



Lake Real Estate Market Report

Chapter 1
Available Lake Homes and Land Report

Summer 2021

Produced By
LakeHomes.com

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Lake Real Estate Market Reports

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

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

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

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

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

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

CEO's Market Insights

The real estate market is hot with price escalation and strong competition for sellers and homes. Lake homes and land are no exception, and some lake real estate markets are at the hotter end of the hot scale.

I am fortunate to have access to a unique view of real estate. Along with my team, I have data and agents across the country for lake real estate information and trends. Much of this information we have compiled is, to my knowledge, not available from any other source. From this data and our agent's feedback, I will share my **observations and outlook**.

Some (but not all) of my opinions will apply to general residential real estate and are not limited to just lake homes and land. However, where lake real estate is different, **it can be exceptionally different!**

1. Generally speaking, first: Looking at the next 18 months or so, the real estate market and the U.S. economy are in great shape. The months immediately after that are a gray area with too many variables to make any prudent prediction.

I am concerned about the three-to-seven-year outlook. Many economists and TV talking heads suggest a long-running strong economy will offset our fast-growing public debt.

I counter that with simple math. The infusion of trillions of dollars of cash flow into any economy will heat that economy in the short term. Still, I cannot see how inflation is not inevitable due to the massive size of that cash infusion. To this point, **inflation has already begun** in many markets, including real estate. It will continue, even if it does not become runaway inflation.

2. With the roll out of vaccines, many are predicting a real estate boom in 2021 and 2022 as we come out of Covid-19 restrictions and pent-up consumer spending picks up. My opinion differs. I expect a strong market but no boom. **The lack of homes for sale will inhibit any boom, no matter how much cheap money is available.**

The lake real estate market activity during the **summer and fall of 2021 will slightly exceed the same seasons of 2020** PROVIDED there are enough appropriately priced homes for buyers to purchase (which is a serious problem inhibiting a big boom in most areas of the country).

I believe the **2021 real estate markets, including lake real estate, will be better (up 15% to 25%) but still similar to the strong market volume of 2020.**

3. **Owners of lake real estate would be wise to consider their property with an investment mindset.** Peak markets do not last forever, and we only see the peak after we have passed it.

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

However, suppose you are an owner considering downsizing, eliminating a second home, or moving back toward family away from the lake. In that case, **this year will be a great opportunity** to get the best return on your investment in your lake home. How long this window of opportunity lasts is unknown, but **it will likely not return for years** once it passes.

4. **COVID-19 created three new types of lake home buyers** (in addition to the existing types of lake home buyers).

The first type **decided they will no longer wait to find their dream home**. They want to buy their lake home sooner rather than later and often settle for less than a perfect dream home.

The second new type of buyer **believes a lake home is a great place to work remotely and home school**. These buyers understand that a lake home will still be an enjoyable investment as a second home even as the pandemic ends.

The third and newest type of lake home buyers decided that instead of considering a lake home as a second home, **a lake home will be their primary (and perhaps only) home**. These buyers are taking advantage of remote work and home school options. With this flexibility and the strong demand for homes, they sell their homes in the cities and suburbs (often at a great price) and move to the lake full-time.

5. The **already limited pre-Covid inventory of “appropriately priced” lake homes for sale drastically shrank** during the last year. At some lakes, the inventory of lake homes for sale is at **all-time lows**.

An increased appetite from buyers drives the inventory contraction while many **sellers retreated from the market**. The seller retreat was driven by health and economic concerns and the remote work/school lifestyle available at most lakes.

The seller retreat will last until homeowners feel physically and financially safer, and they once again seek more variety of activities and social engagement beyond their lake home.

6. Many people wonder why, with such strong demand for lake homes, are there tens of thousands of lake homes and lots that have been listed for sale for months and even years?

Easy answer. Buyers consider these properties **grossly overpriced**. Buyers may be hungry, but they are not fools. They know the lake real estate market is likely at, or near, peak and **have no appetite for shooting too far beyond that peak**.

These buyers remember friends and family (and maybe even themselves) who bought at the 2008 peak and never fully recovered that investment. With economic and debt challenges expected in coming years, many lake home **buyers are eager but still prudent**. As such, grossly overpriced lake homes and lots **will sit unsold, and no amount of marketing can overcome that problem**.

7. Sellers need to understand that **a lack of showings (in-person or virtual) or lack of 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).

Lake home buyers (and home buyers generally) are better informed than at any time in human history. They **quickly spot grossly overpriced homes and AVOID THEM!**

Buyer inaction will continue to speak loudly even if unrealistic sellers ignore the message. A lack of buyer interest announces that buyers consider the property overpriced for buyers' current appetite. **An overpriced home is not even worth the buyer's time to inquire or visit.**

If selling a home, listen to the market's response (which is often silent) and adjust quickly before your property becomes "stale" on the market.

"Lake home buyers (and home buyers in general) are better informed than any time in human history. They quickly spot grossly overpriced homes and AVOID THEM!"

8. When the Covid-19 relief **moratorium on foreclosures ends**, there will be damage in the general real estate market. Consequently, the U.S. economy will have damage (although anyone predicting specifics is pulling bold guesses out of their backside).

Interestingly, the **lake real estate markets will be insulated from foreclosures**, other than minor peripheral influence. Even in the real estate bust of 2008 and 2009, there were few lake home foreclosures. Most lake homeowners paid cash or were otherwise wealthy enough to avoid foreclosure. The same remains true today.

In 2021 and beyond, lake home buyers should **never expect to find "great deals"** at the lakes, even if headlines feature problems in other segments of real estate.

9. While low-interest rates make **money cheap to borrow**, **lenders remain exceptionally cautious**. Their caution is driven by concerns of Covid-driven business failures, corresponding unemployment, ongoing mortgage forbearance programs, and the still-growing pandemic-driven national debt.

As always, **cautious lenders will NOT be a significant issue for lake real estate**. Lake home buyers often pay cash, so mortgage availability has little-to-no impact. That said, some lake home buyers may entertain using cheap interest mortgages for home purchases, leaving their capital available for any unexpected struggles. Overall, mortgage rates and availability will have no meaningful impact on the lake real estate market in 2021.

10. When pricing their lake home, sellers should realize that **many buyers evaluate 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** (such as the information we include in this report) and guidance on home **prices on similar lakes** in other areas.

I hope our reports and our website are helpful. If you would like more localized information, our licensed real estate agents are THE local lake real estate experts and are glad to help!

- G



Glenn S. Phillips

CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 33 states and is currently a member of 130 Multiple Listing Services (MLS). Thirty-two of these states are covered in this report. States that are not included in this report have data that has not yet been evaluated.

This report is based on real estate property for sale based on listing data collected in May of 2021, including value (i.e., list price) and volume of listings in the 33 states covered in this report.

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

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

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

All other comparisons, including website traffic, were determined using data from LakeHomes.com for the 3-month period ending May 14, 2021.

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

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

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

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

V1

Overall Top 10s

Largest Markets

1. Lake Michigan, IL	\$1,700,951,226	6. Lake Wylie, NC/SC*	\$571,644,652
2. Puget Sound, WA	\$1,110,099,490	7. Lake Lanier, GA	\$511,862,847
3. Lake Norman, NC	\$954,162,753	8. Lake Travis, TX	\$438,148,617
4. Lake Michigan, MI	\$919,347,111	9. Lake Of The Ozarks, MO	\$433,302,292
5. Lake Washington, WA	\$803,430,556	10. Old Hickory Lake, TN	\$358,000,314

Largest Home Markets

1. Lake Michigan, IL	\$1,677,856,569
2. Puget Sound, WA	\$987,324,510
3. Lake Norman, NC	\$730,421,135
4. Lake Washington, WA	\$703,772,911
5. Lake Michigan, MI	\$661,931,956
6. Lake Wylie, NC/SC*	\$507,837,554
7. Lake Travis, TX	\$344,898,704
8. Lake Lanier, GA	\$316,895,518
9. Lake Of The Ozarks, MO	\$311,676,977
10. Frog Pond, MA	\$308,881,599

Largest Land Markets

1. Lake Michigan, MI	\$239,389,455
2. Lake Norman, NC	\$223,741,618
3. Lake Lanier, GA	\$160,049,929
4. Puget Sound, WA	\$122,774,980
5. Lake Of The Ozarks, MO	\$121,625,315
6. Lake Keowee, SC	\$112,905,976
7. Smith Mountain Lake, VA	\$110,637,977
8. Lower Prior Lake - Prior Lake, MN	\$106,399,000
9. Lake Washington, WA	\$99,657,645
10. Lake Travis, TX	\$93,249,913

Most Expensive Homes

1. Lake Butler - Orange, FL	\$2,829,915
2. Frog Pond, MA	\$2,733,465
3. Coeur d'Alene Lake, ID	\$2,662,566
4. Upper Long Lake, MI	\$2,618,980
5. Lake Woodlands, TX	\$2,514,950
6. Lake Washington, WA	\$2,513,475
7. Lake Michigan - Petoskey Area, MI	\$2,478,778
8. Flathead Lake, MT	\$2,474,990
9. Lake Down, FL	\$2,461,560
10. Lake Sammamish, WA	\$2,452,865

Most Affordable Homes

1. Lake Mattoon, IL	\$27,383
2. Goose Lake, IL	\$130,630
3. Pymatuning Lake, PA	\$137,561
4. Lake Santee, IN	\$139,140
5. Peoria Lake, IL	\$141,525
6. Lost Lake - Olympia, WA	\$143,508
7. Four Lakes, IL	\$153,953
8. Iroquois Lake, NY	\$158,182
9. Big Bear Lake, IL	\$166,293
10. Wixom Lake, MI	\$168,750

Most Listings

Lake Michigan, IL	2,299	Lake Wylie, NC/SC*	1,206
Lake Norman, NC	1,637	Lake Of The Ozarks, MO	1,121
Puget Sound, WA	1,273	Lake Lanier, GA	849
Lake Michigan, MI	1,244	Lake Hartwell, GA/SC*	789
Table Rock Lake, AR/MO*	1,243	Old Hickory Lake, TN	706

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

Most Homes Available

Lake Michigan, IL	2,229
Lake Norman, NC	1,126
Lake Wylie, NC/SC*	978
Puget Sound, WA	913
Lake Of The Ozarks, MO	585
Old Hickory Lake, TN	565
Lake Michigan, MI	557
Lake Lanier, GA	474
Lewisville Lake, TX	455
Table Rock Lake, AR/MO*	362

Most Land Available

Table Rock Lake, AR/MO*	881
Lake Michigan, MI	662
Lake Keowee, SC	548
Smith Mountain Lake, VA	538
Lake Of The Ozarks, MO	536
Lake Hartwell, GA/SC*	535
Cherokee Lake, TN	522
Watts Bar Lake, TN	517
Lewis Smith Lake, AL	512
Lake Norman, NC	511

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$4,492,807
2. Lake Sammamish, WA	\$1,302,279
3. Clear Lake, TX	\$1,003,740
4. Lake Blue Ridge, GA	\$765,876
5. Dutchmans Creek Lake, NC	\$710,353
6. Lake Tapps, WA	\$650,692
7. Lake McQueeney, TX	\$644,746
8. Lake Michigan - Traverse City Area, MI	\$632,316
9. Prien Lake, LA	\$617,232
10. Lake Cascade, ID	\$611,430

Listings of 10 Acres or More

1. Flathead Lake, MT	\$224,630
2. Lake Charles, LA	\$157,543
3. Lake Conroe, TX	\$114,589
4. Osoyoos Lake, WA	\$73,445
5. Puget Sound, WA	\$73,059
6. J. Percy Priest Lake, TN	\$69,783
7. Lake Keowee, SC	\$65,235
8. Lake Lanier, GA	\$63,619
9. Other Prior Lake Area Lakes, MN	\$62,594
10. Lake Norman, NC	\$58,806

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Whispering Valley Lake, MO	\$9,349
2. Bull Shoals Lake, MO	\$11,267
3. Tink Wig Lake, PA	\$12,240
4. Gardner Lake, ME	\$12,656
5. Bull Shoals Lake, AR	\$14,562
6. Lake Athens, TX	\$14,862
7. Cordell Hull Lake, TN	\$15,557
8. Conashaugh Lake, PA	\$15,660
9. Roamingwood Lake, PA	\$16,743
10. Spring Lake - Valle Twp, MO	\$16,979

Listings of 10 Acres or More

1. Tenkiller Lake, OK	\$1,794
2. Lake Ontario - Watertown Area, NY	\$1,865
3. Great Sacandaga Lake, NY	\$2,308
4. Cordell Hull Lake, TN	\$2,664
5. Birdie Lake, TX	\$3,229
6. Copan Lake, OK	\$3,387
7. Lake Eufaula, OK	\$3,562
8. Bull Shoals Lake, MO	\$3,602
9. Bull Shoals Lake, AR	\$3,615
10. Oneida Lake, NY	\$3,716

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

Top-Ranked By State

Largest Markets

Alabama:	Lake Martin	\$195,999,919
Arkansas:	Table Rock Lake*	\$258,122,627
Connecticut:	Candlewood Lake	\$51,483,799
Florida:	Lake Down	\$92,107,750
Georgia:	Lake Lanier	\$511,862,847
Idaho:	Pend Oreille Lake	\$261,510,217
Illinois:	Lake Michigan	\$1,700,951,226
Indiana:	Lake Wawasee	\$26,328,620
Iowa:	West Okoboji Lake	\$17,338,100
Kentucky:	Kentucky Lake*	\$62,943,936
Louisiana:	Lake Pontchartrain	\$92,117,800
Maine:	Sebago Lake	\$59,803,600
Maryland:	Deep Creek Lake	\$84,654,746
Massachusetts:	Frog Pond	\$309,020,949
Michigan:	Lake Michigan	\$919,347,111
Minnesota:	Lake Minnetonka	\$259,531,249
Mississippi:	Ross R Barnett Reservoir	\$47,600,500
Missouri:	Lake Of The Ozarks	\$433,302,292
Montana:	Flathead Lake	\$192,310,200
Nebraska:	Newport Landing Lake	\$14,826,884
New Hampshire:	Lake Winnepesaukee	\$224,770,189
New York:	Lake Champlain*	\$177,343,113
North Carolina:	Lake Norman	\$954,162,753
North Dakota:	Lake Sakakawea	\$5,691,000
Oklahoma:	Grand Lake	\$113,372,495
Pennsylvania:	Lake Wallenpaupack	\$55,905,332
South Carolina:	Lake Wylie*	\$571,644,652
Tennessee:	Old Hickory Lake	\$358,000,314
Texas:	Lake Travis	\$438,148,617
Vermont:	Lake Champlain*	\$177,343,113
Virginia:	Smith Mountain Lake	\$239,011,863
Washington:	Puget Sound	\$1,110,099,490
Wisconsin:	Geneva Lake	\$77,002,000

Most Listings

Alabama:	Lewis Smith Lake	643
Arkansas:	Table Rock Lake*	1,243
Connecticut:	Candlewood Lake	61
Florida:	Lake Tarpon	168
Georgia:	Lake Lanier	849
Idaho:	Pend Oreille Lake	187
Illinois:	Lake Michigan	2,299
Indiana:	Geist Reservoir	41
Iowa:	Clear Lake	24
Kentucky:	Kentucky Lake*	336
Louisiana:	Lake Pontchartrain	190
Maine:	Moosehead Lake	51
Maryland:	Deep Creek Lake	113
Massachusetts:	Frog Pond	116
Michigan:	Lake Michigan	1,244
Minnesota:	Other Northern Metro Area Lakes	151
Mississippi:	Ross R Barnett Reservoir	161
Missouri:	Table Rock Lake*	1,243
Montana:	Flathead Lake	113
Nebraska:	Beaver Lake	67
New Hampshire:	Lake Winnepesaukee	268
New York:	Lake Champlain*	346
North Carolina:	Lake Norman	1,637
North Dakota:	Lake Tschida	34
Oklahoma:	Lake Texoma*	415
Pennsylvania:	Lake Wallenpaupack	172
South Carolina:	Lake Wylie*	1,206
Tennessee:	Old Hickory Lake	706
Texas:	Lewisville Lake	491
Vermont:	Lake Champlain*	346
Virginia:	Smith Mountain Lake	683
Washington:	Puget Sound	1,273
Wisconsin:	Prairie Lake - Prairie Lake	88

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

Largest Home Markets

Alabama:	Lake Martin	\$169,301,521
Arkansas:	Table Rock Lake*	\$178,161,848
Connecticut:	Candlewood Lake	\$47,120,000
Florida:	Lake Tarpon	\$84,169,543
Georgia:	Lake Lanier	\$316,895,518
Idaho:	Pend Oreille Lake	\$187,808,897
Illinois:	Lake Michigan	\$1,677,856,569
Indiana:	Lake Maxinkuckee	\$24,873,000
Iowa:	West Okoboji Lake	\$16,889,100
Kentucky:	Kentucky Lake*	\$39,731,698
Louisiana:	Lake Pontchartrain	\$77,948,900
Maine:	Sebago Lake	\$56,550,800
Maryland:	Deep Creek Lake	\$74,837,897
Massachusetts:	Frog Pond	\$308,881,599
Michigan:	Lake Michigan	\$661,931,956
Minnesota:	Lake Minnetonka	\$244,625,249
Mississippi:	Ross R Barnett Reservoir	\$38,895,240
Missouri:	Lake Of The Ozarks	\$311,676,977
Montana:	Flathead Lake	\$145,669,400
Nebraska:	Newport Landing Lake	\$13,621,884
New Hampshire:	Lake Winnepesaukee	\$174,225,590
New York:	Lake Champlain*	\$137,610,713
North Carolina:	Lake Norman	\$730,421,135
North Dakota:	Lake Sakakawea	\$4,897,100
Oklahoma:	Grand Lake	\$85,479,051
Pennsylvania:	Lake Wallenpaupack	\$48,076,197
South Carolina:	Lake Wylie*	\$507,837,554
Tennessee:	Old Hickory Lake	\$291,171,662
Texas:	Lake Travis	\$344,898,704
Vermont:	Lake Champlain*	\$137,610,713
Virginia:	Smith Mountain Lake	\$128,373,886
Washington:	Puget Sound	\$987,324,510
Wisconsin:	Geneva Lake	\$62,697,300

Most Homes Available

Alabama:	Lake Martin	208
Arkansas:	Table Rock Lake*	362
Connecticut:	Candlewood Lake	53
Florida:	Lake Tarpon	161
Georgia:	Lake Lanier	474
Idaho:	Pend Oreille Lake	91
Illinois:	Lake Michigan	2,229
Indiana:	Geist Reservoir	41
Iowa:	Clear Lake	22
Kentucky:	Lake Cumberland	103
Louisiana:	Lake Pontchartrain	137
Maine:	Sebago Lake	33
Maryland:	Deep Creek Lake	81
Massachusetts:	Frog Pond	113
Michigan:	Lake Michigan	557
Minnesota:	Other Northern Metro Area Lakes	122
Mississippi:	Ross R Barnett Reservoir	97
Missouri:	Lake Of The Ozarks	585
Montana:	Flathead Lake	62
Nebraska:	Zorinsky Lake	31
New Hampshire:	Lake Winnepesaukee	178
New York:	Lake Champlain*	218
North Carolina:	Lake Norman	1,126
North Dakota:	Lake Sakakawea	11
Oklahoma:	Lake Eufaula	161
Pennsylvania:	Lake Wallenpaupack	100
South Carolina:	Lake Wylie*	978
Tennessee:	Old Hickory Lake	565
Texas:	Lewisville Lake	455
Vermont:	Lake Champlain*	218
Virginia:	Smith Mountain Lake	145
Washington:	Puget Sound	913
Wisconsin:	Lake Michigan	70

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

Largest Land Markets

Alabama:	Lewis Smith Lake	\$69,828,150
Arkansas:	Table Rock Lake*	\$79,960,779
Connecticut:	Candlewood Lake	\$4,363,799
Florida:	Lake Harris	\$23,262,700
Georgia:	Lake Lanier	\$160,049,929
Idaho:	Pend Oreille Lake	\$73,701,320
Illinois:	Lake Michigan	\$23,094,657
Indiana:	Tippecanoe Lake	\$3,721,000
Iowa:	Lake Ponderosa	\$1,105,000
Kentucky:	Kentucky Lake*	\$23,212,238
Louisiana:	Lake Charles	\$25,021,387
Maine:	Moosehead Lake	\$5,414,300
Maryland:	Deep Creek Lake	\$9,816,849
Massachusetts:	The Glades	\$9,000,000
Michigan:	Lake Michigan	\$239,389,455
Minnesota:	Lower Prior Lake - Prior La..	\$106,399,000
Mississippi:	Ross R Barnett Reservoir	\$8,705,260
Missouri:	Lake Of The Ozarks	\$121,625,315
Montana:	Flathead Lake	\$46,640,800
Nebraska:	Lake Wanahoo	\$2,729,900
New Hampshire:	Lake Winnepesaukee	\$26,188,800
New York:	Lake Champlain*	\$29,164,600
North Carolina:	Lake Norman	\$223,741,618
North Dakota:	Lake Oahe	\$1,897,300
Oklahoma:	Lake Texoma*	\$59,080,869
Pennsylvania:	Lake Wallenpaupack	\$7,829,135
South Carolina:	Lake Keowee	\$112,905,976
Tennessee:	Old Hickory Lake	\$66,828,652
Texas:	Lake Travis	\$93,249,913
Vermont:	Lake Champlain*	\$29,164,600
Virginia:	Smith Mountain Lake	\$110,637,977
Washington:	Puget Sound	\$122,774,980
Wisconsin:	Geneva Lake	\$14,304,700

Most Land Available

Alabama:	Lewis Smith Lake	512
Arkansas:	Table Rock Lake*	881
Connecticut:	Woodridge Lake - Goshen	12
Florida:	Lake Marion	67
Georgia:	Lake Hartwell*	535
Idaho:	Pend Oreille Lake	96
Illinois:	Lake Michigan	70
Indiana:	Crooked Lake	13
Iowa:	Rathbun Lake	23
Kentucky:	Kentucky Lake*	253
Louisiana:	Lake Charles	61
Maine:	Moosehead Lake	32
Maryland:	Deep Creek Lake	32
Massachusetts:	Lake Garfield	10
Michigan:	Lake Michigan	662
Minnesota:	Other Greater St Cloud Area Lakes	74
Mississippi:	Ross R Barnett Reservoir	64
Missouri:	Table Rock Lake*	881
Montana:	Lake Koocanusa	60
Nebraska:	Beaver Lake	45
New Hampshire:	Lake Winnepesaukee	72
New York:	Lake Champlain*	118
North Carolina:	Lake Norman	511
North Dakota:	Lake Tschida	32
Oklahoma:	Lake Texoma*	287
Pennsylvania:	Towamensing Trails	93
South Carolina:	Lake Keowee	548
Tennessee:	Cherokee Lake	522
Texas:	Lake Texoma*	287
Vermont:	Lake Champlain*	118
Virginia:	Smith Mountain Lake	538
Washington:	Puget Sound	360
Wisconsin:	Prairie Lake - Prairie Lake	81

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

Most Expensive Homes

Alabama:	Greystone Lake II	\$1,016,438
Arkansas:	Lake Norfork	\$652,694
Connecticut:	Candlewood Lake	\$889,057
Florida:	Lake Butler - Orange	\$2,829,915
Georgia:	Lake Blue Ridge	\$1,873,995
Idaho:	Coeur d'Alene Lake	\$2,662,566
Illinois:	Lake Sheree	\$1,506,273
Indiana:	Lake Wawasee	\$1,029,668
Iowa:	West Okoboji Lake	\$1,055,569
Kentucky:	Kentucky Lake	\$628,086
Louisiana:	Prien Lake	\$571,854
Maine:	Sebago Lake	\$1,713,661
Maryland:	Deep Creek Lake	\$923,925
Massachusetts:	Frog Pond	\$2,733,465
Michigan:	Upper Long Lake	\$2,618,980
Minnesota:	Lake Minnetonka	\$2,244,268
Mississippi:	Oxford Region Lakes	\$419,156
Missouri:	Fienup Lake	\$864,706
Montana:	Flathead Lake	\$2,474,990
Nebraska:	Newport Landing Lake	\$1,135,157
New Hampshire:	Sunapee Lake	\$1,343,127
New York:	Skaneateles Lake	\$2,337,800
North Carolina:	Lake Toxaway	\$1,675,244
North Dakota:	Lake Sakakawea	\$445,191
Oklahoma:	Lake Texoma	\$716,967
Pennsylvania:	Springton Reservoir	\$793,280
South Carolina:	Lake Keowee	\$1,118,415
Tennessee:	Fort Loudoun Lake	\$945,799
Texas:	Lake Woodlands	\$2,514,950
Vermont:	Lake Champlain - Burlington Area	\$726,819
Virginia:	Fawn Lake	\$1,007,510
Washington:	Lake Washington	\$2,513,475
Wisconsin:	Pewaukee Lake	\$1,721,870

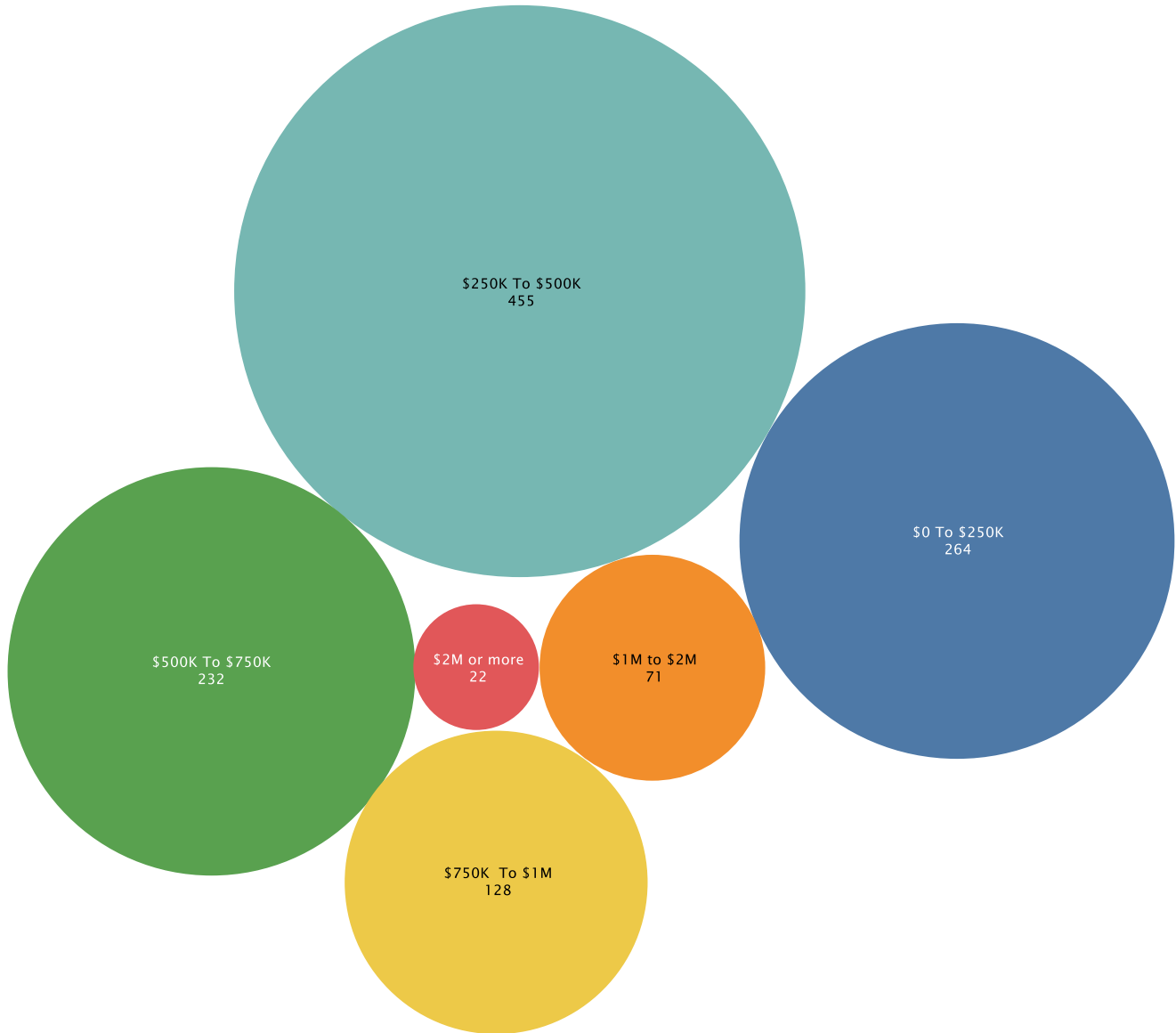
Most Affordable Homes

Alabama:	Bankhead Lake	\$177,360
Arkansas:	Bella Vista Lake	\$242,264
Connecticut:	Pocotopaug Lake	\$386,625
Florida:	Lake Bryan	\$203,116
Georgia:	Water's Edge	\$251,600
Idaho:	Twin Lakes	\$637,138
Illinois:	Lake Mattoon	\$27,383
Indiana:	Lake Santee	\$139,140
Iowa:	Sun Valley Lake	\$374,764
Kentucky:	Lake Cumberland	\$356,635
Louisiana:	Lake Bistineau	\$183,737
Maine:	Pushaw Lake	\$330,490
Maryland:	Druid Lake	\$234,831
Massachusetts:	Watershops Pond	\$231,432
Michigan:	Wixom Lake	\$168,750
Minnesota:	Other Lake Pepin Area Lakes	\$276,215
Mississippi:	Ross R Barnett Reservoir	\$400,982
Missouri:	Stockton Lake	\$184,036
Montana:	Lake Elmo	\$304,360
Nebraska:	Standing Bear Reservoir	\$286,285
New Hampshire:	Opechee Bay Reservoir	\$263,006
New York:	Iroquois Lake	\$158,182
North Carolina:	Oak Hollow Lake	\$235,389
North Dakota:	Lake Sakakawea	\$445,191
Oklahoma:	Copan Lake	\$188,958
Pennsylvania:	Pymatuning Lake	\$137,561
South Carolina:	Thurmond Lake	\$316,669
Tennessee:	Lake Catherine	\$230,924
Texas:	Country Club Lake	\$190,430
Vermont:	Lake Memphremagog	\$339,100
Virginia:	Dyke Marsh	\$291,570
Washington:	Lost Lake - Olympia	\$143,508
Wisconsin:	Dells Pond - Eau Claire	\$162,409

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Alabama

Alabama's largest markets increased by almost \$95 million (10.18%) from Spring 2021.

Largest Markets

1. Lake Martin	\$195,999,919	19.2%	6. Lake Tuscaloosa	\$40,671,304	4.0%
2. Lewis Smith Lake	\$151,120,149	14.8%	7. Wilson Lake	\$37,595,000	3.7%
3. Lake Guntersville	\$96,036,688	9.4%	8. Greystone Lake II	\$35,023,900	3.4%
4. Lake Wedowee	\$60,703,674	5.9%	9. Neely Henry Lake	\$29,643,837	2.9%
5. Logan Martin Lake	\$52,505,901	5.1%	10. Lay Lake	\$26,644,500	2.6%

Total Alabama Market:

\$1,020,878,257

Largest Home Markets

1. Lake Martin	\$169,301,521	25.4%
2. Lewis Smith Lake	\$81,291,999	12.2%
3. Lake Guntersville	\$47,917,488	7.2%
4. Logan Martin Lake	\$40,638,122	6.1%
5. Greystone Lake II	\$34,558,900	5.2%
6. Highland Lakes	\$20,184,300	3.0%
7. Lake Wedowee	\$19,045,900	2.9%
8. Neely Henry Lake	\$19,003,537	2.9%
9. Wilson Lake	\$17,842,400	2.7%
10. West Point Lake*	\$17,706,090	2.7%

Total Alabama Home Market:

\$666,675,972

Largest Land Markets

1. Lewis Smith Lake	\$69,828,150	19.7%
2. Lake Guntersville	\$48,119,200	13.6%
3. Lake Wedowee	\$41,657,774	11.8%
4. Lake Martin	\$26,698,398	7.5%
5. Lake Tuscaloosa	\$23,409,115	6.6%
6. Wilson Lake	\$19,752,600	5.6%
7. Wheeler Lake	\$16,555,500	4.7%
8. Lake Eufaula*	\$14,796,200	4.2%
9. Logan Martin Lake	\$11,867,779	3.4%
10. Neely Henry Lake	\$10,640,300	3.0%

Total Alabama Land Market:

\$354,127,285

Lake Martin ranks 3rd in total listings, 1st in Largest Home Markets, and 8th in Most Land Available.

Most Expensive Homes

1. Greystone Lake II	\$1,016,438
2. Wilson Lake	\$991,244
3. Liberty Park	\$837,716
4. Lake Martin	\$819,634
5. Lake Tuscaloosa	\$690,488
6. Lewis Smith Lake	\$655,983
7. Highland Lakes	\$651,106
8. Lake Guntersville	\$582,591
9. Lake Wedowee	\$553,991
10. Wheeler Lake	\$547,141

Most Affordable Homes

1. Bankhead Lake	\$177,360
2. Weiss Lake	\$329,119
3. Lake Eufaula	\$339,413
4. Neely Henry Lake	\$351,917
5. Jordan Lake	\$358,361
6. Lay Lake	\$373,057
7. Lake Heather	\$376,806
8. Lake Crest	\$422,358
9. Logan Martin Lake	\$422,362
10. Lake Cyrus	\$437,500

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

Most Listings

1. Lewis Smith Lake	643	17.8%	6. Neely Henry Lake	181	5.0%
2. Lake Guntersville	347	9.6%	7. Weiss Lake	176	4.9%
3. Lake Martin	326	9.0%	8. Lake Tuscaloosa	154	4.3%
4. Lake Wedowee	260	7.2%	9. Lay Lake	134	3.7%
5. Logan Martin Lake	241	6.7%	10. Lake Eufaula*	118	3.3%

Total Alabama Listings:

3,610

Most Homes Available

1. Lake Martin	208	17.0%
2. Lewis Smith Lake	131	10.7%
3. Logan Martin Lake	105	8.6%
4. Lake Guntersville	83	6.8%
5. Neely Henry Lake	54	4.4%
6. Lay Lake	52	4.3%
7. Weiss Lake	49	4.0%
8. West Point Lake*	42	3.4%
9. Jordan Lake	40	3.3%
9. Lake Eufaula*	40	3.3%

Total Alabama Home Listings:

1,223

Most Land Available

1. Lewis Smith Lake	512	21.5%
2. Lake Guntersville	264	11.1%
3. Lake Wedowee	222	9.3%
4. Logan Martin Lake	136	5.7%
5. Lake Tuscaloosa	129	5.4%
6. Neely Henry Lake	127	5.3%
6. Weiss Lake	127	5.3%
8. Lake Martin	118	4.9%
9. Lay Lake	82	3.4%
10. Lake Eufaula*	78	3.3%

Total Alabama Land Listings:

2,386

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Cameron	\$233,040
2. Wilson Lake	\$218,695
3. Wheeler Lake	\$175,893
4. Lake Martin	\$129,165
5. Lake Tuscaloosa	\$122,577
6. Lake Mitchell	\$121,180
7. Lake Guntersville	\$109,836
8. Lake Eufaula	\$90,127
9. Lewis Smith Lake	\$74,648
10. Lake Wedowee	\$72,145

Listings of 10 Acres or More

1. Lake Guntersville	\$23,199
2. Lake Eufaula	\$15,321
3. Lake Wedowee	\$15,183
4. Wheeler Lake	\$13,024
5. Lake Martin	\$11,589

Most Affordable Land per Acre

Listings of Less Than 10 Acres

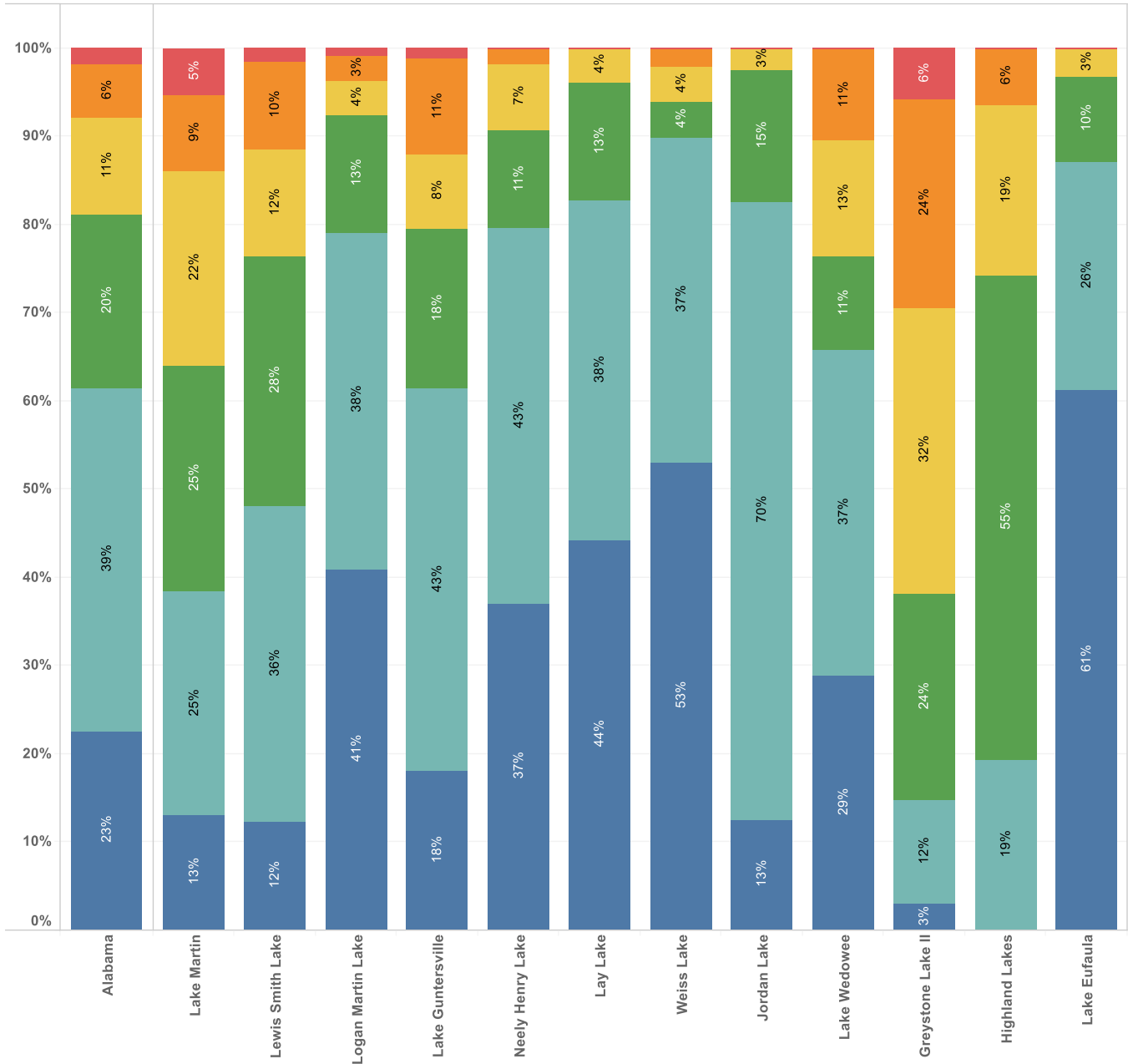
1. Bankhead Lake	\$17,513
2. Alabama River	\$23,006
3. Carrington Lake	\$29,352
4. Echo Lake	\$38,953
5. Lay Lake	\$40,116
6. Weiss Lake	\$46,132
7. Lake Harding	\$46,772
8. Elk River	\$47,193
9. Highland Lake	\$47,892
10. Neely Henry Lake	\$48,203

Listings of 10 Acres or More

1. Lay Lake	\$7,008
2. Neely Henry Lake	\$7,964
3. Jordan Lake	\$8,852
4. Lewis Smith Lake	\$9,093
5. Lake Tuscaloosa	\$9,187
6. Logan Martin Lake	\$11,125

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

Price Breakdown by Percentage of Homes in the Alabama Market 2021Q2



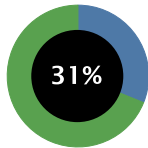
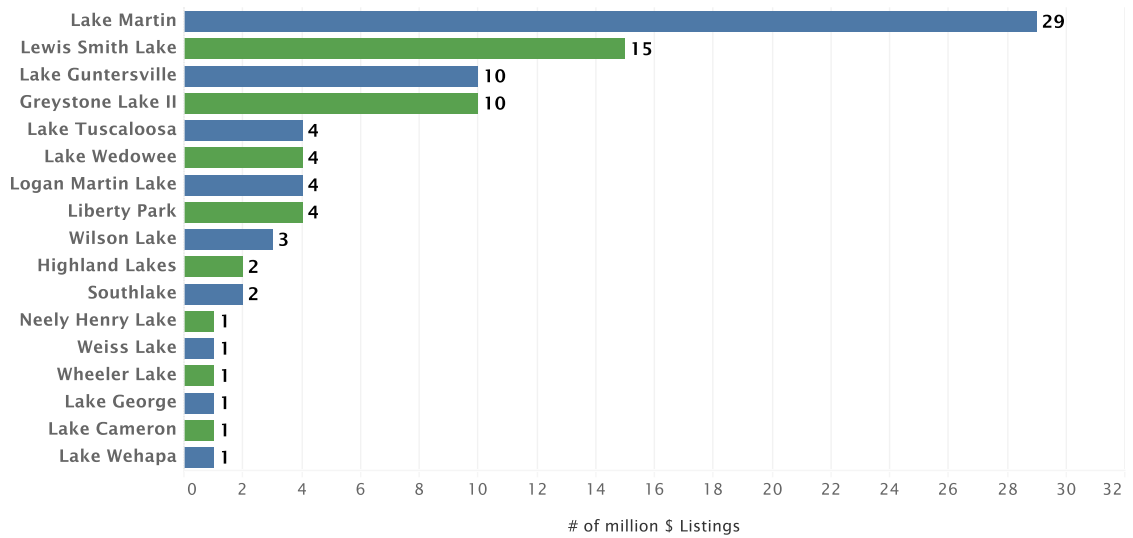
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2021Q2

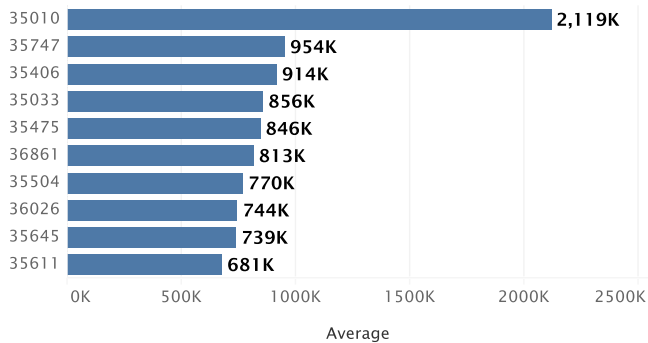


of \$1M+ Homes in Alabama are on Lake Martin

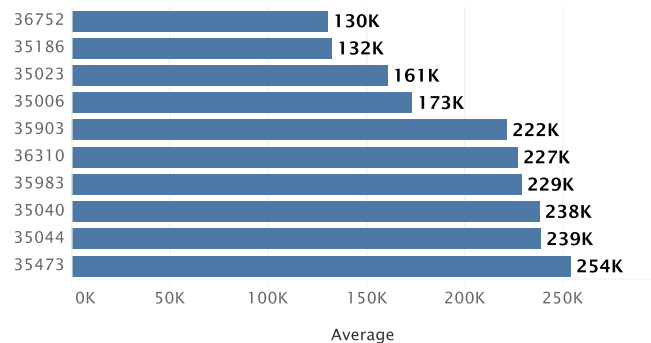
Total Number of \$1M+ Homes

93

Most Expensive ZIP Codes 2021Q2

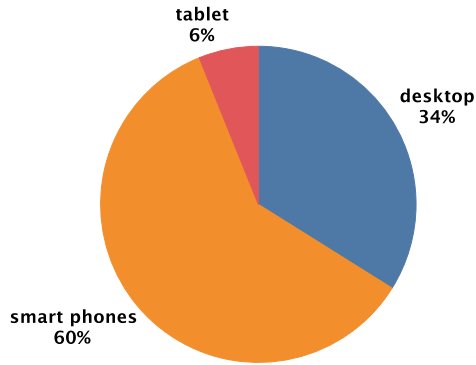


Most Affordable ZIP Codes 2021Q2

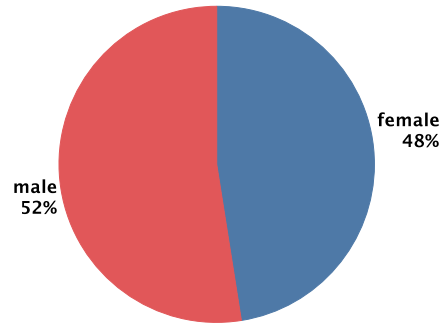


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2021Q2

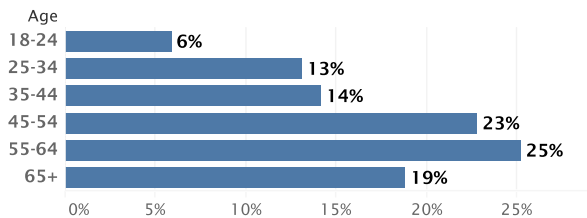


Male/Female Visitors 2021Q2



55% of potential buyers come from outside Alabama

What Age Groups are Shopping 2021Q2



Atlanta

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

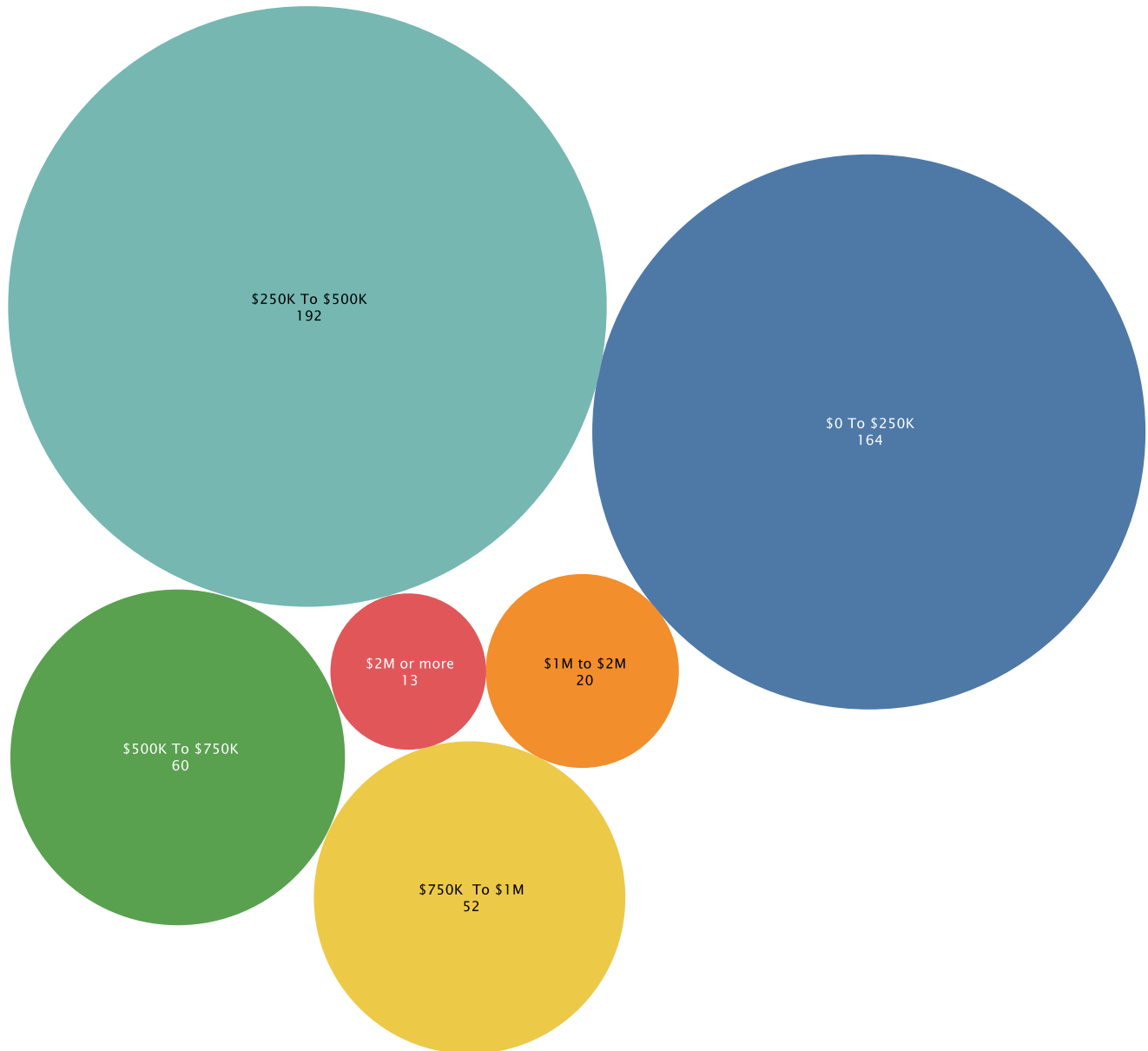
Number 2-10 metros are:

- Columbus, GA
- Nashville, TN
- Chicago, IL
- Orlando-Daytona Beach-Melbourne, FL
- Memphis, TN
- Chattanooga, TN
- New York, NY
- Washington DC (Hagerstown MD)
- Dallas-Ft. Worth, TX



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Arkansas

Arkansas' total markets increased by 10.96% resulting in a \$61.5 million in growth from spring 2021.

Largest Markets

1. Table Rock Lake*	\$258,122,627	41.5%	6. Lake Norfork	\$17,928,089	2.9%
2. Lake Hamilton	\$97,596,006	15.7%	7. Loch Lomond	\$10,958,913	1.8%
3. Beaver Lake	\$92,048,063	14.8%	8. Lake Catherine	\$7,543,700	1.2%
4. Greers Ferry Lake	\$48,625,074	7.8%	9. Hurricane Lake	\$6,652,899	1.1%
5. Bull Shoals Lake*	\$24,896,840	4.0%	10. Lake Elmdale	\$6,228,950	1.0%

Total Arkansas Market:

\$622,205,572

Largest Home Markets

1. Table Rock Lake*	\$178,161,848	43.5%
2. Lake Hamilton	\$62,331,349	15.2%
3. Beaver Lake	\$52,293,473	12.8%
4. Greers Ferry Lake	\$22,102,880	5.4%
5. Bull Shoals Lake*	\$17,940,411	4.4%
6. Lake Norfork	\$12,094,990	3.0%
7. Loch Lomond	\$9,323,013	2.3%
8. Lake Windsor	\$4,731,400	1.2%
9. Lake Elmdale	\$4,628,950	1.1%
10. Lake Fayetteville	\$4,182,730	1.0%

Total Arkansas Home Market:

\$409,239,991

Largest Land Markets

1. Table Rock Lake*	\$79,960,779	37.5%
2. Beaver Lake	\$39,754,590	18.7%
3. Lake Hamilton	\$35,264,657	16.6%
4. Greers Ferry Lake	\$26,522,194	12.5%
5. Bull Shoals Lake*	\$6,956,429	3.3%
6. Lake Norfork	\$5,833,099	2.7%
7. Lake Catherine	\$4,114,500	1.9%
8. Hurricane Lake	\$2,847,299	1.3%
9. Loch Lomond	\$1,635,900	0.8%
10. Lake Elmdale	\$1,600,000	0.8%

Total Arkansas Land Market:

\$212,965,581

Hurricane Lake's land markets increased by over 74.37% from Spring 2021.

Most Expensive Homes

1. Lake Norfork	\$652,694
2. Lake Hamilton	\$598,379
3. Beaver Lake	\$507,704
4. Loch Lomond	\$405,348

Most Affordable Homes

1. Bella Vista Lake	\$242,264
2. Lake Windsor	\$315,427
3. Table Rock Lake	\$352,896
4. Greers Ferry Lake	\$358,516
5. Bull Shoals Lake	\$370,932

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

Most Listings

1. Table Rock Lake*	1,243	40.8%	6. Loch Lomond	122	4.0%
2. Beaver Lake	440	14.4%	7. Lake Catherine	64	2.1%
3. Greers Ferry Lake	374	12.3%	8. Lake Norfolk	63	2.1%
4. Bull Shoals Lake*	191	6.3%	9. Lake Windsor	51	1.7%
4. Lake Hamilton	191	6.3%	10. Lake Ann	37	1.2%

Total Arkansas Listings:

3,046

Most Homes Available

1. Table Rock Lake*	362	42.5%
2. Lake Hamilton	105	12.3%
3. Beaver Lake	103	12.1%
4. Greers Ferry Lake	65	7.6%
5. Bull Shoals Lake*	61	7.2%
6. Loch Lomond	23	2.7%
7. Lake Norfolk	21	2.5%
8. Lake Windsor	15	1.8%
9. Bella Vista Lake	11	1.3%
10. Lake Brittany	8	0.9%

Total Arkansas Home Listings:

852

Most Land Available

1. Table Rock Lake*	881	40.2%
2. Beaver Lake	337	15.4%
3. Greers Ferry Lake	309	14.1%
4. Bull Shoals Lake*	130	5.9%
5. Loch Lomond	99	4.5%
6. Lake Hamilton	86	3.9%
7. Lake Catherine	57	2.6%
8. Lake Norfolk	42	1.9%
9. Lake Windsor	36	1.6%
10. Lake Ann	31	1.4%

Total Arkansas Land Listings:

2,194

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Hamilton	\$256,658
2. Hurricane Lake	\$226,189
3. Lake Catherine	\$57,394
4. Lake Omaha	\$55,018
5. Greers Ferry Lake	\$51,668
6. Loch Lomond	\$45,391
7. Beaver Lake	\$36,756

Listings of 10 Acres or More

1. Greers Ferry Lake	\$10,510
2. Beaver Lake	\$10,433

Most Affordable Land per Acre

Listings of Less Than 10 Acres

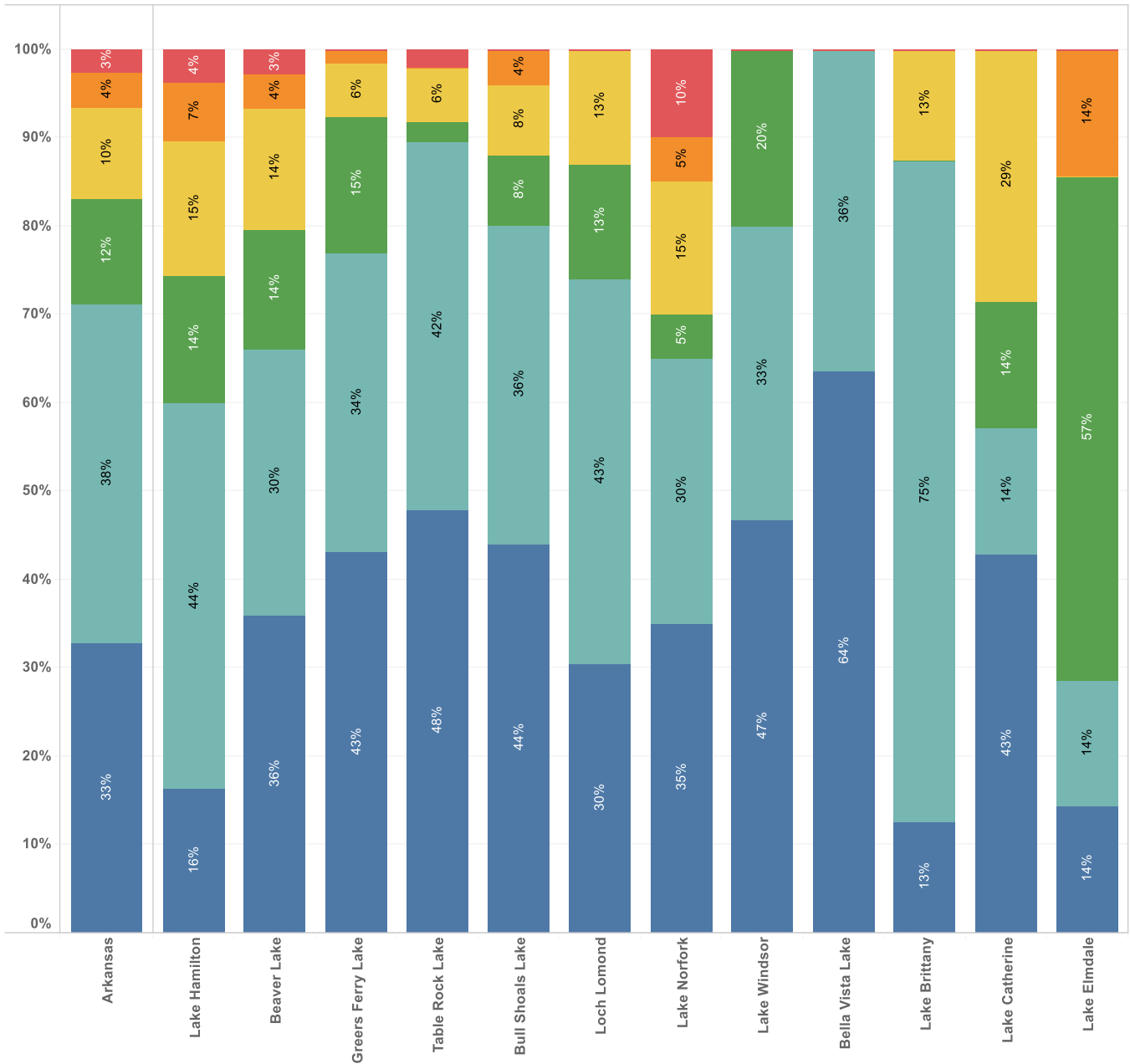
1. Bull Shoals Lake	\$14,562
2. Lake Norfolk	\$25,977
3. Lake Brittany	\$30,000
4. Lake Ann	\$30,229
5. Lake Avalon	\$33,393
6. Table Rock Lake	\$35,732
7. Lake Windsor	\$36,147

Listings of 10 Acres or More

1. Bull Shoals Lake	\$3,615
2. Table Rock Lake	\$5,692
3. Lake Norfolk	\$8,881

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

Price Breakdown by Percentage of Homes in the Arkansas Market 2021Q2



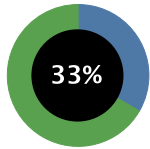
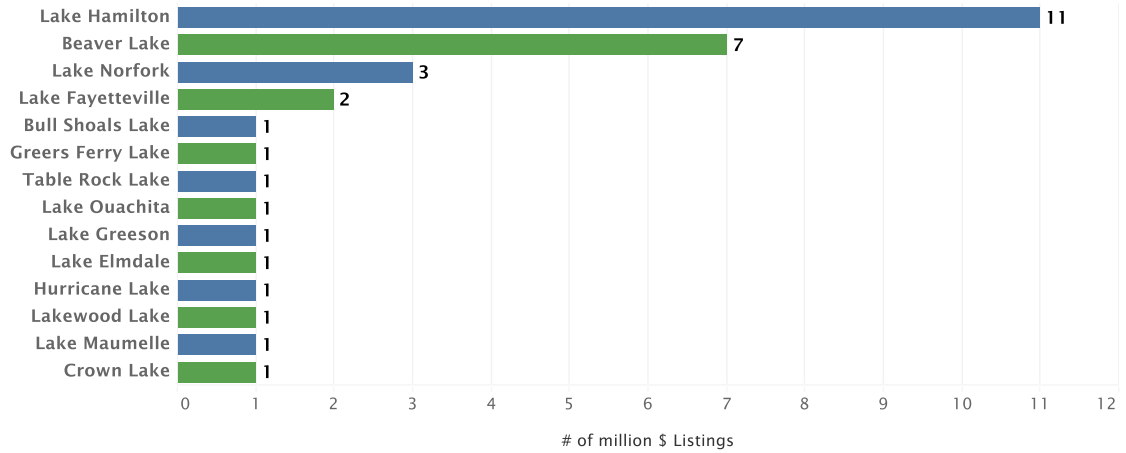
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2021Q2

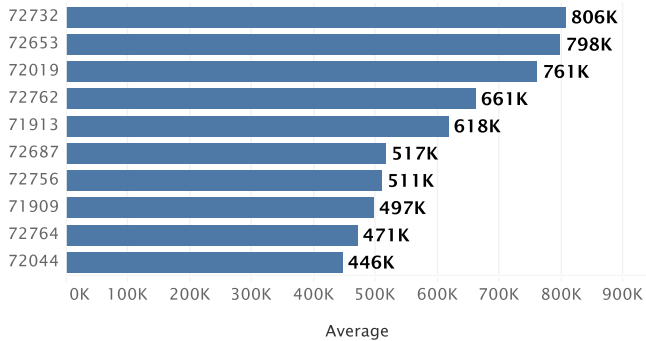


33% of \$1M+ Homes in Arkansas are on Lake Hamilton

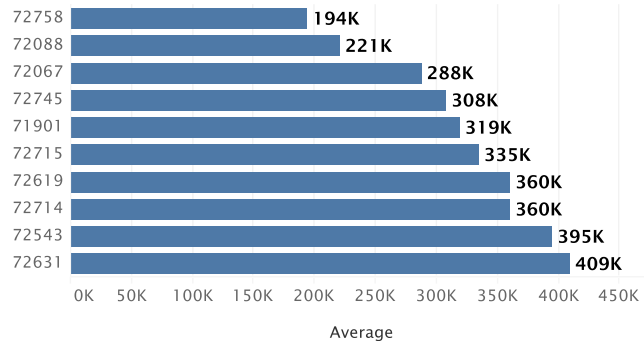
Total Number of \$1M+ Homes

33

Most Expensive ZIP Codes 2021Q2



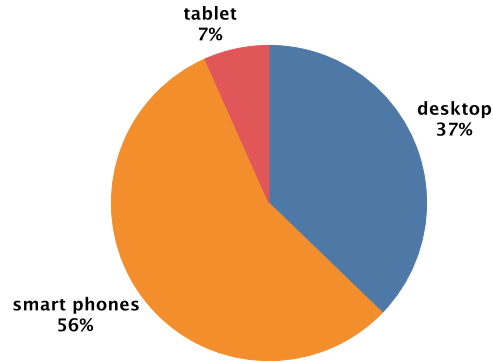
Most Affordable ZIP Codes 2021Q2



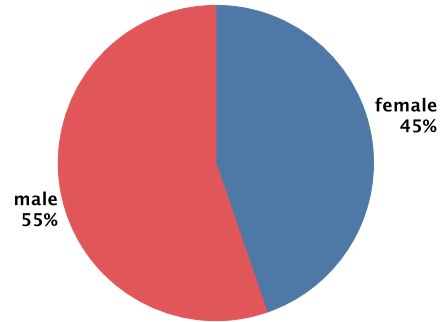
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Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

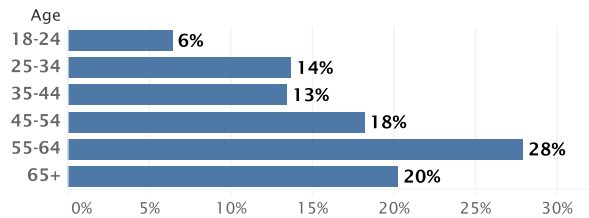


74% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

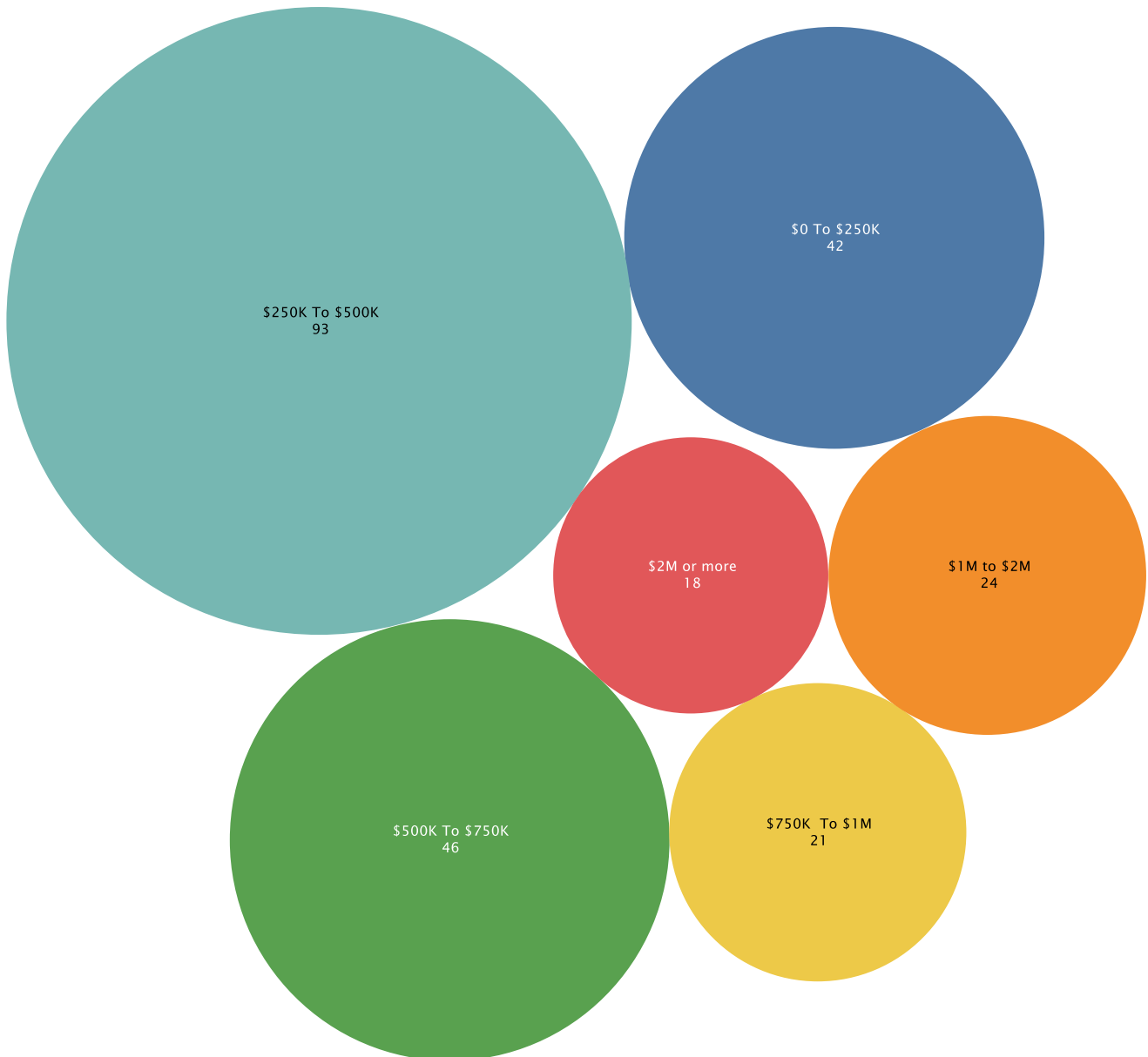
- Memphis, TN
- Chicago, IL
- Kansas City, MO
- Springfield, MO
- St. Louis, MO
- Houston, TX
- Denver, CO
- Oklahoma City, OK
- Tulsa, OK



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CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Connecticut

Candlewood Lake's listings has increased by 36% from spring 2021.

