



LAKE REAL ESTATE MARKET REPORT

FALL 2023

Chapter 1
Available Lake Homes and Land Report

Produced by
LAKEHOMES.COM

Table of Contents

<i>The Lake Real Estate Market Report</i>	3
<i>CEO’s Market Insights</i>	4
<i>Report Methodology</i>	8
<i>Overall Top 10s</i>	9
<i>Top-Ranked By State</i>	11
<i>Alabama</i>	14
<i>Arkansas</i>	20
<i>Connecticut</i>	26
<i>Florida</i>	31
<i>Florida-Central</i>	37
<i>Florida-NE</i>	41
<i>Georgia</i>	45
<i>Idaho</i>	51
<i>Illinois</i>	56
<i>Chain O’ Lakes</i>	61
<i>Indiana</i>	65
<i>Iowa</i>	70
<i>Kentucky</i>	75
<i>Louisiana</i>	80
<i>Maryland</i>	86
<i>Massachusetts</i>	91
<i>Michigan</i>	96
<i>Minnesota</i>	102
<i>Mississippi</i>	108
<i>Missouri</i>	113
<i>Montana</i>	118
<i>Nebraska</i>	123
<i>New Hampshire</i>	128
<i>New York</i>	134

North Carolina 140

Oklahoma 146

Pennsylvania 152

South Carolina 158

Tennessee 164

Texas 170

Vermont 176

Virginia 181

Washington 187

Wisconsin 193

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

Real estate markets are incredibly local. National headlines that cite “averages” often drastically misrepresent the market conditions in each local market. This effect is even more exaggerated when considering local lake home markets and all other specialty properties.

At Lake Homes Realty, our position as the nation’s leader in lake real estate provides us with the best data about thousands of lake real estate markets across the country. Adding to that data, our millions of visitors to LakeHomes.com give us unique insight into consumer and market trends, patterns, and surprises.

We look at this data daily, and I frequently talk to our local licensed real estate agents across the United States. From that, here are some “takeaways” you may find helpful (or surprising):

1. In March, I expected the number of lake properties sold in 2023 would exceed 2022 by 10% to 15%. This was based on the continued increase in inventories of lake property for sale across the country, creating the necessary fuel for more deals.

As we pass through Summer, the rebound is slower than expected, not just for lake real estate but all residential real estate. 2023 will finish with the same or slightly fewer (5% to 10%) lake properties sold compared to 2022. Fall and winter will see a growing number of monthly, seasonally adjusted transactions.
2. The number of lake homes for sale continues to increase this year after reaching **historic lows** in 2021 and 2022 across virtually every lake market. While improved, the selection of “appropriately priced” lake homes remains limited (that is, homes priced such that they will get realistic and viable offers). A market recovering from historic lows can improve and still be low.
3. While softened compared to the last three years, it remains **something of a seller’s market** for lake real estate. Unfortunately, many **sellers are overpricing themselves out of the market**, and their homes sit and sit, helping inventory numbers grow. As a result, there is a growing trend of offers from buyers coming in below list price at many lakes across the country.

“Unfortunately, many sellers are overpricing themselves out of the market, and their homes sit and sit, helping inventory numbers grow.”

4. Our data shows that 2024 will be a busier year for lake home transactions. However, **there is nothing that will create an explosion of lake properties for sale**, and without that, there will be no crash in this market in the foreseeable future. Yes, the peak of the real estate market, and at many lakes, has been reached (or passed). However, only some 2008 real estate, labor, and mortgage conditions exist.
5. A lake home is a **discretionary home purchase**. This market is highly insulated from higher mortgage interest rates. Lake home buyers often pay cash (particularly for second homes). Mortgage availability and rates have little-to-no impact, and those who can afford these properties can often get the best rates if desired.

Lake home buyers have purchasing power and capacity even during unclear economic times. They are also patient and selective. This is a dream home; they will wait for reality to match their dream.

6. Some things don't change. **Lake homeowners rarely are in a "must sell" situation**, and they can be overly patient on not only price but even delaying selling for years beyond their use of the property.
7. I strongly recommend that sellers of lake homes and land **think geographically broader 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.

Sellers are not just competing with the houses for sale in their local lake. It is wise to price a lake property with a **solid understanding of multiple market pricing**, such as the information in this report, and with guidance on home **prices on lakes** in other areas of the country. Our licensed agents can uniquely assist lake homes and land sellers with that for their respective markets.

8. There is another constant I see across the country. To sell a lake home for maximum financial return **requires appropriate initial pricing**.

Even with demand remaining strong for lake homes, tens of thousands of lake homes and lots have been listed for sale for months and even years. The reason is simple. **Lake home buyers, as well as home buyers in general, are more informed than ever in human history**. They know the market, trends, and transactions and **ignore inappropriately overpriced listings**.

Lake home buyers use LakeHomes.com and other websites to educate themselves. Buyers recognize homes that have been on the market for over a month. These buyers consider these listed homes to be **inappropriately overpriced**. They have **ABSOLUTELY NO INTEREST** in wasting time asking about these properties, much less touring them.

Lake home buyers are eager but are wise (except for that one guy; you know who he is). Buyers see the lake real estate market has roughly peaked and have no appetite to pay well above market prices. Smart sellers understand that lake home buyers can and will wait for pricing to improve, as these are discretionary purchases not required for work or school. **NO AMOUNT of marketing can overcome an overpriced lake property**.

Are you looking to buy or sell a lake property? Please visit us at LakeHomes.com, THE best place to learn more about the lake real estate markets where you live or aspire to live.

Do you need detailed local market information or professional guidance on buying or selling your unique lake property? Our licensed real estate agents at your lake are THE local lake real estate experts! They know you may not need them immediately, but they will be delighted to be your consultant now and as you may need them in the coming months or even 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-one of these states are covered in this report. States that are not included in this report have data that has not yet been evaluated.

This report is based on real estate property for sale based on listing data collected in August of 2023, including value (i.e., list price) and volume of listings in the 31 states covered in this report.

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

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

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

All other comparisons, including website traffic, were determined using data from LakeHomes.com for the 3-month period ending August 14, 2023.

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

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

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

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

V1

Overall Top 10s

Largest Markets

1. Puget Sound, WA	\$1,407,729,472	6. Lake Michigan, MI	\$794,854,947
2. Lake Washington, WA	\$1,194,410,225	7. Lewisville Lake, TX	\$696,180,534
3. Lake Michigan, IL	\$1,175,579,658	8. Lake Lanier, GA	\$599,516,274
4. Lake Norman, NC	\$942,577,837	9. Lake LBJ, TX	\$598,646,810
5. Lake Travis, TX	\$857,475,067	10. Cedar Creek Lake, TX	\$549,128,540

Largest Home Markets

1. Puget Sound, WA	\$1,261,682,867
2. Lake Michigan, IL	\$1,175,579,658
3. Lake Washington, WA	\$1,116,440,325
4. Lake Norman, NC	\$760,282,611
5. Lake Travis, TX	\$680,989,570
6. Lake Michigan, MI	\$600,560,334
7. Lewisville Lake, TX	\$585,539,200
8. Cedar Creek Lake, TX	\$468,649,438
9. Lake Lanier, GA	\$453,169,512
10. Lake LBJ, TX	\$448,418,549

Largest Land Markets

1. Lake Michigan, MI	\$194,294,613
2. Lake Norman, NC	\$182,295,226
3. Lake Travis, TX	\$176,485,497
4. Lake Lanier, GA	\$146,346,762
5. Puget Sound, WA	\$146,046,605
6. Lewis Smith Lake, AL	\$106,573,199
7. Coeur d'Alene Lake, ID	\$104,740,759
8. Canyon Lake, TX	\$103,179,112
9. Lake Austin, TX	\$94,607,250
10. Lake Texoma, OK/TX*	\$91,460,736

Most Expensive Homes

1. Heron Lagoon, FL	\$5,240,753
2. Lake Butler, FL	\$4,452,809
3. Lake Washington, WA	\$4,197,144
4. Whitefish Lake, MT	\$4,194,195
5. Squam Lake, NH	\$3,522,290
6. Lake Vedra, FL	\$3,352,166
7. Lake Sammamish, WA	\$3,286,186
8. Butler Chain Of Lakes, FL	\$3,274,694
9. Lake Down, FL	\$3,214,496
10. Flathead Lake, MT	\$3,078,438

Most Affordable Homes

1. Lost Lake, IL	\$56,838
2. Candlewick Lake, IL	\$86,632
3. Lake Thunderbird, IL	\$103,883
4. Spanish Lake, MO	\$113,600
5. Lake Catherine, FL	\$128,127
6. Mirror Lake, NY	\$133,455
7. Round Lake, IL	\$134,020
8. Bateman Lake, LA	\$137,900
9. Lake Sparkle, FL	\$138,148
10. Lake Victory, IL	\$140,590

Most Listings

Puget Sound, WA	1,396	Lewisville Lake, TX	1,040
Lake Michigan, IL	1,234	Canyon Lake, TX	1,023
Table Rock Lake, AR/MO*	1,206	Lake Of The Ozarks, MO	890
Cedar Creek Lake, TX	1,126	Lake Michigan, MI	846
Lake Norman, NC	1,046	Lake Travis, TX	828

* 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	1,234
Puget Sound, WA	1,016
Lewisville Lake, TX	929
Lake Norman, NC	794
Lake Ray Hubbard, TX	685
Cedar Creek Lake, TX	593
Lake Conroe, TX	575
Old Hickory Lake, TN	546
Lake Lanier, GA	491
Lake Travis, TX	483

Most Land Available

Table Rock Lake, AR/MO*	806
Canyon Lake, TX	542
Cedar Creek Lake, TX	520
Lake Of The Ozarks, MO	476
Lewis Smith Lake, AL	467
Lake Livingston, TX	450
Lake Michigan, MI	394
Lake Hartwell, GA/SC*	390
Puget Sound, WA	380
Smith Mountain Lake, VA	348

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir, PA	\$6,977,027
2. Lake Washington, WA	\$5,837,469
3. Lady Bird Lake, TX	\$4,590,184
4. Muskegon Lake, MI	\$1,833,210
5. Lake Austin, TX	\$1,827,898
6. Lake Tapps, WA	\$1,509,238
7. Boardman Lake, MI	\$1,406,414
8. Lake Sammamish, WA	\$1,256,777
9. Lake Michigan, IN	\$1,097,495
10. Lake St Clair, MI	\$952,987

Listings of 10 Acres or More

1. Lewisville Lake, TX	\$148,788
2. Lake Travis, TX	\$142,878
3. Lake Conroe, TX	\$138,530
4. Flathead Lake, MT	\$135,934
5. Gull Lake - Nisswa, MN	\$122,210
6. Lake Chelan, WA	\$96,781
7. Lake Lanier, GA	\$84,606
8. Lake Wylie, NC	\$79,394
9. Lake Norman, NC	\$75,182
10. Coeur d'Alene Lake, ID	\$72,747

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Birch Lake, OK	\$10,944
2. Tink Wig Lake, PA	\$14,775
3. Summerset Lake, MO	\$14,887
4. Bull Shoals Lake, MO	\$16,516
5. Crystal Lake, PA	\$17,120
6. Holiday Pocono, PA	\$17,721
7. Walker Lake, PA	\$18,173
8. Conashaugh Lake, PA	\$18,456
9. Bull Shoals Lake, AR	\$18,519
10. Big Bass Lake, PA	\$19,816

Listings of 10 Acres or More

1. Great Sacandaga Lake, NY	\$2,636
2. Bull Shoals Lake, MO	\$3,224
3. Neely Henry Lake, AL	\$3,877
4. Lake Tuscaloosa, AL	\$4,410
5. Tenkiller Lake, OK	\$4,660
6. Bayou D'arbonne Lake, LA	\$5,643
7. Stockton Lake, MO	\$6,010
8. Bull Shoals Lake, AR	\$6,213
9. Lake Hudson, OK	\$6,587
10. Lake Eufaula, OK	\$6,738

* 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	\$325,681,333
Arkansas:	Table Rock Lake*	\$332,463,090
Connecticut	Candlewood Lake	\$50,733,599
Florida	Lake Butler	\$116,354,000
Georgia	Lake Lanier	\$574,842,222
Idaho:	Coeur d'Alene Lake	\$356,709,597
Illinois:	Lake Michigan	\$1,177,536,260
Indiana:	Lake Michigan	\$27,742,890
Iowa	West Okoboji Lake	\$32,738,800
Kentucky:	Kentucky Lake*	\$73,679,414
Louisiana	Lake Pontchartrain	\$116,719,302
Maryland:	Deep Creek Lake	\$118,850,289
Massachusetts:	Back Bay Fens	\$76,335,799
Michigan:	Lake Michigan	\$763,028,737
Minnesota	Lake Minnetonka	\$277,348,927
Mississippi:	Ross R Barnett Reservoir	\$55,817,827
Missouri:	Lake Of The Ozarks	\$439,065,053
Montana	Flathead Lake	\$247,683,194
Nebraska:	Newport Landing Lake	\$29,377,564
New Hampshire:	Lake Winnepesaukee	\$317,384,407
New York:	Lake George	\$140,018,437
North Carolina:	Lake Norman	\$892,977,348
North Dakota:	Lake Sakakawea	\$11,976,900
Oklahoma	Lake Texoma*	\$254,050,008
Pennsylvania:	Lake Wallenpaupack	\$56,748,722
South Carolina:	Lake Wylie*	\$330,313,461
Tennessee:	Old Hickory Lake	\$481,685,772
Texas:	Lake Travis	\$881,111,973
Vermont	Lake Champlain*	\$107,485,225
Virginia:	Smith Mountain Lake	\$192,752,748
Washington:	Puget Sound	\$1,146,642,043
Wisconsin	Lake Saint Croix - Afton	\$17,012,300

Most Listings

Alabama	Lewis Smith Lake	724
Arkansas:	Table Rock Lake*	1,258
Connecticut	Candlewood Lake	44
Florida	Reedy Creek Swamp	207
Georgia:	Lake Hartwell*	681
Idaho:	Coeur d'Alene Lake	236
Illinois:	Lake Michigan	1,250
Indiana:	Morse Reservoir	42
Iowa:	Sun Valley Lake	31
Kentucky:	Lake Cumberland	434
Louisiana:	Lake Pontchartrain	205
Maryland:	Deep Creek Lake	120
Massachusetts:	Back Bay Fens	43
Michigan:	Lake Michigan	811
Minnesota:	Other Northern Metro Area Lakes	168
Mississippi:	Ross R Barnett Reservoir	160
Missouri:	Table Rock Lake*	1,258
Montana:	Flathead Lake	107
Nebraska:	Shadow Lake	69
New Hampshire:	Lake Winnepesaukee	223
New York:	Lake Champlain*	179
North Carolina:	Lake Norman	1,001
North Dakota:	Lake Sakakawea	44
Oklahoma:	Lake Eufaula	541
Pennsylvania:	Lake Wallenpaupack	164
South Carolina:	Lake Hartwell*	681
Tennessee:	Old Hickory Lake	652
Texas:	Cedar Creek Lake	1,037
Vermont:	Lake Champlain*	179
Virginia:	Smith Mountain Lake	476
Washington:	Puget Sound	1,194
Wisconsin:	Prairie Lake - Prairie Lake	70

* 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	\$209,954,895
Arkansas	Table Rock Lake*	\$264,063,246
Connecticut	Candlewood Lake	\$49,139,599
Florida	Lake Maitland	\$113,682,100
Georgia:	Lake Lanier	\$428,604,889
Idaho	Coeur d'Alene Lake	\$274,051,247
Illinois:	Lake Michigan	\$1,160,847,110
Indiana	Geist Reservoir	\$26,851,000
Iowa	West Okoboji Lake	\$32,738,800
Kentucky	Kentucky Lake*	\$51,624,509
Louisiana:	Lake Pontchartrain	\$102,784,007
Maryland	Deep Creek Lake	\$103,007,995
Massachusetts:	Back Bay Fens	\$75,350,799
Michigan	Lake Michigan	\$548,597,760
Minnesota	Lake Minnetonka	\$262,445,028
Mississippi:	Ross R Barnett Reservoir	\$43,622,600
Missouri:	Lake Of The Ozarks	\$347,761,720
Montana	Flathead Lake	\$201,180,294
Nebraska:	Newport Landing Lake	\$27,341,564
New Hampshire:	Lake Winnepesaukee	\$278,172,289
New York:	Lake George	\$132,505,737
North Carolina:	Lake Norman	\$725,483,753
North Dakota:	Lake Sakakawea	\$6,268,000
Oklahoma	Lake Texoma*	\$122,176,702
Pennsylvania:	Lake Wallenpaupack	\$52,583,187
South Carolina:	Lake Wylie*	\$254,060,863
Tennessee	Old Hickory Lake	\$420,351,362
Texas:	Lake Travis	\$721,711,901
Vermont	Lake Champlain*	\$90,650,625
Virginia	Smith Mountain Lake	\$120,637,544
Washington:	Puget Sound	\$1,030,777,208
Wisconsin:	Lake Saint Croix - Afton	\$16,133,400

Most Homes Available

Alabama	Lewis Smith Lake	238
Arkansas:	Table Rock Lake*	425
Connecticut	Candlewood Lake	38
Florida	Reedy Creek Swamp	189
Georgia	Lake Lanier	461
Idaho:	Coeur d'Alene Lake	103
Illinois:	Lake Michigan	1,214
Indiana:	Morse Reservoir	41
Iowa	West Okoboji Lake	21
Kentucky:	Lake Cumberland	131
Louisiana:	Lake Pontchartrain	147
Maryland:	Deep Creek Lake	85
Massachusetts:	Back Bay Fens	38
Michigan	Lake Michigan	417
Minnesota	Other Northern Metro Area Lakes	133
Mississippi:	Ross R Barnett Reservoir	84
Missouri:	Lake Of The Ozarks	602
Montana	Flathead Lake	53
Nebraska:	Glenn Cunningham Lake	40
New Hampshire:	Lake Winnepesaukee	161
New York:	Lake Champlain*	137
North Carolina:	Lake Norman	745
North Dakota:	Lake Sakakawea	12
Oklahoma	Lake Texoma*	212
Pennsylvania:	Pocono Country Place	90
South Carolina:	Lake Wylie*	388
Tennessee:	Old Hickory Lake	546
Texas:	Lewisville Lake	842
Vermont	Lake Champlain*	137
Virginia:	Lake Anna	128
Washington:	Puget Sound	861
Wisconsin:	Lake Saint Croix - Afton	16

* 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	\$113,726,438
Arkansas	Table Rock Lake*	\$68,399,844
Connecticut	Wononskopomuc Lake	\$2,595,000
Florida	Lake Harris	\$34,987,600
Georgia	Lake Lanier	\$146,237,333
Idaho	Coeur d'Alene Lake	\$82,658,350
Illinois	Lake Michigan	\$16,689,150
Indiana	Lake Michigan	\$4,949,200
Iowa	Clear Lake	\$1,900,000
Kentucky	Kentucky Lake*	\$22,054,905
Louisiana	Lake Pontchartrain	\$13,935,295
Maryland	Deep Creek Lake	\$15,842,294
Massachusetts:	The Glades	\$3,939,000
Michigan:	Lake Michigan	\$214,430,977
Minnesota	Lower Prior Lake - Prior La..	\$19,000,000
Mississippi:	Ross R Barnett Reservoir	\$12,195,227
Missouri:	Lake Of The Ozarks	\$91,303,333
Montana:	Flathead Lake	\$46,502,900
Nebraska:	Ritz Lake	\$6,335,000
New Hampshire:	Lake Winnepesaukee	\$22,833,130
New York:	Saratoga Lake	\$13,576,799
North Carolina:	Lake Norman	\$167,493,595
North Dakota:	Lake Sakakawea	\$5,708,900
Oklahoma:	Lake Texoma*	\$103,613,206
Pennsylvania:	Delaware River*	\$6,657,150
South Carolina:	Lake Keowee	\$84,584,028
Tennessee:	Old Hickory Lake	\$61,334,410
Texas:	Lake Travis	\$157,700,072
Vermont:	Lake Champlain*	\$10,060,900
Virginia:	Smith Mountain Lake	\$72,115,204
Washington:	Puget Sound	\$115,864,835
Wisconsin:	Lake Superior	\$3,860,700

Most Land Available

Alabama:	Lewis Smith Lake	485
Arkansas:	Table Rock Lake*	833
Connecticut:	Squantz Pond	8
Florida:	Lake Weohyakapka (Walk in Water)	103
Georgia:	Lake Hartwell*	439
Idaho:	Coeur d'Alene Lake	133
Illinois:	Spoon Lake	42
Indiana:	Big Turkey Lake	30
Iowa:	Sun Valley Lake	14
Kentucky:	Lake Cumberland	303
Louisiana:	Calcasieu Lake	65
Maryland:	Deep Creek Lake	35
Massachusetts:	Ashmere Reservoir	10
Michigan:	Lake Michigan	394
Minnesota:	Other Greater St Cloud Area Lakes	59
Mississippi:	Ross R Barnett Reservoir	76
Missouri:	Table Rock Lake*	833
Montana:	Flathead Lake	54
Nebraska:	Shadow Lake	59
New Hampshire:	Lake Winnepesaukee	48
New York:	Lake Ontario	51
North Carolina:	Lake Norman	256
North Dakota:	Lake Sakakawea	32
Oklahoma:	Lake Eufaula	315
Pennsylvania:	Lake Wallenpaupack	79
South Carolina:	Lake Hartwell*	439
Tennessee:	Watts Bar Lake	326
Texas:	Cedar Creek Lake	485
Vermont:	Lake Champlain*	34
Virginia:	Smith Mountain Lake	358
Washington:	Puget Sound	333
Wisconsin:	Prairie Lake - Prairie Lake	66

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

Most Expensive Homes

Alabama:	Lake Martin	\$1,100,553
Arkansas	Loch Lomond	\$1,627,921
Connecticut	Candlewood Lake	\$1,293,147
Florida:	Heron Lagoon	\$5,740,562
Georgia	Lake Burton	\$2,230,188
Idaho	Coeur d'Alene Lake	\$2,660,692
Illinois	Quarry Lake	\$1,480,308
Indiana	Lake Wawasee	\$2,033,745
Iowa	West Okoboji Lake	\$1,558,990
Kentucky	Kentucky Lake	\$696,471
Louisiana	Prien Lake	\$756,222
Maryland:	Deep Creek Lake	\$1,211,859
Massachusetts:	Back Bay Fens	\$1,982,916
Michigan:	Walloon Lake	\$2,922,955
Minnesota	Lake Minnetonka	\$2,243,120
Mississippi:	Oxford Region Lakes	\$614,035
Missouri:	Lake Springfield	\$712,850
Montana:	Whitefish Lake	\$5,151,235
Nebraska	Bluewater Lake	\$1,323,219
New Hampshire:	Lake Winnepesaukee	\$1,769,687
New York	Skaneateles Lake	\$2,134,353
North Carolina:	Lake Toxaway	\$1,806,214
North Dakota:	Lake Sakakawea	\$522,333
Oklahoma	Grand Lake	\$687,433
Pennsylvania:	Lake Harmony - Split Rock	\$844,355
South Carolina:	Lake Keowee	\$1,584,759
Tennessee	Fort Loudoun Lake	\$1,341,995
Texas	Lake Austin	\$2,347,371
Vermont	Lake Champlain - Burlington Area	\$673,319
Virginia	Lake Barcroft	\$1,240,690
Washington:	Lake Washington	\$3,432,937
Wisconsin	Lake Saint Croix - Afton	\$1,008,338

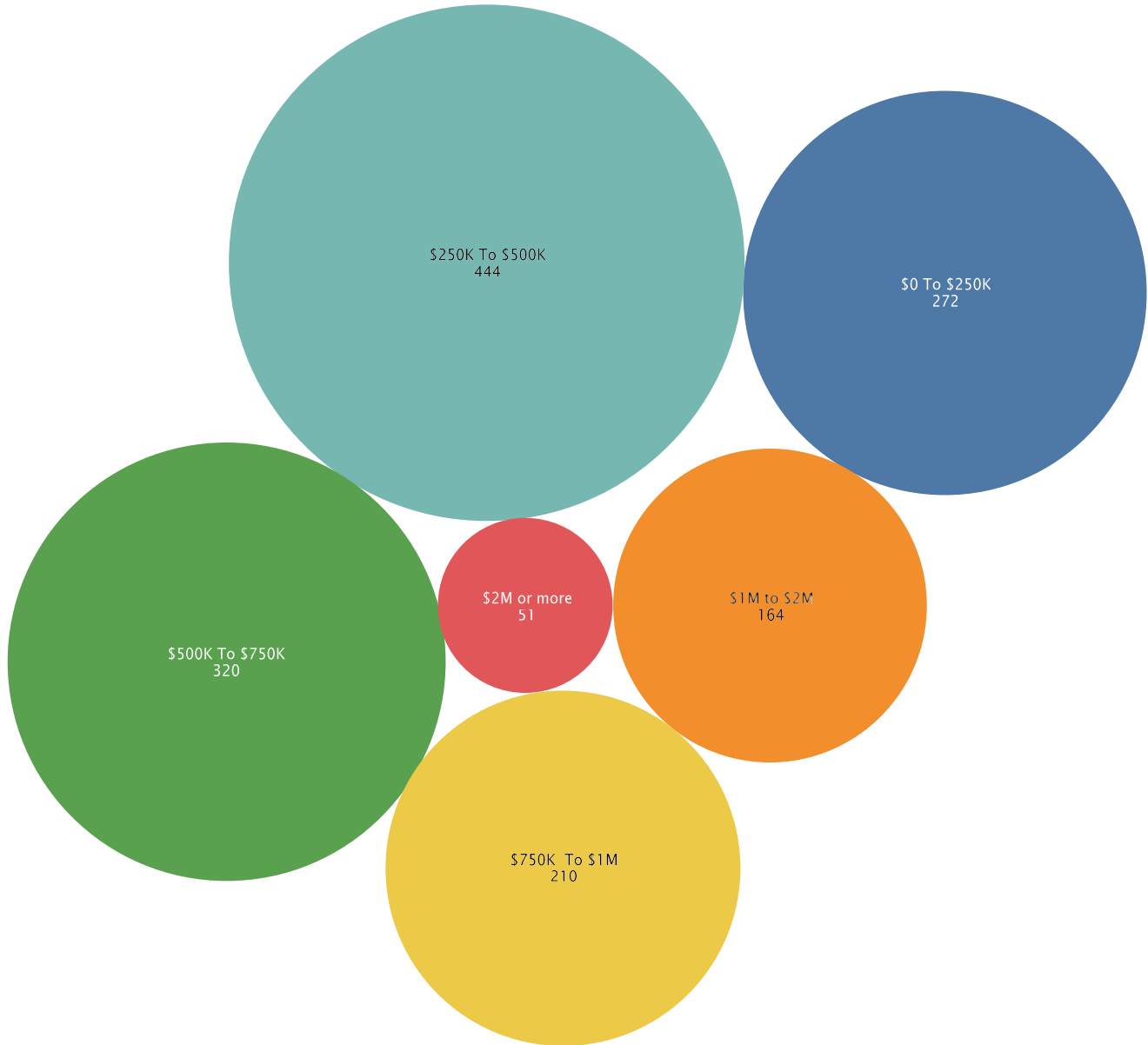
Most Affordable Homes

Alabama:	Waterford Lake - Calera	\$280,378
Arkansas	Greers Ferry Lake	\$442,772
Connecticut	Pocotopaug Lake	\$489,108
Florida:	Lake Catherine	\$132,479
Georgia	Savannah River - Augusta	\$216,145
Idaho	Twin Lakes	\$595,756
Illinois	Peoria Lake	\$137,772
Indiana:	Lake George	\$259,033
Iowa	Lake Ponderosa	\$373,242
Kentucky:	Lake Cumberland	\$344,802
Louisiana	Chaplin Lake	\$232,518
Maryland:	Schumaker Pond	\$295,717
Massachusetts:	Watershops Pond	\$270,200
Michigan:	Lake Huron - Bay City Area	\$161,438
Minnesota	Silver Lake - Rochester	\$263,735
Mississippi:	Ross R Barnett Reservoir	\$519,317
Missouri:	Pomme De Terre Lake	\$230,910
Montana:	Eagle Lake	\$1,410,910
Nebraska	Lake Galleria	\$272,893
New Hampshire:	Glen Lake	\$422,996
New York	Iroquois Lake	\$241,177
North Carolina:	Badin Lake	\$357,812
North Dakota:	Lake Sakakawea	\$522,333
Oklahoma	Lake Murray	\$272,111
Pennsylvania:	Pymatuning Lake	\$135,536
South Carolina:	Lake Marion	\$387,949
Tennessee	Lake Catherine	\$286,884
Texas	Somerville Lake	\$207,727
Vermont	Lake Memphremagog	\$477,809
Virginia	Dyke Marsh	\$265,108
Washington:	Spanaway Lake	\$428,442
Wisconsin	Butternut Lake - Lake	\$348,990

* 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 2023Q3



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



Alabama

The total Alabama market rose from \$1.47 BB in summer 2023 to \$1.5 BB resulting in a \$100 MM increase.

Largest Markets

1. Lewis Smith Lake	\$321,242,883	21.4%	6. Lake Tuscaloosa	\$68,420,511	4.6%
2. Lake Martin	\$242,748,167	16.2%	7. Lake Wedowee	\$51,621,540	3.4%
3. Lake Guntersville	\$150,513,914	10.0%	8. Lake Eufaula*	\$43,081,849	2.9%
4. Logan Martin Lake	\$81,024,666	5.4%	9. Weiss Lake	\$42,349,450	2.8%
5. Wilson Lake	\$69,945,096	4.7%	10. Neely Henry Lake	\$41,048,341	2.7%

Total Alabama Market: \$1,502,421,243

Largest Home Markets

1. Lewis Smith Lake	\$212,669,684	20.7%
2. Lake Martin	\$202,731,583	19.7%
3. Lake Guntersville	\$80,513,930	7.8%
4. Logan Martin Lake	\$63,844,639	6.2%
5. Lake Tuscaloosa	\$51,087,298	5.0%
6. Wilson Lake	\$31,277,848	3.0%
7. Neely Henry Lake	\$31,177,540	3.0%
8. Lake Wedowee	\$26,559,500	2.6%
9. Weiss Lake	\$26,546,000	2.6%
10. Lay Lake	\$25,845,399	2.5%

Total Alabama Home Market: \$1,028,028,809

Largest Land Markets

1. Lewis Smith Lake	\$106,573,199	22.6%
2. Lake Guntersville	\$69,999,984	14.8%
3. Lake Martin	\$40,016,584	8.5%
4. Wilson Lake	\$38,667,248	8.2%
5. Wheeler Lake	\$25,884,800	5.5%
6. Lake Wedowee	\$25,062,040	5.3%
7. Lake Eufaula*	\$20,545,249	4.3%
8. Lake Tuscaloosa	\$17,333,213	3.7%
9. Logan Martin Lake	\$17,180,027	3.6%
10. Weiss Lake	\$15,803,450	3.3%

Total Alabama Land Market: \$472,392,434

The Logan Martin Lake market rose from \$70 MM in summer 2023 to \$81 MM resulting in a 15% increase.

Most Expensive Homes

1. Lake Tuscaloosa	\$1,459,637
2. Lewis Smith Lake	\$1,037,543

Most Affordable Homes

1. Lake Harding	\$605,160
2. Carrington Lake	\$607,983

* 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	691	17.7%	6. Lake Wedowee	172	4.4%
2. Lake Guntersville	356	9.1%	7. Lay Lake	170	4.3%
3. Lake Martin	316	8.1%	8. Neely Henry Lake	166	4.2%
4. Logan Martin Lake	294	7.5%	9. Wilson Lake	161	4.1%
5. Weiss Lake	254	6.5%	10. Lake Tuscaloosa	140	3.6%
Total Alabama Listings:				3,913	

Most Homes Available

1. Lewis Smith Lake	223	14.6%
2. Lake Martin	204	13.4%
3. Logan Martin Lake	160	10.5%
4. Lake Guntersville	106	6.9%
5. Weiss Lake	67	4.4%
6. Neely Henry Lake	66	4.3%
7. Lake Eufaula*	55	3.6%
8. Lay Lake	51	3.3%
9. Lake Wedowee	46	3.0%
10. Pickwick Lake*	38	2.5%

Total Alabama Home Listings: 1,528

Most Land Available

1. Lewis Smith Lake	467	19.6%
2. Lake Guntersville	250	10.5%
3. Weiss Lake	187	7.8%
4. Logan Martin Lake	134	5.6%
5. Lake Wedowee	126	5.3%
6. Wilson Lake	125	5.2%
7. Lay Lake	119	5.0%
8. Lake Martin	112	4.7%
9. Lake Tuscaloosa	105	4.4%
10. Neely Henry Lake	100	4.2%

Total Alabama Land Listings: 2,384

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Martin	\$259,346
2. Lake Cameron	\$248,915
3. Wilson Lake	\$210,230
4. Lake Mitchell	\$125,356
5. Lewis Smith Lake	\$122,487
6. Lake Tuscaloosa	\$121,193
7. Wheeler Lake	\$117,526
8. Shoal Creek	\$115,521

Listings of 10 Acres or More

1. Wilson Lake	\$55,507
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

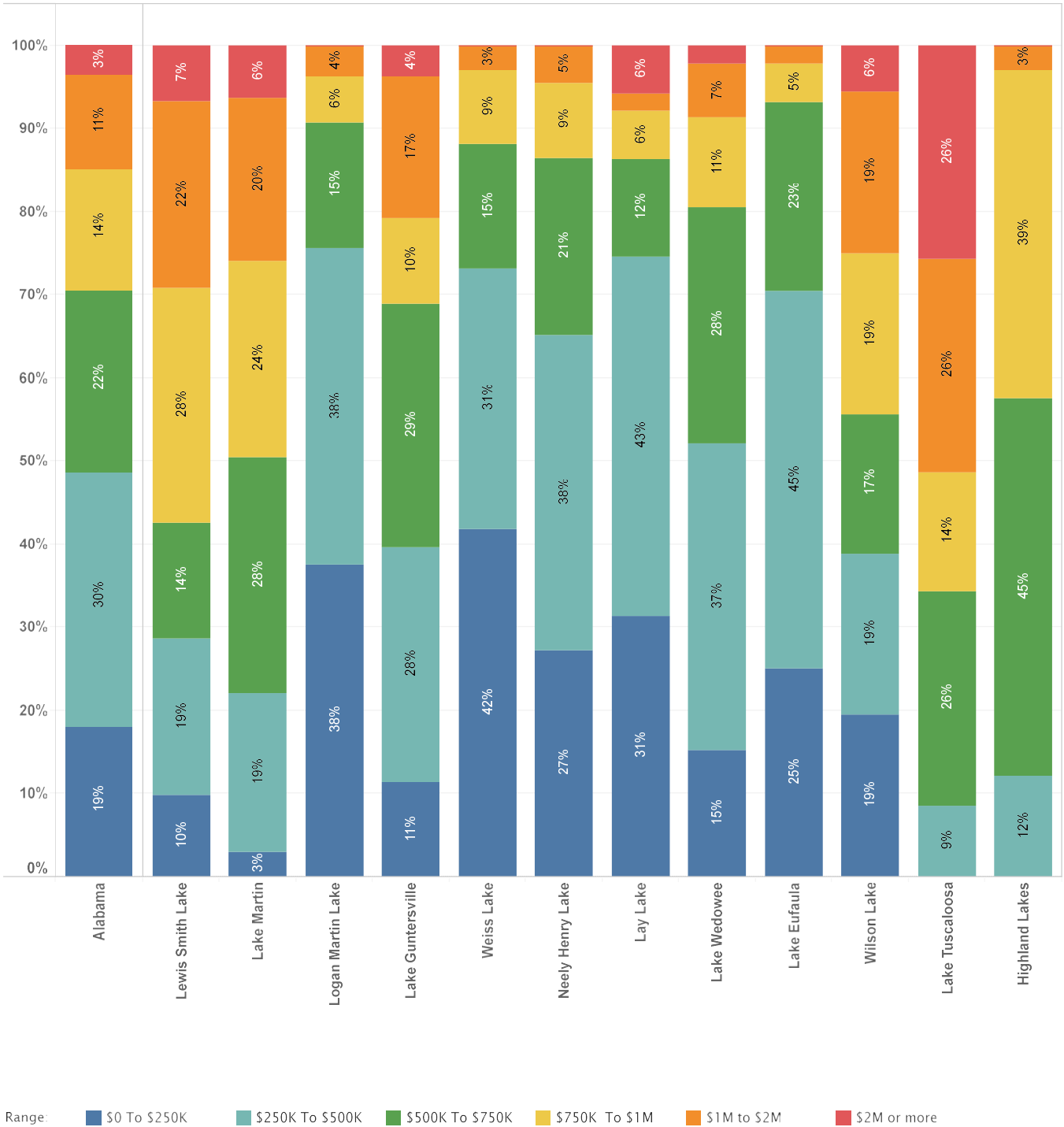
1. Bankhead Lake	\$23,470
2. Lake Harding	\$28,386
3. Alabama River	\$31,495
4. Lay Lake	\$44,371
5. Neely Henry Lake	\$47,228
6. Jordan Lake	\$48,137
7. Deer Ridge Lake	\$57,148
8. Logan Martin Lake	\$63,382

Listings of 10 Acres or More

1. Neely Henry Lake	\$3,877
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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.

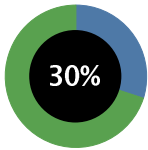
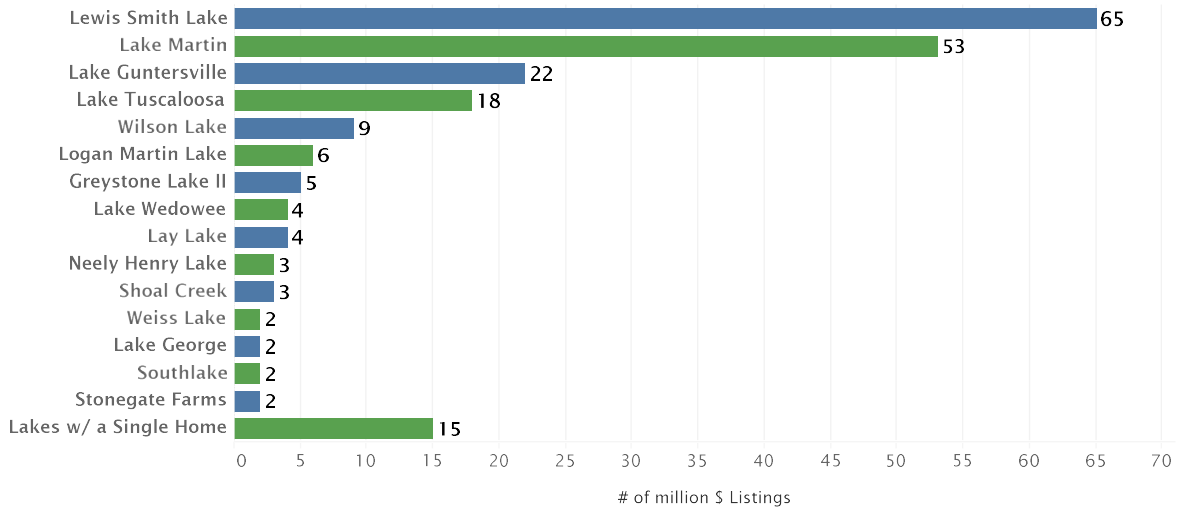
Price Breakdown by Percentage of Homes in the Alabama Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2023Q3

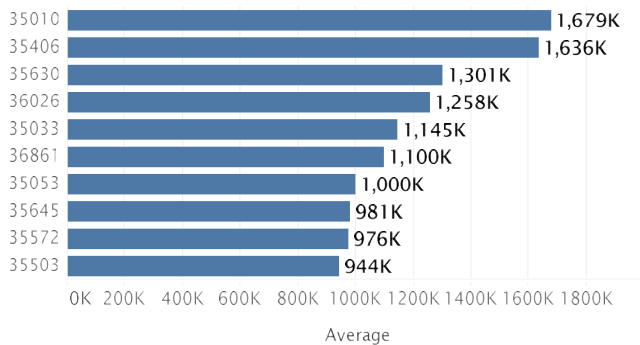


30% of \$1M+ Homes in Alabama are on Lewis Smith Lake

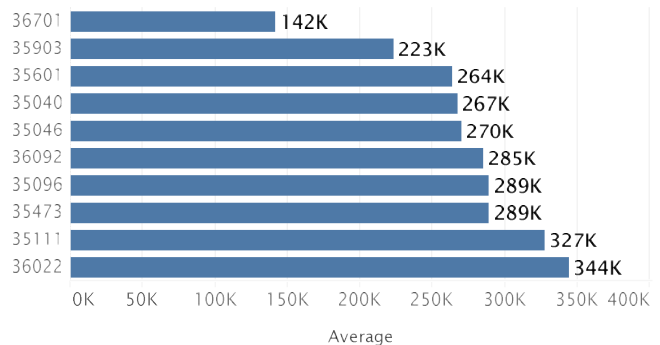
Total Number of \$1M+ Homes

215

Most Expensive ZIP Codes 2023Q3

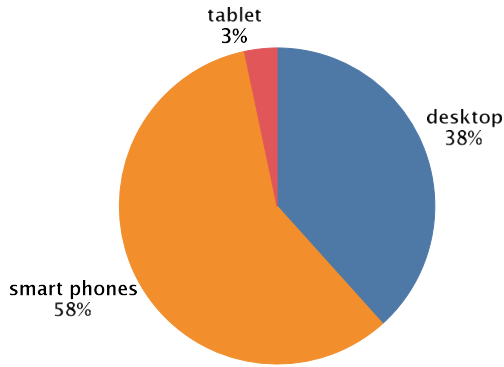


Most Affordable ZIP Codes 2023Q3

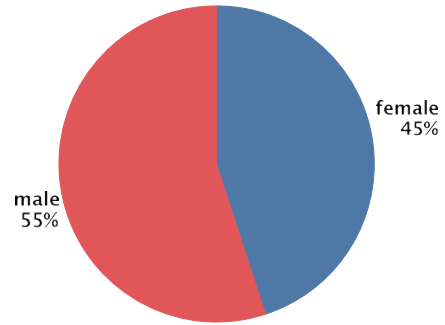


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

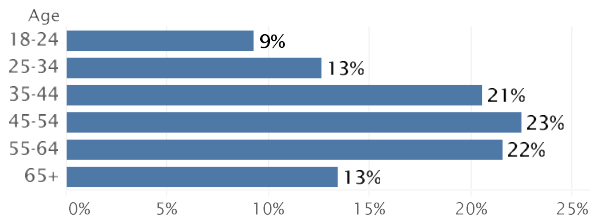


78% of potential buyers come from outside Alabama

Chicago

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

What Age Groups are Shopping 2023Q3



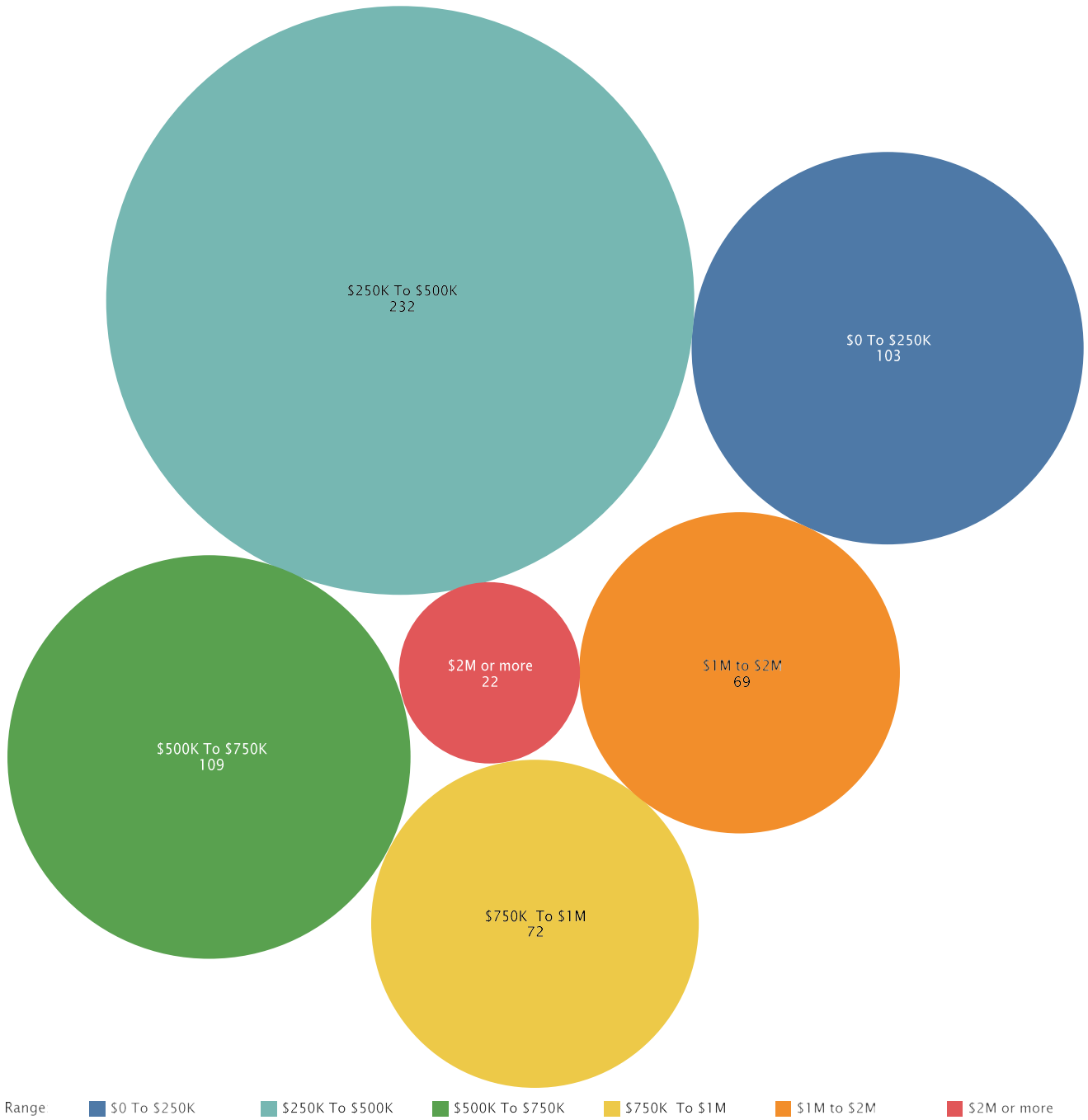
Number 2-10 metros are:

- Atlanta, GA
- Nashville, TN
- Dallas-Ft. Worth, TX
- Spokane, WA
- Columbus, GA
- Washington DC (Hagerstown MD)
- Memphis, TN
- Minneapolis-St. Paul, MN
- Oklahoma City, OK



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2023Q3



LAKE HOMES.COM
REALTY

Arkansas

The total Arkansas market rose from \$823 MM in summer 2023 to \$861 MM resulting in a 5% increase.

Largest Markets

1. Table Rock Lake*	\$341,104,171	39.6%	6. Lake Norfork	\$12,128,300	1.4%
2. Beaver Lake	\$175,873,909	20.4%	7. Lake Balboa	\$8,669,500	1.0%
3. Lake Hamilton	\$168,179,945	19.5%	8. Lake Catherine	\$6,728,050	0.8%
4. Greers Ferry Lake	\$67,267,368	7.8%	9. Crown Lake	\$4,896,900	0.6%
5. Bull Shoals Lake*	\$31,323,625	3.6%	10. Lake Fayetteville	\$4,497,000	0.5%

Total Arkansas Market: \$860,786,562

Largest Home Markets

1. Table Rock Lake*	\$261,024,413	40.2%
2. Lake Hamilton	\$133,953,646	20.7%
3. Beaver Lake	\$126,957,962	19.6%
4. Greers Ferry Lake	\$45,281,398	7.0%
5. Bull Shoals Lake*	\$21,314,150	3.3%
6. Lake Balboa	\$8,603,400	1.3%
7. Lake Norfork	\$7,368,600	1.1%
8. Lake Catherine	\$4,724,800	0.7%
9. Crown Lake	\$4,439,000	0.7%
10. Diamante Country Club	\$3,529,700	0.5%

Total Arkansas Home Market: \$648,577,045

Largest Land Markets

1. Table Rock Lake*	\$80,079,758	37.7%
2. Beaver Lake	\$48,915,947	23.1%
3. Lake Hamilton	\$34,226,299	16.1%
4. Greers Ferry Lake	\$21,985,970	10.4%
5. Bull Shoals Lake*	\$10,009,475	4.7%
6. Lake Norfork	\$4,759,700	2.2%
7. Lake Catherine	\$2,003,250	0.9%
8. Lake Fayetteville	\$1,499,000	0.7%
9. Lake Ouachita	\$1,420,000	0.7%
10. Ouachita River	\$1,249,000	0.6%

Total Arkansas Land Market: \$212,209,517

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	\$798,478
2. Lake Hamilton	\$778,800

Most Affordable Homes

1. Table Rock Lake	\$575,163
2. Lake Hamilton	\$778,800

* 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*	1,206	45.3%	6. Lake Catherine	35	1.3%
2. Beaver Lake	376	14.1%	7. Loch Lomond	33	1.2%
3. Greers Ferry Lake	358	13.4%	8. Lake Brittany	29	1.7%
4. Lake Hamilton	261	9.8%	9. Lake Windsor	28	1.1%
5. Bull Shoals Lake*	137	5.1%	10. Lake Norfolk	25	0.9%
Total Arkansas Listings:				2,665	

Most Homes Available

1. Table Rock Lake*	400	40.1%
2. Lake Hamilton	172	17.3%
3. Beaver Lake	159	15.9%
4. Greers Ferry Lake	106	10.6%
5. Bull Shoals Lake*	56	5.6%
6. Lake Catherine	12	1.2%
7. Lake Norfolk	11	1.1%
8. Lake Balboa	6	0.6%
9. Diamante Country Club	5	0.5%
9. Indianhead Lake	5	0.5%

Total Arkansas Home Listings:

997

Most Land Available

1. Table Rock Lake*	806	48.3%
2. Greers Ferry Lake	252	15.1%
3. Beaver Lake	217	13.0%
4. Lake Hamilton	89	5.3%
5. Bull Shoals Lake*	81	4.9%
6. Lake Brittany	29	1.7%
6. Loch Lomond	29	1.7%
8. Lake Windsor	25	1.5%
9. Lake Catherine	23	1.4%
10. Lake Norfolk	14	0.8%

Total Arkansas Land Listings:

1,668

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Hamilton	\$661,815
2. Lake Norfolk	\$78,647
3. Greers Ferry Lake	\$61,186
4. Lake Windsor	\$61,088
5. Lake Thunderbird	\$56,619
6. Loch Lomond	\$46,897
7. Beaver Lake	\$43,367
8. Lake Brittany	\$36,888

Listings of 10 Acres or More

1. Beaver Lake	\$17,239
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

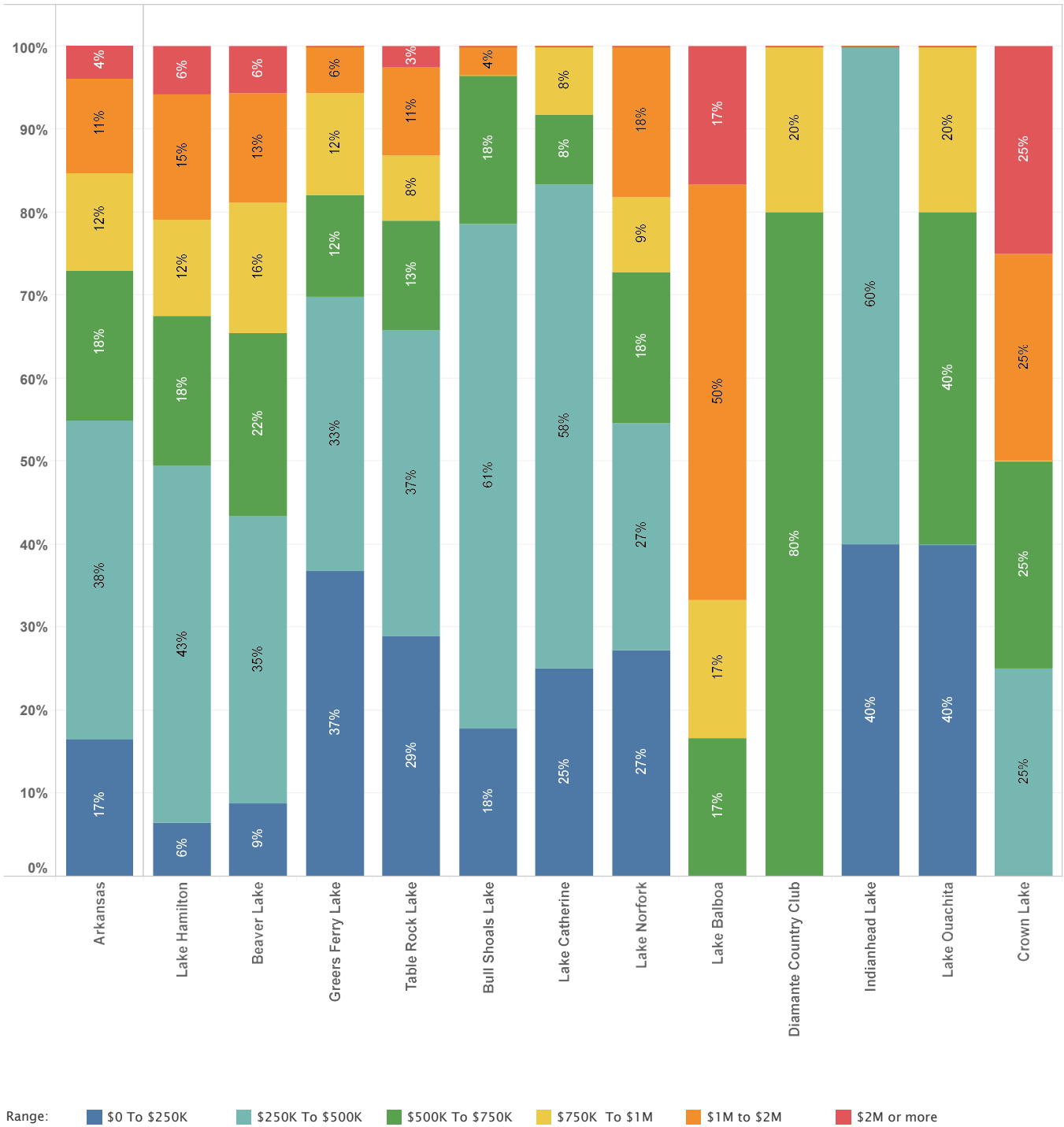
1. Bull Shoals Lake	\$18,519
2. Lake Avalon	\$30,392
3. Lake Ann	\$33,772
4. Table Rock Lake	\$36,671
5. Lake Brittany	\$36,888
6. Beaver Lake	\$43,367
7. Loch Lomond	\$46,897
8. Lake Thunderbird	\$56,619

Listings of 10 Acres or More

1. Bull Shoals Lake	\$6,213
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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.

