



LAKE REAL ESTATE MARKET REPORT

SPRING 2023

Chapter 1
Available Lake Homes and Land Report

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 an evolving report with information we believe is insightful. We consider this report to be valuable but incomplete for some markets because some MLSs do not release sold property data. This report can provide the average lake property's asking price and final sale price and can help answer questions such as:

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

Chapter 3: Available Lake Market State Maps provide maps of lake real estate properties for sale across multiple states.

CEO's Market Insights

There is the U.S. housing market, then the U.S. lake home market. They are related (to some extent), and the general market influences the lake market to a small degree. However, they are not generally interrelated.

The lake real estate market features **discretionary homes**. The buyers are highly insulated from mortgage rates and have plenty of purchasing capability, even in a recession. Sellers rarely “must” sell. In good times and bad, it is not uncommon for a buyer to shop for a lake home for more than two years. When seeking a dream, these buyers can be patient and picky.

I have a front-row seat to this country's imminently fascinating lake real estate market. I'm a nerd, and I love data. Most of my career has been in computer engineering, where data is. Through our agent's real estate transactions at lakes across the country and the behavior of millions of visitors to LakeHomes.com, we have access to a wealth of data that reveal trends, patterns, and surprises.

From that, here are a few of my thoughts based on the present state of the lake real estate market in the United States.

1. I still expect **the 2023 transaction count to exceed 2022 by 10% to 15%** as the trend of increasing inventories of lake property for sale across the country continues.
2. **Mortgage interest rates remain virtually meaningless** for lake real estate, other than influencing general real estate market perception. Lake home buyers often pay cash, particularly if they have a second home, so mortgage availability and rates have a little-to-no impact.
3. I strongly encourage **lake property owners to think with an investment mindset**. While not overly apparent to most, **the peak of the market in real estate and at essentially all lakes has passed**. It is not the start of a crash. This trend is the market driving over the top of a mountain that lacks steep sides.

The key is for lake homeowners to consider their future. Owners anticipating this home/investment for more than five to ten years should relax and enjoy the lake! The current market conditions should not be of concern, and the five-to-ten-year outlook is too unknowable to make any sensible prediction. There are too many variables even to make a WAG.

Suppose an owner is considering **downsizing, eliminating a second home, or moving back toward family** away from the lake. In that case, the next few months may be **THE best remaining opportunity to get the maximum return** on the financial investment in a lake home.

This window of best opportunity is closing but may last through the summer of 2023. Please remember that once this window **passes, it likely will not return for years**.

4. Lake home and land sellers must continue thinking more broadly than local real estate and market comps. From the buyers across the country visiting LakeHomes.com, we know **many buyers are looking for a**

lake home on MULTIPLE LAKES, often in different states. Therefore, sellers are not just competing with the houses for sale on their local lake.

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

“I strongly encourage lake property owners to think with an investment mindset.”

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

Despite intense demand for lake homes, tens of thousands of lake homes and lots have been listed for sale for months and even years. There’s a reason for that. **Lake home buyers, and home buyers in general, are more informed than ever in human history.** They know the market, the trends, the transactions, and the lousy and overpriced listings.

Lake home buyers recognize homes online that have been on the market for over a month. These buyers consider these homes **grossly overpriced** and have NO INTEREST in wasting time asking about these properties, much less touring them.

Lake home buyers are eager but not foolish (as a group, there are always exceptions in any market). Buyers know the lake real estate market has peaked and have no appetite to pay above-market prices. And they know they can wait, as these are almost always discretionary home purchases, not required for work or school.

With economic, social, and energy challenges expected in coming years, lake home buyers will remain eager but prudent. Overpriced (for the current market) lake homes and lots **will continue to sit unsold. NO AMOUNT of marketing can overcome a pricing problem.**

Please visit us at LakeHomes.com, THE best place to learn more about the lake markets where you live or aspire to live. If you would like more detailed local market information, our licensed real estate agents at your lake are THE local lake real estate experts! Give them a call. They are glad to be your consultant, as you may need them in the coming days, months, or years.

- G



Glenn S. Phillips
CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 34 states and is currently a member of 146 Multiple Listing Services (MLS). Thirty-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 February of 2023, 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 February 14, 2023.

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

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

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

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

V1

Overall Top 10s

Largest Markets

1. Lake Michigan, IL	\$902,044,543	6. Lake Travis, TX	\$585,277,571
2. Puget Sound, WA	\$831,454,516	7. Lake Michigan, MI	\$556,364,347
3. Lake Norman, NC	\$723,806,318	8. Lake Lanier, GA	\$504,735,475
4. Lewisville Lake, TX	\$648,632,467	9. Old Hickory Lake, TN	\$425,638,577
5. Lake Washington, WA	\$618,985,399	10. Lake Of The Ozarks, MO	\$411,243,043

Largest Home Markets

1. Lake Michigan, IL	\$896,333,943
2. Puget Sound, WA	\$740,748,278
3. Lake Norman, NC	\$552,142,917
4. Lewisville Lake, TX	\$549,642,003
5. Lake Washington, WA	\$531,959,549
6. Lake Travis, TX	\$479,382,702
7. Old Hickory Lake, TN	\$370,884,666
8. Lake Michigan, MI	\$369,372,688
9. Lake Lanier, GA	\$357,878,859
10. Lake Oconee, GA	\$348,226,834

Largest Land Markets

1. Lake Michigan, MI	\$186,991,659
2. Lake Norman, NC	\$171,663,401
3. Lake Lanier, GA	\$146,856,616
4. Lewis Smith Lake, AL	\$105,269,324
5. Lake Travis, TX	\$104,194,869
6. Puget Sound, WA	\$90,706,238
7. Lake Of The Ozarks, MO	\$87,291,443
8. Lake Washington, WA	\$87,025,850
9. Lake Conroe, TX	\$84,433,982
10. Lewisville Lake, TX	\$83,433,664

Most Expensive Homes

1. Lake Butler, FL	\$3,917,047
2. Flathead Lake, MT	\$3,799,214
3. Lake Down, FL	\$3,722,995
4. Lake Washington, WA	\$3,499,734
5. Heron Lagoon, FL	\$3,427,229
6. Whitefish Lake, MT	\$3,057,507
7. Butler Chain Of Lakes, FL	\$2,946,897
8. Lake Sue, FL	\$2,730,255
9. Lake Burton, GA	\$2,473,588
10. Lake Michigan - Petoskey Area, MI	\$2,377,065

Most Affordable Homes

1. Bateman Lake, LA	\$118,200
2. Lake Victory, IL	\$136,554
3. Spring Lake - Seminole, FL	\$138,570
4. Lake Sparkle, FL	\$143,257
5. Pymatuning Lake, PA	\$150,507
6. Peoria Lake, IL	\$162,176
7. Lake Bistineau, LA	\$174,754
8. Round Lake, IL	\$176,014
9. Lake Catherine, FL	\$177,240
10. Chaplin Lake, LA	\$180,880

Most Listings

Table Rock Lake, AR/MO*	1,132	Lake Norman, NC	859
Lake Michigan, IL	1,060	Cedar Creek Lake, TX	793
Lake Of The Ozarks, MO	1,060	Canyon Lake, TX	756
Lewisville Lake, TX	1,004	Lake Conroe, TX	659
Puget Sound, WA	908	Lewis Smith Lake, AL	656

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

Most Homes Available

Lake Michigan, IL	1,029
Lewisville Lake, TX	903
Puget Sound, WA	650
Lake Norman, NC	603
Lake Of The Ozarks, MO	588
Lake Ray Hubbard, TX	550
Old Hickory Lake, TN	485
Lake Conroe, TX	452
Lake Lanier, GA	423
Lake Wylie, NC/SC*	407

Most Land Available

Table Rock Lake, AR/MO*	796
Lake Of The Ozarks, MO	472
Lewis Smith Lake, AL	471
Canyon Lake, TX	428
Cedar Creek Lake, TX	385
Lake Hartwell, GA/SC*	381
Lake Michigan, MI	356
Lake Livingston, TX	338
Smith Mountain Lake, VA	313
Watts Bar Lake, TN	313

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$6,210,986
2. East Park Reservoir, PA	\$3,795,000
3. Muskegon Lake, MI	\$1,794,937
4. Lake Austin, TX	\$1,785,263
5. Lake Maitland, FL	\$1,688,297
6. Osoyoos Lake, WA	\$1,078,907
7. Lake Chelan, WA	\$932,387
8. Lake Michigan - New Buffalo-Sawyer Area, MI	\$912,694
9. Whitefish Lake, MT	\$905,897
10. Grapevine Lake, TX	\$785,521

Listings of 10 Acres or More

1. Lewisville Lake, TX	\$199,568
2. Lake Conroe, TX	\$136,209
3. Lake Travis, TX	\$133,748
4. Flathead Lake, MT	\$121,009
5. Lake Murray, SC	\$116,398
6. Lake Lanier, GA	\$93,260
7. Lake Michigan - Traverse City Area, MI	\$89,063
8. Lake Keowee, SC	\$84,920
9. Lake Allatoona, GA	\$81,397
10. Lake Norman, NC	\$78,621

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Hidden Lake - Nebo, NC	\$10,574
2. Birch Lake, OK	\$11,304
3. Tink Wig Lake, PA	\$15,061
4. Canadian Lakes, MI	\$15,729
5. Lake Lucy - Interlachen, FL	\$16,110
6. Bull Shoals Lake, AR	\$16,223
7. Lake Lancer, MI	\$16,899
8. Fawn Lake, PA	\$16,948
9. Woodledge Lake, PA	\$17,984
10. Walker Lake, PA	\$18,454

Listings of 10 Acres or More

1. Bull Shoals Lake, MO	\$2,879
2. Kentucky Lake, TN	\$4,405
3. Cordell Hull Lake, TN	\$4,428
4. Lake Eufaula, OK	\$4,449
5. Dale Hollow Lake, TN	\$5,937
6. Tenkiller Lake, OK	\$5,957
7. Great Sacandaga Lake, NY	\$6,393
8. Fort Gibson Lake, OK	\$6,394
9. Leesville Lake, VA	\$6,775
10. Oologah Lake, OK	\$6,952

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

Top-Ranked By State

Largest Markets

Alabama:	Lewis Smith Lake	\$265,226,419
Arkansas:	Table Rock Lake*	\$269,488,598
Connecticut:	Candlewood Lake	\$32,643,600
Florida:	Lake Maitland	\$105,999,931
Georgia:	Lake Lanier	\$504,735,475
Idaho:	Coeur d'Alene Lake	\$155,110,943
Illinois:	Lake Michigan	\$902,044,543
Indiana:	Lake Michigan	\$30,291,290
Iowa:	West Okoboji Lake	\$22,598,800
Kentucky:	Kentucky Lake*	\$69,790,665
Louisiana:	Lake Pontchartrain	\$88,530,955
Maryland:	Deep Creek Lake	\$96,563,095
Massachusetts:	Back Bay Fens	\$77,675,990
Michigan:	Lake Michigan	\$556,364,347
Minnesota:	Lake Minnetonka	\$167,094,725
Mississippi:	Ross R Barnett Reservoir	\$51,141,395
Missouri:	Lake Of The Ozarks	\$411,243,043
Montana:	Flathead Lake	\$256,768,194
Nebraska:	Newport Landing Lake	\$22,083,429
New Hampshire:	Lake Winnepesaukee	\$256,648,770
New York:	Lake George	\$120,756,898
North Carolina:	Lake Norman	\$723,806,318
North Dakota:	Lake Sakakawea	\$6,113,500
Oklahoma:	Lake Texoma*	\$183,388,633
Pennsylvania:	Lake Wallenpaupack	\$49,541,287
South Carolina:	Lake Wylie*	\$318,587,546
Tennessee:	Old Hickory Lake	\$425,638,577
Texas:	Lewisville Lake	\$648,632,467
Vermont:	Lake Champlain*	\$83,666,139
Virginia:	Smith Mountain Lake	\$170,679,532
Washington:	Puget Sound	\$831,454,516
Wisconsin:	Lake Saint Croix - Afton	\$22,994,200

Most Listings

Alabama:	Lewis Smith Lake	656
Arkansas:	Table Rock Lake*	1,132
Connecticut:	Candlewood Lake	30
Florida:	Lake Tarpon	192
Georgia:	Lake Lanier	635
Idaho:	Pend Oreille Lake	157
Illinois:	Lake Michigan	1,060
Indiana:	Lake Michigan	33
Iowa:	Sun Valley Lake	18
Kentucky:	Lake Cumberland	439
Louisiana:	Lake Pontchartrain	177
Maryland:	Deep Creek Lake	112
Massachusetts:	Manwhague Swamp	41
Michigan:	Lake Michigan	634
Minnesota:	Other Northern Metro Area Lakes	144
Mississippi:	Ross R Barnett Reservoir	184
Missouri:	Table Rock Lake*	1,132
Montana:	Flathead Lake	113
Nebraska:	Shadow Lake	69
New Hampshire:	Lake Winnepesaukee	159
New York:	Lake Champlain*	134
North Carolina:	Lake Norman	859
North Dakota:	Lake Sakakawea	29
Oklahoma:	Lake Eufaula	486
Pennsylvania:	Lake Wallenpaupack	137
South Carolina:	Lake Hartwell*	613
Tennessee:	Old Hickory Lake	572
Texas:	Lewisville Lake	1,004
Vermont:	Lake Champlain*	134
Virginia:	Smith Mountain Lake	419
Washington:	Puget Sound	908
Wisconsin:	Prairie Lake - Prairie Lake	76

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

Largest Home Markets

Alabama:	Lewis Smith Lake	\$159,957,095
Arkansas:	Table Rock Lake*	\$199,561,015
Connecticut:	Candlewood Lake	\$32,169,700
Florida:	Lake Maitland	\$96,612,999
Georgia:	Lake Lanier	\$357,878,859
Idaho:	Pend Oreille Lake	\$121,070,590
Illinois:	Lake Michigan	\$896,333,943
Indiana:	Lake Michigan	\$24,891,490
Iowa:	West Okoboji Lake	\$22,598,800
Kentucky:	Kentucky Lake*	\$49,560,299
Louisiana:	Lake Pontchartrain	\$76,437,260
Maryland:	Deep Creek Lake	\$81,839,696
Massachusetts:	Back Bay Fens	\$76,955,990
Michigan:	Lake Michigan	\$369,372,688
Minnesota:	Lake Minnetonka	\$153,859,926
Mississippi:	Ross R Barnett Reservoir	\$36,148,168
Missouri:	Lake Of The Ozarks	\$323,951,600
Montana:	Flathead Lake	\$210,384,794
Nebraska:	Newport Landing Lake	\$20,077,429
New Hampshire:	Lake Winnepesaukee	\$228,553,694
New York:	Lake George	\$113,537,498
North Carolina:	Lake Norman	\$552,142,917
North Dakota:	Lake Sakakawea	\$1,934,600
Oklahoma:	Lake Texoma*	\$90,713,762
Pennsylvania:	Lake Wallenpaupack	\$45,237,099
South Carolina:	Lake Wylie*	\$243,773,247
Tennessee:	Old Hickory Lake	\$370,884,666
Texas:	Lewisville Lake	\$549,642,003
Vermont:	Lake Champlain*	\$66,332,639
Virginia:	Smith Mountain Lake	\$102,605,817
Washington:	Puget Sound	\$740,748,278
Wisconsin:	Lake Saint Croix - Afton	\$22,940,200

Most Homes Available

Alabama:	Lewis Smith Lake	185
Arkansas:	Table Rock Lake*	336
Connecticut:	Candlewood Lake	27
Florida:	Lake Tarpon	176
Georgia:	Lake Lanier	423
Idaho:	Pend Oreille Lake	83
Illinois:	Lake Michigan	1,029
Indiana:	Morse Reservoir	31
Iowa:	West Okoboji Lake	17
Kentucky:	Lake Cumberland	135
Louisiana:	Lake Pontchartrain	126
Maryland:	Deep Creek Lake	76
Massachusetts:	Manwhague Swamp	41
Michigan:	Lake Michigan	278
Minnesota:	Other Northern Metro Area Lakes	110
Mississippi:	Ross R Barnett Reservoir	79
Missouri:	Lake Of The Ozarks	588
Montana:	Flathead Lake	60
Nebraska:	Glenn Cunningham Lake	29
New Hampshire:	Lake Winnepesaukee	112
New York:	Lake Champlain*	97
North Carolina:	Lake Norman	603
North Dakota:	Lake Sakakawea	6
Oklahoma:	Lake Eufaula	175
Pennsylvania:	Pocono Country Place	74
South Carolina:	Lake Wylie*	407
Tennessee:	Old Hickory Lake	485
Texas:	Lewisville Lake	903
Vermont:	Lake Champlain*	97
Virginia:	Smith Mountain Lake	106
Washington:	Puget Sound	650
Wisconsin:	Lake Saint Croix - Afton	21

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

Largest Land Markets

Alabama:	Lewis Smith Lake	\$105,269,324
Arkansas:	Table Rock Lake*	\$69,927,583
Connecticut:	Wononskopomuc Lake	\$2,595,000
Florida:	Lake Harris	\$36,229,600
Georgia:	Lake Lanier	\$146,856,616
Idaho:	Coeur d'Alene Lake	\$49,108,899
Illinois:	Lake Michigan	\$5,710,600
Indiana:	Lake Michigan	\$5,399,800
Iowa:	Clear Lake	\$1,900,000
Kentucky:	Kentucky Lake*	\$20,230,366
Louisiana:	Lake Pontchartrain	\$12,093,695
Maryland:	Deep Creek Lake	\$14,723,399
Massachusetts:	The Glades	\$2,950,000
Michigan:	Lake Michigan	\$186,991,659
Minnesota:	Other Prior Lake Area Lakes	\$27,027,000
Mississippi:	Ross R Barnett Reservoir	\$14,993,227
Missouri:	Lake Of The Ozarks	\$87,291,443
Montana:	Flathead Lake	\$46,383,400
Nebraska:	Shadow Lake	\$4,173,497
New Hampshire:	Lake Winnepesaukee	\$18,349,088
New York:	Saratoga Lake	\$13,982,800
North Carolina:	Lake Norman	\$171,663,401
North Dakota:	Lake Sakakawea	\$4,178,900
Oklahoma:	Lake Texoma*	\$66,085,871
Pennsylvania:	Delaware River*	\$3,574,700
South Carolina:	Lake Wylie*	\$74,814,299
Tennessee:	Old Hickory Lake	\$54,753,911
Texas:	Lake Travis	\$104,194,869
Vermont:	Lake Champlain*	\$9,275,800
Virginia:	Smith Mountain Lake	\$68,073,715
Washington:	Puget Sound	\$90,706,238
Wisconsin:	Prairie Lake - Prairie Lake	\$4,029,790

Most Land Available

Alabama:	Lewis Smith Lake	471
Arkansas:	Table Rock Lake*	796
Connecticut:	Woodridge Lake - Goshen	8
Florida:	Lake Weohyakapka (Walk in Water)	121
Georgia:	Lake Hartwell*	381
Idaho:	Coeur d'Alene Lake	78
Illinois:	Spoon Lake	37
Indiana:	Big Turkey Lake	26
Iowa:	Sun Valley Lake	11
Kentucky:	Lake Cumberland	304
Louisiana:	Oden Lake	52
Maryland:	Deep Creek Lake	36
Massachusetts:	Ashmere Reservoir	8
Michigan:	Lake Michigan	356
Minnesota:	Other Greater St Cloud Area Lakes	41
Mississippi:	Ross R Barnett Reservoir	105
Missouri:	Table Rock Lake*	796
Montana:	Flathead Lake	53
Nebraska:	Shadow Lake	59
New Hampshire:	Lake Winnepesaukee	39
New York:	Lake Ontario	42
North Carolina:	Lake Norman	256
North Dakota:	Lake Sakakawea	23
Oklahoma:	Lake Eufaula	299
Pennsylvania:	Indian Mountain Lakes	70
South Carolina:	Lake Hartwell*	381
Tennessee:	Watts Bar Lake	313
Texas:	Canyon Lake	428
Vermont:	Lake Champlain*	30
Virginia:	Smith Mountain Lake	313
Washington:	Puget Sound	258
Wisconsin:	Prairie Lake - Prairie Lake	68

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

Most Expensive Homes

Alabama:	Lake Tuscaloosa	\$991,418
Arkansas:	Beaver Lake	\$763,054
Connecticut:	Woodridge Lake - Goshen	\$1,369,441
Florida:	Lake Butler	\$3,917,047
Georgia:	Lake Burton	\$2,473,588
Idaho:	Hayden Lake	\$2,289,913
Illinois:	Quarry Lake	\$1,596,709
Indiana:	Lake Michigan	\$1,310,078
Iowa:	West Okoboji Lake	\$1,329,341
Kentucky:	Kentucky Lake	\$562,441
Louisiana:	Prien Lake	\$753,677
Maryland:	Deep Creek Lake	\$1,076,838
Massachusetts:	Back Bay Fens	\$2,332,000
Michigan:	Lake Michigan - Petoskey Area	\$2,377,065
Minnesota:	Lake Minnetonka	\$2,051,466
Mississippi:	Oxford Region Lakes	\$605,779
Missouri:	Table Rock Lake	\$624,345
Montana:	Flathead Lake	\$3,799,214
Nebraska:	Newport Landing Lake	\$772,209
New Hampshire:	Lake Winnepesaukee	\$2,093,796
New York:	Skaneateles Lake	\$2,058,159
North Carolina:	Falls Lake	\$1,598,867
Oklahoma:	Grand Lake	\$691,718
Pennsylvania:	Springton Reservoir	\$1,158,454
South Carolina:	Lake Keowee	\$1,438,153
Tennessee:	Dale Hollow Lake	\$1,087,926
Texas:	Lake Austin	\$2,342,384
Vermont:	Lake Champlain - Burlington Area	\$770,164
Virginia:	Smith Mountain Lake	\$967,979
Washington:	Lake Washington	\$3,499,734
Wisconsin:	Lake Saint Croix - Afton	\$1,092,390

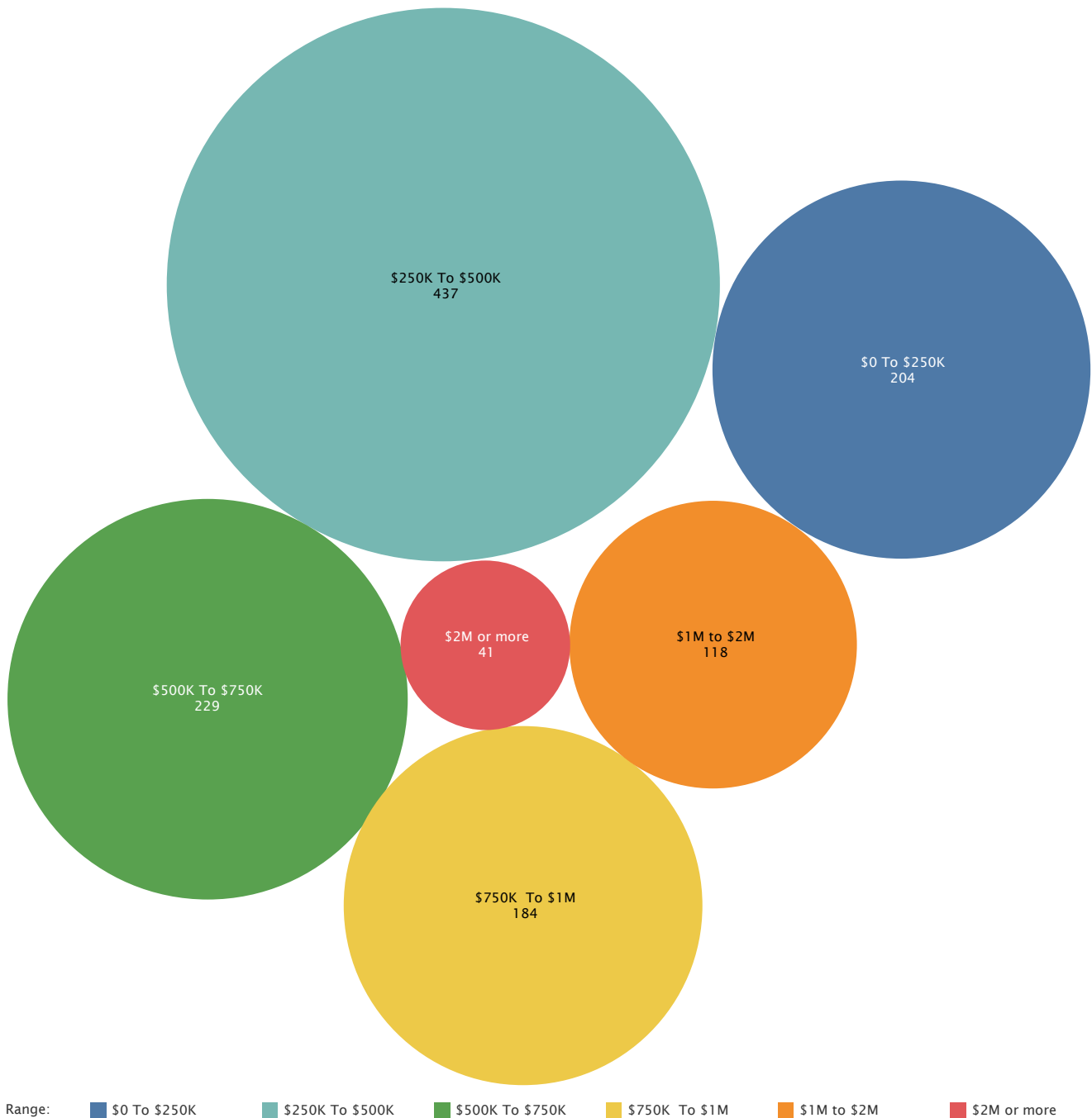
Most Affordable Homes

Alabama:	Alabama River	\$195,807
Arkansas:	Bull Shoals Lake	\$325,310
Connecticut:	Candlewood Lake	\$1,191,470
Florida:	Spring Lake - Seminole	\$138,570
Georgia:	High Falls Lake	\$275,225
Idaho:	Lake Cascade	\$1,053,969
Illinois:	Lake Victory	\$136,554
Indiana:	Lake George	\$283,264
Iowa:	Lake Ponderosa	\$364,940
Kentucky:	Lake Cumberland	\$331,824
Louisiana:	Bateman Lake	\$118,200
Maryland:	Druid Lake	\$204,600
Massachusetts:	Watershops Pond	\$241,950
Michigan:	Lake Huron - Bay City Area	\$234,892
Minnesota:	Silver Lake - Rochester	\$226,114
Mississippi:	Ross R Barnett Reservoir	\$457,572
Missouri:	Pomme De Terre Lake	\$203,364
Montana:	Eagle Lake	\$1,413,246
Nebraska:	Glenn Cunningham Lake	\$319,000
New Hampshire:	Locke Lake	\$361,882
New York:	Iroquois Lake	\$234,460
North Carolina:	Lake Townsend	\$240,900
Oklahoma:	Fort Gibson Lake	\$343,543
Pennsylvania:	Pymatuning Lake	\$150,507
South Carolina:	Lake Marion	\$391,586
Tennessee:	Lake Catherine	\$324,959
Texas:	Somerville Lake	\$240,150
Vermont:	Lake Bomoseen	\$500,082
Virginia:	Lake Caroline	\$353,400
Washington:	Beverly Lake	\$365,399
Wisconsin:	Lake Saint Croix - Afton	\$1,092,390

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2023Q1



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



Alabama

The total Alabama market fell from \$173 MM in winter 2022-2023 to \$125 MM resulting in a 28% decrease.

Largest Markets

1. Lewis Smith Lake	\$265,226,419	21.7%	6. Logan Martin Lake	\$59,759,420	4.9%
2. Lake Guntersville	\$180,634,836	14.8%	7. Lake Wedowee	\$45,316,439	3.7%
3. Lake Martin	\$125,389,432	10.2%	8. Lake Eufaula*	\$35,747,478	2.9%
4. Lake Tuscaloosa	\$80,141,374	6.5%	9. Neely Henry Lake	\$33,462,502	2.7%
5. Wilson Lake	\$61,449,348	5.0%	10. Wheeler Lake	\$33,170,289	2.7%

Total Alabama Market:

\$1,224,478,243

Largest Home Markets

1. Lewis Smith Lake	\$159,957,095	19.4%
2. Lake Guntersville	\$121,655,838	14.7%
3. Lake Martin	\$103,079,536	12.5%
4. Lake Tuscaloosa	\$64,442,188	7.8%
5. Logan Martin Lake	\$49,522,423	6.0%
6. Wilson Lake	\$36,296,700	4.4%
7. Neely Henry Lake	\$25,601,702	3.1%
8. Lake Wedowee	\$21,178,399	2.6%
9. Pickwick Lake*	\$19,999,971	2.4%
10. Weiss Lake	\$18,295,099	2.2%

Total Alabama Home Market:

\$825,720,392

Largest Land Markets

1. Lewis Smith Lake	\$105,269,324	26.4%
2. Lake Guntersville	\$58,978,998	14.8%
3. Wilson Lake	\$25,152,648	6.3%
4. Lake Wedowee	\$24,138,040	6.1%
5. Lake Eufaula*	\$22,891,299	5.7%
6. Lake Martin	\$22,309,896	5.6%
7. Wheeler Lake	\$21,783,900	5.5%
8. Lake Tuscaloosa	\$15,699,186	3.9%
9. Lay Lake	\$10,317,599	2.6%
10. Logan Martin Lake	\$10,236,997	2.6%

Total Alabama Land Market:

\$398,757,851

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

Most Expensive Homes

1. Lake Tuscaloosa	\$991,418
2. Shoal Creek	\$966,403

Most Affordable Homes

1. Lake Cameron	\$582,707
2. Lake Mitchell	\$634,859

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

Most Listings

1. Lewis Smith Lake	656	19.4%	6. Lake Tuscaloosa	180	5.3%
2. Lake Guntersville	336	9.9%	7. Lake Wedowee	168	5.0%
3. Logan Martin Lake	199	5.9%	8. Neely Henry Lake	156	4.6%
4. Lake Martin	198	5.8%	9. Wilson Lake	137	4.0%
5. Weiss Lake	188	5.6%	10. Lake Eufaula*	112	3.3%

Total Alabama Listings:

3,387

Most Homes Available

1. Lewis Smith Lake	185	14.4%
2. Lake Guntersville	154	12.0%
3. Lake Martin	118	9.2%
4. Logan Martin Lake	106	8.3%
5. Neely Henry Lake	66	5.1%
6. Lake Tuscaloosa	65	5.1%
7. Weiss Lake	55	4.3%
8. Wilson Lake	42	3.3%
9. Pickwick Lake*	40	3.1%
10. Lake Wedowee	38	3.0%

Total Alabama Home Listings:

1,282

Most Land Available

1. Lewis Smith Lake	471	22.4%
2. Lake Guntersville	182	8.6%
3. Weiss Lake	133	6.3%
4. Lake Wedowee	130	6.2%
5. Lake Tuscaloosa	115	5.5%
6. Wilson Lake	95	4.5%
7. Logan Martin Lake	93	4.4%
8. Neely Henry Lake	90	4.3%
9. Lake Martin	80	3.8%
10. Lake Eufaula*	75	3.6%

Total Alabama Land Listings:

2,105

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Cameron	\$735,666
2. Wilson Lake	\$203,411
3. Lake Martin	\$197,180
4. Lake Guntersville	\$152,131
5. Wheeler Lake	\$136,064
6. Lewis Smith Lake	\$135,722
7. Lake Eufaula	\$100,126
8. Lake Tuscaloosa	\$97,622

Listings of 10 Acres or More

1. Wheeler Lake	\$66,888
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

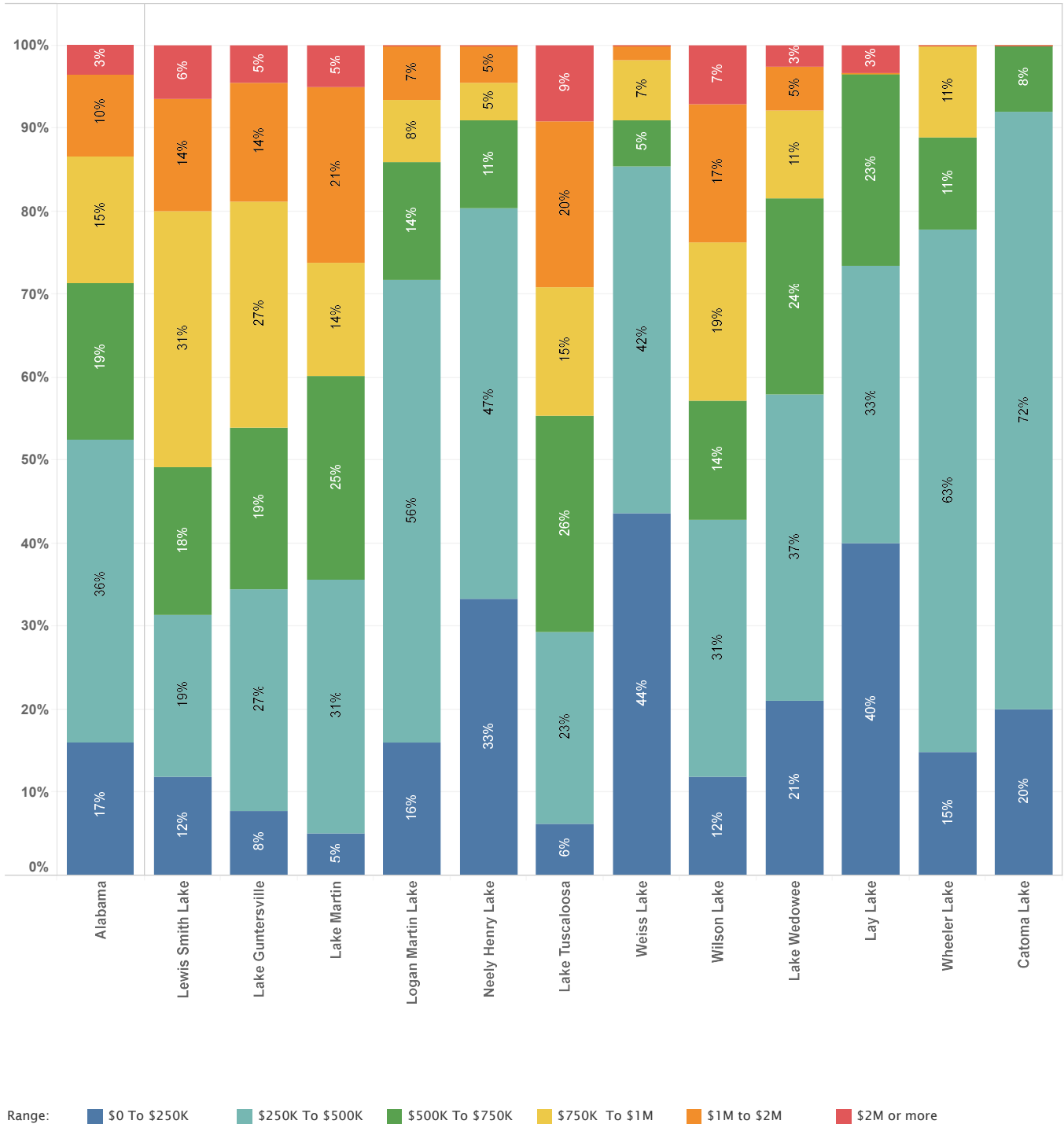
1. Highland Lake	\$25,933
2. Alabama River	\$31,593
3. Lake Harding	\$32,169
4. Cedar Creek Lake	\$43,463
5. Catoma Lake	\$50,157
6. Lay Lake	\$50,709
7. Neely Henry Lake	\$50,832
8. Weiss Lake	\$58,347

Listings of 10 Acres or More

1. Lay Lake	\$7,043
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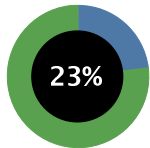
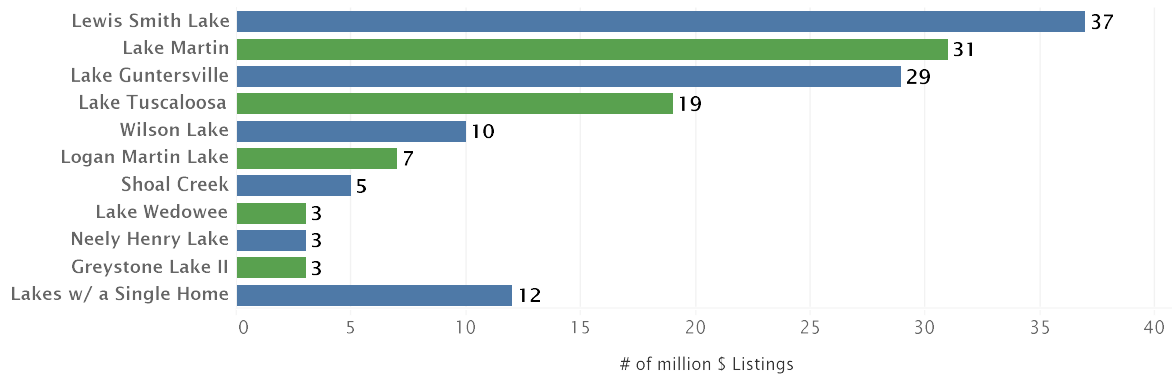
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Alabama Market 2023Q1



Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2023Q1

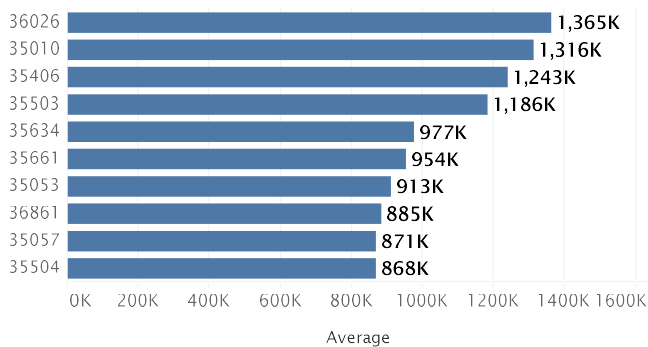


23% of \$1M+ Homes in Alabama are on Lewis Smith Lake

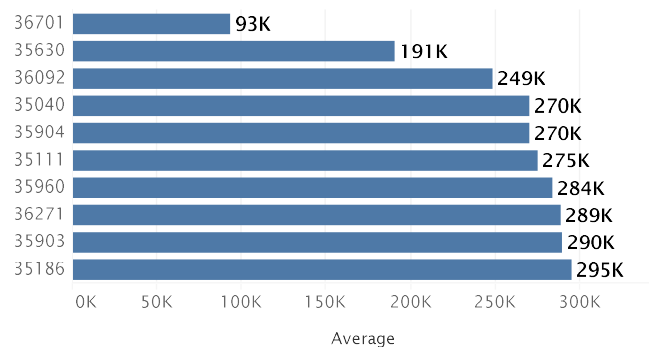
Total Number of \$1M+ Homes

159

Most Expensive ZIP Codes 2023Q1

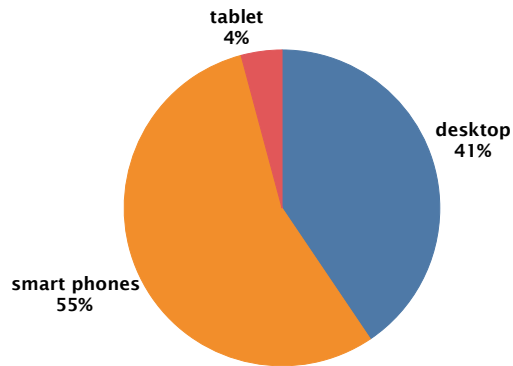


Most Affordable ZIP Codes 2023Q1

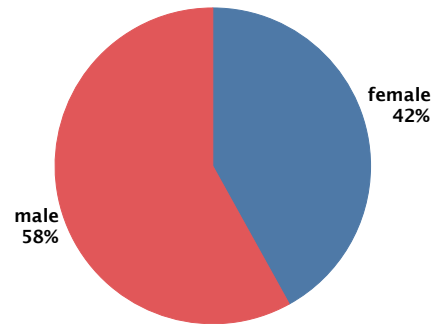


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

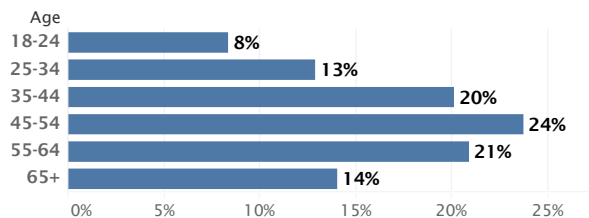


77% of potential buyers come from outside Alabama

Atlanta

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

What Age Groups are Shopping 2023Q1



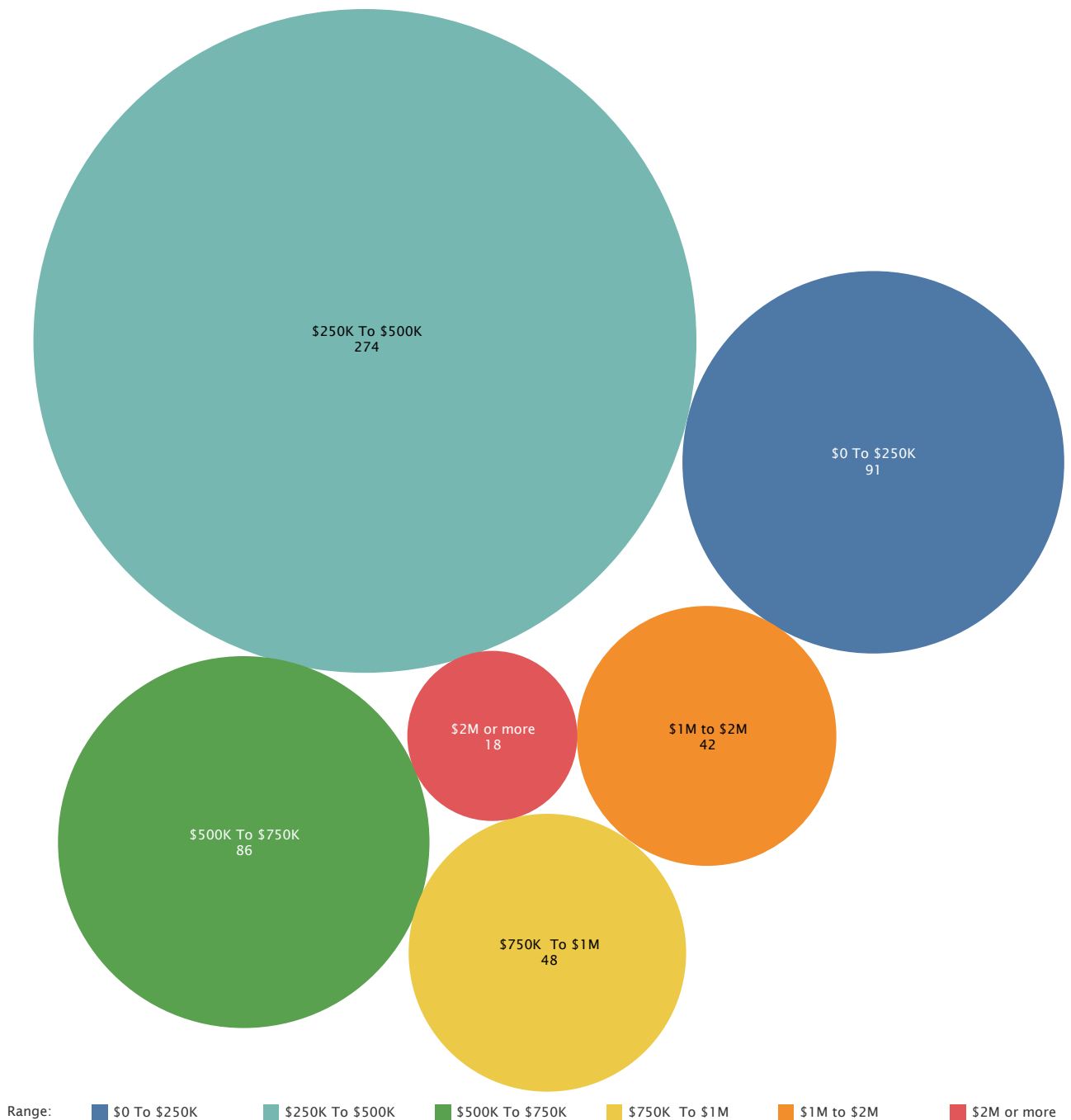
Number 2-10 metros are:

- Chicago, IL
- Dallas-Ft. Worth, TX
- San Antonio, TX
- Raleigh-Durham (Fayetteville), NC
- Washington DC (Hagerstown MD)
- Nashville, TN
- San Francisco-Oakland-San Jose, CA
- Columbus, GA
- Des Moines-Ames, IA



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2023Q1



Arkansas

The total Arkansas market fell from \$804 MM in Winter 2022-2023 to \$728 MM resulting in a 9% decrease.

Largest Markets

1. Table Rock Lake*	\$269,488,598	37.0%	6. Bull Shoals Lake*	\$21,547,470	3.0%
2. Beaver Lake	\$144,643,153	19.9%	7. Lake Norfolk	\$9,294,798	1.3%
3. Lake Hamilton	\$107,854,399	14.8%	8. Lake Bella Vista	\$7,524,240	1.0%
4. Greers Ferry Lake	\$53,950,110	7.4%	9. Lake Windsor	\$7,112,160	1.0%
5. Loch Lomond	\$47,862,738	6.6%	10. Lake Catherine	\$5,853,717	0.8%

Total Arkansas Market:

\$728,359,623

Largest Home Markets

1. Table Rock Lake*	\$199,561,015	38.4%
2. Beaver Lake	\$99,197,073	19.1%
3. Lake Hamilton	\$80,914,800	15.6%
4. Loch Lomond	\$33,491,250	6.4%
5. Greers Ferry Lake	\$27,662,600	5.3%
6. Bull Shoals Lake*	\$13,114,495	2.5%
7. Lake Bella Vista	\$7,491,340	1.4%
8. Lake Norfolk	\$7,462,599	1.4%
9. Lake Windsor	\$6,424,450	1.2%
10. Lake Balboa	\$3,523,000	0.7%

Total Arkansas Home Market:

\$519,762,182

Largest Land Markets

1. Table Rock Lake*	\$69,927,583	33.5%
2. Beaver Lake	\$45,446,080	21.8%
3. Lake Hamilton	\$26,939,599	12.9%
4. Greers Ferry Lake	\$26,287,510	12.6%
5. Loch Lomond	\$14,371,488	6.9%
6. Bull Shoals Lake*	\$8,432,975	4.0%
7. Lake Chicot	\$2,400,000	1.2%
8. Lake Catherine	\$2,332,117	1.1%
9. Lake Conway	\$2,077,500	1.0%
10. Lake Norfolk	\$1,832,199	0.9%

Total Arkansas Land Market:

\$208,597,441

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

Most Expensive Homes

1. Beaver Lake	\$763,054
2. Loch Lomond	\$761,165

Most Affordable Homes

1. Lake Windsor	\$494,188
2. Lake Hamilton	\$710,944

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

Most Listings

1. Table Rock Lake*	1,132	44.1%	6. Loch Lomond	109	4.2%
2. Beaver Lake	352	13.7%	7. Lake Windsor	56	2.2%
3. Greers Ferry Lake	290	11.3%	8. Lake Brittany	41	1.6%
4. Lake Hamilton	176	6.9%	9. Lake Ann	34	1.3%
5. Bull Shoals Lake*	113	4.4%	10. Lake Catherine	33	1.3%

Total Arkansas Listings:

2,569

Most Homes Available

1. Table Rock Lake*	336	38.5%
2. Beaver Lake	130	14.9%
3. Lake Hamilton	114	13.1%
4. Greers Ferry Lake	64	7.3%
5. Bull Shoals Lake*	45	5.2%
6. Loch Lomond	44	5.0%
7. Lake Bella Vista	21	2.4%
8. Lake Windsor	13	1.5%
9. Lake Norfolk	12	1.4%
10. Lake Avalon	10	1.1%

Total Arkansas Home Listings:

872

Most Land Available

1. Table Rock Lake*	796	46.9%
2. Greers Ferry Lake	226	13.3%
3. Beaver Lake	222	13.1%
4. Bull Shoals Lake*	68	4.0%
5. Loch Lomond	65	3.8%
6. Lake Hamilton	62	3.7%
7. Lake Windsor	43	2.5%
8. Lake Brittany	39	2.3%
9. Lake Ann	30	1.8%
10. Lake Catherine	26	1.5%

Total Arkansas Land Listings:

1,697

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Hamilton	\$510,290
2. Lake Thunderbird	\$68,313
3. Greers Ferry Lake	\$67,765
4. Lake Ann	\$54,414
5. Lake Windsor	\$45,334
6. Beaver Lake	\$41,972
7. Lake Brittany	\$37,927
8. Loch Lomond	\$36,168

Listings of 10 Acres or More

1. Beaver Lake	\$20,832
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

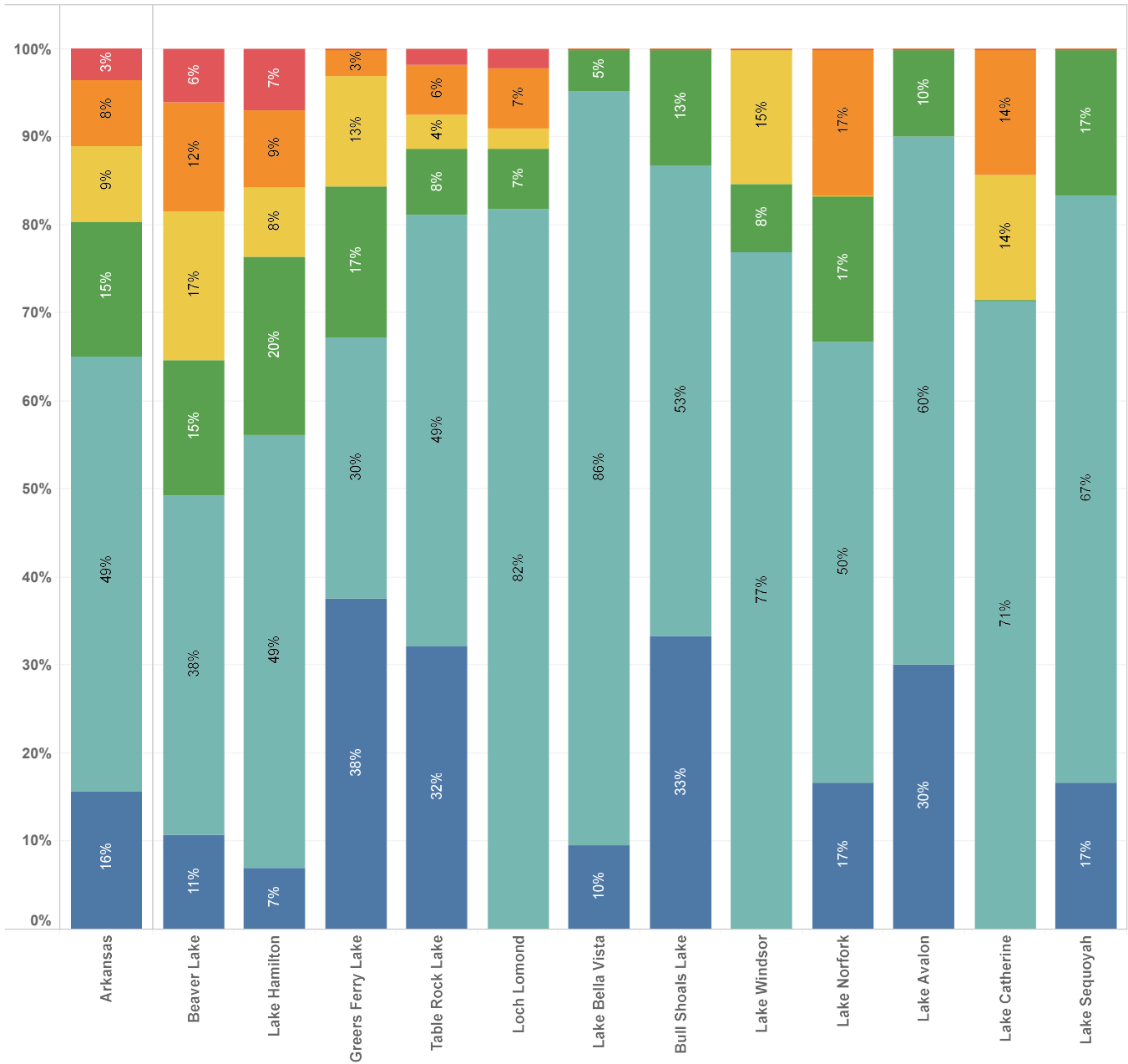
1. Bull Shoals Lake	\$16,223
2. Lake Norfolk	\$21,186
3. Table Rock Lake	\$29,672
4. Lake Avalon	\$31,711
5. Loch Lomond	\$36,168
6. Lake Brittany	\$37,927
7. Beaver Lake	\$41,972
8. Lake Windsor	\$45,334

Listings of 10 Acres or More

1. Bull Shoals Lake	\$8,720
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Arkansas Market 2023Q1

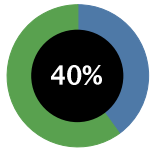
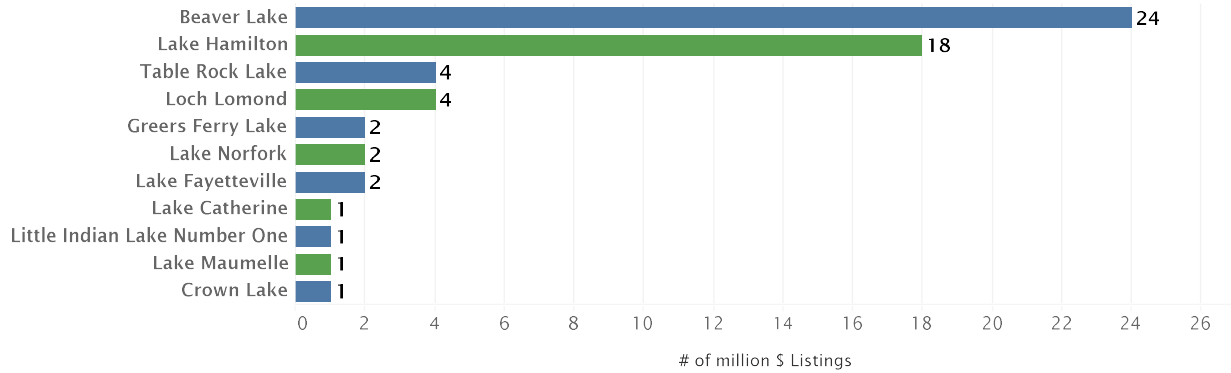


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2023Q1

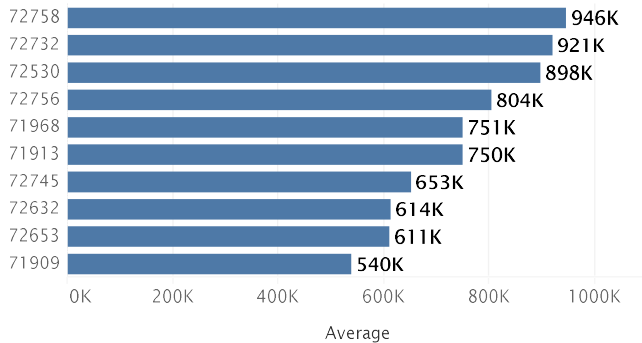


of \$1M+ Homes in Arkansas are on Beaver Lake

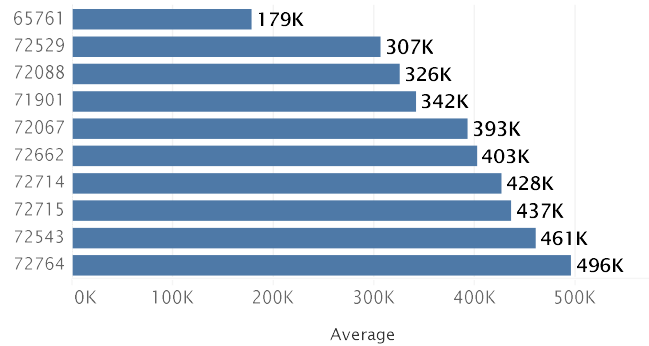
Total Number of \$1M+ Homes

60

Most Expensive ZIP Codes 2023Q1

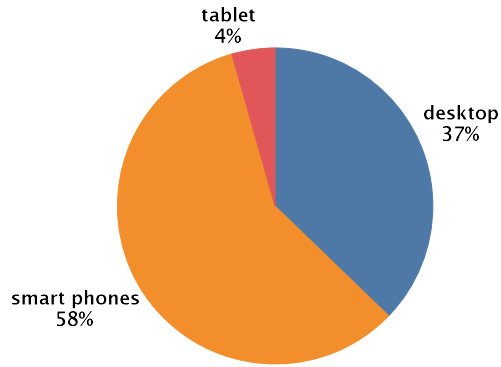


Most Affordable ZIP Codes 2023Q1

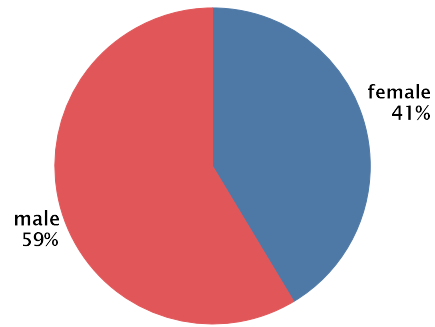


Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

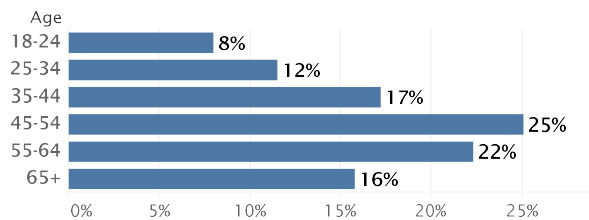


85% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q1



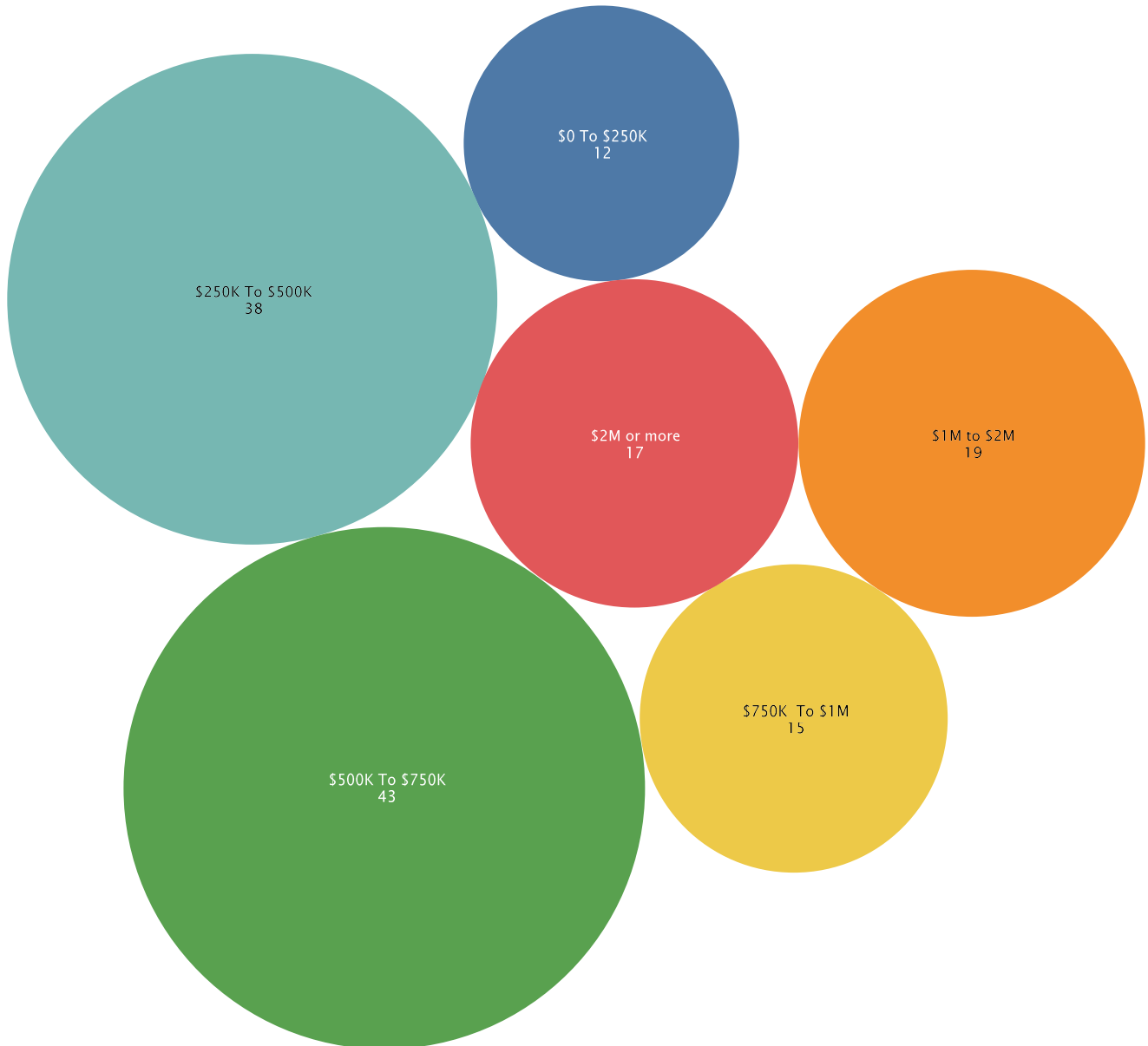
Number 2-10 metros are:

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



CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2023Q1



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



Connecticut

The total Connecticut market fell from \$198 MM in winter 2022-2023 to \$148 MM resulting in a 25% decrease.

Largest Markets

1. Candlewood Lake	\$32,643,600	22.0%
2. Woodridge Lake - Goshen	\$17,040,850	11.5%
3. Lake Lillinonah	\$11,108,000	7.5%
4. Washining Lake	\$9,670,000	7.2%
5. Lake Zoar	\$6,388,900	4.8%

Total Connecticut Market: \$148,264,921

Most Listings

1. Candlewood Lake	30	15.3%
2. Woodridge Lake - Goshen	19	9.7%
3. Squantz Pond	11	5.6%
4. Pocotopaug Lake	10	5.1%
5. Lake Lillinonah	9	4.6%

Total Connecticut Listings: 196

Largest Home Markets

1. Candlewood Lake	\$32,169,700	24.1%
2. Woodridge Lake - Goshen	\$15,063,850	11.3%
3. Lake Lillinonah	\$9,909,000	7.4%
4. Washining Lake	\$9,670,000	7.2%
5. Lake Zoar	\$6,388,900	4.8%

Total Connecticut Home Market: \$133,584,646

Most Homes Available

1. Candlewood Lake	27	18.8%
2. Woodridge Lake - Goshen	11	7.6%
3. Pocotopaug Lake	9	6.3%
4. Lake Lillinonah	7	4.9%
4. Lake Zoar	7	4.9%

Total Connecticut Home Listings: 144

Largest Land Markets

1. Wononskopomuc Lake	\$2,595,000	17.7%
2. Woodridge Lake - Goshen	\$1,977,000	13.5%
3. Squantz Pond	\$1,954,000	13.3%
4. Tyler Lake	\$1,535,000	10.5%
5. Lake Lillinonah	\$1,199,000	8.2%

Total Connecticut Land Market: \$14,680,275

Most Land Available

1. Woodridge Lake - Goshen	8	15.4%
2. Squantz Pond	5	9.6%
3. Tyler Lake	4	7.7%
4. Amston Lake	3	5.8%
4. Candlewood Lake	3	5.8%

Total Connecticut Land Listings: 52

Average Home Price

1. Woodridge Lake - Goshen	\$1,369,441
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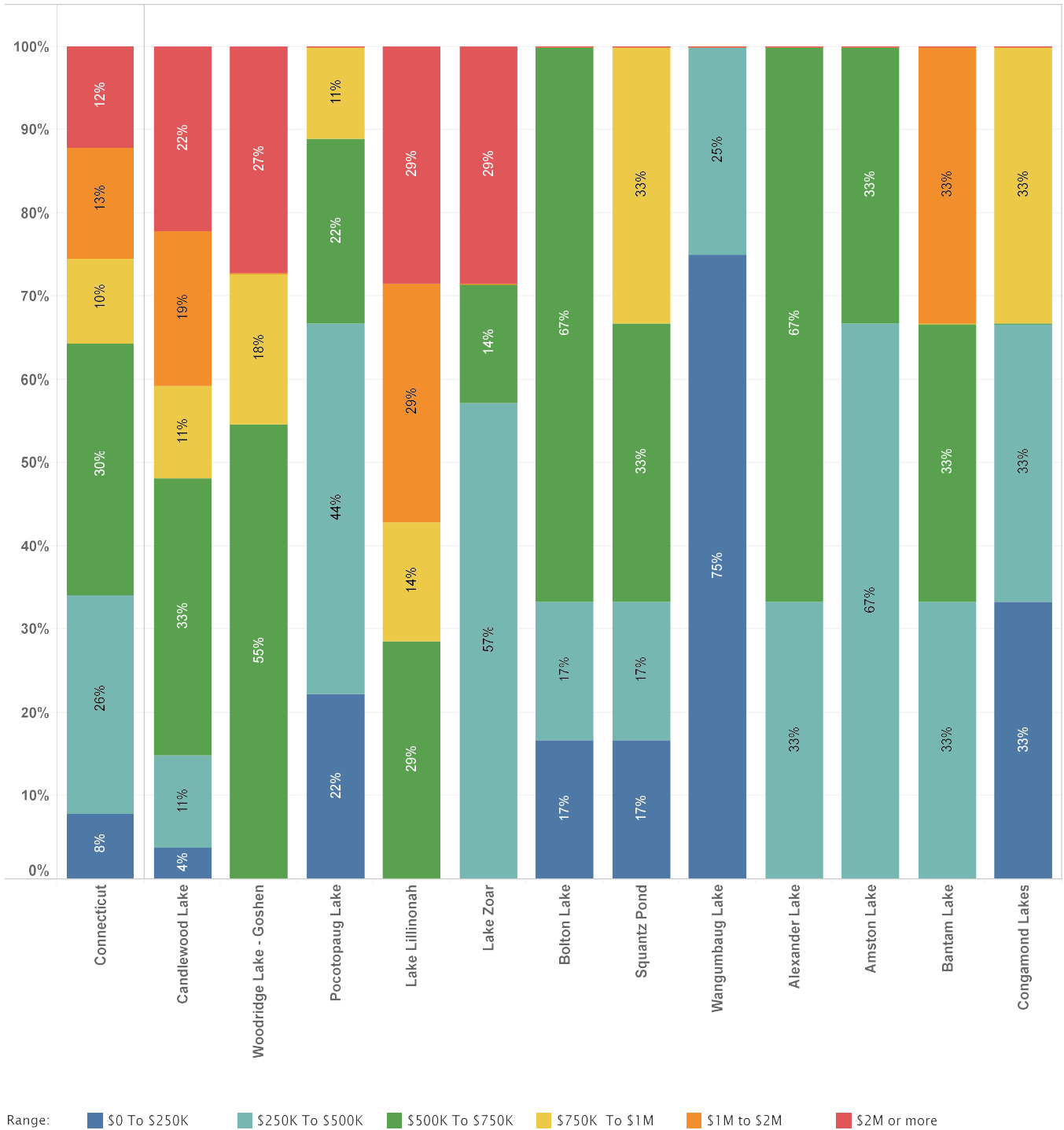
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

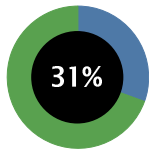
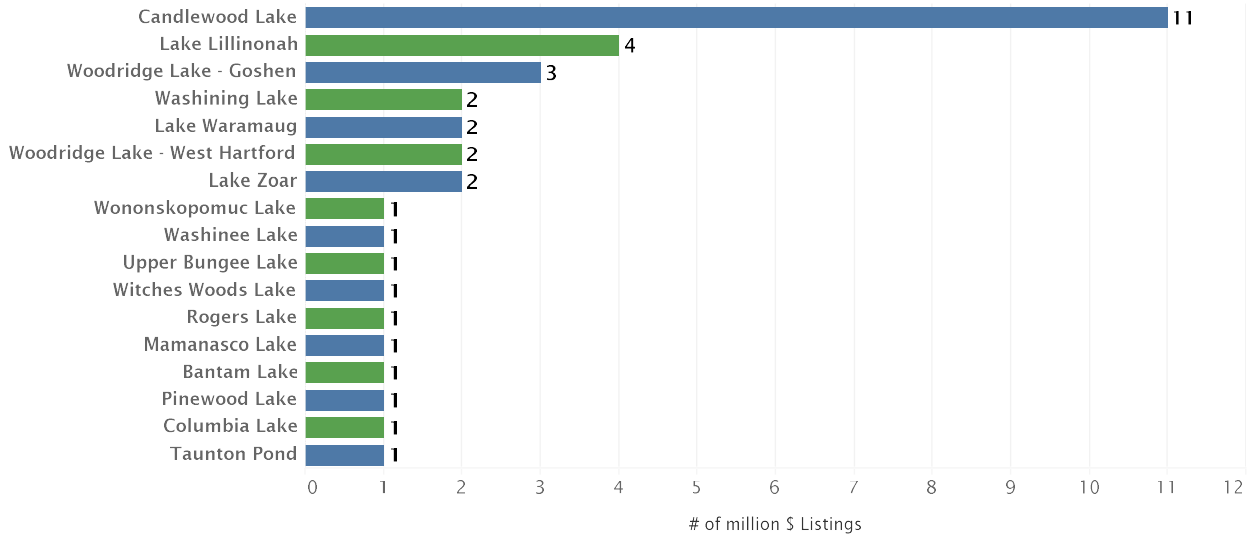
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Price Breakdown by Percentage of Homes in the Connecticut Market 2023Q1



Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2023Q1

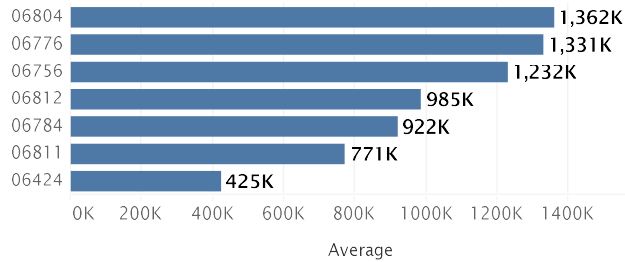


31% of \$1M+ Homes in Connecticut are on Candlewood Lake

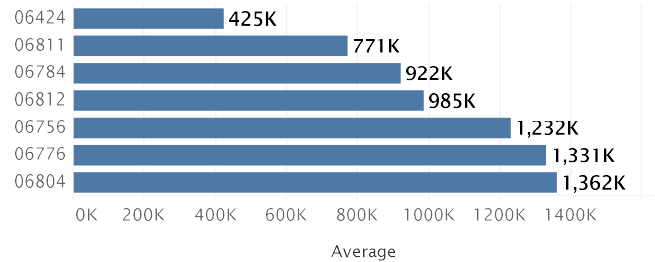
Total Number of \$1M+ Homes

36

Most Expensive ZIP Codes 2023Q1

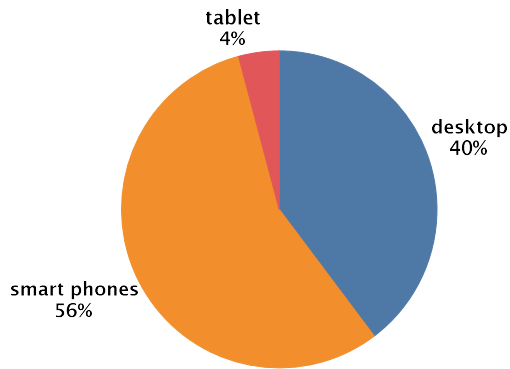


Most Affordable ZIP Codes 2023Q1

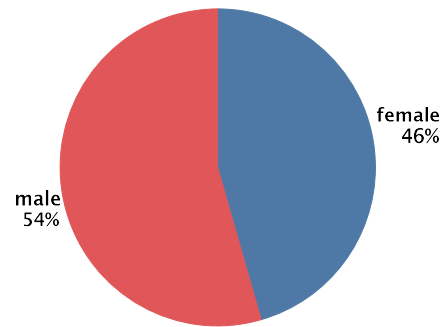


Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2023Q1

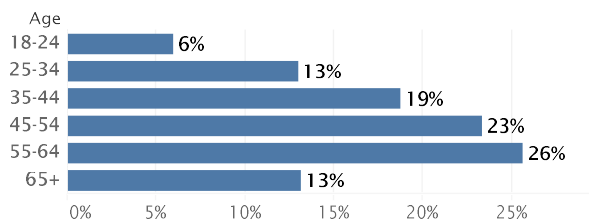


Male/Female Visitors 2023Q1



73% of potential buyers come from outside Connecticut

What Age Groups are Shopping 2023Q1



New York,

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

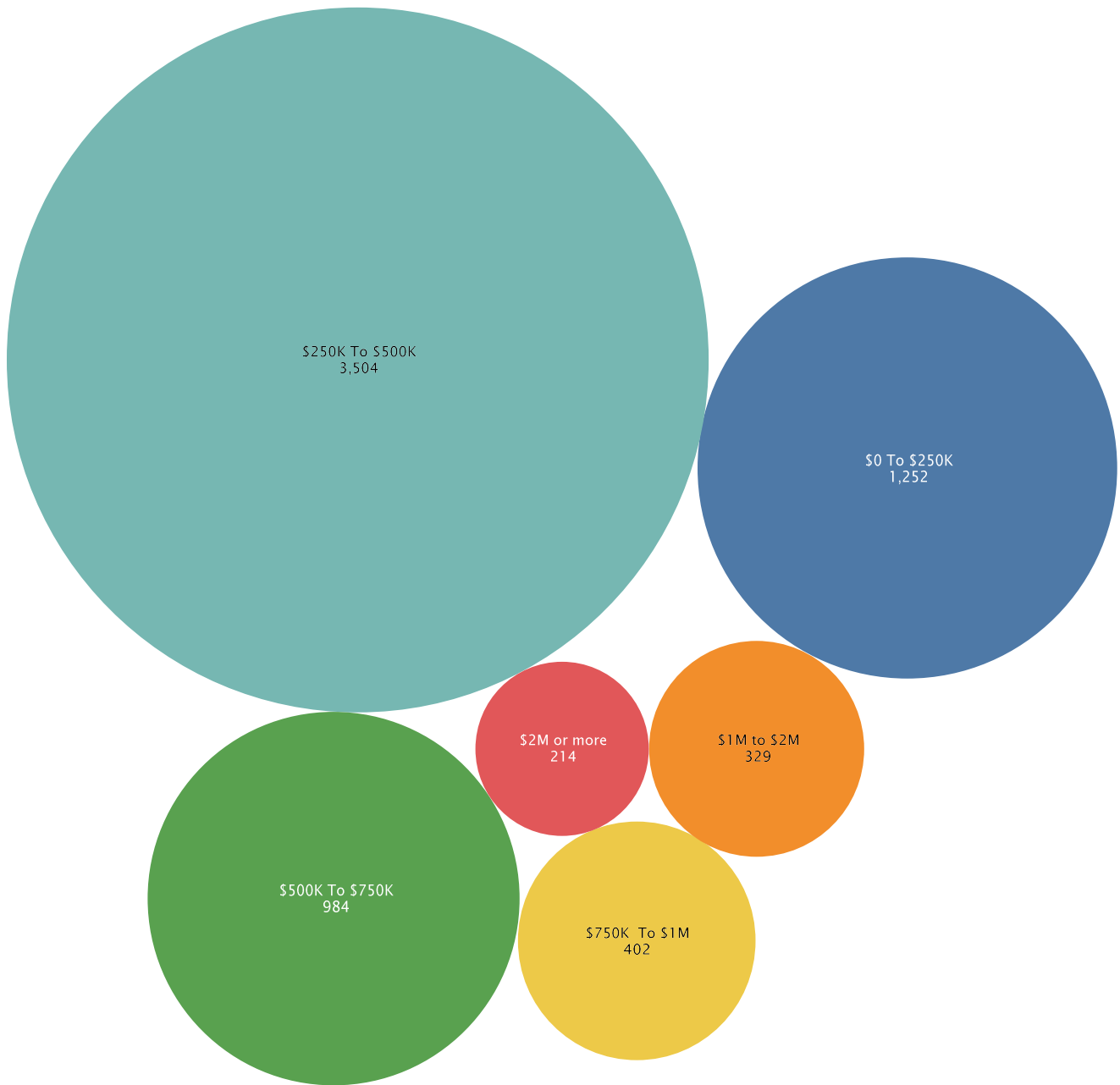
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Burlington VT-Plattsburgh, NY
- Philadelphia, PA
- Tampa-St. Petersburg (Sarasota), FL
- Tri-Cities TN-VA
- Portland-Auburn, ME
- Traverse City-Cadillac, MI



FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2023Q1



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



Florida

There is no significant change in the Florida lake homes market from winter 2022-2023 to spring 2023.