Largest Markets

1. Candlewood Lake	\$51,483,799	24.1%
2. Wononskopomuc Lake	\$18,340,000	8.6%
3. Woodridge Lake - Goshen	\$16,822,000	7.9%
4. Tyler Lake	\$8,753,400	4.1%
5. North Spectacle Pond	\$7,899,000	4.2%

Total Connecticut Market:

\$213,371,592

Most Listings

1. Candlewood Lake	61	18.2%
2. Woodridge Lake - Goshen	30	9.0%
3. Fall Mountain Lake	15	4.5%
4. Pocotopaug Lake	14	4.2%
5. Highland Lake	13	3.9%

Total Connecticut Listings:

335

Largest Home Markets

1. Candlewood Lake	\$47,120,000	25.3%
2. Wononskopomuc Lake	\$15,155,000	8.1%
3. Woodridge Lake - Goshen	\$14,868,300	8.0%
4. North Spectacle Pond	\$7,899,000	4.2%
5. Lake Zoar	\$7,040,700	3.8%

Total Connecticut Home Market:

\$186,521,567

Most Homes Available

1. Candlewood Lake	53	21.7%
2. Woodridge Lake - Goshen	18	7.4%
3. Pocotopaug Lake	12	4.9%
4. Highland Lake	11	4.5%
4. Lake Zoar	11	4.5%

Total Connecticut Home Listings:

244

Largest Land Markets

1. Candlewood Lake	\$4,363,799	16.3%
2. Wononskopomuc Lake	\$3,185,000	11.9%
3. Dog Pond	\$2,425,000	9.0%
4. Tyler Lake	\$2,306,500	8.6%
5. Squantz Pond	\$2,232,000	8.3%

Total Connecticut Land Market:

\$26,850,025

Most Land Available

1. Woodridge Lake - Goshen	12	13.2%
2. Fall Mountain Lake	10	11.0%
3. Dog Pond	9	9.9%
4. Candlewood Lake	8	8.8%
5. Tyler Lake	7	7.7%

Total Connecticut Land Listings:

91

Average Home Price

1. Candlewood Lake	\$889,057
2. Woodridge Lake - Goshen	\$826,017
3. Lake Zoar	\$640,064
4. Highland Lake	\$468,245
5. Pocotopaug Lake	\$386,625

Average Land Price Per Acre

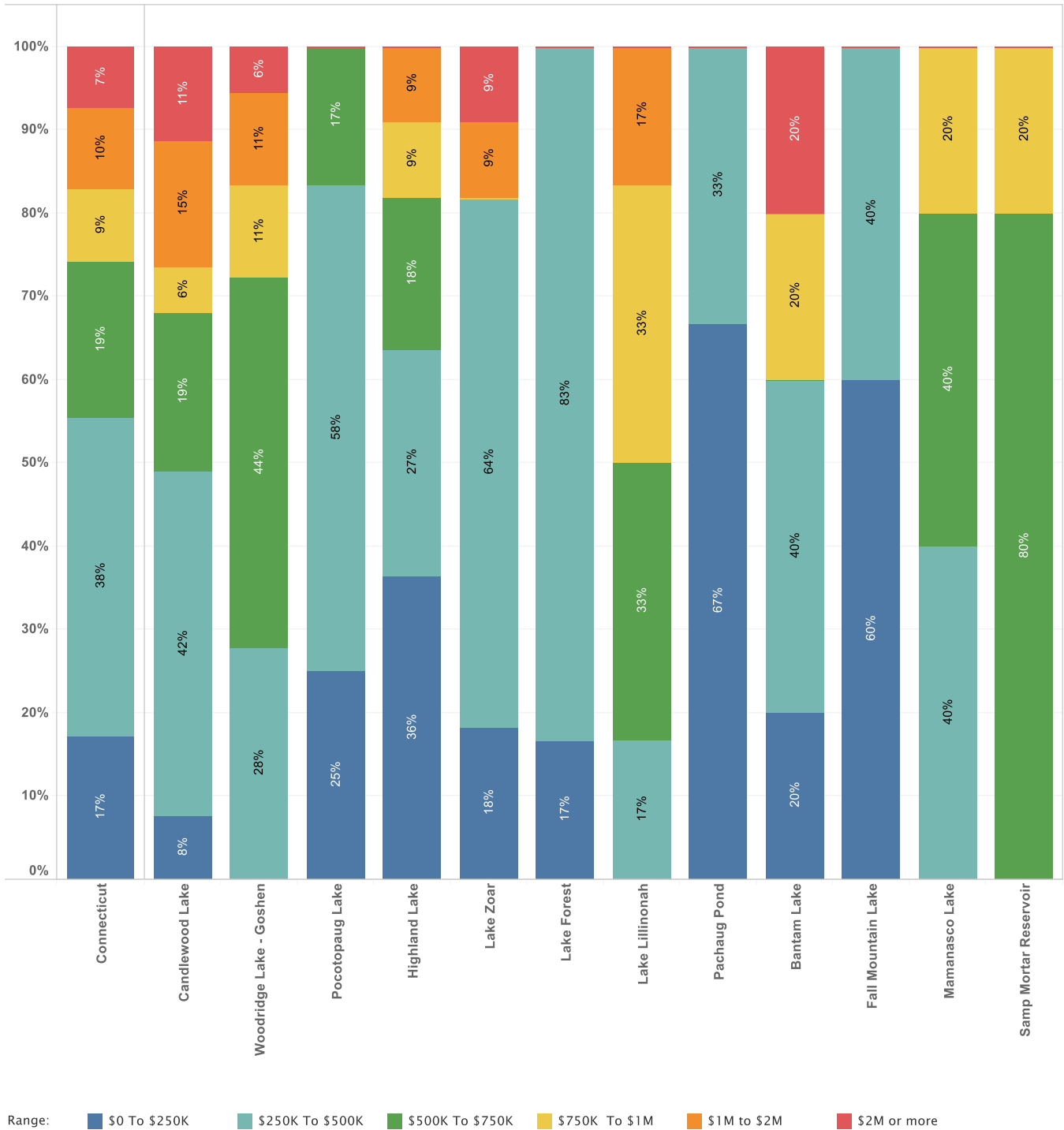
Listings of Less Than 10 Acres

1. Fall Mountain Lake	\$186,564
2. Woodridge Lake - Goshen	\$170,927

Listings of 10 Acres or More

**

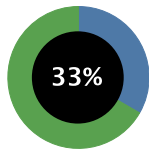
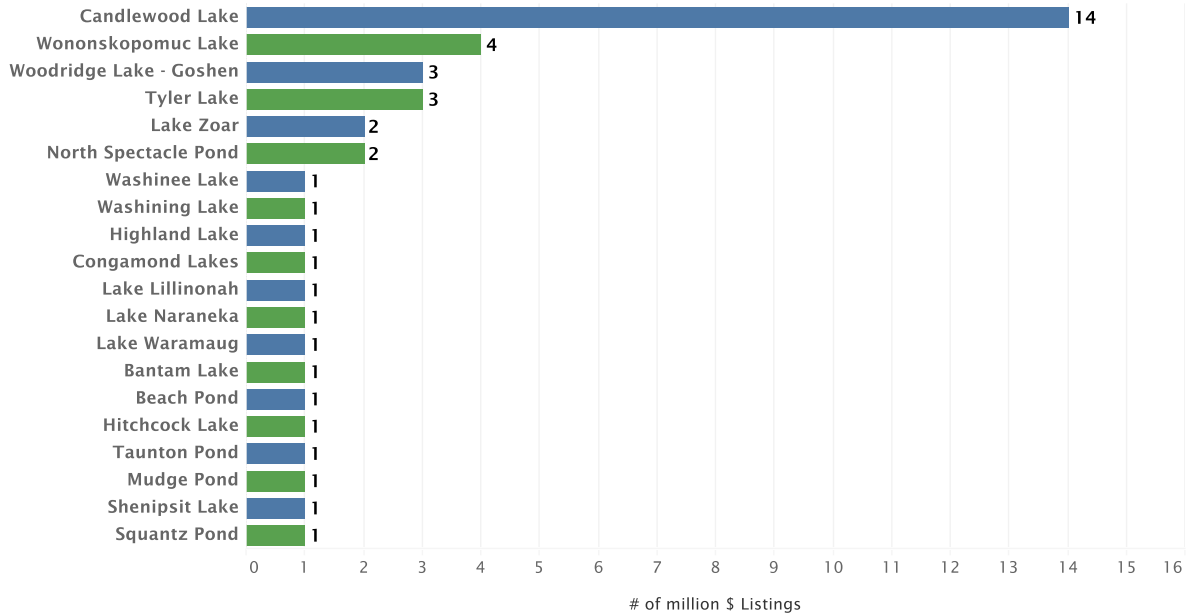
Price Breakdown by Percentage of Homes in the Connecticut Market 2021Q2



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2021Q2

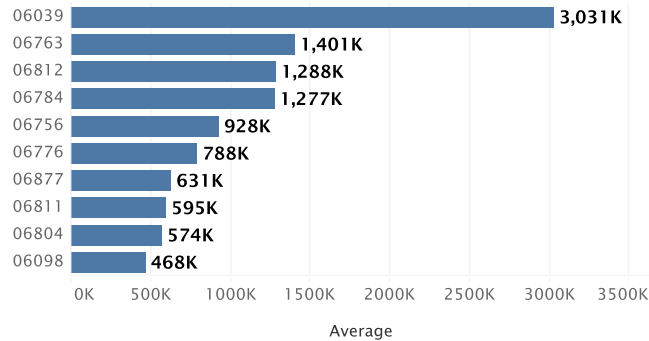


of \$1M+ Homes in Connecticut are on
Candlewood Lake

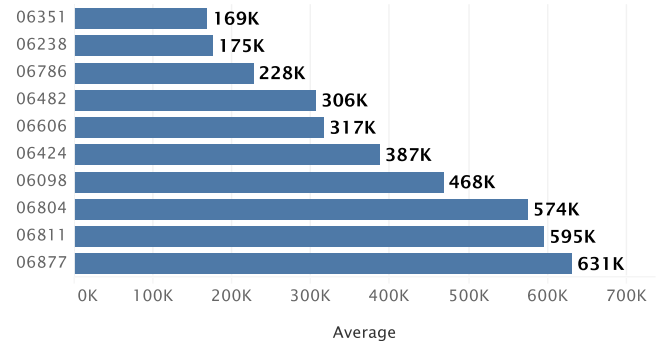
Total Number of \$1M+
Homes

42

Most Expensive ZIP Codes 2021Q2



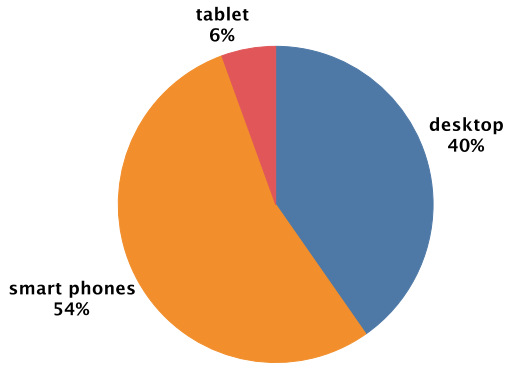
Most Affordable ZIP Codes 2021Q2



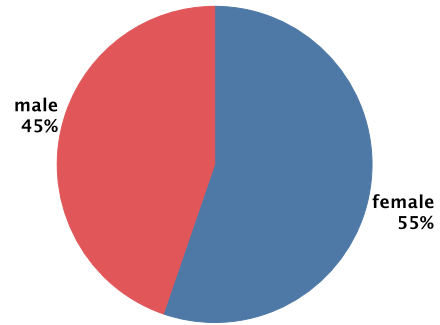
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2021Q2

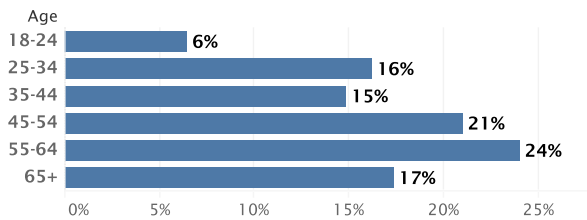


Male/Female Visitors 2021Q2



51% of potential buyers come from outside Connecticut

What Age Groups are Shopping 2021Q2



New York,

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

Number 2-10 metros are:

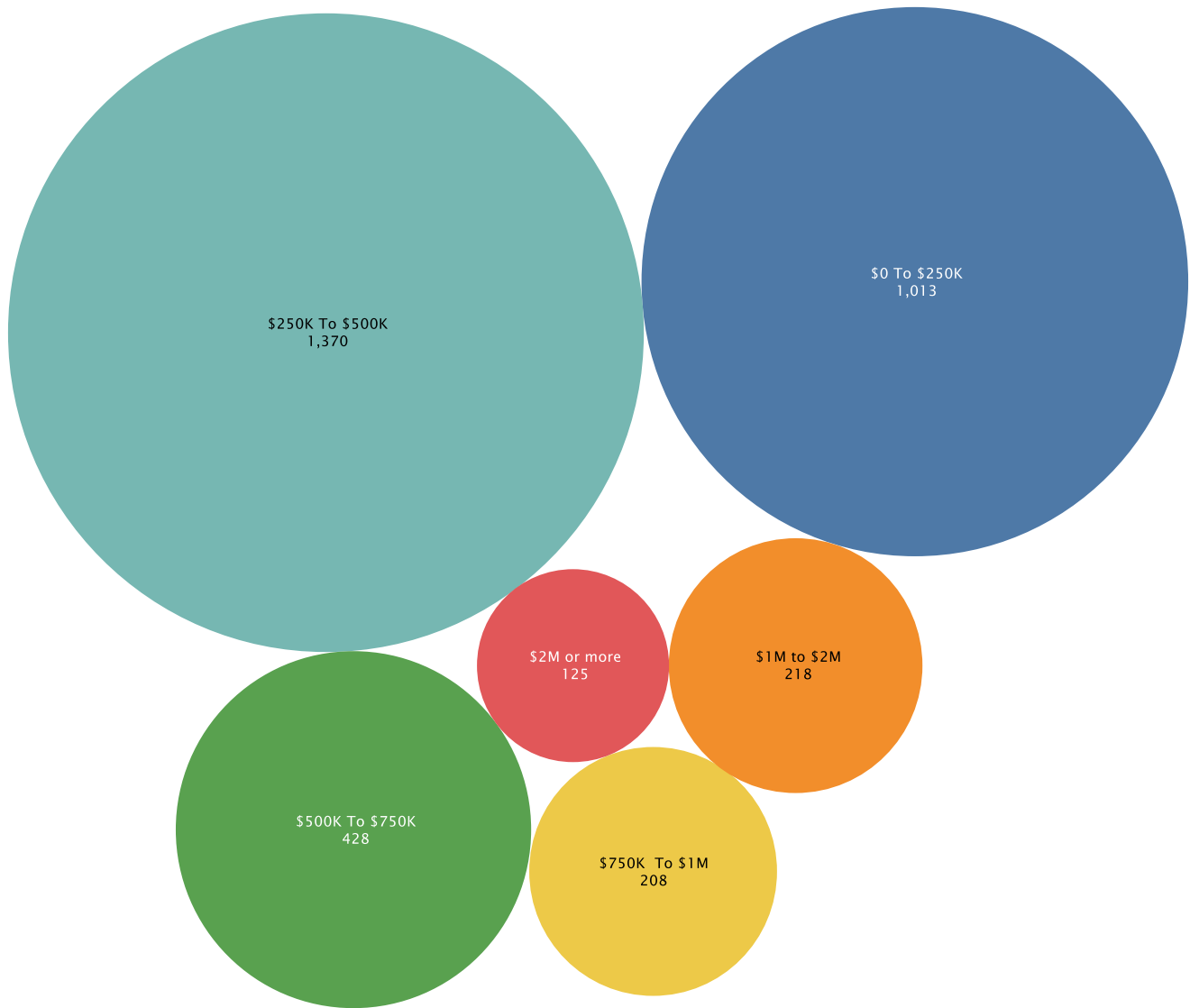
- Boston MA-Manchester, NH
- Springfield-Holyoke, MA
- Providence-New Bedford, MA
- Philadelphia, PA
- Albany-Schenectady-Troy, NY
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Los Angeles, CA
- Orlando-Daytona Beach-Melbourne, FL



LAKE HOMES REALTY
LAKEHOMES.COM

FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Florida

Lake Down's market size grew by \$33.3 million (66.21%) while Butler Chain Of Lakes increased by \$22.2 million (32%) from spring 2021

Largest Markets

1. Lake Down	\$92,107,750	4.2%	6. Lake Apopka	\$64,433,921	2.9%
2. Butler Chain Of Lakes	\$90,467,993	4.1%	7. Lake Eola	\$59,227,651	2.7%
3. Lake Tarpon	\$86,557,443	3.9%	8. Lake Virginia	\$58,938,800	2.7%
4. Lake Butler - Orange	\$81,596,600	3.7%	9. John's Lake	\$54,999,792	2.5%
5. Lake Maitland	\$73,392,790	3.3%	10. Lake Burden	\$50,853,125	2.3%

Total Florida Market:

\$2,197,723,280

Largest Home Markets

1. Lake Tarpon	\$84,169,543	4.5%
2. Lake Down	\$83,693,050	4.5%
3. Butler Chain Of Lakes	\$80,480,994	4.3%
4. Lake Butler - Orange	\$73,577,800	4.0%
5. Lake Maitland	\$68,205,290	3.7%
6. Lake Eola	\$58,202,651	3.1%
7. Lake Virginia	\$54,114,800	2.9%
8. Lake Apopka	\$53,730,021	2.9%
9. Lake Burden	\$49,459,125	2.7%
10. Big Sand Lake	\$43,381,298	2.3%

Total Florida Home Market:

\$1,861,805,547

Largest Land Markets

1. Lake Harris	\$23,262,700	6.9%
2. John's Lake	\$15,604,400	4.6%
3. Lake Apopka	\$10,703,900	3.2%
4. Lake Killarney	\$10,382,000	3.1%
5. Butler Chain Of Lakes	\$9,986,999	3.0%
6. Lake Minneola	\$9,774,900	2.9%
7. Lake Geneva	\$9,130,850	2.7%
8. Lake Saunders	\$9,112,900	2.7%
9. Lake Griffin	\$8,520,050	2.5%
10. Lake Down	\$8,414,700	2.5%

Total Florida Land Market:

\$335,917,733

While Lake Harris ranks 1st in Largest Land Markets, it ranks 9th in Most Homes Available.

Most Expensive Homes

1. Lake Butler - Orange	\$2,829,915
2. Lake Down	\$2,461,560
3. Butler Chain Of Lakes	\$1,788,467
4. Lake Nona	\$1,562,033
5. Lake Keystone	\$1,392,368
6. Lake Maitland	\$1,217,952
7. Lake Virginia	\$1,202,551
8. Lake Burden	\$1,052,322
9. Huguenot Lagoon	\$974,683
10. Lake Hancock - Orange	\$880,860

Most Affordable Homes

1. Lake Bryan	\$203,116
2. Lake Howard	\$208,447
3. Old Lake Davenport	\$221,353
4. Lake Seminole	\$238,388
5. Lake Marion	\$244,220
6. Lake Saunders	\$246,769
7. Lake Henry	\$247,026
8. Lake Panasoffkee	\$250,829
9. Lake Orienta	\$253,767
10. Lake Reedy	\$257,367

Most Listings

1. Lake Tarpon	168	3.8%	6. Lake Harris	95	2.1%
2. Lake Eola	134	3.0%	7. Lake Marion	90	2.0%
3. Lake Dora	131	2.9%	8. John's Lake	84	1.9%
4. Lake Apopka	109	2.4%	9. Lake Eustis	83	1.9%
5. East Lake Tohopekaliga	100	2.2%	10. Lake Tohopekaliga	82	1.8%

Total Florida Listings:

4,467

Most Homes Available

1. Lake Tarpon	161	4.8%
2. Lake Eola	132	3.9%
3. Lake Dora	94	2.8%
4. East Lake Tohopekaliga	83	2.5%
5. Lake Apopka	82	2.4%
6. Lake Seminole	76	2.3%
7. John's Lake	74	2.2%
7. Old Lake Davenport	74	2.2%
9. Lake Harris	70	2.1%
9. Lake Orienta	70	2.1%

Total Florida Home Listings:

3,362

Most Land Available

1. Lake Marion	67	6.1%
2. Lake Weohyakapka (Walk in Water)	63	5.7%
3. Lake Dora	37	3.3%
4. Crooked Lake	28	2.5%
4. Georges Lake	28	2.5%
6. Lake Apopka	27	2.4%
6. Lake Norris	27	2.4%
8. Lake Harris	25	2.3%
9. Lake Killarney	23	2.1%
9. Lake Monroe	23	2.1%

Total Florida Land Listings:

1,105

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Doctors Lake	\$268,897
2. Georges Lake	\$70,656
3. Stella Lake	\$43,537

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

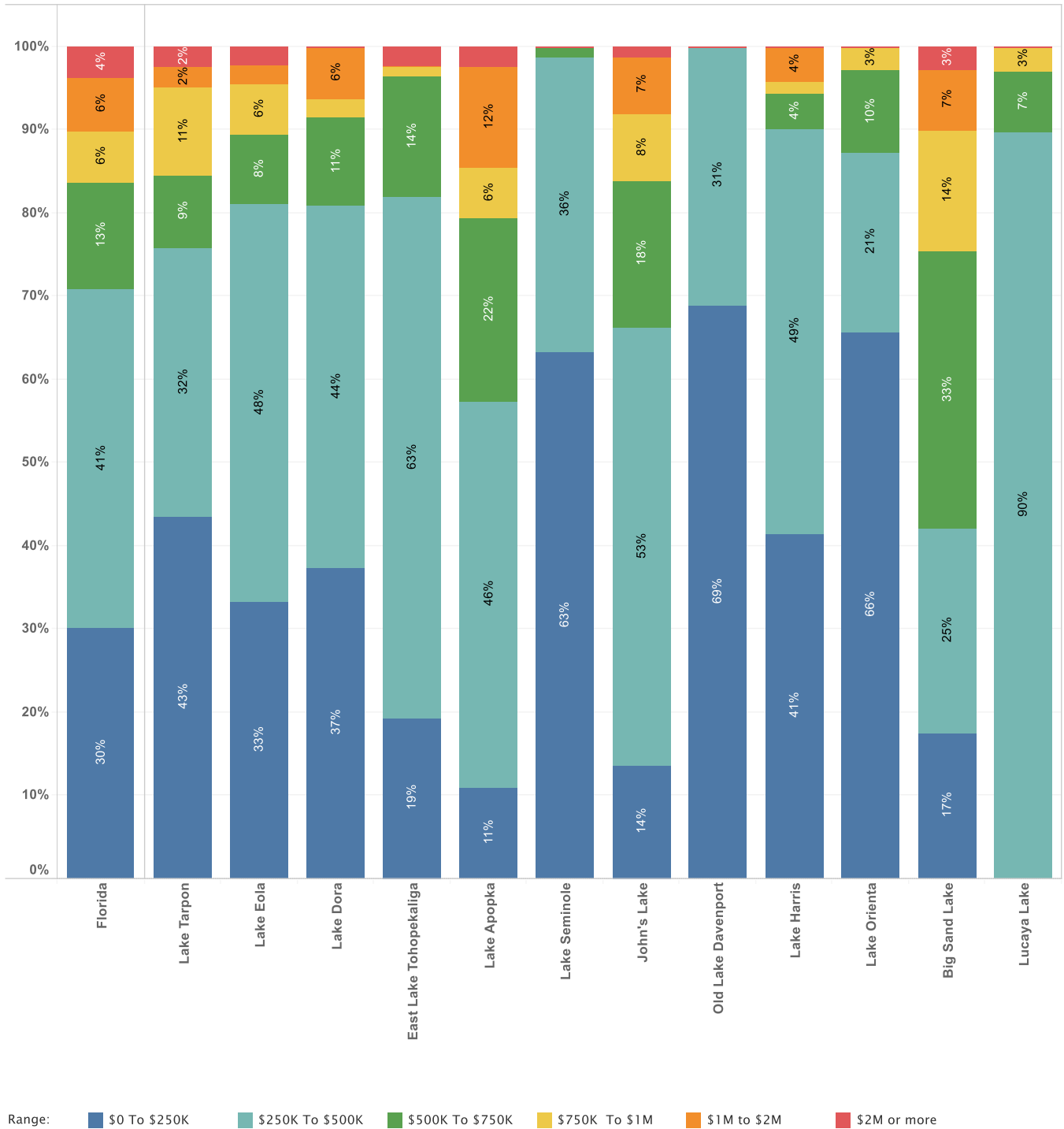
1. Little Orange Lake	\$18,534
2. Bream Lake	\$29,475
3. Silver Sand Lake	\$29,769

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.

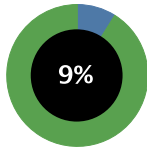
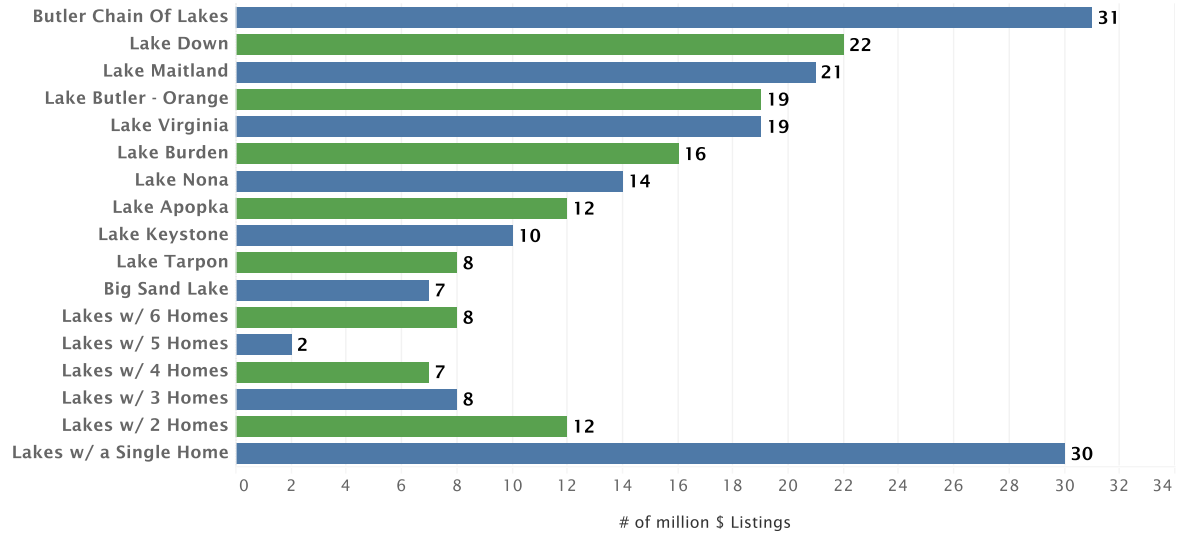
Price Breakdown by Percentage of Homes in the Florida Market 2021Q2



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2021Q2

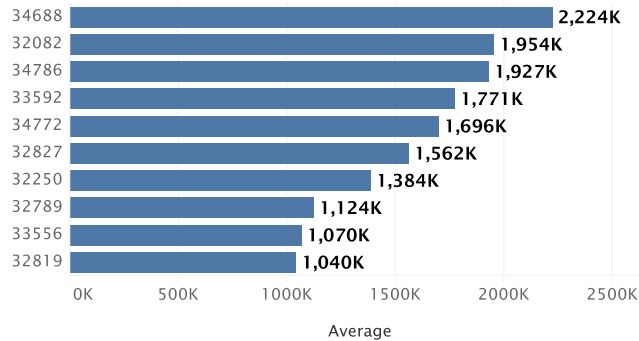


of \$1M+ Homes in Florida are on Butler Chain Of Lakes

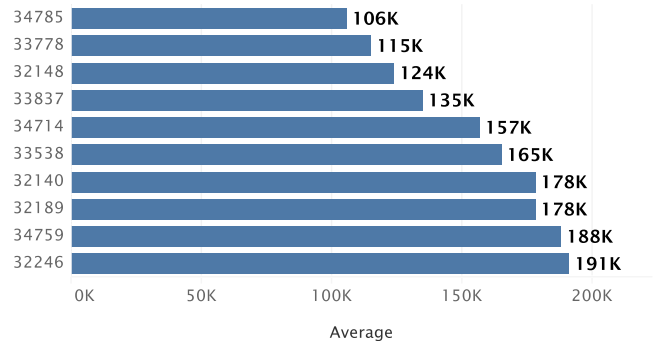
Total Number of \$1M+ Homes

343

Most Expensive ZIP Codes 2021Q2



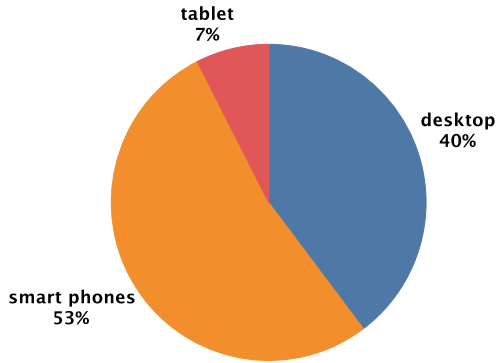
Most Affordable ZIP Codes 2021Q2



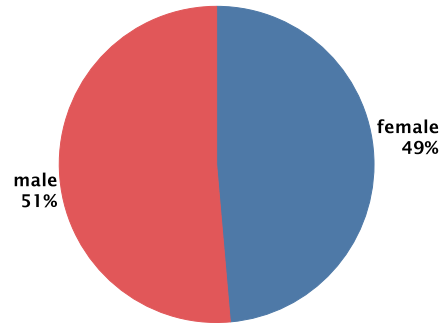
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2021Q2

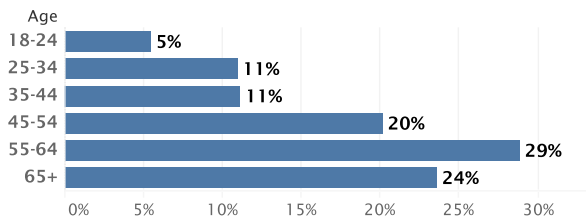


Male/Female Visitors 2021Q2



47% of potential buyers come from outside Florida

What Age Groups are Shopping 2021Q2



Atlanta

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

Number 2-10 metros are:

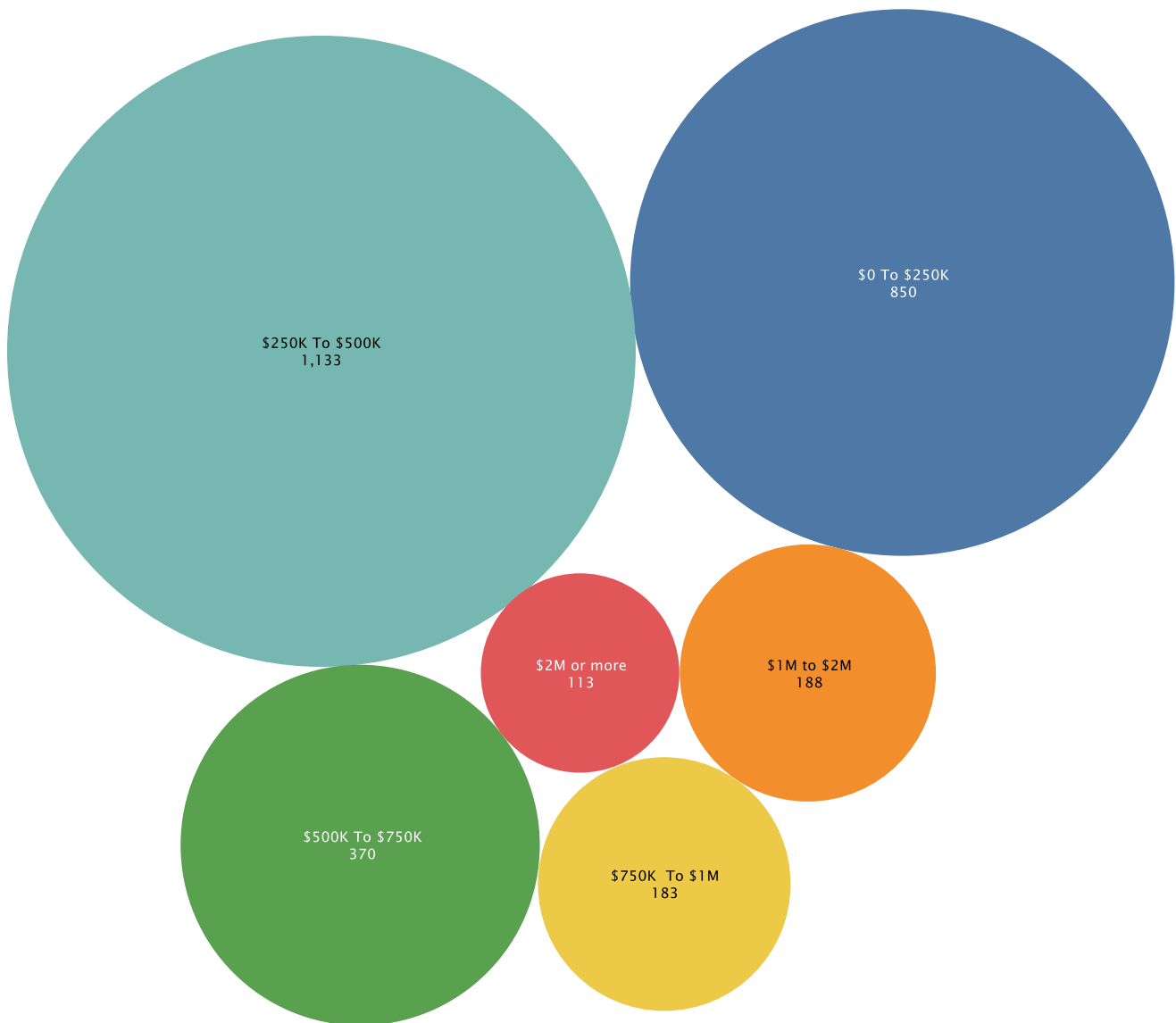
- New York, NY
- Chicago, IL
- Los Angeles, CA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Boston MA-Manchester, NH
- Denver, CO
- Indianapolis, IN
- Columbus, OH



LAKE HOMES REALTY
LAKEHOMES.COM

FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Florida-Central

In Spring 2121, Lake Tarpon ranked 3rd in Largest Home Market and now ranks 1st.

Largest Markets

1. Lake Down	\$92,107,750	4.9%
2. Butler Chain Of Lakes	\$90,467,993	4.8%
3. Lake Tarpon	\$86,557,443	4.6%
4. Lake Butler - Orange	\$81,596,600	4.3%
5. Lake Maitland	\$73,392,790	3.9%

Total Florida Central Market: \$1,896,210,472

Most Listings

1. Lake Tarpon	168	4.7%
2. Lake Eola	134	3.7%
3. Lake Dora	131	3.6%
4. Lake Apopka	109	3.0%
5. East Lake Tohopekaliga	100	2.8%

Total Florida Central Listings: 3,592

Largest Home Markets

1. Lake Tarpon	\$84,169,543	5.2%
2. Lake Down	\$83,693,050	5.2%
3. Butler Chain Of Lakes	\$80,480,994	5.0%
4. Lake Butler - Orange	\$73,577,800	4.6%
5. Lake Maitland	\$68,205,290	4.2%

Total Florida Central Home Market: \$1,613,972,863

Most Homes Available

1. Lake Tarpon	161	5.7%
2. Lake Eola	132	4.7%
3. Lake Dora	94	3.3%
4. East Lake Tohopekaliga	83	2.9%
5. Lake Apopka	82	2.9%

Total Florida Central Home Listings: 2,837

Largest Land Markets

1. Lake Harris	\$23,262,700	8.2%
2. John's Lake	\$15,604,400	5.5%
3. Lake Apopka	\$10,703,900	3.8%
4. Lake Killarney	\$10,382,000	3.7%
5. Butler Chain Of Lakes	\$9,986,999	3.5%

Total Florida Central Land Market: \$282,237,609

Most Land Available

1. Lake Marion	67	8.9%
2. Lake Weohyakapka (Walk in Water)	63	8.3%
3. Lake Dora	37	4.9%
4. Crooked Lake	28	3.7%
5. Lake Apopka	27	3.6%

Total Florida Central Land Listings: 755

Average Home Price

1. Lake Butler - Orange, FL	\$2,829,915
2. Lake Down, FL	\$2,461,560
3. Butler Chain Of Lakes, FL	\$1,788,467
4. Lake Nona, FL	\$1,562,033
5. Lake Keystone, FL	\$1,392,368

Average Land Price Per Acre

Listings of Less Than 10 Acres

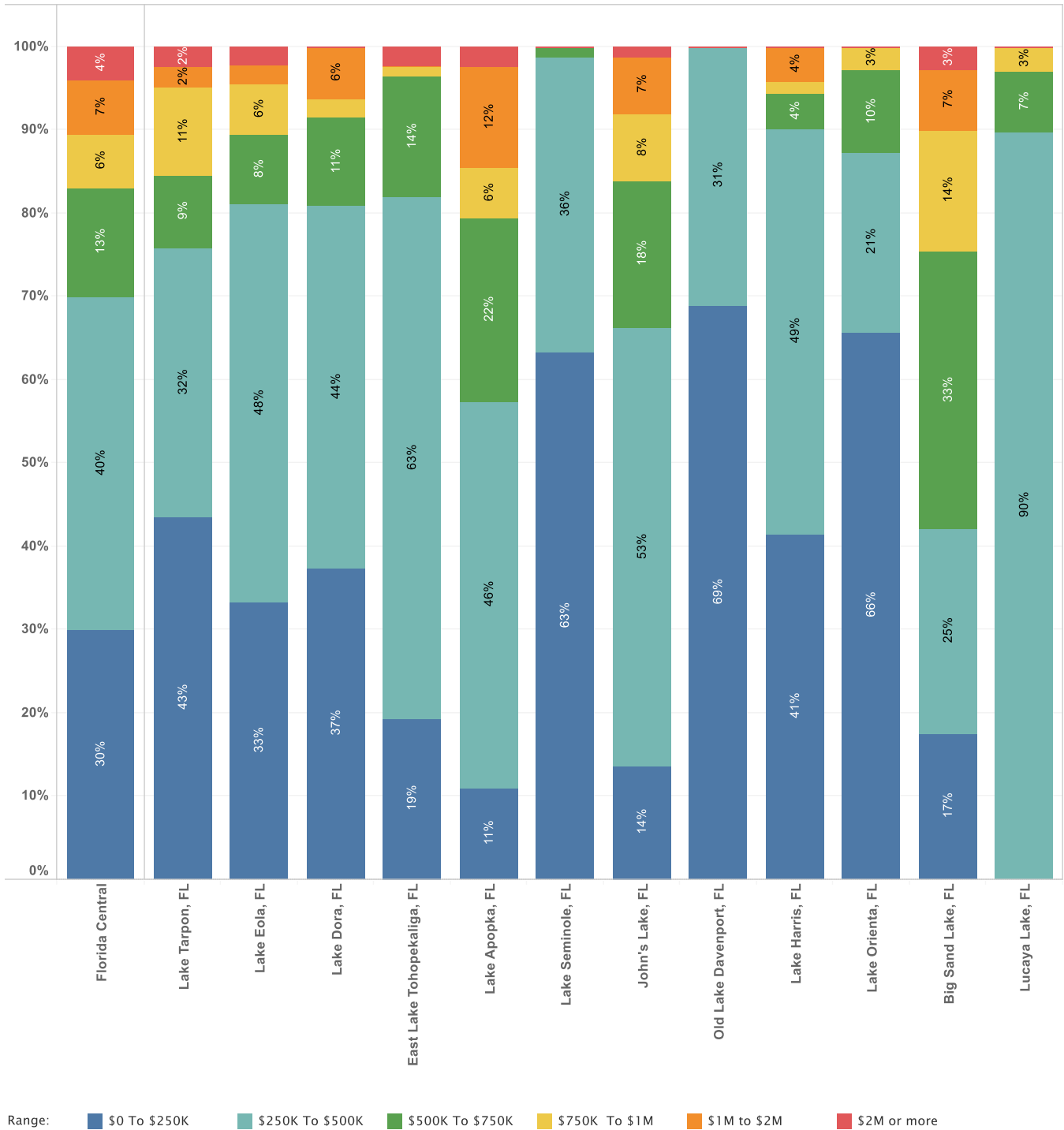
Listings of 10 Acres or More

**

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

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

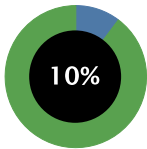
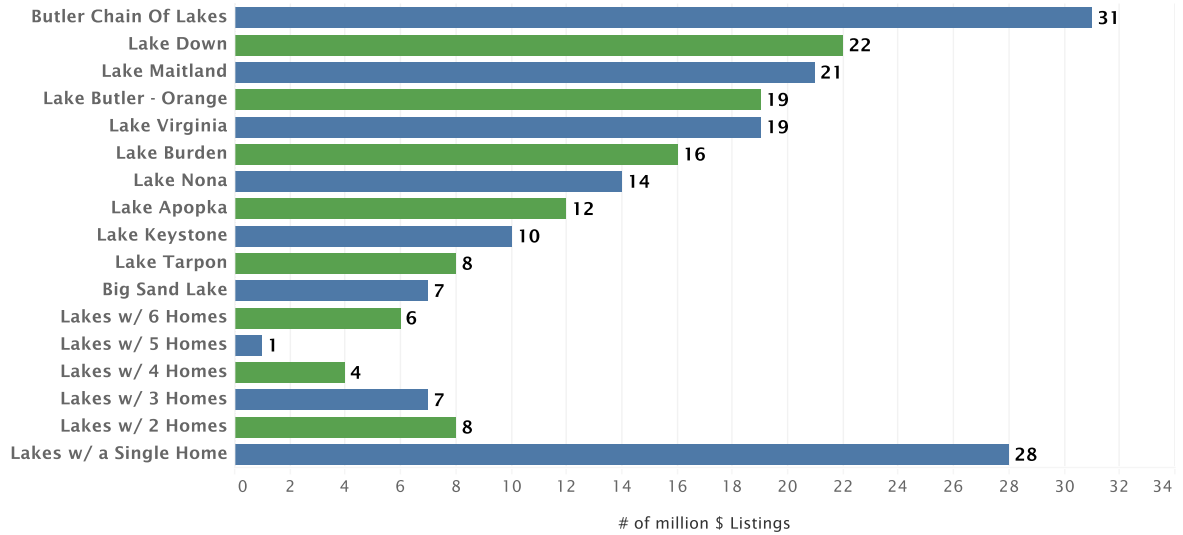
Price Breakdown by Percentage of Homes in the Florida Central Market 2021Q2



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2021Q2

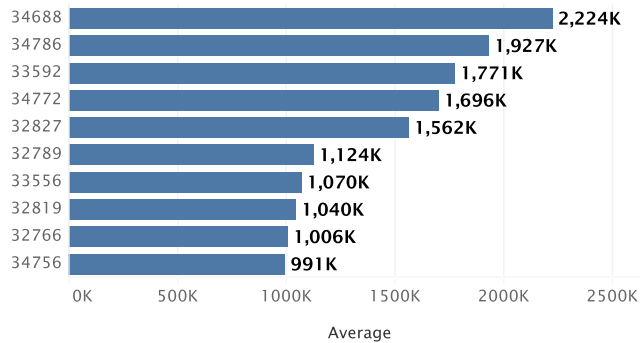


of \$1M+ Homes in Florida Central are on Butler Chain Of Lakes

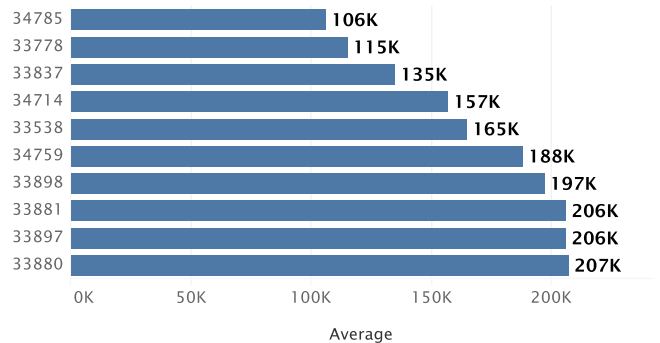
Total Number of \$1M+ Homes

301

Most Expensive ZIP Codes 2021Q2



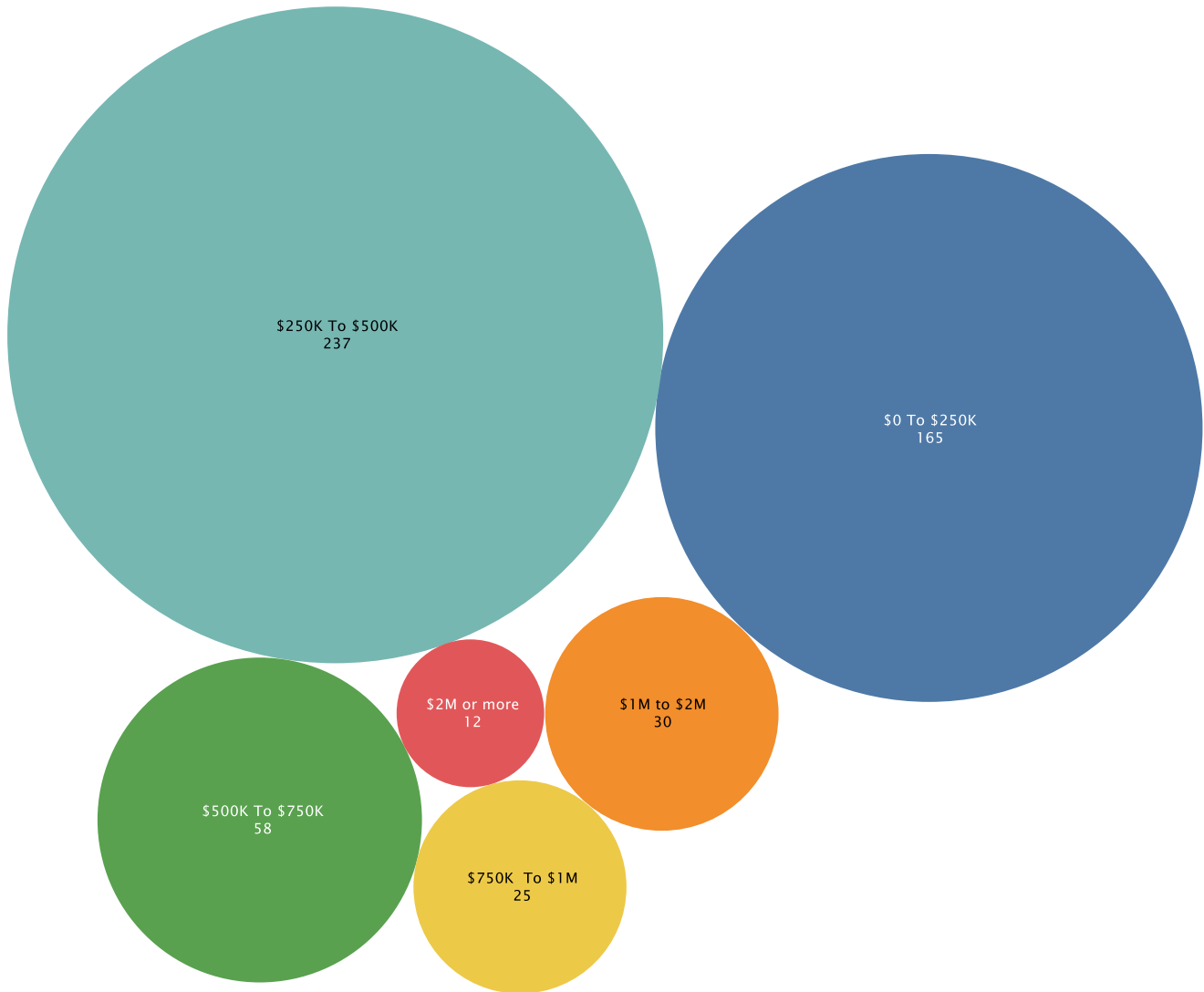
Most Affordable ZIP Codes 2021Q2



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LAKEHOMES.COM

FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Florida-NE

Doctor's Lake market size has increased by \$10.5 million (50%) from spring 2021.

Largest Markets

1. Doctors Lake	\$31,560,096	10.5%
2. Lake Vedra	\$23,602,000	7.8%
3. Snowden Bay	\$23,392,493	9.4%
4. Lake Weir	\$16,560,536	5.5%
5. Lake Ponte Vedra	\$13,131,000	4.4%

Total Florida NE Market: \$301,512,808

Most Listings

1. Doctors Lake	59	6.7%
2. Lake Weir	35	4.0%
3. Cedar Swamp	34	6.5%
3. Georges Lake	34	3.9%
3. Snowden Bay	34	6.5%

Total Florida NE Listings: 875

Largest Home Markets

1. Doctors Lake	\$27,841,248	11.2%
2. Snowden Bay	\$23,392,493	9.4%
3. Lake Vedra	\$20,802,000	8.4%
4. Huguenot Lagoon	\$11,696,200	4.7%
5. Lake Weir	\$10,690,636	4.3%

Total Florida NE Home Market: \$247,832,684

Most Homes Available

1. Doctors Lake	45	8.6%
2. Cedar Swamp	34	6.5%
2. Snowden Bay	34	6.5%
4. Fourmile Swamp	23	4.4%
4. Lake Weir	23	4.4%

Total Florida NE Home Listings: 525

Largest Land Markets

1. Lake Ponte Vedra	\$7,273,000	13.5%
2. Lake Weir	\$5,869,900	10.9%
3. Fivemile Swamp	\$5,649,000	10.5%
4. Indian Lake	\$4,464,750	8.3%
5. Doctors Lake	\$3,718,848	6.9%

Total Florida NE Land Market: \$53,680,124

Most Land Available

1. Georges Lake	28	8.0%
2. Stella Lake	22	6.3%
3. Bream Lake	14	4.0%
3. Doctors Lake	14	4.0%
5. Lake Weir	12	3.4%

Total Florida NE Land Listings: 350

Average Home Price

1. Huguenot Lagoon, FL	\$974,683
2. Snowden Bay, FL	\$688,015
3. Doctors Lake, FL	\$618,694
4. Maria Sanchez Lake, FL	\$569,710
5. Lake Weir, FL	\$560,319

Average Land Price Per Acre

Listings of Less Than 10 Acres

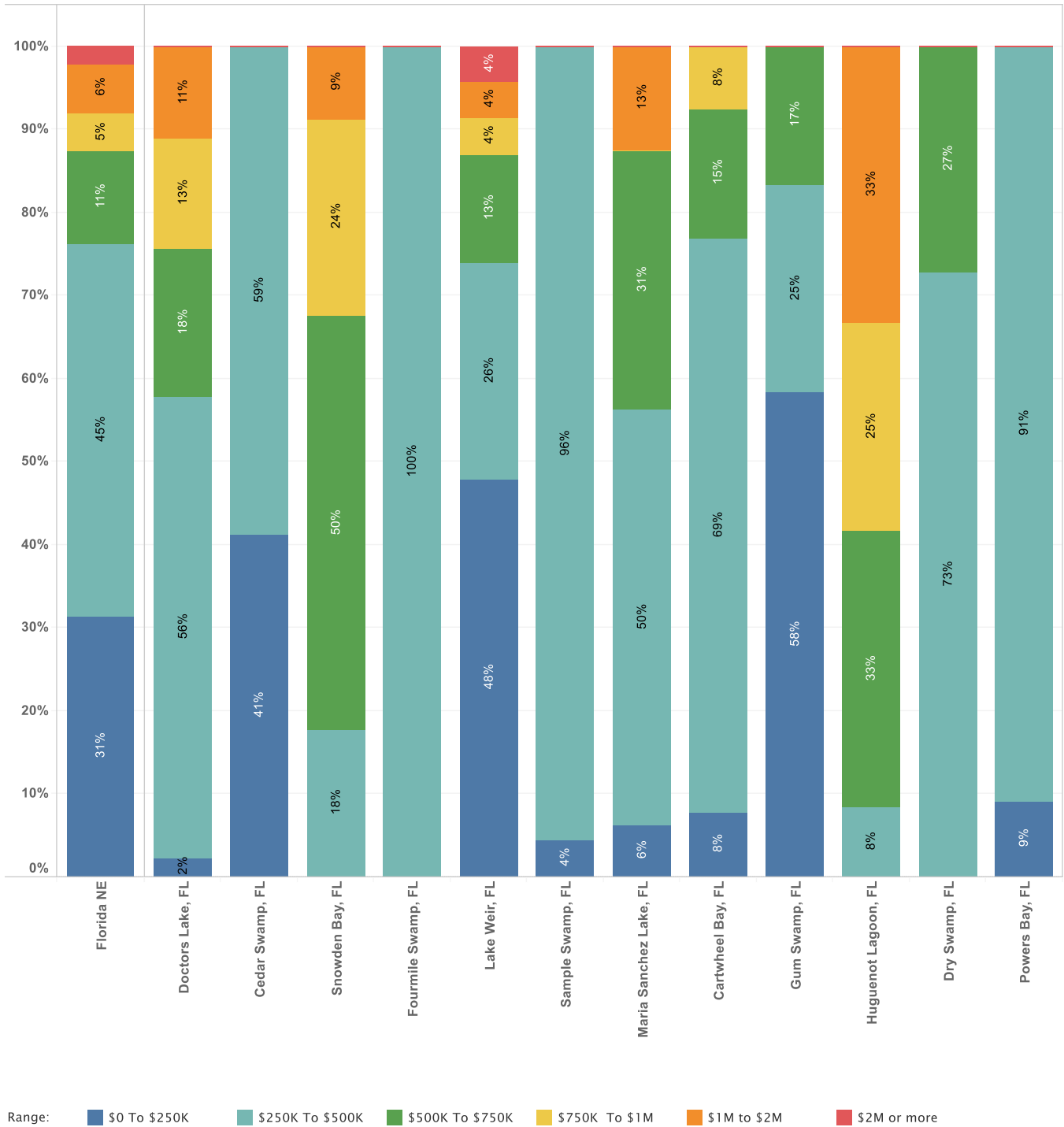
1. Doctors Lake	\$268,897
2. Georges Lake	\$70,656
3. Stella Lake	\$43,537
4. Silver Sand Lake	\$29,769
5. Bream Lake	\$29,475

Listings of 10 Acres or More

**

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

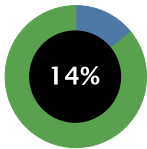
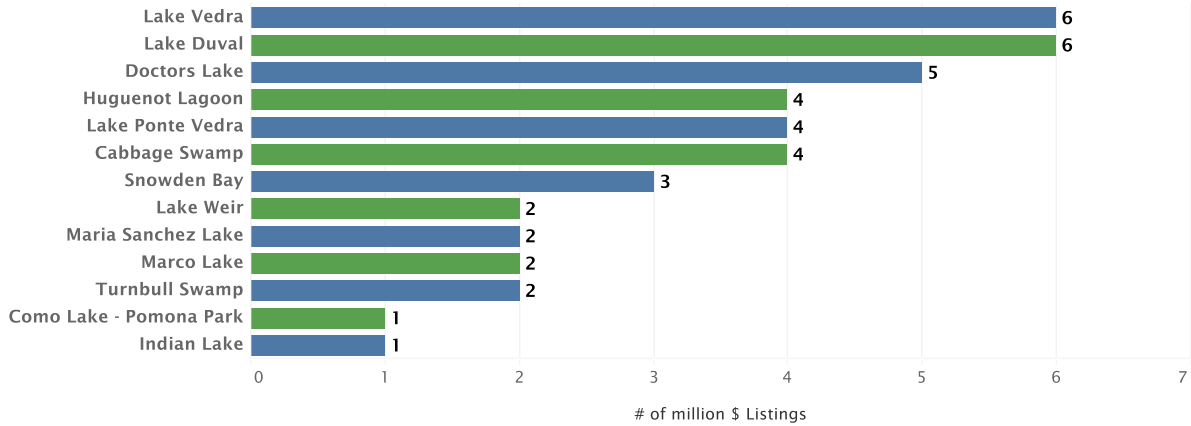
Price Breakdown by Percentage of Homes in the Florida NE Market 2021Q2



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2021Q2

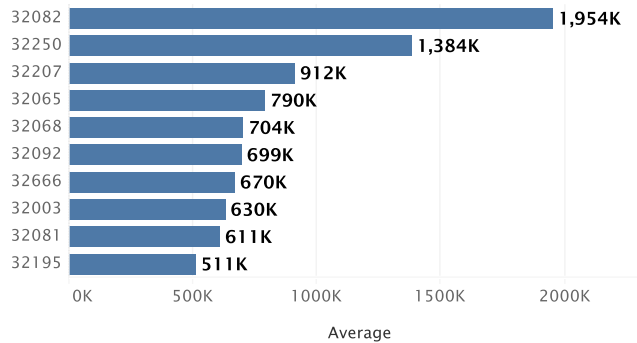


of \$1M+ Homes in Florida NE are on Lake Duval

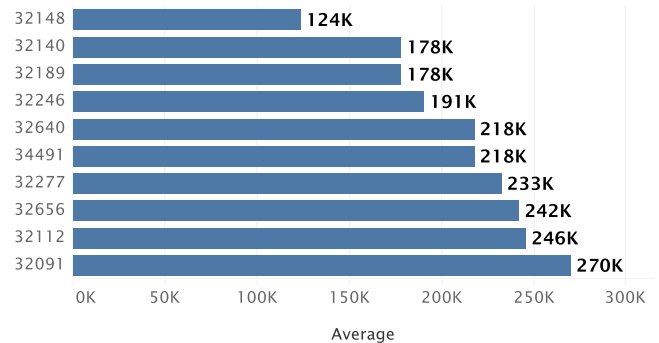
Total Number of \$1M+ Homes

42

Most Expensive ZIP Codes 2021Q2



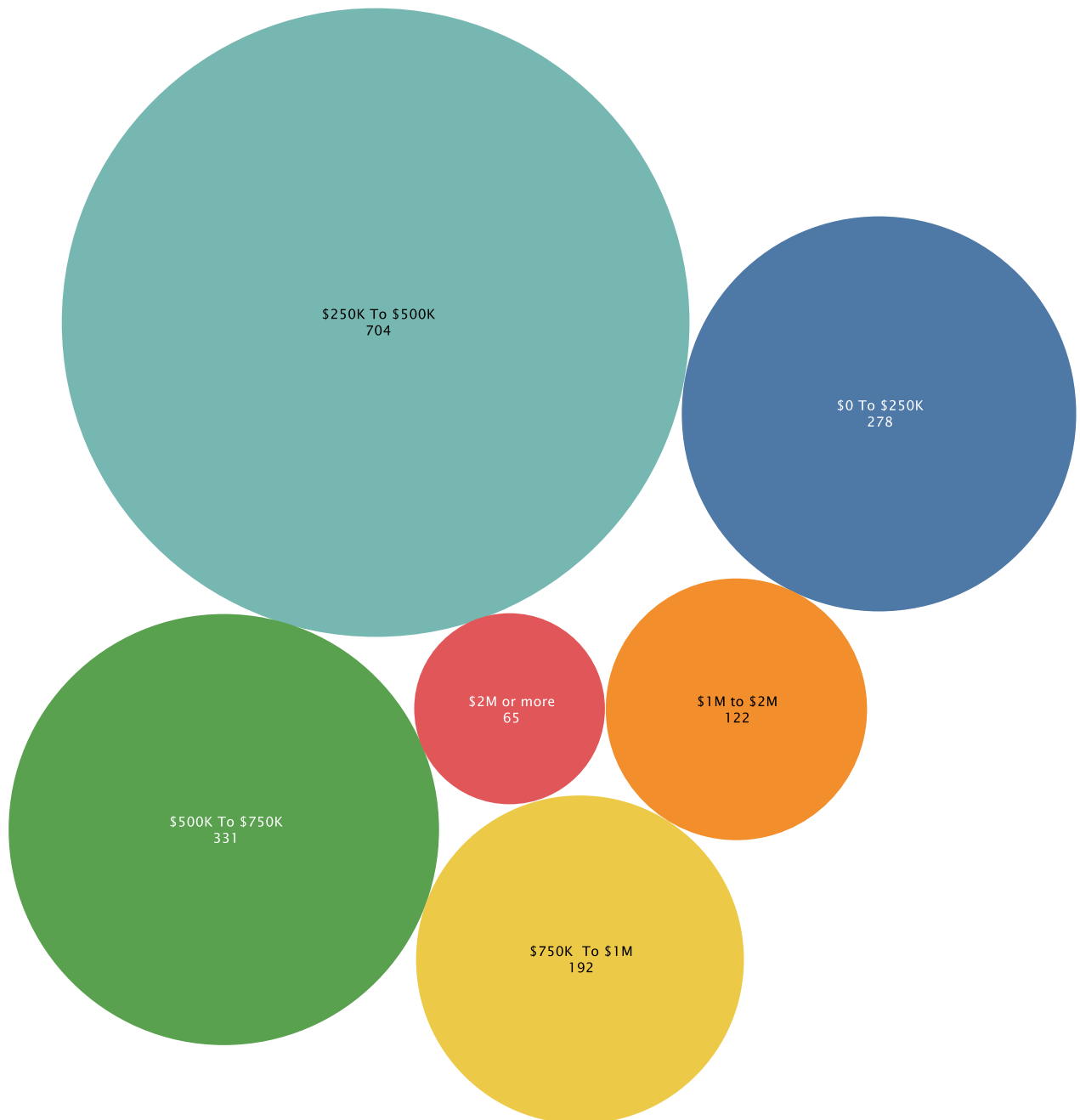
Most Affordable ZIP Codes 2021Q2



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LAKEHOMES.COM

GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2021Q2



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



LAKE HOMES REALTY
LAKEHOMES.COM

Georgia

The total Georgia market has increased by \$153 million (10%) since spring 2021.

Largest Markets

1. Lake Lanier	\$511,862,847	29.5%	6. Chatuge Lake*	\$62,990,034	3.6%
2. Lake Oconee	\$300,198,047	17.3%	7. Clarks Hill Lake*	\$53,932,100	3.3%
3. Lake Hartwell*	\$176,630,121	10.2%	8. Lake Burton	\$53,711,833	3.1%
4. Lake Allatoona	\$103,415,736	6.0%	9. Lake Blue Ridge	\$53,376,400	3.1%
5. Lake Sinclair	\$65,580,487	3.8%	10. Nottely Lake	\$33,423,675	1.9%

Total Georgia Market:

\$1,734,706,616

Largest Home Markets

1. Lake Lanier	\$316,895,518	27.0%
2. Lake Oconee	\$209,345,666	17.9%
3. Lake Hartwell*	\$111,312,440	9.5%
4. Lake Allatoona	\$68,454,388	5.8%
5. Lake Sinclair	\$51,071,000	4.4%
6. Chatuge Lake*	\$43,892,799	3.7%
7. Lake Burton	\$41,648,400	3.6%
8. Lake Blue Ridge	\$39,353,900	3.4%
9. Lake Kedron	\$30,081,386	2.6%
10. Clarks Hill Lake*	\$24,776,970	2.1%

Total Georgia Home Market:

\$1,171,860,042

Largest Land Markets

1. Lake Lanier	\$160,049,929	33.6%
2. Lake Oconee	\$75,702,481	15.9%
3. Lake Hartwell*	\$61,608,681	13.0%
4. Clarks Hill Lake*	\$29,155,130	6.1%
5. Lake Allatoona	\$23,630,348	5.0%
6. Chatuge Lake*	\$15,158,735	3.2%
7. Walter F. George Lake*	\$14,796,200	3.1%
8. Lake Blue Ridge	\$13,724,500	2.9%
9. Nottely Lake	\$13,616,176	2.9%
10. Lake Sinclair	\$13,035,487	2.7%

Total Georgia Land Market:

\$475,714,784

Despite ranking 1st again in all three Largest Markets, Lake Lanier ranks 7th in the Most Expensive Homes list.

Most Expensive Homes

1. Lake Blue Ridge	\$1,873,995
2. Lake Burton	\$1,601,862
3. Lake Rabun	\$1,210,875
4. Lake Oconee	\$973,166
5. Lake Kedron	\$940,043
6. Windward Lake	\$910,866
7. Lake Lanier	\$672,870
8. Chatuge Lake	\$670,555
9. Nottely Lake	\$646,417
10. Lake Redwine	\$630,899

Most Affordable Homes

1. Water's Edge	\$251,600
2. Norris Lake	\$255,450
3. Lake Tara	\$360,954
4. Jackson Lake	\$372,946
5. Lake Allatoona	\$411,262
6. West Point Lake	\$430,202
7. Lake Sinclair	\$432,971
8. Hickory Log Reservoir	\$475,002
9. Lake Hartwell	\$496,262
10. Lake Arrowhead	\$506,756

Most Listings

1. Lake Lanier	849	17.4%	6. Lake Allatoona	240	4.9%
2. Lake Hartwell*	789	16.2%	7. Chatuge Lake*	216	4.4%
3. Lake Oconee	605	12.4%	8. Nottely Lake	178	3.7%
4. Clarks Hill Lake*	527	11.0%	9. Walter F. George Lake*	118	2.5%
5. Lake Sinclair	294	6.0%	10. Lake Burton	113	2.3%

Total Georgia Listings:

4,867

Most Homes Available

1. Lake Lanier	474	24.6%
2. Lake Hartwell*	249	12.9%
3. Lake Oconee	216	11.2%
4. Lake Allatoona	168	8.7%
5. Lake Sinclair	126	6.5%
6. Clarks Hill Lake*	66	3.4%
7. Chatuge Lake*	61	3.2%
7. Jackson Lake	61	3.2%
9. Hickory Log Reservoir	46	2.4%
10. West Point Lake*	42	2.2%

Total Georgia Home Listings:

1,929

Most Land Available

1. Lake Hartwell*	535	18.8%
2. Clarks Hill Lake*	461	16.2%
3. Lake Oconee	373	13.1%
4. Lake Lanier	339	11.9%
5. Lake Sinclair	166	5.8%
6. Nottely Lake	147	5.2%
7. Chatuge Lake*	146	5.1%
8. Lake Burton	85	3.0%
9. Walter F. George Lake*	78	2.7%
10. Lake Allatoona	67	2.4%

Total Georgia Land Listings:

2,851

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$765,876
2. Lake Lanier	\$153,538
3. Lake Burton	\$104,442
4. Lake Arrowhead	\$101,025
5. Lake Oconee	\$99,922
6. Lake Tobesofkee	\$98,193
7. Jackson Lake	\$96,690
8. Chatuge Lake	\$77,906
9. Lake Hartwell	\$75,100
10. Lake Allatoona	\$69,836

Listings of 10 Acres or More

1. Lake Lanier	\$63,619
2. Lake Allatoona	\$40,845
3. Lake Hartwell	\$15,346

Most Affordable Land per Acre

Listings of Less Than 10 Acres

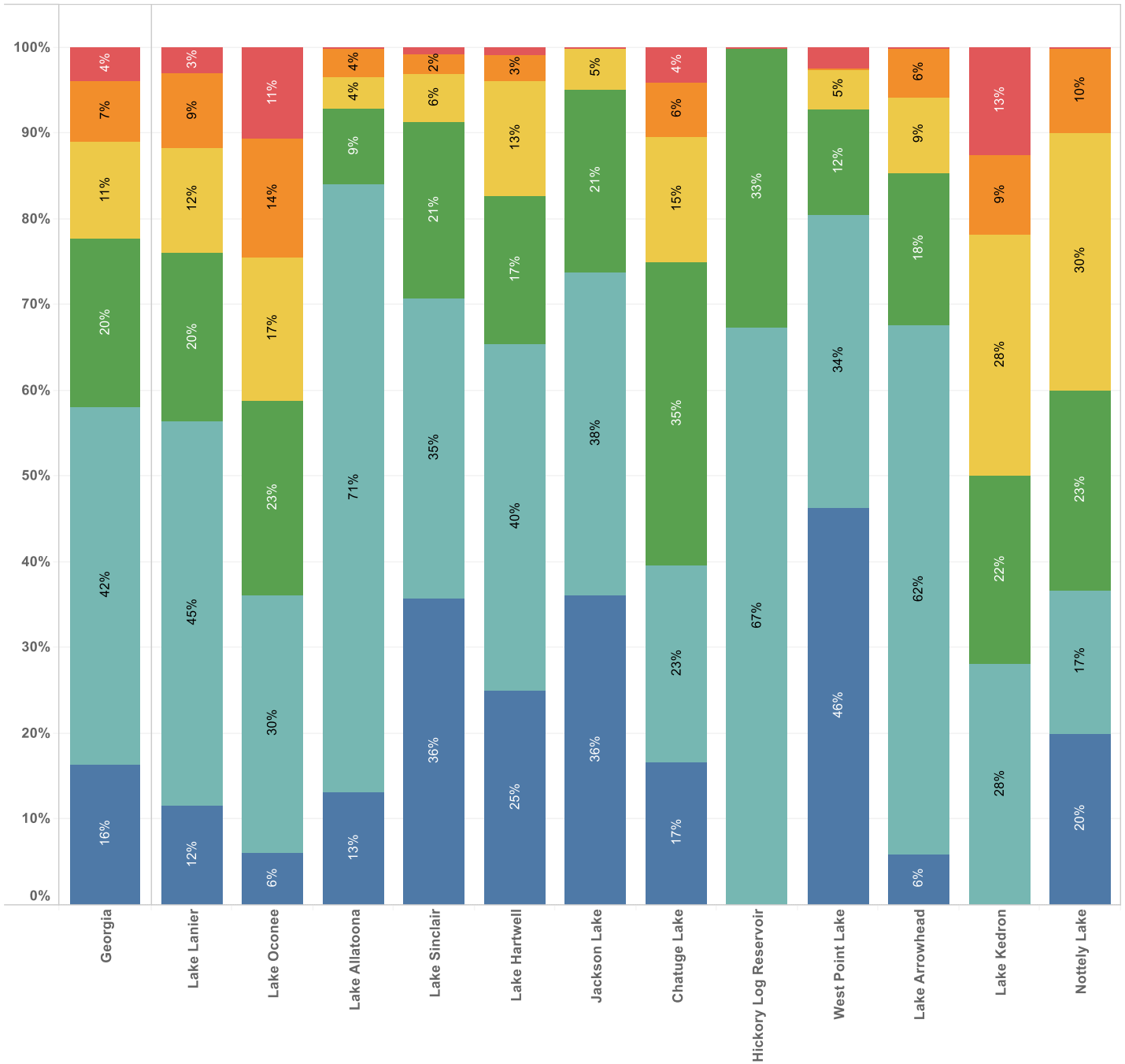
1. Richard B. Russell Lake	\$18,830
2. Carters Lake	\$25,533
3. West Point Lake	\$27,802
4. Bent Tree	\$33,828
5. Lake Lacey	\$33,921
6. Big Canoe	\$41,504
7. Clarks Hill Lake	\$44,534
8. Nottely Lake	\$45,286
9. Lake Sinclair	\$48,500
10. Lake Rabun	\$48,954

Listings of 10 Acres or More

1. Clarks Hill Lake	\$5,987
2. Lake Harding	\$11,199
3. Lake Oconee	\$12,198

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

Price Breakdown by Percentage of Homes in the Georgia Market 2021Q2

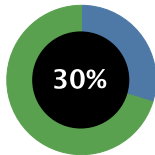
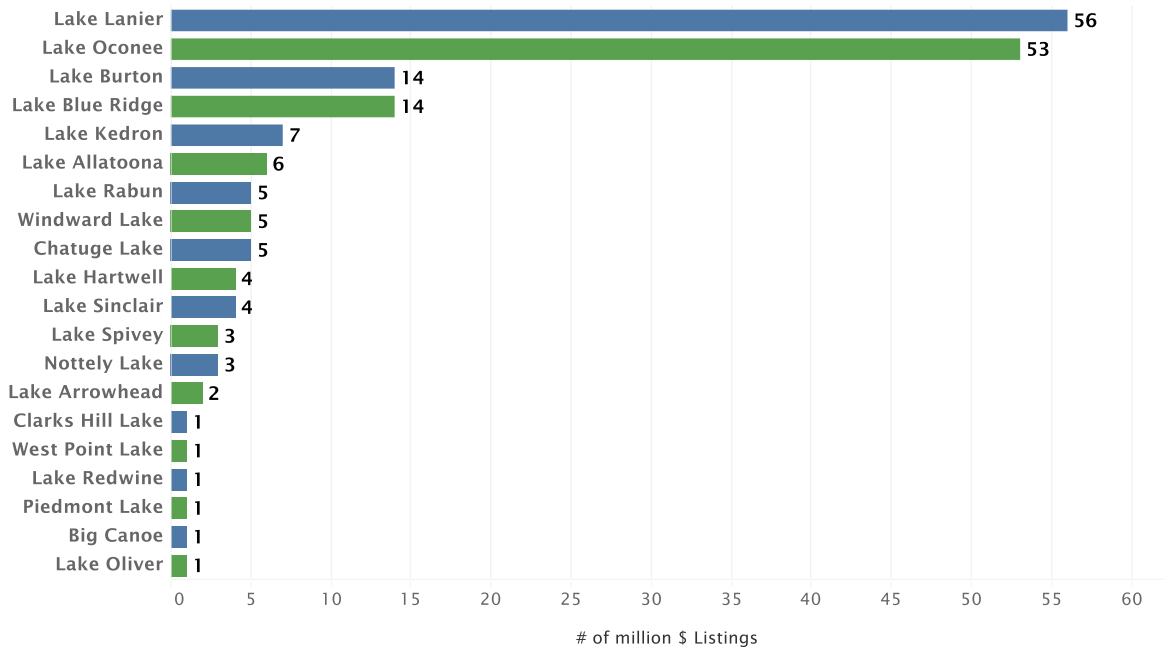


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2021Q2

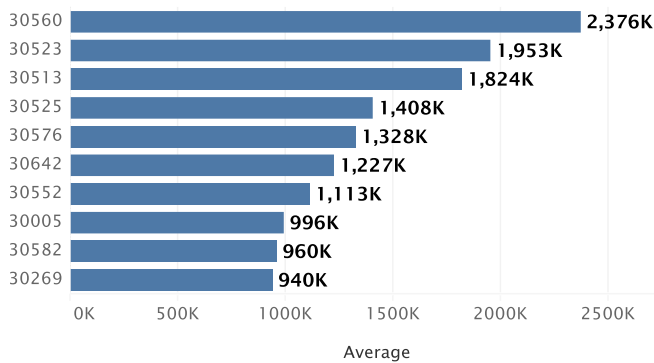


of \$1M+ Homes in Georgia are on Lake Lanier

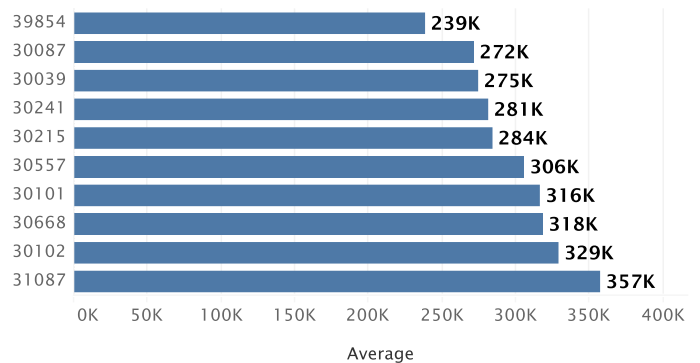
Total Number of \$1M+ Homes

187

Most Expensive ZIP Codes 2021Q2



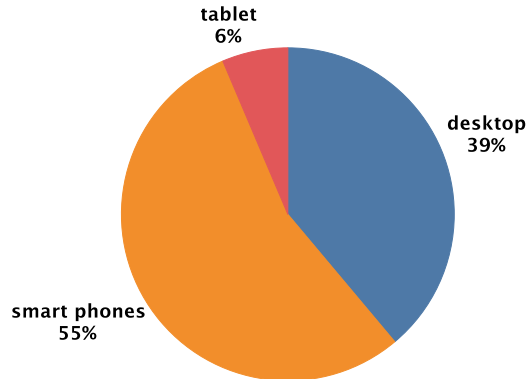
Most Affordable ZIP Codes 2021Q2



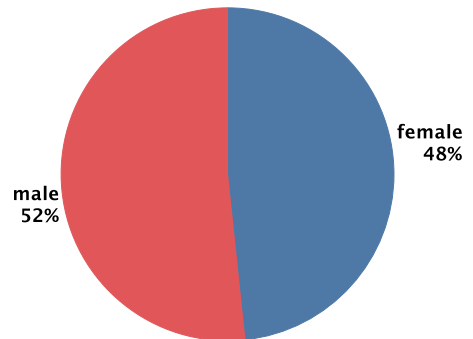
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LAKEHOMES.COM

Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

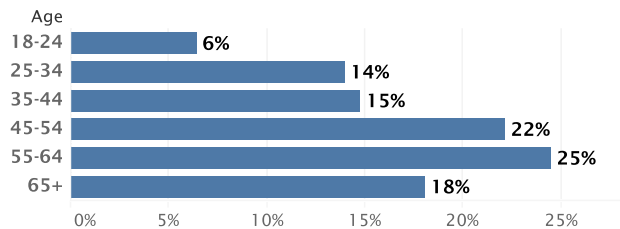


42% of potential buyers come from outside Georgia

Greenville-Spartanburg-Asheville-Ander

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

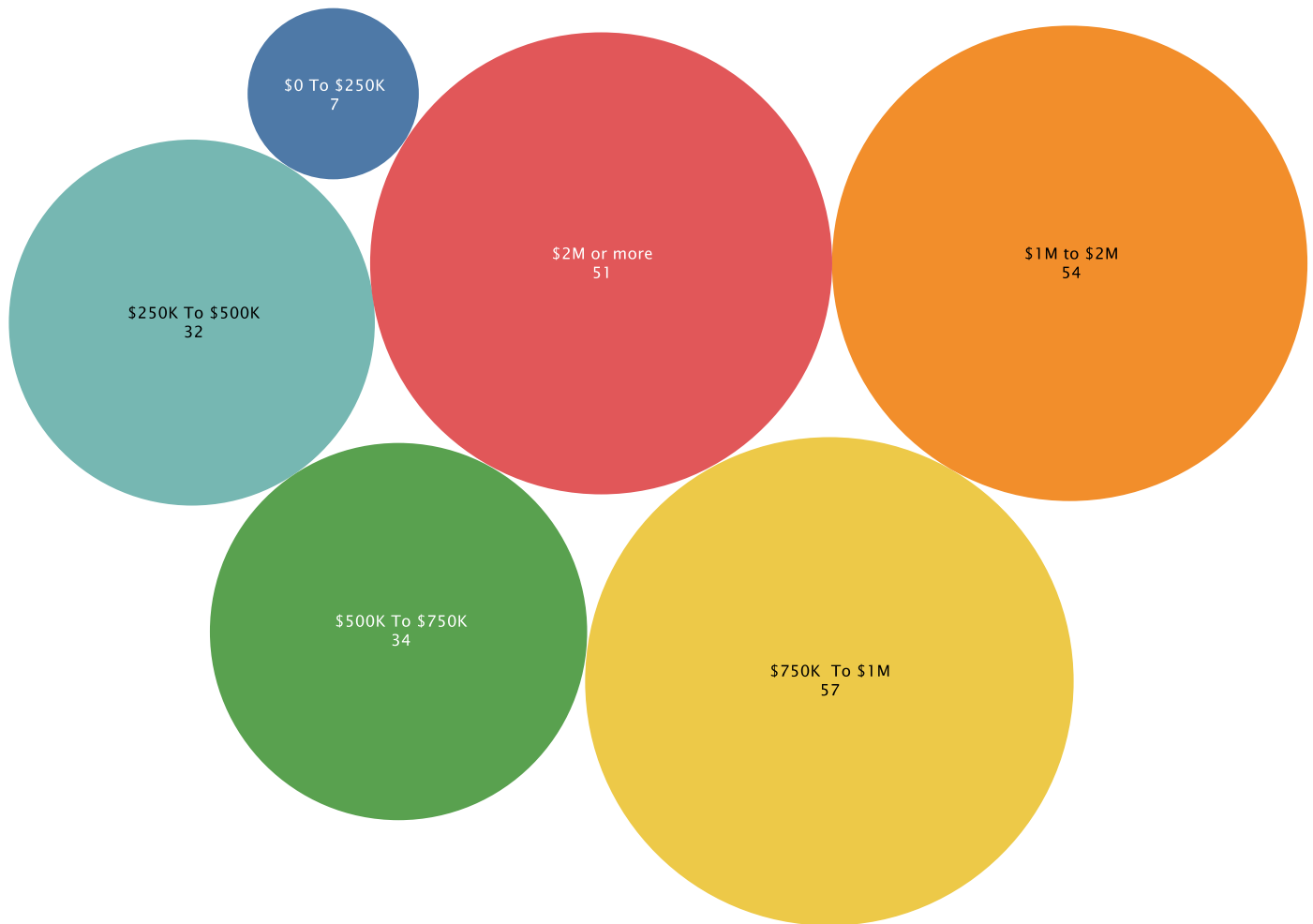
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL
- Charlotte, NC
- Washington DC (Hagerstown MD)
- Miami-Ft. Lauderdale, FL
- Birmingham (Ann and Tusc), AL
- Chicago, IL
- Los Angeles, CA



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LAKEHOMES.COM

IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2021Q2



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



Idaho

The Total Idaho Market grew from \$386 million in spring 2021 to \$595 million in summer 2021, resulting in 54% increase.

