 34 | 1.8% |
| 9. Lake Superior | 30 | 1.6% |
| 10. Delevan Lake | 29 | 1.6% |

Total Wisconsin Home Listings:

1,868

Most Land Available

| | | |
|--------------------------------------|----|------|
| 1. Castle Rock Lake - Germantown | 88 | 4.0% |
| 2. Lake Redstone - La Valle | 86 | 3.9% |
| 3. Petenwell Lake - Arkdale | 82 | 3.7% |
| 4. Prairie Lake - Prairie Lake | 79 | 3.6% |
| 5. Green Lake - Markesan | 63 | 2.9% |
| 6. Lake Superior | 51 | 2.3% |
| 7. Lake Wisconsin - West Point | 46 | 2.1% |
| 8. La Valle Mill Pond 243 - La Valle | 33 | 1.5% |
| 9. Altoona Lake 830 - Rome | 30 | 1.4% |
| 10. Dutch Hollow Lake - La Valle | 27 | 1.2% |

Total Wisconsin Land Listings:

2,189

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

| | |
|------------------------------------|-----------|
| 1. Geneva Lake | \$589,152 |
| 2. Green Lake - Markesan | \$406,238 |
| 3. Nepco Lake - Wisconsin Rapids | \$239,687 |
| 4. Lauderdale Lake | \$168,252 |
| 5. Lake Wisconsin - West Point | \$160,948 |
| 6. Lac Courte Oreilles - Bass Lake | \$131,166 |
| 7. Lake Michigan | \$127,642 |
| 8. Altoona Lake 830 - Rome | \$107,628 |
| 9. Lake Como | \$93,423 |
| 10. Castle Rock Lake - Germantown | \$91,090 |

Listings of 10 Acres or More

| | |
|----------------------------|---------|
| 1. Mulligan Lake - Wascott | \$2,903 |
|----------------------------|---------|