Largest Markets

1. Lake Maitland	\$105,999,931	2.4%	6. Lake Butler	\$81,406,900	1.8%
2. Lake Down	\$98,345,895	2.2%	7. Reedy Creek Swamp	\$69,939,522	1.6%
3. Lake Tarpon	\$97,268,174	2.2%	8. Davenport Creek Swamp	\$68,638,507	1.5%
4. Lake Apopka	\$92,434,740	2.1%	9. Heron Lagoon	\$63,212,899	1.4%
5. Lake Harris	\$81,778,585	1.8%	10. East Lake Tohopekaliga	\$62,426,421	1.4%

Total Florida Market: \$4,496,514,961

Largest Home Markets

1. Lake Maitland	\$96,612,999	2.5%
2. Lake Tarpon	\$87,032,175	2.3%
3. Lake Apopka	\$84,246,966	2.2%
4. Lake Down	\$81,905,895	2.2%
5. Lake Butler	\$74,423,900	2.0%
6. Reedy Creek Swamp	\$68,343,433	1.8%
7. Davenport Creek Swamp	\$65,204,059	1.7%
8. Heron Lagoon	\$58,262,899	1.5%
9. Butler Chain Of Lakes	\$53,044,149	1.4%
10. East Lake Tohopekaliga	\$52,686,521	1.4%

Total Florida Home Market: \$3,788,874,633

Largest Land Markets

1. Lake Harris	\$36,229,600	5.1%
2. Lake Ashton	\$34,500,000	4.9%
3. Lake Dora	\$19,533,900	2.8%
4. Lake Down	\$16,440,000	2.3%
5. Lake Osceola - Pasco	\$14,695,000	2.1%
6. Hickorynut Lake	\$10,500,000	1.5%
7. Lake Tarpon	\$10,235,999	1.4%
8. Red Beach Lake	\$10,166,800	1.4%
9. Crosby Island Marsh	\$10,099,800	1.4%
10. Lake Monroe	\$9,880,099	1.4%

Total Florida Land Market: \$707,640,328

Most Expensive Homes

1. Lake Butler	\$3,917,047
2. Lake Down	\$3,722,995

Most Affordable Homes

1. Lake Nona	\$1,674,229
2. Lake Keystone	\$1,960,917

Most Listings

1. Lake Tarpon	192	2.2%	6. Lake Apopka	114	1.3%
2. Reedy Creek Swamp	179	2.0%	7. Indian Head Swamp	113	1.3%
3. Lake Weohyakapka (Walk in Water)	149	1.7%	7. Lake Dora	113	1.3%
4. Davenport Creek Swamp	148	1.7%	9. East Lake Tohopekaliga	110	1.3%
5. Lake Harris	145	1.7%	10. Lake Marion	109	1.2%

Total Florida Listings:

8,748

Most Homes Available

1. Lake Tarpon	176	2.6%
2. Reedy Creek Swamp	160	2.4%
3. Davenport Creek Swamp	127	1.9%
4. Lake Harris	109	1.6%
5. Lake Apopka	103	1.5%
6. East Lake Tohopekaliga	93	1.4%
6. Lake Tohopekaliga	93	1.4%
8. Lake Dora	92	1.4%
9. Indian Head Swamp	87	1.3%
10. Twelvemile Swamp	82	1.2%

Total Florida Home Listings:

6,685

Most Land Available

1. Lake Weohyakapka (Walk in Water)	121	5.9%
2. Lake Marion	80	3.9%
3. Marshall Swamp	55	2.7%
4. Lake June	48	2.3%
5. Lake Istokpoga	39	1.9%
6. Lake Harris	36	1.7%
7. Grassy Lake - Lake Placid	32	1.6%
8. Indian Head Swamp	26	1.3%
9. Lake Griffin	23	1.1%
9. Lake Monroe	23	1.1%

Total Florida Land Listings:

2,063

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Maitland	\$1,688,297
2. Clearwater Lake - Polk City	\$717,521
3. Lake Siena	\$609,208
4. Lake Van - Auburndale	\$471,706
5. Lake Arietta	\$462,662
6. Graham Swamp	\$436,282
7. Lake Apopka	\$355,218
8. Lake Tohopekaliga	\$335,439

Listings of 10 Acres or More

1. Lake Harris	\$75,396
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

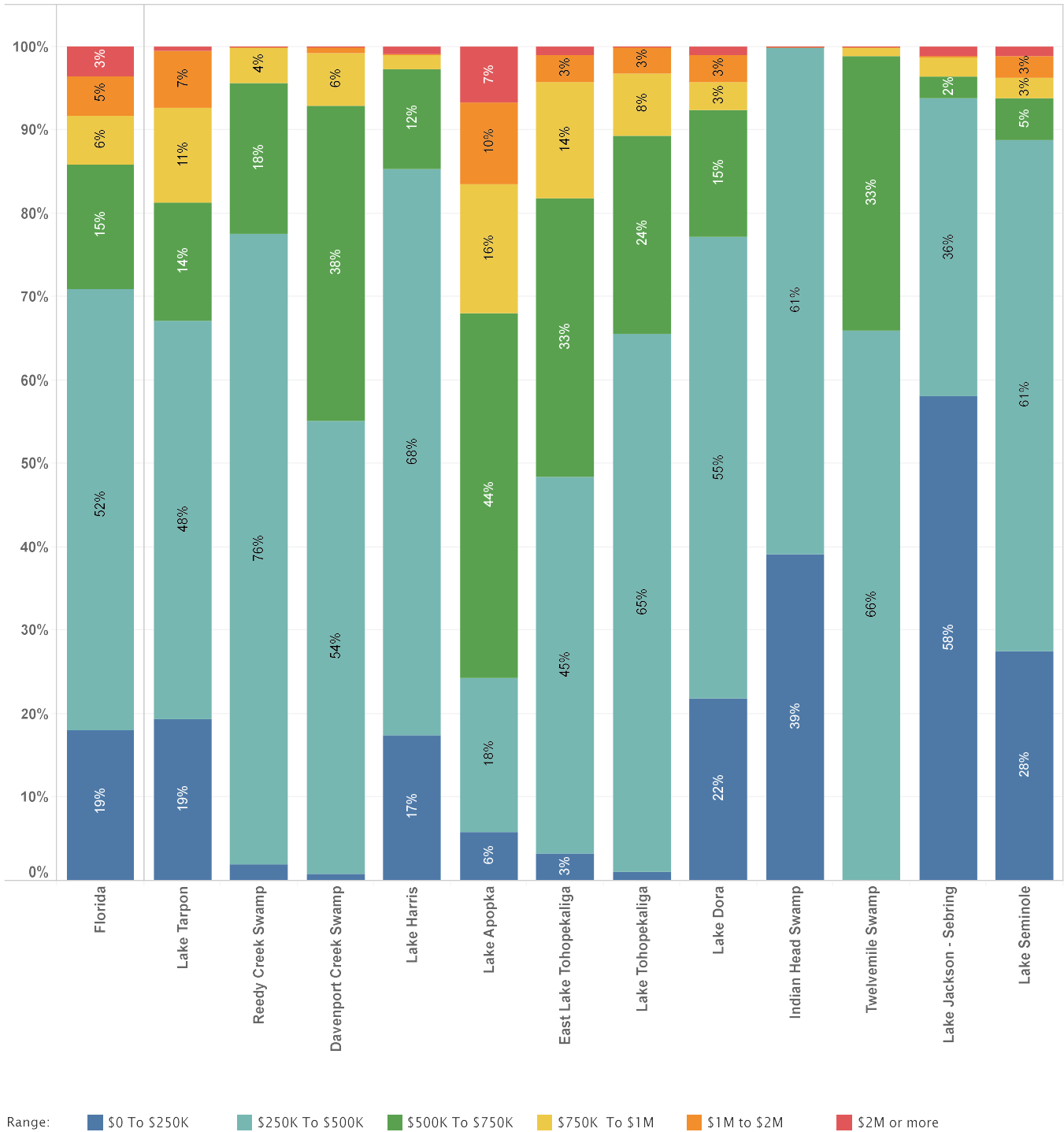
1. Lake Lucy - Interlachen	\$16,110
2. Winding Tree Lake	\$31,245
3. Ladyslipper Lake	\$33,125
4. Trout Lake - Interlachen	\$36,587
5. Davenport Creek Swamp	\$38,862
6. Bream Lake	\$39,039
7. Silver Sand Lake	\$39,281
8. Lake Weohyakapka (Walk in Water)	\$40,047

Listings of 10 Acres or More

1. Lake Harris	\$75,396
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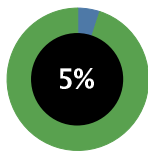
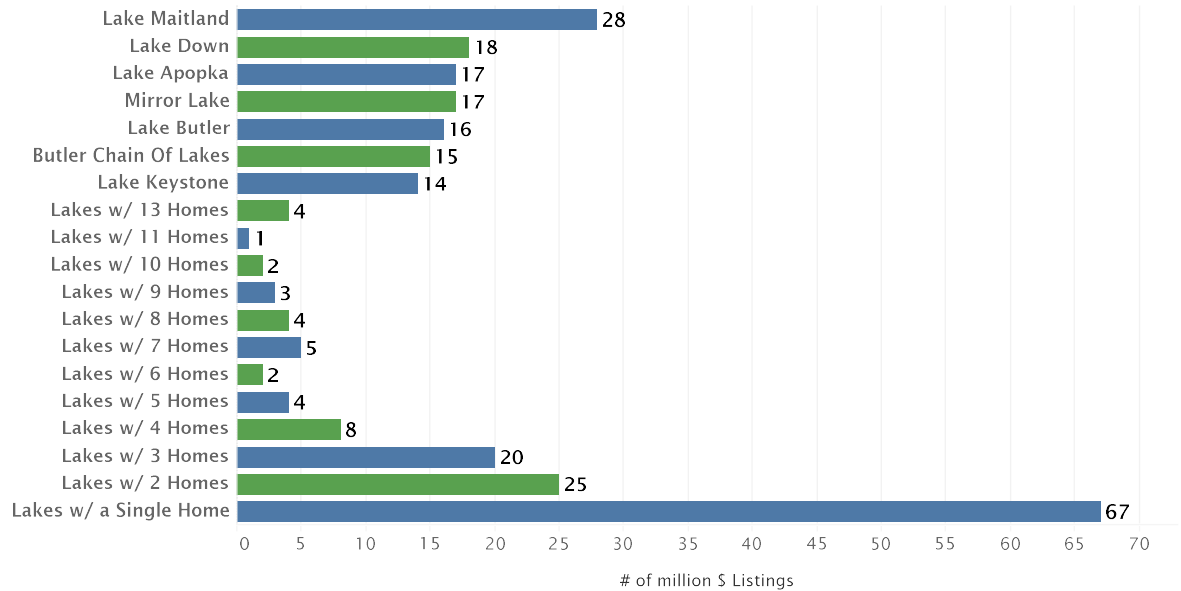
**** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.**

Price Breakdown by Percentage of Homes in the Florida Market 2023Q1



Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2023Q1

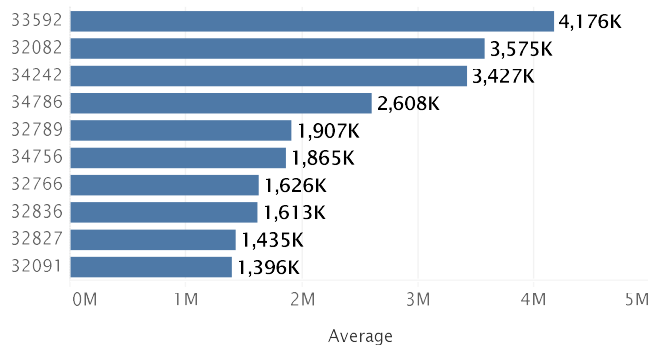


of \$1M+ Homes in Florida are on Lake Maitland

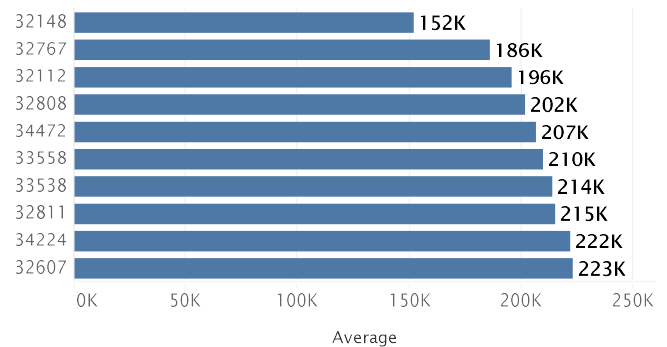
Total Number of \$1M+ Homes

543

Most Expensive ZIP Codes 2023Q1

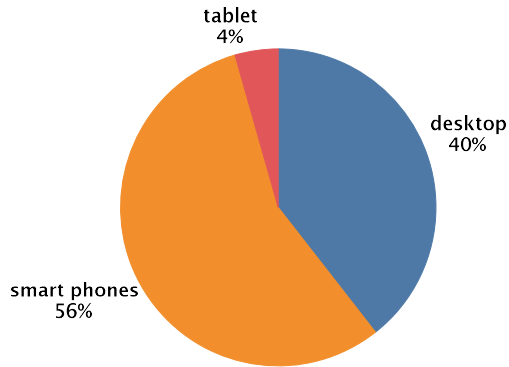


Most Affordable ZIP Codes 2023Q1

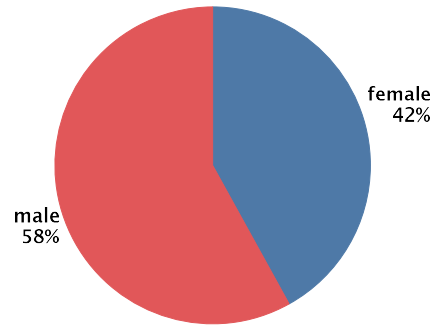


Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2023Q1

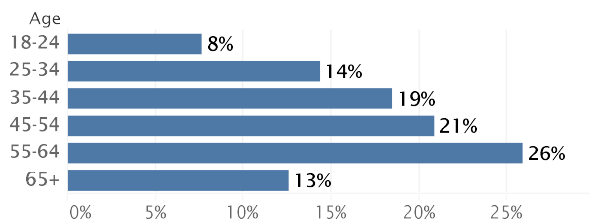


Male/Female Visitors 2023Q1



66% of potential buyers come from outside Florida

What Age Groups are Shopping 2023Q1



Atlanta

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

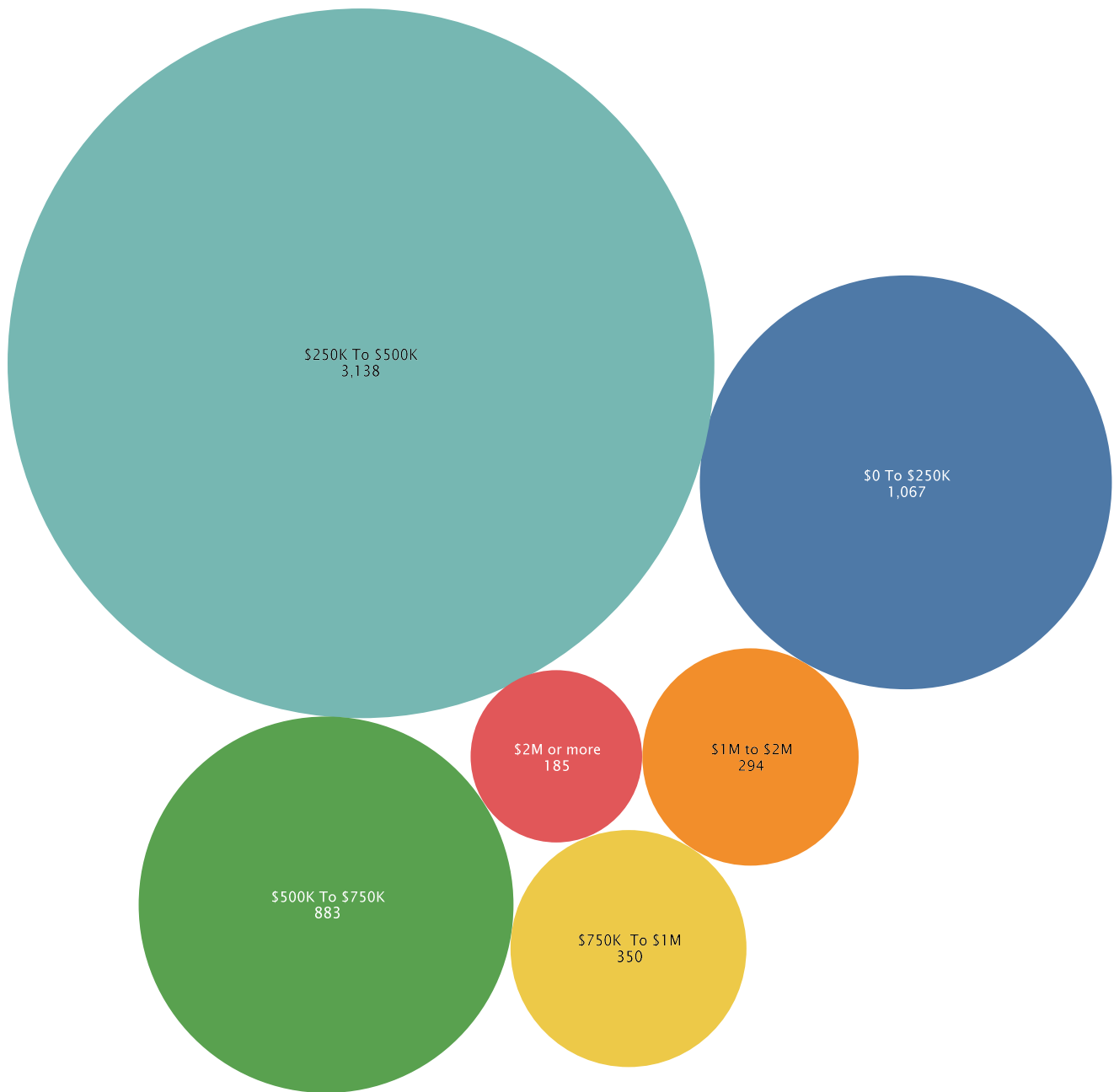
Number 2-10 metros are:

- New York, NY
- Washington DC (Hagerstown MD)
- Chicago, IL
- Burlington VT-Plattsburgh, NY
- Boston MA-Manchester, NH
- Los Angeles, CA
- Philadelphia, PA
- Columbus, OH
- Raleigh-Durham (Fayetteville), NC



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2023Q1



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



Florida-Central

There is no significant change in the Florida-Central lake homes market from winter 2022-2023 to spring 2023.

Largest Markets

1. Lake Maitland	\$105,999,931	2.7%
2. Lake Down	\$98,345,895	2.5%
3. Lake Tarpon	\$97,268,174	2.5%
4. Lake Apopka	\$92,434,740	2.3%
5. Lake Harris	\$81,778,585	2.1%

Total Florida Central Market: \$3,968,597,497

Most Listings

1. Lake Tarpon	192	2.6%
2. Reedy Creek Swamp	179	2.4%
3. Lake Weohyakapka (Walk in Water)	149	2.0%
4. Davenport Creek Swamp	148	2.0%
5. Lake Harris	145	2.0%

Total Florida Central Listings: 7,406

Largest Home Markets

1. Lake Maitland	\$96,612,999	2.9%
2. Lake Tarpon	\$87,032,175	2.6%
3. Lake Apopka	\$84,246,966	2.5%
4. Lake Down	\$81,905,895	2.4%
5. Lake Butler	\$74,423,900	2.2%

Total Florida Central Home Market: \$3,355,149,237

Most Homes Available

1. Lake Tarpon	176	3.0%
2. Reedy Creek Swamp	160	2.7%
3. Davenport Creek Swamp	127	2.1%
4. Lake Harris	109	1.8%
5. Lake Apopka	103	1.7%

Total Florida Central Home Listings: 5,917

Largest Land Markets

1. Lake Harris	\$36,229,600	5.9%
2. Lake Ashton	\$34,500,000	5.6%
3. Lake Dora	\$19,533,900	3.2%
4. Lake Down	\$16,440,000	2.7%
5. Lake Osceola - Pasco	\$14,695,000	2.4%

Total Florida Central Land Market: \$613,448,260

Most Land Available

1. Lake Weohyakapka (Walk in Water)	121	8.1%
2. Lake Marion	80	5.4%
3. Lake June	48	3.2%
4. Lake Istokpoga	39	2.6%
5. Lake Harris	36	2.4%

Total Florida Central Land Listings: 1,489

Average Home Price

1. Lake Butler, FL	\$3,917,047
2. Lake Down, FL	\$3,722,995
3. Heron Lagoon, FL	\$3,427,229
4. Butler Chain Of Lakes, FL	\$2,946,897
5. Lake Sue, FL	\$2,730,255

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Maitland	\$1,688,297
2. Clearwater Lake - Polk City	\$717,521
3. Lake Siena	\$609,208
4. Lake Van - Auburndale	\$471,706
5. Lake Arietta	\$462,662

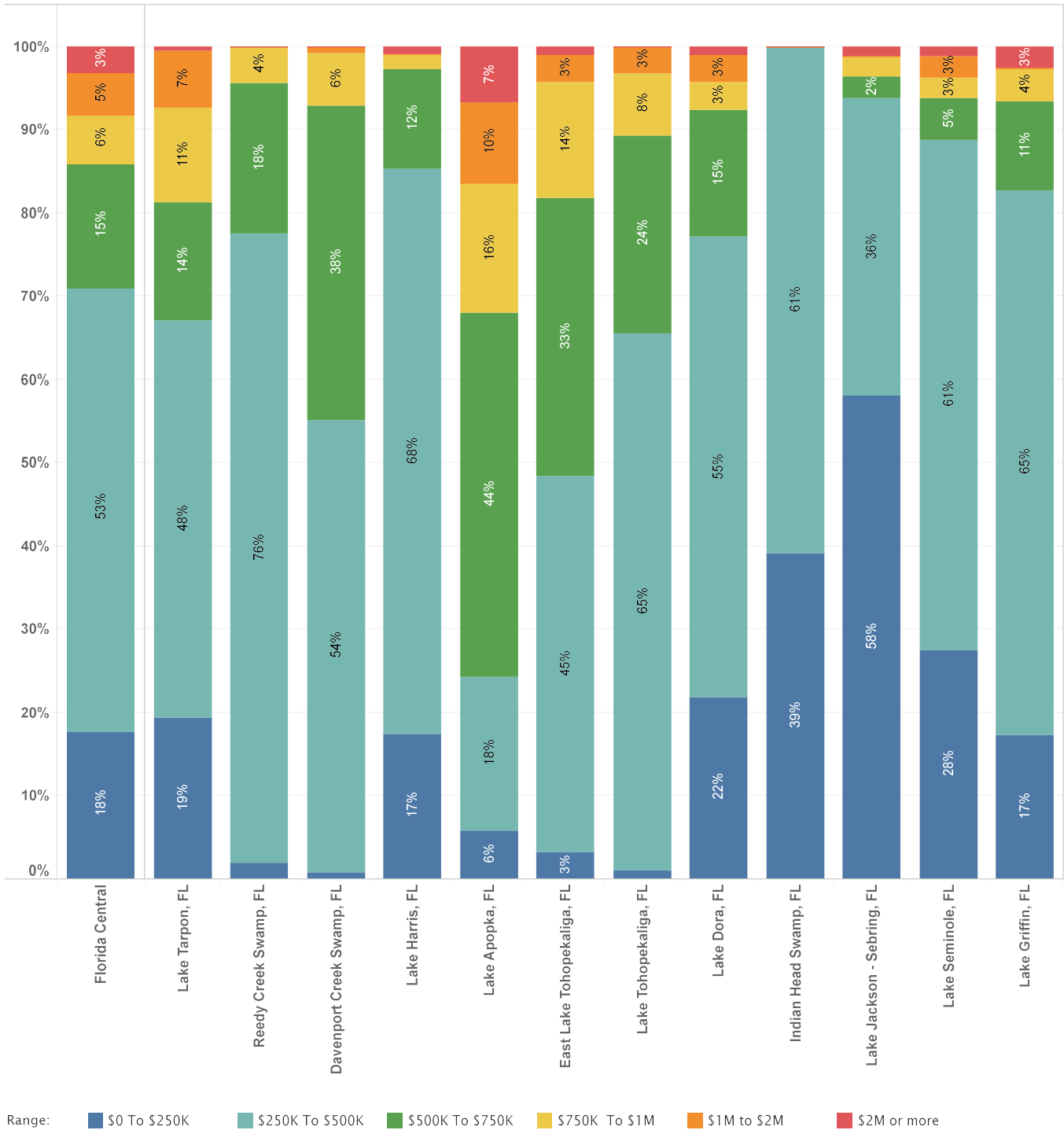
Listings of 10 Acres or More

1. Lake Harris	\$75,396
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

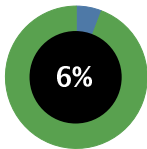
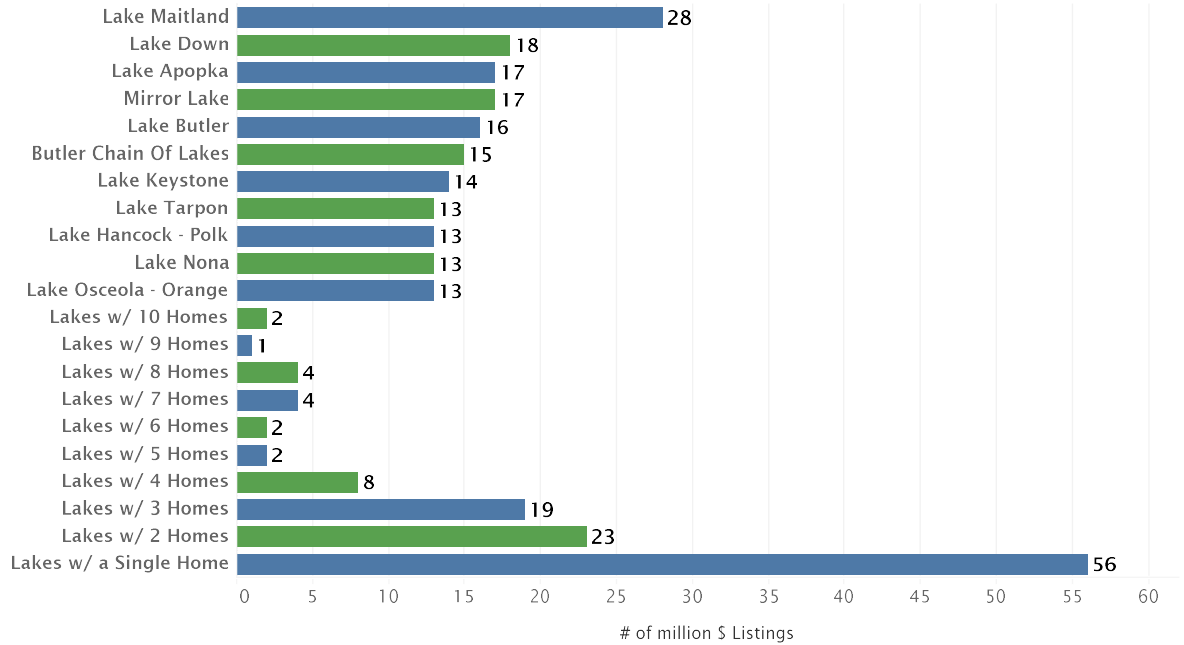
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida Central Market 2023Q1



Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2023Q1

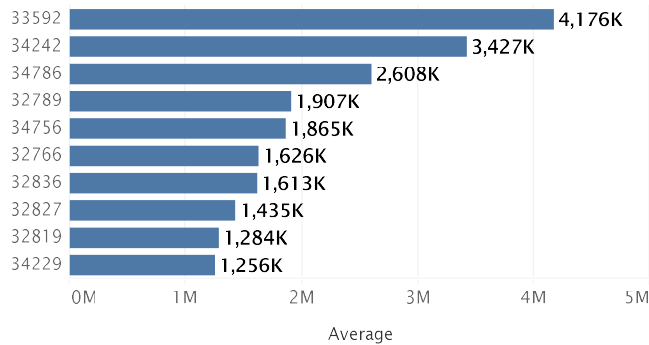


of \$1M+ Homes in Florida Central are on Lake Maitland

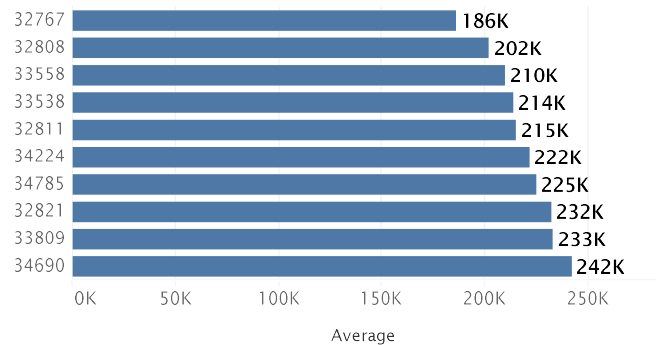
Total Number of \$1M+ Homes

479

Most Expensive ZIP Codes 2023Q1

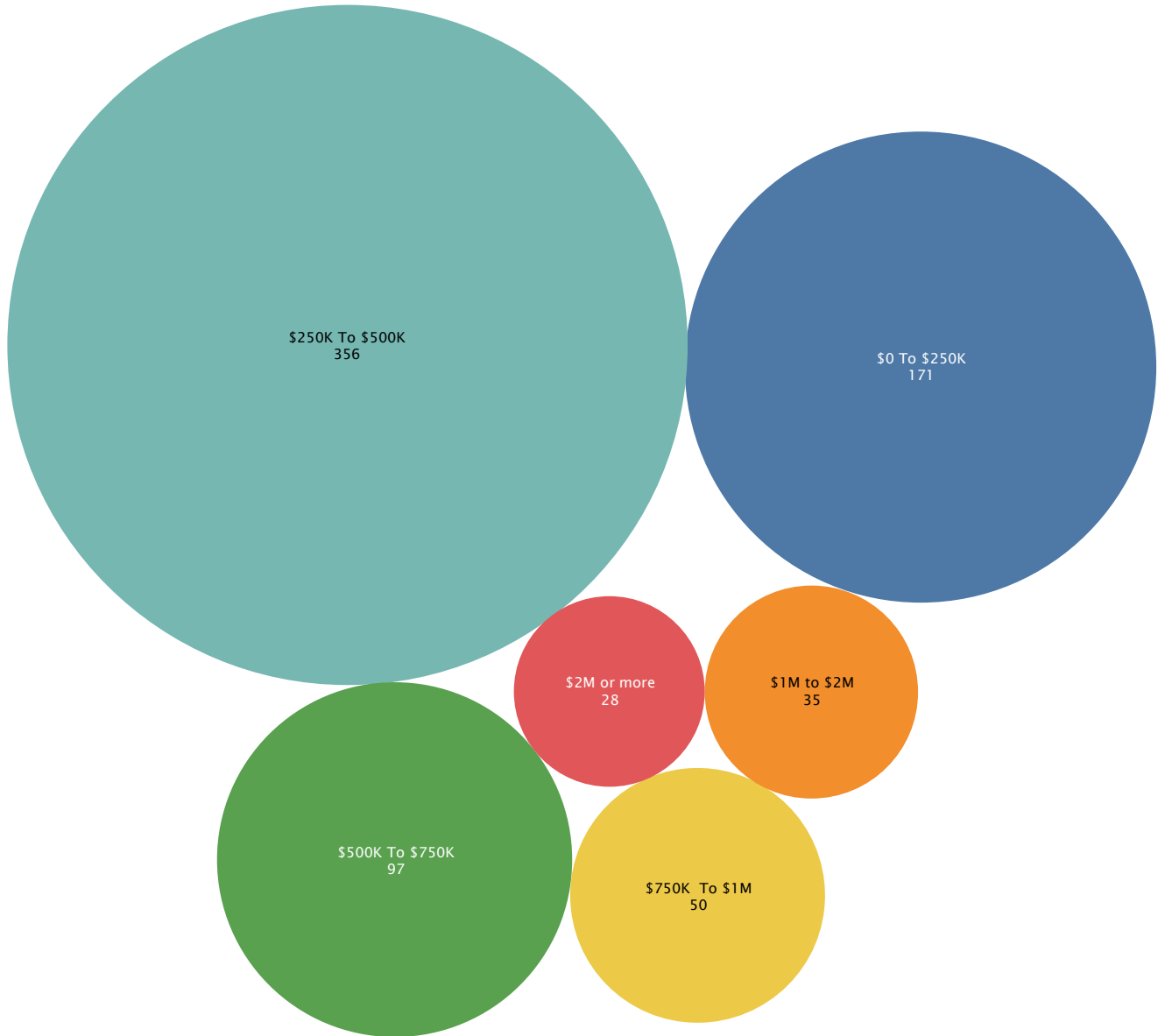


Most Affordable ZIP Codes 2023Q1



FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2023Q1



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



Florida-NE

The total Florida-NE market fell from \$515 MM in winter 2022-2023 to \$507 MM resulting in an \$8 MM decrease.

Largest Markets

1. Lake Vedra	\$43,637,000	8.6%
2. Twelvemile Swamp	\$40,243,030	9.5%
3. Huguenot Lagoon	\$35,821,570	7.1%
4. Snowden Bay	\$31,163,421	7.4%
5. Doctors Lake	\$28,725,500	5.7%

Total Florida NE Market:

\$507,417,995

Most Listings

1. Marshall Swamp	85	6.6%
2. Twelvemile Swamp	82	11.1%
3. Lake Weir	56	4.4%
4. Doctors Lake	42	3.3%
5. Black Branch Swamp	37	2.9%

Total Florida NE Listings:

1,284

Largest Home Markets

1. Twelvemile Swamp	\$40,243,030	9.5%
2. Lake Vedra	\$38,387,000	9.1%
3. Huguenot Lagoon	\$35,171,570	8.3%
4. Snowden Bay	\$31,163,421	7.4%
5. Doctors Lake	\$23,566,700	5.6%

Total Florida NE Home Market:

\$421,554,627

Most Homes Available

1. Twelvemile Swamp	82	11.1%
2. Lake Weir	34	4.6%
3. Doctors Lake	33	4.5%
3. Snowden Bay	33	4.5%
5. Marshall Swamp	30	4.1%

Total Florida NE Home Listings:

737

Largest Land Markets

1. Lake Weir	\$7,696,800	9.0%
2. Black Branch Swamp	\$6,260,599	7.3%
3. Fivemile Swamp	\$5,799,000	6.8%
4. Lake Vedra	\$5,250,000	6.1%
5. Doctors Lake	\$5,158,800	6.0%

Total Florida NE Land Market:

\$85,863,368

Most Land Available

1. Marshall Swamp	55	10.1%
2. Lake Weir	22	4.0%
3. Black Branch Swamp	19	3.5%
3. Black Sink Prairie	19	3.5%
5. Georges Lake	18	3.3%

Total Florida NE Land Listings:

547

Average Home Price

1. Huguenot Lagoon, FL	\$1,302,651
2. Snowden Bay, FL	\$944,346
3. Maria Sanchez Lake, FL	\$830,888
4. Pringle Swamp, FL	\$729,276
5. Doctors Lake, FL	\$714,142

Average Land Price Per Acre

Listings of Less Than 10 Acres

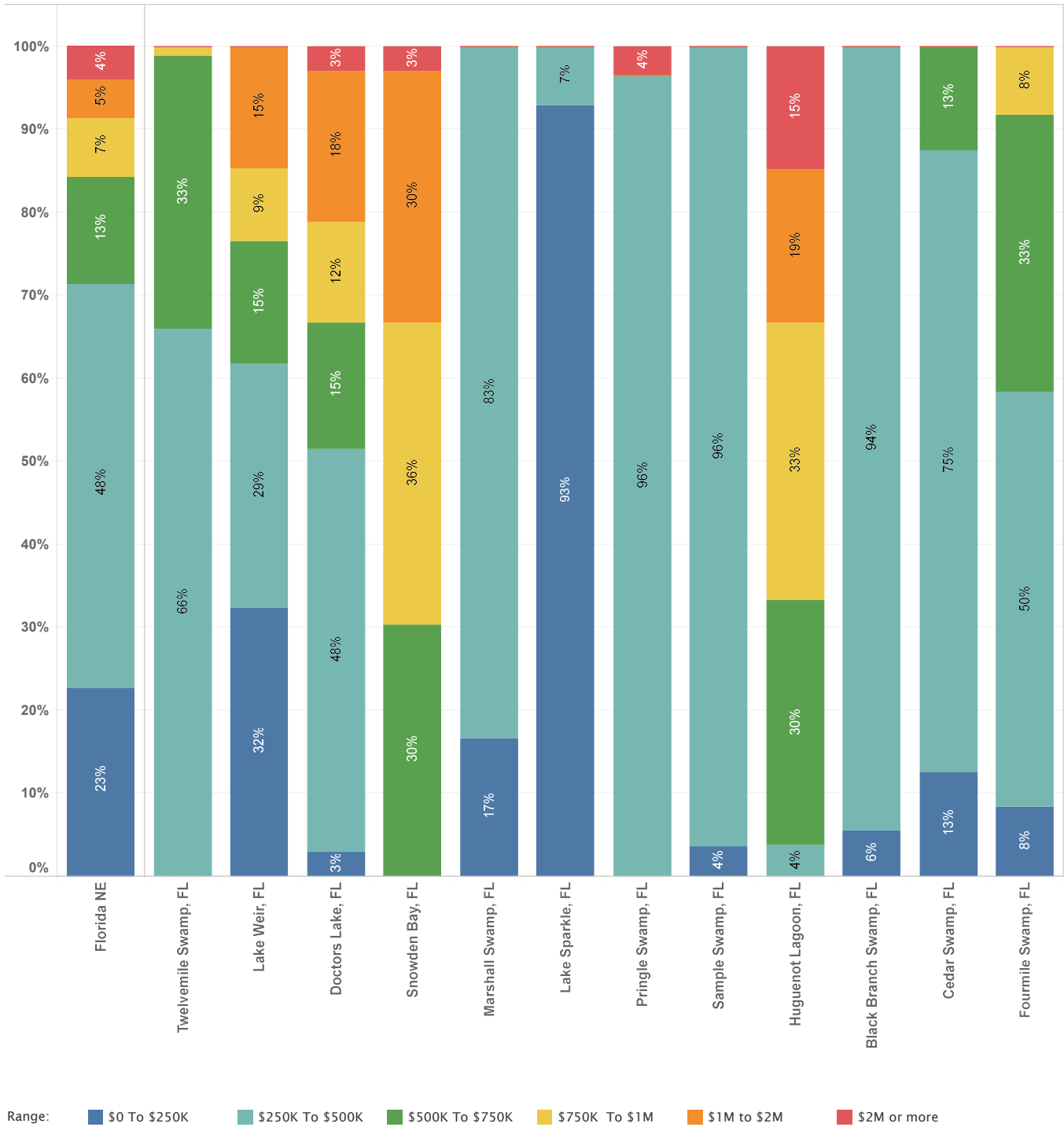
1. Black Branch Swamp	\$209,645
2. Lake Weir	\$97,890
3. Marshall Swamp	\$85,288
4. Tiger Den	\$73,589
5. Georges Lake	\$55,692

Listings of 10 Acres or More

**

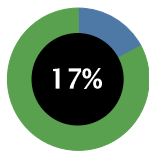
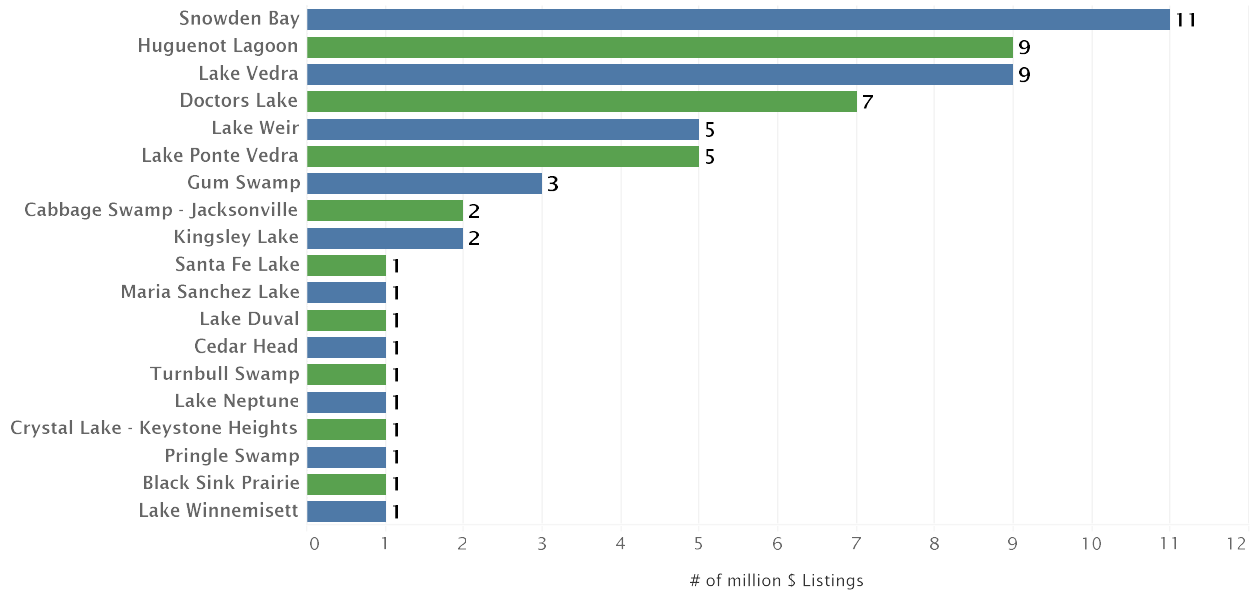
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida NE Market 2023Q1



Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2023Q1

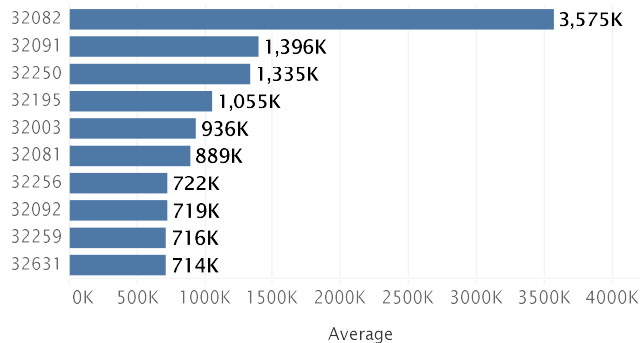


of \$1M+ Homes in Florida NE are on Snowden Bay

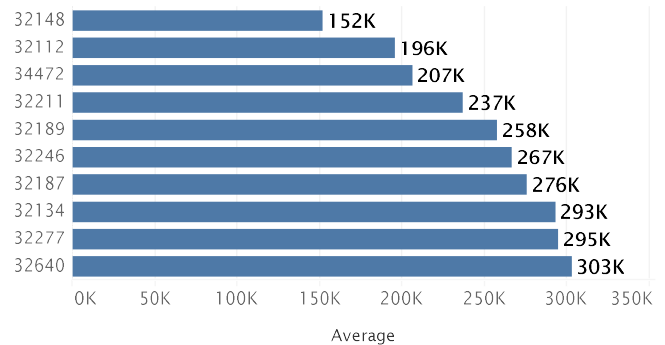
Total Number of \$1M+ Homes

63

Most Expensive ZIP Codes 2023Q1

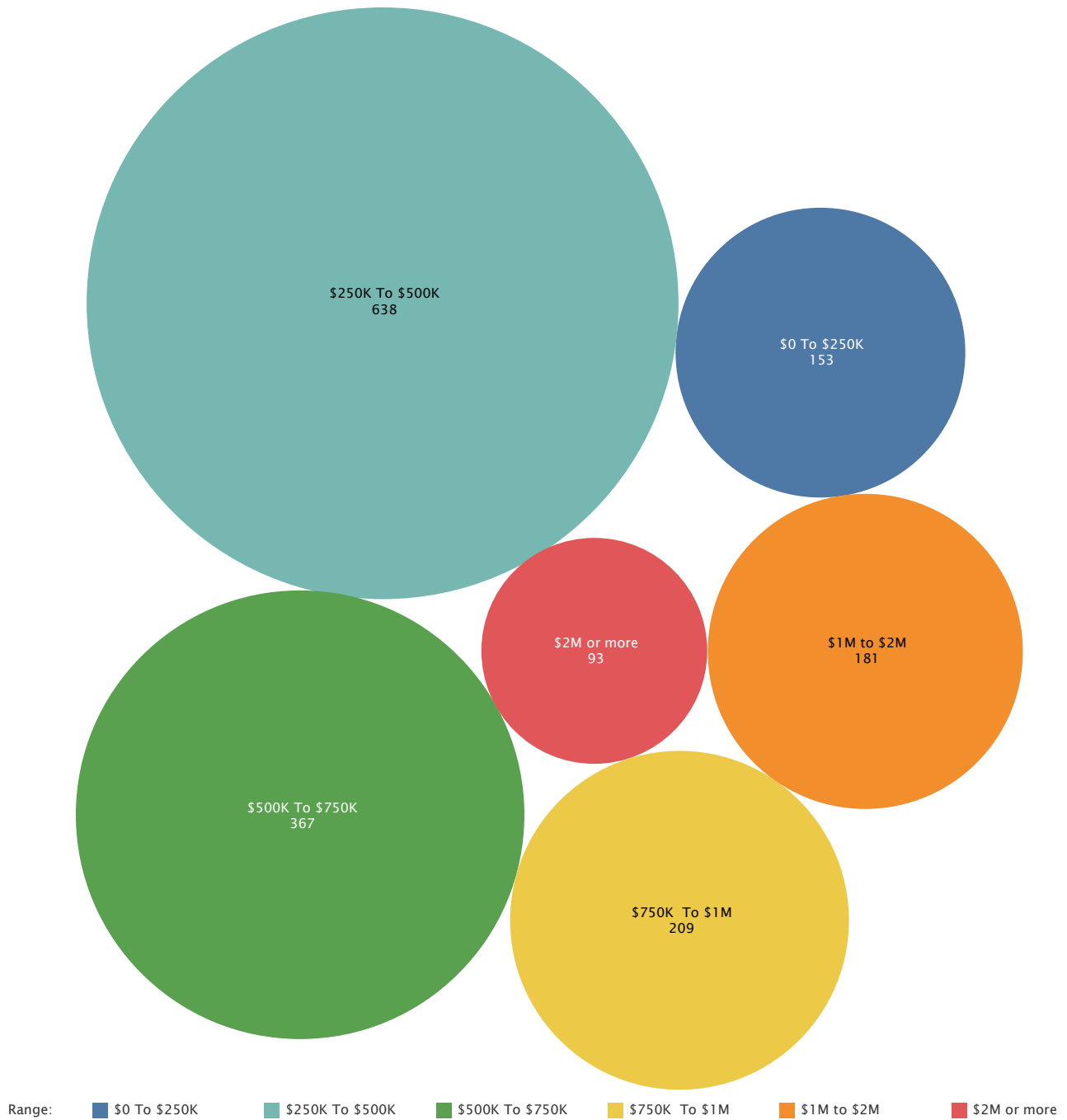


Most Affordable ZIP Codes 2023Q1



GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2023Q1



Georgia

The total Georgia market fell from \$2 BB in winter 2022-2023 to \$1.8 BB resulting in a 10% decrease.

Largest Markets

1. Lake Lanier	\$504,735,475	27.8%	6. Lake Sinclair	\$69,055,369	3.8%
2. Lake Oconee	\$403,770,218	22.2%	7. Chatuge Lake*	\$52,075,492	2.9%
3. Lake Hartwell*	\$177,900,030	9.8%	8. Clarks Hill Lake*	\$48,773,035	2.7%
4. Lake Allatoona	\$112,442,618	6.2%	9. Walter F. George Lake*	\$35,747,478	2.0%
5. Lake Burton	\$71,529,950	3.9%	10. Lake Blue Ridge	\$35,614,614	2.0%

Total Georgia Market:

\$1,815,565,672

Largest Home Markets

1. Lake Lanier	\$357,878,859	25.8%
2. Lake Oconee	\$348,226,834	25.1%
3. Lake Hartwell*	\$121,166,730	8.7%
4. Lake Allatoona	\$77,750,660	5.6%
5. Lake Burton	\$64,313,300	4.6%
6. Lake Sinclair	\$56,323,449	4.1%
7. Chatuge Lake*	\$40,619,517	2.9%
8. Clarks Hill Lake*	\$33,115,450	2.4%
9. Lake Blue Ridge	\$32,365,664	2.3%
10. Jackson Lake	\$28,762,310	2.1%

Total Georgia Home Market:

\$1,386,988,229

Largest Land Markets

1. Lake Lanier	\$146,856,616	34.4%
2. Lake Hartwell*	\$56,733,300	13.3%
3. Lake Oconee	\$54,964,384	12.9%
4. Lake Allatoona	\$34,691,958	8.1%
5. Walter F. George Lake*	\$22,891,299	5.4%
6. Clarks Hill Lake*	\$15,657,585	3.7%
7. Nottely Lake	\$12,815,872	3.0%
8. Chatuge Lake*	\$11,455,975	2.7%
9. Lake Sinclair	\$11,033,920	2.6%
10. West Point Lake*	\$8,813,135	2.1%

Total Georgia Land Market:

\$426,300,443

73% of all homes listed on Lake Burton are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Burton	\$2,473,588
2. Lake Blue Ridge	\$1,541,222

Most Affordable Homes

1. Nottely Lake	\$613,717
2. Lake Allatoona	\$670,075

Most Listings

1. Lake Lanier	635	16.8%	6. Lake Allatoona	160	4.2%
2. Lake Hartwell*	613	16.2%	7. Chatuge Lake*	151	4.0%
3. Lake Oconee	539	14.3%	8. Nottely Lake	144	3.8%
4. Clarks Hill Lake*	320	8.5%	9. Walter F. George Lake*	112	3.0%
5. Lake Sinclair	238	6.3%	10. Jackson Lake	97	2.6%

Total Georgia Listings:

3,780

Most Homes Available

1. Lake Lanier	423	22.8%
2. Lake Oconee	316	17.1%
3. Lake Hartwell*	232	12.5%
4. Lake Sinclair	124	6.7%
5. Lake Allatoona	119	6.4%
6. Clarks Hill Lake*	65	3.5%
6. Jackson Lake	65	3.5%
8. Chatuge Lake*	45	2.4%
9. Walter F. George Lake*	37	2.0%
10. Lake Arrowhead	34	1.8%

Total Georgia Home Listings:

1,853

Most Land Available

1. Lake Hartwell*	381	19.8%
2. Clarks Hill Lake*	255	13.3%
3. Lake Oconee	222	11.5%
4. Lake Lanier	212	11.0%
5. Nottely Lake	121	6.3%
6. Lake Sinclair	111	5.8%
7. Chatuge Lake*	106	5.5%
8. Walter F. George Lake*	75	3.9%
9. Lake Burton	46	2.4%
10. Lake Allatoona	41	2.1%

Total Georgia Land Listings:

1,923

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Lanier	\$225,090
2. Lake Allatoona	\$163,945
3. Lake Oconee	\$162,513
4. Lake Burton	\$133,877
5. Walter F. George Lake	\$126,341
6. Lake Hartwell	\$108,184
7. Lake Arrowhead	\$106,549
8. Lake Tobesofkee	\$102,409

Listings of 10 Acres or More

1. Lake Lanier	\$93,260
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

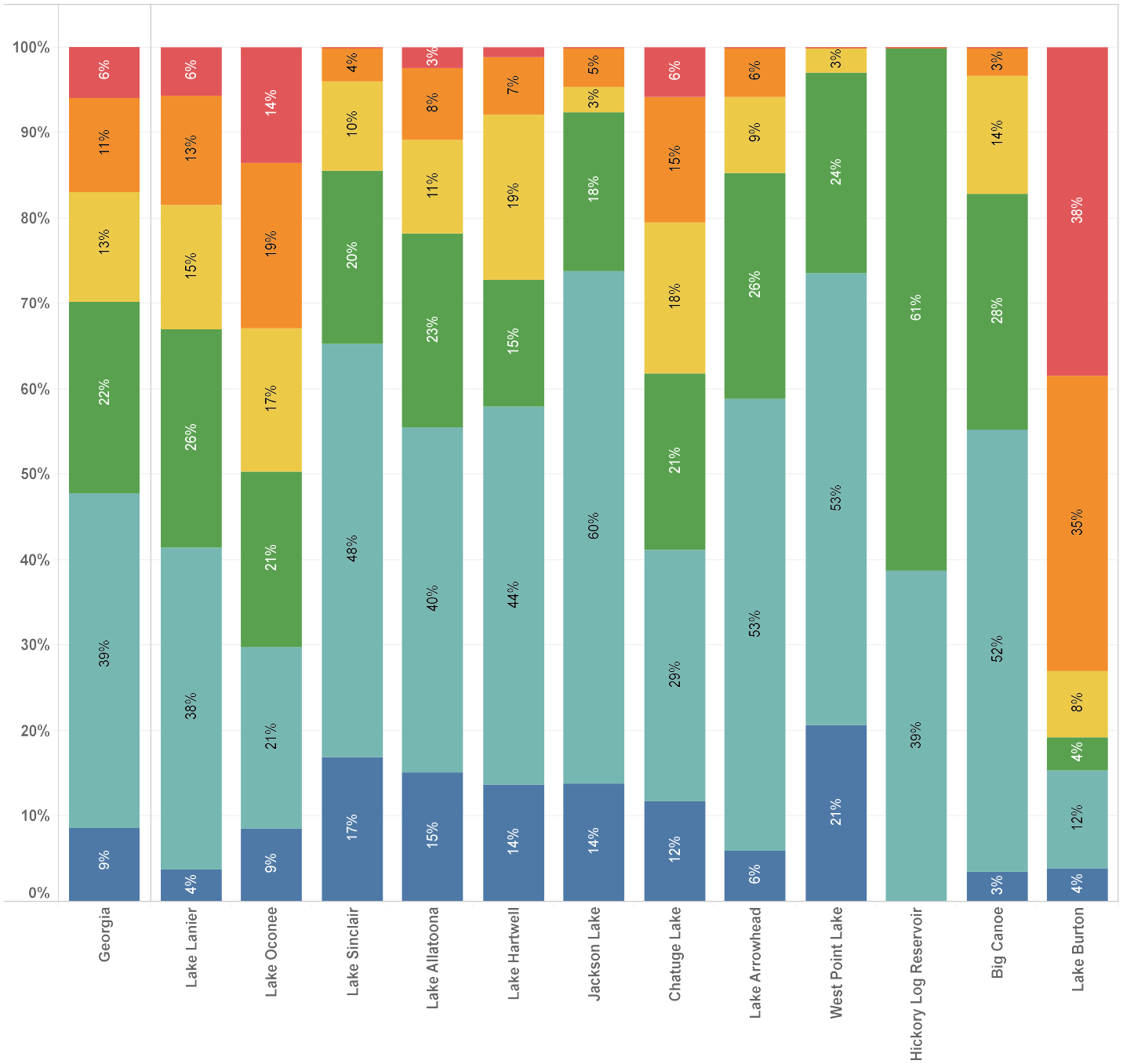
1. Richard B. Russell Lake	\$22,250
2. Bent Tree	\$26,783
3. Lake Laceola	\$32,255
4. West Point Lake	\$33,060
5. Clarks Hill Lake	\$34,725
6. Carters Lake	\$36,076
7. Nottely Lake	\$54,622
8. Big Canoe	\$56,074

Listings of 10 Acres or More

1. West Point Lake	\$9,980
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Georgia Market 2023Q1

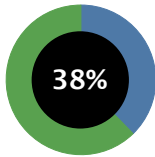
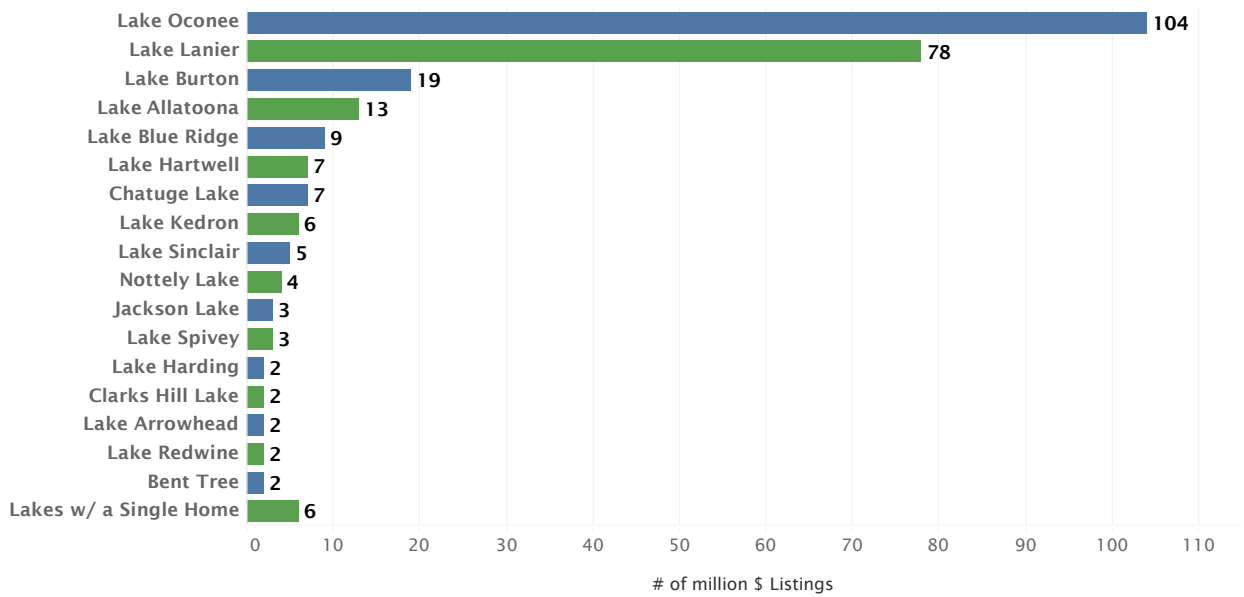


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2023Q1

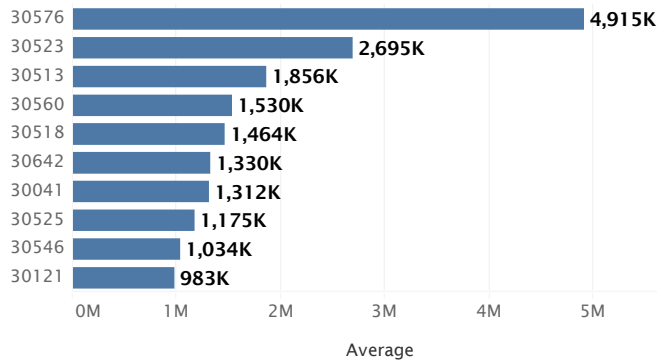


of \$1M+ Homes in Georgia are on Lake Oconee

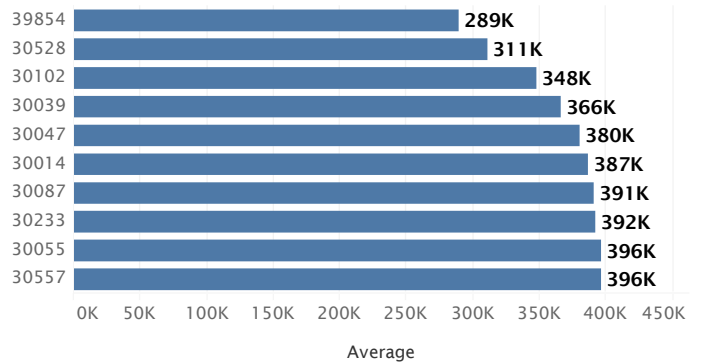
Total Number of \$1M+ Homes

274

Most Expensive ZIP Codes 2023Q1

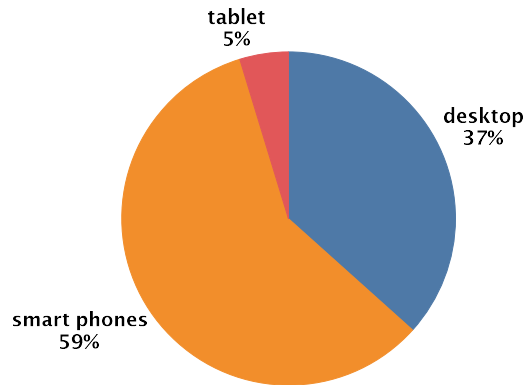


Most Affordable ZIP Codes 2023Q1

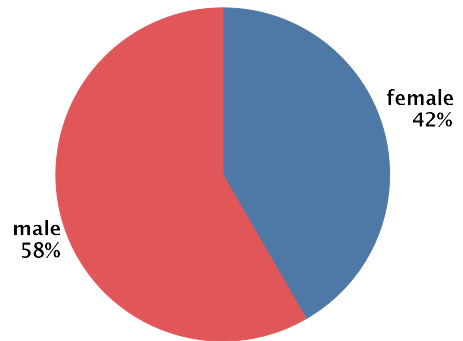


Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

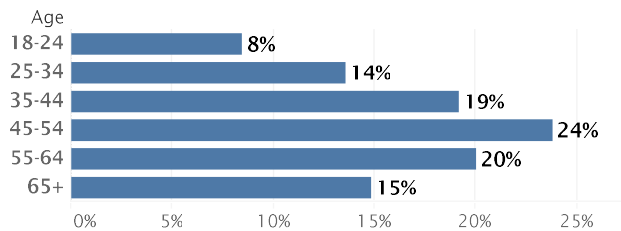


60% of potential buyers come from outside Georgia

Washington DC (Hagerstown

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

What Age Groups are Shopping 2023Q1



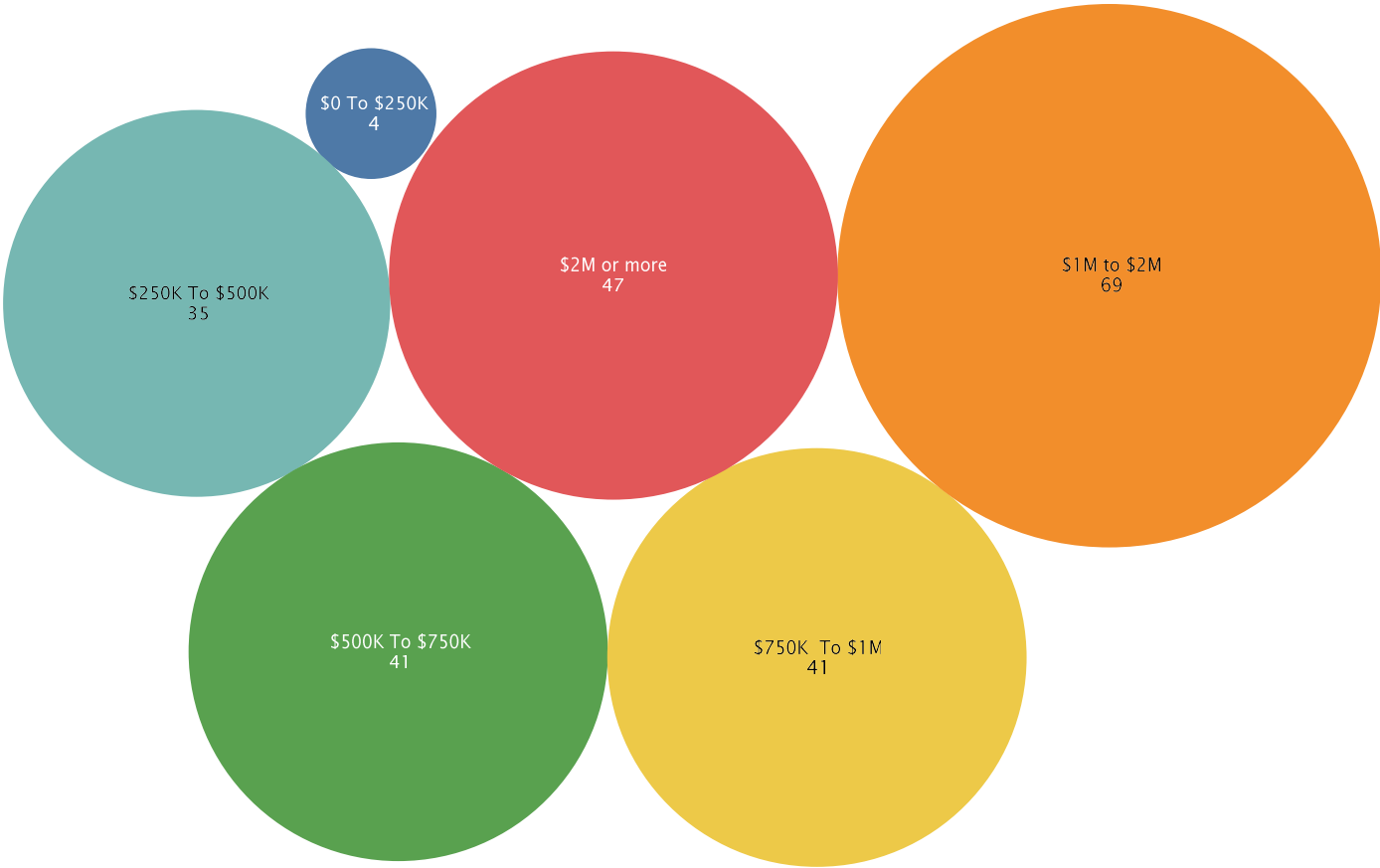
Number 2-10 metros are:

- Greenville-Spartanburg-Asheville-Anderson
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL
- Chicago, IL
- Orlando-Daytona Beach-Melbourne, FL
- Raleigh-Durham (Fayetteville), NC
- Miami-Ft. Lauderdale, FL
- Birmingham (Ann and Tusc), AL
- Charlotte, NC



IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2023Q1



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



Idaho

The total Idaho market fell from \$713 MM in winter 2022-2023 to \$497 MM resulting in a 30% decrease.