Largest Markets

1. Pend Oreille Lake	\$261,510,217	44.0%
2. Coeur d'Alene Lake	\$202,075,300	34.0%
3. Hayden Lake	\$47,282,400	8.0%
4. Fernan Lake	\$17,262,800	2.9%
5. Priest Lake	\$15,498,000	2.6%

Total Idaho Market: **\$594,274,697**

Most Listings

1. Pend Oreille Lake	187	39.0%
2. Coeur d'Alene Lake	146	30.4%
3. Lake Cascade	23	4.8%
4. Hayden Lake	22	4.6%
5. Payette Lake	17	3.5%

Total Idaho Listings: **480**

Largest Home Markets

1. Pend Oreille Lake	\$187,808,897	41.8%
2. Coeur d'Alene Lake	\$157,366,400	35.0%
3. Hayden Lake	\$46,282,400	10.3%
4. Fernan Lake	\$13,337,800	3.0%
5. Priest Lake	\$12,069,000	2.7%

Total Idaho Home Market: **\$449,371,697**

Most Homes Available

1. Pend Oreille Lake	91	38.7%
2. Coeur d'Alene Lake	60	25.5%
3. Hayden Lake	19	8.1%
4. Twin Lakes	14	6.0%
5. Priest Lake	11	4.7%

Total Idaho Home Listings: **235**

Largest Land Markets

1. Pend Oreille Lake	\$73,701,320	50.9%
2. Coeur d'Alene Lake	\$44,708,900	30.9%
3. Lake Cascade	\$5,805,200	4.0%
4. Payette Lake	\$4,156,580	2.9%
5. Fernan Lake	\$3,925,000	2.7%

Total Idaho Land Market: **\$144,903,000**

Most Land Available

1. Pend Oreille Lake	96	39.2%
2. Coeur d'Alene Lake	86	35.1%
3. Lake Cascade	16	6.5%
4. Payette Lake	10	4.1%
5. Black Lake	4	1.6%

Total Idaho Land Listings: **245**

Average Home Price

1. Coeur d'Alene Lake	\$2,662,566
2. Hayden Lake	\$2,435,916
3. Pend Oreille Lake	\$2,106,038
4. Fernan Lake	\$1,333,780
5. Priest Lake	\$1,097,182

Average Land Price Per Acre

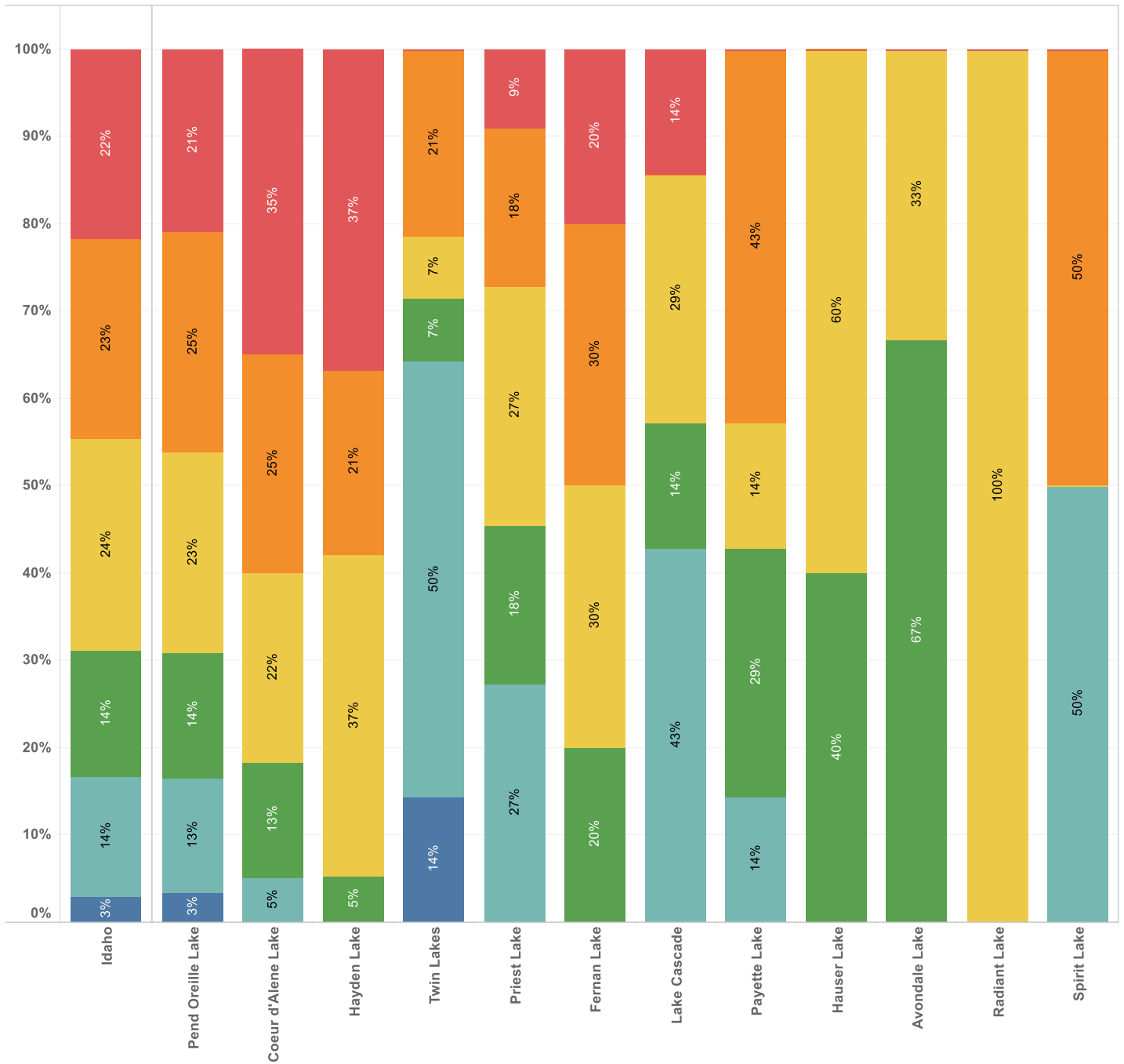
Listings of Less Than 10 Acres

1. Lake Cascade	\$611,430
2. Coeur d'Alene Lake	\$292,404
3. Pend Oreille Lake	\$261,218
4. Payette Lake	\$188,345

Listings of 10 Acres or More

1. Coeur d'Alene Lake	\$57,927
2. Pend Oreille Lake	\$33,584

Price Breakdown by Percentage of Homes in the Idaho Market 2021Q2

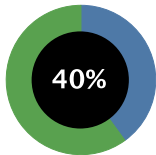
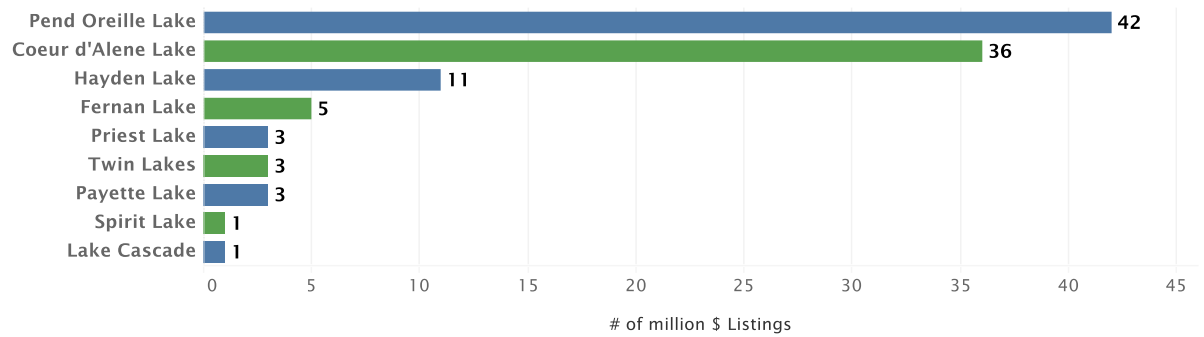


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2021Q2

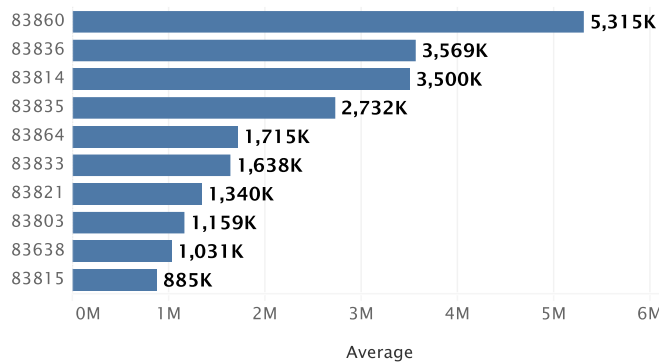


of \$1M+ Homes in Idaho are on Pend Oreille Lake

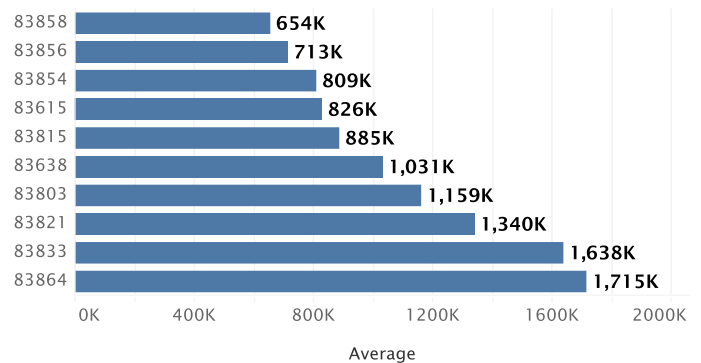
Total Number of \$1M+ Homes

105

Most Expensive ZIP Codes 2021Q2

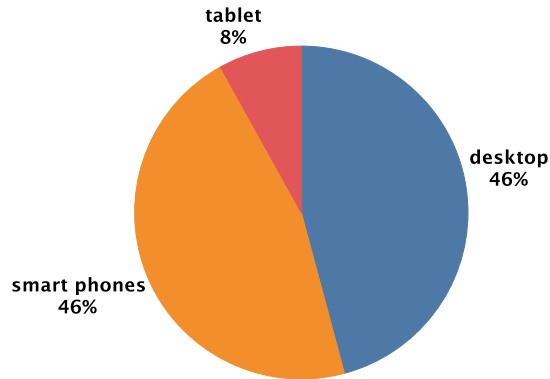


Most Affordable ZIP Codes 2021Q2

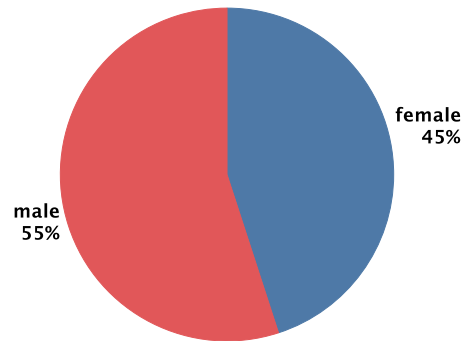


Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

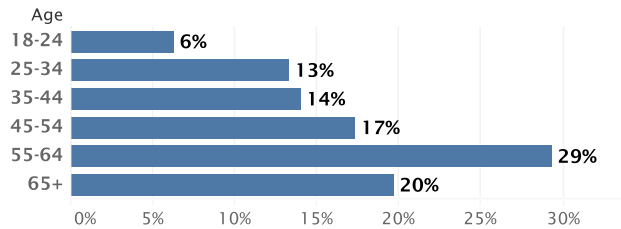


88% of potential buyers come from outside Idaho

Seattle-Tacoma

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

What Age Groups are Shopping 2021Q2



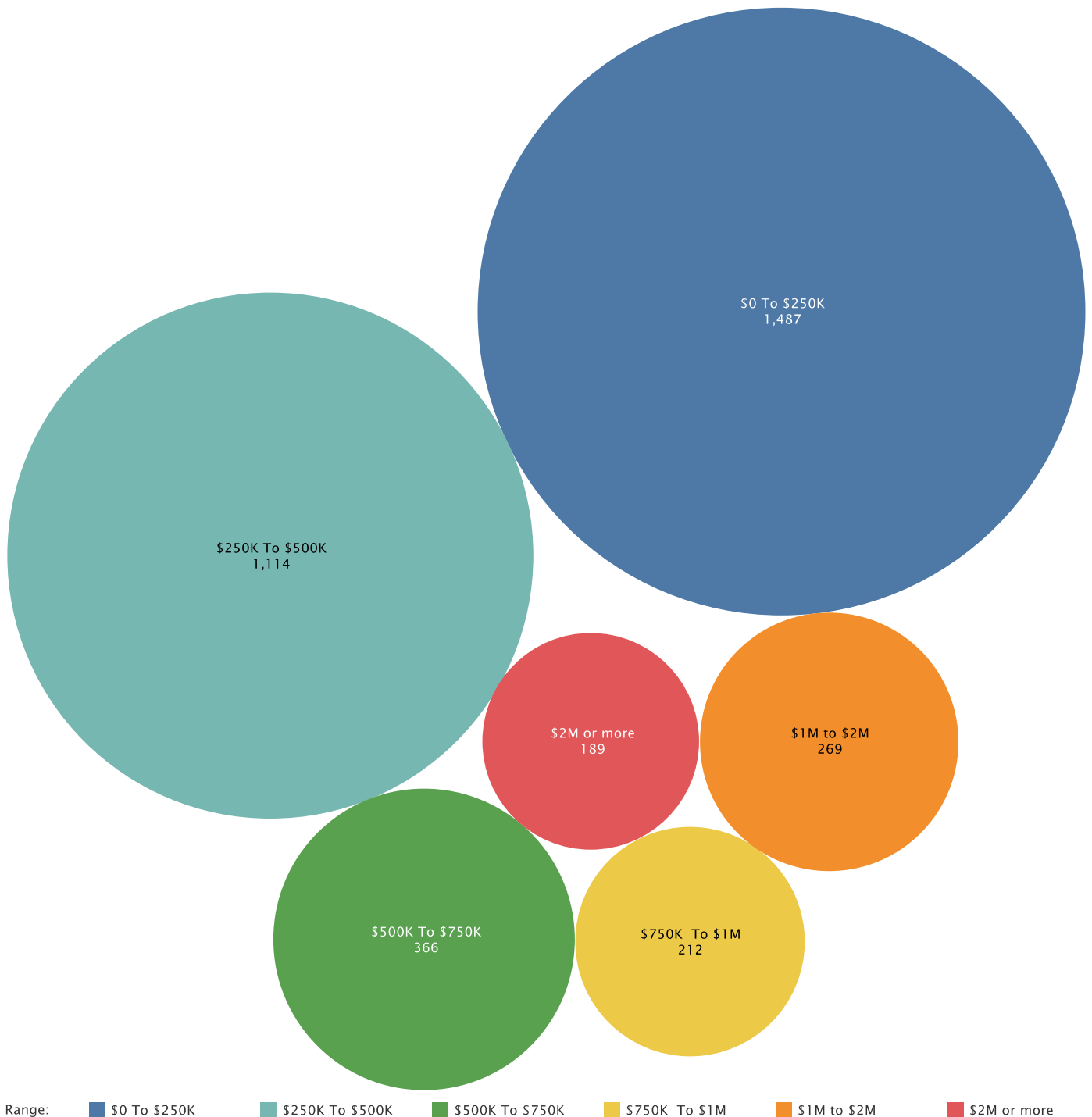
Number 2-10 metros are:

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



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2021Q2



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Illinois

The Illinois total market increased to 2.34 billion from 2.04 billion in the spring 2021 report, a growth of 15.35%

Largest Markets

1. Lake Michigan	\$1,700,951,226	72.8%
2. North Pond	\$108,218,080	4.6%
3. South Pond	\$40,860,339	1.7%
4. Lake Sheree	\$16,723,000	0.7%
5. Lake Naomi	\$13,817,727	0.6%

Total Illinois Market: **\$2,335,468,904**

Most Listings

1. Lake Michigan	2,299	55.4%
2. North Pond	145	3.5%
3. South Pond	80	1.9%
4. Bangs Lake	54	1.3%
5. Holiday Lake	53	1.3%

Total Illinois Listings: **4,149**

Largest Home Markets

1. Lake Michigan	\$1,677,856,569	74.4%
2. North Pond	\$105,144,080	4.7%
3. South Pond	\$40,835,339	1.8%
4. Lake Sheree	\$16,569,000	0.7%
5. Lake Naomi	\$13,183,327	0.6%

Total Illinois Home Market: **\$2,253,912,673**

Most Homes Available

1. Lake Michigan	2,229	61.3%
2. North Pond	142	3.9%
3. South Pond	79	2.2%
4. Chain O'Lakes - Fox Lake	39	1.1%
5. Chain O'Lakes - Pistakee Lake	33	0.9%

Total Illinois Home Listings: **3,637**

Largest Land Markets

1. Lake Michigan	\$23,094,657	28.3%
2. Bangs Lake	\$4,988,535	6.1%
3. Lake Of The Coves	\$3,619,000	4.4%
4. North Pond	\$3,074,000	3.8%
5. Liberty Lake	\$2,929,000	3.6%

Total Illinois Land Market: **\$81,556,231**

Most Land Available

1. Lake Michigan	70	13.7%
2. Spoon Lake	38	7.4%
3. Holiday Lake	36	7.0%
4. Bangs Lake	29	5.7%
5. Lake Thunderbird	21	4.1%

Total Illinois Land Listings: **512**

Average Home Price

1. Lake Sheree	\$1,506,273
2. Lake Ellyn	\$1,124,636
3. Skokie Lagoons	\$1,077,570
4. Lake Charles	\$905,100
5. Murphy Lake	\$782,633

Average Land Price Per Acre

Listings of Less Than 10 Acres

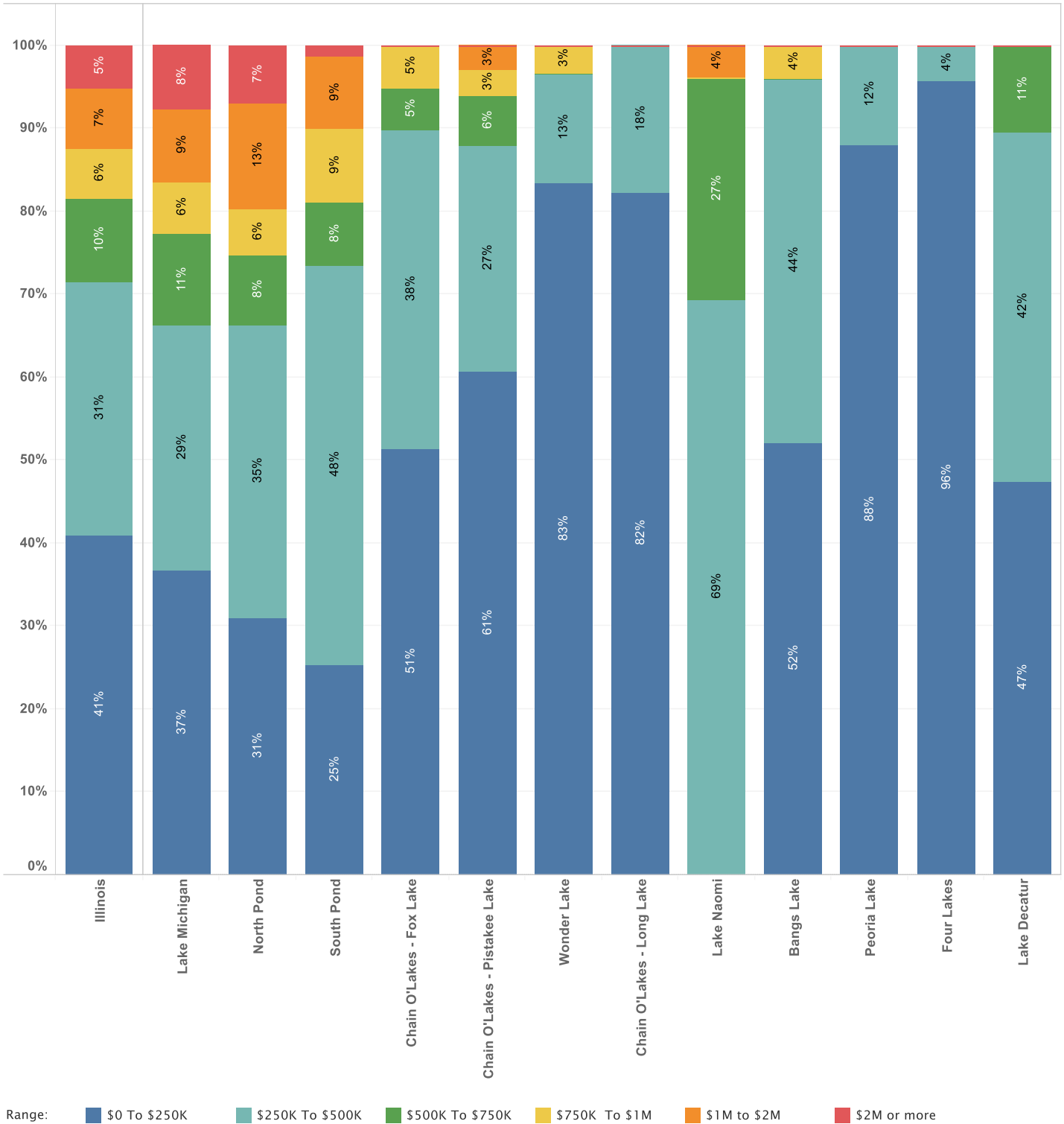
1. Bangs Lake	\$290,707
2. Lake Holiday	\$180,915
3. Holiday Lake	\$89,260
4. Lake Thunderbird	\$62,468
5. Peoria Lake	\$61,883

Listings of 10 Acres or More

**

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

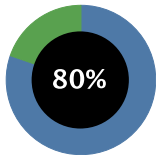
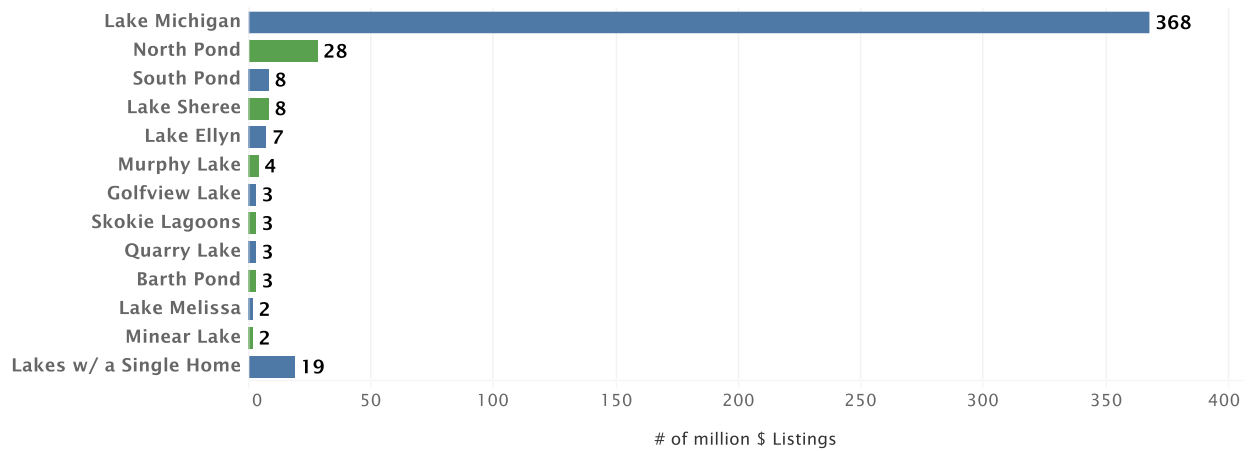
Price Breakdown by Percentage of Homes in the Illinois Market 2021Q2



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Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2021Q2

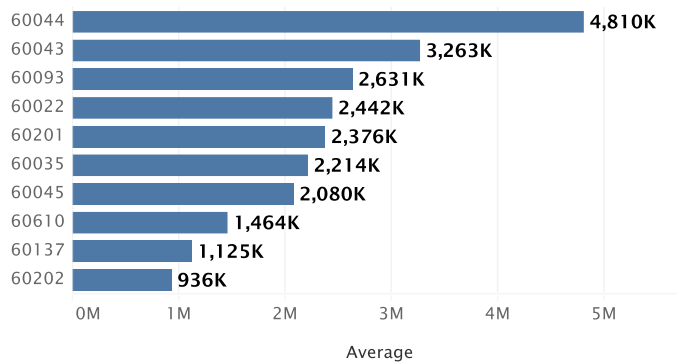


of \$1M+ Homes in Illinois are on Lake Michigan

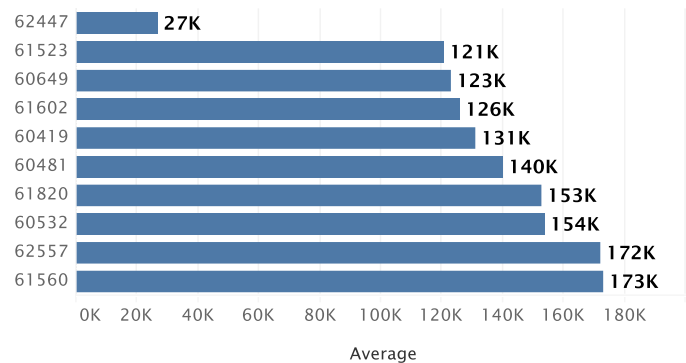
Total Number of \$1M+ Homes

458

Most Expensive ZIP Codes 2021Q2



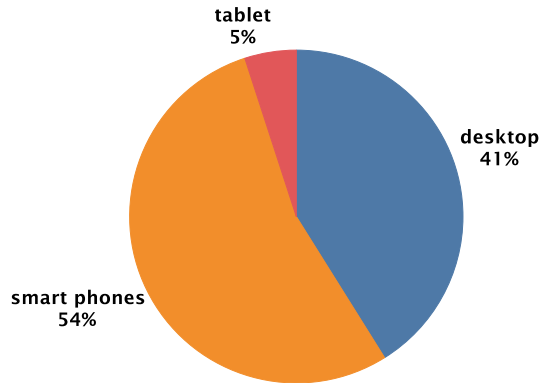
Most Affordable ZIP Codes 2021Q2



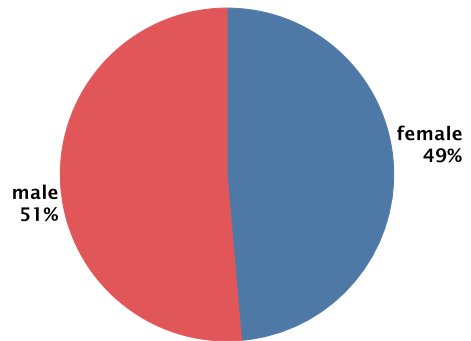
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

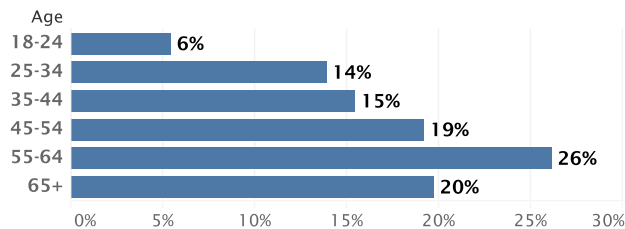


30% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

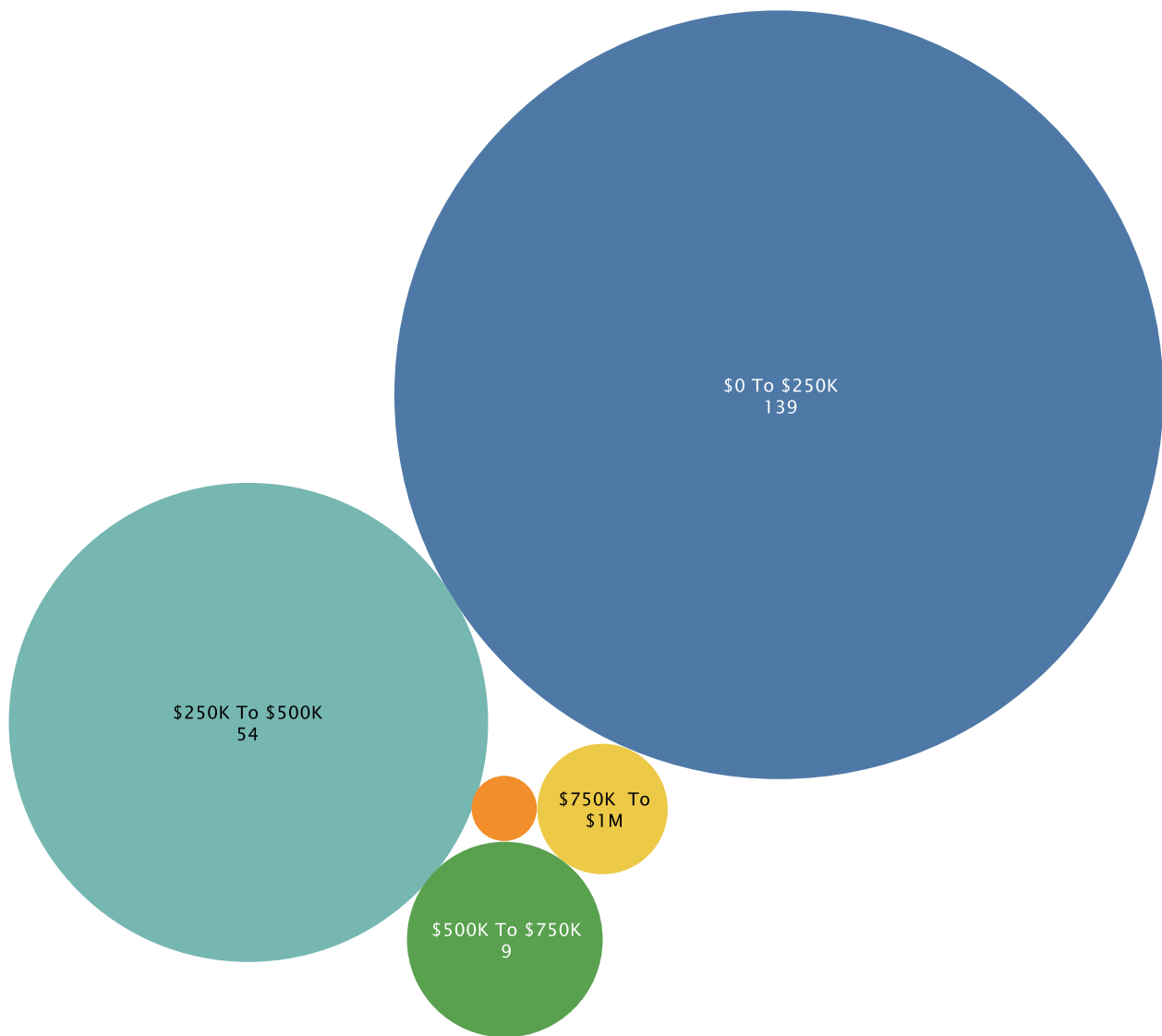
- Milwaukee, WI
- Indianapolis, IN
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA
- Dallas-Ft. Worth, TX
- Denver, CO
- Atlanta, GA
- Los Angeles, CA
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL



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LAKEHOMES.COM

CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2021Q2



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



Chain O' Lakes

Chain O' Lakes is a new region in North-East Illinois which encompasses 5 lakes between Chicago, IL and Milwaukee, WI.

Largest Markets

1. Chain O'Lakes - Fox Lake	\$12,658,600	20.7%
2. Chain O'Lakes - Pistakee Lake	\$11,471,948	18.7%
3. Chain O'Lakes - Long Lake	\$5,765,099	9.4%
4. Chain O'Lakes - Lake Marie	\$4,530,600	7.4%
5. Chain O'Lakes - Petite Lake	\$3,509,399	5.7%

Total ChainOLakes Market: \$61,263,071

Most Listings

1. Chain O'Lakes - Fox Lake	46	17.4%
2. Chain O'Lakes - Pistakee Lake	39	14.7%
3. Chain O'Lakes - Long Lake	30	11.3%
4. Chain O'Lakes - Lake Marie	20	7.5%
5. Chain O'Lakes - Channel Lake	17	6.4%

Total ChainOLakes Listings: 265

Largest Home Markets

1. Chain O'Lakes - Fox Lake	\$11,743,100	22.0%
2. Chain O'Lakes - Pistakee Lake	\$10,589,398	19.8%
3. Chain O'Lakes - Long Lake	\$5,387,599	10.1%
4. Chain O'Lakes - Lake Marie	\$3,561,600	6.7%
5. Chain O'Lakes - Petite Lake	\$3,354,499	6.3%

Total ChainOLakes Home Market: \$53,383,59..

Most Homes Available

1. Chain O'Lakes - Fox Lake	39	18.8%
2. Chain O'Lakes - Pistakee Lake	33	15.9%
3. Chain O'Lakes - Long Lake	28	13.5%
4. Chain O'Lakes - Lake Marie	12	5.8%
4. Chain O'Lakes - Nippersink Lake	12	5.8%

Total ChainOLakes Home Listings: 207

Largest Land Markets

1. Lac Louette	\$2,595,000	32.9%
2. Chain O'Lakes - Lake Marie	\$969,000	12.3%
3. Chain O'Lakes - Fox Lake	\$915,500	11.6%
4. Chain O'Lakes - Pistakee Lake	\$882,550	11.2%
5. Lake Antioch	\$579,800	7.4%

Total ChainOLakes Land Market: \$7,879,475

Most Land Available

1. Chain O'Lakes - Lake Marie	8	13.8%
2. Chain O'Lakes - Fox Lake	7	12.1%
2. Duck Lake	7	12.1%
4. Chain O'Lakes - Channel Lake	6	10.3%
4. Chain O'Lakes - Pistakee Lake	6	10.3%

Total ChainOLakes Land Listings: 58

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$320,891
2. Chain O'Lakes - Fox Lake, IL	\$301,105
3. Chain O'Lakes - Lake Marie, IL	\$296,800
4. Chain O'Lakes - Petite Lake, IL	\$279,542
5. Chain O'Lakes - Channel Lake, IL	\$268,518

Average Land Price Per Acre

Listings of Less Than 10 Acres

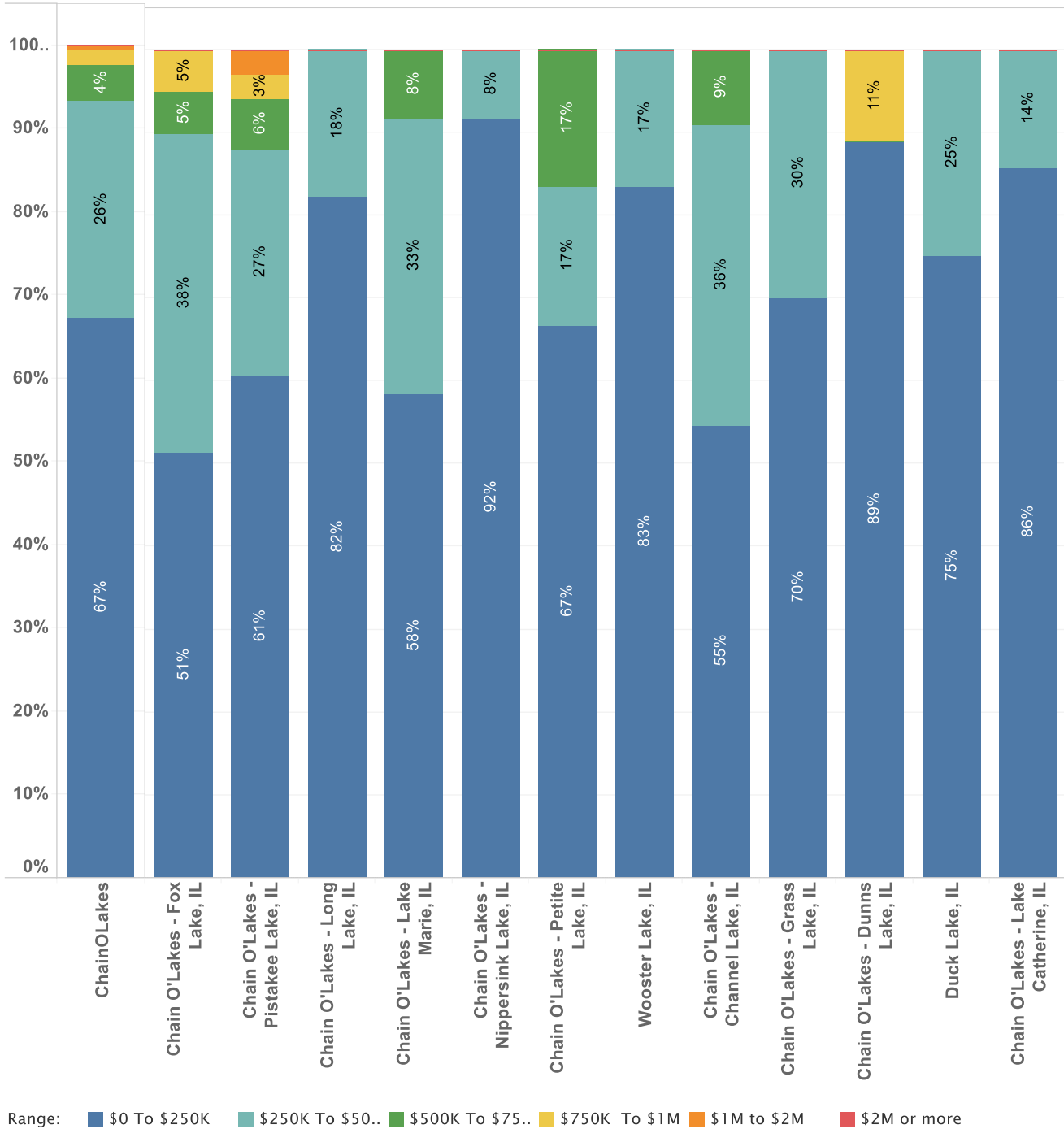
Listings of 10 Acres or More

**

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

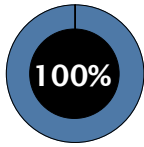
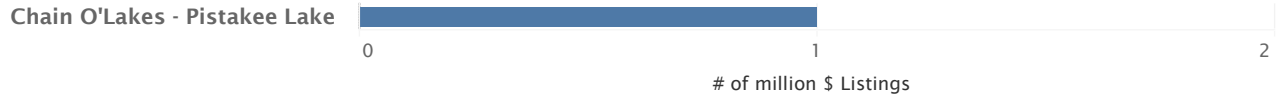
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the ChainOLakes Market 2021Q2



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2021Q2

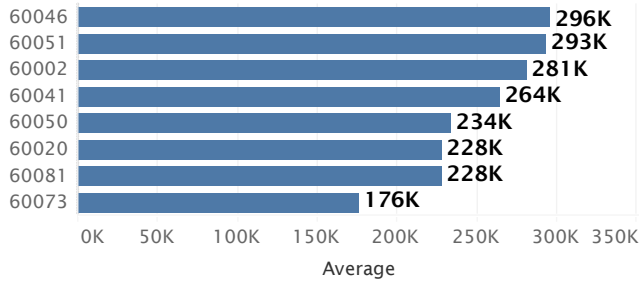


100% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Pistakee Lake

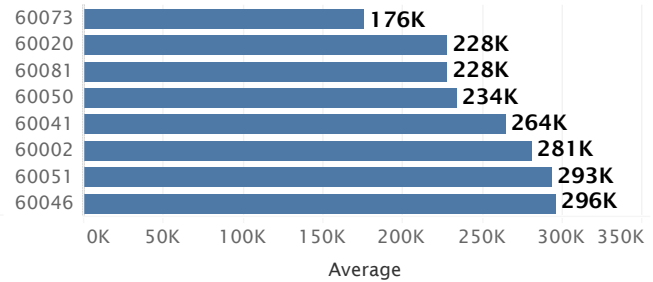
Total Number of \$1M+ Homes

1

Most Expensive ZIP Codes 2021Q2

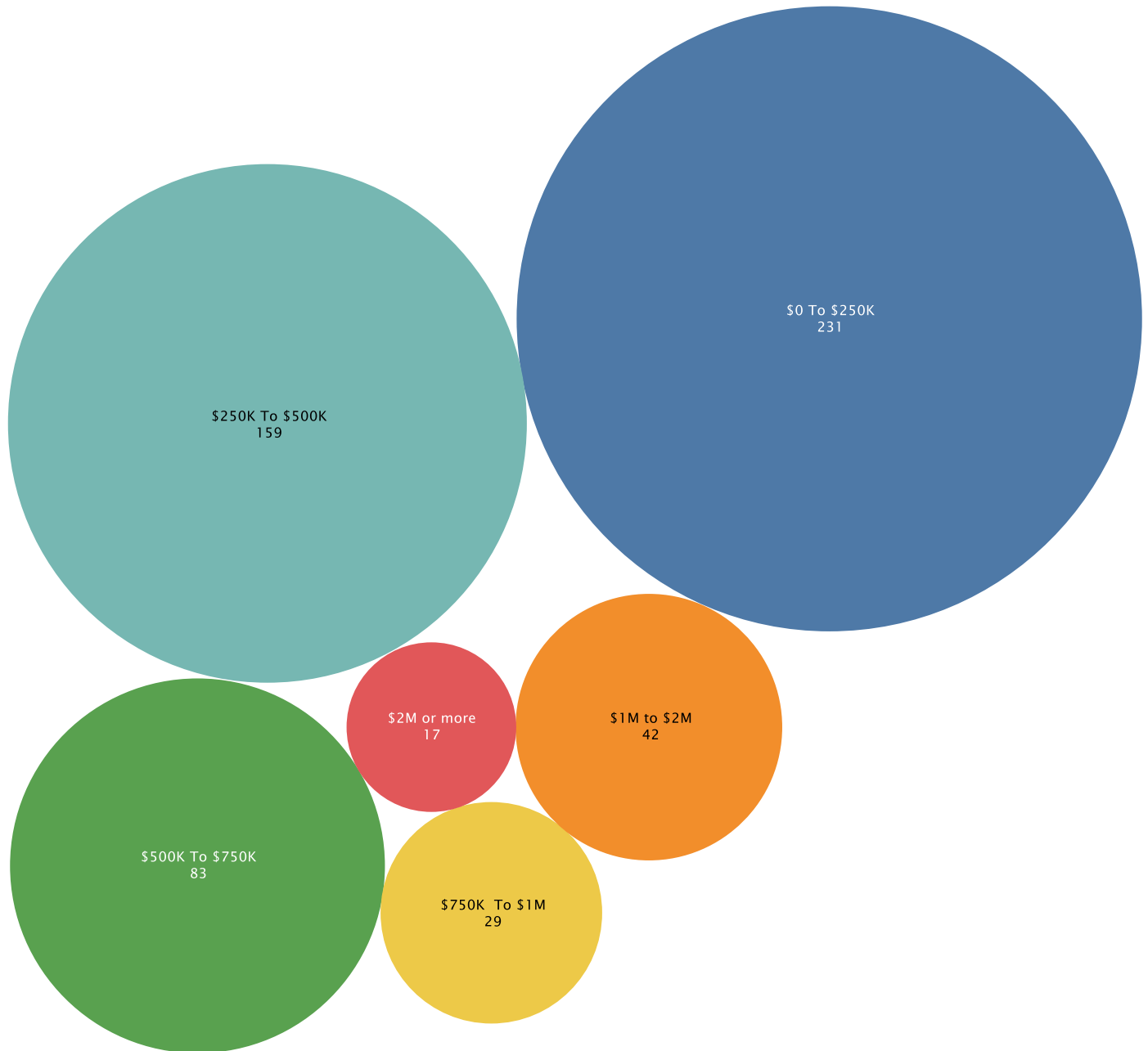


Most Affordable ZIP Codes 2021Q2



INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2021Q2



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



Indiana

Geist Reservoir had an increase of 83% from \$13.5 million to \$25 million This contributed to a 31% increase in the total Indiana market.

Largest Markets

1. Lake Wawasee	\$26,328,620	8.4%
2. Lake Maxinkuckee	\$25,848,000	8.3%
3. Geist Reservoir	\$24,581,990	8.7%
4. Lake Michigan	\$17,564,200	5.6%
5. Morse Reservoir	\$12,878,279	4.6%

Total Indiana Market: **\$311,774,774**

Most Listings

1. Geist Reservoir	41	7.3%
2. Lake Michigan	29	4.0%
2. Lake Wawasee	29	4.0%
4. Morse Reservoir	27	4.8%
5. Cedar Lake	25	3.5%

Total Indiana Listings: **720**

Largest Home Markets

1. Lake Maxinkuckee	\$24,873,000	8.8%
2. Geist Reservoir	\$24,581,990	8.7%
3. Lake Wawasee	\$22,652,700	8.0%
4. Lake Michigan	\$14,900,600	5.3%
5. Morse Reservoir	\$12,878,279	4.6%

Total Indiana Home Market: **\$282,045,110**

Most Homes Available

1. Geist Reservoir	41	7.3%
2. Morse Reservoir	27	4.8%
3. Lake Wawasee	22	3.9%
4. Cedar Lake	19	3.4%
5. Lake Freeman	17	3.0%

Total Indiana Home Listings: **561**

Largest Land Markets

1. Tippecanoe Lake	\$3,721,000	12.5%
2. Lake Wawasee	\$3,675,920	12.4%
3. Louise Lake	\$2,804,900	9.4%
4. Lake Michigan	\$2,663,600	9.0%
5. Clear Lake	\$2,511,100	8.4%

Total Indiana Land Market: **\$29,729,664**

Most Land Available

1. Crooked Lake	13	8.2%
2. Lake Michigan	12	7.5%
2. Lake Shafer	12	7.5%
4. Clear Lake	9	5.7%
5. Hamilton Lake	8	5.0%

Total Indiana Land Listings: **159**

Average Home Price

1. Lake Wawasee	\$1,029,668
2. Lake James (Little Tippy)	\$979,755
3. Lake Michigan	\$876,506
4. Lake Shafer	\$680,591
5. Hamilton Lake	\$617,285

Average Land Price Per Acre

Listings of Less Than 10 Acres

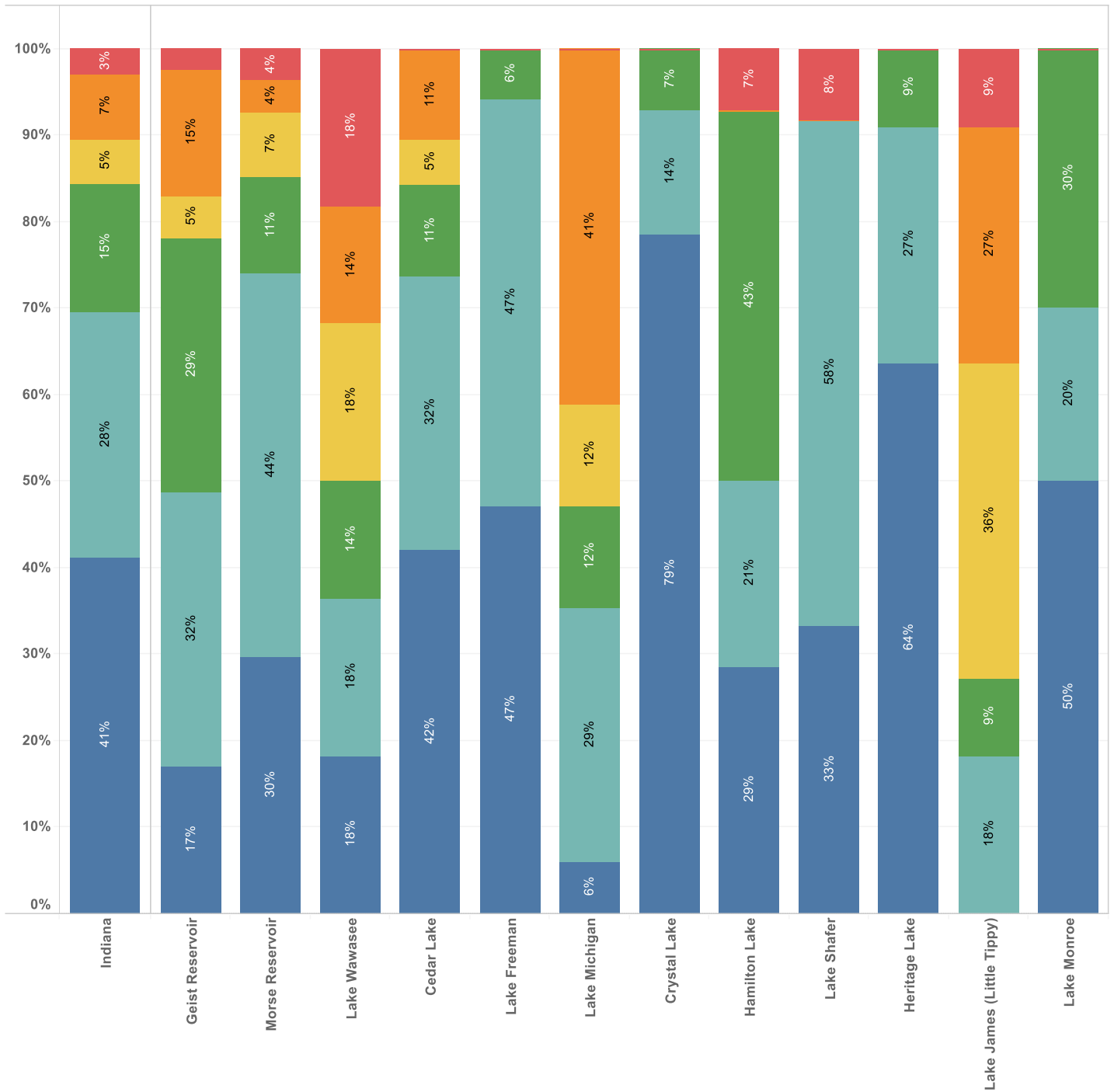
1. Lake Michigan	\$608,620
2. Crooked Lake	\$179,439
3. Lake Shafer	\$111,824

Listings of 10 Acres or More

**

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

Price Breakdown by Percentage of Homes in the Indiana Market 2021Q2

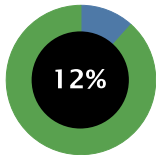
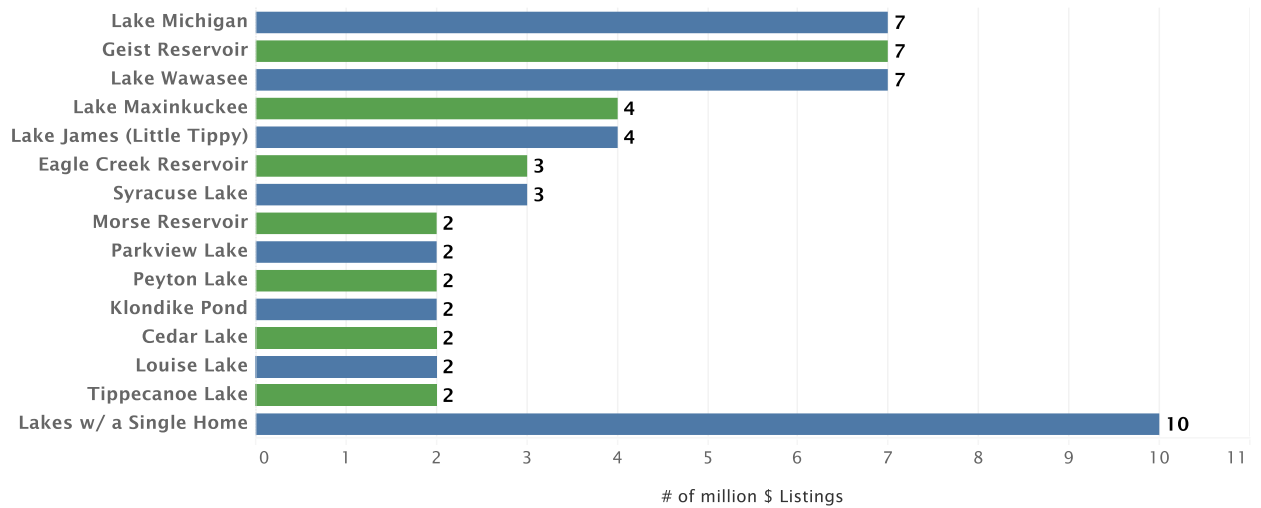


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2021Q2

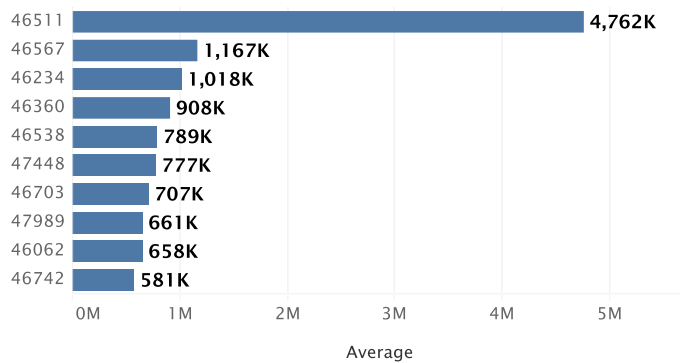


of \$1M+ Homes in Indiana are on Geist Reservoir

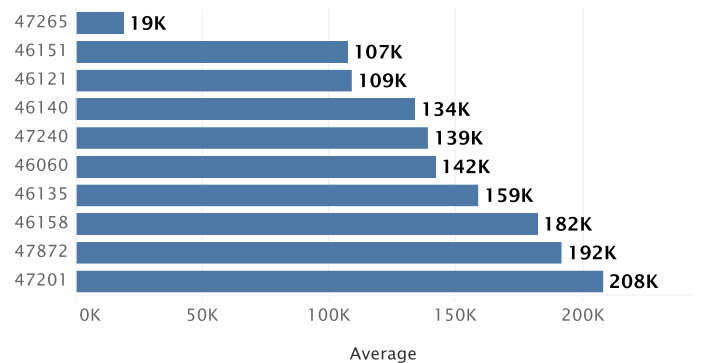
Total Number of \$1M+ Homes

59

Most Expensive ZIP Codes 2021Q2

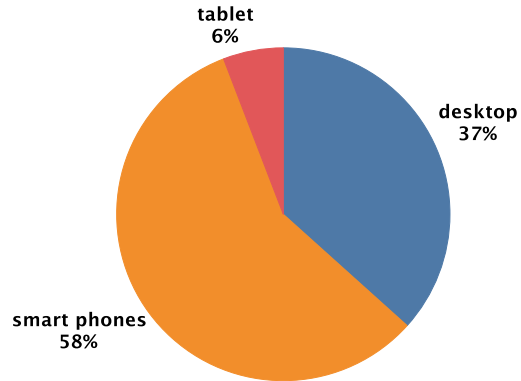


Most Affordable ZIP Codes 2021Q2

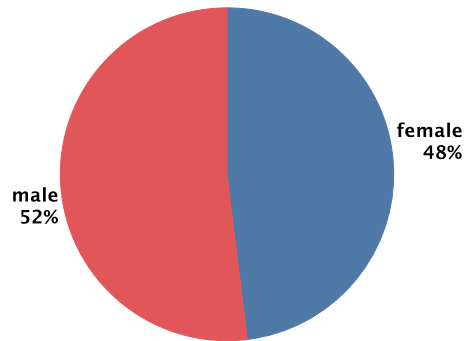


Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

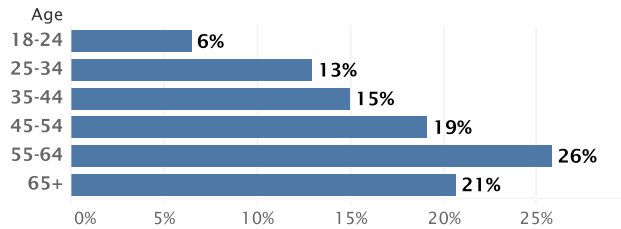


49% of potential buyers come from outside Indiana

Chicago

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

What Age Groups are Shopping 2021Q2



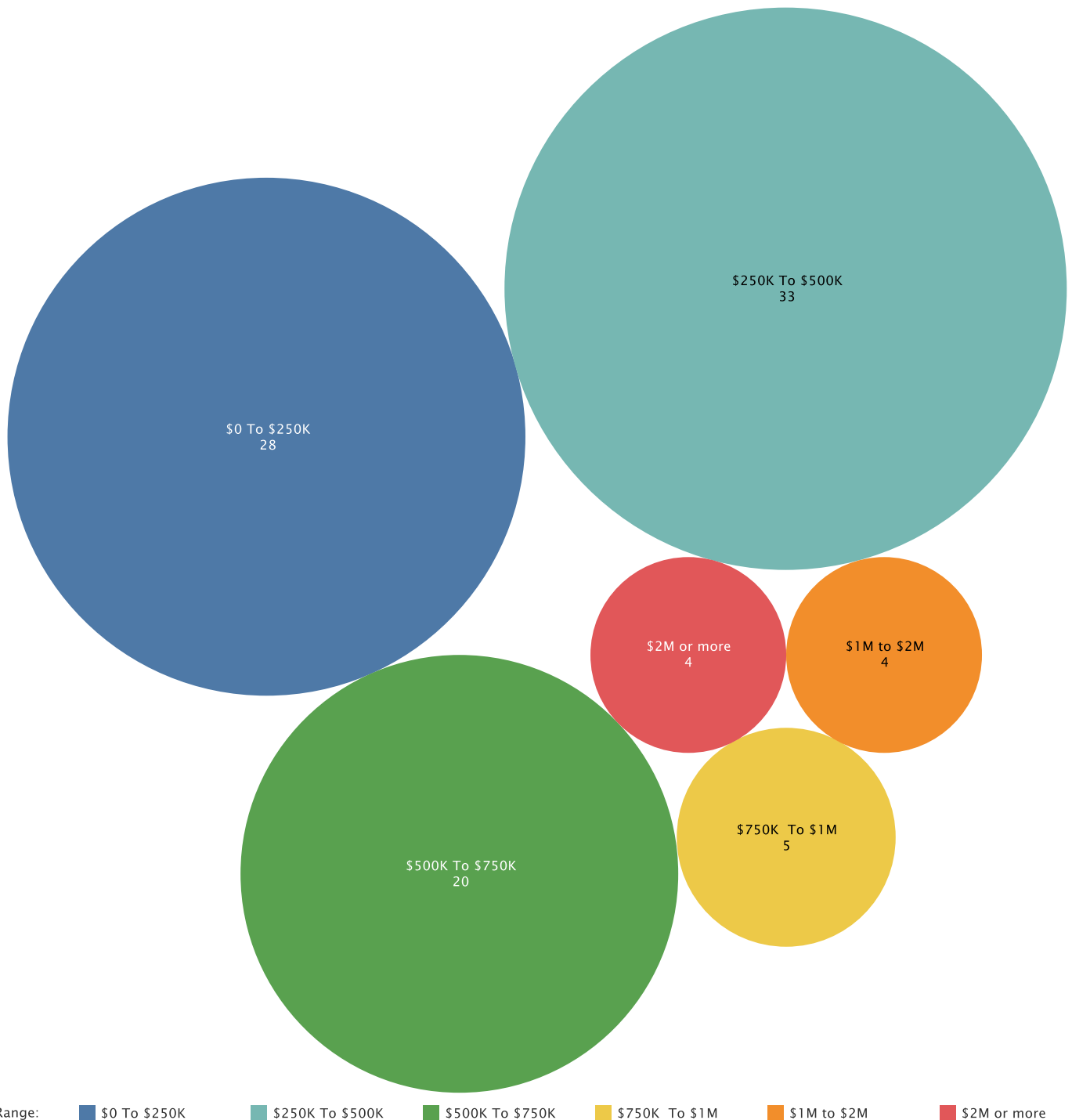
Number 2-10 metros are:

- Cincinnati, OH
- Columbus, OH
- Louisville, KY
- Detroit, MI
- Toledo, OH
- Atlanta, GA
- Dayton, OH
- Tampa-St. Petersburg (Sarasota), FL
- Ft. Myers-Naples, FL



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2021Q2



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



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Iowa

Clear Lake increased its share of the Largest Markets to 21% from 18.1%. A value of \$12.1 million up from \$8.4 million in the spring 2021 report.

Largest Markets

1. West Okoboji Lake	\$17,338,100	30.0%
2. Clear Lake	\$12,132,520	21.0%
3. Lake Ponderosa	\$6,526,800	11.3%
4. Sun Valley Lake	\$5,014,700	8.7%
5. East Okoboji Lake	\$4,572,600	8.7%

Total Iowa Market: **\$57,776,921**

Most Listings

1. Clear Lake	24	16.6%
1. Rathbun Lake	24	16.6%
3. Sun Valley Lake	21	14.5%
4. Lake Ponderosa	19	13.1%
5. West Okoboji Lake	17	11.7%

Total Iowa Listings: **145**

Largest Home Markets

1. West Okoboji Lake	\$16,889,100	32.0%
2. Clear Lake	\$11,855,620	22.5%
3. Lake Ponderosa	\$5,421,800	10.3%
4. East Okoboji Lake	\$4,572,600	8.7%
5. Sun Valley Lake	\$4,122,400	7.8%

Total Iowa Home Market: **\$52,777,220**

Most Homes Available

1. Clear Lake	22	23.4%
2. West Okoboji Lake	16	17.0%
3. Lake Ponderosa	14	14.9%
4. Sun Valley Lake	11	11.7%
5. Big Spirit Lake	8	8.5%

Total Iowa Home Listings: **94**

Largest Land Markets

1. Lake Ponderosa	\$1,105,000	22.1%
2. Carter Lake	\$1,025,000	20.5%
3. Sun Valley Lake	\$892,300	17.8%
4. Lower Gar Lake	\$571,800	11.4%
5. West Okoboji Lake	\$449,000	9.0%

Total Iowa Land Market: **\$4,999,701**

Most Land Available

1. Rathbun Lake	23	45.1%
2. Sun Valley Lake	10	19.6%
3. Lake Ponderosa	5	9.8%
4. Walton Lake	4	7.8%
5. Lower Gar Lake	3	5.9%

Total Iowa Land Listings: **51**

Average Home Price

1. West Okoboji Lake	\$1,055,569
2. Clear Lake	\$538,892
3. Lake Ponderosa	\$387,271
4. Sun Valley Lake	\$374,764

Average Land Price Per Acre

Listings of Less Than 10 Acres

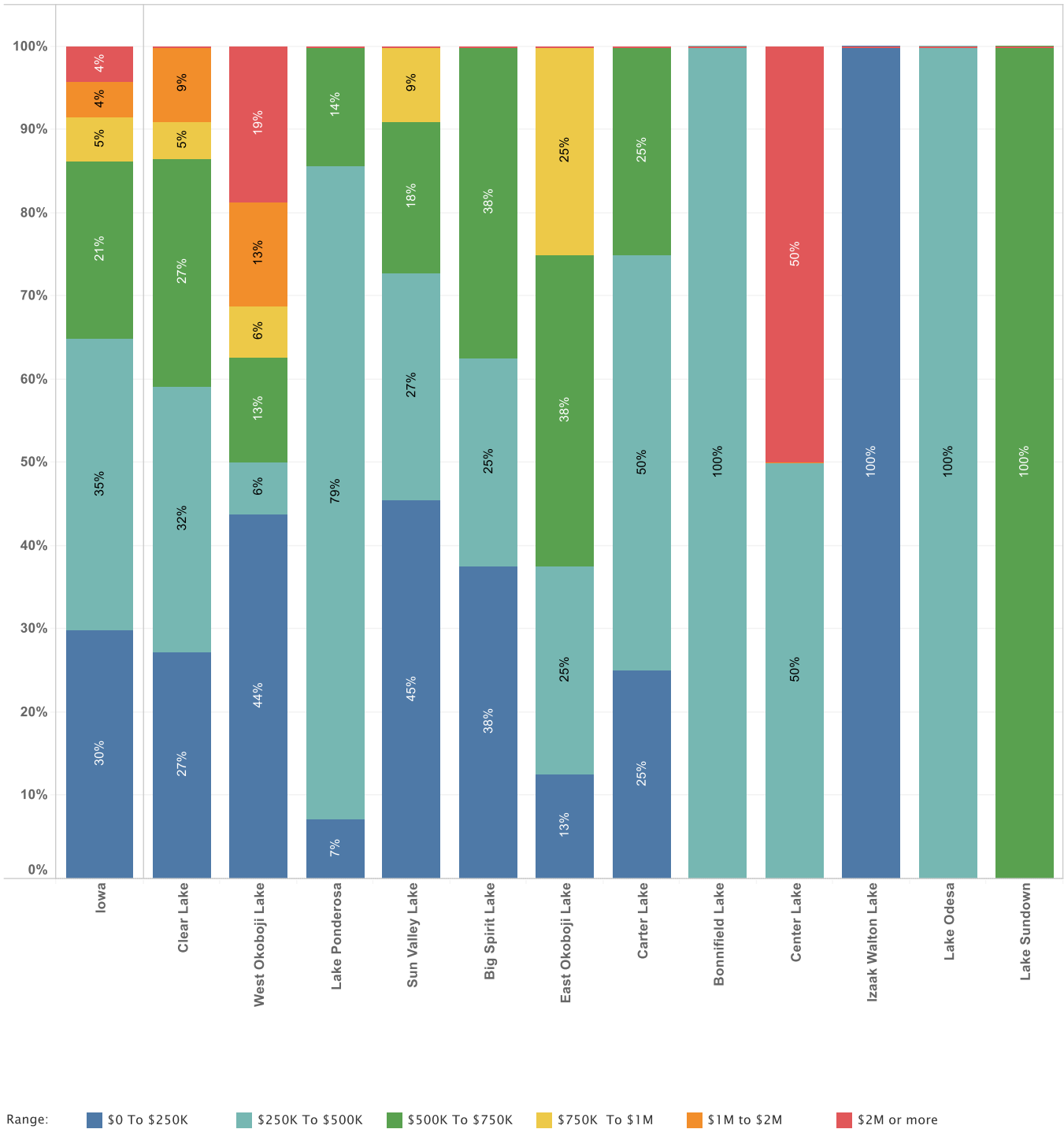
1. Sun Valley Lake	\$100,258
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Listings of 10 Acres or More

**

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

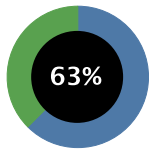
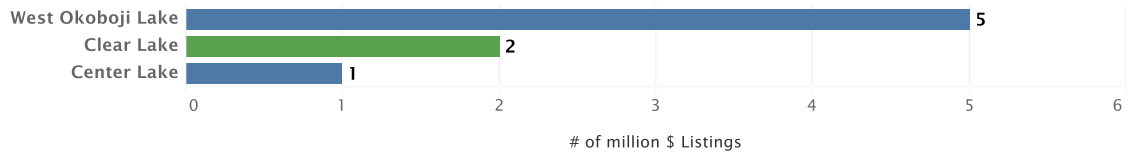
Price Breakdown by Percentage of Homes in the Iowa Market 2021Q2



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Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2021Q2

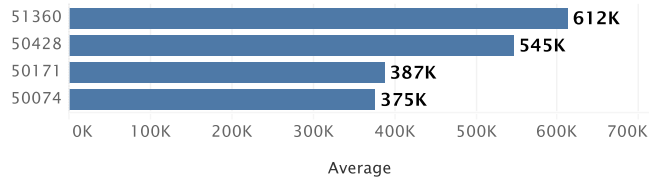


of \$1M+ Homes in Iowa are on West Okoboji Lake

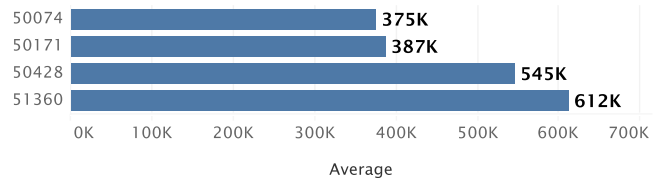
Total Number of \$1M+ Homes

8

Most Expensive ZIP Codes 2021Q2



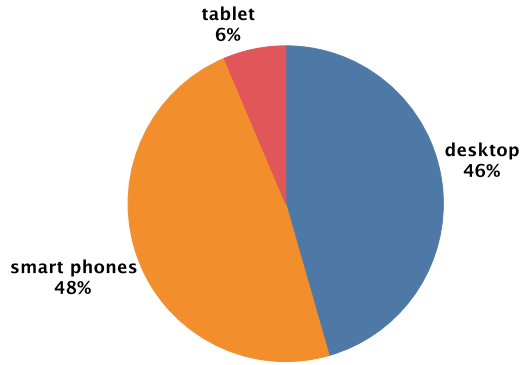
Most Affordable ZIP Codes 2021Q2



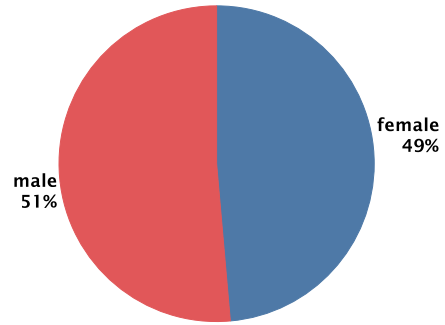
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Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

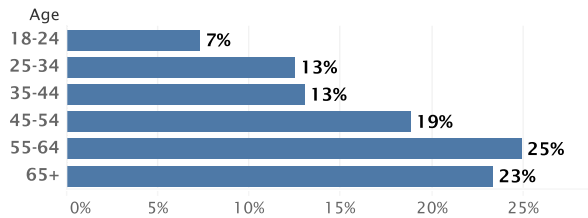


59% of potential buyers come from outside Iowa

Omaha

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

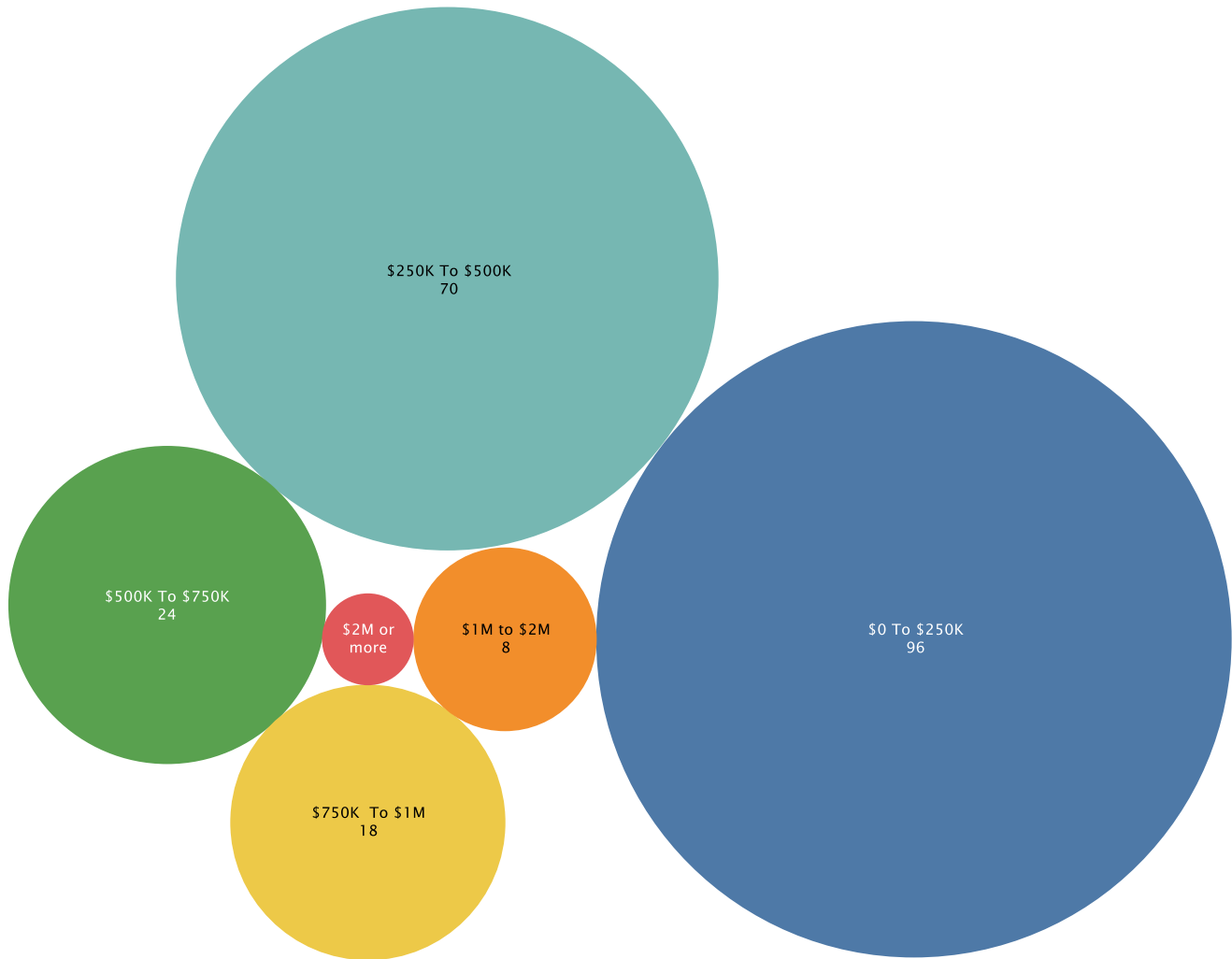
- Boston MA-Manchester, NH
- Portland-Auburn, ME
- Madison, WI
- Minneapolis-St. Paul, MN
- Chicago, IL
- Sioux Falls(Mitchell), SD
- New York, NY
- Kansas City, MO
- Denver, CO



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KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2021Q2



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



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Kentucky

While Lake Cumberland is ranked 3rd in Largest Markets, it is ranked 1st in Most Homes Available.