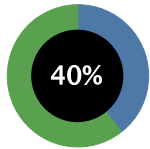
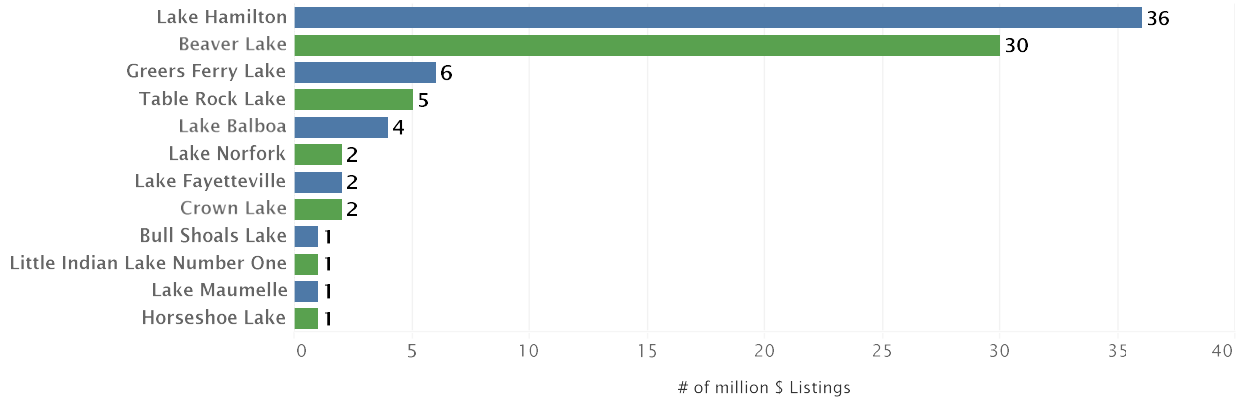
Price Breakdown by Percentage of Homes in the Arkansas Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2023Q3

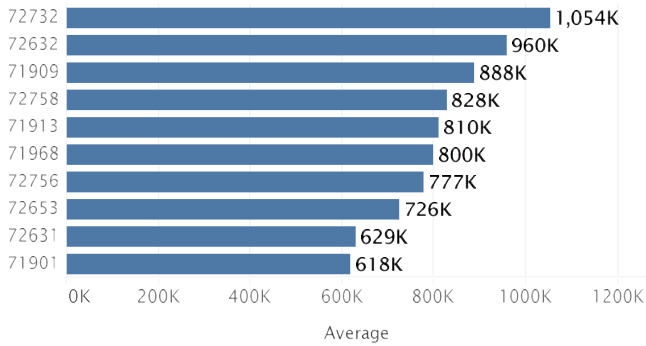


40% of \$1M+ Homes in Arkansas are on Lake Hamilton

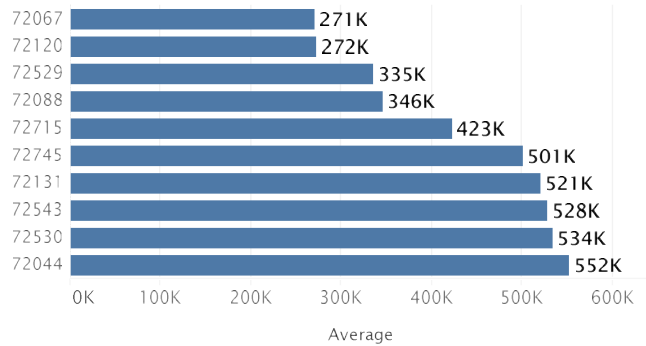
Total Number of \$1M+ Homes

91

Most Expensive ZIP Codes 2023Q3

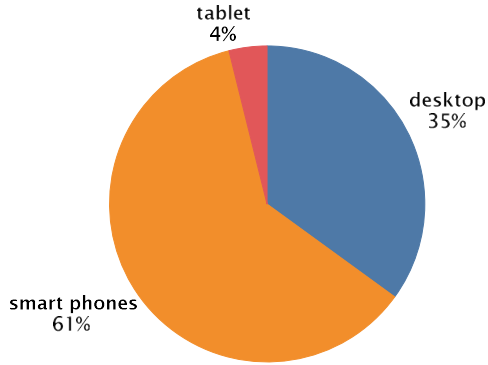


Most Affordable ZIP Codes 2023Q3

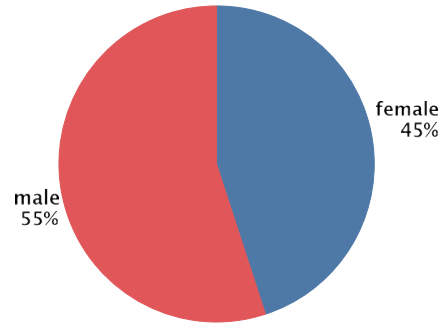


Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

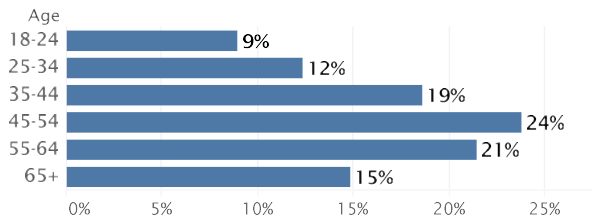


85% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q3



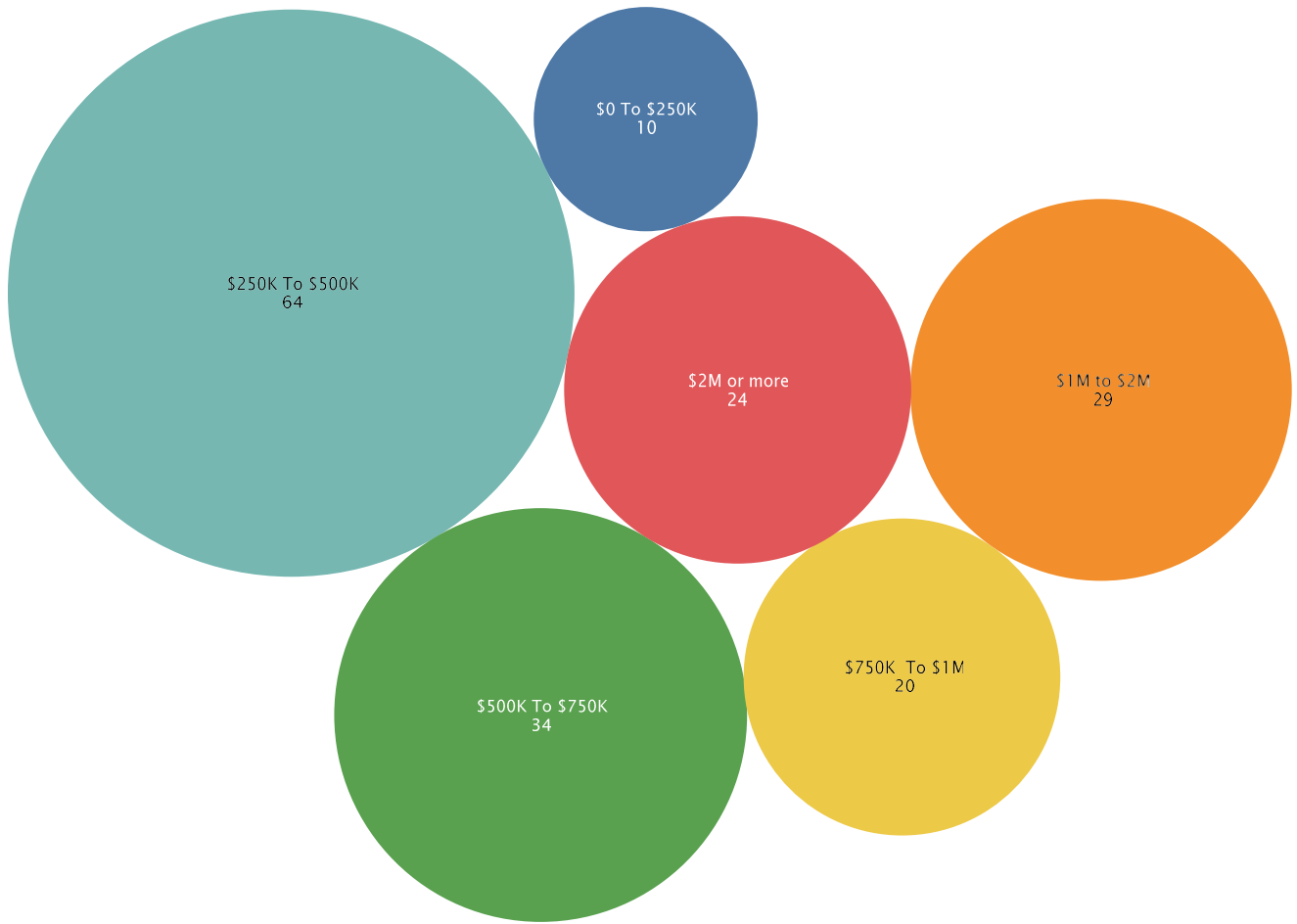
Number 2-10 metros are:

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



CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2023Q3



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



Connecticut

The total Connecticut market rose from \$185 MM in summer 2023 to \$202 MM resulting in a 9% increase.

Largest Markets

1. Candlewood Lake	\$60,508,960	29.9%
2. Woodridge Lake - Goshen	\$19,986,000	9.9%
3. Tyler Lake	\$10,779,000	5.3%
4. Lake Lillinonah	\$9,279,299	4.6%
5. Samp Mortar Reservoir	\$7,148,800	3.5%

Total Connecticut Market: \$202,226,199

Most Listings

1. Candlewood Lake	49	19.8%
2. Woodridge Lake - Goshen	24	9.7%
3. Squantz Pond	14	5.6%
4. Pocotopaug Lake	12	4.8%
5. Lake Zoar	11	4.4%

Total Connecticut Listings: 248

Largest Home Markets

1. Candlewood Lake	\$58,341,060	31.8%
2. Woodridge Lake - Goshen	\$18,570,200	10.1%
3. Lake Lillinonah	\$8,429,299	4.6%
4. Samp Mortar Reservoir	\$6,258,800	3.4%
5. Pachaug Pond	\$5,900,000	3.2%

Total Connecticut Home Market: \$183,236,959

Most Homes Available

1. Candlewood Lake	43	23.8%
2. Woodridge Lake - Goshen	14	7.7%
3. Lake Zoar	10	5.5%
3. Pocotopaug Lake	10	5.5%
5. Lake Lillinonah	7	3.9%

Total Connecticut Home Listings: 181

Largest Land Markets

1. Tyler Lake	\$4,980,000	26.2%
2. Wononskopomuc Lake	\$2,595,000	13.7%
3. Candlewood Lake	\$2,167,900	11.4%
4. Squantz Pond	\$1,807,900	9.5%
5. Woodridge Lake - Goshen	\$1,415,800	7.5%

Total Connecticut Land Market: \$18,989,240

Most Land Available

1. Woodridge Lake - Goshen	10	14.9%
2. Squantz Pond	9	13.4%
3. Candlewood Lake	6	9.0%
4. Amston Lake	5	7.5%
4. Rogers Lake	5	7.5%

Total Connecticut Land Listings: 67

Average Home Price

1. Candlewood Lake	\$1,356,769
2. Woodridge Lake - Goshen	\$1,326,443

Average Land Price Per Acre

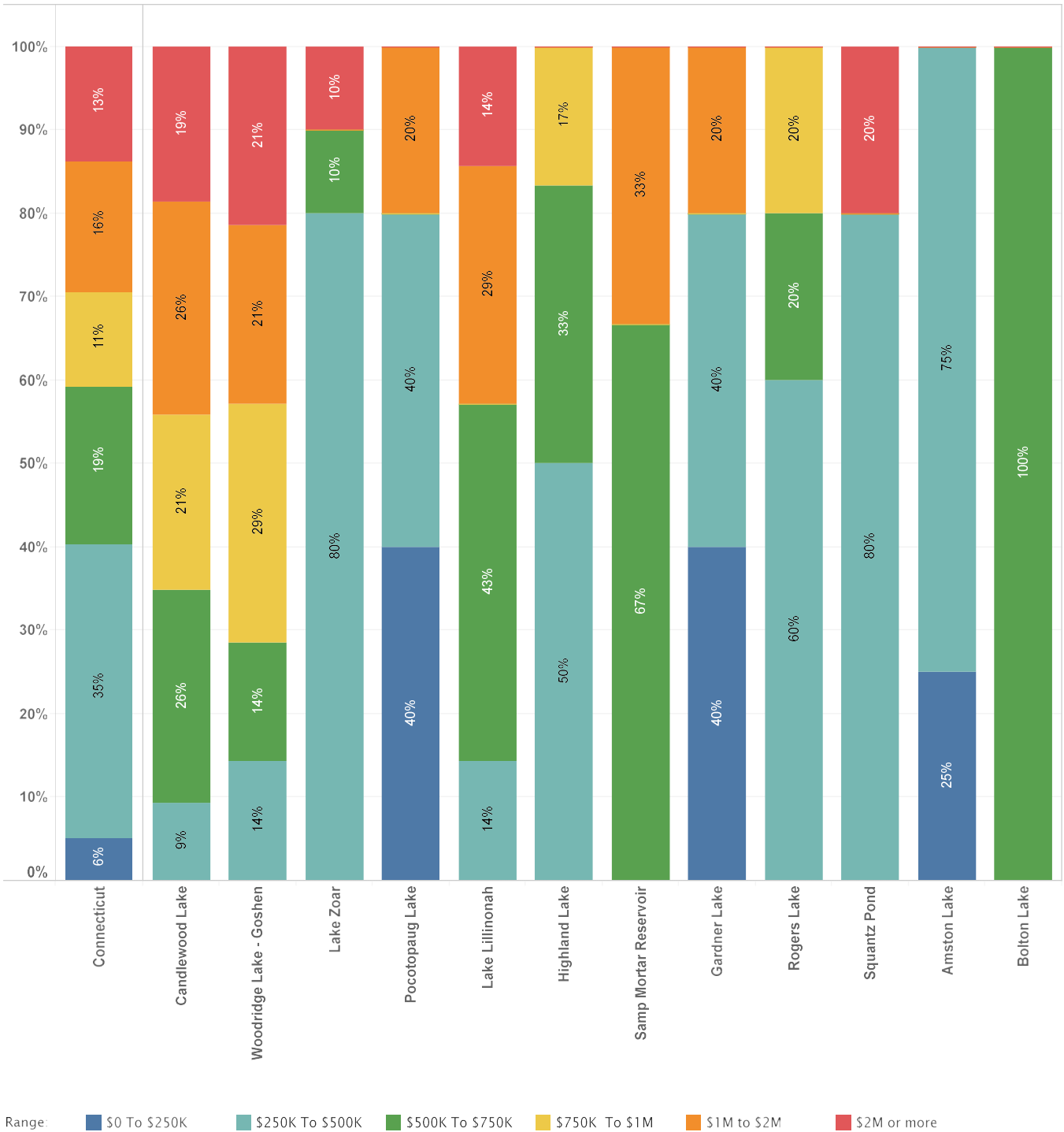
Listings of Less Than 10 Acres

1. Woodridge Lake - Goshen	\$153,724
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Listings of 10 Acres or More

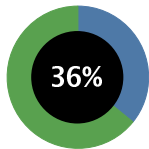
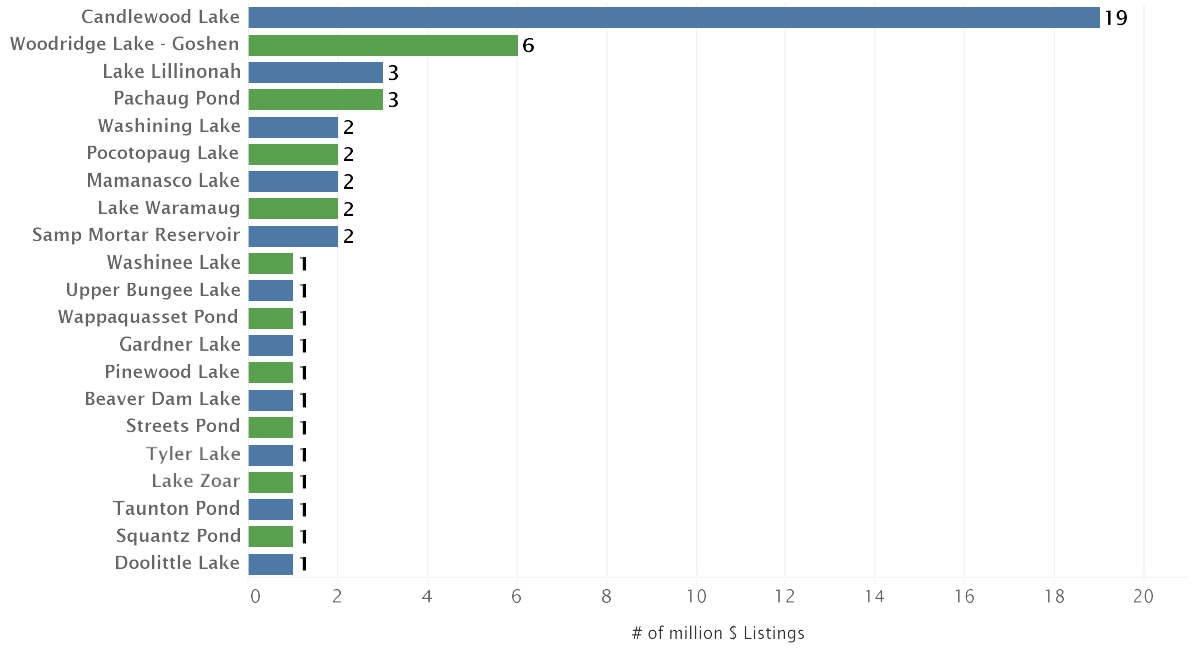
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Price Breakdown by Percentage of Homes in the Connecticut Market 2023Q3



Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2023Q3

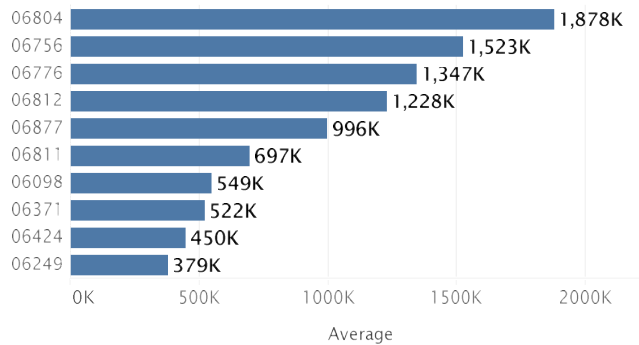


36% of \$1M+ Homes in Connecticut are on Candlewood Lake

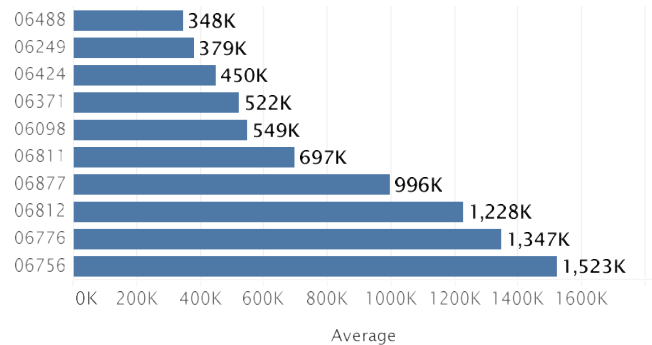
Total Number of \$1M+ Homes

53

Most Expensive ZIP Codes 2023Q3

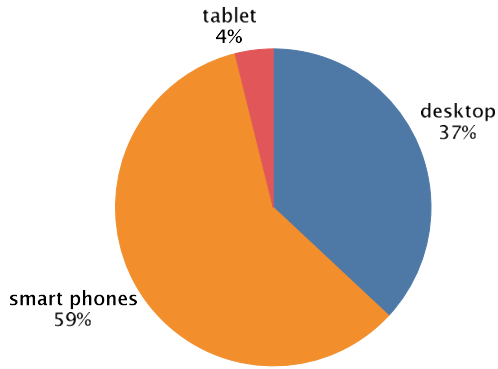


Most Affordable ZIP Codes 2023Q3

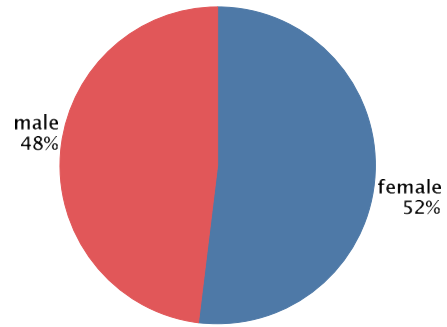


Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

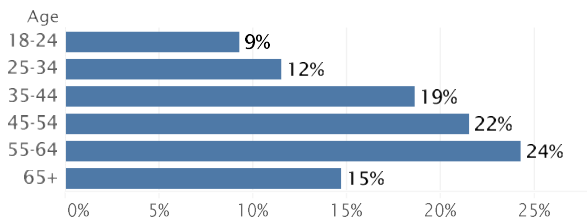


73% of potential buyers come from outside Connecticut

New York,

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

What Age Groups are Shopping 2023Q3



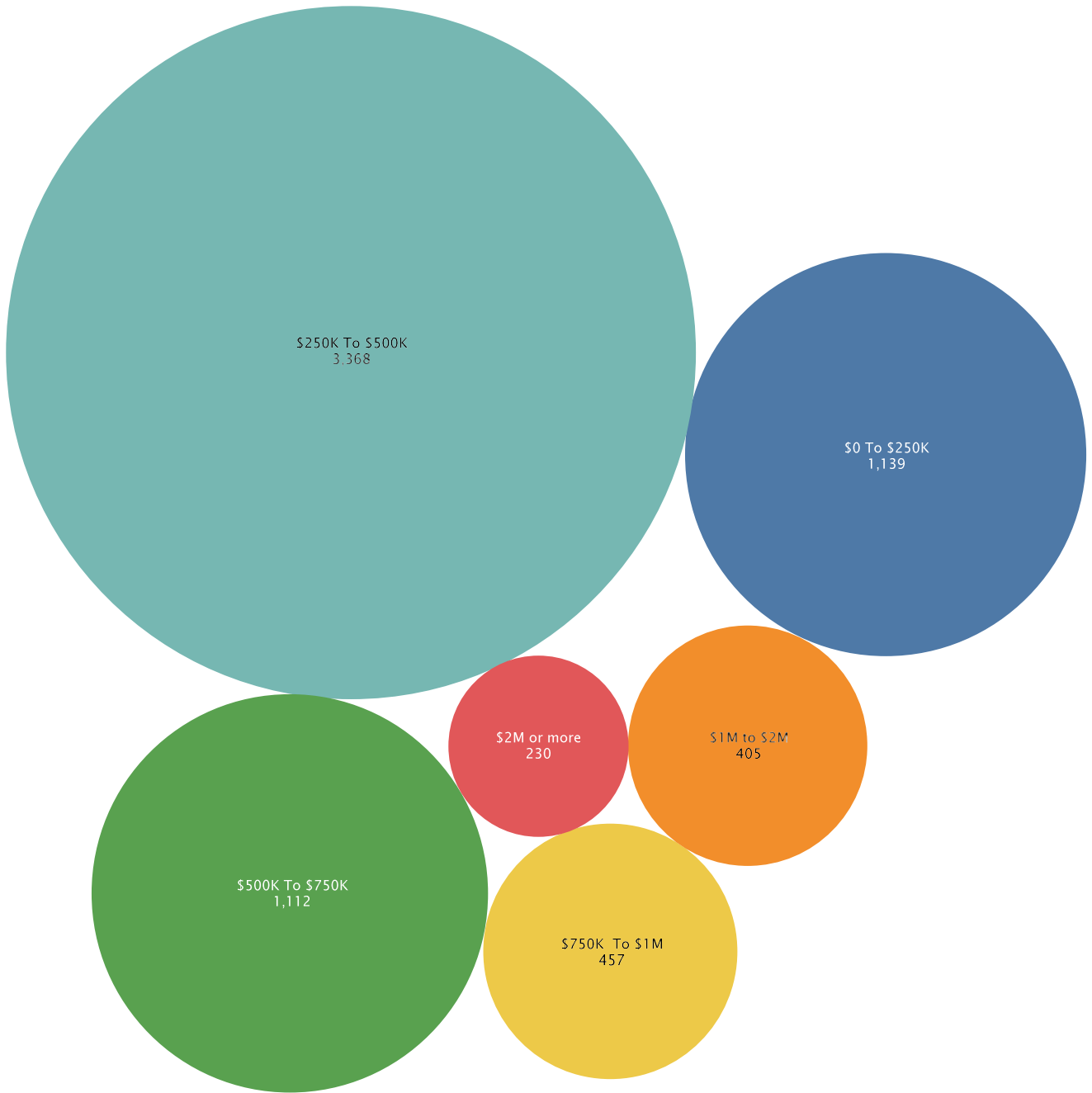
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Atlanta, GA
- Columbus, OH
- Greenville-Spartanburg-Asheville-Anderson
- Grand Rapids-Kalamazoo-Battle Creek, MI
- Louisville, KY
- Tallahassee FL-Thomasville, GA



FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2023Q3



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



Florida

The total Florida market fell from \$4.8 BB in summer 2023 to \$4.7 BB resulting in a \$100 MM decrease.

Largest Markets

1. Lake Maitland	\$112,232,599	2.4%	6. Lake Harris	\$83,933,585	1.8%
2. Lake Butler	\$100,758,999	2.1%	7. Reedy Creek Swamp	\$82,755,124	1.8%
3. Lake Down	\$95,651,395	2.0%	8. Davenport Creek Swamp	\$75,320,880	1.6%
4. Lake Apopka	\$90,874,610	1.9%	9. Lake Tarpon	\$74,412,539	1.6%
5. John's Lake	\$85,146,700	1.8%	10. Heron Lagoon	\$73,079,795	1.6%

Total Florida Market: \$4,712,902,389

Largest Home Markets

1. Lake Maitland	\$106,832,699	2.6%
2. Lake Butler	\$93,508,999	2.3%
3. Lake Down	\$86,791,395	2.1%
4. Reedy Creek Swamp	\$80,765,535	2.0%
5. Lake Apopka	\$78,223,713	1.9%
6. John's Lake	\$73,501,750	1.8%
7. Davenport Creek Swamp	\$71,485,580	1.8%
8. Lake Tarpon	\$69,525,640	1.7%
9. Heron Lagoon	\$68,129,795	1.7%
10. Snowden Bay	\$66,727,921	1.6%

Total Florida Home Market: \$4,061,278,783

Largest Land Markets

1. Lake Ashton	\$34,500,000	5.3%
2. Lake Harris	\$23,080,200	3.5%
3. Lake Dora	\$18,767,399	2.9%
4. Crooked Lake - Four Corners	\$13,100,000	2.0%
5. Lake Osceola - Pasco	\$12,795,000	2.0%
6. Lake Apopka	\$12,650,897	1.9%
7. John's Lake	\$11,644,950	1.8%
8. Lake Susan	\$11,034,000	1.7%
9. Crosby Island Marsh	\$9,769,800	1.5%
10. Hickorynut Lake	\$9,500,000	1.5%

Total Florida Land Market: \$651,623,606

Most Expensive Homes

1. Heron Lagoon	\$5,240,753
2. Lake Butler	\$4,452,809

Most Affordable Homes

1. Lake Sylvan - Orange	\$1,978,900
2. Lake Osceola - Orange	\$2,085,706

Most Listings

1. Reedy Creek Swamp	218	2.5%	6. Lake Marion	106	1.2%
2. Lake Harris	184	2.1%	7. Lake Apopka	105	1.2%
3. Davenport Creek Swamp	150	1.7%	8. East Lake Tohopekaliga	104	1.2%
3. Lake Tarpon	150	1.7%	9. John's Lake	102	1.2%
5. Lake Dora	117	1.4%	9. Lake Jackson - Sebring	102	1.2%
Total Florida Listings:				8,572	

Most Homes Available

1. Reedy Creek Swamp	200	3.0%
2. Lake Harris	156	2.3%
3. Lake Tarpon	138	2.1%
4. Davenport Creek Swamp	134	2.0%
5. John's Lake	93	1.4%
5. Lake Dora	93	1.4%
7. East Lake Tohopekaliga	89	1.3%
8. Lake Seminole	88	1.3%
9. Lake Apopka	86	1.3%
9. Lake Jackson - Sebring	86	1.3%

Total Florida Home Listings: 6,711

Most Land Available

1. Lake Marion	79	4.2%
2. Lake Weohyakapka (Walk in Water)	62	3.3%
3. Lake Istokpoga	42	2.3%
4. Lake Okahumpka	41	2.2%
5. Lake June	40	2.1%
6. Marshall Swamp	37	2.0%
7. Grassy Lake - Lake Placid	35	1.9%
8. Lake Harris	28	1.5%
9. Lake Alfred	24	1.3%
9. Lake Dora	24	1.3%

Total Florida Land Listings: 1,861

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Silver Lake - Flagler Beach	\$886,199
2. Graham Swamp	\$631,644
3. Lake Apopka	\$466,651
4. Lake Okahumpka	\$457,100
5. Lake Medora	\$427,032
6. Lake Alfred	\$398,693
7. Lake Sturgeon	\$363,575
8. Reedy Creek Swamp	\$334,948

Listings of 10 Acres or More

1. Lake Harris	\$44,980
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

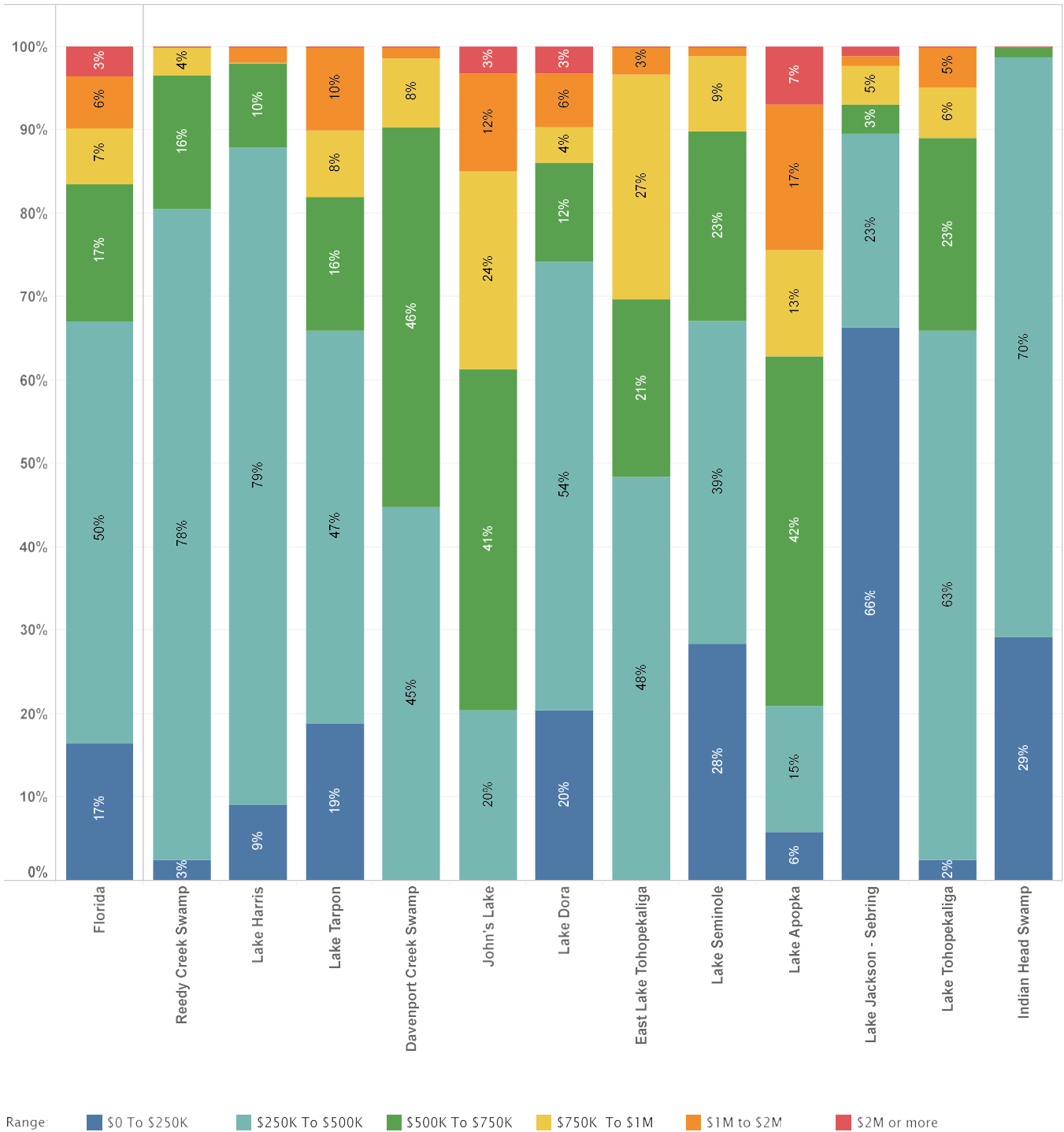
1. Deep Creek	\$23,571
2. Grassy Lake - Interlachen	\$24,125
3. Trout Lake - Interlachen	\$31,374
4. Winding Tree Lake	\$38,879
5. Black Sink Prairie	\$39,322
6. Lake Clinch	\$43,742
7. Lake Virginia - Interlachen	\$43,782
8. Lake Weohyakapka (Walk in Water)	\$45,012

Listings of 10 Acres or More

1. Halford Lake	\$24,576
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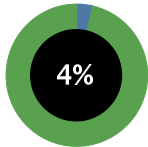
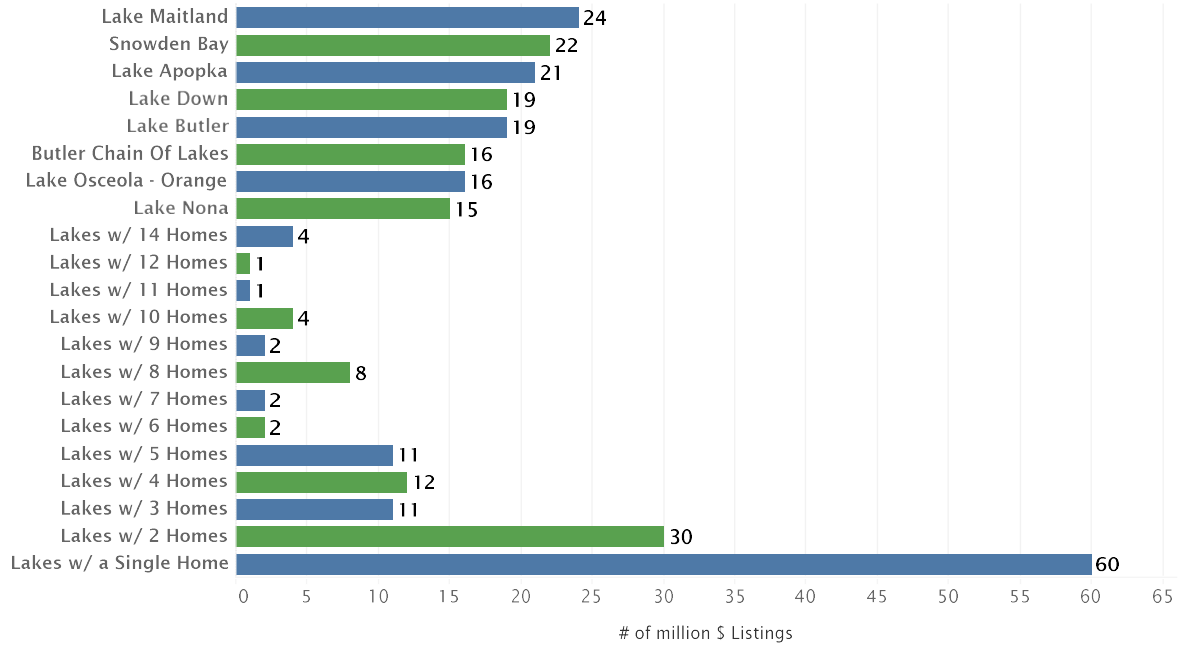
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida Market 2023Q3



Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2023Q3

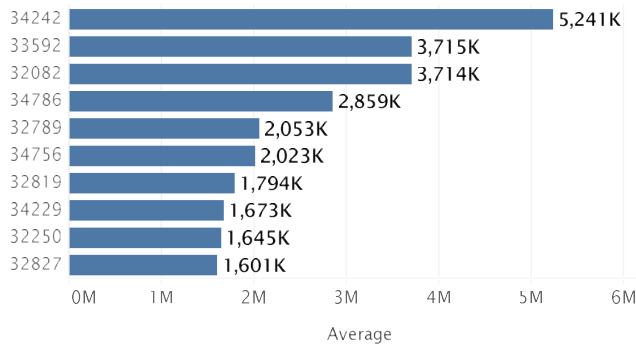


of \$1M+ Homes in Florida are on Lake Maitland

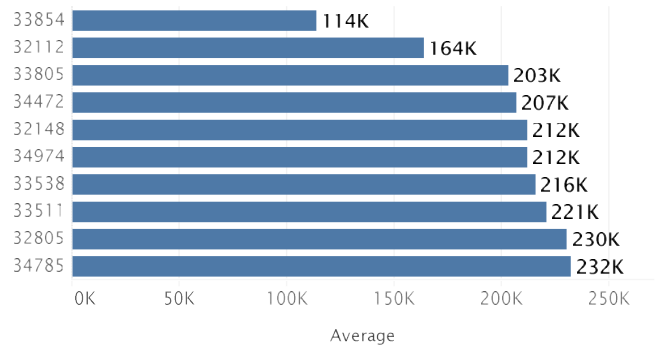
Total Number of \$1M+ Homes

635

Most Expensive ZIP Codes 2023Q3

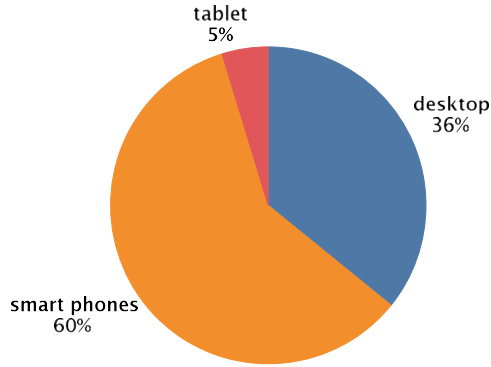


Most Affordable ZIP Codes 2023Q3

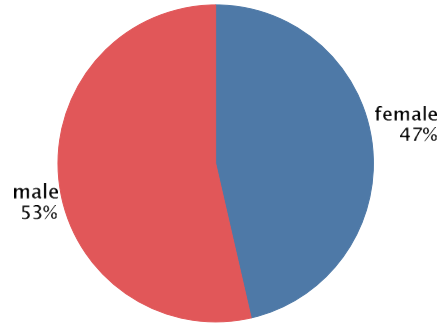


Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

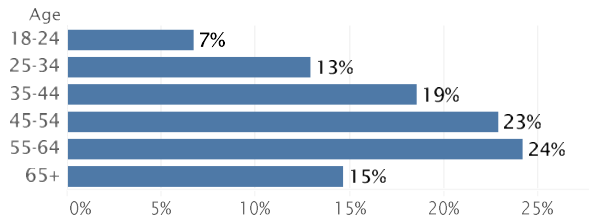


61% of potential buyers come from outside Florida

Atlanta

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

What Age Groups are Shopping 2023Q3



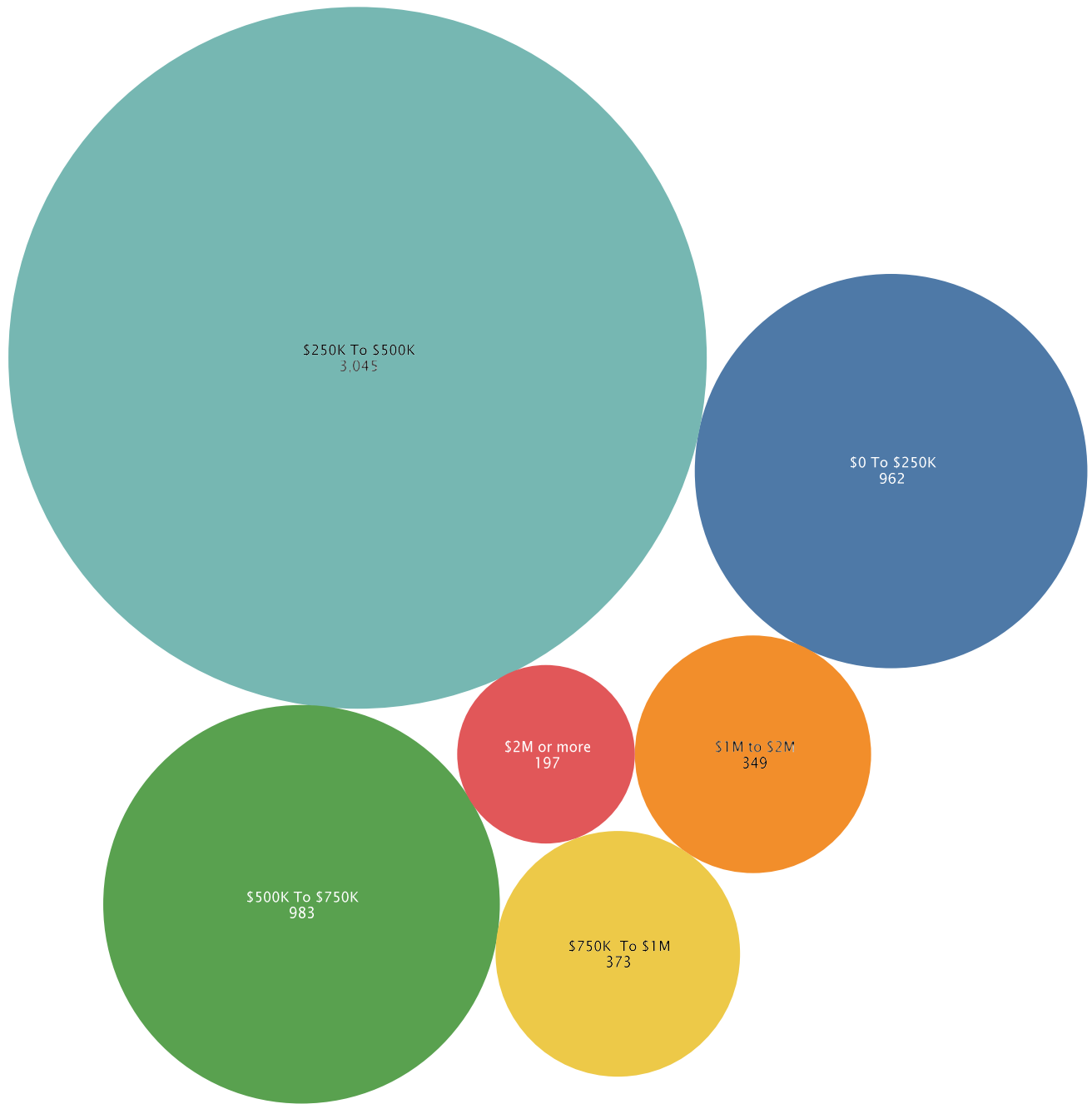
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- New York, NY
- Chicago, IL
- Philadelphia, PA
- Columbus, OH
- Raleigh-Durham (Fayetteville), NC
- Boston MA-Manchester, NH
- Charlotte, NC
- Cleveland-Akron (Canton), OH



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2023Q3



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 summer 2023 to fall 2023.

Largest Markets

1. Lake Maitland	\$112,232,599	2.7%
2. Lake Butler	\$100,758,999	2.5%
3. Lake Down	\$95,651,395	2.3%
4. Lake Apopka	\$90,874,610	2.2%
5. John's Lake	\$85,146,700	2.1%

Total Florida Central Market: \$4,105,353,398

Most Listings

1. Reedy Creek Swamp	218	3.0%
2. Lake Harris	184	2.5%
3. Davenport Creek Swamp	150	2.1%
3. Lake Tarpon	150	2.1%
5. Lake Dora	117	1.6%

Total Florida Central Listings: 7,227

Largest Home Markets

1. Lake Maitland	\$106,832,699	3.0%
2. Lake Butler	\$93,508,999	2.6%
3. Lake Down	\$86,791,395	2.4%
4. Reedy Creek Swamp	\$80,765,535	2.3%
5. Lake Apopka	\$78,223,713	2.2%

Total Florida Central Home Market: \$3,544,038,192

Most Homes Available

1. Reedy Creek Swamp	200	3.4%
2. Lake Harris	156	2.6%
3. Lake Tarpon	138	2.3%
4. Davenport Creek Swamp	134	2.3%
5. John's Lake	93	1.6%

Total Florida Central Home Listings: 5,909

Largest Land Markets

1. Lake Ashton	\$34,500,000	6.1%
2. Lake Harris	\$23,080,200	4.1%
3. Lake Dora	\$18,767,399	3.3%
4. Crooked Lake - Four Corners	\$13,100,000	2.3%
5. Lake Osceola - Pasco	\$12,795,000	2.3%

Total Florida Central Land Market: \$561,315,206

Most Land Available

1. Lake Marion	79	6.0%
2. Lake Weohyakapka (Walk in Water)	62	4.7%
3. Lake Istokpoga	42	3.2%
4. Lake Okahumpka	41	3.1%
5. Lake June	40	3.0%

Total Florida Central Land Listings: 1,318

Average Home Price

1. Heron Lagoon, FL	\$5,240,753
2. Lake Butler, FL	\$4,452,809
3. Butler Chain Of Lakes, FL	\$3,274,694
4. Lake Down, FL	\$3,214,496
5. Lake Maitland, FL	\$2,811,387

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Apopka	\$466,651
2. Lake Okahumpka	\$457,100
3. Lake Medora	\$427,032
4. Lake Alfred	\$398,693
5. Lake Sturgeon	\$363,575

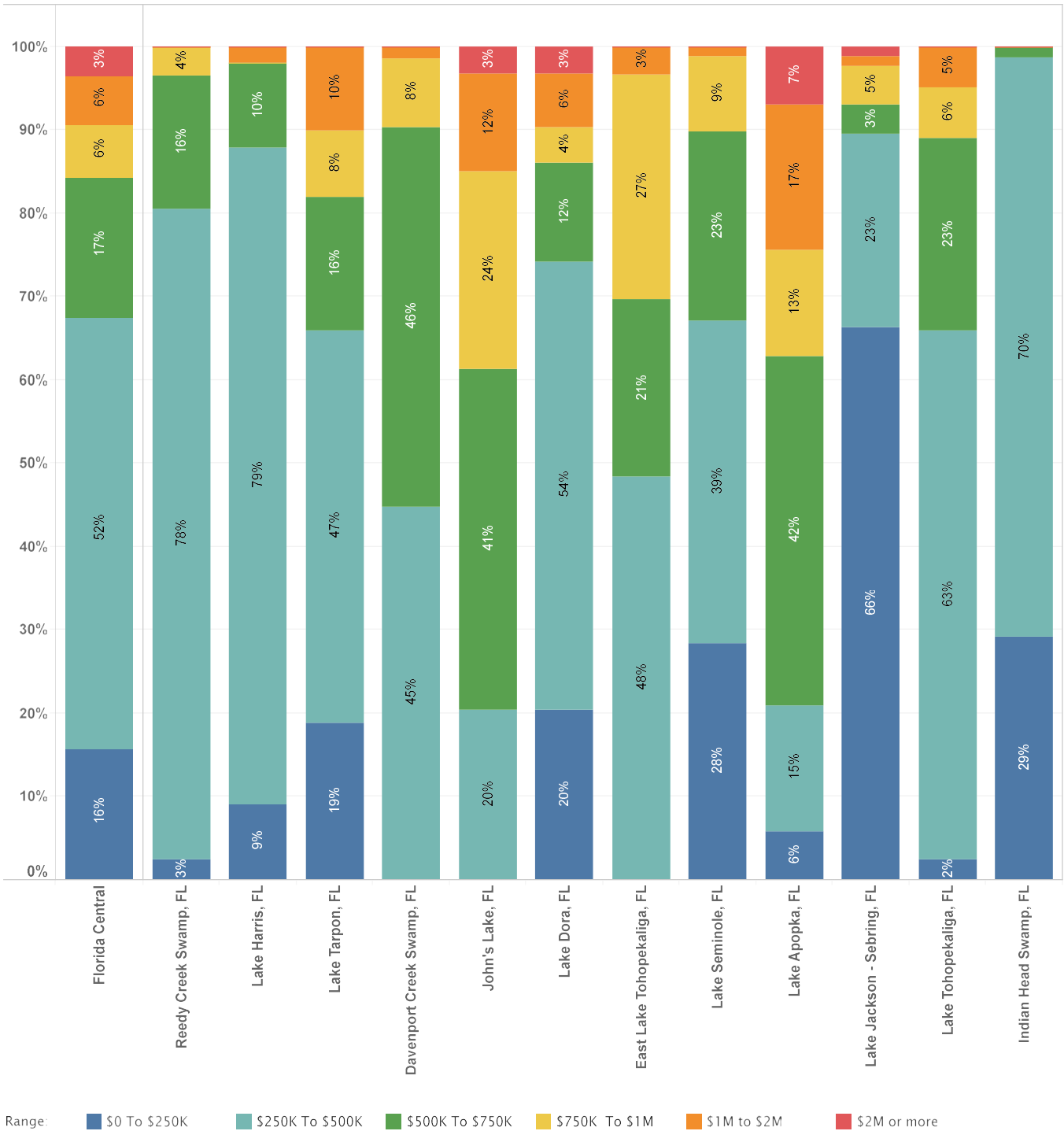
Listings of 10 Acres or More

1. Lake Harris	\$44,980
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

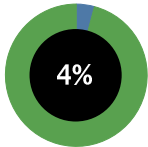
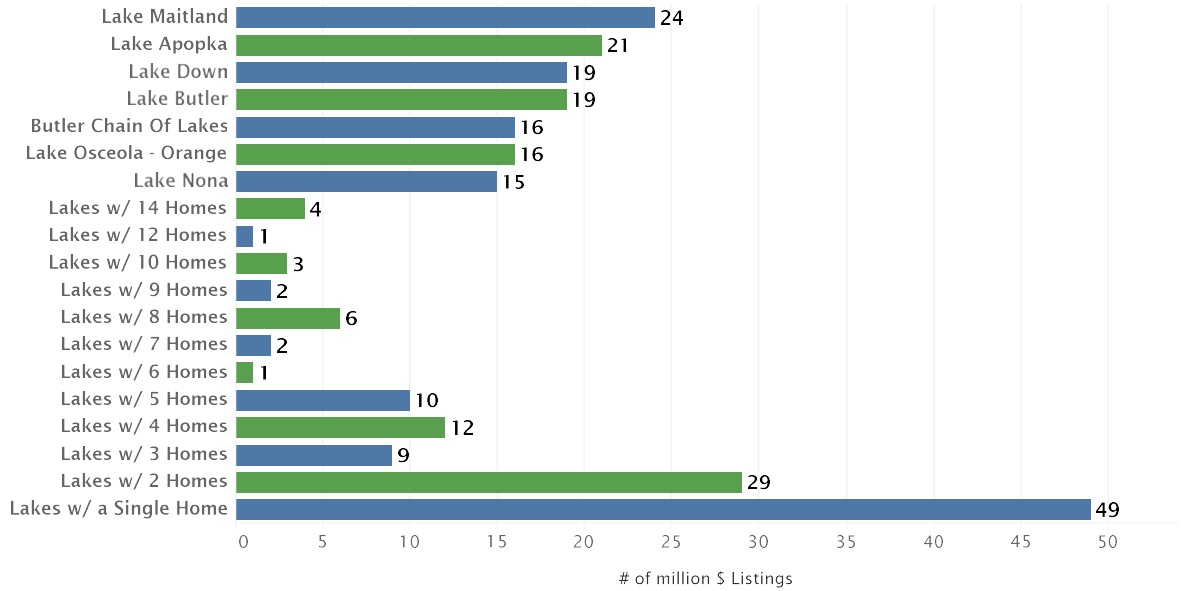
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida Central Market 2023Q3



Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2023Q3

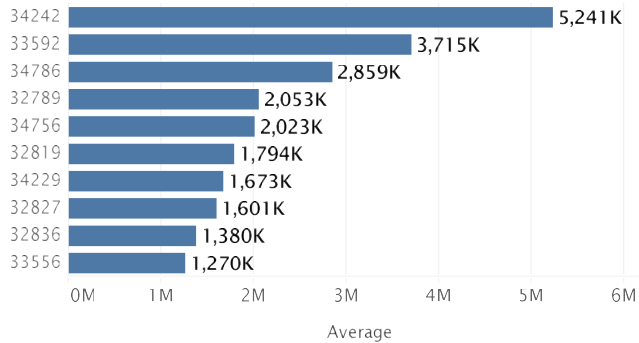


of \$1M+ Homes in Florida Central are on Lake Maitland

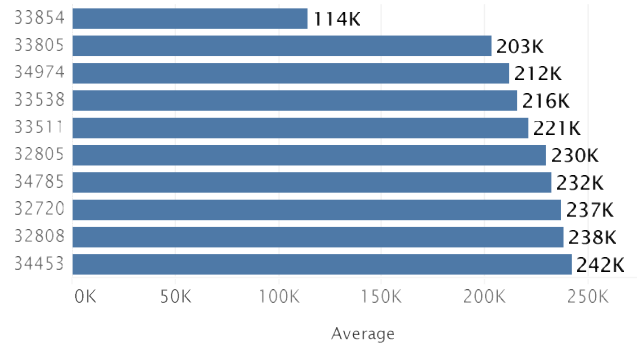
Total Number of \$1M+ Homes

546

Most Expensive ZIP Codes 2023Q3

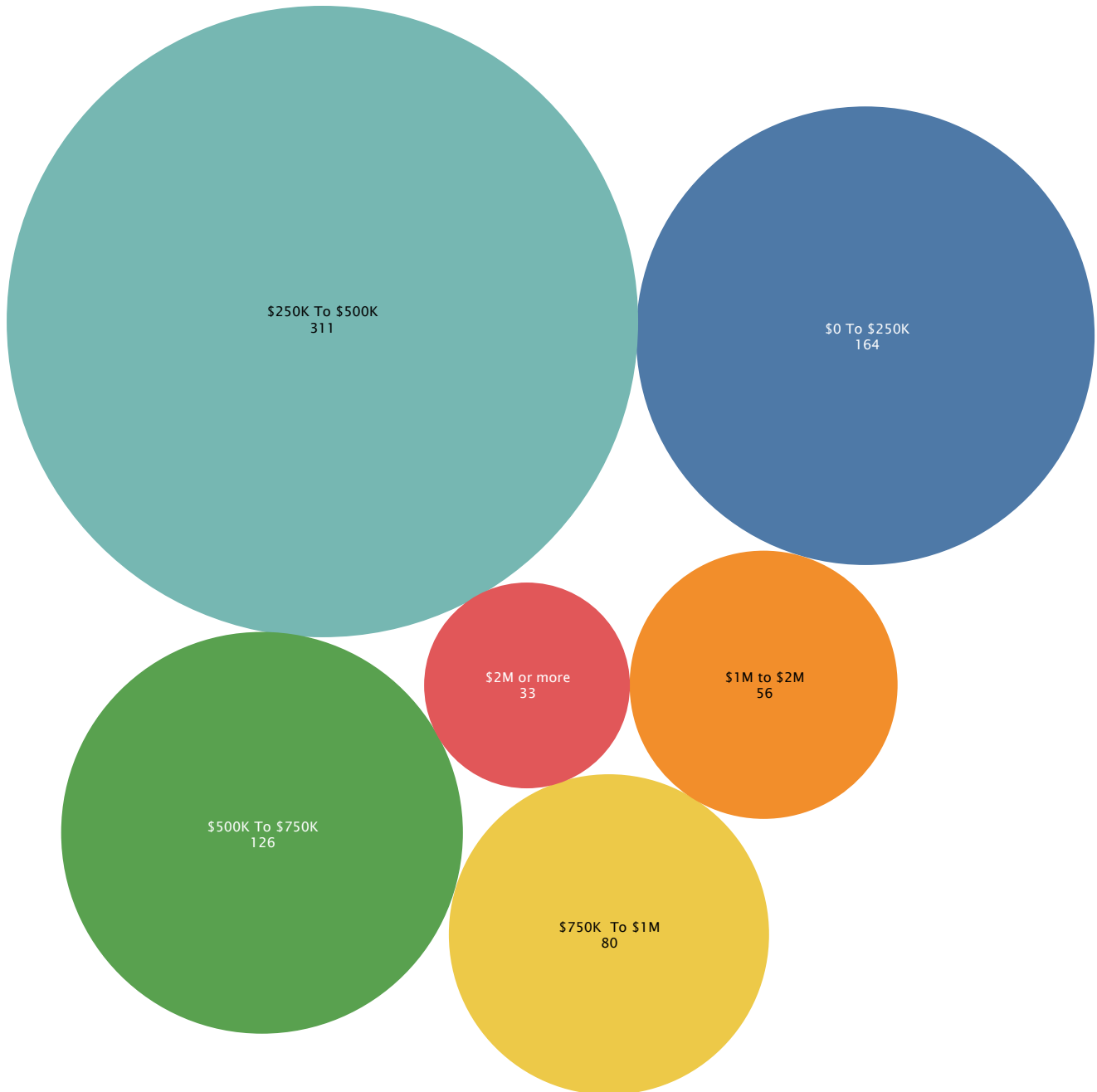


Most Affordable ZIP Codes 2023Q3



FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2023Q3



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



Florida-NE

The total Florida-NE market rose from \$565 MM in summer 2023 to \$588 MM resulting in a \$23 MM increase.