Largest Markets

1. Coeur d'Alene Lake	\$155,110,943	31.2%
2. Pend Oreille Lake	\$153,897,190	30.9%
3. Hayden Lake	\$47,909,263	9.6%
4. Payette Lake	\$35,222,500	7.1%
5. Lake Cascade	\$32,900,098	6.6%

Total Idaho Market: **\$497,246,794**

Most Listings

1. Pend Oreille Lake	157	34.1%
2. Coeur d'Alene Lake	130	28.2%
3. Lake Cascade	42	9.1%
4. Hayden Lake	25	5.4%
5. Payette Lake	21	4.6%

Total Idaho Listings: **461**

Largest Home Markets

1. Pend Oreille Lake	\$121,070,590	31.7%
2. Coeur d'Alene Lake	\$106,002,044	27.7%
3. Hayden Lake	\$45,798,263	12.0%
4. Payette Lake	\$32,628,500	8.5%
5. Priest Lake	\$20,100,000	5.3%

Total Idaho Home Market: **\$382,012,895**

Most Homes Available

1. Pend Oreille Lake	83	35.0%
2. Coeur d'Alene Lake	52	21.9%
3. Hayden Lake	20	8.4%
4. Payette Lake	17	7.2%
5. Lake Cascade	16	6.8%

Total Idaho Home Listings: **237**

Largest Land Markets

1. Coeur d'Alene Lake	\$49,108,899	42.6%
2. Pend Oreille Lake	\$32,826,600	28.5%
3. Lake Cascade	\$16,036,600	13.9%
4. Kelso Lake	\$3,028,900	2.6%
5. Payette Lake	\$2,594,000	2.3%

Total Idaho Land Market: **\$115,233,899**

Most Land Available

1. Coeur d'Alene Lake	78	34.8%
2. Pend Oreille Lake	74	33.0%
3. Lake Cascade	26	11.6%
4. Hoodoo Lake	7	3.1%
5. Cocolalla Lake	6	2.7%

Total Idaho Land Listings: **224**

Average Home Price

1. Hayden Lake	\$2,289,913
2. Coeur d'Alene Lake	\$2,060,922
3. Priest Lake	\$2,010,000

Average Land Price Per Acre

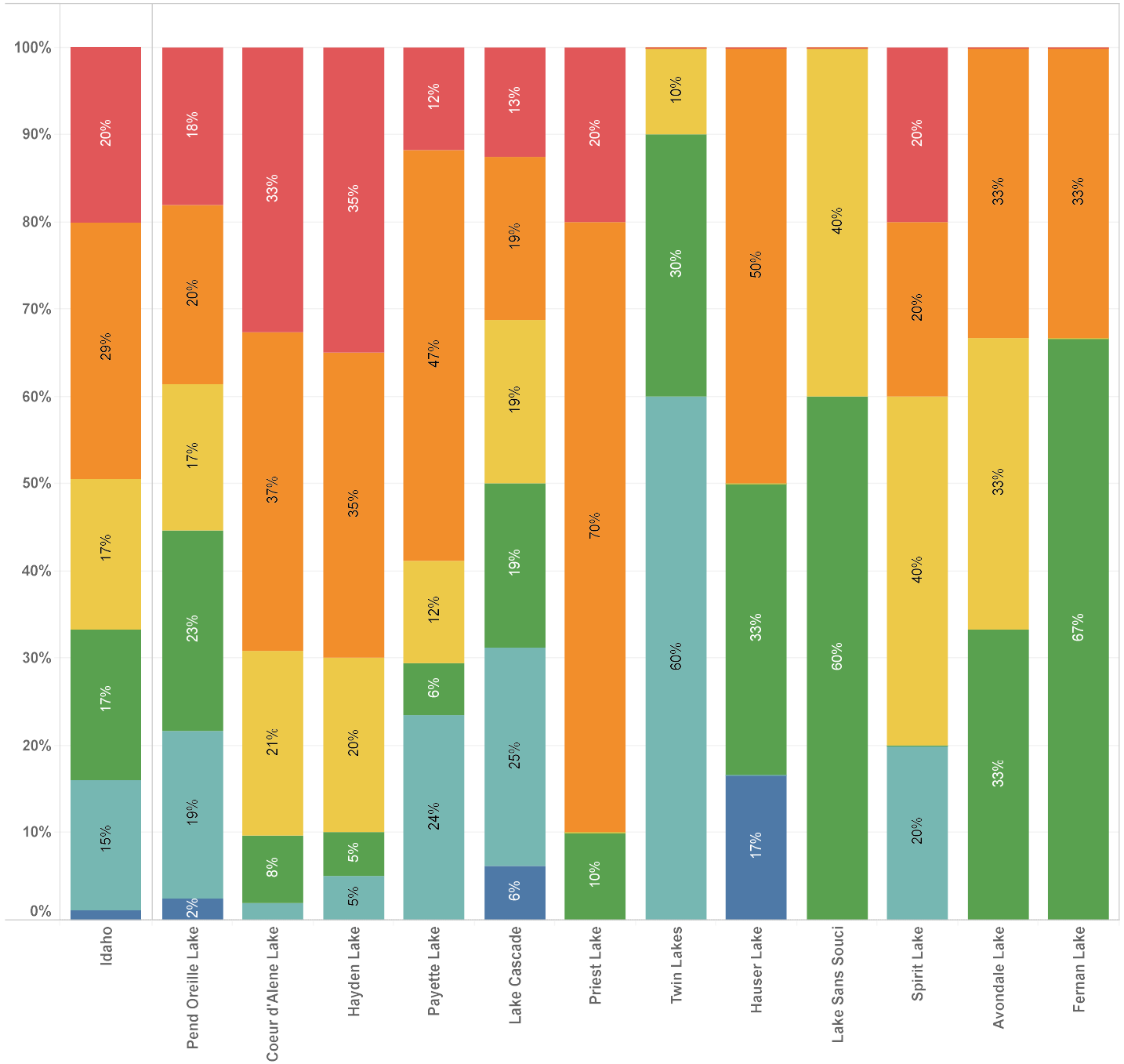
Listings of Less Than 10 Acres

1. Coeur d'Alene Lake	\$446,276
2. Pend Oreille Lake	\$345,224
3. Lake Cascade	\$304,515

Listings of 10 Acres or More

**

Price Breakdown by Percentage of Homes in the Idaho Market 2023Q1

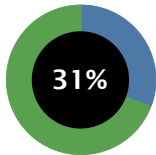
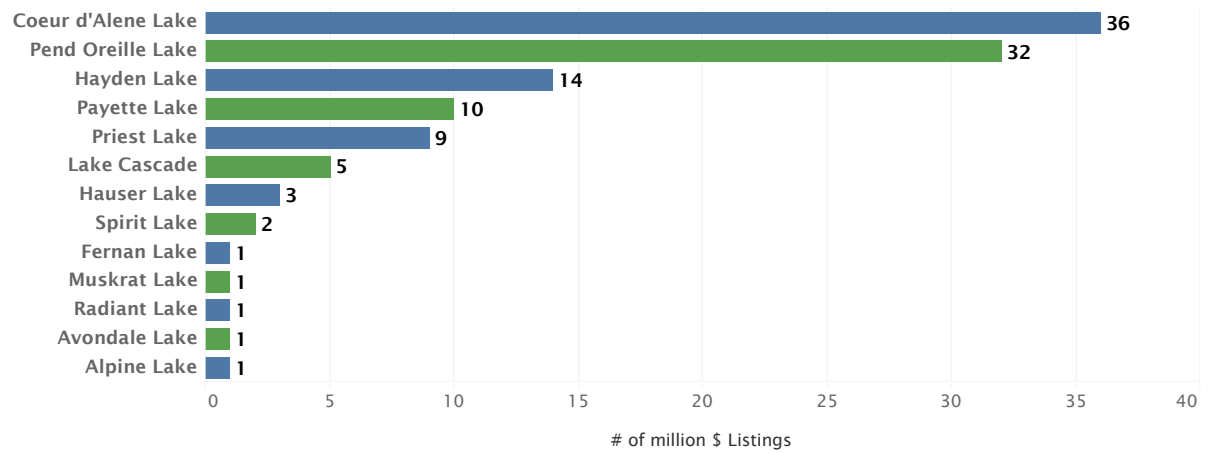


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2023Q1

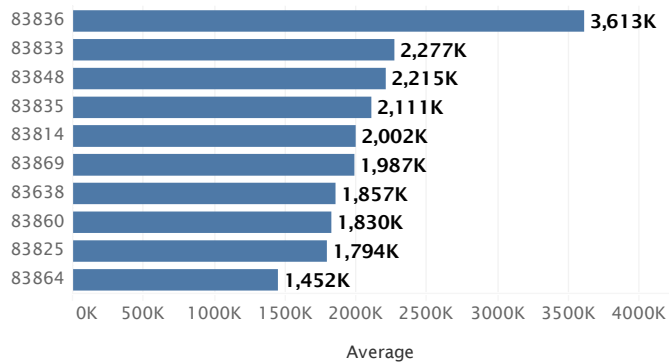


31% of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

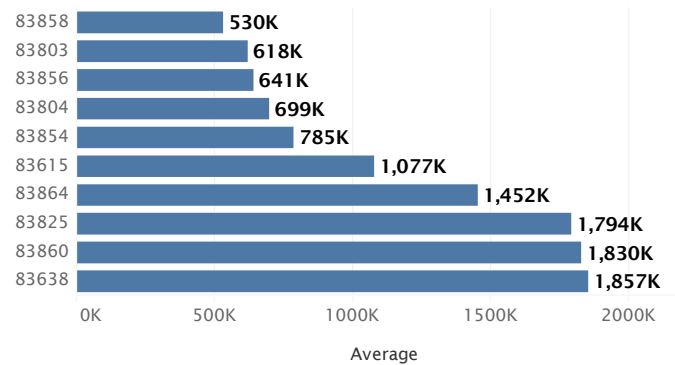
Total Number of \$1M+ Homes

116

Most Expensive ZIP Codes 2023Q1

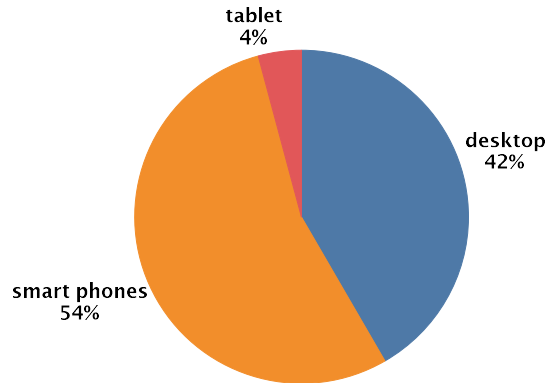


Most Affordable ZIP Codes 2023Q1

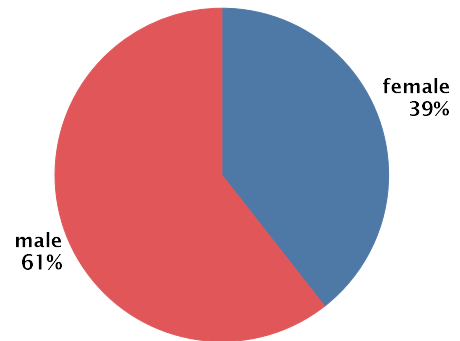


Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

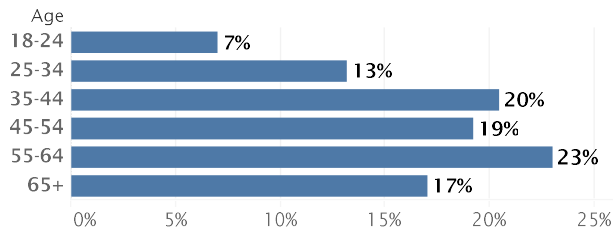


91% of potential buyers come from outside Idaho

Seattle-Tacoma

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

What Age Groups are Shopping 2023Q1



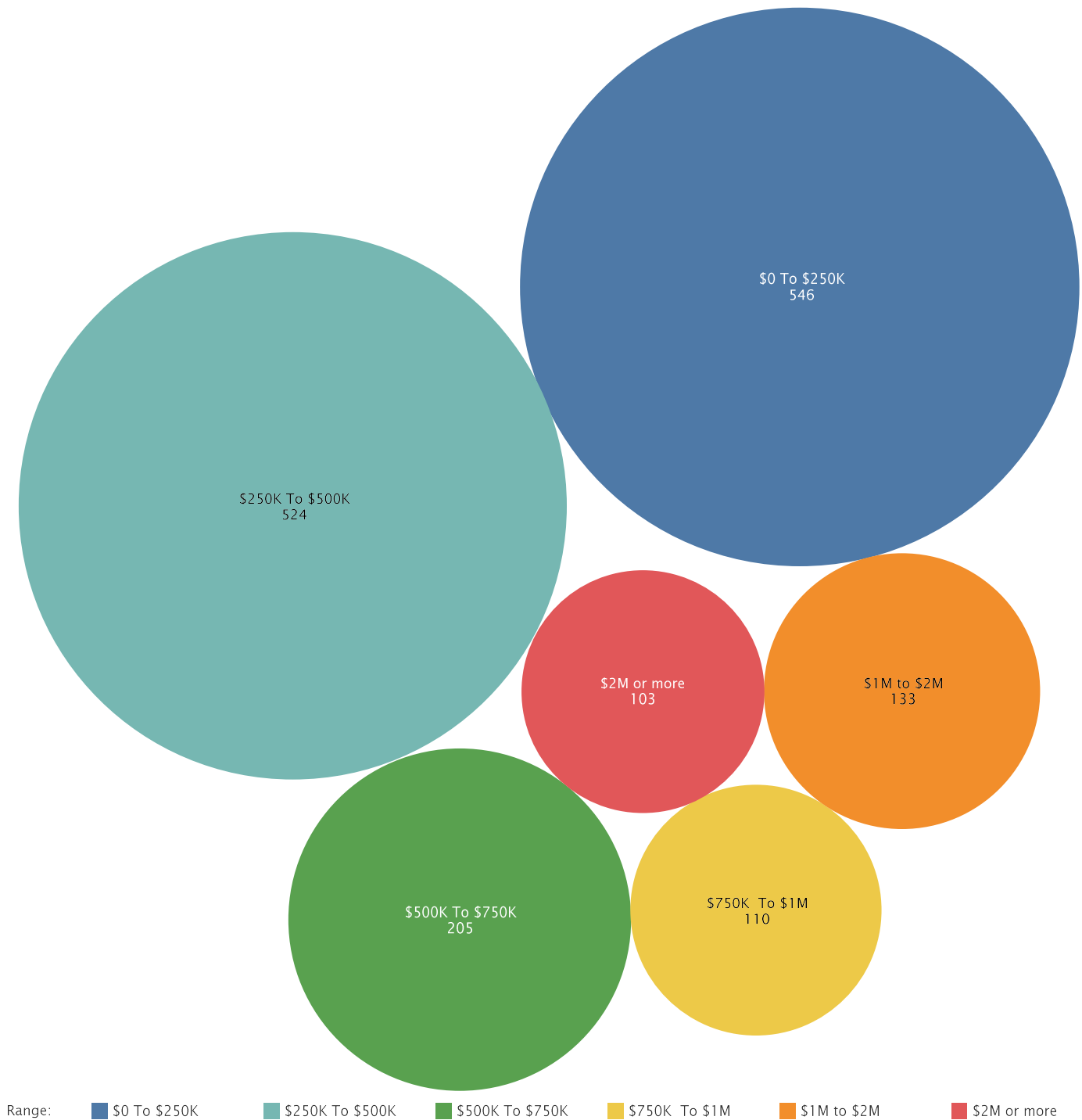
Number 2-10 metros are:

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



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2023Q1



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



Illinois

The number of listings in Illinois dropped from 2,397 in fall 2022 to 2,034 resulting in an 18% decrease.

Largest Markets

1. Lake Michigan	\$902,044,543	75.8%
2. Quarry Lake	\$18,113,800	1.5%
3. Lake Charles	\$16,013,618	1.4%
4. Chain O'Lakes - Pistakee Lake	\$9,723,500	0.8%
5. Wonder Lake	\$9,705,037	0.8%

Total Illinois Market: **\$1,189,920,902**

Most Listings

1. Lake Michigan	1,060	52.1%
2. Spoon Lake	48	2.4%
3. Wonder Lake	43	2.1%
4. Lake Of Egypt	38	1.9%
5. Peoria Lake	30	1.5%

Total Illinois Listings: **2,034**

Largest Home Markets

1. Lake Michigan	\$896,333,943	77.9%
2. Quarry Lake	\$17,563,800	1.5%
3. Lake Charles	\$16,013,618	1.4%
4. Wonder Lake	\$9,503,138	0.8%
5. Chain O'Lakes - Pistakee Lake	\$8,960,100	0.8%

Total Illinois Home Market: **\$1,150,464,443**

Most Homes Available

1. Lake Michigan	1,029	63.3%
2. Wonder Lake	39	2.4%
3. Peoria Lake	21	1.3%
4. Chain O'Lakes - Pistakee Lake	16	1.0%
5. Grays Lake	15	0.9%

Total Illinois Home Listings: **1,626**

Largest Land Markets

1. Lake Michigan	\$5,710,600	14.5%
2. Lake Renwick	\$2,369,444	6.0%
3. Keene Lake	\$1,549,000	3.9%
4. Spoon Lake	\$1,393,945	3.5%
5. Lily Lake	\$1,379,700	3.5%

Total Illinois Land Market: **\$39,456,459**

Most Land Available

1. Spoon Lake	37	9.1%
2. Lake Of Egypt	34	8.3%
3. Lake Michigan	31	7.6%
4. Lake Thunderbird	21	5.1%
5. Chain O'Lakes - Grass Lake	13	3.2%

Total Illinois Land Listings: **408**

Average Home Price

1. Quarry Lake	\$1,596,709
2. Lake Charles	\$1,231,817
3. Lake Michigan	\$871,073
4. Chain O'Lakes - Pistakee Lake	\$560,006
5. Spoon Lake	\$477,982

Average Land Price Per Acre

Listings of Less Than 10 Acres

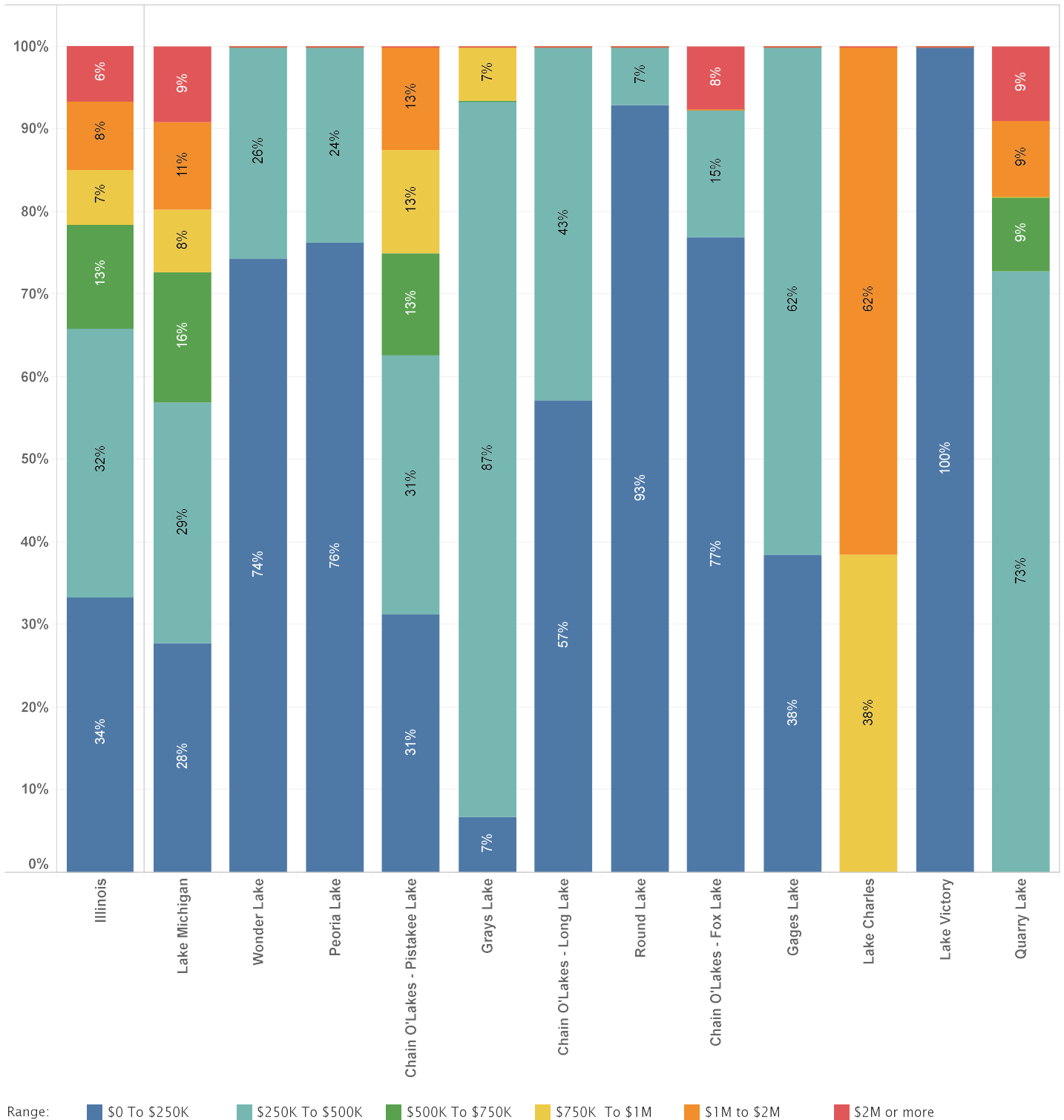
1. Cotton Creek Marsh	\$73,949
2. Candlewick Lake	\$53,968
3. Lake Thunderbird	\$50,657
4. Lake Of Egypt	\$33,511

Listings of 10 Acres or More

**

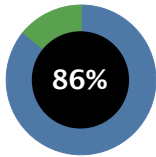
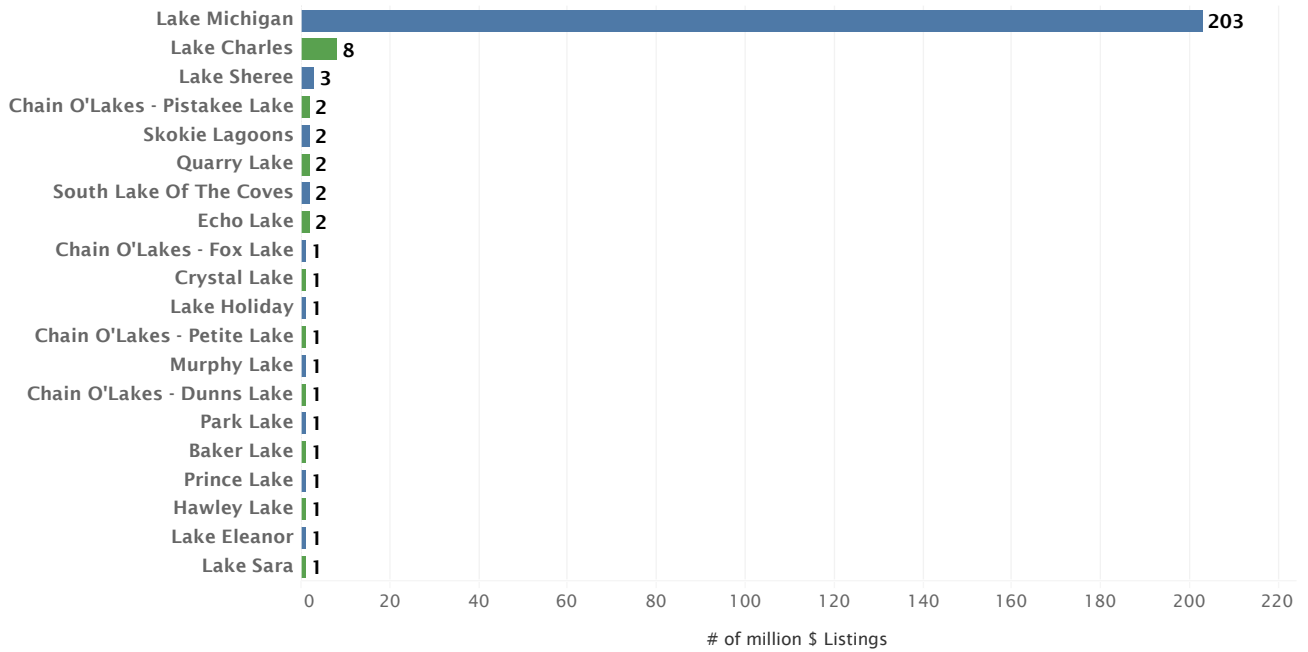
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Illinois Market 2023Q1



Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2023Q1

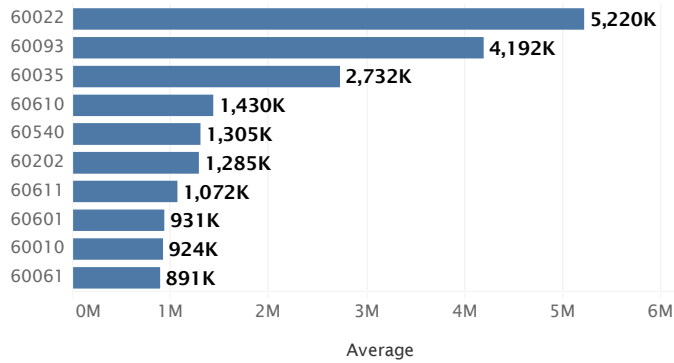


of \$1M+ Homes in Illinois are on Lake Michigan

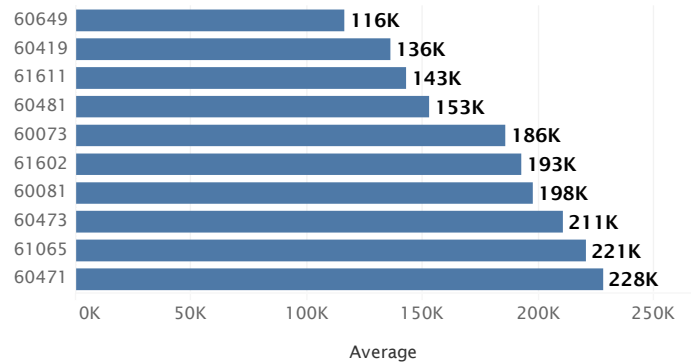
Total Number of \$1M+ Homes

236

Most Expensive ZIP Codes 2023Q1

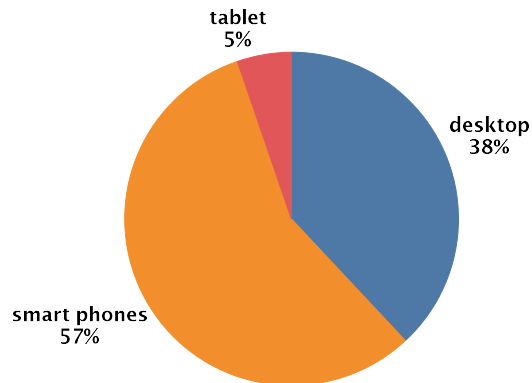


Most Affordable ZIP Codes 2023Q1

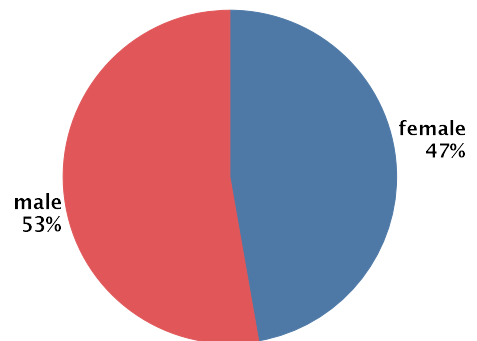


Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

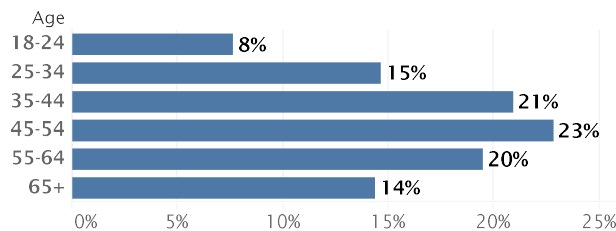


48% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2023Q1



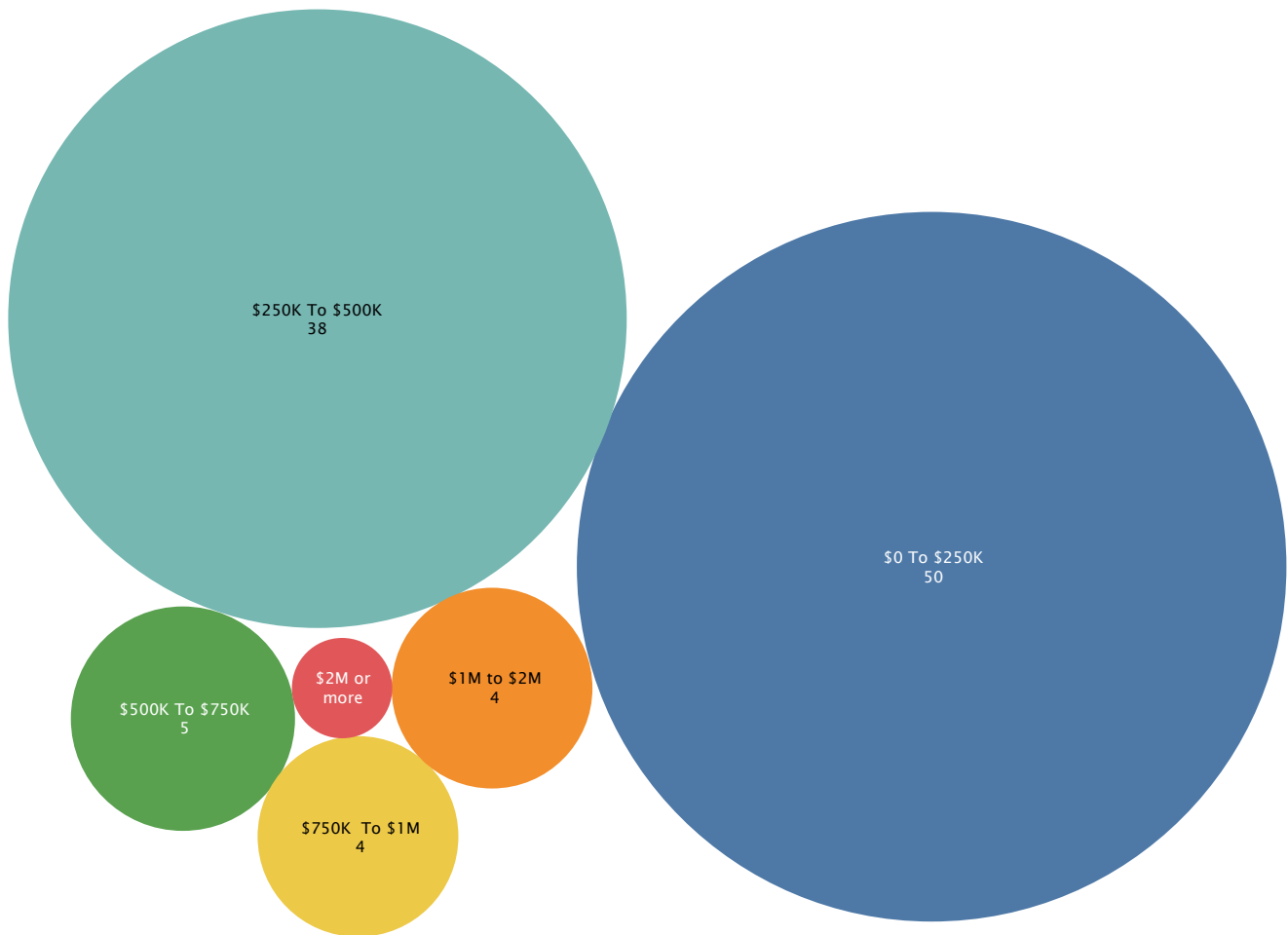
Number 2-10 metros are:

- Milwaukee, WI
- Dallas-Ft. Worth, TX
- Burlington VT-Plattsburgh, NY
- Atlanta, GA
- Minneapolis-St. Paul, MN
- New York, NY
- Des Moines-Ames, IA
- Wichita-Hutchinson, KS
- Washington DC (Hagerstown MD)



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2023Q1



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 dropped from \$52 MM in winter 2022-2023 to \$42 MM in spring 2023 resulting in a 19% decrease.

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$9,723,500	22.7%
2. Chain O'Lakes - Fox Lake	\$4,556,695	10.6%
3. Chain O'Lakes - Grass Lake	\$4,531,300	10.6%
4. Chain O'Lakes - Long Lake	\$4,086,700	9.5%
5. Chain O'Lakes - Petite Lake	\$3,628,700	8.5%

Total ChainOLakes Market: **\$42,836,563**

Most Listings

1. Chain O'Lakes - Grass Lake	22	14.2%
2. Chain O'Lakes - Pistakee Lake	21	13.5%
3. Chain O'Lakes - Long Lake	17	11.0%
4. Chain O'Lakes - Fox Lake	14	9.0%
5. Chain O'Lakes - Lake Marie	10	6.5%

Total ChainOLakes Listings: **155**

Largest Home Markets

1. Chain O'Lakes - Pistakee Lake	\$8,960,100	23.6%
2. Chain O'Lakes - Fox Lake	\$4,508,195	11.9%
3. Chain O'Lakes - Grass Lake	\$3,809,900	10.0%
4. Chain O'Lakes - Long Lake	\$3,600,800	9.5%
5. Chain O'Lakes - Petite Lake	\$3,523,800	9.3%

Total ChainOLakes Home Market: **\$37,998,144**

Most Homes Available

1. Chain O'Lakes - Pistakee Lake	16	15.7%
2. Chain O'Lakes - Long Lake	14	13.7%
3. Chain O'Lakes - Fox Lake	13	12.7%
4. Chain O'Lakes - Grass Lake	9	8.8%
5. Chain O'Lakes - Petite Lake	8	7.8%

Total ChainOLakes Home Listings: **102**

Largest Land Markets

1. Chain O'Lakes - Pistakee Lake	\$763,400	15.8%
2. Chain O'Lakes - Grass Lake	\$721,400	14.9%
3. Chain O'Lakes - Lake Marie	\$705,000	14.6%
4. Lake Tranquility	\$579,000	12.0%
5. Chain O'Lakes - Bluff Lake	\$538,000	11.1%

Total ChainOLakes Land Market: **\$4,838,419**

Most Land Available

1. Chain O'Lakes - Grass Lake	13	24.5%
2. Chain O'Lakes - Lake Marie	7	13.2%
3. Lake Antioch	6	11.3%
4. Chain O'Lakes - Pistakee Lake	5	9.4%
5. Chain O'Lakes - Bluff Lake	4	7.5%

Total ChainOLakes Land Listings: **53**

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$560,006
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Average Land Price Per Acre

Listings of Less Than 10 Acres

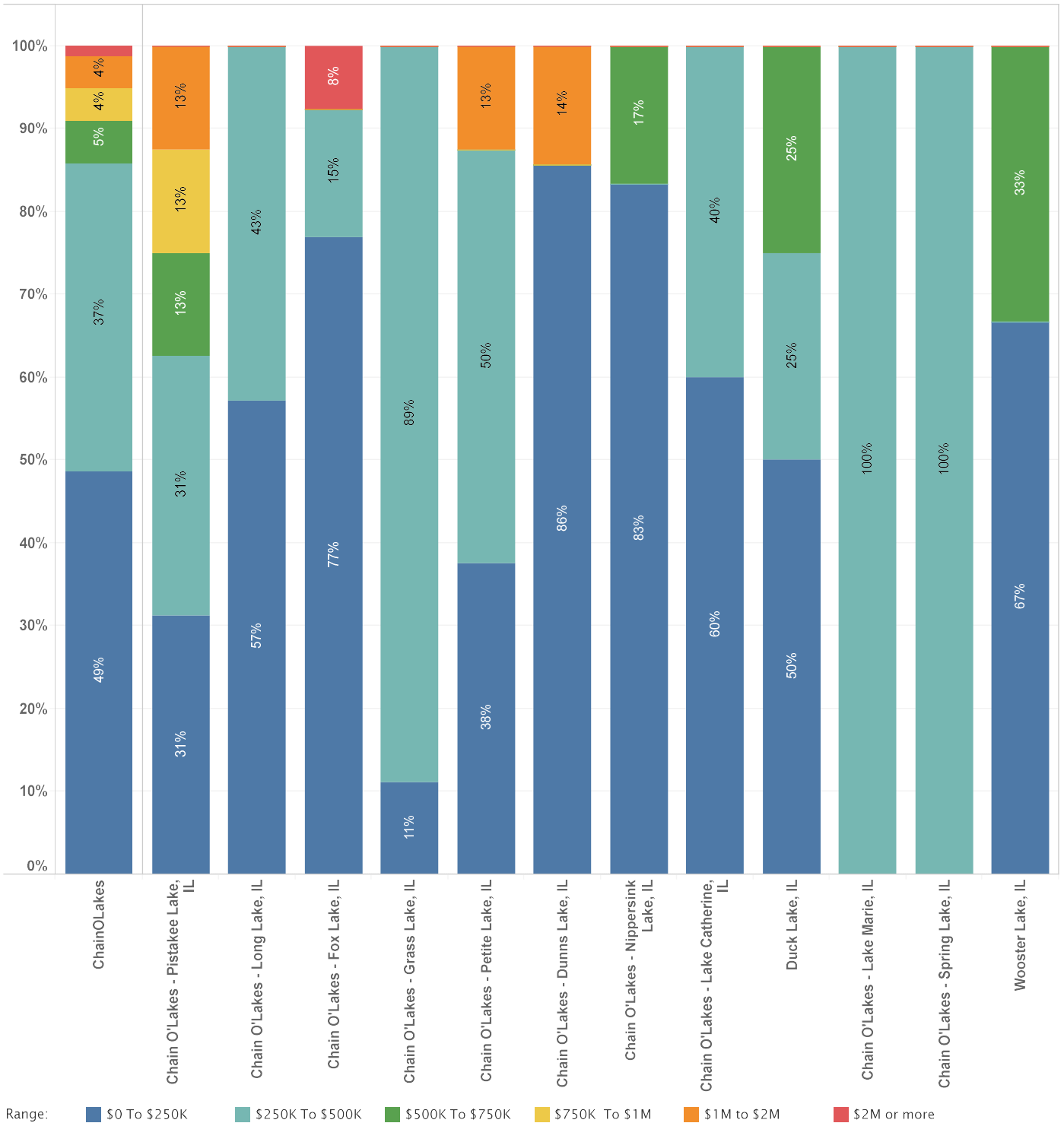
Listings of 10 Acres or More

**

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

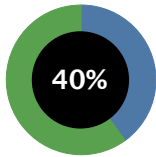
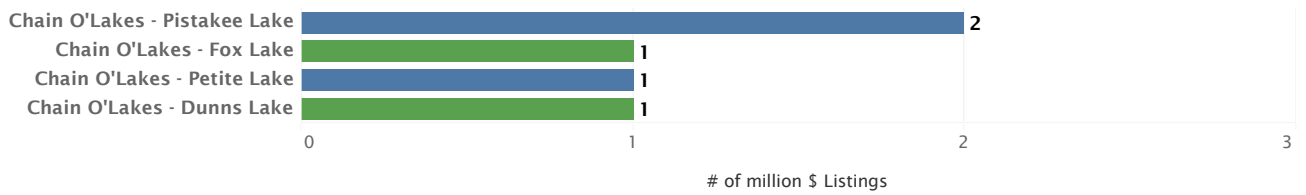
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the ChainOLakes Market 2023Q1



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2023Q1

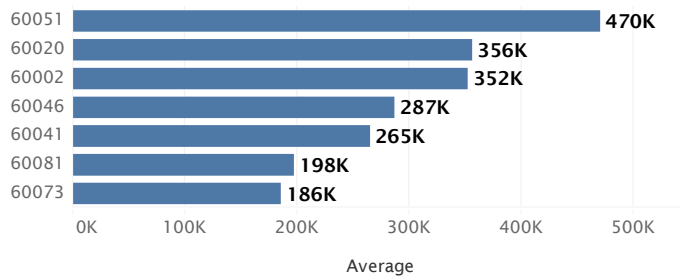


40% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Pistakee Lake

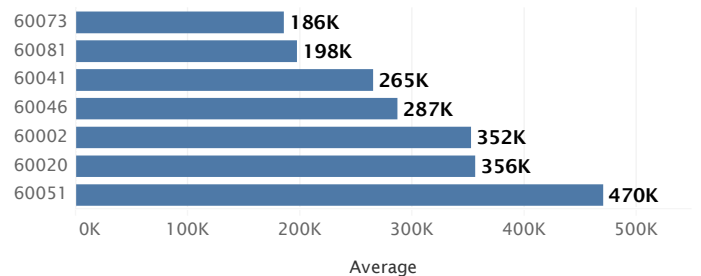
Total Number of \$1M+ Homes

5

Most Expensive ZIP Codes 2023Q1

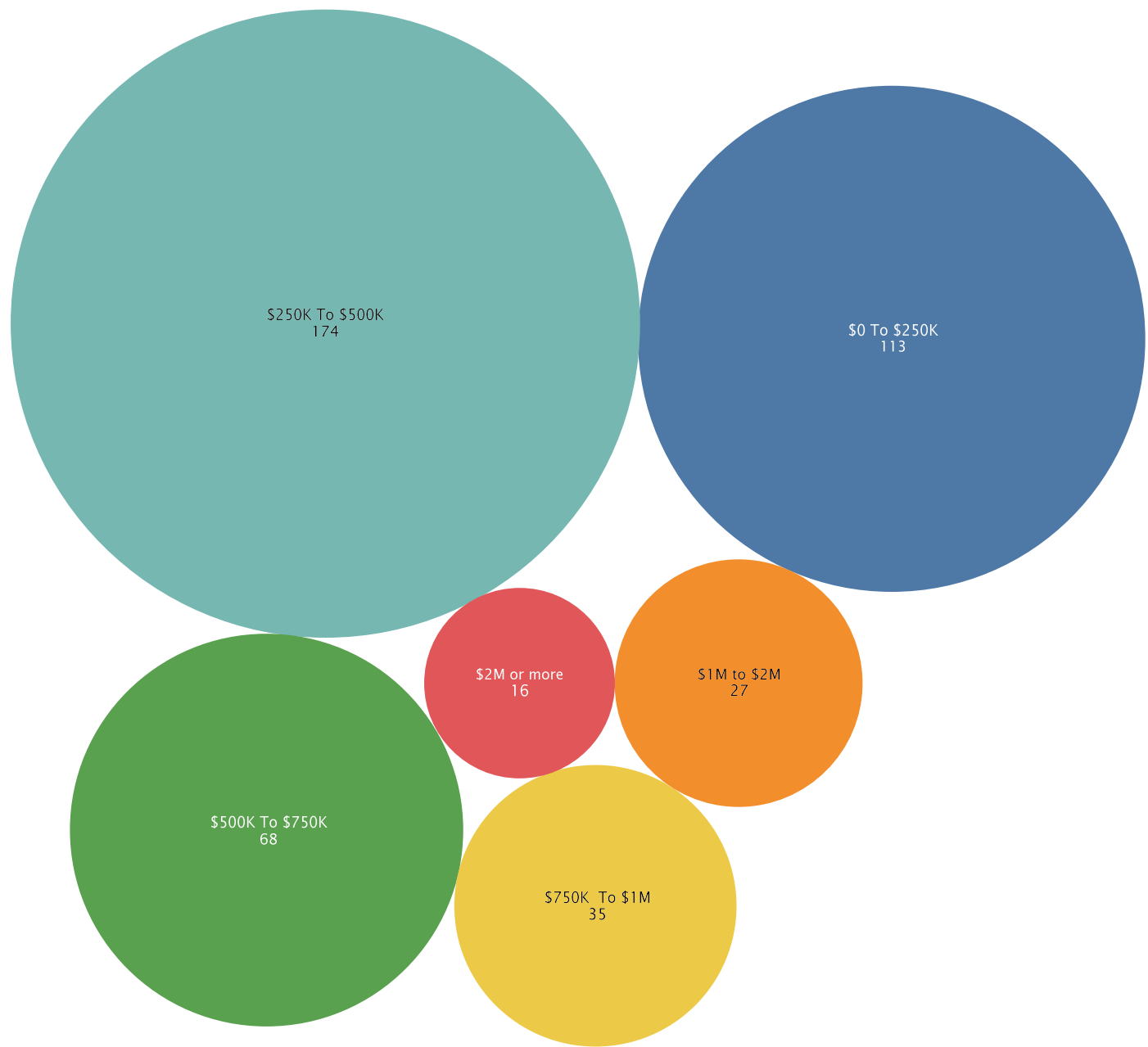


Most Affordable ZIP Codes 2023Q1



INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2023Q1



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



Indiana

The total Indiana home market experienced a 24% drop from \$363 MM in winter 2022-2023 to \$277 MM in spring 2023.

Largest Markets

1. Lake Michigan	\$30,291,290	10.9%
2. Geist Reservoir	\$16,457,599	5.9%
3. Morse Reservoir	\$15,273,095	5.5%
4. Lake Wawasee	\$14,108,800	5.1%
5. Grandview Lake	\$8,698,900	3.1%

Total Indiana Market: **\$277,303,858**

Most Listings

1. Lake Michigan	33	4.9%
2. Morse Reservoir	32	4.7%
3. Big Turkey Lake	29	4.3%
3. Lake Freeman	29	4.3%
5. Lake Shafer	26	3.8%

Total Indiana Listings: **677**

Largest Home Markets

1. Lake Michigan	\$24,891,490	10.3%
2. Geist Reservoir	\$16,331,699	6.8%
3. Morse Reservoir	\$14,633,095	6.1%
4. Lake Wawasee	\$13,859,800	5.7%
5. Grandview Lake	\$8,573,900	3.5%

Total Indiana Home Market: **\$241,667,186**

Most Homes Available

1. Morse Reservoir	31	7.2%
2. Geist Reservoir	21	4.8%
3. Lake Michigan	19	4.4%
3. Lake Monroe	19	4.4%
5. Lake Freeman	13	3.0%

Total Indiana Home Listings: **433**

Largest Land Markets

1. Lake Michigan	\$5,399,800	15.2%
2. Peyton Lake	\$4,130,000	11.6%
3. Cedar Lake	\$1,885,000	5.3%
4. Burnside Pit	\$1,522,125	4.3%
5. Big Turkey Lake	\$1,520,000	4.3%

Total Indiana Land Market: **\$35,636,672**

Most Land Available

1. Big Turkey Lake	26	10.7%
2. Bischoff Reservoir	18	7.4%
3. Lake Freeman	16	6.6%
4. Lake Michigan	14	5.7%
5. Lake Shafer	13	5.3%

Total Indiana Land Listings: **244**

Average Home Price

1. Lake Michigan	\$1,310,078
2. Geist Reservoir	\$777,700
3. Hamilton Lake	\$686,960
4. Lake Manitou	\$599,330
5. Morse Reservoir	\$472,035

Average Land Price Per Acre

Listings of Less Than 10 Acres

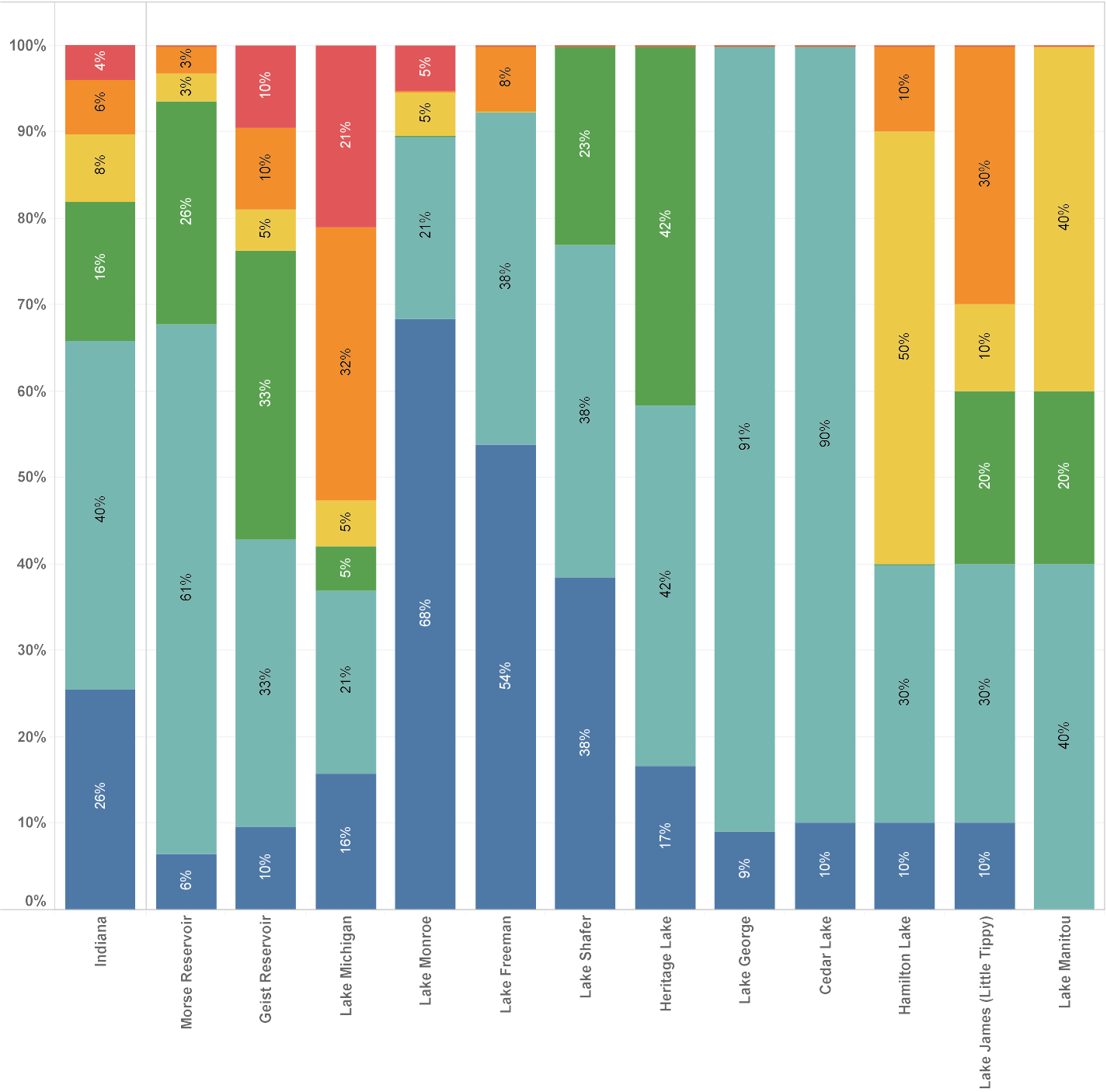
1. Lake Michigan	\$759,199
2. Big Turkey Lake	\$296,239
3. Lake Shafer	\$208,007
4. Lake Freeman	\$130,680
5. Heritage Lake	\$120,627

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 2023Q1

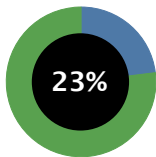
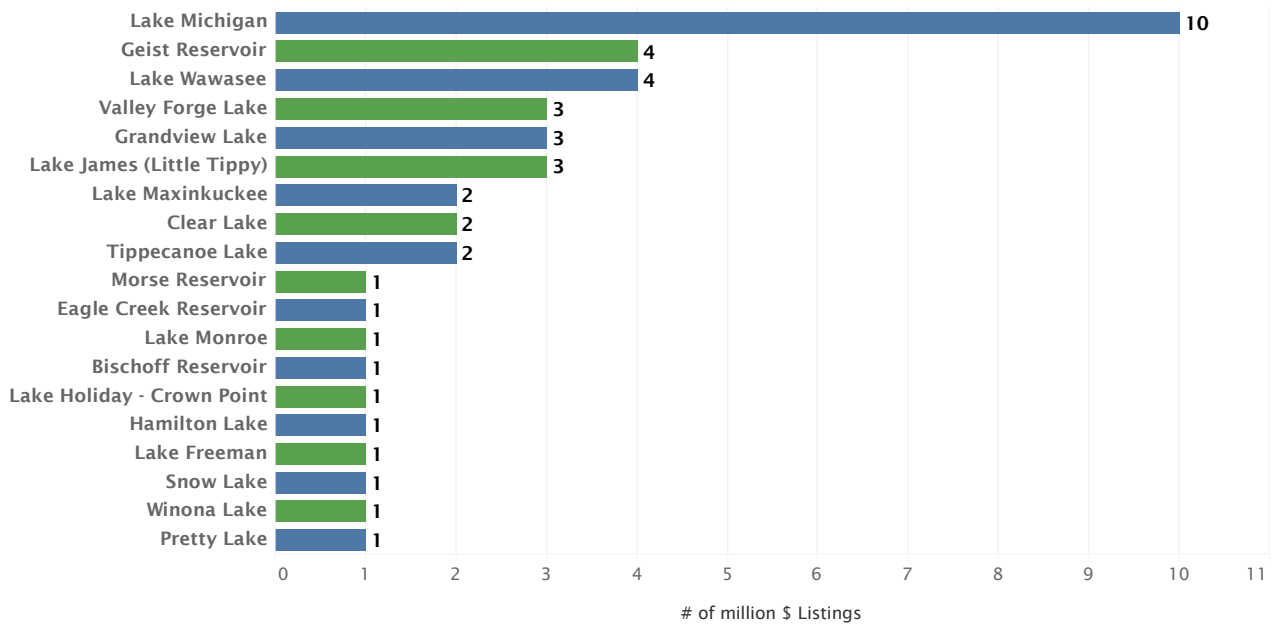


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2023Q1

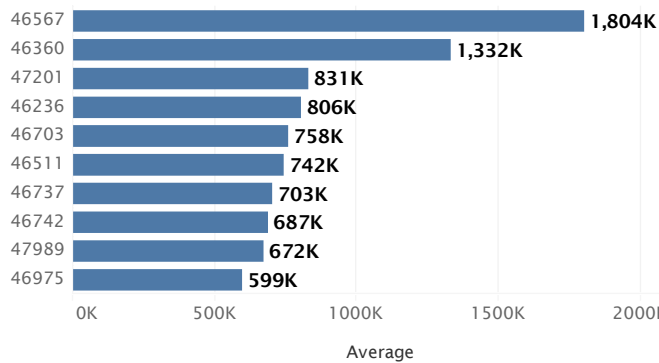


of \$1M+ Homes in Indiana are on Lake Michigan

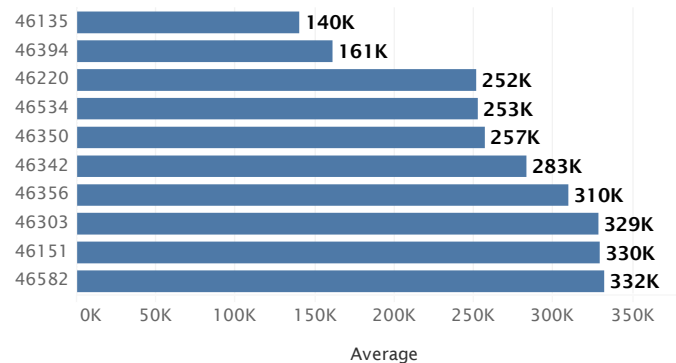
Total Number of \$1M+ Homes

43

Most Expensive ZIP Codes 2023Q1

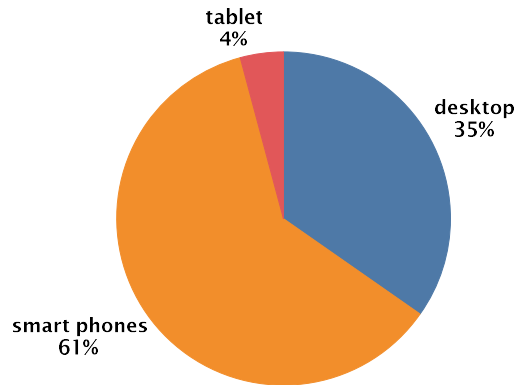


Most Affordable ZIP Codes 2023Q1

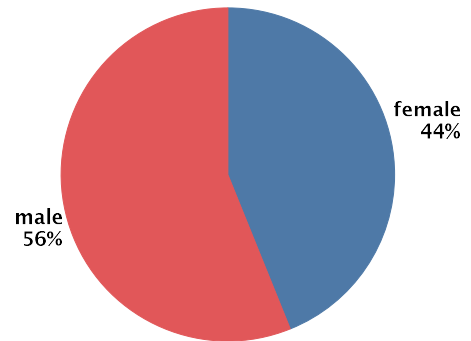


Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

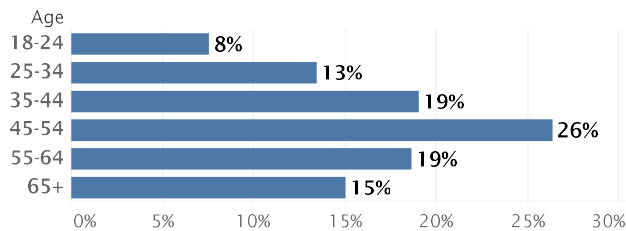


69% of potential buyers come from outside Indiana

Chicago

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

What Age Groups are Shopping 2023Q1



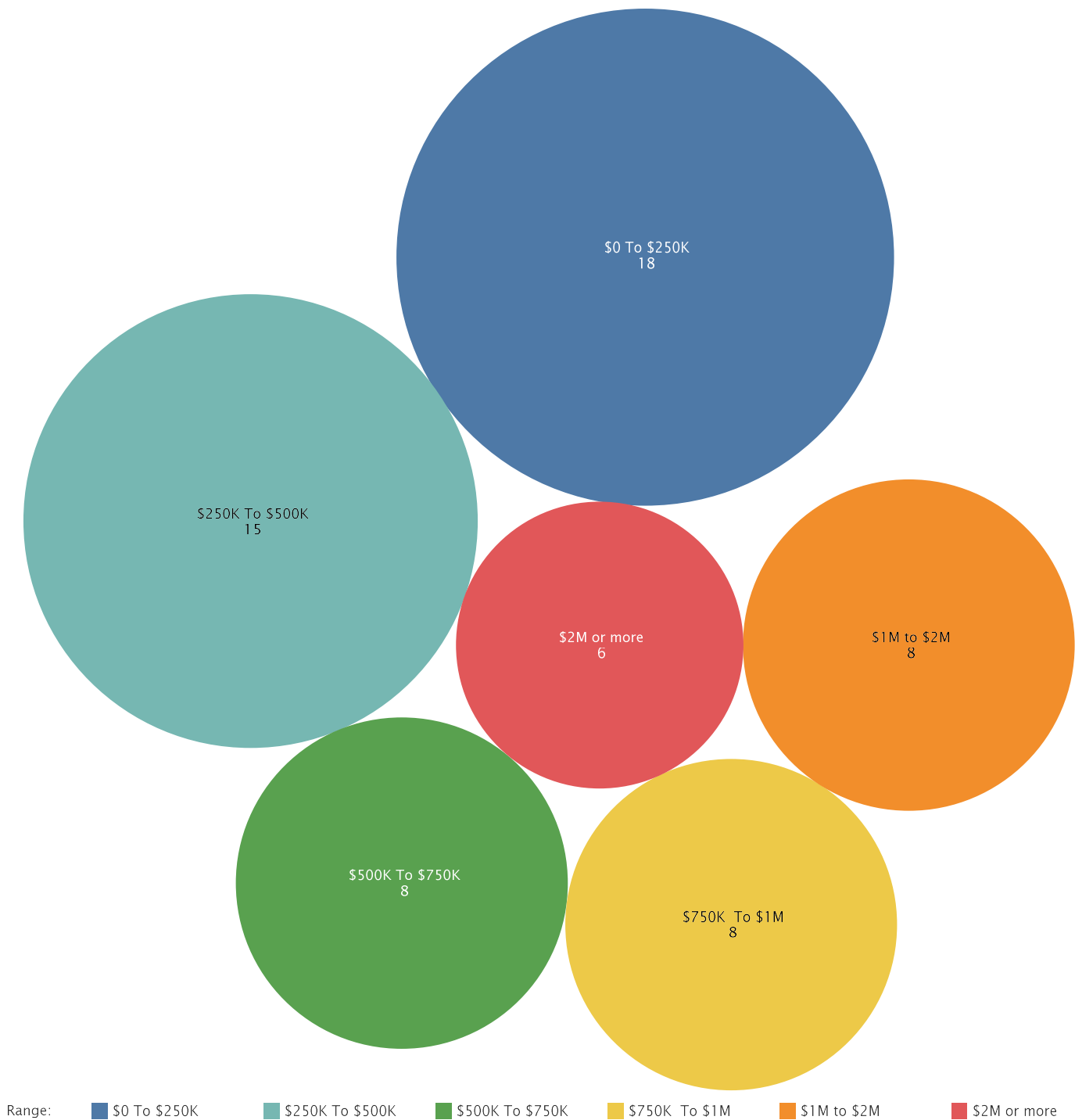
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Cincinnati, OH
- Columbus, OH
- New York, NY
- Toledo, OH
- Louisville, KY
- Dallas-Ft. Worth, TX
- Tampa-St. Petersburg (Sarasota), FL



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2023Q1



Iowa

The total Iowa market dropped from \$83 MM in winter 2022-2023 to \$62 MM in spring 2023 resulting in a 25% decrease.

Largest Markets

1. West Okoboji Lake	\$22,598,800	39.5%
2. East Okoboji Lake	\$9,488,900	16.6%
3. Clear Lake	\$9,459,000	15.1%
4. Sun Valley Lake	\$5,603,700	9.0%
5. Lake Ponderosa	\$5,225,399	8.4%

Total Iowa Market:

\$62,562,098

Most Listings

1. Sun Valley Lake	18	20.9%
2. Lake Ponderosa	17	19.8%
2. West Okoboji Lake	17	27.0%
4. East Okoboji Lake	9	14.3%
5. Holiday Lake	6	7.0%

Total Iowa Listings:

86

Largest Home Markets

1. West Okoboji Lake	\$22,598,800	39.5%
2. East Okoboji Lake	\$9,488,900	16.6%
3. Clear Lake	\$7,559,000	13.2%
4. Sun Valley Lake	\$4,694,800	8.2%
5. Lake Ponderosa	\$3,649,399	6.4%

Total Iowa Home Market:

\$57,200,198

Most Homes Available

1. West Okoboji Lake	17	27.0%
2. Lake Ponderosa	10	15.9%
3. East Okoboji Lake	9	14.3%
4. Sun Valley Lake	7	11.1%
5. Holiday Lake	5	7.9%

Total Iowa Home Listings:

63

Largest Land Markets

1. Clear Lake	\$1,900,000	35.4%
2. Lake Ponderosa	\$1,576,000	29.4%
3. Sun Valley Lake	\$908,900	17.0%
4. Carter Lake	\$885,000	16.5%
5. Pleasant Lake	\$45,000	0.8%

Total Iowa Land Market:

\$5,361,900

Most Land Available

1. Sun Valley Lake	11	47.8%
2. Lake Ponderosa	7	30.4%
3. Carter Lake	1	4.3%
3. Clear Lake	1	4.3%
3. Holiday Lake	1	4.3%

Total Iowa Land Listings:

23

Average Home Price

1. West Okoboji Lake	\$1,329,341
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Average Land Price Per Acre

Listings of Less Than 10 Acres

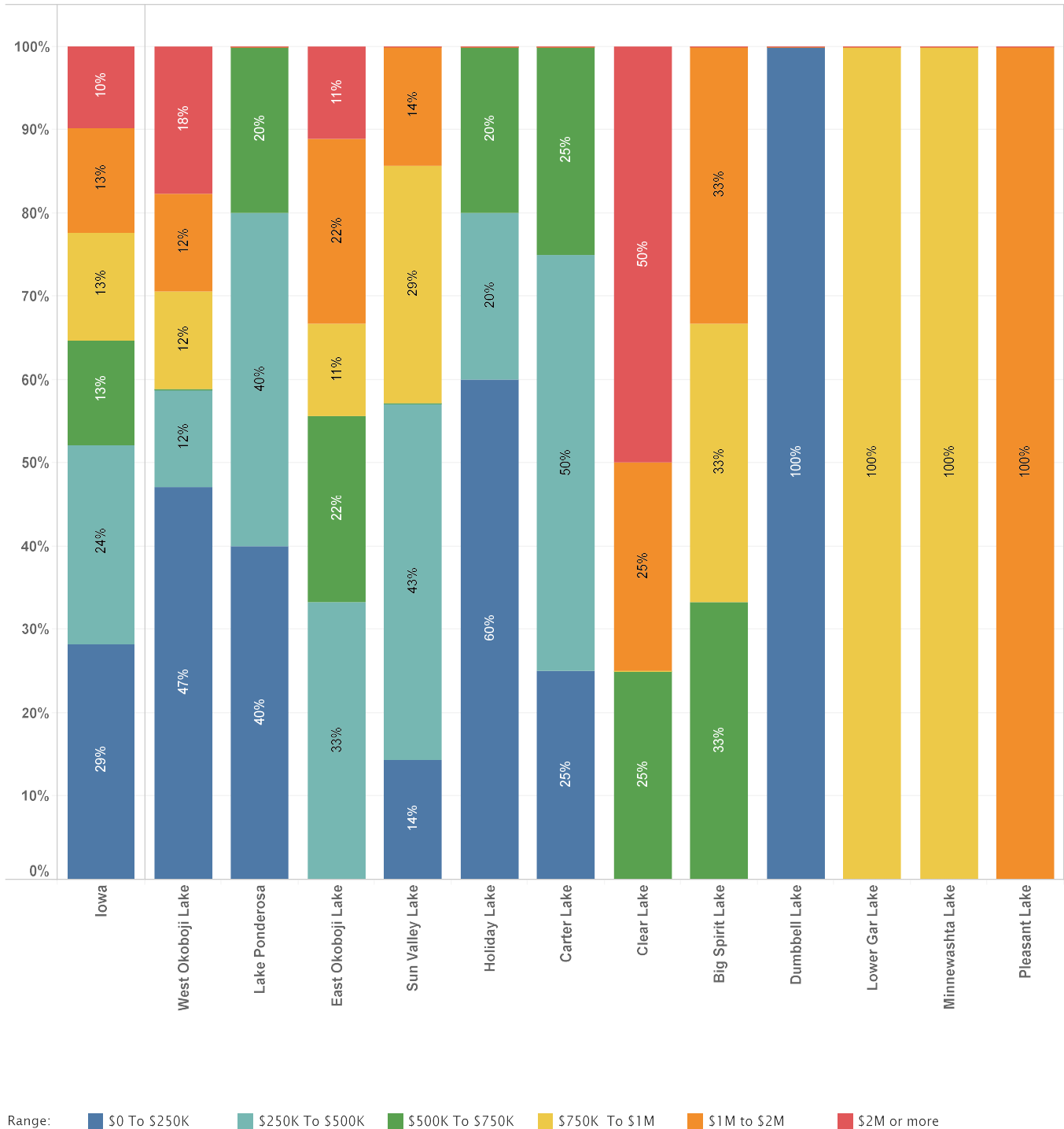
1. Sun Valley Lake	\$111,868
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Listings of 10 Acres or More

**

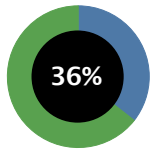
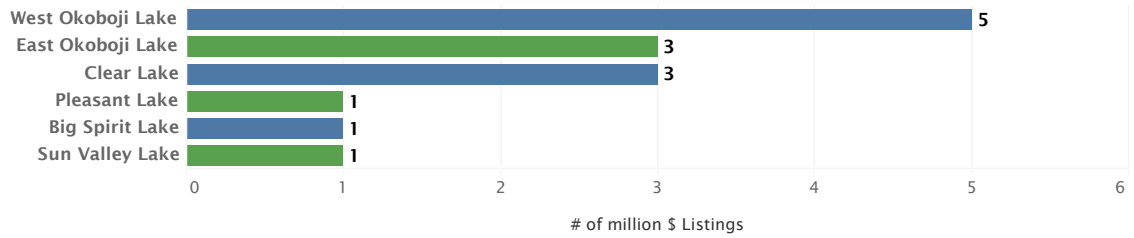
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Iowa Market 2023Q1



Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2023Q1

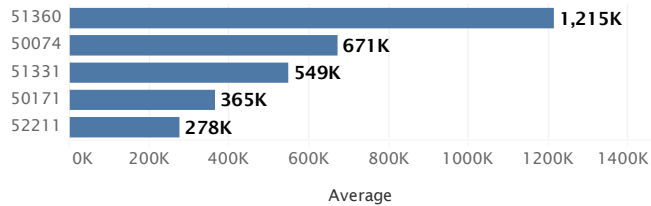


of \$1M+ Homes in Iowa are on West Okoboji Lake

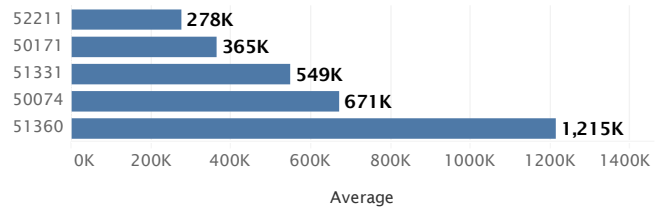
Total Number of \$1M+ Homes

14

Most Expensive ZIP Codes 2023Q1

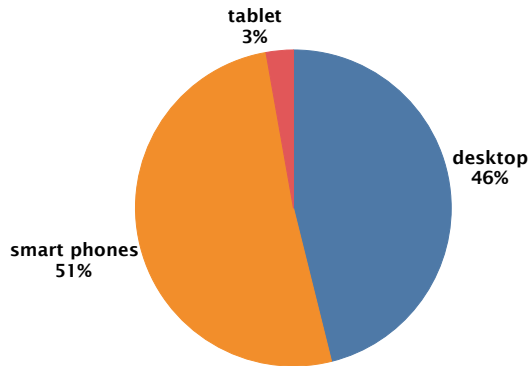


Most Affordable ZIP Codes 2023Q1

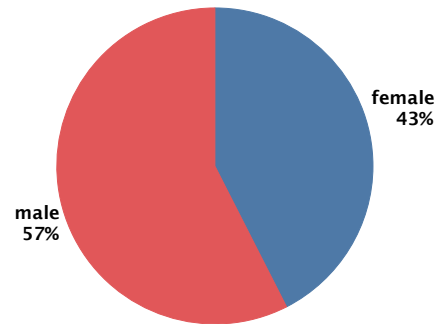


Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2023Q1

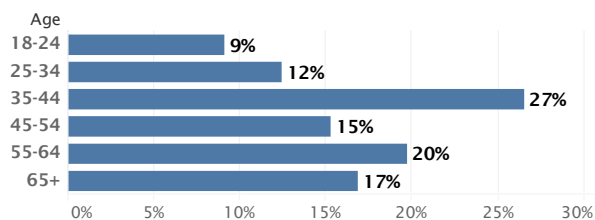


Male/Female Visitors 2023Q1



67% of potential buyers come from outside Iowa

What Age Groups are Shopping 2023Q1



Chicago

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

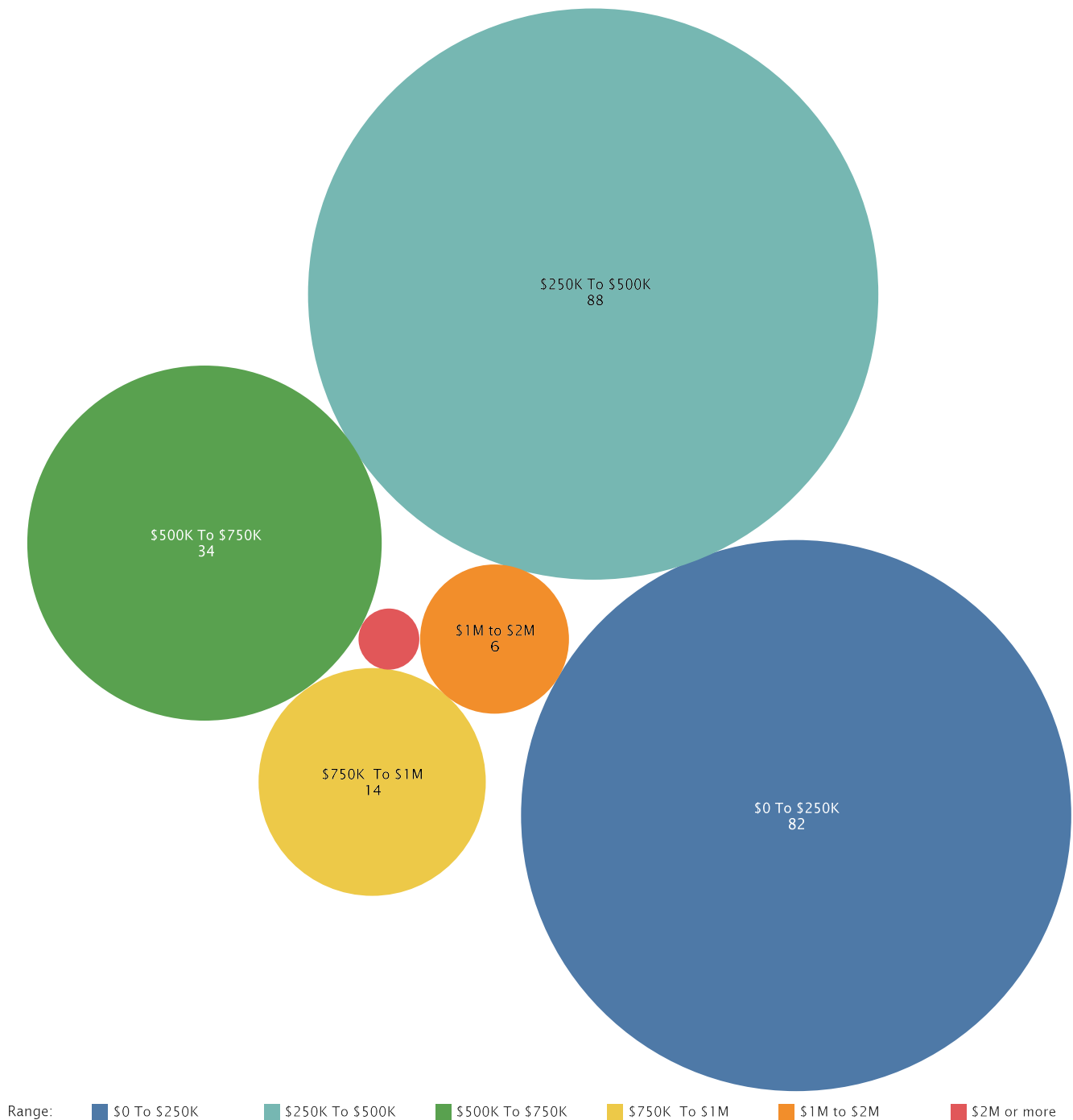
Number 2-10 metros are:

- Omaha, NE
- Minneapolis-St. Paul, MN
- San Antonio, TX
- Burlington VT-Plattsburgh, NY
- Dallas-Ft. Worth, TX
- Raleigh-Durham (Fayetteville), NC
- Milwaukee, WI
- Washington DC (Hagerstown MD)
- Sioux Falls(Mitchell), SD



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2023Q1



Kentucky

The Kentucky land market dropped from \$76 MM in winter 2022-2023 to \$65 MM in spring 2023 resulting in a 14% decrease.