Largest Markets

1. Kentucky Lake*	\$62,943,936	36.9%
2. Lake Barkley*	\$45,586,242	26.7%
3. Lake Cumberland	\$44,598,703	26.1%
4. Dale Hollow Lake*	\$16,749,660	9.8%
5. Wood Creek Lake	\$628,900	0.6%

Total Kentucky Market: **\$170,770,941**

Most Listings

1. Kentucky Lake*	336	31.1%
2. Lake Cumberland	327	30.3%
3. Lake Barkley*	303	28.1%
4. Dale Hollow Lake*	110	10.2%
5. Green River Lake	2	0.2%

Total Kentucky Listings: **1,080**

Largest Home Markets

1. Kentucky Lake*	\$39,731,698	35.4%
2. Lake Cumberland	\$33,662,800	30.0%
3. Lake Barkley*	\$27,643,349	24.6%
4. Dale Hollow Lake*	\$10,558,222	9.4%
5. Wood Creek Lake	\$628,900	0.6%

Total Kentucky Home Market: **\$112,359,469**

Most Homes Available

1. Lake Cumberland	103	36.8%
2. Kentucky Lake*	83	29.6%
3. Lake Barkley*	75	26.8%
4. Dale Hollow Lake*	16	5.7%
5. Wood Creek Lake	2	0.7%

Total Kentucky Home Listings: **280**

Largest Land Markets

1. Kentucky Lake*	\$23,212,238	39.7%
2. Lake Barkley*	\$17,942,893	30.7%
3. Lake Cumberland	\$10,935,903	18.7%
4. Dale Hollow Lake*	\$6,191,438	10.6%
5. Green River Lake	\$129,000	0.2%

Total Kentucky Land Market: **\$58,411,472**

Most Land Available

1. Kentucky Lake*	253	31.6%
2. Lake Barkley*	228	28.5%
3. Lake Cumberland	224	28.0%
4. Dale Hollow Lake*	94	11.8%
5. Green River Lake	1	0.1%

Total Kentucky Land Listings: **800**

Average Home Price

1. Kentucky Lake	\$628,086
2. Lake Barkley	\$443,220
3. Lake Cumberland	\$356,635

Average Land Price Per Acre

Listings of Less Than 10 Acres

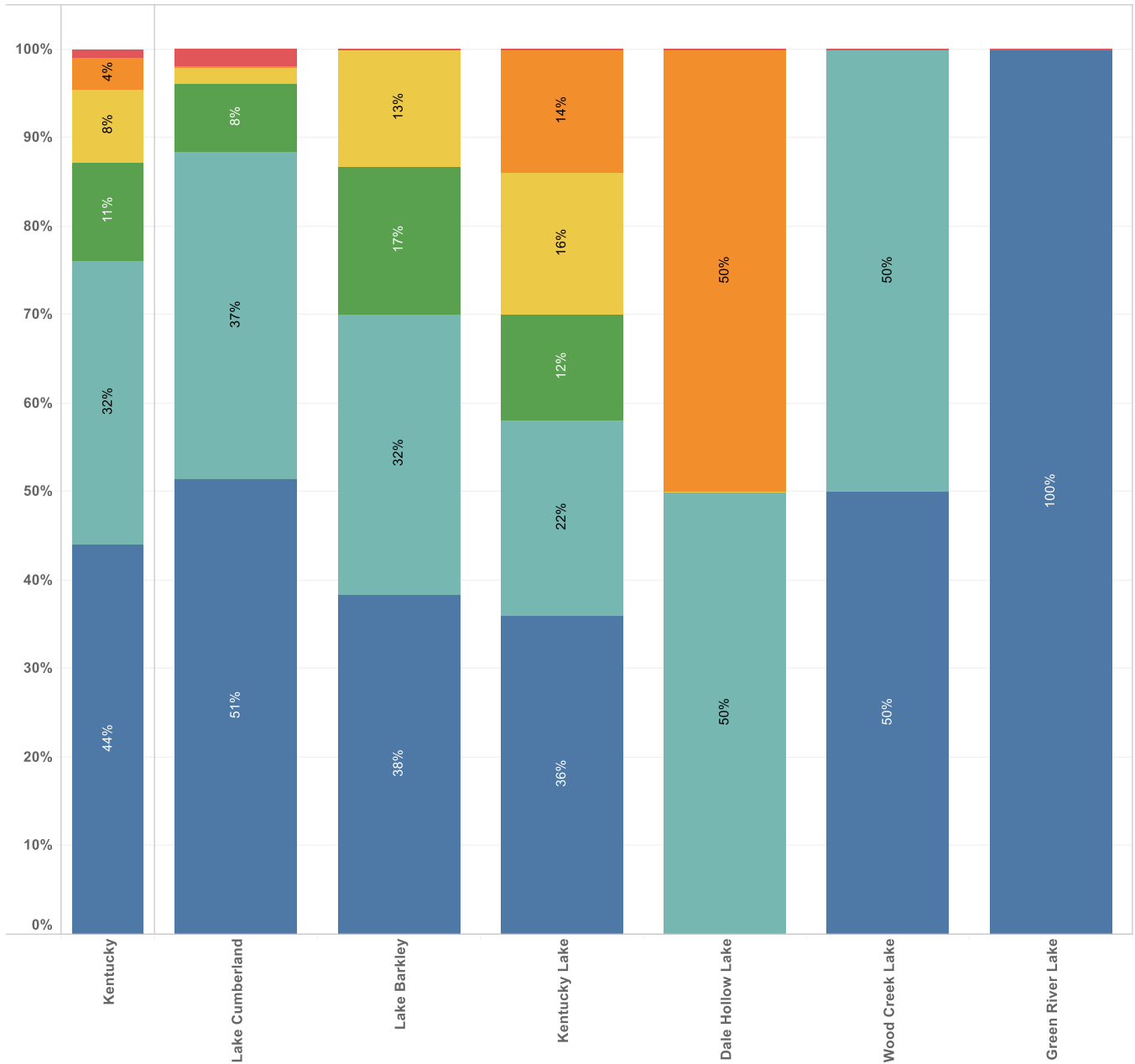
1. Lake Barkley	\$43,844
2. Kentucky Lake	\$43,116
3. Lake Cumberland	\$29,425

Listings of 10 Acres or More

1. Lake Barkley	\$11,091
2. Lake Cumberland	\$5,899

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

Price Breakdown by Percentage of Homes in the Kentucky Market 2021Q2



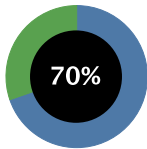
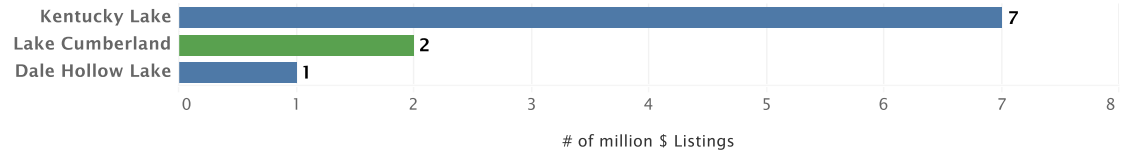
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



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Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2021Q2

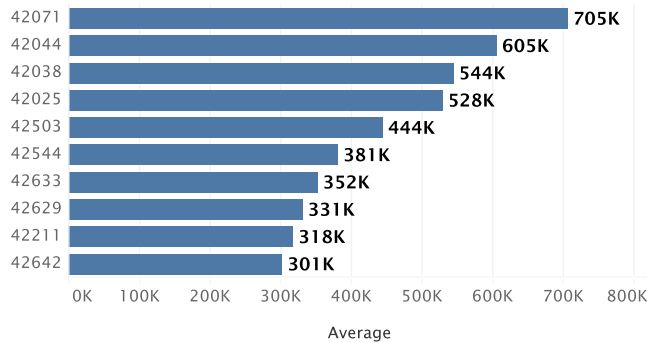


70% of \$1M+ Homes in Kentucky are on Kentucky Lake

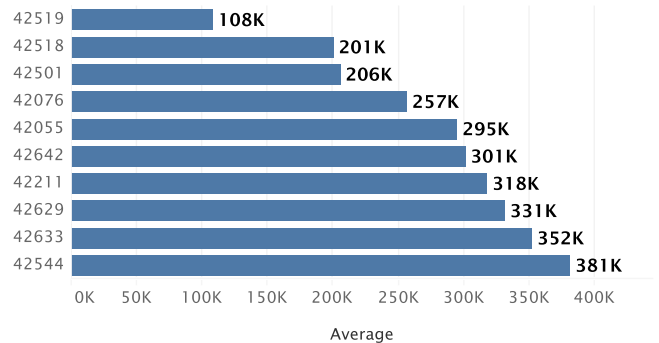
Total Number of \$1M+ Homes

10

Most Expensive ZIP Codes 2021Q2



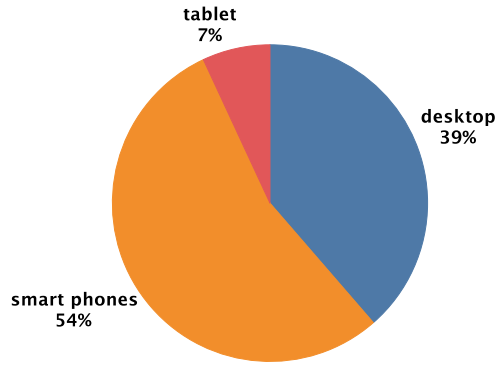
Most Affordable ZIP Codes 2021Q2



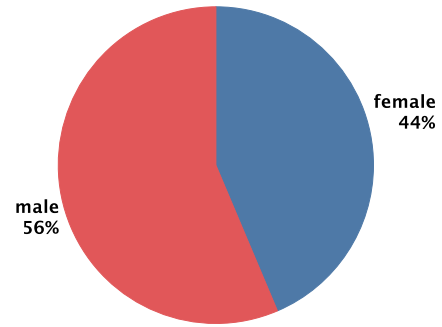
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Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

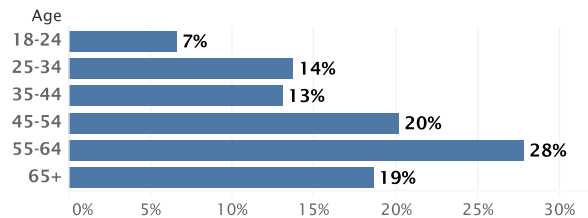


79% of potential buyers come from outside Kentucky

Nashville

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

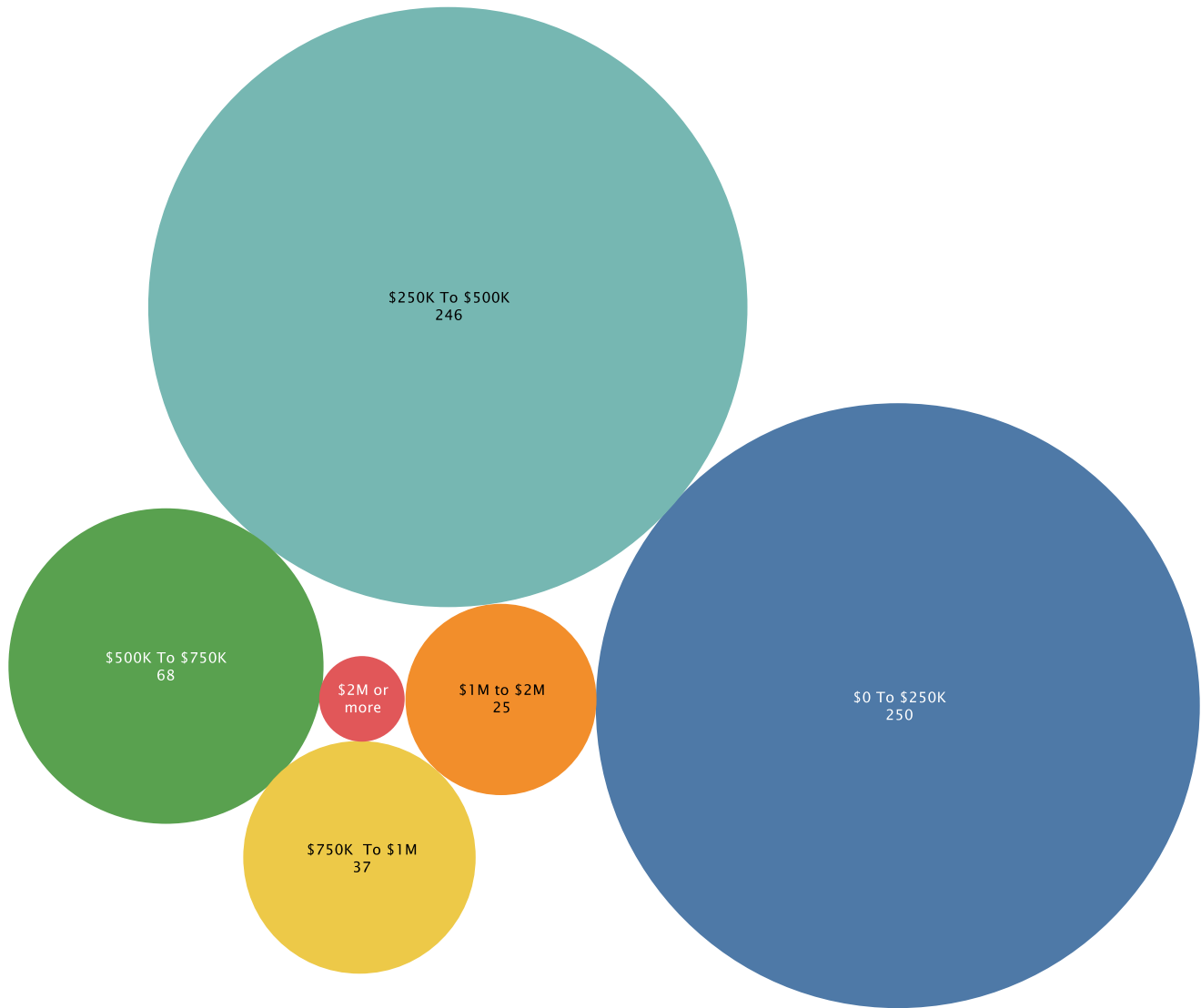
- Chicago, IL
- Cincinnati, OH
- Atlanta, GA
- Indianapolis, IN
- Evansville, IN
- Columbus, OH
- St. Louis, MO
- Memphis, TN
- New York, NY



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LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2021Q2



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



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Louisiana

Black Bayou Reservoir's market value has increased from spring 2021 by 5.34 million (56.09%).

Largest Markets

1. Lake Pontchartrain	\$92,117,800	24.0%	6. Cross Lake	\$20,489,695	5.3%
2. Grand Lagoon	\$33,359,981	8.7%	7. Black Bayou Reservoir	\$14,982,850	3.9%
3. Lake Charles	\$30,151,232	7.8%	8. Goodyears Pond	\$12,825,850	3.3%
4. Toledo Bend Reservoir*	\$22,761,200	5.9%	9. The Lake District	\$12,676,900	3.3%
5. Prien Lake	\$21,915,164	5.7%	10. Cypress Bayou Reservoir	\$10,236,200	2.6%

Total Louisiana Market:

\$388,136,938

Largest Home Markets

1. Lake Pontchartrain	\$77,948,900	30.0%
2. Grand Lagoon	\$28,074,331	10.8%
3. Cross Lake	\$17,252,900	6.6%
4. Toledo Bend Reservoir*	\$15,965,900	6.1%
5. Black Bayou Reservoir	\$13,856,250	5.3%
6. Prien Lake	\$13,724,500	5.3%
7. Goodyears Pond	\$6,073,900	2.3%
8. Sibley Lake	\$5,729,200	2.2%
9. Lake Charles	\$5,129,845	2.0%
10. Chaplin Lake	\$4,738,298	1.8%

Total Louisiana Home Market:

\$259,728,977

Largest Land Markets

1. Lake Charles	\$25,021,387	20.0%
2. Lake Pontchartrain	\$14,168,900	11.4%
3. The Lake District	\$8,318,500	6.7%
4. Prien Lake	\$8,190,664	6.6%
5. Swan Lake	\$7,016,500	5.6%
6. Toledo Bend Reservoir*	\$6,795,300	5.4%
7. Goodyears Pond	\$6,751,950	5.4%
8. Cypress Bayou Reservoir	\$5,726,300	4.6%
9. Calcasieu Lake	\$5,398,400	4.3%
10. Grand Lagoon	\$5,285,650	4.2%

Total Louisiana Land Market:

\$124,818,061

Lake Charles ranks 1st in the Largest Land Markets list, but only ranks 7th in the Most Homes Available list.

Most Expensive Homes

1. Prien Lake	\$571,854
2. Lake Pontchartrain	\$568,970
3. Cross Lake	\$556,545
4. Black Bayou Reservoir	\$419,886
5. The Lake District	\$396,218
6. Caddo Lake	\$388,267
7. Grand Lagoon	\$326,446

Most Affordable Homes

1. Lake Bistineau	\$183,737
2. Breda Lake	\$193,981
3. Lake Charles	\$223,037
4. Chaplin Lake	\$236,915
5. Sibley Lake	\$249,096
6. Cypress Bayou Reservoir	\$267,333
7. Toledo Bend Reservoir	\$300,293
8. Lake Ramsay	\$309,971

Most Listings

1. Lake Pontchartrain	190	14.9%	6. Cross Lake	58	4.6%
2. Grand Lagoon	133	10.5%	7. Black Bayou Reservoir	43	3.4%
3. Toledo Bend Reservoir*	89	7.0%	8. Bayou D'arbonne Lake	42	3.3%
4. Lake Charles	84	6.6%	9. Calcasieu Lake	38	3.0%
5. Goodyears Pond	60	4.7%	9. Prien Lake	38	3.0%
Total Louisiana Listings:				1,276	

Most Homes Available

1. Lake Pontchartrain	137	20.7%
2. Grand Lagoon	86	13.0%
3. Toledo Bend Reservoir*	45	6.8%
4. Black Bayou Reservoir	33	5.0%
5. Cross Lake	31	4.7%
6. Prien Lake	24	3.6%
7. Lake Charles	23	3.5%
7. Sibley Lake	23	3.5%
9. Chaplin Lake	20	3.0%
10. Lake Bistineau	19	2.9%

Total Louisiana Home Listings:

662

Most Land Available

1. Lake Charles	61	10.0%
2. Lake Pontchartrain	53	8.7%
3. Goodyears Pond	51	8.4%
4. Grand Lagoon	47	7.7%
5. Toledo Bend Reservoir*	44	7.2%
6. Bayou D'arbonne Lake	35	5.7%
7. Calcasieu Lake	29	4.8%
8. Cross Lake	27	4.4%
9. Swan Lake	21	3.4%
10. Cypress Bayou Reservoir	18	3.0%

Total Louisiana Land Listings:

610

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Prien Lake	\$617,232
2. Lake Pontchartrain	\$376,671
3. Lake Charles	\$307,236
4. Grand Lagoon	\$230,097
5. Calcasieu Lake	\$186,307
6. Cross Lake	\$159,708
7. The Lake District	\$144,732
8. Swan Lake	\$128,521

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Becky Lake	\$21,517
2. Sibley Lake	\$47,636
3. Oden Lake	\$53,964
4. Bayou D'arbonne Lake	\$63,324
5. Toledo Bend Reservoir	\$70,773
6. Goodyears Pond	\$79,683
7. Cypress Bayou Reservoir	\$112,799
8. Black Bayou Reservoir	\$114,959

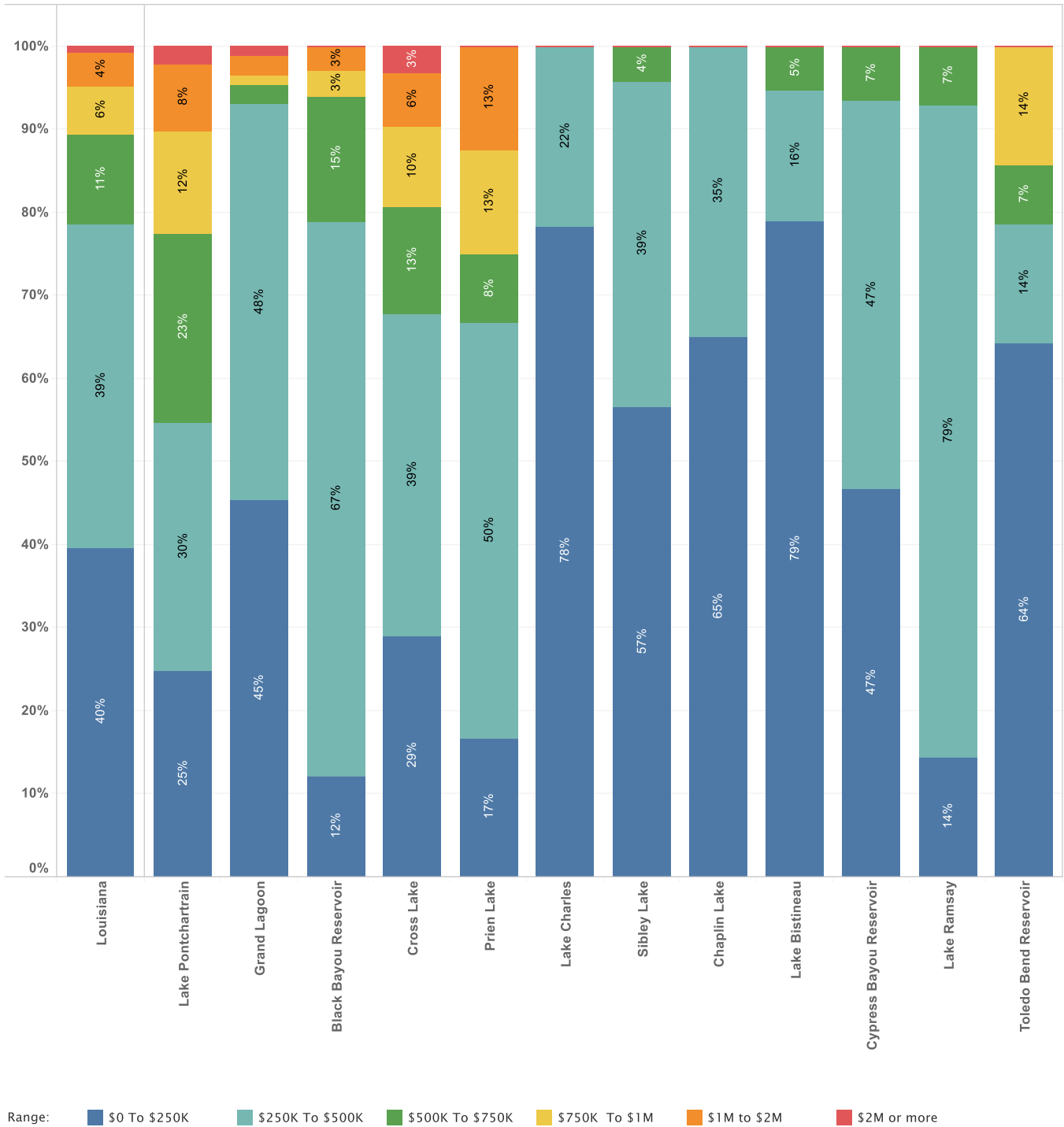
Listings of 10 Acres or More

1. Lake Charles	\$157,543
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* 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.

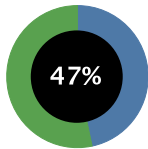
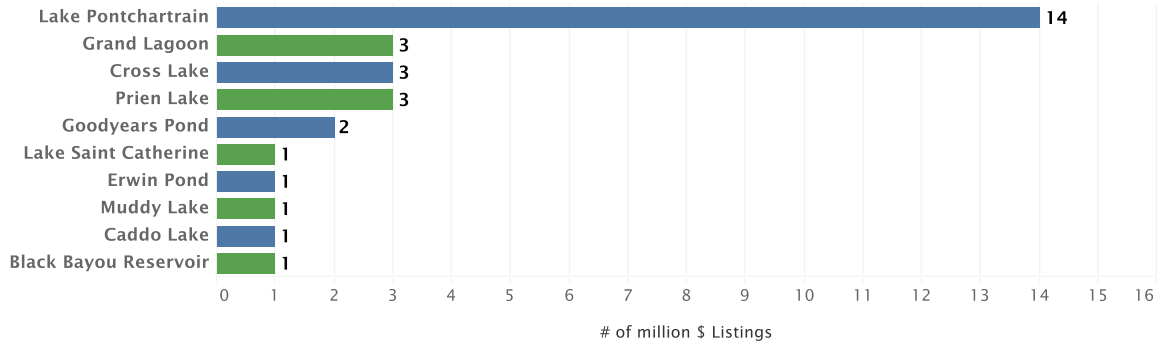
Price Breakdown by Percentage of Homes in the Louisiana Market 2021Q2



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Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2021Q2

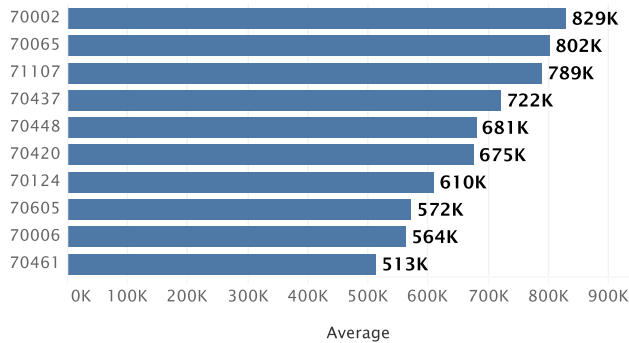


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

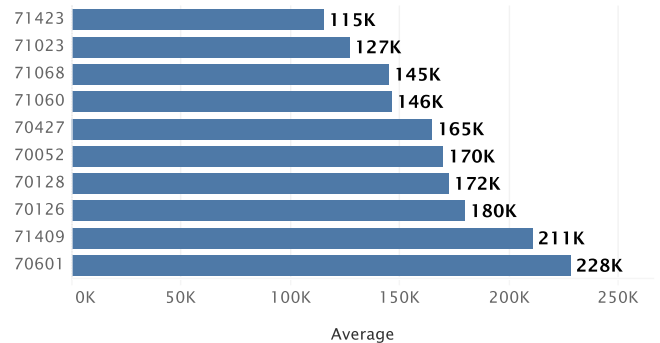
Total Number of \$1M+ Homes

30

Most Expensive ZIP Codes 2021Q2



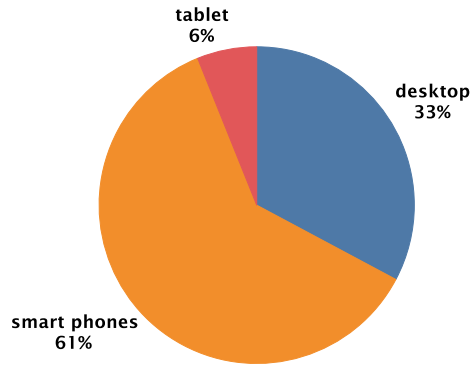
Most Affordable ZIP Codes 2021Q2



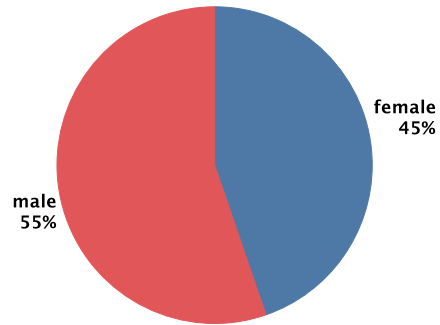
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Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

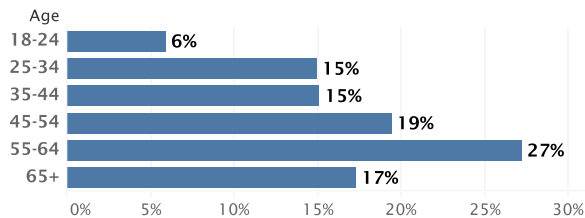


61% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

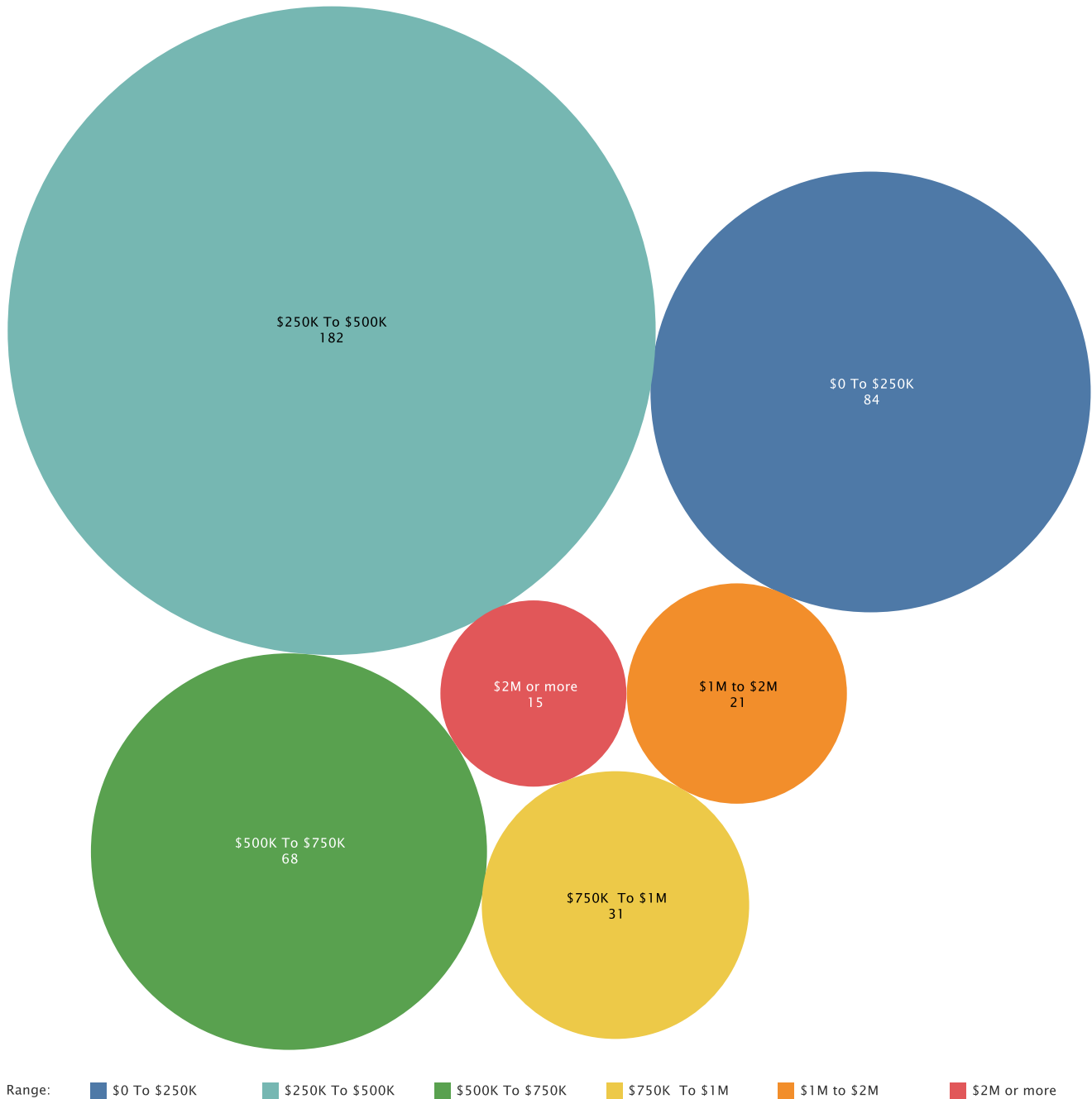
- Houston, TX
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Atlanta, GA
- San Antonio, TX
- Beaumont-Port Arthur, TX
- Tyler-Longview(Lufkin & Nacogdoches), TX
- Jackson, MS
- Austin, TX
- Chicago, IL



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LAKEHOMES.COM

MAINE

Price Breakdown by Number of Homes in the Maine Market 2021Q2



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LAKEHOMES.COM

Maine

Sebago Lake's Largest Home Markets value has grown to \$59.8 million from \$23.6 million in the spring 2021 report, a 153.31% increase.

Largest Markets

1. Sebago Lake	\$59,803,600	20.1%	6. Great Pond	\$8,487,500	2.9%
2. Rangeley Lake	\$16,964,100	5.7%	7. Long Pond - Rome	\$8,458,000	2.8%
3. Damariscotta Lake	\$15,891,600	5.3%	8. Messalonskee Lake	\$6,640,488	2.2%
4. Moosehead Lake	\$13,890,200	4.7%	9. Mousam Lake	\$6,337,900	2.1%
5. Long Lake - Naples	\$10,751,787	3.6%	10. Kezar Lake	\$5,858,900	2.0%

Total Maine Market:

\$297,397,737

Largest Home Markets

1. Sebago Lake	\$56,550,800	24.1%
2. Rangeley Lake	\$13,802,000	5.9%
3. Damariscotta Lake	\$12,166,300	5.2%
4. Long Lake - Naples	\$8,777,187	3.7%
5. Moosehead Lake	\$8,475,900	3.6%
6. Messalonskee Lake	\$6,092,488	2.6%
7. Great Pond	\$5,847,000	2.5%
8. Long Pond - Rome	\$5,757,000	2.5%
9. Kezar Lake	\$5,439,000	2.3%
10. Mousam Lake	\$4,554,900	1.9%

Total Maine Home Market:

\$234,236,951

Largest Land Markets

1. Moosehead Lake	\$5,414,300	8.6%
2. Damariscotta Lake	\$3,725,300	5.9%
3. Sebago Lake	\$3,252,800	5.2%
4. Rangeley Lake	\$3,162,100	5.0%
5. Parker Pond	\$2,776,500	4.4%
6. Long Pond - Rome	\$2,701,000	4.3%
7. Great Pond	\$2,640,500	4.2%
8. Green Lake	\$2,025,000	3.2%
9. Long Lake - Naples	\$1,974,600	3.1%
10. Mousam Lake	\$1,783,000	2.8%

Total Maine Land Market:

\$63,160,786

Most Expensive Homes

1. Sebago Lake	\$1,713,661
2. Rangeley Lake	\$1,150,167
3. Damariscotta Lake	\$715,665
4. Long Lake - Naples	\$663,630

Most Affordable Homes

1. Pushaw Lake	\$330,490
2. Mousam Lake	\$414,082
3. Moosehead Lake	\$446,100
4. Messalonskee Lake	\$468,653
5. Long Pond - Rome	\$575,700

Most Listings

1. Moosehead Lake	51	6.5%	6. Androscoggin Lake	25	3.2%
2. Sebago Lake	42	5.4%	7. Long Lake - Naples	23	2.9%
3. Rangeley Lake	40	5.1%	8. Cobbosseecontee Lake	16	2.0%
4. Damariscotta Lake	35	4.5%	8. Gardner Lake	16	2.0%
5. Long Pond - Rome	26	3.3%	8. Lake Arrowhead	16	2.0%

Total Maine Listings:

781

Most Homes Available

1. Sebago Lake	33	8.2%
2. Moosehead Lake	19	4.7%
3. Damariscotta Lake	17	4.2%
4. Long Lake - Naples	14	3.5%
5. Messalonskee Lake	13	3.2%
6. Rangeley Lake	12	3.0%
7. Mousam Lake	11	2.7%
8. Long Pond - Rome	10	2.5%
8. Pushaw Lake	10	2.5%
10. Androscoggin Lake	9	2.2%

Total Maine Home Listings:

401

Most Land Available

1. Moosehead Lake	32	8.4%
2. Rangeley Lake	28	7.4%
3. Damariscotta Lake	18	4.7%
4. Androscoggin Lake	16	4.2%
4. Long Pond - Rome	16	4.2%
6. Gardner Lake	14	3.7%
7. Cathance Lake	10	2.6%
7. Lake Arrowhead	10	2.6%
9. Cobbosseecontee Lake	9	2.4%
9. Green Lake	9	2.4%

Total Maine Land Listings:

380

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Damariscotta Lake	\$61,381
2. Long Pond - Rome	\$59,443
3. Rangeley Lake	\$58,599

Listings of 10 Acres or More

**

Most Affordable Land per Acre

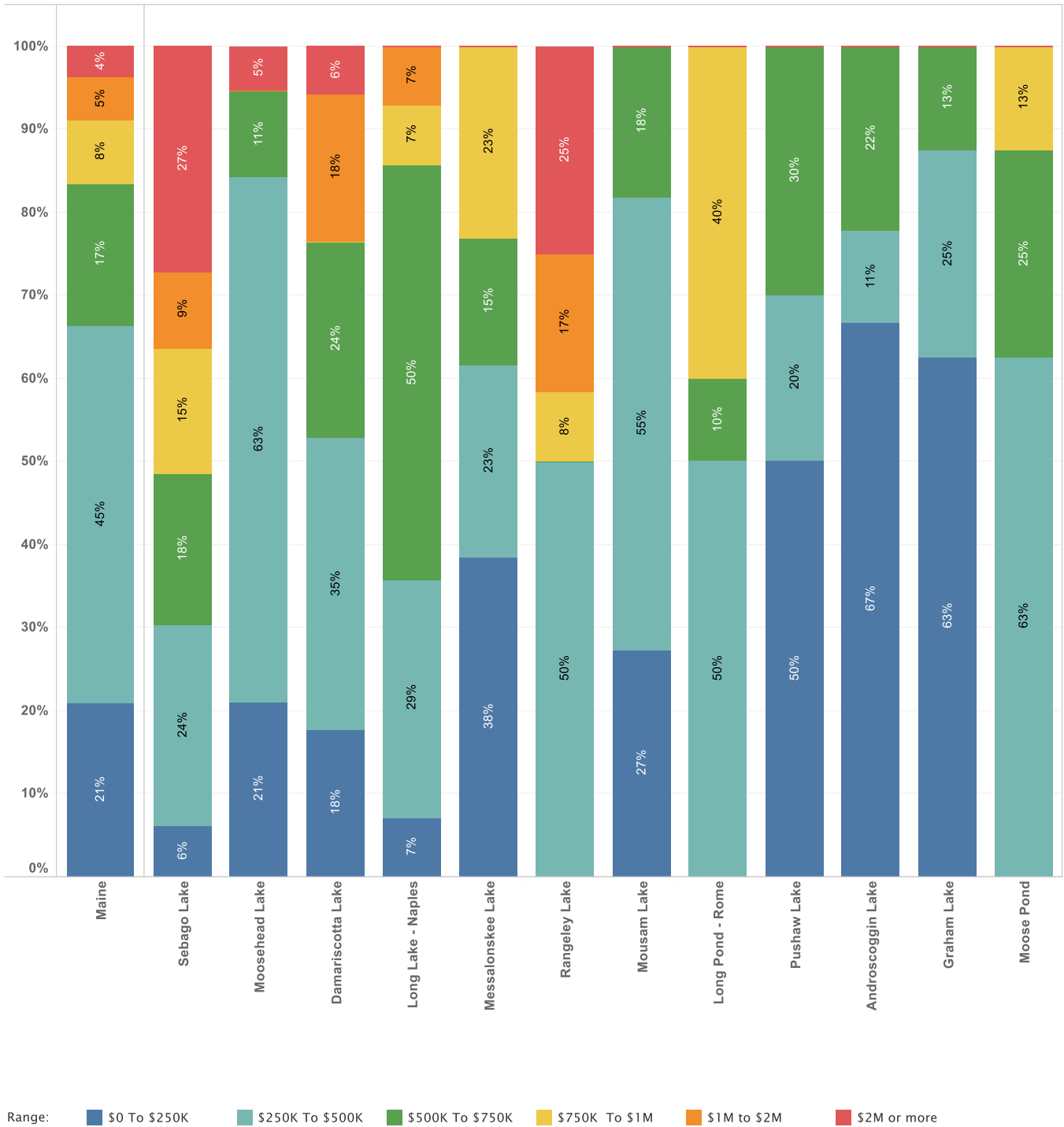
Listings of Less Than 10 Acres

1. Gardner Lake	\$12,656
2. Androscoggin Lake	\$19,934
3. Moosehead Lake	\$45,227

Listings of 10 Acres or More

1. Moosehead Lake	\$13,914
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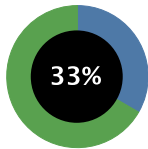
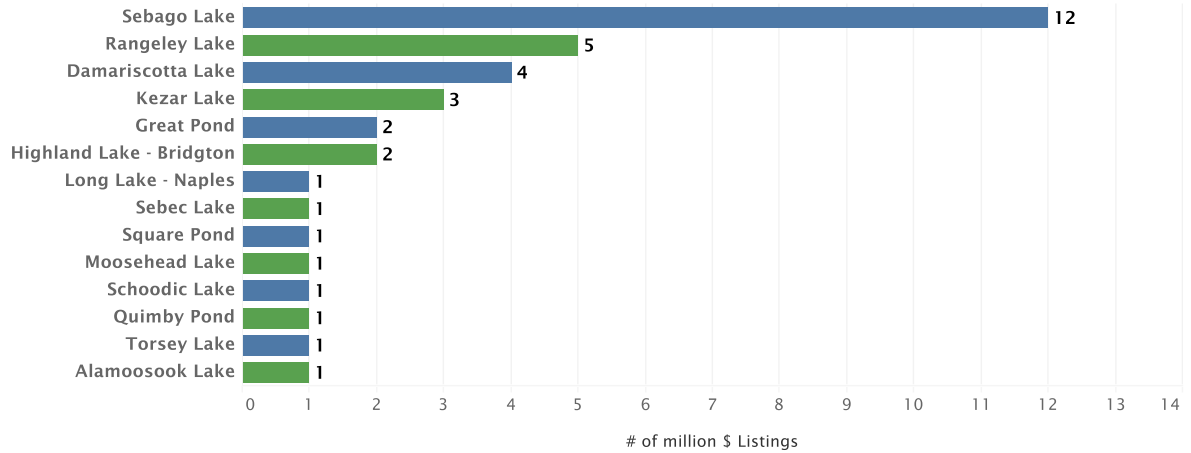
Price Breakdown by Percentage of Homes in the Maine Market 2021Q2



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Luxury Lake Real Estate in Maine

Where Are The Million-Dollar Listings? 2021Q2

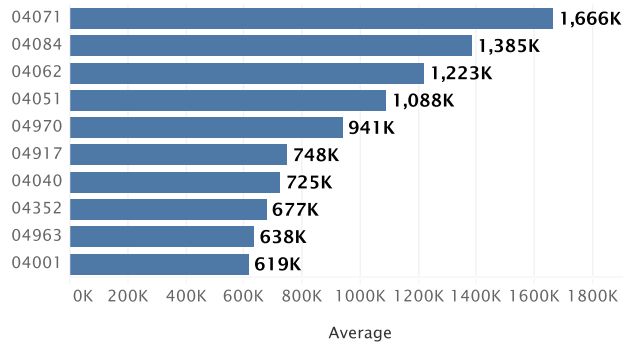


of \$1M+ Homes in Maine are on Sebang Lake

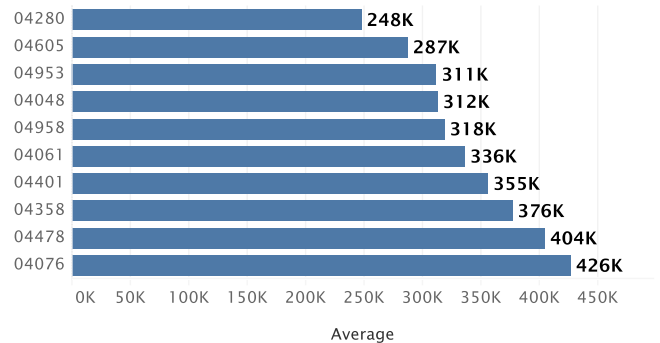
Total Number of \$1M+ Homes

36

Most Expensive ZIP Codes 2021Q2



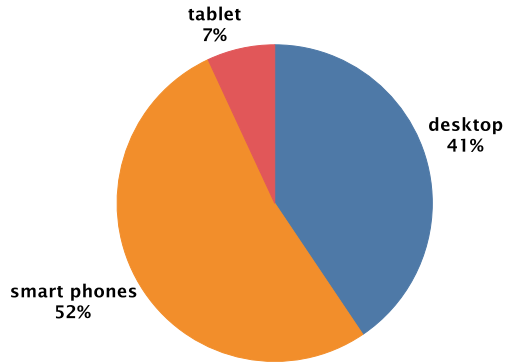
Most Affordable ZIP Codes 2021Q2



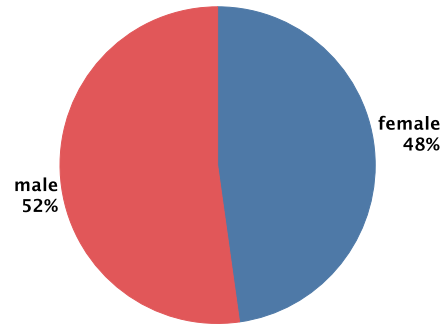
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Maine Lake Real Estate

How are shoppers connecting 2021Q2

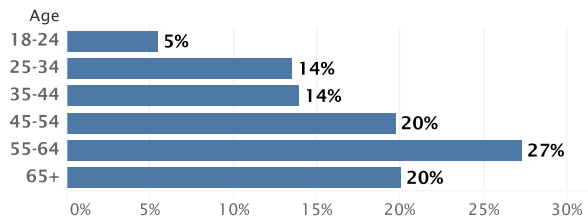


Male/Female Visitors 2021Q2



69% of potential buyers come from outside Maine

What Age Groups are Shopping 2021Q2



Boston MA-Manchester

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

Number 2-10 metros are:

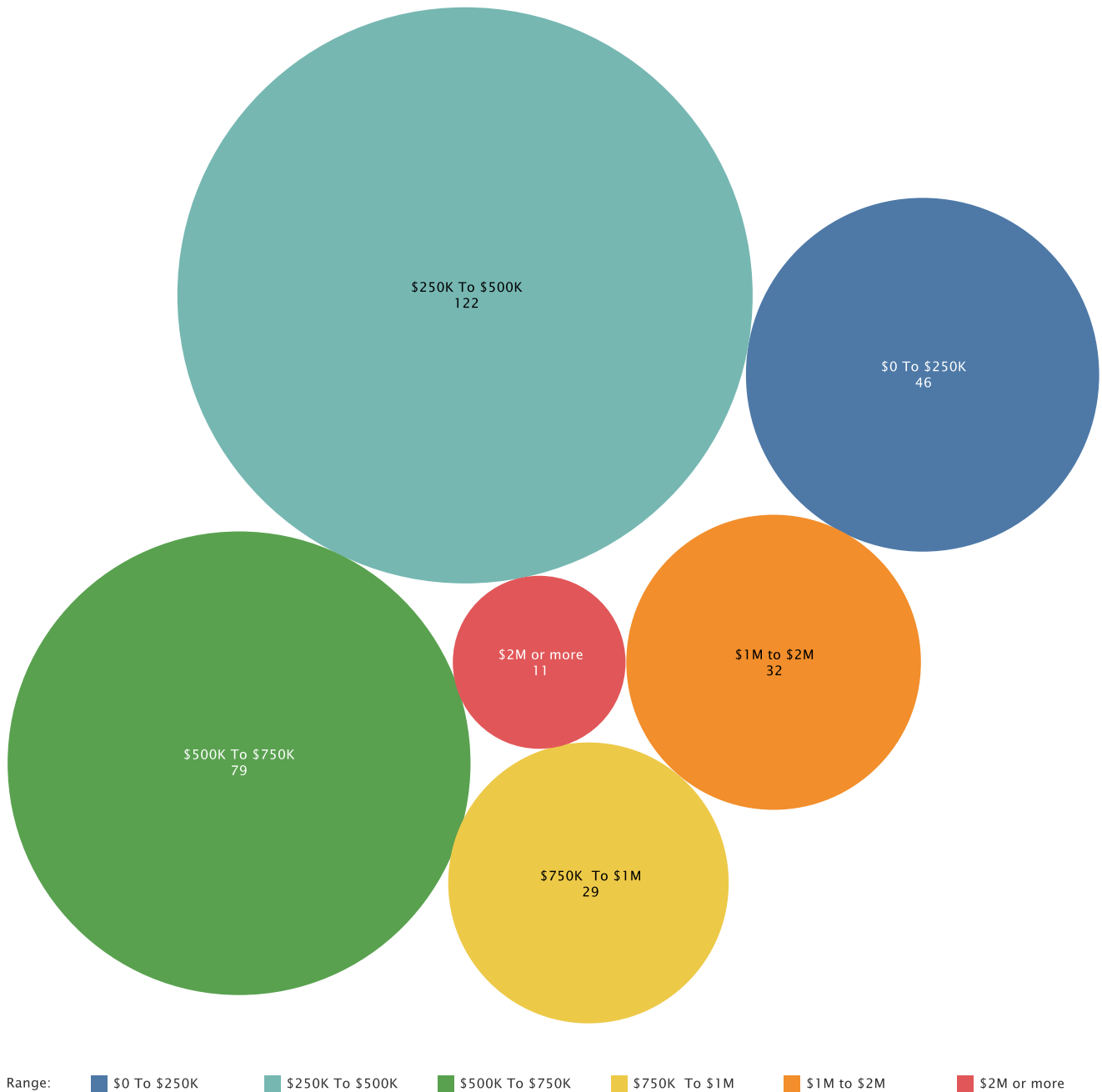
- New York, NY
- Hartford & New Haven, CT
- Milwaukee, WI
- Providence-New Bedford, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Burlington VT-Plattsburgh, NY
- Los Angeles, CA



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MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2021Q2



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Maryland

****Maryland's lake market value has increased by over \$117 million (116%) from the spring 2021 report.

Largest Markets

1. Deep Creek Lake	\$84,654,746	38.5%
2. Lake Linganore	\$26,575,073	12.1%
3. Chase Pond	\$12,985,895	5.9%
4. Lake Ogleton	\$9,448,900	4.6%
5. Chews Creek	\$5,989,999	2.9%

Total Maryland Market: **\$219,696,457**

Most Listings

1. Deep Creek Lake	113	29.5%
2. Lake Linganore	55	14.4%
3. Chase Pond	16	4.2%
3. Druid Lake	16	5.0%
5. Lake Lariat	15	3.9%

Total Maryland Listings: **383**

Largest Home Markets

1. Deep Creek Lake	\$74,837,897	36.4%
2. Lake Linganore	\$25,369,573	12.3%
3. Chase Pond	\$12,485,895	6.1%
4. Lake Ogleton	\$9,448,900	4.6%
5. Chews Creek	\$5,989,999	2.9%

Total Maryland Home Market: **\$205,810,408**

Most Homes Available

1. Deep Creek Lake	81	25.4%
2. Lake Linganore	44	13.8%
3. Druid Lake	16	5.0%
4. Chase Pond	15	4.7%
5. Lake Lariat	13	4.1%

Total Maryland Home Listings: **319**

Largest Land Markets

1. Deep Creek Lake	\$9,816,849	70.7%
2. Lake Linganore	\$1,205,500	8.7%
3. Schumaker Pond	\$959,900	6.9%
4. Chase Pond	\$500,000	3.6%
5. Big Pond	\$270,000	1.9%

Total Maryland Land Market: **\$13,886,049**

Most Land Available

1. Deep Creek Lake	32	50.0%
2. Lake Linganore	11	17.2%
3. Big Pond	3	4.7%
4. Drum Point Pond	2	3.1%
4. Lake Lariat	2	3.1%

Total Maryland Land Listings: **64**

Average Home Price

1. Deep Creek Lake	\$923,925
2. Chase Pond	\$832,393
3. Lake Linganore	\$576,581
4. Lake Lariat	\$290,600
5. Druid Lake	\$234,831

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Linganore	\$359,851
2. Deep Creek Lake	\$205,482

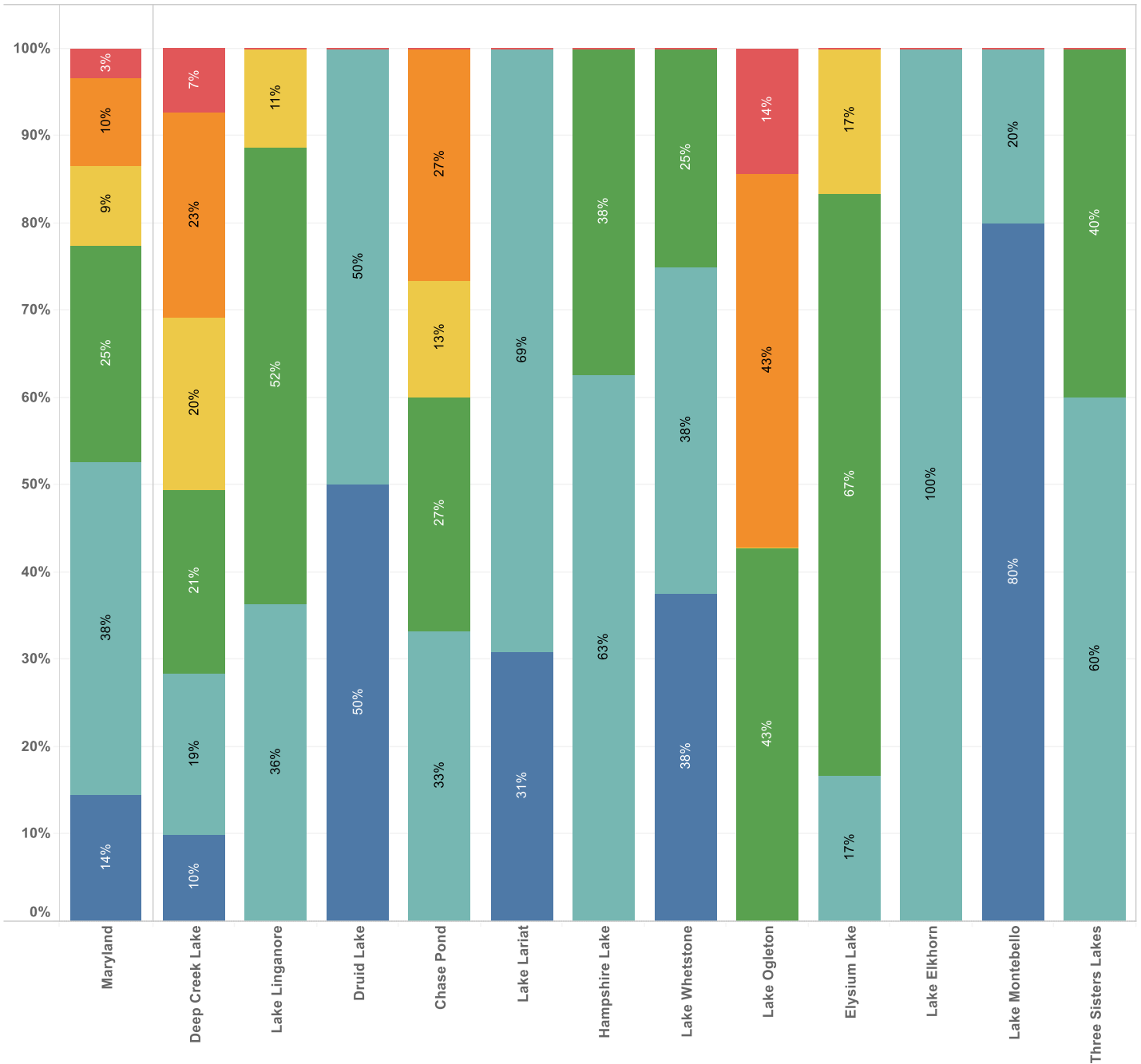
Listings of 10 Acres or More

**

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

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

Price Breakdown by Percentage of Homes in the Maryland Market 2021Q2

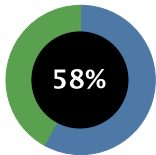
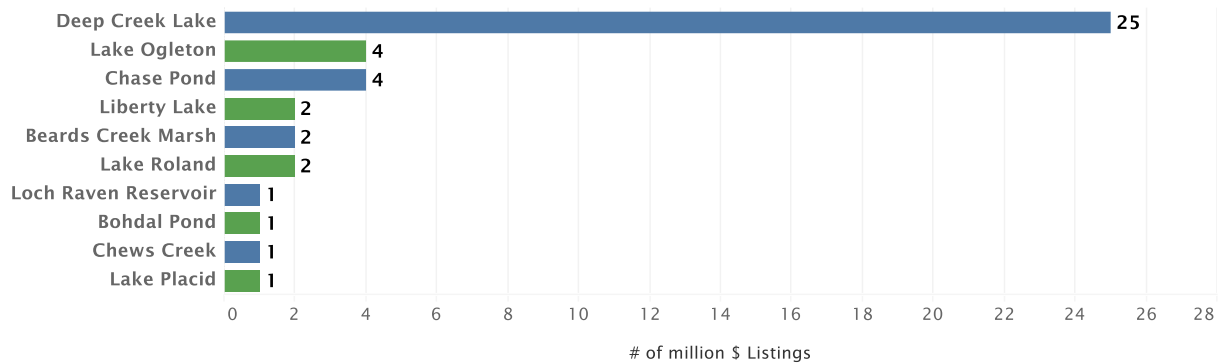


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2021Q2

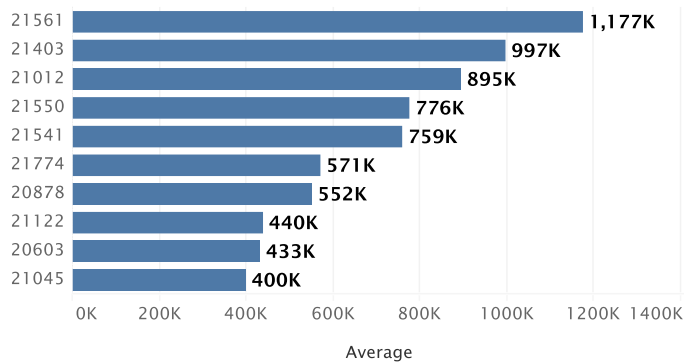


of \$1M+ Homes in Maryland are on Deep Creek Lake

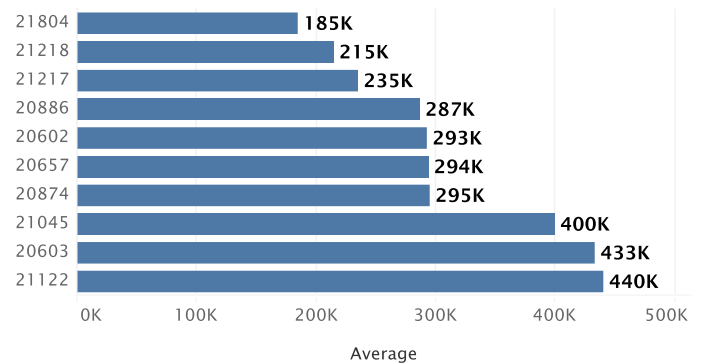
Total Number of \$1M+ Homes

43

Most Expensive ZIP Codes 2021Q2

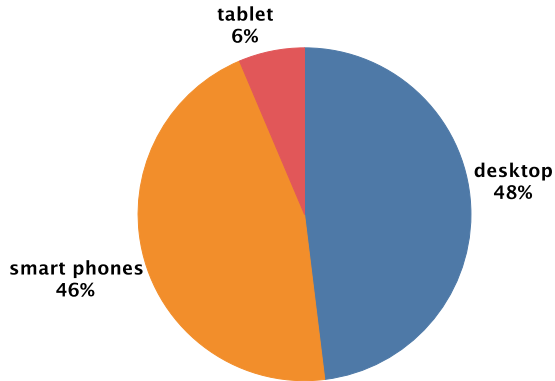


Most Affordable ZIP Codes 2021Q2

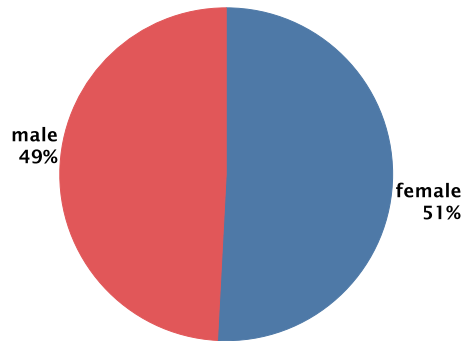


Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

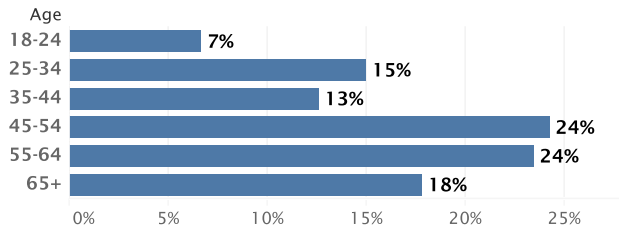


69% of potential buyers come from outside Maryland

Washington DC (Hagerstown

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

What Age Groups are Shopping 2021Q2



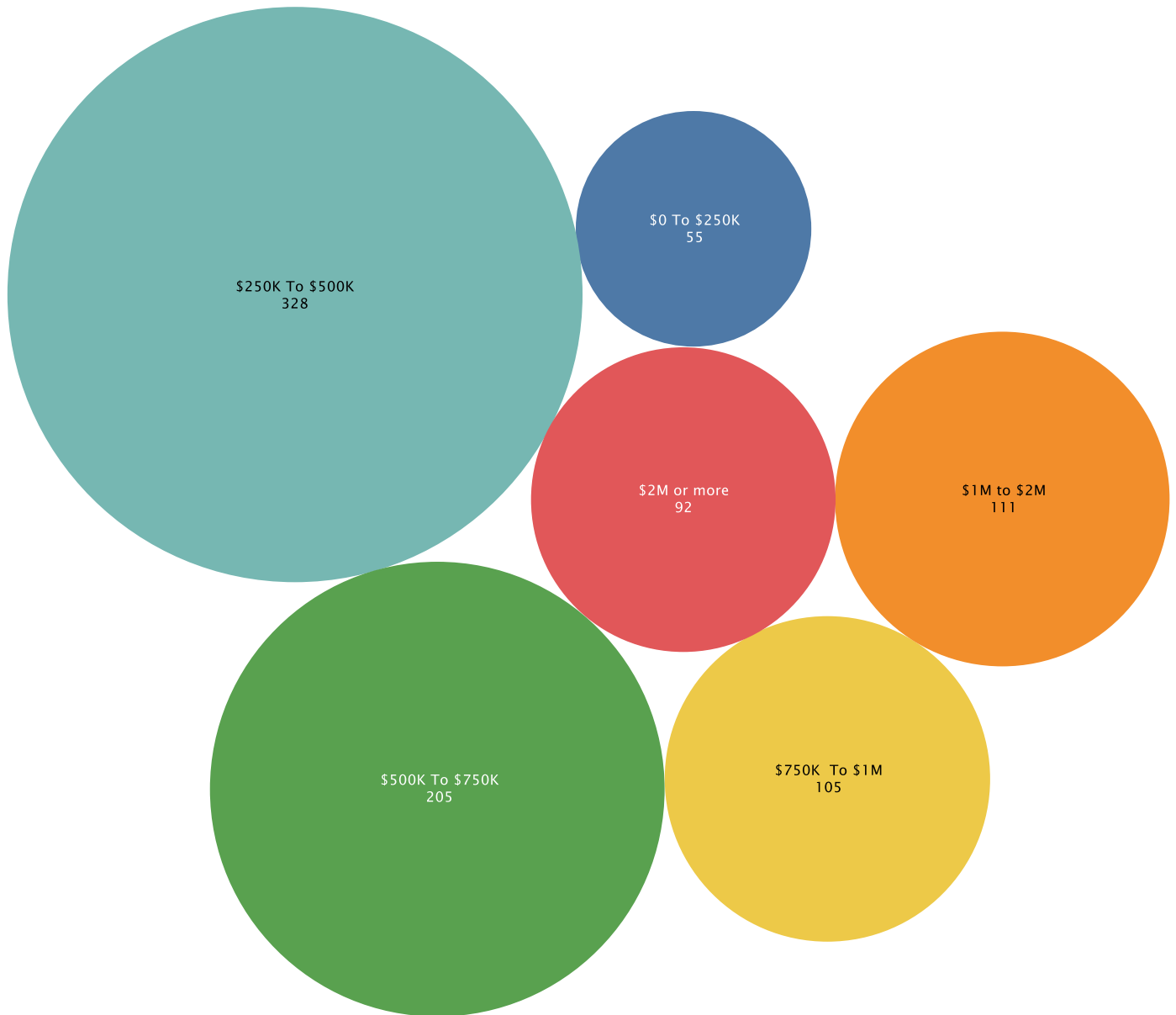
Number 2-10 metros are:

- Pittsburgh, PA
- Philadelphia, PA
- New York, NY
- Harrisburg-Lancaster-Lebanon-York, PA
- Boston MA-Manchester, NH
- Johnstown-Altoona-State College, PA
- Columbus, OH
- Cleveland-Akron (Canton), OH
- Orlando-Daytona Beach-Melbourne, FL



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2021Q2



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

Massachusetts

Back Bay Fens has increased its market value to \$112.6 million from \$68 million in the spring 2021 report.

Largest Markets

1. Frog Pond	\$309,020,949	31.1%
2. Back Bay Fens	\$112,627,515	11.4%
3. Oyster Pond	\$27,927,873	2.8%
4. Leverett Pond	\$27,591,680	2.9%
5. Brookline Reservoir	\$25,677,000	2.7%

Total Massachusetts Market: **\$992,282,250**

Most Listings

1. Frog Pond	116	11.5%
2. Back Bay Fens	103	10.2%
3. Manwhague Swamp	35	3.5%
4. Crystal Lake - Wakefield	29	3.2%
4. Lake Quinsigamond	29	2.9%

Total Massachusetts Listings: **1,007**

Largest Home Markets

1. Frog Pond	\$308,881,599	32.6%
2. Back Bay Fens	\$112,398,515	11.9%
3. Leverett Pond	\$27,591,680	2.9%
4. Oyster Pond	\$27,028,873	2.9%
5. Brookline Reservoir	\$25,677,000	2.7%

Total Massachusetts Home Market: **\$947,857,801**

Most Homes Available

1. Frog Pond	113	12.6%
2. Back Bay Fens	102	11.4%
3. Manwhague Swamp	34	3.8%
4. Crystal Lake - Wakefield	29	3.2%
5. Lake Quinsigamond	26	2.9%

Total Massachusetts Home Listings: **896**

Largest Land Markets

1. The Glades	\$9,000,000	20.3%
2. Cedar Pond	\$4,202,400	9.5%
3. Lake Garfield	\$2,607,000	5.9%
4. Onota Lake	\$2,418,000	5.4%
5. Norton Reservoir	\$2,278,799	5.1%

Total Massachusetts Land Market: **\$44,424,449**

Most Land Available

1. Ashmere Reservoir	10	9.0%
1. Lake Garfield	10	9.0%
3. Hamilton Reservoir	5	4.5%
3. Lake Chaubunagungamaug	5	4.5%
3. Onota Lake	5	4.5%

Total Massachusetts Land Listings: **111**

Average Home Price

1. Frog Pond	\$2,733,465
2. Judkins Pond	\$1,369,867
3. Wedge Pond	\$1,349,890
4. Spy Pond	\$1,206,675
5. Back Bay Fens	\$1,101,946

Average Land Price Per Acre

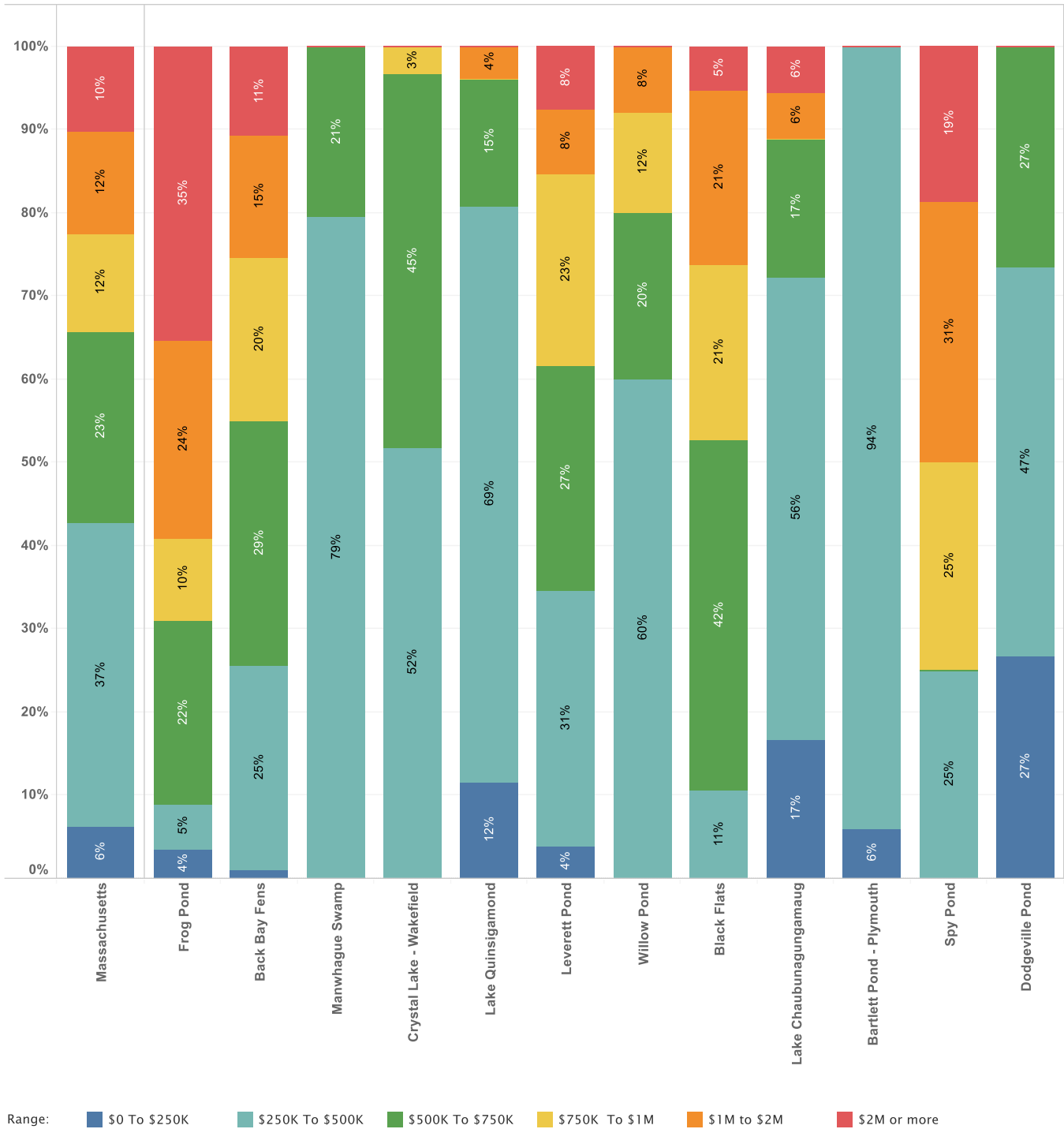
Listings of Less Than 10 Acres

1. Ashmere Reservoir	\$58,921
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Listings of 10 Acres or More

1. Lake Garfield	\$4,590
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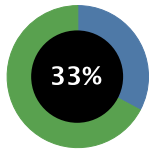
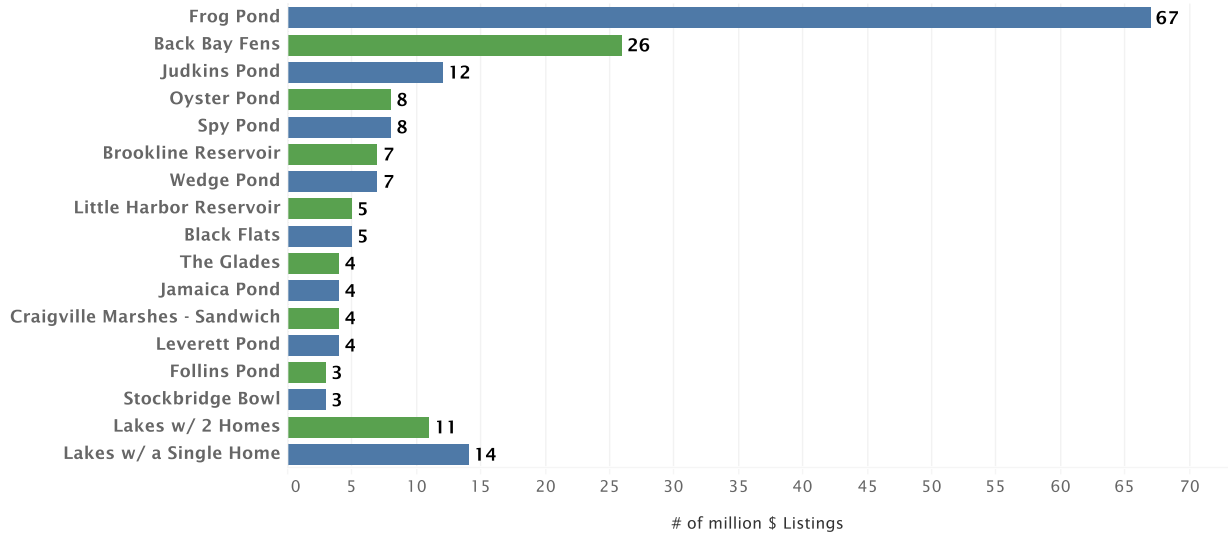
Price Breakdown by Percentage of Homes in the Massachusetts Market 2021Q2



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Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2021Q2

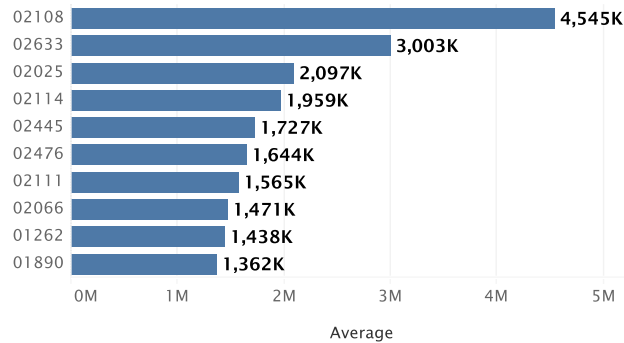


of \$1M+ Homes in Massachusetts are on Frog Pond

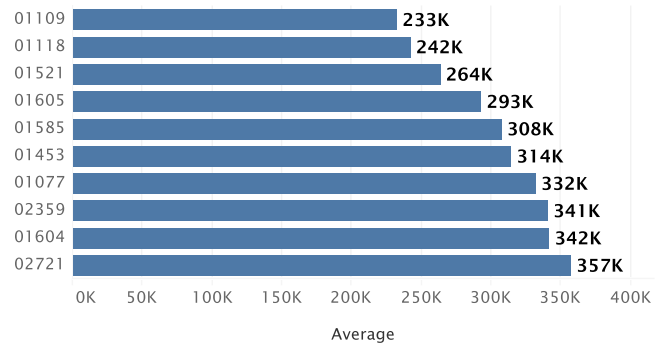
Total Number of \$1M+ Homes

203

Most Expensive ZIP Codes 2021Q2



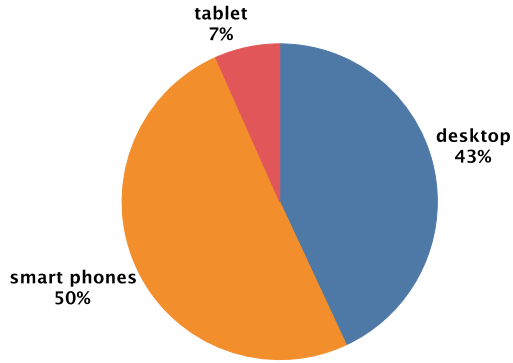
Most Affordable ZIP Codes 2021Q2



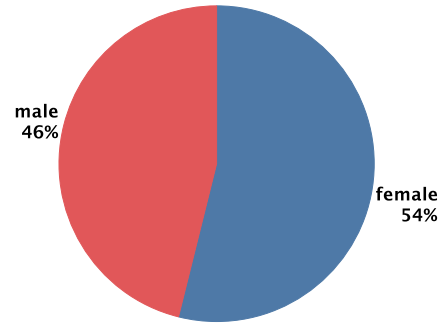
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Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2021Q2

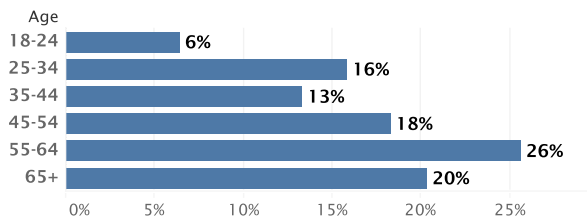


Male/Female Visitors 2021Q2



49% of potential buyers come from outside Massachusetts

What Age Groups are Shopping 2021Q2



Hartford & New Haven

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

Number 2-10 metros are:

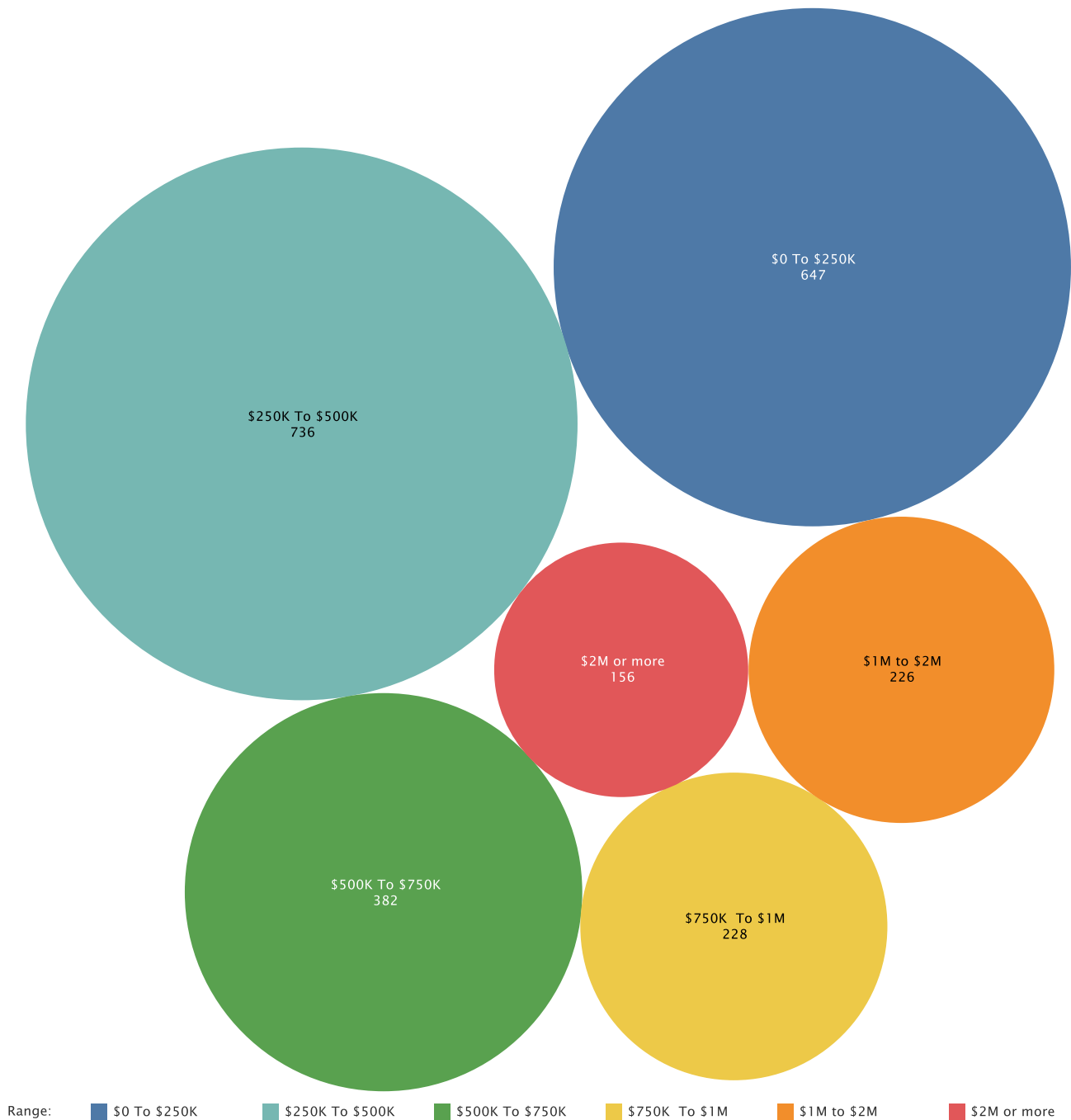
- New York, NY
- Albany-Schenectady-Troy, NY
- Philadelphia, PA
- Los Angeles, CA
- Ft. Myers-Naples, FL
- Burlington VT-Plattsburgh, NY
- Orlando-Daytona Beach-Melbourne, FL
- Washington DC (Hagerstown MD)
- Chicago, IL



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MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2021Q2



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



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Michigan

The Michigan total market has grown by \$343.32 million (17.73%) from the spring 2021 report.

Largest Markets

1. Lake Michigan	\$919,347,111	40.3%	6. Lake Charlevoix	\$32,400,300	1.4%
2. Lake Superior	\$85,048,887	3.8%	7. Lake Macatawa	\$30,804,299	1.4%
3. Lake Huron	\$72,992,948	3.2%	8. Cass Lake	\$30,128,388	1.3%
4. Lake St Clair	\$50,061,578	2.2%	9. Turtle Lake	\$28,921,000	1.3%
5. Arbutus Lake	\$32,450,000	1.4%	10. Upper Long Lake	\$26,988,800	1.2%

Total Michigan Market:

\$2,279,616,145

Largest Home Markets

1. Lake Michigan	\$661,931,956	38.6%
2. Lake Huron	\$53,937,398	3.1%
3. Lake St Clair	\$46,105,478	2.7%
4. Lake Superior	\$45,728,099	2.7%
5. Lake Macatawa	\$30,654,399	1.8%
6. Lake Charlevoix	\$28,994,700	1.7%
7. Upper Long Lake	\$26,189,800	1.5%
8. Cass Lake	\$25,428,089	1.5%
9. Deer Lake - Independence Twp	\$20,883,200	1.2%
10. Turtle Lake	\$15,540,000	0.9%

Total Michigan Home Market:

\$1,713,141,676

Largest Land Markets

1. Lake Michigan	\$239,389,455	44.7%
2. Lake Superior	\$39,320,788	7.3%
3. Arbutus Lake	\$24,425,000	4.6%
4. Lake Huron	\$19,055,550	3.6%
5. Turtle Lake	\$13,381,000	2.5%
6. Torch Lake	\$8,757,000	1.6%
7. Boardman River	\$8,090,000	1.5%
8. Portage Lake - Houghton	\$5,849,100	1.1%
9. Lake Leelanau	\$5,655,000	1.1%
10. Upper Straits Lake	\$5,278,900	1.0%

Total Michigan Land Market:

\$535,633,769

Michigan's 10 most expensive lakes have average home prices of over \$1 million.