Largest Markets

1. Snowden Bay	\$66,727,921	13.2%
2. Lake Vedra	\$44,820,990	7.6%
3. Twelvemile Swamp	\$39,925,980	7.9%
4. Maria Sanchez Lake	\$35,298,299	6.0%
5. Huguenot Lagoon	\$27,368,770	5.4%

Total Florida NE Market: \$587,685,766

Most Listings

1. Snowden Bay	75	9.7%
2. Twelvemile Swamp	71	9.2%
3. Marshall Swamp	67	5.2%
4. Lake Weir	58	4.5%
5. Halford Lake	32	2.5%

Total Florida NE Listings: 1,287

Largest Home Markets

1. Snowden Bay	\$66,727,921	13.2%
2. Lake Vedra	\$40,225,990	8.0%
3. Twelvemile Swamp	\$39,925,980	7.9%
4. Maria Sanchez Lake	\$34,034,300	6.7%
5. Huguenot Lagoon	\$27,368,770	5.4%

Total Florida NE Home Market: \$505,351,564

Most Homes Available

1. Snowden Bay	75	9.7%
2. Twelvemile Swamp	71	9.2%
3. Lake Weir	39	5.1%
4. Marshall Swamp	30	3.9%
5. Maria Sanchez Lake	27	3.5%

Total Florida NE Home Listings: 770

Largest Land Markets

1. Doctors Lake	\$8,008,800	9.7%
2. Halford Lake	\$5,415,050	6.6%
3. Black Branch Swamp	\$5,209,200	6.3%
4. Silver Lake - Flagler Beach	\$4,970,599	6.0%
5. Black Sink Prairie	\$4,627,798	5.6%

Total Florida NE Land Market: \$82,334,202

Most Land Available

1. Marshall Swamp	37	7.2%
2. Halford Lake	21	4.1%
3. Lake Weir	19	3.7%
4. Georges Lake	14	2.7%
5. Black Sink Prairie	13	2.5%

Total Florida NE Land Listings: 517

Average Home Price

1. Lake Vedra, FL	\$3,352,166
2. Huguenot Lagoon, FL	\$1,520,487
3. Maria Sanchez Lake, FL	\$1,260,530
4. Snowden Bay, FL	\$889,706
5. Silver Lake - Flagler Beach, FL	\$882,029

Average Land Price Per Acre

Listings of Less Than 10 Acres

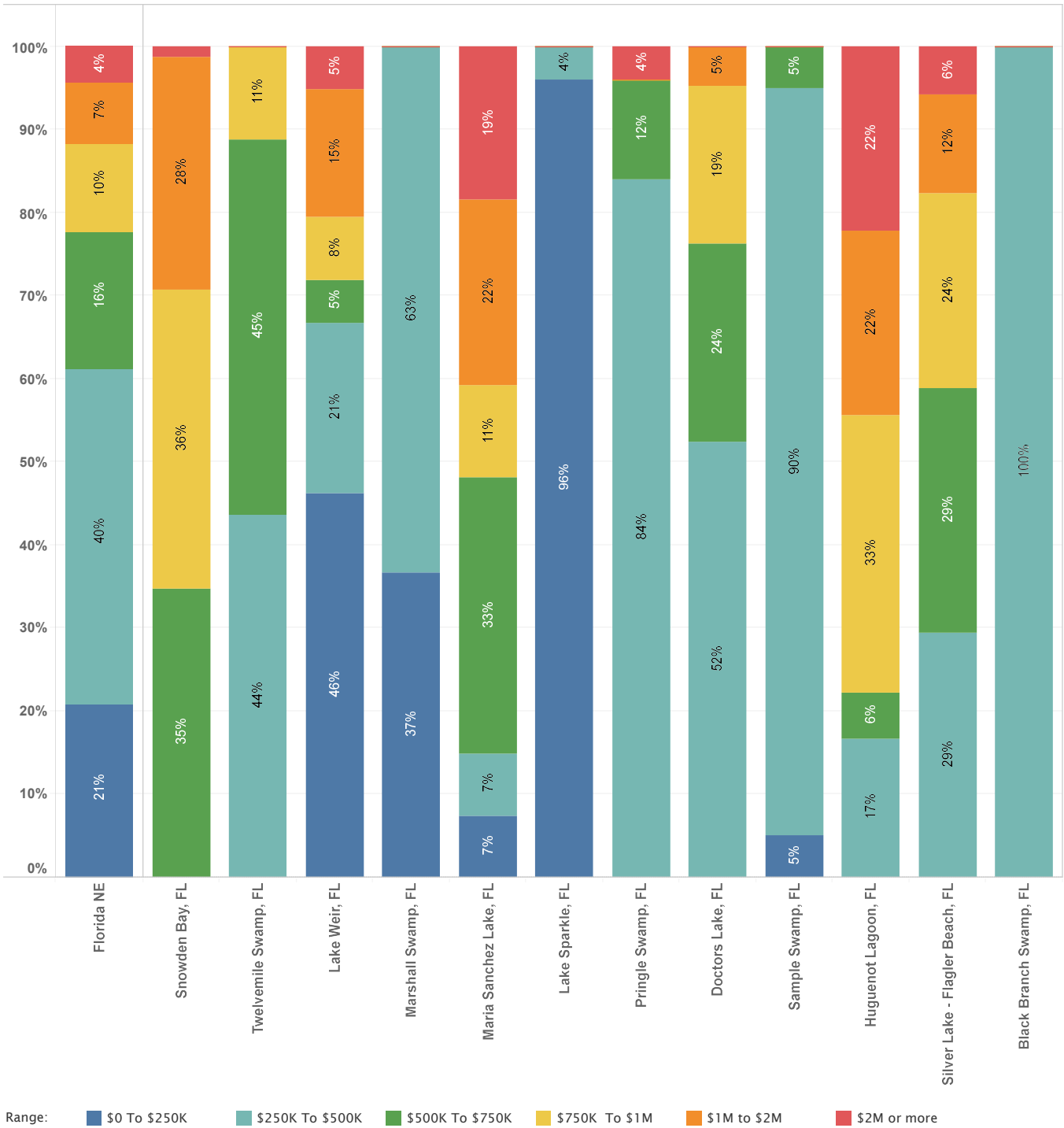
1. Silver Lake - Flagler Beach	\$886,199
2. Black Branch Swamp	\$311,053
3. Lake Weir	\$105,730
4. Marshall Swamp	\$85,488
5. Georges Lake	\$67,996

Listings of 10 Acres or More

1. Halford Lake	\$24,576
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

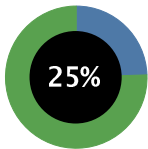
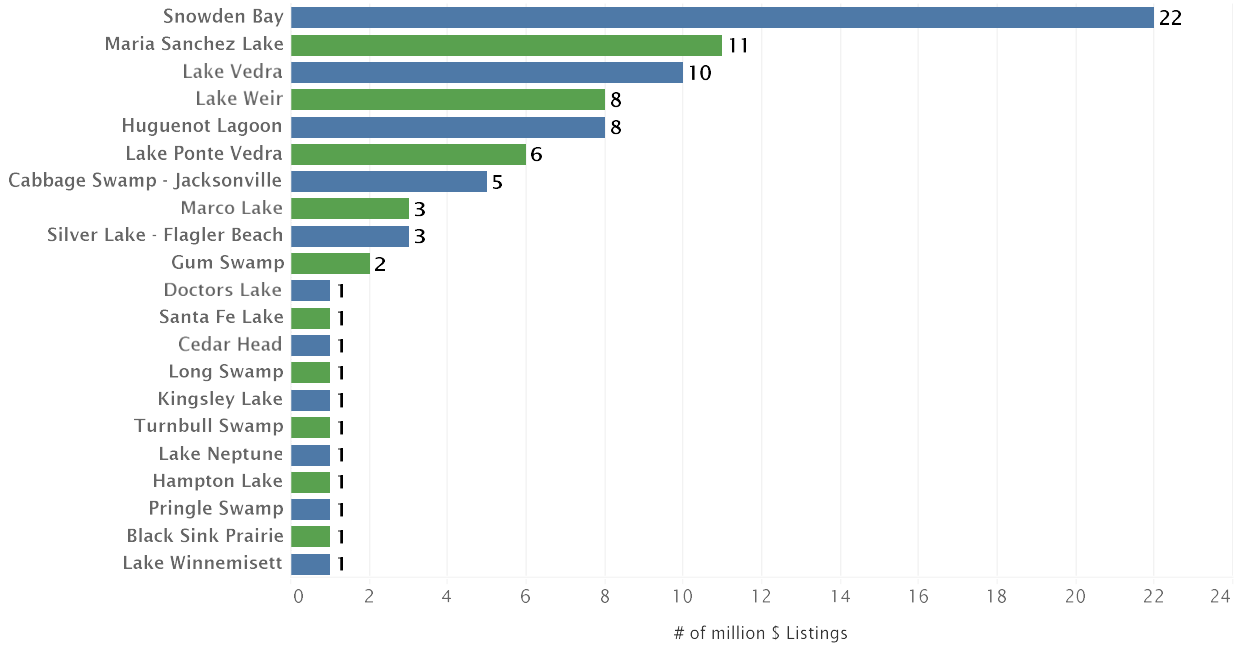
Price Breakdown by Percentage of Homes in the Florida NE Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2023Q3

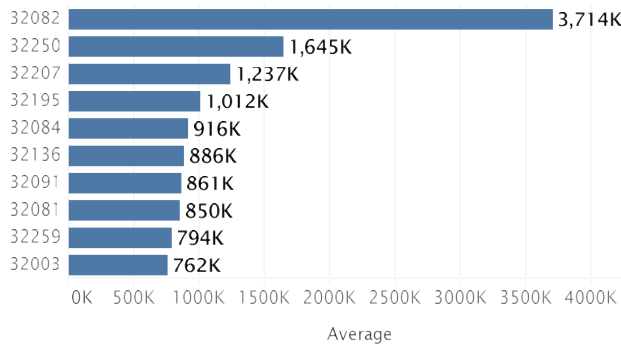


25% of \$1M+ Homes in Florida NE are on Snowden Bay

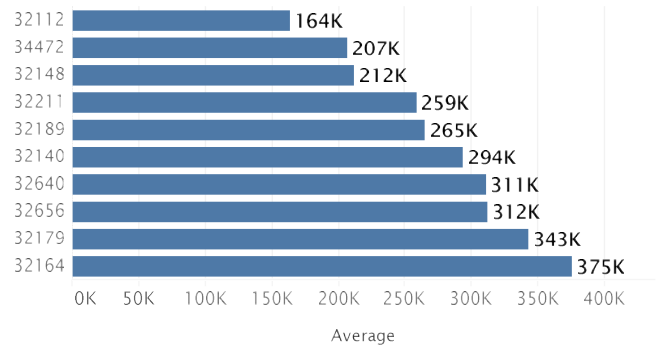
Total Number of \$1M+ Homes

89

Most Expensive ZIP Codes 2023Q3

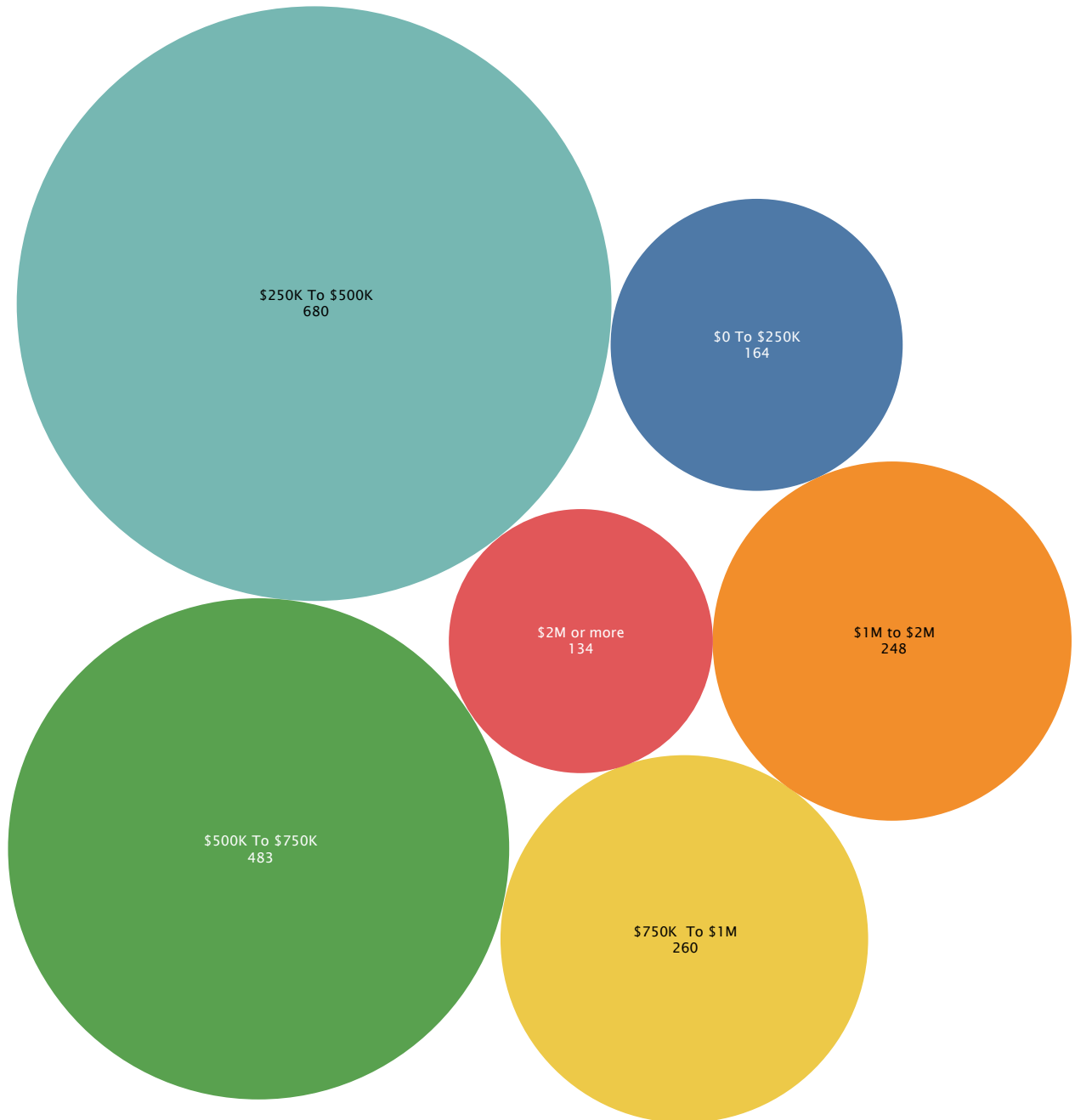


Most Affordable ZIP Codes 2023Q3



GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2023Q3



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



Georgia

The total Georgia market rose from \$2.1 BB in summer 2023 to \$2.2 BB resulting in a \$100 MM increase.

Largest Markets

1. Lake Lanier	\$599,516,274	26.9%	6. Lake Blue Ridge	\$74,665,387	3.4%
2. Lake Oconee	\$425,655,461	19.1%	7. Lake Burton	\$64,887,400	2.9%
3. Lake Hartwell*	\$205,450,858	9.2%	8. Chatuge Lake*	\$63,449,114	2.9%
4. Lake Allatoona	\$104,056,244	4.7%	9. Clarks Hill Lake*	\$53,373,090	2.4%
5. Lake Sinclair	\$103,562,363	4.6%	10. Big Canoe	\$53,284,294	2.4%

Total Georgia Market: \$2,227,568,761

Largest Home Markets

1. Lake Lanier	\$453,169,512	25.6%
2. Lake Oconee	\$362,464,626	20.5%
3. Lake Hartwell*	\$145,065,767	8.2%
4. Lake Sinclair	\$88,228,535	5.0%
5. Lake Allatoona	\$72,502,284	4.1%
6. Lake Blue Ridge	\$61,407,888	3.5%
7. Lake Burton	\$59,408,400	3.4%
8. Chatuge Lake*	\$51,031,918	2.9%
9. Big Canoe	\$45,862,999	2.6%
10. Jackson Lake	\$45,456,245	2.6%

Total Georgia Home Market: \$1,768,735,576

Largest Land Markets

1. Lake Lanier	\$146,346,762	32.1%
2. Lake Oconee	\$61,812,835	13.5%
3. Lake Hartwell*	\$60,385,091	13.2%
4. Lake Allatoona	\$31,553,960	6.9%
5. Walter F. George Lake*	\$20,545,249	4.5%
6. Clarks Hill Lake*	\$16,325,090	3.6%
7. Nottely Lake	\$14,367,860	3.1%
8. Lake Sinclair	\$14,310,828	3.1%
9. Lake Blue Ridge	\$13,257,499	2.9%
10. Chatuge Lake*	\$12,417,196	2.7%

Total Georgia Land Market: \$456,432,185

47% of all homes listed on Lake Blue Ridge are valued at \$1 MM or more.

Most Expensive Homes

1. Windward Lake	\$1,865,084
2. Lake Blue Ridge	\$1,615,997

Most Affordable Homes

1. Chatuge Lake	\$754,433
2. Big Canoe	\$764,383

Most Listings

1. Lake Lanier	712	16.8%	6. Nottely Lake	178	4.2%
2. Lake Hartwell*	635	14.9%	7. Lake Allatoona	163	3.8%
3. Lake Oconee	484	11.4%	8. Big Canoe	160	3.8%
4. Clarks Hill Lake*	314	7.4%	9. Chatuge Lake*	152	3.6%
5. Lake Sinclair	291	6.8%	10. Jackson Lake	121	2.8%

Total Georgia Listings:

4,255

Most Homes Available

1. Lake Lanier	491	22.2%
2. Lake Oconee	291	13.2%
3. Lake Hartwell*	245	11.1%
4. Lake Sinclair	163	7.4%
5. Lake Allatoona	127	5.7%
6. Jackson Lake	81	3.7%
7. Clarks Hill Lake*	69	3.1%
8. Chatuge Lake*	63	2.8%
9. Lake Arrowhead	61	2.8%
10. Big Canoe	60	2.7%

Total Georgia Home Listings:

2,212

Most Land Available

1. Lake Hartwell*	390	19.1%
2. Clarks Hill Lake*	245	12.0%
3. Lake Lanier	221	10.8%
4. Lake Oconee	191	9.4%
5. Nottely Lake	129	6.3%
6. Lake Sinclair	125	6.1%
7. Big Canoe	100	4.9%
8. Chatuge Lake*	89	4.4%
9. Bent Tree	70	3.4%
10. Walter F. George Lake*	65	3.2%

Total Georgia Land Listings:

2,038

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$505,048
2. Savannah River - Augusta	\$239,067
3. Lake Lanier	\$228,623
4. Lake Tara	\$217,093
5. Lake Oconee	\$195,463
6. Lake Allatoona	\$188,269
7. Lake Hartwell	\$153,540
8. Lake Burton	\$126,856

Listings of 10 Acres or More

1. Lake Lanier	\$84,606
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

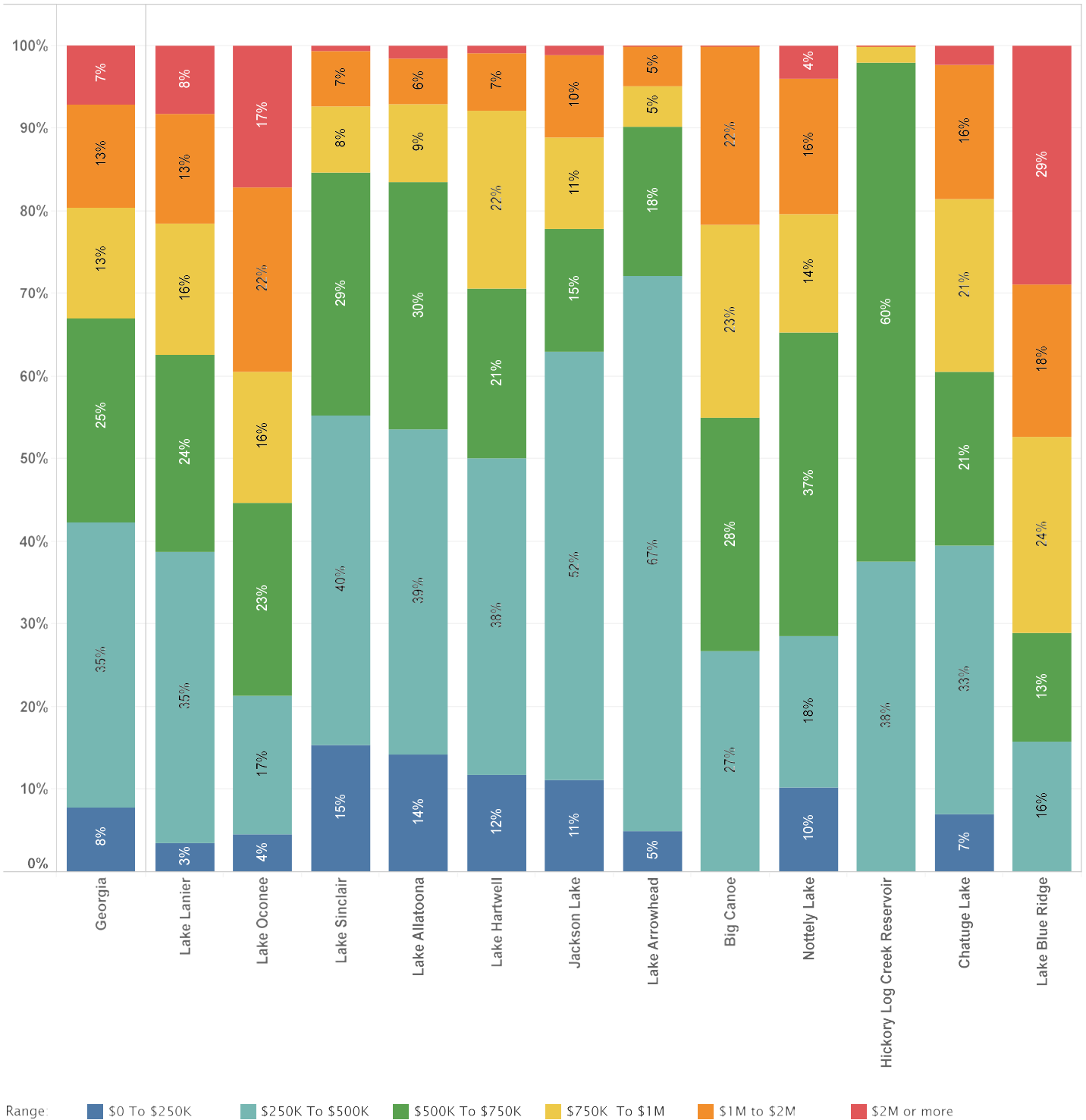
1. Bent Tree	\$27,013
2. Clarks Hill Lake	\$34,569
3. Richard B. Russell Lake	\$37,321
4. Lake Lacey	\$38,299
5. West Point Lake	\$38,947
6. Carters Lake	\$39,624
7. Big Canoe	\$50,659
8. Nottely Lake	\$62,454

Listings of 10 Acres or More

1. Lake Sinclair	\$7,783
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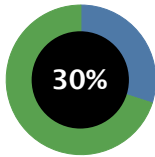
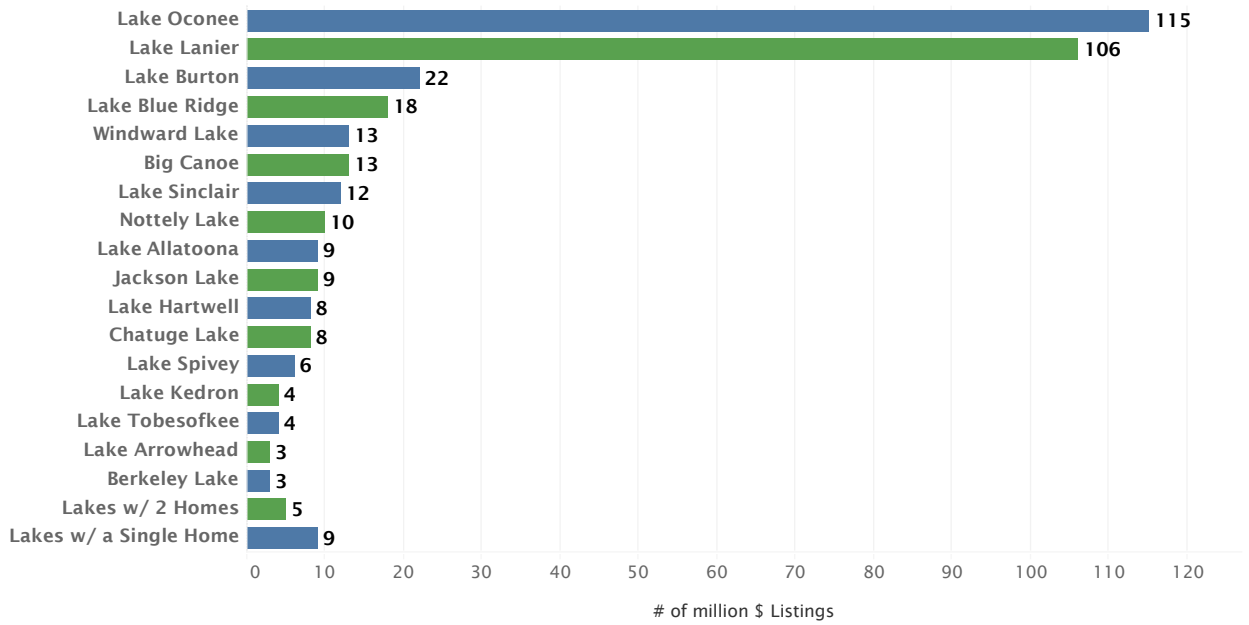
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Georgia Market 2023Q3



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2023Q3

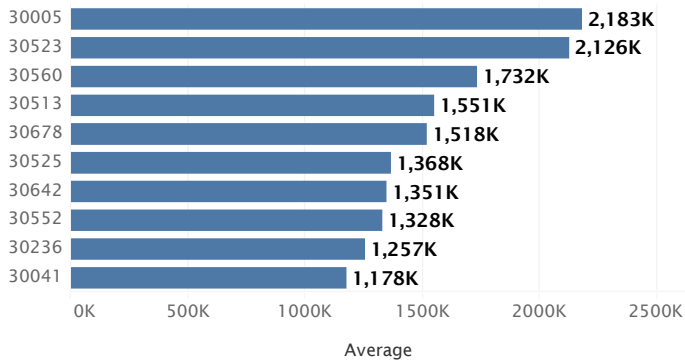


of \$1M+ Homes in Georgia are on Lake Oconee

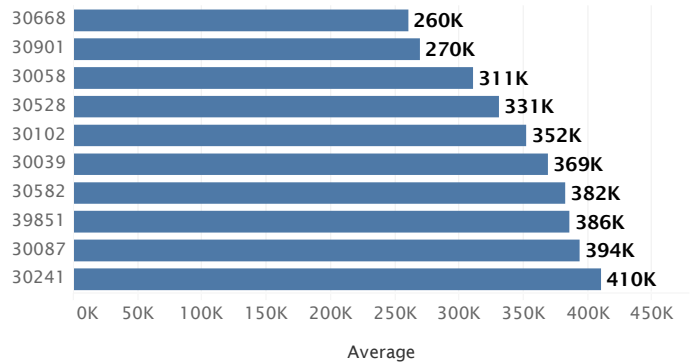
Total Number of \$1M+ Homes

382

Most Expensive ZIP Codes 2023Q3

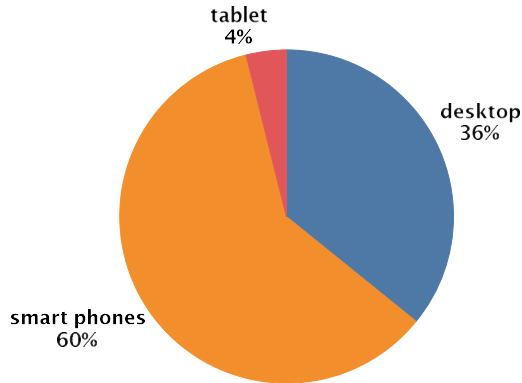


Most Affordable ZIP Codes 2023Q3

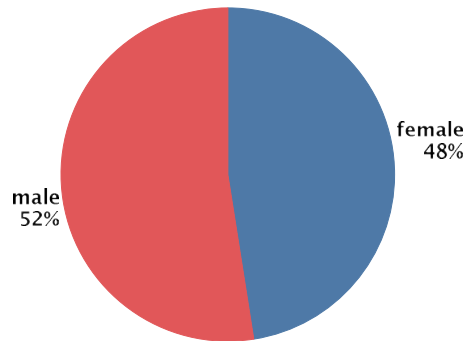


Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

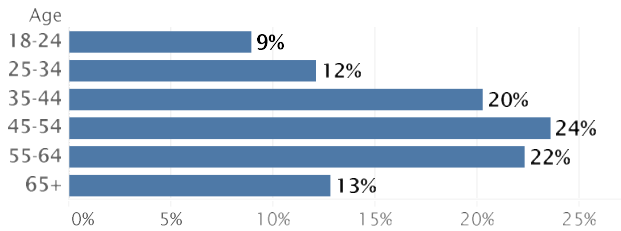


63% of potential buyers come from outside Georgia

Washington DC (Hagerstown)

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

What Age Groups are Shopping 2023Q3



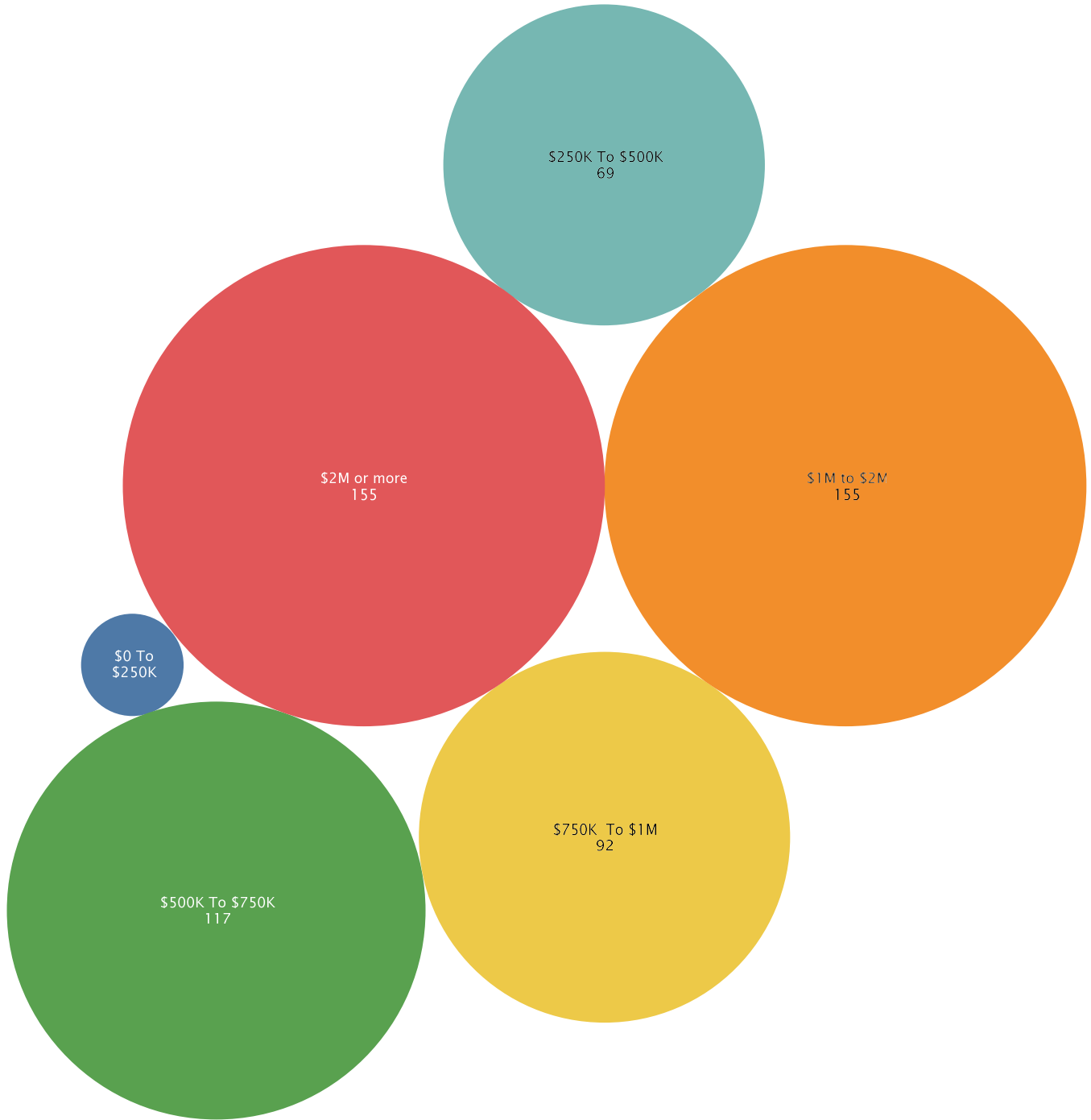
Number 2-10 metros are:

- Greenville-Spartanburg-Asheville-Anderson
- New York, NY
- Spokane, WA
- Tampa-St. Petersburg (Sarasota), FL
- Raleigh-Durham (Fayetteville), NC
- Orlando-Daytona Beach-Melbourne, FL
- Charlotte, NC
- Columbus, OH
- Chicago, IL



IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2023Q3



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



Idaho

The total Idaho market rose from \$964 MM in summer 2023 to \$1.44 BB resulting in a 40% increase.

Largest Markets

1. Coeur d'Alene Lake	\$525,313,191	36.5%
2. Pend Oreille Lake	\$274,799,944	19.1%
3. Spokane River	\$173,622,269	12.1%
4. Hayden Lake	\$132,413,561	9.2%
5. Pend Oreille River	\$95,438,298	6.6%

Total Idaho Market: \$1,438,827,131

Most Listings

1. Coeur d'Alene Lake	296	27.7%
2. Pend Oreille Lake	260	24.3%
3. Pend Oreille River	86	8.1%
4. Hayden Lake	73	6.8%
5. Lake Cascade	72	6.7%

Total Idaho Listings: 1,068

Largest Home Markets

1. Coeur d'Alene Lake	\$420,572,432	38.4%
2. Pend Oreille Lake	\$188,496,594	17.2%
3. Hayden Lake	\$118,712,661	10.8%
4. Spokane River	\$98,955,369	9.0%
5. Pend Oreille River	\$77,330,298	7.1%

Total Idaho Home Market: \$1,094,685,427

Most Homes Available

1. Coeur d'Alene Lake	155	26.1%
2. Pend Oreille Lake	133	22.4%
3. Hayden Lake	48	8.1%
3. Spokane River	48	8.1%
5. Pend Oreille River	44	7.4%

Total Idaho Home Listings: 595

Largest Land Markets

1. Coeur d'Alene Lake	\$104,740,759	30.4%
2. Pend Oreille Lake	\$86,303,350	25.1%
3. Spokane River	\$74,666,900	21.7%
4. Lake Cascade	\$20,062,700	5.8%
5. Pend Oreille River	\$18,108,000	5.3%

Total Idaho Land Market: \$344,141,704

Most Land Available

1. Coeur d'Alene Lake	141	29.8%
2. Pend Oreille Lake	127	26.8%
3. Lake Cascade	45	9.5%
4. Pend Oreille River	42	8.9%
5. Hayden Lake	25	5.3%

Total Idaho Land Listings: 473

Average Home Price

1. Coeur d'Alene Lake	\$2,737,081
2. Hayden Lake	\$2,473,180
3. Spokane River	\$2,061,570
4. Payette Lake	\$1,778,640

Average Land Price Per Acre

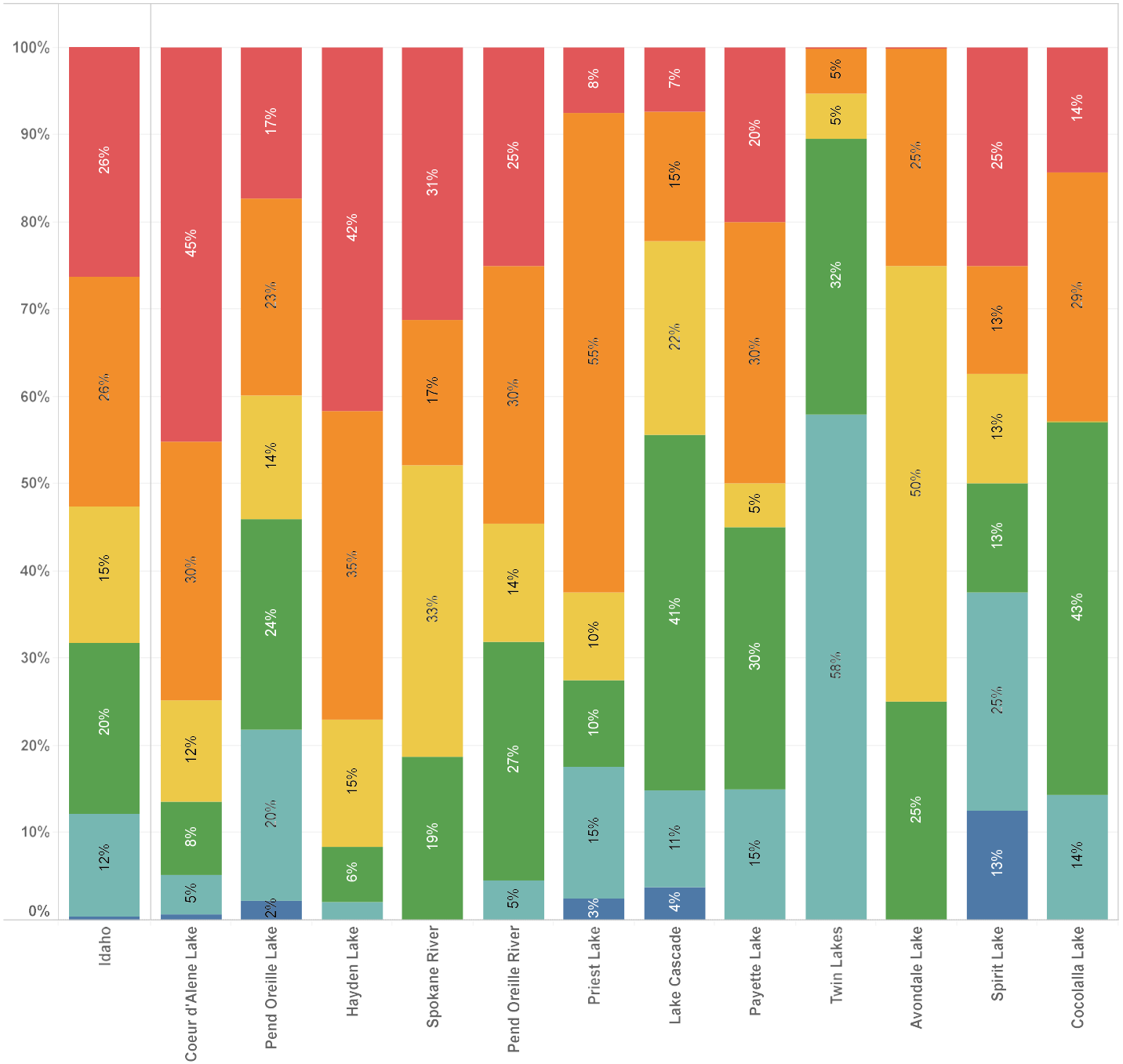
Listings of Less Than 10 Acres

1. Spokane River	\$641,966
2. Payette Lake	\$603,143
3. Coeur d'Alene Lake	\$509,052
4. Hayden Lake	\$443,970
5. Pend Oreille Lake	\$301,839

Listings of 10 Acres or More

1. Coeur d'Alene Lake	\$72,747
2. Pend Oreille Lake	\$44,814
3. Pend Oreille River	\$25,489
4. Cocolalla Lake	\$21,821

Price Breakdown by Percentage of Homes in the Idaho Market 2023Q3

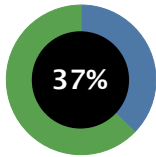


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2023Q3

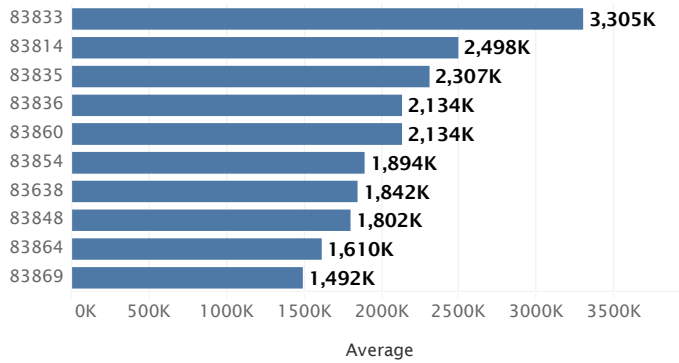


37% of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

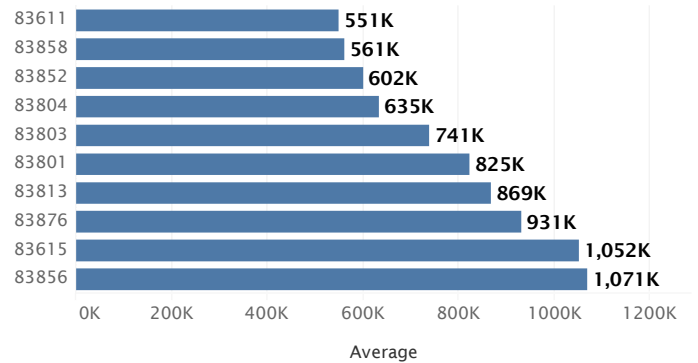
Total Number of \$1M+ Homes

310

Most Expensive ZIP Codes 2023Q3



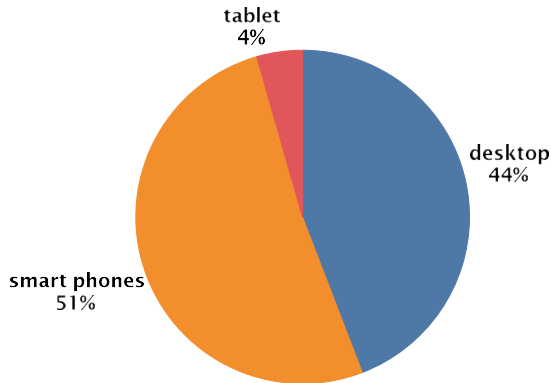
Most Affordable ZIP Codes 2023Q3



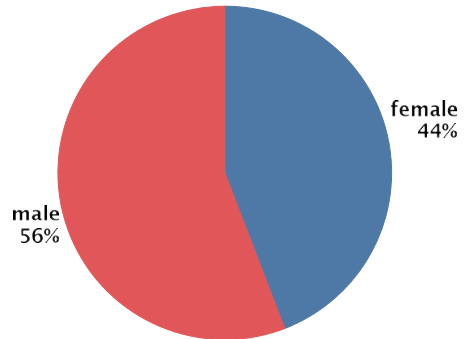
LAKE HOMES.COM
REALTY

Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

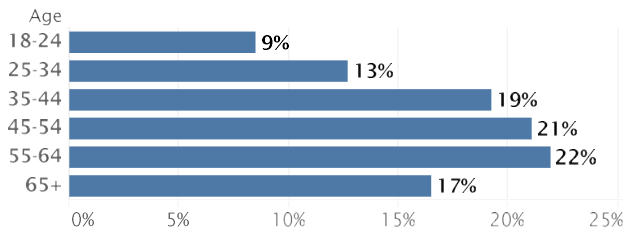


91% of potential buyers come from outside Idaho

Seattle-Tacoma

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

What Age Groups are Shopping 2023Q3



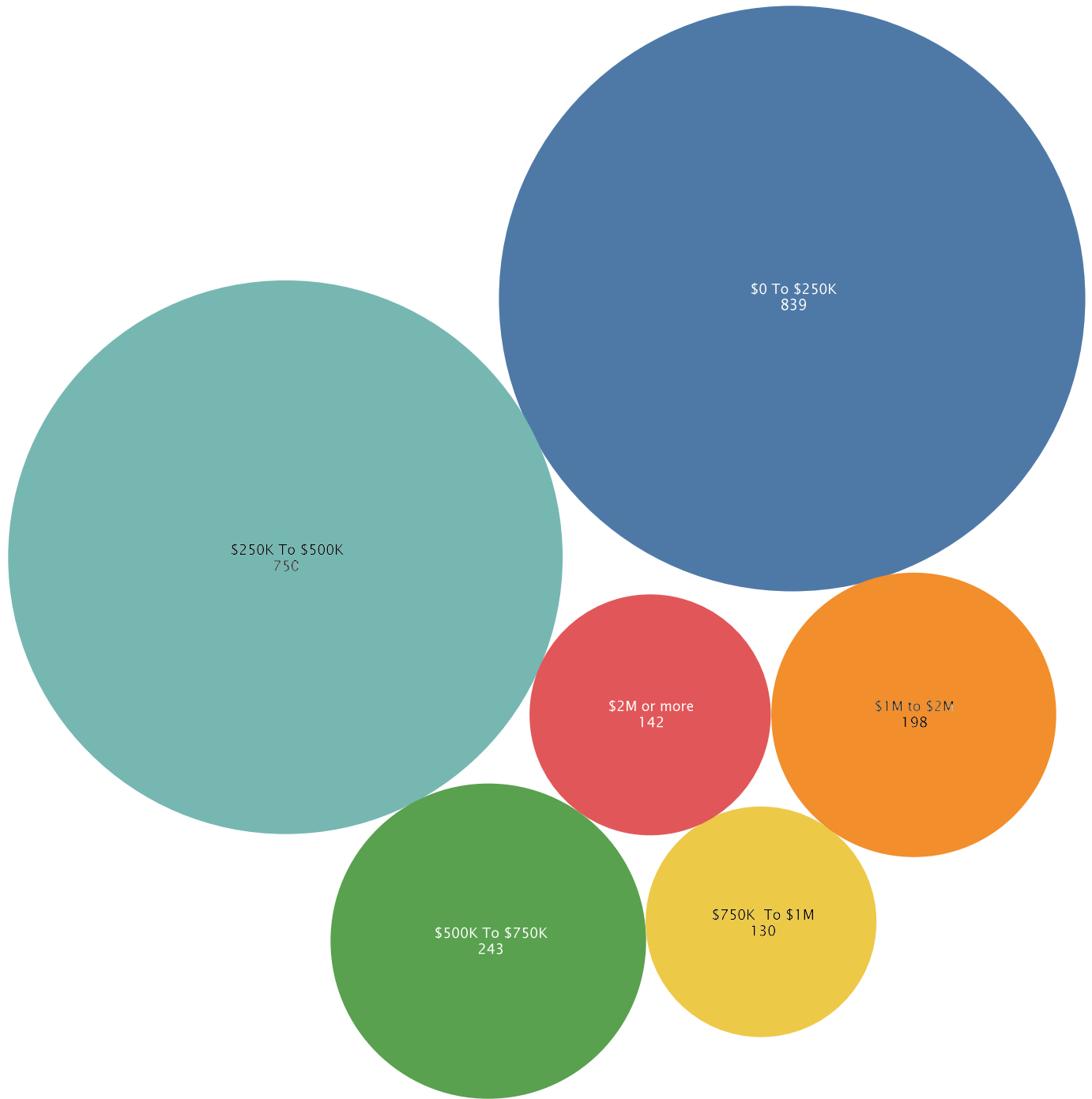
Number 2-10 metros are:

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



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2023Q3



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



Illinois

The number of home listings in Illinois rose from 1,940 in summer 2023 to 2,309 resulting in a 17% increase.

Largest Markets

1. Lake Michigan	\$1,175,579,658	75.1%
2. Lake Charles	\$16,483,828	1.1%
3. Wonder Lake	\$15,891,123	1.0%
4. Quarry Lake	\$12,762,900	0.8%
5. Lake Decatur	\$11,618,841	0.7%

Total Illinois Market: \$1,575,592,988

Most Listings

1. Lake Michigan	1,234	53.4%
2. Wonder Lake	59	2.6%
3. Spoon Lake	50	2.1%
4. Lake Decatur	39	1.6%
5. Chain O'Lakes - Fox Lake	31	1.3%

Total Illinois Listings: 2,437

Largest Home Markets

1. Lake Michigan	\$1,175,579,658	75.1%
2. Lake Charles	\$16,483,828	1.1%
3. Wonder Lake	\$15,891,123	1.0%
4. Quarry Lake	\$12,762,900	0.8%
5. Lake Decatur	\$11,204,141	0.7%

Total Illinois Home Market: \$1,565,798,363

Most Homes Available

1. Lake Michigan	1,234	53.4%
2. Wonder Lake	59	2.6%
3. Lake Decatur	32	1.4%
4. Chain O'Lakes - Fox Lake	31	1.3%
5. Bangs Lake	26	1.1%

Total Illinois Home Listings: 2,309

Largest Land Markets

1. Mill Creek Lake	\$2,915,000	29.8%
2. Spoon Lake	\$1,512,050	15.4%
3. Peoria Lake	\$977,600	10.0%
4. Lake Of Egypt	\$862,600	8.8%
5. Lake Sara	\$786,700	8.0%

Total Illinois Land Market: \$9,794,625

Most Land Available

1. Spoon Lake	35	27.3%
2. Lake Of Egypt	23	18.0%
3. Mill Creek Lake	16	12.5%
4. Beyers Lake	10	7.8%
5. Lake Decatur	7	5.5%

Total Illinois Land Listings: 128

Average Home Price

1. Lake Charles	\$1,373,652
2. Lake Michigan	\$952,658
3. Spoon Lake	\$549,473
4. Lake Opeka	\$489,438
5. Chain O'Lakes - Pistakee Lake	\$405,891

Average Land Price Per Acre

Listings of Less Than 10 Acres

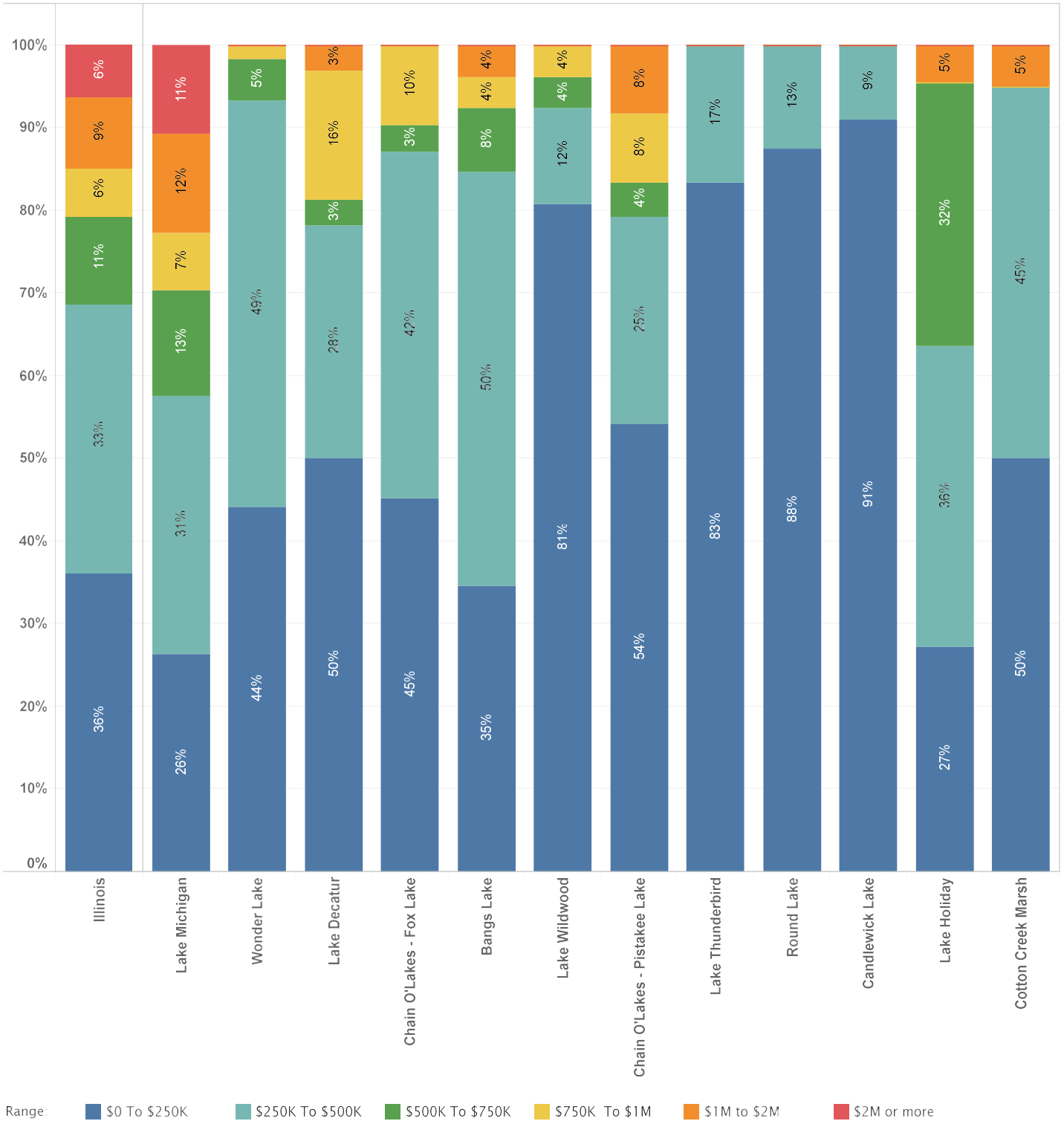
1. Mill Creek Lake	\$135,440
2. Beyers Lake	\$100,458
3. Lake Of Egypt	\$37,865

Listings of 10 Acres or More

**

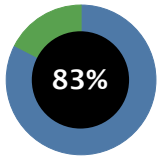
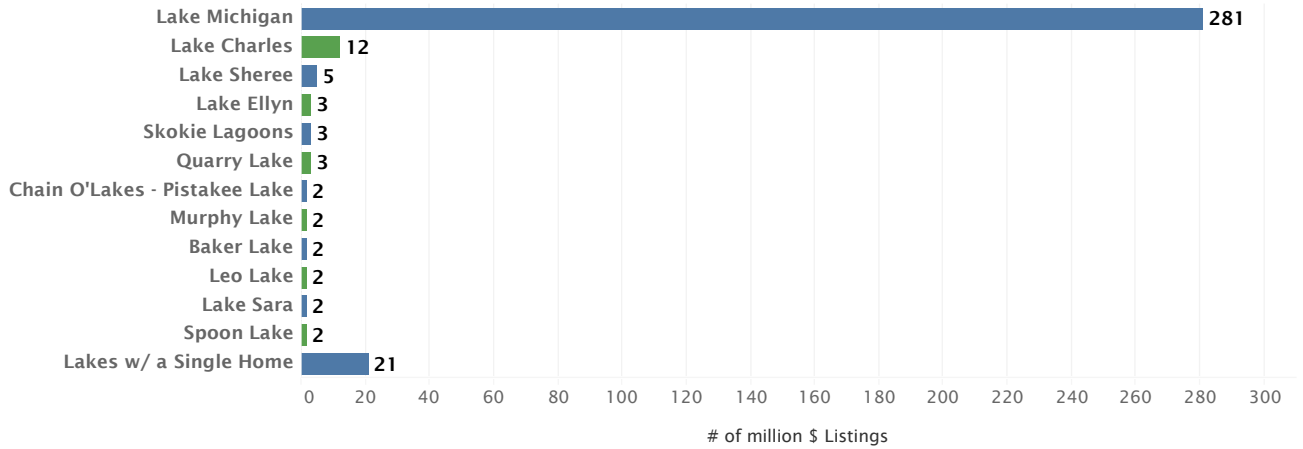
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Illinois Market 2023Q3



Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2023Q3

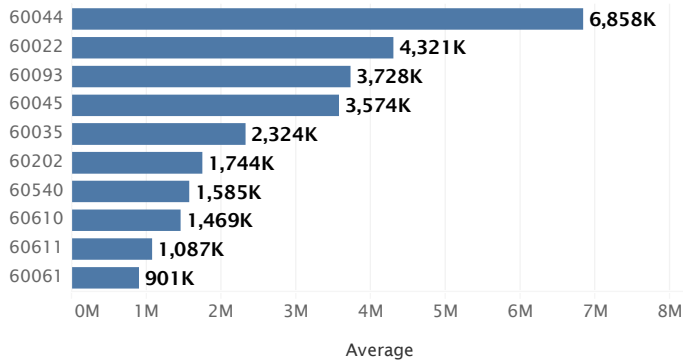


83% of \$1M+ Homes in Illinois are on Lake Michigan

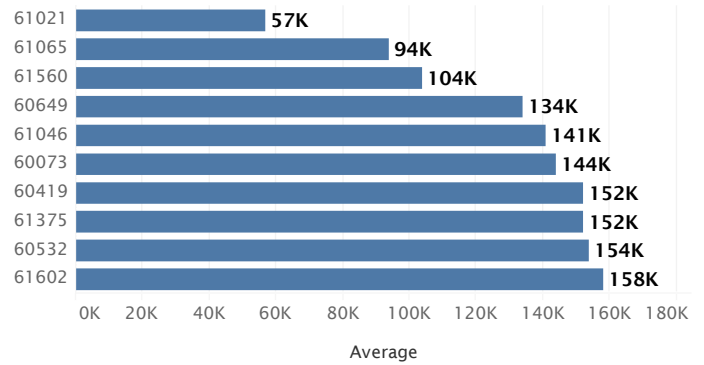
Total Number of \$1M+ Homes

340

Most Expensive ZIP Codes 2023Q3

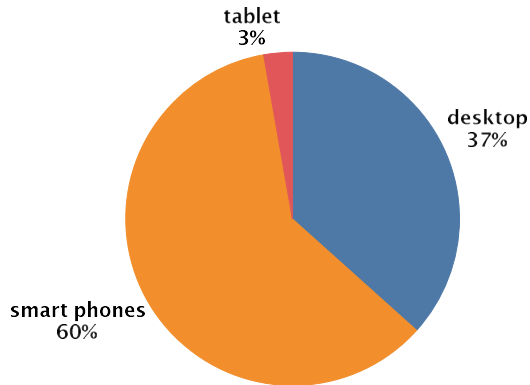


Most Affordable ZIP Codes 2023Q3

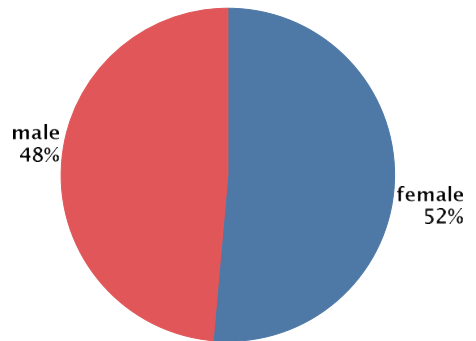


Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

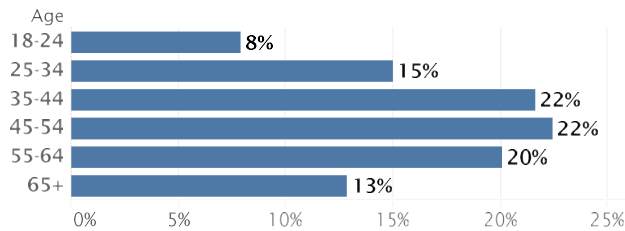


53% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2023Q3



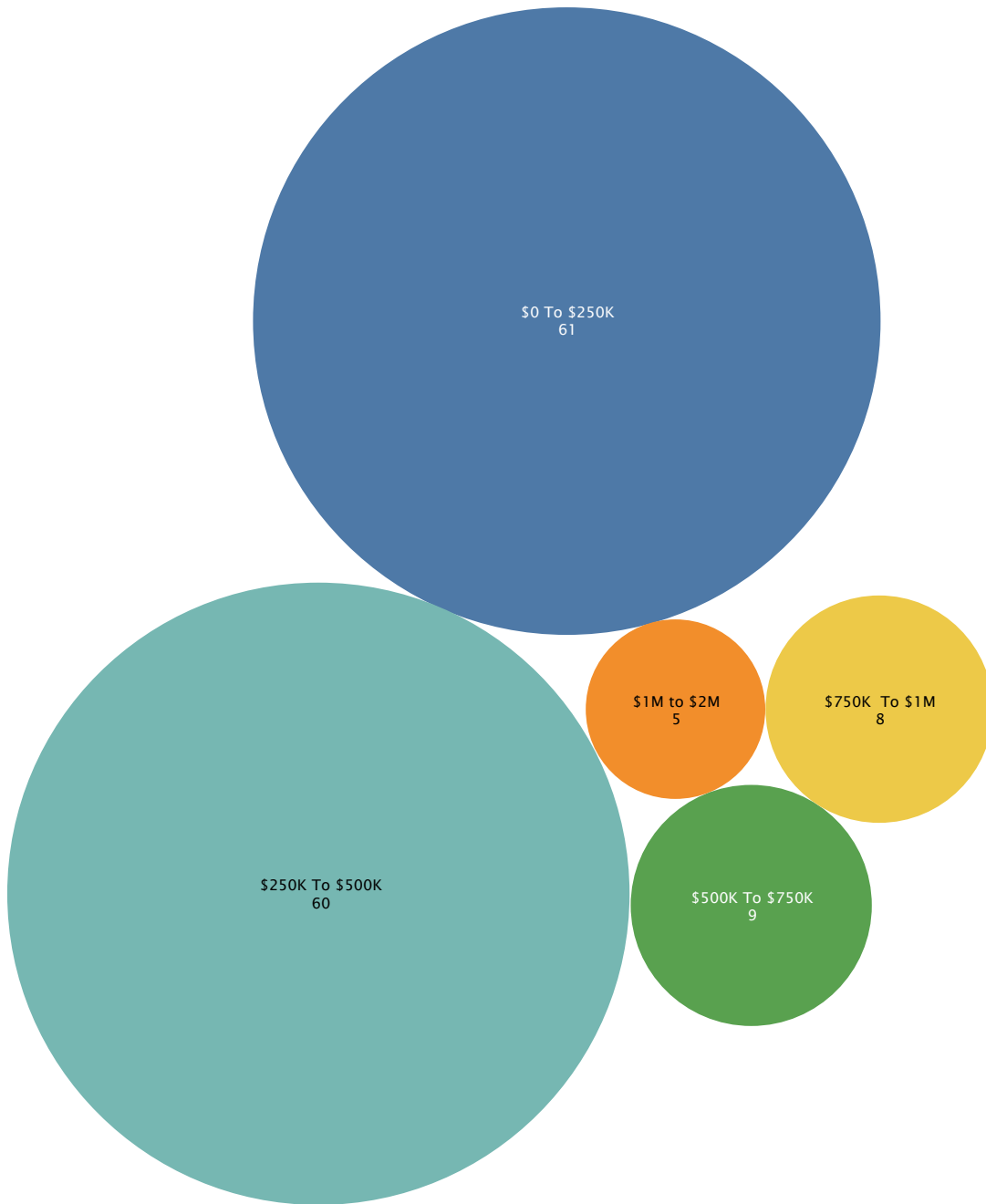
Number 2-10 metros are:

- Milwaukee, WI
- Dallas-Ft. Worth, TX
- Minneapolis-St. Paul, MN
- Lincoln & Hastings-Kearney, NE
- Nashville, TN
- Des Moines-Ames, IA
- Houston, TX
- Little Rock-Pine Bluff, AR
- Oklahoma City, OK



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2023Q3



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



Chain O' Lakes

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

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$9,741,387	17.7%
2. Chain O'Lakes - Fox Lake	\$9,498,699	17.3%
3. Chain O'Lakes - Grass Lake	\$5,877,800	10.7%
4. Chain O'Lakes - Lake Marie	\$5,064,200	9.2%
5. Chain O'Lakes - Petite Lake	\$4,414,800	8.0%