Largest Markets

1. Kentucky Lake*	\$69,790,665	32.7%
2. Lake Cumberland	\$60,232,174	28.3%
3. Lake Barkley*	\$42,831,562	20.1%
4. Dale Hollow Lake*	\$31,105,605	14.6%
5. Wood Creek Lake	\$5,582,600	2.6%

Total Kentucky Market: \$213,204,506

Most Listings

1. Lake Cumberland	439	38.9%
2. Kentucky Lake*	288	25.5%
3. Lake Barkley*	243	21.5%
4. Dale Hollow Lake*	119	10.5%
5. Wood Creek Lake	32	2.8%

Total Kentucky Listings: 1,128

Largest Home Markets

1. Kentucky Lake*	\$49,560,299	33.5%
2. Lake Cumberland	\$44,796,198	30.3%
3. Lake Barkley*	\$25,549,299	17.3%
4. Dale Hollow Lake*	\$22,203,429	15.0%
5. Herrington Lake	\$3,661,900	2.5%

Total Kentucky Home Market: \$148,069,425

Most Homes Available

1. Lake Cumberland	135	44.1%
2. Kentucky Lake*	77	25.2%
3. Lake Barkley*	57	18.6%
4. Dale Hollow Lake*	22	7.2%
5. Wood Creek Lake	8	2.6%

Total Kentucky Home Listings: 306

Largest Land Markets

1. Kentucky Lake*	\$20,230,366	31.1%
2. Lake Barkley*	\$17,282,263	26.5%
3. Lake Cumberland	\$15,435,976	23.7%
4. Dale Hollow Lake*	\$8,902,176	13.7%
5. Wood Creek Lake	\$3,284,300	5.0%

Total Kentucky Land Market: \$65,135,081

Most Land Available

1. Lake Cumberland	304	37.0%
2. Kentucky Lake*	211	25.7%
3. Lake Barkley*	186	22.6%
4. Dale Hollow Lake*	97	11.8%
5. Wood Creek Lake	24	2.9%

Total Kentucky Land Listings: 822

Average Home Price

1. Kentucky Lake	\$562,441
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Average Land Price Per Acre

Listings of Less Than 10 Acres

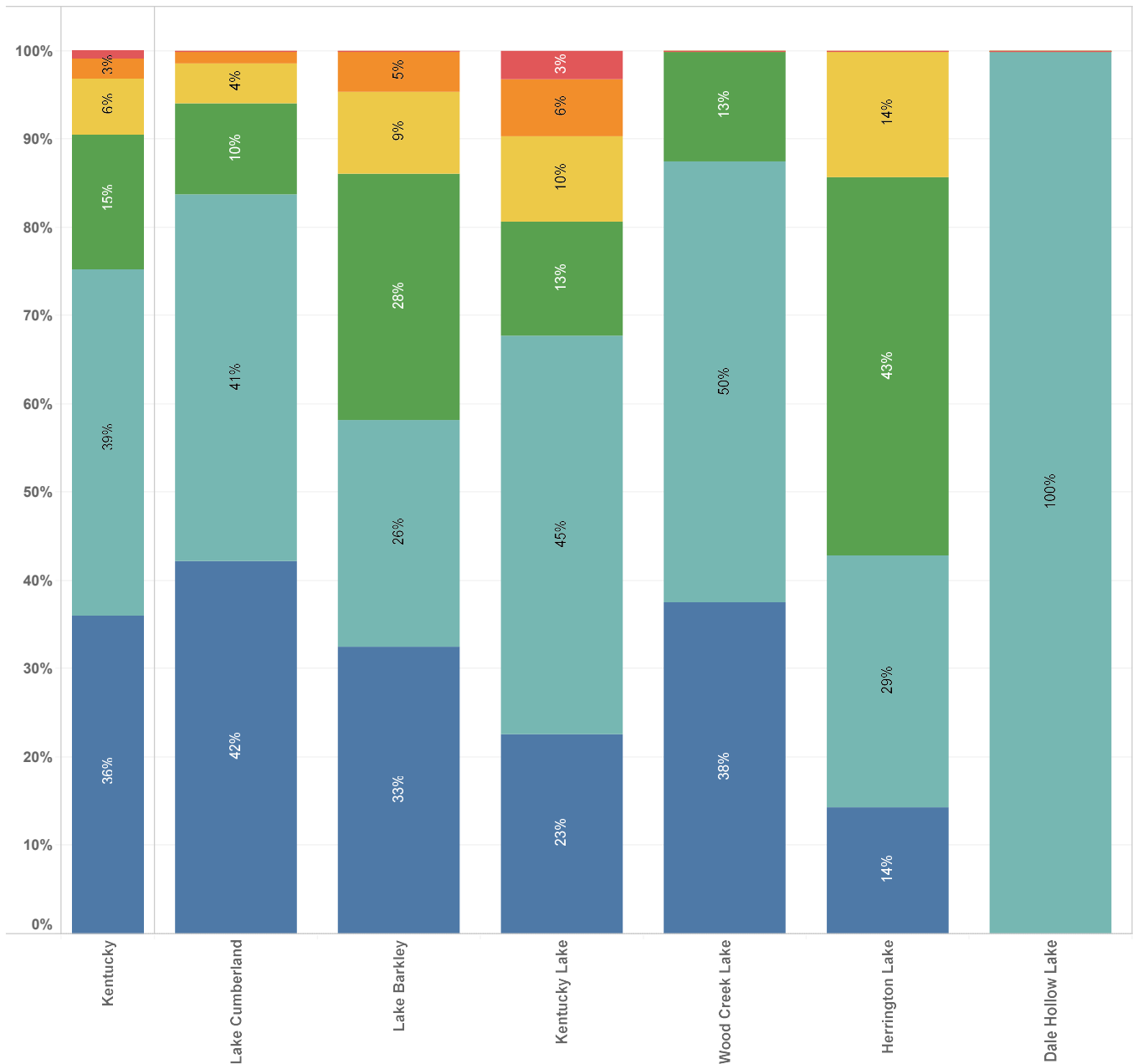
1. Kentucky Lake	\$46,043
2. Lake Cumberland	\$39,415
3. Wood Creek Lake	\$37,206
4. Lake Barkley	\$33,576

Listings of 10 Acres or More

1. Lake Barkley	\$12,033
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Kentucky Market 2023Q1

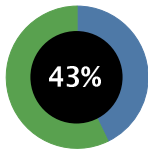
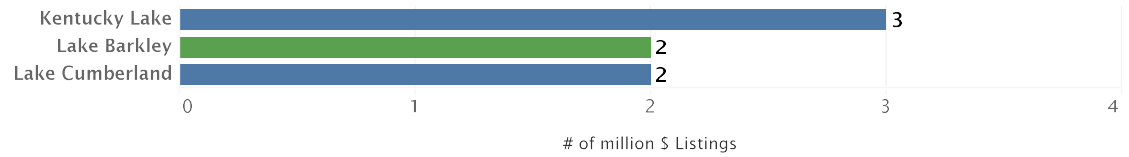


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2023Q1

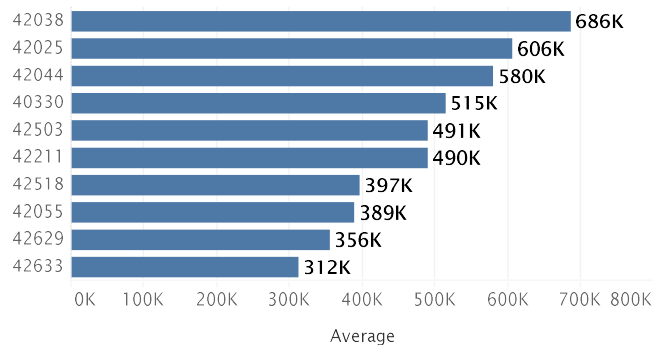


of \$1M+ Homes in Kentucky are on Kentucky Lake

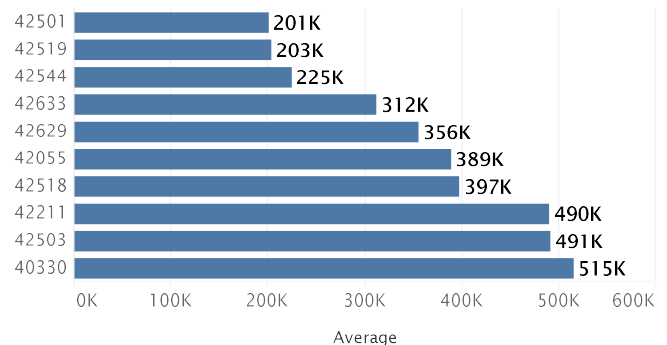
Total Number of \$1M+ Homes

7

Most Expensive ZIP Codes 2023Q1

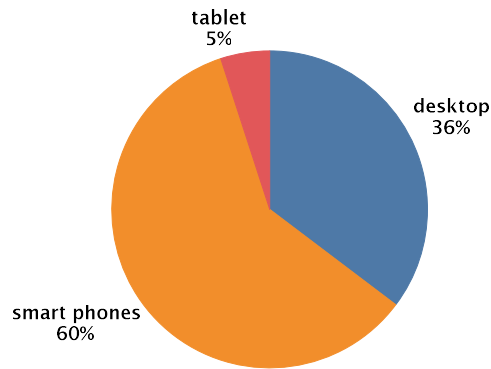


Most Affordable ZIP Codes 2023Q1

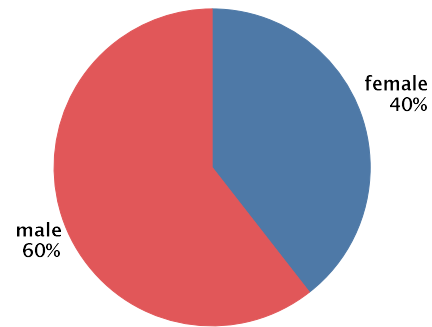


Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

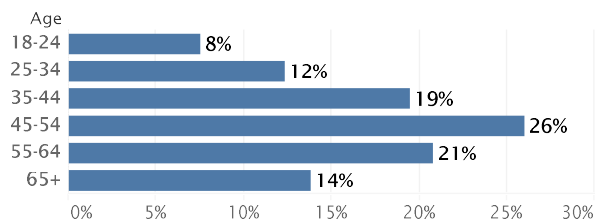


88% of potential buyers come from outside Kentucky

Chicago

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

What Age Groups are Shopping 2023Q1



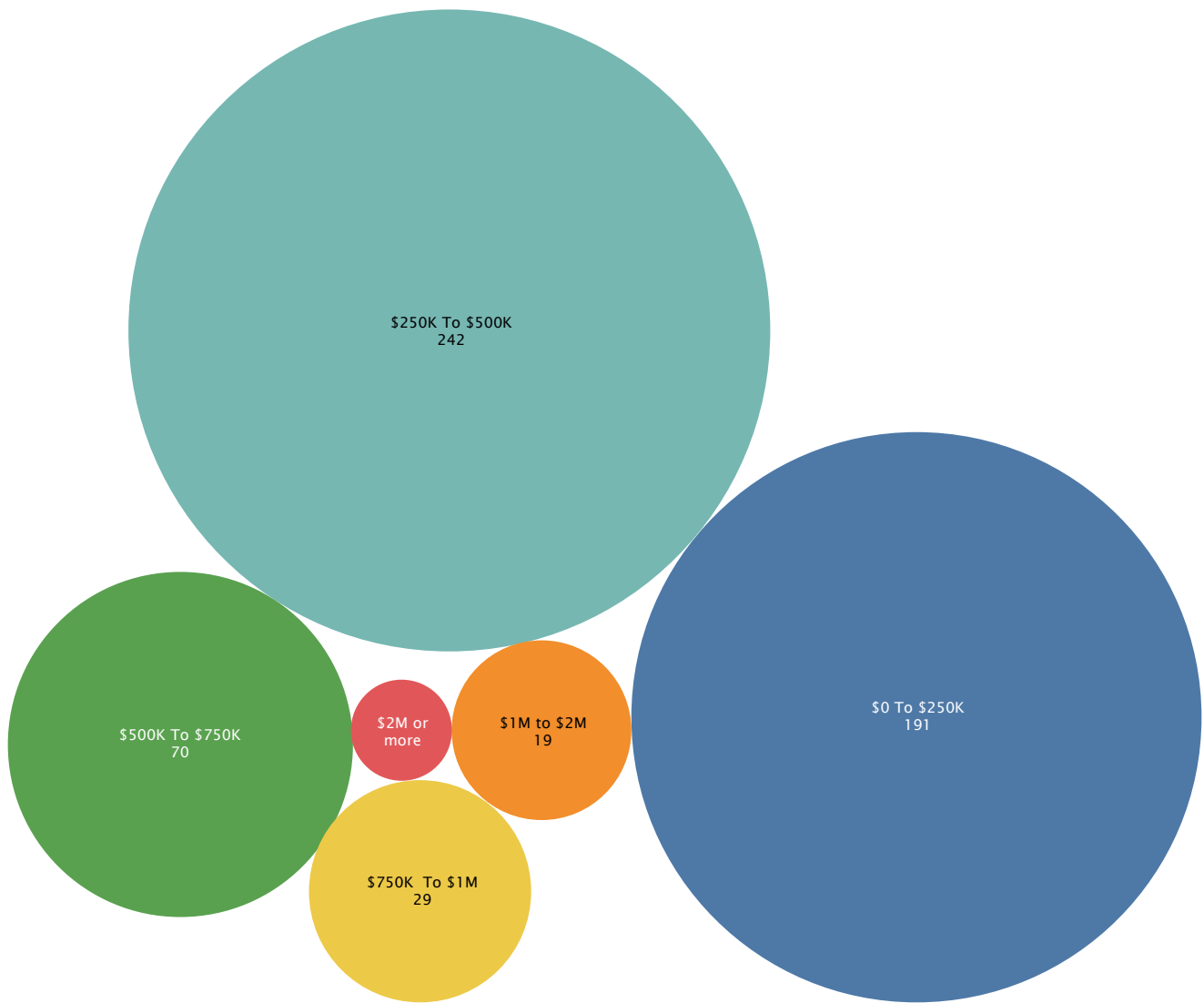
Number 2-10 metros are:

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



LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2023Q1



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



Louisiana

The total Louisiana Market fell from \$375 MM in winter 2022-2023 to \$337 MM resulting in a 10% decrease.

Largest Markets

1. Lake Pontchartrain	\$88,530,955	26.6%	6. Prien Lake	\$14,521,050	4.4%
2. Grand Lagoon	\$42,369,491	12.7%	7. Black Bayou Reservoir	\$12,330,299	3.7%
3. Toledo Bend Reservoir*	\$24,536,061	7.4%	8. The Lake District	\$11,377,580	3.4%
4. Cross Lake	\$18,685,800	5.6%	9. Calcasieu Lake	\$8,881,200	2.7%
5. Lake Charles	\$15,308,547	4.6%	10. Sibley Lake	\$7,609,599	2.3%

Total Louisiana Market: \$337,017,621

Largest Home Markets

1. Lake Pontchartrain	\$76,437,260	30.7%
2. Grand Lagoon	\$36,095,791	14.5%
3. Toledo Bend Reservoir*	\$21,258,998	8.5%
4. Cross Lake	\$14,572,200	5.9%
5. Black Bayou Reservoir	\$10,975,599	4.4%
6. Prien Lake	\$9,797,800	3.9%
7. The Lake District	\$6,709,580	2.7%
8. Sibley Lake	\$5,655,199	2.3%
9. Lake Charles	\$5,523,100	2.2%
10. Calcasieu Lake	\$4,097,400	1.6%

Total Louisiana Home Market: \$249,061,688

Largest Land Markets

1. Lake Pontchartrain	\$12,093,695	14.4%
2. Lake Charles	\$9,785,447	11.7%
3. Grand Lagoon	\$6,273,700	7.5%
4. Calcasieu Lake	\$4,783,800	5.7%
5. Prien Lake	\$4,723,250	5.6%
6. The Lake District	\$4,668,000	5.6%
7. Oden Lake	\$4,497,964	5.4%
8. Cross Lake	\$4,113,600	4.9%
9. Bayou D'arbonne Lake	\$3,618,370	4.3%
10. Toledo Bend Reservoir*	\$3,277,063	3.9%

Total Louisiana Land Market: \$83,880,933

The total Louisiana home market fell from \$285 MM in winter 2022-2023 to \$249 MM resulting in a 13%.

Most Expensive Homes

1. Prien Lake	\$753,677
2. Lake Pontchartrain	\$606,645

Most Affordable Homes

1. Round Lake - Bossier City	\$409,320
2. The Lake District	\$419,349

Most Listings

1. Lake Pontchartrain	177	15.2%	6. Lake Charles	57	4.9%
2. Grand Lagoon	144	12.4%	7. Oden Lake	54	4.6%
3. Toledo Bend Reservoir*	101	8.7%	8. Calcasieu Lake	42	3.6%
4. Cross Lake	65	5.6%	9. Sibley Lake	39	3.3%
5. Bayou D'arbonne Lake	63	5.4%	10. Prien Lake	29	2.5%

Total Louisiana Listings:

1,170

Most Homes Available

1. Lake Pontchartrain	126	20.8%
2. Grand Lagoon	96	15.9%
3. Toledo Bend Reservoir*	54	8.9%
4. Cross Lake	31	5.1%
5. Black Bayou Reservoir	23	3.8%
6. Lake Charles	19	3.1%
7. Sibley Lake	18	3.0%
8. The Lake District	16	2.6%
9. Prien Lake	13	2.1%
10. Bateman Lake	12	2.0%

Total Louisiana Home Listings:

605

Most Land Available

1. Bayou D'arbonne Lake	52	9.3%
1. Oden Lake	52	9.3%
3. Lake Pontchartrain	51	9.1%
4. Grand Lagoon	48	8.6%
5. Toledo Bend Reservoir*	47	8.4%
6. Lake Charles	38	6.8%
7. Cross Lake	34	6.1%
8. Calcasieu Lake	33	5.9%
9. Sibley Lake	21	3.8%
10. Blind Lagoon	17	3.0%

Total Louisiana Land Listings:

560

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Charles	\$405,014
2. Prien Lake	\$396,000
3. Lake Pontchartrain	\$316,667
4. Calcasieu Lake	\$228,264
5. Cross Lake	\$196,425
6. Kincaid Reservoir	\$182,529
7. Grand Lagoon	\$166,807
8. Blind Lagoon	\$138,756

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Toledo Bend Reservoir	\$36,543
2. Bayou D'arbonne Lake	\$42,130
3. Sibley Lake	\$54,314
4. Swan Lake	\$84,206
5. Oden Lake	\$86,832
6. Blind Lagoon	\$138,756
7. Grand Lagoon	\$166,807
8. Kincaid Reservoir	\$182,529

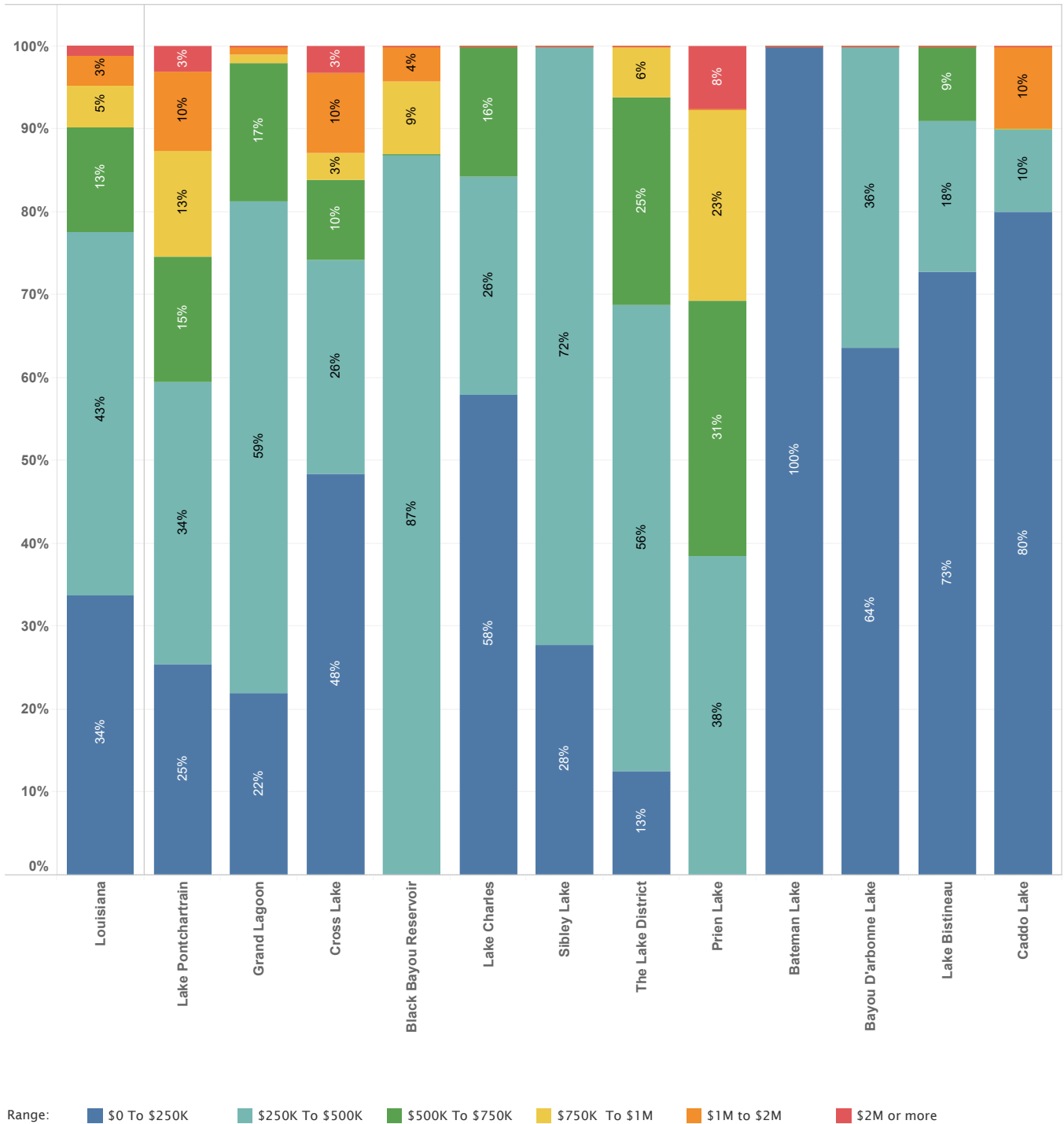
Listings of 10 Acres or More

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

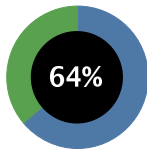
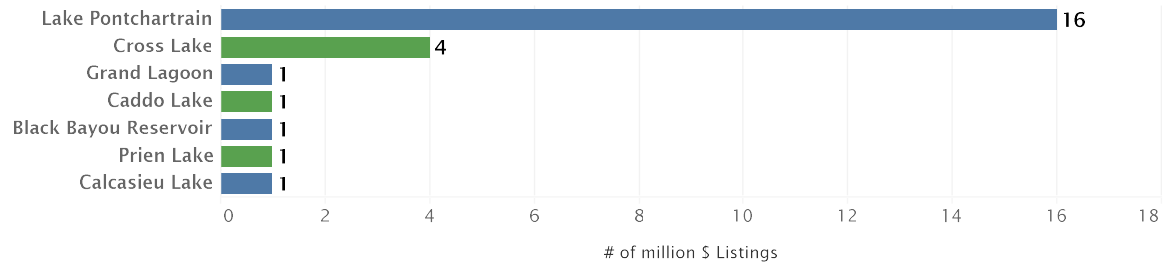
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Louisiana Market 2023Q1



Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2023Q1

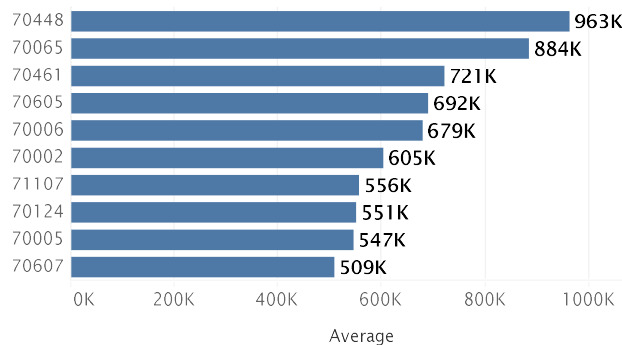


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

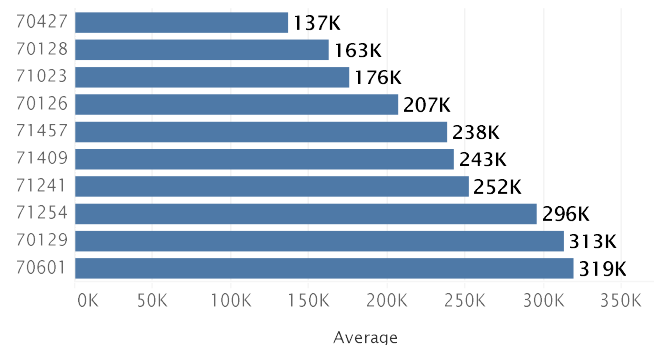
Total Number of \$1M+ Homes

25

Most Expensive ZIP Codes 2023Q1

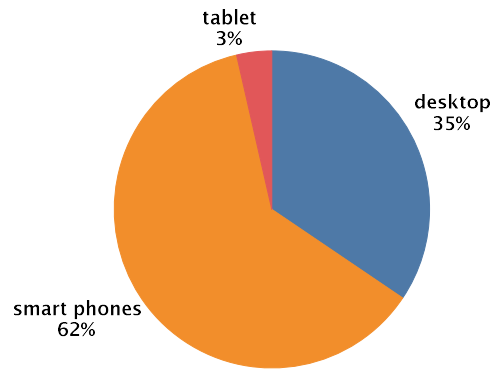


Most Affordable ZIP Codes 2023Q1

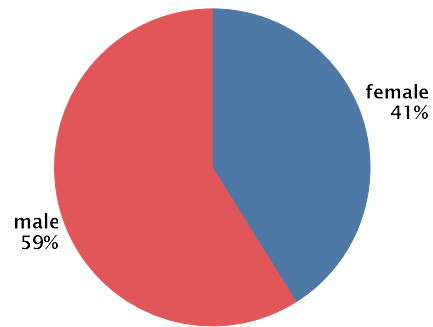


Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

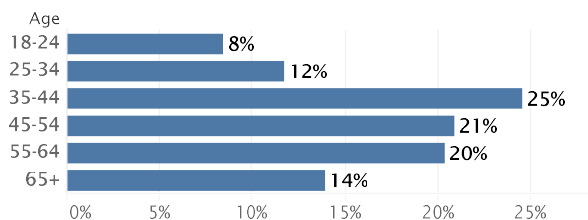


76% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q1



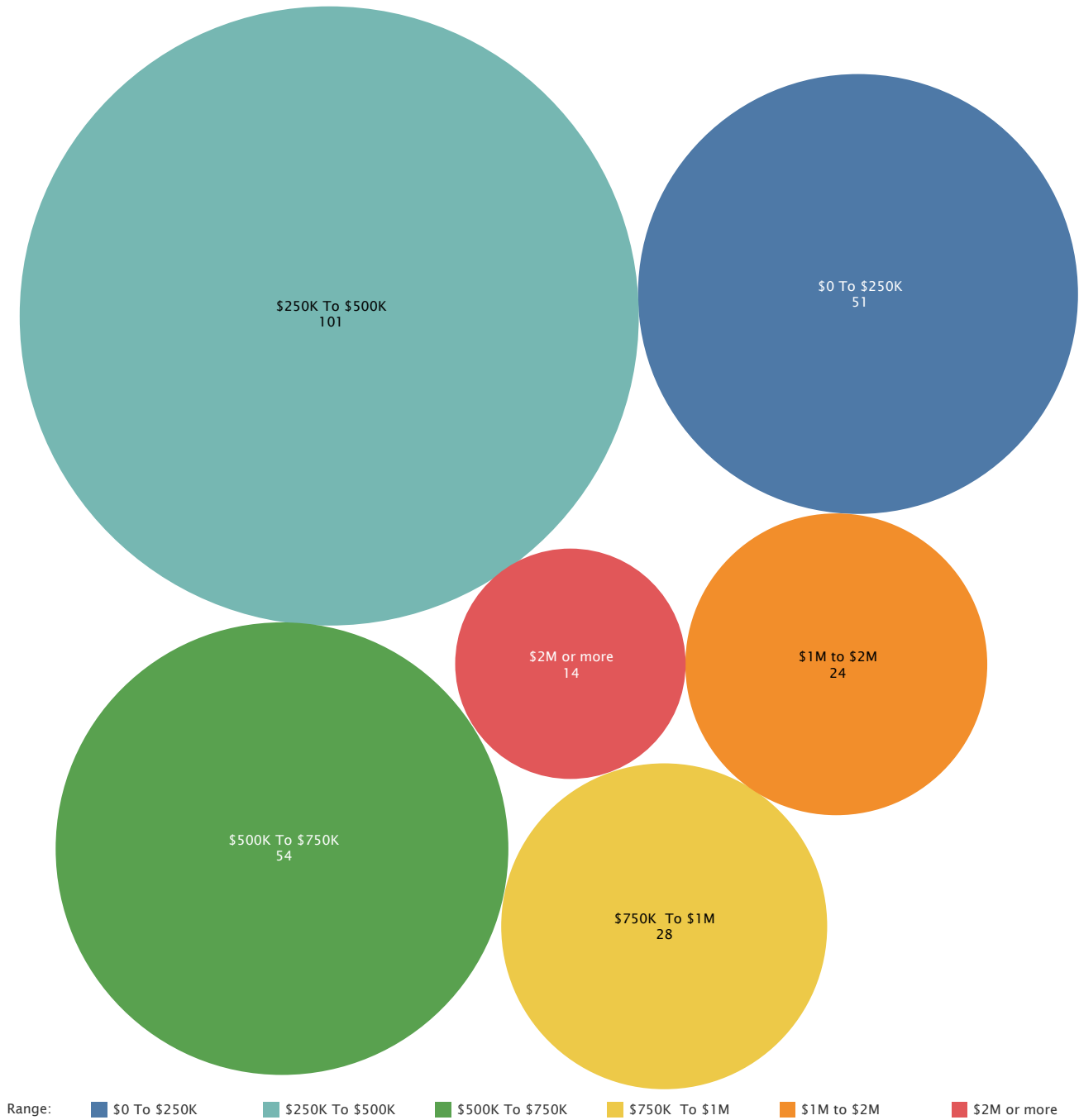
Number 2-10 metros are:

- Chicago, IL
- Houston, TX
- Burlington VT-Plattsburgh, NY
- Oklahoma City, OK
- Atlanta, GA
- Minneapolis-St. Paul, MN
- Tulsa, OK
- Little Rock-Pine Bluff, AR
- Miami-Ft. Lauderdale, FL



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2023Q1



Maryland

The Maryland market fell from \$280 MM in winter 2022-2023 to \$204 MM in spring 2023, a 27% decrease.

Largest Markets

1. Deep Creek Lake	\$96,563,095	47.2%
2. Lake Linganore	\$15,616,374	7.6%
3. Chase Pond	\$8,709,900	4.3%
4. Lake Ogleton	\$5,784,850	2.8%
5. Beards Creek Marsh	\$5,148,400	2.8%

Total Maryland Market: **\$204,439,217**

Most Listings

1. Deep Creek Lake	112	32.8%
2. Lake Linganore	28	8.2%
3. Druid Lake	21	7.7%
4. Lake Lariat	18	5.3%
5. Chase Pond	10	2.9%

Total Maryland Listings: **341**

Largest Home Markets

1. Deep Creek Lake	\$81,839,696	45.0%
2. Lake Linganore	\$14,980,474	8.2%
3. Chase Pond	\$7,709,900	4.2%
4. Lake Ogleton	\$5,714,850	3.1%
5. Beards Creek Marsh	\$5,148,400	2.8%

Total Maryland Home Market: **\$181,842,364**

Most Homes Available

1. Deep Creek Lake	76	27.9%
2. Lake Linganore	22	8.1%
3. Druid Lake	21	7.7%
4. Lake Lariat	14	5.1%
5. Lake Whetstone	10	3.7%

Total Maryland Home Listings: **272**

Largest Land Markets

1. Deep Creek Lake	\$14,723,399	65.2%
2. Lake Royer	\$1,500,000	6.6%
3. Chase Pond	\$1,000,000	4.4%
4. Schumaker Pond	\$920,000	4.1%
5. Lake Placid	\$900,000	4.0%

Total Maryland Land Market: **\$22,596,853**

Most Land Available

1. Deep Creek Lake	36	52.2%
2. Lake Linganore	6	8.7%
3. Lake Lariat	4	5.8%
4. Drum Point Pond	3	4.3%
5. Chase Pond	2	2.9%

Total Maryland Land Listings: **69**

Average Home Price

1. Deep Creek Lake	\$1,076,838
2. Lake Linganore	\$680,931

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$258,085
--------------------	-----------

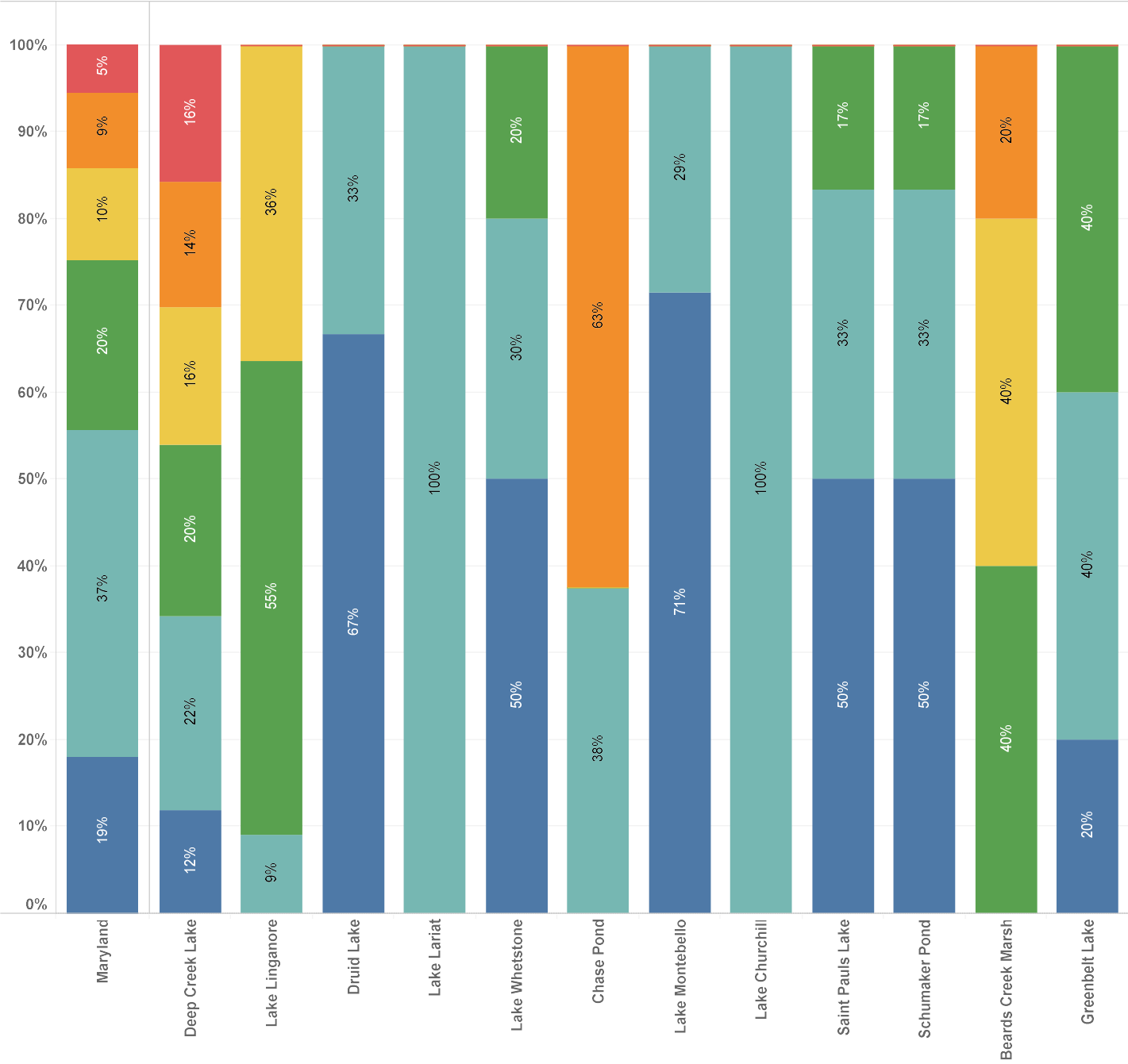
Listings of 10 Acres or More

**

** 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 2023Q1

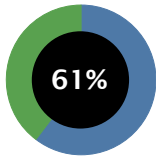
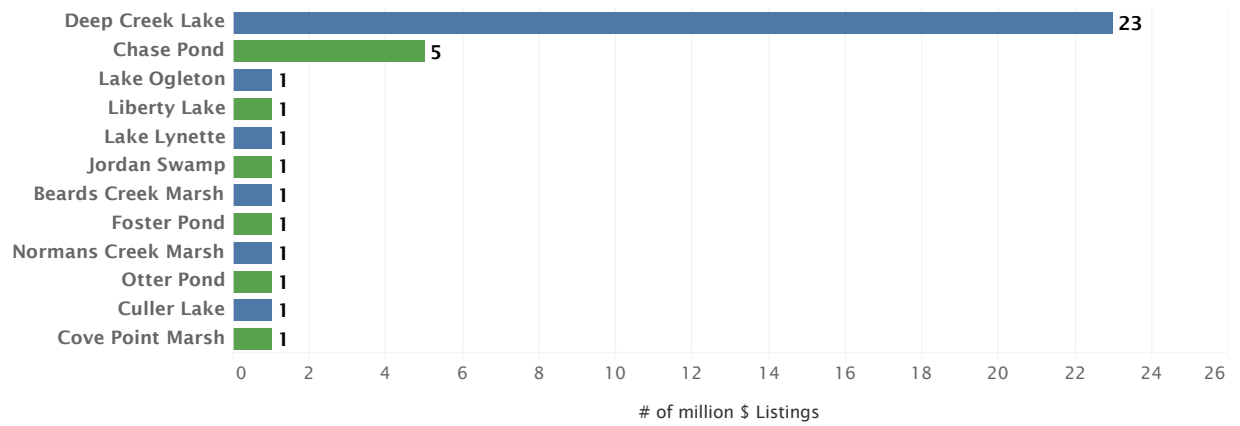


Range: \$0 To \$250K \$250K To \$500K \$500K To \$750K \$750K To \$1M \$1M to \$2M \$2M or more



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2023Q1

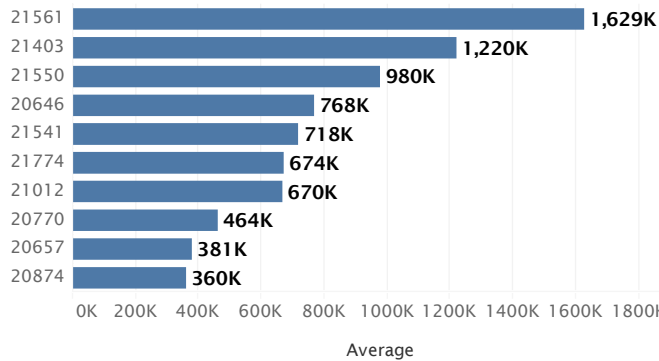


61% of \$1M+ Homes in Maryland are on Deep Creek Lake

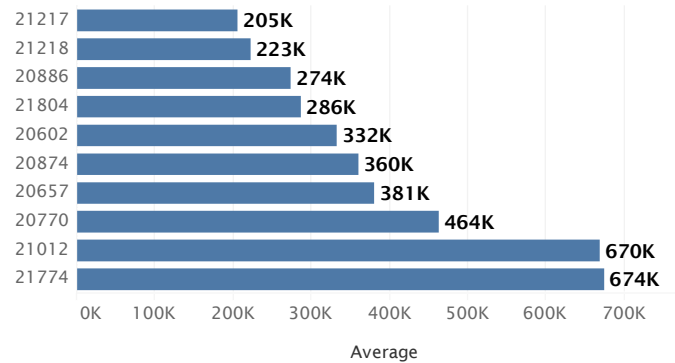
Total Number of \$1M+ Homes

38

Most Expensive ZIP Codes 2023Q1

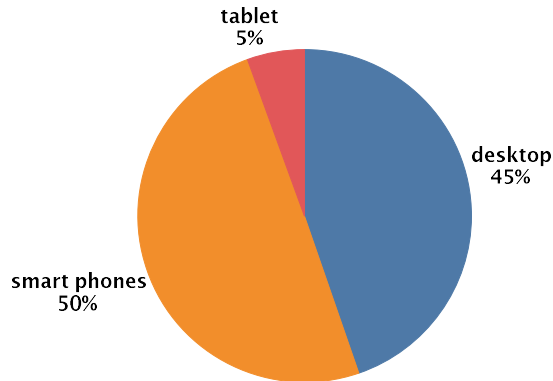


Most Affordable ZIP Codes 2023Q1

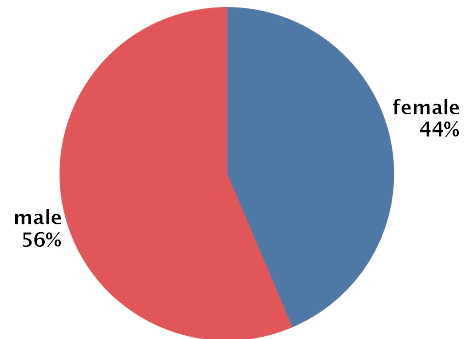


Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

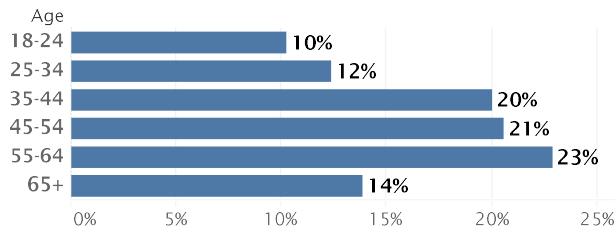


79% of potential buyers come from outside Maryland

Washington DC (Hagerstown

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

What Age Groups are Shopping 2023Q1



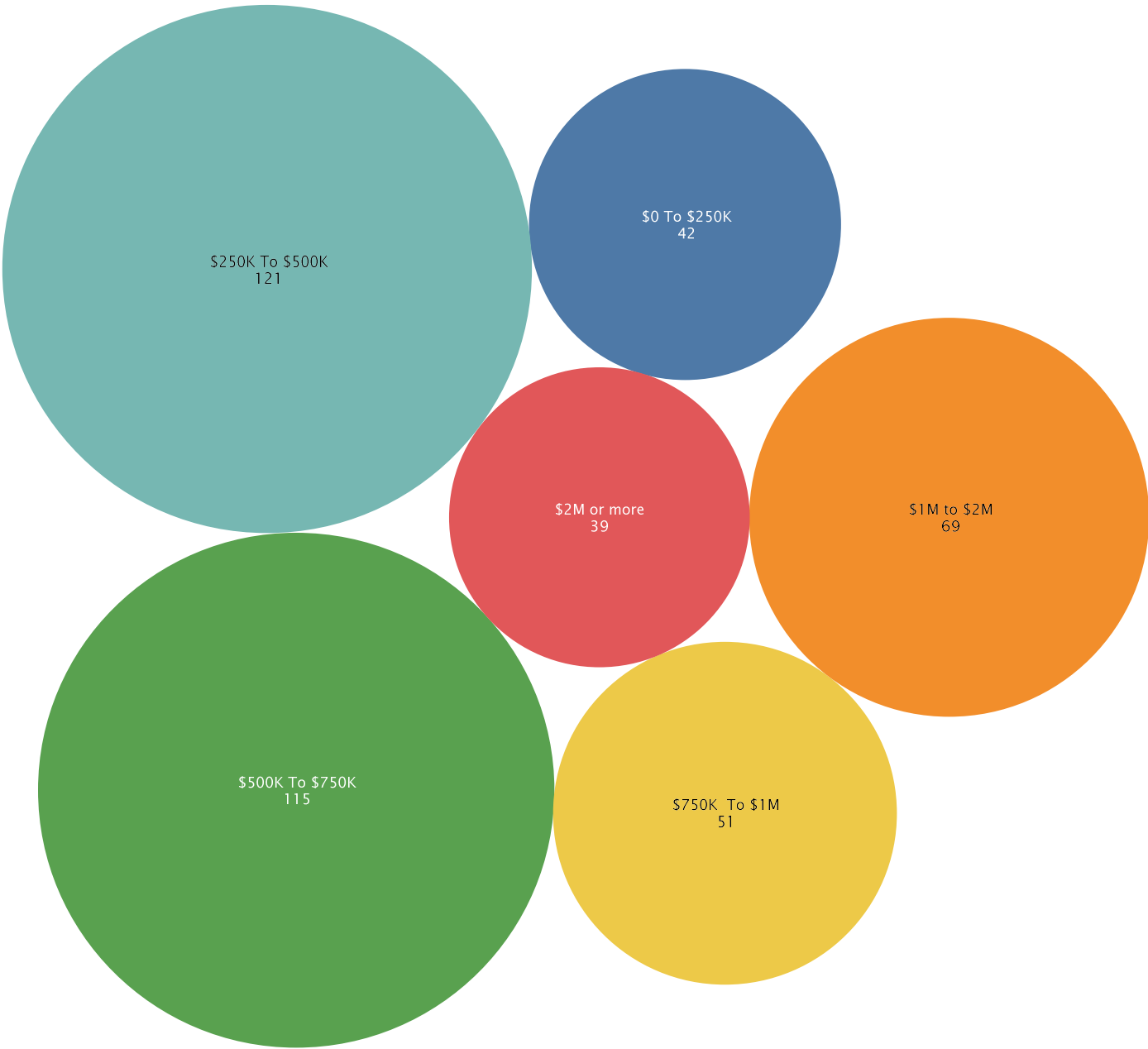
Number 2-10 metros are:

- Philadelphia, PA
- Pittsburgh, PA
- New York, NY
- Burlington VT-Plattsburgh, NY
- Harrisburg-Lancaster-Lebanon-York, PA
- Raleigh-Durham (Fayetteville), NC
- Atlanta, GA
- Columbus, OH
- Norfolk-Portsmouth-Newport News, VA



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2023Q1



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

Massachusetts

The total Massachusetts market fell from \$586 MM in winter 2022-2023 to \$440 MM in spring 2023, a 25% decrease.

Largest Markets

1. Back Bay Fens	\$77,675,990	17.6%
2. Brookline Reservoir	\$29,593,000	7.0%
3. Manwhague Swamp	\$22,138,444	5.3%
4. Musquashcut Pond	\$17,523,000	4.2%
5. Leverett Pond	\$16,533,899	3.9%

Total Massachusetts Market:

\$440,362,562

Most Listings

1. Manwhague Swamp	41	9.4%
2. Back Bay Fens	35	7.0%
3. Lake Quinsigamond	21	4.2%
4. Long Pond - Lakeville	16	3.2%
4. Watershops Pond	16	3.7%

Total Massachusetts Listings:

503

Largest Home Markets

1. Back Bay Fens	\$76,955,990	18.3%
2. Brookline Reservoir	\$29,593,000	7.0%
3. Manwhague Swamp	\$22,138,444	5.3%
4. Musquashcut Pond	\$17,523,000	4.2%
5. Leverett Pond	\$16,533,899	3.9%

Total Massachusetts Home Market:

\$419,938,362

Most Homes Available

1. Manwhague Swamp	41	9.4%
2. Back Bay Fens	33	7.6%
3. Lake Quinsigamond	18	4.1%
4. Watershops Pond	16	3.7%
5. Long Pond - Lakeville	15	3.4%

Total Massachusetts Home Listings:

437

Largest Land Markets

1. The Glades	\$2,950,000	14.4%
2. North Pond - Sandwich	\$2,500,000	12.2%
3. Cedar Pond	\$1,200,000	5.9%
4. Lake Garfield	\$1,195,000	5.9%
5. Marks Cove Marshes	\$1,078,800	5.3%

Total Massachusetts Land Market:

\$20,424,200

Most Land Available

1. Ashmere Reservoir	8	12.1%
2. Lake Chaubunagungamaug	5	7.6%
2. Marks Cove Marshes	5	7.6%
4. Lake Garfield	3	4.5%
4. Lake Quinsigamond	3	4.5%

Total Massachusetts Land Listings:

66

Average Home Price

1. Back Bay Fens	\$2,332,000
2. Musquashcut Pond	\$1,347,923
3. Leverett Pond	\$1,180,993
4. Spy Pond	\$937,557
5. Redds Pond	\$931,000

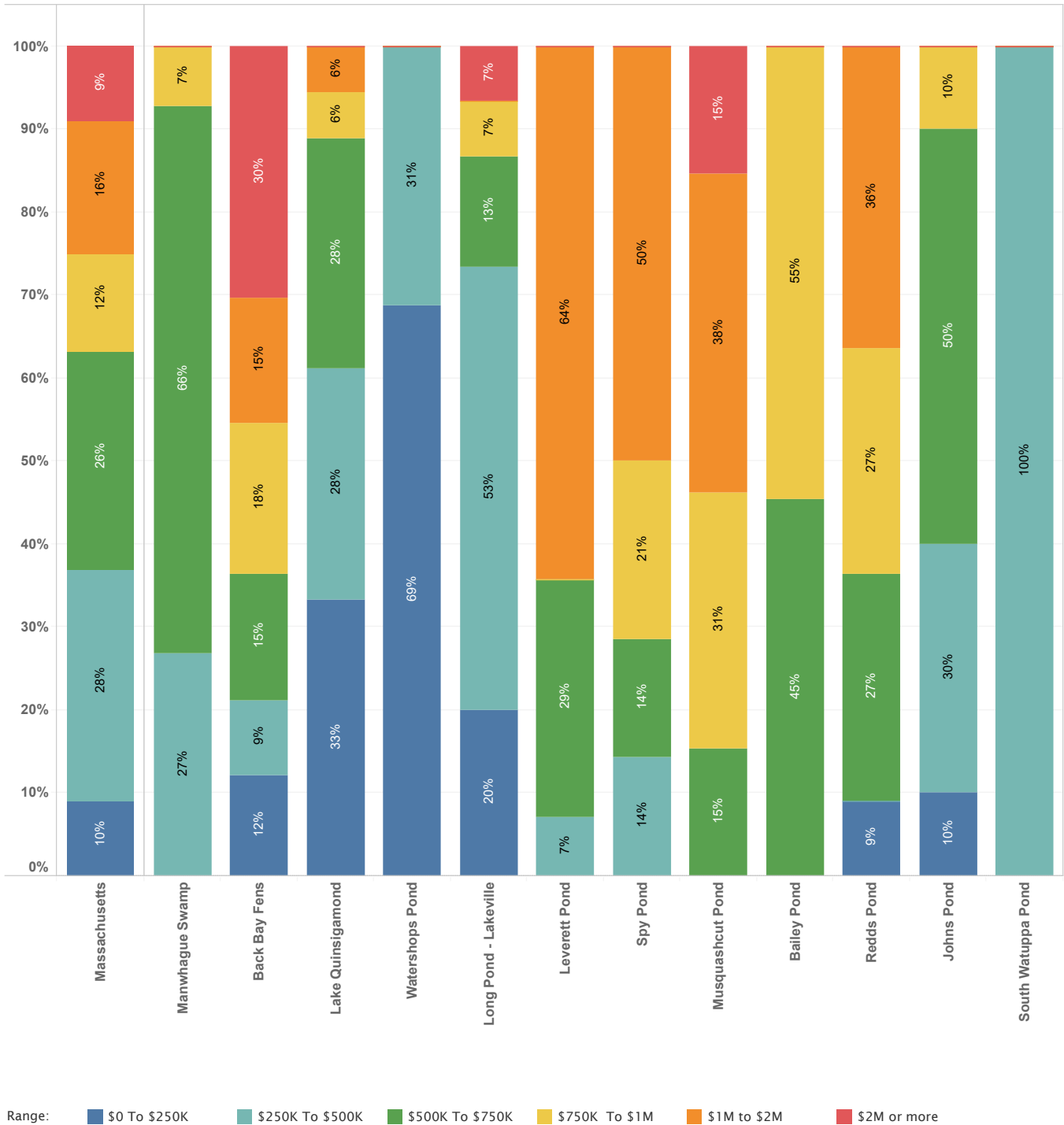
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

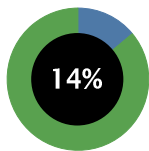
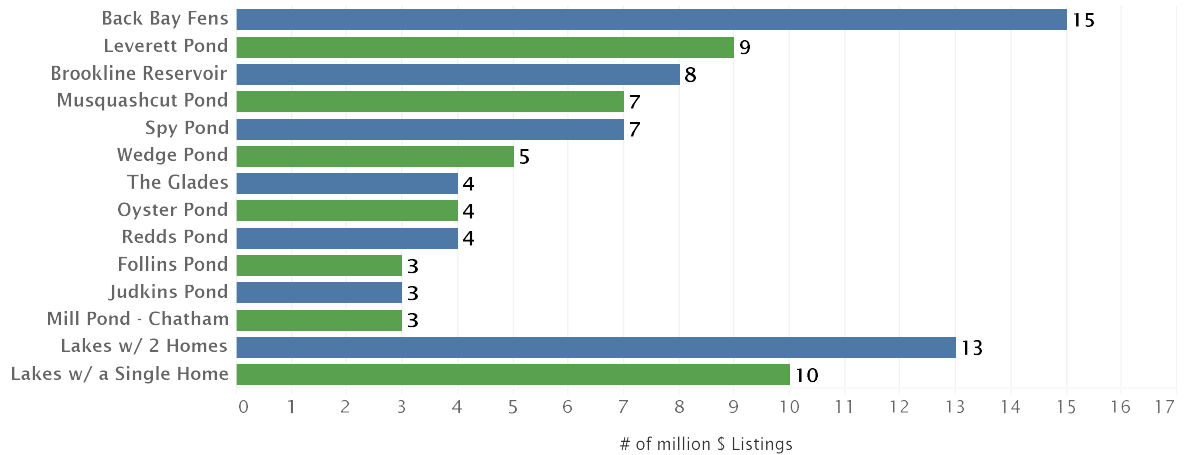
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Price Breakdown by Percentage of Homes in the Massachusetts Market 2023Q1



Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2023Q1

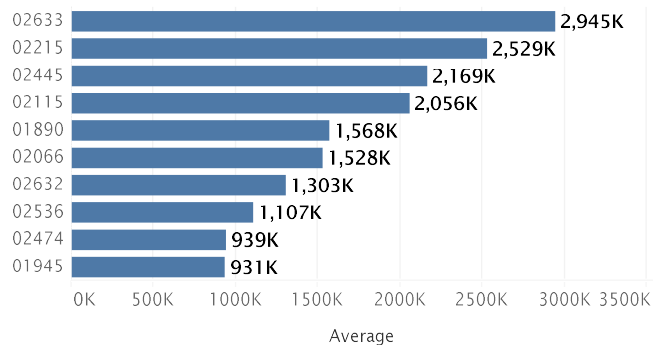


of \$1M+ Homes in Massachusetts are on Back Bay Fens

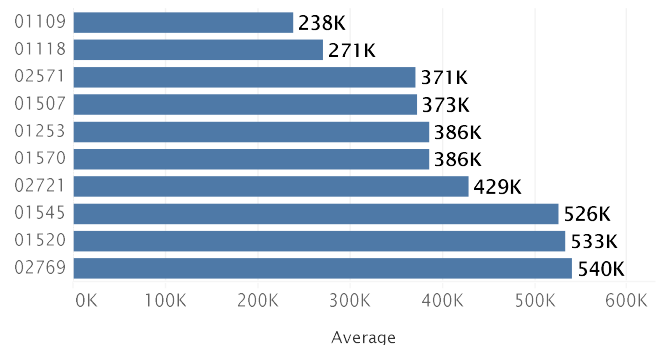
Total Number of \$1M+ Homes

108

Most Expensive ZIP Codes 2023Q1

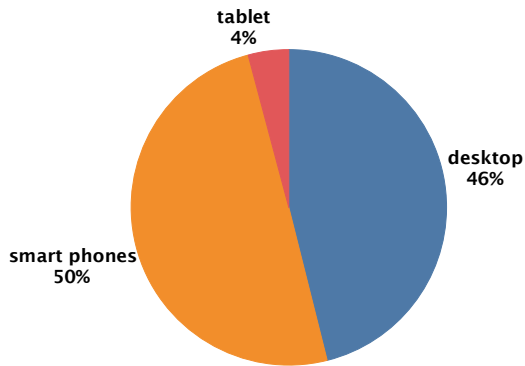


Most Affordable ZIP Codes 2023Q1

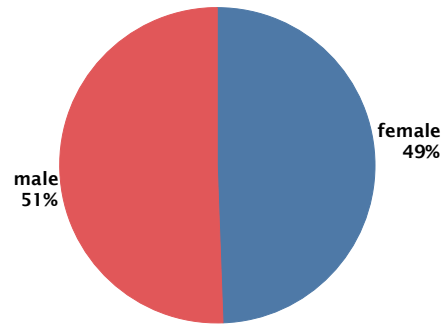


Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2023Q1

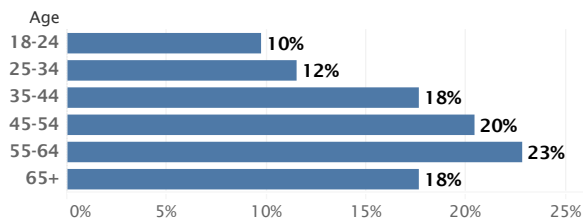


Male/Female Visitors 2023Q1



64% of potential buyers come from outside Massachusetts

What Age Groups are Shopping 2023Q1



New York,

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

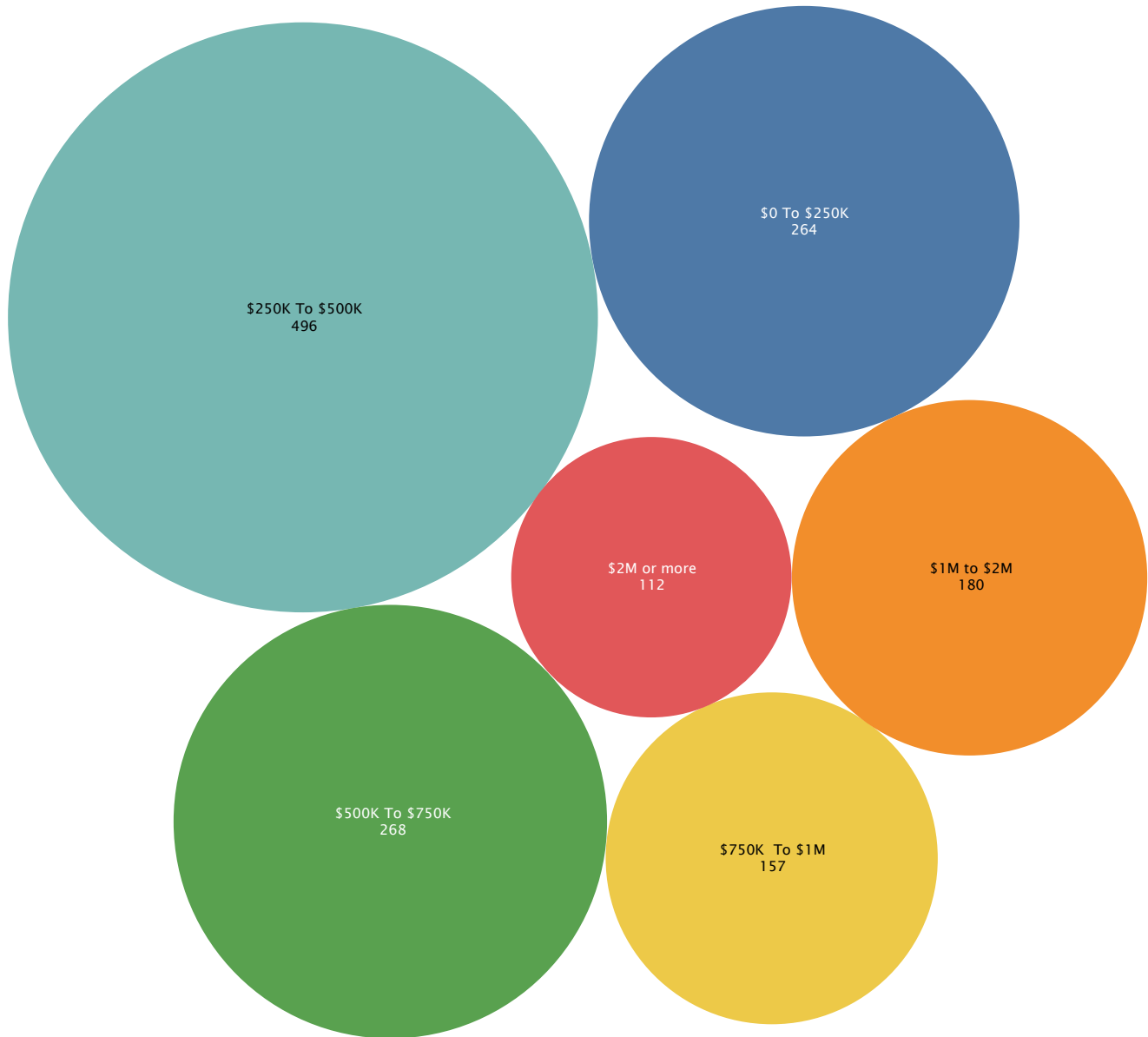
Number 2-10 metros are:

- Hartford & New Haven, CT
- Burlington VT-Plattsburgh, NY
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Albany-Schenectady-Troy, NY
- Philadelphia, PA
- Greenville-Spartanburg-Asheville-Anderson
- Chicago, IL
- Tallahassee FL-Thomasville, GA



MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2023Q1



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



Michigan

The Michigan market fell from \$2.1 BB in winter 2022-2023 to \$1.6 BB in spring 2023, a 24% decrease.

Largest Markets

1. Lake Michigan	\$556,364,347	34.2%	6. Torch Lake	\$34,683,200	2.1%
2. Lake Huron	\$64,564,106	4.0%	7. Lake Charlevoix	\$28,146,500	1.7%
3. Walloon Lake	\$50,637,700	3.1%	8. Lake Superior	\$26,712,399	1.6%
4. Turtle Lake	\$41,297,000	2.5%	9. Muskegon Lake	\$24,034,000	1.5%
5. Lake St Clair	\$38,743,801	2.4%	10. Spring Lake - Spring Lake	\$20,100,300	1.2%

Total Michigan Market:

\$1,626,121,603

Largest Home Markets

1. Lake Michigan	\$369,372,688	30.2%
2. Lake Huron	\$52,768,198	4.3%
3. Walloon Lake	\$46,750,000	3.8%
4. Lake St Clair	\$32,012,301	2.6%
5. Torch Lake	\$28,239,500	2.3%
6. Muskegon Lake	\$22,616,000	1.8%
7. Lake Superior	\$18,439,699	1.5%
8. Turtle Lake	\$18,073,000	1.5%
9. Spring Lake - Spring Lake	\$18,005,300	1.5%
10. Lake Charlevoix	\$17,739,800	1.4%

Total Michigan Home Market:

\$1,223,688,759

Largest Land Markets

1. Lake Michigan	\$186,991,659	46.6%
2. Turtle Lake	\$23,224,000	5.8%
3. Lake Huron	\$11,795,908	2.9%
4. Lake Charlevoix	\$10,406,700	2.6%
5. Lake Superior	\$8,272,700	2.1%
6. Muskegon River	\$6,797,100	1.7%
7. Lake Leelanau	\$6,790,455	1.7%
8. Lake St Clair	\$6,731,500	1.7%
9. Torch Lake	\$6,443,700	1.6%
10. Walnut Lake	\$4,492,000	1.1%

Total Michigan Land Market:

\$401,532,944

The Lake Michigan market dropped from \$678 MM in winter 2022-2023 to \$556 MM resulting in an 18% decrease.

Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$3,377,065
2. Lake Michigan - Traverse City Area	\$2,012,169

Most Affordable Homes

1. Lake Michigan - Benton Harbor-Covert Area	\$1,117,400
2. Lake Macatawa	\$1,242,140

Most Listings

1. Lake Michigan	634	21.6%	6. Lake Lancer	43	1.5%
2. Lake Huron	216	7.4%	7. Torch Lake	38	1.3%
3. Lake St Clair	69	2.4%	8. Schermerhorn Lake	35	2.4%
3. Lake Superior	69	2.4%	9. Muskegon River	28	1.0%
5. Muskegon Lake	44	1.5%	10. Cass Lake	27	0.9%

Total Michigan Listings:

2,935

Most Homes Available

1. Lake Michigan	278	18.8%
2. Lake Huron	71	4.8%
3. Lake St Clair	48	3.2%
4. Muskegon Lake	32	2.2%
5. Lake Superior	23	1.6%
6. St Clair River	21	1.4%
7. Boardman Lake	20	1.4%
7. Deer Lake - Independence Twp	20	1.4%
9. Houghton Lake	19	1.3%
10. Cass Lake	16	1.1%

Total Michigan Home Listings:

1,477

Most Land Available

1. Lake Michigan	356	24.4%
2. Lake Huron	145	10.0%
3. Lake Superior	46	3.2%
4. Lake Lancer	36	2.5%
5. Schermerhorn Lake	35	2.4%
6. Torch Lake	23	1.6%
7. Lake St Clair	21	1.4%
8. Canadian Lakes	18	1.2%
8. Little Smoky Lake	18	1.2%
10. Lake Isabella	17	1.2%

Total Michigan Land Listings:

1,457

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Muskegon Lake	\$1,794,937
2. Lake Michigan - New Buffalo-Sawyer Area	\$912,694
3. Lake St Clair	\$683,401
4. Mona Lake	\$647,565
5. Lake Michigan - Traverse City Area	\$325,449
6. Lake Charlevoix	\$323,915
7. Lake Michigan - South Haven Area	\$299,946
8. Lake Michigan - Holland Area	\$255,208

Listings of 10 Acres or More

1. Lake Michigan - Traverse City Area	\$89,063
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Most Affordable Land per Acre

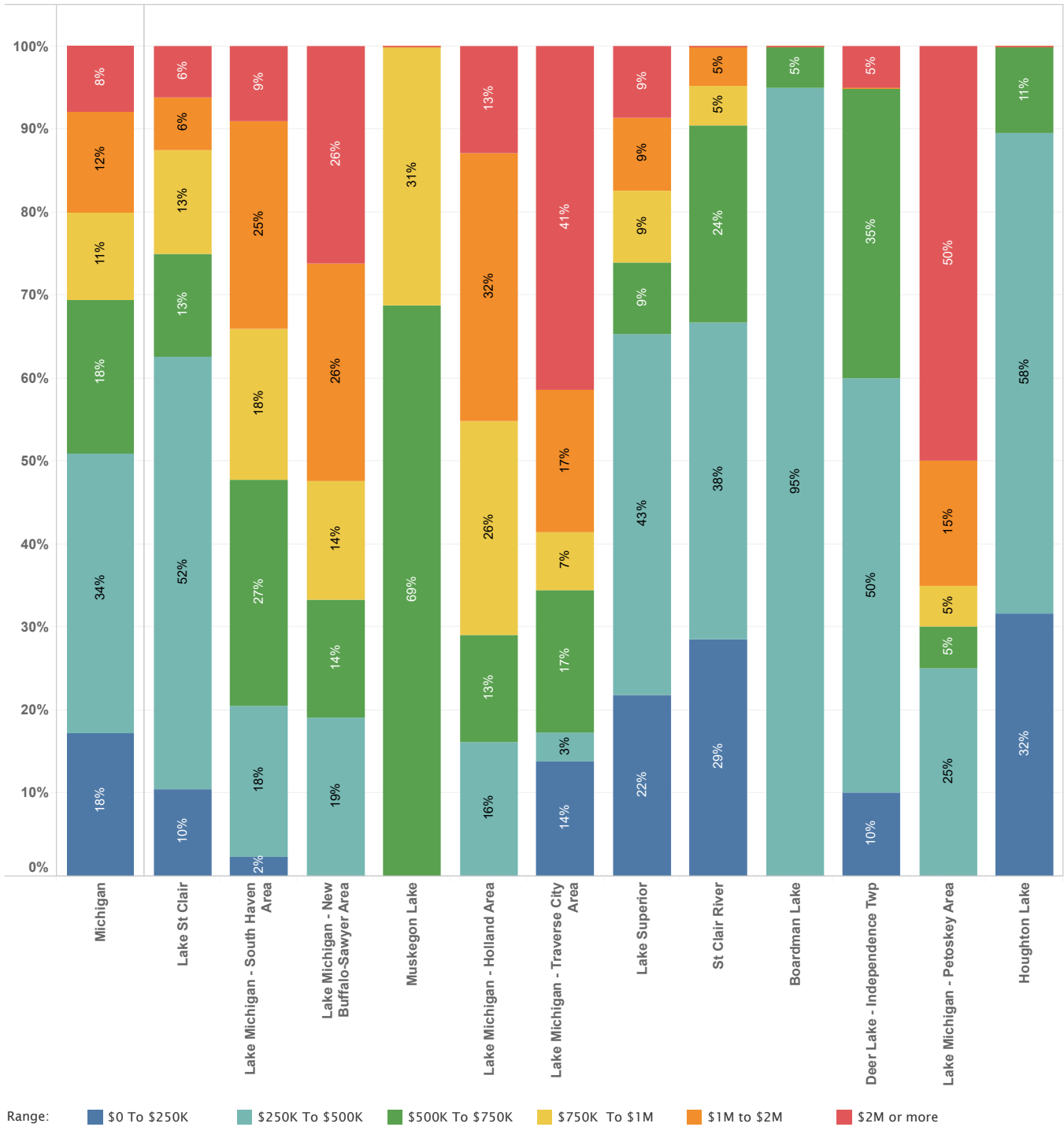
Listings of Less Than 10 Acres

1. Canadian Lakes	\$15,729
2. Lake Lancer	\$16,899
3. Lake Bellaire	\$21,285
4. Schermerhorn Lake	\$36,805
5. Little Smoky Lake	\$41,282
6. Lake Huron - Rogers City Area	\$41,598
7. Lake Superior	\$55,409
8. Lake LeAnn	\$61,309

Listings of 10 Acres or More

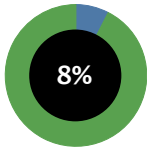
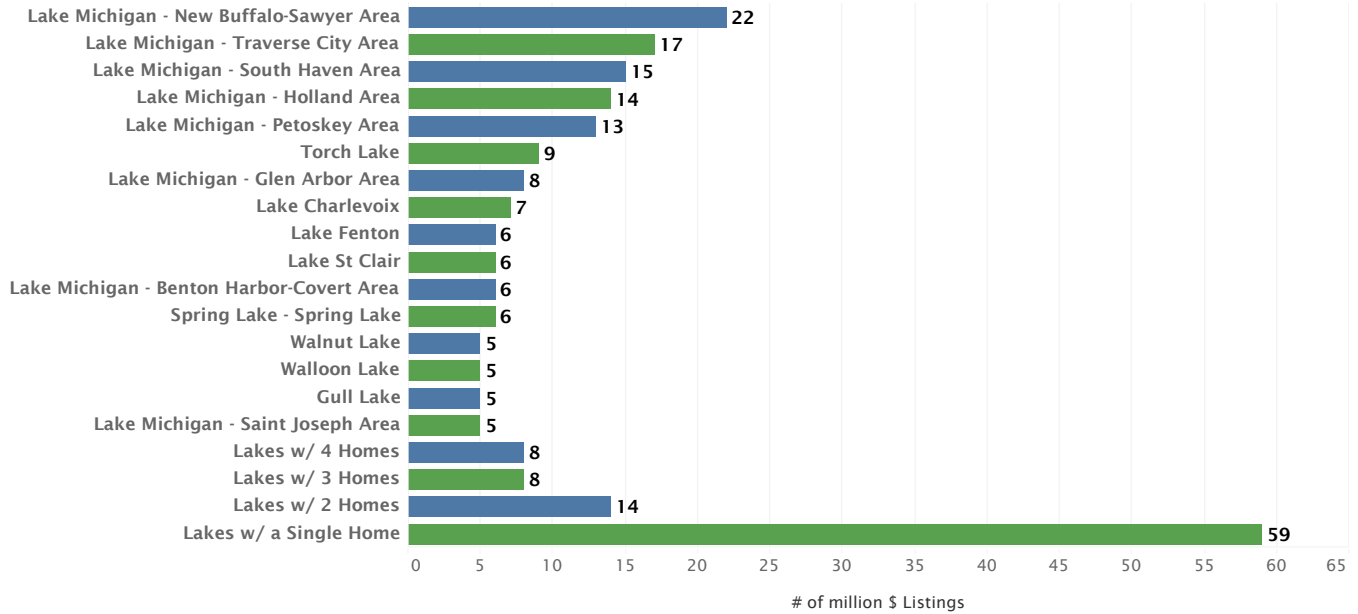
1. Lake Huron - St Ignace Area	\$8,130
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Price Breakdown by Percentage of Homes in the Michigan Market 2023Q1



Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2023Q1

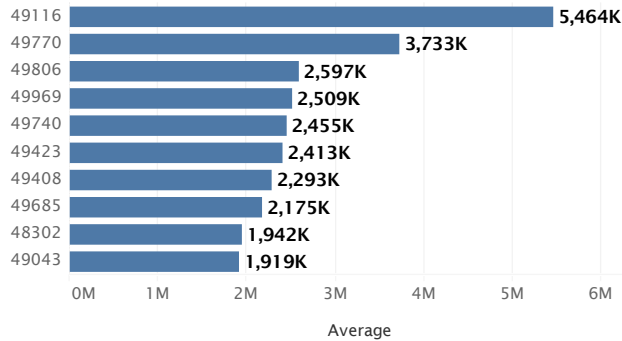


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

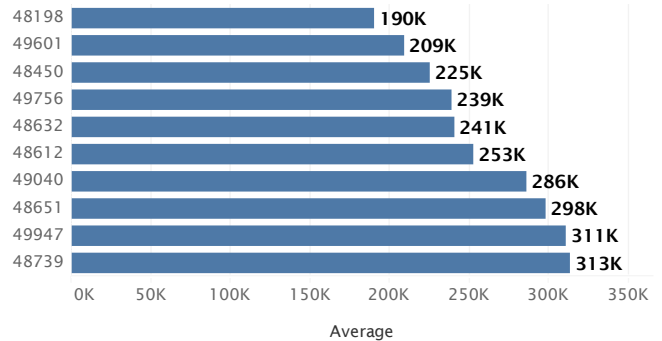
Total Number of \$1M+ Homes

292

Most Expensive ZIP Codes 2023Q1

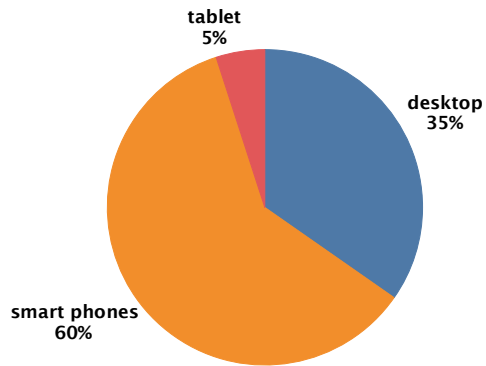


Most Affordable ZIP Codes 2023Q1

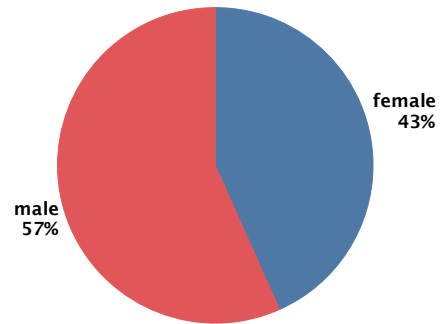


Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

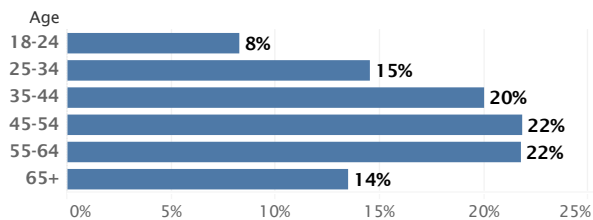


69% of potential buyers come from outside Michigan

Chicago

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

What Age Groups are Shopping 2023Q1



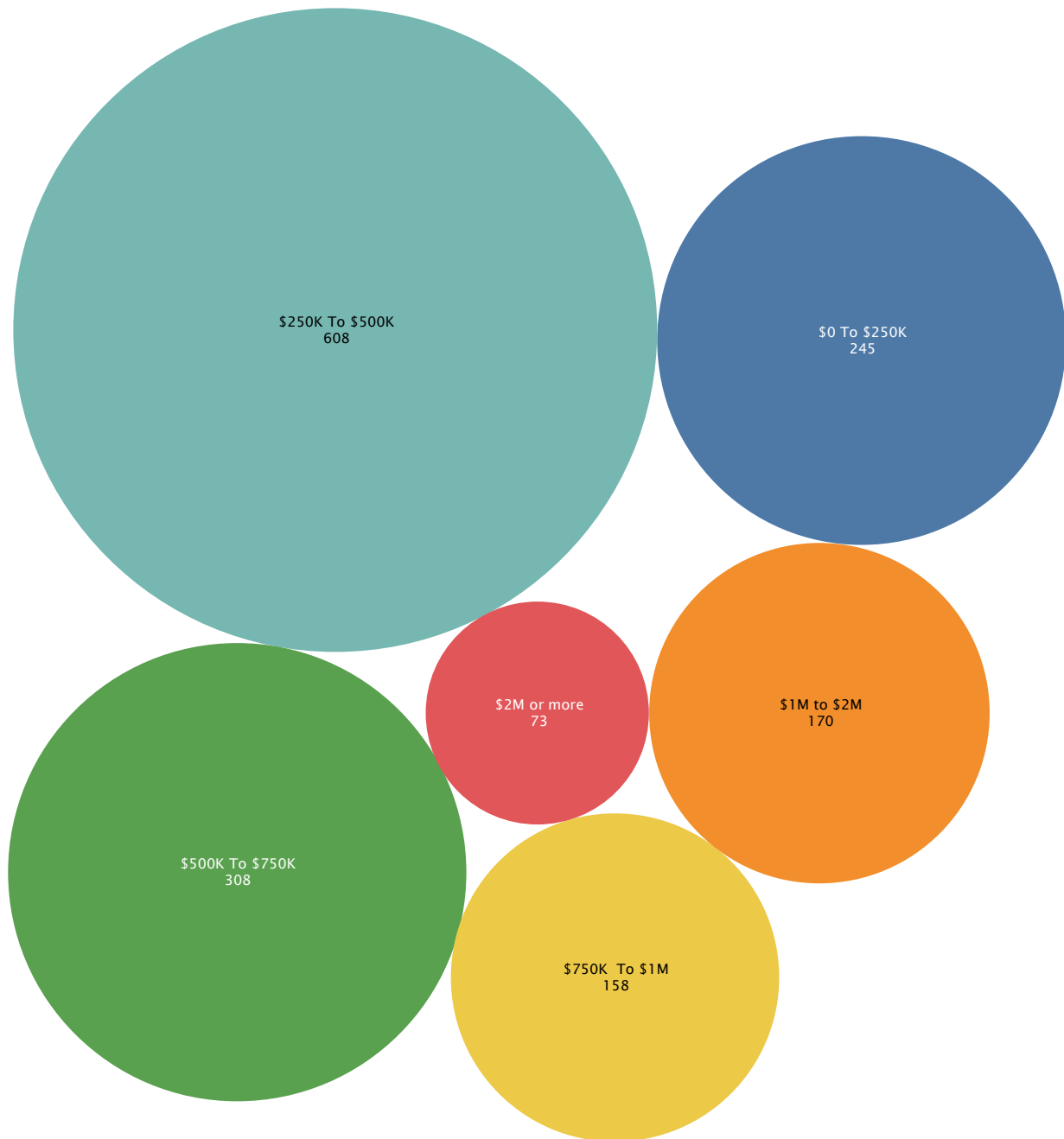
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Columbus, OH
- New York, NY
- South Bend-Elkhart, IN
- Toledo, OH
- Indianapolis, IN
- Tampa-St. Petersburg (Sarasota), FL
- Raleigh-Durham (Fayetteville), NC



MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2023Q1



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



Minnesota

The Minnesota market decreased from \$2.2 BB in winter 2022-2023 to \$1.5 BB in spring 2023, a 36% drop.

Largest Markets

1. Lake Minnetonka	\$167,094,725	11.4%	6. Other Greater St Cloud Area Lakes	\$28,941,693	2.0%
2. Other Northern Metro Area Lakes	\$97,793,645	6.7%	7. Other SW Metro Area Lakes	\$25,975,841	1.8%
3. Other Prior Lake Area Lakes	\$73,757,681	5.0%	8. Lake Vermilion	\$23,213,100	1.6%
4. Lower Prior Lake - Prior Lake	\$44,889,000	3.1%	9. Lake Of The Isles - Minneapolis	\$22,877,800	1.6%
5. Other Annandale Area Lakes	\$33,038,733	2.3%	10. Other Greater Brainerd Area Lakes	\$20,600,694	1.4%

Total Minnesota Market: \$1,460,860,747

Largest Home Markets

1. Lake Minnetonka	\$153,859,926	14.1%
2. Other Northern Metro Area Lakes	\$80,762,645	7.4%
3. Other Prior Lake Area Lakes	\$46,730,681	4.3%
4. Lower Prior Lake - Prior Lake	\$25,339,200	2.3%
5. Other Annandale Area Lakes	\$24,137,683	2.2%
6. Lake Of The Isles - Minneapolis	\$22,087,900	2.0%
7. Other SW Metro Area Lakes	\$18,098,441	1.7%
8. Pleasant Lake - White Bear Twp	\$16,763,163	1.5%
9. Lake Vermilion	\$14,924,900	1.4%
10. Other Greater St Cloud Area Lakes	\$14,891,793	1.4%

Total Minnesota Home Market: \$1,093,402,381

Largest Land Markets

1. Other Prior Lake Area Lakes	\$27,027,000	7.4%
2. Lower Prior Lake - Prior Lake	\$19,549,800	5.3%
3. Other Northern Metro Area Lakes	\$17,031,000	4.6%
4. Other Greater St Cloud Area Lakes	\$14,049,900	3.8%
5. Uhl Lake	\$13,530,000	3.7%
6. Lake Minnetonka	\$13,234,799	3.6%
7. Other Greater Brainerd Area Lakes	\$12,164,400	3.3%
8. Other Annandale Area Lakes	\$8,901,050	2.4%
9. Lake Vermilion	\$8,288,200	2.3%
10. Gull Lake - Nisswa	\$7,889,000	2.1%

Total Minnesota Land Market: \$367,458,366

The total Minnesota home market dropped from \$1.8 BB in winter 2022-2023 to \$1.1 MM resulting in a 39% decrease.

Most Expensive Homes

1. Lake Minnetonka	\$2,051,466
2. Pleasant Lake - White Bear Twp	\$1,676,316

Most Affordable Homes

1. White Bear Lake - White Bear Lake	\$710,069
2. Other SW Metro Area Lakes	\$723,938

Most Listings

1. Other Northern Metro Area Lakes	144	5.0%	6. Lake Vermilion	55	1.9%
2. Lake Minnetonka	86	3.0%	7. Other Bemidji Area Lakes	49	1.7%
3. Other Prior Lake Area Lakes	77	2.7%	8. Mille Lacs Lake - South Harbor Twp	39	1.3%
4. Other Greater St Cloud Area Lakes	76	2.6%	8. Other Cambridge Area Lakes	39	1.3%
5. Other Annandale Area Lakes	62	2.1%	10. Other Longville Area Lakes	38	1.3%
Total Minnesota Listings:				2,897	

Most Homes Available

1. Other Northern Metro Area Lakes	110	7.0%
2. Lake Minnetonka	75	4.8%
3. Other Prior Lake Area Lakes	52	3.3%
4. Other Annandale Area Lakes	38	2.4%
5. Other Bemidji Area Lakes	35	2.2%
5. Other Greater St Cloud Area Lakes	35	2.2%
7. Mille Lacs Lake - South Harbor Twp	27	1.7%
8. Lower Prior Lake - Prior Lake	25	1.6%
8. Other SW Metro Area Lakes	25	1.6%
10. Lake Of The Isles - Minneapolis	20	1.3%

Total Minnesota Home Listings: 1,562

Most Land Available

1. Other Greater St Cloud Area Lakes	41	3.1%
2. Lake Vermilion	36	2.7%
3. Other Northern Metro Area Lakes	34	2.5%
4. Other Marshall Area Lakes	30	2.2%
5. Lake Jessie - Alexandria Twp	29	2.2%
6. Other Prior Lake Area Lakes	25	1.9%
7. Floyd Lake - Detroit Twp	24	1.8%
7. Other Annandale Area Lakes	24	1.8%
7. Trout Lake - Trout Lake Twp	24	1.8%
10. Leech Lake - Cass Lake	22	1.6%

Total Minnesota Land Listings: 1,335

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Flowage Lake - Workman Twp	\$877,765
2. Lake Minnetonka	\$568,261
3. Lake Ida - Ida Twp	\$514,778
4. Lake Jessie - Alexandria Twp	\$485,000
5. Detroit Lake - Detroit Lakes	\$390,871
6. Other Northern Metro Area Lakes	\$223,329
7. Leech Lake - Cass Lake	\$196,519
8. Other Prior Lake Area Lakes	\$145,308

Listings of 10 Acres or More

1. Other Northern Metro Area Lakes	\$51,801
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Most Affordable Land per Acre

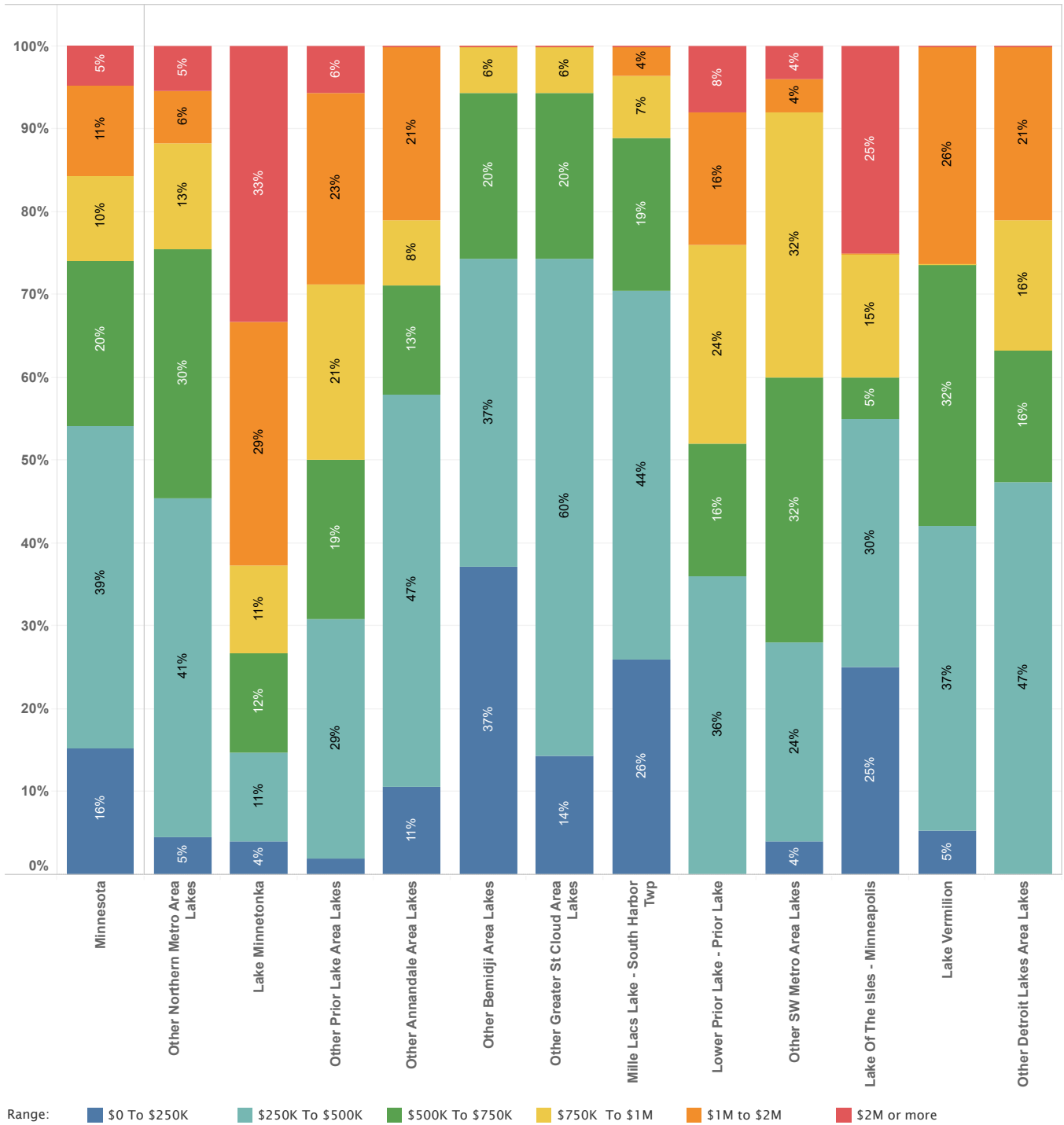
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Little Lake - Ashby	\$13,140
3. Spink Lake - Rock Lake Twp	\$19,808
4. Other Cambridge Area Lakes	\$29,244
5. Other Longville Area Lakes	\$29,418
6. Other Otter Tail County Area Lakes	\$32,904
7. Other Lake of the Woods Area Lakes	\$34,743
8. Roosevelt Lake - Crooked Lake Twp	\$38,234

Listings of 10 Acres or More

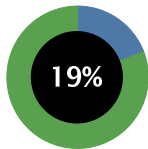
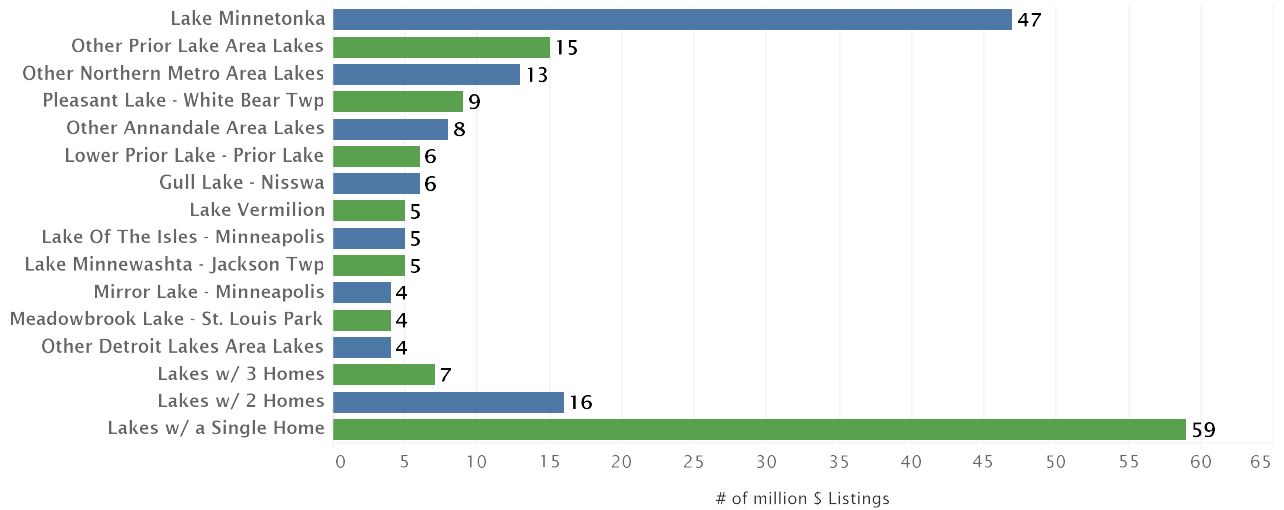
1. Other Virginia Area Lakes	\$2,763
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Price Breakdown by Percentage of Homes in the Minnesota Market 2023Q1



Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2023Q1

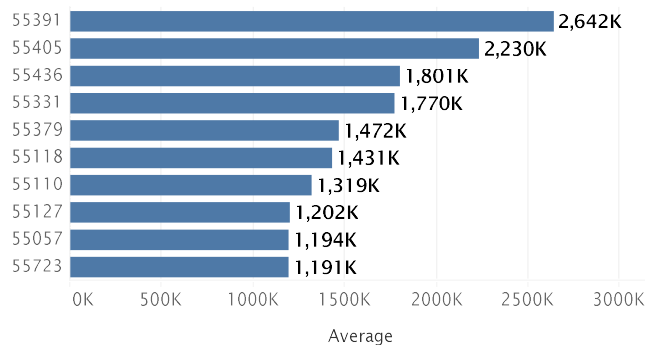


of \$1M+ Homes in Minnesota are on Lake Minnetonka

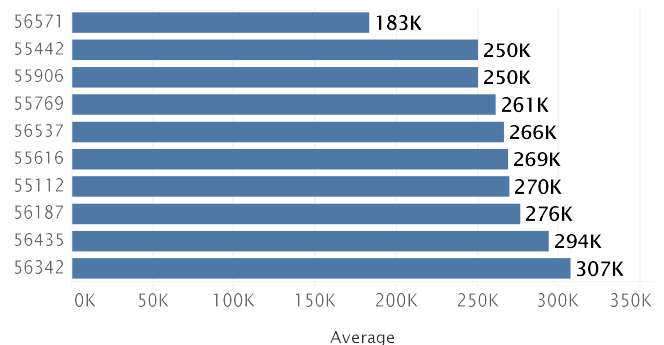
Total Number of \$1M+ Homes

243

Most Expensive ZIP Codes 2023Q1

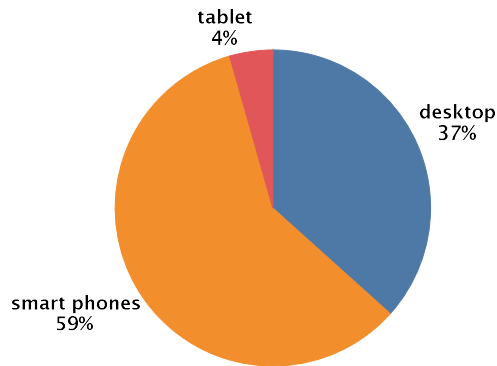


Most Affordable ZIP Codes 2023Q1

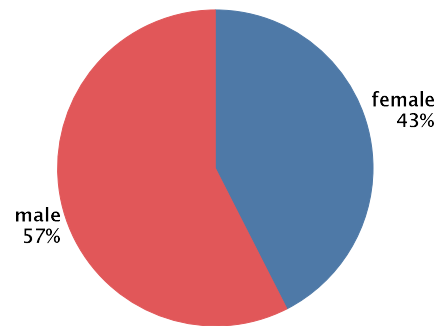


Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2023Q1

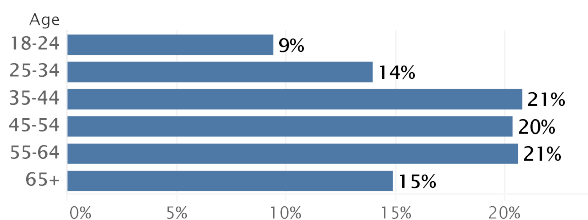


Male/Female Visitors 2023Q1



62% of potential buyers come from outside Minnesota

What Age Groups are Shopping 2023Q1



Chicago

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

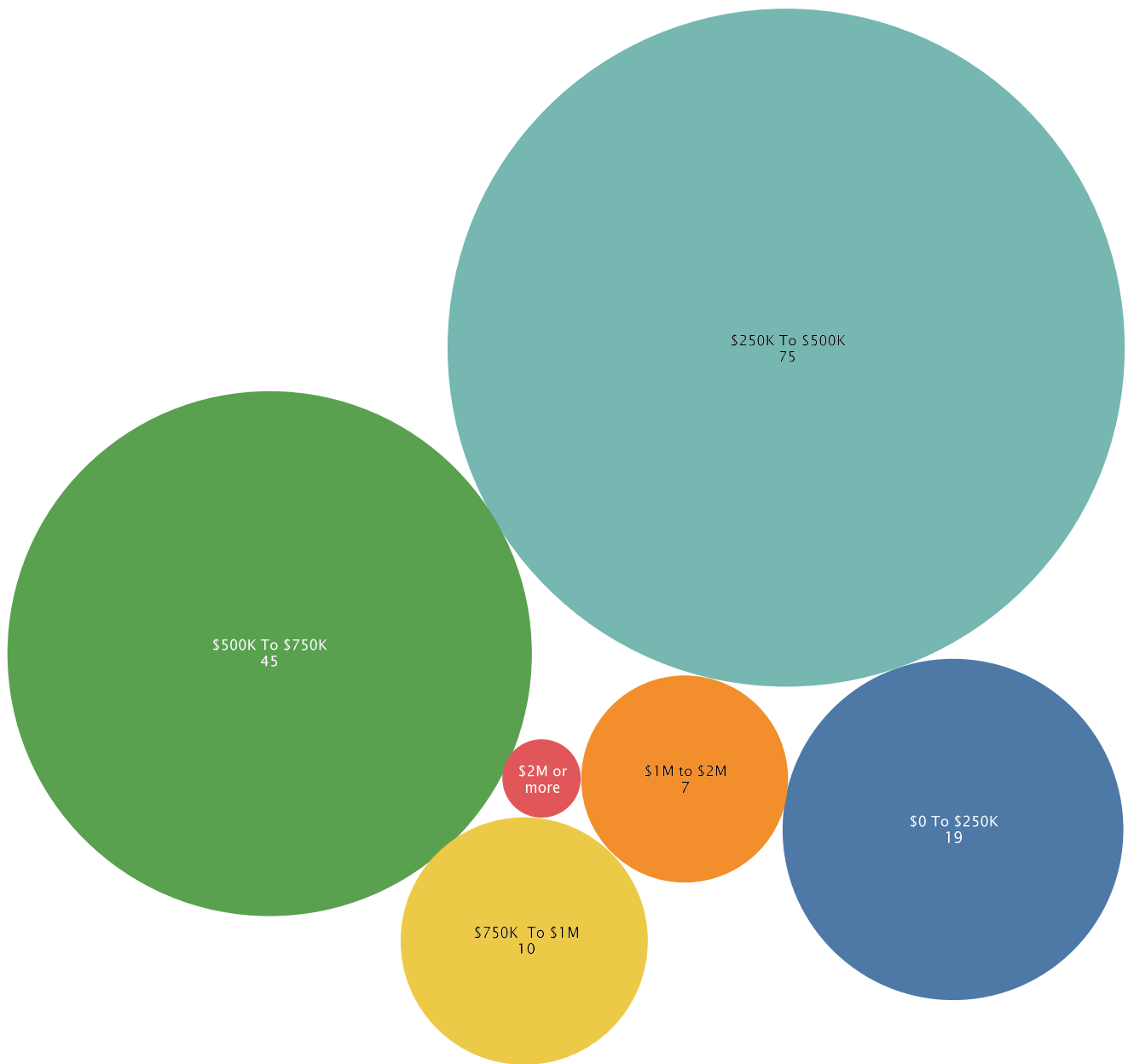
Number 2-10 metros are:

- Fargo-Valley City, ND
- Des Moines-Ames, IA
- Rochester-Mason City-Austin, IA
- Dallas-Ft. Worth, TX
- Sioux Falls(Mitchell), SD
- Phoenix, AZ
- Omaha, NE
- Denver, CO
- Wichita-Hutchinson, KS



MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2023Q1



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



Mississippi

Ross R Barnett Reservoir's market grew from \$44 MM in winter 2022-2022 to \$51 MM resulting in a 16% increase.

Largest Markets

1. Ross R Barnett Reservoir	\$51,141,395	41.8%
2. Lake Caroline	\$24,583,319	20.1%
3. Oxford Region Lakes	\$9,452,750	7.7%
4. Charlton Place Lakes	\$4,648,330	11.2%
5. Twin Lakes	\$3,787,000	3.1%

Total Mississippi Market:

\$122,467,820

Most Listings

1. Ross R Barnett Reservoir	184	47.5%
2. Lake Caroline	53	13.7%
3. Oxford Region Lakes	22	5.7%
4. Charlton Place Lakes	20	8.8%
5. Chestnut Hill Lakes	19	8.4%

Total Mississippi Listings:

387

Largest Home Markets

1. Ross R Barnett Reservoir	\$36,148,168	44.7%
2. Lake Caroline	\$16,737,699	20.7%
3. Oxford Region Lakes	\$7,269,350	9.0%
4. Twin Lakes	\$3,463,000	4.3%
5. Deer Haven Lake	\$3,250,073	4.0%

Total Mississippi Home Market:

\$80,830,390

Most Homes Available

1. Ross R Barnett Reservoir	79	49.1%
2. Lake Caroline	32	19.9%
3. Oxford Region Lakes	12	7.5%
4. Twin Lakes	5	3.1%
5. Pickwick Lake	4	2.5%

Total Mississippi Home Listings:

161

Largest Land Markets

1. Ross R Barnett Reservoir	\$14,993,227	36.0%
2. Lake Caroline	\$7,845,620	18.8%
3. Charlton Place Lakes	\$4,648,330	11.2%
4. Lake Castle	\$3,661,553	8.8%
5. Chestnut Hill Lakes	\$2,500,000	6.0%

Total Mississippi Land Market:

\$41,637,430

Most Land Available

1. Ross R Barnett Reservoir	105	46.5%
2. Lake Caroline	21	9.3%
3. Charlton Place Lakes	20	8.8%
4. Chestnut Hill Lakes	19	8.4%
5. Lineage Lake	12	5.3%

Total Mississippi Land Listings:

226

Average Home Price

1. Oxford Region Lakes	\$605,779
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Average Land Price Per Acre

Listings of Less Than 10 Acres

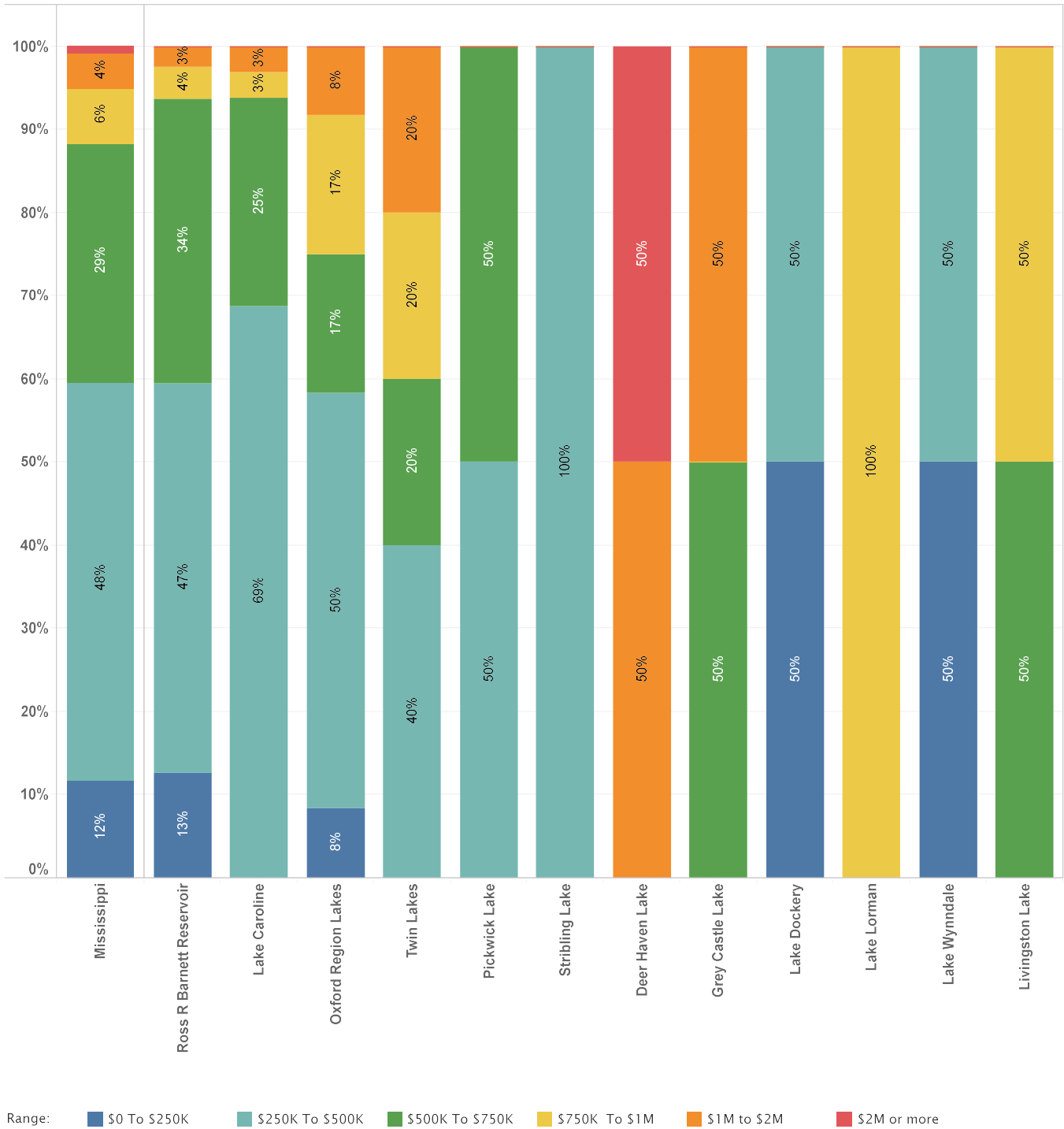
1. Ross R Barnett Reservoir	\$267,685
2. Lake Caroline	\$252,284
3. Lineage Lake	\$155,898
4. Chestnut Hill Lakes	\$74,435
5. Charlton Place Lakes	\$29,182

Listings of 10 Acres or More

1. Charlton Place Lakes	\$24,062
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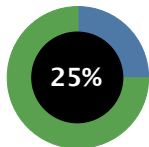
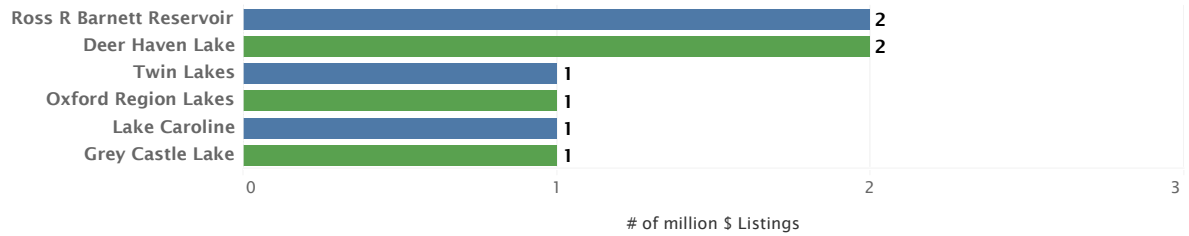
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Mississippi Market 2023Q1



Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2023Q1

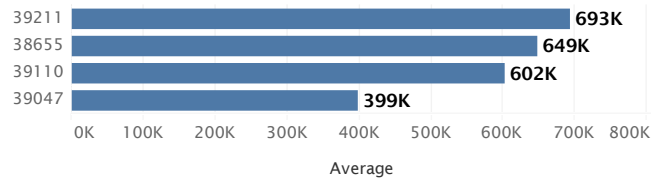


of \$1M+ Homes in Mississippi are on Deer Haven Lake

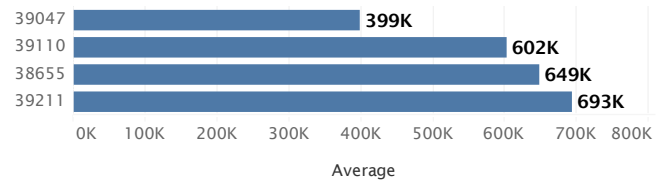
Total Number of \$1M+ Homes

8

Most Expensive ZIP Codes 2023Q1

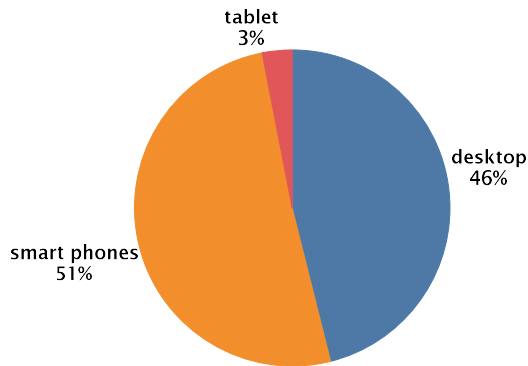


Most Affordable ZIP Codes 2023Q1

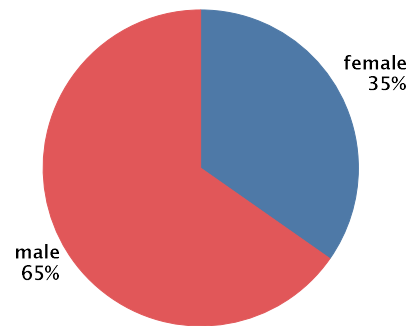


Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2023Q1

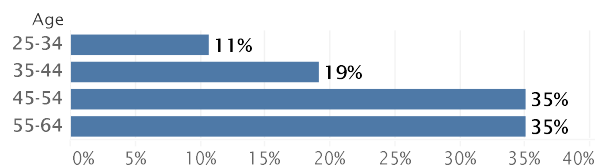


Male/Female Visitors 2023Q1



83% of potential buyers come from outside Mississippi

What Age Groups are Shopping 2023Q1



Chicago

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

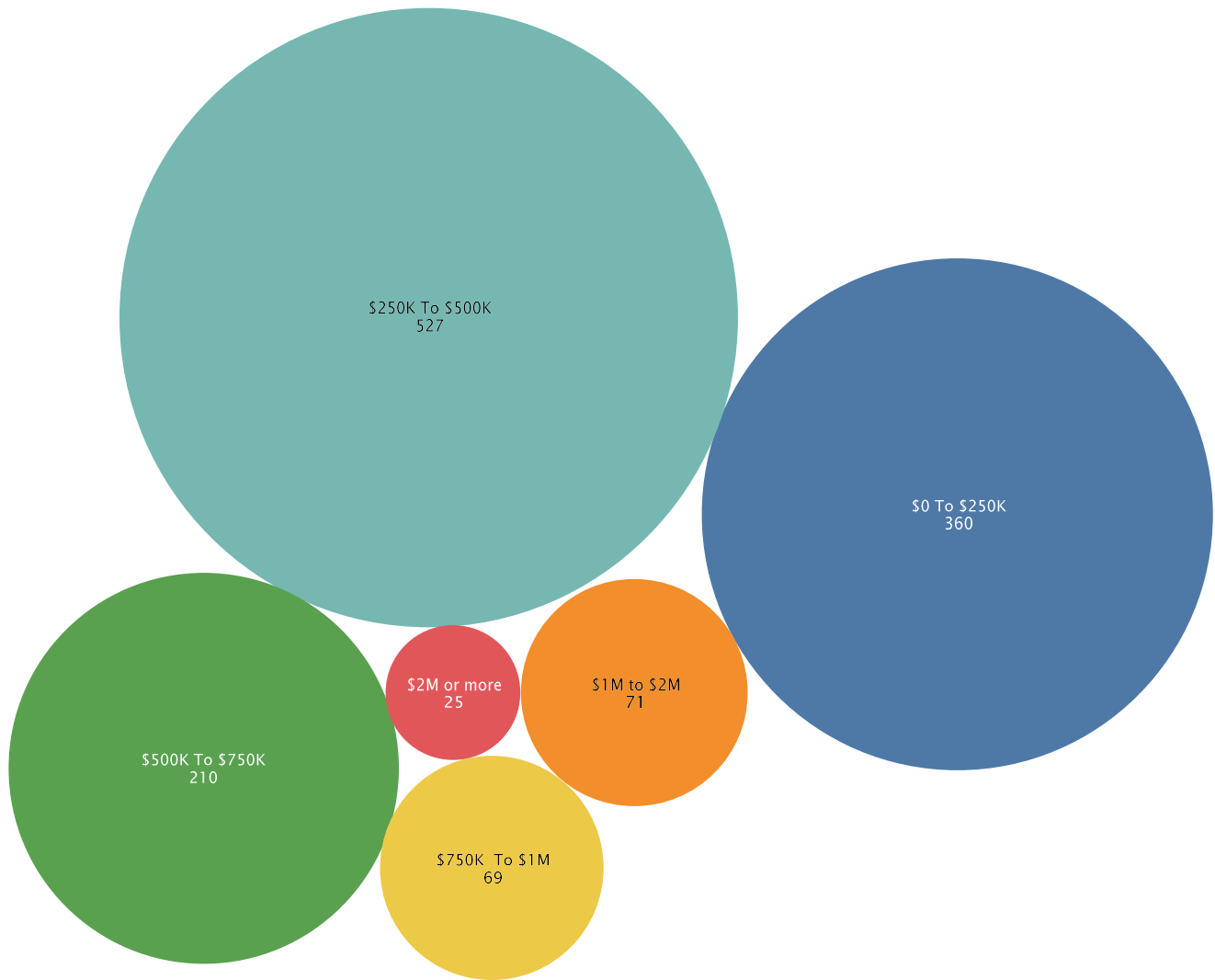
Number 2-10 metros are:

- Burlington VT-Plattsburgh, NY
- Dallas-Ft. Worth, TX
- Atlanta, GA
- Memphis, TN
- New Orleans, LA
- Nashville, TN
- Minneapolis-St. Paul, MN
- Phoenix, AZ
- San Francisco-Oakland-San Jose, CA



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2023Q1



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



Missouri

The total Missouri Home Market fell from \$807 MM in winter 2022-2023 to \$644 MM resulting in a 20% decrease.

Largest Markets

1. Lake Of The Ozarks	\$411,243,043	49.2%
2. Table Rock Lake*	\$269,488,598	32.2%
3. Lake Taneycomo	\$63,801,855	7.6%
4. Bull Shoals Lake*	\$21,547,470	2.6%
5. Lake Saint Louis	\$9,585,805	1.1%

Total Missouri Market: \$835,719,318

Most Listings

1. Table Rock Lake*	1,132	37.6%
2. Lake Of The Ozarks	1,060	35.2%
3. Lake Taneycomo	252	8.4%
4. Bull Shoals Lake*	113	3.8%
5. Raintree Lake	49	1.6%

Total Missouri Listings: 3,011

Largest Home Markets

1. Lake Of The Ozarks	\$323,951,600	50.3%
2. Table Rock Lake*	\$199,561,015	31.0%
3. Lake Taneycomo	\$50,062,267	7.8%
4. Bull Shoals Lake*	\$13,114,495	2.0%
5. Lake Saint Louis	\$9,454,805	1.5%

Total Missouri Home Market: \$643,504,389

Most Homes Available

1. Lake Of The Ozarks	588	44.1%
2. Table Rock Lake*	336	25.2%
3. Lake Taneycomo	175	13.1%
4. Bull Shoals Lake*	45	3.4%
5. Pomme De Terre Lake	30	2.3%

Total Missouri Home Listings: 1,332

Largest Land Markets

1. Lake Of The Ozarks	\$87,291,443	45.4%
2. Lake Taneycomo	\$13,739,588	7.1%
3. Bull Shoals Lake*	\$8,432,975	4.4%
4. Lake Thunderhead	\$2,505,500	1.3%
5. Pomme De Terre Lake	\$2,268,905	1.2%

Total Missouri Land Market: \$192,214,929

Most Land Available

1. Table Rock Lake*	796	47.4%
2. Lake Of The Ozarks	472	28.1%
3. Lake Taneycomo	77	4.6%
4. Bull Shoals Lake*	68	4.1%
5. Raintree Lake	46	2.7%

Total Missouri Land Listings: 1,679

Average Home Price

1. Table Rock Lake	\$624,345
2. Lake Of The Ozarks	\$550,938
3. Lake Saint Louis	\$525,267

Average Land Price Per Acre

Listings of Less Than 10 Acres

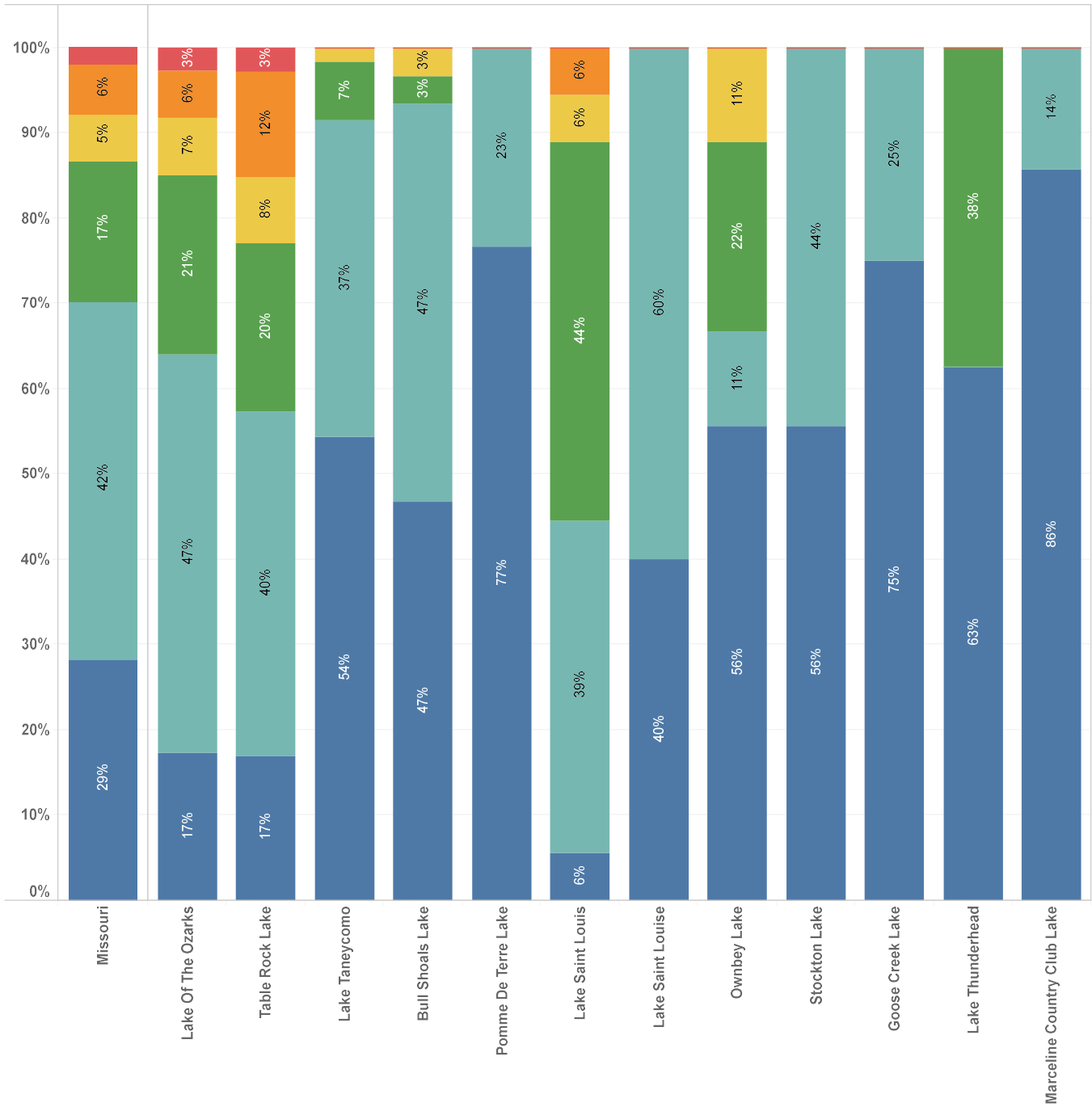
1. Lake Thunderhead	\$182,580
2. Lake Of The Ozarks	\$132,802
3. Lake Sherwood	\$80,144
4. Lake Taneycomo	\$76,848
5. Table Rock Lake	\$58,598

Listings of 10 Acres or More

1. Lake Taneycomo	\$54,339
2. Lake Of The Ozarks	\$28,924
3. Table Rock Lake	\$12,157
4. Bull Shoals Lake	\$2,879

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

Price Breakdown by Percentage of Homes in the Missouri Market 2023Q1

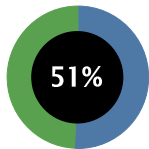
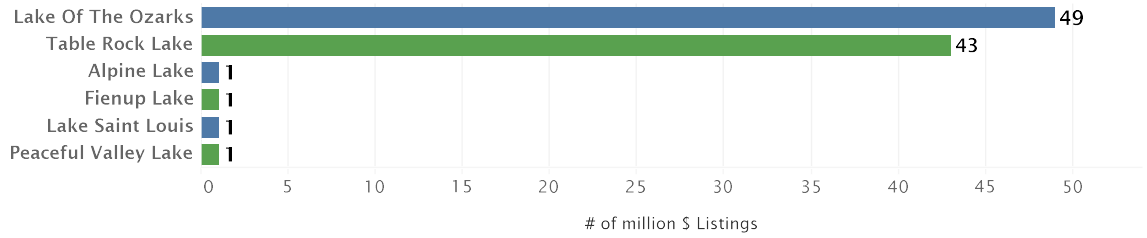


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2023Q1

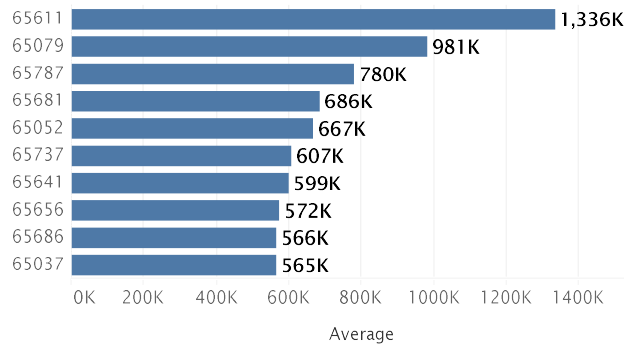


of \$1M+ Homes in Missouri are on Lake Of The Ozarks

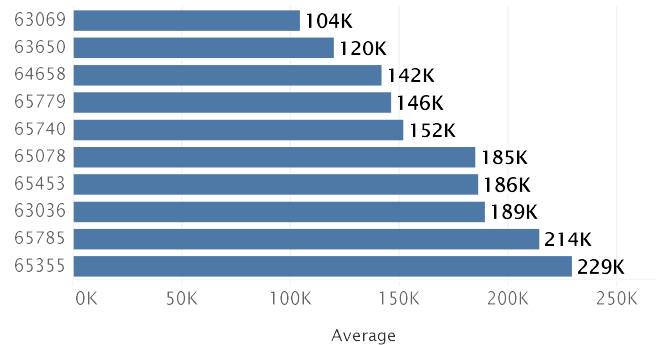
Total Number of \$1M+ Homes

96

Most Expensive ZIP Codes 2023Q1

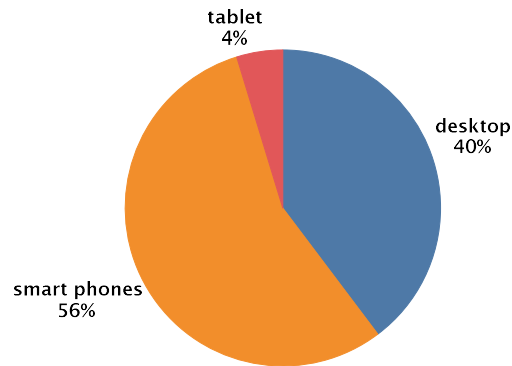


Most Affordable ZIP Codes 2023Q1

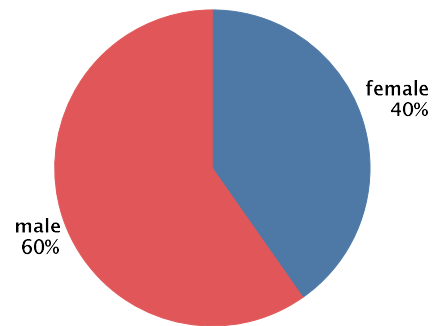


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2023Q1

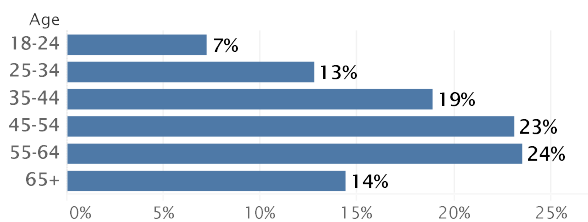


Male/Female Visitors 2023Q1



75% of potential buyers come from outside Missouri

What Age Groups are Shopping 2023Q1



Chicago

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

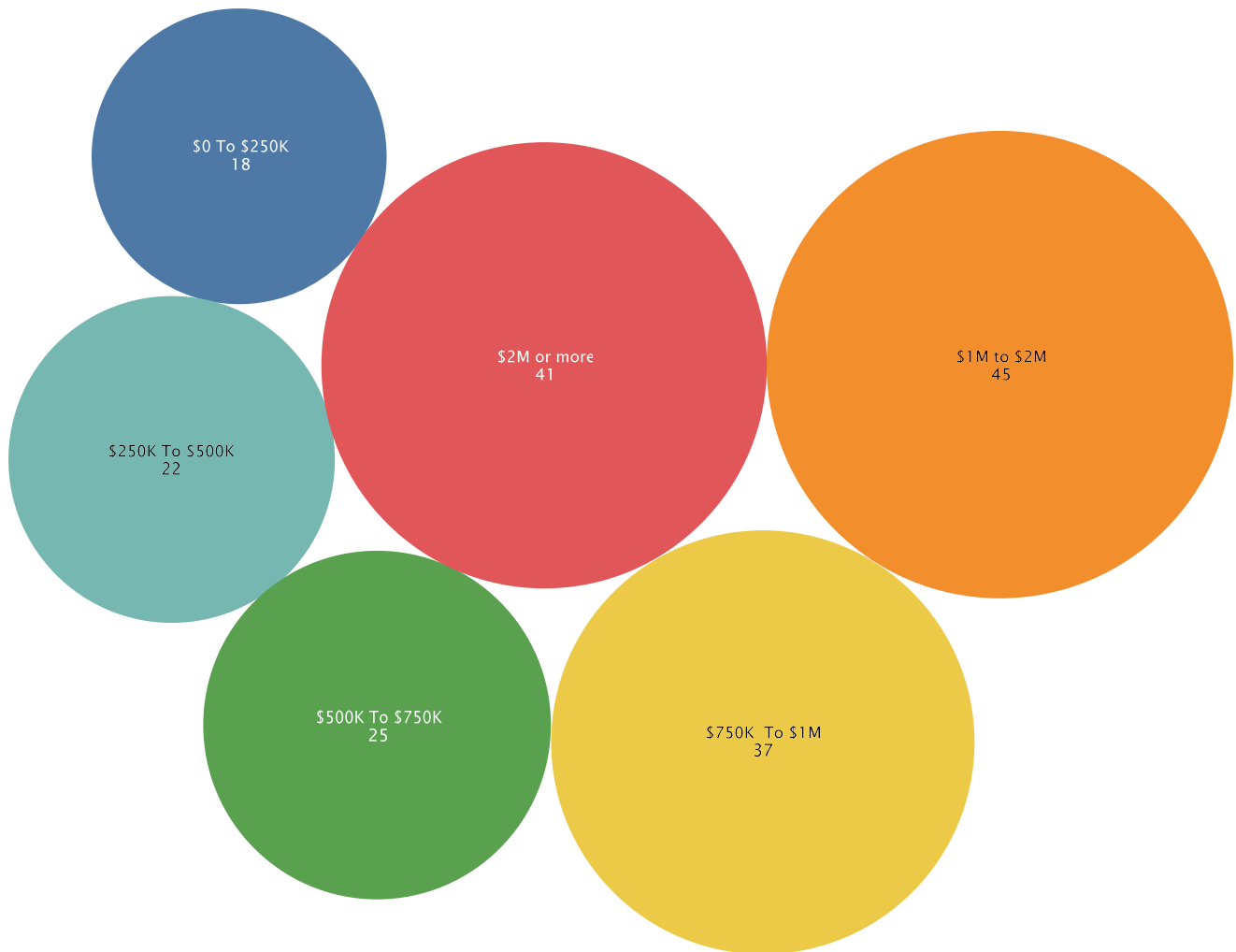
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Denver, CO
- Des Moines-Ames, IA
- Omaha, NE
- Wichita-Hutchinson, KS
- Minneapolis-St. Paul, MN
- Lincoln & Hastings-Kearney, NE
- Phoenix, AZ
- Little Rock-Pine Bluff, AR



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2023Q1



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



Montana

The Montana market decreased from \$664 MM in winter 2022-2023 to \$ 562MM in spring 2023, a 15% fall.

Largest Markets

1. Flathead Lake	\$256,768,194	45.7%
2. Whitefish Lake	\$100,418,700	17.9%
3. Eagle Lake	\$38,407,650	6.8%
4. Swan Lake	\$20,642,999	3.7%
5. Blanchard Lake	\$18,511,000	3.3%

Total Montana Market:

\$562,163,485

Most Listings

1. Flathead Lake	113	32.7%
2. Whitefish Lake	38	11.0%
3. Eagle Lake	28	8.1%
4. Lake Koocanusa	18	5.2%
5. Noxon Reservoir	13	3.8%

Total Montana Listings:

346

Largest Home Markets

1. Flathead Lake	\$210,384,794	47.2%
2. Whitefish Lake	\$82,552,700	18.5%
3. Eagle Lake	\$38,157,650	8.6%
4. Swan Lake	\$17,288,999	3.9%
5. Blanchard Lake	\$16,547,000	3.7%

Total Montana Home Market:

\$446,196,436

Most Homes Available

1. Flathead Lake	60	30.9%
2. Eagle Lake	27	13.9%
2. Whitefish Lake	27	13.9%
4. Duck Lake	8	4.1%
5. Lake Koocanusa	7	3.6%

Total Montana Home Listings:

194

Largest Land Markets

1. Flathead Lake	\$46,383,400	40.0%
2. Whitefish Lake	\$17,866,000	15.4%
3. Bull Lake	\$7,113,000	6.1%
4. Lake Five	\$6,500,000	5.6%
5. Tetrault Lake	\$3,750,000	3.2%

Total Montana Land Market:

\$115,967,049

Most Land Available

1. Flathead Lake	53	34.9%
2. Lake Koocanusa	11	7.2%
2. Whitefish Lake	11	7.2%
4. Bull Lake	9	5.9%
5. Noxon Reservoir	8	5.3%

Total Montana Land Listings:

152

Average Home Price

1. Flathead Lake	\$3,799,214
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Average Land Price Per Acre

Listings of Less Than 10 Acres

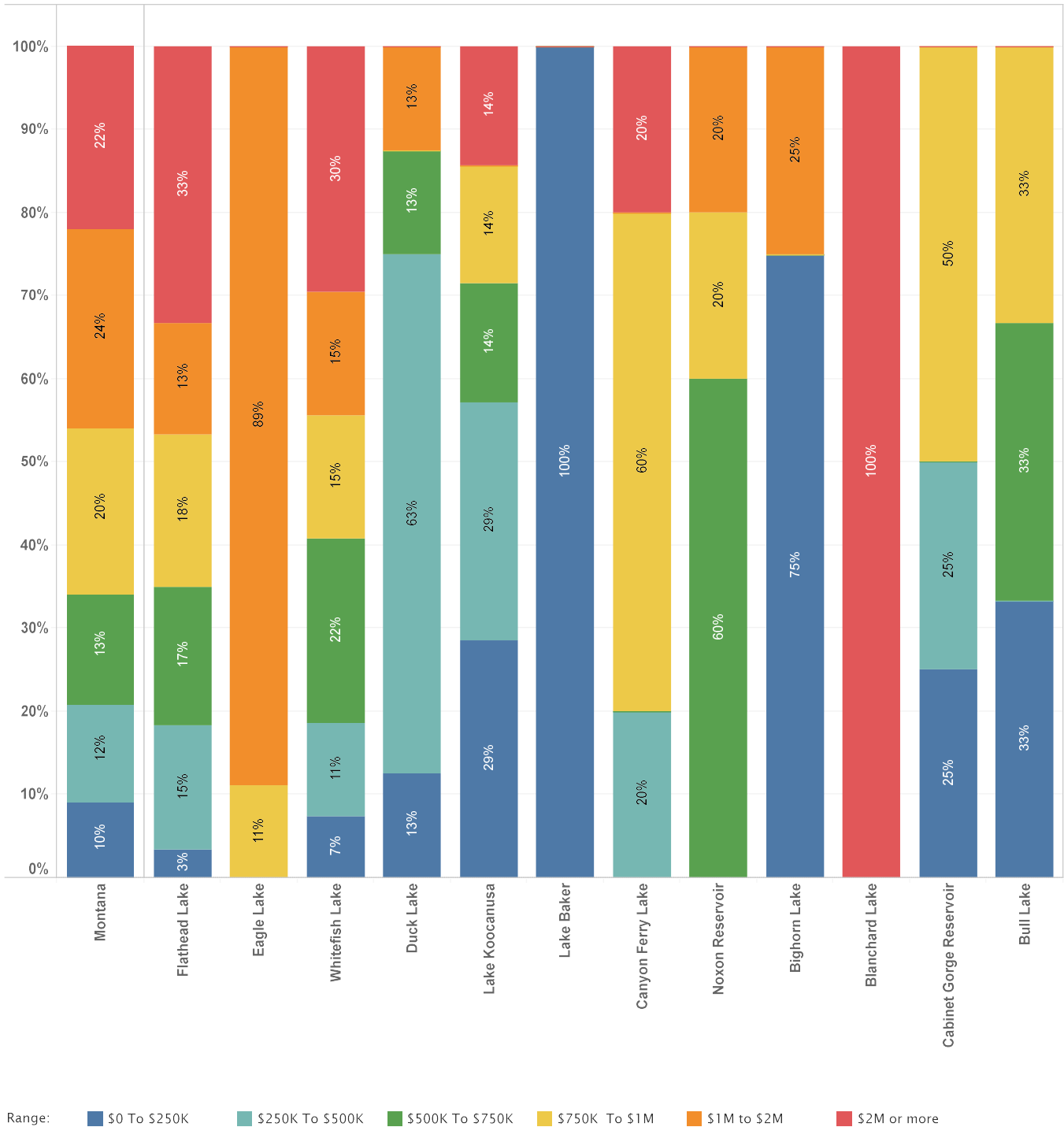
1. Whitefish Lake	\$905,897
2. Flathead Lake	\$253,989

Listings of 10 Acres or More

1. Flathead Lake	\$121,009
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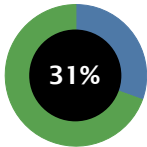
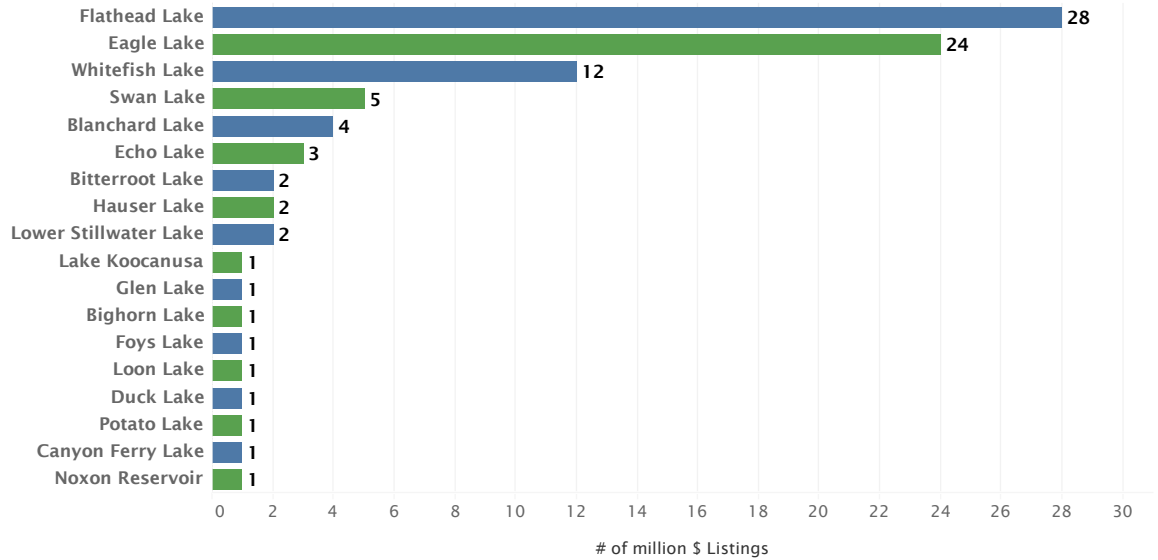
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Montana Market 2023Q1



Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2023Q1

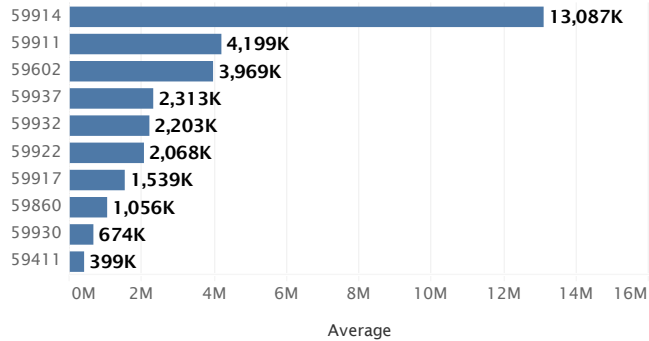


of \$1M+ Homes in Montana are on Flathead Lake

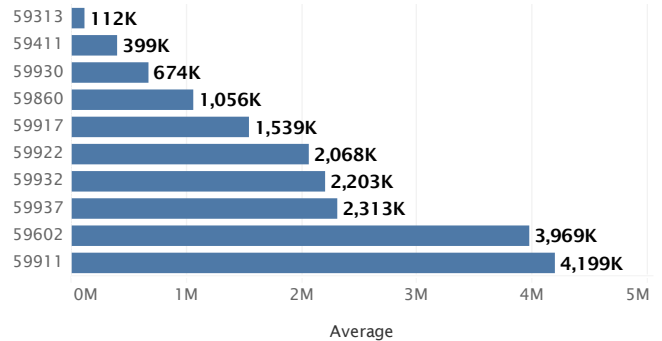
Total Number of \$1M+ Homes

91

Most Expensive ZIP Codes 2023Q1

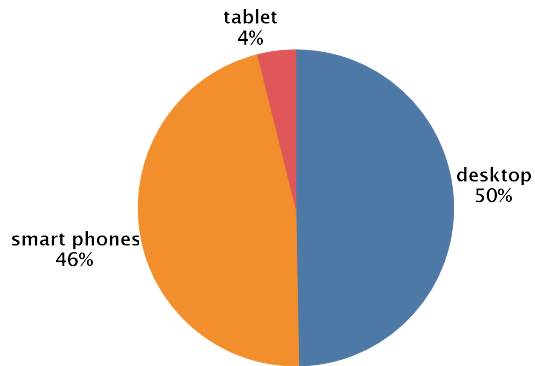


Most Affordable ZIP Codes 2023Q1

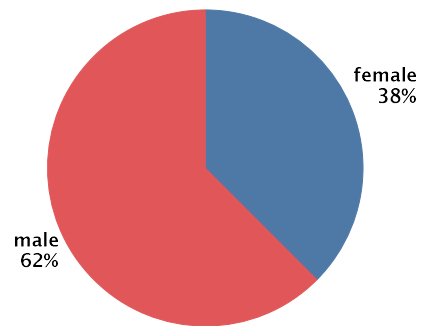


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

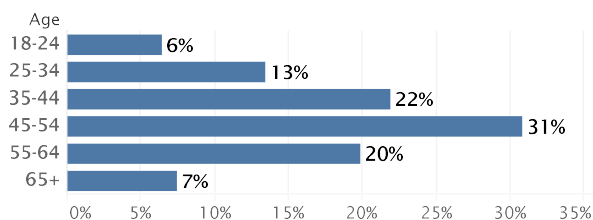


90% of potential buyers come from outside Montana

Denver

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

What Age Groups are Shopping 2023Q1



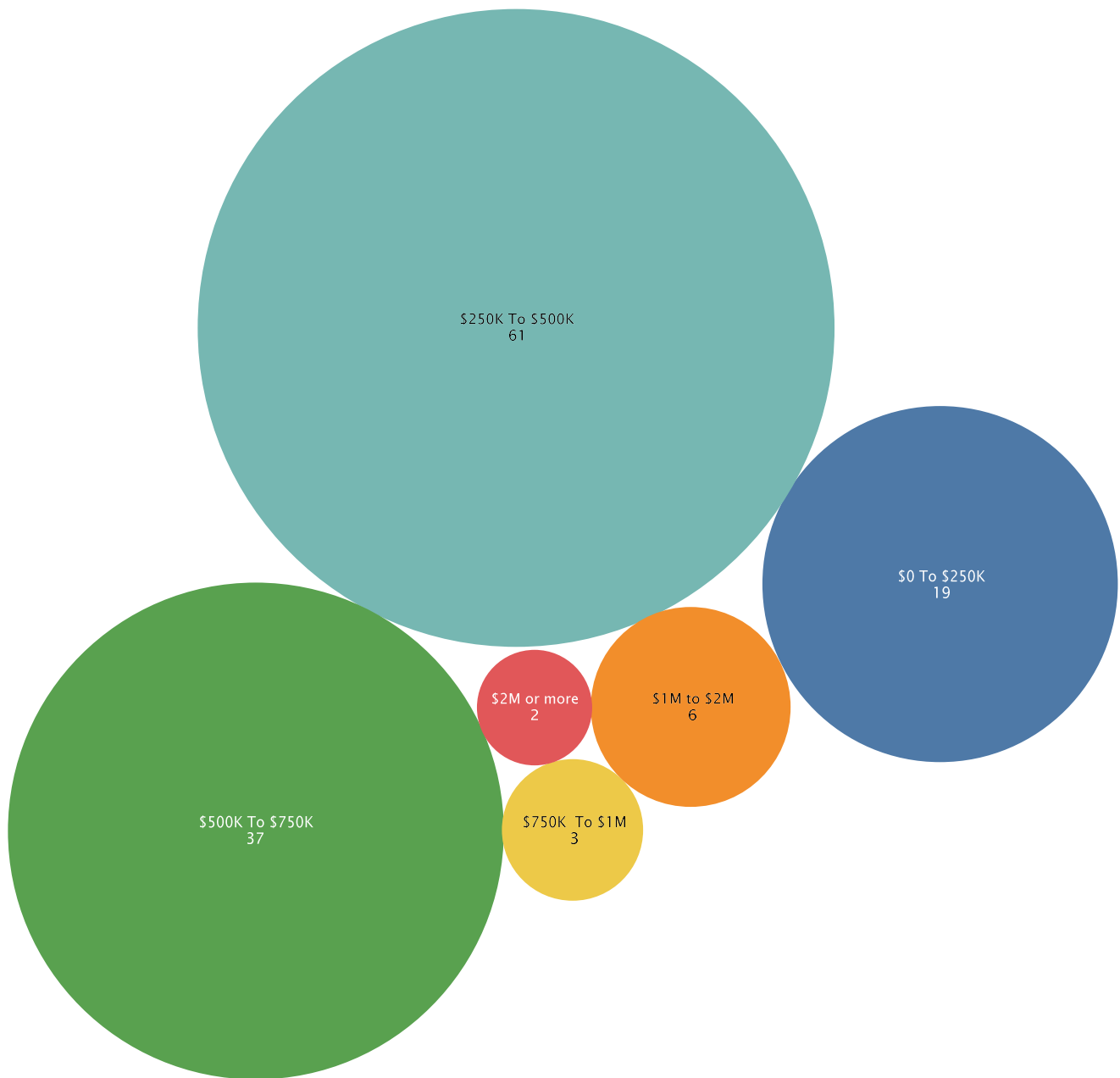
Number 2-10 metros are:

- Phoenix, AZ
- Los Angeles, CA
- Seattle-Tacoma, WA
- Burlington VT-Plattsburgh, NY
- Salt Lake City, UT
- Chicago, IL
- Washington DC (Hagerstown MD)
- San Francisco-Oakland-San Jose, CA
- Dallas-Ft. Worth, TX



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2023Q1



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



Nebraska

The Nebraska home market dropped from \$80 MM in winter 2022-2023 to \$63 MM resulting in an 21% decrease

Largest Markets

1. Newport Landing Lake	\$22,083,429	28.6%
2. Shadow Lake	\$10,273,403	13.3%
3. Glenn Cunningham Lake	\$9,251,010	14.7%
4. Beaver Lake	\$5,329,962	6.9%
5. Boys Town Reservoir Number 3	\$4,569,500	5.9%