Most Expensive Homes

1. Upper Long Lake	\$2,618,980
2. Lake Michigan - Petoskey Area	\$2,478,778
3. Lake Charlevoix	\$2,071,050
4. Lake Michigan - Holland Area	\$1,509,375
5. Lake Michigan - New Buffalo-Sawyer Area	\$1,438,113
6. Spring Lake - Spring Lake	\$1,333,770
7. Hidden Lake - Green Oak Twp	\$1,192,164
8. Lake Michigan - Glen Arbor Area	\$1,173,269
9. Lake Michigan - Traverse City Area	\$1,139,111
10. Lake Michigan - Benton Harbor-Covert Area	\$1,015,504

Most Affordable Homes

1. Wixom Lake	\$168,750
2. Lake Huron - Bay City Area	\$173,802
3. Muskegon River	\$197,208
4. Secord Lake	\$221,495
5. Elizabeth Lake	\$232,310
6. Lake Huron - Au Gres Area	\$240,782
7. Lake Bellaire	\$250,041
8. Lake Huron - Tawas City Area	\$277,570
9. Thompson Lake	\$288,713
10. Houghton Lake	\$348,518

Most Listings

1. Lake Michigan	1,244	26.4%	6. Lake Esther	60	2.6%
2. Lake Huron	351	7.5%	7. Deer Lake - Independence Twp	51	1.1%
3. Lake Superior	229	4.9%	8. Houghton Lake	46	1.0%
4. Lake St Clair	73	1.6%	9. Russell Lake - Attica Twp	44	0.9%
5. Lake Lancer	67	1.4%	10. Muskegon River	42	0.9%

Total Michigan Listings:

4,721

Most Homes Available

1. Lake Michigan	557	23.5%
2. Lake Huron	151	6.4%
3. Lake Superior	93	3.9%
4. Lake St Clair	63	2.7%
5. Deer Lake - Independence Twp	38	1.6%
5. Lake Macatawa	38	1.6%
7. Houghton Lake	34	1.4%
8. St Clair River	31	1.3%
9. Wixom Lake	27	1.1%
10. Cass Lake	26	1.1%

Total Michigan Home Listings:

2,375

Most Land Available

1. Lake Michigan	662	28.8%
2. Lake Huron	200	8.7%
3. Lake Superior	136	5.9%
4. Lake Esther	60	2.6%
4. Lake Lancer	60	2.6%
6. Lake Isabella	26	1.1%
7. Torch Lake	24	1.0%
8. Canadian Lakes	23	1.0%
8. Russell Lake - Attica Twp	23	1.0%
10. Lake Charlevoix	20	0.9%

Total Michigan Land Listings:

2,297

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Michigan - Traverse City Area	\$632,316
2. Lake Michigan - New Buffalo-Sawyer Area	\$440,554
3. Lake Huron - Port Huron Area	\$427,695
4. Cass Lake	\$323,863
5. Lake Michigan - Glen Arbor Area	\$316,874
6. Lake Michigan - Petoskey Area	\$302,786
7. Lake Michigan - South Haven Area	\$277,519
8. Lake Michigan - Holland Area	\$263,682
9. Lake Michigan - Ludington Area	\$204,181
10. Deer Lake - Independence Twp	\$201,259

Listings of 10 Acres or More

1. Lake Michigan - Holland Area	\$36,335
2. Portage Lake - Houghton	\$31,224
3. Arbutus Lake	\$24,325

Most Affordable Land per Acre

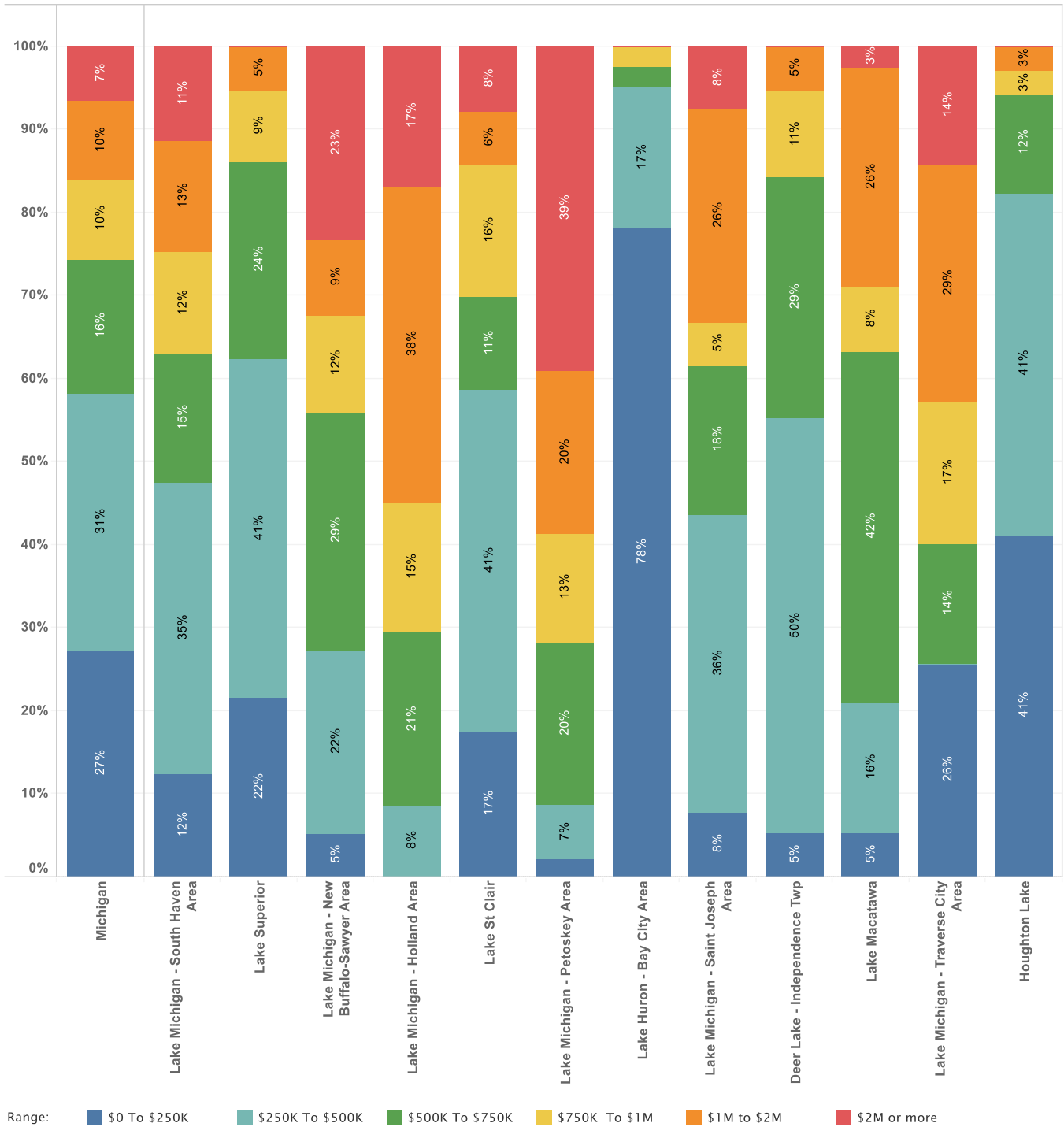
Listings of Less Than 10 Acres

1. Forest Lake - Moffatt Twp	\$20,350
2. Spring Lake - Canadian Lakes	\$26,732
3. Russell Lake - Attica Twp	\$28,032
4. Lake Lancer	\$28,951
5. Lake Huron - St Ignace Area	\$29,793
6. Muskegon River	\$34,979
7. Lake Esther	\$35,819
8. Canadian Lakes	\$36,184
9. Lake Michigan - Beaver Island Area	\$37,415
10. Lake Gogebic	\$40,053

Listings of 10 Acres or More

1. Lake Huron - St Ignace Area	\$6,981
2. Muskegon River	\$7,723
3. Lake Superior	\$10,420
4. Lake Michigan - Manistique Area	\$12,655

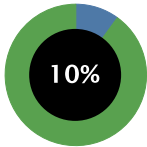
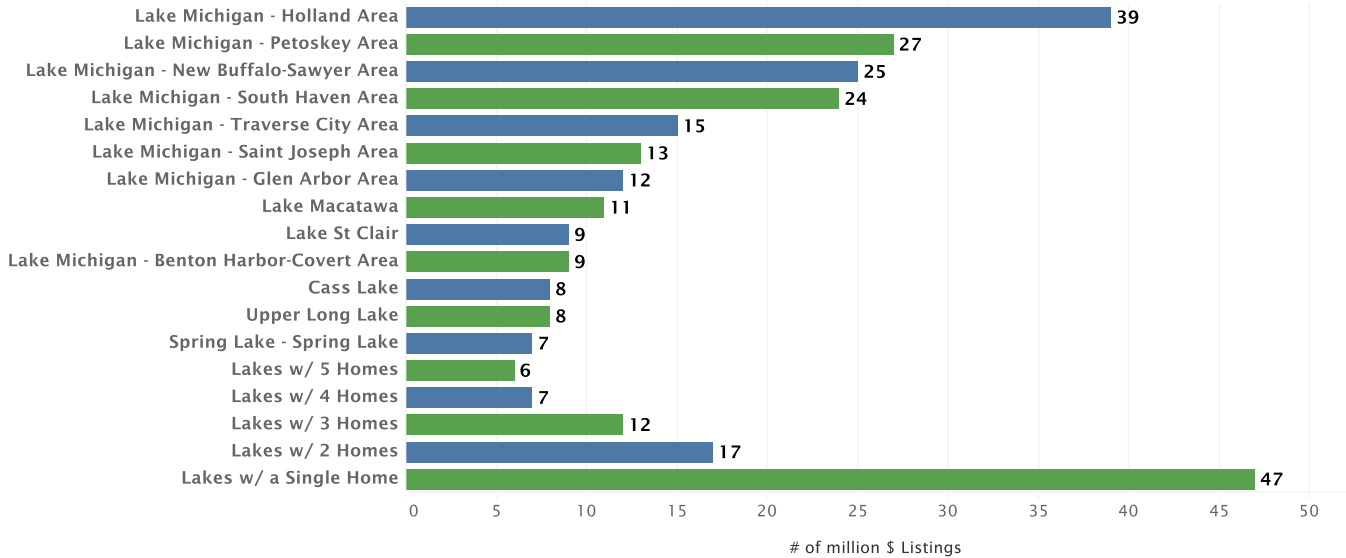
Price Breakdown by Percentage of Homes in the Michigan Market 2021Q2



LAKE HOMES REALTY
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Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2021Q2

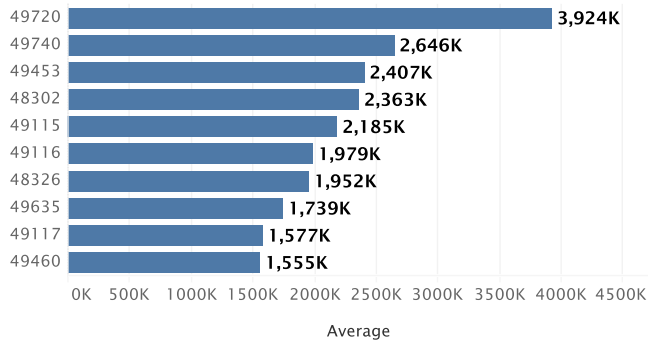


of \$1M+ Homes in Michigan are on Lake Michigan - Holland Area

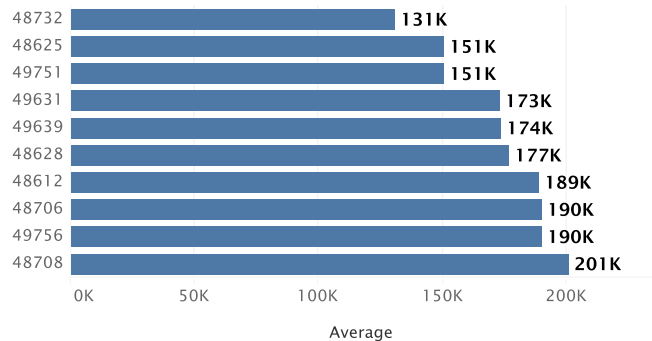
Total Number of \$1M+ Homes

382

Most Expensive ZIP Codes 2021Q2



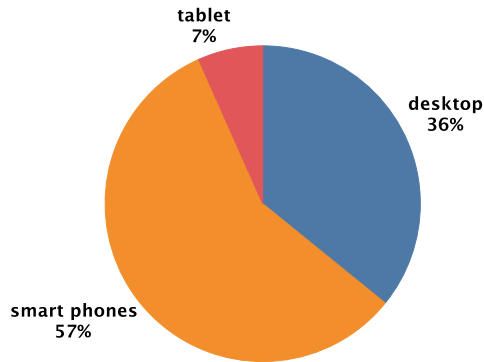
Most Affordable ZIP Codes 2021Q2



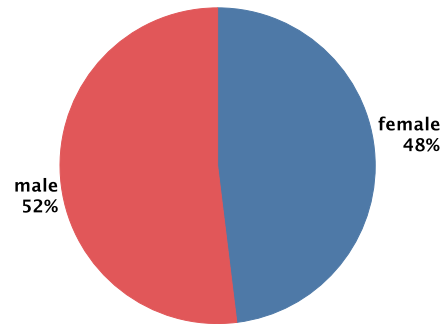
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

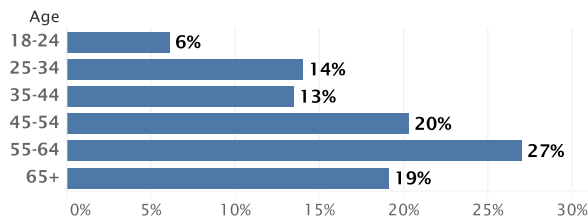


46% of potential buyers come from outside Michigan

Chicago

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

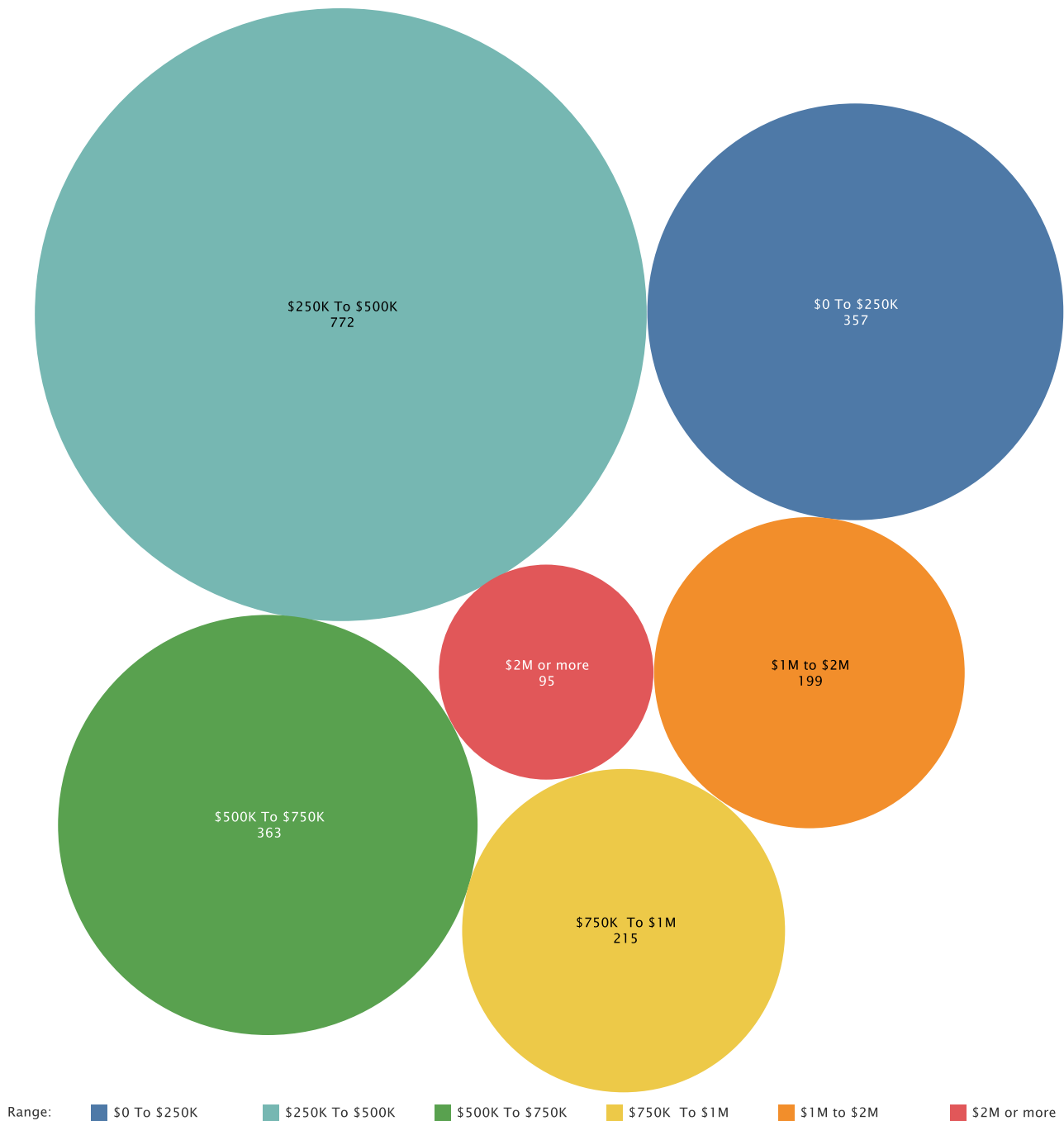
- Columbus, OH
- South Bend-Elkhart, IN
- Toledo, OH
- Indianapolis, IN
- Cincinnati, OH
- Tampa-St. Petersburg (Sarasota), FL
- Cleveland-Akron (Canton), OH
- Ft. Wayne, IN
- Minneapolis-St. Paul, MN



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MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2021Q2



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Minnesota

The total Minnesota Market experienced a 50% increase of \$639 million from spring to summer 2021

Largest Markets

1. Lake Minnetonka	\$259,531,249	13.5%	6. Other Prior Lake Area Lakes	\$44,964,435	2.3%
2. Lower Prior Lake - Prior Lake	\$122,428,900	6.4%	7. Lake Vermilion	\$38,347,899	2.0%
3. Other Northern Metro Area Lakes	\$120,461,048	6.3%	8. Leech Lake - Cass Lake	\$33,347,900	1.7%
4. Other Annandale Area Lakes	\$48,046,117	2.5%	9. Other SW Metro Area Lakes	\$31,871,785	1.7%
5. Other Greater St Cloud Area Lakes	\$46,724,550	2.4%	10. Gull Lake - Nisswa	\$31,012,100	1.6%

Total Minnesota Market:

\$1,924,404,364

Largest Home Markets

1. Lake Minnetonka	\$244,625,249	17.7%
2. Other Northern Metro Area Lakes	\$95,279,748	6.9%
3. Other Annandale Area Lakes	\$35,742,917	2.6%
4. Other Prior Lake Area Lakes	\$32,634,040	2.4%
5. Other Greater St Cloud Area Lakes	\$28,618,850	2.1%
6. Leech Lake - Cass Lake	\$25,939,000	1.9%
7. Other SW Metro Area Lakes	\$24,456,600	1.8%
8. Lake Vermilion	\$24,429,800	1.8%
9. Lake Superior	\$22,718,600	1.6%
10. Other Bemidji Area Lakes	\$20,206,950	1.5%

Total Minnesota Home Market:

\$1,383,430,794

Largest Land Markets

1. Lower Prior Lake - Prior Lake	\$106,399,000	19.7%
2. Other Northern Metro Area Lakes	\$25,181,300	4.7%
3. Other Greater St Cloud Area Lakes	\$18,105,700	3.4%
4. Lake Minnetonka	\$14,906,000	2.8%
5. Gull Lake - Nisswa	\$14,362,800	2.7%
6. Lake Vermilion	\$13,918,099	2.6%
7. Uhl Lake	\$13,530,000	2.5%
8. Other Prior Lake Area Lakes	\$12,330,395	2.3%
9. Other Annandale Area Lakes	\$12,303,200	2.3%
10. Other Detroit Lakes Area Lakes	\$11,467,200	2.1%

Total Minnesota Land Market:

\$540,145,170

While Lake Minnetonka ranks 1st in Largest Home Markets, and 4th in Largest Land Markets.

Most Expensive Homes

1. Lake Minnetonka	\$2,244,268
2. Lake Of The Isles - Minneapolis	\$1,854,900
3. Lower Prior Lake - Prior Lake	\$1,335,825
4. Other SW Metro Area Lakes	\$1,164,600
5. Gull Lake - Nisswa	\$1,109,953
6. Lake Waconia - Waconia	\$1,089,687
7. Leech Lake - Cass Lake	\$1,037,560
8. Green Lake - Spicer	\$1,008,871
9. White Bear Lake - White Bear Lake	\$924,982
10. Upper Prior Lake - Prior Lake	\$908,582

Most Affordable Homes

1. Other Lake Pepin Area Lakes	\$276,215
2. Other Sturgeon Lake Area Lakes	\$298,098
3. Other Longville Area Lakes	\$307,939
4. Other Mankato Area Lakes	\$327,136
5. Other Otter Tail County Area Lakes	\$366,383
6. Other Bemidji Area Lakes	\$374,203
7. Rainy Lake	\$381,788
8. Lake Superior	\$385,061
9. Clark Lake	\$388,764
10. Other Aitkin Area Lakes	\$400,700

Most Listings

1. Other Northern Metro Area Lakes	151	3.9%	6. Other Bemidji Area Lakes	85	2.2%
2. Other Greater St Cloud Area Lakes	131	3.4%	7. Lake Superior	78	2.0%
3. Lake Minnetonka	117	3.0%	8. Other Greater Brainerd Area Lakes	77	2.0%
4. Lake Vermilion	93	2.4%	9. Other Longville Area Lakes	67	1.7%
4. Other Annandale Area Lakes	93	2.4%	10. Leech Lake - Cass Lake	66	1.7%

Total Minnesota Listings: 3,883

Most Homes Available

1. Other Northern Metro Area Lakes	122	6.1%
2. Lake Minnetonka	109	5.4%
3. Lake Superior	59	2.9%
4. Other Annandale Area Lakes	58	2.9%
5. Other Greater St Cloud Area Lakes	57	2.8%
6. Other Bemidji Area Lakes	54	2.7%
7. Other Prior Lake Area Lakes	52	2.6%
8. Lake Vermilion	41	2.0%
9. Other Greater Brainerd Area Lakes	31	1.5%
10. Other Grand Rapids Area Lakes	29	1.4%

Total Minnesota Home Listings: 2,001

Most Land Available

1. Other Greater St Cloud Area Lakes	74	3.9%
2. Lake Vermilion	52	2.8%
3. Other Otter Tail County Area Lakes	48	2.6%
4. Other Greater Brainerd Area Lakes	46	2.4%
5. Other Longville Area Lakes	44	2.3%
6. Leech Lake - Cass Lake	41	2.2%
6. Rainy Lake	41	2.2%
8. Other Park Rapids Area Lakes	36	1.9%
8. Other Virginia Area Lakes	36	1.9%
10. Lake Jessie - Alexandria Twp	35	1.9%

Total Minnesota Land Listings: 1,880

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Nest Lake - New London Twp	\$796,786
2. Lake Jessie - Alexandria Twp	\$477,415
3. Pelican Lake - Merrifield	\$442,191
4. Lake Minnewaska - Minnewaska Twp	\$188,290
5. Other Northern Metro Area Lakes	\$178,721
6. Other SW Metro Area Lakes	\$141,372
7. Lake Sarah - Lake Sarah Twp	\$138,878
8. Leech Lake - Cass Lake	\$132,579
9. Other Detroit Lakes Area Lakes	\$119,167
10. Lime Lake - Lime Lake Twp	\$115,606

Listings of 10 Acres or More

1. Other Prior Lake Area Lakes	\$62,594
2. Other Northern Metro Area Lakes	\$37,268
3. Lake Vermilion	\$32,793
4. Other Annandale Area Lakes	\$15,574
5. Other Forest Lake Area Lakes	\$14,703
6. Other Cambridge Area Lakes	\$14,523
7. Other Greater Brainerd Area Lakes	\$9,243
8. Other Greater St Cloud Area Lakes	\$8,761
9. Other Mankato Area Lakes	\$7,270

Most Affordable Land per Acre

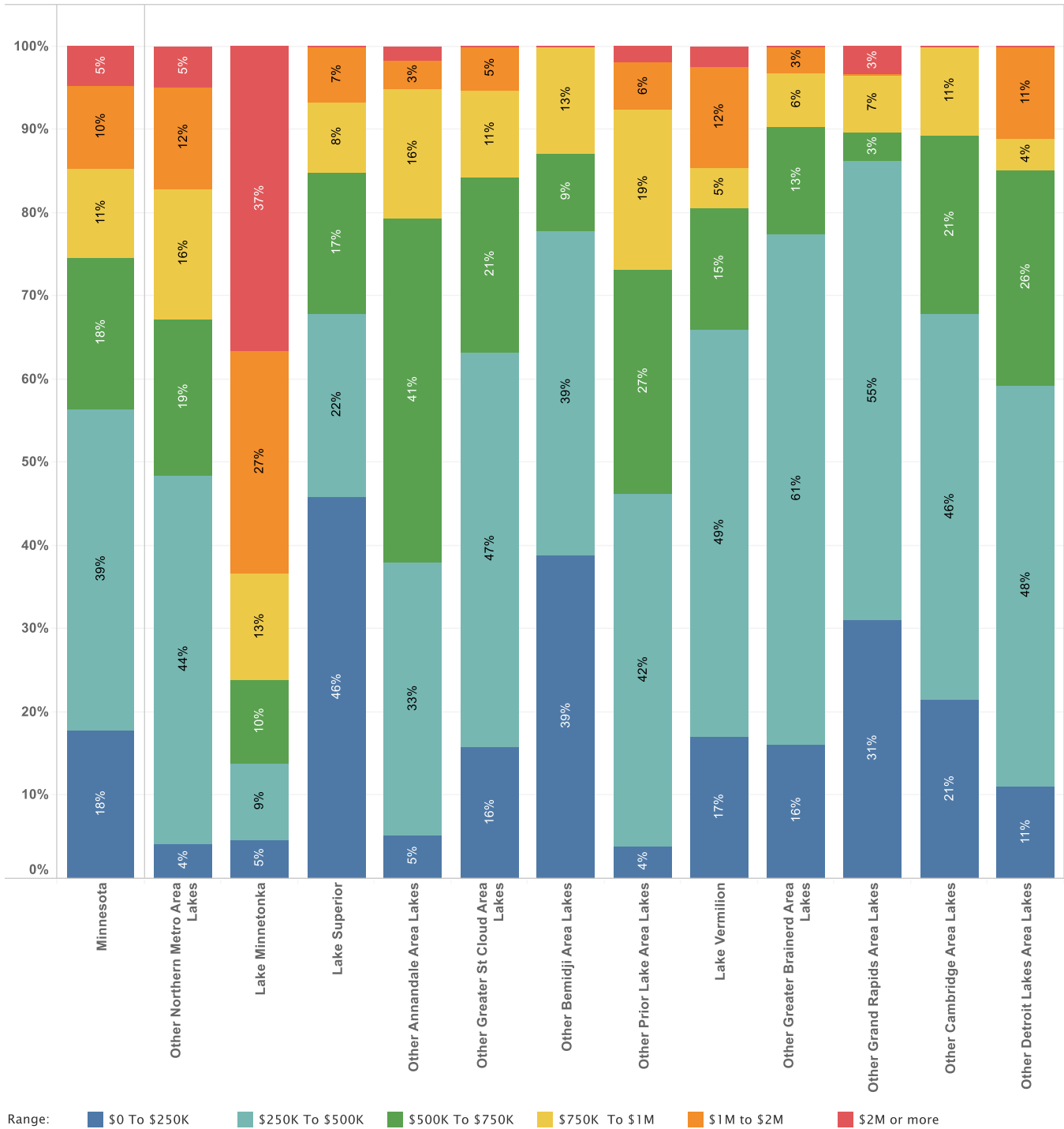
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$12,082
2. Moburg Lake - First Assessment	\$18,391
3. Other Otter Tail County Area Lakes	\$19,238
4. Other Grand Rapids Area Lakes	\$25,056
5. Other Park Rapids Area Lakes	\$29,463
6. Other Aitkin Area Lakes	\$31,588
7. Other Cambridge Area Lakes	\$33,536
8. Other Virginia Area Lakes	\$34,551
9. Other Greater Brainerd Area Lakes	\$38,451
10. Lake of The Woods	\$42,076

Listings of 10 Acres or More

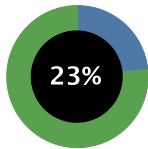
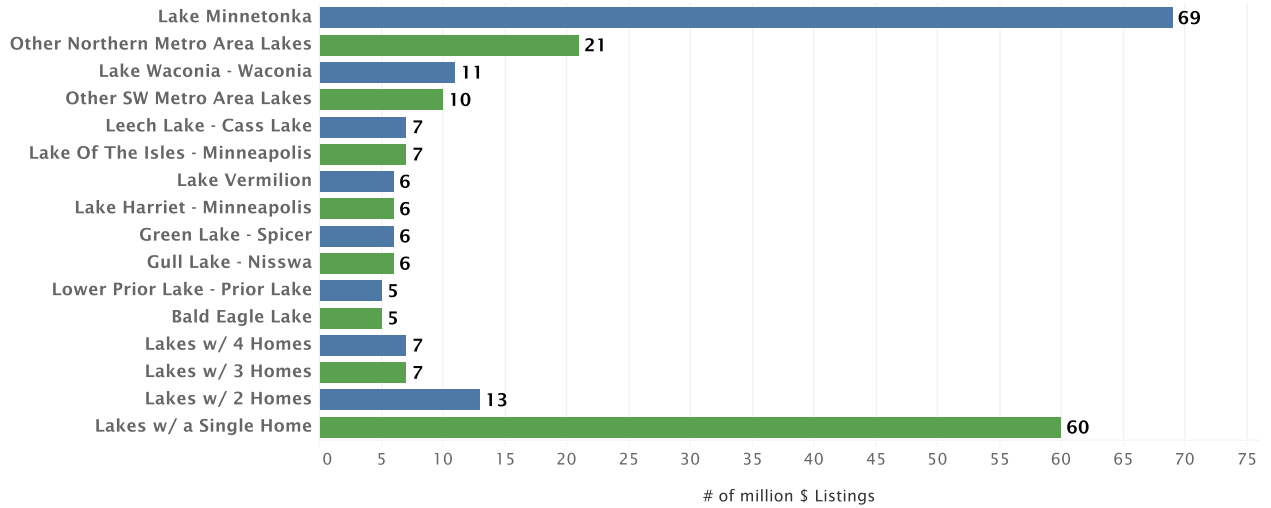
1. Other North Shore Area Lakes	\$1,005
2. Other Lake Vermilion Area Lakes	\$1,444
3. Other Virginia Area Lakes	\$1,535
4. Other Bemidji Area Lakes	\$3,478
5. Other Longville Area Lakes	\$3,665
6. Other Grand Rapids Area Lakes	\$4,013
7. Other Sturgeon Lake Area Lakes	\$4,414
8. Other Park Rapids Area Lakes	\$4,532
9. Other Otter Tail County Area Lakes	\$5,926
10. Other Detroit Lakes Area Lakes	\$6,122

Price Breakdown by Percentage of Homes in the Minnesota Market 2021Q2



Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2021Q2

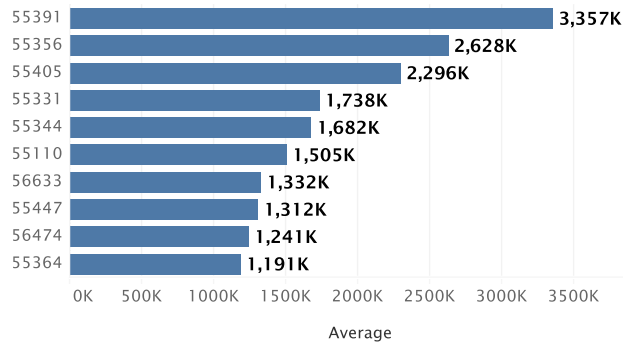


of \$1M+ Homes in Minnesota are on Lake Minnetonka

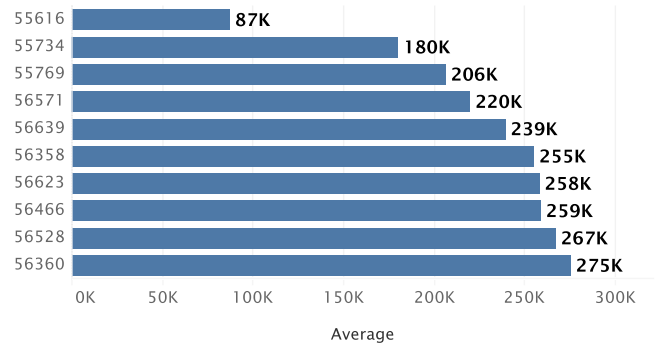
Total Number of \$1M+ Homes

294

Most Expensive ZIP Codes 2021Q2



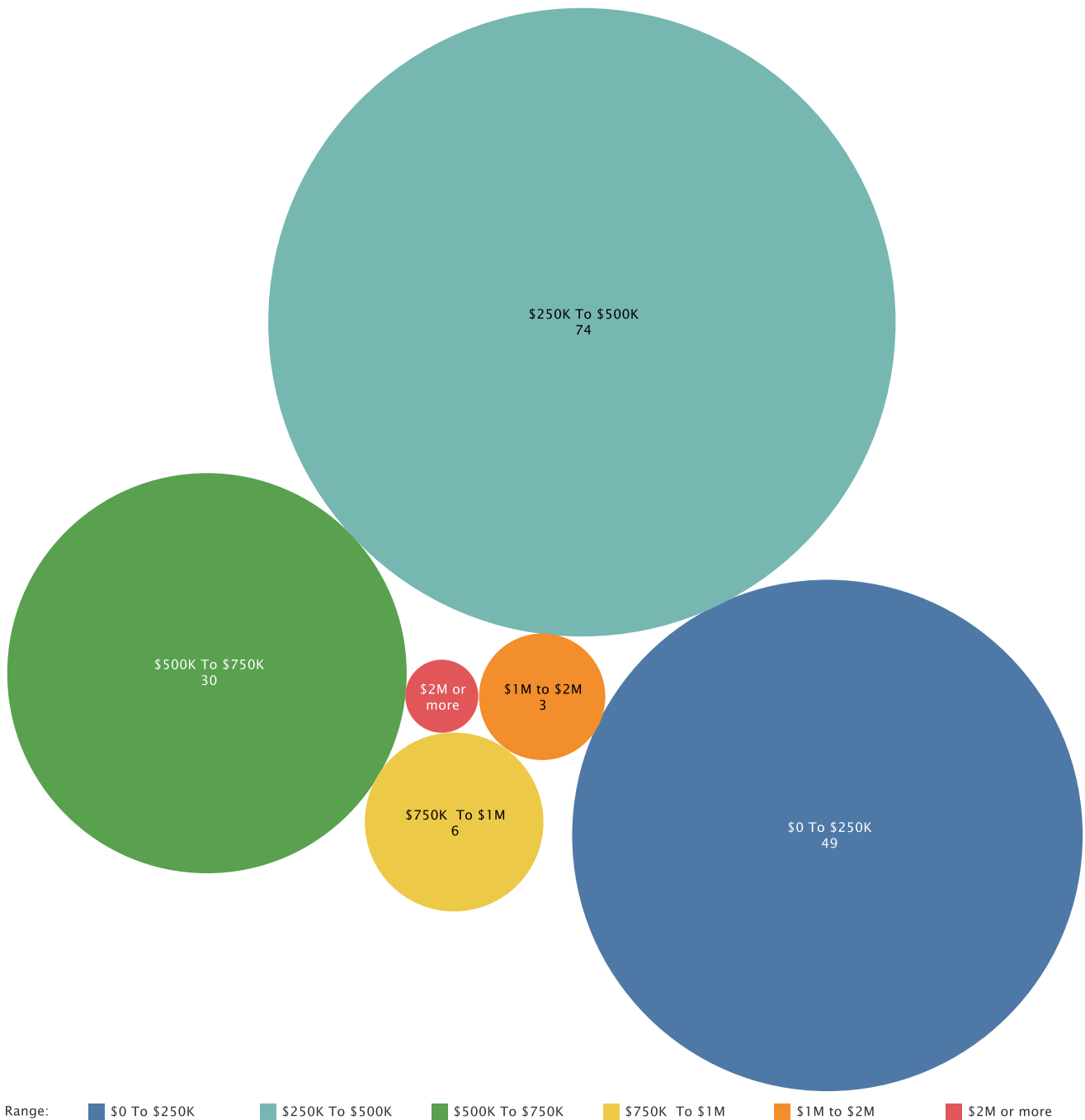
Most Affordable ZIP Codes 2021Q2



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MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2021Q2



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



Mississippi

The Oxford Region's Lakes average home price experienced an increase of 10% from \$382,374 to \$419,156

Largest Markets

1. Ross R Barnett Reservoir	\$47,600,500	58.0%
2. Oxford Region Lakes	\$8,382,800	10.2%
3. Twin Lakes	\$5,095,400	6.2%
4. Deer Haven Lake	\$3,600,000	5.4%
5. Stribling Lake	\$2,692,700	3.3%

Total Mississippi Market:

\$82,020,517

Most Listings

1. Ross R Barnett Reservoir	161	61.0%
2. Oxford Region Lakes	29	11.0%
3. Lake Dockery	12	4.5%
4. Meridian Region Lakes	11	4.2%
5. Stribling Lake	9	3.4%

Total Mississippi Listings:

264

Largest Home Markets

1. Ross R Barnett Reservoir	\$38,895,240	57.9%
2. Oxford Region Lakes	\$6,706,500	10.0%
3. Twin Lakes	\$4,771,400	7.1%
4. Deer Haven Lake	\$3,600,000	5.4%
5. Stribling Lake	\$2,137,700	3.2%

Total Mississippi Home Market:

\$67,146,040

Most Homes Available

1. Ross R Barnett Reservoir	97	59.5%
2. Oxford Region Lakes	16	9.8%
3. Meridian Region Lakes	7	4.3%
4. Stribling Lake	6	3.7%
5. Twin Lakes	6	3.7%

Total Mississippi Home Listings:

163

Largest Land Markets

1. Ross R Barnett Reservoir	\$8,705,260	58.5%
2. Lake Castle	\$1,875,217	12.6%
3. Oxford Region Lakes	\$1,676,300	11.3%
4. Spring Lake	\$690,800	4.6%
5. Stribling Lake	\$555,000	3.7%

Total Mississippi Land Market:

\$14,874,477

Most Land Available

1. Ross R Barnett Reservoir	64	63.4%
2. Oxford Region Lakes	13	12.9%
3. Lake Dockery	7	6.9%
4. Meridian Region Lakes	4	4.0%
5. Spring Lake	3	3.0%

Total Mississippi Land Listings:

101

Average Home Price

1. Oxford Region Lakes	\$419,156
2. Ross R Barnett Reservoir	\$400,982

Average Land Price Per Acre

Listings of Less Than 10 Acres

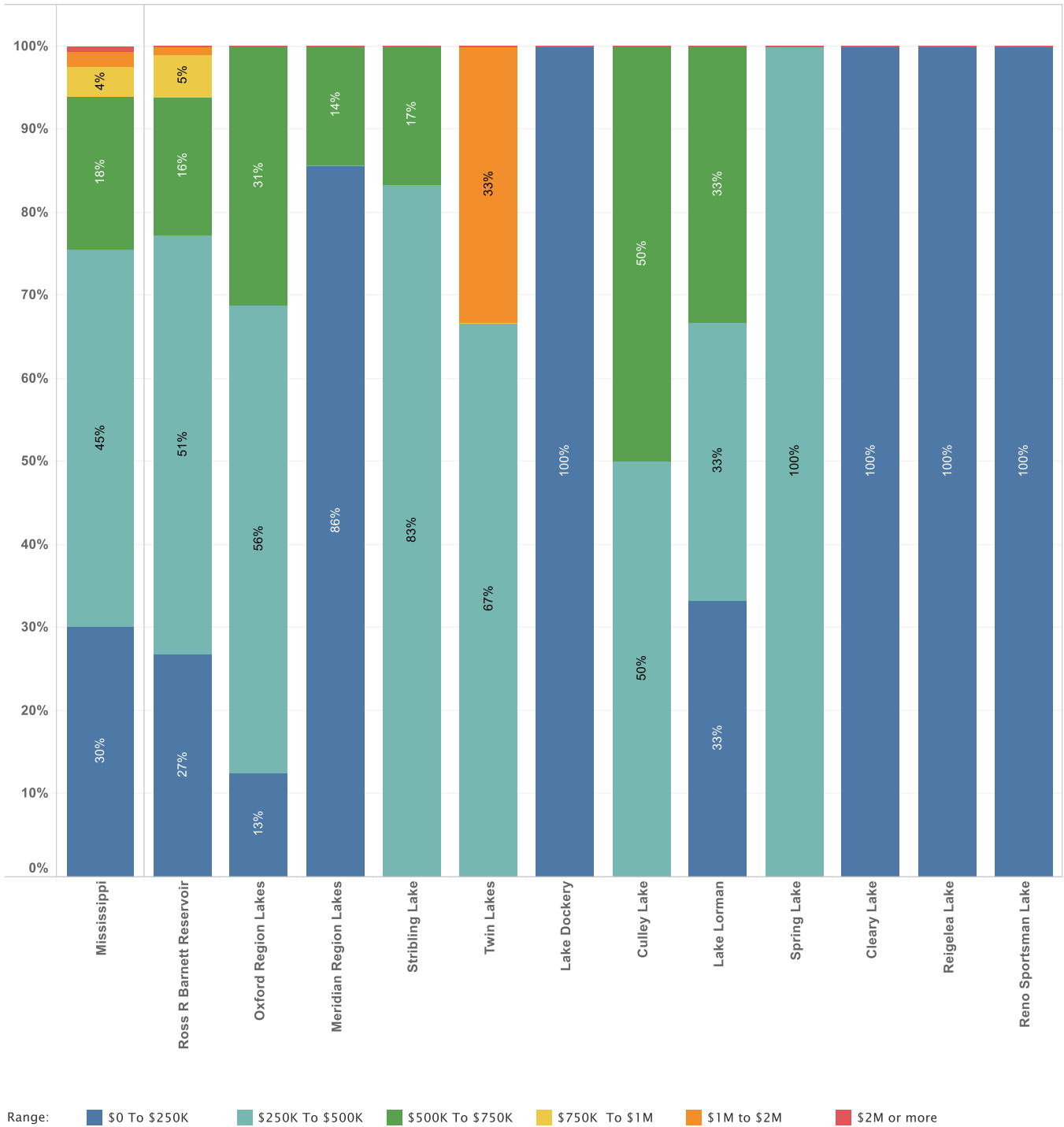
1. Ross R Barnett Reservoir	\$191,468
2. Oxford Region Lakes	\$124,518

Listings of 10 Acres or More

**

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

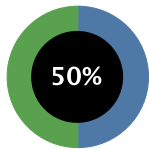
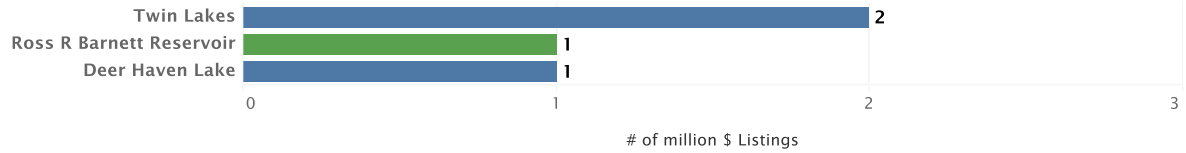
Price Breakdown by Percentage of Homes in the Mississippi Market 2021Q2



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LAKEHOMES.COM

Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2021Q2

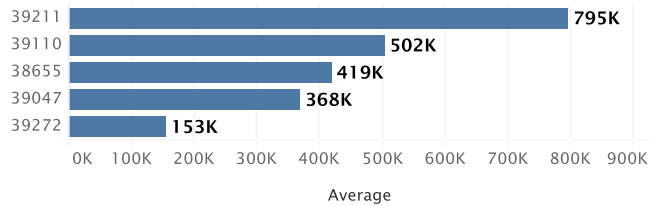


of \$1M+ Homes in Mississippi are on Twin Lakes

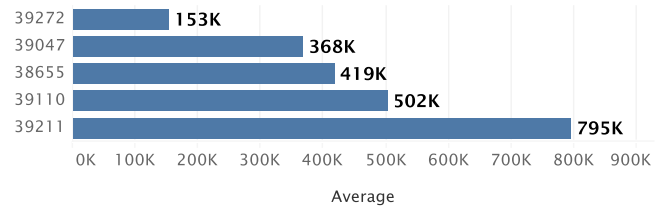
Total Number of \$1M+ Homes

4

Most Expensive ZIP Codes 2021Q2

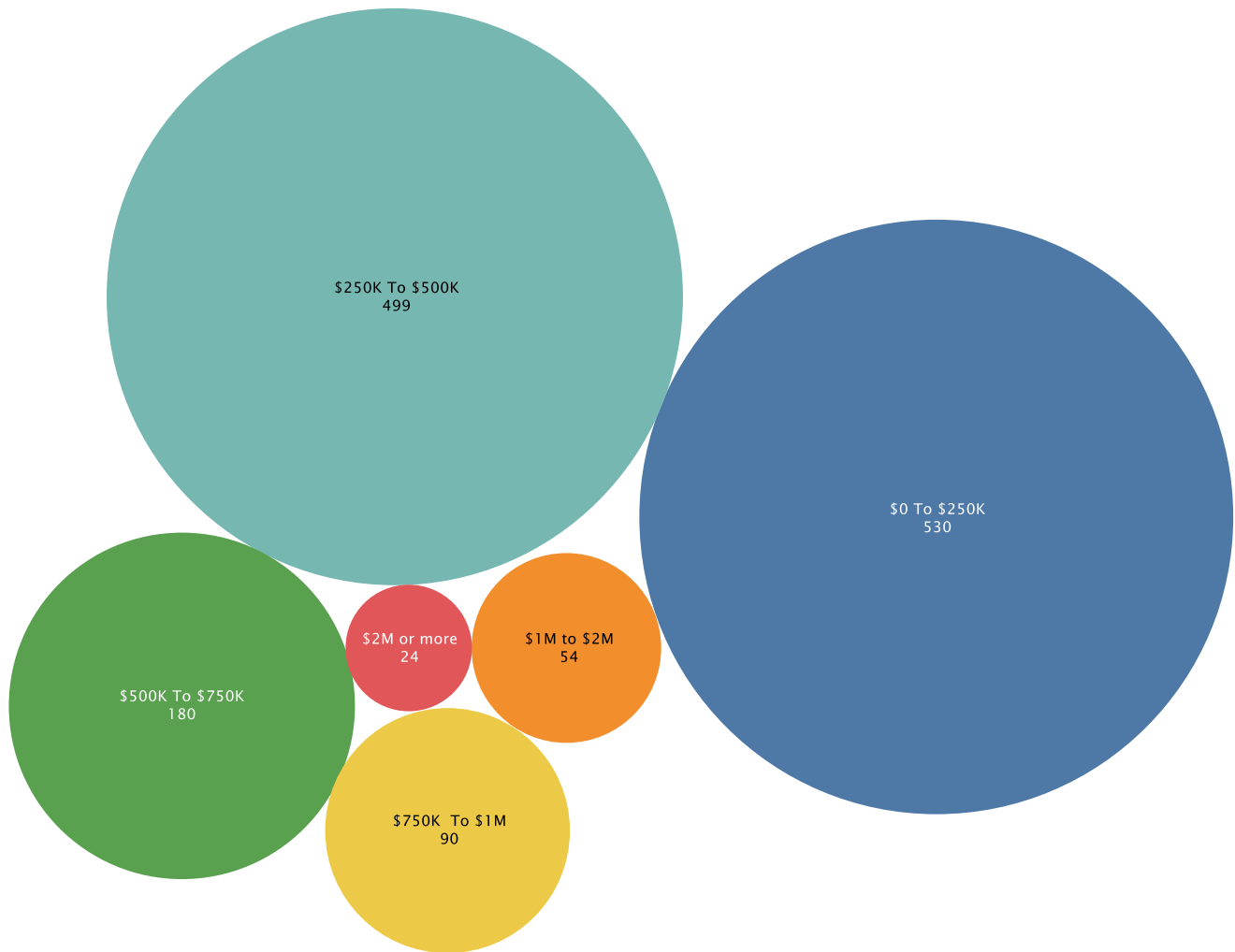


Most Affordable ZIP Codes 2021Q2



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2021Q2



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



Missouri

Lake of the Ozarks grew its market value by \$71 million (20%) from the spring 2021 report.

Largest Markets

1. Lake Of The Ozarks	\$433,302,292	49.6%
2. Table Rock Lake*	\$258,122,627	29.5%
3. Lake Taneycomo	\$57,778,200	6.6%
4. Bull Shoals Lake*	\$24,896,840	2.8%
5. Fienup Lake	\$19,888,240	3.2%

Total Missouri Market: **\$873,611,322**

Most Listings

1. Table Rock Lake*	1,243	37.0%
2. Lake Of The Ozarks	1,121	33.4%
3. Lake Taneycomo	286	8.5%
4. Bull Shoals Lake*	191	5.7%
5. Lake Thunderhead	63	1.9%

Total Missouri Listings: **3,358**

Largest Home Markets

1. Lake Of The Ozarks	\$311,676,977	49.4%
2. Table Rock Lake*	\$178,161,848	28.2%
3. Lake Taneycomo	\$37,088,500	5.9%
4. Fienup Lake	\$19,888,240	3.2%
5. Bull Shoals Lake*	\$17,940,411	2.8%

Total Missouri Home Market: **\$630,969,982**

Most Homes Available

1. Lake Of The Ozarks	585	40.3%
2. Table Rock Lake*	362	25.0%
3. Lake Taneycomo	183	12.6%
4. Bull Shoals Lake*	61	4.2%
5. Lake Saint Louis	31	2.1%

Total Missouri Home Listings: **1,450**

Largest Land Markets

1. Lake Of The Ozarks	\$121,625,315	50.1%
2. Table Rock Lake*	\$79,960,779	33.0%
3. Lake Taneycomo	\$20,689,700	8.5%
4. Bull Shoals Lake*	\$6,956,429	2.9%
5. Lake Springfield	\$3,317,600	1.4%

Total Missouri Land Market: **\$242,641,340**

Most Land Available

1. Table Rock Lake*	881	46.2%
2. Lake Of The Ozarks	536	28.1%
3. Bull Shoals Lake*	130	6.8%
4. Lake Taneycomo	103	5.4%
5. Lake Thunderhead	54	2.8%

Total Missouri Land Listings: **1,908**

Average Home Price

1. Fienup Lake	\$864,706
2. Lake Of The Ozarks	\$532,781
3. Table Rock Lake	\$518,268
4. Lake Springfield	\$457,406
5. Lake Saint Louis	\$408,016

Average Land Price Per Acre

Listings of Less Than 10 Acres

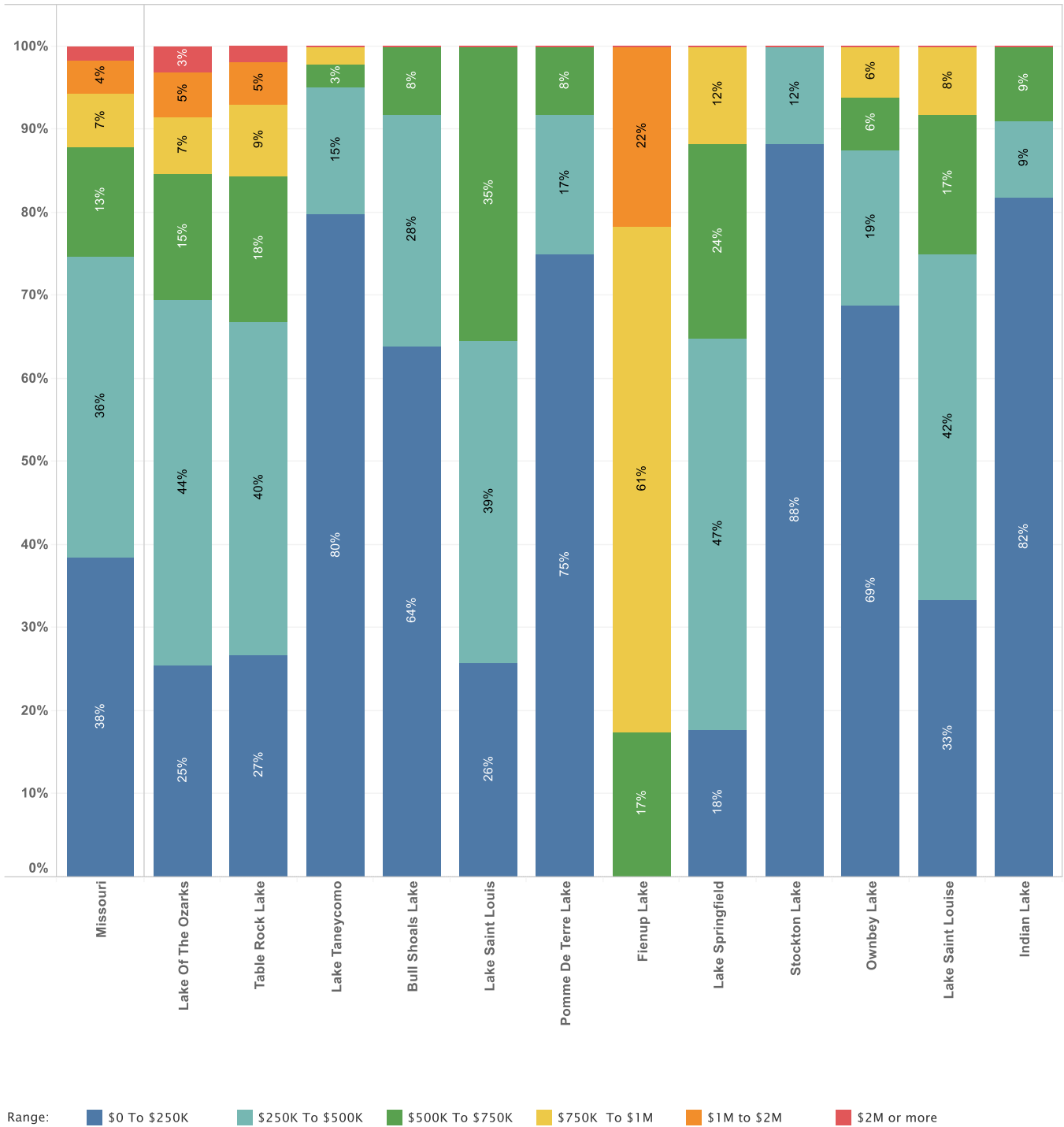
1. Lake Thunderhead	\$177,597
2. Lake Of The Ozarks	\$106,231
3. Lake Taneycomo	\$85,904
4. Table Rock Lake	\$55,059
5. Lake Sherwood	\$50,856

Listings of 10 Acres or More

1. Lake Taneycomo	\$45,459
2. Lake Of The Ozarks	\$26,230
3. Table Rock Lake	\$9,621
4. Bull Shoals Lake	\$3,602

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

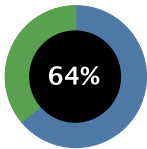
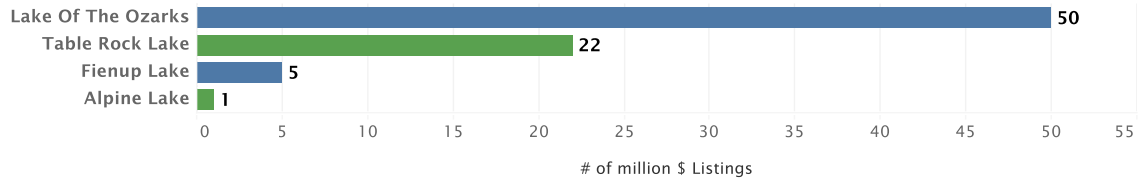
Price Breakdown by Percentage of Homes in the Missouri Market 2021Q2



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Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2021Q2

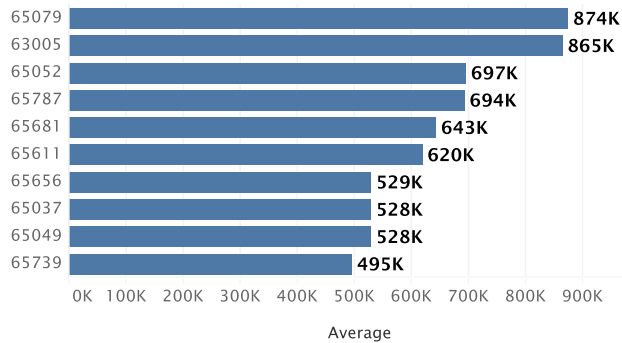


of \$1M+ Homes in Missouri are on Lake Of The Ozarks

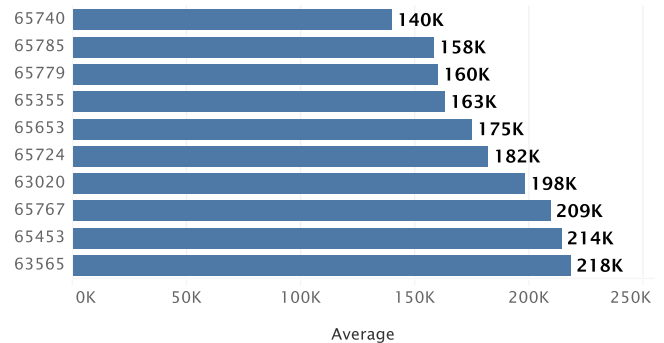
Total Number of \$1M+ Homes

78

Most Expensive ZIP Codes 2021Q2

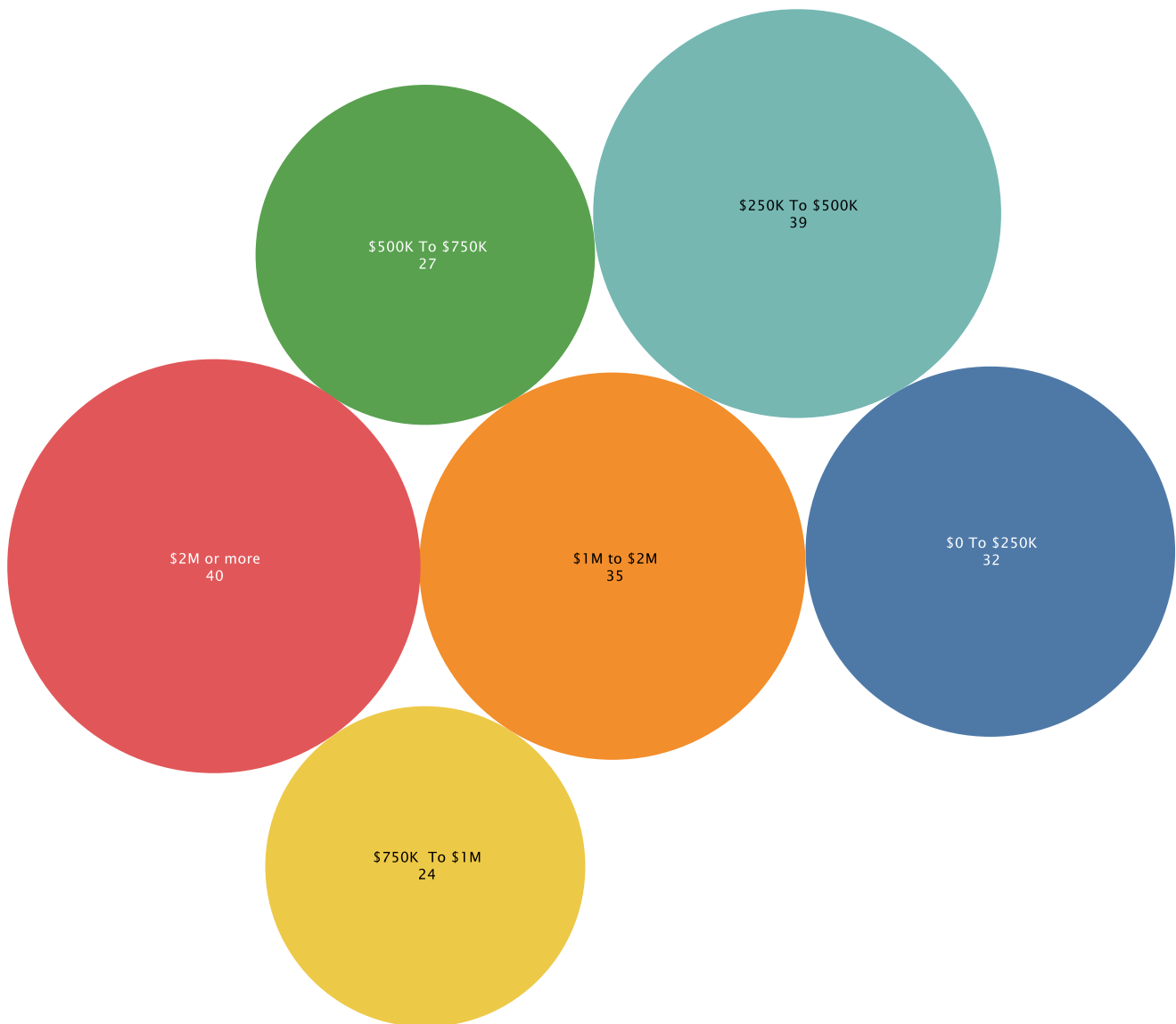


Most Affordable ZIP Codes 2021Q2



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2021Q2



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



Montana

Despite ranking 1st in most categories, Flathead Lake ranks 2nd in Most Land Available.

Largest Markets

1. Flathead Lake	\$192,310,200	41.8%
2. Whitefish Lake	\$62,017,000	13.5%
3. Little Bootjack Lake	\$55,000,000	15.6%
4. Lake Koocanusa	\$18,081,300	3.9%
5. Echo Lake	\$13,239,000	2.9%

Total Montana Market: **\$459,743,092**

Most Listings

1. Flathead Lake	113	29.0%
2. Lake Koocanusa	79	20.3%
3. Whitefish Lake	31	7.9%
4. Swan Lake	14	3.6%
5. Lake Baker	13	6.6%

Total Montana Listings: **390**

Largest Home Markets

1. Flathead Lake	\$145,669,400	41.2%
2. Whitefish Lake	\$55,918,000	15.8%
3. Little Bootjack Lake	\$55,000,000	15.6%
4. Echo Lake	\$9,289,000	2.6%
5. Hauser Lake	\$8,583,000	2.4%

Total Montana Home Market: **\$353,534,892**

Most Homes Available

1. Flathead Lake	62	31.5%
2. Whitefish Lake	26	13.2%
3. Lake Koocanusa	19	9.6%
4. Lake Baker	13	6.6%
5. Lake Elmo	10	5.1%

Total Montana Home Listings: **197**

Largest Land Markets

1. Flathead Lake	\$46,640,800	43.9%
2. Lake Koocanusa	\$9,972,000	9.4%
3. Whitefish Lake	\$6,099,000	5.7%
4. Tetraault Lake	\$4,337,000	4.1%
5. Swan Lake	\$4,198,900	4.0%

Total Montana Land Market: **\$106,208,200**

Most Land Available

1. Lake Koocanusa	60	31.1%
2. Flathead Lake	51	26.4%
3. Swan Lake	12	6.2%
4. Bull Lake	7	3.6%
4. Hauser Lake	7	3.6%

Total Montana Land Listings: **193**

Average Home Price

1. Flathead Lake	\$2,474,990
2. Whitefish Lake	\$2,150,692
3. Lake Koocanusa	\$454,213
4. Lake Baker	\$326,992
5. Lake Elmo	\$304,360

Average Land Price Per Acre

Listings of Less Than 10 Acres

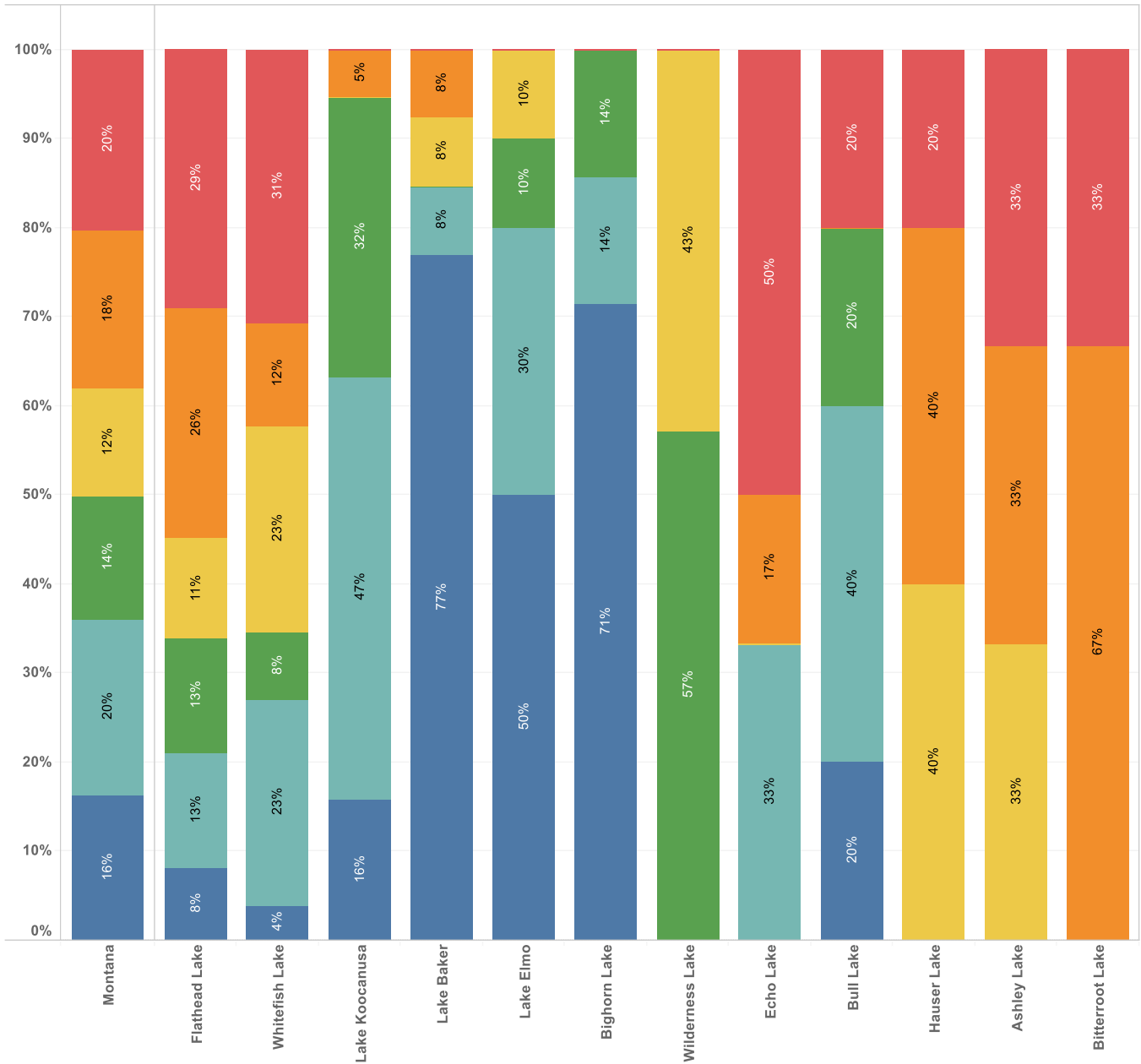
1. Flathead Lake	\$299,604
2. Swan Lake	\$283,358
3. Lake Koocanusa	\$282,220

Listings of 10 Acres or More

1. Flathead Lake	\$224,630
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Montana Market 2021Q2



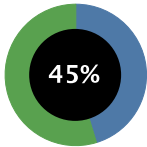
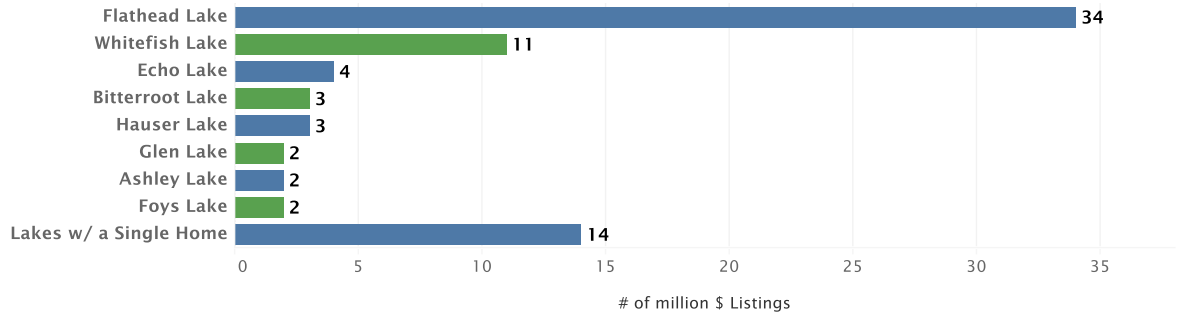
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2021Q2

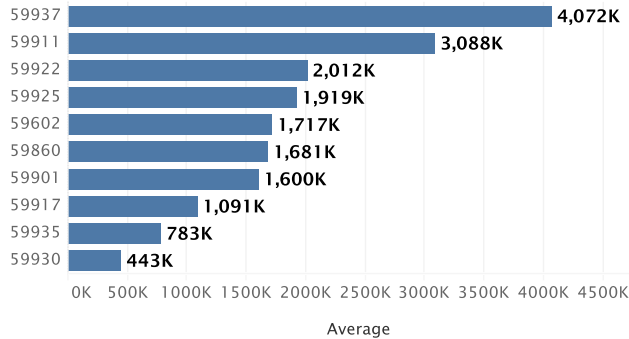


of \$1M+ Homes in Montana are on Flathead Lake

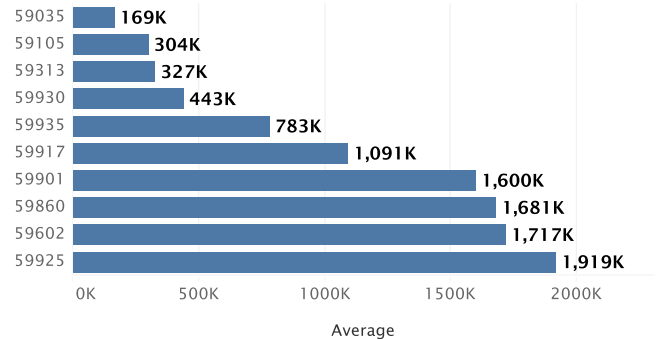
Total Number of \$1M+ Homes

75

Most Expensive ZIP Codes 2021Q2

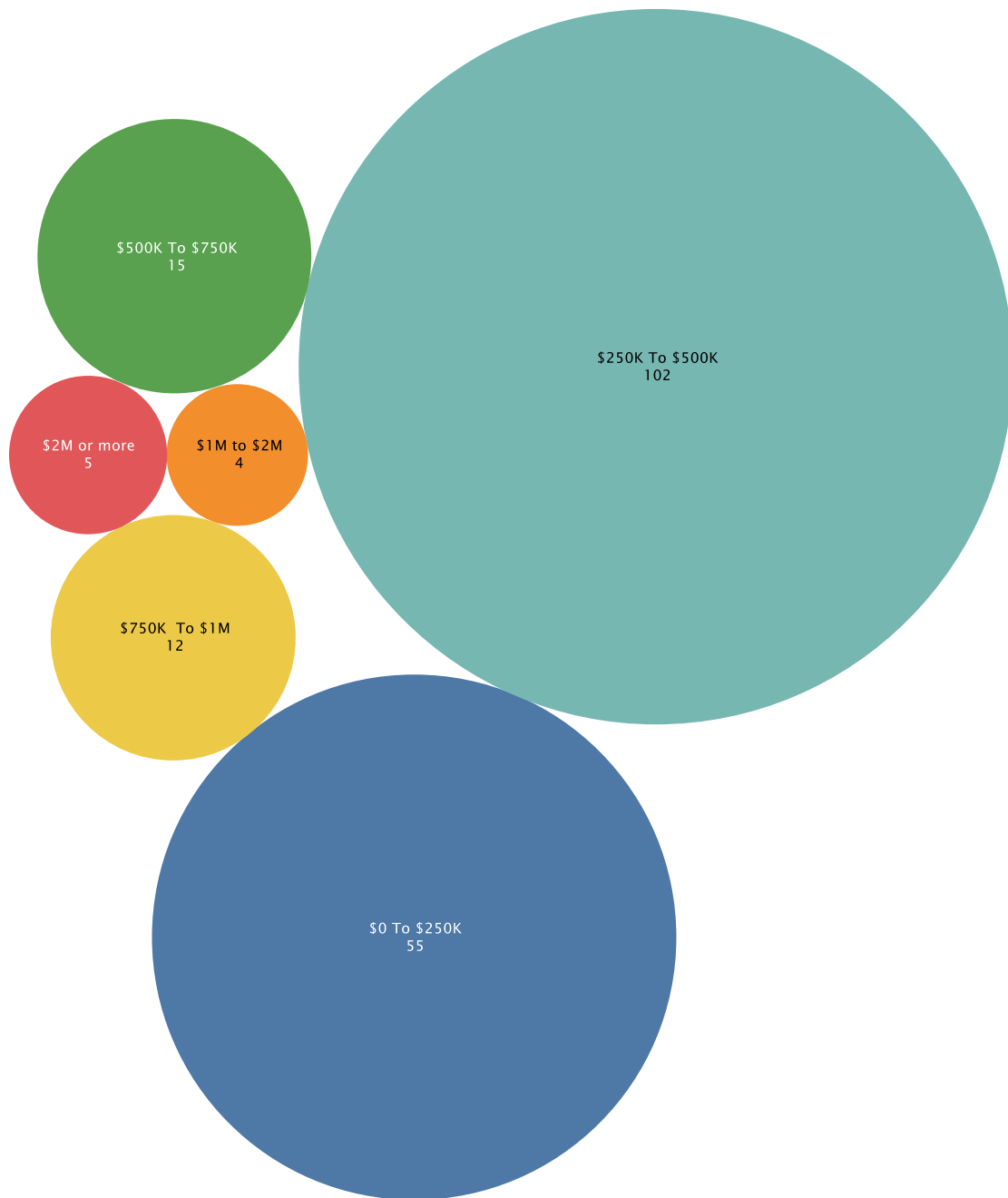


Most Affordable ZIP Codes 2021Q2



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2021Q2



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



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Nebraska

Alongside a 36.58% market value growth, Nebraska also increased its total listings by 77.