Total ChainOLakes Market: \$54,979,060

Most Listings

1. Chain O'Lakes - Fox Lake	31	15.7%
2. Chain O'Lakes - Pistakee Lake	24	12.2%
3. Chain O'Lakes - Grass Lake	18	9.1%
4. Chain O'Lakes - Long Lake	17	8.6%
5. Chain O'Lakes - Lake Marie	16	8.1%

Total ChainOLakes Listings: 197

Largest Home Markets

1. Chain O'Lakes - Fox Lake	\$9,134,899	18.1%
2. Chain O'Lakes - Pistakee Lake	\$8,757,588	17.4%
3. Chain O'Lakes - Grass Lake	\$5,717,800	11.3%
4. Chain O'Lakes - Petite Lake	\$4,272,000	8.5%
5. Chain O'Lakes - Lake Marie	\$4,197,700	8.3%

Total ChainOLakes Home Market: \$50,406,486

Most Homes Available

1. Chain O'Lakes - Fox Lake	27	18.9%
2. Chain O'Lakes - Pistakee Lake	19	13.3%
3. Chain O'Lakes - Grass Lake	14	9.8%
4. Chain O'Lakes - Long Lake	13	9.1%
5. Chain O'Lakes - Dunns Lake	12	8.4%

Total ChainOLakes Home Listings: 143

Largest Land Markets

1. Chain O'Lakes - Pistakee Lake	\$983,799	21.5%
2. Chain O'Lakes - Lake Marie	\$866,500	18.9%
3. Chain O'Lakes - Bluff Lake	\$641,900	14.0%
4. Chain O'Lakes - Fox Lake	\$363,800	8.0%
5. Chain O'Lakes - Long Lake	\$349,900	7.7%

Total ChainOLakes Land Market: \$4,572,574

Most Land Available

1. Lake Antioch	8	14.8%
2. Chain O'Lakes - Lake Marie	6	11.1%
3. Chain O'Lakes - Bluff Lake	5	9.3%
3. Chain O'Lakes - Nippersink Lake	5	9.3%
3. Chain O'Lakes - Pistakee Lake	5	9.3%

Total ChainOLakes Land Listings: 54

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$460,926
2. Chain O'Lakes - Lake Marie, IL	\$419,770
3. Chain O'Lakes - Grass Lake, IL	\$408,414

Average Land Price Per Acre

Listings of Less Than 10 Acres

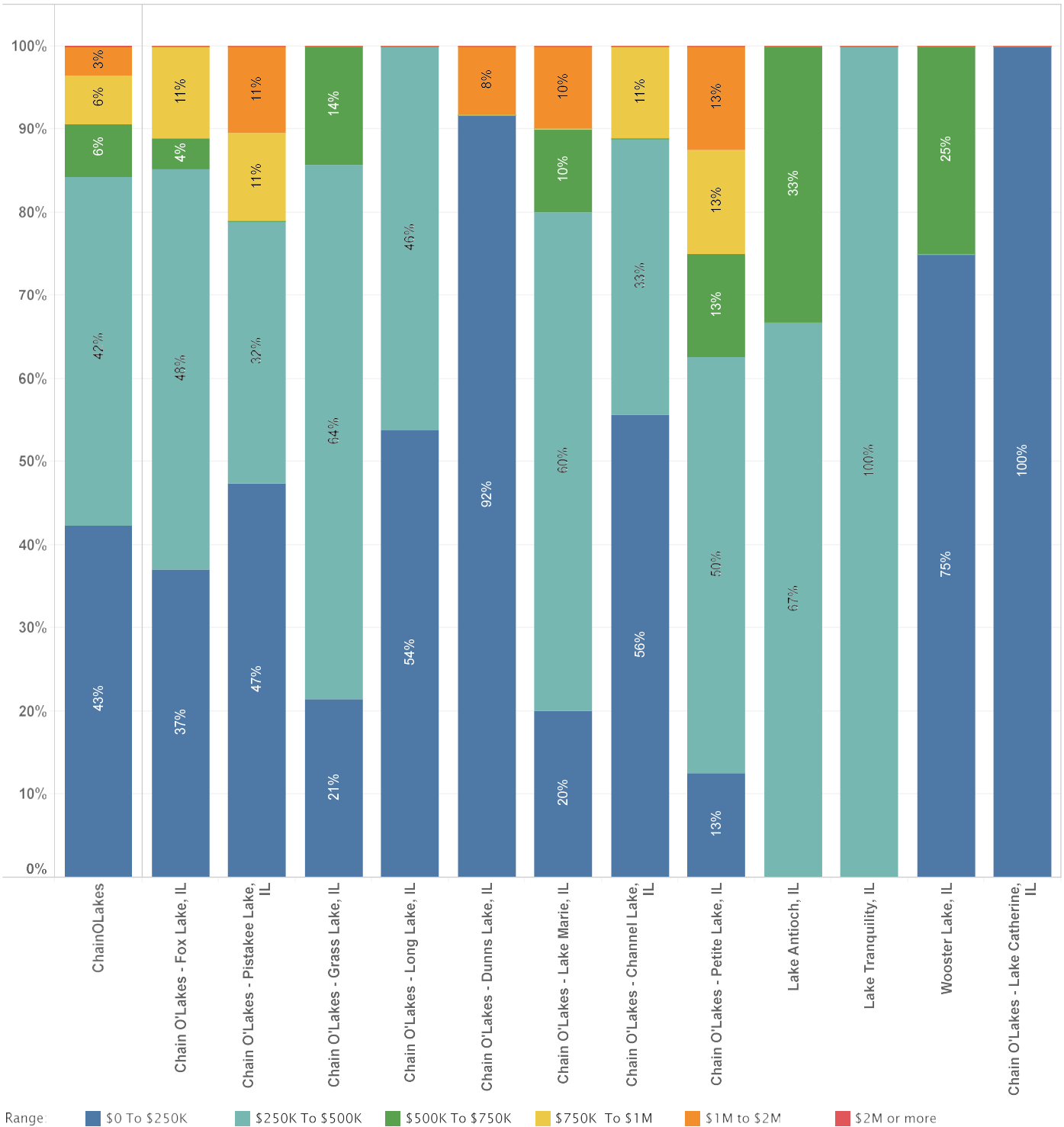
Listings of 10 Acres or More

**

** 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 2023Q3

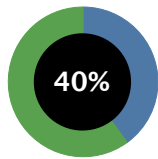
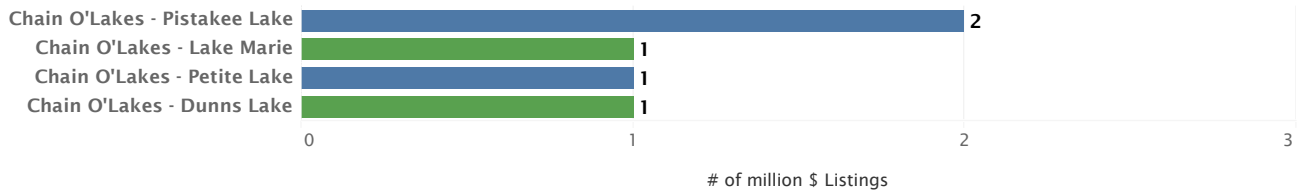


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2023Q3

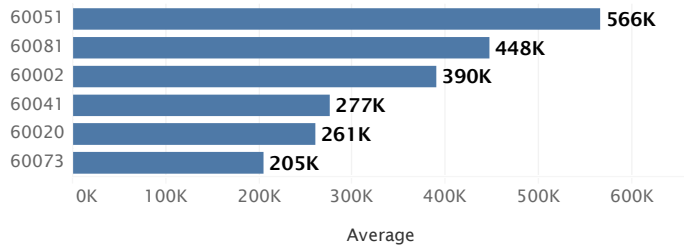


40% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Pistakee Lake

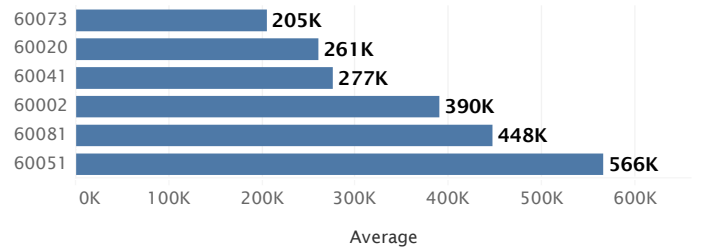
Total Number of \$1M+ Homes

5

Most Expensive ZIP Codes 2023Q3

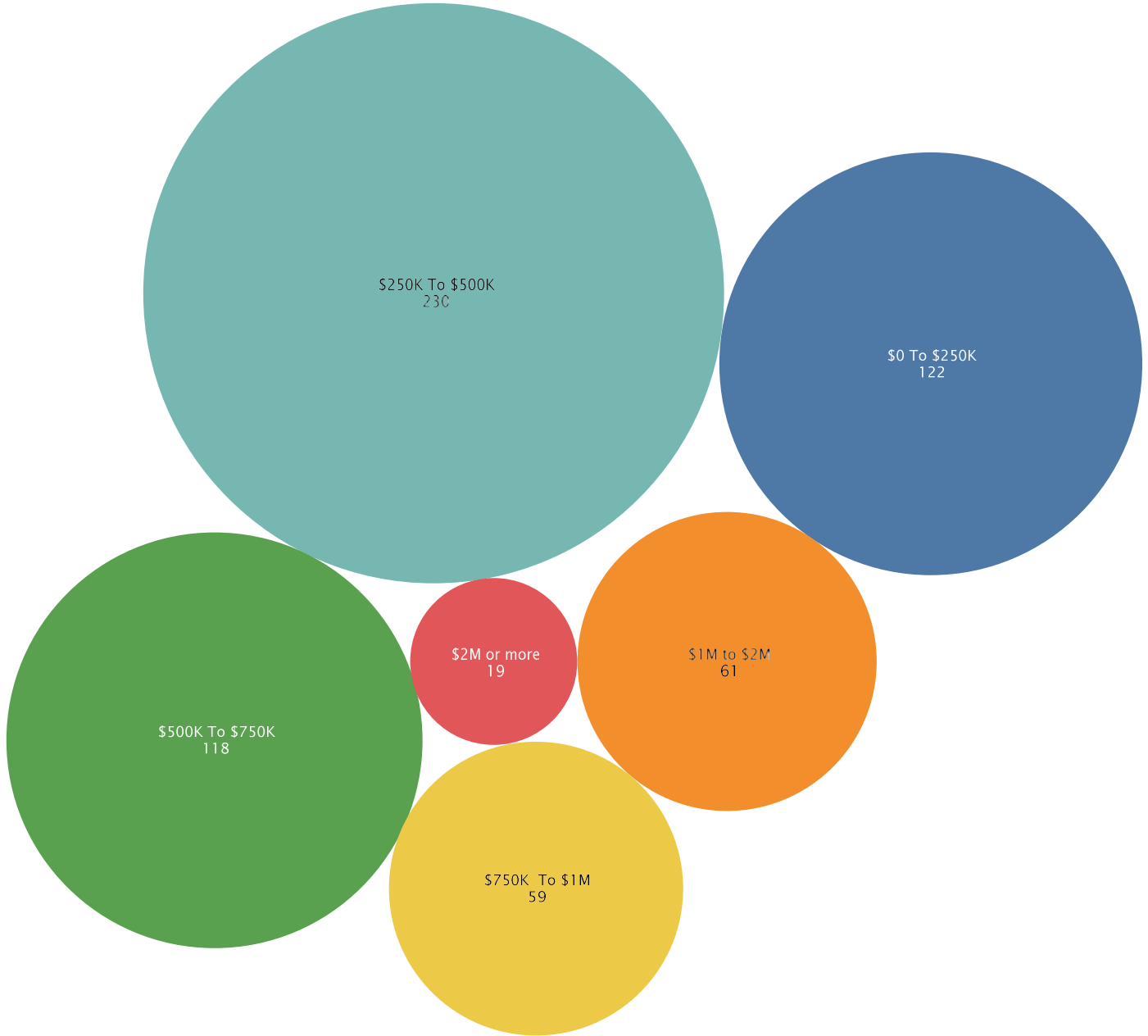


Most Affordable ZIP Codes 2023Q3



INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2023Q3



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



Indiana

The total Indiana market experienced an 8% rise from \$378 MM in summer 2023 to \$410 MM in fall 2023.

Largest Markets

1. Lake Michigan	\$44,015,000	10.7%
2. Geist Reservoir	\$30,865,589	7.5%
3. Lake Wawasee	\$18,959,000	4.6%
4. Morse Reservoir	\$15,738,089	4.2%
5. Lake Monroe	\$14,252,400	3.5%

Total Indiana Market: \$410,295,329

Most Listings

1. Lake Michigan	49	5.7%
2. Lake Shafer	38	4.4%
3. Lake Freeman	35	4.1%
4. Big Turkey Lake	31	3.6%
4. Lake Wawasee	31	3.6%

Total Indiana Listings: 857

Largest Home Markets

1. Lake Michigan	\$37,873,200	10.0%
2. Geist Reservoir	\$30,765,599	8.2%
3. Lake Wawasee	\$18,078,600	4.8%
4. Morse Reservoir	\$15,738,089	4.2%
5. Louise Lake	\$13,625,300	3.6%

Total Indiana Home Market: \$376,990,070

Most Homes Available

1. Lake Michigan	36	5.9%
2. Geist Reservoir	29	4.8%
2. Lake Shafer	29	4.8%
2. Morse Reservoir	29	4.8%
5. Lake Monroe	25	4.1%

Total Indiana Home Listings: 609

Largest Land Markets

1. Lake Michigan	\$6,141,800	18.4%
2. Cedar Lake	\$2,430,699	7.3%
3. Lake Monroe	\$1,920,500	5.8%
4. Big Turkey Lake	\$1,872,400	5.6%
5. Lake Lemon	\$1,042,000	3.1%

Total Indiana Land Market: \$33,305,259

Most Land Available

1. Big Turkey Lake	30	12.1%
2. Lake Santee	20	8.1%
3. Lake Freeman	17	6.9%
4. Bischoff Reservoir	13	5.2%
4. Lake Michigan	13	5.2%

Total Indiana Land Listings: 248

Average Home Price

1. Louise Lake	\$1,238,664
2. Geist Reservoir	\$1,060,883
3. Lake Michigan	\$1,052,033
4. Lake Wawasee	\$984,929
5. Lake James (Little Tippy)	\$853,164

Average Land Price Per Acre

Listings of Less Than 10 Acres

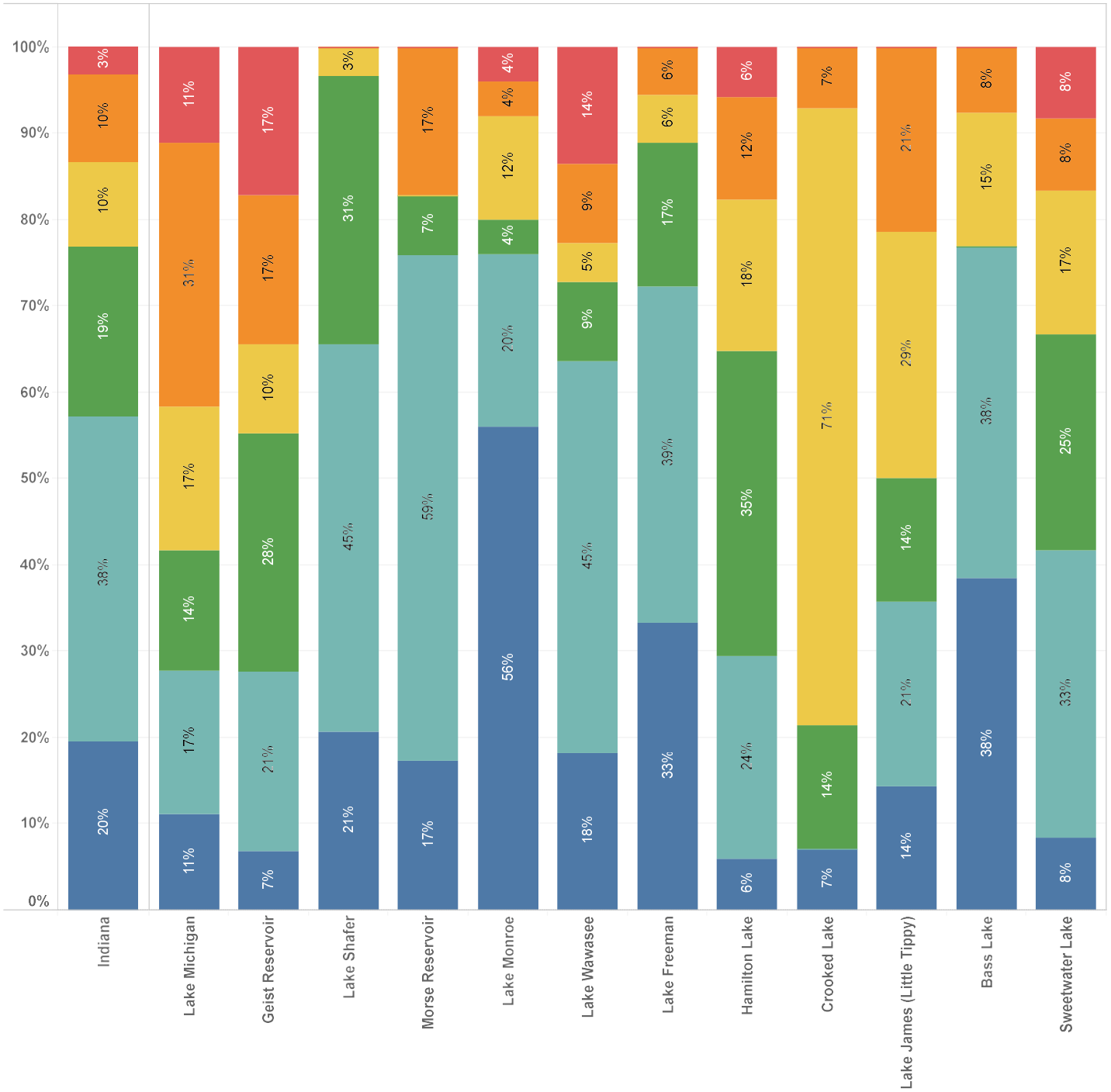
1. Lake Michigan	\$1,097,495
2. Big Turkey Lake	\$308,011
3. Cedar Lake	\$194,649
4. Lake Freeman	\$116,176
5. Bischoff Reservoir	\$113,043

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 2023Q3

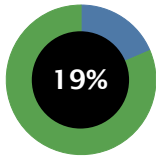
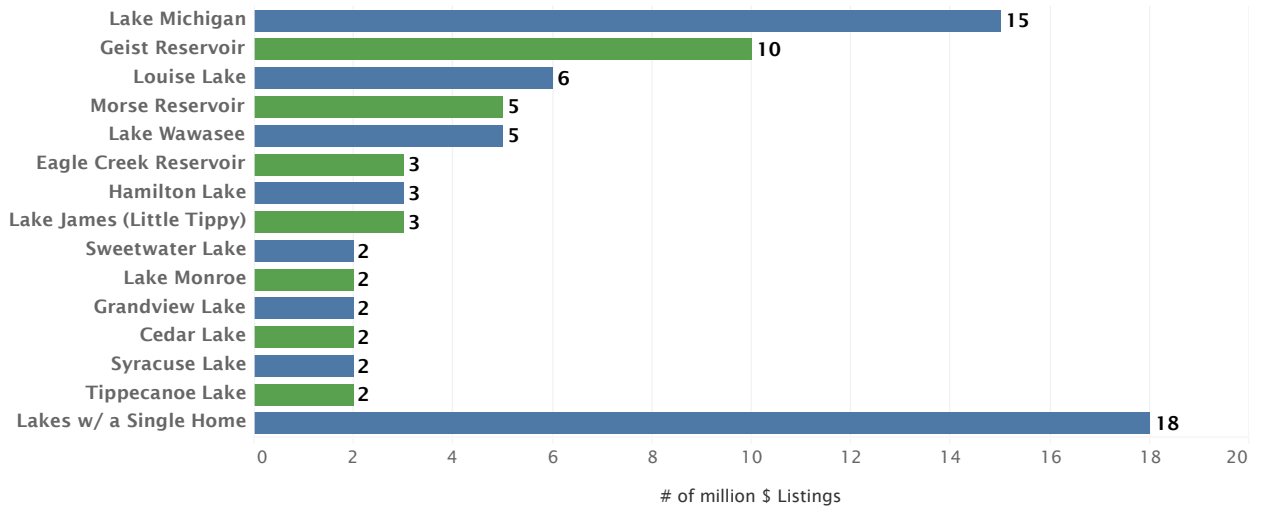


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2023Q3

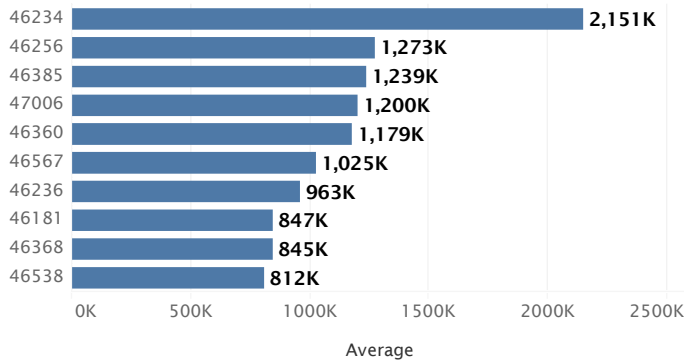


of \$1M+ Homes in Indiana are on Lake Michigan

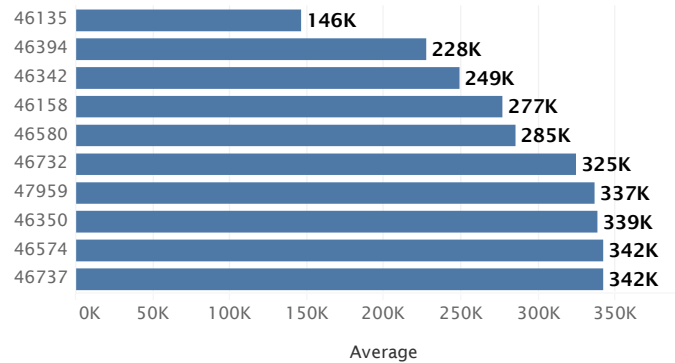
Total Number of \$1M+ Homes

80

Most Expensive ZIP Codes 2023Q3

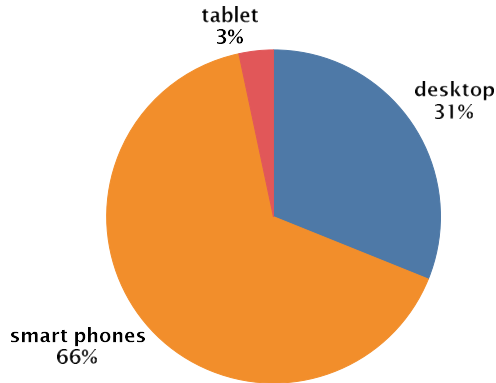


Most Affordable ZIP Codes 2023Q3

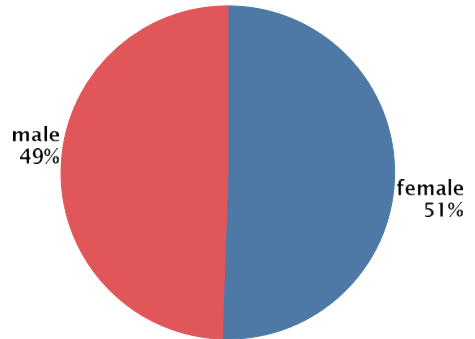


Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2023Q3

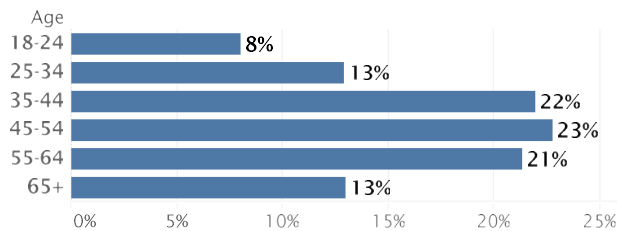


Male/Female Visitors 2023Q3



71% of potential buyers come from outside Indiana

What Age Groups are Shopping 2023Q3



Chicago

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

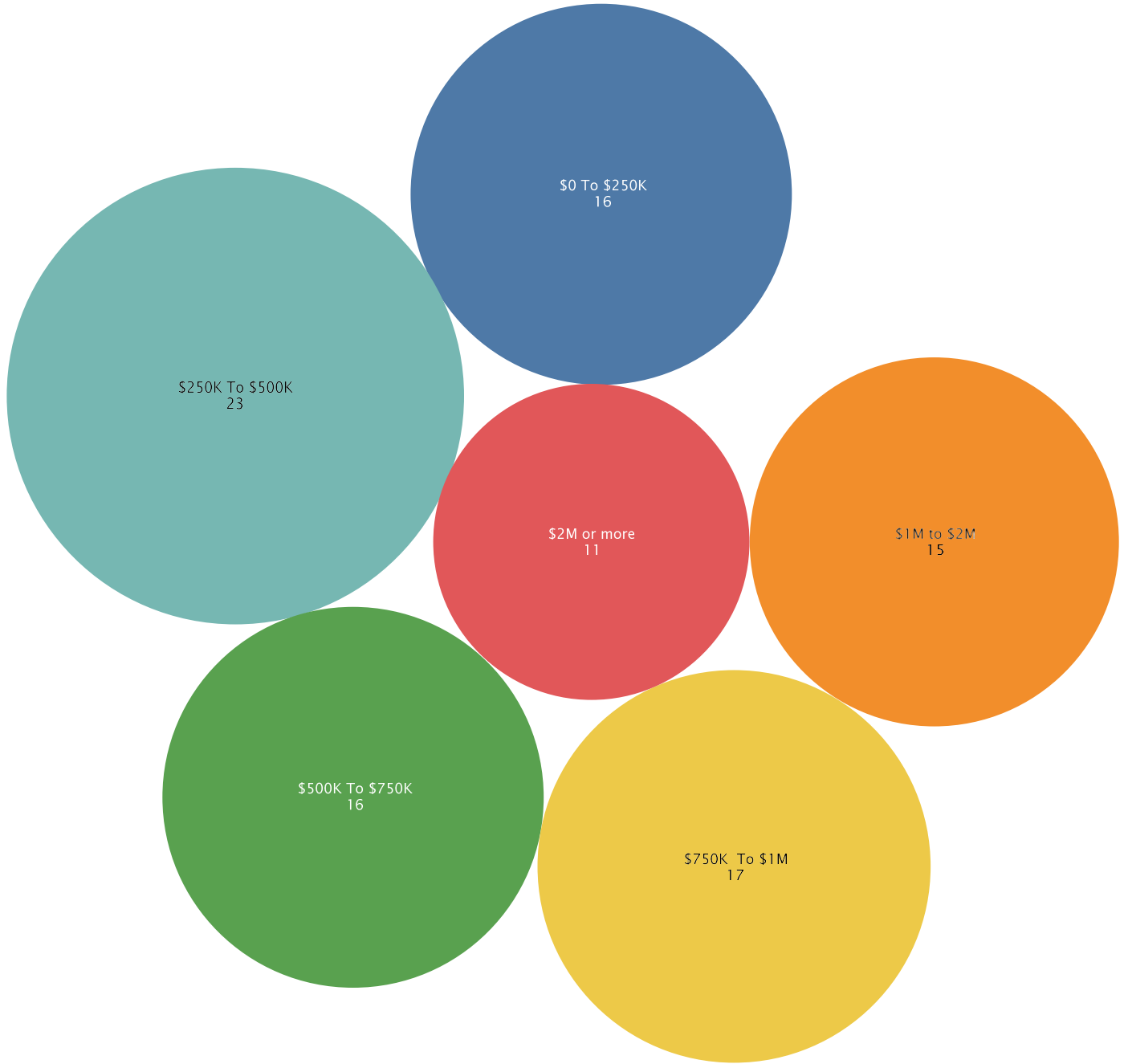
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Louisville, KY
- Cincinnati, OH
- Columbus, OH
- Toledo, OH
- New York, NY
- Grand Rapids-Kalamazoo-Battle Creek, MI
- Greenville-Spartanburg-Asheville-Anderson



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2023Q3



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



Iowa

The total Iowa market rose from \$96 MM in summer 2023 to \$108 MM in fall 2023 resulting in a 12% increase.

Largest Markets

1. West Okoboji Lake	\$37,381,900	36.8%
2. East Okoboji Lake	\$21,205,300	19.7%
3. Sun Valley Lake	\$14,428,501	13.4%
4. Big Spirit Lake	\$8,252,500	7.7%
5. Clear Lake	\$5,200,000	4.8%

Total Iowa Market: \$107,828,991

Most Listings

1. Sun Valley Lake	27	21.3%
2. West Okoboji Lake	22	22.2%
3. East Okoboji Lake	17	13.4%
3. Lake Ponderosa	17	13.4%
5. Holiday Lake	12	9.4%

Total Iowa Listings: 127

Largest Home Markets

1. West Okoboji Lake	\$37,381,900	36.8%
2. East Okoboji Lake	\$20,707,800	20.4%
3. Sun Valley Lake	\$13,765,100	13.5%
4. Big Spirit Lake	\$7,802,500	7.7%
5. Center Lake	\$4,588,000	4.5%

Total Iowa Home Market: \$101,657,190

Most Homes Available

1. West Okoboji Lake	22	22.2%
2. Sun Valley Lake	17	17.2%
3. East Okoboji Lake	16	16.2%
4. Holiday Lake	10	10.1%
5. Big Spirit Lake	8	8.1%

Total Iowa Home Listings: 99

Largest Land Markets

1. Clear Lake	\$1,900,000	30.8%
2. Lake Ponderosa	\$1,889,900	30.6%
3. Sun Valley Lake	\$663,401	10.7%
4. East Okoboji Lake	\$497,500	8.1%
5. Big Spirit Lake	\$450,000	7.3%

Total Iowa Land Market: \$6,171,801

Most Land Available

1. Sun Valley Lake	10	35.7%
2. Lake Ponderosa	9	32.1%
3. Holiday Lake	2	7.1%
4. Big Spirit Lake	1	3.6%
4. Carter Lake	1	3.6%

Total Iowa Land Listings: 28

Average Home Price

1. West Okoboji Lake	\$1,699,177
2. East Okoboji Lake	\$1,294,238

Average Land Price Per Acre

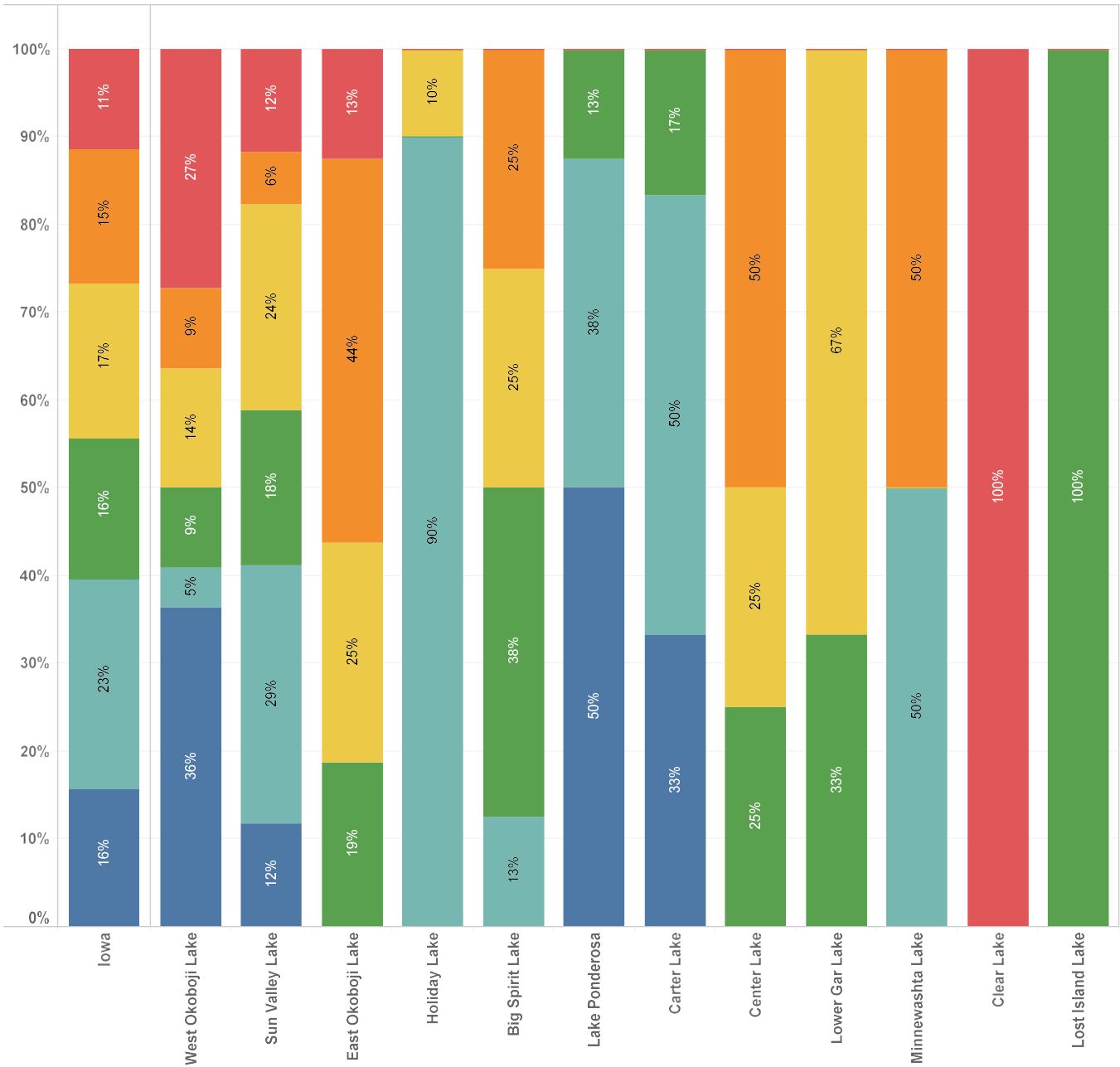
Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

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

Price Breakdown by Percentage of Homes in the Iowa Market 2023Q3

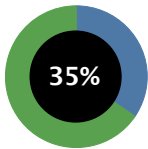
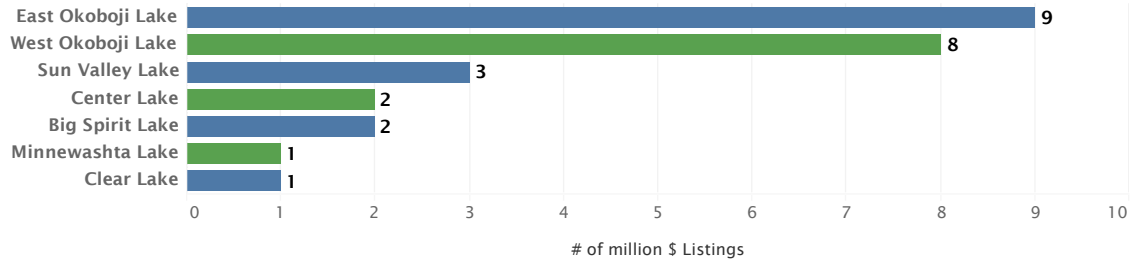


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2023Q3

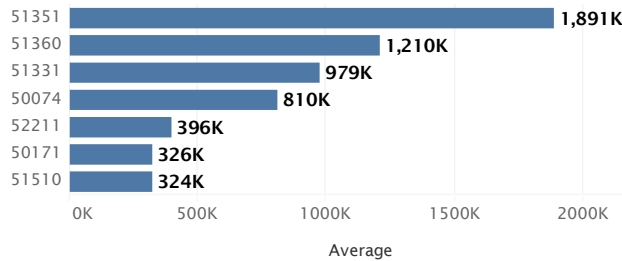


of \$1M+ Homes in Iowa are on East Okoboji Lake

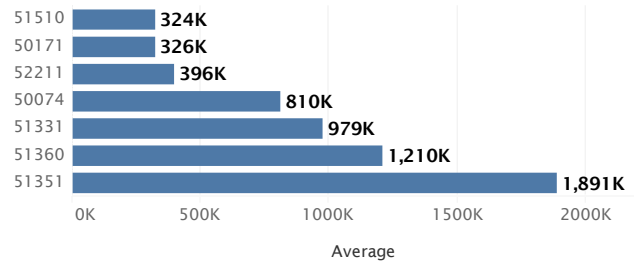
Total Number of \$1M+ Homes

26

Most Expensive ZIP Codes 2023Q3

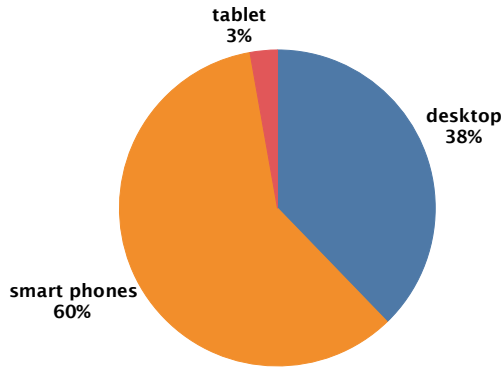


Most Affordable ZIP Codes 2023Q3

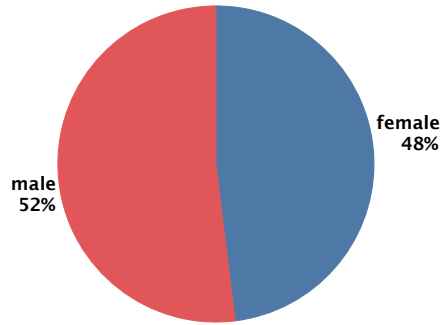


Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

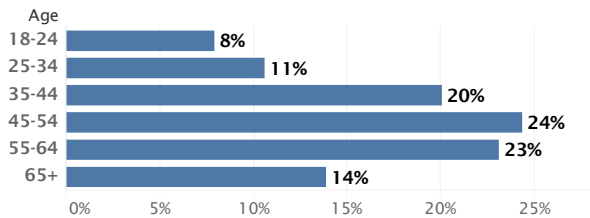


68% of potential buyers come from outside Iowa

Chicago

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

What Age Groups are Shopping 2023Q3



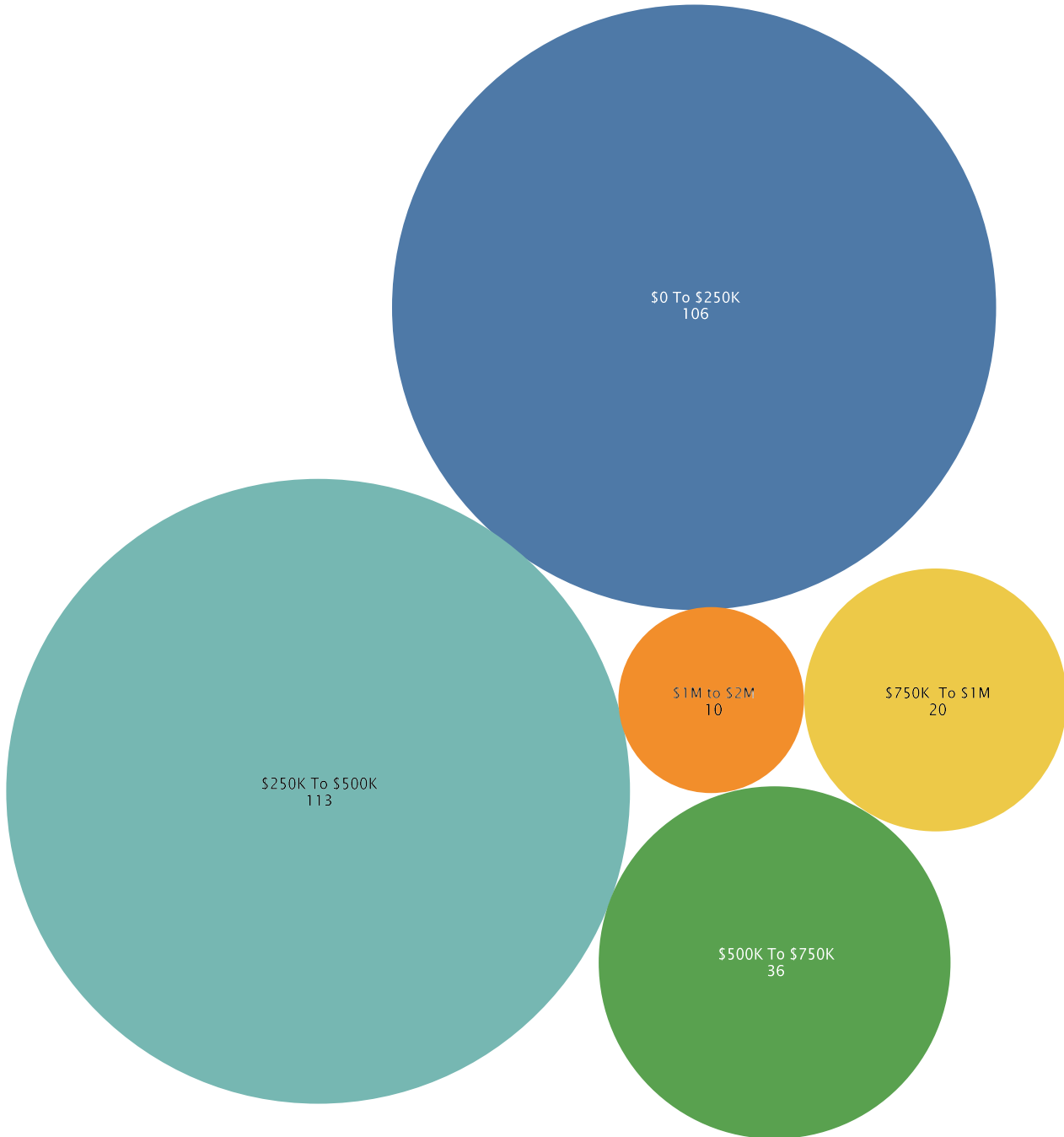
Number 2-10 metros are:

- Omaha, NE
- Minneapolis-St. Paul, MN
- Dallas-Ft. Worth, TX
- Denver, CO
- St. Louis, MO
- Lincoln & Hastings-Kearney, NE
- Phoenix, AZ
- Wichita-Hutchinson, KS
- Sioux Falls(Mitchell), SD



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2023Q3



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



Kentucky

The Kentucky land market rose from \$248 MM in summer 2023 to \$255 MM in fall 2023 resulting in a \$7 MM increase.

Largest Markets

1. Lake Cumberland	\$76,918,797	30.1%
2. Kentucky Lake*	\$67,503,404	26.5%
3. Lake Barkley*	\$50,922,947	20.0%
4. Dale Hollow Lake*	\$44,928,478	17.6%
5. Herrington Lake	\$8,470,899	5.0%

Total Kentucky Market: \$255,142,225

Most Listings

1. Lake Cumberland	495	38.0%
2. Kentucky Lake*	356	27.3%
3. Lake Barkley*	257	19.7%
4. Dale Hollow Lake*	146	11.2%
5. Wood Creek Lake	30	2.3%

Total Kentucky Listings: 1,303

Largest Home Markets

1. Lake Cumberland	\$53,713,087	31.9%
2. Kentucky Lake*	\$41,429,259	24.6%
3. Dale Hollow Lake*	\$32,254,599	19.2%
4. Lake Barkley*	\$29,637,199	17.6%
5. Herrington Lake	\$8,470,899	5.0%

Total Kentucky Home Market: \$168,430,243

Most Homes Available

1. Lake Cumberland	160	40.9%
2. Kentucky Lake*	100	25.6%
3. Lake Barkley*	64	16.4%
4. Dale Hollow Lake*	42	10.7%
5. Herrington Lake	19	4.9%

Total Kentucky Home Listings: 391

Largest Land Markets

1. Kentucky Lake*	\$26,074,145	30.1%
2. Lake Cumberland	\$23,205,710	26.8%
3. Lake Barkley*	\$21,285,748	24.5%
4. Dale Hollow Lake*	\$12,673,879	14.6%
5. Wood Creek Lake	\$3,472,500	4.0%

Total Kentucky Land Market: \$86,711,982

Most Land Available

1. Lake Cumberland	335	36.7%
2. Kentucky Lake*	256	28.1%
3. Lake Barkley*	193	21.2%
4. Dale Hollow Lake*	104	11.4%
5. Wood Creek Lake	24	2.6%

Total Kentucky Land Listings: 912

Average Home Price

1. Lake Barkley	\$522,356
2. Kentucky Lake	\$521,307

Average Land Price Per Acre

Listings of Less Than 10 Acres

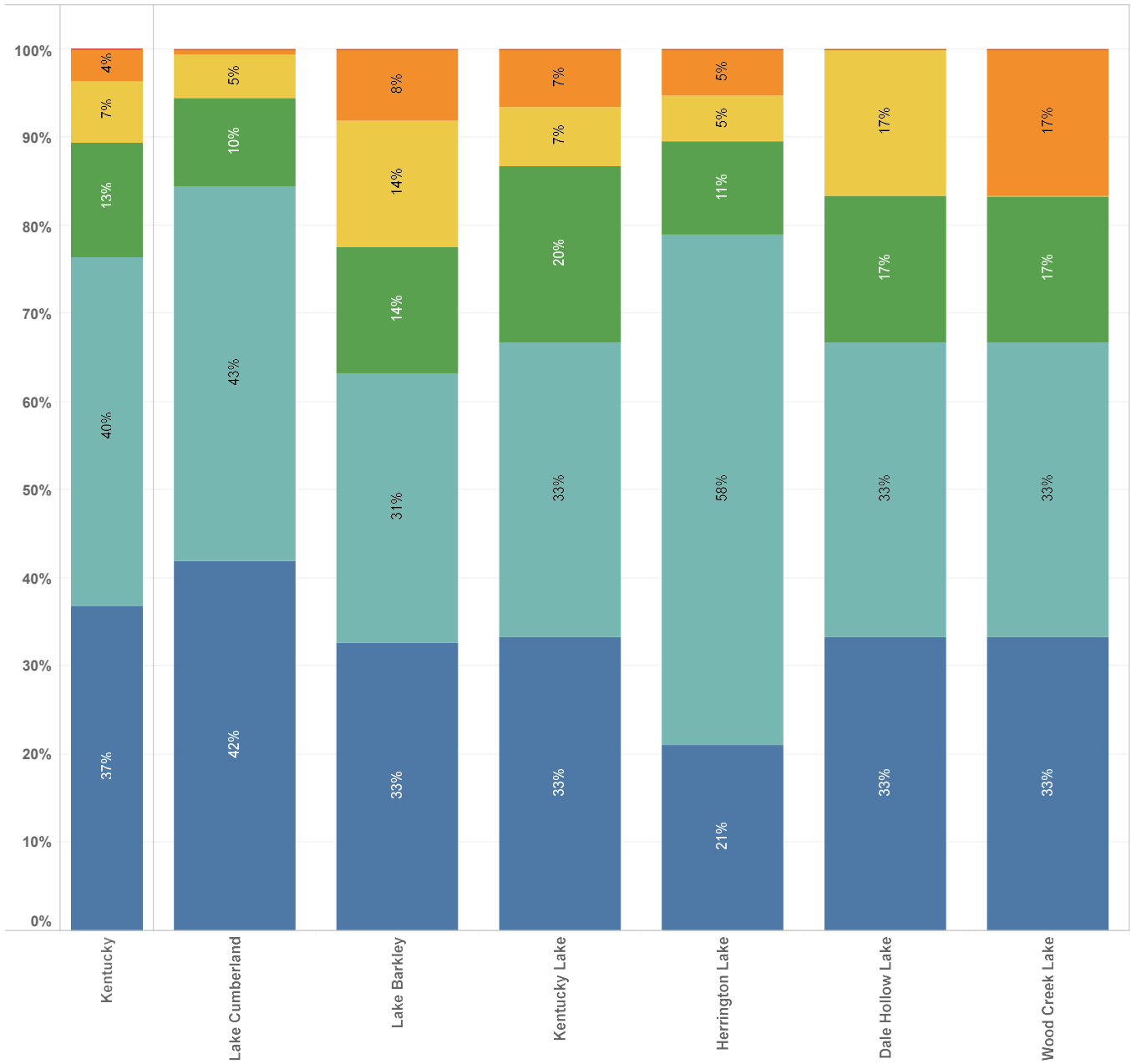
1. Kentucky Lake	\$75,306
2. Lake Cumberland	\$41,191
3. Lake Barkley	\$41,016
4. Wood Creek Lake	\$35,519

Listings of 10 Acres or More

1. Lake Cumberland	\$14,314
2. Lake Barkley	\$10,602

* 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 2023Q3

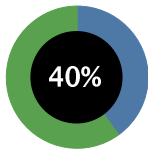
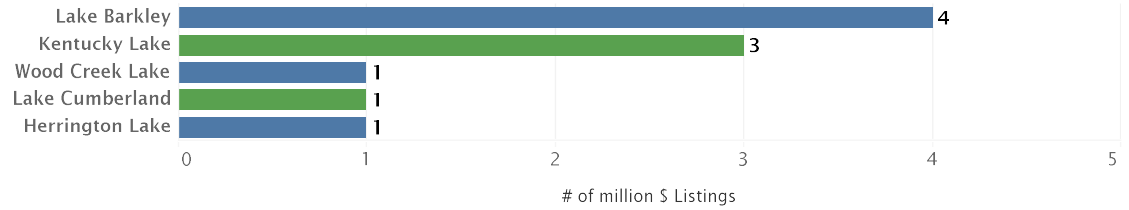


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2023Q3

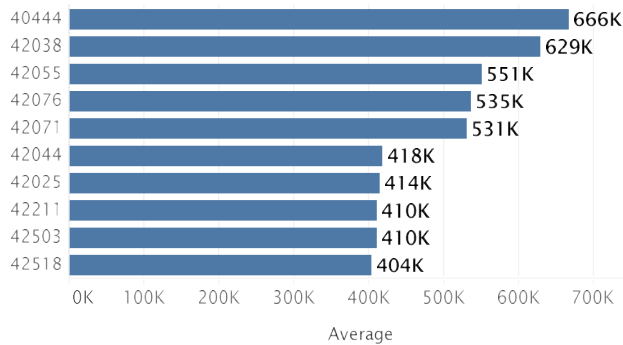


40% of \$1M+ Homes in Kentucky are on Lake Barkley

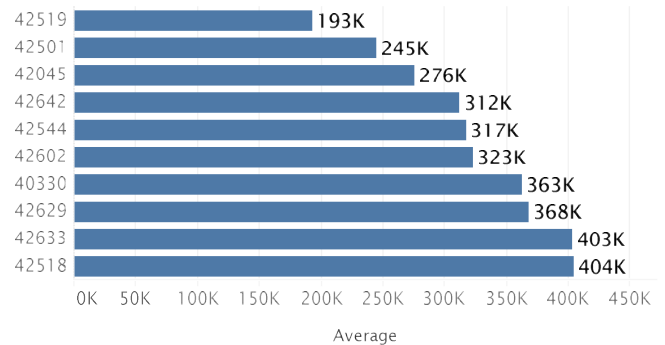
Total Number of \$1M+ Homes

10

Most Expensive ZIP Codes 2023Q3



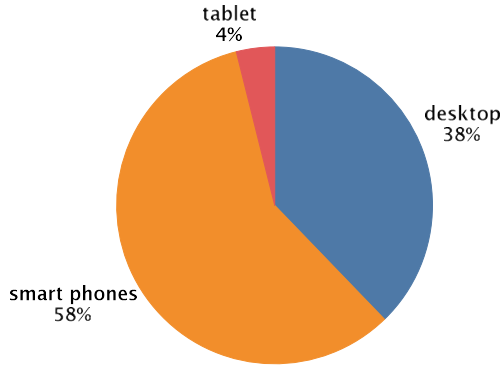
Most Affordable ZIP Codes 2023Q3



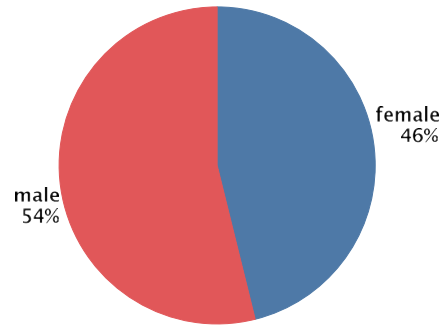
LAKE HOMES
REALTY

Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

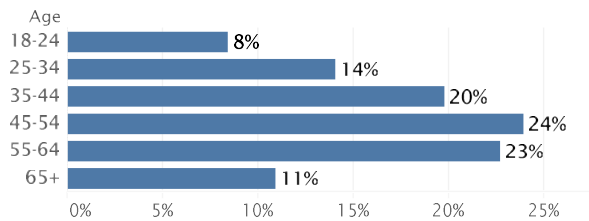


88% of potential buyers come from outside Kentucky

Chicago

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

What Age Groups are Shopping 2023Q3



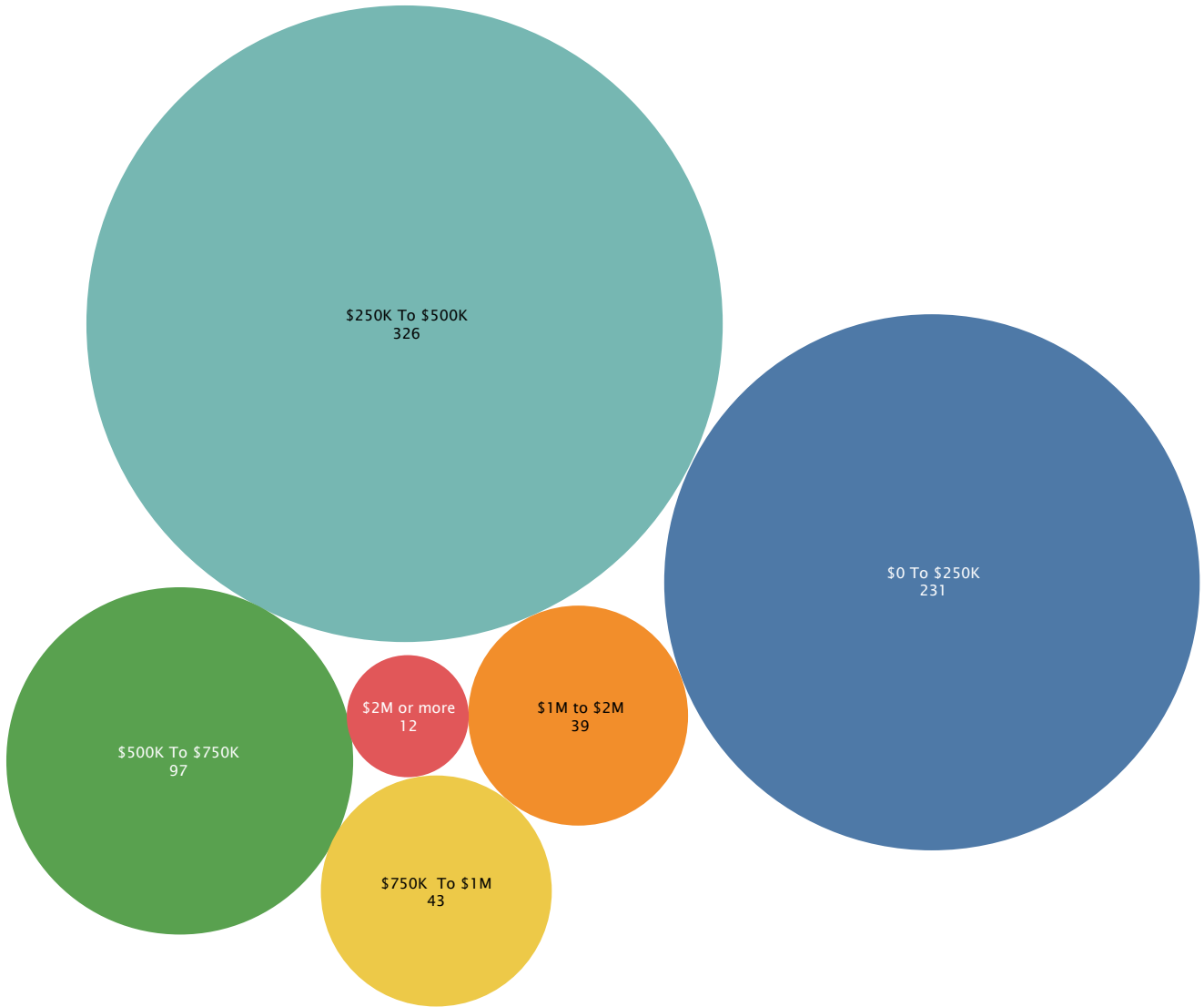
Number 2-10 metros are:

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



LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2023Q3



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



Louisiana

The total Louisiana Market rose from \$437 MM in summer 2023 to \$471 MM resulting in an 8% increase.

Largest Markets

1. Lake Pontchartrain	\$144,086,064	30.8%	6. Cross Lake	\$22,781,810	4.9%
2. Grand Lagoon	\$43,974,297	9.4%	7. Lake Charles	\$21,497,358	4.6%
3. Prien Lake	\$30,639,500	6.5%	8. Black Bayou Reservoir	\$15,055,499	3.2%
4. Toledo Bend Reservoir*	\$28,719,531	6.1%	9. Goodyears Pond	\$10,976,876	2.3%
5. Calcasieu Lake	\$24,407,500	5.2%	10. Cypress Bayou Reservoir	\$10,714,315	2.3%

Total Louisiana Market: \$471,278,249

Largest Home Markets

1. Lake Pontchartrain	\$130,083,369	35.0%
2. Grand Lagoon	\$37,542,397	10.1%
3. Toledo Bend Reservoir*	\$24,742,984	6.7%
4. Prien Lake	\$23,282,600	6.3%
5. Cross Lake	\$18,886,610	5.1%
6. Black Bayou Reservoir	\$14,855,500	4.0%
7. Calcasieu Lake	\$13,349,200	3.6%
8. Lake Charles	\$12,199,138	3.3%
9. Cypress Bayou Reservoir	\$8,201,315	2.2%
10. Goodyears Pond	\$7,302,876	2.0%

Total Louisiana Home Market: \$371,847,376

Largest Land Markets

1. Lake Pontchartrain	\$14,002,695	14.5%
2. Calcasieu Lake	\$11,058,300	11.4%
3. Lake Charles	\$9,298,220	9.6%
4. Prien Lake	\$7,356,900	7.6%
5. Grand Lagoon	\$6,431,900	6.7%
6. The Lake District	\$4,527,000	4.7%
7. Bayou D'arbonne Lake	\$4,132,940	4.3%
8. Toledo Bend Reservoir*	\$3,976,547	4.1%
9. Cross Lake	\$3,895,200	4.0%
10. Goodyears Pond	\$3,674,000	3.8%

Total Louisiana Land Market: \$96,640,873

The total Louisiana home market rose from \$335 MM in summer 2023 to \$372 MM resulting in an 11% increase.