Total Nebraska Market: \$77,548,541

Most Listings

1. Shadow Lake	69	25.1%
2. Beaver Lake	50	18.2%
3. Newport Landing Lake	41	14.9%
4. Glenn Cunningham Lake	29	22.7%
5. Boys Town Reservoir Number 3	14	5.1%

Total Nebraska Listings: 276

Largest Home Markets

1. Newport Landing Lake	\$20,077,429	32.0%
2. Glenn Cunningham Lake	\$9,251,010	14.7%
3. Shadow Lake	\$6,099,906	9.7%
4. Zorinsky Lake	\$3,769,850	6.0%
5. Wehrspann Lake	\$3,210,045	5.1%

Total Nebraska Home Market: \$62,776,794

Most Homes Available

1. Glenn Cunningham Lake	29	22.7%
2. Newport Landing Lake	26	20.3%
3. Shadow Lake	10	7.8%
4. Carter Lake	8	6.3%
5. Beaver Lake	7	5.5%

Total Nebraska Home Listings: 128

Largest Land Markets

1. Shadow Lake	\$4,173,497	28.7%
2. Boys Town Reservoir Number 3	\$2,619,500	18.0%
3. Beaver Lake	\$2,405,300	16.5%
4. Newport Landing Lake	\$2,006,000	13.8%
5. Plattsmouth Reservoir 10-a	\$990,000	6.8%

Total Nebraska Land Market: \$14,542,747

Most Land Available

1. Shadow Lake	59	40.1%
2. Beaver Lake	43	29.3%
3. Newport Landing Lake	15	10.2%
4. Boys Town Reservoir Number 3	13	8.8%
5. Tekamah-mud Creek Reservoir 22-a	4	2.7%

Total Nebraska Land Listings: 147

Average Home Price

1. Newport Landing Lake	\$772,209
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Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Boys Town Reservoir Number 3	\$618,428
2. Newport Landing Lake	\$263,569
3. Beaver Lake	\$55,693

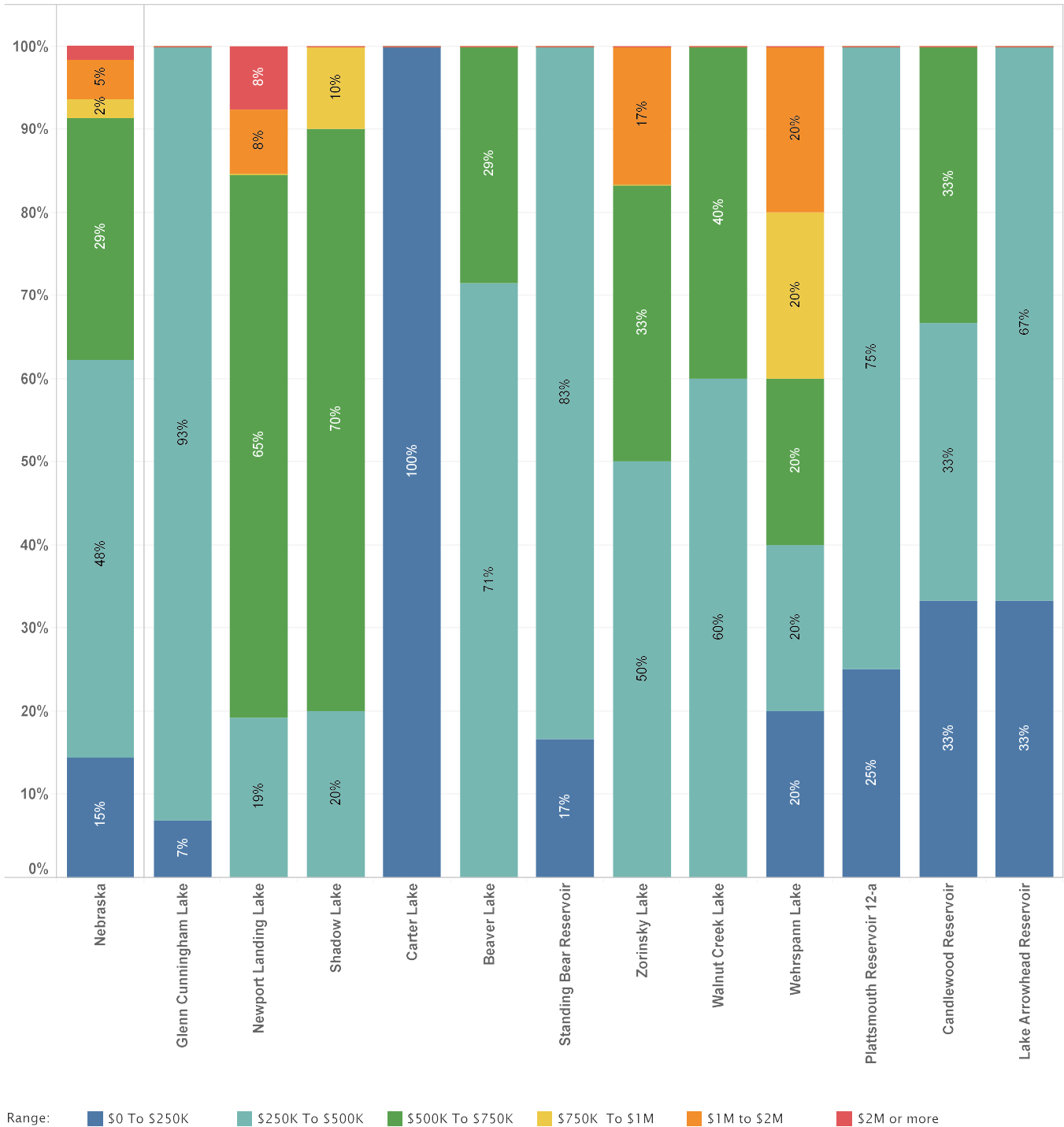
Listings of 10 Acres or More

**

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

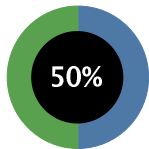
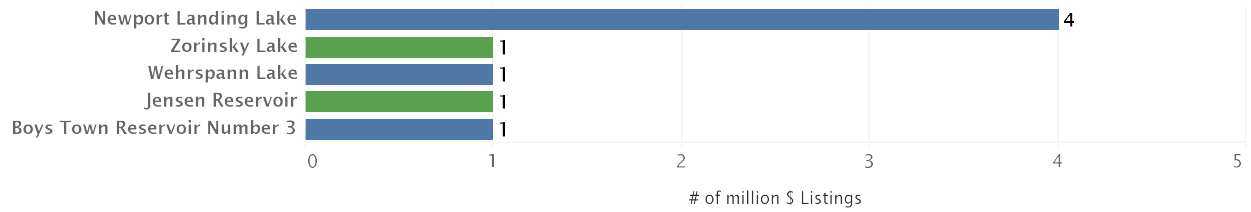
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Nebraska Market 2023Q1



Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2023Q1

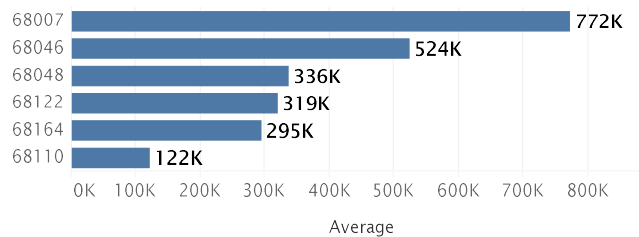


50% of \$1M+ Homes in Nebraska are on Newport Landing Lake

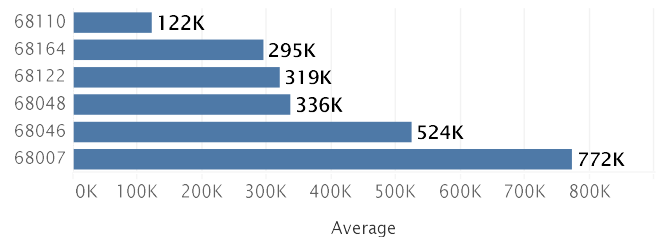
Total Number of \$1M+ Homes

8

Most Expensive ZIP Codes 2023Q1



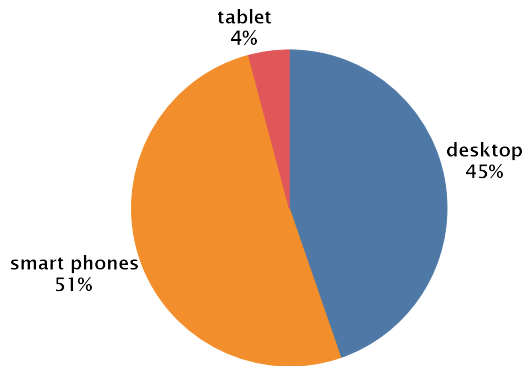
Most Affordable ZIP Codes 2023Q1



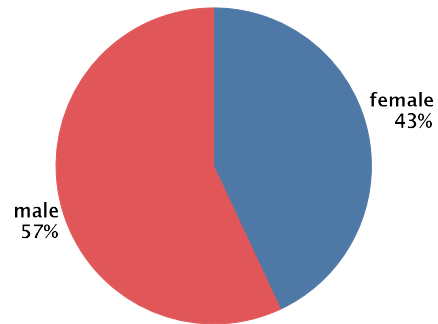
**LAKE HOMES.
REALTY.**

Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

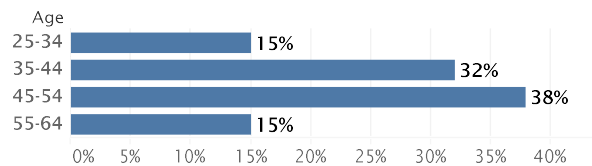


67% of potential buyers come from outside Nebraska

Chicago

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

What Age Groups are Shopping 2023Q1



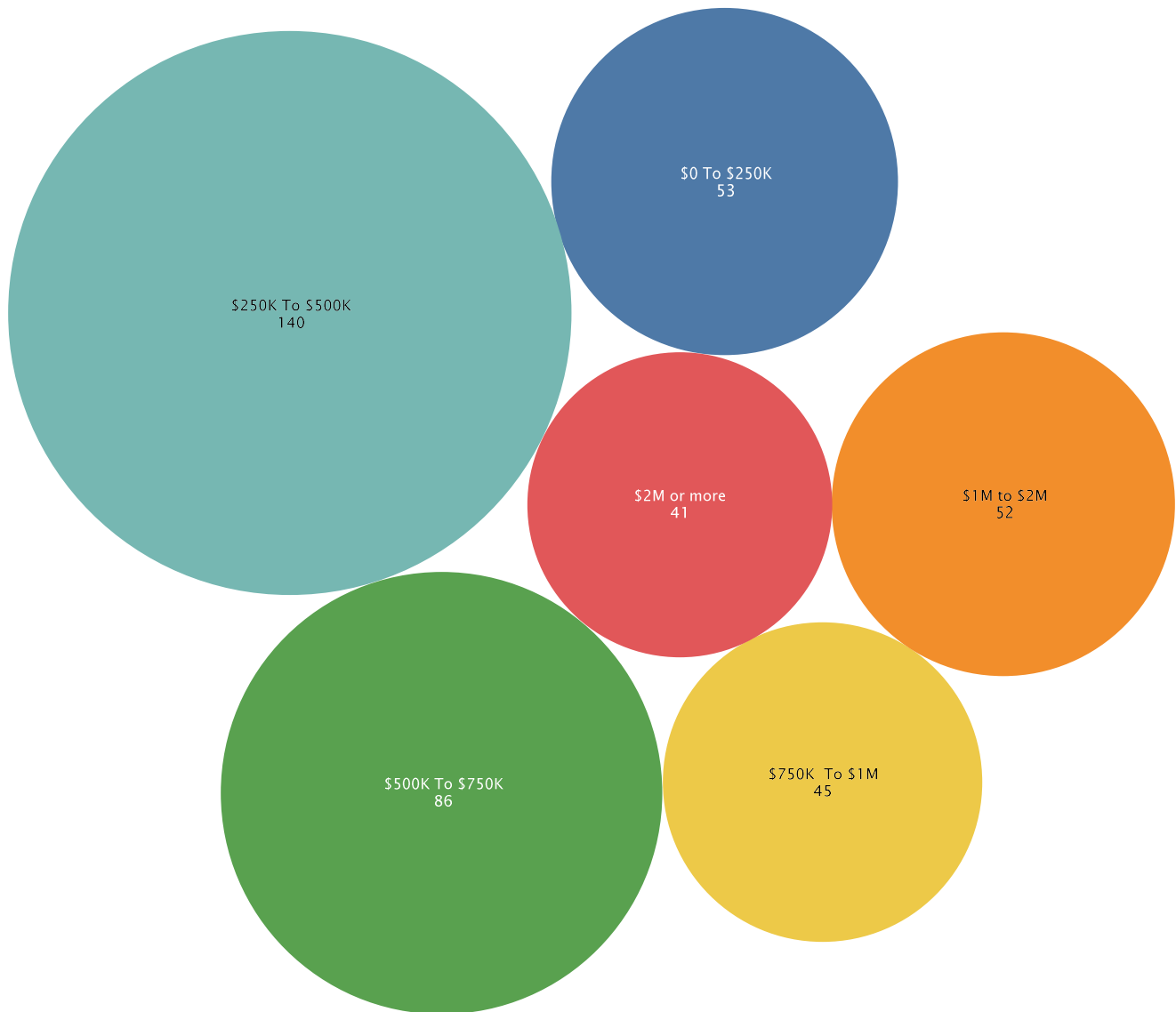
Number 2-10 metros are:

- Denver, CO
- Burlington VT-Plattsburgh, NY
- Dallas-Ft. Worth, TX
- Phoenix, AZ
- Des Moines-Ames, IA
- San Francisco-Oakland-San Jose, CA
- Sioux City, IA
- Little Rock-Pine Bluff, AR
- Los Angeles, CA



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2023Q1



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



New Hampshire

The total New Hampshire market decreased from \$783 MM in winter 2022-2023 to \$555 MM in spring 2022, a 29% fall.

Largest Markets

1. Lake Winnepesaukee	\$256,648,770	46.2%	6. Ossipee Lake	\$13,329,200	2.6%
2. Little River Swamp	\$41,685,000	8.1%	7. Newfound Lake	\$10,072,800	2.0%
3. Sunapee Lake	\$25,522,400	4.6%	8. Opechee Bay Reservoir	\$7,422,600	1.3%
4. North Mill Pond	\$23,025,800	5.0%	9. Squam Lake	\$6,210,900	1.1%
5. Lake Winnisquam	\$16,610,247	3.0%	10. Cobbetts Pond	\$6,163,900	1.2%

Total New Hampshire Market: \$554,982,708

Largest Home Markets

1. Lake Winnepesaukee	\$228,553,694	49.6%
2. Little River Swamp	\$37,185,000	8.1%
3. North Mill Pond	\$23,025,800	5.0%
4. Sunapee Lake	\$15,562,900	3.4%
5. Lake Winnisquam	\$13,374,497	2.9%
6. Ossipee Lake	\$11,175,700	2.4%
7. Newfound Lake	\$9,233,800	2.0%
8. Cobbetts Pond	\$5,665,000	1.2%
9. Northwood Lake	\$5,378,000	1.2%
10. South Mill Pond	\$4,999,900	1.1%

Total New Hampshire Home Market: \$461,067,288

Largest Land Markets

1. Lake Winnepesaukee	\$18,349,088	33.5%
2. Sunapee Lake	\$6,439,500	11.8%
3. Little River Swamp	\$4,500,000	8.2%
4. Loon Lake	\$3,995,000	7.3%
5. Lake Winnisquam	\$2,621,250	4.8%
6. Ossipee Lake	\$2,153,500	3.9%
7. Highland Lake	\$1,649,900	3.0%
8. Onway Lake	\$1,500,000	2.7%
9. Spofford Lake	\$1,179,000	2.2%
10. Squam Lake	\$1,048,000	1.9%

Total New Hampshire Land Market: \$54,715,132

The total Lake Winnepesaukee market decreased from \$352 MM in winter 2022-2023 to \$229 MM, a 35% decrease.

Most Expensive Homes

1. Lake Winnepesaukee	\$2,093,796
2. North Mill Pond	\$1,046,627

Most Affordable Homes

1. Ossipee Lake	\$798,264
2. North Mill Pond	\$1,046,627

Most Listings

1. Lake Winnepesaukee	159	24.1%	6. Eastman Pond	18	2.9%
2. Lake Winnisquam	35	5.3%	7. Lake Kanasatka	13	2.0%
3. Gould Pond	24	3.9%	7. Locke Lake	13	2.1%
4. North Mill Pond	22	5.3%	7. Newfound Lake	13	2.1%
4. Ossipee Lake	22	3.6%	7. Sunapee Lake	13	2.0%
Total New Hampshire Listings:				659	

Most Homes Available

1. Lake Winnepesaukee	112	26.9%
2. Lake Winnisquam	24	5.8%
3. North Mill Pond	22	5.3%
4. Ossipee Lake	14	3.4%
5. Glen Lake	12	2.9%
6. Locke Lake	11	2.6%
7. Sunapee Lake	9	2.2%
8. Milton Pond	8	1.9%
8. Newfound Lake	8	1.9%
10. Eastman Pond	7	1.7%

Total New Hampshire Home Listings:

417

Most Land Available

1. Lake Winnepesaukee	39	19.5%
2. Gould Pond	19	9.5%
3. Eastman Pond	11	5.5%
4. Highland Lake	8	4.0%
4. Lake Winnisquam	8	4.0%
4. Ossipee Lake	8	4.0%
7. Lower Mountain Lake	6	3.0%
8. Hills Pond	5	2.5%
8. Newfound Lake	5	2.5%
8. Sunset Lake - Alton	5	2.5%

Total New Hampshire Land Listings:

200

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$224,640
2. Gould Pond	\$76,916
3. Eastman Pond	\$32,765

Listings of 10 Acres or More

**

Most Affordable Land per Acre

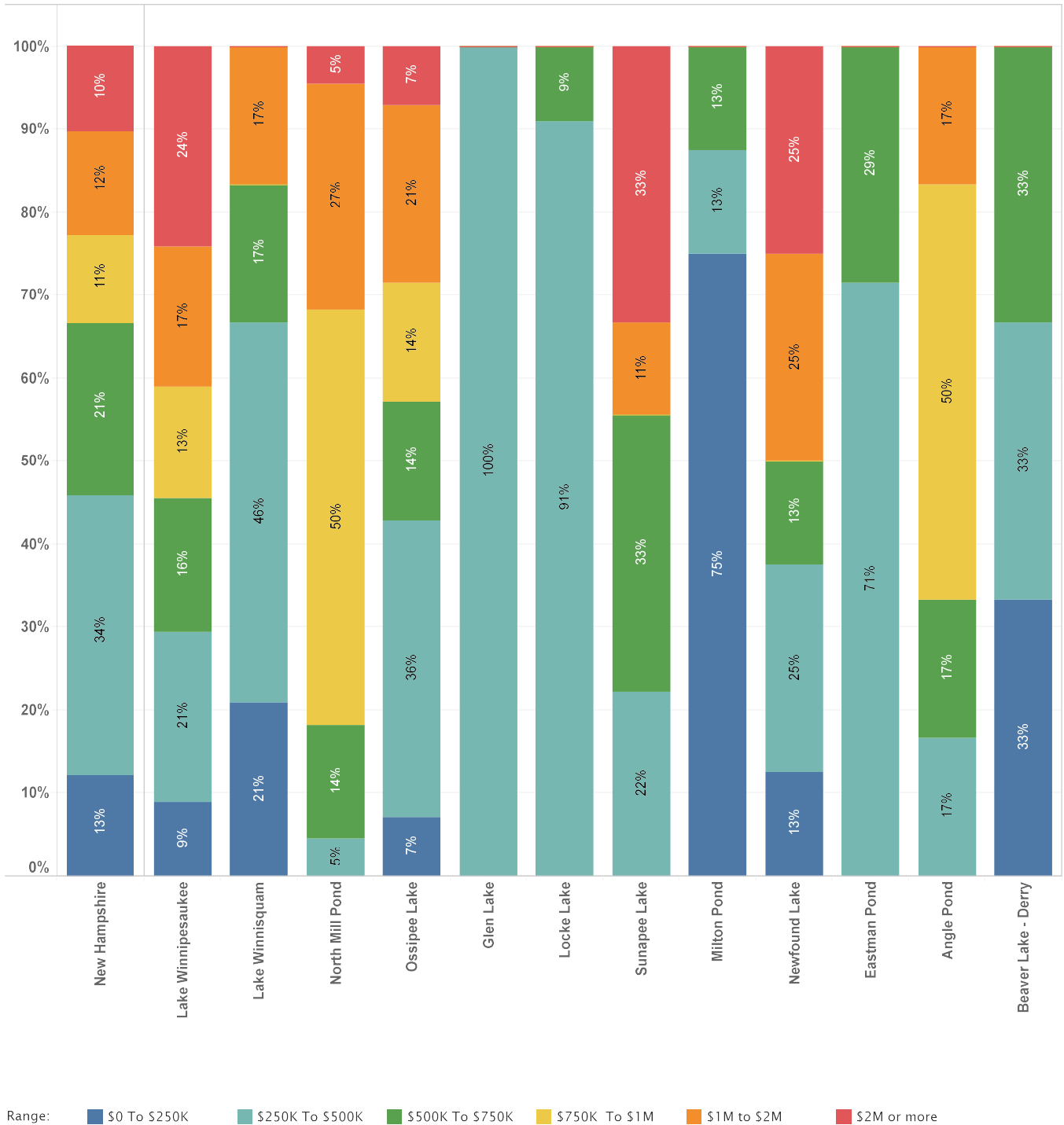
Listings of Less Than 10 Acres

1. Eastman Pond	\$32,765
2. Gould Pond	\$76,916
3. Lake Winnepesaukee	\$224,640

Listings of 10 Acres or More

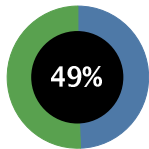
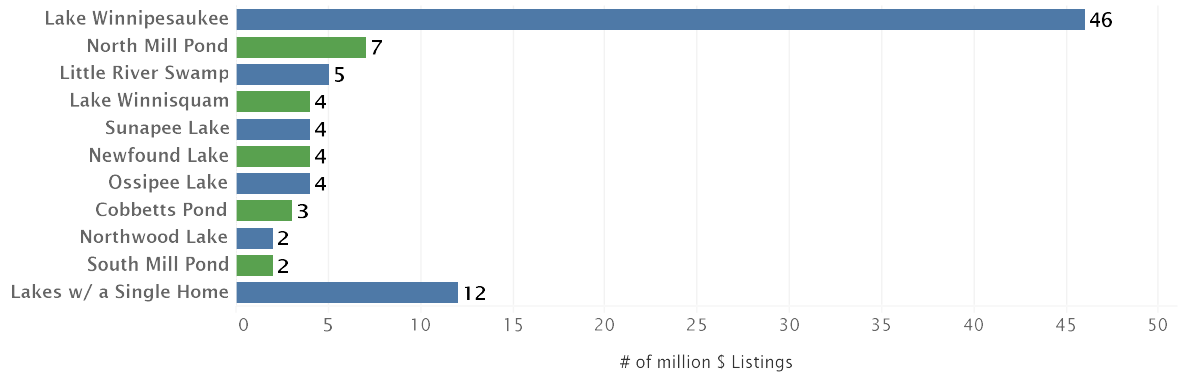
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Price Breakdown by Percentage of Homes in the New Hampshire Market 2023Q1



Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2023Q1

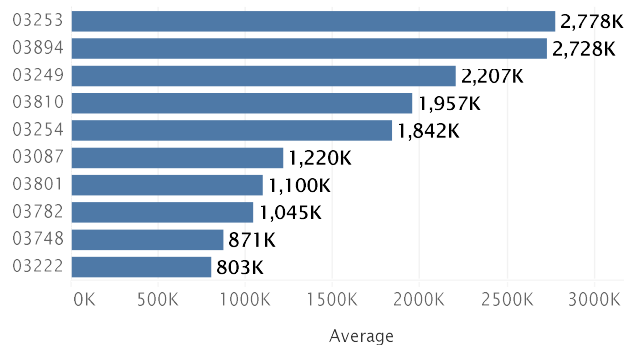


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

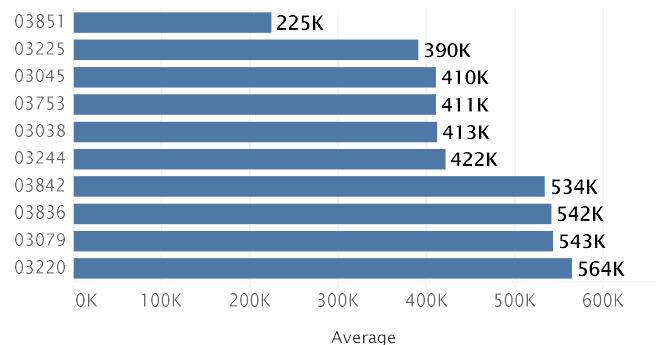
Total Number of \$1M+ Homes

93

Most Expensive ZIP Codes 2023Q1

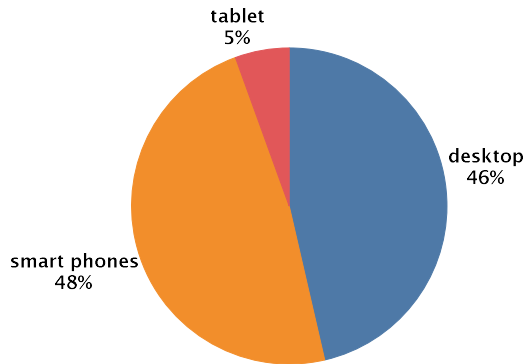


Most Affordable ZIP Codes 2023Q1

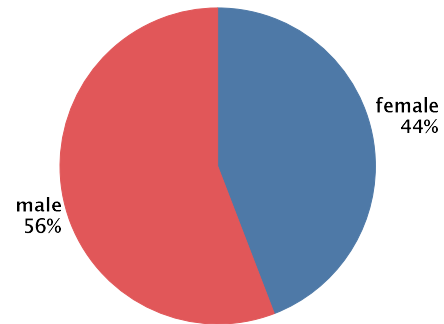


Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2023Q1

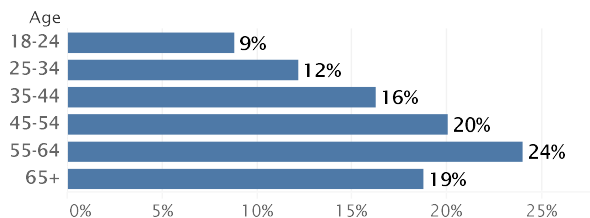


Male/Female Visitors 2023Q1



89% of potential buyers come from outside New Hampshire

What Age Groups are Shopping 2023Q1



New York,

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

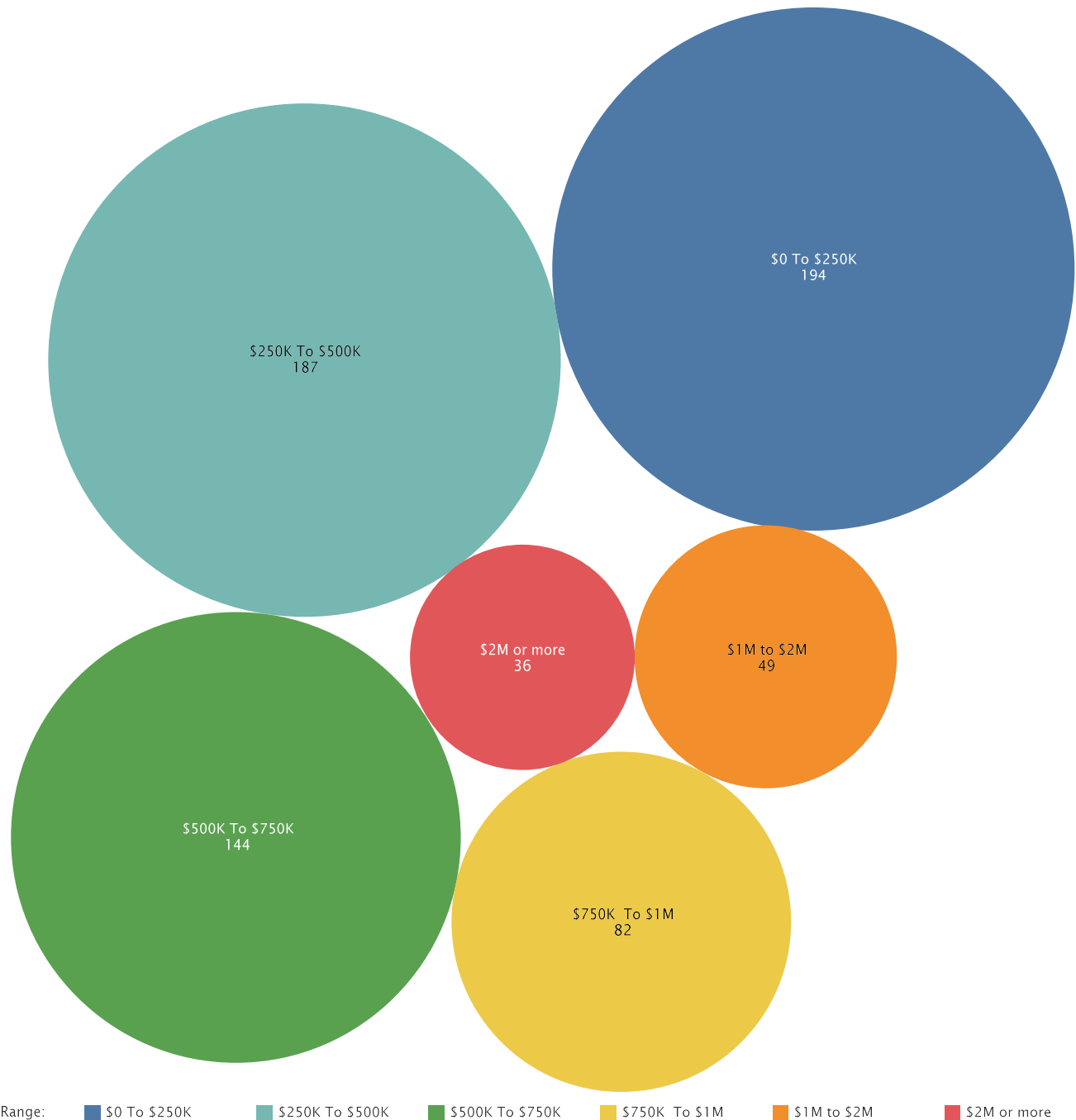
Number 2-10 metros are:

- Hartford & New Haven, CT
- Burlington VT-Plattsburgh, NY
- Washington DC (Hagerstown MD)
- Portland-Auburn, ME
- Providence-New Bedford, MA
- Atlanta, GA
- Philadelphia, PA
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL



NEW YORK

Price Breakdown by Number of Homes in the New York Market 2023Q1



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



New York

The total New York market decreased from \$1 BB in winter 2022-2023 to \$697 MM in spring 2023, a 30% fall.

Largest Markets

1. Lake George	\$120,756,898	17.9%	6. Saratoga Lake	\$35,853,128	5.3%
2. Lake Champlain*	\$83,666,139	12.0%	7. Lake Placid	\$33,814,999	5.0%
3. Canandaigua Lake	\$44,896,100	6.6%	8. Cayuga Lake	\$25,300,499	3.7%
4. Skaneateles Lake	\$42,101,595	6.2%	9. Lake Ontario	\$21,381,167	3.2%
5. Delaware River*	\$40,864,200	5.9%	10. Seneca Lake	\$19,956,820	3.0%

Total New York Market: \$697,349,025

Largest Home Markets

1. Lake George	\$113,537,498	19.9%
2. Lake Champlain*	\$66,332,639	11.6%
3. Canandaigua Lake	\$39,783,300	7.0%
4. Skaneateles Lake	\$34,988,695	6.1%
5. Lake Placid	\$31,590,999	5.5%
6. Delaware River*	\$23,352,600	4.1%
7. Saratoga Lake	\$21,870,328	3.8%
8. Keuka Lake	\$17,842,698	3.1%
9. Cayuga Lake	\$17,050,000	3.0%
10. Chautauqua Lake	\$15,756,850	2.8%

Total New York Home Market: \$570,754,151

Largest Land Markets

1. Saratoga Lake	\$13,982,800	13.4%
2. Lake Champlain*	\$9,275,800	8.9%
3. Cayuga Lake	\$8,250,499	7.9%
4. Lake George	\$7,219,400	6.9%
5. Skaneateles Lake	\$7,112,900	6.8%
6. Lake Ontario	\$6,135,600	5.9%
7. Seneca Lake	\$5,287,300	5.1%
8. Canandaigua Lake	\$5,112,800	4.9%
9. Oneida Lake	\$3,953,300	3.8%
10. Great Sacandaga Lake	\$3,854,699	3.7%

Total New York Land Market: \$104,600,274

The total Lake Champlain market decreased by 29% from winter 2022-2023 to spring 2023.

Most Expensive Homes

1. Skaneateles Lake	\$2,058,159
2. Lake Placid	\$1,755,056

Most Affordable Homes

1. Canandaigua Lake	\$685,919
2. Lake Lonely	\$735,242

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

Most Listings

1. Lake Champlain*	134	11.5%	6. Canandaigua Lake	72	6.2%
2. Lake George	88	7.6%	7. Great Sacandaga Lake	46	4.0%
3. Lake Ontario	82	7.1%	8. Seneca Lake	44	3.8%
4. Oneida Lake	77	6.7%	9. Saratoga Lake	41	3.6%
5. Delaware River*	76	6.5%	10. Cayuga Lake	38	3.3%

Total New York Listings:

1,168

Most Homes Available

1. Lake Champlain*	97	12.1%
2. Lake George	68	8.5%
3. Canandaigua Lake	58	7.2%
4. Oneida Lake	54	6.7%
5. Delaware River*	50	6.2%
6. Lake Ontario	40	5.0%
7. Seneca Lake	36	4.5%
8. Saratoga Lake	33	4.1%
9. Great Sacandaga Lake	27	3.4%
10. Keuka Lake	24	3.0%

Total New York Home Listings:

803

Most Land Available

1. Lake Ontario	42	12.0%
2. Lake Champlain*	30	8.6%
3. Oneida Lake	23	6.6%
4. Lake George	20	5.7%
5. Great Sacandaga Lake	19	5.4%
6. Delaware River*	18	5.1%
7. Cayuga Lake	15	4.3%
7. St Lawrence River	15	4.3%
9. Canandaigua Lake	14	4.0%
9. Loon Lake - Chestertown	14	4.0%

Total New York Land Listings:

350

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Cayuga Lake	\$285,294
2. Lake George	\$165,160
3. Canandaigua Lake	\$157,387
4. St Lawrence River	\$155,981
5. Lake Ontario - Watertown Area	\$120,691
6. Lake Champlain	\$101,154
7. Oneida Lake	\$70,127
8. Great Sacandaga Lake	\$55,348

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$6,393
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

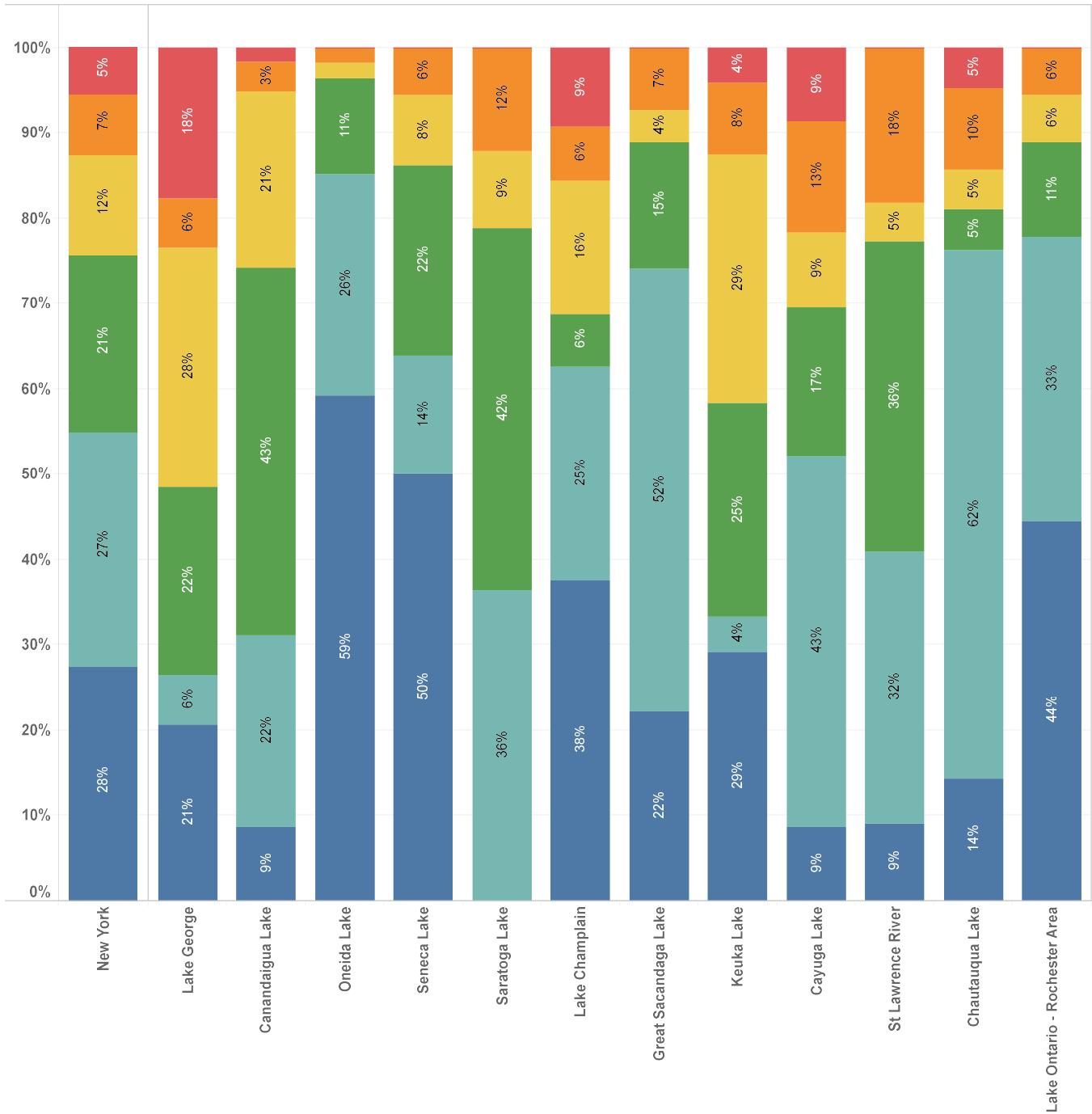
1. Loon Lake - Chestertown	\$26,899
2. Great Sacandaga Lake	\$55,348
3. Oneida Lake	\$70,127
4. Lake Champlain	\$101,154
5. Lake Ontario - Watertown Area	\$120,691
6. St Lawrence River	\$155,981
7. Canandaigua Lake	\$157,387
8. Lake George	\$165,160

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$6,393
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the New York Market 2023Q1

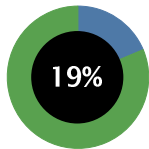
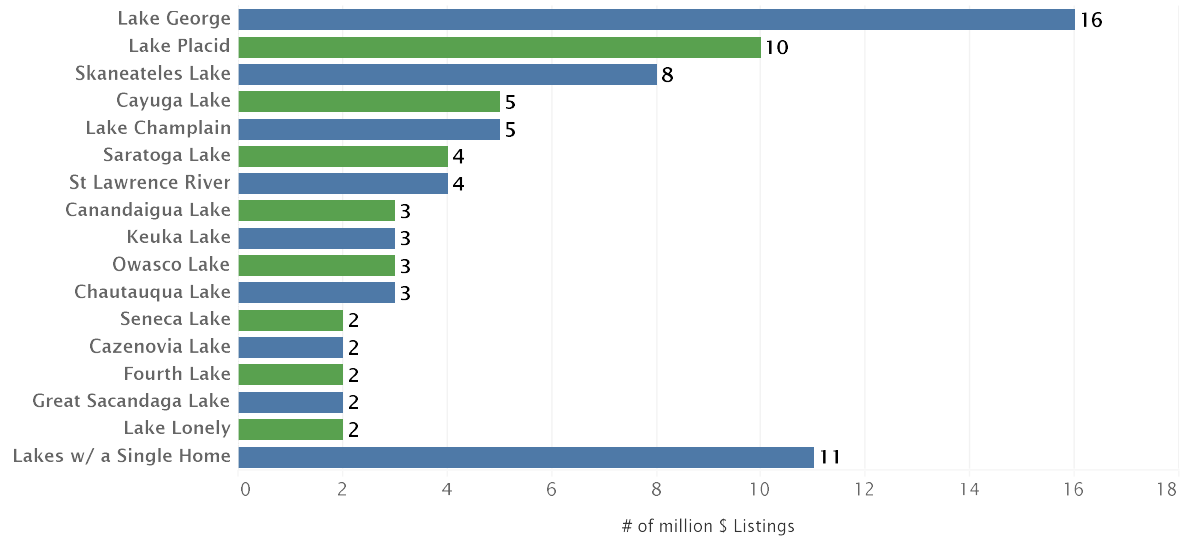


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2023Q1

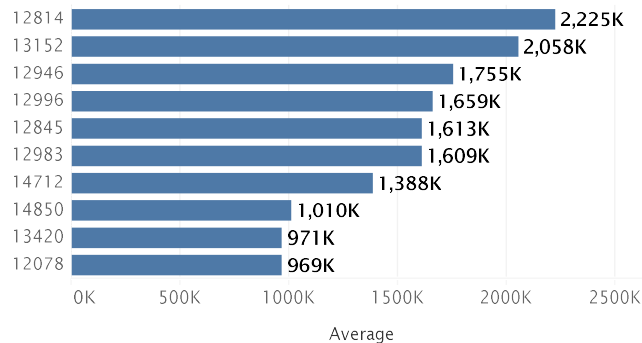


of \$1M+ Homes in New York are on Lake George

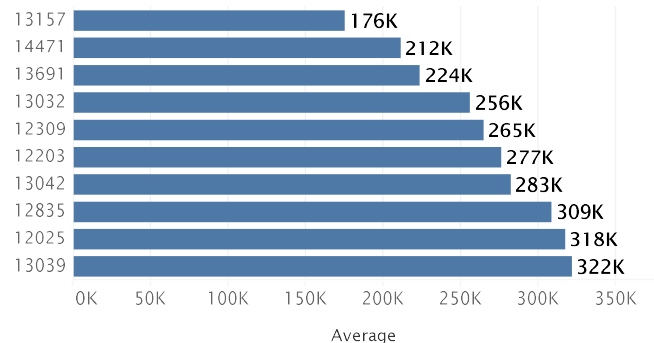
Total Number of \$1M+ Homes

85

Most Expensive ZIP Codes 2023Q1

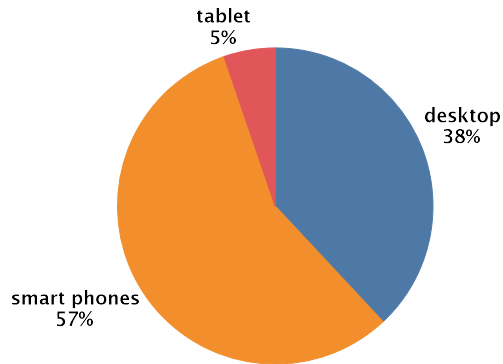


Most Affordable ZIP Codes 2023Q1

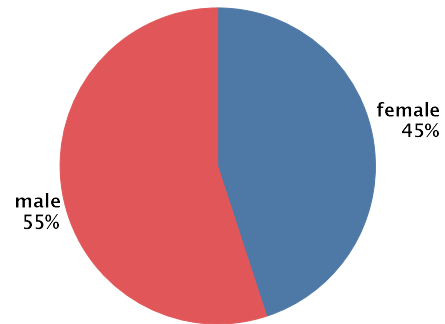


Who's Shopping New York Lake Real Estate

How are shoppers connecting 2023Q1

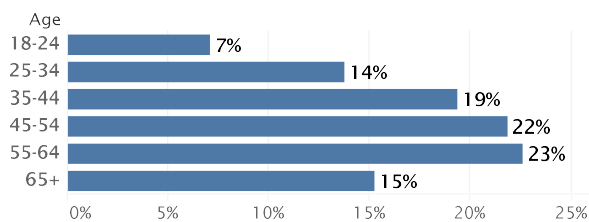


Male/Female Visitors 2023Q1



60% of potential buyers come from outside New York

What Age Groups are Shopping 2023Q1



Washington DC (Hagerstown

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

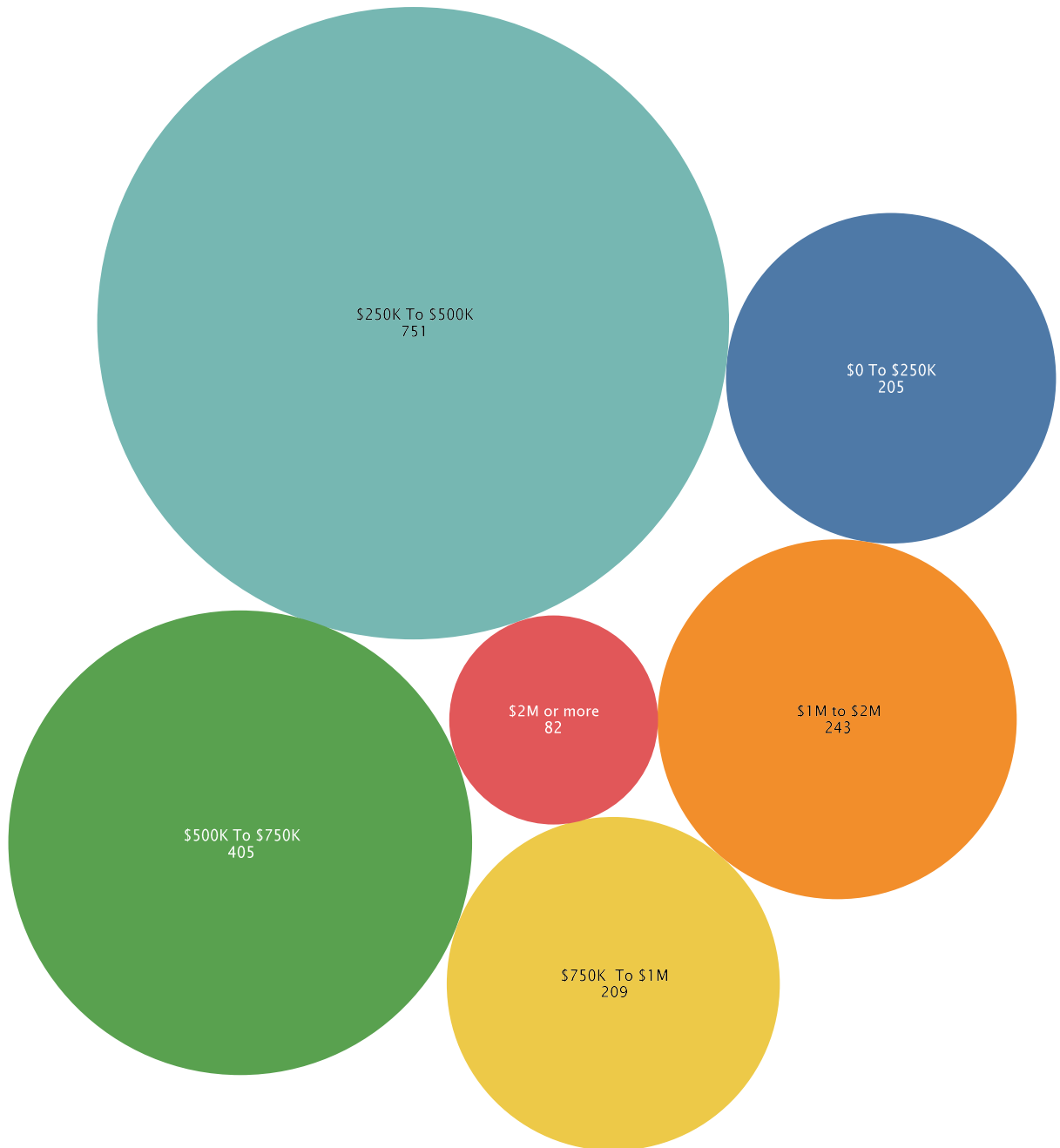
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Philadelphia, PA
- Atlanta, GA
- Tampa-St. Petersburg (Sarasota), FL
- Columbus, OH
- Wilkes Barre-Scranton, PA
- Raleigh-Durham (Fayetteville), NC
- Cleveland-Akron (Canton), OH
- Greenville-Spartanburg-Asheville-Anderson



NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2023Q1



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



North Carolina

The total North Carolina market fell from \$2.4 BB in winter 2022-2023 to \$2.1 BB in spring 2023 resulting in a 13% decrease.

Largest Markets

1. Lake Norman	\$723,806,318	35.0%	6. Lake Hickory	\$66,019,977	3.2%
2. Lake Wylie*	\$318,587,546	15.4%	7. Chatuge Lake*	\$52,075,492	2.5%
3. Jordan Lake	\$119,210,882	5.8%	8. High Rock Lake	\$39,900,219	1.9%
4. Lake Gaston*	\$90,738,798	4.4%	9. Lake Lure	\$36,057,737	1.7%
5. Falls Lake	\$74,063,003	3.6%	10. Lake Tillery	\$35,851,284	1.7%

Total North Carolina Market: \$2,065,941,852

Largest Home Markets

1. Lake Norman	\$552,142,917	36.1%
2. Lake Wylie*	\$243,773,247	15.9%
3. Falls Lake	\$71,949,003	4.7%
4. Jordan Lake	\$71,496,451	4.7%
5. Lake Gaston*	\$63,731,700	4.2%
6. Lake Hickory	\$48,798,587	3.2%
7. Chatuge Lake*	\$40,619,517	2.7%
8. High Rock Lake	\$30,112,490	2.0%
9. Lake Royale	\$26,427,687	1.7%
10. Lake James	\$25,963,900	1.7%

Total North Carolina Home Market: \$1,529,512,093

Largest Land Markets

1. Lake Norman	\$171,663,401	32.0%
2. Lake Wylie*	\$74,814,299	13.9%
3. Jordan Lake	\$47,714,431	8.9%
4. Lake Gaston*	\$27,007,098	5.0%
5. Bear Creek Lake	\$20,544,600	3.8%
6. Lake Mackintosh	\$19,735,750	3.7%
7. Lake Rhodhiss	\$17,732,794	3.3%
8. Lake Hickory	\$17,221,390	3.2%
9. Lake Lure	\$15,142,737	2.8%
10. Chatuge Lake*	\$11,455,975	2.1%

Total North Carolina Land Market: \$536,429,759

64% of homes on Lake Jordan are valued at \$1M or more.

Most Expensive Homes

1. Falls Lake	\$1,598,867
2. Jordan Lake	\$1,254,324

Most Affordable Homes

1. Mountain Island Lake	\$705,256
2. Lake Lure	\$746,964

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

Most Listings

1. Lake Norman	859	20.1%	6. High Rock Lake	183	4.3%
2. Lake Wylie*	524	12.3%	7. Lake Lure	164	3.8%
3. Lake Hickory	325	7.6%	8. Chatuge Lake*	151	3.5%
4. Lake Gaston*	289	6.8%	9. Lake Royale	150	3.5%
5. Lake Rhodhiss	209	4.9%	10. Lake Tillery	142	3.3%
Total North Carolina Listings:				4,275	

Most Homes Available

1. Lake Norman	603	28.4%
2. Lake Wylie*	407	19.2%
3. Lake Hickory	107	5.0%
4. Lake Gaston*	94	4.4%
5. High Rock Lake	71	3.3%
6. Lake Royale	70	3.3%
7. Badin Lake	61	2.9%
8. Jordan Lake	57	2.7%
9. Lake Tillery	56	2.6%
10. Oak Hollow Lake	53	2.5%

Total North Carolina Home Listings: 2,124

Most Land Available

1. Lake Norman	256	11.9%
2. Lake Hickory	218	10.1%
3. Lake Gaston*	195	9.1%
4. Lake Rhodhiss	192	8.9%
5. Lake Lure	136	6.3%
6. Lake Wylie*	117	5.4%
7. High Rock Lake	112	5.2%
8. Chatuge Lake*	106	4.9%
9. Lake Tillery	86	4.0%
10. Lake Royale	80	3.7%

Total North Carolina Land Listings: 2,151

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Norman	\$259,896
2. Lake Junaluska	\$188,392
3. Jordan Lake	\$153,003
4. Lake Royale	\$145,064
5. Lake Wylie	\$141,866
6. Lake Tillery	\$123,469
7. Lake Toxaway	\$123,176
8. Lake Gaston	\$116,110

Listings of 10 Acres or More

1. Lake Norman	\$78,621
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

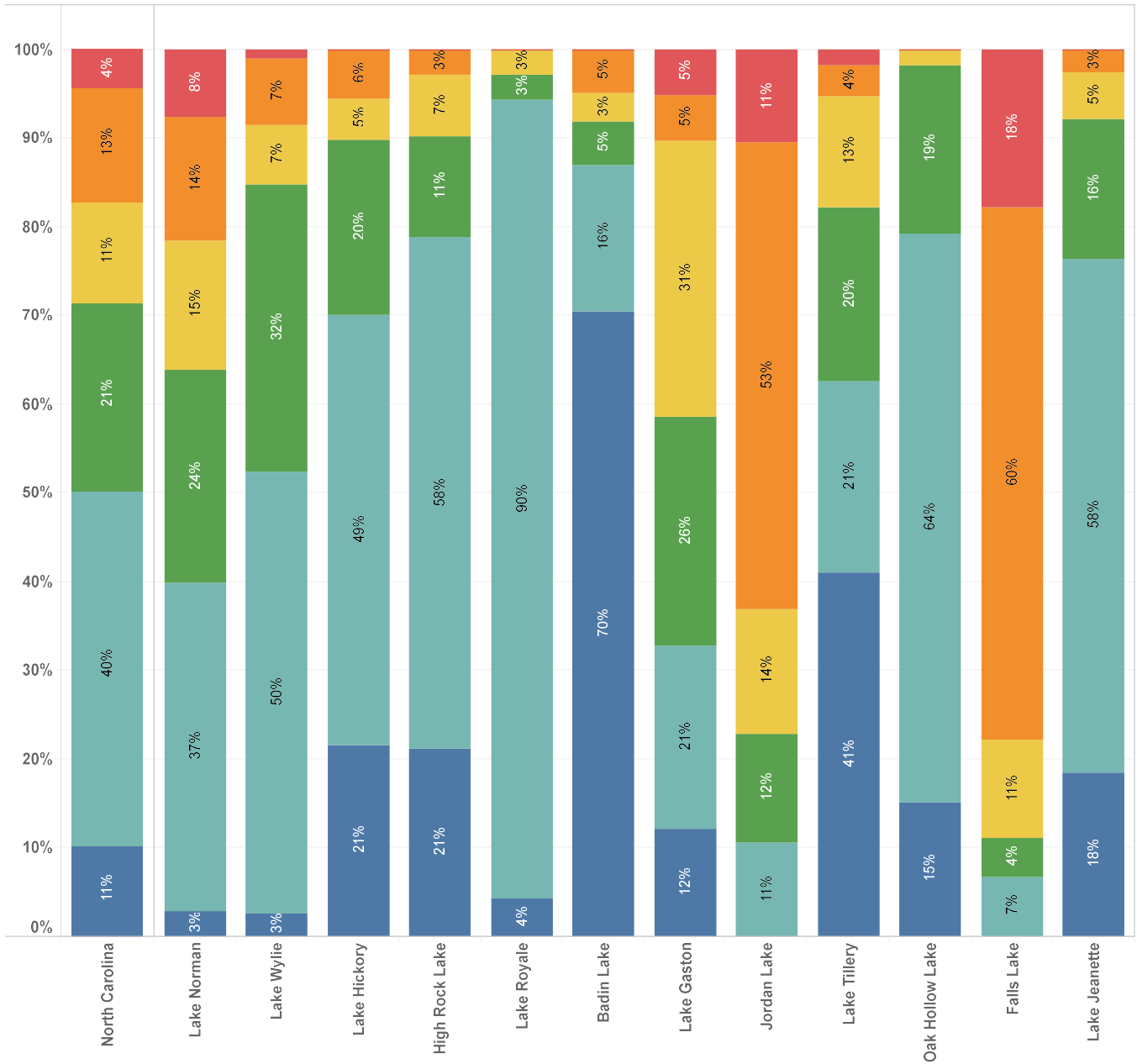
1. Hidden Lake - Nebo	\$10,574
2. Hickory Nut Lower Lake	\$25,649
3. Bald Mountain Lake	\$26,193
4. Blewett Falls Lake	\$28,024
5. Hickory Nut Upper Lake	\$36,244
6. Lake Lookout	\$38,109
7. Lake Adger	\$42,665
8. Lake Wanteska	\$43,019

Listings of 10 Acres or More

1. Lake Rhodhiss	\$12,770
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the North Carolina Market 2023Q1

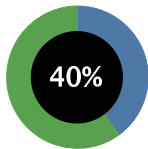
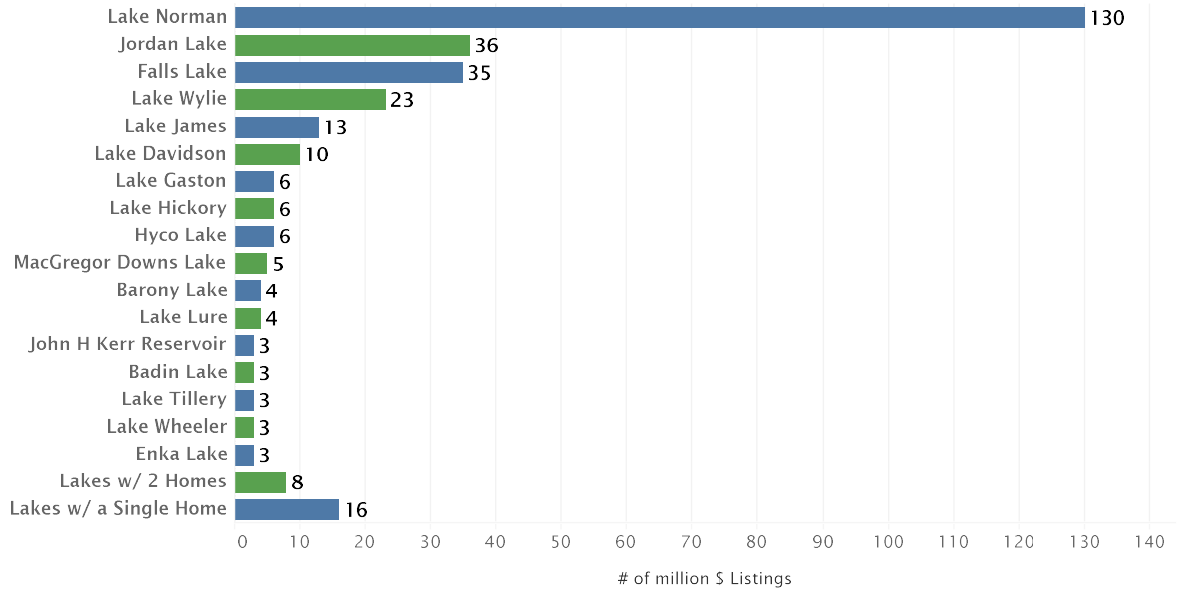


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2023Q1

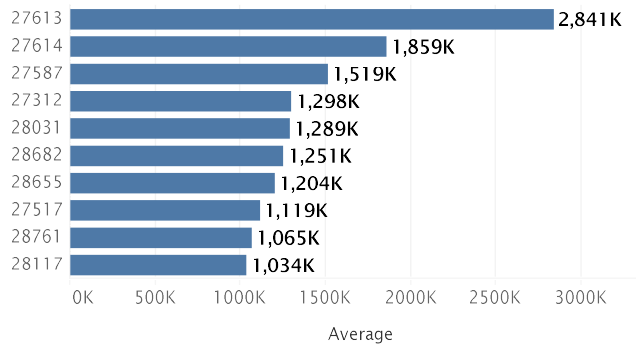


of \$1M+ Homes in North Carolina are on Lake Norman

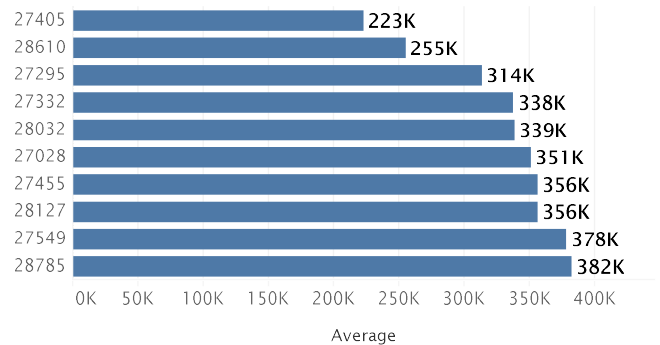
Total Number of \$1M+ Homes

325

Most Expensive ZIP Codes 2023Q1

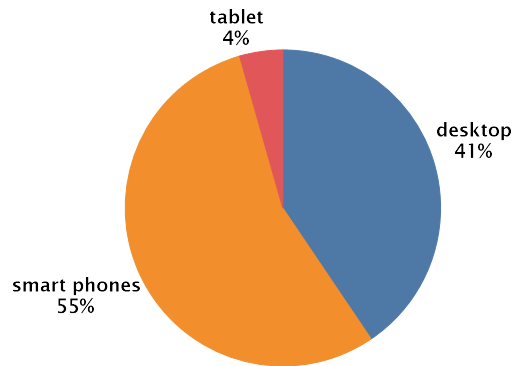


Most Affordable ZIP Codes 2023Q1

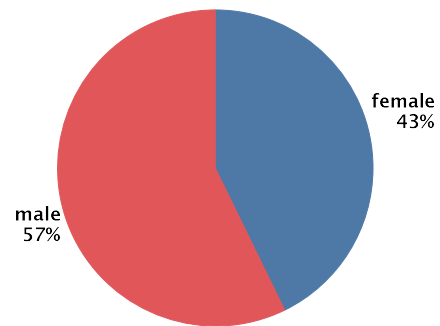


Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2023Q1

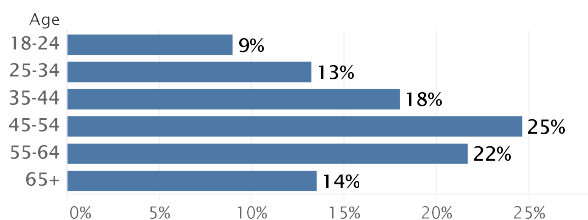


Male/Female Visitors 2023Q1



74% of potential buyers come from outside North Carolina

What Age Groups are Shopping 2023Q1



Atlanta

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

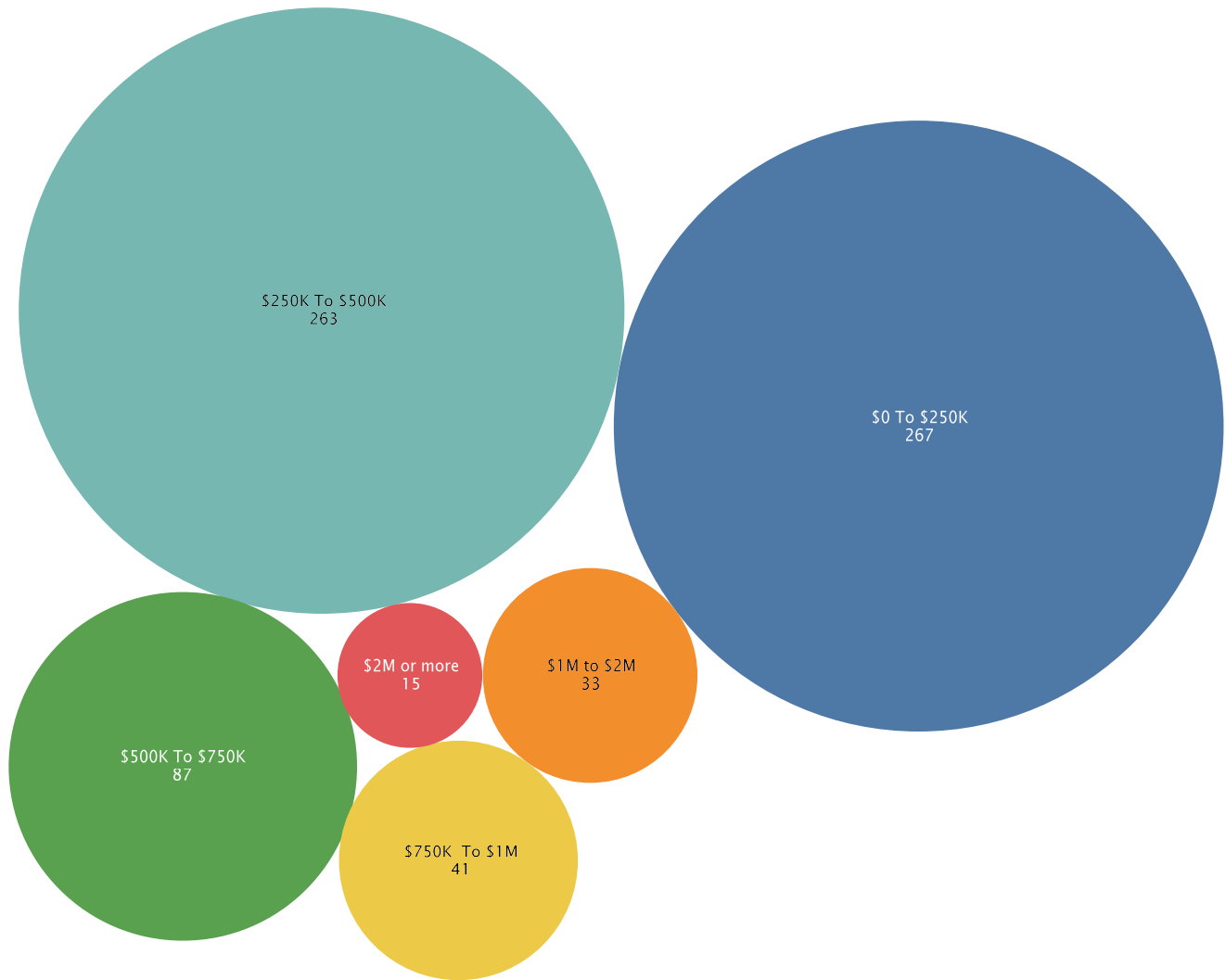
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- New York, NY
- Greenville-Spartanburg-Asheville-Anderson
- Philadelphia, PA
- Norfolk-Portsmouth-Newport News, VA
- Chicago, IL
- Tampa-St. Petersburg (Sarasota), FL
- Boston MA-Manchester, NH
- Columbus, OH



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2023Q1



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



Oklahoma

The Oklahoma home market fell \$44 MM (-11%) since the winter 2022-2023 report.

Largest Markets

1. Lake Texoma*	\$183,388,633	29.0%	6. Lake Hudson	\$25,810,349	4.1%
2. Grand Lake	\$117,768,525	18.6%	7. Oologah Lake	\$23,826,698	3.8%
3. Lake Eufaula	\$104,729,725	16.6%	8. Tenkiller Lake	\$19,222,600	3.0%
4. Skiatook Lake	\$45,087,039	7.1%	9. Fort Gibson Lake	\$17,376,148	2.7%
5. Keystone Lake	\$34,029,157	5.4%	10. Lake Claremore	\$14,344,800	2.3%
Total Oklahoma Market:				\$632,545,072	

Largest Home Markets

1. Lake Texoma*	\$90,713,762	24.3%
2. Grand Lake	\$86,407,525	23.2%
3. Lake Eufaula	\$69,243,042	18.6%
4. Skiatook Lake	\$28,384,899	7.6%
5. Keystone Lake	\$19,752,197	5.3%
6. Tenkiller Lake	\$12,826,800	3.4%
7. Fort Gibson Lake	\$12,105,598	3.2%
8. Lake Hudson	\$11,747,699	3.1%
9. Oologah Lake	\$10,973,098	2.9%
10. Lake Claremore	\$9,899,300	2.7%

Total Oklahoma Home Market: \$372,989,320

Largest Land Markets

1. Lake Texoma*	\$66,085,871	33.8%
2. Lake Eufaula	\$30,192,783	15.4%
3. Grand Lake	\$25,281,000	12.9%
4. Skiatook Lake	\$14,939,140	7.6%
5. Keystone Lake	\$11,617,060	5.9%
6. Oologah Lake	\$10,553,600	5.4%
7. Lake Hudson	\$8,067,650	4.1%
8. Tenkiller Lake	\$5,310,800	2.7%
9. Okmulgee Lake	\$4,230,000	2.2%
10. Arbuckle Lake	\$4,148,800	2.1%

Total Oklahoma Land Market: \$195,657,153

The lakes on the Largest Home Markets list have generally maintained their ranking since winter 2022-2023.