Largest Markets

1. Newport Landing Lake	\$14,826,884	15.6%
2. Zorinsky Lake	\$11,648,150	13.7%
3. Beaver Lake	\$9,931,944	10.4%
4. Wiebe Reservoir	\$7,514,900	7.9%
5. Walnut Creek Lake	\$7,267,777	7.6%

Total Nebraska Market:

\$95,201,673

Most Listings

1. Beaver Lake	67	22.5%
2. Zorinsky Lake	31	16.1%
3. Walnut Creek Lake	23	7.7%
4. Standing Bear Reservoir	20	10.4%
5. Carter Lake	17	5.7%

Total Nebraska Listings:

298

Largest Home Markets

1. Newport Landing Lake	\$13,621,884	16.0%
2. Zorinsky Lake	\$11,648,150	13.7%
3. Beaver Lake	\$8,050,494	9.4%
4. Wiebe Reservoir	\$7,279,900	8.5%
5. Walnut Creek Lake	\$6,981,927	8.2%

Total Nebraska Home Market:

\$85,293,908

Most Homes Available

1. Zorinsky Lake	31	16.1%
2. Beaver Lake	22	11.4%
3. Standing Bear Reservoir	20	10.4%
4. Walnut Creek Lake	19	9.8%
5. Shadow Lake	14	7.3%

Total Nebraska Home Listings:

193

Largest Land Markets

1. Lake Wanhoo	\$2,729,900	27.6%
2. Beaver Lake	\$1,881,450	19.0%
3. Boys Town Reservoir Number 3	\$1,277,000	12.9%
4. Newport Landing Lake	\$1,205,000	12.2%
5. Rainbow Lake	\$603,850	6.1%

Total Nebraska Land Market:

\$9,907,765

Most Land Available

1. Beaver Lake	45	42.9%
2. Lake Wanhoo	14	13.3%
3. Carter Lake	8	7.6%
4. Boys Town Reservoir Number 3	7	6.7%
4. Lake Maloney	7	6.7%

Total Nebraska Land Listings:

105

Average Home Price

1. Newport Landing Lake	\$1,135,157
2. Shadow Lake	\$416,132
3. Zorinsky Lake	\$375,747
4. Walnut Creek Lake	\$367,470
5. Beaver Lake	\$365,932

Average Land Price Per Acre

Listings of Less Than 10 Acres

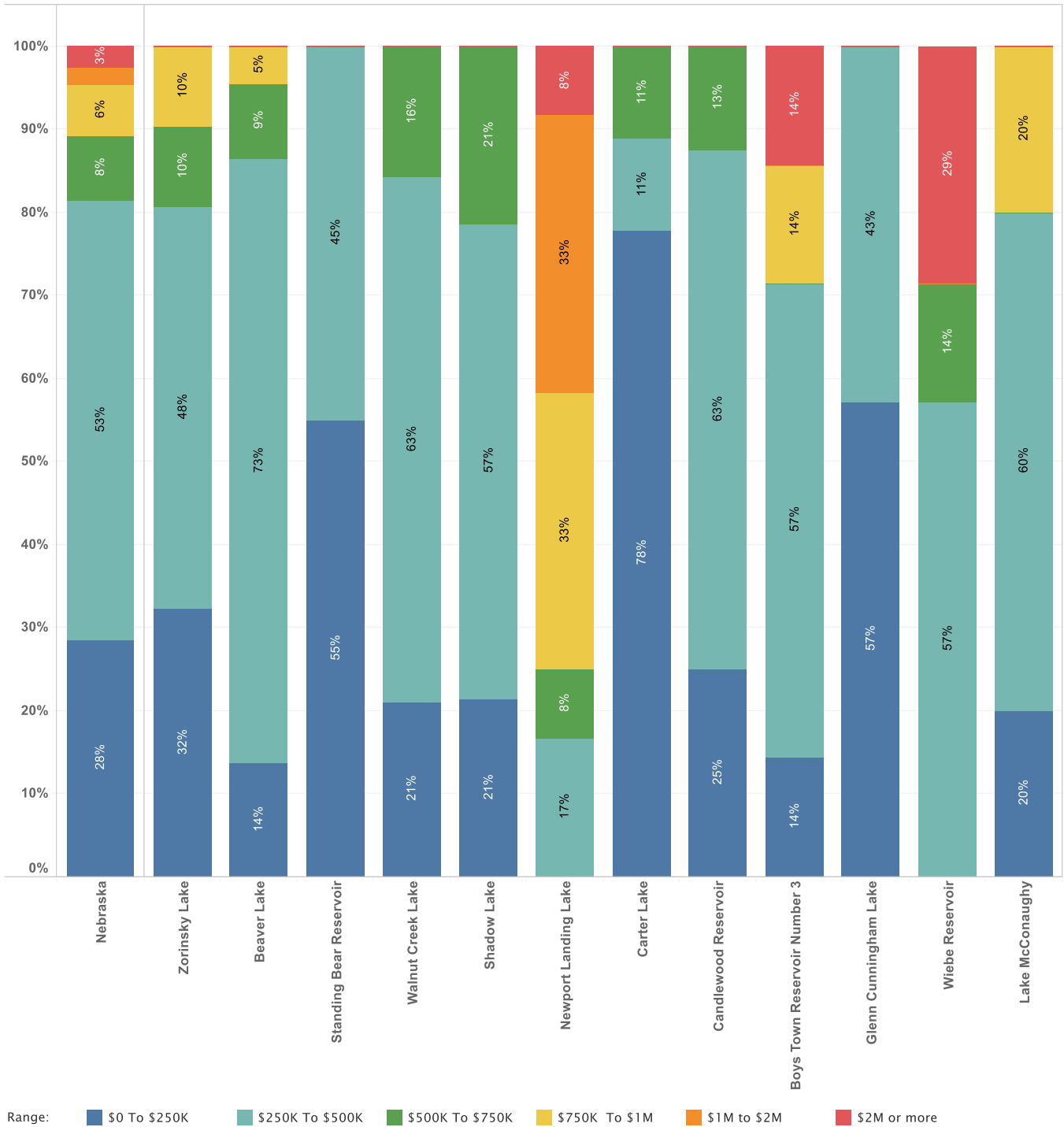
Listings of 10 Acres or More

**

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

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

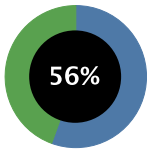
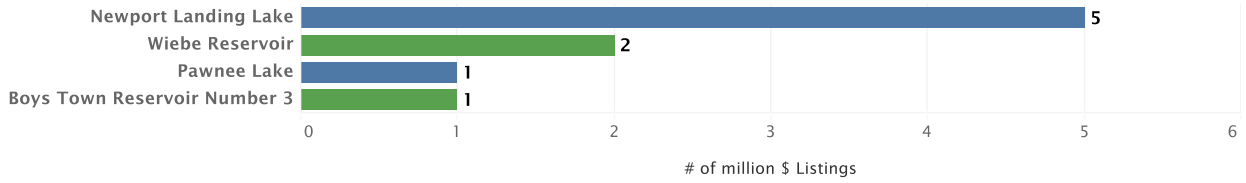
Price Breakdown by Percentage of Homes in the Nebraska Market 2021Q2



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Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2021Q2

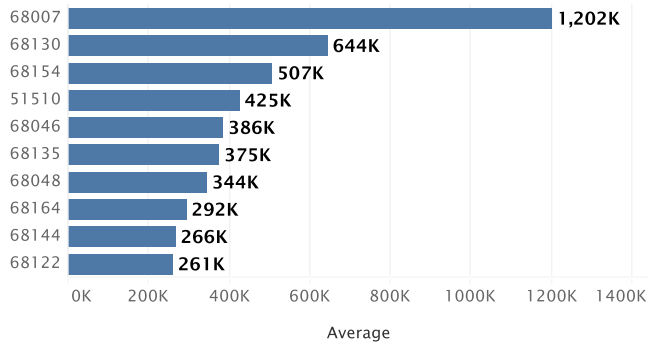


of \$1M+ Homes in Nebraska are on Newport Landing Lake

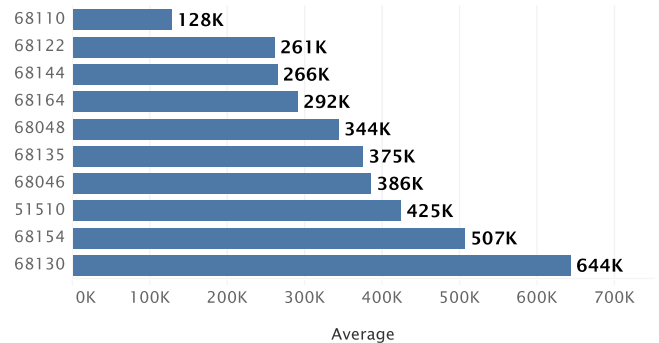
Total Number of \$1M+ Homes

9

Most Expensive ZIP Codes 2021Q2

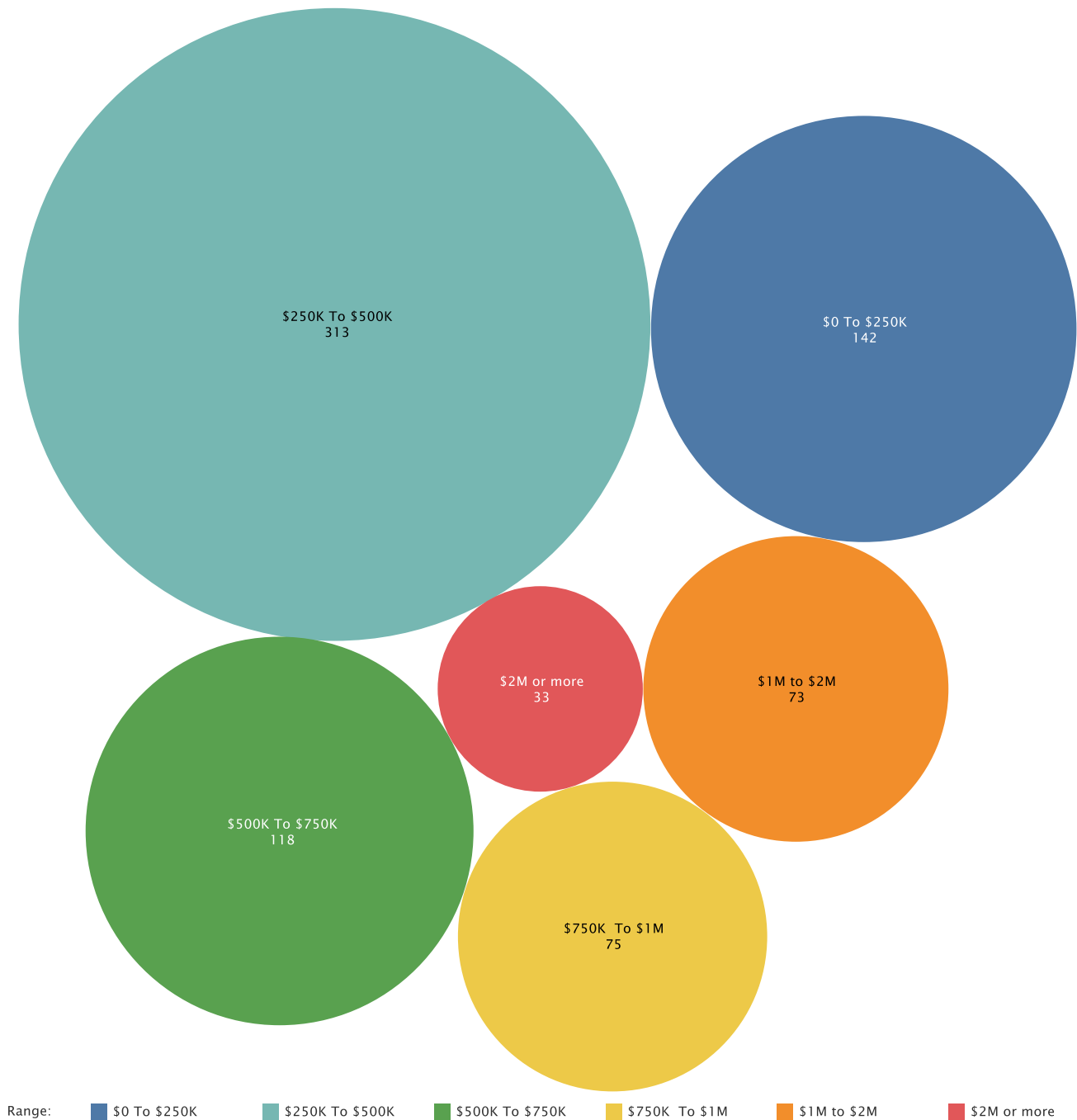


Most Affordable ZIP Codes 2021Q2



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2021Q2



LAKE HOMES REALTY
LAKEHOMES.COM

New Hampshire

Despite ranking first in all other market categories, Lake Winnepesaukee ranks 7th in Most Expensive Homes.

Largest Markets

1. Lake Winnepesaukee	\$224,770,189	32.4%	6. Squam Lake	\$19,290,700	2.8%
2. North Mill Pond	\$52,419,797	7.5%	7. Cobbetts Pond	\$16,279,300	2.7%
3. Little River Swamp	\$33,949,900	5.6%	8. Newfound Lake	\$13,876,715	2.3%
4. Lake Winnisquam	\$27,833,597	4.0%	9. Sunset Lake - Greenfield	\$12,500,000	14.6%
5. Sunapee Lake	\$22,946,800	3.8%	10. South Mill Pond	\$11,603,400	1.9%

Total New Hampshire Market:

\$694,330,299

Largest Home Markets

1. Lake Winnepesaukee	\$174,225,590	32.4%
2. North Mill Pond	\$42,210,897	7.8%
3. Little River Swamp	\$32,749,900	6.1%
4. Lake Winnisquam	\$24,419,897	4.5%
5. Sunapee Lake	\$20,146,900	3.7%
6. Cobbetts Pond	\$16,239,300	3.0%
7. Squam Lake	\$11,391,800	2.1%
8. South Mill Pond	\$10,153,400	1.9%
9. Newfound Lake	\$9,358,600	1.7%
10. Bowers Pond	\$8,043,775	1.5%

Total New Hampshire Home Market:

\$538,275,867

Largest Land Markets

1. Lake Winnepesaukee	\$26,188,800	37.2%
2. Newfound Lake	\$4,518,115	6.4%
3. Angle Pond	\$3,037,000	4.3%
4. Sunapee Lake	\$2,799,900	4.0%
5. Squam Lake	\$2,100,000	3.0%
6. Highland Lake	\$2,069,800	2.9%
7. Goose Pond	\$2,066,000	2.9%
8. Little Squam Lake	\$1,650,000	2.3%
9. Great East Lake	\$1,500,000	2.1%
10. Belleau Lake	\$1,435,400	2.0%

Total New Hampshire Land Market:

\$70,435,234

While North Mill Pond ranks 2nd in Largest Home Markets, it does not appear in Largest Land Markets.

Most Expensive Homes

1. Sunapee Lake	\$1,343,127
2. Cobbetts Pond	\$1,082,620
3. Lake Winnepesaukee	\$999,545
4. North Mill Pond	\$981,649
5. South Mill Pond	\$923,036
6. Squam Lake	\$813,700
7. Lake Winnisquam	\$663,472
8. Ossipee Lake	\$611,900

Most Affordable Homes

1. Opechee Bay Reservoir	\$263,006
2. Belleau Lake	\$323,550
3. Locke Lake	\$324,170
4. Beaver Lake - Derry	\$361,408
5. Mascoma Lake	\$393,321
6. Eastman Pond	\$430,801
7. Newfound Lake	\$467,930
8. Bowers Pond	\$536,252

Most Listings

1. Lake Winnepesaukee	268	23.0%	6. Sunapee Lake	27	2.5%
2. Lake Winnisquam	56	4.8%	7. Gould Pond	25	2.3%
3. North Mill Pond	52	4.5%	8. Opechee Bay Reservoir	23	2.0%
4. Newfound Lake	41	3.8%	9. Eastman Pond	22	2.0%
5. Squam Lake	36	3.1%	10. Belleau Lake	21	1.8%

Total New Hampshire Listings: 1,165

Most Homes Available

1. Lake Winnepesaukee	178	23.6%
2. North Mill Pond	43	5.7%
3. Lake Winnisquam	38	5.0%
4. Newfound Lake	20	2.7%
5. Eastman Pond	18	2.4%
6. Opechee Bay Reservoir	16	2.1%
7. Bowers Pond	15	2.0%
7. Cobbetts Pond	15	2.0%
7. Mascoma Lake	15	2.0%
7. Sunapee Lake	15	2.0%

Total New Hampshire Home Listings: 754

Most Land Available

1. Lake Winnepesaukee	72	22.2%
2. Newfound Lake	21	6.5%
3. Squam Lake	18	5.5%
4. Gould Pond	16	4.9%
5. Sunapee Lake	12	3.7%
6. Belleau Lake	10	3.1%
6. Highland Lake	10	3.1%
8. Little Pea Porridge Pond	9	2.8%
9. Locke Lake	8	2.5%
9. Pine River Pond	8	2.5%

Total New Hampshire Land Listings: 325

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$204,294
2. Sunapee Lake	\$150,940

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$39,590
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Most Affordable Land per Acre

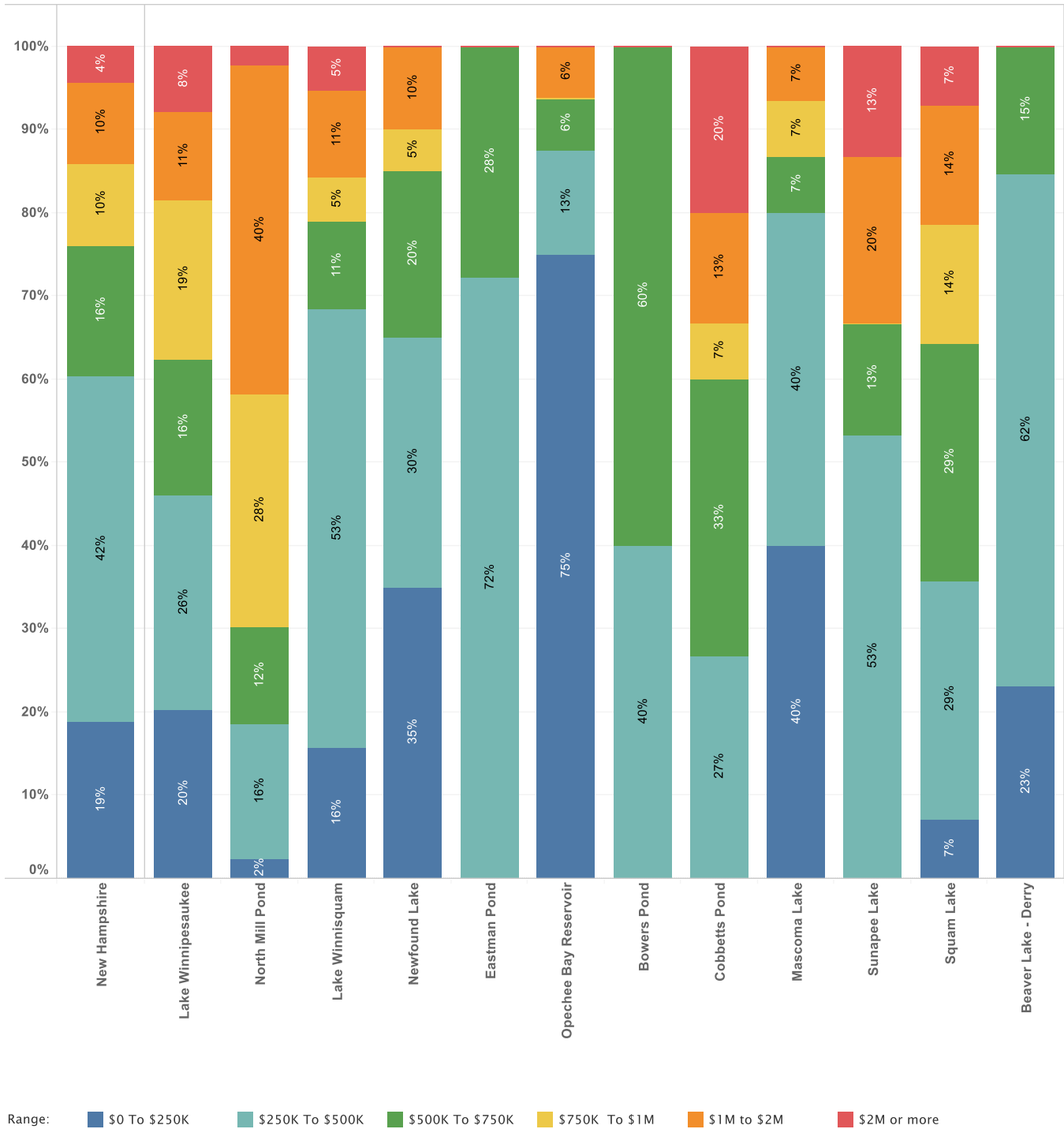
Listings of Less Than 10 Acres

1. Newfound Lake	\$56,671
2. Gould Pond	\$97,243

Listings of 10 Acres or More

1. Squam Lake	\$5,875
2. Newfound Lake	\$12,601

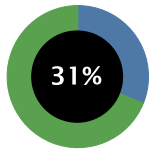
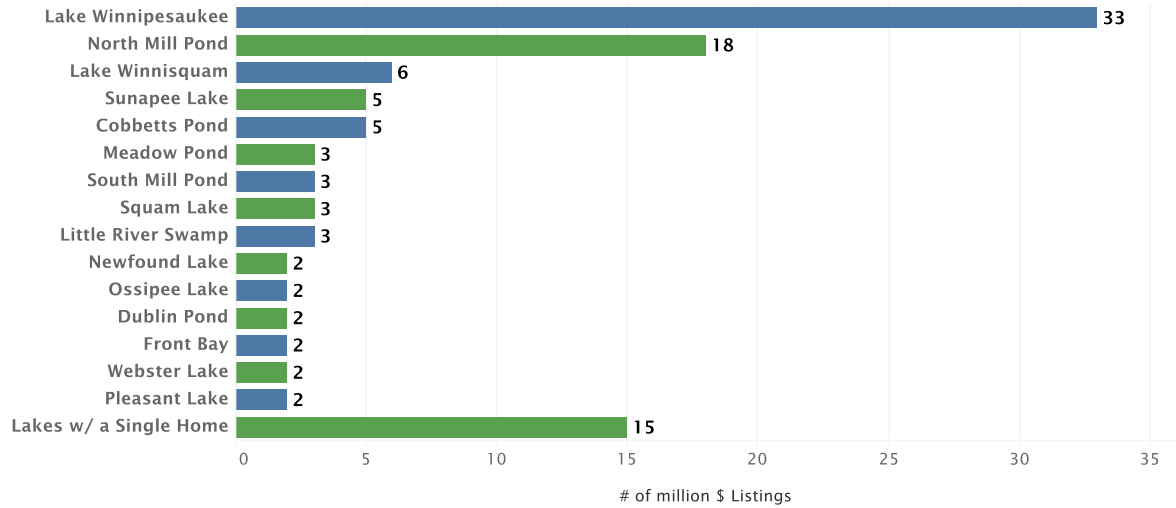
Price Breakdown by Percentage of Homes in the New Hampshire Market 2021Q2



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Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2021Q2

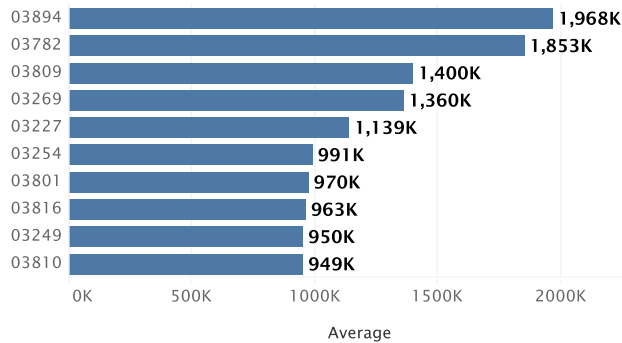


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

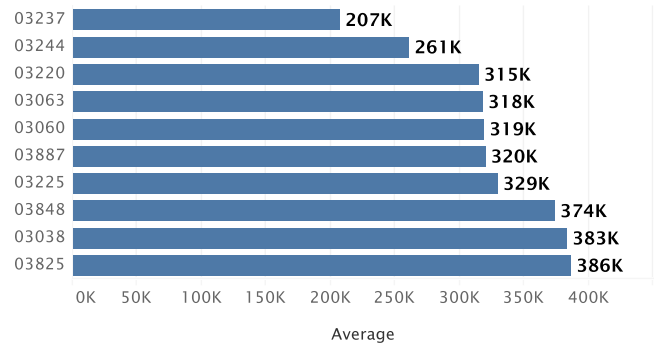
Total Number of \$1M+ Homes

106

Most Expensive ZIP Codes 2021Q2



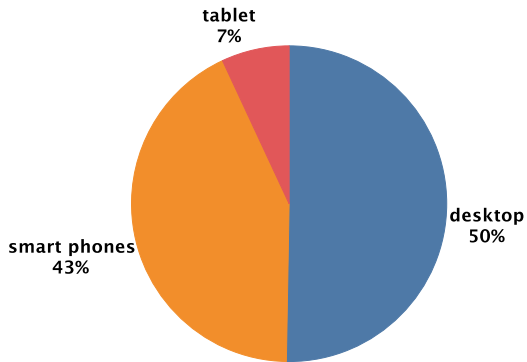
Most Affordable ZIP Codes 2021Q2



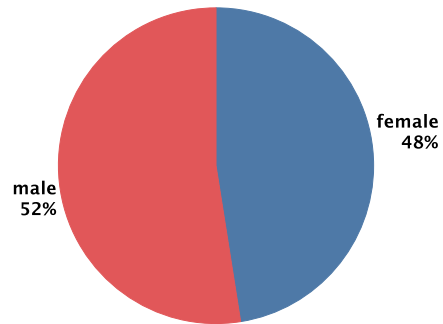
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Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2021Q2

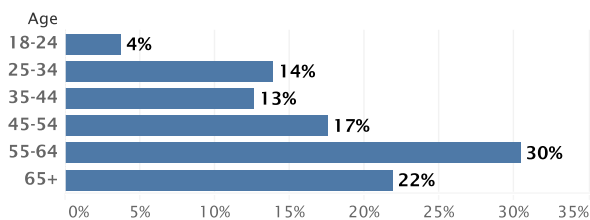


Male/Female Visitors 2021Q2



76% of potential buyers come from outside New Hampshire

What Age Groups are Shopping 2021Q2



New York,

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

Number 2-10 metros are:

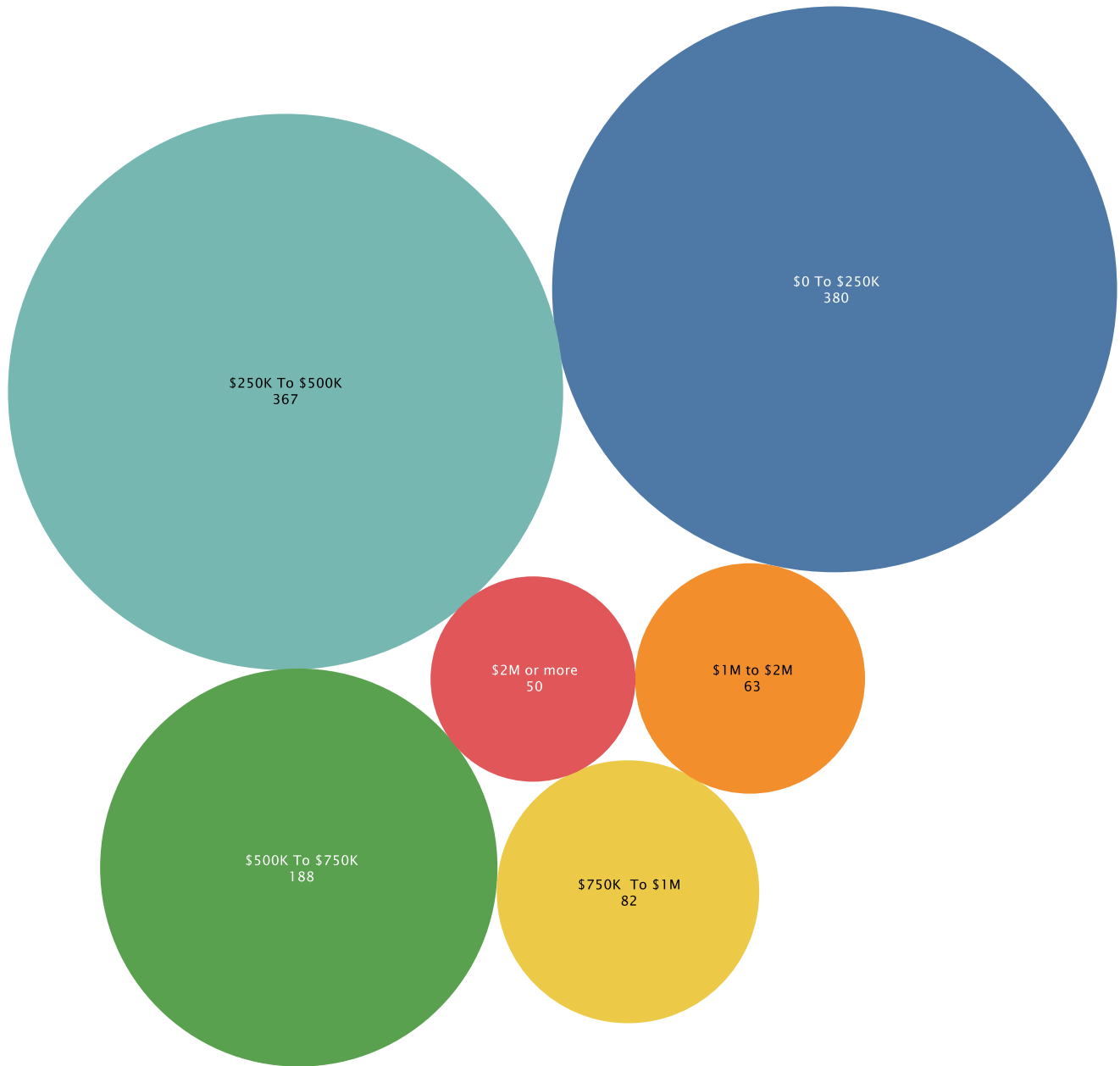
- Hartford & New Haven, CT
- Providence-New Bedford, MA
- Burlington VT-Plattsburgh, NY
- Portland-Auburn, ME
- Springfield-Holyoke, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Ft. Myers-Naples, FL



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NEW YORK

Price Breakdown by Number of Homes in the New York Market 2021Q2



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



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New York

New York's total home market has grown 16% or \$113.3 million from the spring 2021 report.

Largest Markets

1. Lake Champlain*	\$177,343,113	18.4%	6. Saratoga Lake	\$52,035,553	5.5%
2. Lake George	\$119,750,385	12.5%	7. Lake Ontario	\$48,787,067	5.1%
3. Skaneateles Lake	\$92,204,500	9.7%	8. Cayuga Lake	\$39,485,032	4.1%
4. Lake Placid	\$55,318,893	5.8%	9. Keuka Lake	\$36,456,500	3.8%
5. Canandaigua Lake	\$54,697,500	5.7%	10. Oneida Lake	\$29,395,149	3.1%

Total New York Market:

\$964,835,346

Largest Home Markets

1. Lake Champlain*	\$137,610,713	17.2%
2. Lake George	\$102,748,290	12.9%
3. Skaneateles Lake	\$72,471,800	9.1%
4. Canandaigua Lake	\$51,594,050	6.5%
5. Lake Placid	\$49,578,893	6.2%
6. Saratoga Lake	\$40,098,253	5.0%
7. Lake Ontario	\$38,056,969	4.8%
8. Cayuga Lake	\$35,089,032	4.4%
9. Keuka Lake	\$31,826,900	4.0%
10. Oneida Lake	\$25,505,649	3.2%

Total New York Home Market:

\$798,224,025

Largest Land Markets

1. Lake Champlain*	\$29,164,600	18.7%
2. Skaneateles Lake	\$19,732,700	12.6%
3. Lake George	\$17,002,095	10.9%
4. Saratoga Lake	\$11,937,300	7.6%
5. Lake Ontario	\$10,730,098	6.9%
6. Lake Placid	\$5,740,000	3.7%
7. Seneca Lake	\$5,632,999	3.6%
8. Lake Erie	\$4,908,300	3.1%
9. Keuka Lake	\$4,629,600	3.0%
10. Cayuga Lake	\$4,396,000	2.8%

Total New York Land Market:

\$156,043,521

Despite Lake George having an average home price of over \$1.3 million, 27% of its listings are \$250K or below.

Most Expensive Homes

1. Skaneateles Lake	\$2,337,800
2. Lake Placid	\$1,709,617
3. Lake George	\$1,251,505
4. Lake Champlain	\$802,660
5. Cayuga Lake	\$761,503
6. Schroon Lake	\$708,953
7. Canandaigua Lake	\$666,123
8. Saratoga Lake	\$616,896
9. Keuka Lake	\$612,056
10. Colonie Reservoir	\$560,270

Most Affordable Homes

1. Iroquois Lake	\$158,182
2. Honeoye Lake	\$243,308
3. Lake Ontario - Niagara Area	\$283,360
4. Buckingham Lake	\$308,978
5. Lake Ontario - Watertown Area	\$313,732
6. Oneida Lake	\$316,915
7. Lake Ontario - Rochester Area	\$343,786
8. Chautauqua Lake	\$351,434
9. Seneca Lake	\$393,369
10. Round Lake	\$394,148

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

Most Listings

1. Lake Champlain*	346	17.6%	6. Keuka Lake	87	4.4%
2. Lake Ontario	191	9.8%	7. Great Sacandaga Lake	75	3.8%
3. Lake George	144	7.4%	8. Saratoga Lake	74	3.8%
4. Oneida Lake	127	6.5%	9. Cayuga Lake	63	3.2%
5. Canandaigua Lake	96	4.9%	9. Seneca Lake	63	3.2%

Total New York Listings:

1,967

Most Homes Available

1. Lake Champlain*	218	16.6%
2. Lake Ontario	122	9.3%
3. Lake George	83	6.3%
3. Oneida Lake	83	6.3%
5. Canandaigua Lake	81	6.2%
6. Saratoga Lake	65	5.0%
7. Keuka Lake	52	4.0%
8. Chautauqua Lake	50	3.8%
8. Great Sacandaga Lake	50	3.8%
10. Cayuga Lake	47	3.6%

Total New York Home Listings:

1,311

Most Land Available

1. Lake Champlain*	118	18.3%
2. Lake Ontario	69	10.7%
3. Lake George	61	9.4%
4. Oneida Lake	44	6.8%
5. Keuka Lake	35	5.4%
6. Seneca Lake	26	4.0%
7. Great Sacandaga Lake	25	3.9%
8. Skaneateles Lake	20	3.1%
9. Cayuga Lake	16	2.5%
10. Canandaigua Lake	15	2.3%

Total New York Land Listings:

646

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Skaneateles Lake	\$211,387
2. Lake George	\$106,309
3. Lake Champlain	\$78,205
4. Cayuga Lake	\$75,111
5. Lake Ontario - Rochester Area	\$71,582
6. Canandaigua Lake	\$68,224

Listings of 10 Acres or More

1. Lake Erie - Chautauqua Area	\$19,886
2. Skaneateles Lake	\$16,784
3. Keuka Lake	\$9,072
4. Lake Champlain	\$5,347

Most Affordable Land per Acre

Listings of Less Than 10 Acres

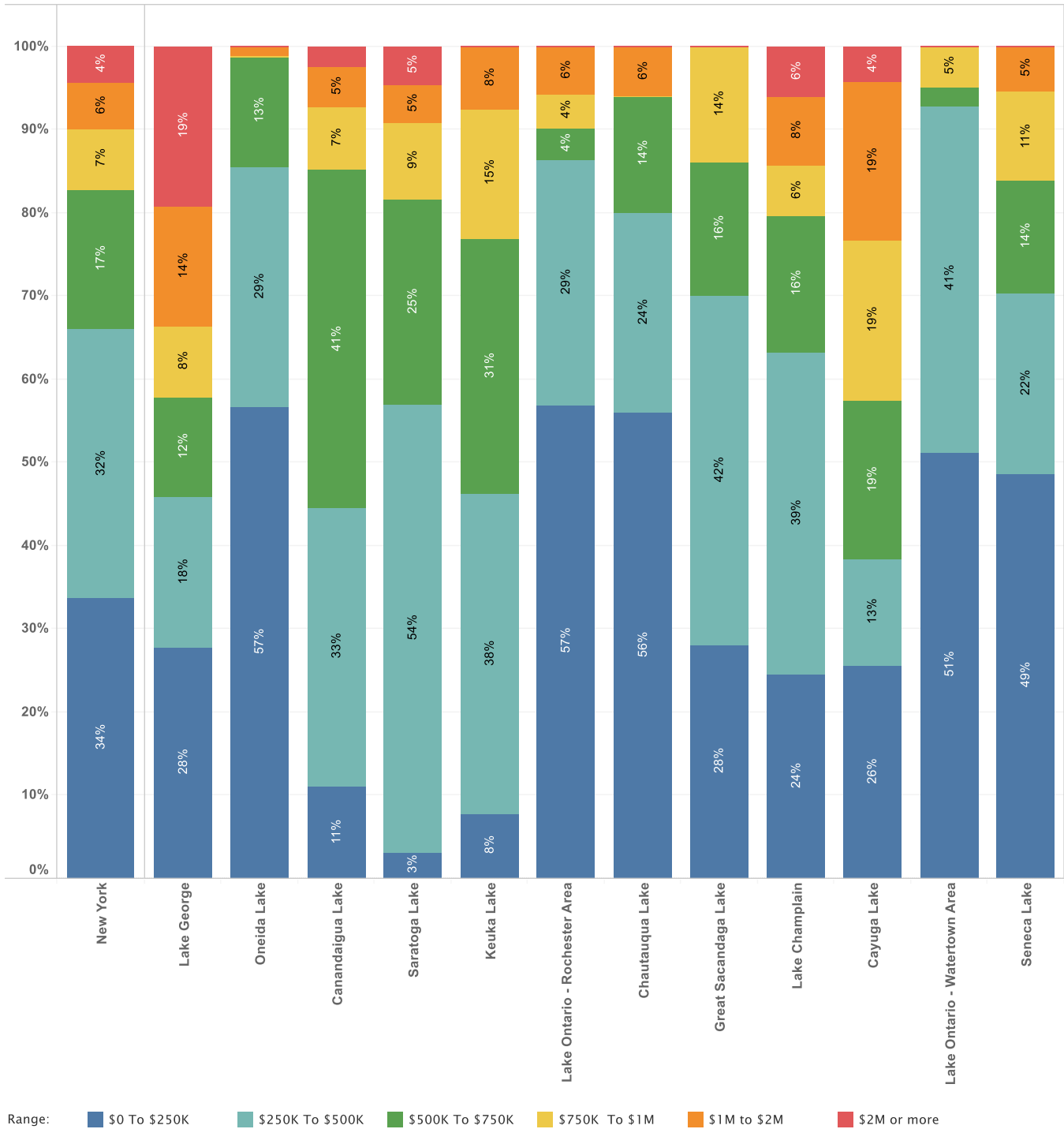
1. Keuka Lake	\$32,489
2. Great Sacandaga Lake	\$37,180
3. Schroon Lake	\$39,799
4. Lake Ontario - Watertown Area	\$42,422
5. Oneida Lake	\$54,676
6. Seneca Lake	\$56,429

Listings of 10 Acres or More

1. Lake Ontario - Watertown Area	\$1,865
2. Great Sacandaga Lake	\$2,308
3. Oneida Lake	\$3,716
4. Lake George	\$4,292

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

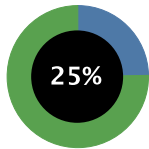
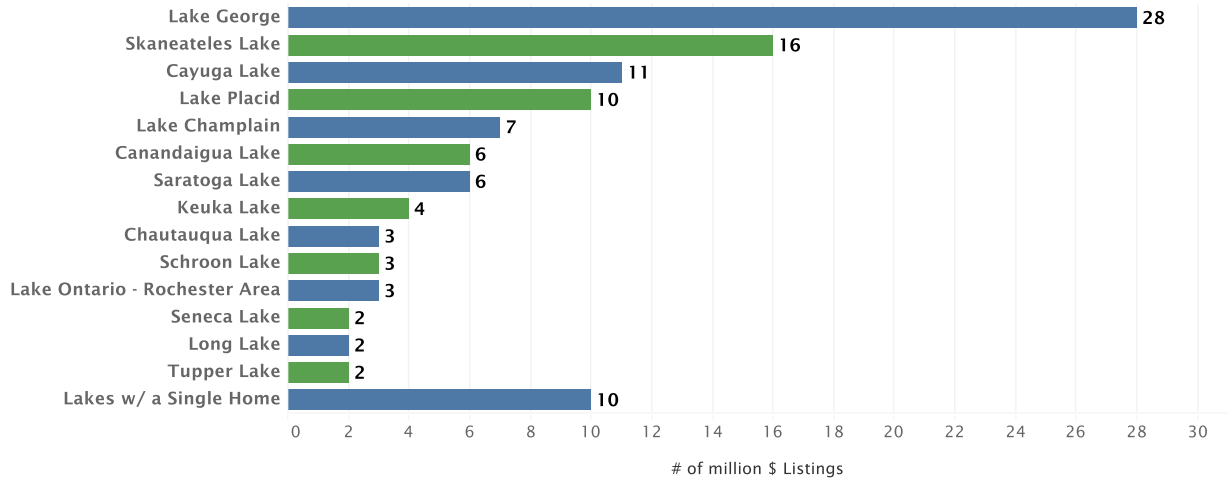
Price Breakdown by Percentage of Homes in the New York Market 2021Q2



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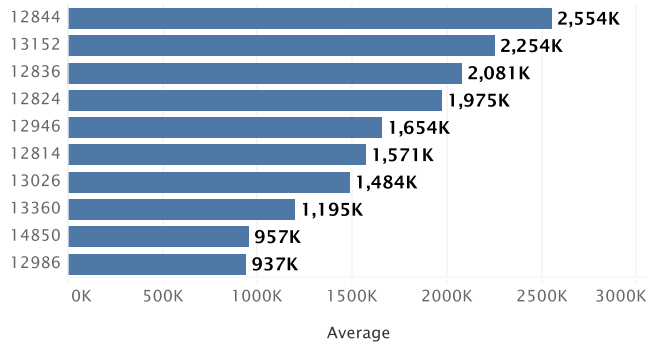


of \$1M+ Homes in New York are on Lake George

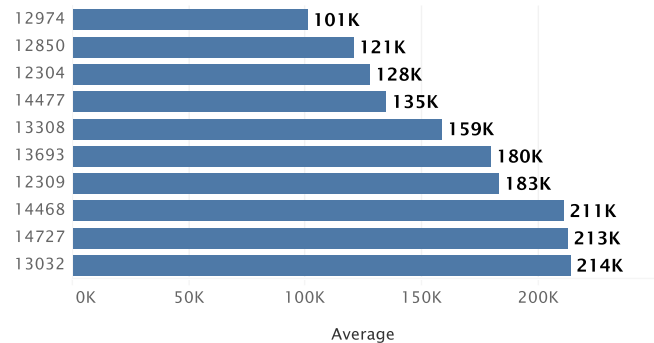
Total Number of \$1M+ Homes

113

Most Expensive ZIP Codes 2021Q2



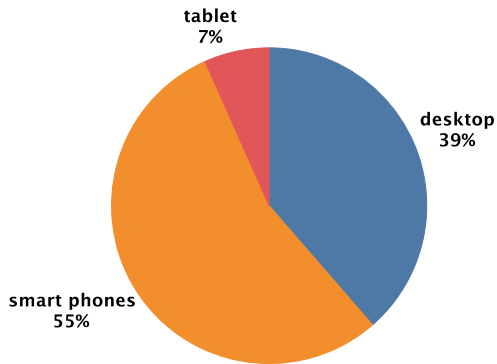
Most Affordable ZIP Codes 2021Q2



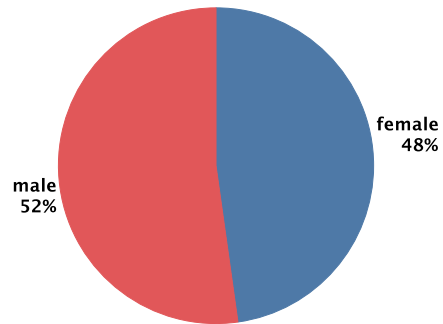
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Who's Shopping New York Lake Real Estate

How are shoppers connecting 2021Q2

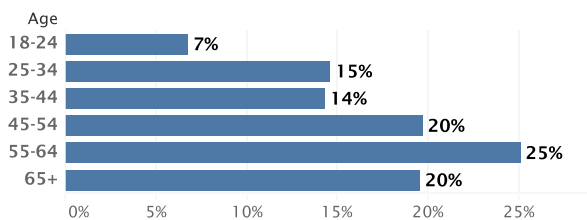


Male/Female Visitors 2021Q2



37% of potential buyers come from outside New York

What Age Groups are Shopping 2021Q2



Philadelphia

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

Number 2-10 metros are:

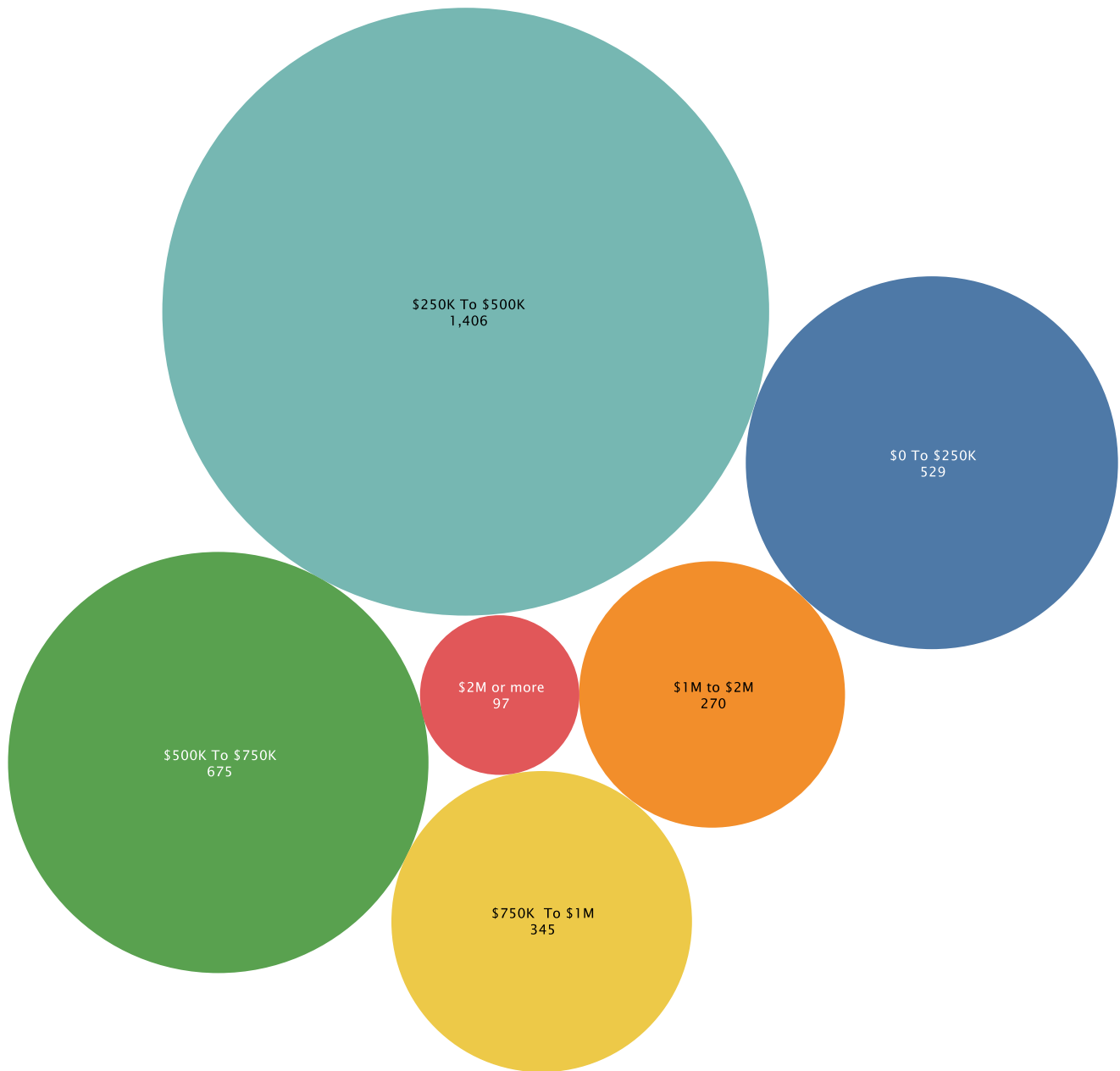
- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Hartford & New Haven, CT
- Wilkes Barre-Scranton, PA
- Tampa-St. Petersburg (Sarasota), FL
- Pittsburgh, PA
- Cleveland-Akron (Canton), OH
- Orlando-Daytona Beach-Melbourne, FL
- Columbus, OH



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NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2021Q2



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



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North Carolina

Lake Norman has increased its market share by 2.7%.

Largest Markets

1. Lake Norman	\$954,162,753	31.6%	6. Falls Lake	\$74,976,768	2.5%
2. Lake Wylie*	\$571,644,652	18.9%	7. Chatuge Lake*	\$62,990,034	2.1%
3. Jordan Lake	\$271,690,446	9.0%	8. Badin Lake	\$53,154,145	1.8%
4. Lake Gaston*	\$117,338,761	3.9%	9. Lake James	\$51,671,679	1.7%
5. Lake Hickory	\$99,246,006	3.3%	10. High Rock Lake	\$51,419,607	1.7%

Total North Carolina Market:

\$3,031,718,568

Largest Home Markets

1. Lake Norman	\$730,421,135	31.3%
2. Lake Wylie*	\$507,837,554	21.8%
3. Jordan Lake	\$203,711,386	8.7%
4. Lake Hickory	\$75,630,569	3.2%
5. Lake Gaston*	\$73,388,437	3.1%
6. Falls Lake	\$66,792,270	2.9%
7. Mountain Island Lake	\$44,289,511	1.9%
8. Chatuge Lake*	\$43,892,799	1.9%
9. Lake Lure	\$36,453,550	1.6%
10. Badin Lake	\$36,260,050	1.6%

Total North Carolina Home Market:

\$2,334,068,216

Largest Land Markets

1. Lake Norman	\$223,741,618	32.7%
2. Jordan Lake	\$67,979,060	9.9%
3. Lake Wylie*	\$62,607,098	9.2%
4. Lake Gaston*	\$43,950,324	6.4%
5. Bear Creek Lake	\$35,866,799	5.2%
6. Lake James	\$24,211,001	3.5%
7. Lake Hickory	\$23,615,437	3.5%
8. Lake Toxaway	\$19,381,199	2.8%
9. High Rock Lake	\$18,197,068	2.7%
10. Lake Rhodhiss	\$17,012,099	2.5%

Total North Carolina Land Market:

\$683,387,052

Numbers show a 15.09% increase in market size from the spring 2021 report

Most Expensive Homes

1. Lake Toxaway	\$1,675,244
2. MacGregor Downs Lake	\$1,350,361
3. Falls Lake	\$1,043,629
4. Lake James	\$1,017,062
5. Lake Wheeler	\$915,118
6. Chatuge Lake	\$903,977
7. Lake Lure	\$810,079
8. Jordan Lake	\$778,435
9. Enka Lake	\$774,298
10. Hyco Lake	\$743,835

Most Affordable Homes

1. Oak Hollow Lake	\$235,389
2. Lake Lookout	\$243,900
3. Lake Rhodhiss	\$255,186
4. Lake Jeanette	\$300,018
5. Lake Royale	\$322,862
6. Lake Hickory	\$334,649
7. Lake Mackintosh	\$351,820
8. Lake Junaluska	\$374,973
9. Lake Johnson	\$400,238
10. Lake Townsend	\$416,326

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

Most Listings

1. Lake Norman	1,637	22.3%	6. High Rock Lake	289	3.9%
2. Lake Wylie*	1,206	16.4%	7. Chatuge Lake*	216	2.9%
3. Lake Hickory	523	7.1%	8. Lake Rhodhiss	208	2.8%
4. Lake Gaston*	475	6.5%	9. Badin Lake	191	2.6%
5. Jordan Lake	405	5.5%	10. Lake James	177	2.4%

Total North Carolina Listings:

7,361

Most Homes Available

1. Lake Norman	1,126	28.2%
2. Lake Wylie*	978	24.5%
3. Jordan Lake	263	6.6%
4. Lake Hickory	226	5.7%
5. Lake Gaston*	144	3.6%
6. Lake Jeanette	107	2.7%
7. Mountain Island Lake	92	2.3%
8. Badin Lake	75	1.9%
9. High Rock Lake	65	1.6%
9. Lake Tillery	65	1.6%

Total North Carolina Home Listings:

3,987

Most Land Available

1. Lake Norman	511	15.2%
2. Lake Gaston*	331	9.9%
3. Lake Hickory	297	8.8%
4. Lake Wylie*	227	6.8%
5. High Rock Lake	223	6.6%
6. Lake Rhodhiss	186	5.5%
7. Lake James	150	4.5%
8. Chatuge Lake*	146	4.4%
9. Jordan Lake	142	4.2%
10. Lake Lure	124	3.7%

Total North Carolina Land Listings:

3,356

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Dutchmans Creek Lake	\$710,353
2. Lake Norman	\$170,130
3. Lake Sandy Plains	\$125,015
4. Lake Toxaway	\$121,737
5. Bear Creek Lake	\$120,529
6. Lake Wylie	\$119,343
7. Jordan Lake	\$114,278
8. Badin Lake	\$106,311
9. Lake Tillery	\$102,569
10. Lake Junaluska	\$100,974

Listings of 10 Acres or More

1. Lake Norman	\$58,806
2. Lake Gaston	\$38,387
3. Jordan Lake	\$30,980
4. Lake Hickory	\$18,423
5. Fontana Lake	\$18,083

Most Affordable Land per Acre

Listings of Less Than 10 Acres

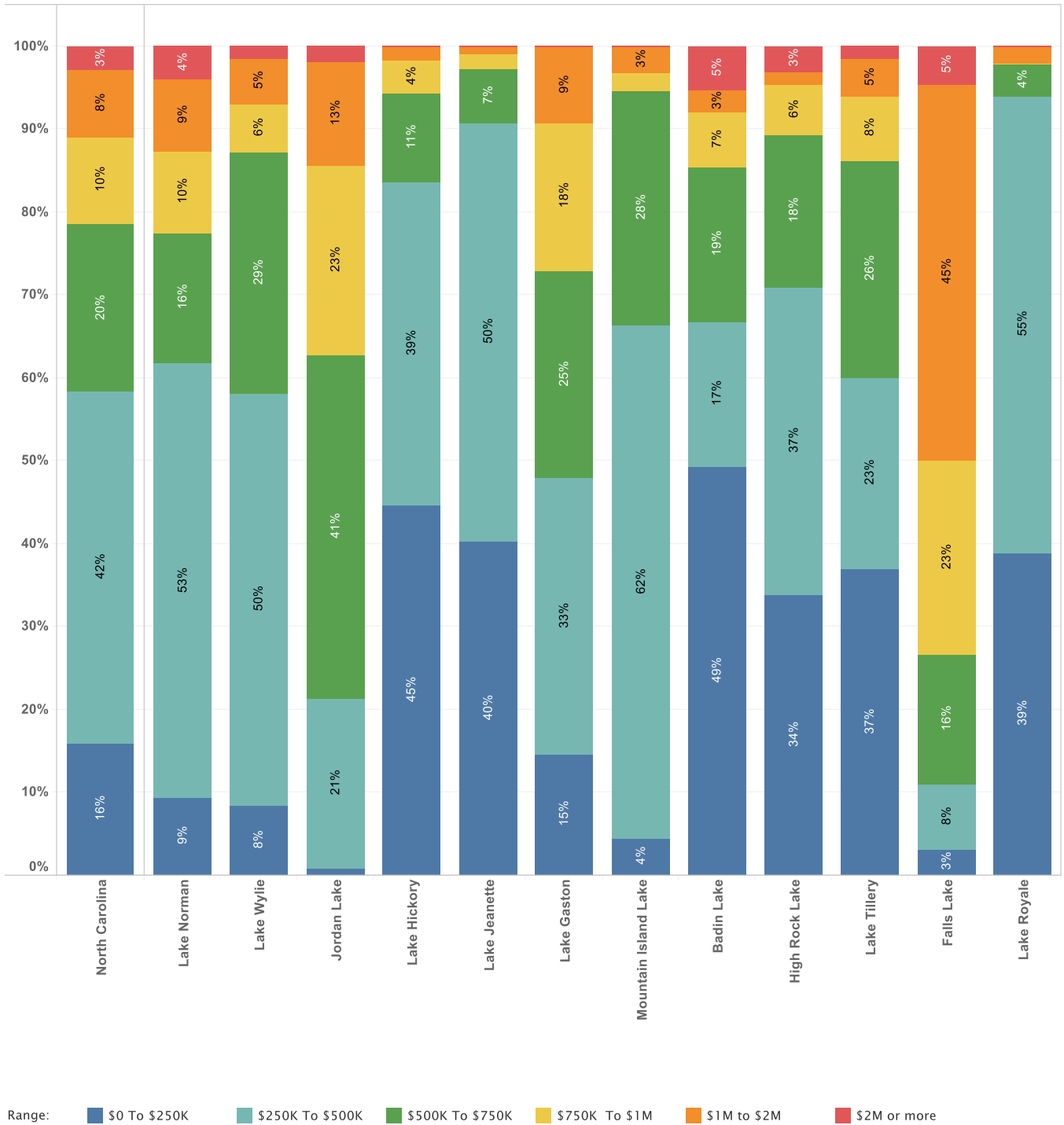
1. Blewett Falls Lake	\$17,121
2. Lake Townsend	\$25,289
3. Lake Lookout	\$27,392
4. Lake Mayo	\$27,408
5. Hickory Nut Lower Lake	\$33,008
6. Lake Adger	\$36,109
7. Bald Mountain Lake	\$36,129
8. High Rock Lake	\$38,634
9. Lake Tiroga	\$46,189
10. W Kerr Scott Reservoir	\$49,999

Listings of 10 Acres or More

1. Lake Michie	\$5,564
2. High Rock Lake	\$10,150
3. Lake Summit	\$15,907
4. Lake Toxaway	\$16,033
5. Badin Lake	\$17,780

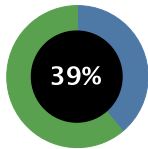
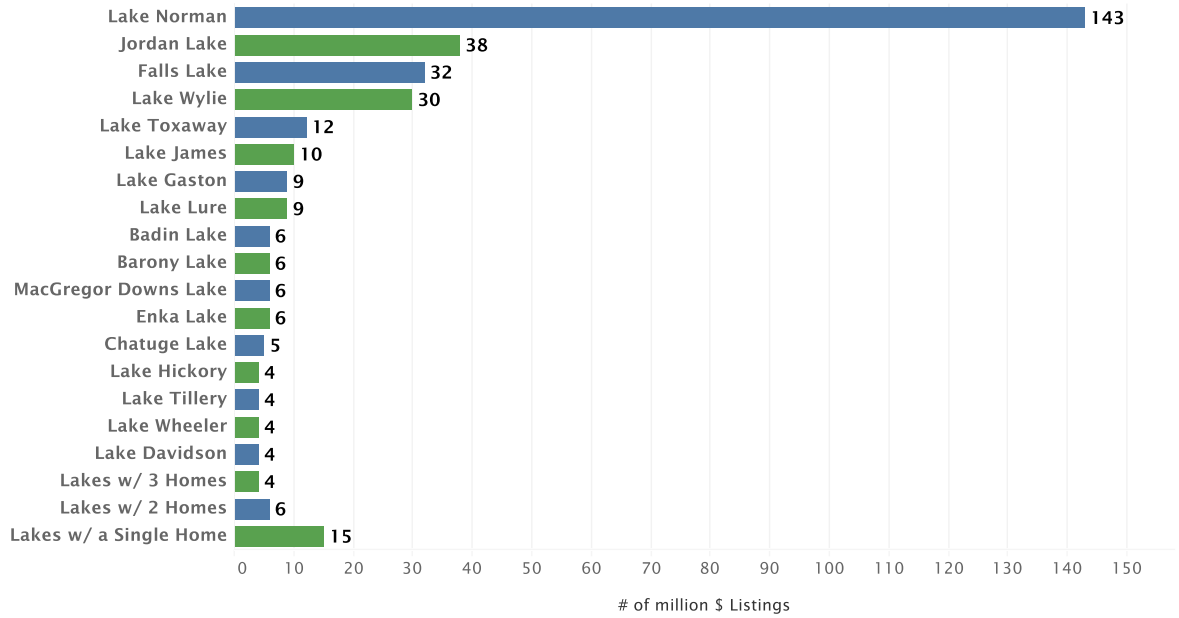
* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the North Carolina Market 2021Q2



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2021Q2

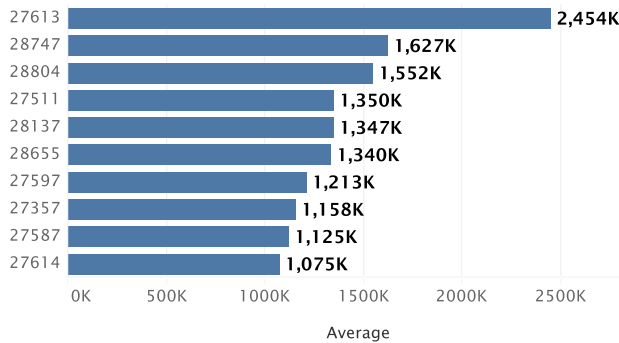


of \$1M+ Homes in North Carolina are on Lake Norman

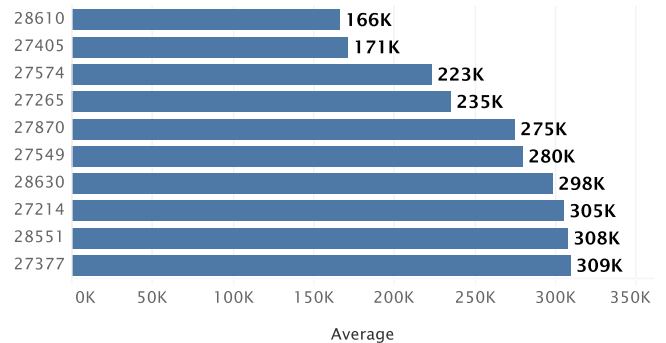
Total Number of \$1M+ Homes

367

Most Expensive ZIP Codes 2021Q2



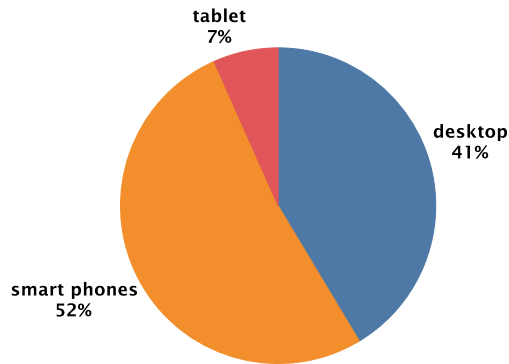
Most Affordable ZIP Codes 2021Q2



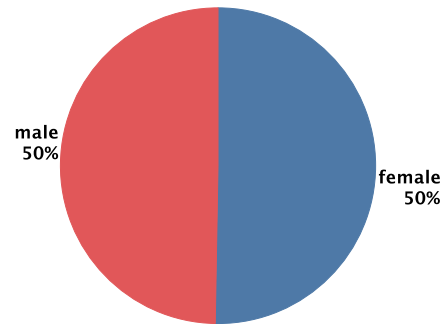
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Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

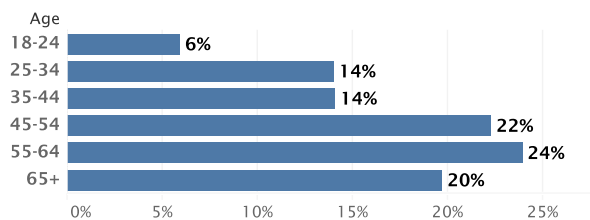


56% of potential buyers come from outside North Carolina

Atlanta

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

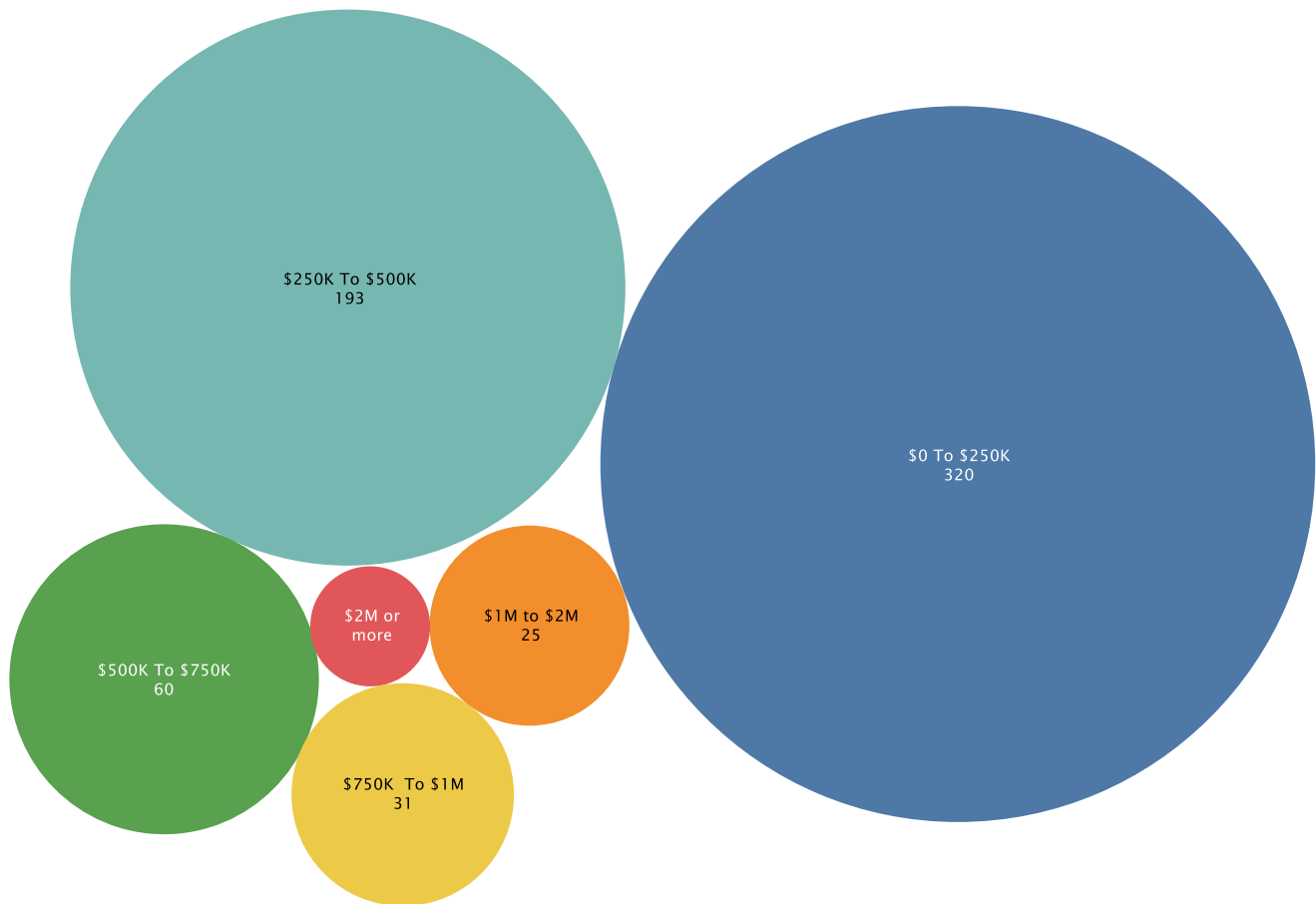
- New York, NY
- Washington DC (Hagerstown MD)
- Greenville-Spartanburg-Asheville-Anderson
- Norfolk-Portsmouth-Newport News, VA
- Chicago, IL
- Philadelphia, PA
- Richmond-Petersburg, VA
- Nashville, TN
- Tampa-St. Petersburg (Sarasota), FL



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OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2021Q2



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 continues to offer homes priced at all levels, including 67% of Oklahoma's million-dollar plus homes.

Largest Markets

1. Grand Lake	\$113,372,495	24.2%	6. Tenkiller Lake	\$17,464,976	3.7%
2. Lake Texoma*	\$110,966,562	23.7%	7. Oologah Lake	\$17,411,589	3.7%
3. Lake Eufaula	\$77,725,704	16.6%	8. Lake Hudson	\$17,346,099	3.7%
4. Keystone Lake	\$41,054,565	8.8%	9. Fort Gibson Lake	\$17,220,795	3.7%
5. Skiatook Lake	\$29,953,832	6.4%	10. Lake Claremore	\$8,801,595	1.9%

Total Oklahoma Market:

\$468,934,107

Largest Home Markets

1. Grand Lake	\$85,479,051	31.5%
2. Lake Eufaula	\$49,357,099	18.2%
3. Lake Texoma*	\$48,869,793	18.0%
4. Keystone Lake	\$14,579,810	5.4%
5. Skiatook Lake	\$13,638,805	5.0%
6. Oologah Lake	\$13,290,649	4.9%
7. Fort Gibson Lake	\$10,989,100	4.1%
8. Lake Hudson	\$9,905,699	3.7%
9. Tenkiller Lake	\$8,327,499	3.1%
10. Lake Claremore	\$6,632,700	2.4%

Total Oklahoma Home Market:

\$271,263,705

Largest Land Markets

1. Lake Texoma*	\$59,080,869	34.6%
2. Grand Lake	\$25,366,444	14.9%
3. Keystone Lake	\$23,534,755	13.8%
4. Lake Eufaula	\$22,307,205	13.1%
5. Skiatook Lake	\$14,741,127	8.6%
6. Tenkiller Lake	\$6,248,477	3.7%
7. Fort Gibson Lake	\$5,054,295	3.0%
8. Lake Hudson	\$4,201,400	2.5%
9. Oologah Lake	\$4,030,940	2.4%
10. Copan Lake	\$2,418,600	1.4%

Total Oklahoma Land Market:

\$170,601,802

Lake Eufaula grew from \$41 million in spring 2021 to \$49 million in summer 2021, a 20.5% increase.