Most Expensive Homes

1. Lake Pontchartrain	\$730,805
2. Goodyears Pond	\$730,288

Most Affordable Homes

1. Grand Lagoon	\$357,547
2. Cross Lake	\$449,681

Most Listings

1. Lake Pontchartrain	240	16.9%	6. Bayou D'arbonne Lake	72	5.1%
2. Grand Lagoon	155	10.9%	7. Cross Lake	69	4.8%
3. Toledo Bend Reservoir*	117	8.2%	8. Prien Lake	56	3.9%
4. Calcasieu Lake	83	5.8%	9. Black Bayou Reservoir	30	2.1%
5. Lake Charles	79	5.5%	9. Goodyears Pond	30	2.1%
Total Louisiana Listings:				1,428	

Most Homes Available

1. Lake Pontchartrain	178	22.3%
2. Grand Lagoon	105	13.1%
3. Toledo Bend Reservoir*	57	7.1%
4. Cross Lake	42	5.3%
5. Lake Charles	36	4.5%
5. Prien Lake	36	4.5%
7. Black Bayou Reservoir	29	3.6%
8. Calcasieu Lake	23	2.9%
9. Cypress Bayou Reservoir	17	2.1%
10. Bayou D'arbonne Lake	16	2.0%

Total Louisiana Home Listings: 799

Most Land Available

1. Lake Pontchartrain	62	9.9%
2. Calcasieu Lake	60	9.6%
2. Toledo Bend Reservoir*	60	9.6%
4. Bayou D'arbonne Lake	56	9.0%
5. Grand Lagoon	50	8.0%
6. Lake Charles	43	6.9%
7. Cross Lake	27	4.3%
8. Lake Saint Catherine	26	4.2%
9. Goodyears Pond	20	3.2%
9. Lake Arthur	20	3.2%

Total Louisiana Land Listings: 625

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Pontchartrain	\$392,587
2. Lake Charles	\$392,572
3. Prien Lake	\$351,729
4. Grand Lagoon	\$173,808
5. Cross Lake	\$150,685
6. Calcasieu Lake	\$145,745
7. Lake Arthur	\$133,915
8. Lake Saint Catherine	\$84,865

Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,643
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Caddo Lake	\$22,337
2. Toledo Bend Reservoir	\$31,857
3. Sibley Lake	\$44,371
4. Bayou D'arbonne Lake	\$54,263
5. Lake Saint Catherine	\$84,865
6. Lake Arthur	\$133,915
7. Calcasieu Lake	\$145,745
8. Cross Lake	\$150,685

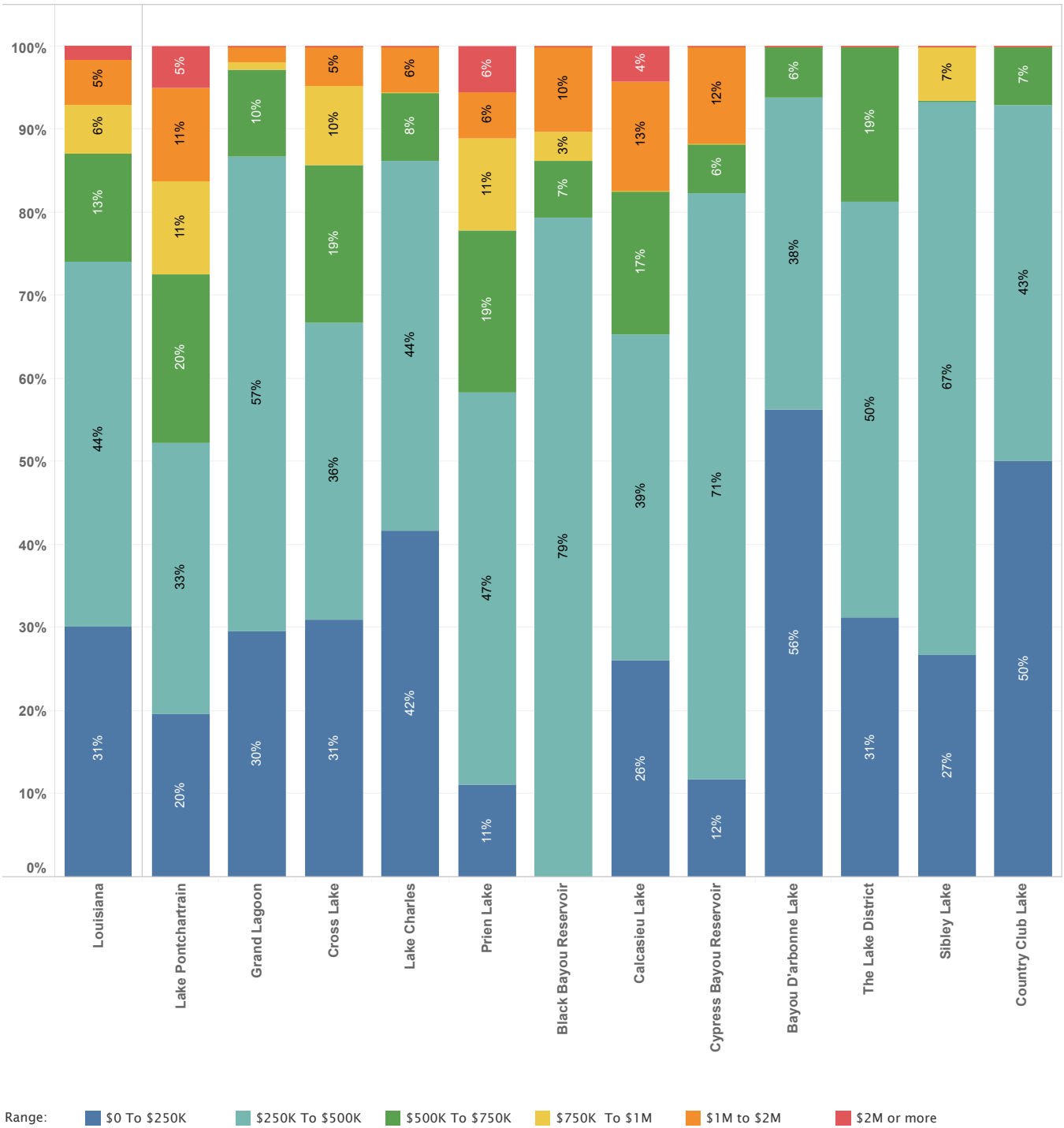
Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,643
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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.

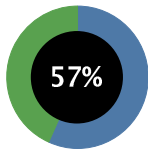
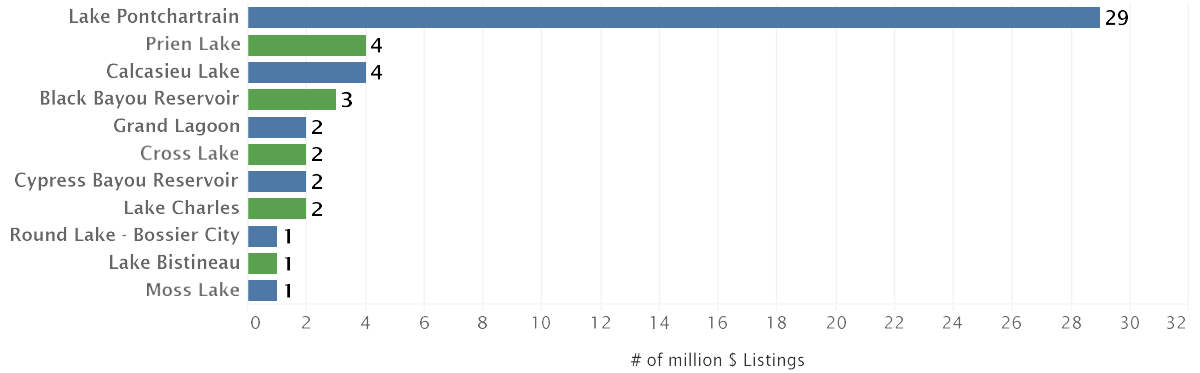
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Louisiana Market 2023Q3



Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2023Q3

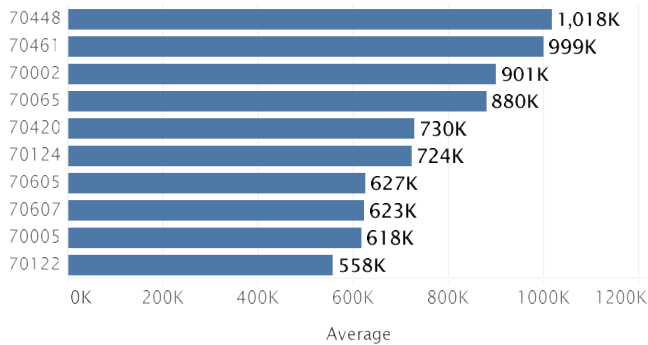


57% of \$1M+ Homes in Louisiana are on Lake Pontchartrain

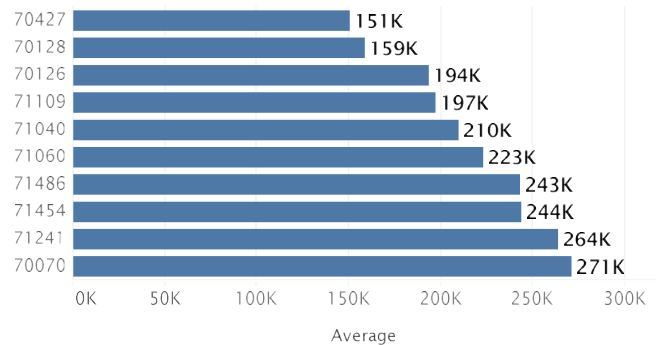
Total Number of \$1M+ Homes

51

Most Expensive ZIP Codes 2023Q3



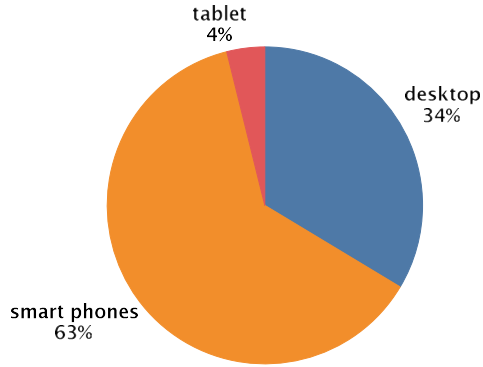
Most Affordable ZIP Codes 2023Q3



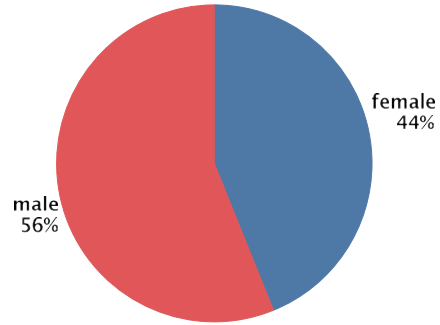
LAKE HOMES.com
REALTY

Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

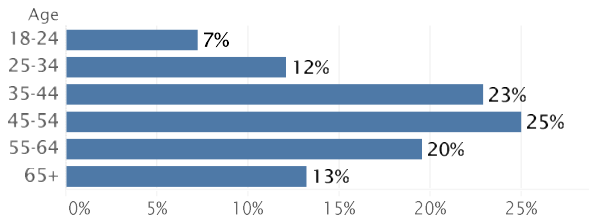


74% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q3



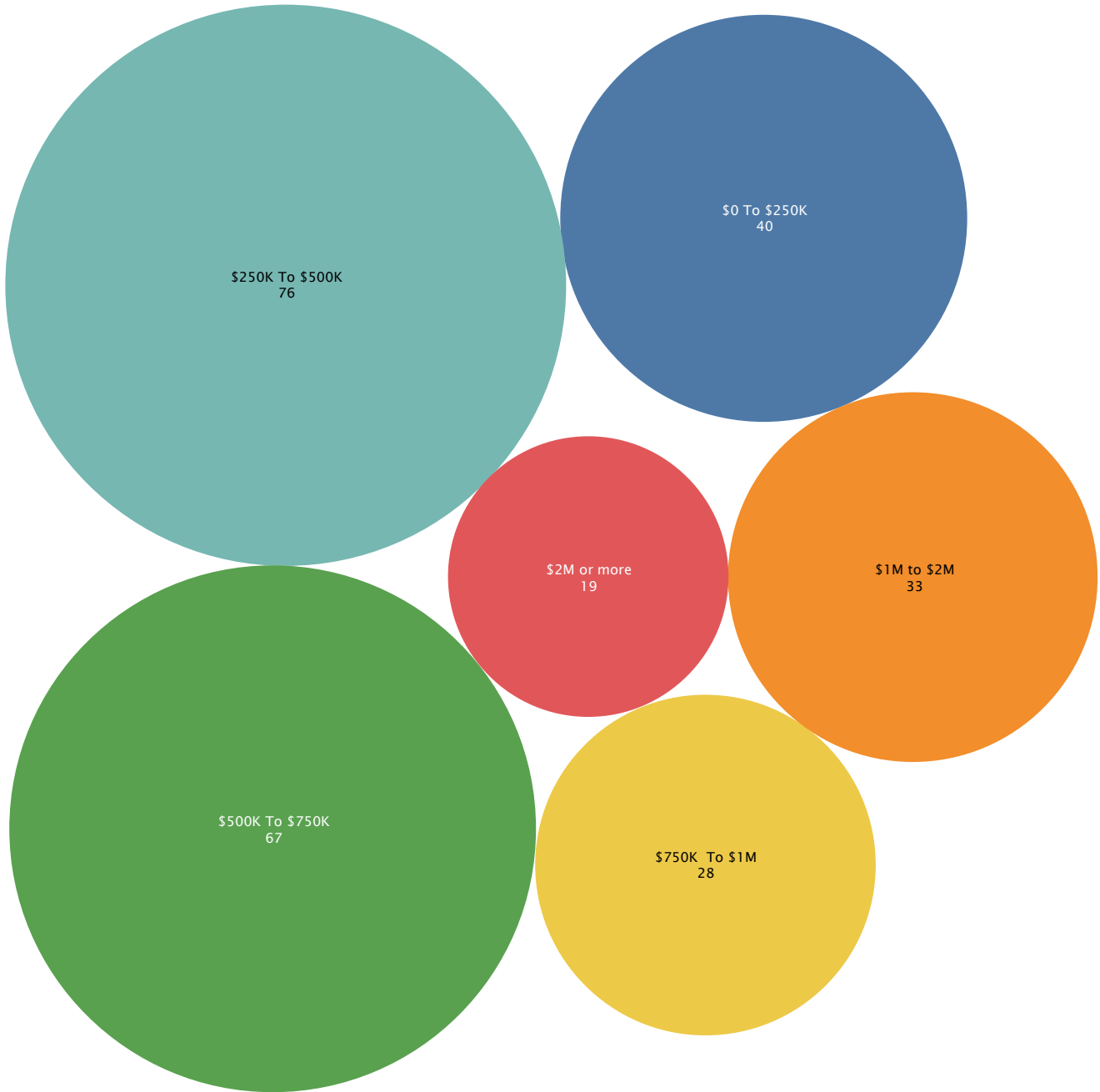
Number 2-10 metros are:

- Chicago, IL
- Houston, TX
- Minneapolis-St. Paul, MN
- Little Rock-Pine Bluff, AR
- Nashville, TN
- Oklahoma City, OK
- Wichita-Hutchinson, KS
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Tyler-Longview(Lufkin & Nacogdoches), TX



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2023Q3



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

Maryland

The Maryland market fell from \$292 MM in summer 2023 to \$225 MM in fall 2023, a 26% decrease.

Largest Markets

1. Deep Creek Lake	\$108,932,373	48.5%
2. Lake Linganore	\$21,187,351	9.4%
3. Lake Roland	\$9,831,900	4.8%
4. Lake Ogleton	\$7,431,800	3.3%
5. Jordan Swamp	\$6,070,700	2.7%

Total Maryland Market: \$224,531,431

Most Listings

1. Deep Creek Lake	108	33.0%
2. Lake Linganore	34	10.4%
3. Lake Lariat	17	5.2%
4. Schumaker Pond	10	3.1%
5. Lake Ogleton	8	2.4%

Total Maryland Listings: 327

Largest Home Markets

1. Deep Creek Lake	\$96,456,778	46.8%
2. Lake Linganore	\$20,646,451	10.0%
3. Lake Roland	\$9,831,900	4.8%
4. Lake Ogleton	\$6,566,800	3.2%
5. Otter Pond	\$5,845,000	2.8%

Total Maryland Home Market: \$205,933,641

Most Homes Available

1. Deep Creek Lake	80	30.4%
2. Lake Linganore	28	10.6%
3. Lake Lariat	11	4.2%
4. Schumaker Pond	9	3.4%
5. Druid Lake	7	2.7%

Total Maryland Home Listings: 263

Largest Land Markets

1. Deep Creek Lake	\$12,475,595	67.1%
2. Schumaker Pond	\$920,000	4.9%
3. Lake Ogleton	\$865,000	4.7%
4. Westminster Community Pond	\$799,000	4.3%
5. Leonard Pond	\$550,000	3.0%

Total Maryland Land Market: \$18,597,790

Most Land Available

1. Deep Creek Lake	28	43.8%
2. Lake Lariat	6	9.4%
2. Lake Linganore	6	9.4%
4. Hines Ponds	3	4.7%
5. Lake Chambers	2	3.1%

Total Maryland Land Listings: 64

Average Home Price

1. Deep Creek Lake	\$1,205,710
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Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$282,056
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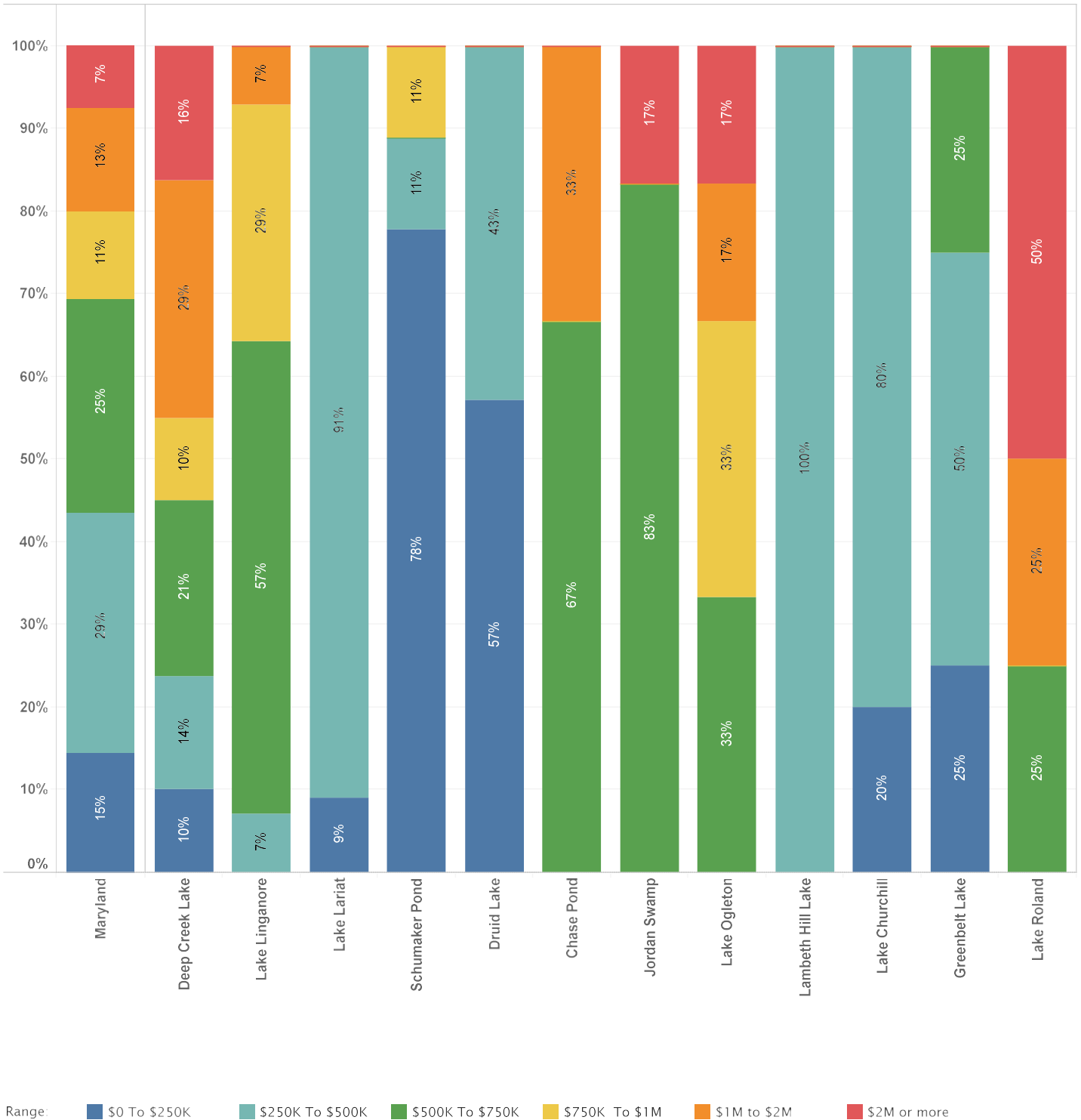
Listings of 10 Acres or More

**

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

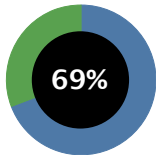
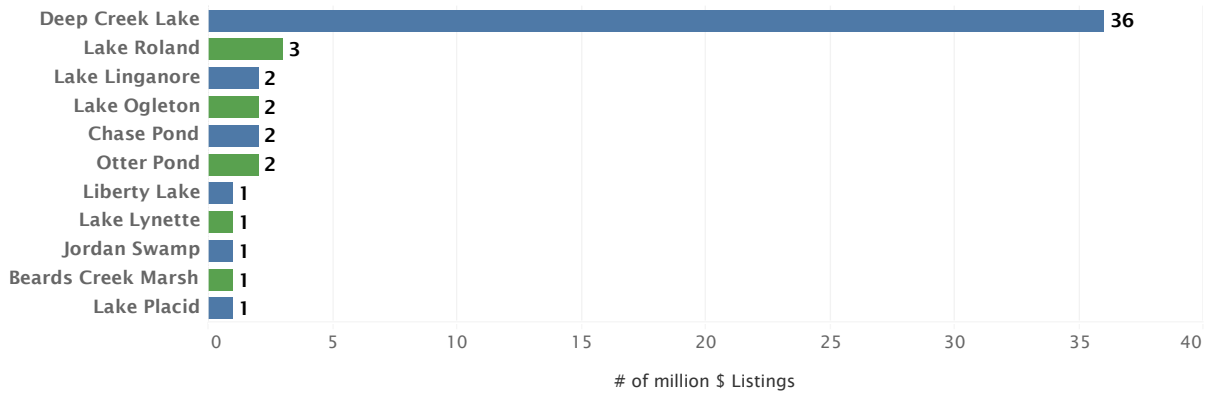
***Note: A change in a Maryland's MLS platform resulted in more listings being reported to Lake Homes Realty.

Price Breakdown by Percentage of Homes in the Maryland Market 2023Q3



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2023Q3

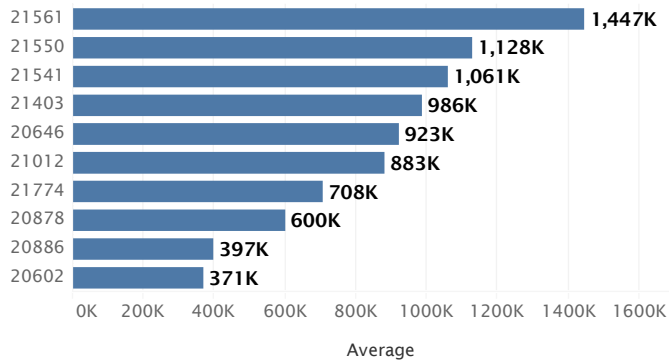


69% of \$1M+ Homes in Maryland are on Deep Creek Lake

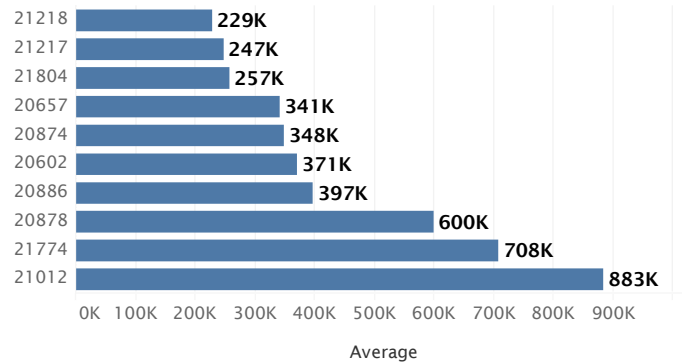
Total Number of \$1M+ Homes

52

Most Expensive ZIP Codes 2023Q3

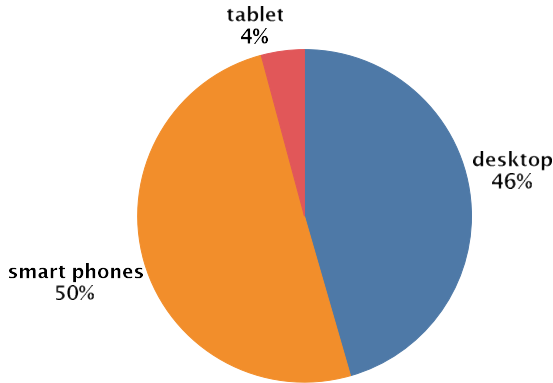


Most Affordable ZIP Codes 2023Q3

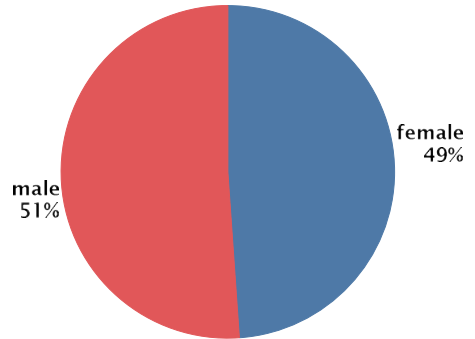


Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

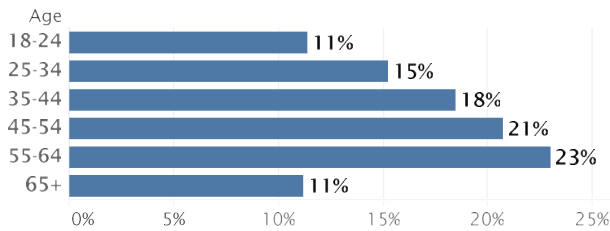


80% of potential buyers come from outside Maryland

Washington DC (Hagerstown

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

What Age Groups are Shopping 2023Q3



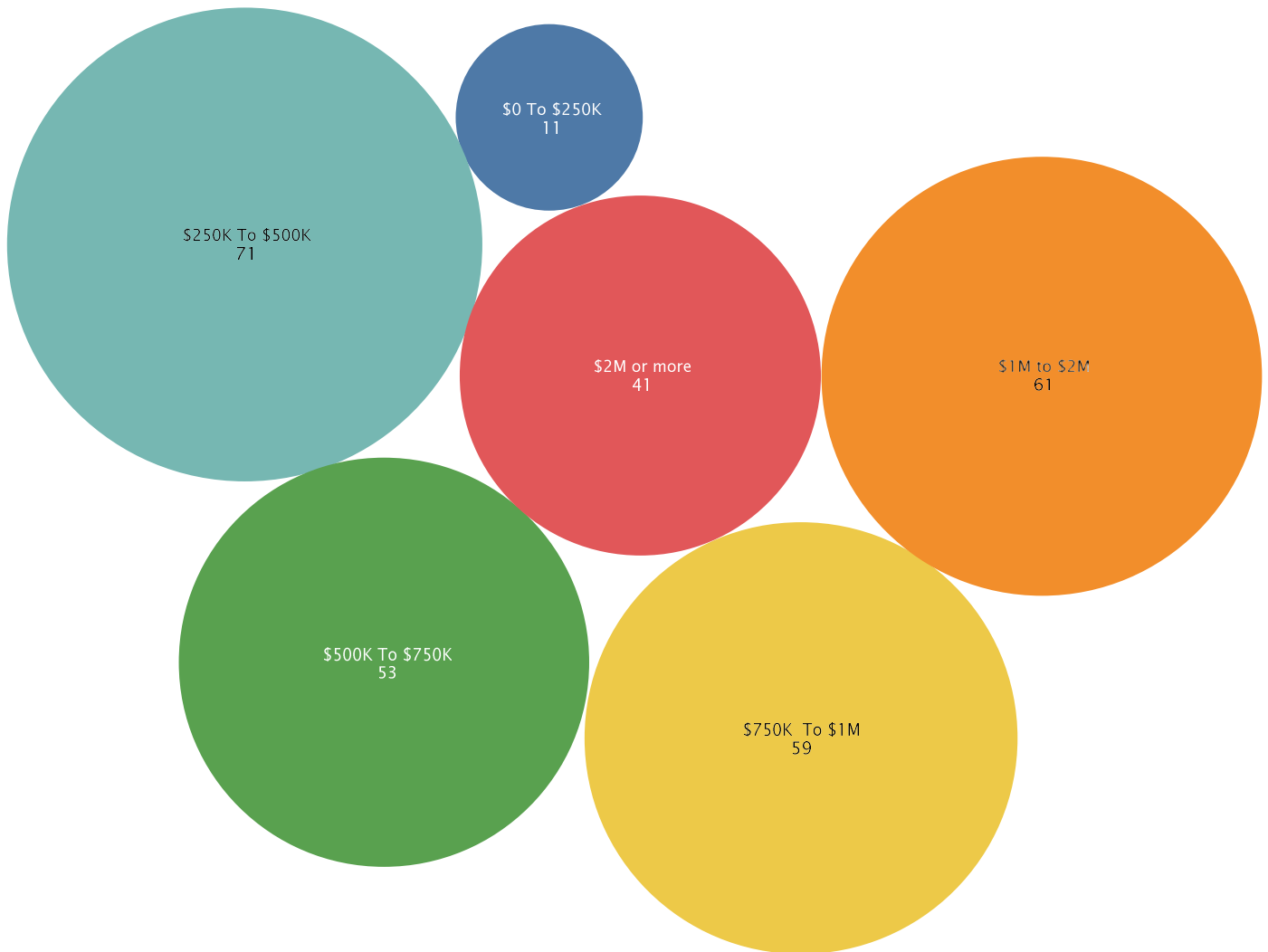
Number 2-10 metros are:

- Pittsburgh, PA
- New York, NY
- Philadelphia, PA
- Atlanta, GA
- Harrisburg-Lancaster-Lebanon-York, PA
- Wilkes Barre-Scranton, PA
- Columbus, OH
- Boston MA-Manchester, NH
- Raleigh-Durham (Fayetteville), NC



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2023Q3



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 \$412 MM in summer 2023 to \$406 MM in fall 2023, a \$6 MM decrease.

Largest Markets

1. Back Bay Fens	\$68,847,000	17.7%
2. Oyster Pond	\$48,105,000	11.8%
3. Dean Pond - Sandwich	\$17,689,000	4.5%
4. Brookline Reservoir	\$17,139,000	4.4%
5. Straits Pond	\$13,411,000	3.4%

Total Massachusetts Market: \$406,361,198

Most Listings

1. Back Bay Fens	28	9.5%
2. Lake Quinsigamond	17	4.8%
3. Watershops Pond	13	3.7%
4. Otis Reservoir	12	3.4%
5. Ashmere Reservoir	10	2.8%

Total Massachusetts Listings: 352

Largest Home Markets

1. Back Bay Fens	\$68,847,000	17.7%
2. Oyster Pond	\$46,955,000	12.0%
3. Dean Pond - Sandwich	\$17,689,000	4.5%
4. Brookline Reservoir	\$17,139,000	4.4%
5. Straits Pond	\$13,411,000	3.4%

Total Massachusetts Home Market: \$389,958,099

Most Homes Available

1. Back Bay Fens	28	9.5%
2. Lake Quinsigamond	15	5.1%
3. Watershops Pond	12	4.1%
4. Otis Reservoir	10	3.4%
5. Long Pond - Lakeville	9	3.0%

Total Massachusetts Home Listings: 296

Largest Land Markets

1. Cedar Pond	\$3,195,000	19.5%
2. Norton Reservoir	\$2,188,500	13.3%
3. Follins Pond	\$1,470,000	9.0%
4. Hamilton Reservoir	\$1,452,900	8.9%
5. Oyster Pond	\$1,150,000	7.0%

Total Massachusetts Land Market: \$16,403,099

Most Land Available

1. Ashmere Reservoir	7	12.5%
2. Aucoot Cove Marshes	4	7.1%
2. Hamilton Reservoir	4	7.1%
4. Lake Chaubunagungamaug	3	5.4%
4. Mattapoissett Neck Marshes	3	5.4%

Total Massachusetts Land Listings: 56

Average Home Price

1. Back Bay Fens	\$2,458,821
2. Otis Reservoir	\$819,660

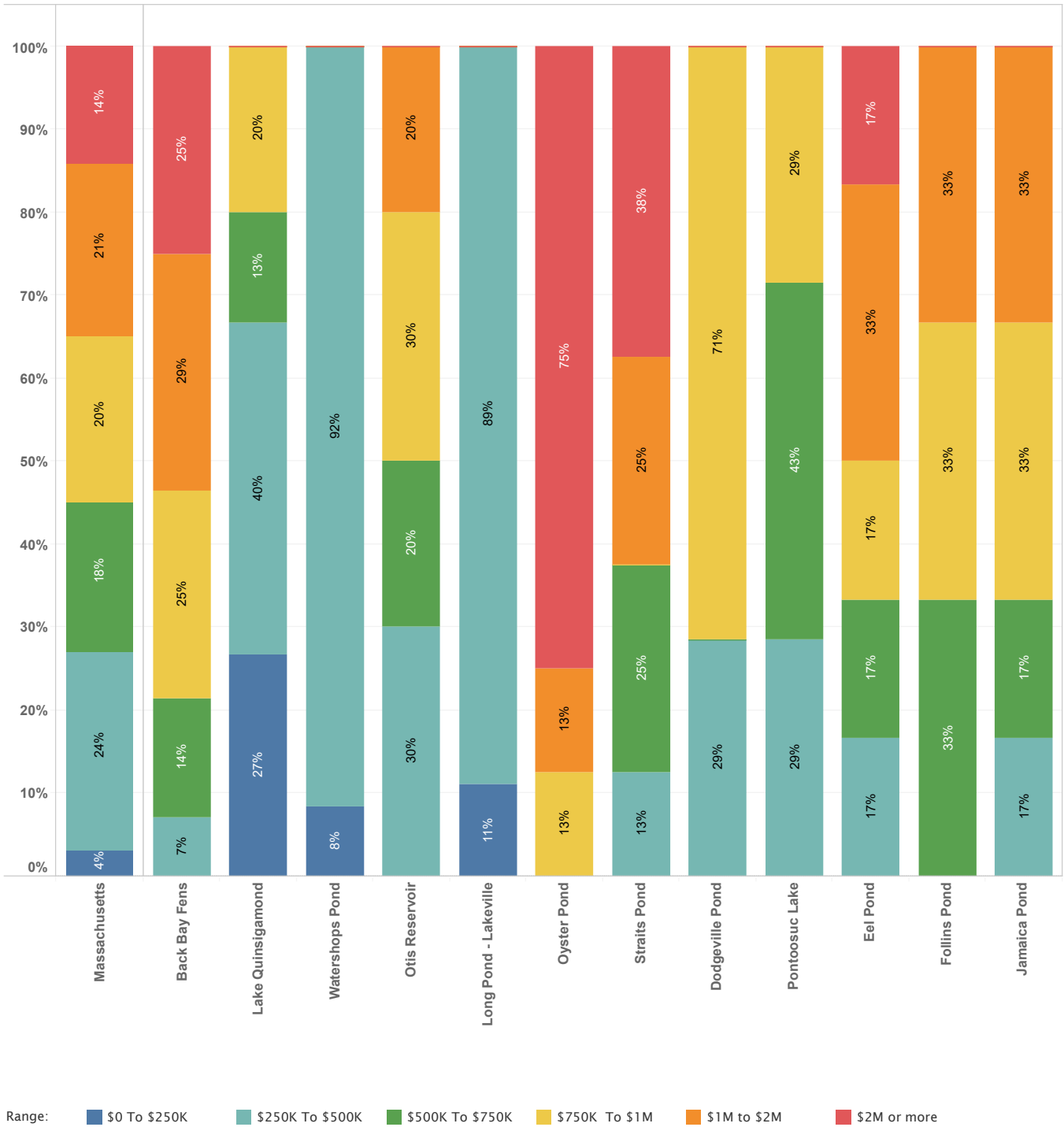
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

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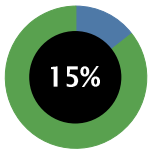
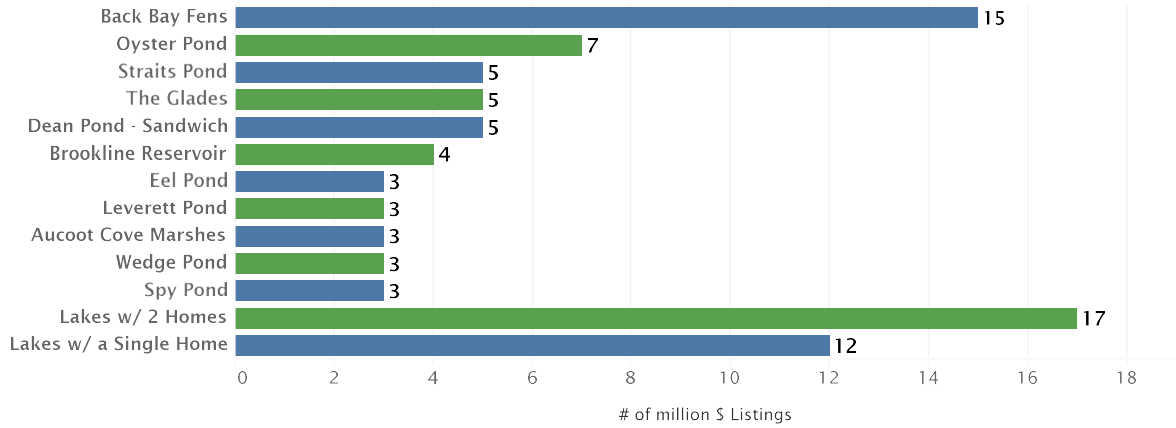
Price Breakdown by Percentage of Homes in the Massachusetts Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2023Q3

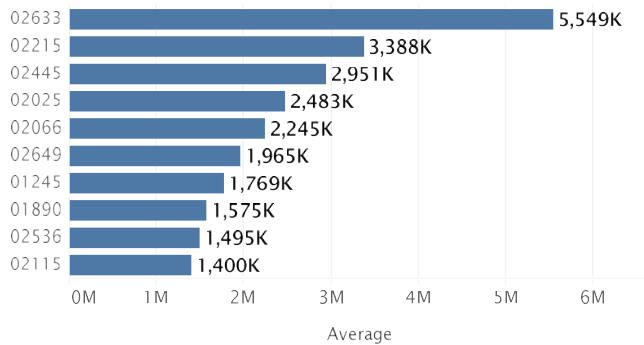


of \$1M+ Homes in Massachusetts are on Back Bay Fens

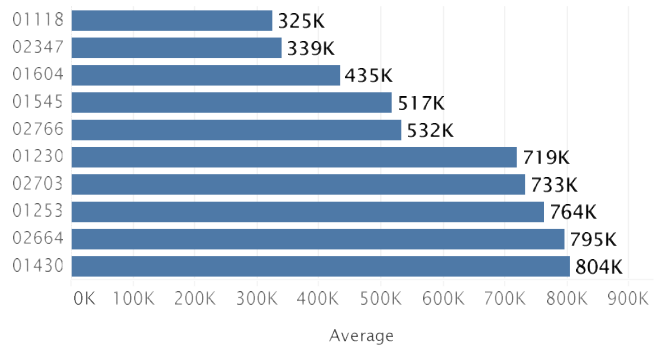
Total Number of \$1M+ Homes

102

Most Expensive ZIP Codes 2023Q3

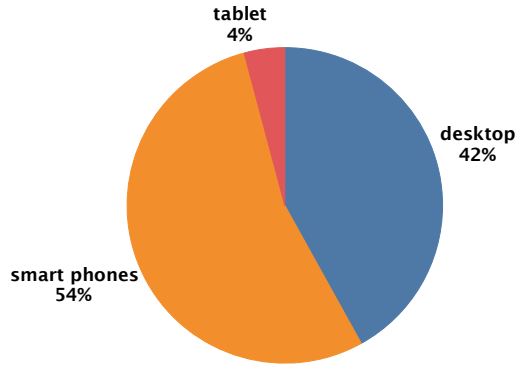


Most Affordable ZIP Codes 2023Q3

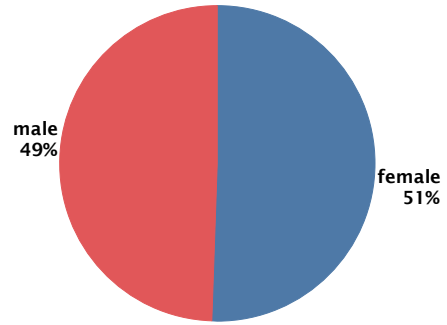


Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2023Q3

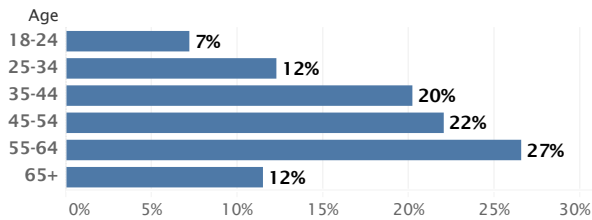


Male/Female Visitors 2023Q3



65% of potential buyers come from outside Massachusetts

What Age Groups are Shopping 2023Q3



New York,

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

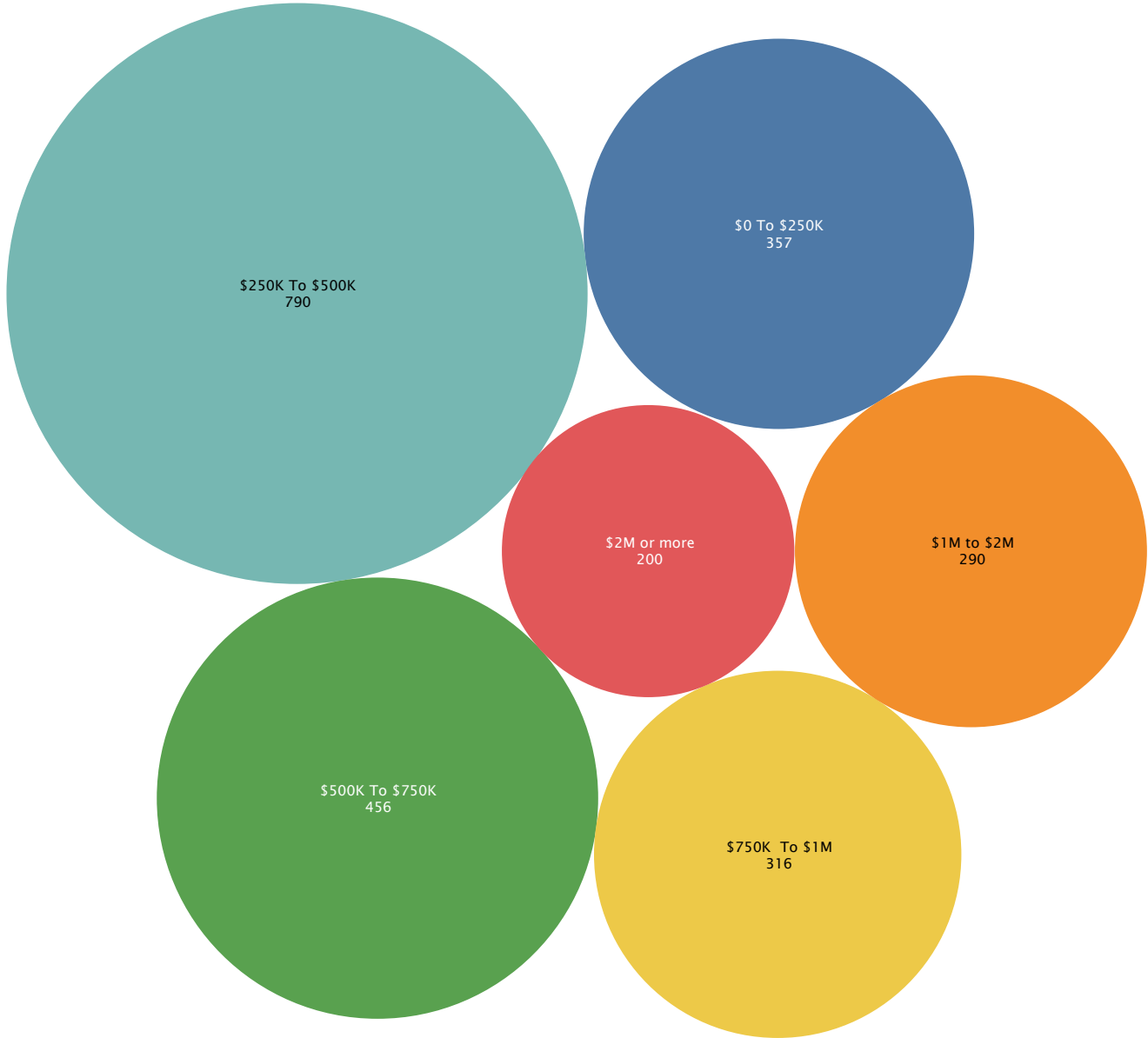
Number 2-10 metros are:

- Hartford & New Haven, CT
- Washington DC (Hagerstown MD)
- Albany-Schenectady-Troy, NY
- Tampa-St. Petersburg (Sarasota), FL
- Atlanta, GA
- Philadelphia, PA
- Columbus, OH
- Burlington VT-Plattsburgh, NY
- Portland-Auburn, ME



MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2023Q3



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



Michigan

The Michigan market rose from \$2.2 BB in summer 2023 to \$2.6 BB in fall 2023, a 17% increase.

Largest Markets

1. Lake Michigan	\$794,854,947	31.2%	6. Torch Lake	\$54,303,298	2.1%
2. Lake Huron	\$99,940,179	3.9%	7. Lake Superior	\$47,142,699	1.9%
3. Walloon Lake	\$59,276,200	2.3%	8. Muskegon Lake	\$46,214,100	1.8%
4. Lake Charlevoix	\$58,467,400	2.3%	9. Spring Lake - Spring Lake	\$42,220,900	1.7%
5. Lake St Clair	\$56,649,448	2.2%	10. Elk Lake	\$30,774,300	1.2%
Total Michigan Market:				\$2,545,912,898	

Largest Home Markets

1. Lake Michigan	\$600,560,334	29.1%
2. Lake Huron	\$84,813,586	4.1%
3. Walloon Lake	\$54,739,900	2.6%
4. Lake St Clair	\$50,140,548	2.4%
5. Lake Charlevoix	\$48,792,000	2.4%
6. Torch Lake	\$45,583,198	2.2%
7. Muskegon Lake	\$44,729,200	2.2%
8. Spring Lake - Spring Lake	\$41,025,000	2.0%
9. Lake Superior	\$36,584,999	1.8%
10. Lower Long Lake	\$25,784,500	1.2%

Total Michigan Home Market: \$2,066,766,920

Largest Land Markets

1. Lake Michigan	\$194,294,613	40.6%
2. Turtle Lake	\$23,224,000	4.8%
3. Lake Huron	\$15,126,593	3.2%
4. Buckell Lake	\$13,500,000	2.8%
5. Lake Superior	\$10,557,700	2.2%
6. Lake Charlevoix	\$9,675,400	2.0%
7. Torch Lake	\$8,720,100	1.8%
8. Muskegon River	\$6,920,900	1.4%
9. Lake St Clair	\$6,508,900	1.4%
10. Lake Leelanau	\$5,846,455	1.2%

Total Michigan Land Market: \$479,145,978

The Lake Huron home market rose from \$68 MM in summer 2023 to \$84 MM resulting in a 21% increase.

Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$2,200,815
2. Lake Charlevoix	\$2,033,000

Most Affordable Homes

1. Lake Michigan - Benton Harbor-Covert Area	\$1,356,068
2. Spring Lake - Spring Lake	\$1,367,500

Most Listings

1. Lake Michigan	846	21.0%	6. Houghton Lake	61	1.5%
2. Lake Huron	238	5.9%	7. Lake Lancer	49	1.2%
3. Lake Superior	106	2.6%	8. Torch Lake	48	1.2%
4. Muskegon Lake	78	1.9%	9. Lake Charlevoix	43	1.1%
5. Lake St Clair	74	1.8%	9. Muskegon River	43	1.1%
Total Michigan Listings:				4,021	

Most Homes Available

1. Lake Michigan	452	18.8%
2. Lake Huron	140	5.8%
3. Muskegon Lake	65	2.7%
4. Lake St Clair	62	2.6%
5. Lake Superior	50	2.1%
6. Houghton Lake	46	1.9%
7. St Clair River	38	1.6%
8. Spring Lake - Spring Lake	30	1.2%
9. Torch Lake	27	1.1%
10. Muskegon River	25	1.0%

Total Michigan Home Listings: 2,409

Most Land Available

1. Lake Michigan	394	24.4%
2. Lake Huron	98	6.1%
3. Lake Superior	56	3.5%
4. Lake Lancer	46	2.9%
5. Schermerhorn Lake	35	2.2%
6. Lake Isabella	21	1.3%
6. Torch Lake	21	1.3%
8. Black River - Cheboygan	19	1.2%
8. Lake Charlevoix	19	1.2%
10. Little Smoky Lake	18	1.1%

Total Michigan Land Listings: 1,612

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Muskegon Lake	\$1,833,210
2. Boardman Lake	\$1,406,414
3. Lake St Clair	\$952,987
4. Mona Lake	\$647,565
5. Cass Lake	\$557,949
6. Lake Michigan - New Buffalo-Sawyer Area	\$545,471
7. Lake Michigan - South Haven Area	\$335,907
8. Lake Michigan - Traverse City Area	\$322,178

Listings of 10 Acres or More

1. Lake Superior	\$22,026
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Most Affordable Land per Acre

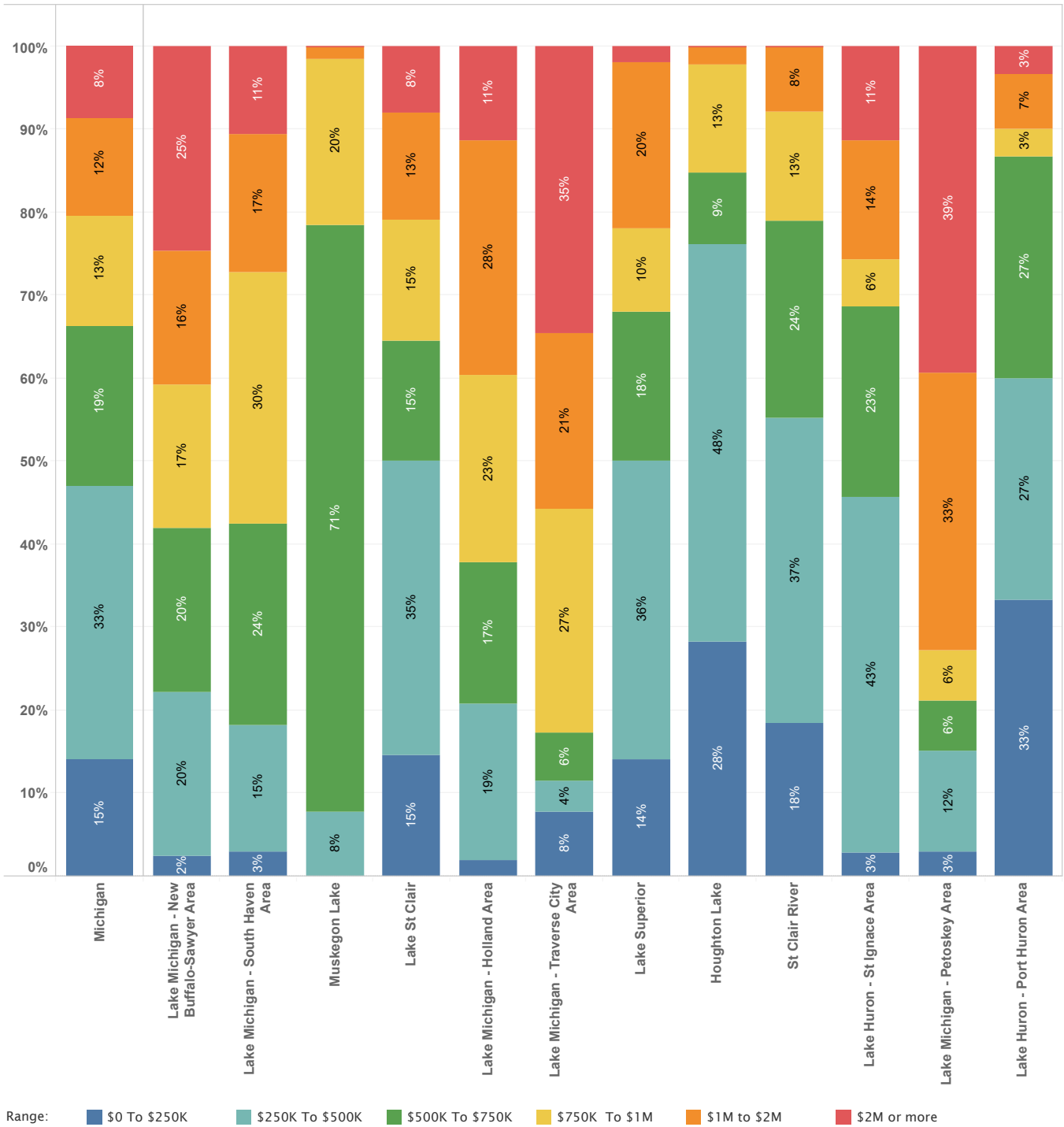
Listings of Less Than 10 Acres

1. Lake Michigan - Escanaba Area	\$29,928
2. Lake Bellaire	\$31,208
3. Lake Huron - Rogers City Area	\$31,964
4. Canadian Lakes	\$35,445
5. Schermerhorn Lake	\$36,805
6. Torch Lake - Lake Linden	\$38,043
7. Little Smoky Lake	\$41,282
8. Lake Superior	\$48,776

Listings of 10 Acres or More

1. Lake Huron - St Ignace Area	\$6,920
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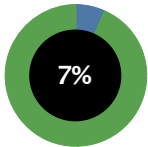
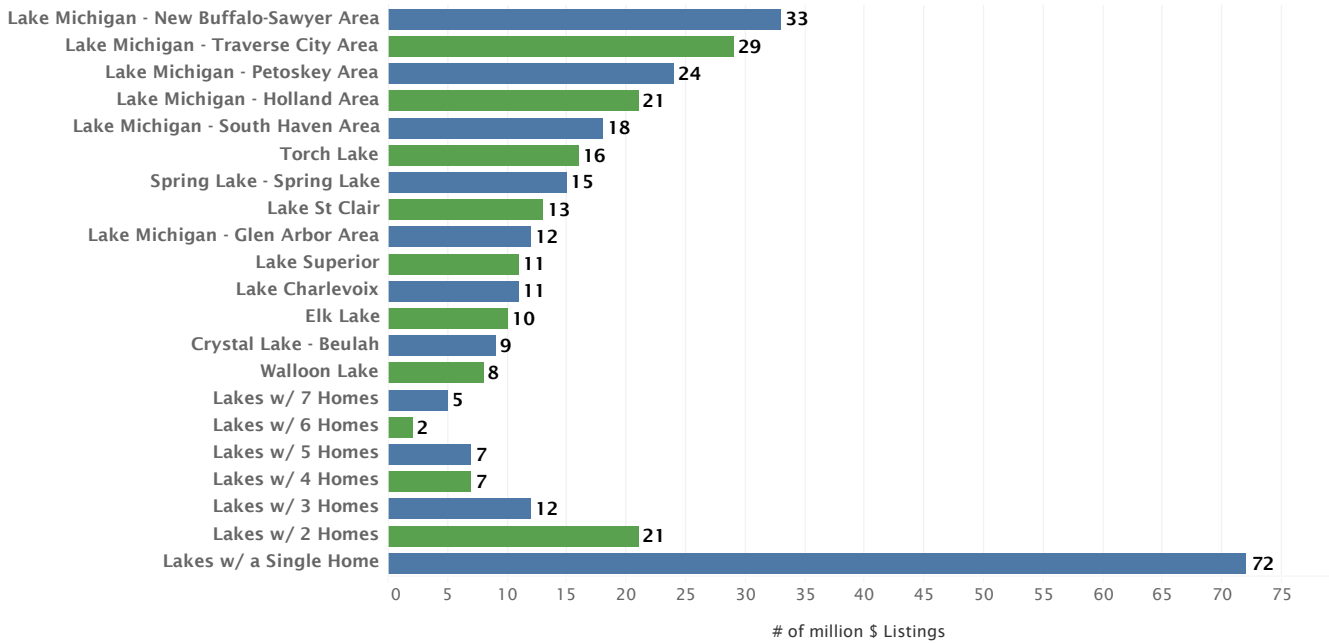
Price Breakdown by Percentage of Homes in the Michigan Market 2023Q3



LAKE HOMES.COM
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Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2023Q3

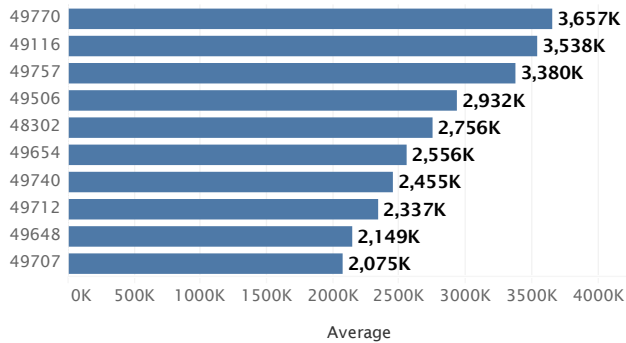


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

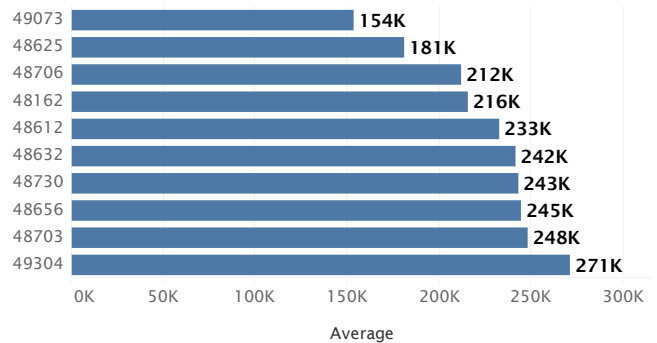
Total Number of \$1M+ Homes

490

Most Expensive ZIP Codes 2023Q3

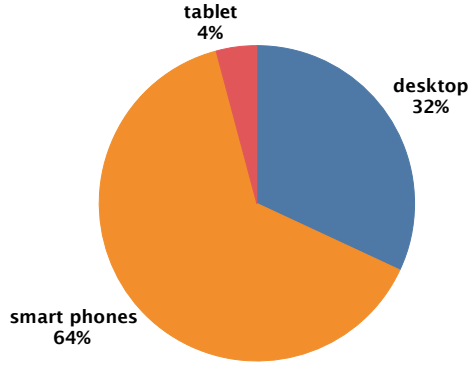


Most Affordable ZIP Codes 2023Q3

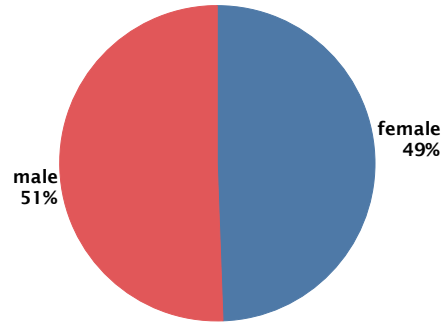


Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2023Q3

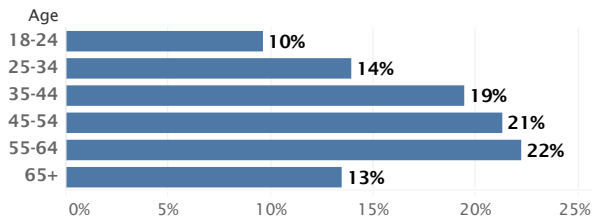


Male/Female Visitors 2023Q3



69% of potential buyers come from outside Michigan

What Age Groups are Shopping 2023Q3



Chicago

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

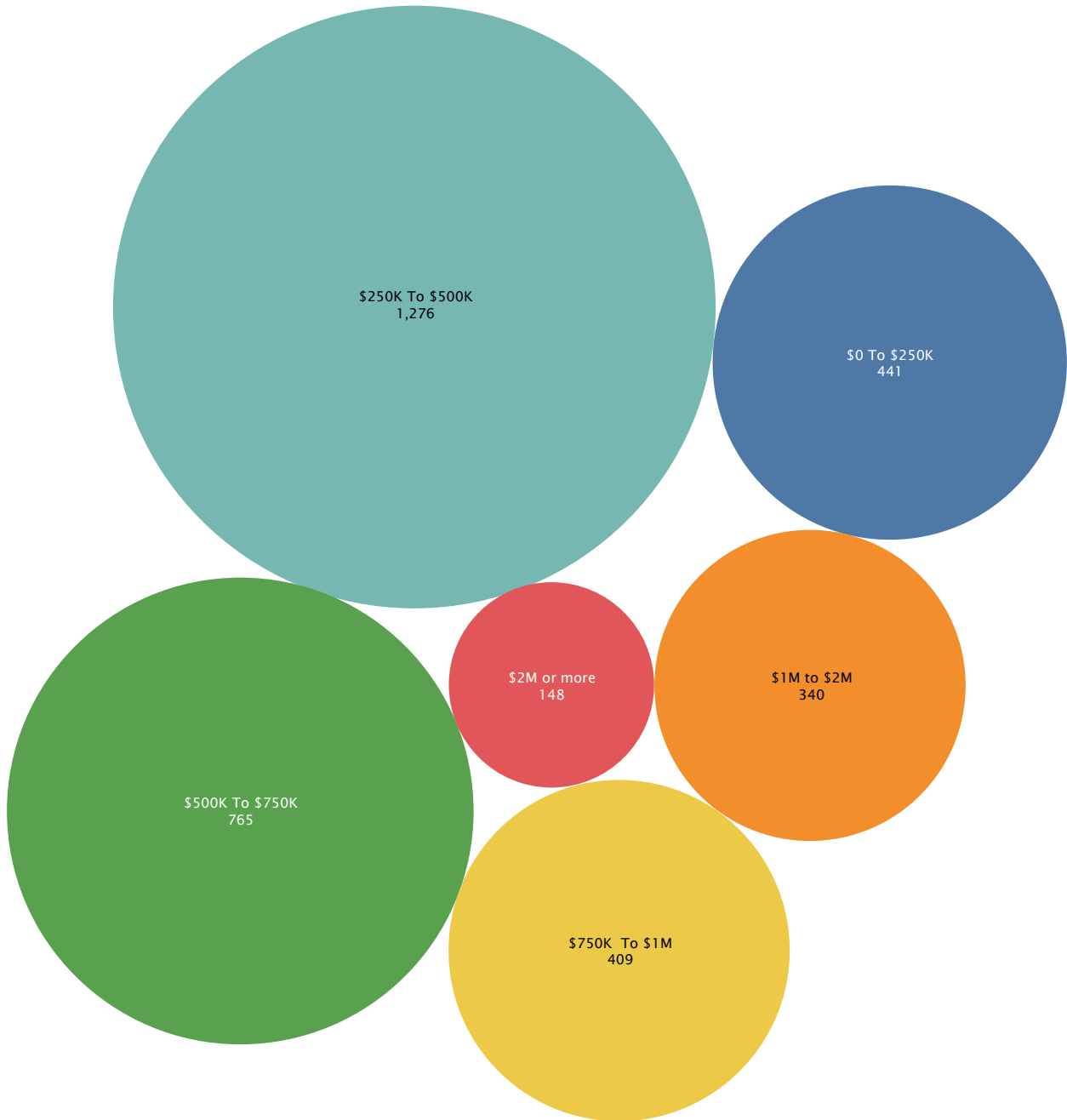
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Columbus, OH
- New York, NY
- Indianapolis, IN
- Toledo, OH
- South Bend-Elkhart, IN
- Cincinnati, OH
- Raleigh-Durham (Fayetteville), NC



MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2023Q3



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



Minnesota

The Minnesota market increased from \$2.3 BB in summer 2023 to \$2.9 BB in fall 2023, a 23% rise.