Most Expensive Homes

1. Grand Lake	\$691,718
2. Lake Texoma	\$666,898

Most Affordable Homes

1. Skiatook Lake	\$440,248
2. Lake Claremore	\$454,265

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

Most Listings

1. Lake Eufaula	486	24.8%	6. Tenkiller Lake	110	5.6%
2. Lake Texoma*	437	22.3%	7. Lake Hudson	85	4.3%
3. Grand Lake	251	12.8%	8. Fort Gibson Lake	77	3.9%
4. Skiatook Lake	132	6.7%	9. Oologah Lake	76	3.9%
5. Keystone Lake	127	6.5%	10. Lake Claremore	32	1.6%
Total Oklahoma Listings:				1,958	

Most Homes Available

1. Lake Eufaula	175	21.6%
2. Lake Texoma*	168	20.7%
3. Grand Lake	135	16.6%
4. Keystone Lake	59	7.3%
4. Skiatook Lake	59	7.3%
6. Fort Gibson Lake	40	4.9%
7. Lake Hudson	35	4.3%
8. Tenkiller Lake	34	4.2%
9. Oologah Lake	28	3.5%
10. Lake Claremore	22	2.7%

Total Oklahoma Home Listings:

811

Most Land Available

1. Lake Eufaula	299	27.6%
2. Lake Texoma*	254	23.4%
3. Grand Lake	111	10.2%
4. Tenkiller Lake	73	6.7%
5. Skiatook Lake	69	6.4%
6. Keystone Lake	62	5.7%
7. Lake Hudson	48	4.4%
8. Oologah Lake	46	4.2%
9. Fort Gibson Lake	33	3.0%
10. Sardis Lake	17	1.6%

Total Oklahoma Land Listings:

1,084

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Texoma	\$93,406
2. Grand Lake	\$92,466
3. Skiatook Lake	\$84,269
4. Lake Eufaula	\$72,299
5. Lake Hudson	\$43,824
6. Sardis Lake	\$39,144
7. Tenkiller Lake	\$35,136
8. Keystone Lake	\$32,505

Listings of 10 Acres or More

1. Grand Lake	\$22,253
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

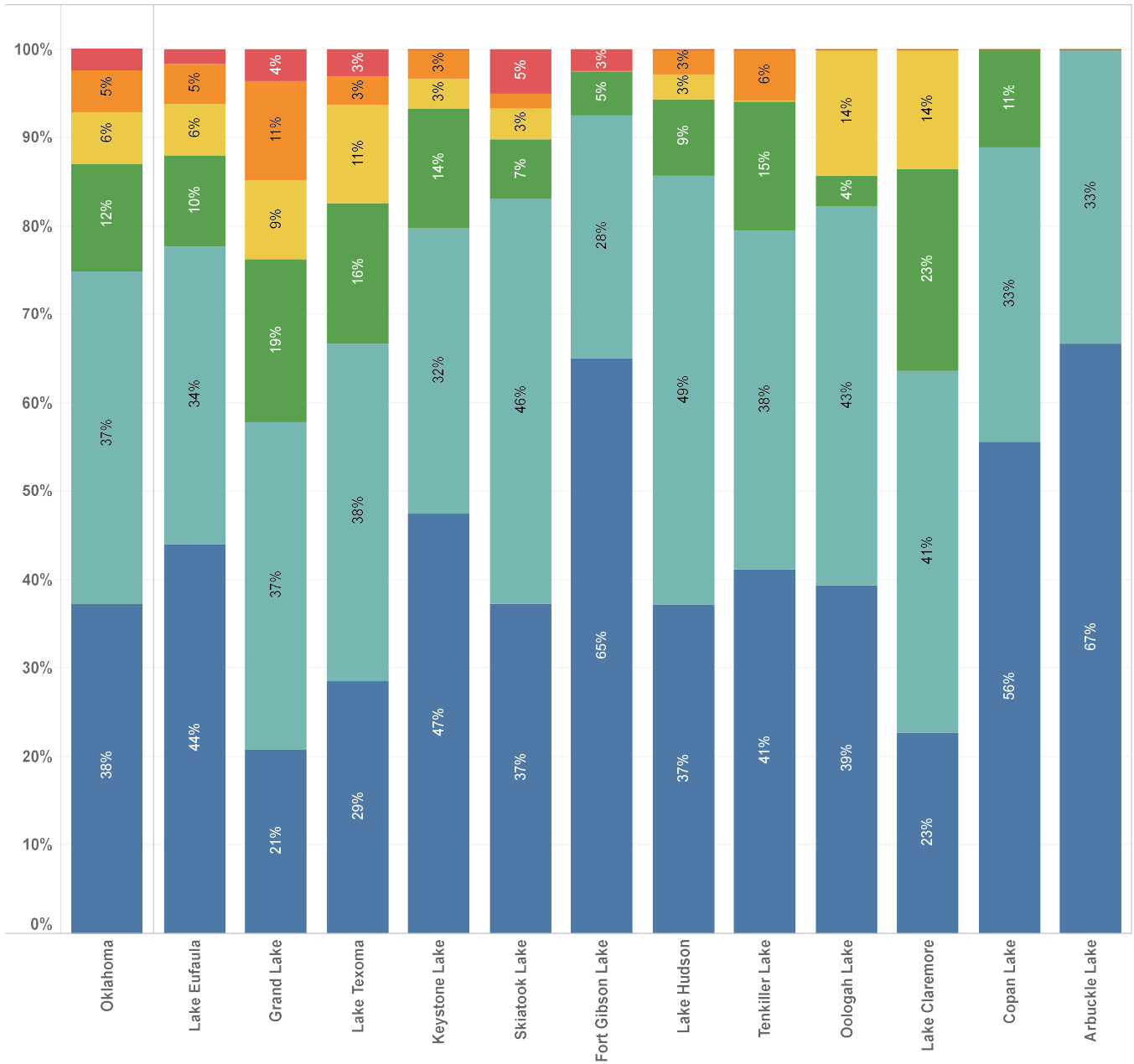
1. Birch Lake	\$11,304
2. Oologah Lake	\$23,754
3. Fort Gibson Lake	\$24,142
4. Copan Lake	\$31,351
5. Keystone Lake	\$32,505
6. Tenkiller Lake	\$35,136
7. Sardis Lake	\$39,144
8. Lake Hudson	\$43,824

Listings of 10 Acres or More

1. Lake Eufaula	\$4,449
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Oklahoma Market 2023Q1

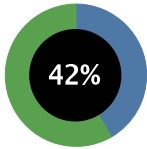
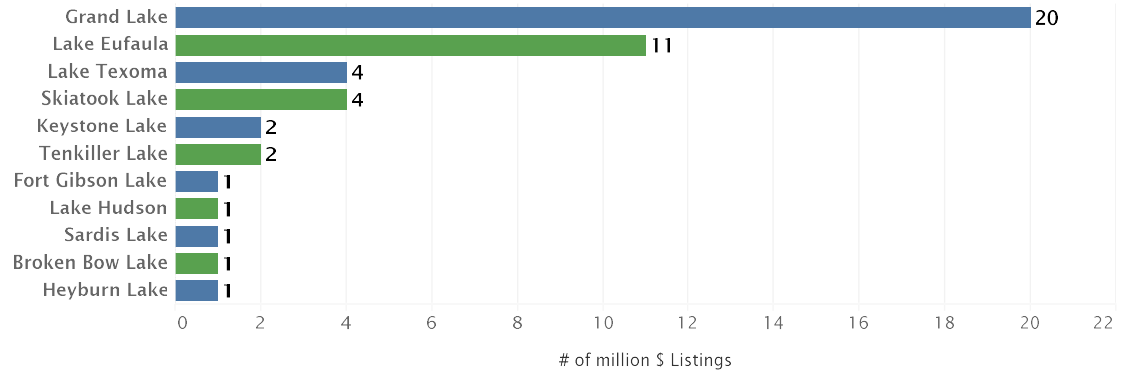


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2023Q1

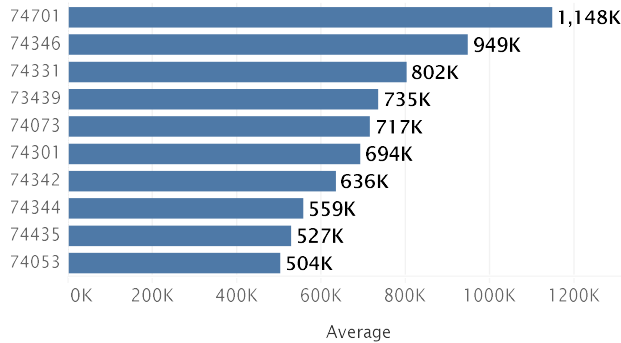


of \$1M+ Homes in Oklahoma are on Grand Lake

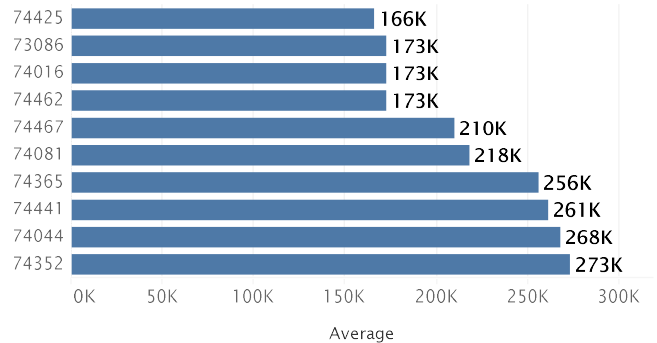
Total Number of \$1M+ Homes

48

Most Expensive ZIP Codes 2023Q1

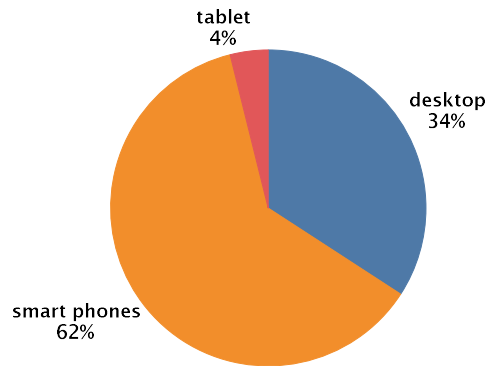


Most Affordable ZIP Codes 2023Q1

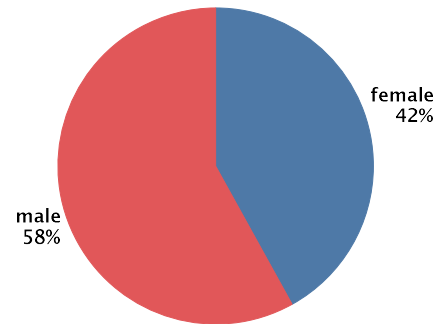


Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

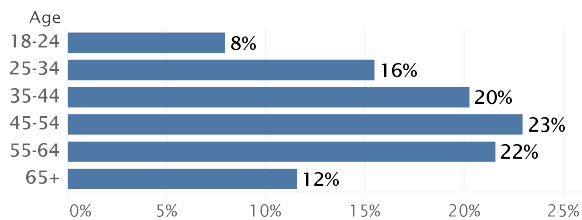


74% of potential buyers come from outside Oklahoma

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q1



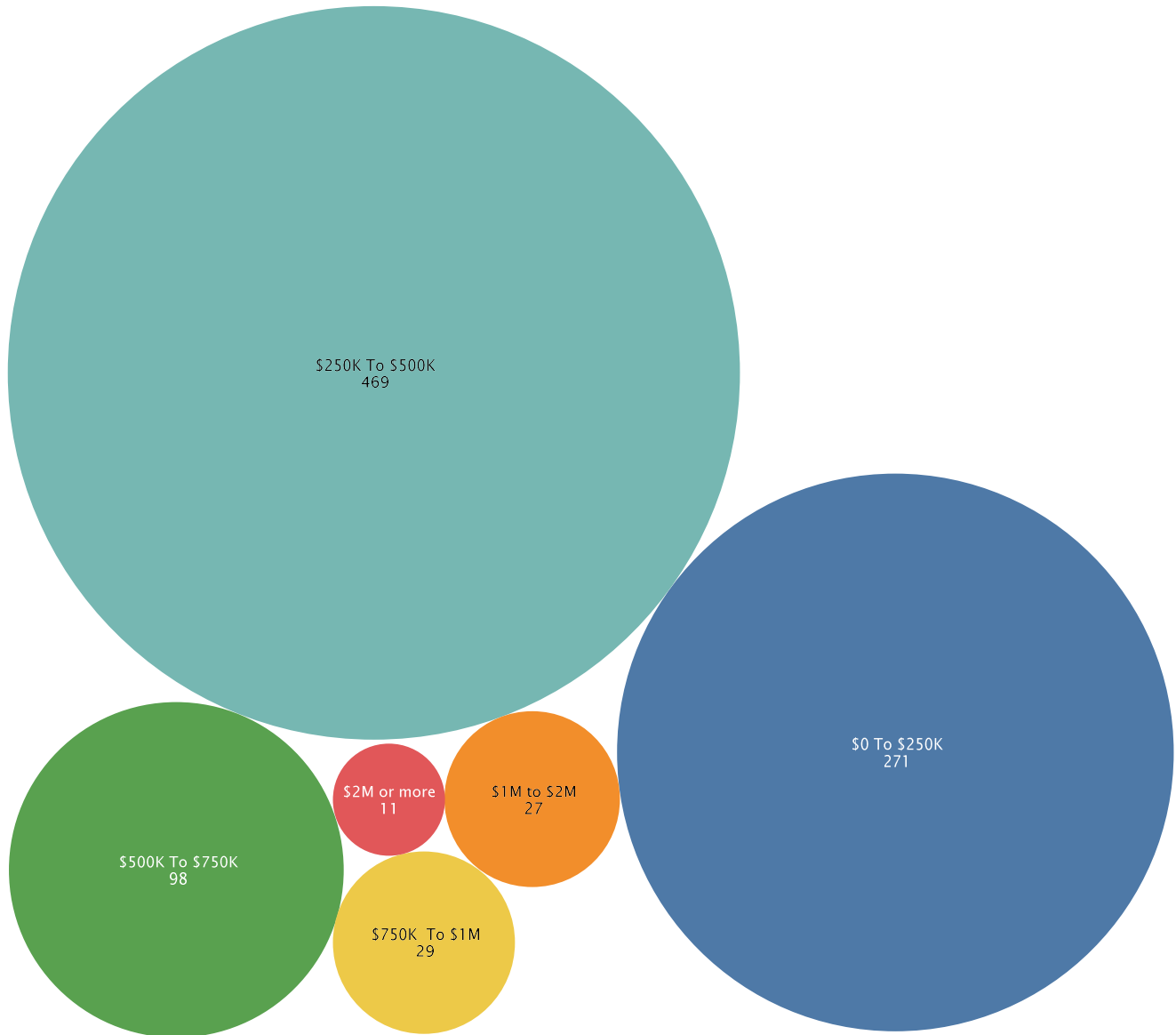
Number 2-10 metros are:

- Denver, CO
- Chicago, IL
- Wichita-Hutchinson, KS
- Kansas City, MO
- Houston, TX
- Minneapolis-St. Paul, MN
- Joplin MO-Pittsburg, KS
- Springfield, MO
- St. Louis, MO



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2023Q1



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



Pennsylvania

The total Pennsylvania market fell from \$575 MM in winter 2022-2023 to \$440 MM in spring 2023.

Largest Markets

1. Lake Wallenpaupack	\$49,541,287	11.3%	6. Lake Erie	\$18,335,999	4.3%
2. Delaware River*	\$40,864,200	9.3%	7. Arrowhead Lakes	\$17,276,300	4.1%
3. Lake Harmony - Split Rock	\$22,207,528	5.3%	8. Springton Reservoir	\$15,324,900	3.6%
4. Roamingwood Lake	\$20,941,445	5.0%	9. Westcolang Lake	\$13,649,110	3.2%
5. Pocono Country Place	\$19,914,028	4.7%	10. Indian Mountain Lakes	\$12,083,038	2.9%

Total Pennsylvania Market: \$439,734,689

Largest Home Markets

1. Lake Wallenpaupack	\$45,237,099	11.9%
2. Delaware River*	\$23,352,600	6.1%
3. Lake Harmony - Split Rock	\$21,373,628	5.6%
4. Roamingwood Lake	\$20,621,400	5.4%
5. Pocono Country Place	\$19,770,329	5.2%
6. Arrowhead Lakes	\$16,832,800	4.4%
7. Lake Erie	\$15,372,799	4.0%
8. Springton Reservoir	\$15,059,900	4.0%
9. Westcolang Lake	\$13,415,710	3.5%
10. Hemlock Farms Area Lakes	\$10,929,985	2.9%

Total Pennsylvania Home Market: \$380,077,522

Largest Land Markets

1. Delaware River*	\$3,574,700	8.6%
2. Lake Wallenpaupack	\$3,330,288	8.0%
3. Edinboro Lake	\$3,094,300	7.5%
4. Lake Erie	\$2,963,200	7.1%
5. Lake Naomi	\$2,731,699	6.6%
6. East Park Reservoir	\$1,817,100	4.4%
7. Sunrise Lake	\$1,665,900	4.0%
8. Indian Mountain Lakes	\$1,393,440	3.4%
9. Lake Winola - Overfield Twp	\$1,214,000	2.9%
10. Greenwood Acres	\$1,190,000	2.9%

Total Pennsylvania Land Market: \$41,516,467

The Pennsylvania home market decreased from \$511 MM in winter 2022-2023 to \$380 MM in spring 2023.

Most Expensive Homes

1. Springton Reservoir	\$1,158,454
2. Lake Harmony - Split Rock	\$791,616

Most Affordable Homes

1. Roamingwood Lake	\$396,565
2. Westcolang Lake	\$419,241

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

Most Listings

1. Lake Wallenpaupack	137	8.2%	6. Arrowhead Lakes	67	4.1%
2. Indian Mountain Lakes	102	6.2%	6. Towamensing Trails	67	4.1%
3. Pocono Country Place	82	5.0%	8. Lake Erie	44	2.7%
4. Roamingwood Lake	78	4.7%	9. Westcolang Lake	43	2.6%
5. Delaware River*	76	4.6%	10. Big Bass Lake	40	2.4%
Total Pennsylvania Listings:				1,664	

Most Homes Available

1. Pocono Country Place	74	8.1%
2. Lake Wallenpaupack	67	7.3%
3. Roamingwood Lake	52	5.7%
4. Delaware River*	50	5.5%
5. Arrowhead Lakes	46	5.0%
6. Lake Erie	35	3.8%
7. Indian Mountain Lakes	32	3.5%
7. Westcolang Lake	32	3.5%
9. Hemlock Farms Area Lakes	28	3.1%
10. Lake Harmony - Split Rock	27	3.0%

Total Pennsylvania Home Listings:

912

Most Land Available

1. Indian Mountain Lakes	70	9.5%
2. Lake Wallenpaupack	67	9.1%
3. Towamensing Trails	43	5.8%
4. Big Bass Lake	26	3.5%
4. Roamingwood Lake	26	3.5%
6. Greenwood Acres	23	3.1%
7. Edinboro Lake	22	3.0%
8. Arrowhead Lakes	21	2.9%
8. Fawn Lake	21	2.9%
10. Walker Lake	19	2.6%

Total Pennsylvania Land Listings:

736

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir	\$3,795,000
2. Lake Naomi	\$273,126
3. Lake Wallenpaupack	\$72,555
4. Arrowhead Lakes	\$72,231
5. Greenwood Acres	\$68,866
6. Stillwater Lake - Pocono Summit	\$64,336
7. Locust Lake	\$55,743
8. Edinboro Lake	\$49,855

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

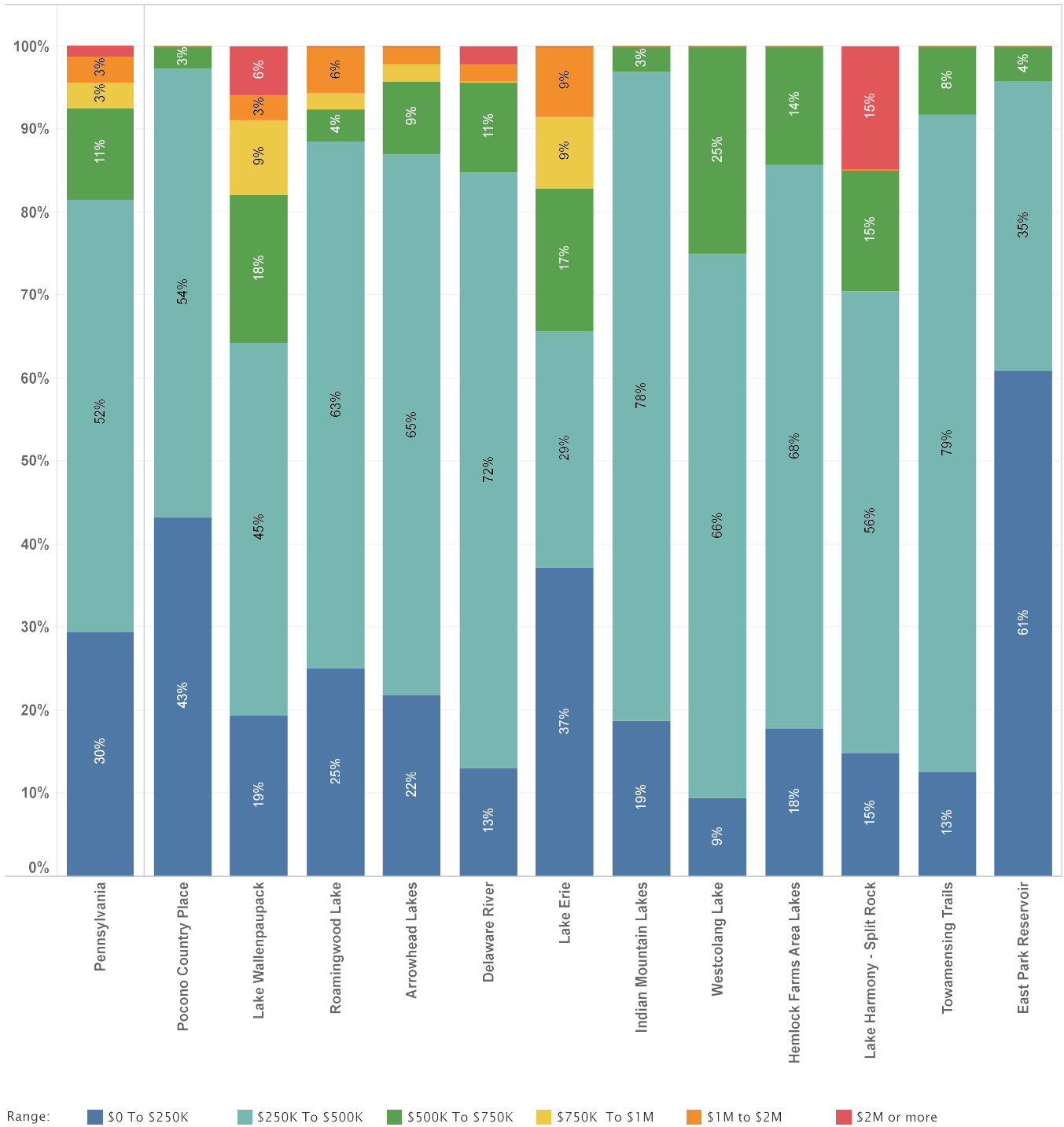
1. Tink Wig Lake	\$15,061
2. Fawn Lake	\$16,948
3. Woodledge Lake	\$17,984
4. Walker Lake	\$18,454
5. Conashaugh Lake	\$19,163
6. Big Bass Lake	\$19,944
7. Holiday Pocono	\$21,808
8. Roamingwood Lake	\$26,212

Listings of 10 Acres or More

**

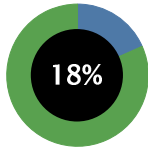
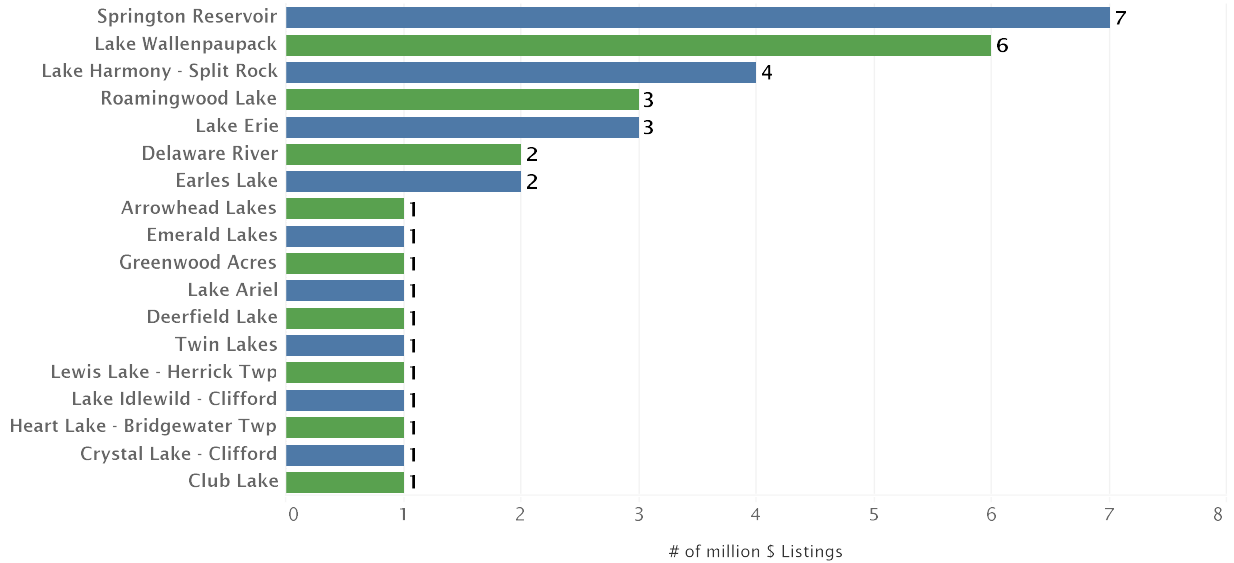
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Pennsylvania Market 2023Q1



Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2023Q1

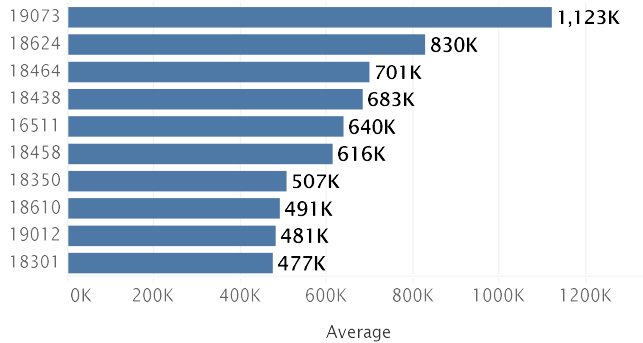


of \$1M+ Homes in Pennsylvania are on Springton Reservoir

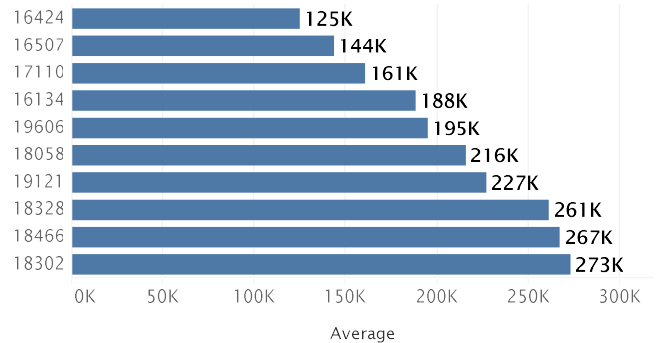
Total Number of \$1M+ Homes

38

Most Expensive ZIP Codes 2023Q1

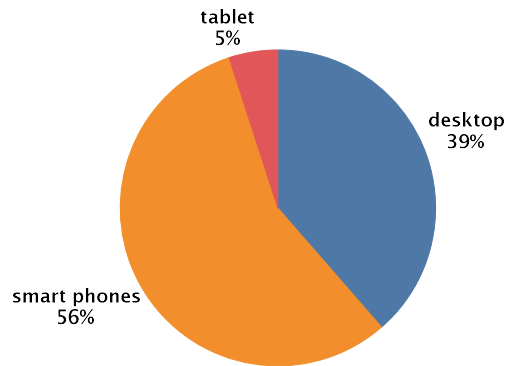


Most Affordable ZIP Codes 2023Q1

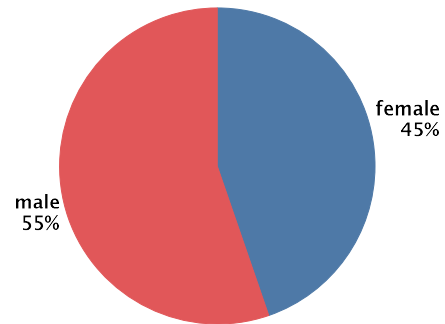


Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

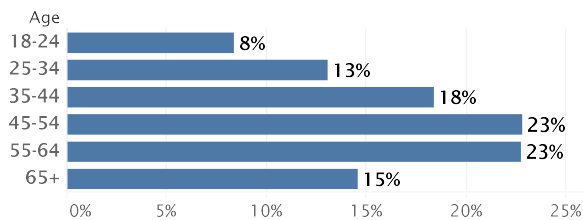


70% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2023Q1



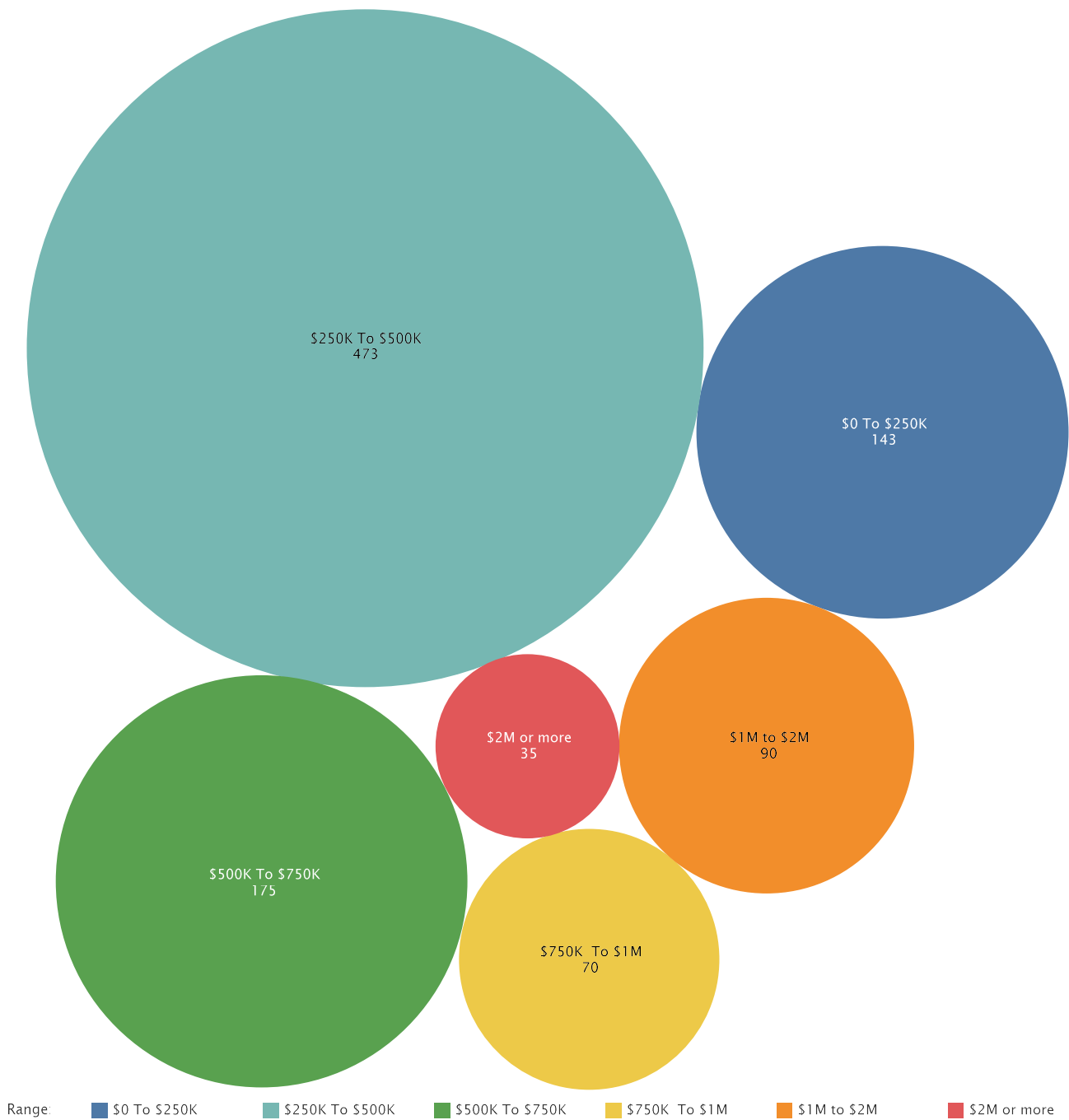
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Boston MA-Manchester, NH
- Columbus, OH
- Raleigh-Durham (Fayetteville), NC
- Greenville-Spartanburg-Asheville-Anderson
- Tampa-St. Petersburg (Sarasota), FL
- Cleveland-Akron (Canton), OH
- Baltimore, MD



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2023Q1



South Carolina

The South Carolina market has seen a decrease of \$213 MM (16%) from winter 2022-2023 to spring 2023.

Largest Markets

1. Lake Wylie*	\$318,587,546	27.5%	6. Thurmond Lake*	\$48,773,035	4.2%
2. Lake Keowee	\$236,809,809	20.4%	7. Lake Greenwood	\$47,559,237	4.1%
3. Lake Hartwell*	\$177,900,030	15.3%	8. Lake Moultrie	\$22,876,348	2.0%
4. Lake Murray	\$124,535,179	10.7%	9. Lake Wateree	\$22,711,000	2.0%
5. Lake Marion	\$73,209,860	6.3%	10. Lake Carolina	\$22,574,647	1.9%

Total South Carolina Market: \$1,161,511,682

Largest Home Markets

1. Lake Wylie*	\$243,773,247	29.3%
2. Lake Keowee	\$167,011,328	20.1%
3. Lake Hartwell*	\$121,166,730	14.6%
4. Lake Murray	\$85,877,975	10.3%
5. Lake Marion	\$48,524,827	5.8%
6. Thurmond Lake*	\$33,115,450	4.0%
7. Lake Greenwood	\$32,864,098	3.9%
8. Lake Carolina	\$21,566,147	2.6%
9. Lake Wateree	\$17,066,700	2.1%
10. Lake Moultrie	\$12,157,500	1.5%

Total South Carolina Home Market: \$832,160,903

Largest Land Markets

1. Lake Wylie*	\$74,814,299	22.8%
2. Lake Keowee	\$69,798,481	21.3%
3. Lake Hartwell*	\$56,733,300	17.3%
4. Lake Murray	\$38,657,204	11.8%
5. Lake Marion	\$23,810,033	7.3%
6. Thurmond Lake*	\$15,657,585	4.8%
7. Lake Greenwood	\$14,045,139	4.3%
8. Lake Moultrie	\$10,718,848	3.3%
9. Lake Wateree	\$5,644,300	1.7%
10. Richard B. Russell Lake*	\$2,702,200	0.8%

Total South Carolina Land Market: \$327,825,779

53% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,438,153
2. Lake Murray	\$665,179

Most Affordable Homes

1. Lake Hartwell	\$518,134
2. Lake Wylie	\$585,432

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

Most Listings

1. Lake Hartwell*	613	21.4%	6. Lake Murray	237	8.3%
2. Lake Wylie*	524	18.3%	7. Lake Greenwood	166	5.8%
3. Lake Keowee	340	11.9%	8. Lake Moultrie	62	2.2%
4. Thurmond Lake*	320	11.2%	9. Lake Carolina	58	2.0%
5. Lake Marion	270	9.4%	9. Lake Wateree	58	2.0%
Total South Carolina Listings:				2,868	

Most Homes Available

1. Lake Wylie*	407	29.8%
2. Lake Hartwell*	232	17.0%
3. Lake Marion	139	10.2%
4. Lake Murray	135	9.9%
5. Lake Keowee	114	8.4%
6. Thurmond Lake*	65	4.8%
7. Lake Greenwood	55	4.0%
8. Lake Carolina	50	3.7%
9. Lake Moultrie	32	2.3%
10. Lake Wateree	27	2.0%

Total South Carolina Home Listings: 1,364

Most Land Available

1. Lake Hartwell*	381	25.4%
2. Thurmond Lake*	255	17.0%
3. Lake Keowee	226	15.0%
4. Lake Marion	130	8.7%
5. Lake Wylie*	117	7.8%
6. Lake Greenwood	110	7.3%
7. Lake Murray	102	6.8%
8. Lake Wateree	31	2.1%
9. Lake Moultrie	30	2.0%
9. Richard B. Russell Lake*	30	2.0%

Total South Carolina Land Listings: 1,502

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Murray	\$247,124
2. Lake Wylie	\$150,101
3. Lake Keowee	\$137,558
4. Lake Hartwell	\$108,264
5. Lake Secession	\$95,356
6. Lake Greenwood	\$83,551
7. Thurmond Lake	\$82,243
8. Lake Wateree	\$80,517

Listings of 10 Acres or More

1. Lake Murray	\$116,398
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

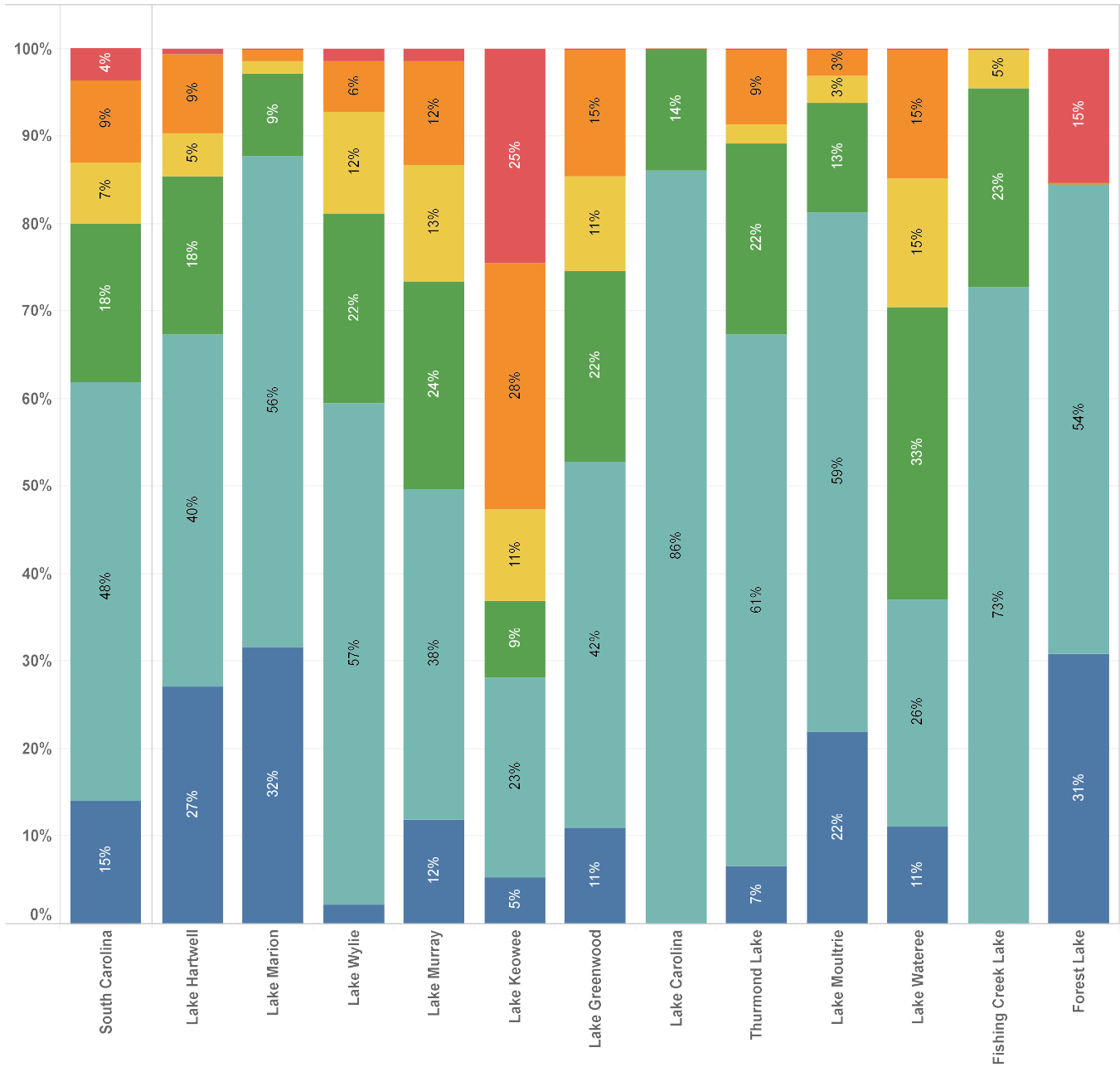
1. Lake Marion	\$57,327
2. Lake Moultrie	\$64,355
3. Lake Wateree	\$80,517
4. Thurmond Lake	\$82,243
5. Lake Greenwood	\$83,551
6. Lake Secession	\$95,356
7. Lake Hartwell	\$108,264
8. Lake Keowee	\$137,558

Listings of 10 Acres or More

1. Lake Greenwood	\$10,937
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the South Carolina Market 2023Q1

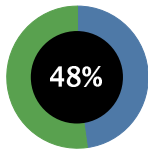
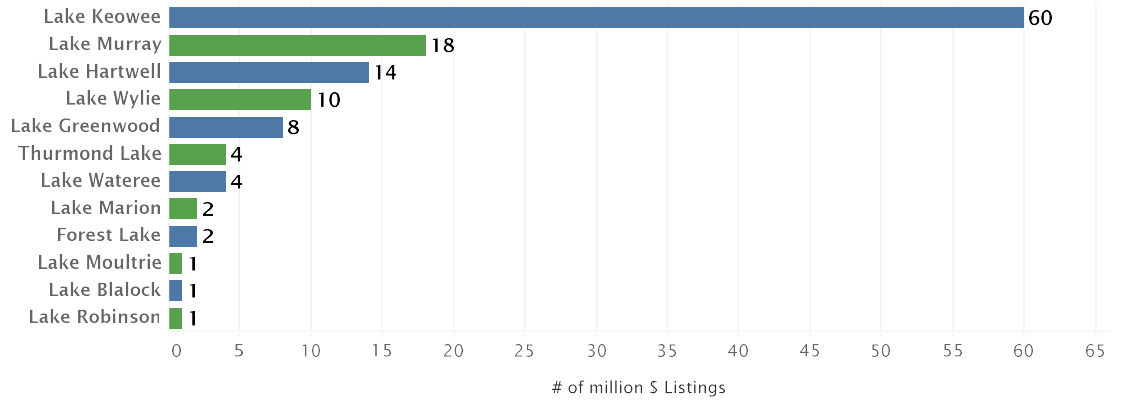


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2023Q1

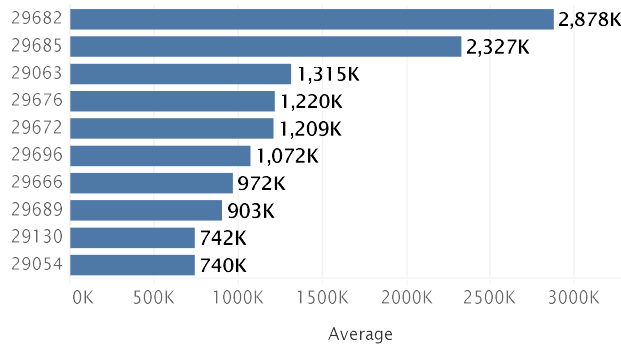


of \$1M+ Homes in South Carolina are on Lake Keowee

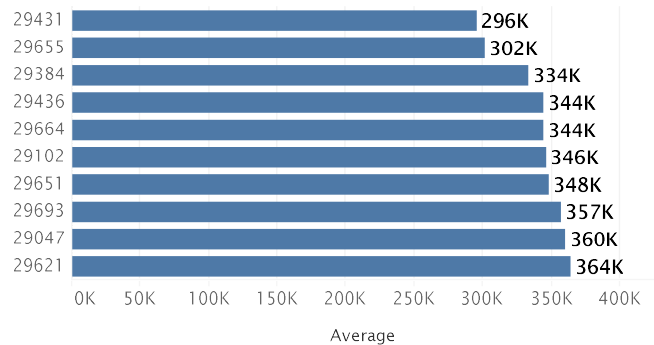
Total Number of \$1M+ Homes

125

Most Expensive ZIP Codes 2023Q1

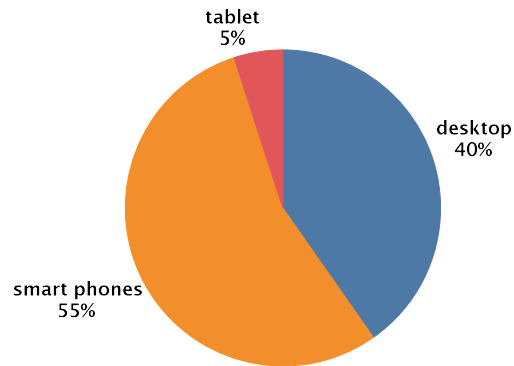


Most Affordable ZIP Codes 2023Q1

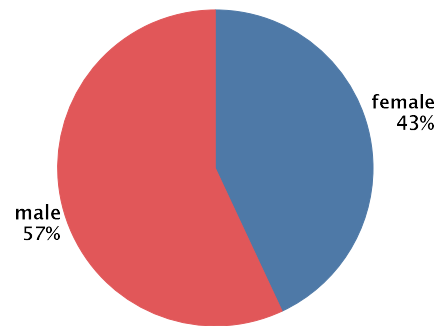


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2023Q1

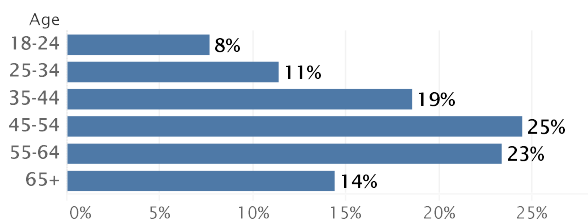


Male/Female Visitors 2023Q1



83% of potential buyers come from outside South Carolina

What Age Groups are Shopping 2023Q1



Atlanta

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

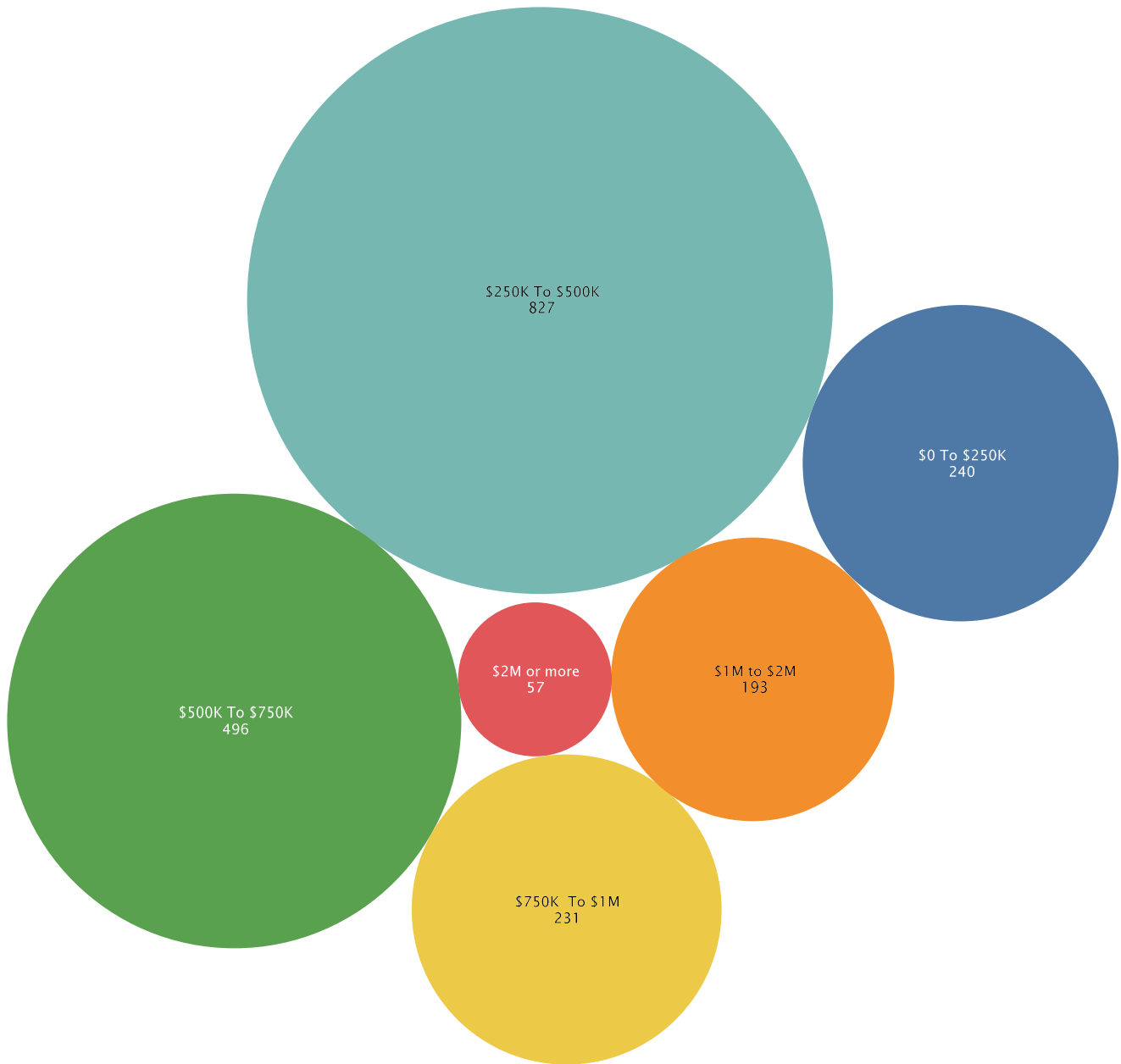
Number 2-10 metros are:

- Greenville-Spartanburg-Asheville-Anderson
- Charlotte, NC
- Washington DC (Hagerstown MD)
- New York, NY
- Raleigh-Durham (Fayetteville), NC
- Chicago, IL
- Philadelphia, PA
- Boston MA-Manchester, NH
- Savannah, GA



TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2023Q1



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



Tennessee

The Tennessee market decreased from \$2.2 BB in winter 2022-2023 to \$1.9 BB in spring 2023, a 14% fall.

Largest Markets

1. Old Hickory Lake	\$425,638,577	22.3%	6. Watts Bar Lake	\$89,569,454	4.7%
2. Tellico Lake	\$144,457,136	7.6%	7. Norris Lake	\$85,946,275	4.5%
3. J. Percy Priest Lake	\$121,083,487	6.3%	8. Nickajack Lake	\$80,363,515	4.2%
4. Tims Ford Lake	\$119,218,051	6.2%	9. Chickamauga Lake	\$72,331,325	3.8%
5. Fort Loudoun Lake	\$110,674,240	5.8%	10. Kentucky Lake*	\$69,790,665	3.7%

Total Tennessee Market:

\$1,908,839,885

Largest Home Markets

1. Old Hickory Lake	\$370,884,666	26.3%
2. Tellico Lake	\$114,153,723	8.1%
3. Tims Ford Lake	\$101,068,508	7.2%
4. J. Percy Priest Lake	\$97,309,589	6.9%
5. Fort Loudoun Lake	\$81,863,874	5.8%
6. Nickajack Lake	\$59,291,446	4.2%
7. Chickamauga Lake	\$52,848,825	3.8%
8. Norris Lake	\$52,597,348	3.7%
9. Kentucky Lake*	\$49,560,299	3.5%
10. Watts Bar Lake	\$48,159,773	3.4%

Total Tennessee Home Market:

\$1,409,296,133

Largest Land Markets

1. Old Hickory Lake	\$54,753,911	11.0%
2. Watts Bar Lake	\$41,409,681	8.3%
3. Norris Lake	\$33,348,927	6.7%
4. Tellico Lake	\$30,303,413	6.1%
5. Douglas Lake	\$29,646,248	5.9%
6. Fort Loudoun Lake	\$28,810,366	5.8%
7. Center Hill Lake	\$25,027,915	5.0%
8. J. Percy Priest Lake	\$23,773,898	4.8%
9. Watauga Lake	\$21,215,894	4.2%
10. Nickajack Lake	\$21,072,069	4.2%

Total Tennessee Land Market:

\$499,543,752

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

Most Expensive Homes

1. Dale Hollow Lake	\$1,087,926
2. Fort Loudoun Lake	\$993,939

Most Affordable Homes

1. Tims Ford Lake	\$779,835
2. Norris Lake	\$780,087

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

Most Listings

1. Old Hickory Lake	572	10.9%	6. Center Hill Lake	253	4.8%
2. Watts Bar Lake	398	7.6%	7. Lake Barkley*	243	4.6%
3. Tellico Lake	382	7.3%	8. Cherokee Lake	228	4.3%
4. Norris Lake	371	7.1%	9. J. Percy Priest Lake	227	4.3%
5. Kentucky Lake*	288	5.5%	10. Tims Ford Lake	217	4.1%

Total Tennessee Listings:

5,250

Most Homes Available

1. Old Hickory Lake	485	22.6%
2. J. Percy Priest Lake	210	9.8%
3. Tellico Lake	169	7.9%
4. Tims Ford Lake	131	6.1%
5. Watts Bar Lake	85	4.0%
6. Fort Loudoun Lake	83	3.9%
7. Nickajack Lake	80	3.7%
8. Kentucky Lake*	77	3.6%
9. Norris Lake	72	3.4%
10. Boone Lake	66	3.1%

Total Tennessee Home Listings:

2,148

Most Land Available

1. Watts Bar Lake	313	10.1%
2. Norris Lake	299	9.6%
3. Tellico Lake	213	6.9%
4. Kentucky Lake*	211	6.8%
5. Center Hill Lake	193	6.2%
6. Lake Barkley*	186	6.0%
7. Cherokee Lake	179	5.8%
8. Lake Tansi	146	4.7%
9. Douglas Lake	136	4.4%
10. Chickamauga Lake	111	3.6%

Total Tennessee Land Listings:

3,102

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Fort Loudoun Lake	\$335,205
2. Nickajack Lake	\$265,472
3. J. Percy Priest Lake	\$256,041
4. Tellico Lake	\$234,758
5. Old Hickory Lake	\$226,950
6. Pickwick Lake	\$191,226
7. Tims Ford Lake	\$125,712
8. Tennessee River - West/Middle TN	\$110,512

Listings of 10 Acres or More

1. Tennessee River - West/Middle TN	\$32,890
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

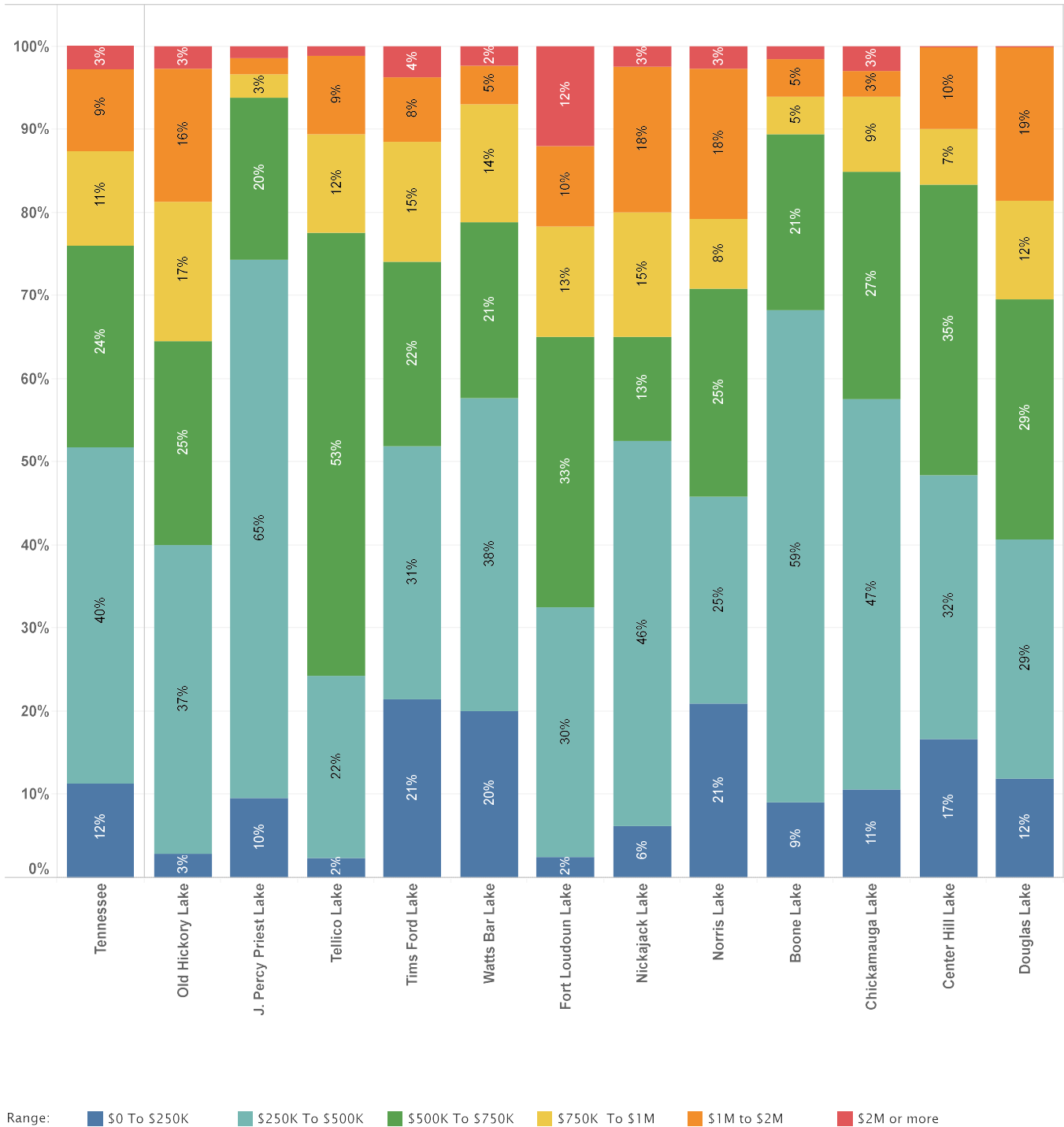
1. Cordell Hull Lake	\$19,168
2. Lake Pomeroy	\$20,720
3. Lake Catherine	\$24,738
4. Hiwassee River	\$25,559
5. Lake Barkley	\$26,330
6. Kentucky Lake	\$32,290
7. Lake Malvern	\$38,340
8. Fort Patrick Henry Lake	\$39,707

Listings of 10 Acres or More

1. Kentucky Lake	\$4,405
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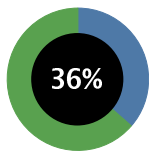
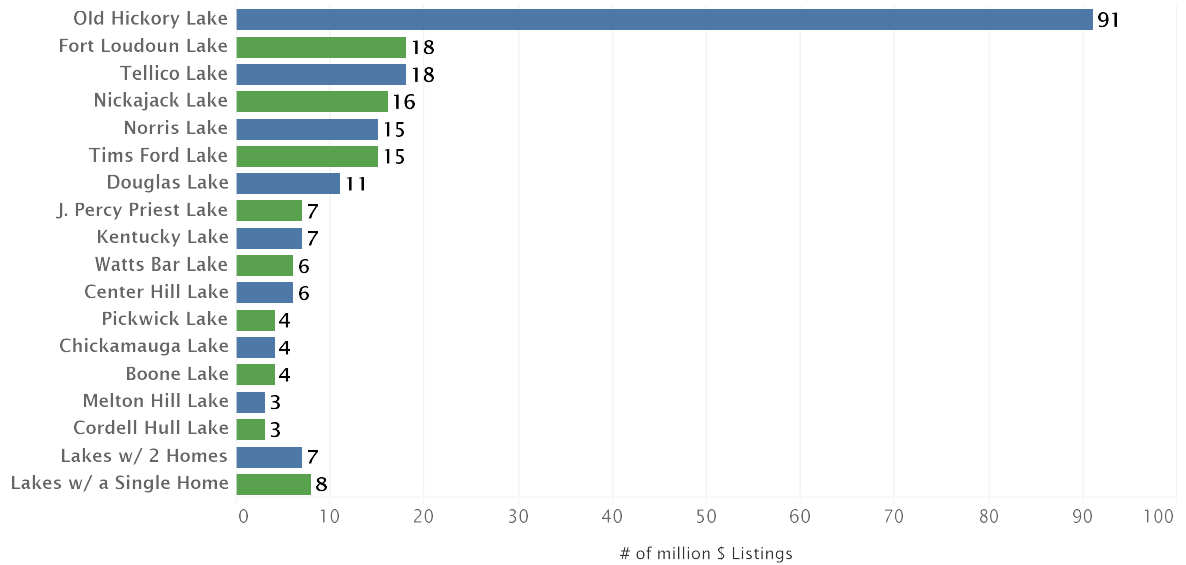
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Tennessee Market 2023Q1



Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2023Q1

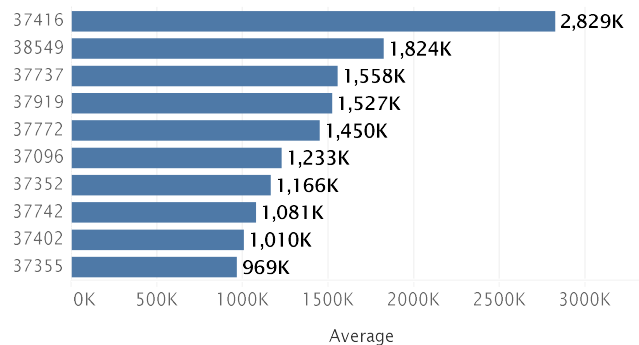


of \$1M+ Homes in Tennessee are on Old Hickory Lake

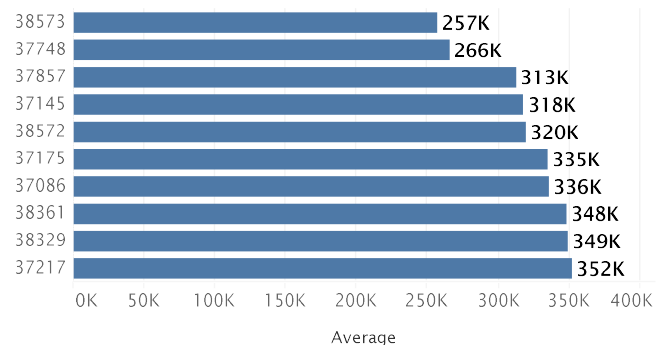
Total Number of \$1M+ Homes

250

Most Expensive ZIP Codes 2023Q1

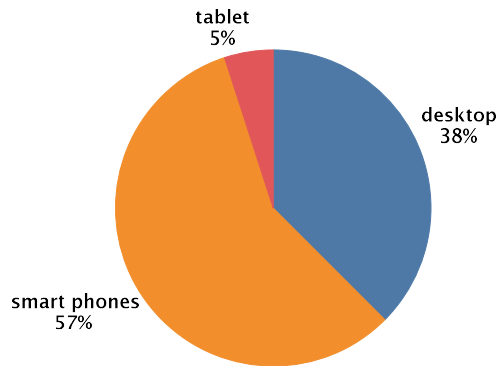


Most Affordable ZIP Codes 2023Q1

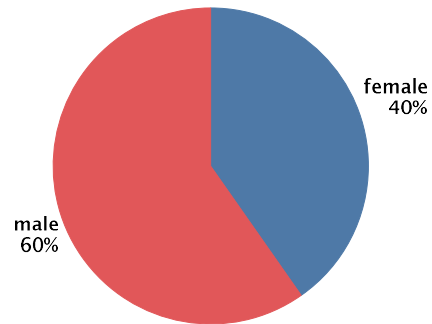


Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2023Q1

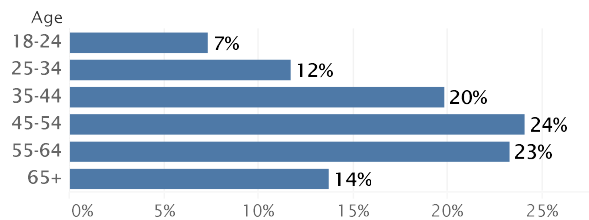


Male/Female Visitors 2023Q1



87% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2023Q1



Chicago

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

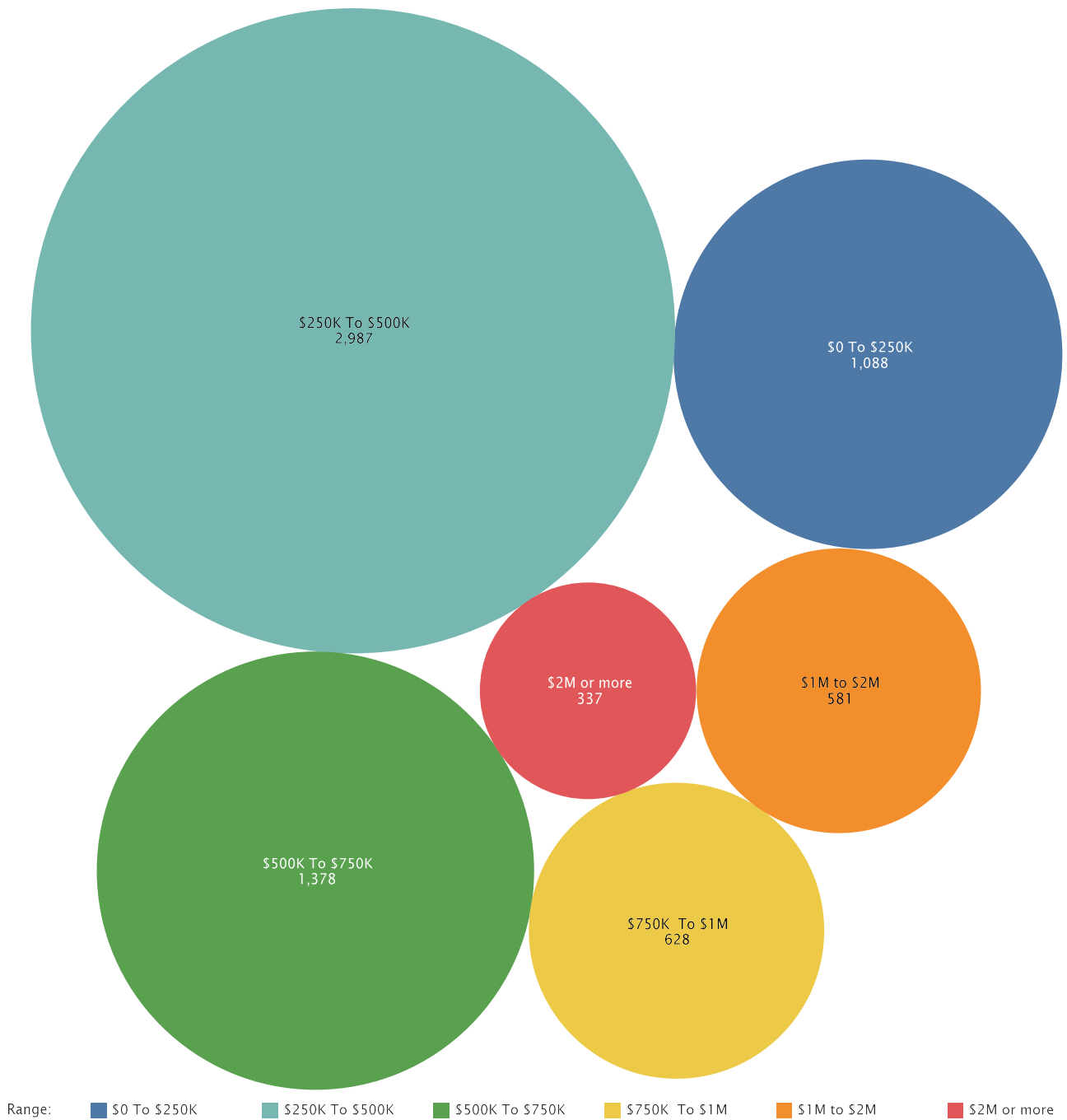
Number 2-10 metros are:

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



TEXAS

Price Breakdown by Number of Homes in the Texas Market 2023Q1



Texas

The total Texas market decreased from \$7 BB in winter 2022-2023 to \$6.6 BB in spring 2023, a 6% fall.