Most Expensive Homes

1. Lake Texoma	\$716,967
2. Grand Lake	\$697,910
3. Oologah Lake	\$446,788
4. Lake Eufaula	\$361,818
5. Lake Claremore	\$349,089

Most Affordable Homes

1. Copan Lake	\$188,958
2. Fort Gibson Lake	\$202,390
3. Keystone Lake	\$246,689
4. Lake Hudson	\$260,526
5. Skiatook Lake	\$305,522
6. Tenkiller Lake	\$309,715

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

Most Listings

1. Lake Texoma*	415	22.1%	6. Tenkiller Lake	140	7.4%
2. Lake Eufaula	410	21.8%	7. Fort Gibson Lake	90	4.8%
3. Grand Lake	276	14.7%	8. Lake Hudson	86	4.6%
4. Keystone Lake	162	8.6%	9. Oologah Lake	57	3.0%
5. Skiatook Lake	143	7.6%	10. Copan Lake	38	2.0%

Total Oklahoma Listings: 1,880

Most Homes Available

1. Lake Eufaula	161	22.3%
2. Grand Lake	131	18.2%
3. Lake Texoma*	116	16.1%
4. Keystone Lake	65	9.0%
5. Fort Gibson Lake	55	7.6%
6. Skiatook Lake	45	6.2%
7. Lake Hudson	41	5.7%
8. Oologah Lake	32	4.4%
9. Tenkiller Lake	28	3.9%
10. Lake Claremore	19	2.6%

Total Oklahoma Home Listings: 721

Most Land Available

1. Lake Texoma*	287	26.2%
2. Lake Eufaula	234	21.4%
3. Grand Lake	141	12.9%
4. Tenkiller Lake	109	9.9%
5. Skiatook Lake	94	8.6%
6. Keystone Lake	93	8.5%
7. Lake Hudson	39	3.6%
8. Fort Gibson Lake	27	2.5%
9. Oologah Lake	24	2.2%
10. Copan Lake	21	1.9%

Total Oklahoma Land Listings: 1,096

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Grand Lake	\$114,027
2. Lake Texoma	\$89,002
3. Lake Eufaula	\$80,395
4. Skiatook Lake	\$59,002

Listings of 10 Acres or More

1. Grand Lake	\$16,023
2. Lake Texoma	\$11,169
3. Fort Gibson Lake	\$8,774
4. Keystone Lake	\$7,663
5. Skiatook Lake	\$7,168

Most Affordable Land per Acre

Listings of Less Than 10 Acres

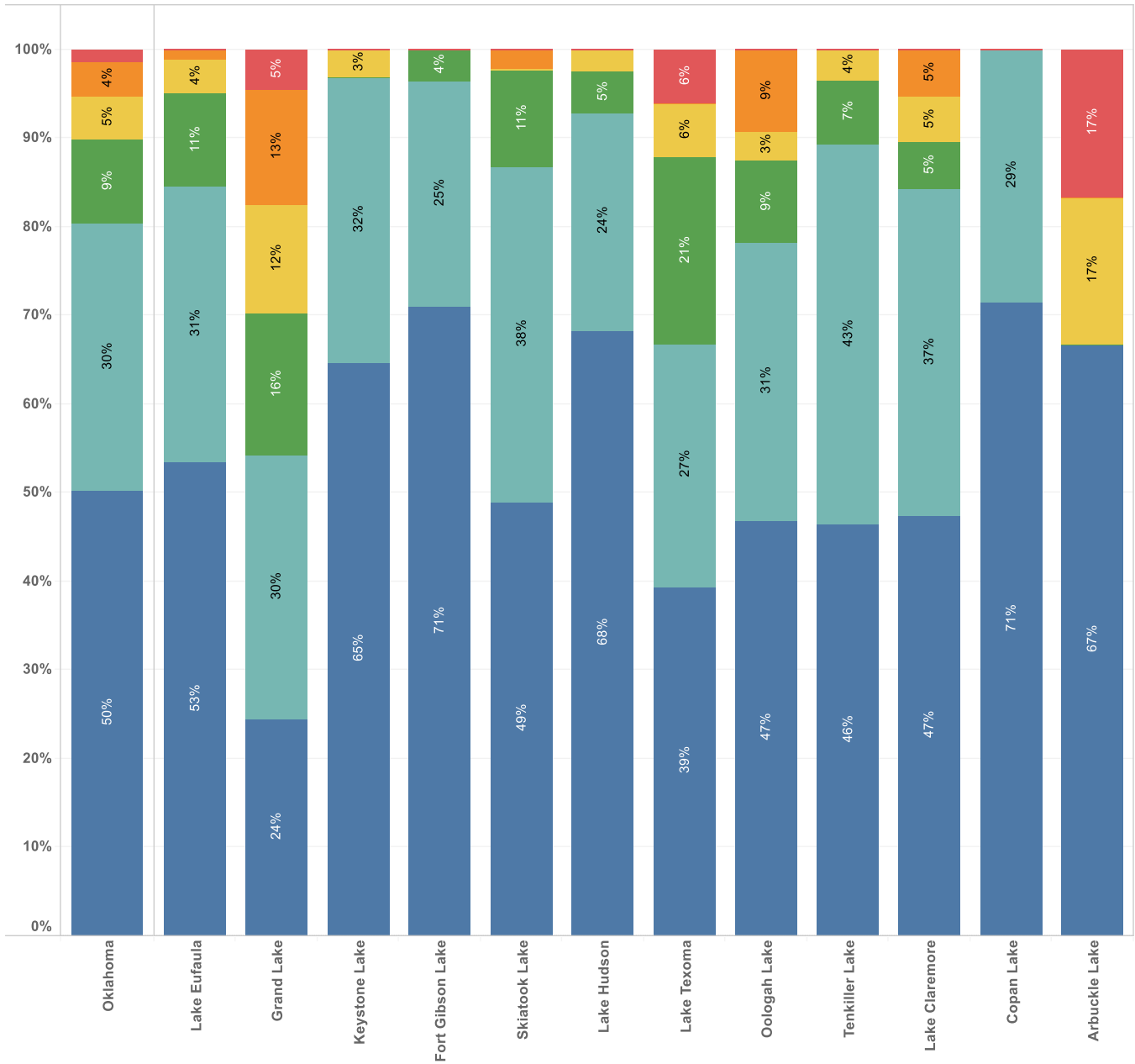
1. Tenkiller Lake	\$27,122
2. Fort Gibson Lake	\$28,032
3. Copan Lake	\$33,403
4. Lake Hudson	\$42,069
5. Keystone Lake	\$43,806

Listings of 10 Acres or More

1. Tenkiller Lake	\$1,794
2. Copan Lake	\$3,387
3. Lake Eufaula	\$3,562
4. Lake Hudson	\$4,943
5. Oologah Lake	\$5,071

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

Price Breakdown by Percentage of Homes in the Oklahoma Market 2021Q2



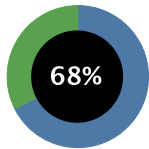
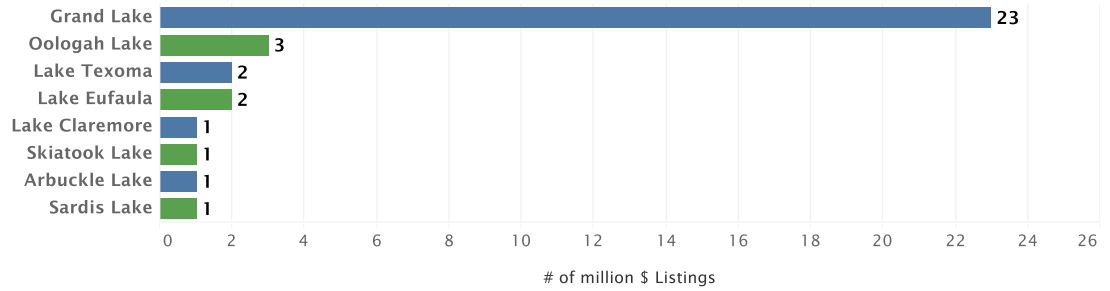
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2021Q2

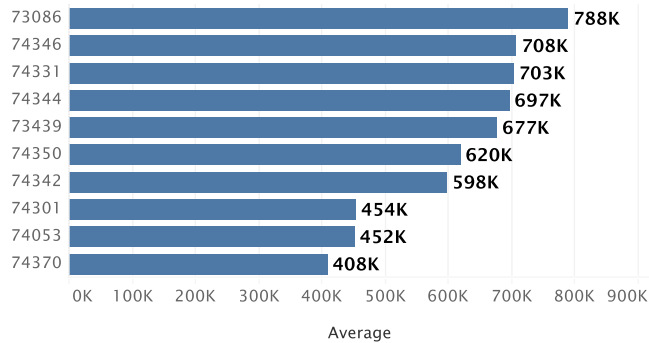


of \$1M+ Homes in Oklahoma are on Grand Lake

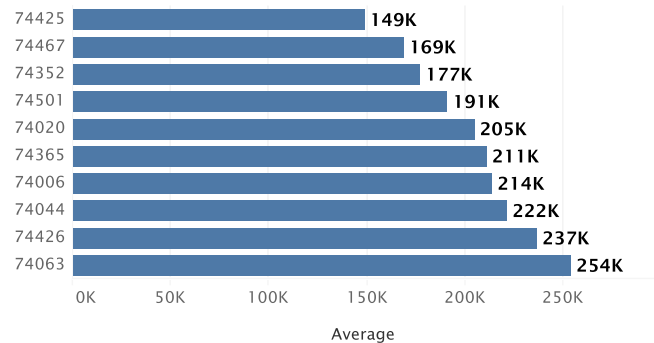
Total Number of \$1M+ Homes

34

Most Expensive ZIP Codes 2021Q2



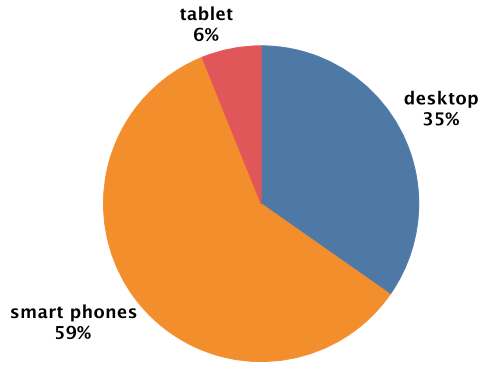
Most Affordable ZIP Codes 2021Q2



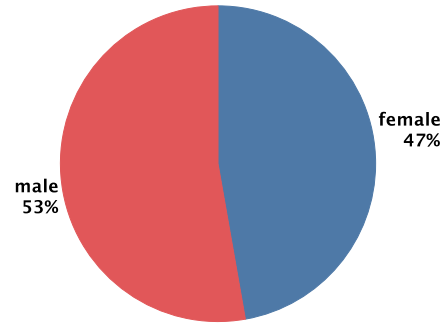
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Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

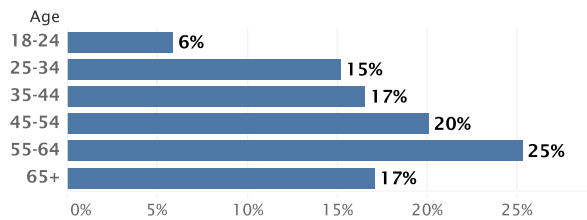


59% of potential buyers come from outside Oklahoma

Dallas-Ft. Worth

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

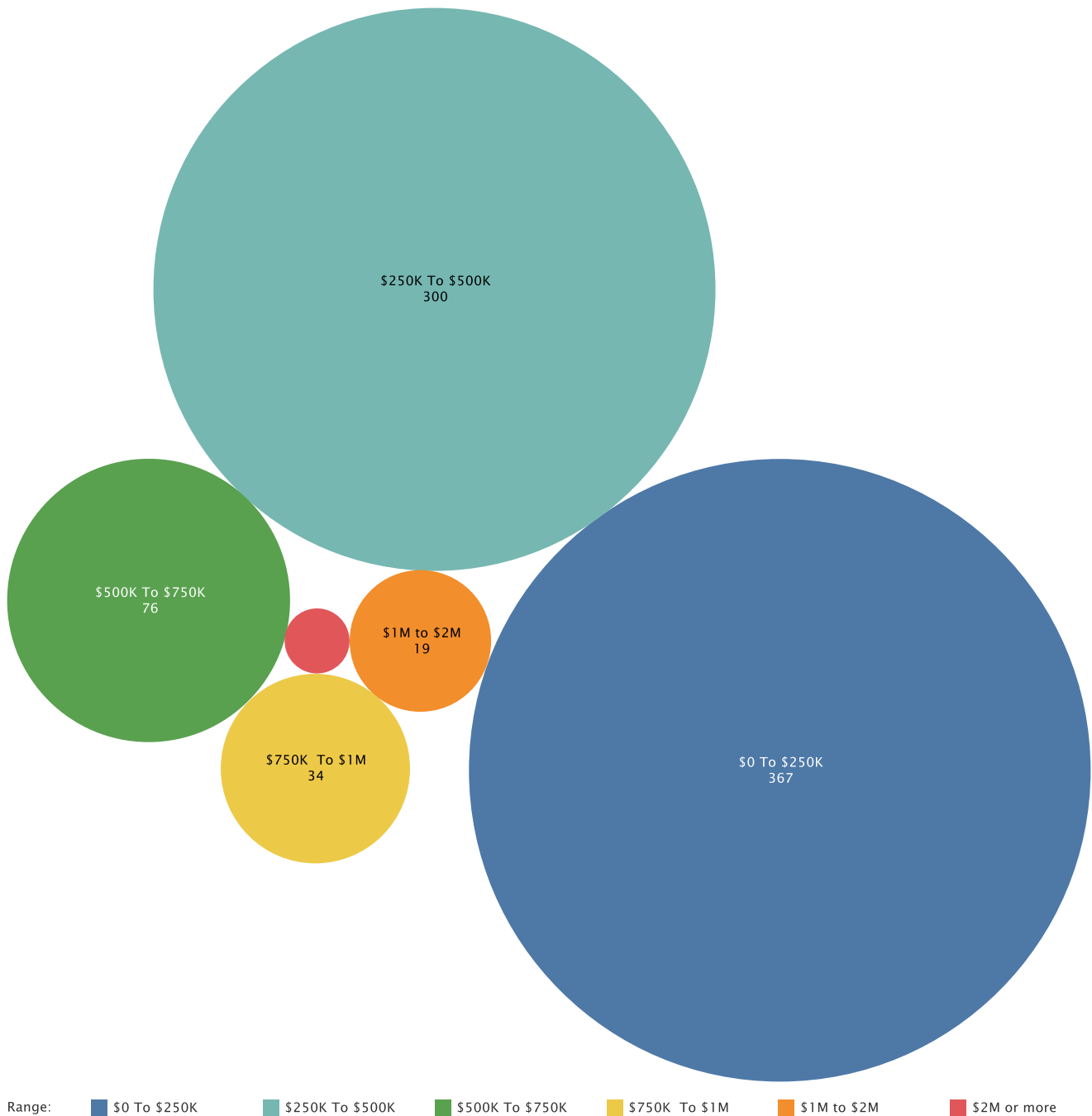
- Wichita-Hutchinson, KS
- Houston, TX
- Kansas City, MO
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Denver, CO
- Los Angeles, CA
- Chicago, IL
- Joplin MO-Pittsburg, KS
- Austin, TX



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PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2021Q2



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



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Pennsylvania

Lake Wallenpaupack increased its market size by \$17.5 million (46%) from the spring 2021 report

Largest Markets

1. Lake Wallenpaupack	\$55,905,332	17.1%	6. Lake Harmony - Split Rock	\$8,168,400	2.5%
2. Lake Erie	\$28,631,500	8.7%	7. Springton Reservoir	\$7,932,800	2.8%
3. Westcolang Lake	\$11,059,570	3.4%	8. Lake Naomi	\$7,648,756	2.3%
4. Roamingwood Lake	\$10,743,948	3.3%	9. Edinboro Lake	\$7,060,000	2.2%
5. Pocono Country Place	\$9,046,400	2.8%	10. Arrowhead Lakes	\$6,314,405	1.9%

Total Pennsylvania Market:

\$327,618,410

Largest Home Markets

1. Lake Wallenpaupack	\$48,076,197	16.9%
2. Lake Erie	\$25,901,100	9.1%
3. Westcolang Lake	\$10,539,571	3.7%
4. Roamingwood Lake	\$10,500,498	3.7%
5. Pocono Country Place	\$8,915,400	3.1%
6. Springton Reservoir	\$7,932,800	2.8%
7. Lake Harmony - Split Rock	\$7,711,400	2.7%
8. Lake Meade	\$6,171,499	2.2%
9. Lake Naomi	\$6,157,156	2.2%
10. Arrowhead Lakes	\$6,079,105	2.1%

Total Pennsylvania Home Market:

\$283,680,534

Largest Land Markets

1. Lake Wallenpaupack	\$7,829,135	17.8%
2. Edinboro Lake	\$3,841,900	8.7%
3. Lake Erie	\$2,730,400	6.2%
4. Greenwood Acres	\$2,580,000	5.9%
5. Lake Naomi	\$1,491,600	3.4%
6. Towamensing Trails	\$1,418,001	3.2%
7. Delaware River*	\$1,293,400	2.9%
8. Beltzville Lake	\$1,279,800	2.9%
9. Lewis Lake - Herrick Twp	\$1,148,500	2.6%
10. East Park Reservoir	\$1,094,400	2.5%

Total Pennsylvania Land Market:

\$43,937,876

Lake Wallenpaupack has 30% of Pennsylvania's million-dollar homes.

Most Expensive Homes

1. Springton Reservoir	\$793,280
2. Lake Naomi	\$559,741
3. Lake Harmony - Split Rock	\$481,963
4. Lake Wallenpaupack	\$480,762
5. Delaware River	\$397,500
6. Lake Meade	\$385,719
7. Westcolang Lake	\$376,413
8. Tink Wig Lake	\$365,120
9. Lake Erie	\$364,804
10. Conneaut Lake	\$355,500

Most Affordable Homes

1. Pymatuning Lake	\$137,561
2. Pocono Country Place	\$181,947
3. Indian Mountain Lakes	\$242,116
4. Edinboro Lake	\$247,546
5. Roamingwood Lake	\$262,512
6. Locust Lake	\$284,770
7. Stillwater Lake	\$285,955
8. Arrowhead Lakes	\$289,481
9. Towamensing Trails	\$322,136
10. Big Bass Lake	\$331,690

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

Most Listings

1. Lake Wallenpaupack	172	10.9%	6. Pocono Country Place	54	3.4%
2. Towamensing Trails	107	6.8%	7. Big Bass Lake	45	2.9%
3. Lake Erie	90	5.7%	8. Edinboro Lake	43	2.7%
4. Indian Mountain Lakes	69	4.4%	9. Westcolang Lake	41	2.6%
5. Roamingwood Lake	62	3.9%	10. Tink Wig Lake	40	2.5%

Total Pennsylvania Listings:

1,577

Most Homes Available

1. Lake Wallenpaupack	100	12.5%
2. Lake Erie	71	8.9%
3. Pocono Country Place	49	6.1%
4. Roamingwood Lake	40	5.0%
5. Westcolang Lake	28	3.5%
6. Arrowhead Lakes	21	2.6%
7. Pymatuning Lake	20	2.5%
8. Indian Mountain Lakes	19	2.4%
9. Lake Harmony - Split Rock	16	2.0%
9. Lake Meade	16	2.0%

Total Pennsylvania Home Listings:

800

Most Land Available

1. Towamensing Trails	93	12.0%
2. Lake Wallenpaupack	72	9.3%
3. Indian Mountain Lakes	50	6.4%
4. Big Bass Lake	35	4.5%
5. Edinboro Lake	30	3.9%
5. Tink Wig Lake	30	3.9%
7. Greenwood Acres	29	3.7%
8. Crystal Lake	25	3.2%
9. Woodledge Lake	23	3.0%
10. Roamingwood Lake	22	2.8%

Total Pennsylvania Land Listings:

777

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Naomi	\$212,479
2. Stillwater Lake	\$104,529
3. Lake Erie	\$85,729
4. Greenwood Acres	\$79,950
5. Arrowhead Lakes	\$72,623
6. Lake Wallenpaupack	\$59,688
7. Westcolang Lake	\$59,225
8. Locust Lake	\$53,408
9. Edinboro Lake	\$48,081
10. Brier Crest Woods	\$37,753

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

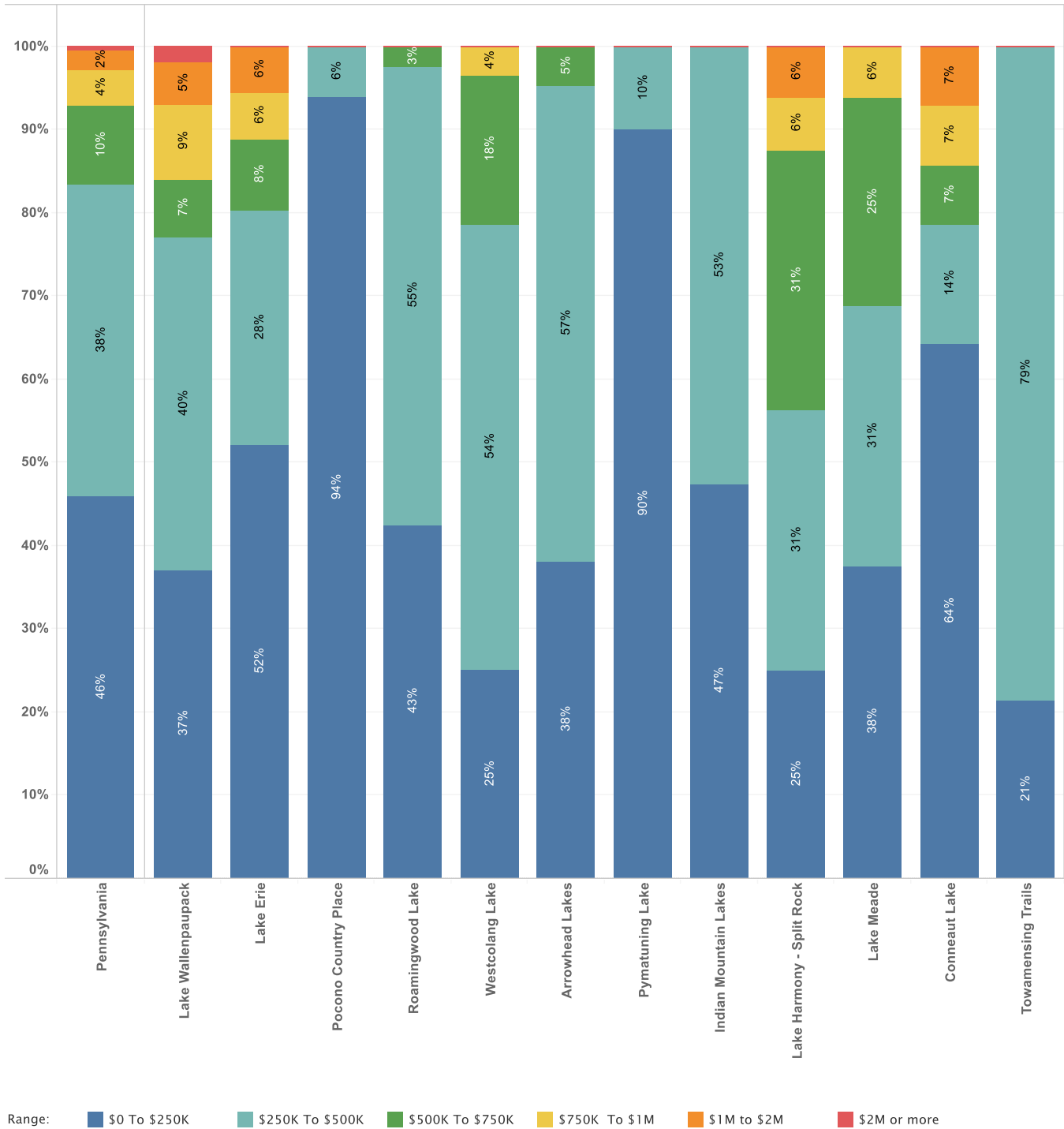
1. Tink Wig Lake	\$12,240
2. Conashaugh Lake	\$15,660
3. Roamingwood Lake	\$16,743
4. Paupackan Lake	\$18,124
5. Lake Watawga	\$20,463
6. Big Bass Lake	\$23,243
7. Walker Lake	\$23,460
8. Indian Mountain Lakes	\$23,516
9. Holiday Pocono	\$24,874
10. Crystal Lake	\$25,029

Listings of 10 Acres or More

1. Edinboro Lake	\$18,532
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

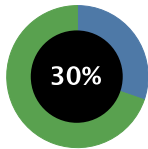
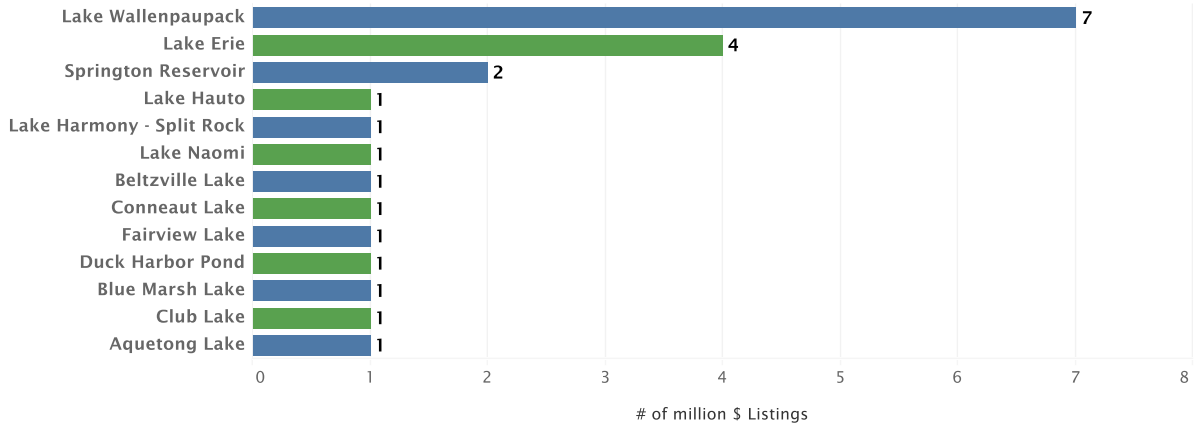
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2021Q2



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Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2021Q2

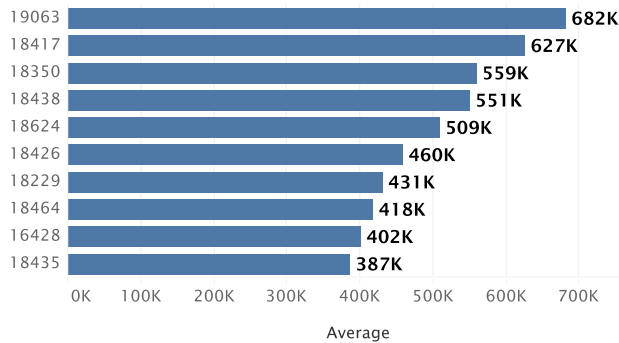


of \$1M+ Homes in Pennsylvania are on Lake Wallenpaupack

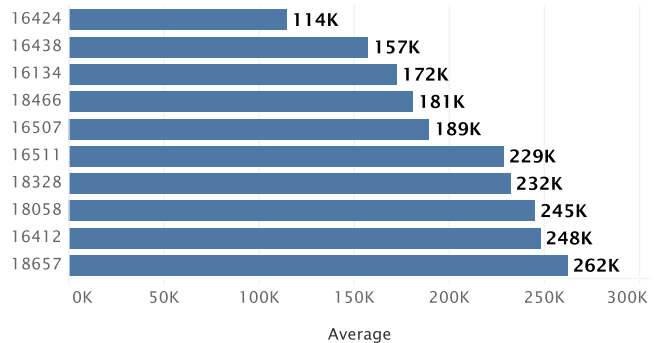
Total Number of \$1M+ Homes

23

Most Expensive ZIP Codes 2021Q2



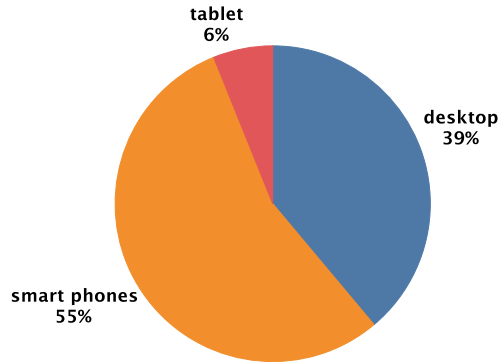
Most Affordable ZIP Codes 2021Q2



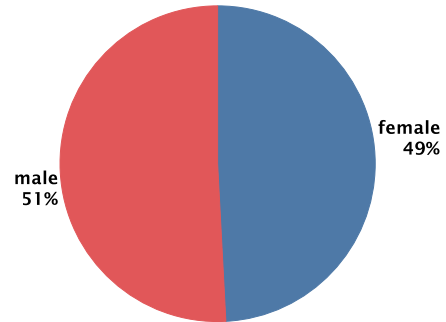
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Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

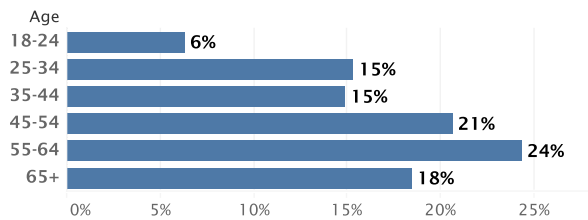


55% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

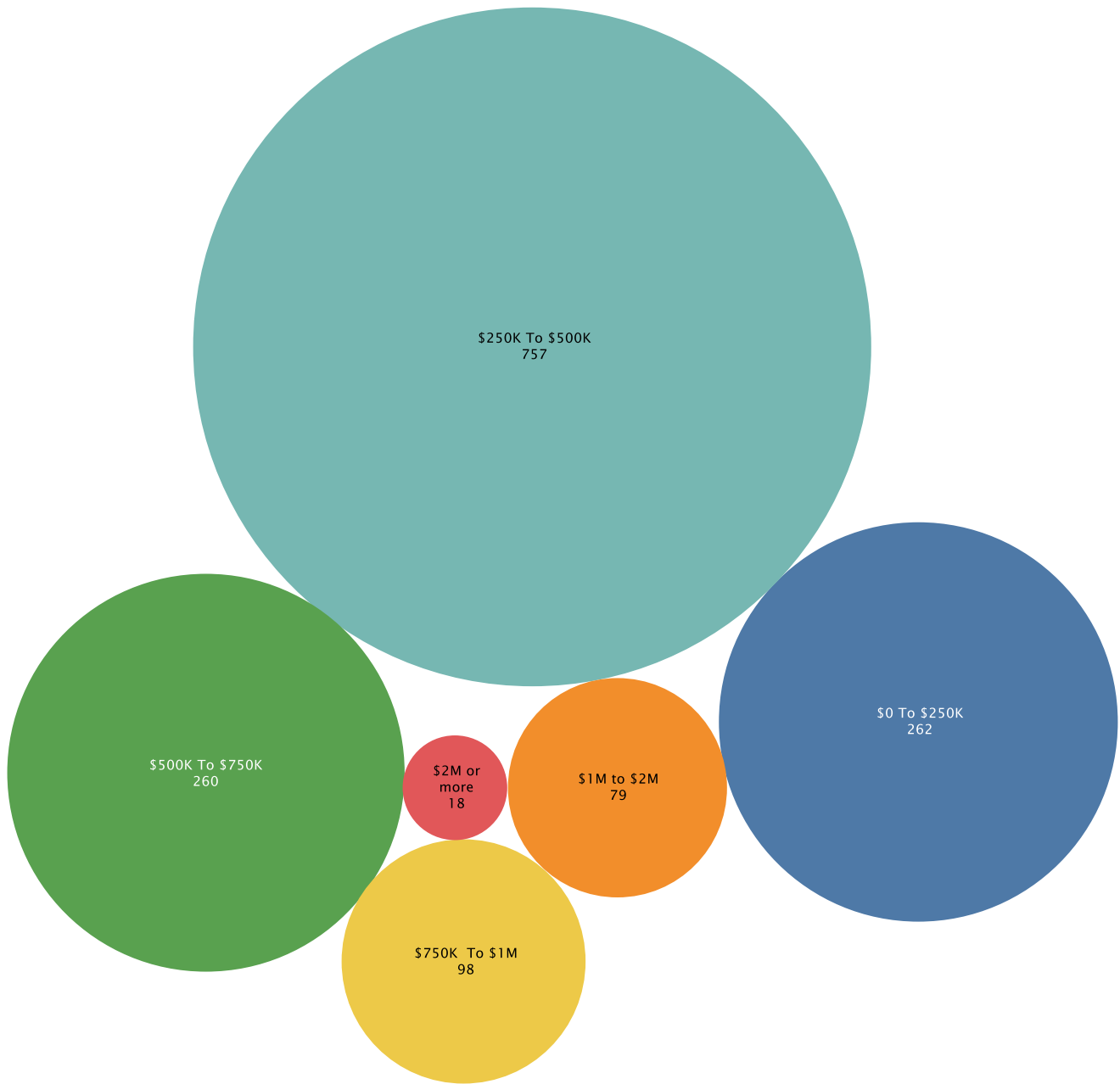
- Washington DC (Hagerstown MD)
- Baltimore, MD
- Cleveland-Akron (Canton), OH
- Binghamton, NY
- Columbus, OH
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Boston MA-Manchester, NH
- Orlando-Daytona Beach-Melbourne, FL



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SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2021Q2



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



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South Carolina

Lake Wylie has increased its market size to \$571.6 million from \$471.2 million in the spring 2021 report.

Largest Markets

1. Lake Wylie*	\$571,644,652	39.7%	6. Thurmond Lake*	\$53,932,100	3.8%
2. Lake Keowee	\$236,061,574	16.5%	7. Lake Greenwood	\$36,854,109	2.6%
3. Lake Hartwell*	\$176,630,121	12.3%	8. Lake Wateree	\$26,449,065	1.8%
4. Lake Murray	\$136,633,374	9.6%	9. Lake Carolina	\$24,867,733	1.7%
5. Lake Marion	\$67,617,420	4.7%	10. Lake Robinson	\$13,142,050	0.9%

Total South Carolina Market:

\$1,438,379,282

Largest Home Markets

1. Lake Wylie*	\$507,837,554	48.9%
2. Lake Keowee	\$123,155,598	11.9%
3. Lake Hartwell*	\$111,312,440	10.7%
4. Lake Murray	\$100,674,234	9.7%
5. Lake Marion	\$36,743,985	3.5%
6. Thurmond Lake*	\$24,776,970	2.4%
7. Lake Carolina	\$22,505,783	2.2%
8. Lake Greenwood	\$22,176,410	2.1%
9. Lake Wateree	\$14,932,790	1.4%
10. Lake Robinson	\$10,997,350	1.1%

Total South Carolina Home Market:

\$1,038,181,846

Largest Land Markets

1. Lake Keowee	\$112,905,976	28.8%
2. Lake Wylie*	\$62,607,098	16.0%
3. Lake Hartwell*	\$61,608,681	15.7%
4. Lake Murray	\$35,959,140	9.2%
5. Thurmond Lake*	\$29,155,130	7.4%
6. Lake Marion	\$27,876,635	7.1%
7. Lake Greenwood	\$14,327,699	3.7%
8. Lake Wateree	\$11,516,275	2.9%
9. Lake Jocassee	\$6,632,000	1.7%
10. Lake Moultrie	\$4,537,700	1.2%

Total South Carolina Land Market:

\$391,941,636

Lake Keowee retains the top spot in the Largest Land Markets.

Most Expensive Homes

1. Lake Keowee	\$1,118,415
2. Lake Murray	\$540,575
3. Lake Wateree	\$506,423
4. Lake Wylie	\$480,897
5. Lyman Lake	\$468,262
6. Lake Greenwood	\$457,043
7. Lake Hartwell	\$443,522

Most Affordable Homes

1. Thurmond Lake	\$316,669
2. Lake Robinson	\$336,792
3. Lake Moultrie	\$337,180
4. Lake Marion	\$357,720
5. Forest Lake	\$392,800
6. Lake Carolina	\$401,889
7. Fishing Creek Lake	\$407,293
8. Lake Katherine	\$413,968

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

Most Listings

1. Lake Wylie*	1,206	25.6%	6. Lake Murray	338	7.2%
2. Lake Hartwell*	789	16.8%	7. Lake Greenwood	221	4.7%
3. Lake Keowee	659	14.1%	8. Lake Wateree	119	2.5%
4. Thurmond Lake*	527	11.2%	9. Lake Carolina	83	1.8%
5. Lake Marion	344	7.3%	10. Lake Moultrie	59	1.3%

Total South Carolina Listings:

4,708

Most Homes Available

1. Lake Wylie*	978	48.0%
2. Lake Hartwell*	249	12.2%
3. Lake Murray	192	9.4%
4. Lake Marion	113	5.5%
5. Lake Keowee	111	5.4%
6. Thurmond Lake*	66	3.2%
7. Lake Carolina	56	2.7%
8. Lake Greenwood	51	2.5%
9. Lake Robinson	33	1.6%
9. Lake Wateree	33	1.6%

Total South Carolina Home Listings:

2,039

Most Land Available

1. Lake Keowee	548	20.7%
2. Lake Hartwell*	535	20.2%
3. Thurmond Lake*	461	17.4%
4. Lake Wylie*	227	8.6%
5. Lake Marion	220	8.3%
6. Lake Greenwood	169	6.4%
7. Lake Murray	146	5.5%
8. Lake Wateree	86	3.2%
9. Richard B. Russell Lake*	37	1.4%
10. Lake Moultrie	34	1.3%

Total South Carolina Land Listings:

2,651

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Carolina	\$222,553
2. Lake Murray	\$182,704
3. Lake Wylie	\$148,714
4. Lake Keowee	\$108,010
5. Fishing Creek Lake	\$94,968
6. Lake Greenwood	\$82,594
7. Lake Becky	\$79,488

Listings of 10 Acres or More

1. Lake Keowee	\$65,235
2. Lake Wylie	\$36,927

Most Affordable Land per Acre

Listings of Less Than 10 Acres

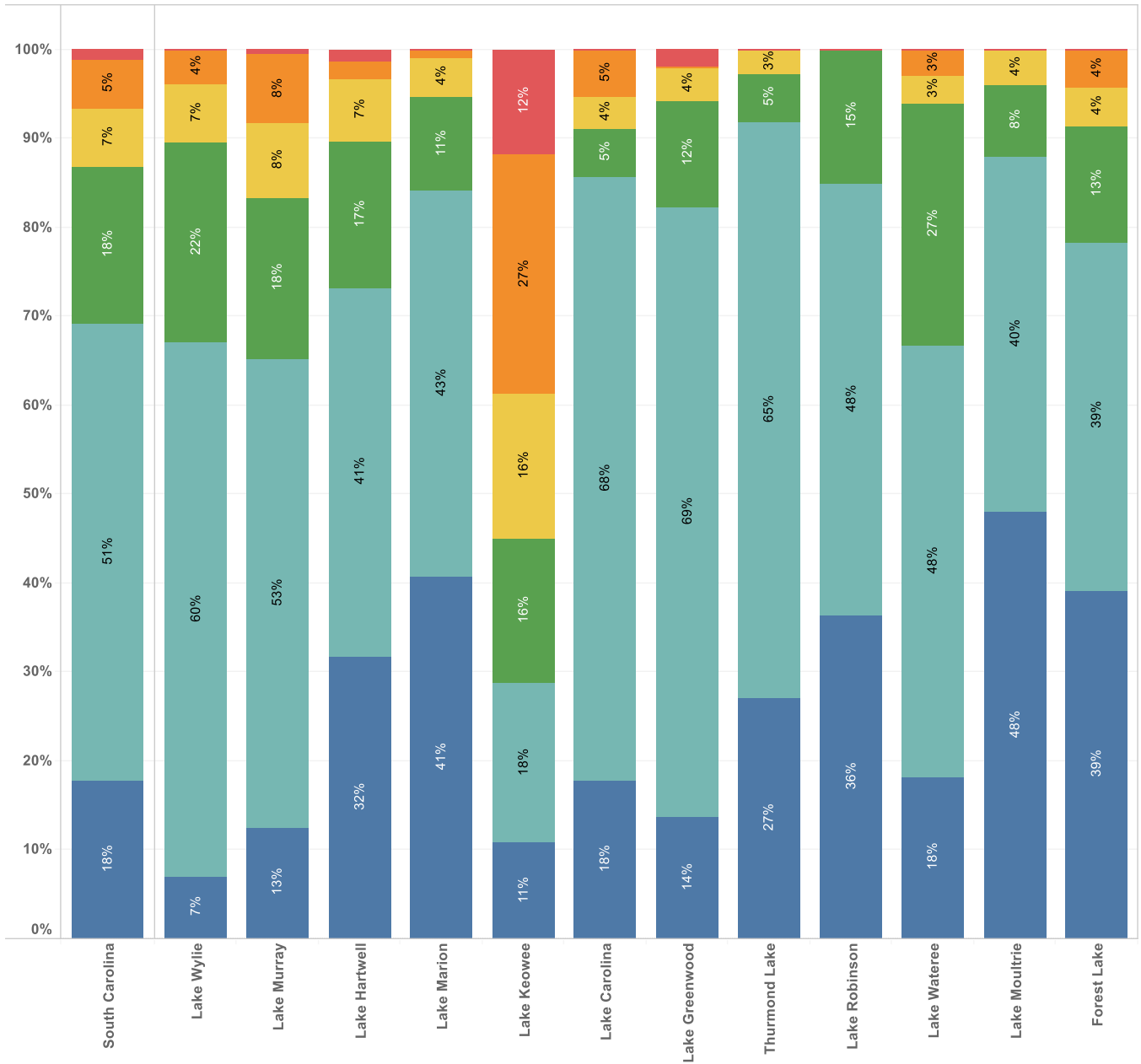
1. Broadway Lake	\$19,579
2. Lake Wateree	\$42,124
3. Thurmond Lake	\$50,294
4. Lake Marion	\$52,008
5. Lake Secession	\$54,921
6. Lake Hartwell	\$68,204
7. Lake Moultrie	\$70,446

Listings of 10 Acres or More

1. Lake Wateree	\$12,829
2. Lake Marion	\$15,926
3. Lake Hartwell	\$24,992

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

Price Breakdown by Percentage of Homes in the South Carolina Market 2021Q2



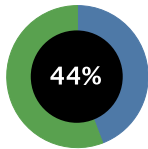
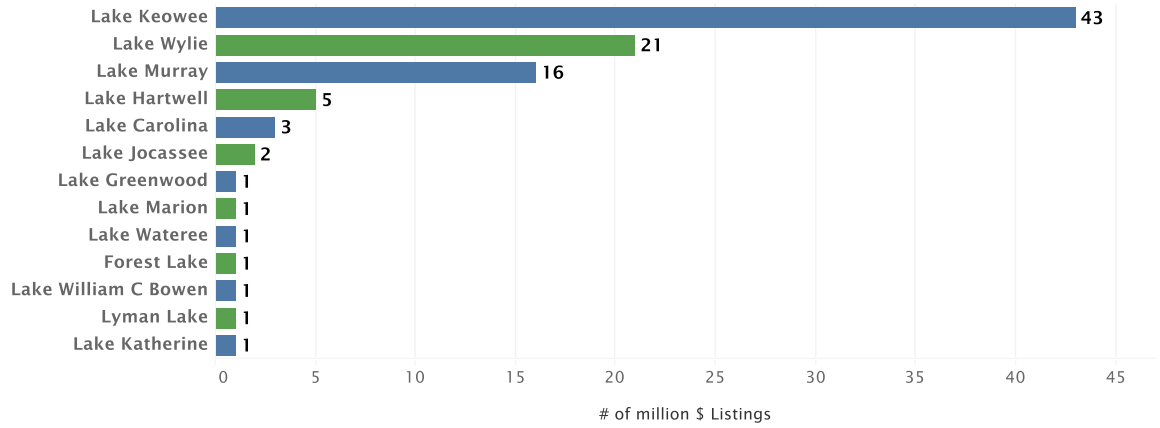
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2021Q2

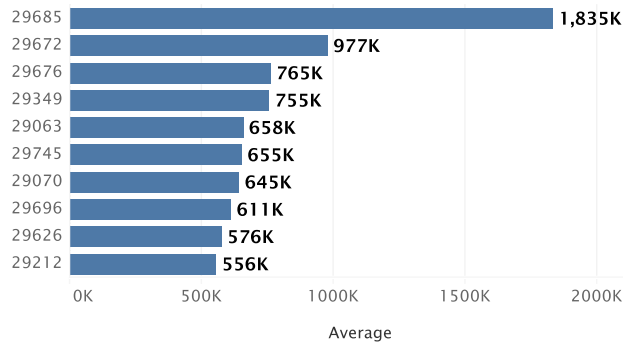


of \$1M+ Homes in South Carolina are on Lake Keowee

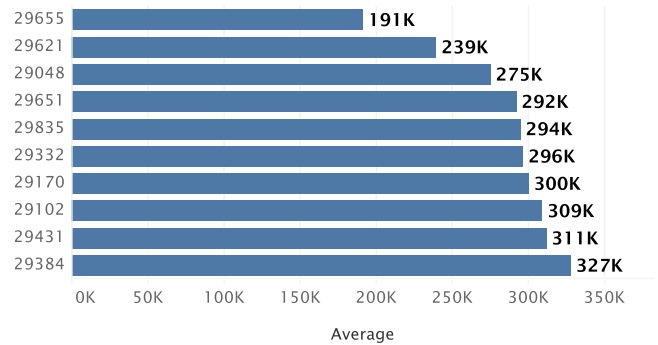
Total Number of \$1M+ Homes

97

Most Expensive ZIP Codes 2021Q2

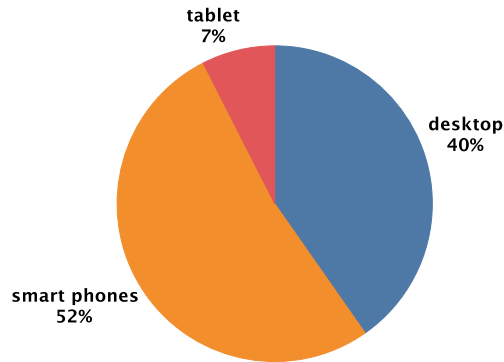


Most Affordable ZIP Codes 2021Q2

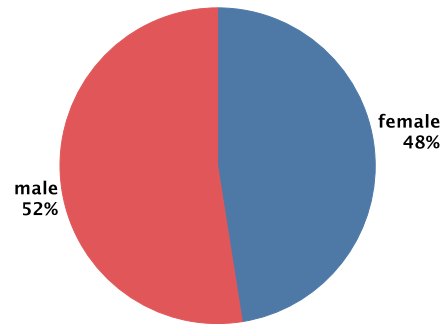


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

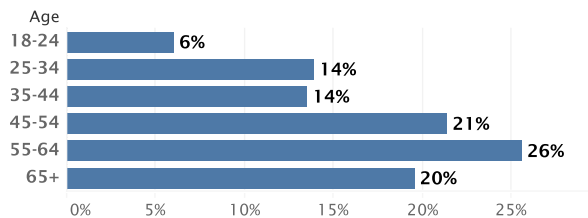


73% of potential buyers come from outside South Carolina

Charlotte

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

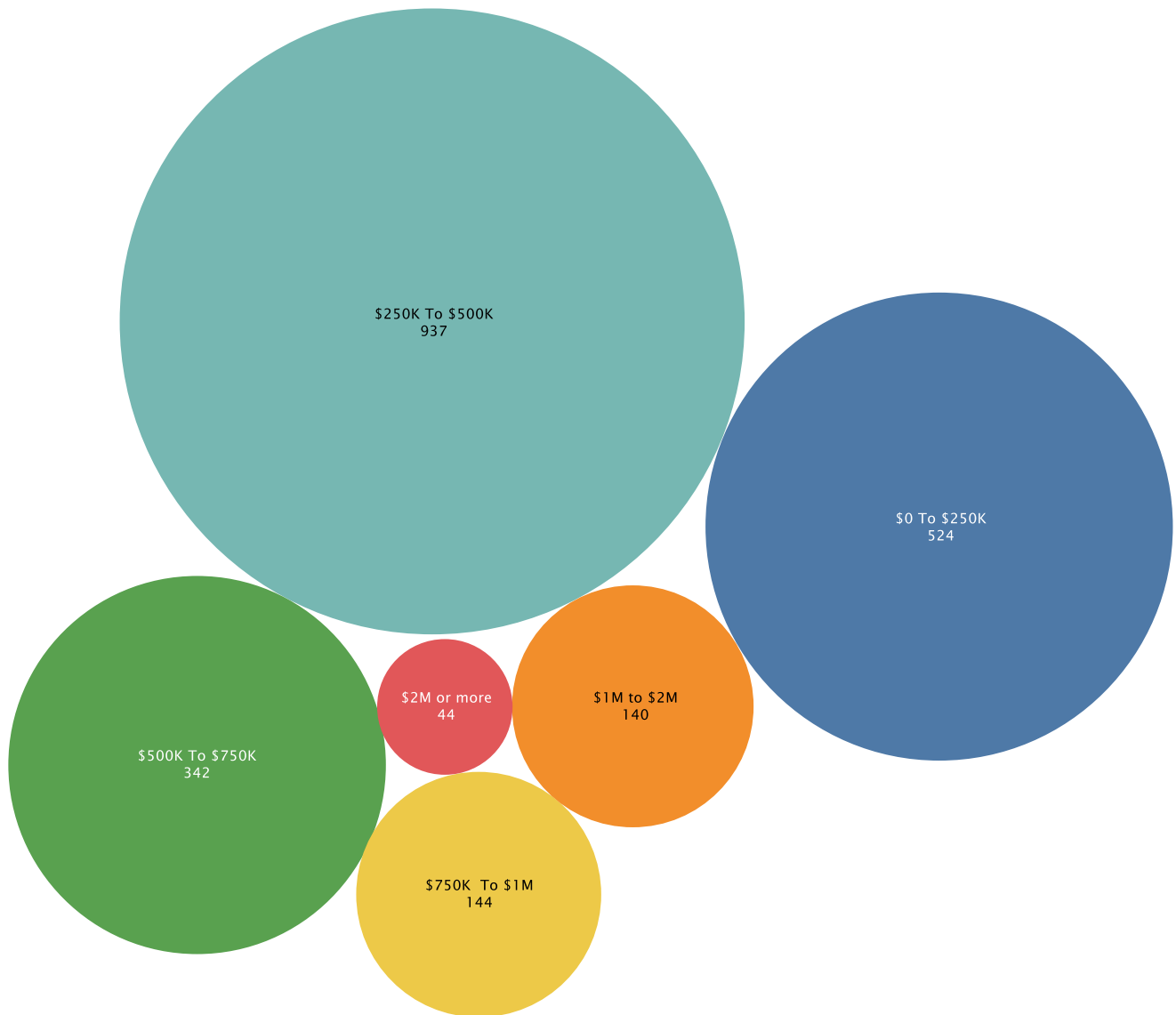
- Greenville-Spartanburg-Asheville-Anderson
- Atlanta, GA
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Washington DC (Hagerstown MD)
- Chicago, IL
- Philadelphia, PA
- Augusta, GA
- Savannah, GA



LAKE HOMES REALTY
LAKEHOMES.COM

TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2021Q2



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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Tennessee

Old Hickory Lake has increased its market size by \$46.4 million (15%) from the spring 2020 report.

Largest Markets

1. Old Hickory Lake	\$358,000,314	21.1%	6. J. Percy Priest Lake	\$91,910,624	5.4%
2. Fort Loudoun Lake	\$185,100,571	10.9%	7. Chickamauga Lake	\$80,712,846	4.8%
3. Watts Bar Lake	\$109,699,759	6.5%	8. Tims Ford Lake	\$71,565,254	4.2%
4. Tellico Lake	\$94,119,039	5.5%	9. Douglas Lake	\$69,167,219	4.1%
5. Nickajack Lake	\$91,961,374	5.4%	10. Norris Lake	\$66,088,250	3.9%

Total Tennessee Market:

\$1,697,923,017

Largest Home Markets

1. Old Hickory Lake	\$291,171,662	25.1%
2. Fort Loudoun Lake	\$145,804,122	12.6%
3. Nickajack Lake	\$76,129,775	6.6%
4. J. Percy Priest Lake	\$74,652,780	6.4%
5. Tims Ford Lake	\$59,704,784	5.2%
6. Tellico Lake	\$57,632,300	5.0%
7. Chickamauga Lake	\$55,930,099	4.8%
8. Watts Bar Lake	\$51,732,900	4.5%
9. Boone Lake	\$40,823,889	3.5%
10. Kentucky Lake*	\$39,731,698	3.4%

Total Tennessee Home Market:

\$1,158,043,859

Largest Land Markets

1. Old Hickory Lake	\$66,828,652	12.4%
2. Watts Bar Lake	\$57,966,859	10.7%
3. Fort Loudoun Lake	\$39,296,449	7.3%
4. Norris Lake	\$38,849,560	7.2%
5. Cherokee Lake	\$37,342,771	6.9%
6. Tellico Lake	\$36,486,739	6.8%
7. Douglas Lake	\$33,216,320	6.2%
8. Chickamauga Lake	\$24,782,747	4.6%
9. Boone Lake	\$23,299,958	4.3%
10. Kentucky Lake*	\$23,212,238	4.3%

Total Tennessee Land Market:

\$539,879,158

Despite retaining its top spot on the markets lists, Old Hickory Lake ranks 10th in Most Lands Available.

Most Expensive Homes

1. Fort Loudoun Lake	\$945,799
2. Watauga Lake	\$819,445
3. Dale Hollow Lake	\$725,952
4. Nickajack Lake	\$725,045
5. Tellico Lake	\$647,554
6. Chickamauga Lake	\$642,875
7. Cherokee Lake	\$575,067
8. Norris Lake	\$550,932
9. Center Hill Lake	\$526,809
10. Douglas Lake	\$522,401

Most Affordable Homes

1. Lake Catherine	\$230,924
2. Lake Barkley	\$262,750
3. Cordell Hull Lake	\$280,205
4. Fort Patrick Henry Lake	\$283,254
5. Lake Tansi	\$288,464
6. J. Percy Priest Lake	\$320,793
7. Saint George Lake	\$352,732
8. Melton Hill Lake	\$400,001
9. Boone Lake	\$412,363
10. Tims Ford Lake	\$446,161

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

Most Listings

1. Old Hickory Lake	706	10.8%	6. Kentucky Lake*	336	5.2%
2. Watts Bar Lake	626	9.6%	7. Lake Barkley*	303	4.7%
3. Cherokee Lake	570	8.8%	8. Douglas Lake	279	4.3%
4. Norris Lake	462	7.1%	9. Center Hill Lake	277	4.3%
5. Tellico Lake	412	6.3%	10. Fort Loudoun Lake	270	4.1%

Total Tennessee Listings:

6,512

Most Homes Available

1. Old Hickory Lake	565	25.0%
2. J. Percy Priest Lake	234	10.4%
3. Fort Loudoun Lake	156	6.9%
4. Tims Ford Lake	133	5.9%
5. Watts Bar Lake	109	4.8%
6. Nickajack Lake	105	4.7%
7. Boone Lake	99	4.4%
8. Tellico Lake	89	3.9%
9. Chickamauga Lake	87	3.9%
10. Kentucky Lake*	83	3.7%

Total Tennessee Home Listings:

2,258

Most Land Available

1. Cherokee Lake	522	12.3%
2. Watts Bar Lake	517	12.2%
3. Norris Lake	410	9.6%
4. Tellico Lake	323	7.6%
5. Kentucky Lake*	253	5.9%
6. Center Hill Lake	243	5.7%
7. Lake Barkley*	228	5.4%
8. Douglas Lake	208	4.9%
9. Chickamauga Lake	178	4.2%
10. Old Hickory Lake	141	3.3%

Total Tennessee Land Listings:

4,254

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Nickajack Lake	\$232,923
2. Old Hickory Lake	\$206,660
3. Tellico Lake	\$164,105
4. Fort Loudoun Lake	\$162,524
5. J. Percy Priest Lake	\$114,472
6. Cherokee Lake	\$82,653
7. French Broad River	\$80,739
8. Tims Ford Lake	\$75,130
9. Boone Lake	\$73,669
10. Lake Sherwood	\$72,062

Listings of 10 Acres or More

1. J. Percy Priest Lake	\$69,783
2. Melton Hill Lake	\$45,607
3. Old Hickory Lake	\$25,093
4. Douglas Lake	\$19,203
5. Boone Lake	\$16,061
6. Tims Ford Lake	\$12,115
7. Chickamauga Lake	\$11,478

Most Affordable Land per Acre

Listings of Less Than 10 Acres

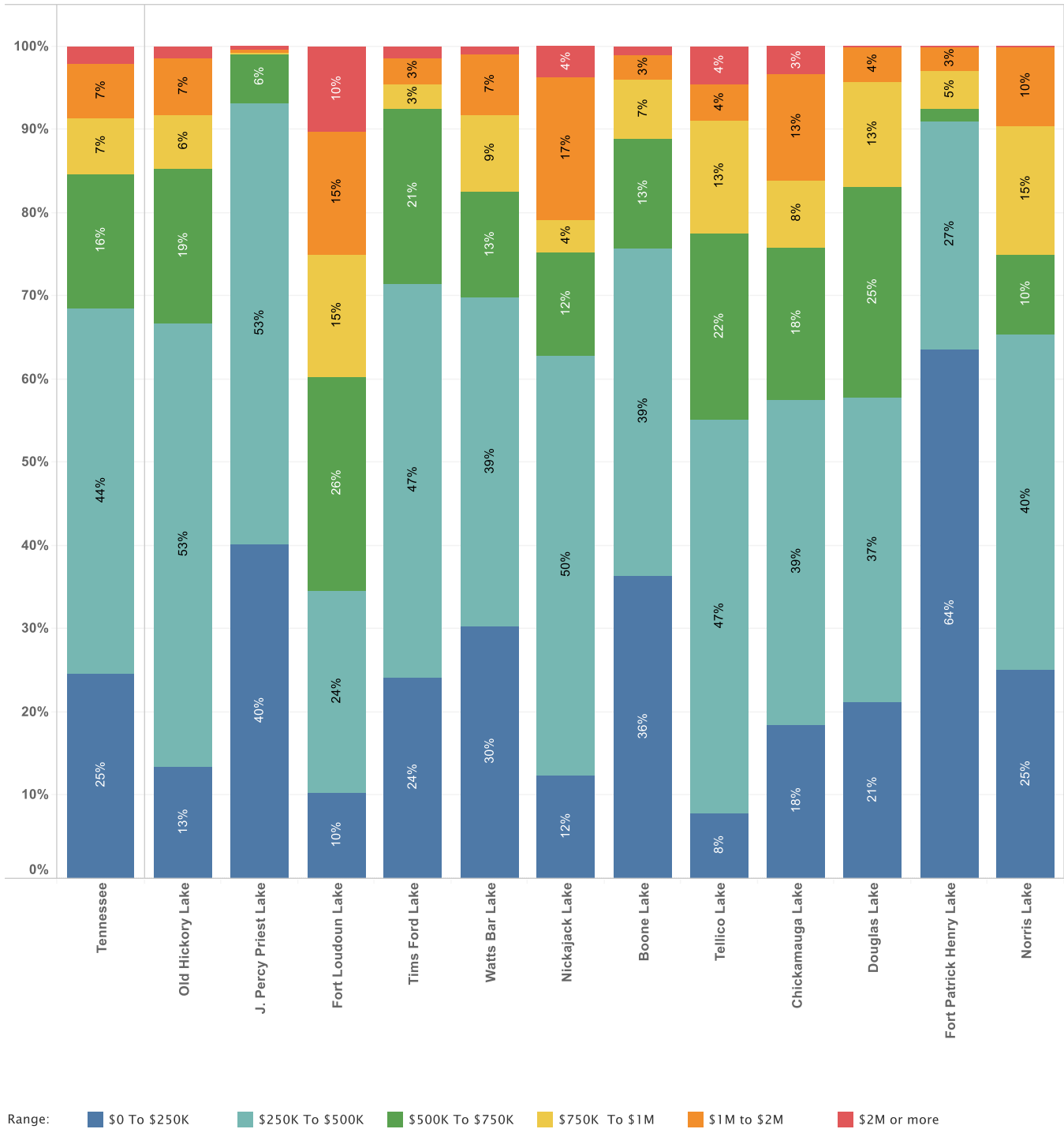
1. Cordell Hull Lake	\$15,557
2. Great Falls Lake	\$18,558
3. Lake Barkley	\$22,400
4. Dale Hollow Lake	\$28,012
5. Center Hill Lake	\$31,873
6. Kentucky Lake	\$37,967
7. Saint George Lake	\$39,245
8. Lake Tansi	\$40,829
9. Hiwassee River	\$41,217
10. Watauga Lake	\$43,638

Listings of 10 Acres or More

1. Cordell Hull Lake	\$2,664
2. Kentucky Lake	\$4,680
3. Cherokee Lake	\$5,672
4. Center Hill Lake	\$5,996
5. Dale Hollow Lake	\$6,512
6. Watauga Lake	\$7,921
7. Watts Bar Lake	\$8,051
8. Norris Lake	\$8,988

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

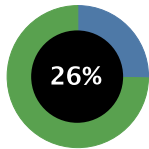
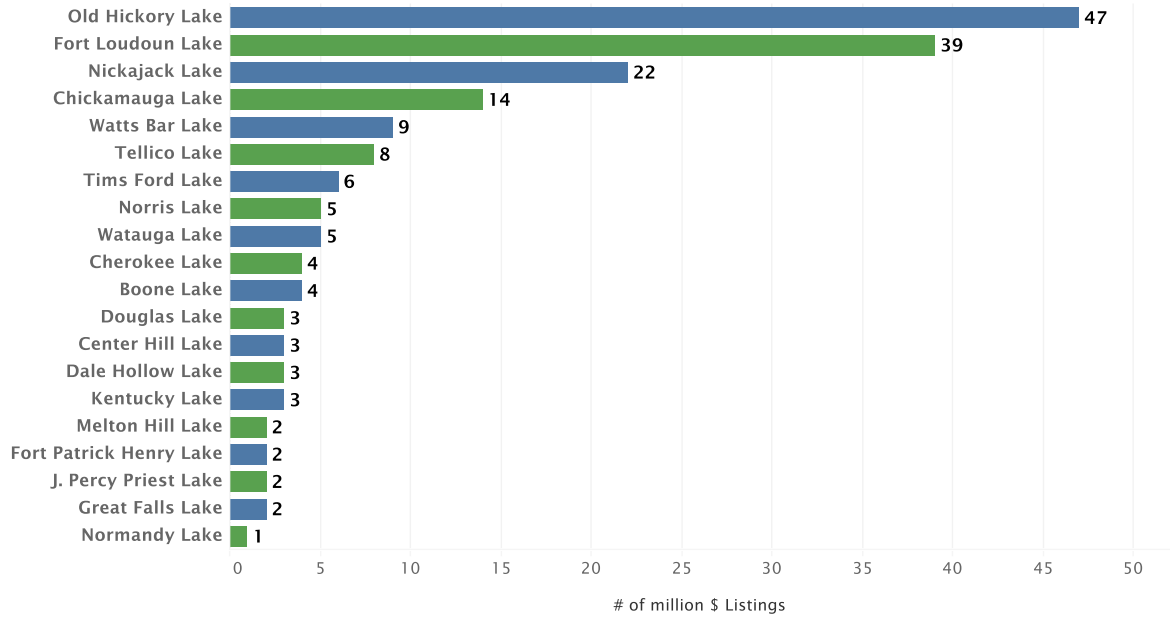
Price Breakdown by Percentage of Homes in the Tennessee Market 2021Q2



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Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2021Q2

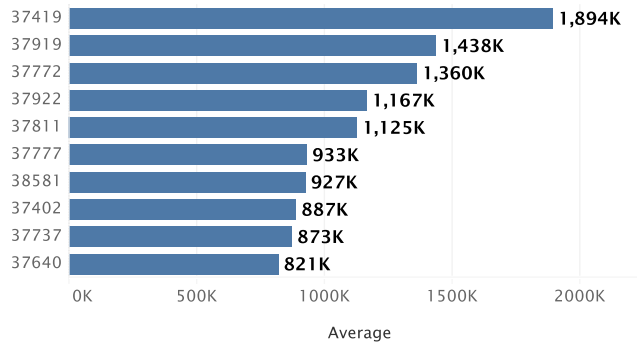


of \$1M+ Homes in Tennessee are on Old Hickory Lake

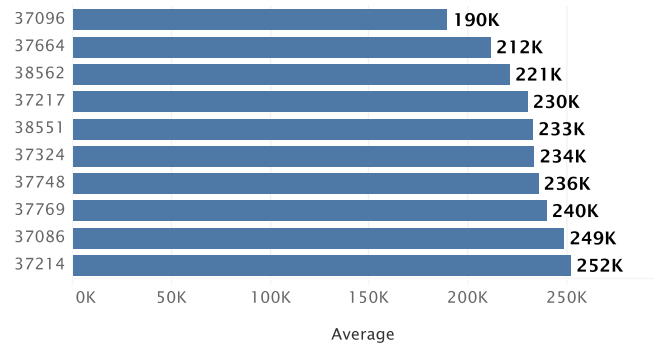
Total Number of \$1M+ Homes

184

Most Expensive ZIP Codes 2021Q2



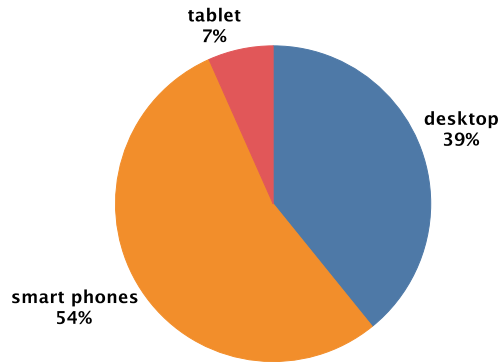
Most Affordable ZIP Codes 2021Q2



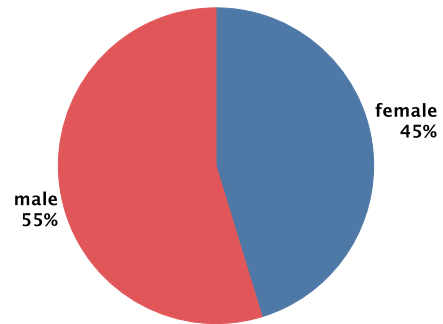
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Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2021Q2

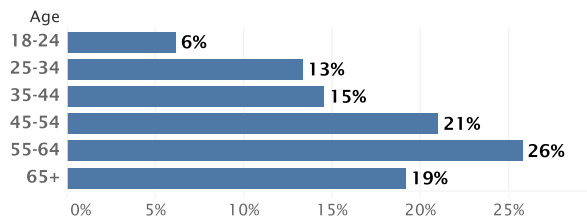


Male/Female Visitors 2021Q2



73% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2021Q2



Chicago

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

Number 2-10 metros are:

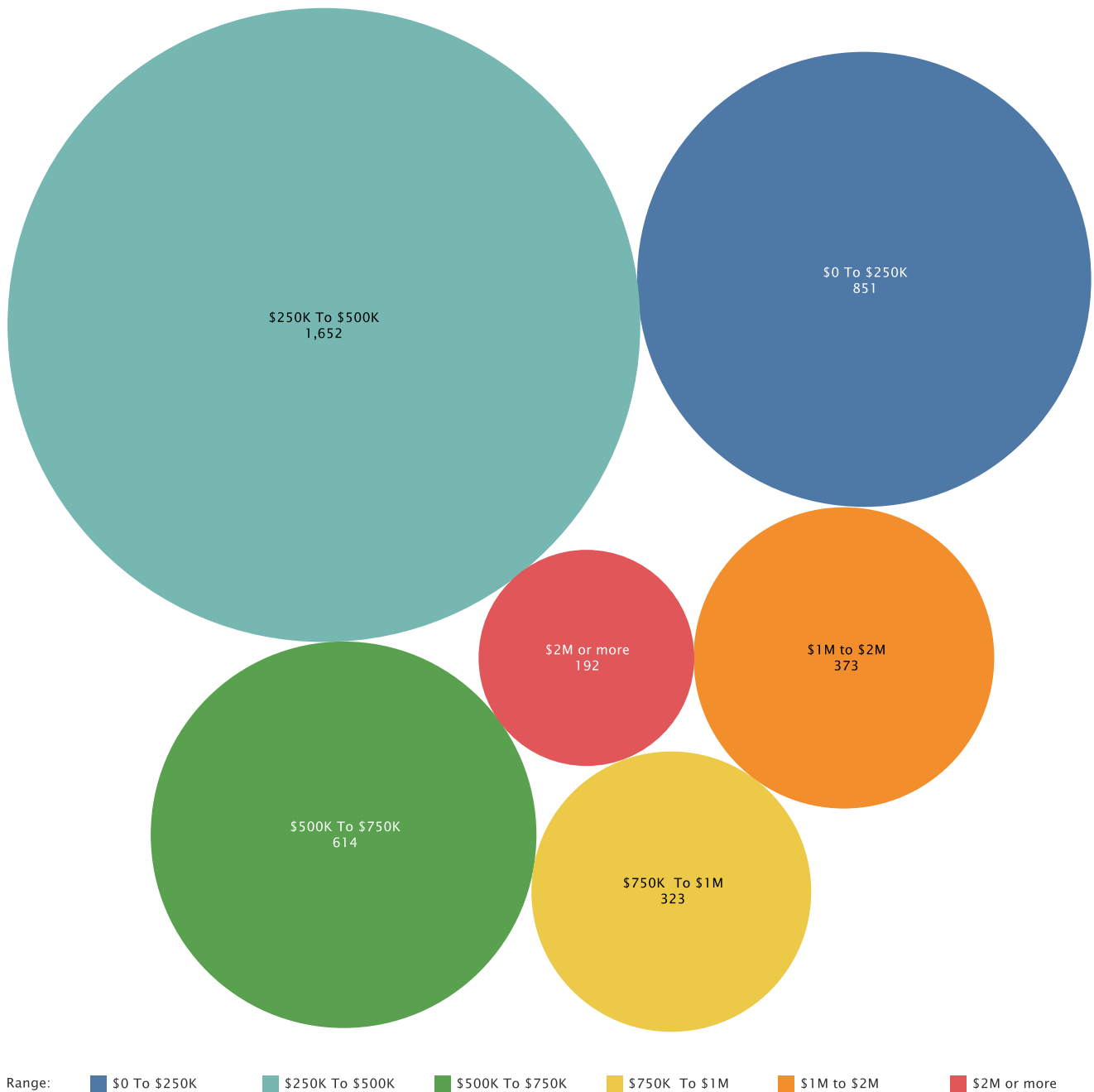
- Atlanta, GA
- Cincinnati, OH
- New York, NY
- Indianapolis, IN
- Los Angeles, CA
- Washington DC (Hagerstown MD)
- Columbus, OH
- Tampa-St. Petersburg (Sarasota), FL
- Charlotte, NC



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LAKEHOMES.COM

TEXAS

Price Breakdown by Number of Homes in the Texas Market 2021Q2



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LAKEHOMES.COM

Texas

Lake Travis has increased its market share to 16.1% from 14.9% in winter 2020.

Largest Markets

1. Lake Travis	\$438,148,617	12.3%	6. Lake Conroe	\$176,659,657	5.0%
2. Lady Bird Lake	\$269,187,197	7.6%	7. Lake Austin	\$148,684,747	4.2%
3. Lewisville Lake	\$240,187,046	6.6%	8. Cedar Creek Lake	\$145,361,912	4.0%
4. Lake LBJ	\$238,909,943	6.7%	9. Possum Kingdom Lake	\$144,959,379	4.0%
5. Lake Ray Hubbard	\$183,927,492	5.1%	10. Grapevine Lake	\$114,514,536	3.2%

Total Texas Market:

\$3,616,347,462

Largest Home Markets

1. Lake Travis	\$344,898,704	12.7%
2. Lady Bird Lake	\$235,608,397	8.7%
3. Lewisville Lake	\$220,276,466	8.1%
4. Lake LBJ	\$179,611,469	6.6%
5. Lake Ray Hubbard	\$156,628,040	5.8%
6. Lake Austin	\$138,354,747	5.1%
7. Possum Kingdom Lake	\$117,203,149	4.3%
8. Lake Conroe	\$111,450,957	4.1%
9. Cedar Creek Lake	\$108,023,310	4.0%
10. Grapevine Lake	\$84,326,536	3.1%

Total Texas Home Market:

\$2,716,774,148

Largest Land Markets

1. Lake Travis	\$93,249,913	11.1%
2. Lake Conroe	\$65,208,700	7.8%
3. Lake LBJ	\$59,298,474	7.1%
4. Lake Texoma*	\$59,080,869	7.1%
5. Benbrook Lake	\$41,589,000	5.0%
6. Lady Bird Lake	\$33,578,800	4.0%
7. Cedar Creek Lake	\$32,684,302	3.9%
8. Lake Granbury	\$27,132,446	3.2%
9. Possum Kingdom Lake	\$26,556,230	3.2%
10. Grapevine Lake	\$26,488,000	3.2%

Total Texas Land Market:

\$836,691,797

While Lady Bird Lake ranks 7th in the Most Expensive Homes list, it has the 2nd most million-dollar plus homes of any Texas lake.