Largest Markets

1. Lake Minnetonka	\$336,072,416	11.7%	6. Lower Prior Lake - Prior Lake	\$50,470,530	1.8%
2. Other Northern Metro Area Lakes	\$138,725,708	4.8%	7. Lake Superior	\$48,701,400	1.7%
3. Other Prior Lake Area Lakes	\$75,554,893	2.6%	8. Other Annandale Area Lakes	\$45,879,230	1.6%
4. Other Greater St Cloud Area Lakes	\$58,581,466	2.0%	9. Lake Vermilion	\$39,605,200	1.4%
5. Lake Of The Isles - Minneapolis	\$52,167,300	2.2%	10. Other St Croix River Valley Area Lakes	\$39,077,586	1.4%

Total Minnesota Market: \$2,870,611,364

Largest Home Markets

1. Lake Minnetonka	\$323,066,817	13.5%
2. Other Northern Metro Area Lakes	\$116,982,708	4.9%
3. Other Prior Lake Area Lakes	\$57,992,793	2.4%
4. Lake Of The Isles - Minneapolis	\$52,167,300	2.2%
5. Lake Superior	\$43,085,000	1.8%
6. Other Greater St Cloud Area Lakes	\$42,726,598	1.8%
7. Lower Whitefish Lake - Ideal Twp	\$37,906,900	1.6%
8. Other Annandale Area Lakes	\$35,862,630	1.5%
9. Other Detroit Lakes Area Lakes	\$34,532,499	1.4%
10. Other St Croix River Valley Area Lakes	\$34,477,687	1.4%

Total Minnesota Home Market: \$2,401,625,351

Largest Land Markets

1. Other Northern Metro Area Lakes	\$21,743,000	4.6%
2. Lower Prior Lake - Prior Lake	\$19,000,000	4.1%
3. Other Prior Lake Area Lakes	\$17,562,100	3.7%
4. Other Greater St Cloud Area Lakes	\$15,854,868	3.4%
5. Lake Vermilion	\$13,584,000	2.9%
6. Uhl Lake	\$13,530,000	2.9%
7. Lake Minnetonka	\$13,005,599	2.8%
8. Gull Lake - Nisswa	\$12,332,500	2.6%
9. Other Annandale Area Lakes	\$10,016,600	2.1%
10. Upper Prior Lake - Prior Lake	\$8,399,000	1.8%

Total Minnesota Land Market: \$468,986,013

The total Minnesota home market rose from \$1.9 BB in summer 2023 to \$2.4 BB resulting in a 23% increase.

Most Expensive Homes

1. Lake Minnetonka	\$2,307,620
2. Lower Whitefish Lake - Ideal Twp	\$2,229,818

Most Affordable Homes

1. Upper Prior Lake - Prior Lake	\$1,163,623
2. Lower Prior Lake - Prior Lake	\$1,165,575

Most Listings

1. Other Northern Metro Area Lakes	190	3.6%	6. Other Prior Lake Area Lakes	90	1.7%
2. Lake Minnetonka	154	3.0%	7. Other Cambridge Area Lakes	74	1.4%
3. Other Greater St Cloud Area Lakes	141	2.7%	8. Other Longville Area Lakes	71	1.4%
4. Other Annandale Area Lakes	92	1.8%	9. Other Greater Brainerd Area Lakes	70	1.3%
5. Lake Vermilion	91	1.7%	10. Mille Lacs Lake - South Harbor Twp	68	1.3%
Total Minnesota Listings:				5,214	

Most Homes Available

1. Other Northern Metro Area Lakes	151	4.5%
2. Lake Minnetonka	140	4.1%
3. Other Greater St Cloud Area Lakes	81	2.4%
4. Other Prior Lake Area Lakes	69	2.0%
5. Lake Superior	60	1.8%
6. Other Annandale Area Lakes	57	1.7%
7. Mille Lacs Lake - South Harbor Twp	53	1.6%
8. Other Cambridge Area Lakes	45	1.3%
8. Other Detroit Lakes Area Lakes	45	1.3%
8. Other Longville Area Lakes	45	1.3%

Total Minnesota Home Listings: 3,384

Most Land Available

1. Lake Vermilion	60	3.3%
1. Other Greater St Cloud Area Lakes	60	3.3%
3. Other Alexandria Area Lakes	39	2.1%
3. Other Northern Metro Area Lakes	39	2.1%
5. Other Annandale Area Lakes	35	1.9%
6. Long Lake - Detroit Twp	31	1.7%
6. Other Otter Tail County Area Lakes	31	1.7%
8. Other Cambridge Area Lakes	29	1.6%
8. Other Greater Brainerd Area Lakes	29	1.6%
10. Lake Jessie - Alexandria Twp	27	1.5%

Total Minnesota Land Listings: 1,830

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$604,349
2. Lake Jessie - Alexandria Twp	\$475,667
3. Lake Ida - Ida Twp	\$471,457
4. Lake Wilhelm - Saint Michael	\$406,450
5. Detroit Lake - Detroit Lakes	\$283,160
6. Other Northern Metro Area Lakes	\$279,106
7. Pelican Lake - Merrifield	\$268,920
8. Otter Tail Lake	\$215,598

Listings of 10 Acres or More

1. Gull Lake - Nisswa	\$122,210
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Most Affordable Land per Acre

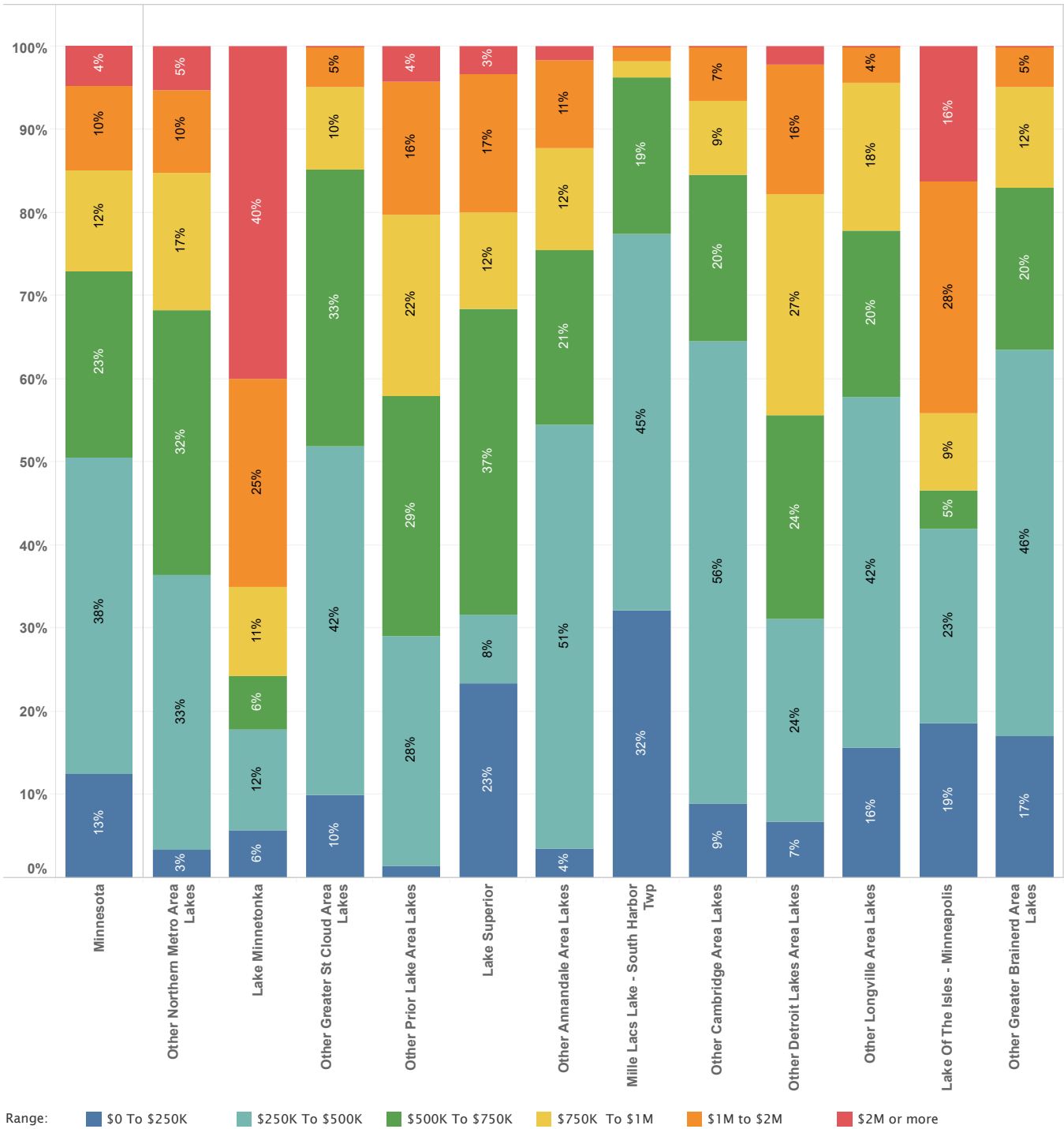
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Spink Lake - Rock Lake Twp	\$19,519
3. Other Otter Tail County Area Lakes	\$21,737
4. Other Cambridge Area Lakes	\$31,614
5. Other Aitkin Area Lakes	\$35,773
6. Other Alexandria Area Lakes	\$36,365
7. Other Greater Brainerd Area Lakes	\$38,943
8. Rohrbeck Lake - Forest Prairie Twp	\$41,700

Listings of 10 Acres or More

1. Other Sturgeon Lake Area Lakes	\$2,566
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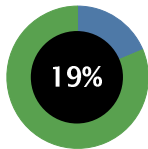
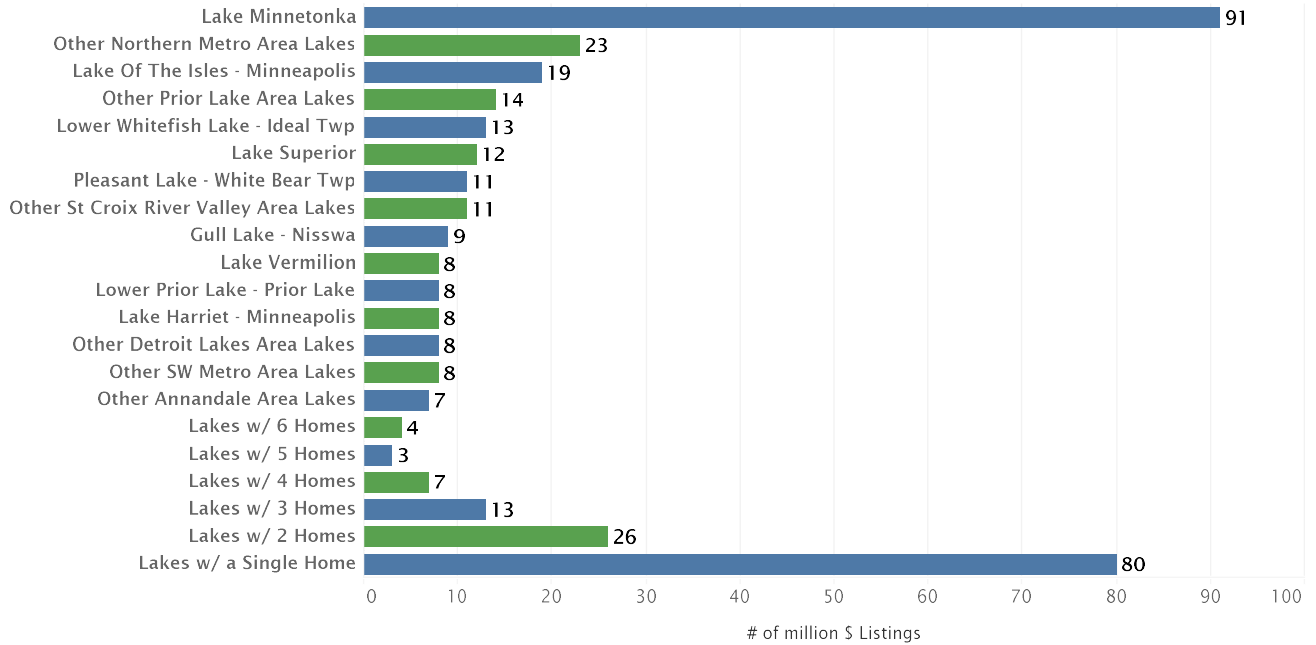
Price Breakdown by Percentage of Homes in the Minnesota Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2023Q3



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

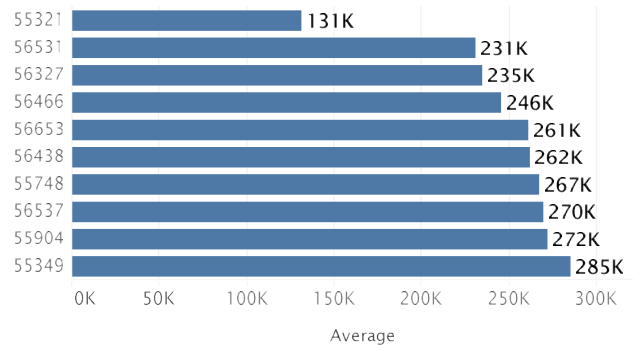
Total Number of \$1M+ Homes

488

Most Expensive ZIP Codes 2023Q3

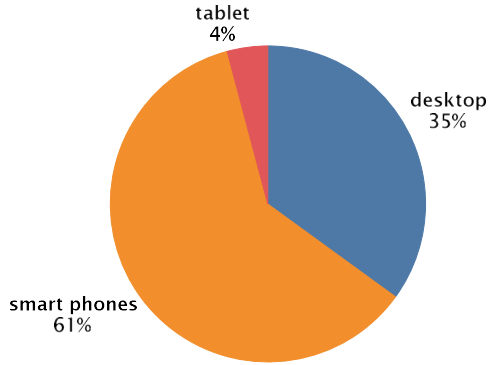


Most Affordable ZIP Codes 2023Q3

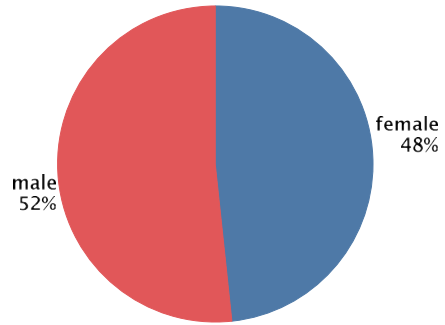


Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

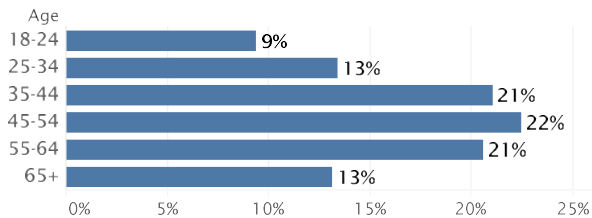


66% of potential buyers come from outside Minnesota

Chicago

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

What Age Groups are Shopping 2023Q3



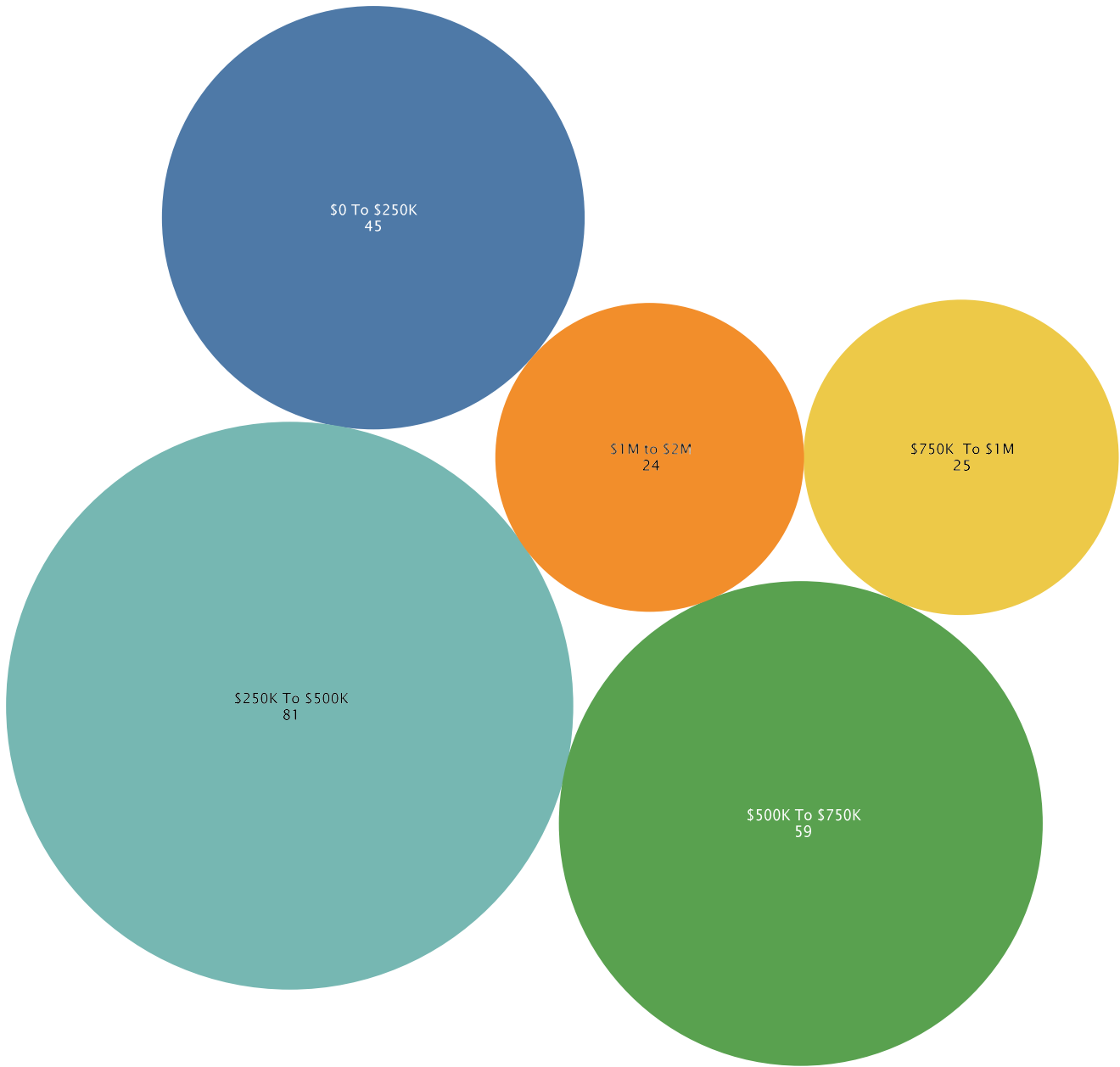
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Fargo-Valley City, ND
- Des Moines-Ames, IA
- Lincoln & Hastings-Kearney, NE
- Wichita-Hutchinson, KS
- Rochester-Mason City-Austin, IA
- Sioux Falls(Mitchell), SD
- Oklahoma City, OK
- Sioux City, IA



MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2023Q3



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



Mississippi

The total Mississippi market grew from \$139 MM in summer 2023 to \$165 MM resulting in a 17% increase.

Largest Markets

1. Ross R Barnett Reservoir	\$55,554,476	33.7%
2. Lake Caroline	\$26,448,698	16.1%
3. Reunion Lake	\$15,129,399	9.2%
4. Oxford Region Lakes	\$14,861,629	9.0%
5. Lake Castle	\$5,484,011	17.2%

Total Mississippi Market: \$164,651,285

Most Listings

1. Ross R Barnett Reservoir	148	36.0%
2. Lake Caroline	55	13.4%
3. Oxford Region Lakes	27	6.6%
4. Chestnut Hill Lakes	25	14.5%
5. Reunion Lake	19	4.6%

Total Mississippi Listings: 411

Largest Home Markets

1. Ross R Barnett Reservoir	\$48,373,299	36.4%
2. Lake Caroline	\$23,038,298	17.3%
3. Reunion Lake	\$14,789,399	11.1%
4. Oxford Region Lakes	\$13,772,579	10.4%
5. Grey Castle Lake	\$4,785,000	3.6%

Total Mississippi Home Market: \$132,799,387

Most Homes Available

1. Ross R Barnett Reservoir	98	41.0%
2. Lake Caroline	37	15.5%
3. Oxford Region Lakes	20	8.4%
4. Reunion Lake	17	7.1%
5. Lake Dockery	6	2.5%

Total Mississippi Home Listings: 239

Largest Land Markets

1. Ross R Barnett Reservoir	\$7,181,177	22.5%
2. Lake Castle	\$5,484,011	17.2%
3. Chestnut Hill Lakes	\$3,779,900	11.9%
4. Charlton Place Lakes	\$3,773,305	11.8%
5. Lake Caroline	\$3,410,400	10.7%

Total Mississippi Land Market: \$31,851,898

Most Land Available

1. Ross R Barnett Reservoir	50	29.1%
2. Chestnut Hill Lakes	25	14.5%
3. Lake Caroline	18	10.5%
4. Charlton Place Lakes	17	9.9%
5. Lineage Lake	9	5.2%

Total Mississippi Land Listings: 172

Average Home Price

1. Reunion Lake	\$869,965
2. Oxford Region Lakes	\$720,141

Average Land Price Per Acre

Listings of Less Than 10 Acres

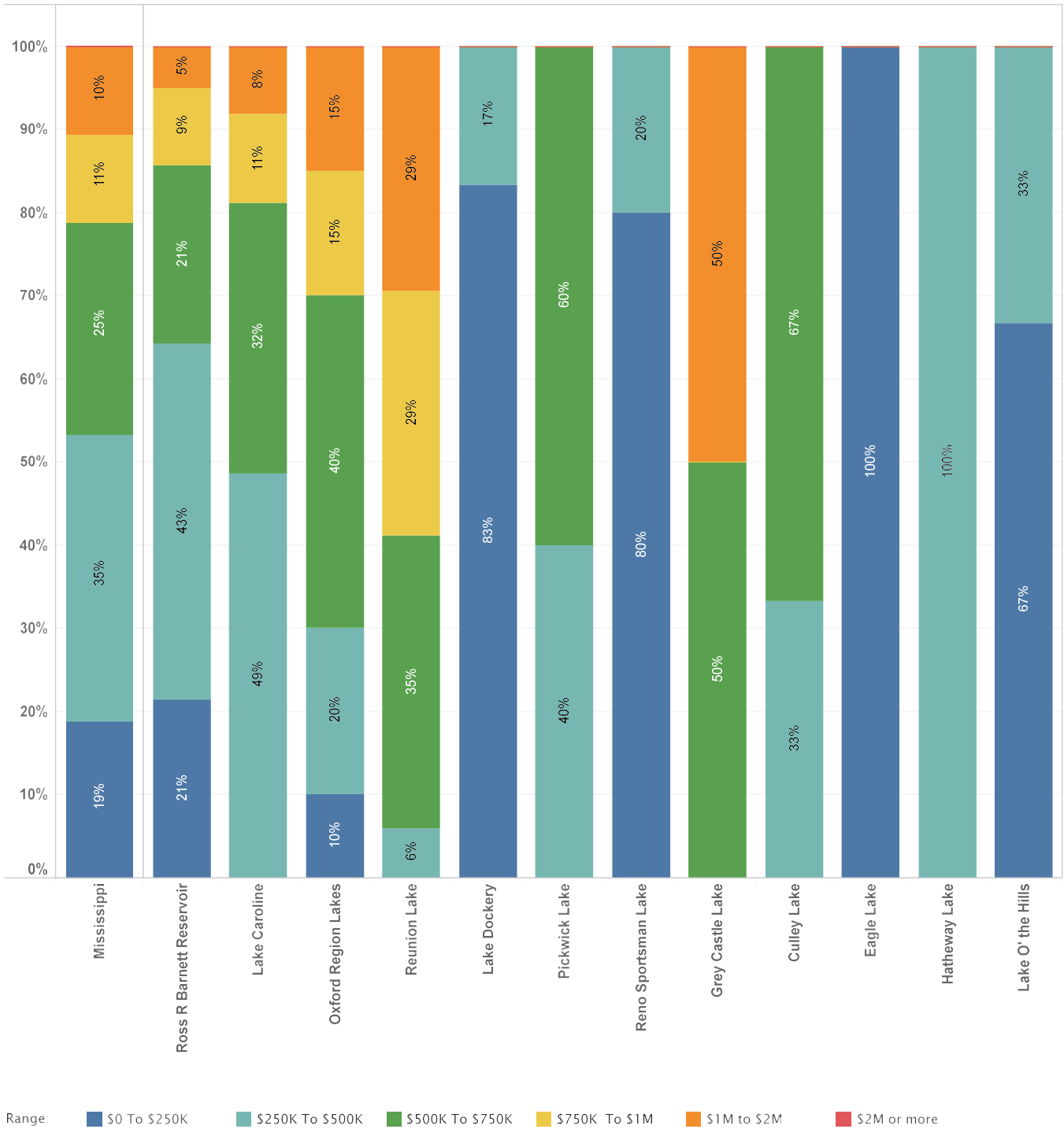
1. Lake Caroline	\$370,696
2. Ross R Barnett Reservoir	\$180,012
3. Chestnut Hill Lakes	\$93,152
4. Charlton Place Lakes	\$29,763

Listings of 10 Acres or More

**

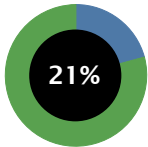
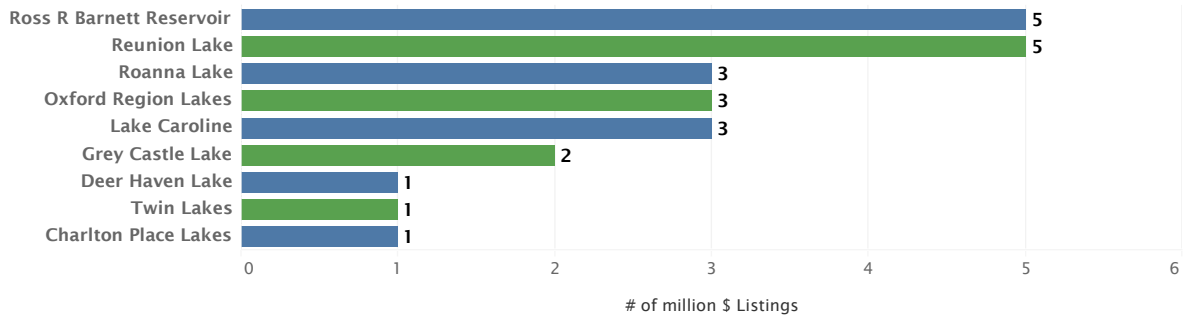
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Mississippi Market 2023Q3



Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2023Q3

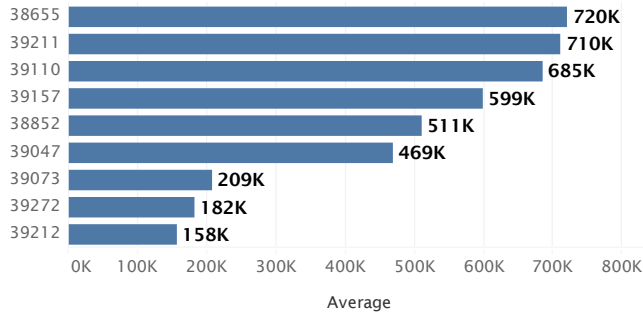


21% of \$1M+ Homes in Mississippi are on Reunion Lake

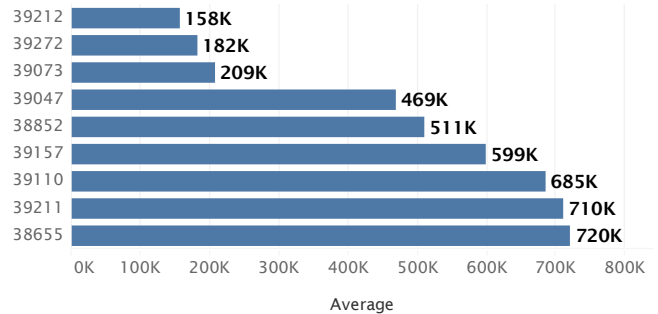
Total Number of \$1M+ Homes

24

Most Expensive ZIP Codes 2023Q3

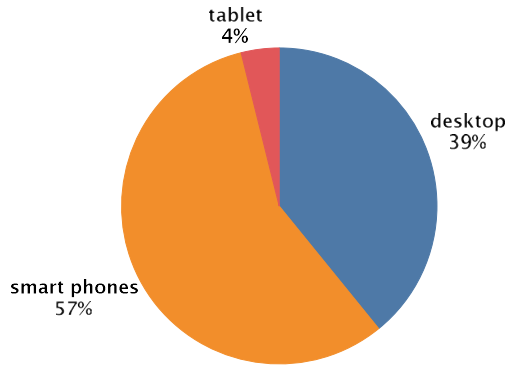


Most Affordable ZIP Codes 2023Q3

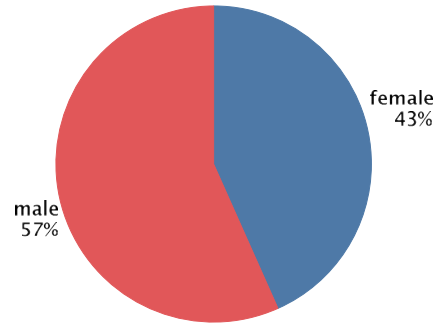


Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2023Q3

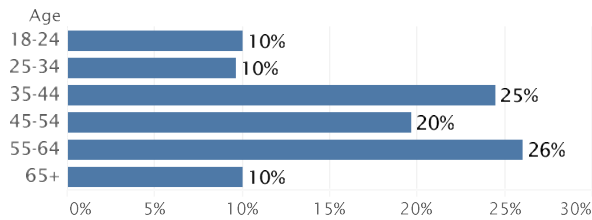


Male/Female Visitors 2023Q3



83% of potential buyers come from outside Mississippi

What Age Groups are Shopping 2023Q3



Chicago

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

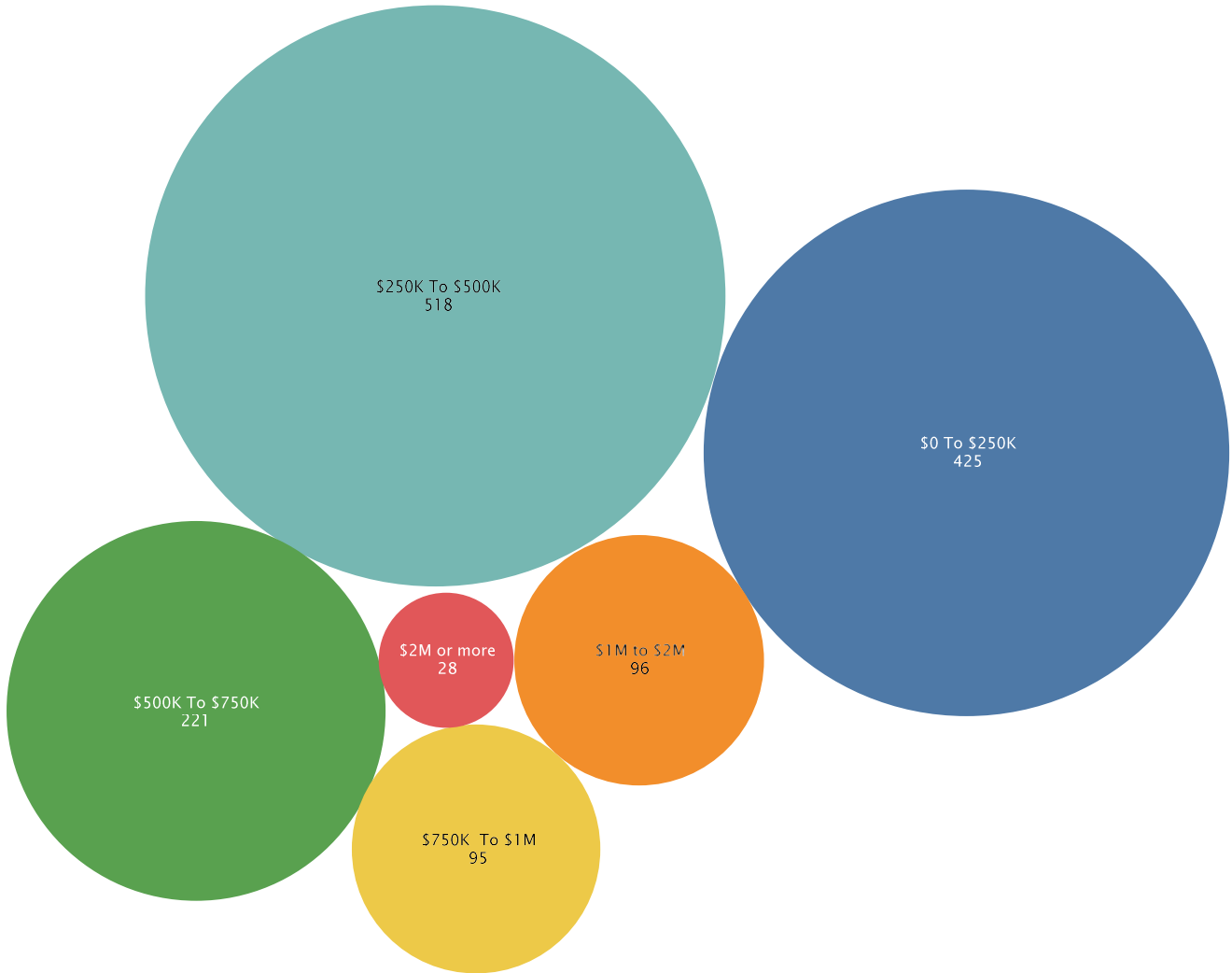
Number 2-10 metros are:

- Memphis, TN
- Dallas-Ft. Worth, TX
- New Orleans, LA
- Nashville, TN
- Atlanta, GA
- Houston, TX
- Birmingham (Ann and Tusc), AL
- Little Rock-Pine Bluff, AR
- Mobile AL-Pensacola (Ft. Walton Beach), FL



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2023Q3



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



Missouri

There is no significant change in the total Missouri market from summer 2023 to fall 2023.

Largest Markets

1. Lake Of The Ozarks	\$359,632,788	36.8%
2. Table Rock Lake*	\$341,104,171	34.9%
3. Lake Taneycomo	\$73,761,027	7.6%
4. Bull Shoals Lake*	\$31,323,625	3.2%
5. Lake Saint Louis	\$17,069,313	2.3%

Total Missouri Market: \$976,613,717

Most Listings

1. Table Rock Lake*	1,206	35.9%
2. Lake Of The Ozarks	890	26.5%
3. Lake Taneycomo	283	8.4%
4. Bull Shoals Lake*	137	4.1%
5. Pomme De Terre Lake	81	2.4%

Total Missouri Listings: 3,357

Largest Home Markets

1. Lake Of The Ozarks	\$270,002,794	36.0%
2. Table Rock Lake*	\$261,024,413	34.8%
3. Lake Taneycomo	\$58,453,891	7.8%
4. Bull Shoals Lake*	\$21,314,150	2.8%
5. Lake Saint Louis	\$17,069,313	2.3%

Total Missouri Home Market: \$749,945,471

Most Homes Available

1. Lake Of The Ozarks	414	28.4%
2. Table Rock Lake*	400	27.4%
3. Lake Taneycomo	202	13.8%
4. Bull Shoals Lake*	56	3.8%
5. Pomme De Terre Lake	43	2.9%

Total Missouri Home Listings: 1,460

Largest Land Markets

1. Lake Of The Ozarks	\$89,629,994	39.5%
2. Lake Taneycomo	\$15,307,136	6.8%
3. Bull Shoals Lake*	\$10,009,475	4.4%
4. Lake Springfield	\$5,746,100	2.5%
5. Lake Thunderhead	\$3,556,800	1.6%

Total Missouri Land Market: \$226,668,246

Most Land Available

1. Table Rock Lake*	806	42.5%
2. Lake Of The Ozarks	476	25.1%
3. Bull Shoals Lake*	81	4.3%
3. Lake Taneycomo	81	4.3%
5. Lake Springfield	43	2.3%

Total Missouri Land Listings: 1,897

Average Home Price

1. Table Rock Lake	\$668,026
2. Lake Of The Ozarks	\$655,384
3. Lake Saint Louis	\$632,197
4. Cloverleaf Farm Lake	\$487,240
5. Bull Shoals Lake	\$363,064

Average Land Price Per Acre

Listings of Less Than 10 Acres

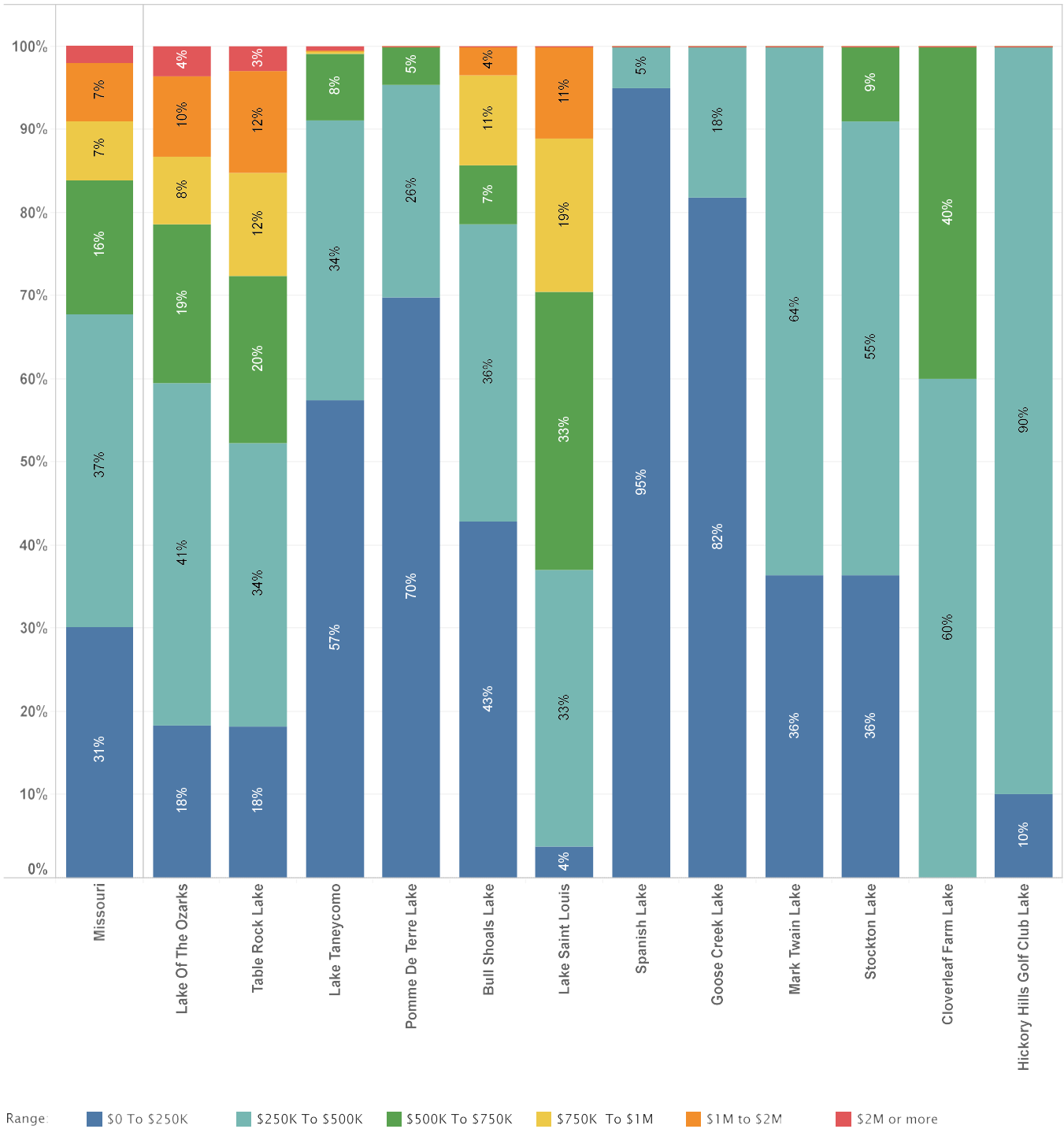
1. Seminary Lake	\$240,545
2. Lake Thunderhead	\$230,604
3. Lake Springfield	\$208,562
4. Port Perry Number 2 Lake	\$141,407
5. Lake Of The Ozarks	\$129,983

Listings of 10 Acres or More

1. Lake Taneycomo	\$60,521
2. Lake Of The Ozarks	\$31,025
3. Table Rock Lake	\$13,435
4. Stockton Lake	\$6,010
5. Bull Shoals Lake	\$3,224

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

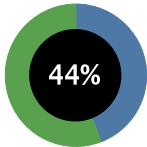
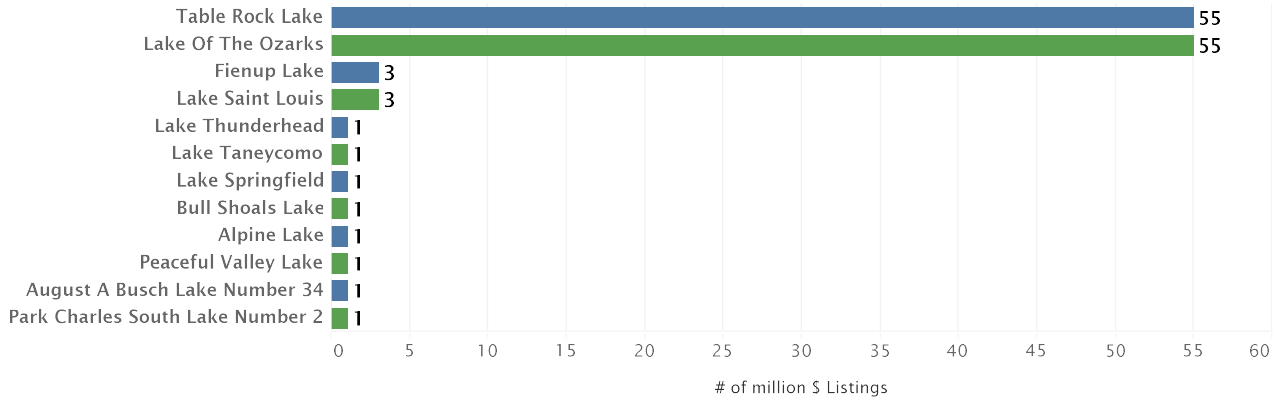
Price Breakdown by Percentage of Homes in the Missouri Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2023Q3

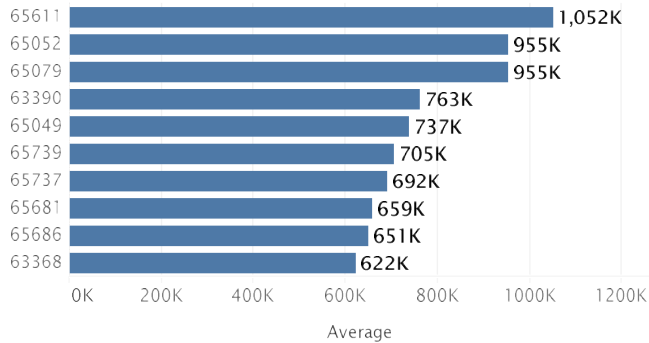


44% of \$1M+ Homes in Missouri are on Lake Of The Ozarks

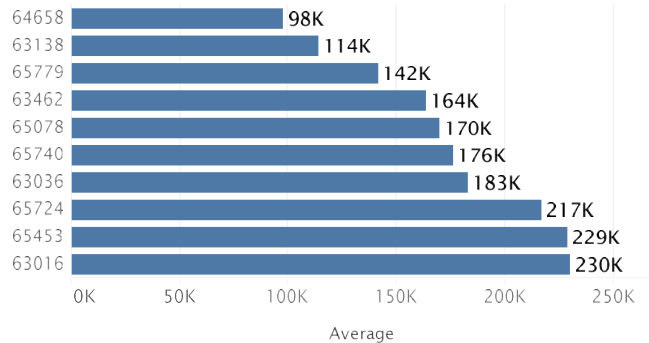
Total Number of \$1M+ Homes

124

Most Expensive ZIP Codes 2023Q3

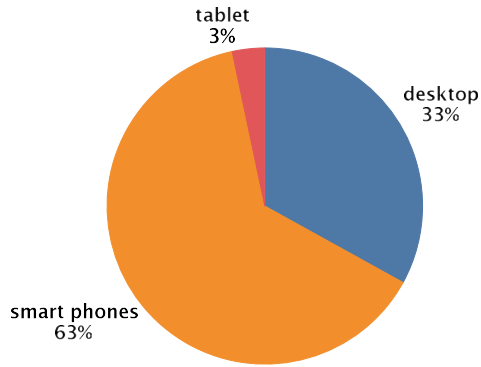


Most Affordable ZIP Codes 2023Q3

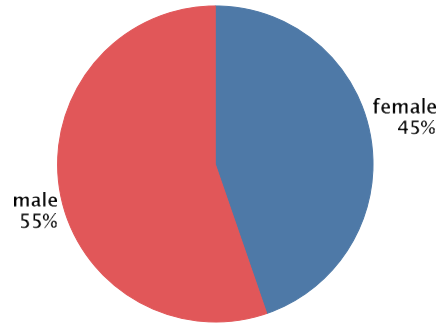


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

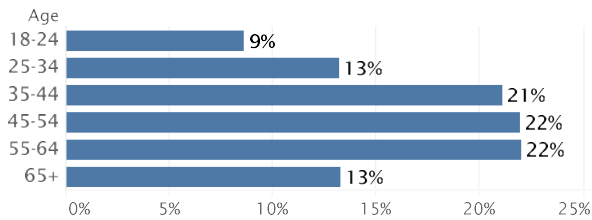


73% of potential buyers come from outside Missouri

Chicago

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

What Age Groups are Shopping 2023Q3



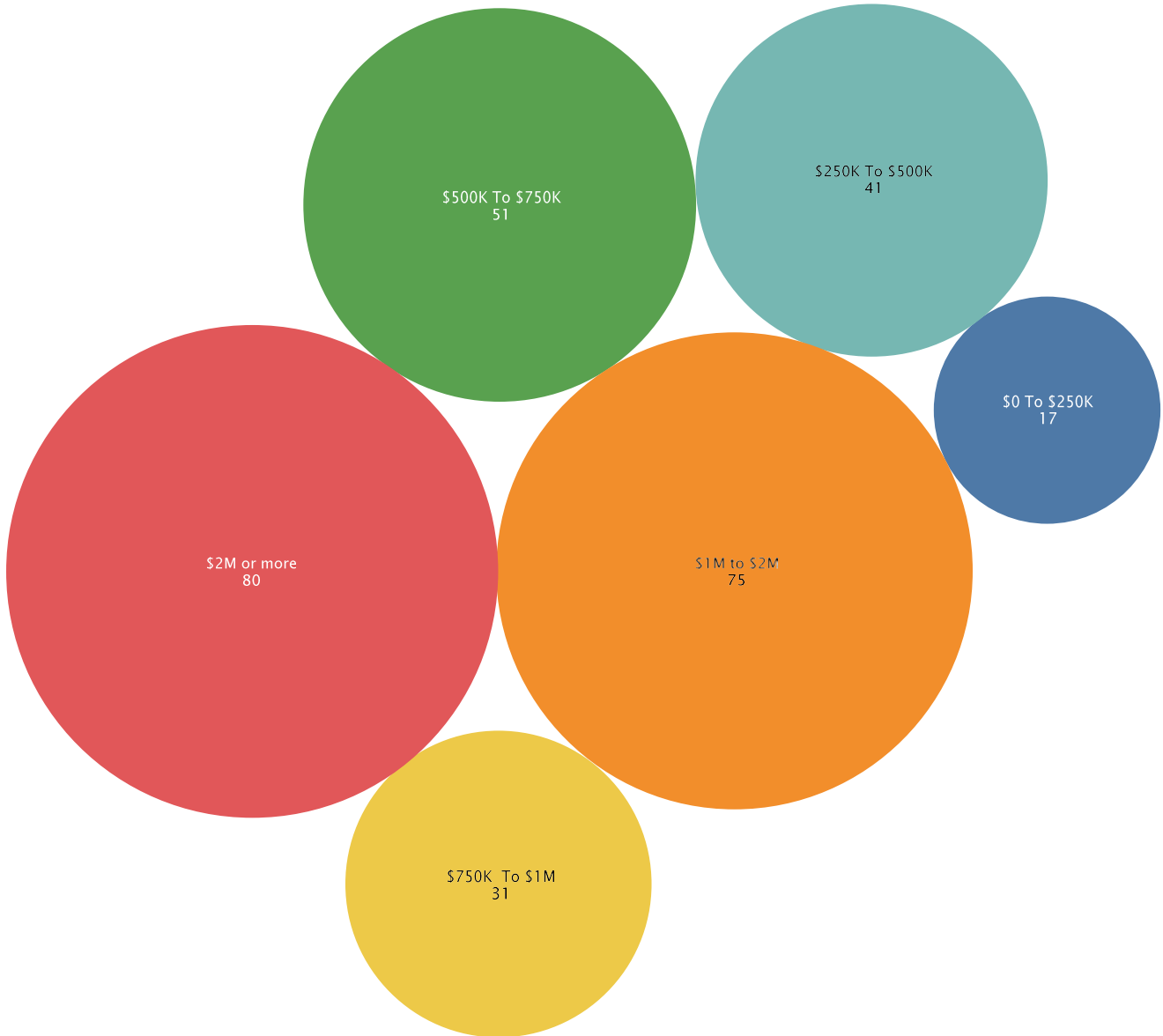
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Des Moines-Ames, IA
- Denver, CO
- Wichita-Hutchinson, KS
- Omaha, NE
- Oklahoma City, OK
- Minneapolis-St. Paul, MN
- Little Rock-Pine Bluff, AR
- Houston, TX



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2023Q3



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



Montana

The Montana market increased from \$607 MM in summer 2023 to \$863 MM in fall 2023, a 35% rise.