Largest Markets

1. Lewisville Lake	\$648,632,467	9.8%	6. Lake Conroe	\$300,028,266	4.7%
2. Lake Travis	\$585,277,571	8.8%	7. Lady Bird Lake	\$297,173,692	4.6%
3. Lake Ray Hubbard	\$373,954,093	5.6%	8. Lake Austin	\$296,940,288	4.6%
4. Lake LBJ	\$345,667,264	5.2%	9. Canyon Lake	\$255,064,265	4.0%
5. Cedar Creek Lake	\$315,725,078	4.8%	10. Lake Granbury	\$240,101,274	3.6%

Total Texas Market: \$6,626,446,285

Largest Home Markets

1. Lewisville Lake	\$549,642,003	11.1%
2. Lake Travis	\$479,382,702	9.7%
3. Lake Ray Hubbard	\$295,930,672	6.0%
4. Lady Bird Lake	\$285,104,692	5.8%
5. Lake LBJ	\$264,364,142	5.3%
6. Cedar Creek Lake	\$256,087,865	5.2%
7. Lake Austin	\$251,980,098	5.1%
8. Lake Conroe	\$215,594,284	4.4%
9. Lake Granbury	\$195,598,354	4.0%
10. Canyon Lake	\$179,605,018	3.6%

Total Texas Home Market: \$4,950,219,065

Largest Land Markets

1. Lake Travis	\$104,194,869	6.9%
2. Lake Conroe	\$84,433,982	5.6%
3. Lewisville Lake	\$83,433,664	5.6%
4. Canyon Lake	\$75,459,247	5.0%
5. Lake Livingston	\$70,143,985	4.7%
6. Lake Texoma*	\$66,085,871	4.4%
7. Lake LBJ	\$60,803,122	4.1%
8. Grapevine Lake	\$56,531,199	3.8%
9. Benbrook Lake	\$50,950,000	3.4%
10. Lake Ray Roberts	\$49,480,581	3.3%

Total Texas Land Market: \$1,501,123,202

51% of the listings on Lady Bird Lake are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Austin	\$2,342,384
2. Lake Woodlands	\$1,919,208

Most Affordable Homes

1. Lake Athens	\$1,205,313
2. Grapevine Lake	\$1,278,098

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

Most Listings

1. Lewisville Lake	1,004	7.9%	6. Lake Ray Hubbard	623	4.9%
2. Cedar Creek Lake	793	6.3%	7. Lake Livingston	613	4.9%
3. Canyon Lake	756	6.0%	8. Lake Travis	544	4.3%
4. Lake Conroe	659	5.3%	9. Lake Texoma*	437	3.4%
5. Lake Granbury	636	5.0%	10. Lake LBJ	406	3.2%

Total Texas Listings:

12,670

Most Homes Available

1. Lewisville Lake	903	12.8%
2. Lake Ray Hubbard	550	7.8%
3. Lake Conroe	452	6.4%
4. Cedar Creek Lake	385	5.4%
5. Lake Granbury	369	5.2%
6. Lake Travis	329	4.7%
7. Canyon Lake	328	4.6%
8. Lake Livingston	275	3.9%
9. Eagle Mountain Lake	210	3.0%
10. Lake Houston	196	2.8%

Total Texas Home Listings:

7,069

Most Land Available

1. Canyon Lake	428	7.9%
2. Cedar Creek Lake	385	7.1%
3. Lake Livingston	338	6.2%
4. Lake Whitney	287	5.3%
5. Lake Texoma*	254	4.7%
6. Lake Granbury	248	4.6%
7. Hilltop Lakes	244	4.5%
8. Possum Kingdom Lake	235	4.3%
9. Lake LBJ	218	4.0%
10. Lake Travis	214	3.9%

Total Texas Land Listings:

5,427

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Austin	\$1,785,263
2. Grapevine Lake	\$785,521
3. Guadalupe River	\$563,192
4. Lake Ray Hubbard	\$517,594
5. Clear Lake	\$506,493
6. Lake Travis	\$436,698
7. Lake LBJ	\$429,982
8. Lewisville Lake	\$383,647

Listings of 10 Acres or More

1. Lewisville Lake	\$199,568
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

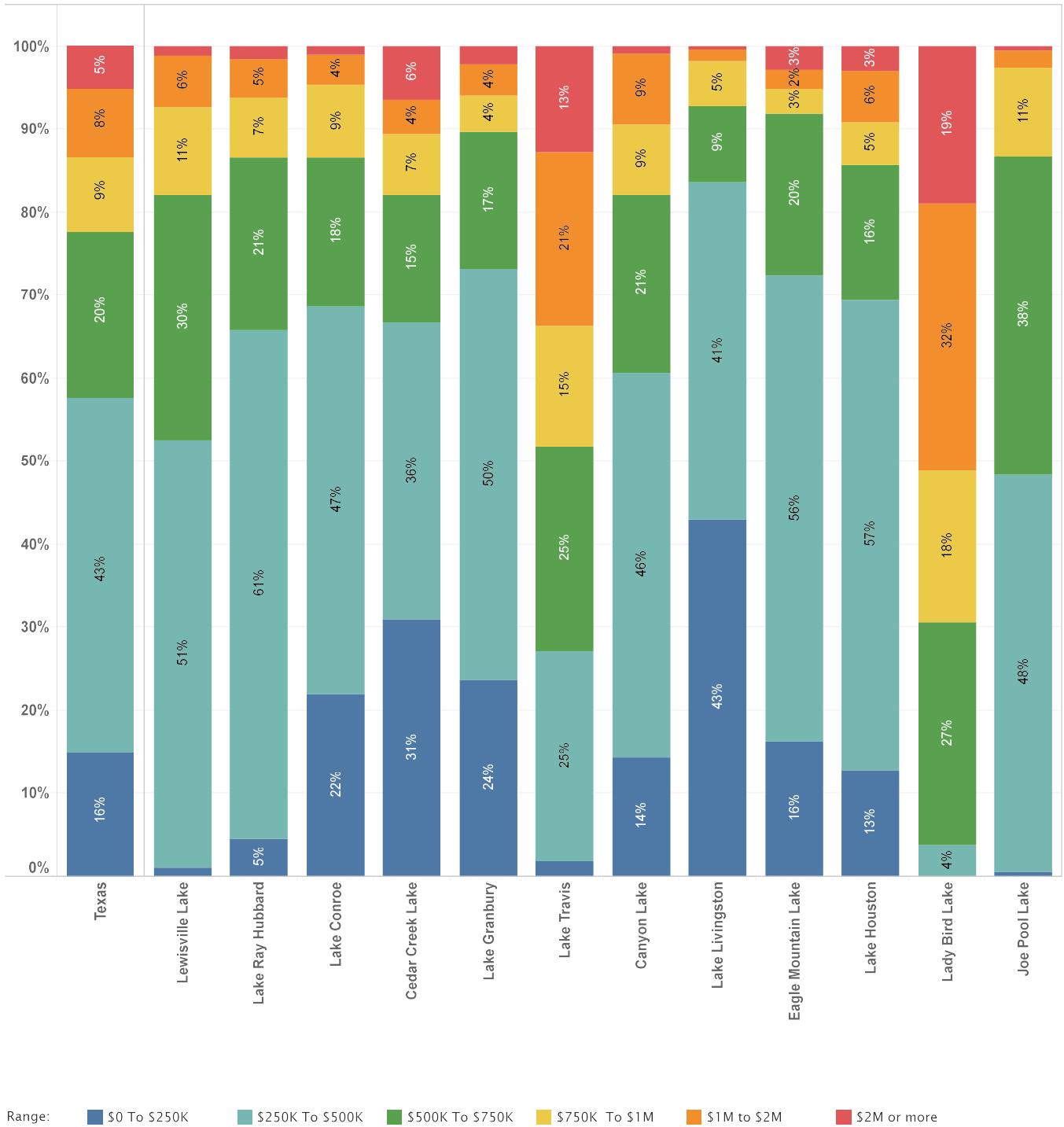
1. Ellison Creek Reservoir	\$28,884
2. Callender Lake	\$45,378
3. Hilltop Lakes	\$49,973
4. Toledo Bend Reservoir	\$58,044
5. Lake Whitney	\$66,187
6. Lake Tawakoni	\$70,204
7. Medina Lake	\$70,523
8. Houston County Lake	\$73,171

Listings of 10 Acres or More

1. Lake Brownwood	\$10,527
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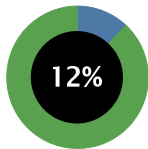
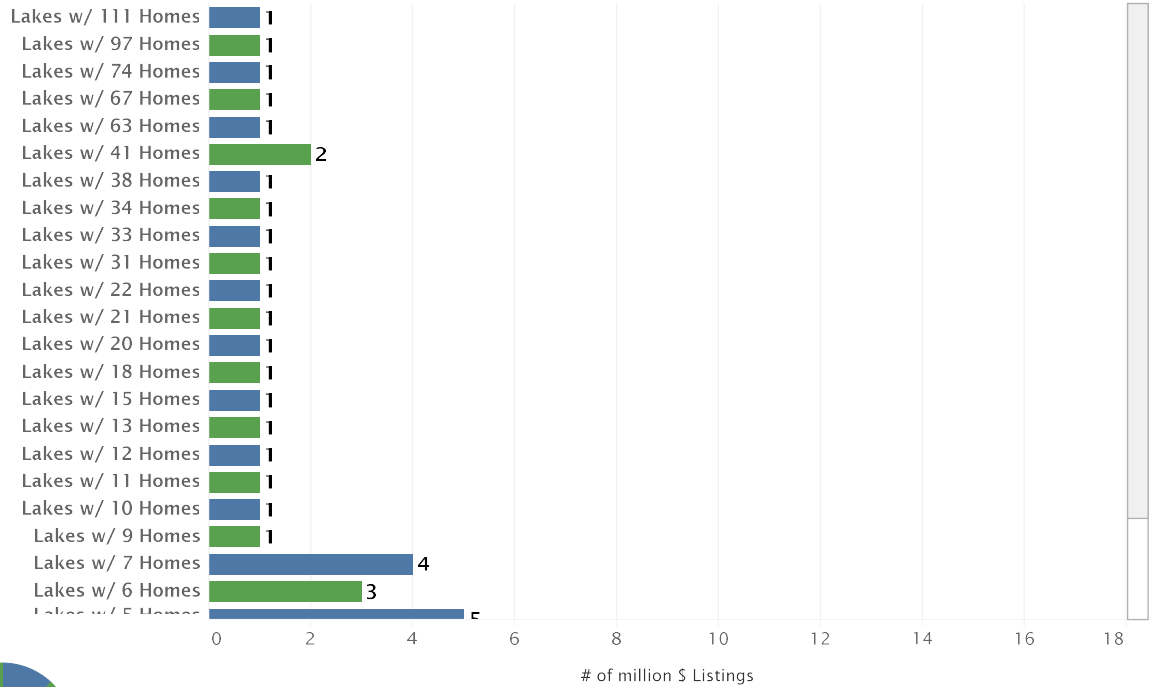
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Texas Market 2023Q1



Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2023Q1

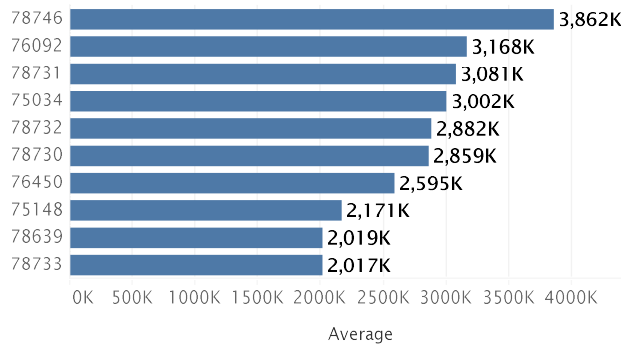


of \$1M+ Homes in Texas are on Lake Travis

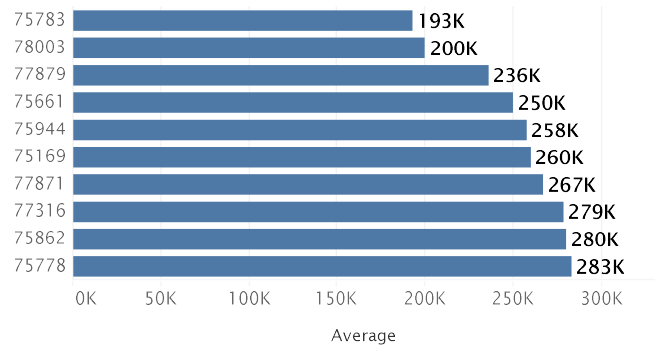
Total Number of \$1M+ Homes

918

Most Expensive ZIP Codes 2023Q1

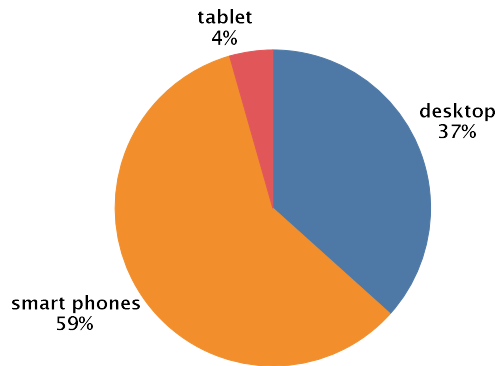


Most Affordable ZIP Codes 2023Q1

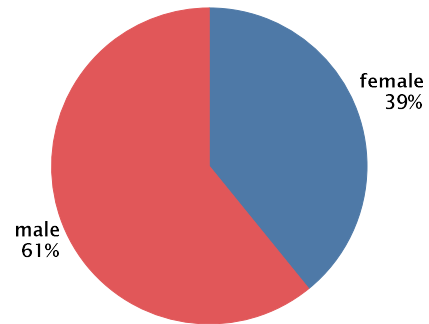


Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

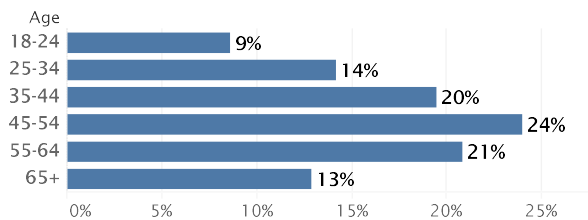


48% of potential buyers come from outside Texas

Chicago

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

What Age Groups are Shopping 2023Q1



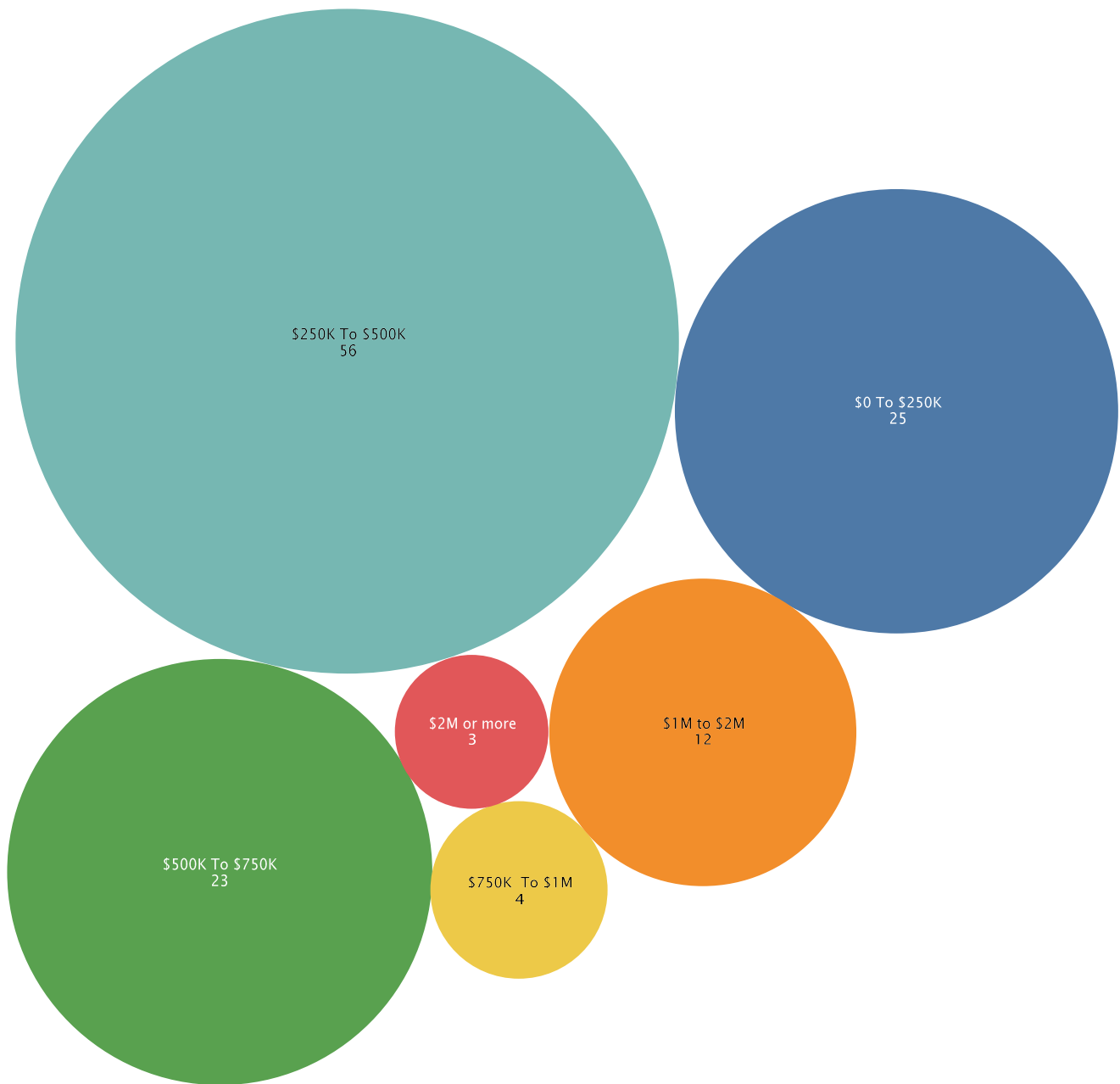
Number 2-10 metros are:

- Oklahoma City, OK
- Minneapolis-St. Paul, MN
- Los Angeles, CA
- Wichita-Hutchinson, KS
- Shreveport, LA
- Denver, CO
- Lincoln & Hastings-Kearney, NE
- Phoenix, AZ
- Des Moines-Ames, IA



VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2023Q1



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



Vermont

The total Vermont market decreased from \$181 MM in winter 2022-2023 to \$128 MM in spring 2023, a 29% fall.

Largest Markets

1. Lake Champlain*	\$83,666,139	65.2%
2. Lake Bomoseen	\$7,154,800	5.6%
3. Silver Lake	\$6,499,000	5.1%
4. Lake Memphremagog	\$6,481,400	5.0%
5. Lake Lamoille	\$2,172,000	1.7%

Total Vermont Market: \$128,414,536

Most Listings

1. Lake Champlain*	134	55.6%
2. Lake Bomoseen	22	9.1%
3. Lake Memphremagog	13	5.4%
4. Big Pond	8	3.6%
5. Lake Lamoille	7	2.9%

Total Vermont Listings: 241

Largest Home Markets

1. Lake Champlain*	\$66,332,639	70.2%
2. Lake Bomoseen	\$5,500,900	5.8%
3. Silver Lake	\$3,200,000	3.4%
4. Lake Memphremagog	\$2,011,900	2.1%
5. Lake Amherst	\$1,939,000	2.1%

Total Vermont Home Market: \$94,450,936

Most Homes Available

1. Lake Champlain*	97	62.2%
2. Lake Bomoseen	11	7.1%
3. Big Pond	5	3.2%
3. Lake Memphremagog	5	3.2%
5. Lake St Catherine	4	2.6%

Total Vermont Home Listings: 156

Largest Land Markets

1. Lake Champlain*	\$9,275,800	57.2%
2. Lake Memphremagog	\$2,321,500	14.3%
3. Lake Bomoseen	\$1,055,000	6.5%
4. Island Pond	\$988,000	6.1%
5. Lake Hortonia	\$670,000	4.1%

Total Vermont Land Market: \$16,206,000

Most Land Available

1. Lake Champlain*	30	46.2%
2. Lake Bomoseen	9	13.8%
3. Lake Memphremagog	5	7.7%
4. Big Pond	3	4.6%
5. Lake Carmi	2	3.1%

Total Vermont Land Listings: 65

Average Home Price

1. Lake Champlain - Burlington Area	\$770,164
2. Lake Champlain - Grand Isle Area	\$558,407

Average Land Price Per Acre

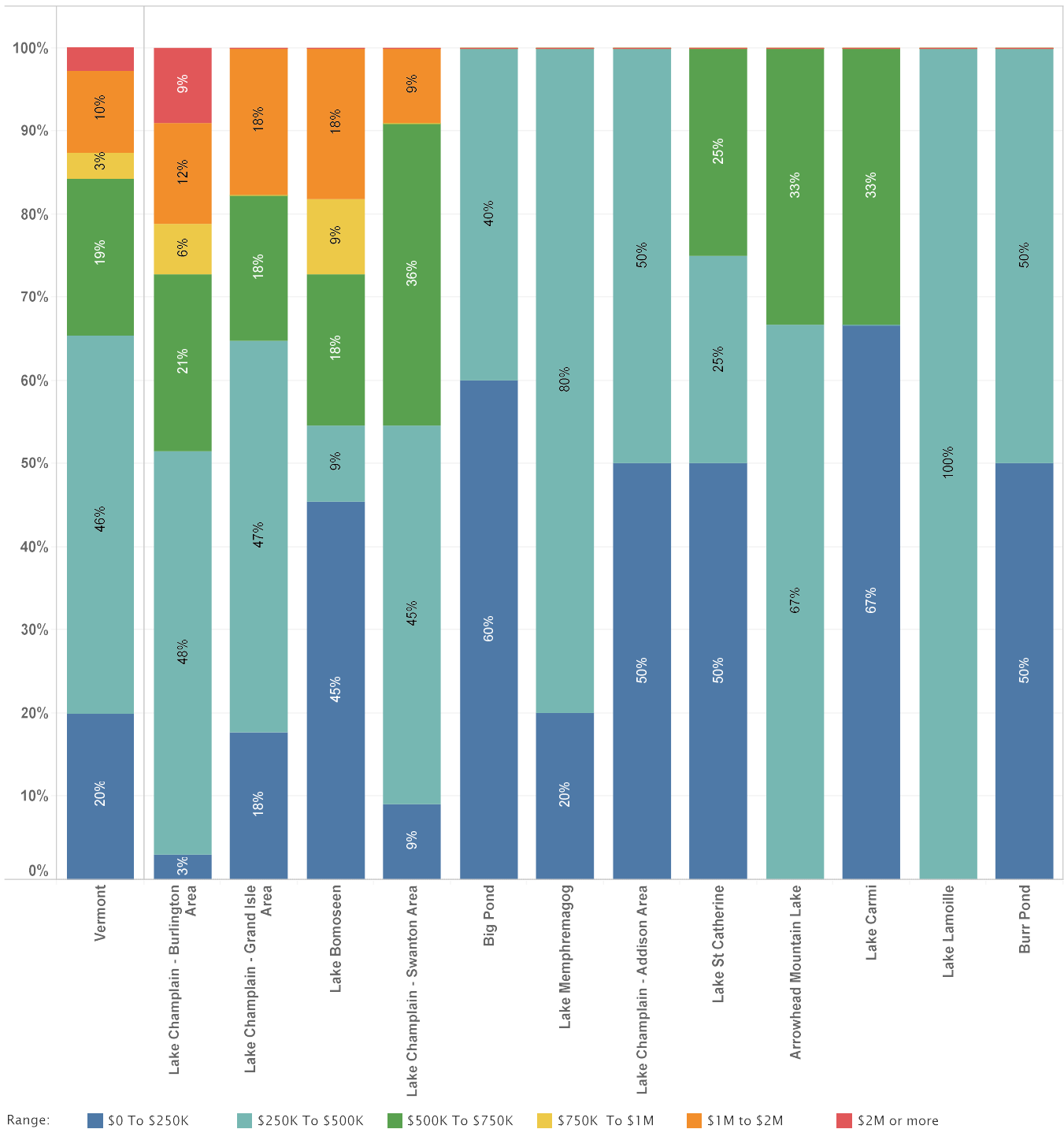
Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

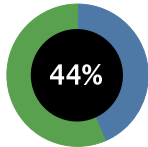
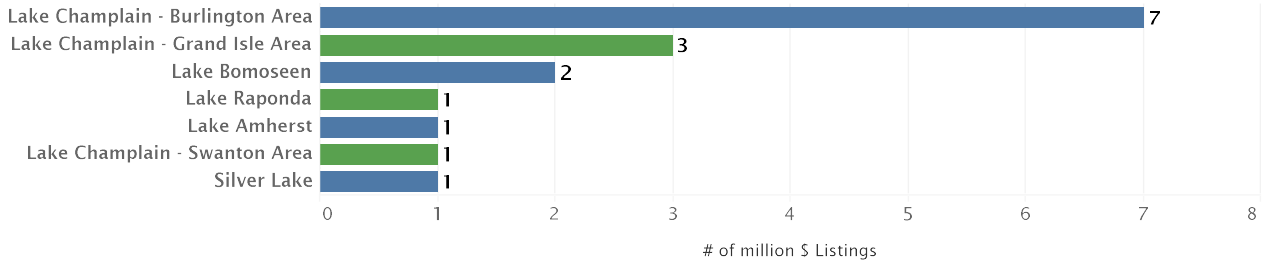
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Vermont Market 2023Q1



Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2023Q1

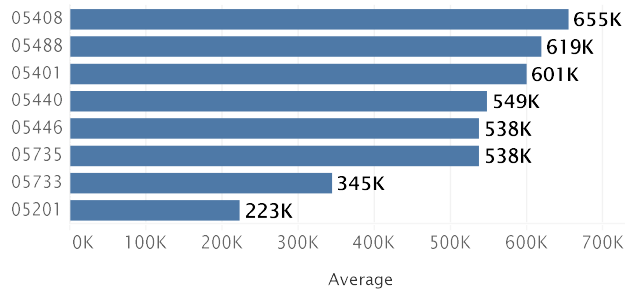


of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

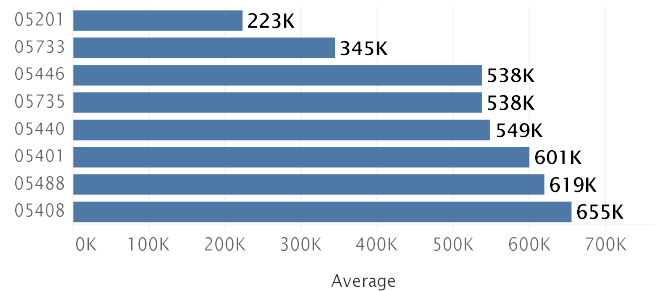
Total Number of \$1M+ Homes

16

Most Expensive ZIP Codes 2023Q1

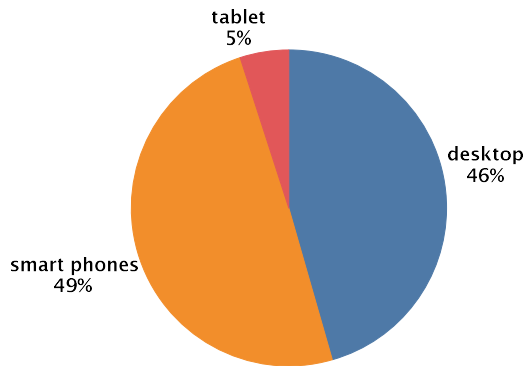


Most Affordable ZIP Codes 2023Q1

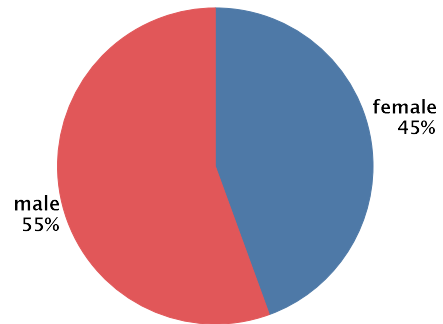


Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2023Q1

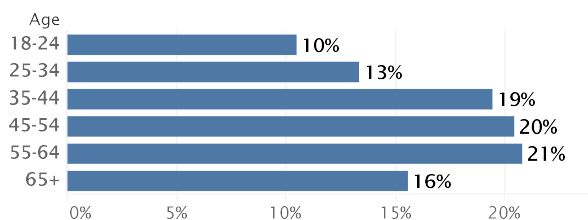


Male/Female Visitors 2023Q1



89% of potential buyers come from outside Vermont

What Age Groups are Shopping 2023Q1



New York,

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

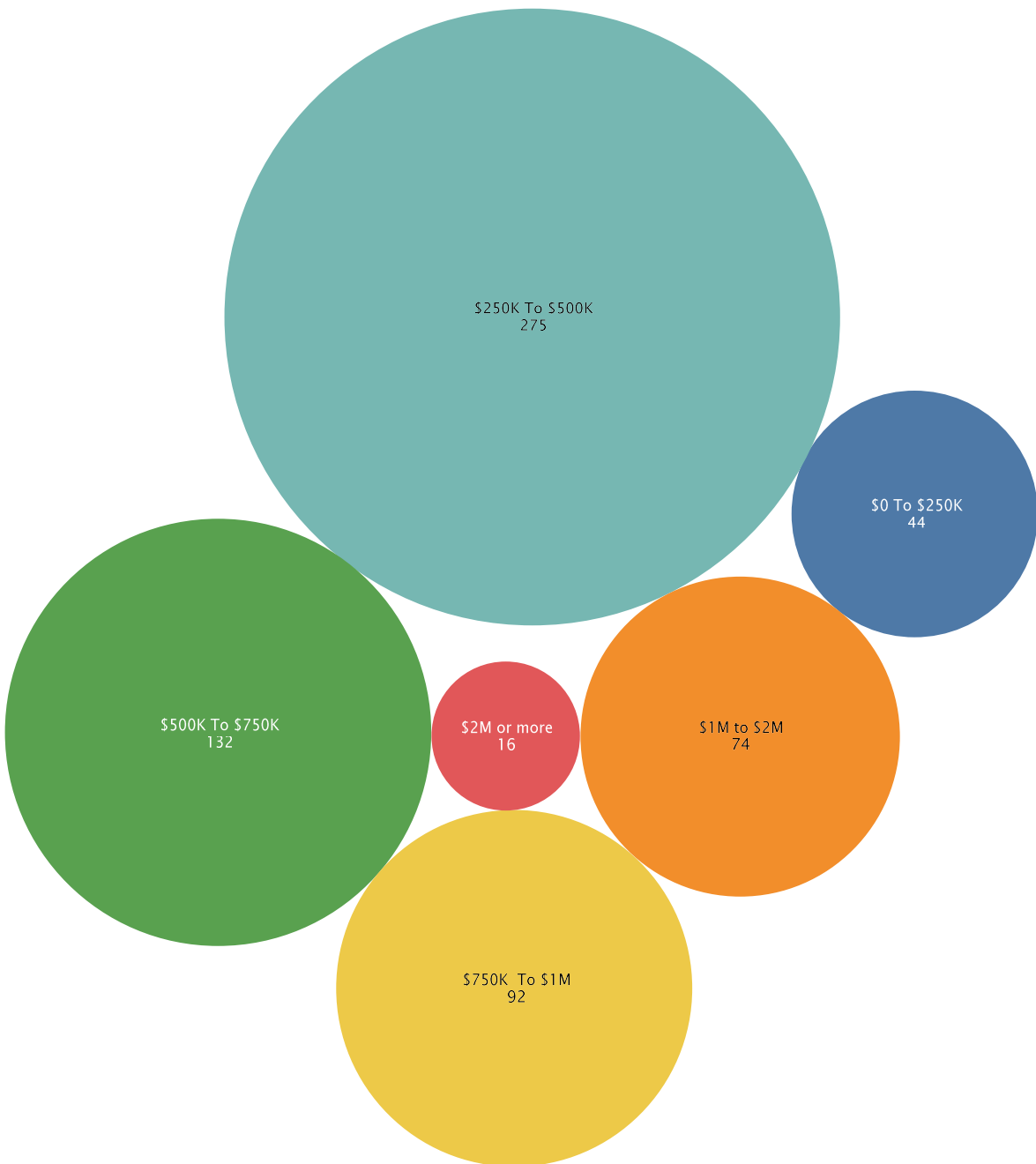
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Raleigh-Durham (Fayetteville), NC
- Atlanta, GA
- Springfield-Holyoke, MA
- San Francisco-Oakland-San Jose, CA



VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2023Q1



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



Virginia

The Virginia market fell from \$746 MM in winter 2022-2023 to \$656 MM in spring 2023, a \$90 MM decrease.

Largest Markets

1. Smith Mountain Lake	\$170,679,532	26.0%	6. Lake of the Woods	\$20,294,876	3.1%
2. Lake Anna	\$109,957,170	16.8%	7. Fawn Lake	\$18,157,950	2.8%
3. Lake Gaston*	\$90,738,798	13.8%	8. Occoquan Reservoir	\$15,443,999	2.4%
4. John H Kerr Reservoir*	\$25,415,800	3.9%	9. Lake Monticello	\$14,947,696	2.3%
5. Lake Frederick	\$24,971,350	5.2%	10. Ni River Reservoir	\$13,624,275	2.1%

Total Virginia Market:

\$656,001,859

Largest Home Markets

1. Smith Mountain Lake	\$102,605,817	21.3%
2. Lake Anna	\$78,504,625	16.3%
3. Lake Gaston*	\$63,731,700	13.2%
4. Lake Frederick	\$24,971,350	5.2%
5. John H Kerr Reservoir*	\$18,572,600	3.9%
6. Lake of the Woods	\$18,013,376	3.7%
7. Fawn Lake	\$17,058,050	3.5%
8. Lake Monticello	\$14,280,896	3.0%
9. Occoquan Reservoir	\$13,395,099	2.8%
10. Sleeter Lake	\$7,909,685	1.6%

Total Virginia Home Market:

\$481,072,559

Largest Land Markets

1. Smith Mountain Lake	\$68,073,715	38.9%
2. Lake Anna	\$31,452,545	18.0%
3. Lake Gaston*	\$27,007,098	15.4%
4. Leesville Lake	\$7,452,594	4.3%
5. Ni River Reservoir	\$7,060,000	4.0%
6. John H Kerr Reservoir*	\$6,843,200	3.9%
7. Claytor Lake	\$3,675,000	2.1%
8. South Holston Lake*	\$3,320,599	1.9%
9. Lake of the Woods	\$2,281,500	1.3%
10. Occoquan Reservoir	\$2,048,900	1.2%

Total Virginia Land Market:

\$174,929,300

34% of the homes on Lake Anna are priced at \$1M or more.

Most Expensive Homes

1. Smith Mountain Lake	\$967,979
2. Lake Anna	\$902,352

Most Affordable Homes

1. Lake Gaston	\$584,780
2. Lake Frederick	\$624,284

Most Listings

1. Smith Mountain Lake	419	24.6%	6. Lake of the Woods	57	3.3%
2. Lake Gaston*	289	17.0%	7. Lake Frederick	40	5.7%
3. Lake Anna	213	12.5%	8. Lake Monticello	37	2.2%
4. Leesville Lake	105	6.2%	9. Lake Independence	27	1.6%
5. John H Kerr Reservoir*	103	6.0%	10. Fawn Lake	25	1.5%

Total Virginia Listings:

1,705

Most Homes Available

1. Smith Mountain Lake	106	15.0%
2. Lake Gaston*	94	13.3%
3. Lake Anna	87	12.3%
4. Lake of the Woods	41	5.8%
5. Lake Frederick	40	5.7%
6. John H Kerr Reservoir*	34	4.8%
7. Lake Monticello	32	4.5%
8. Fawn Lake	22	3.1%
9. Occoquan Reservoir	20	2.8%
10. Lake Holiday	13	1.8%

Total Virginia Home Listings:

705

Most Land Available

1. Smith Mountain Lake	313	31.3%
2. Lake Gaston*	195	19.5%
3. Lake Anna	126	12.6%
4. Leesville Lake	100	10.0%
5. John H Kerr Reservoir*	69	6.9%
6. Lake Independence	26	2.6%
7. South Holston Lake*	18	1.8%
8. Lake of the Woods	16	1.6%
9. Claytor Lake	14	1.4%
10. Lake Izac	12	1.2%

Total Virginia Land Listings:

1,000

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$271,117
2. Claytor Lake	\$158,405
3. Smith Mountain Lake	\$126,767
4. Lake Anna	\$112,306
5. Lake Izac	\$88,110
6. Lake Gaston	\$72,118
7. South Holston Lake	\$54,282
8. John H Kerr Reservoir	\$44,959

Listings of 10 Acres or More

1. Lake Anna	\$45,382
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

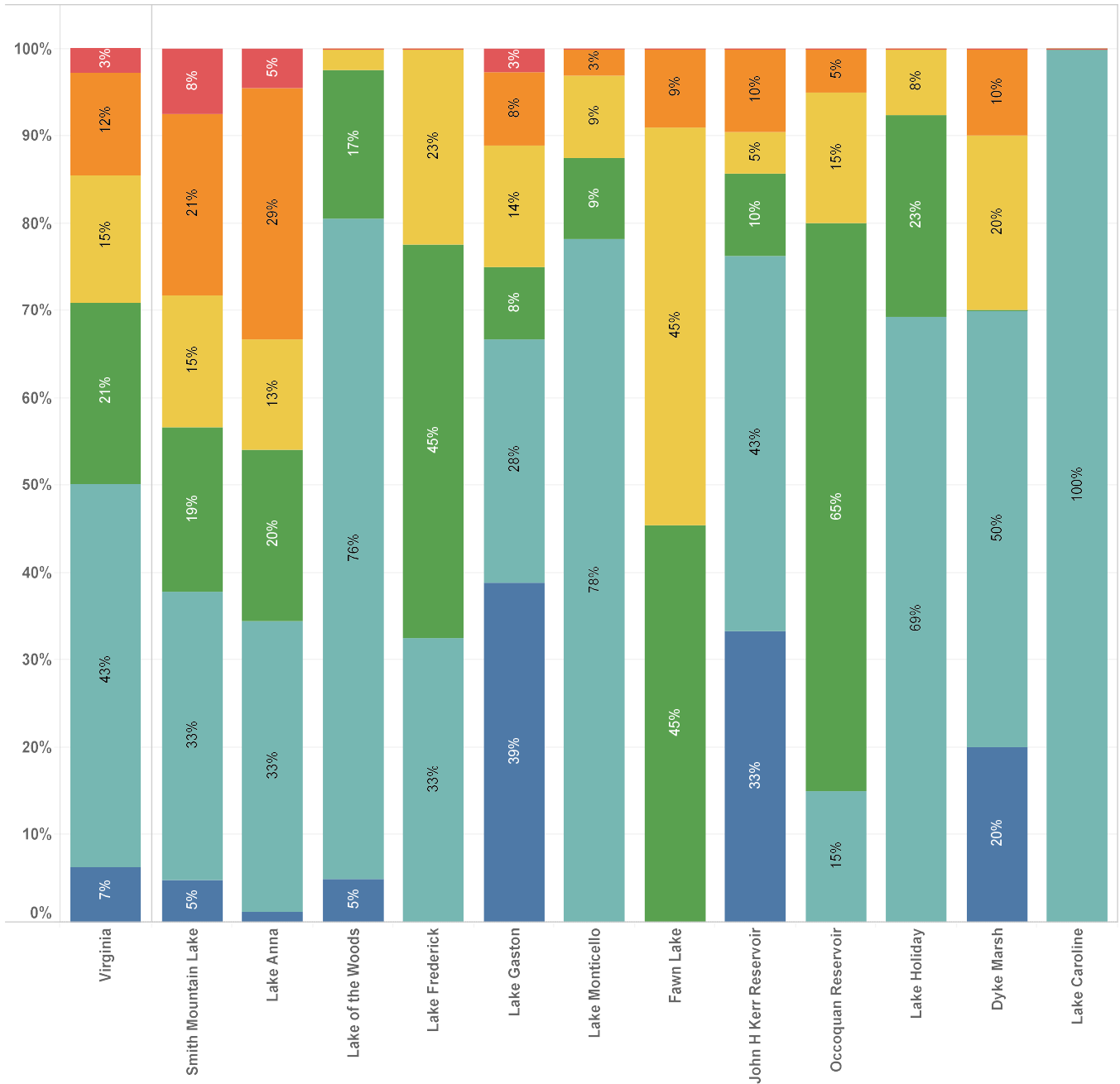
1. Lake Independence	\$32,338
2. Leesville Lake	\$40,636
3. John H Kerr Reservoir	\$44,959
4. South Holston Lake	\$54,282
5. Lake Gaston	\$72,118
6. Lake Izac	\$88,110
7. Lake Anna	\$112,306
8. Smith Mountain Lake	\$126,767

Listings of 10 Acres or More

1. Leesville Lake	\$6,775
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* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Virginia Market 2023Q1

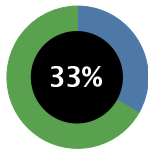
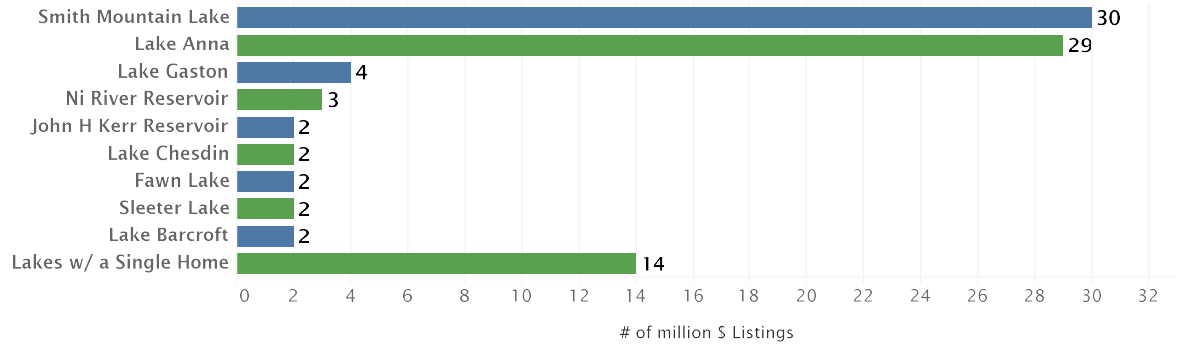


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2023Q1

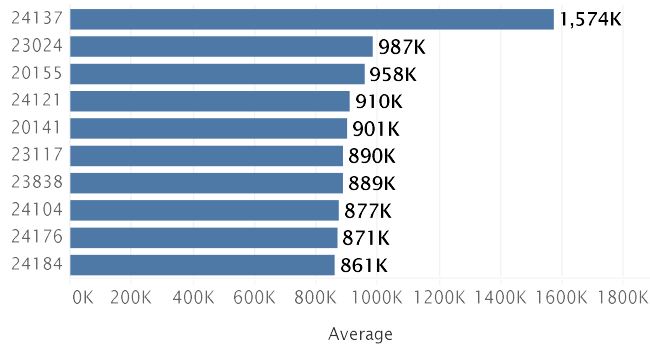


of \$1M+ Homes in Virginia are on Smith Mountain Lake

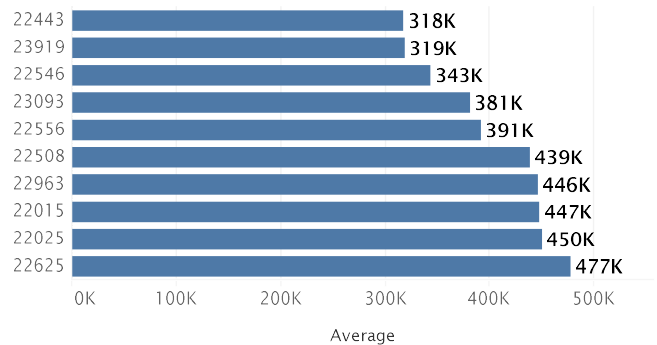
Total Number of \$1M+ Homes

90

Most Expensive ZIP Codes 2023Q1

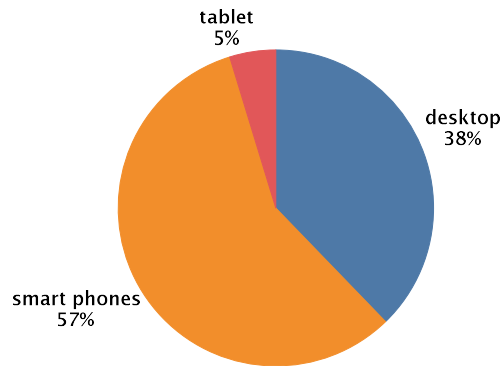


Most Affordable ZIP Codes 2023Q1

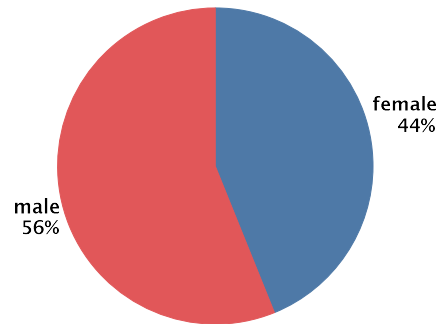


Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2023Q1

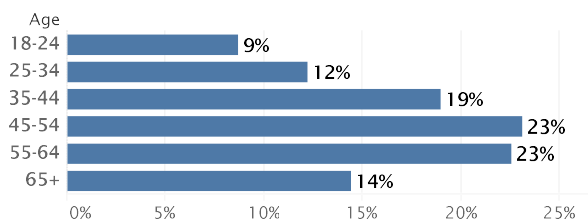


Male/Female Visitors 2023Q1



67% of potential buyers come from outside Virginia

What Age Groups are Shopping 2023Q1



Washington DC (Hagerstown

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

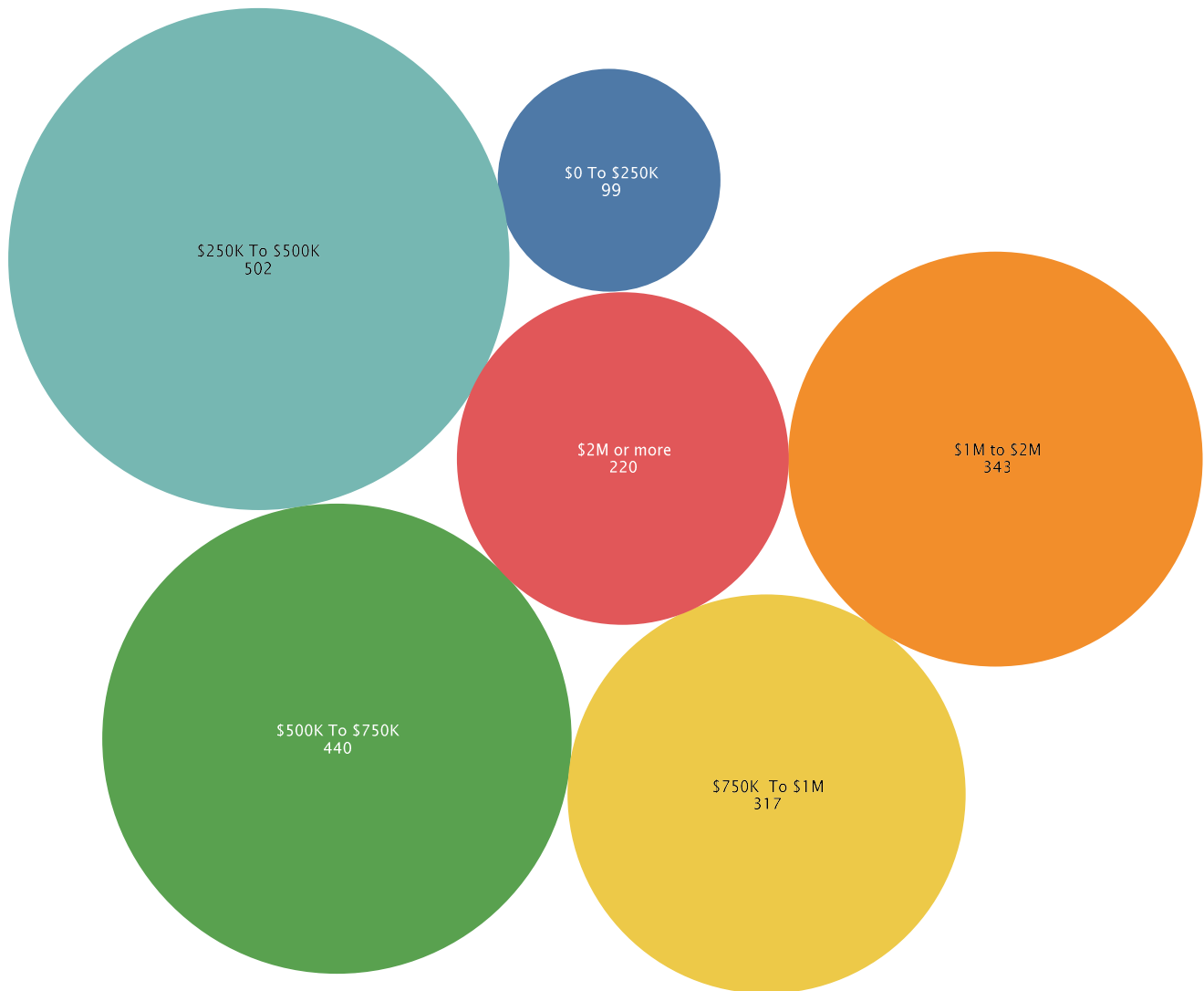
Number 2-10 metros are:

- New York, NY
- Raleigh-Durham (Fayetteville), NC
- Philadelphia, PA
- Baltimore, MD
- Atlanta, GA
- Charlotte, NC
- Boston MA-Manchester, NH
- Burlington VT-Plattsburgh, NY
- Greenville-Spartanburg-Asheville-Anderson



WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2023Q1



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



Washington

The Washington market decreased from \$3.7 BB in winter 2022-2023 to \$2.5 BB in spring 2023, a \$1.2 BB (32%) fall.

Largest Markets

1. Puget Sound	\$831,454,516	32.6%	6. Lake Tapps	\$36,327,194	1.4%
2. Lake Washington	\$618,985,399	24.3%	7. Osoyoos Lake	\$35,042,900	1.4%
3. Lake Sammamish	\$115,333,288	4.5%	8. Lake Chelan	\$33,786,799	1.3%
4. Lake Union	\$85,143,082	3.3%	9. Lake Whatcom	\$30,930,576	1.2%
5. Moses Lake	\$49,170,900	1.9%	10. Duck Lake	\$24,834,799	1.0%

Total Washington Market: \$2,548,053,797

Largest Home Markets

1. Puget Sound	\$740,748,278	34.2%
2. Lake Washington	\$531,959,549	24.5%
3. Lake Sammamish	\$100,295,798	4.6%
4. Lake Union	\$78,793,082	3.6%
5. Lake Tapps	\$31,188,534	1.4%
6. Moses Lake	\$29,720,750	1.4%
7. Lake Whatcom	\$29,321,776	1.4%
8. Bitter Lake	\$24,780,501	1.1%
9. Duck Lake	\$20,097,249	0.9%
10. Lake Washington Ship Canal	\$20,030,995	0.9%

Total Washington Home Market: \$2,168,949,296

Largest Land Markets

1. Puget Sound	\$90,706,238	23.9%
2. Lake Washington	\$87,025,850	23.0%
3. Lake Chelan	\$20,665,999	5.5%
4. Osoyoos Lake	\$19,801,300	5.2%
5. Moses Lake	\$19,450,150	5.1%
6. Lake Sammamish	\$15,037,490	4.0%
7. Wanapum Lake	\$14,272,000	3.8%
8. Snake Lake	\$9,750,000	2.6%
9. Lake Union	\$6,350,000	1.7%
10. Green Lake Reservoir	\$5,900,000	1.6%

Total Washington Land Market: \$379,104,501

Most Expensive Homes

1. Lake Washington	\$3,499,734
2. Lake Sammamish	\$2,279,450

Most Affordable Homes

1. Osoyoos Lake	\$896,565
2. Lake Tapps	\$917,310

Most Listings

1. Puget Sound	908	33.5%	6. Lake Sammamish	55	2.0%
2. Lake Washington	183	6.8%	7. Wanapum Lake	44	1.6%
3. Moses Lake	104	3.8%	8. Lake Tapps	41	1.5%
4. Duck Lake	100	3.7%	9. Lake Chelan	40	1.5%
5. Lake Union	70	2.6%	10. Osoyoos Lake	39	1.4%

Total Washington Listings:

2,711

Most Homes Available

1. Puget Sound	650	33.7%
2. Lake Washington	152	7.9%
3. Lake Union	66	3.4%
4. Moses Lake	65	3.4%
5. Duck Lake	45	2.3%
6. Lake Sammamish	44	2.3%
7. Lake Tapps	34	1.8%
8. Bitter Lake	28	1.5%
9. Lake Washington Ship Canal	23	1.2%
10. Long Lake - Olympia	20	1.0%

Total Washington Home Listings:

1,928

Most Land Available

1. Puget Sound	258	33.0%
2. Duck Lake	55	7.0%
3. Moses Lake	39	5.0%
3. Wanapum Lake	39	5.0%
5. Lake Washington	31	4.0%
6. Lake Chelan	24	3.1%
7. Osoyoos Lake	22	2.8%
8. Franklin D Roosevelt Lake	16	2.0%
9. Lake Sammamish	11	1.4%
9. Reed Lake	11	1.4%

Total Washington Land Listings:

783

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$6,210,986
2. Osoyoos Lake	\$1,078,907
3. Lake Chelan	\$932,387
4. Lake Sammamish	\$739,616
5. Wanapum Lake	\$584,458
6. Duck Lake	\$368,082
7. Reed Lake	\$288,582
8. Moses Lake	\$253,892

Listings of 10 Acres or More

1. Puget Sound	\$74,739
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Most Affordable Land per Acre

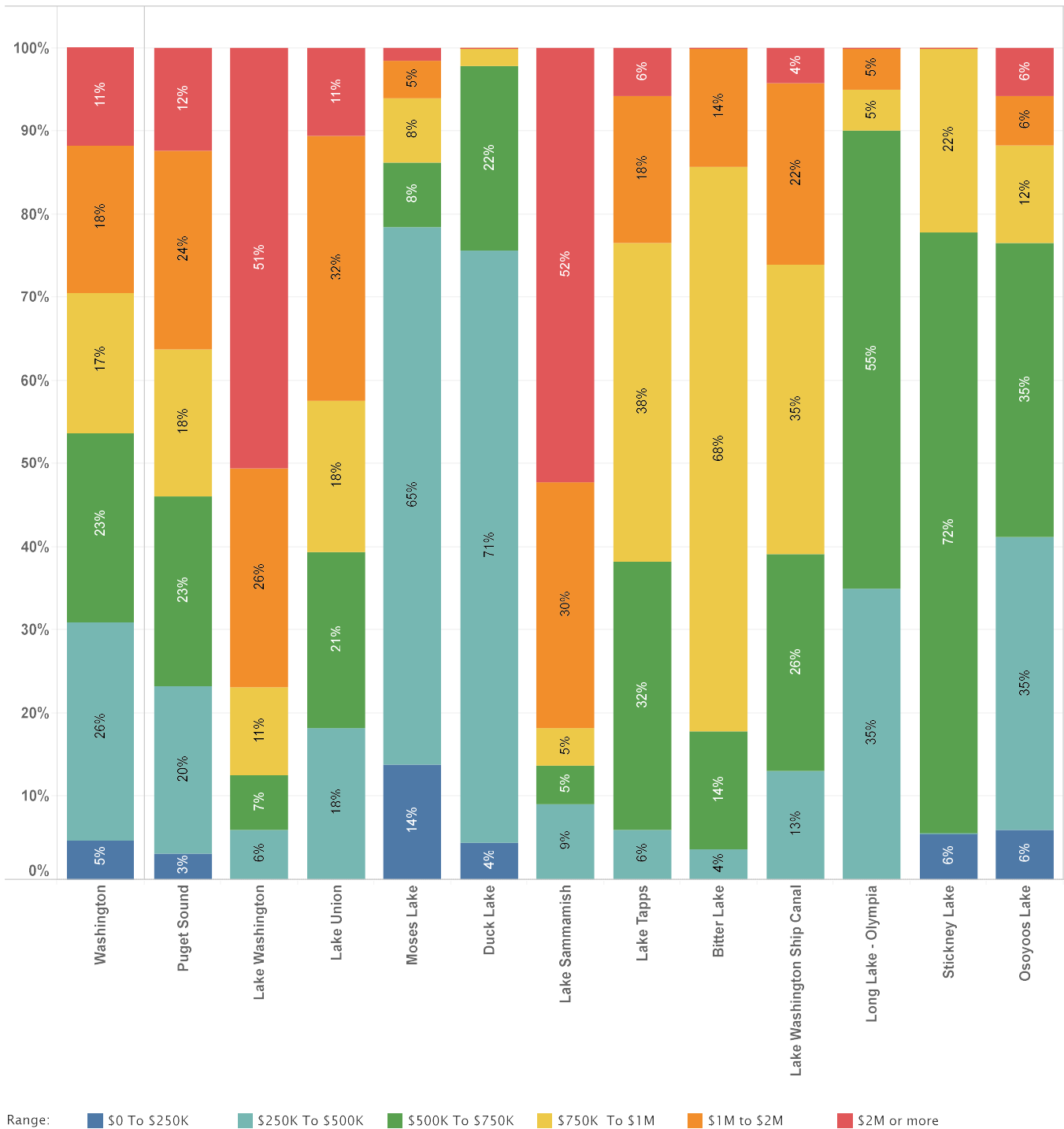
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$88,198
2. Clear Lake - Yelm	\$119,927
3. Puget Sound	\$245,030
4. Moses Lake	\$253,892
5. Reed Lake	\$288,582
6. Duck Lake	\$368,082
7. Wanapum Lake	\$584,458
8. Lake Sammamish	\$739,616

Listings of 10 Acres or More

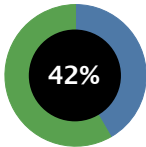
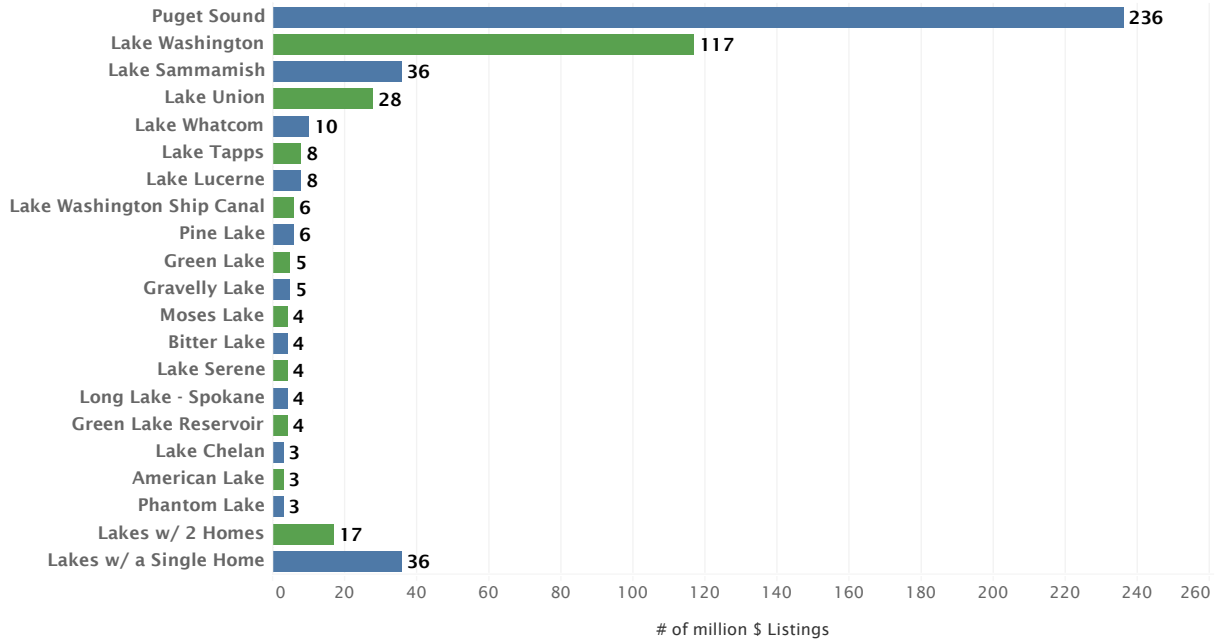
1. Puget Sound	\$74,739
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Price Breakdown by Percentage of Homes in the Washington Market 2023Q1



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2023Q1

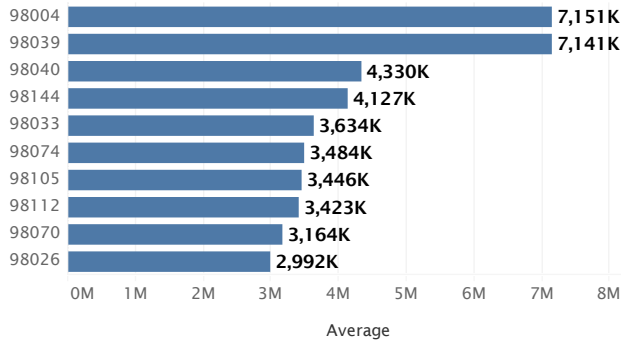


of \$1M+ Homes in Washington are on Puget Sound

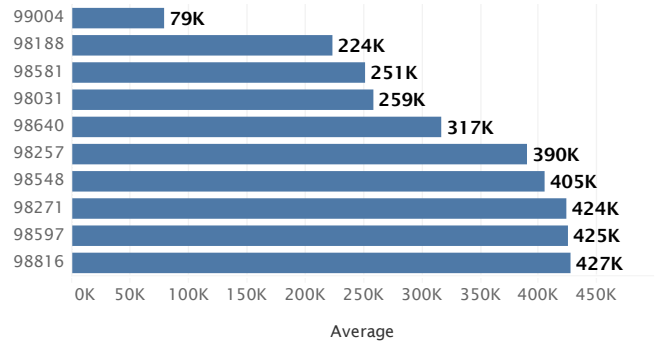
Total Number of \$1M+ Homes

564

Most Expensive ZIP Codes 2023Q1

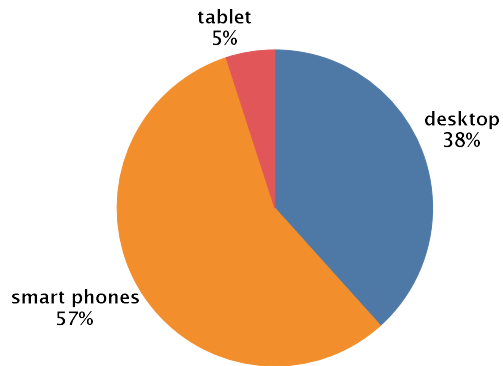


Most Affordable ZIP Codes 2023Q1

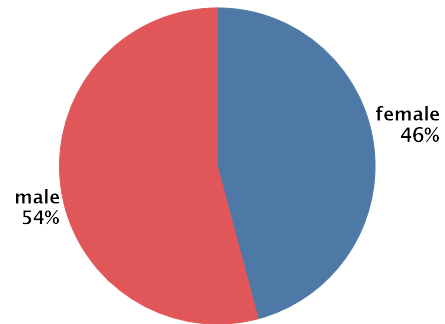


Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

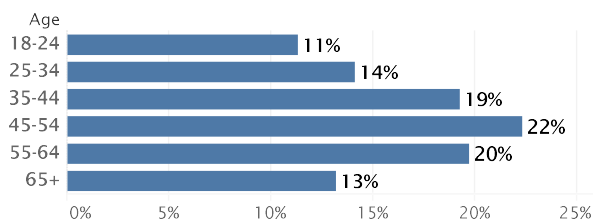


55% of potential buyers come from outside Washington

Portland

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

What Age Groups are Shopping 2023Q1



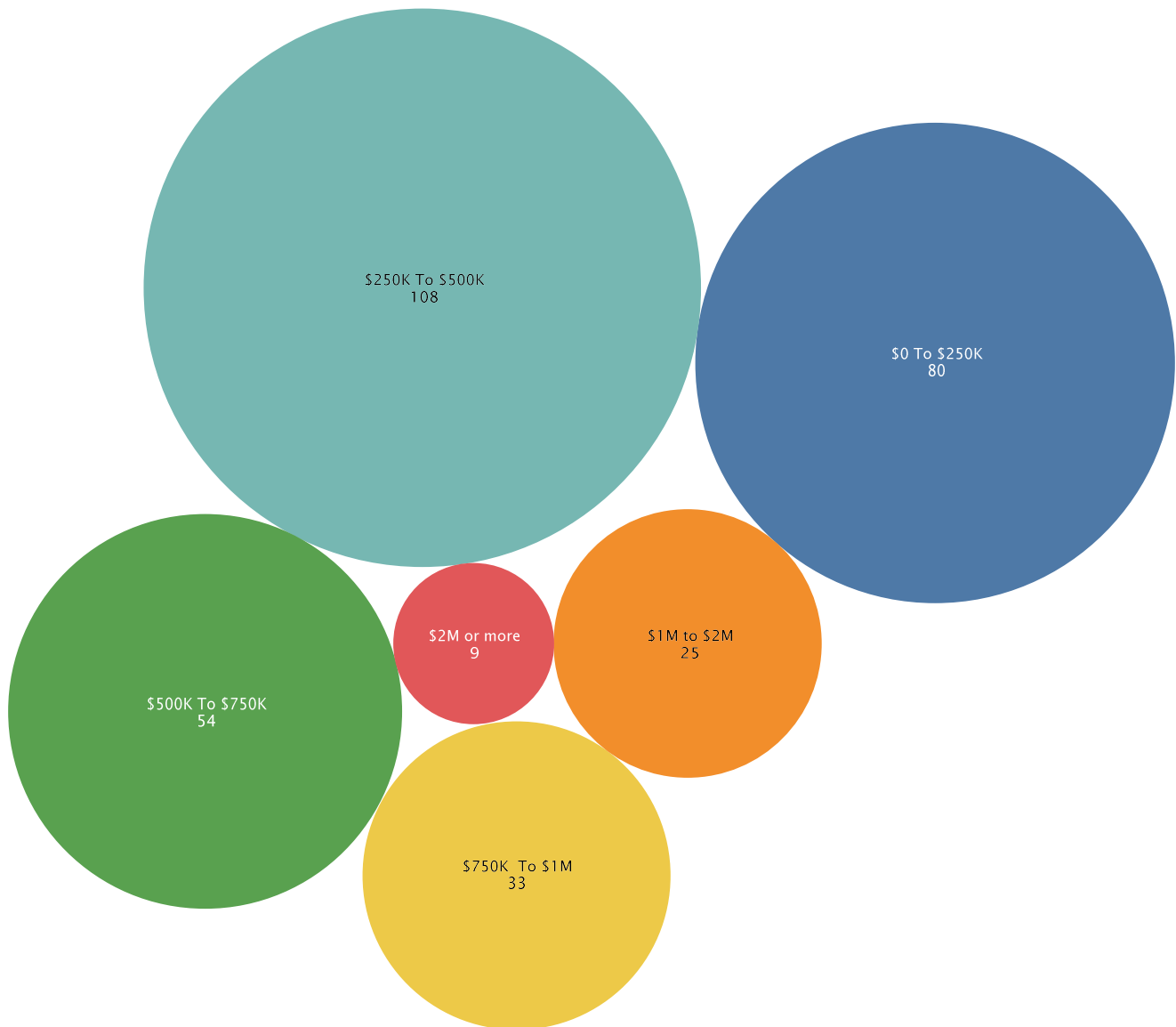
Number 2-10 metros are:

- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Sacramento-Stockton-Modesto, CA
- Phoenix, AZ
- San Diego, CA
- Denver, CO
- Fresno-Visalia, CA
- Reno, NV
- Las Vegas, NV



WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2023Q1



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



Wisconsin

The total Wisconsin market fell from \$318 MM in winter 2022-2023 to \$217 MM in spring 2023, a \$101 MM (32%) decrease.

Largest Markets

1. Lake Saint Croix - Afton	\$22,994,200	10.6%	6. Long Lake - Long Lake	\$4,735,965	2.2%
2. Lake Superior	\$7,209,700	3.3%	7. Lake Wissota - Lafayette	\$4,578,100	2.1%
3. Prairie Lake - Prairie Lake	\$6,049,440	2.8%	8. North Twin Lake	\$4,542,950	2.1%
4. Minocqua Lake	\$5,067,400	2.3%	9. Bridge Lake	\$3,959,200	1.8%
5. Tomahawk Lake	\$4,996,600	2.3%	10. Van Vliet Lake	\$3,954,000	1.8%

Total Wisconsin Market: \$217,179,837

Largest Home Markets

1. Lake Saint Croix - Afton	\$22,940,200	13.3%
2. Tomahawk Lake	\$4,849,600	2.8%
3. Minocqua Lake	\$4,792,400	2.8%
4. Lake Superior	\$4,767,900	2.8%
5. Long Lake - Long Lake	\$4,227,665	2.4%
6. Lake Wissota - Lafayette	\$3,568,500	2.1%
7. Bridge Lake	\$3,424,500	2.0%
8. Forest Lake - Land O'lakes	\$3,098,000	1.8%
9. Lynx Lake - Washington	\$2,994,900	1.7%
10. Van Vliet Lake	\$2,915,000	1.7%

Total Wisconsin Home Market: \$172,625,211

Largest Land Markets

1. Prairie Lake - Prairie Lake	\$4,029,790	9.0%
2. Balsam Lake - Birchwood	\$2,599,600	5.8%
3. Lake Superior	\$2,441,800	5.5%
4. North Twin Lake	\$1,888,650	4.2%
5. Catfish Lake	\$1,710,000	3.8%
6. Killarney Lake	\$1,219,950	2.7%
7. Apple River Flowage 134 - Lincoln	\$1,169,800	2.6%
8. Van Vliet Lake	\$1,039,000	2.3%
9. Lake Wissota - Lafayette	\$1,009,600	2.3%
10. Round Lake - Hayward	\$940,800	2.1%

Total Wisconsin Land Market: \$44,554,626

Most Expensive Homes

Most Affordable Homes

Most Listings

1. Prairie Lake - Prairie Lake	76	10.8%	4. Lake Superior	12	1.7%
2. Lake Saint Croix - Afton	22	3.1%	4. Lake Wissota - Lafayette	12	1.7%
3. Killarney Lake	13	3.3%	4. The Narrows - Chetek	12	1.7%
4. Apple River Flowage 134 - Lincoln	12	3.0%	9. Bridge Lake	11	1.6%
4. Lake Pepin - Stockholm	12	1.7%	9. Minocqua Lake	11	1.6%
Total Wisconsin Listings:				704	

Most Homes Available

1. Lake Saint Croix - Afton	21	6.8%
2. Lake Pepin - Stockholm	9	2.9%
2. Minocqua Lake	9	2.9%
4. Lake Wissota - Lafayette	8	2.6%
4. Prairie Lake - Prairie Lake	8	2.6%
6. Bridge Lake	7	2.3%
7. Boom Lake - Newbold	6	1.9%
7. Lake Mohawksin	6	1.9%
9. Hayward Lake - Hayward	5	1.6%
9. Lake Superior	5	1.6%

Total Wisconsin Home Listings: 309

Most Land Available

1. Prairie Lake - Prairie Lake	68	17.2%
2. Killarney Lake	13	3.3%
3. Apple River Flowage 134 - Lincoln	12	3.0%
4. Weber Lake - Anderson	10	2.5%
5. Bass Lake - Cedar Lake	9	2.3%
6. Osprey Lake - Hayward	8	2.0%
6. Rice Lake 230 - Rice Lake	8	2.0%
8. Lake Superior	7	1.8%
8. North Twin Lake	7	1.8%
8. Red Cedar Lake - Cedar Lake	7	1.8%

Total Wisconsin Land Listings: 395

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$34,235
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Listings of 10 Acres or More

**

Most Affordable Land per Acre

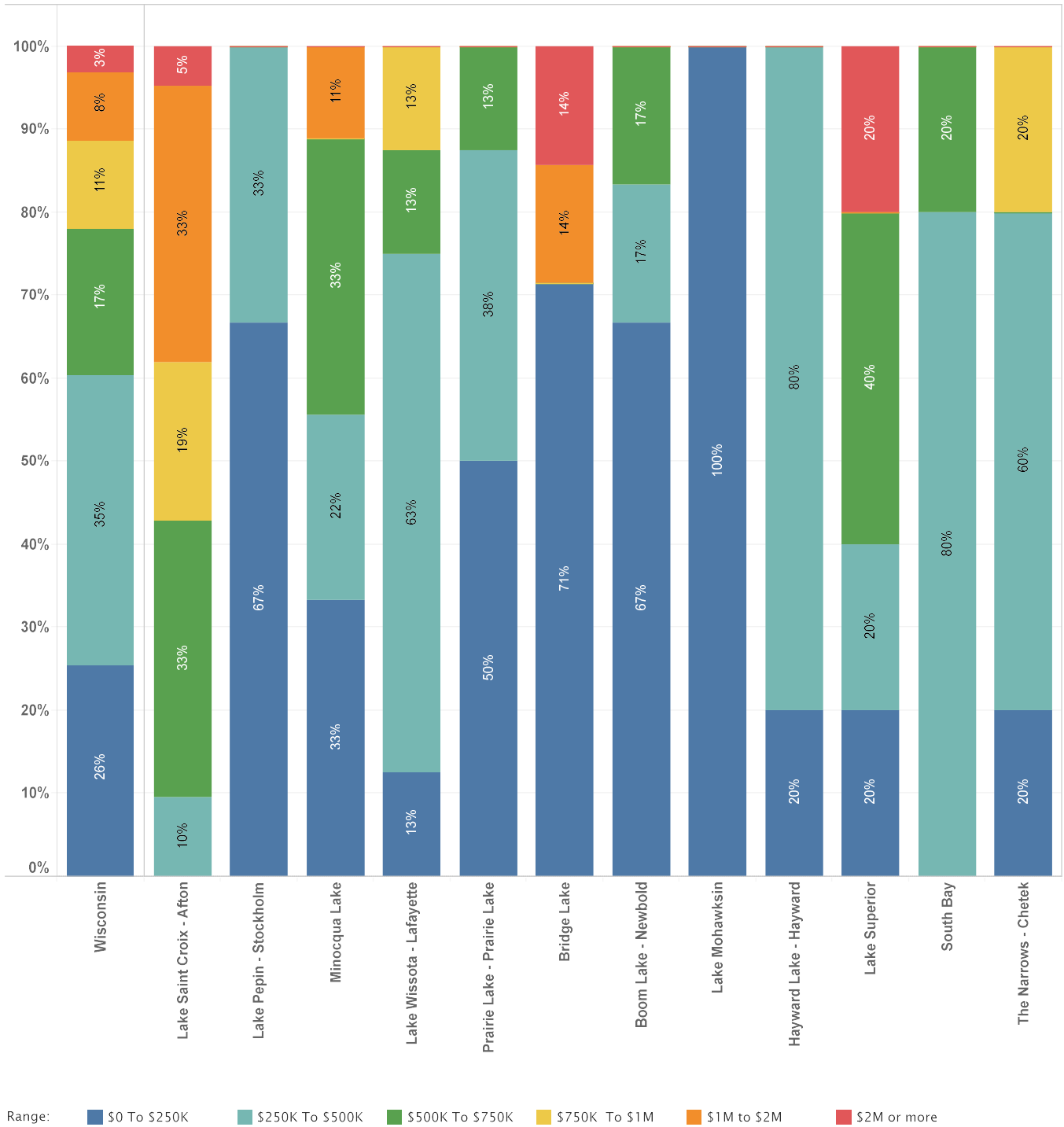
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$34,235
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Listings of 10 Acres or More

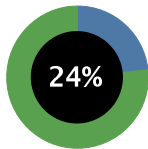
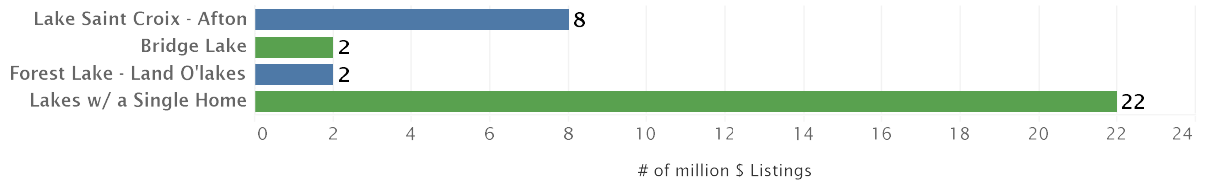
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Price Breakdown by Percentage of Homes in the Wisconsin Market 2023Q1



Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2023Q1

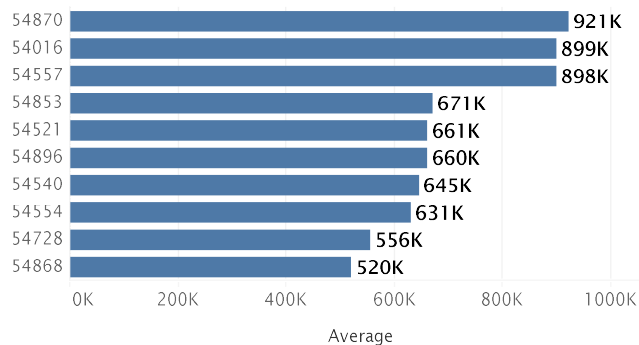


of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

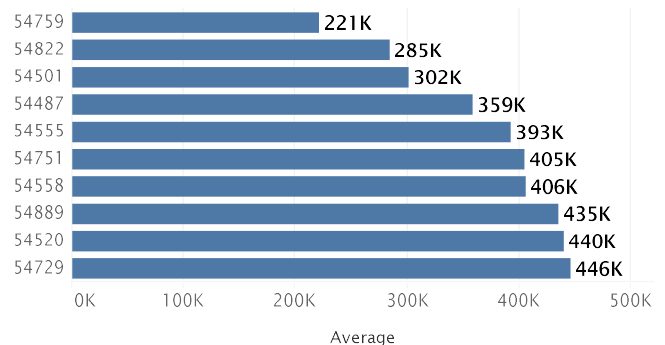
Total Number of \$1M+ Homes

34

Most Expensive ZIP Codes 2023Q1

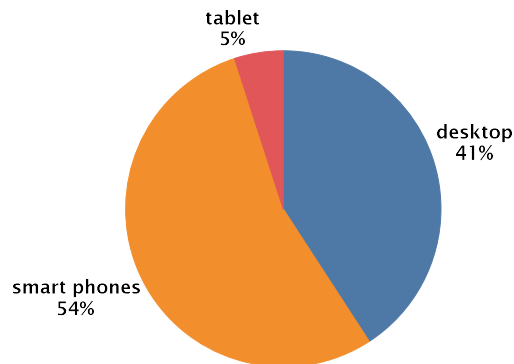


Most Affordable ZIP Codes 2023Q1

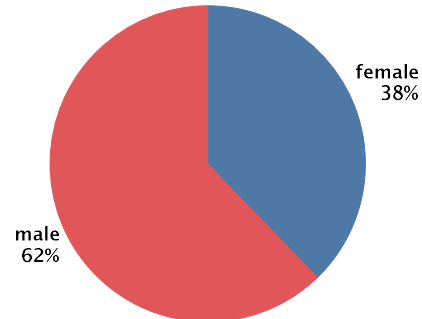


Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2023Q1

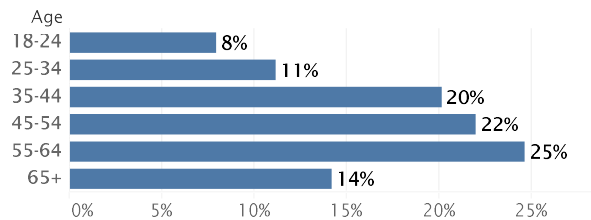


Male/Female Visitors 2023Q1



73% of potential buyers come from outside Wisconsin

What Age Groups are Shopping 2023Q1



Chicago

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

Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- Denver, CO
- Dallas-Ft. Worth, TX
- Des Moines-Ames, IA
- Phoenix, AZ
- Rochester-Mason City-Austin, IA
- Wichita-Hutchinson, KS
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA
- Nashville, TN

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