Most Expensive Homes

1. Lake Woodlands	\$2,514,950
2. Lake Austin	\$1,572,213
3. Lake Travis	\$1,503,900
4. Possum Kingdom Lake	\$1,378,861
5. Lake LBJ	\$1,273,628
6. Lady Bird Lake	\$1,266,712
7. Lake Ray Roberts	\$1,095,678
8. Grapevine Lake	\$1,041,068
9. Lake Waco	\$968,873
10. Lake Cypress Springs	\$963,127

Most Affordable Homes

1. Country Club Lake	\$190,430
2. Hilltop Lakes	\$221,742
3. Lake Tawakoni	\$303,693
4. Lake Kirby	\$308,472
5. Hide-A-Way Lake	\$309,993
6. Lake Whitney	\$338,868
7. Benbrook Lake	\$358,655
8. Lake Texoma	\$363,889
9. Lake Granbury	\$375,430
10. Belton Lake	\$394,217

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

Most Listings

1. Lewisville Lake	491	6.7%	6. Lake LBJ	364	5.0%
2. Cedar Creek Lake	446	6.1%	7. Lake Conroe	291	4.0%
3. Lake Travis	420	5.8%	7. Possum Kingdom Lake	291	4.0%
4. Lake Texoma*	415	5.7%	9. Lake Livingston	279	3.9%
5. Lake Ray Hubbard	382	5.2%	10. Lake Whitney	275	3.8%

Total Texas Listings:

7,307

Most Homes Available

1. Lewisville Lake	455	11.2%
2. Lake Ray Hubbard	348	8.6%
3. Lake Travis	232	5.7%
4. Cedar Creek Lake	229	5.7%
5. Lady Bird Lake	186	4.6%
6. Lake Conroe	175	4.3%
7. Lake Granbury	161	4.0%
8. Lake LBJ	147	3.6%
9. Lake Livingston	144	3.6%
10. Lake Texoma*	116	2.9%

Total Texas Home Listings:

4,052

Most Land Available

1. Lake Texoma*	287	9.1%
2. Lake LBJ	217	6.9%
3. Lake Whitney	211	6.7%
4. Possum Kingdom Lake	205	6.5%
5. Cedar Creek Lake	202	6.4%
6. Lake Travis	188	6.0%
7. Lake Livingston	135	4.3%
8. Lake Sam Rayburn	129	4.1%
9. Lake Conroe	116	3.7%
10. Richland Chambers Reservoir	109	3.5%

Total Texas Land Listings:

3,156

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Clear Lake	\$1,003,740
2. Lake McQueeney	\$644,746
3. Lake LBJ	\$480,930
4. Lake Conroe	\$470,721
5. Lewisville Lake	\$461,922
6. Lake Ray Hubbard	\$444,389
7. Lake Marble Falls	\$343,952
8. Grapevine Lake	\$342,689
9. Lake Kirby	\$309,092
10. Lake Travis	\$296,252

Listings of 10 Acres or More

1. Lake Conroe	\$114,589
2. Lake Granbury	\$53,635
3. Lake Travis	\$41,654
4. Lake Livingston	\$34,755
5. Lake Ray Roberts	\$30,507
6. Lake Tawakoni	\$29,925

Most Affordable Land per Acre

Listings of Less Than 10 Acres

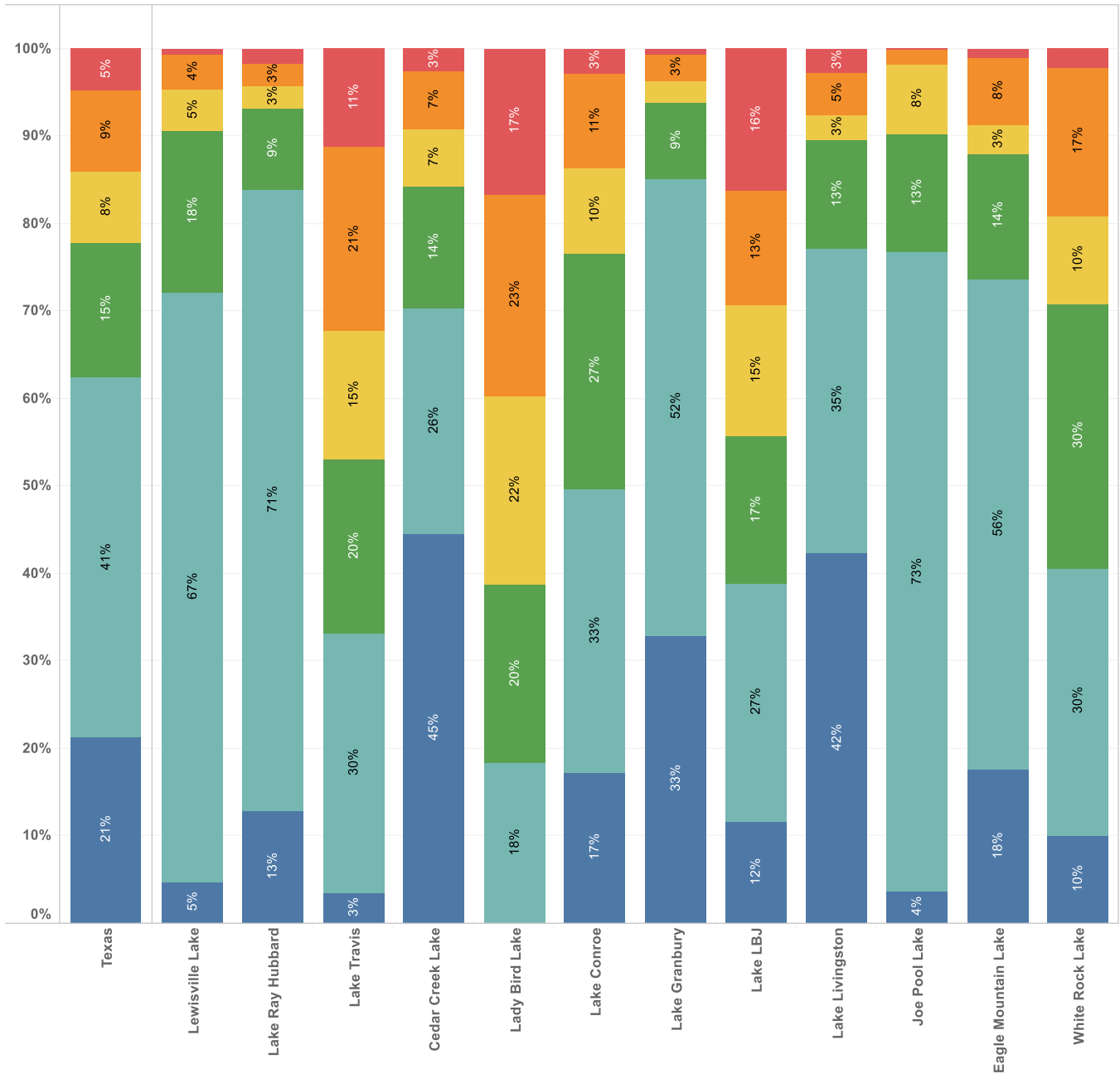
1. Lake Athens	\$14,862
2. Lake Shadowood Reservoir	\$17,218
3. Lake Gladewater	\$38,984
4. Lake Amon G Carter	\$46,063
5. Holly Lake	\$46,544
6. Lake Tawakoni	\$50,331
7. Lake Fork Reservoir	\$51,778
8. Safari Waters Ranch	\$55,923
9. Possum Kingdom Lake	\$60,698
10. Hilltop Lakes	\$62,387

Listings of 10 Acres or More

1. Birdie Lake	\$3,229
2. Toledo Bend Reservoir	\$7,605
3. Richland Chambers Reservoir	\$11,045
4. Lake Palestine	\$17,413
5. Lake Athens	\$18,325
6. Cedar Creek Lake	\$25,743
7. Lake Texoma	\$27,855

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

Price Breakdown by Percentage of Homes in the Texas Market 2021Q2



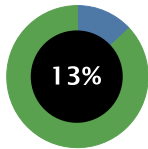
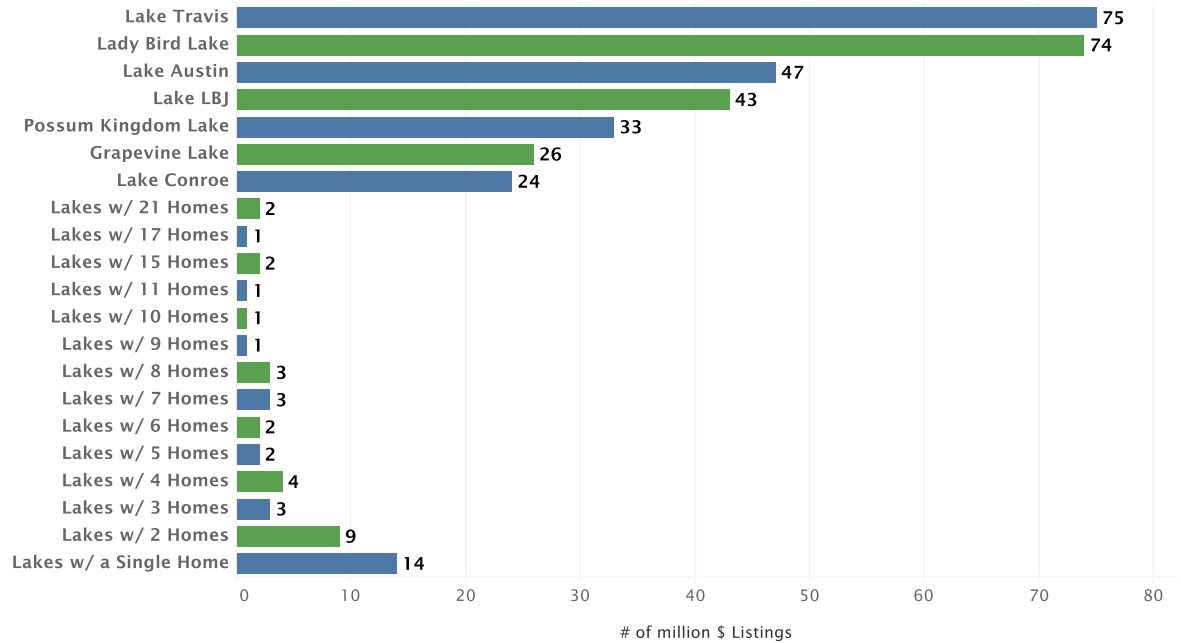
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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LAKEHOMES.COM

Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2021Q2

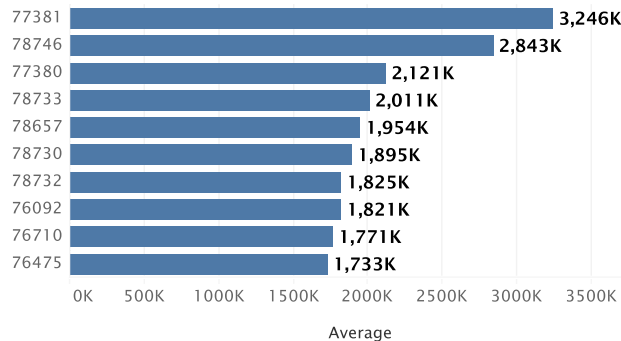


of \$1M+ Homes in Texas are on Lake Travis

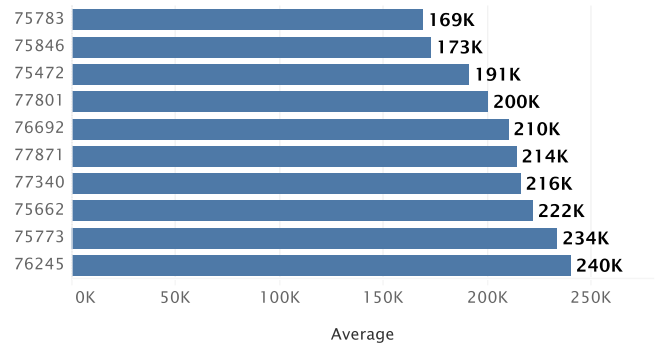
Total Number of \$1M+ Homes

565

Most Expensive ZIP Codes 2021Q2



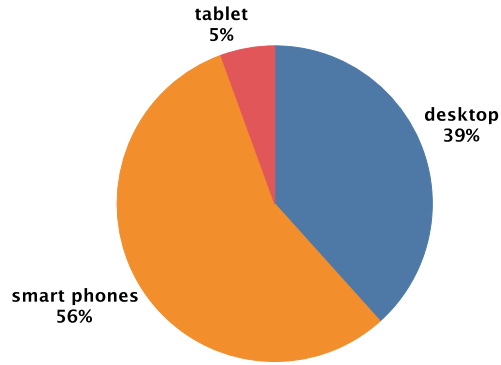
Most Affordable ZIP Codes 2021Q2



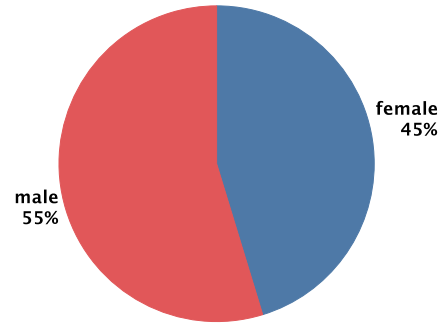
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LAKEHOMES.COM

Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2021Q2



Male/Female Visitors 2021Q2

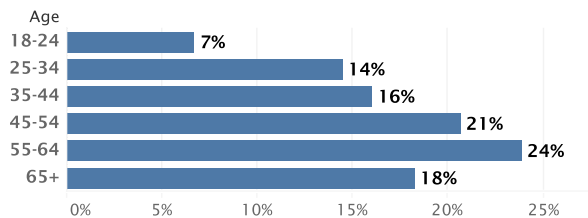


29% of potential buyers come from outside Texas

Los Angeles

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

What Age Groups are Shopping 2021Q2



Number 2-10 metros are:

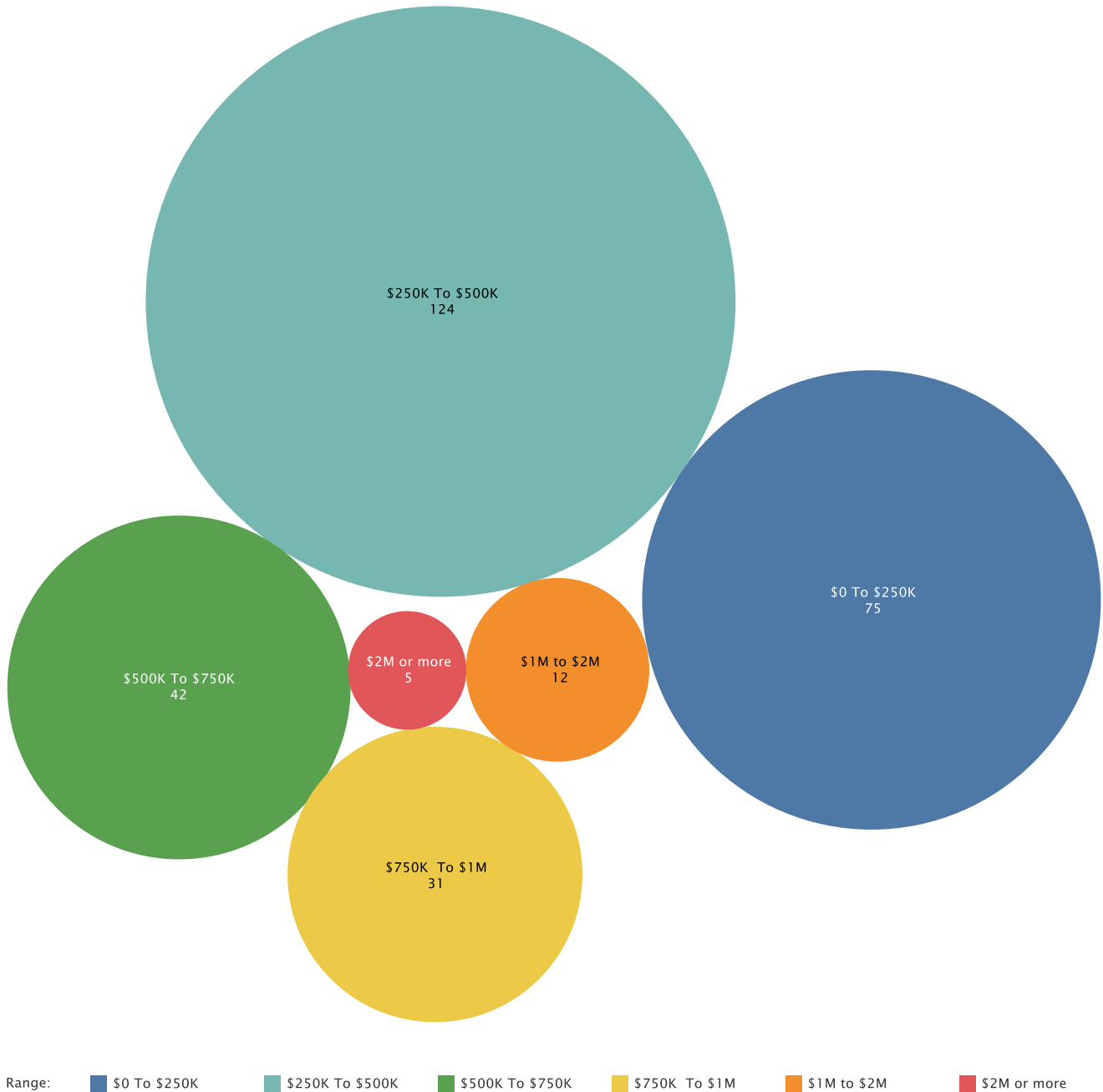
- Denver, CO
- Oklahoma City, OK
- Chicago, IL
- Phoenix, AZ
- Shreveport, LA
- Sacramento-Stockton-Modesto, CA
- New York, NY
- San Francisco-Oakland-San Jose, CA
- Washington DC (Hagerstown MD)



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LAKEHOMES.COM

VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2021Q2



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Vermont

While Lake Champlain - Burlington Area has the most million-dollar plus homes, 50% are between \$250K-\$500K.

Largest Markets

1. Lake Champlain*	\$177,343,113	73.2%
2. Lake Bomoseen	\$9,998,499	4.1%
3. Lake Memphremagog	\$8,101,200	3.3%
4. Lake Rescue	\$5,123,500	2.3%
5. Lake St Catherine	\$4,665,000	2.1%

Total Vermont Market:

\$242,363,262

Most Listings

1. Lake Champlain*	346	62.7%
2. Lake Memphremagog	28	5.1%
3. Lake Bomoseen	19	3.4%
4. Lake St Catherine	14	2.7%
5. Lake Lamoille	10	1.8%

Total Vermont Listings:

552

Largest Home Markets

1. Lake Champlain*	\$137,610,713	74.6%
2. Lake Bomoseen	\$6,349,799	3.4%
3. Lake Memphremagog	\$4,747,400	2.6%
4. Lake Rescue	\$4,243,500	2.3%
5. Lake St Catherine	\$4,116,000	2.2%

Total Vermont Home Market:

\$184,557,562

Most Homes Available

1. Lake Champlain*	218	64.5%
2. Lake Memphremagog	14	4.1%
3. Lake Bomoseen	13	3.8%
4. Lake St Catherine	11	3.3%
5. Mill Pond	8	2.4%

Total Vermont Home Listings:

338

Largest Land Markets

1. Lake Champlain*	\$29,164,600	74.2%
2. Spectacle Pond	\$1,200,000	3.1%
3. Lake Seymour	\$975,500	2.5%
4. Lake Memphremagog	\$921,900	2.3%
5. Lake Lamoille	\$899,000	2.3%

Total Vermont Land Market:

\$39,329,200

Most Land Available

1. Lake Champlain*	118	62.8%
2. Lake Memphremagog	8	4.3%
3. Lake Seymour	6	3.2%
4. Lake Beebe	5	2.7%
4. Lake Lamoille	5	2.7%

Total Vermont Land Listings:

188

Average Home Price

1. Lake Champlain - Burlington Area	\$726,819
2. Lake Champlain - Addison Area	\$554,424
3. Lake Champlain - Grand Isle Area	\$519,032
4. Lake Bomoseen	\$488,446
5. Lake Champlain - Swanton Area	\$384,928

Average Land Price Per Acre

Listings of Less Than 10 Acres

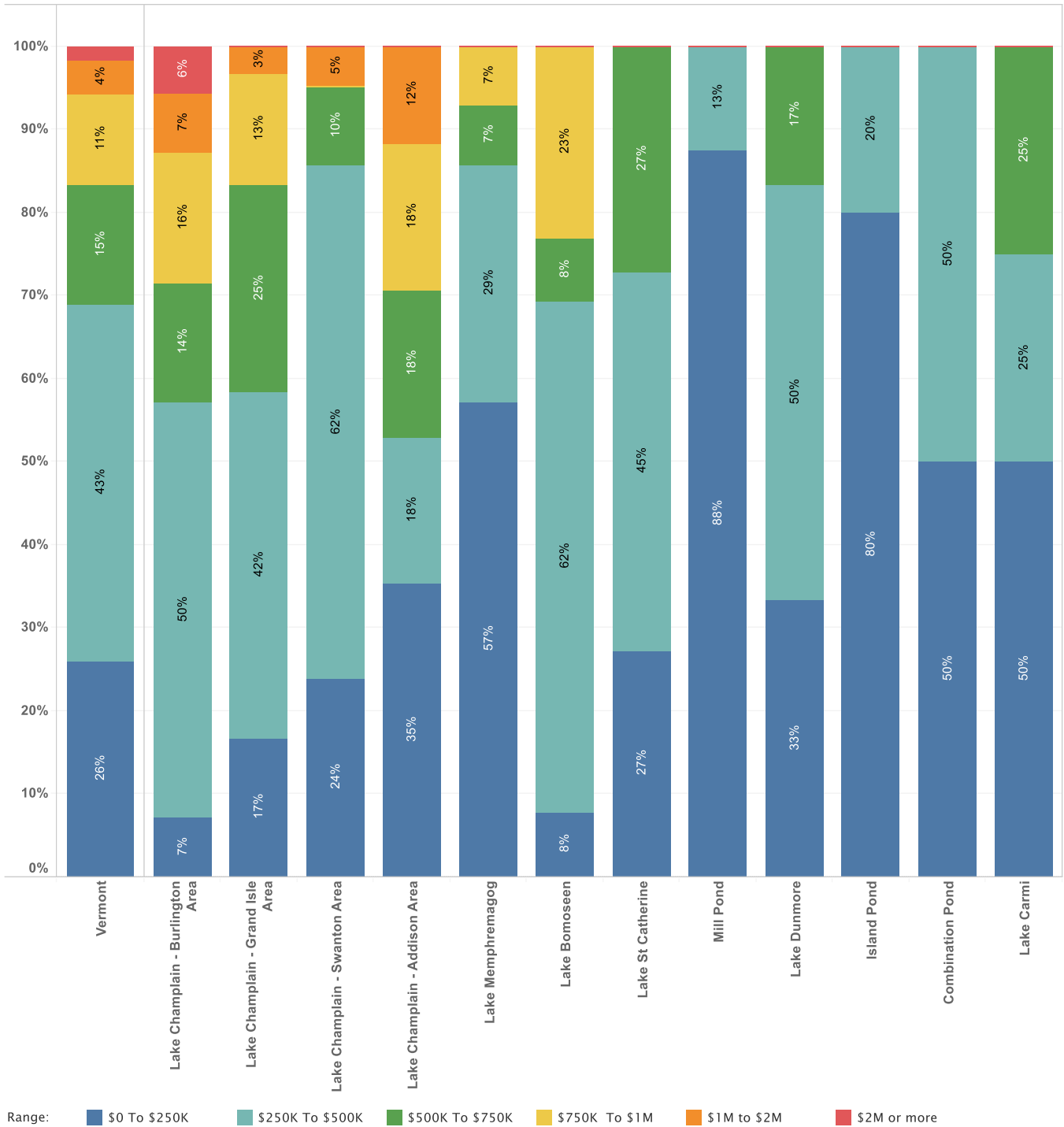
1. Lake Champlain - Swanton Area	\$124,961
2. Lake Champlain - Grand Isle Area	\$61,032

Listings of 10 Acres or More

1. Lake Champlain - Grand Isle Area	\$10,371
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* This includes lake real estate inventory from more than one state.

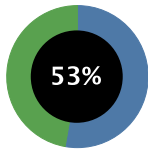
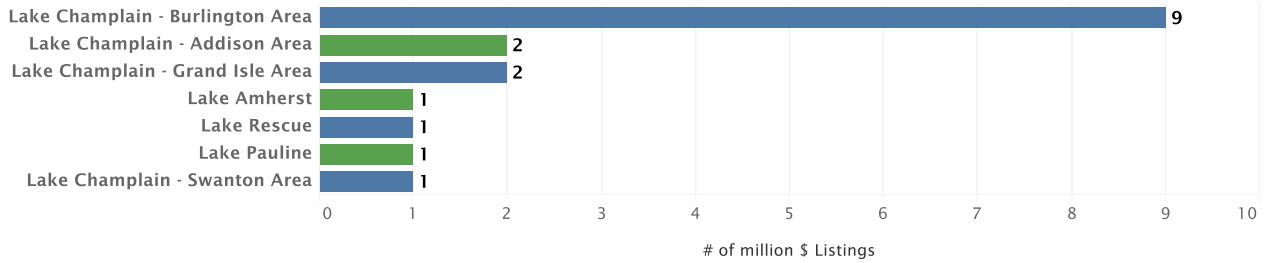
Price Breakdown by Percentage of Homes in the Vermont Market 2021Q2



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Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2021Q2

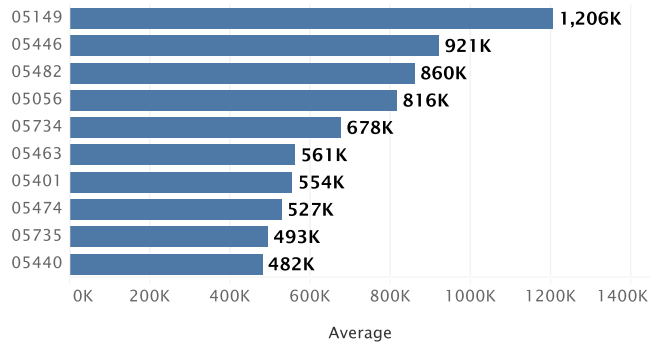


of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

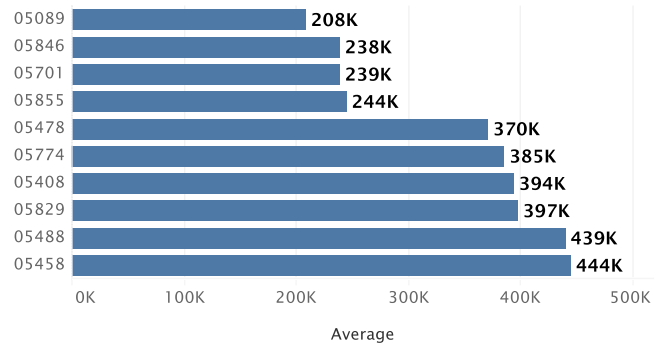
Total Number of \$1M+ Homes

17

Most Expensive ZIP Codes 2021Q2



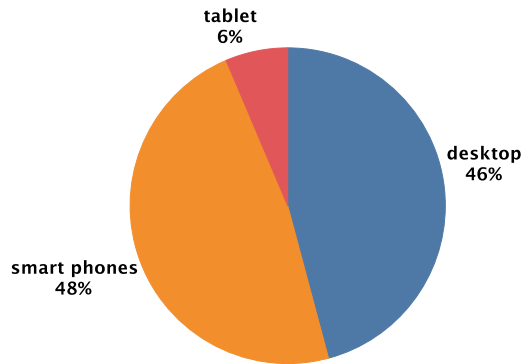
Most Affordable ZIP Codes 2021Q2



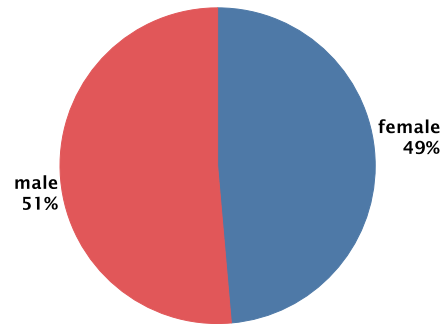
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Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2021Q2

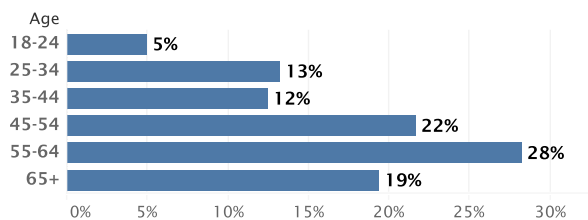


Male/Female Visitors 2021Q2



80% of potential buyers come from outside Vermont

What Age Groups are Shopping 2021Q2



Boston MA-Manchester

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

Number 2-10 metros are:

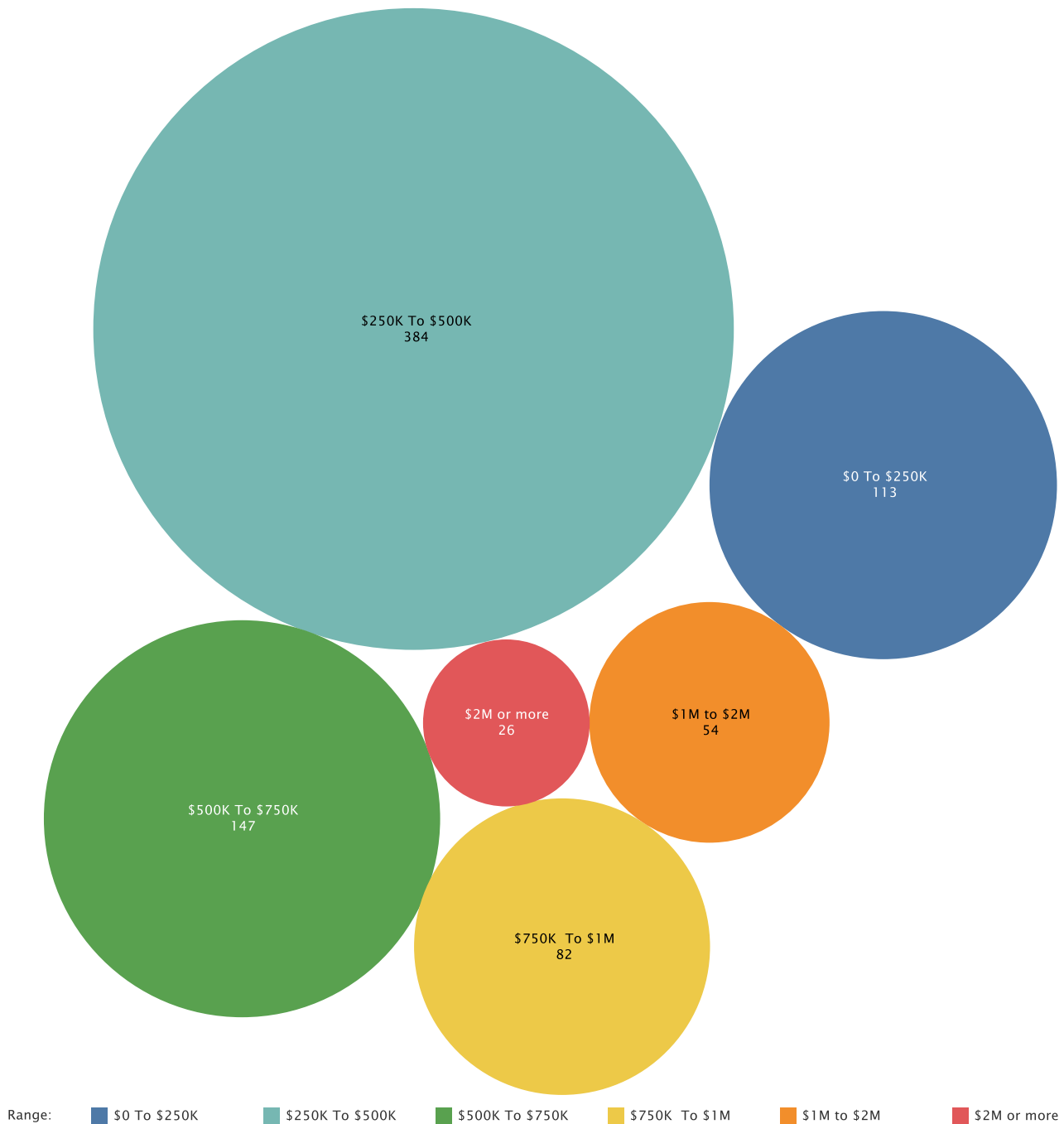
- New York, NY
- Albany-Schenectady-Troy, NY
- Hartford & New Haven, CT
- Springfield-Holyoke, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Providence-New Bedford, MA
- Los Angeles, CA
- Tampa-St. Petersburg (Sarasota), FL



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2021Q2



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Virginia

The overall Virginia market has grown from \$607 million in spring 2021 to \$795 million in summer 2021, a 31% increase.

Largest Markets

1. Smith Mountain Lake	\$239,011,863	30.1%	6. John H Kerr Reservoir*	\$24,041,900	3.0%
2. Lake Anna	\$125,929,870	15.8%	7. Fawn Lake	\$23,541,099	3.0%
3. Lake Gaston*	\$117,338,761	14.8%	8. Occoquan Reservoir	\$21,571,488	2.7%
4. Lake of the Woods	\$29,766,869	3.7%	9. Leesville Lake	\$16,028,098	2.0%
5. Lake Monticello	\$27,171,683	3.4%	10. South Holston Lake*	\$13,494,695	1.7%

Total Virginia Market:

\$794,924,824

Largest Home Markets

1. Smith Mountain Lake	\$128,373,886	23.4%
2. Lake Anna	\$84,705,756	15.4%
3. Lake Gaston*	\$73,388,437	13.4%
4. Lake of the Woods	\$28,260,969	5.1%
5. Lake Monticello	\$26,062,283	4.7%
6. Fawn Lake	\$20,150,200	3.7%
7. Occoquan Reservoir	\$19,538,498	3.6%
8. John H Kerr Reservoir*	\$17,596,200	3.2%
9. South Holston Lake*	\$11,030,500	2.0%
10. Lake Barcroft	\$9,109,300	1.7%

Total Virginia Home Market:

\$549,318,433

Largest Land Markets

1. Smith Mountain Lake	\$110,637,977	45.0%
2. Lake Gaston*	\$43,950,324	17.9%
3. Lake Anna	\$41,224,114	16.8%
4. Leesville Lake	\$11,936,798	4.9%
5. John H Kerr Reservoir*	\$6,445,700	2.6%
6. Fawn Lake	\$3,390,899	1.4%
7. Ni River Reservoir	\$3,129,900	1.3%
8. South Holston Lake*	\$2,464,195	1.0%
9. Diascund Creek Reservoir	\$2,328,900	0.9%
10. Kinloch Lake	\$2,045,000	0.8%

Total Virginia Land Market:

\$245,606,391

While ranking 1st in the Largest Markets list, Smith Mountain Lake also ranks 4th in Most Expensive Homes.

Most Expensive Homes

1. Fawn Lake	\$1,007,510
2. South Holston Lake	\$981,080
3. Lake Anna	\$901,125
4. Smith Mountain Lake	\$885,337
5. Lake Barcroft	\$700,715
6. Lake Thoreau	\$676,390
7. Occoquan Reservoir	\$610,578

Most Affordable Homes

1. Dyke Marsh	\$291,570
2. Lake Monticello	\$314,003
3. Lake of the Woods	\$415,602
4. Lake Gaston	\$416,552
5. Lake Jackson	\$440,480
6. Lake Montclair	\$473,908
7. John H Kerr Reservoir	\$477,943
8. Lake Frederick	\$549,492

Most Listings

1. Smith Mountain Lake	683	28.7%	6. Lake Monticello	88	3.7%
2. Lake Gaston*	475	20.0%	7. Lake of the Woods	83	3.5%
3. Lake Anna	293	12.3%	8. South Holston Lake*	42	1.8%
4. Leesville Lake	155	6.5%	9. Occoquan Reservoir	38	1.6%
5. John H Kerr Reservoir*	94	4.0%	10. Fawn Lake	28	1.2%

Total Virginia Listings:

2,376

Most Homes Available

1. Smith Mountain Lake	145	15.8%
2. Lake Gaston*	144	15.7%
3. Lake Anna	94	10.2%
4. Lake Monticello	83	9.0%
5. Lake of the Woods	68	7.4%
6. John H Kerr Reservoir*	36	3.9%
7. Occoquan Reservoir	32	3.5%
8. Dyke Marsh	24	2.6%
9. Fawn Lake	20	2.2%
10. Lake Frederick	16	1.7%

Total Virginia Home Listings:

920

Most Land Available

1. Smith Mountain Lake	538	37.0%
2. Lake Gaston*	331	22.7%
3. Lake Anna	199	13.7%
4. Leesville Lake	149	10.2%
5. John H Kerr Reservoir*	58	4.0%
6. South Holston Lake*	28	1.9%
7. Lake of the Woods	15	1.0%
8. Lake Independence	14	1.0%
9. Lake Izac	9	0.6%
10. Fawn Lake	8	0.5%

Total Virginia Land Listings:

1,456

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$298,508
2. Smith Mountain Lake	\$105,514
3. Lake Anna	\$86,325
4. John H Kerr Reservoir	\$64,313

Listings of 10 Acres or More

1. Lake Anna	\$38,668
2. Smith Mountain Lake	\$30,441

Most Affordable Land per Acre

Listings of Less Than 10 Acres

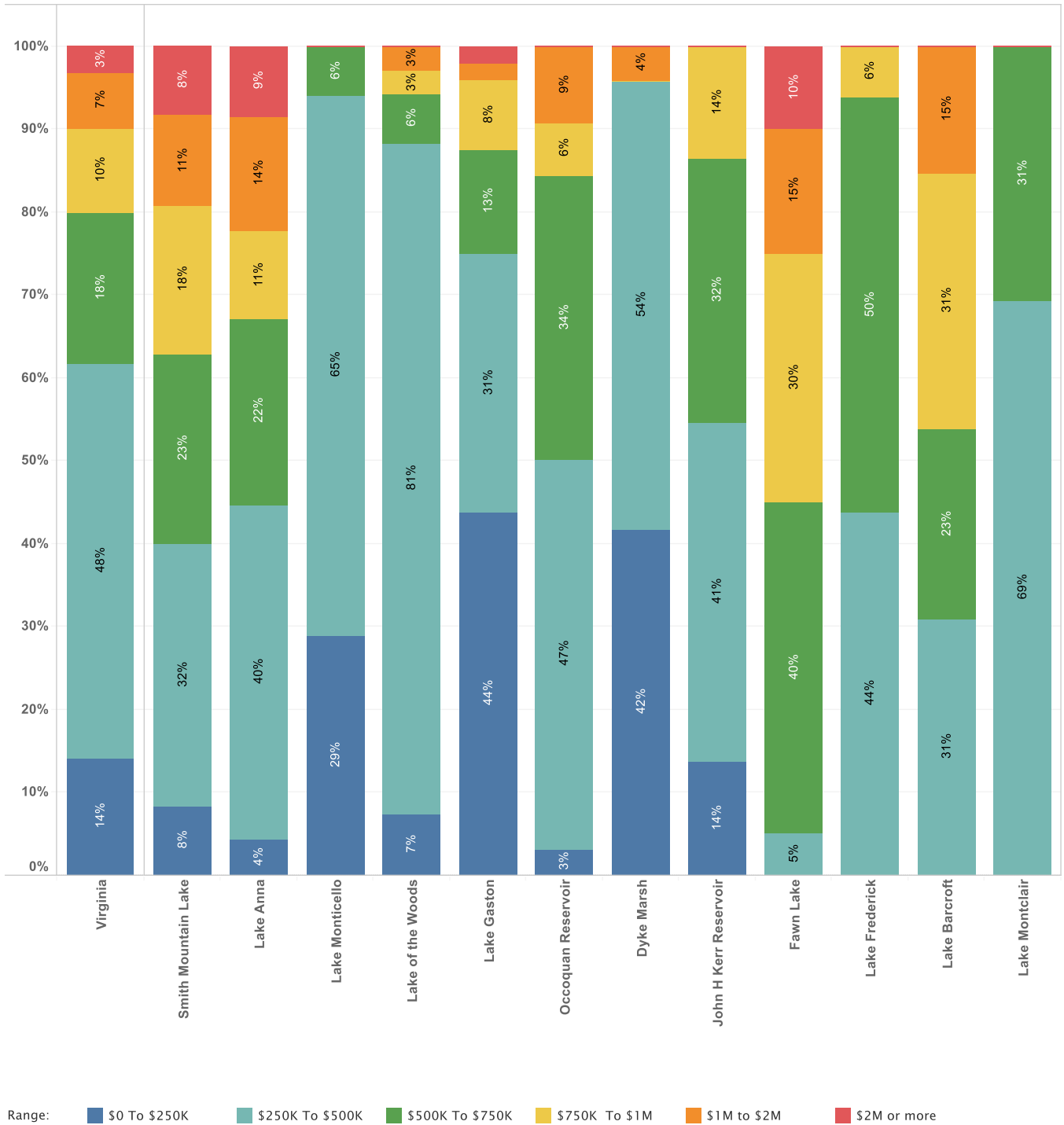
1. South Holston Lake	\$27,433
2. Leesville Lake	\$38,596
3. Lake Independence	\$40,624
4. Lake Gaston	\$62,061

Listings of 10 Acres or More

1. Leesville Lake	\$4,594
2. John H Kerr Reservoir	\$5,442

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

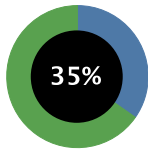
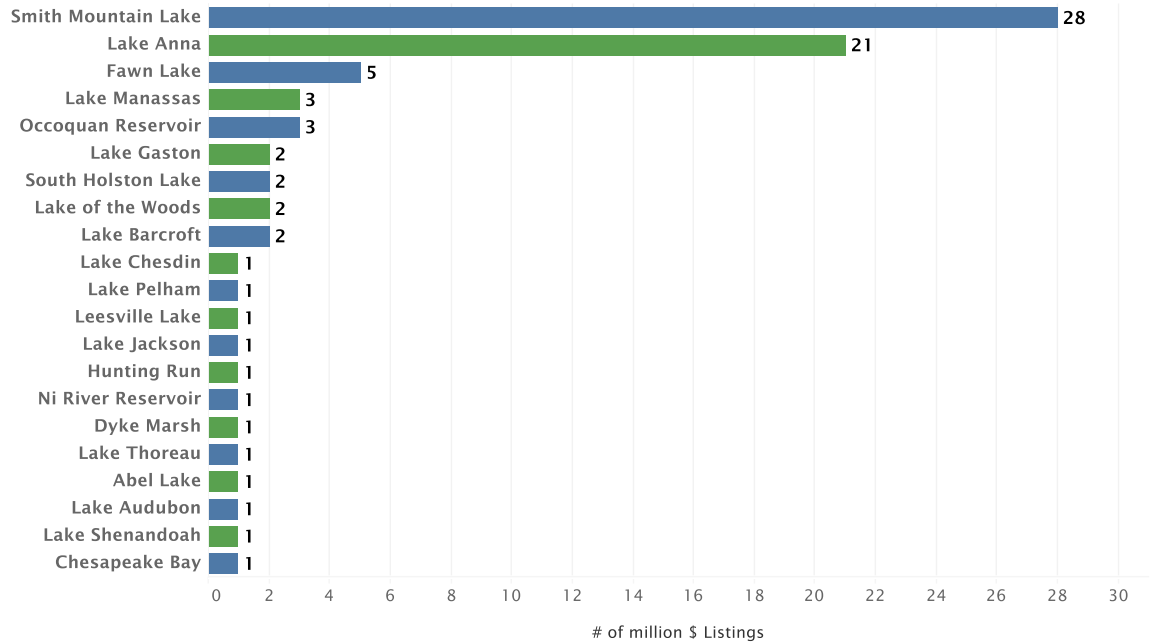
Price Breakdown by Percentage of Homes in the Virginia Market 2021Q2



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Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2021Q2

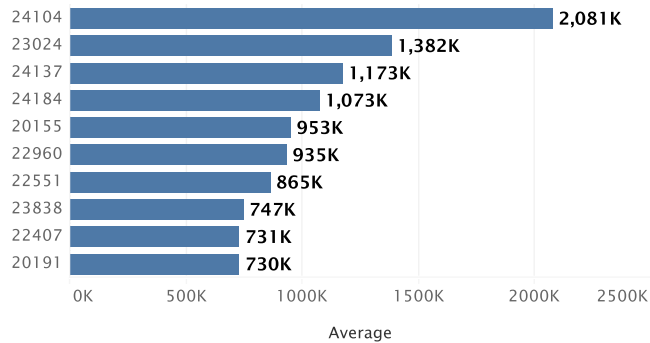


of \$1M+ Homes in Virginia are on Smith Mountain Lake

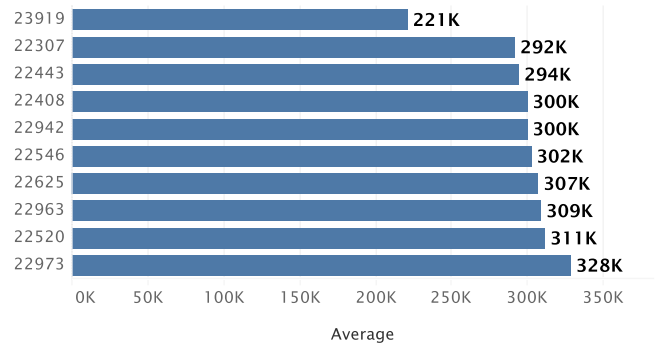
Total Number of \$1M+ Homes

80

Most Expensive ZIP Codes 2021Q2



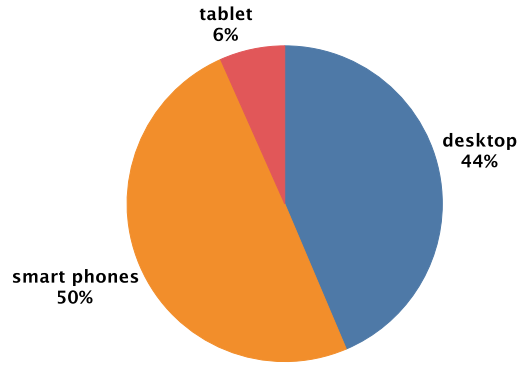
Most Affordable ZIP Codes 2021Q2



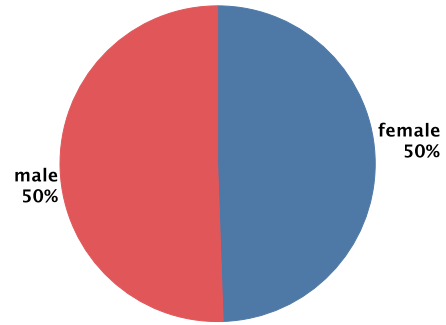
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Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2021Q2

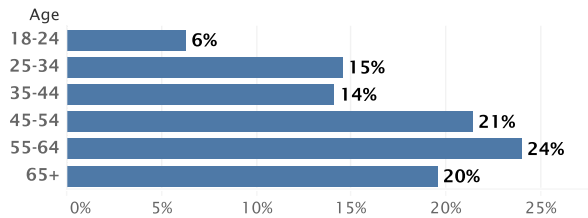


Male/Female Visitors 2021Q2



55% of potential buyers come from outside Virginia

What Age Groups are Shopping 2021Q2



Washington DC (Hagerstown

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

Number 2-10 metros are:

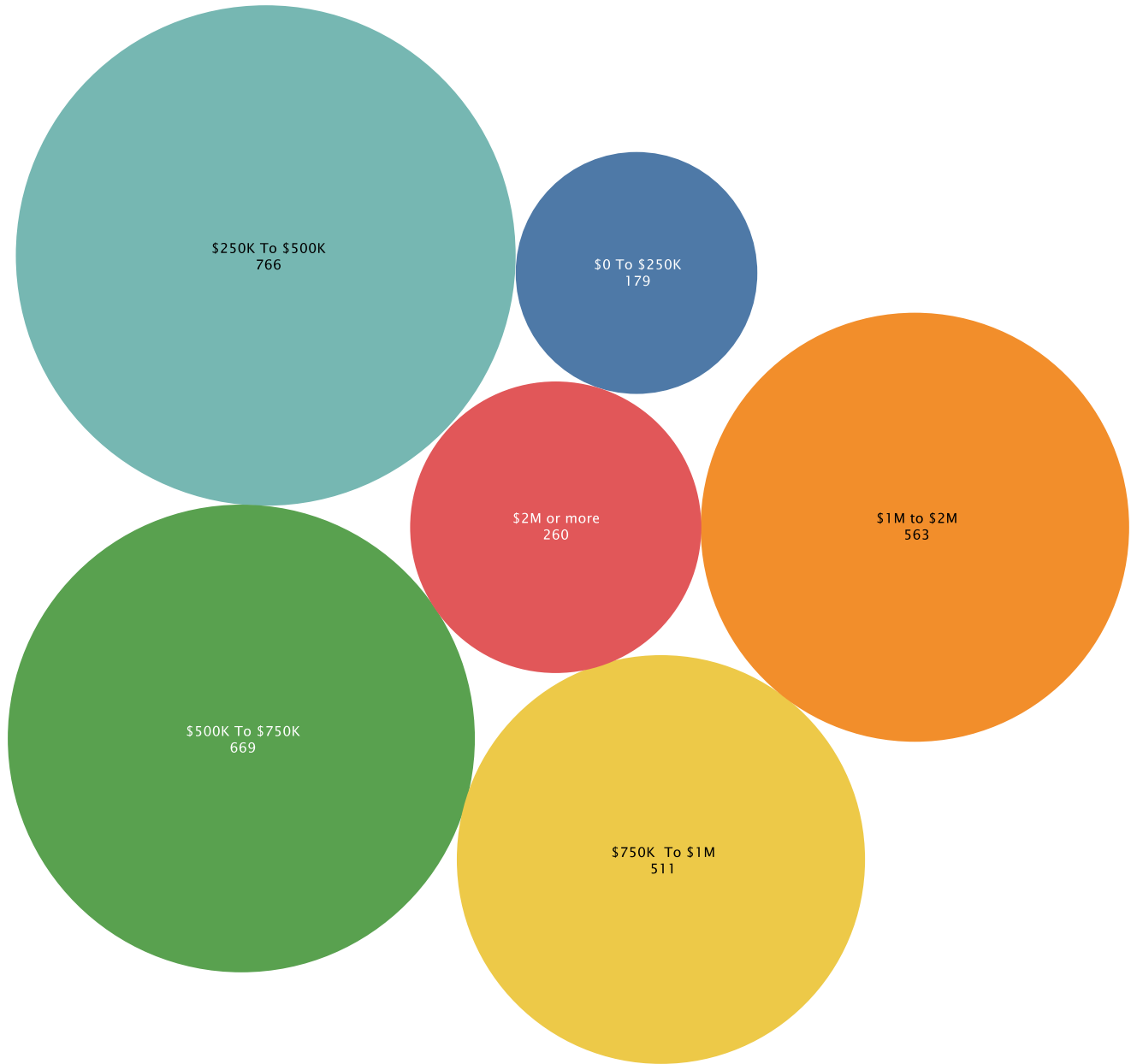
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Baltimore, MD
- Philadelphia, PA
- Charlotte, NC
- Greensboro-High Point-Winston Salem, NC
- Atlanta, GA
- Boston MA-Manchester, NH
- Chicago, IL



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WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2021Q2



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



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Washington

While 46% of Puget Sound's homes were 500K or more on the spring 2021 report, that has grown to 54% in the summer 2021 report.

Largest Markets

1. Puget Sound	\$1,110,099,490	31.5%	6. Volunteer Park Reservoir	\$54,693,100	1.6%
2. Lake Washington	\$803,430,556	22.8%	7. Moses Lake	\$46,609,289	1.3%
3. Lake Sammamish	\$166,044,349	4.7%	8. Lake Tapps	\$41,581,690	1.2%
4. Lake Union	\$141,769,722	4.0%	9. Lake Washington Ship Canal	\$37,212,747	1.1%
5. Lake Chelan	\$87,554,858	2.5%	10. Green Lake	\$36,640,000	1.2%

Total Washington Market:

\$3,519,228,078

Largest Home Markets

1. Puget Sound	\$987,324,510	32.3%
2. Lake Washington	\$703,772,911	23.0%
3. Lake Sammamish	\$156,983,349	5.1%
4. Lake Union	\$135,119,722	4.4%
5. Lake Chelan	\$67,471,258	2.2%
6. Volunteer Park Reservoir	\$48,713,100	1.6%
7. Green Lake	\$36,640,000	1.2%
8. Moses Lake	\$32,308,539	1.1%
9. Lake Tapps	\$31,664,950	1.0%
10. Lake Whatcom	\$29,775,539	1.0%

Total Washington Home Market:

\$3,054,465,477

Largest Land Markets

1. Puget Sound	\$122,774,980	26.4%
2. Lake Washington	\$99,657,645	21.4%
3. Lake Chelan	\$20,083,600	4.3%
4. Osoyoos Lake	\$15,594,000	3.4%
5. Moses Lake	\$14,300,750	3.1%
6. Wanapum Lake	\$12,591,000	2.7%
7. Franklin D Roosevelt Lake	\$10,332,690	2.2%
8. Lake Tapps	\$9,916,740	2.1%
9. Lake Sammamish	\$9,061,000	1.9%
10. Lake Washington Ship Canal	\$8,289,000	1.8%

Total Washington Land Market:

\$464,762,601

Most Expensive Homes

1. Lake Washington	\$2,513,475
2. Lake Sammamish	\$2,452,865
3. Volunteer Park Reservoir	\$1,739,754
4. Laughing Jacobs Lake	\$1,651,593
5. Beaver Lake	\$1,348,944
6. Gravelly Lake	\$1,302,130
7. American Lake	\$1,092,866
8. Lake Tapps	\$1,091,895
9. Puget Sound	\$1,081,407
10. Green Lake	\$1,077,647

Most Affordable Homes

1. Lost Lake - Olympia	\$143,508
2. Big Twin Lake	\$271,270
3. Clear Lake - Yelm	\$334,145
4. Lake Sacajawea	\$356,255
5. Spanaway Lake	\$370,834
6. Moses Lake	\$380,100
7. Reservoir Number Three - Bremerton	\$418,917
8. Portland Avenue Reservoir	\$419,440
9. Duck Lake	\$455,121
10. Bitter Lake	\$516,727

Most Listings

1. Puget Sound	1,273	31.6%	6. Lake Sammamish	76	1.9%
2. Lake Washington	319	7.9%	7. Franklin D Roosevelt Lake	70	1.7%
3. Lake Union	143	3.6%	8. Duck Lake	57	1.4%
4. Moses Lake	141	3.5%	9. Lake Whatcom	53	1.3%
5. Lake Chelan	134	3.3%	10. Osoyoos Lake	51	1.3%

Total Washington Listings:

4,028

Most Homes Available

1. Puget Sound	913	31.0%
2. Lake Washington	280	9.5%
3. Lake Union	141	4.8%
4. Lake Chelan	88	3.0%
5. Moses Lake	85	2.9%
6. Lake Sammamish	64	2.2%
7. Lincoln Reservoir	43	1.5%
8. Lake Washington Ship Canal	39	1.3%
9. Pony Lake	37	1.3%
10. Green Lake	34	1.2%

Total Washington Home Listings:

2,948

Most Land Available

1. Puget Sound	360	33.3%
2. Franklin D Roosevelt Lake	61	5.6%
3. Moses Lake	56	5.2%
4. Lake Chelan	46	4.3%
5. Lake Washington	39	3.6%
6. Osoyoos Lake	36	3.3%
7. Duck Lake	33	3.1%
8. Lake Pateros	28	2.6%
9. Wanapum Lake	26	2.4%
10. Lake Whatcom	24	2.2%

Total Washington Land Listings:

1,080

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$4,492,807
2. Lake Sammamish	\$1,302,279
3. Lake Tapps	\$650,692
4. Lake Chelan	\$449,003
5. Osoyoos Lake	\$435,045
6. Duck Lake	\$361,148
7. Puget Sound	\$215,039

Listings of 10 Acres or More

1. Osoyoos Lake	\$73,445
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Most Affordable Land per Acre

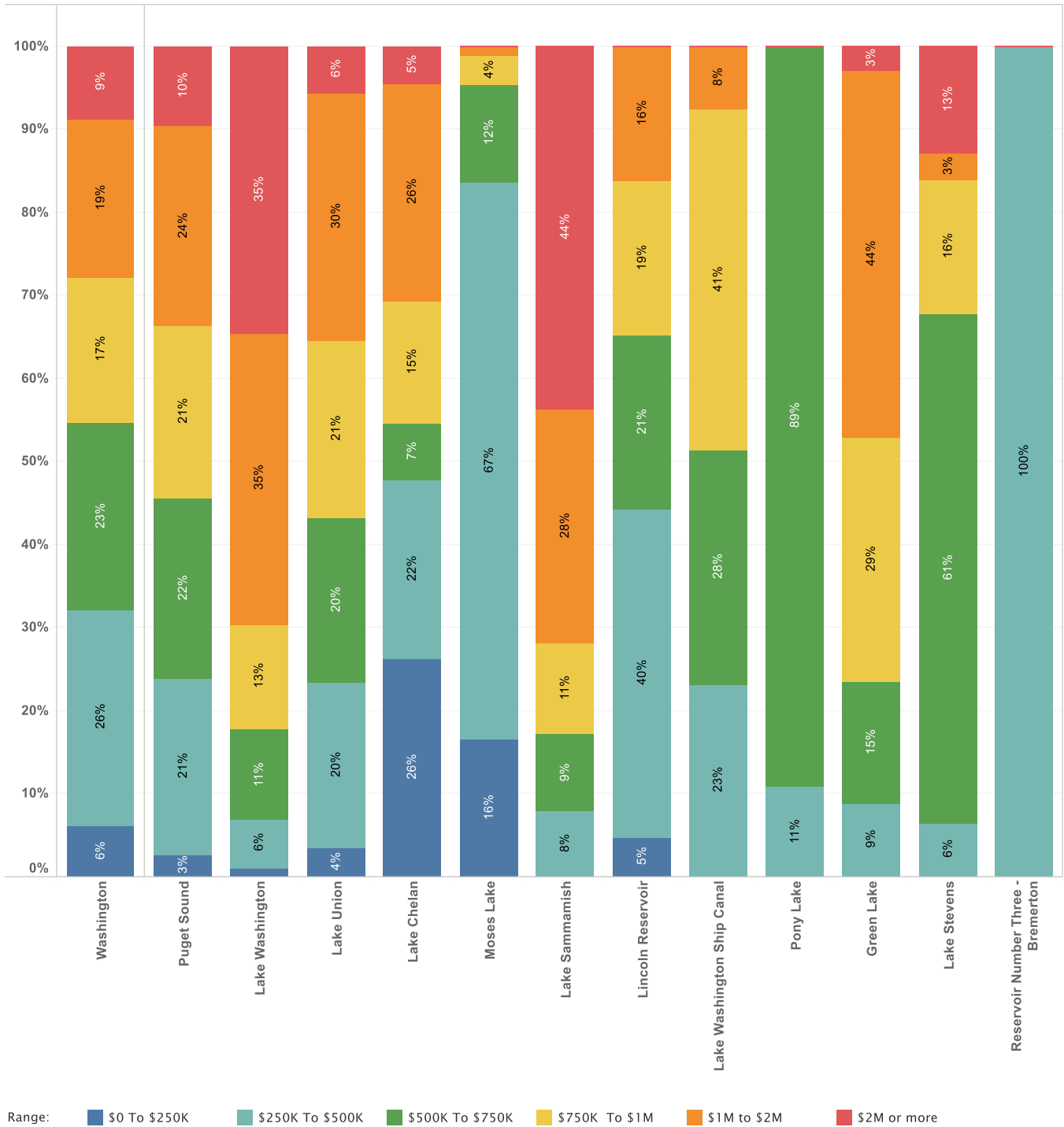
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$61,234
2. Long Lake - Spokane	\$69,667
3. Lake Pateros	\$85,793
4. Wanapum Lake	\$125,415
5. Clear Lake - Yelm	\$147,689
6. Lake Whatcom	\$188,480
7. Moses Lake	\$189,168

Listings of 10 Acres or More

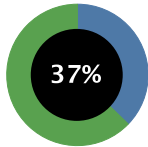
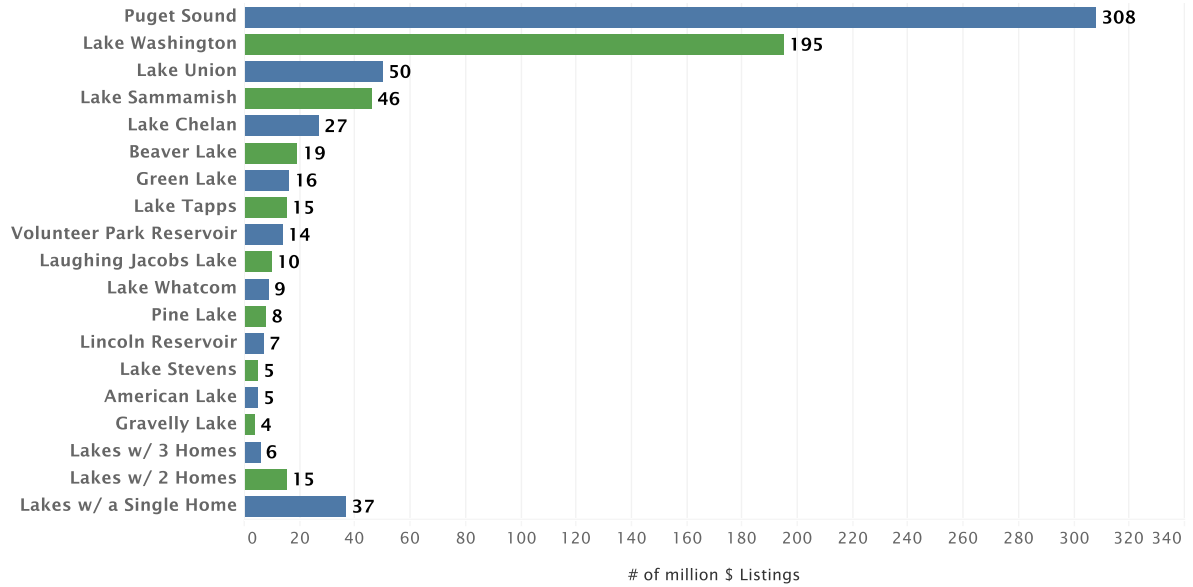
1. Franklin D Roosevelt Lake	\$7,172
2. Puget Sound	\$73,059

Price Breakdown by Percentage of Homes in the Washington Market 2021Q2



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2021Q2

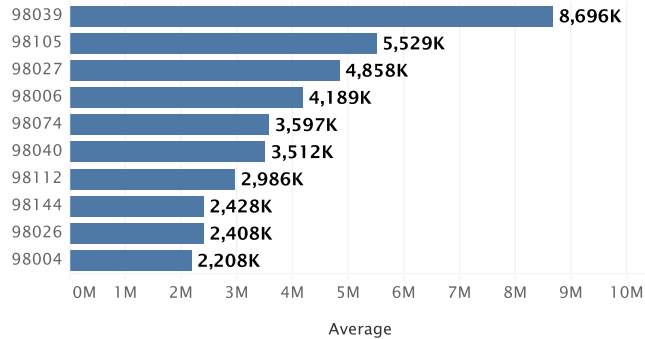


of \$1M+ Homes in Washington are on Puget Sound

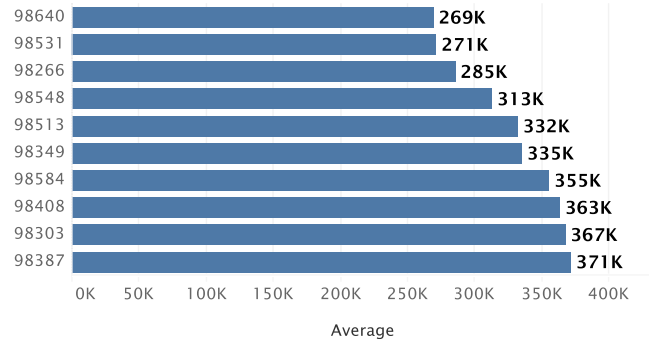
Total Number of \$1M+ Homes

823

Most Expensive ZIP Codes 2021Q2



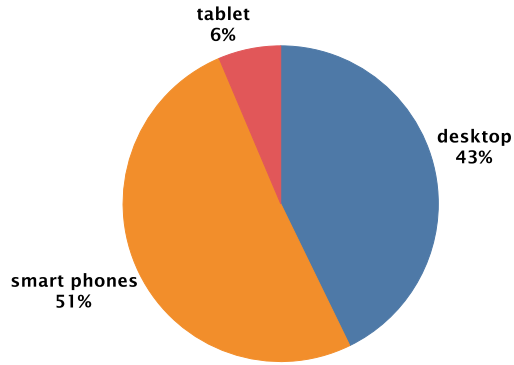
Most Affordable ZIP Codes 2021Q2



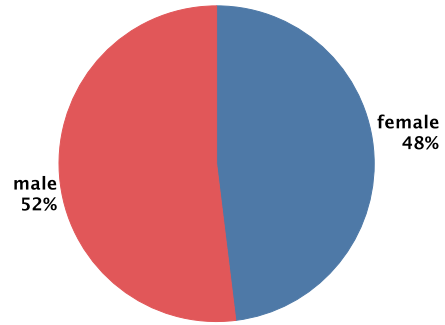
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Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2021Q2

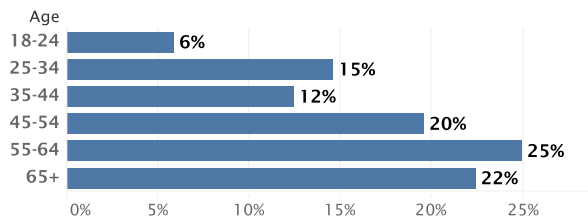


Male/Female Visitors 2021Q2



41% of potential buyers come from outside Washington

What Age Groups are Shopping 2021Q2



Portland

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

Number 2-10 metros are:

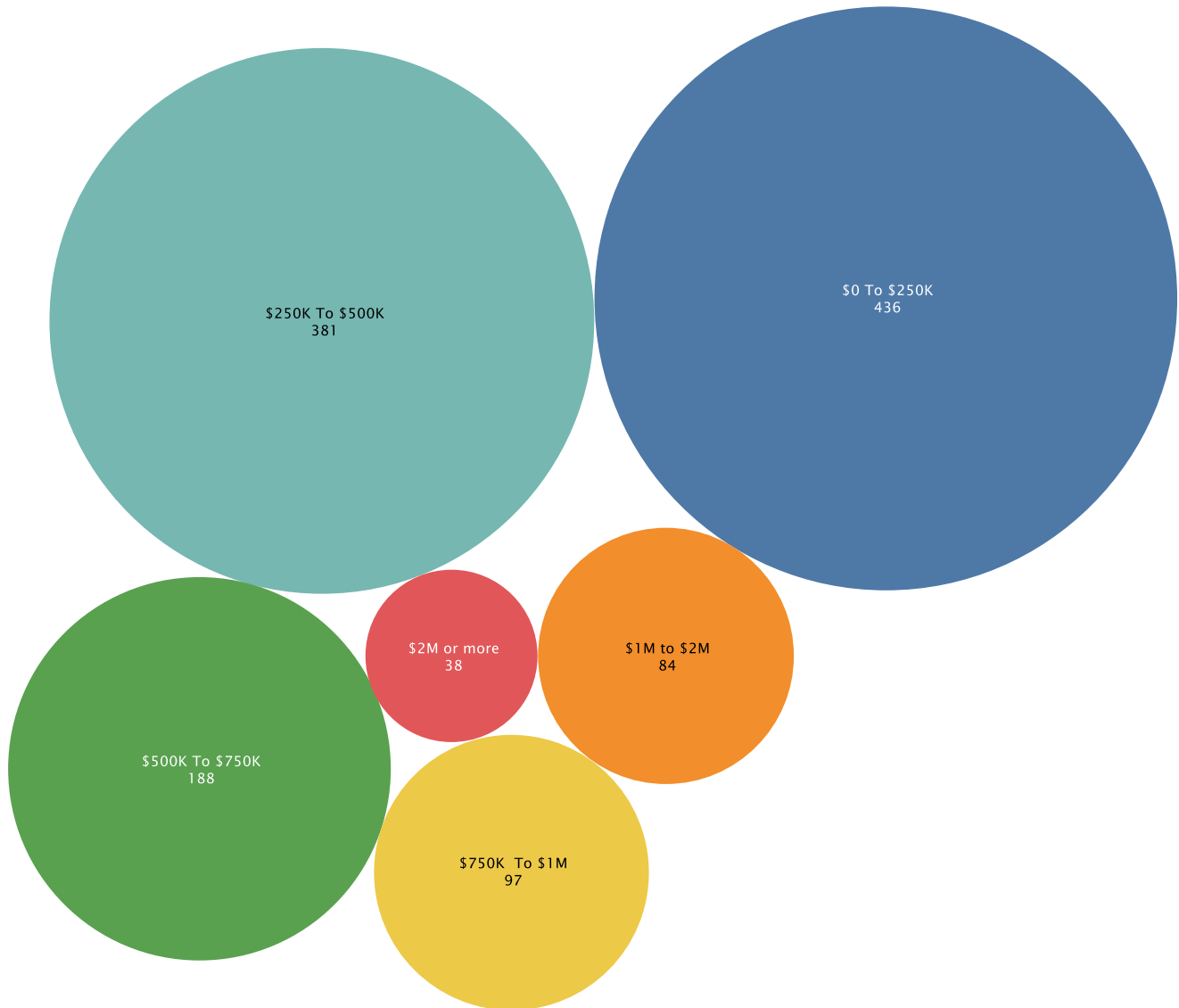
- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Phoenix, AZ
- Chicago, IL
- San Diego, CA
- Sacramento-Stockton-Modesto, CA
- "New York, NY"
- Boise, ID
- Denver, CO



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Price Breakdown by Number of Homes in the Wisconsin Market 2021Q2



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



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Wisconsin

Lake Mendota - Madison grew from \$29.3 million In spring 2021 to \$38.6 million in summer of 2021 resulting in a 32% increase.

Largest Markets

1. Geneva Lake	\$77,002,000	9.1%	6. Lake Superior	\$26,354,400	3.1%
2. Lake Michigan	\$64,510,607	7.6%	7. Pewaukee Lake	\$17,218,700	2.6%
3. Lake Mendota - Madison	\$38,627,900	5.9%	8. Lake Delton - Wisconsin Dells	\$16,954,599	2.0%
4. Lake Monona - Monona	\$32,186,999	3.8%	9. Castle Rock Lake - Germantown	\$16,476,195	1.9%
5. Green Lake - Markesan	\$26,704,298	3.1%	10. Lake Wisconsin - West Point	\$15,451,200	1.8%

Total Wisconsin Market:

\$850,487,251

Largest Home Markets

1. Geneva Lake	\$62,697,300	9.5%
2. Lake Michigan	\$59,207,207	9.0%
3. Lake Mendota - Madison	\$38,627,900	5.9%
4. Lake Monona - Monona	\$30,436,999	4.6%
5. Lake Superior	\$18,986,500	2.9%
6. Pewaukee Lake	\$17,218,700	2.6%
7. Green Lake - Markesan	\$16,827,299	2.6%
8. Catfish Lake	\$12,168,000	1.8%
9. Lake Wisconsin - West Point	\$10,961,200	1.7%
10. Castle Rock Lake - Germantown	\$9,209,099	1.4%

Total Wisconsin Home Market:

\$659,169,574

Largest Land Markets

1. Geneva Lake	\$14,304,700	7.5%
2. Lake Delton - Wisconsin Dells	\$10,249,000	5.4%
3. Green Lake - Markesan	\$9,876,999	5.2%
4. Lake Superior	\$7,367,900	3.9%
5. Castle Rock Lake - Germantown	\$7,267,096	3.8%
6. Lake Michigan	\$5,303,400	2.8%
7. Prairie Lake - Prairie Lake	\$5,020,710	2.6%
8. Nagawicka Lake	\$4,950,000	2.6%
9. Lake Wisconsin - West Point	\$4,490,000	2.3%
10. Graber Pond - Middleton	\$3,999,999	2.1%

Total Wisconsin Land Market:

\$191,317,677

Most Expensive Homes

1. Pewaukee Lake	\$1,721,870
2. Geneva Lake	\$1,424,939
3. Catfish Lake	\$1,216,800
4. Green Lake - Markesan	\$885,647
5. Lake Mendota - Madison	\$858,398
6. Lake Michigan	\$845,817
7. Lake Superior	\$703,204
8. Lake Saint Croix - Afton	\$668,740
9. Lake Monona - Monona	\$574,283
10. Lake Wisconsin - West Point	\$521,962

Most Affordable Homes

1. Dells Pond - Eau Claire	\$162,409
2. Puckaway Lake - Markesan	\$178,873
3. Rice Lake 230 - Rice Lake	\$230,950
4. Lost Land Lake - Spider Lake	\$234,080
5. Lake Delton - Wisconsin Dells	\$239,486
6. Boom Lake - Newbold	\$242,376
7. Lac Vieux Desert	\$244,000
8. Delevan Lake	\$291,052
9. Lake Como	\$305,764
10. Beaver Dam Lake - Westford	\$311,821

Most Listings

1. Prairie Lake - Prairie Lake	88	3.4%	6. Geneva Lake	56	2.2%
2. Castle Rock Lake - Germantown	87	3.4%	7. Lake Monona - Monona	54	2.1%
3. Lake Michigan	82	3.2%	8. Lake Redstone - La Valle	52	2.0%
4. Lake Superior	66	2.5%	9. Green Lake - Markesan	51	2.0%
5. Lake Wisconsin - West Point	60	2.3%	10. Lake Mendota - Madison	45	3.7%

Total Wisconsin Listings:

2,589

Most Homes Available

1. Lake Michigan	70	5.7%
2. Lake Monona - Monona	53	4.3%
3. Lake Mendota - Madison	45	3.7%
4. Geneva Lake	44	3.6%
5. Lake Delton - Wisconsin Dells	28	2.3%
6. Lake Superior	27	2.2%
7. Delevan Lake	23	1.9%
8. Boom Lake - Newbold	22	1.8%
9. Lake Wisconsin - West Point	21	1.7%
10. Castle Rock Lake - Germantown	19	1.6%

Total Wisconsin Home Listings:

1,224

Most Land Available

1. Prairie Lake - Prairie Lake	81	5.9%
2. Castle Rock Lake - Germantown	68	5.0%
3. Lake Redstone - La Valle	48	3.5%
4. Friendship Lake - Adams	40	2.9%
5. Lake Superior	39	2.9%
5. Lake Wisconsin - West Point	39	2.9%
7. Green Lake - Markesan	32	2.3%
8. Petenwell Lake - Arkdale	26	1.9%
9. Bass Lake - Cedar Lake	20	1.5%
10. Nepco Lake - Wisconsin Rapids	19	1.4%

Total Wisconsin Land Listings:

1,365

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Geneva Lake	\$1,322,061
2. Green Lake - Markesan	\$355,288
3. Nepco Lake - Wisconsin Rapids	\$249,415
4. Lake Michigan	\$158,124
5. Lake Wisconsin - West Point	\$96,146
6. Cravath Lake - Whitewater	\$86,110
7. Red Cedar Lake - Cedar Lake	\$75,632
8. Castle Rock Lake - Germantown	\$75,366
9. Lake Redstone - La Valle	\$67,078

Listings of 10 Acres or More

Most Affordable Land per Acre

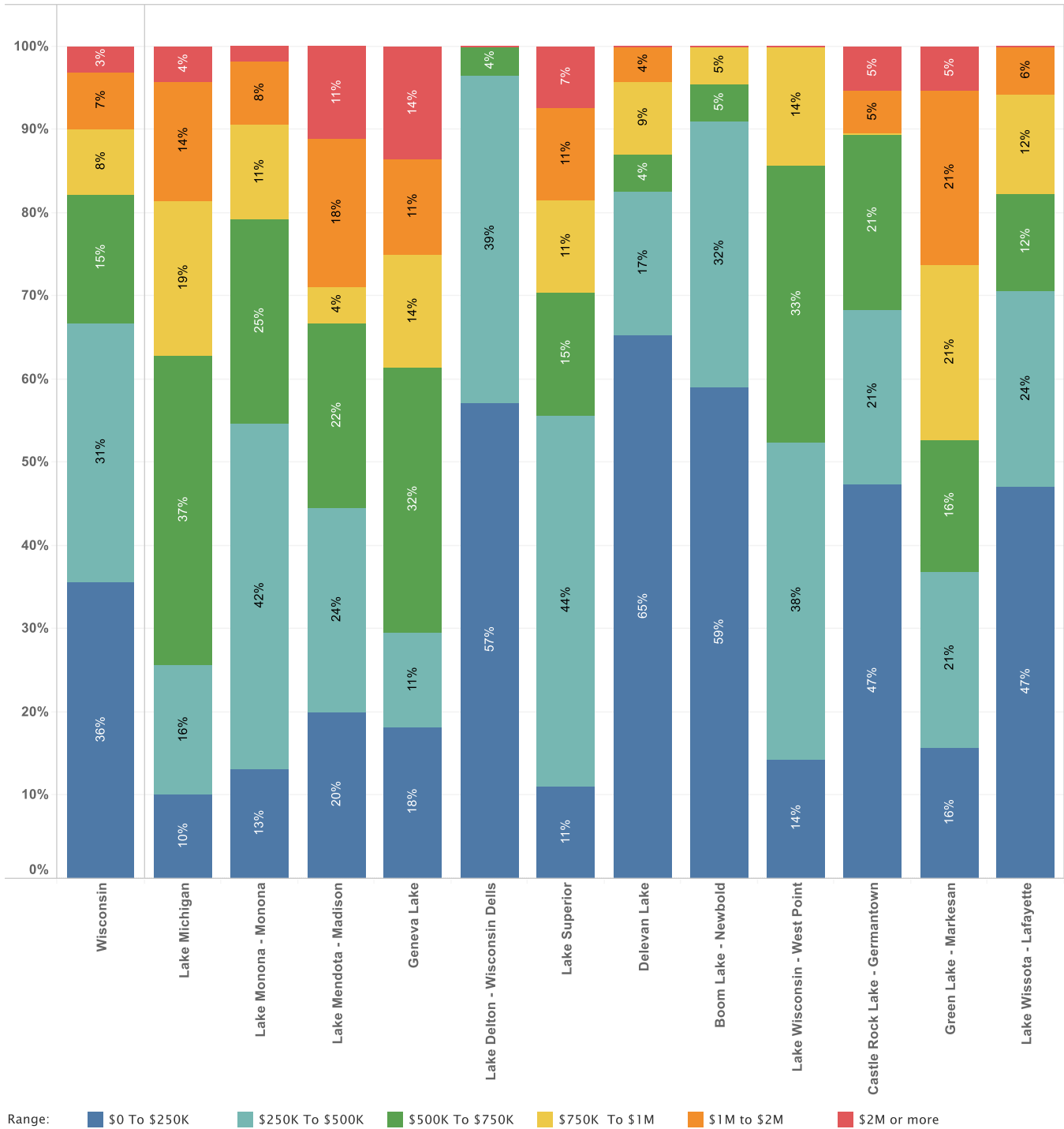
Listings of Less Than 10 Acres

1. Friendship Lake - Adams	\$20,507
2. La Valle Mill Pond - La Valle	\$22,510
3. Bass Lake - Cedar Lake	\$22,958
4. Tainter Lake - Tainter	\$28,332
5. Osprey Lake - Hayward	\$33,559
6. Petenwell Lake - Arkdale	\$38,803
7. Dutch Hollow Lake - La Valle	\$41,281
8. Prairie Lake - Prairie Lake	\$42,231
9. Lake Superior	\$52,934

Listings of 10 Acres or More

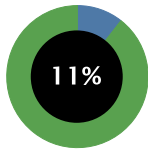
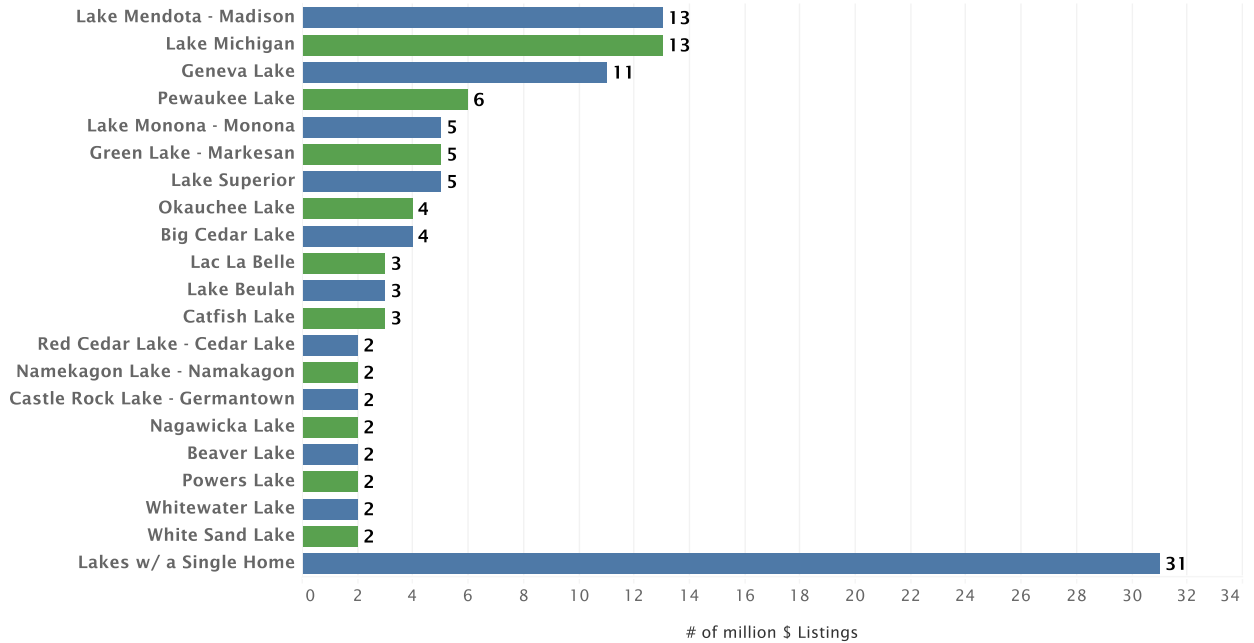
1. Mulligan Lake - Wascott	\$2,903
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Price Breakdown by Percentage of Homes in the Wisconsin Market 2021Q2



Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2021Q2

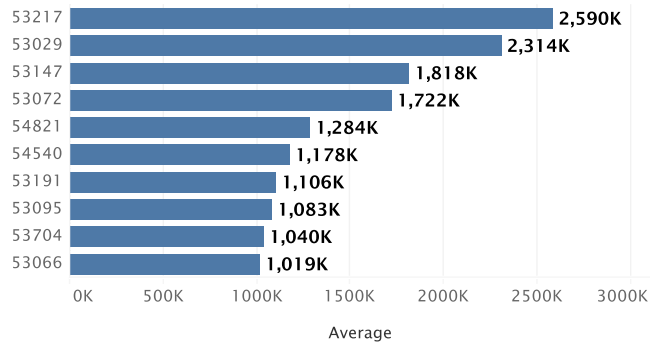


of \$1M+ Homes in Wisconsin are on Lake Mendota - Madison

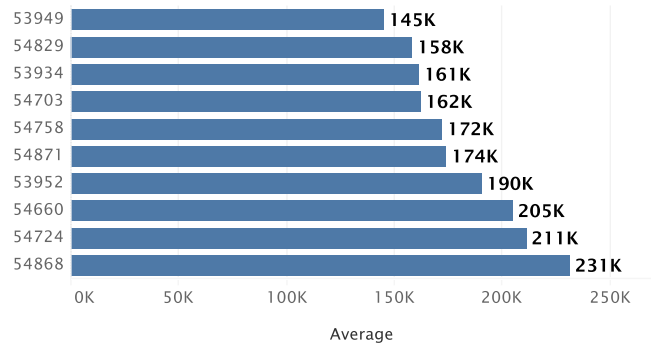
Total Number of \$1M+ Homes

122

Most Expensive ZIP Codes 2021Q2



Most Affordable ZIP Codes 2021Q2



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