Largest Markets

1. Flathead Lake	\$334,013,295	38.7%
2. Whitefish Lake	\$185,930,999	21.5%
3. Little Bootjack Lake	\$29,995,700	3.5%
4. Ashley Lake	\$29,144,000	3.4%
5. Swan Lake	\$28,901,998	3.3%

Total Montana Market: \$863,224,290

Most Listings

1. Flathead Lake	170	33.5%
2. Whitefish Lake	46	9.1%
3. Noxon Reservoir	25	4.9%
4. Lake Koocanusa	23	4.5%
4. Wilderness Lake	23	4.5%

Total Montana Listings: 508

Largest Home Markets

1. Flathead Lake	\$267,824,145	37.6%
2. Whitefish Lake	\$171,961,999	24.1%
3. Ashley Lake	\$26,550,000	3.7%
4. Eagle Lake	\$24,963,000	3.5%
5. Swan Lake	\$24,569,998	3.4%

Total Montana Home Market: \$712,247,441

Most Homes Available

1. Flathead Lake	87	28.5%
2. Whitefish Lake	41	13.4%
3. Eagle Lake	17	5.6%
4. Wilderness Lake	14	4.6%
5. Canyon Ferry Lake	13	4.3%

Total Montana Home Listings: 305

Largest Land Markets

1. Flathead Lake	\$66,189,150	43.8%
2. Whitefish Lake	\$13,969,000	9.3%
3. Little Bootjack Lake	\$12,750,000	8.4%
4. Bull Lake	\$6,713,000	4.4%
5. Lake Five	\$5,250,000	3.5%

Total Montana Land Market: \$150,976,849

Most Land Available

1. Flathead Lake	83	40.9%
2. Lake Koocanusa	12	5.9%
2. Noxon Reservoir	12	5.9%
4. Wilderness Lake	9	4.4%
5. Bull Lake	8	3.9%

Total Montana Land Listings: 203

Average Home Price

1. Whitefish Lake	\$4,194,195
2. Flathead Lake	\$3,078,438
3. Canyon Ferry Lake	\$1,724,075
4. Eagle Lake	\$1,468,412

Average Land Price Per Acre

Listings of Less Than 10 Acres

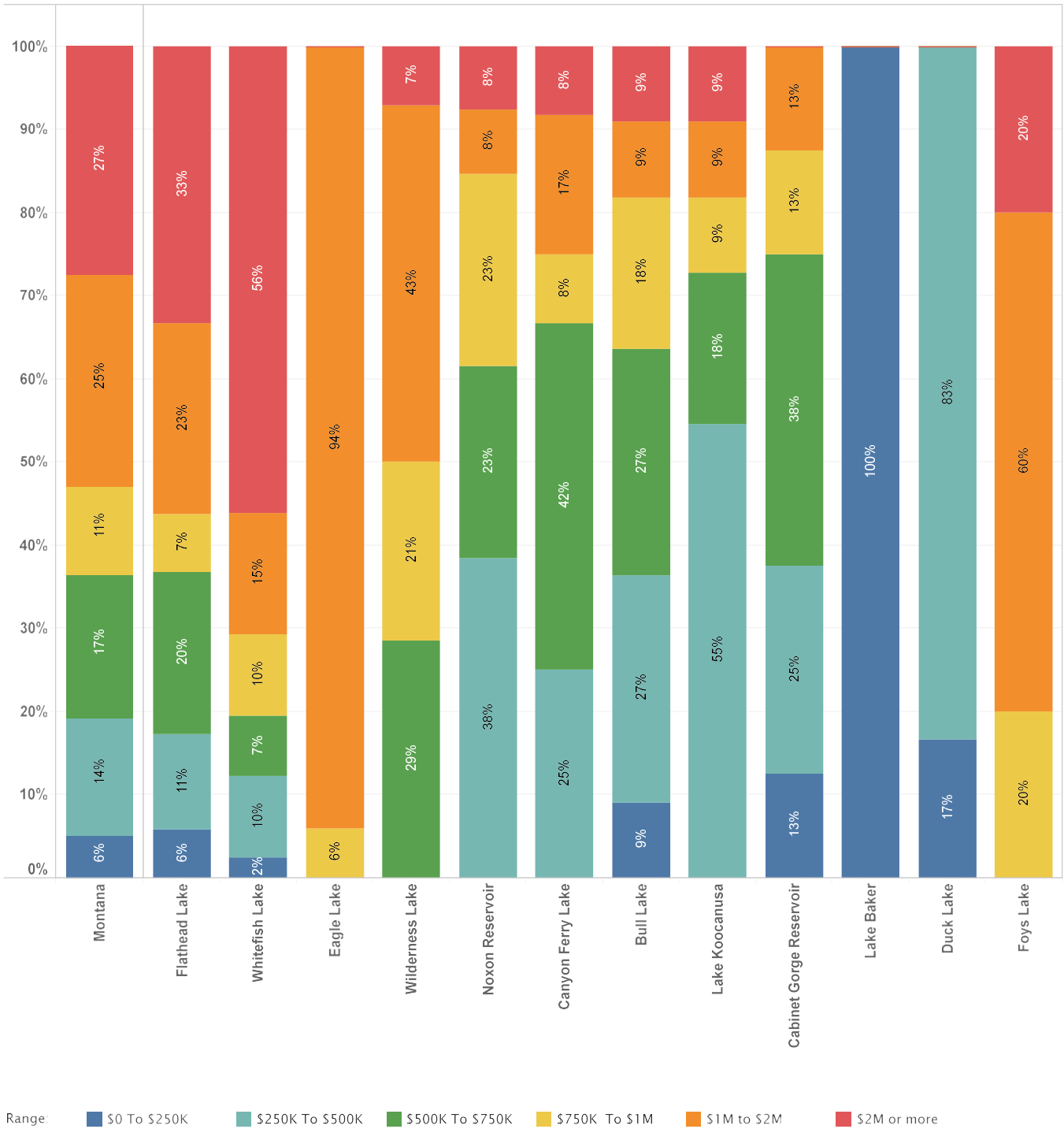
1. Flathead Lake	\$265,388
2. Noxon Reservoir	\$51,822

Listings of 10 Acres or More

1. Flathead Lake	\$135,934
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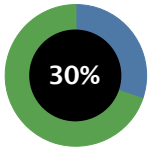
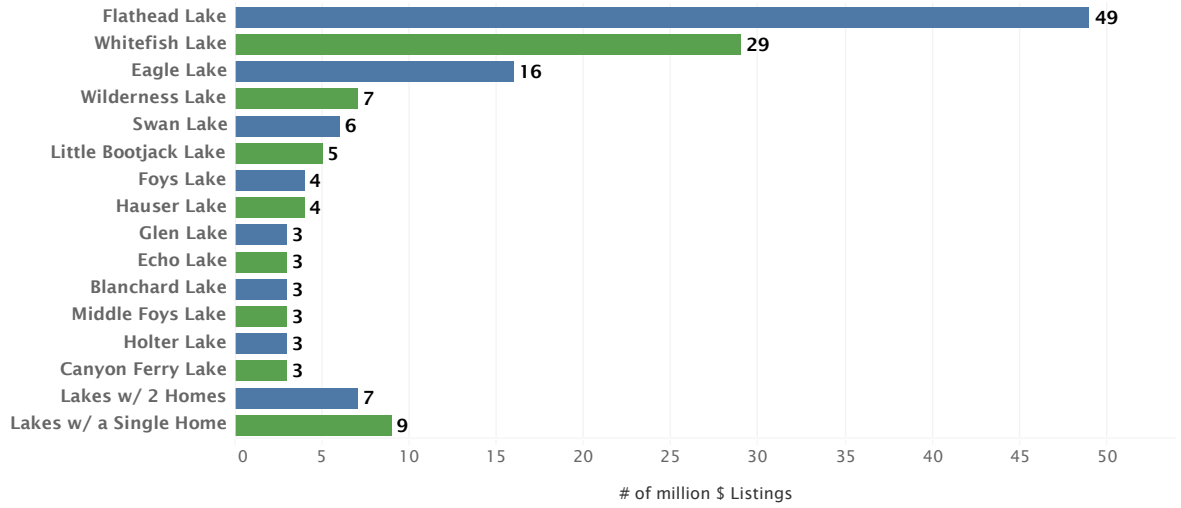
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Montana Market 2023Q3



Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2023Q3

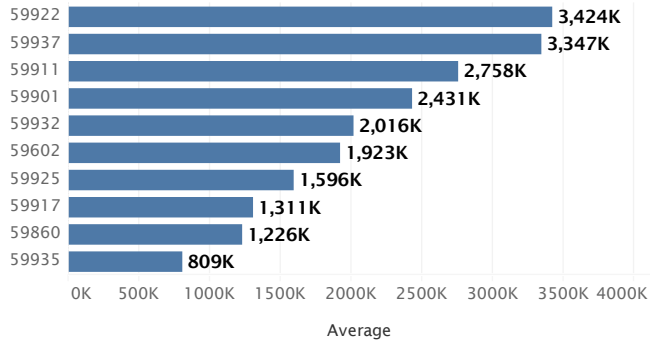


of \$1M+ Homes in Montana are on Flathead Lake

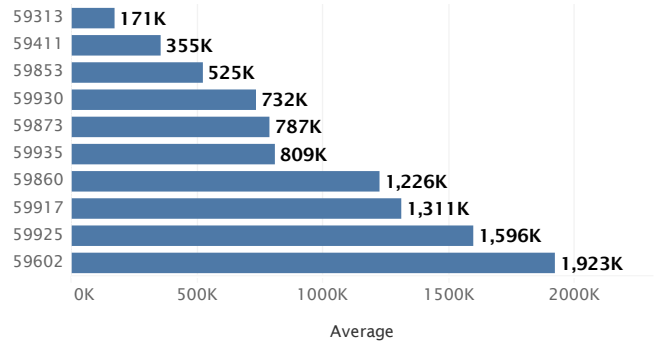
Total Number of \$1M+ Homes

161

Most Expensive ZIP Codes 2023Q3

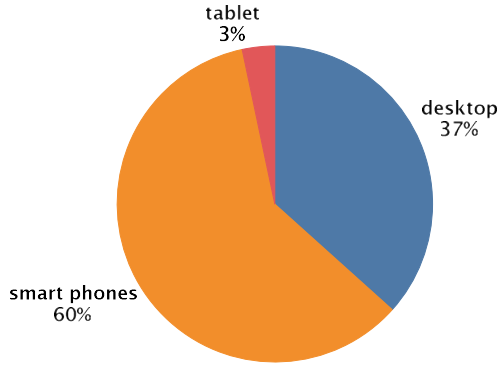


Most Affordable ZIP Codes 2023Q3

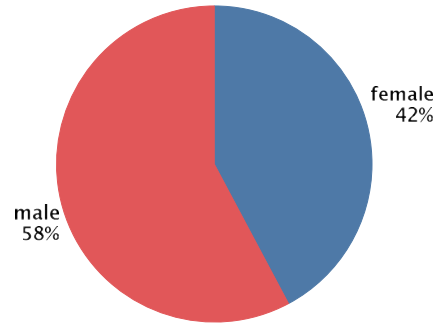


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2023Q3

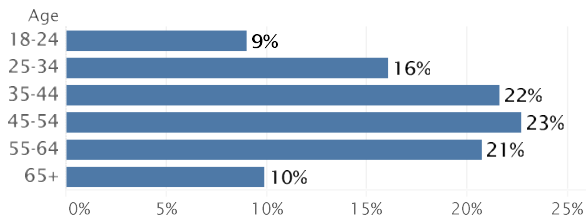


Male/Female Visitors 2023Q3



87% of potential buyers come from outside Montana

What Age Groups are Shopping 2023Q3



Denver

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

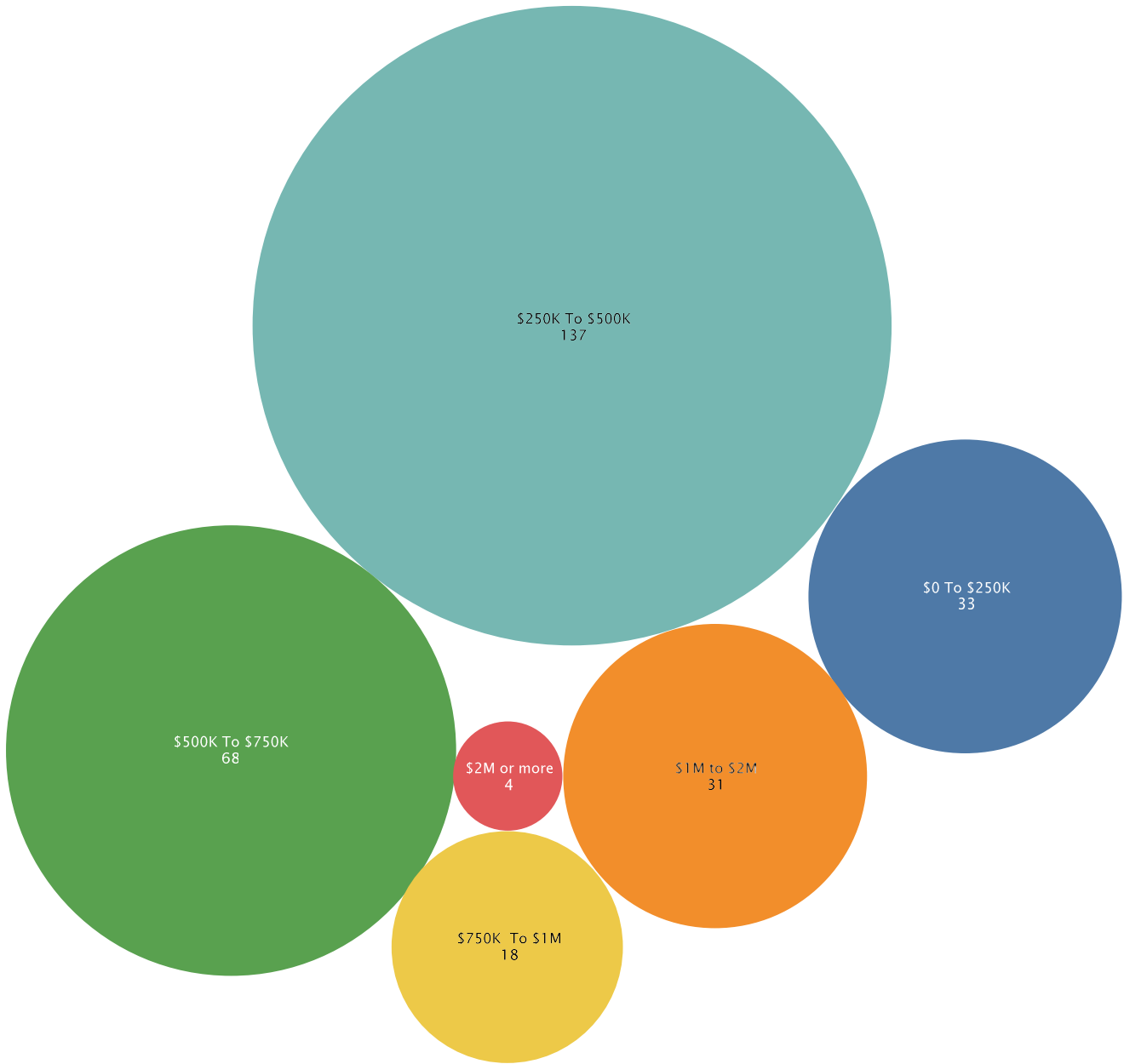
Number 2-10 metros are:

- Phoenix, AZ
- Seattle-Tacoma, WA
- Salt Lake City, UT
- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Dallas-Ft. Worth, TX
- Albuquerque-Santa Fe, NM
- Chicago, IL
- Sacramento-Stockton-Modesto, CA



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2023Q3



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



Nebraska

The total Nebraska market rose from \$195 MM in summer 2023 to \$205 MM resulting in a \$10 MM increase.

Largest Markets

1. Newport Landing Lake	\$27,596,641	13.5%
2. Waterford Lake	\$20,633,526	10.1%
3. Glenn Cunningham Lake	\$14,917,589	9.0%
4. Bluewater Lake	\$14,276,640	7.0%
5. Boys Town Reservoir Number 3	\$12,882,500	6.3%

Total Nebraska Market: \$204,459,681

Most Listings

1. Shadow Lake	73	12.0%
2. Waterford Lake	66	10.9%
3. Beaver Lake	64	10.5%
4. Ritz Lake	47	7.7%
5. Lake Galleria	44	7.2%

Total Nebraska Listings: 607

Largest Home Markets

1. Newport Landing Lake	\$26,024,641	15.6%
2. Waterford Lake	\$16,297,226	9.8%
3. Glenn Cunningham Lake	\$14,917,589	9.0%
4. Bluewater Lake	\$13,681,640	8.2%
5. Boys Town Reservoir Number 3	\$10,428,000	6.3%

Total Nebraska Home Market: \$166,474,756

Most Homes Available

1. Glenn Cunningham Lake	37	12.7%
2. Newport Landing Lake	26	8.9%
3. Waterford Lake	25	8.6%
4. Zorinsky Lake	23	7.9%
5. Walnut Creek Lake	16	5.5%

Total Nebraska Home Listings: 291

Largest Land Markets

1. Ritz Lake	\$6,269,000	16.5%
2. Shadow Lake	\$4,598,076	12.1%
3. Waterford Lake	\$4,336,300	11.4%
4. Tekamah-mud Creek Reservoir 9-a	\$3,928,000	10.3%
5. Eagle View Lake	\$3,829,000	10.1%

Total Nebraska Land Market: \$37,984,925

Most Land Available

1. Shadow Lake	58	18.4%
2. Beaver Lake	50	15.8%
3. Waterford Lake	41	13.0%
4. Ritz Lake	40	12.7%
5. Eagle View Lake	33	10.4%

Total Nebraska Land Listings: 316

Average Home Price

1. Bluewater Lake	\$1,368,164
2. Newport Landing Lake	\$1,000,948
3. Waterford Lake	\$651,889
4. Shadow Lake	\$549,305
5. Walnut Creek Lake	\$447,196

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Boys Town Reservoir Number 3	\$632,603
2. Ritz Lake	\$319,230
3. Lake Galleria	\$273,050
4. Eagle View Lake	\$105,305
5. Mariposa Lake	\$93,485

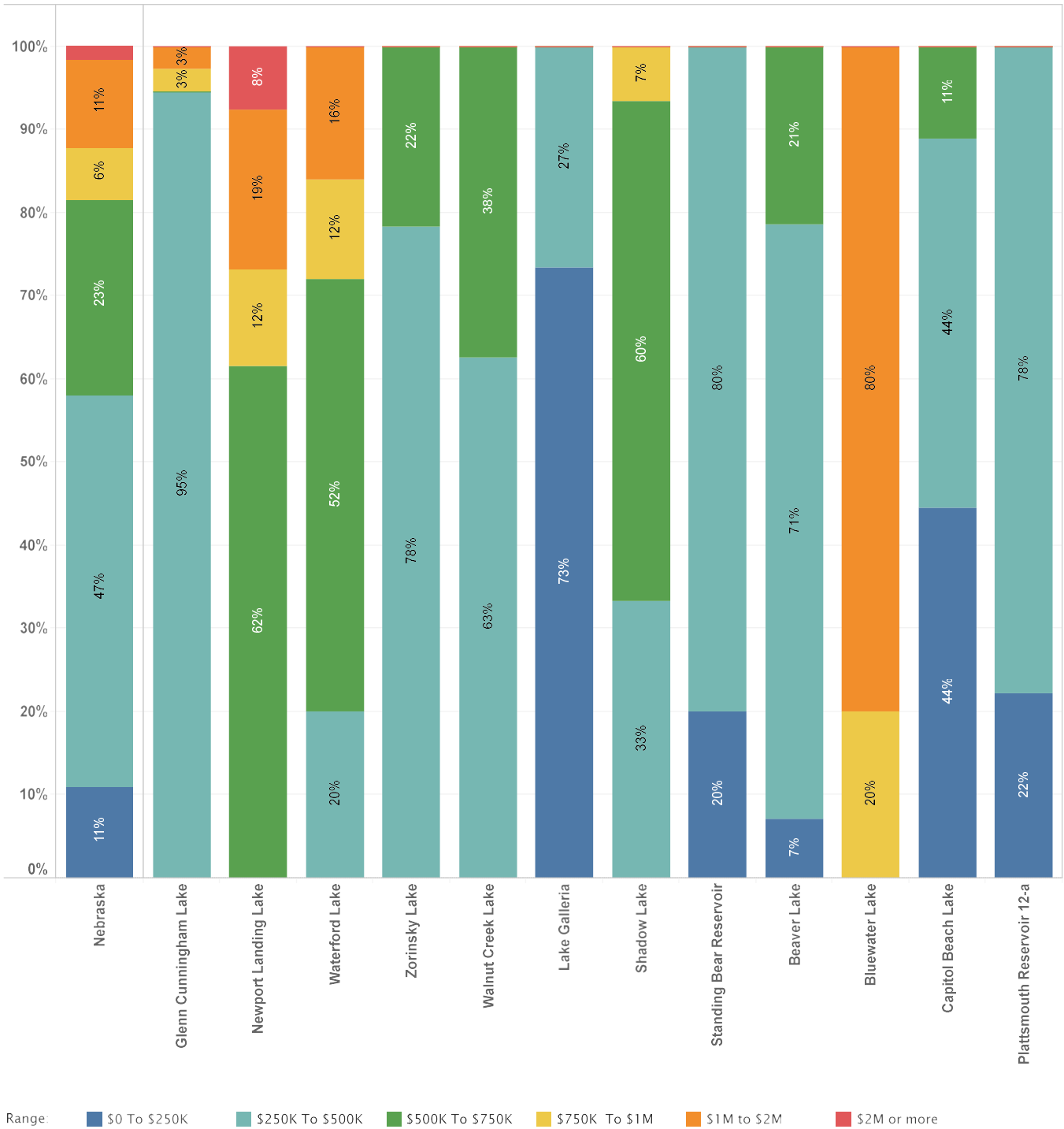
Listings of 10 Acres or More

**

** 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.

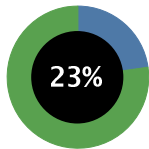
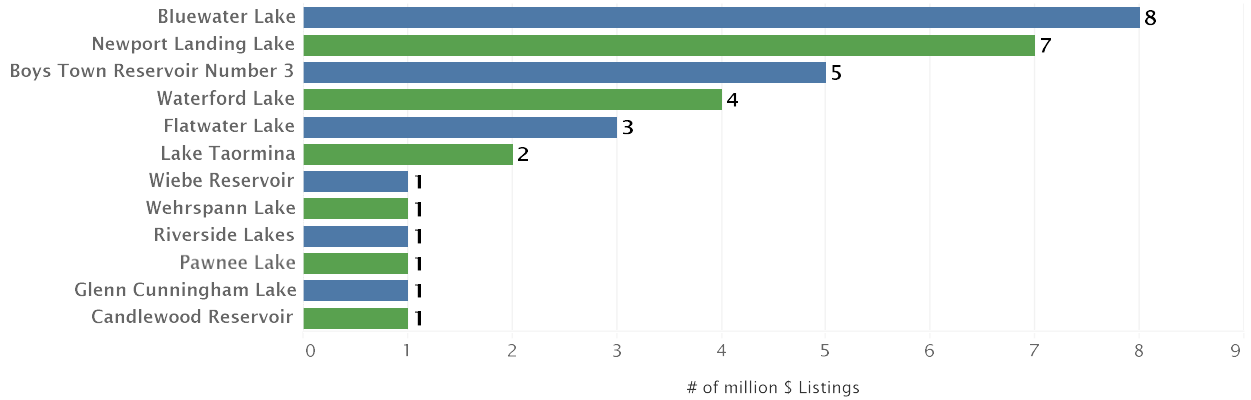
Price Breakdown by Percentage of Homes in the Nebraska Market 2023Q3



LAKE HOMES.COM
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Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2023Q3

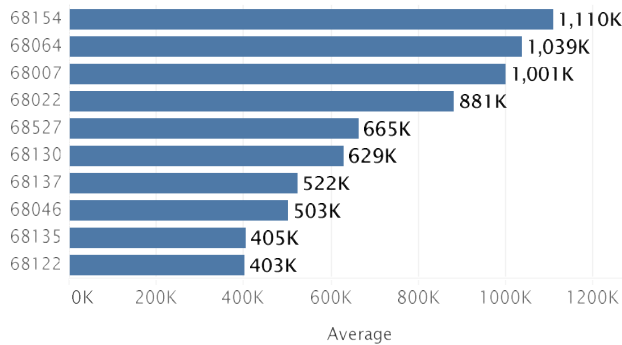


23% of \$1M+ Homes in Nebraska are on Bluewater Lake

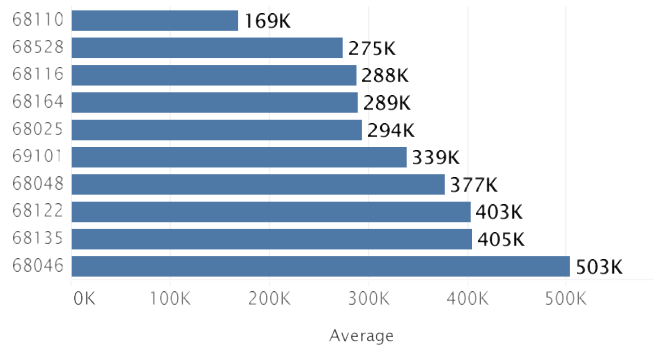
Total Number of \$1M+ Homes

35

Most Expensive ZIP Codes 2023Q3



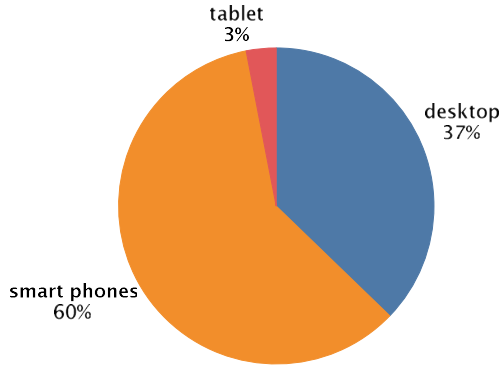
Most Affordable ZIP Codes 2023Q3



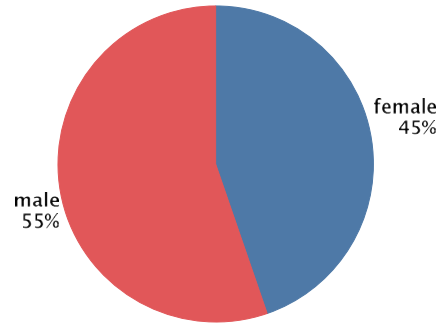
LAKE HOMES[®]
REALTY[®]

Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

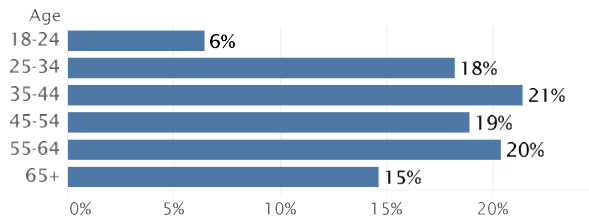


69% of potential buyers come from outside Nebraska

Chicago

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

What Age Groups are Shopping 2023Q3



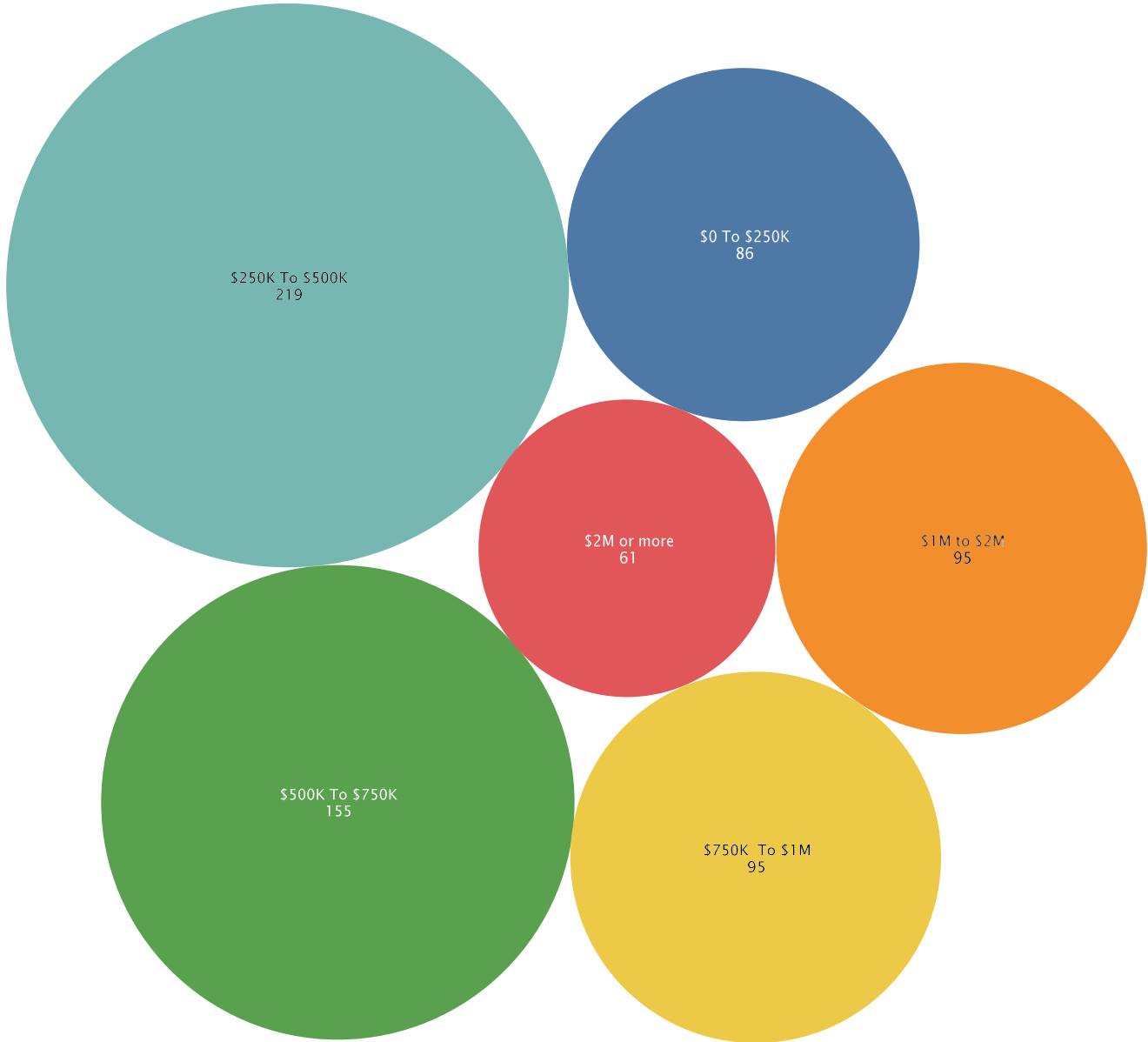
Number 2-10 metros are:

- Denver, CO
- Dallas-Ft. Worth, TX
- Kansas City, MO
- Des Moines-Ames, IA
- Phoenix, AZ
- Sioux City, IA
- Wichita-Hutchinson, KS
- Los Angeles, CA
- Minneapolis-St. Paul, MN



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2023Q3



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 increased from \$691 MM in summer 2023 to \$853 MM in fall 2023, a 21% rise.

Largest Markets

1. Lake Winnepesaukee	\$358,792,921	42.1%	6. Newfound Lake	\$22,269,700	2.6%
2. Squam Lake	\$38,405,900	4.5%	7. North Mill Pond	\$17,448,700	2.2%
3. Sunapee Lake	\$37,420,000	4.4%	8. Ossipee Lake	\$15,537,800	2.0%
4. Lake Winnisquam	\$33,440,080	3.9%	9. Little River Swamp	\$14,795,000	1.9%
5. South Mill Pond	\$26,164,899	3.3%	10. Opechee Bay Reservoir	\$13,214,400	1.7%

Total New Hampshire Market: \$853,236,936

Largest Home Markets

1. Lake Winnepesaukee	\$314,898,645	44.3%
2. Squam Lake	\$35,222,900	5.0%
3. Lake Winnisquam	\$29,796,680	4.2%
4. Sunapee Lake	\$22,608,000	3.2%
5. Newfound Lake	\$21,236,200	3.0%
6. South Mill Pond	\$19,364,899	2.7%
7. North Mill Pond	\$14,798,700	2.1%
8. Ossipee Lake	\$13,668,300	1.9%
9. Little River Swamp	\$10,295,000	1.4%
10. Meadow Pond	\$9,779,245	1.4%

Total New Hampshire Home Market: \$711,360,294

Largest Land Markets

1. Lake Winnepesaukee	\$22,032,288	32.1%
2. Sunapee Lake	\$11,292,000	16.5%
3. Little River Swamp	\$4,500,000	6.6%
4. Squam Lake	\$2,673,000	3.9%
5. Merrymeeting Lake	\$1,913,700	2.8%
6. Ossipee Lake	\$1,869,500	2.7%
7. Mascoma Lake	\$1,763,000	2.6%
8. Lake Winnisquam	\$1,753,900	2.6%
9. Northwood Lake	\$1,625,000	2.4%
10. Highland Lake	\$1,323,000	1.9%

Total New Hampshire Land Market: \$68,623,554

The total New Hampshire home market increased from \$581 MM in summer 2023 to \$711 MM, a 20% increase.

Most Expensive Homes

1. Squam Lake	\$3,522,290
2. South Mill Pond	\$1,613,742

Most Affordable Homes

1. Arlington Mill Reservoir	\$785,847
2. North Mill Pond	\$986,580

Most Listings

1. Lake Winnepesaukee	268	26.6%	6. Eastman Pond	23	2.4%
2. Lake Winnisquam	39	3.9%	7. Gould Pond	20	2.1%
3. Newfound Lake	38	3.8%	8. Opechee Bay Reservoir	19	2.4%
4. Ossipee Lake	28	3.0%	8. Squam Lake	19	1.9%
5. Sunapee Lake	24	2.4%	10. Locke Lake	18	1.9%
Total New Hampshire Listings:				1,008	

Most Homes Available

1. Lake Winnepesaukee	205	28.8%
2. Newfound Lake	34	4.8%
3. Lake Winnisquam	29	4.1%
4. Ossipee Lake	21	3.0%
5. Sunapee Lake	17	2.4%
6. Meadow Pond	16	2.3%
7. Eastman Pond	15	2.1%
7. North Mill Pond	15	2.1%
9. Arlington Mill Reservoir	14	2.0%
9. Locke Lake	14	2.0%

Total New Hampshire Home Listings: 711

Most Land Available

1. Lake Winnepesaukee	48	20.7%
2. Gould Pond	18	7.8%
3. Little Pea Porridge Pond	12	5.2%
4. Eastman Pond	8	3.4%
4. Highland Lake	8	3.4%
4. Squam Lake	8	3.4%
7. Lower Mountain Lake	7	3.0%
7. Ossipee Lake	7	3.0%
9. Belleau Lake	6	2.6%
9. Halfmoon Lake	6	2.6%

Total New Hampshire Land Listings: 232

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$256,554
2. Gould Pond	\$89,798
3. Little Pea Porridge Pond	\$79,145

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$49,339
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Most Affordable Land per Acre

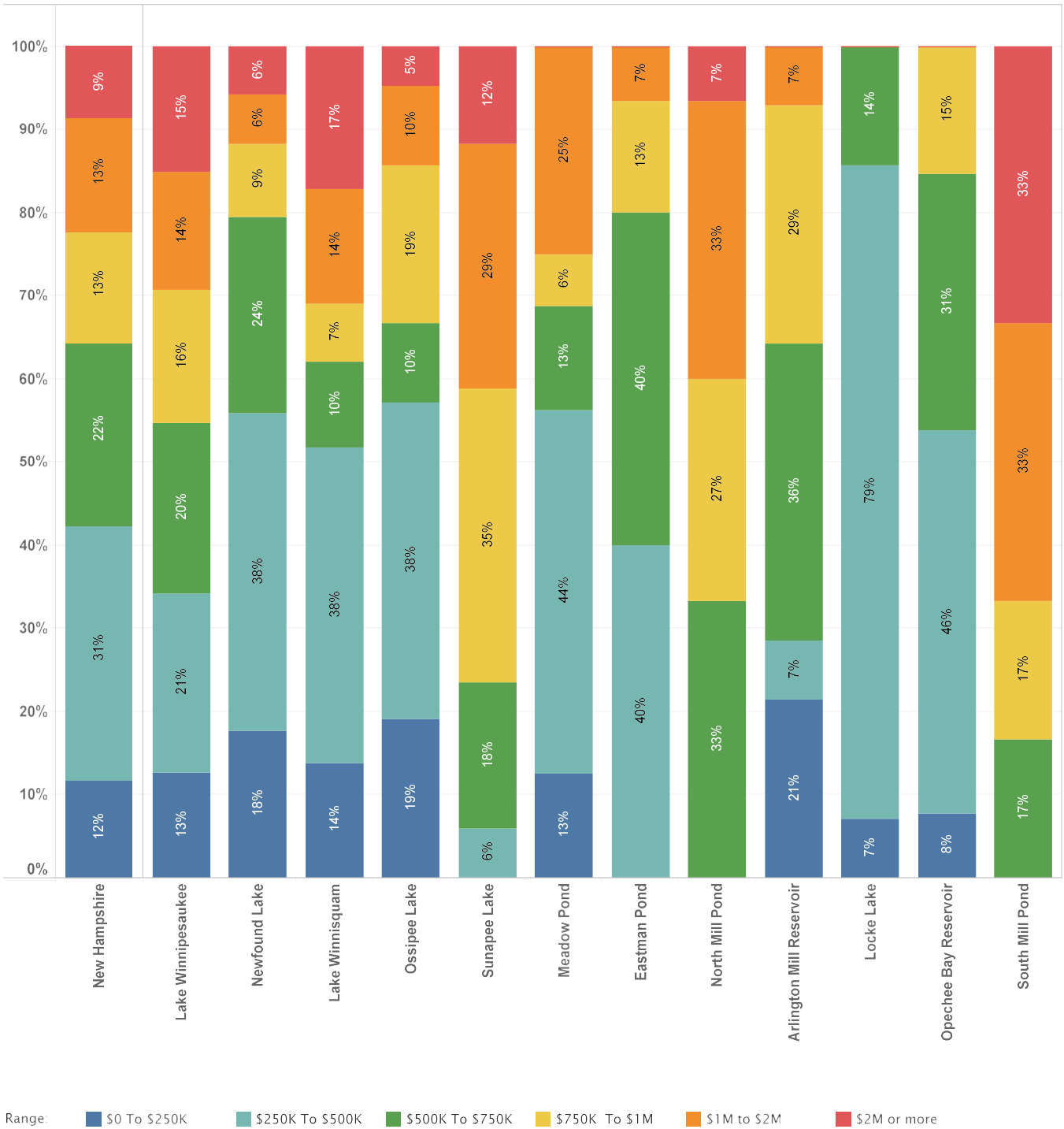
Listings of Less Than 10 Acres

1. Little Pea Porridge Pond	\$79,145
2. Gould Pond	\$89,798
3. Lake Winnepesaukee	\$256,554

Listings of 10 Acres or More

1. Squam Lake	\$12,415
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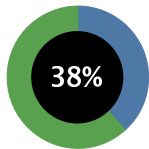
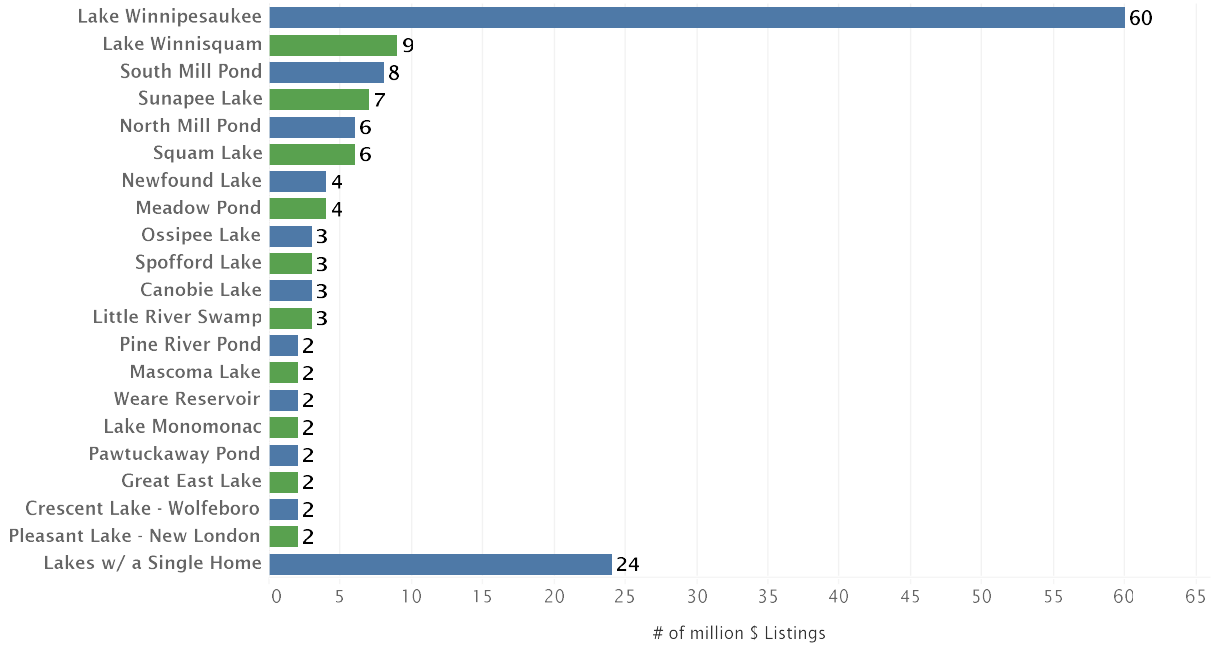
Price Breakdown by Percentage of Homes in the New Hampshire Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2023Q3

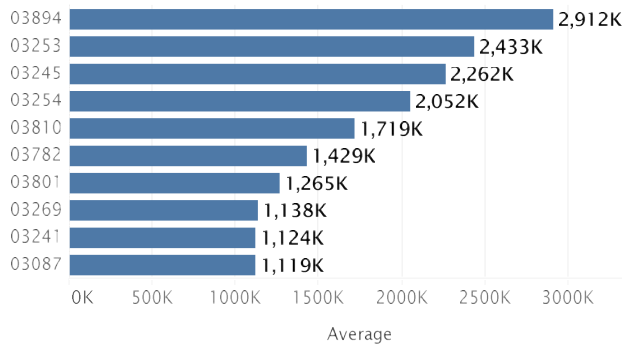


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

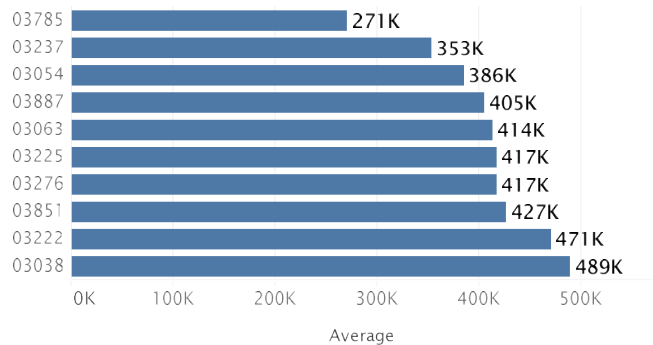
Total Number of \$1M+ Homes

156

Most Expensive ZIP Codes 2023Q3

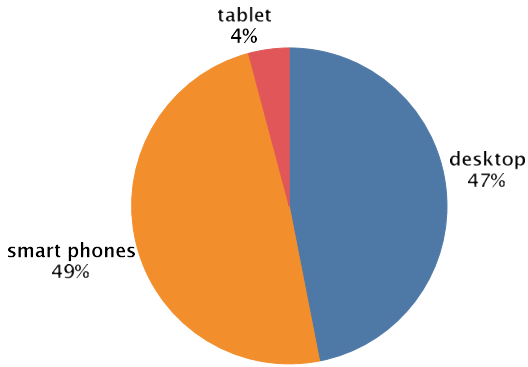


Most Affordable ZIP Codes 2023Q3

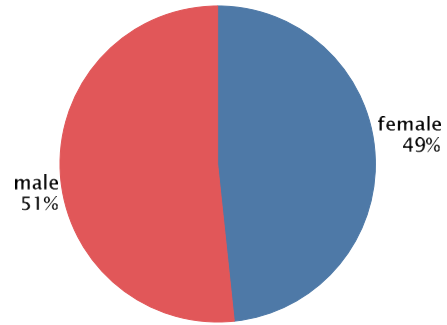


Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

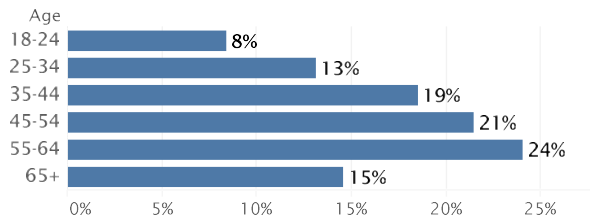


86% of potential buyers come from outside New Hampshire

New York,

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

What Age Groups are Shopping 2023Q3



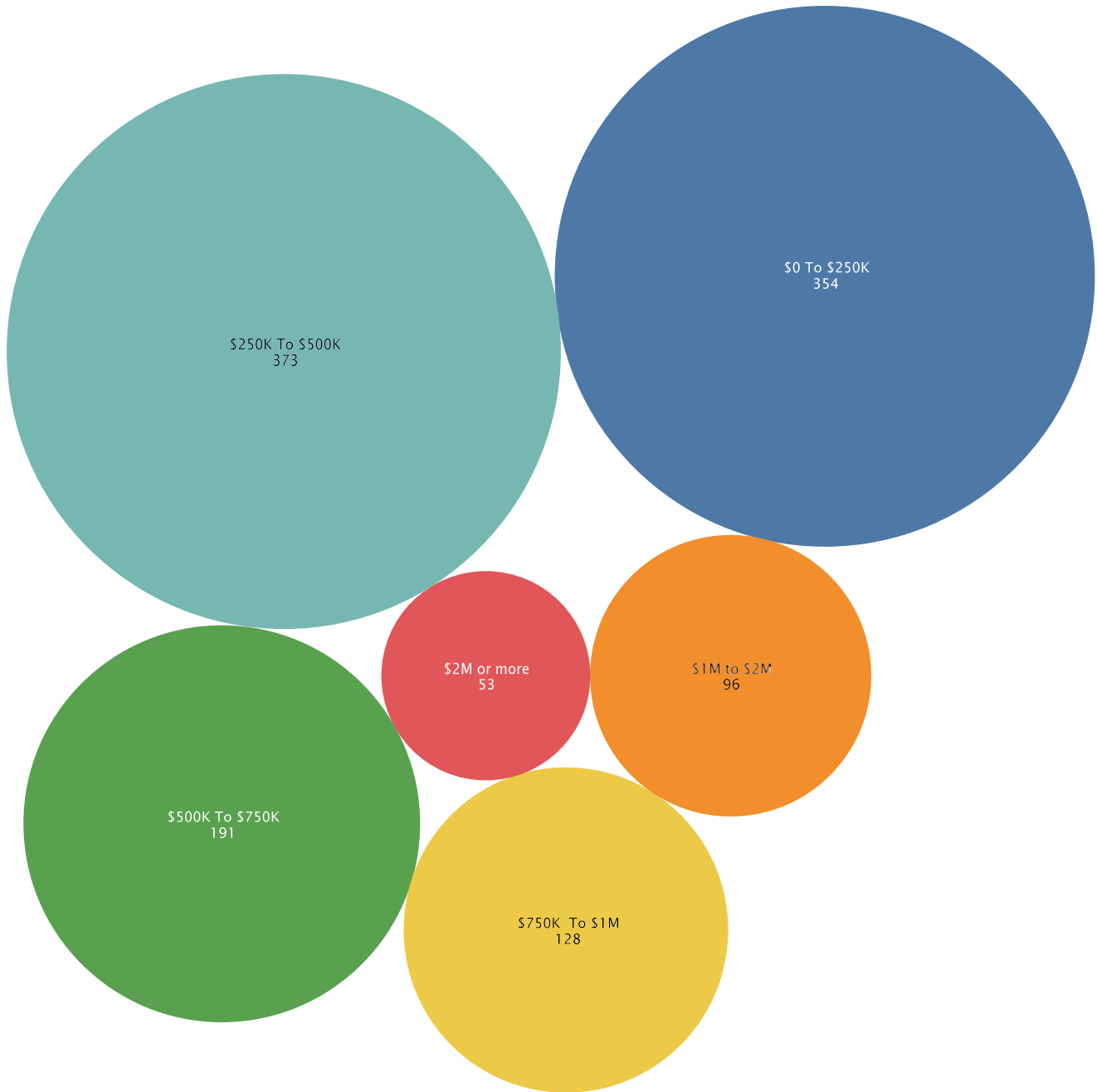
Number 2-10 metros are:

- Hartford & New Haven, CT
- Washington DC (Hagerstown MD)
- Burlington VT-Plattsburgh, NY
- Portland-Auburn, ME
- Providence-New Bedford, MA
- Philadelphia, PA
- Atlanta, GA
- Columbus, OH
- Greenville-Spartanburg-Asheville-Anderson



NEW YORK

Price Breakdown by Number of Homes in the New York Market 2023Q3



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 increased from \$799 MM in summer 2023 to \$1.1 BB in fall 2023, a 32% rise.

Largest Markets

1. Lake Champlain*	\$194,805,378	17.7%	6. Lake Placid	\$51,066,499	4.7%
2. Lake George	\$134,767,447	12.5%	7. Lake Ontario	\$37,793,998	3.5%
3. Skaneateles Lake	\$59,084,299	5.5%	8. Great Sacandaga Lake	\$34,158,472	3.2%
4. Canandaigua Lake	\$57,339,800	5.3%	9. Seneca Lake	\$34,129,100	3.2%
5. Delaware River*	\$55,199,050	5.0%	10. Keuka Lake	\$33,822,598	3.1%

Total New York Market: \$1,099,711,492

Largest Home Markets

1. Lake Champlain*	\$168,702,984	17.8%
2. Lake George	\$124,366,947	13.1%
3. Skaneateles Lake	\$55,086,299	5.8%
4. Canandaigua Lake	\$54,991,700	5.8%
5. Lake Placid	\$47,543,499	5.0%
6. Delaware River*	\$34,908,700	3.7%
7. Lake Ontario	\$30,598,698	3.2%
8. Keuka Lake	\$30,320,799	3.2%
9. Great Sacandaga Lake	\$29,470,824	3.1%
10. Saratoga Lake	\$28,325,193	3.0%

Total New York Home Market: \$948,717,319

Largest Land Markets

1. Lake Champlain*	\$18,504,495	14.3%
2. Lake Erie	\$11,564,000	8.9%
3. Lake George	\$10,400,500	8.0%
4. Seneca Lake	\$10,099,199	7.8%
5. Lake Ontario	\$7,195,300	5.6%
6. Cayuga Lake	\$6,603,899	5.1%
7. Delaware River*	\$6,411,450	5.0%
8. Saratoga Lake	\$5,376,199	4.2%
9. Great Sacandaga Lake	\$4,687,648	3.6%
10. Oneida Lake	\$4,496,800	3.5%

Total New York Land Market: \$129,517,374

The total Lake Champlain market increased by 24% from summer 2023 to fall 2023.

Most Expensive Homes

1. Lake Placid	\$2,161,068
2. Skaneateles Lake	\$1,899,528

Most Affordable Homes

1. Saratoga Lake	\$745,400
2. First Lake	\$829,567

* 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*	311	16.2%	5. Great Sacandaga Lake	94	4.9%
2. Lake George	136	7.2%	7. Seneca Lake	81	4.3%
3. Lake Ontario	123	6.5%	8. Canandaigua Lake	75	3.9%
4. Oneida Lake	105	5.5%	9. Mirror Lake	60	3.2%
5. Delaware River*	94	4.9%	10. Cayuga Lake	58	3.0%
Total New York Listings:				1,914	

Most Homes Available

1. Lake Champlain*	232	16.5%
2. Lake George	103	7.3%
3. Oneida Lake	77	5.5%
4. Lake Ontario	73	5.2%
5. Canandaigua Lake	65	4.6%
6. Delaware River*	64	4.6%
7. Great Sacandaga Lake	62	4.4%
8. Mirror Lake	58	4.1%
9. Seneca Lake	52	3.7%
10. Cayuga Lake	38	2.7%

Total New York Home Listings: 1,404

Most Land Available

1. Lake Champlain*	72	14.5%
2. Lake Ontario	50	10.0%
3. Lake George	33	6.6%
4. Great Sacandaga Lake	32	6.4%
5. Seneca Lake	29	5.8%
6. Oneida Lake	28	5.6%
7. Delaware River*	25	5.0%
8. Cayuga Lake	20	4.0%
9. Keuka Lake	15	3.0%
10. Saratoga Lake	12	2.4%

Total New York Land Listings: 498

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Cayuga Lake	\$259,383
2. Lake George	\$186,441
3. Seneca Lake	\$115,717
4. Lake Champlain	\$101,754
5. Lake Ontario	\$80,326
6. Oneida Lake	\$72,198
7. Great Sacandaga Lake	\$48,650
8. Keuka Lake	\$35,862

Listings of 10 Acres or More

1. Keuka Lake	\$9,577
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

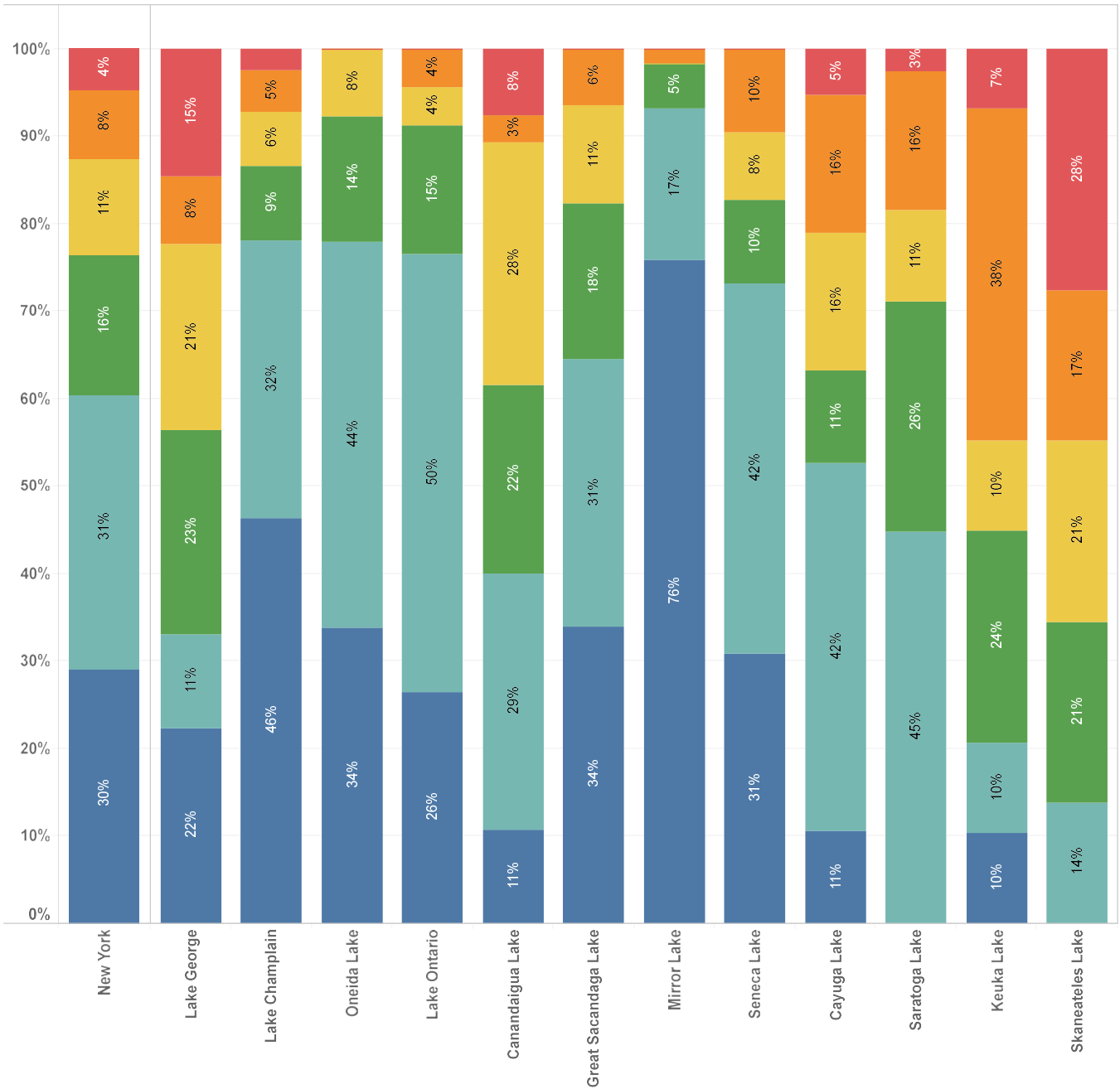
1. Keuka Lake	\$35,862
2. Great Sacandaga Lake	\$48,650
3. Oneida Lake	\$72,198
4. Lake Ontario	\$80,326
5. Lake Champlain	\$101,754
6. Seneca Lake	\$115,717
7. Lake George	\$186,441
8. Cayuga Lake	\$259,383

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$2,636
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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 2023Q3

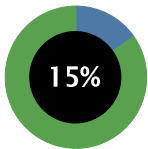
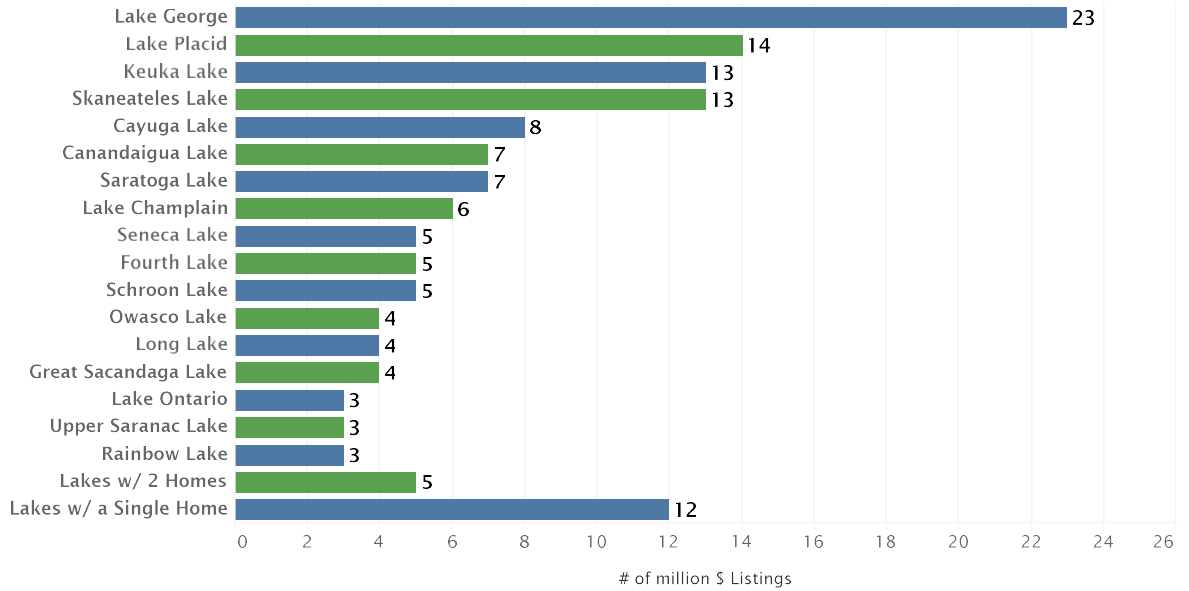


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2023Q3

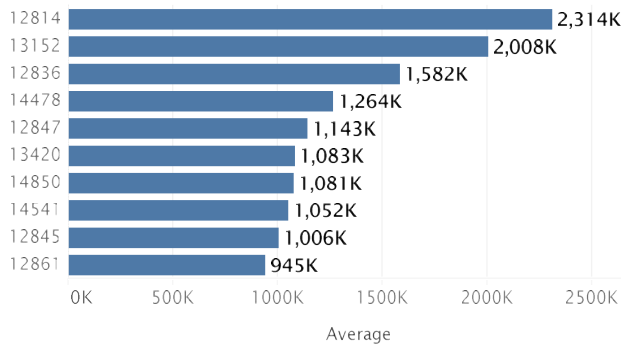


15% of \$1M+ Homes in New York are on Lake George

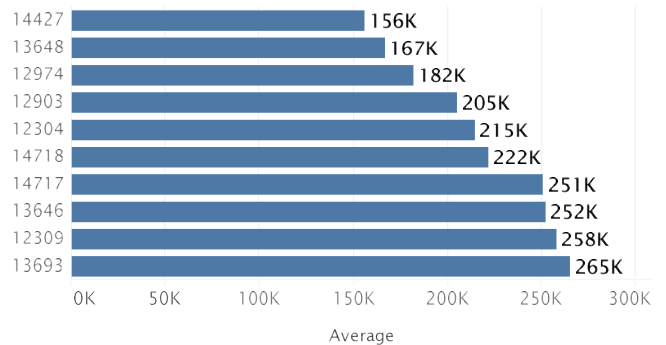
Total Number of \$1M+ Homes

149

Most Expensive ZIP Codes 2023Q3

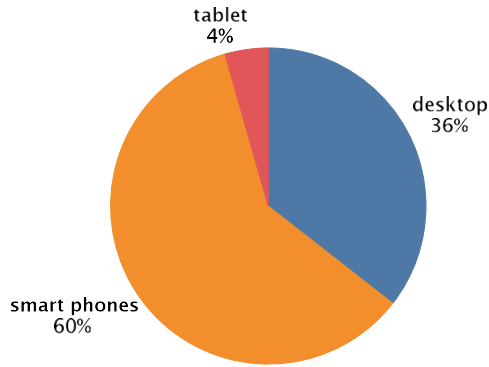


Most Affordable ZIP Codes 2023Q3

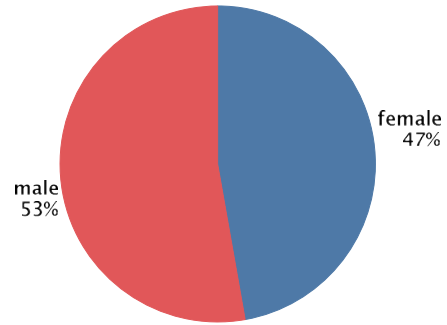


Who's Shopping New York Lake Real Estate

How are shoppers connecting 2023Q3

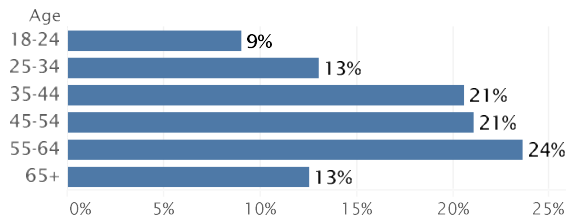


Male/Female Visitors 2023Q3



61% of potential buyers come from outside New York

What Age Groups are Shopping 2023Q3



Washington DC (Hagerstown)

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

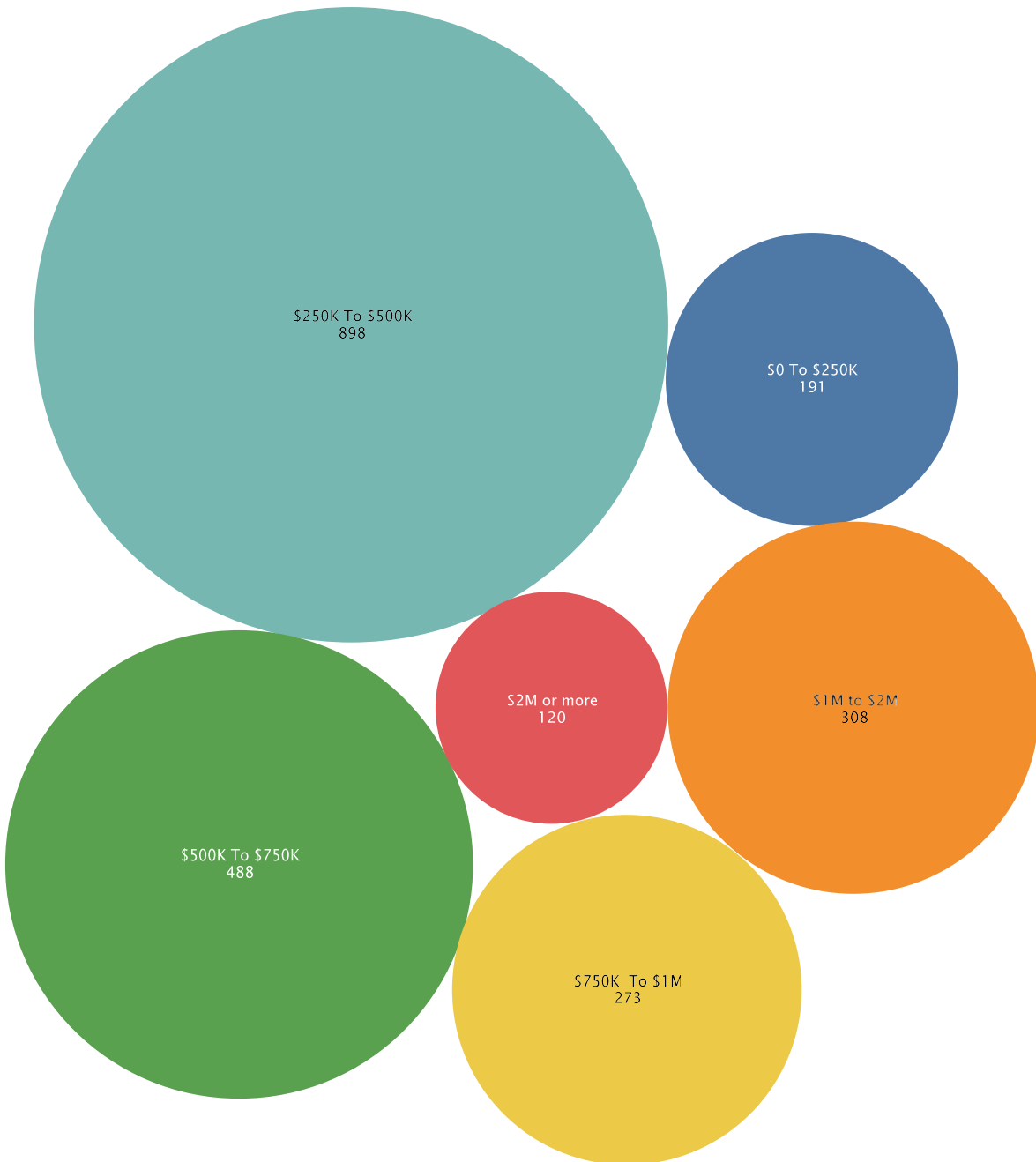
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Philadelphia, PA
- Atlanta, GA
- Columbus, OH
- Wilkes Barre-Scranton, PA
- Cleveland-Akron (Canton), OH
- Tampa-St. Petersburg (Sarasota), FL
- Raleigh-Durham (Fayetteville), NC
- Grand Rapids-Kalamazoo-Battle Creek, MI



NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2023Q3



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 rose from \$2.5 BB in summer 2023 to \$2.6 BB in fall 2023 resulting in a \$100 MM increase.