Most Affordable Land per Acre

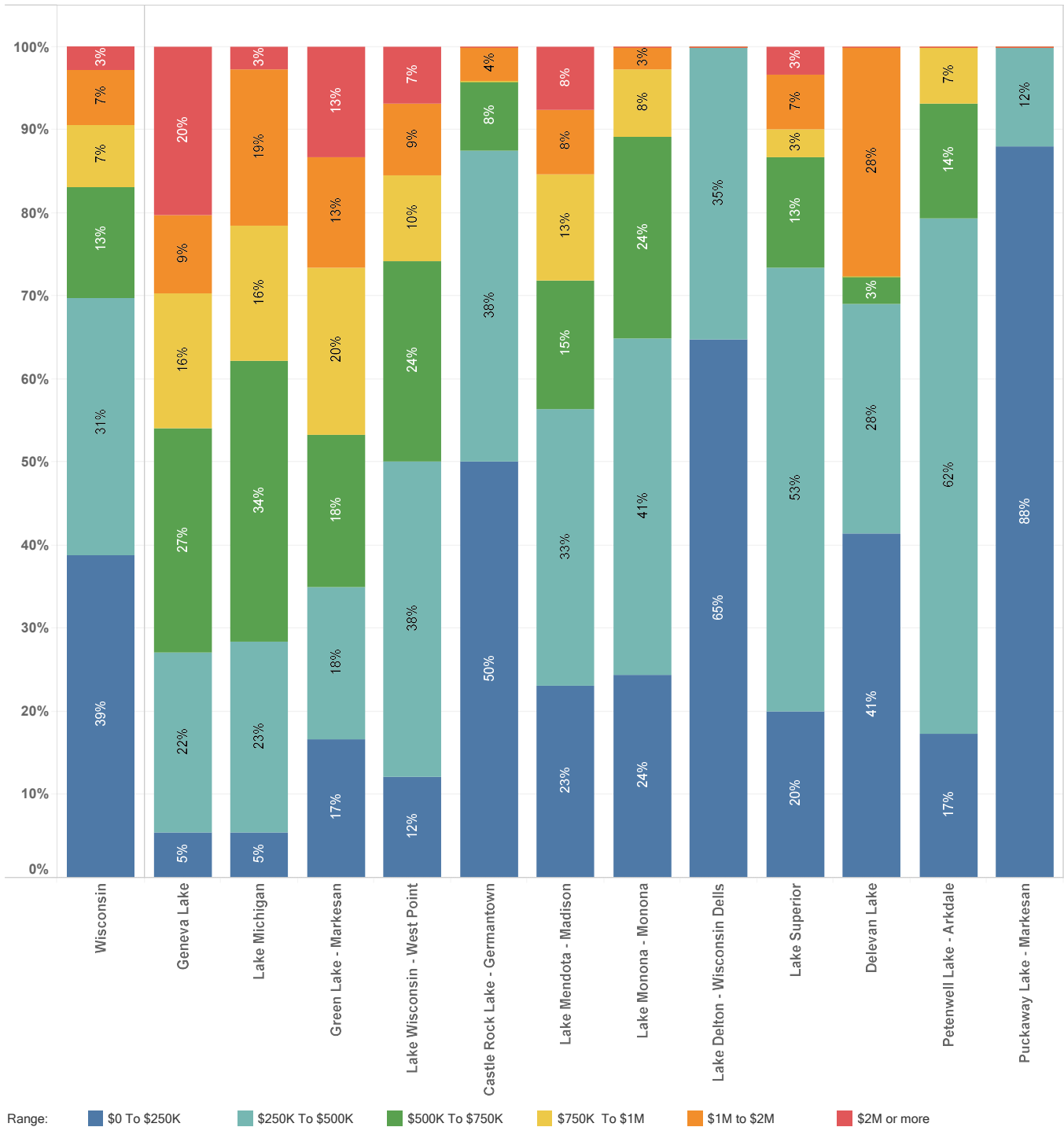
Listings of Less Than 10 Acres

| | |
|--------------------------------------|----------|
| 1. Osprey Lake - Hayward | \$22,721 |
| 2. La Valle Mill Pond 243 - La Valle | \$23,448 |
| 3. Tainter Lake - Tainter | \$31,847 |
| 4. Red Cedar Lake - Cedar Lake | \$33,052 |
| 5. Petenwell Lake - Arkdale | \$33,928 |
| 6. Lake Chippewa - Hunter | \$40,459 |
| 7. Dutch Hollow Lake - La Valle | \$42,017 |
| 8. Knuteson Lake - Edgewater | \$44,986 |
| 9. Lazy Lake - Fountain Prairie | \$54,932 |
| 10. Lake Superior | \$67,377 |

Listings of 10 Acres or More

| | |
|--------------------------|---------|
| 1. Silver Lake - Portage | \$2,487 |
|--------------------------|---------|

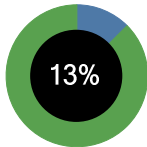
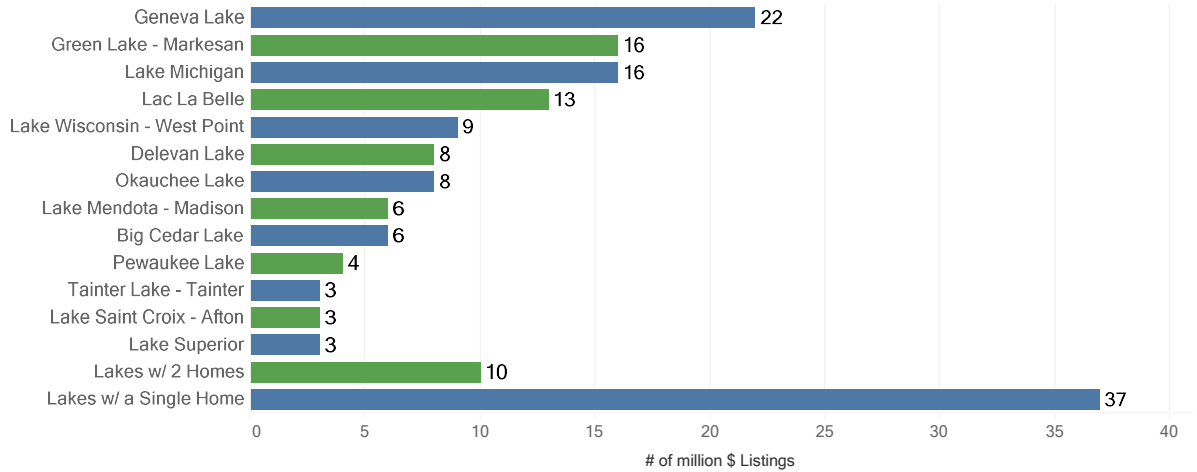
Price Breakdown by Percentage of Homes in the Wisconsin Market 2020Q1



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Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2020Q1

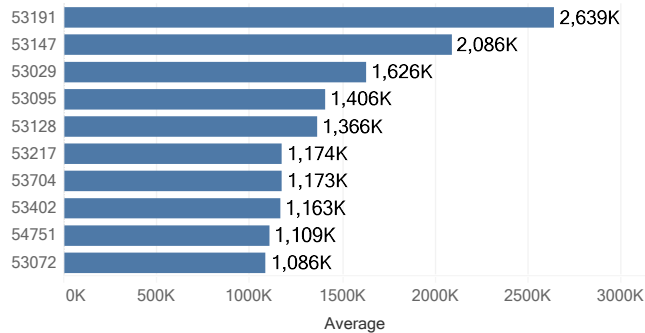


of \$1M+ Homes in Wisconsin are on Geneva Lake

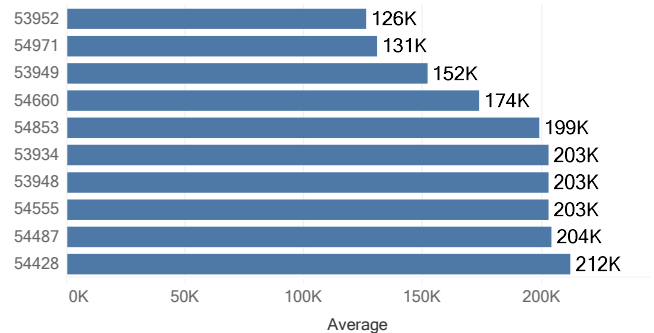
Total Number of \$1M+ Homes

174

Most Expensive ZIP Codes 2020Q1



Most Affordable ZIP Codes 2020Q1



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