Largest Markets

1. Lake Norman	\$942,577,837	36.7%	6. Falls Lake	\$68,359,358	2.7%
2. Lake Wylie*	\$359,117,808	14.0%	7. Chatuge Lake*	\$63,449,114	2.5%
3. Jordan Lake	\$136,751,968	5.3%	8. Lake Toxaway	\$62,792,500	2.4%
4. Lake Gaston*	\$94,454,362	3.7%	9. High Rock Lake	\$55,315,529	2.2%
5. Lake Hickory	\$78,553,365	3.1%	10. Lake Lure	\$51,122,868	2.0%

Total North Carolina Market: **\$2,569,201,599**

Largest Home Markets

1. Lake Norman	\$760,282,611	38.2%
2. Lake Wylie*	\$280,237,110	14.1%
3. Jordan Lake	\$96,517,916	4.9%
4. Falls Lake	\$63,510,358	3.2%
5. Lake Hickory	\$61,415,266	3.1%
6. Lake Gaston*	\$56,003,413	2.8%
7. Chatuge Lake*	\$51,031,918	2.6%
8. High Rock Lake	\$38,060,348	1.9%
9. Lake Toxaway	\$36,944,500	1.9%
10. Lake Tillery	\$36,631,097	1.8%

Total North Carolina Home Market: **\$1,988,764,084**

Largest Land Markets

1. Lake Norman	\$182,295,226	31.4%
2. Lake Wylie*	\$78,880,698	13.6%
3. Jordan Lake	\$40,234,052	6.9%
4. Lake Gaston*	\$38,450,949	6.6%
5. Lake Mackintosh	\$26,316,550	4.5%
6. Lake Toxaway	\$25,848,000	4.5%
7. Lake Rhodhiss	\$19,789,093	3.4%
8. High Rock Lake	\$17,255,181	3.0%
9. Lake Hickory	\$17,138,099	3.0%
10. Lake Lure	\$14,752,968	2.5%

Total North Carolina Land Market: **\$580,437,515**

On Lake Jordan, 59% of homes are valued at \$1M or more.

Most Expensive Homes

1. Lake Toxaway	\$2,052,472
2. Falls Lake	\$1,549,033

Most Affordable Homes

1. Ticoa Lake	\$855,700
2. Hyc0 Lake	\$880,660

* 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	1,046	22.0%	6. High Rock Lake	220	4.6%
2. Lake Wylie*	509	10.7%	7. Lake Rhodhiss	208	4.4%
3. Lake Hickory	311	6.5%	8. Lake Tillery	175	3.7%
4. Lake Gaston*	294	6.2%	9. Lake Lure	174	3.7%
5. Lake Royale	233	4.9%	10. Chatuge Lake*	152	3.2%
Total North Carolina Listings:				4,764	

Most Homes Available

1. Lake Norman	794	31.3%
2. Lake Wylie*	390	15.4%
3. Lake Hickory	127	5.0%
4. Lake Gaston*	88	3.5%
5. High Rock Lake	75	3.0%
5. Jordan Lake	75	3.0%
7. Lake Tillery	71	2.8%
8. Lake Royale	68	2.7%
9. Lake Jeanette	64	2.5%
10. Badin Lake	63	2.5%

Total North Carolina Home Listings: 2,539

Most Land Available

1. Lake Norman	252	11.3%
2. Lake Gaston*	206	9.3%
3. Lake Rhodhiss	195	8.8%
4. Lake Hickory	184	8.3%
5. Lake Royale	165	7.4%
6. High Rock Lake	145	6.5%
7. Lake Lure	129	5.8%
8. Lake Wylie*	119	5.3%
9. Lake Tillery	104	4.7%
10. Chatuge Lake*	89	4.0%

Total North Carolina Land Listings: 2,225

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Norman	\$329,340
2. Lake Gaston	\$175,698
3. Lake Junaluska	\$141,858
4. Lake Wylie	\$140,483
5. Jordan Lake	\$137,092
6. Lake Toxaway	\$133,500
7. Lake Royale	\$121,773
8. Lake Tillery	\$105,712

Listings of 10 Acres or More

1. Lake Wylie	\$79,394
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

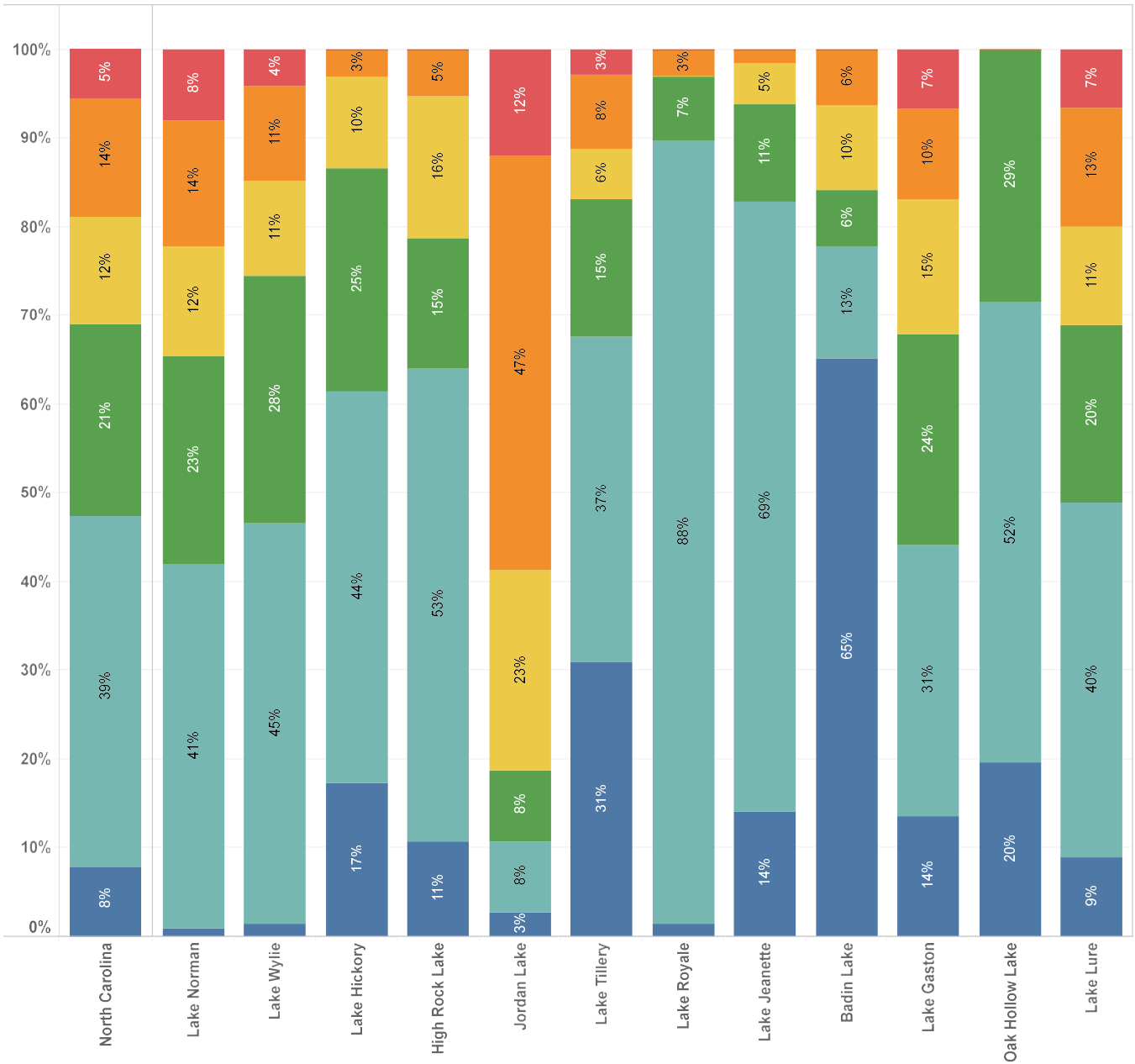
1. Hickory Nut Lower Lake	\$22,145
2. Hickory Nut Upper Lake	\$24,236
3. Lake Adger	\$36,906
4. High Rock Lake	\$42,252
5. Lake Lookout	\$55,087
6. John H Kerr Reservoir	\$56,509
7. Lake Rhodhiss	\$62,040
8. Hyco Lake	\$62,567

Listings of 10 Acres or More

1. Lake Rhodhiss	\$11,036
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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 2023Q3

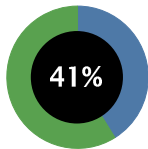
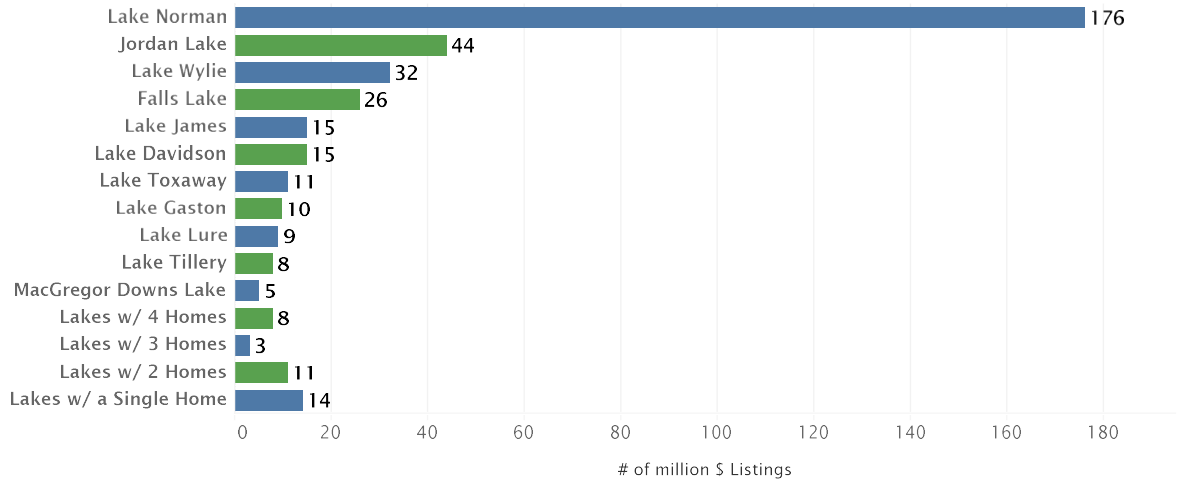


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2023Q3

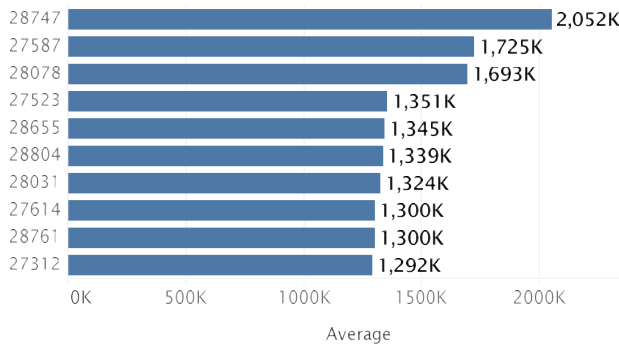


41% of \$1M+ Homes in North Carolina are on Lake Norman

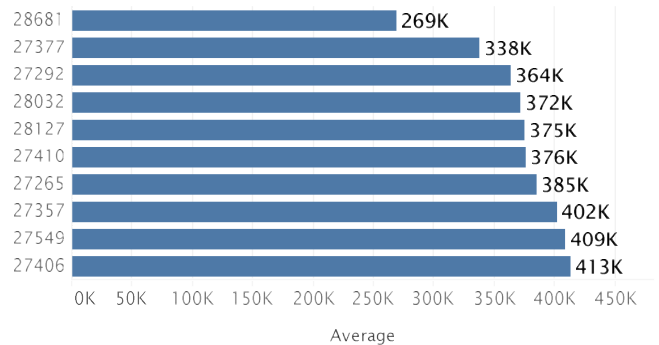
Total Number of \$1M+ Homes

428

Most Expensive ZIP Codes 2023Q3

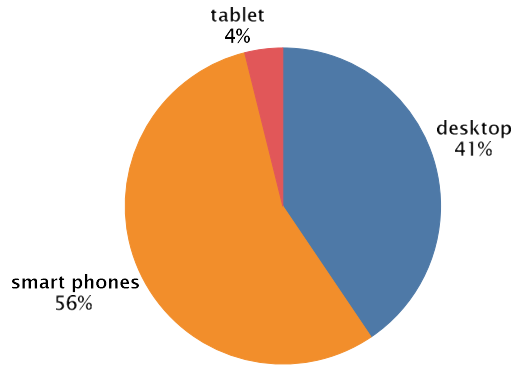


Most Affordable ZIP Codes 2023Q3

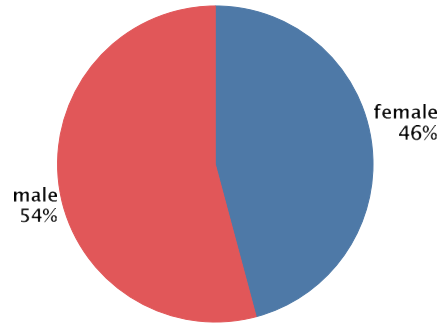


Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

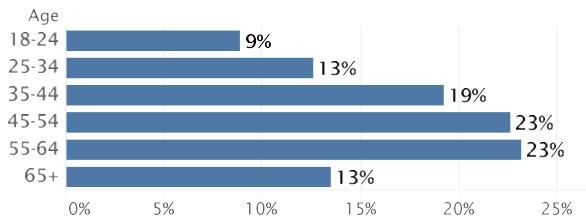


74% of potential buyers come from outside North Carolina

Atlanta

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

What Age Groups are Shopping 2023Q3



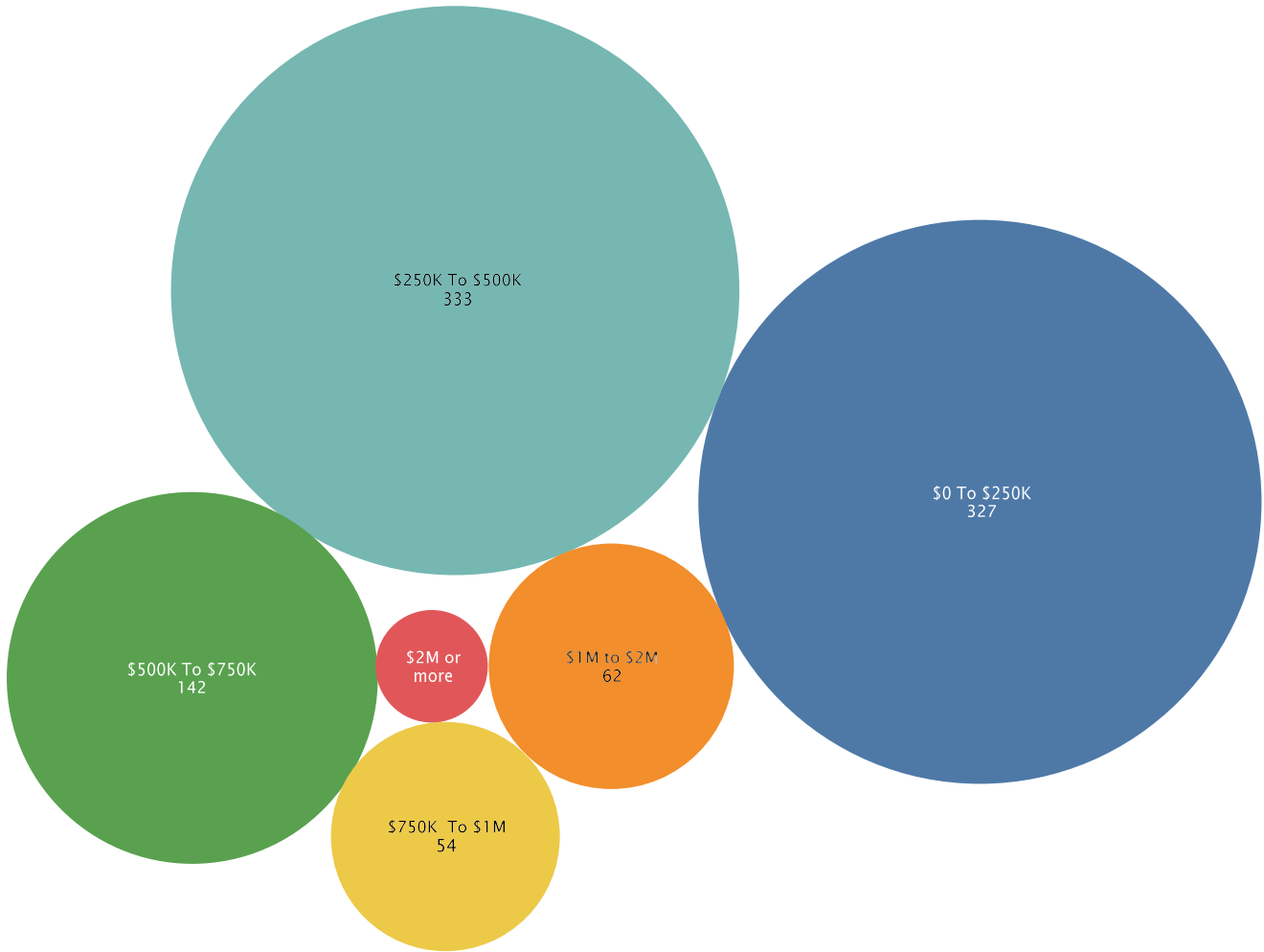
Number 2-10 metros are:

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



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2023Q3



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



Oklahoma

The total Oklahoma market rose \$60 MM (+7%) since the summer 2023 report.

Largest Markets

1. Lake Texoma*	\$238,935,477	28.2%	6. Keystone Lake	\$35,736,898	4.2%
2. Grand Lake	\$180,990,185	21.4%	7. Fort Gibson Lake	\$34,531,965	4.1%
3. Lake Eufaula	\$138,707,671	16.4%	8. Lake Hudson	\$30,441,370	3.6%
4. Oologah Lake	\$41,767,237	4.9%	9. Tenkiller Lake	\$18,355,328	2.2%
5. Skiatook Lake	\$38,094,780	4.5%	10. Lake Claremore	\$16,293,669	1.9%
Total Oklahoma Market:				\$846,105,857	

Largest Home Markets

1. Grand Lake	\$132,786,310	25.0%
2. Lake Texoma*	\$131,732,741	24.8%
3. Lake Eufaula	\$97,084,786	18.3%
4. Oologah Lake	\$24,674,737	4.6%
5. Fort Gibson Lake	\$24,179,045	4.5%
6. Skiatook Lake	\$20,455,460	3.8%
7. Lake Hudson	\$18,103,600	3.4%
8. Keystone Lake	\$17,262,398	3.2%
9. Tenkiller Lake	\$11,928,000	2.2%
10. Lake Claremore	\$11,635,670	2.2%

Total Oklahoma Home Market: \$531,480,406

Largest Land Markets

1. Lake Texoma*	\$91,460,736	36.1%
2. Grand Lake	\$36,382,875	14.4%
3. Lake Eufaula	\$35,221,485	13.9%
4. Skiatook Lake	\$16,696,320	6.6%
5. Oologah Lake	\$15,632,600	6.2%
6. Keystone Lake	\$15,220,600	6.0%
7. Lake Hudson	\$7,813,270	3.1%
8. Tenkiller Lake	\$5,777,928	2.3%
9. Okmulgee Lake	\$4,145,000	1.6%
10. Arbuckle Lake	\$4,040,100	1.6%

Total Oklahoma Land Market: \$253,108,552

Grand Lake now holds the #1 spot on the Largest Home Markets list which was previously held by Lake Texoma on the summer 2023 report.

Most Expensive Homes

1. Broken Bow Lake	\$806,057
2. Grand Lake	\$676,021

Most Affordable Homes

1. Lake Claremore	\$505,899
2. Oologah Lake	\$585,395

* 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	541	23.0%	6. Tenkiller Lake	117	5.0%
2. Lake Texoma*	519	22.0%	7. Lake Hudson	108	4.6%
3. Grand Lake	359	15.2%	8. Oologah Lake	103	4.4%
4. Skiatook Lake	134	5.7%	9. Fort Gibson Lake	95	4.0%
5. Keystone Lake	127	5.4%	10. Arbuckle Lake	37	1.6%
Total Oklahoma Listings:				2,355	

Most Homes Available

1. Lake Eufaula	225	21.1%
2. Lake Texoma*	215	20.1%
3. Grand Lake	210	19.7%
4. Keystone Lake	58	5.4%
5. Lake Hudson	55	5.2%
6. Skiatook Lake	48	4.5%
7. Fort Gibson Lake	46	4.3%
8. Oologah Lake	40	3.7%
9. Tenkiller Lake	37	3.5%
10. Lake Claremore	23	2.2%

Total Oklahoma Home Listings: 1,067

Most Land Available

1. Lake Eufaula	297	24.9%
2. Lake Texoma*	291	24.4%
3. Grand Lake	139	11.7%
4. Skiatook Lake	83	7.0%
5. Tenkiller Lake	76	6.4%
6. Keystone Lake	63	5.3%
7. Oologah Lake	61	5.1%
8. Lake Hudson	47	3.9%
9. Fort Gibson Lake	34	2.8%
10. Sardis Lake	22	1.8%

Total Oklahoma Land Listings: 1,193

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Texoma	\$131,753
2. Grand Lake	\$96,173
3. Lake Eufaula	\$79,319
4. Skiatook Lake	\$60,535
5. Arbuckle Lake	\$49,916
6. Lake Hudson	\$43,579
7. Tenkiller Lake	\$37,185
8. Sardis Lake	\$36,875

Listings of 10 Acres or More

1. Grand Lake	\$13,489
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

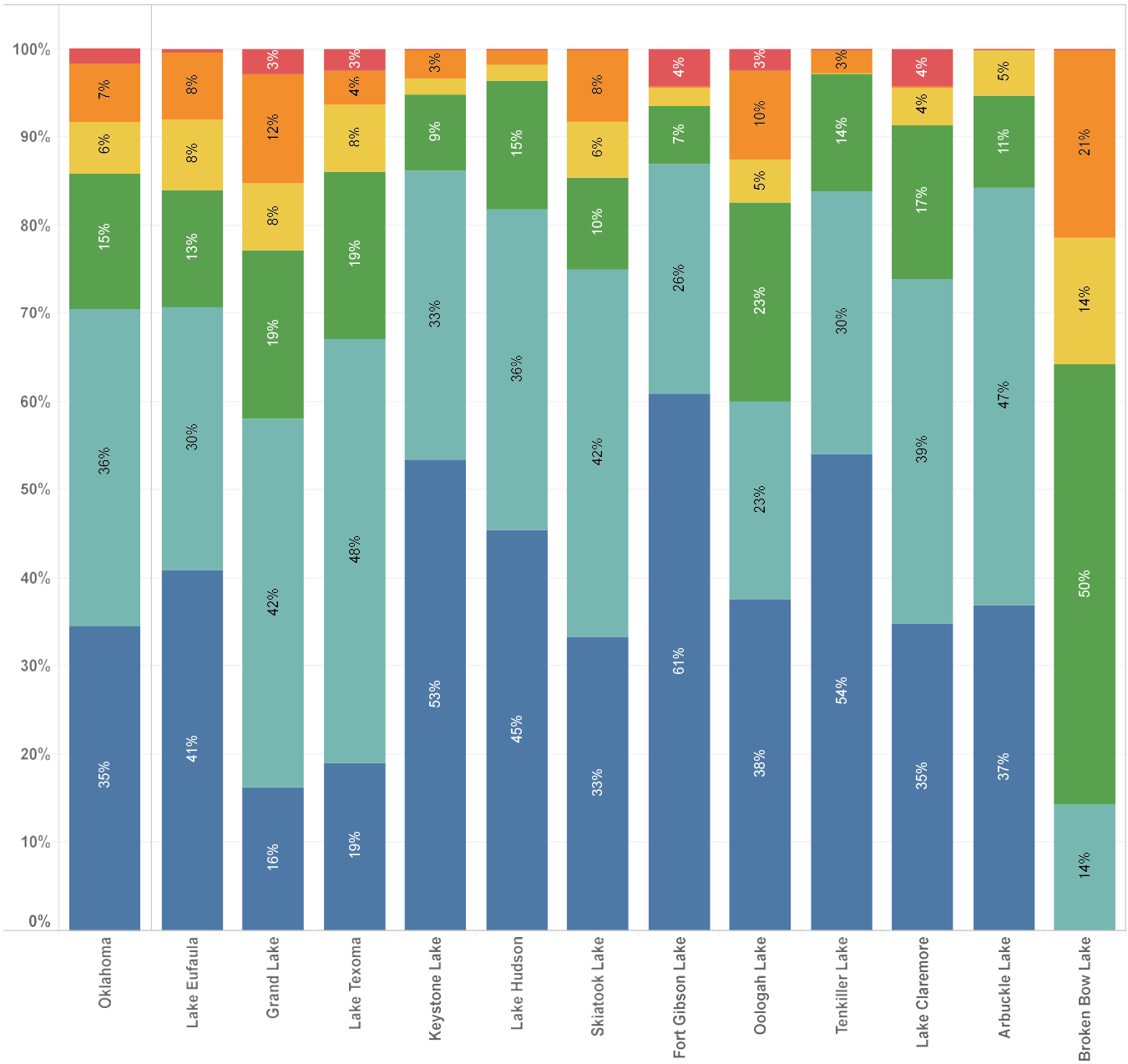
1. Birch Lake	\$10,944
2. Fort Gibson Lake	\$20,011
3. Oologah Lake	\$23,063
4. Copan Lake	\$26,485
5. Keystone Lake	\$34,418
6. Sardis Lake	\$36,875
7. Tenkiller Lake	\$37,185
8. Lake Hudson	\$43,579

Listings of 10 Acres or More

1. Tenkiller Lake	\$4,660
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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 2023Q3

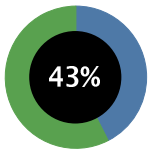
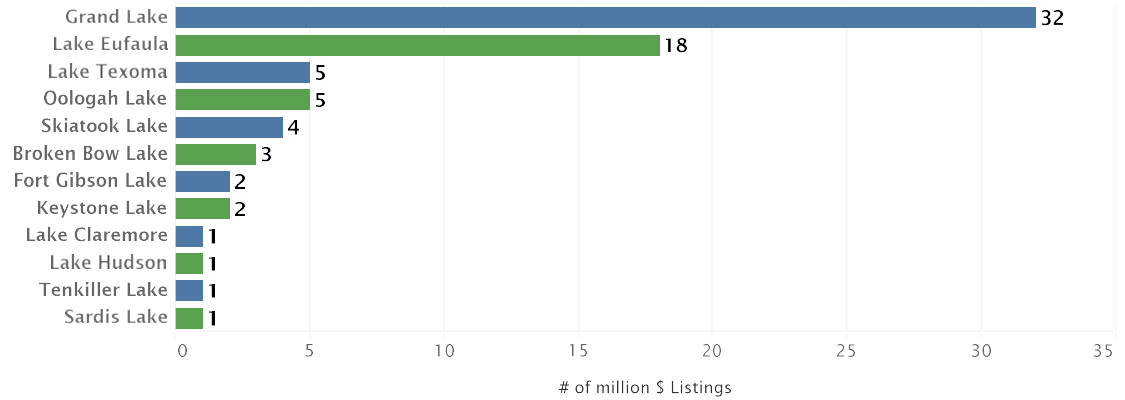


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2023Q3

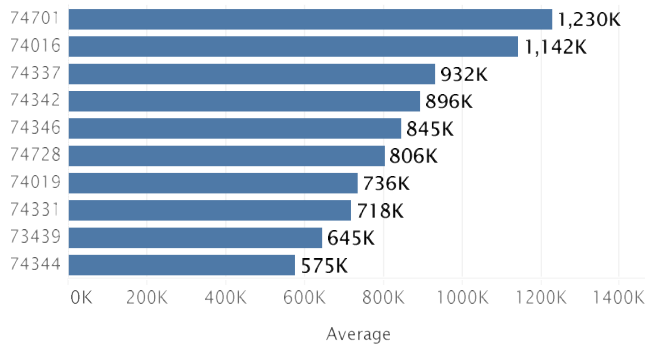


43% of \$1M+ Homes in Oklahoma are on Grand Lake

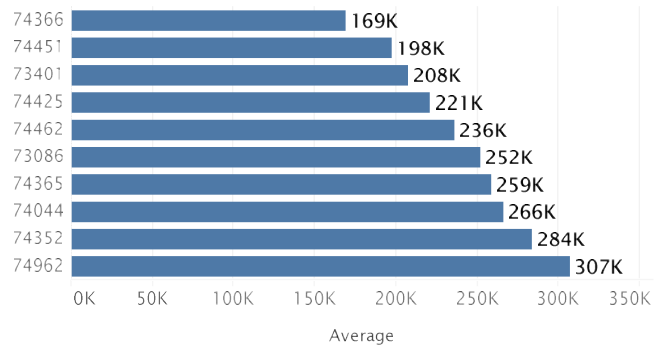
Total Number of \$1M+ Homes

75

Most Expensive ZIP Codes 2023Q3

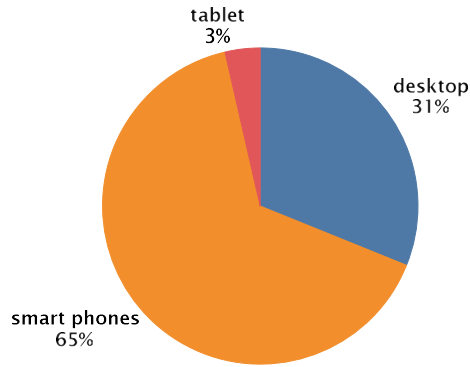


Most Affordable ZIP Codes 2023Q3

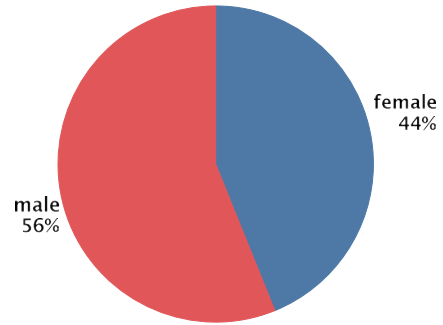


Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

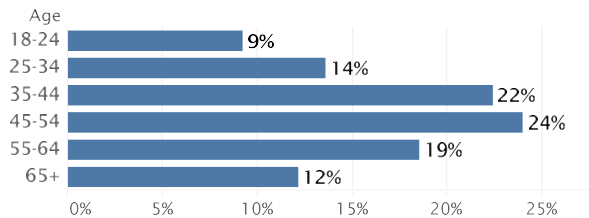


76% of potential buyers come from outside Oklahoma

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q3



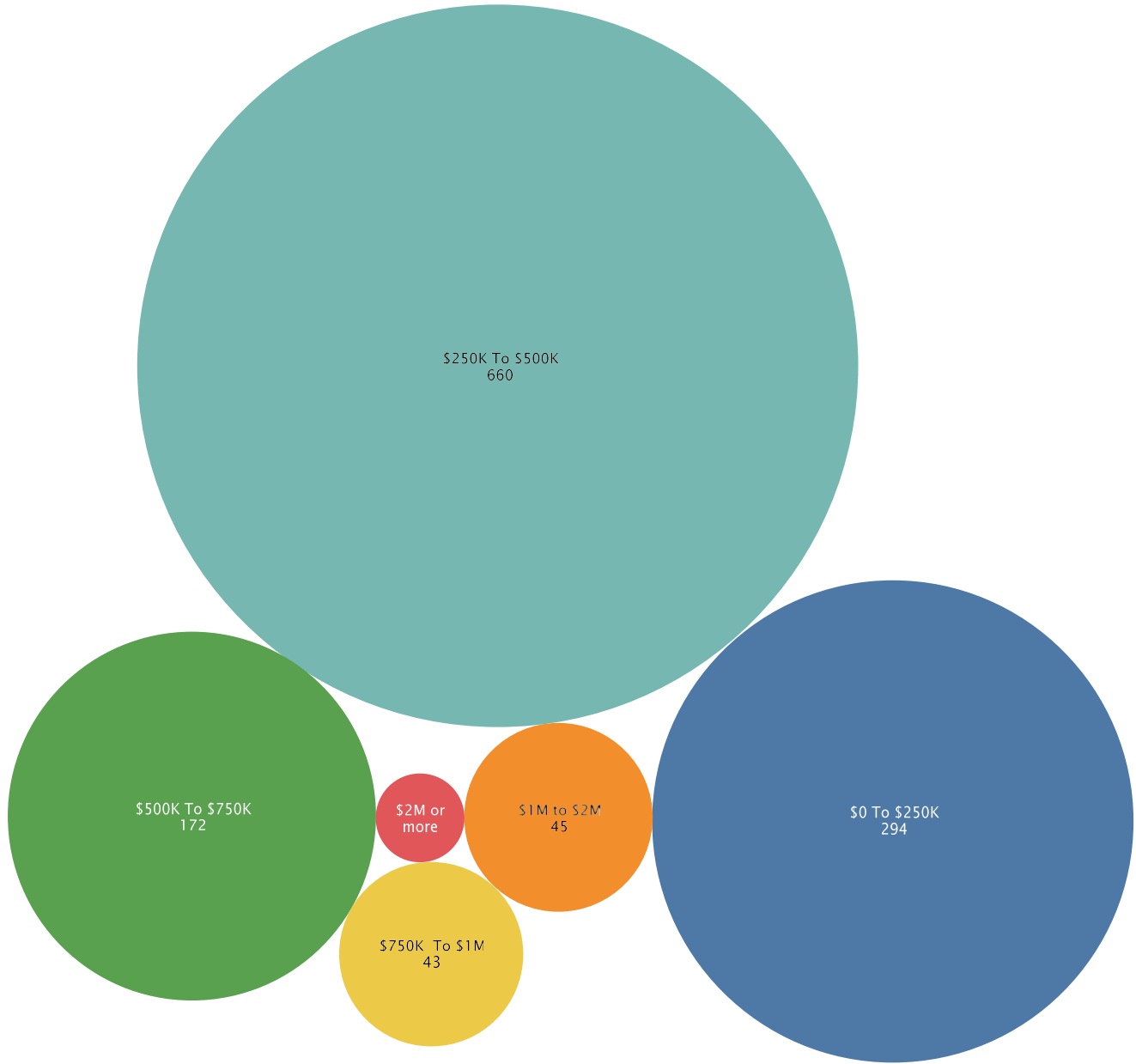
Number 2-10 metros are:

- Wichita-Hutchinson, KS
- Kansas City, MO
- Chicago, IL
- Houston, TX
- San Antonio, TX
- Denver, CO
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Little Rock-Pine Bluff, AR
- Minneapolis-St. Paul, MN



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2023Q3



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



Pennsylvania

The total Pennsylvania market rose from \$564 MM in summer 2023 to \$598 MM in summer 2023.

Largest Markets

1. Lake Wallenpaupack	\$57,264,217	9.6%	6. Roamingwood Lake	\$24,312,794	4.2%
2. Delaware River*	\$55,199,050	9.2%	7. Lake Naomi	\$21,540,699	3.7%
3. Lake Harmony - Split Rock	\$29,083,995	5.0%	8. Springton Reservoir	\$20,448,800	3.5%
4. Lake Erie	\$27,671,299	4.8%	9. Arrowhead Lakes	\$18,394,899	3.2%
5. Pocono Country Place	\$27,217,879	4.7%	10. Towamensing Trails	\$15,177,587	2.6%

Total Pennsylvania Market: \$597,954,532

Largest Home Markets

1. Lake Wallenpaupack	\$53,079,557	10.0%
2. Delaware River*	\$34,908,700	6.6%
3. Lake Harmony - Split Rock	\$28,245,195	5.3%
4. Pocono Country Place	\$26,203,289	4.9%
5. Lake Erie	\$25,056,799	4.7%
6. Roamingwood Lake	\$23,997,296	4.5%
7. Lake Naomi	\$20,513,999	3.9%
8. Springton Reservoir	\$18,498,800	3.5%
9. Arrowhead Lakes	\$17,569,299	3.3%
10. Westcolang Lake	\$13,989,798	2.6%

Total Pennsylvania Home Market: \$531,436,783

Largest Land Markets

1. Delaware River*	\$6,411,450	13.2%
2. Edinboro Lake	\$4,391,900	9.0%
3. Lake Wallenpaupack	\$3,739,935	7.7%
4. East Park Reservoir	\$2,857,500	5.9%
5. Lake Erie	\$2,614,500	5.4%
6. Springton Reservoir	\$1,950,000	4.0%
7. Lake Como	\$1,605,000	3.3%
8. Indian Mountain Lakes	\$1,225,498	2.5%
9. Towamensing Trails	\$1,188,688	2.4%
10. Lake Winola - Overfield Twp	\$1,084,499	2.2%

Total Pennsylvania Land Market: \$48,710,124

The Pennsylvania home market increased from \$501 MM in summer 2023 to \$531 MM in fall 2023.

Most Expensive Homes

1. Springton Reservoir	\$1,233,253
2. Lake Harmony - Split Rock	\$641,936

Most Affordable Homes

1. Conneaut Lake	\$430,365
2. Westcolang Lake	\$437,181

* 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	172	8.5%	6. Roamingwood Lake	87	4.3%
2. Pocono Country Place	110	5.4%	7. Lake Erie	80	4.0%
3. Indian Mountain Lakes	101	5.0%	8. Arrowhead Lakes	72	3.6%
4. Delaware River*	94	4.6%	9. Lake Harmony - Split Rock	54	2.7%
5. Towamensing Trails	90	4.5%	10. Emerald Lakes	45	2.2%
Total Pennsylvania Listings:				2,035	

Most Homes Available

1. Lake Wallenpaupack	94	7.6%
2. Pocono Country Place	92	7.5%
3. Lake Erie	68	5.5%
4. Delaware River*	64	5.2%
5. Roamingwood Lake	60	4.9%
6. Arrowhead Lakes	48	3.9%
7. Lake Harmony - Split Rock	44	3.6%
8. Towamensing Trails	38	3.1%
9. Indian Mountain Lakes	37	3.0%
10. Hemlock Farms Area Lakes	34	2.8%

Total Pennsylvania Home Listings: 1,232

Most Land Available

1. Lake Wallenpaupack	75	9.5%
2. Indian Mountain Lakes	64	8.1%
3. Towamensing Trails	52	6.6%
4. Crystal Lake	30	3.8%
5. Roamingwood Lake	27	3.4%
6. Delaware River*	25	3.2%
7. Arrowhead Lakes	24	3.0%
8. Edinboro Lake	22	2.8%
8. Paupackan Lake	22	2.8%
10. Holiday Pocono	21	2.7%

Total Pennsylvania Land Listings: 790

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir	\$6,977,027
2. Edinboro Lake	\$138,400
3. Arrowhead Lakes	\$109,206
4. Pocono Country Place	\$76,729
5. Lake Harmony - Split Rock	\$71,466
6. Lake Wallenpaupack	\$69,762
7. Locust Lake	\$52,818
8. Greenwood Acres	\$50,063

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

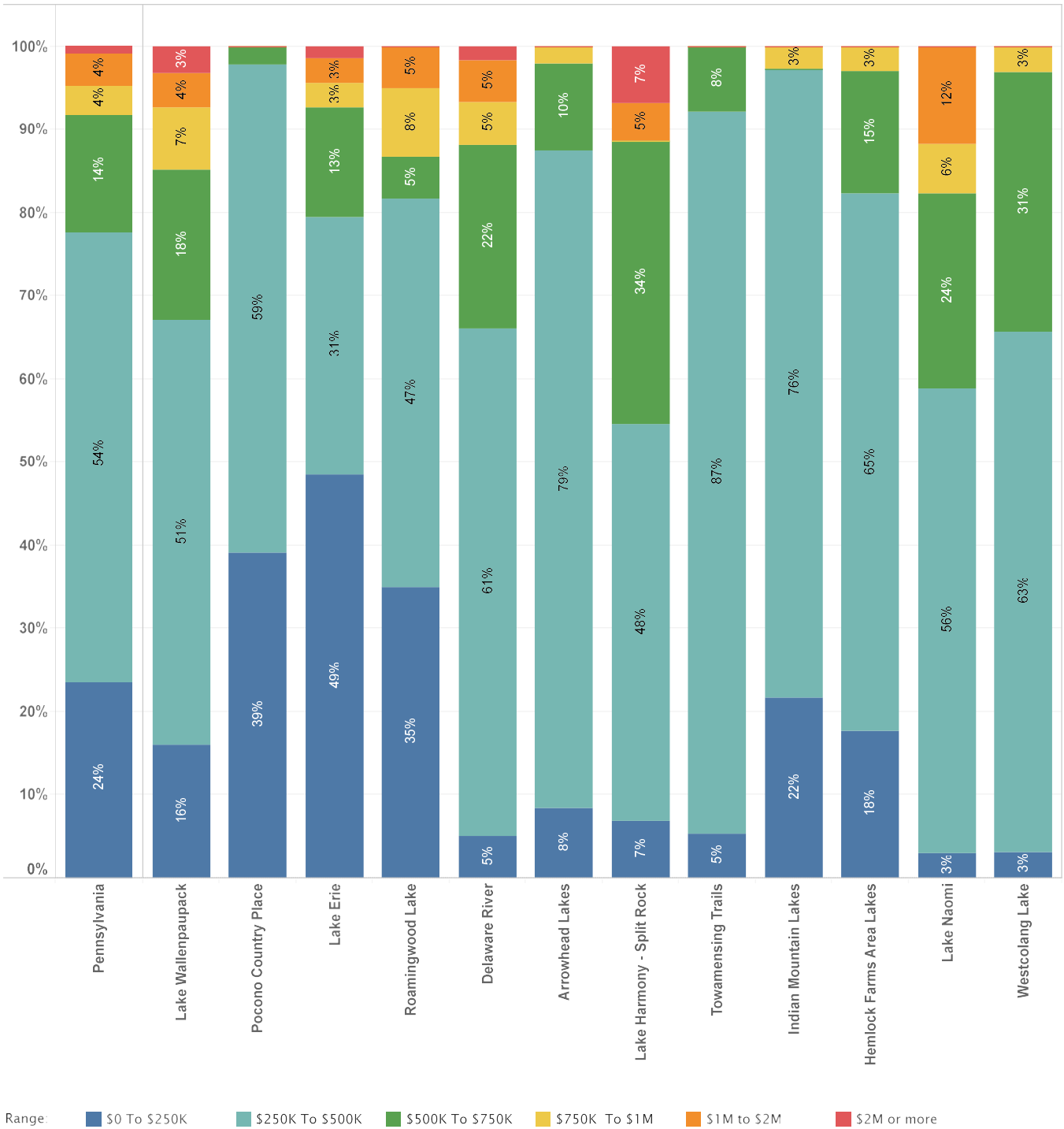
1. Tink Wig Lake	\$14,775
2. Crystal Lake	\$17,120
3. Holiday Pocono	\$17,721
4. Walker Lake	\$18,173
5. Conashaugh Lake	\$18,456
6. Big Bass Lake	\$19,816
7. Lake in the Clouds	\$19,899
8. Fawn Lake	\$24,621

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.

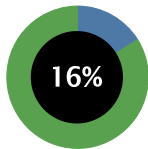
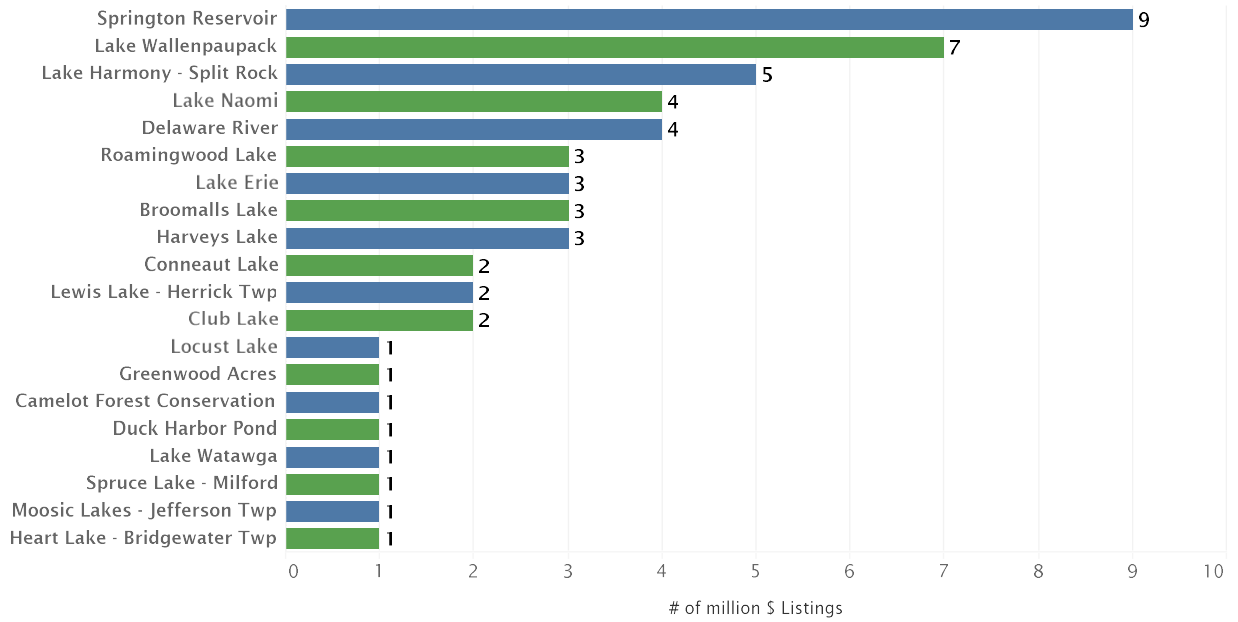
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2023Q3



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2023Q3

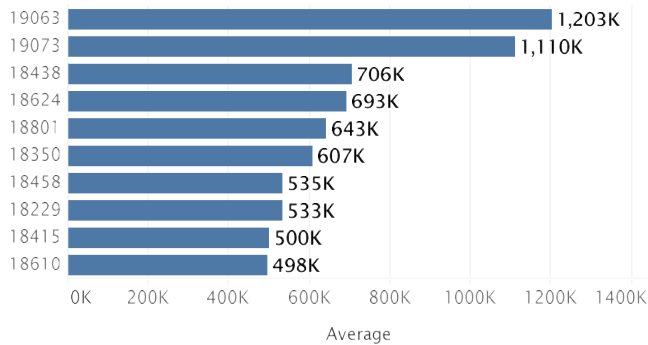


of \$1M+ Homes in Pennsylvania are on Springton Reservoir

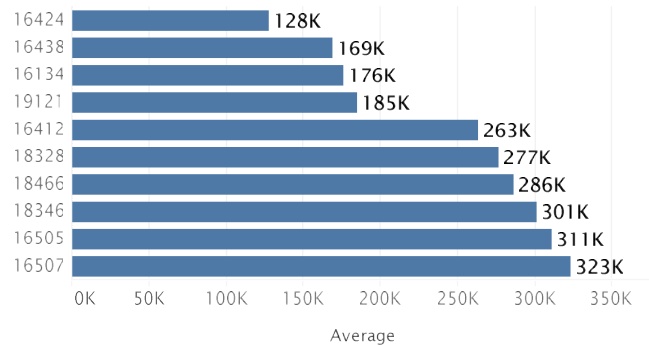
Total Number of \$1M+ Homes

55

Most Expensive ZIP Codes 2023Q3

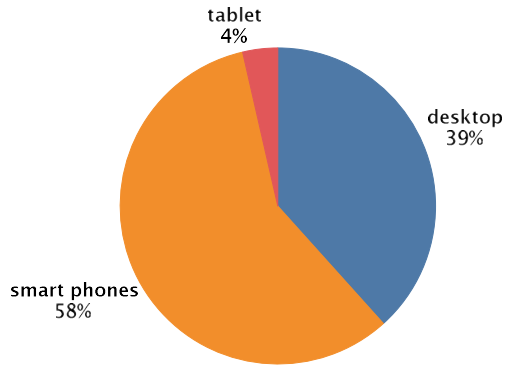


Most Affordable ZIP Codes 2023Q3

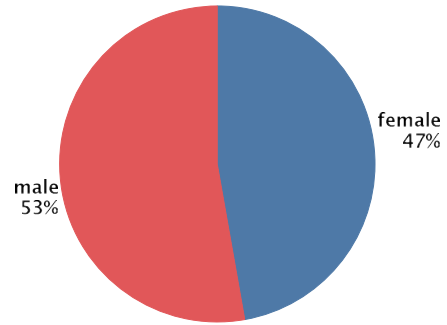


Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

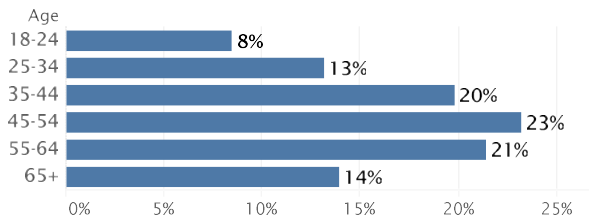


70% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2023Q3



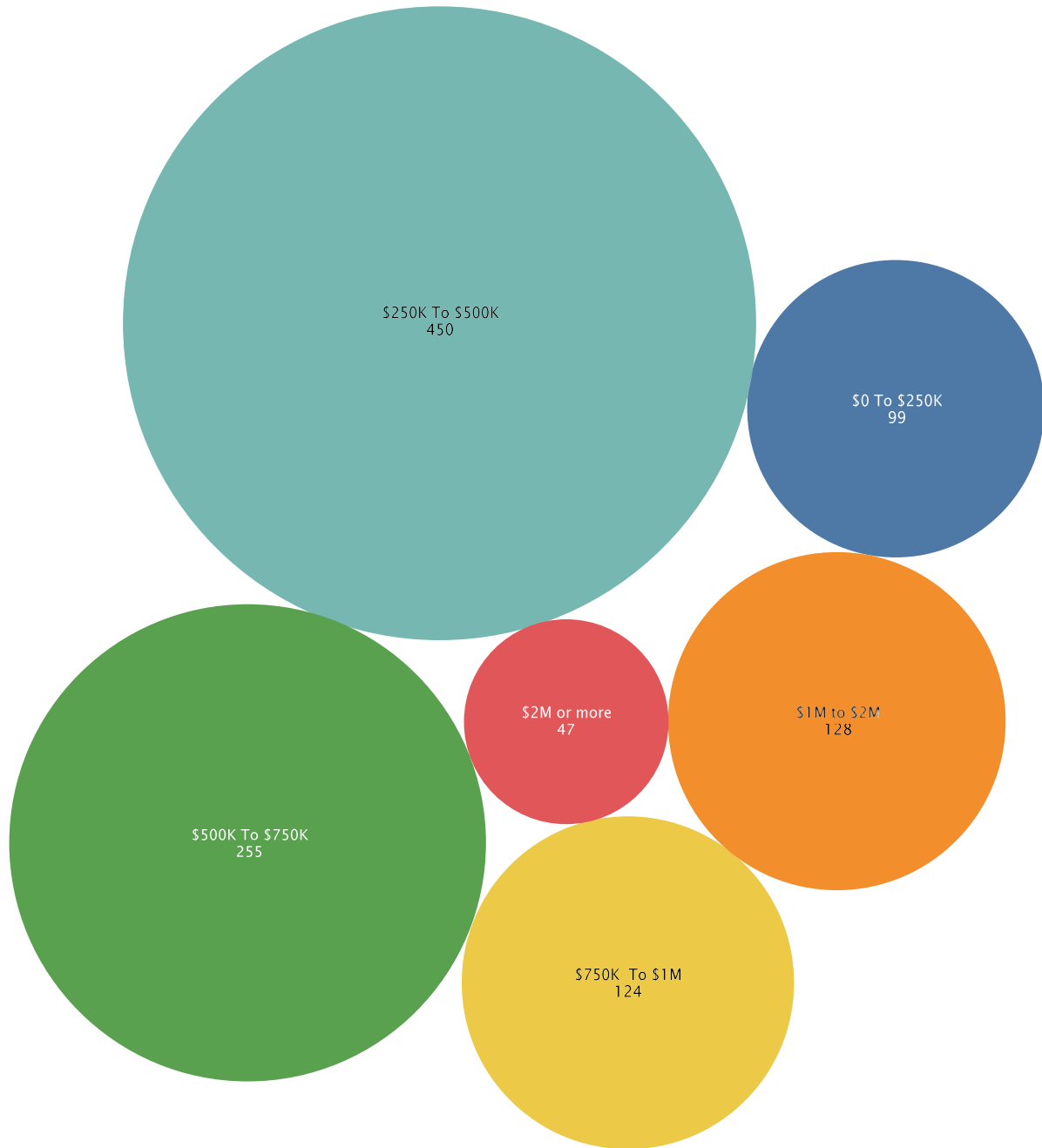
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Boston MA-Manchester, NH
- Atlanta, GA
- Cleveland-Akron (Canton), OH
- Columbus, OH
- Baltimore, MD
- Savannah, GA
- Greenville-Spartanburg-Asheville-Anderson
- Louisville, KY



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2023Q3



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



South Carolina

The South Carolina market has seen a decrease of \$29 MM from summer 2023 to summer 2023.

Largest Markets

1. Lake Wylie*	\$359,117,808	26.0%	6. Thurmond Lake*	\$53,373,090	3.9%
2. Lake Keowee	\$283,382,550	20.6%	7. Lake Greenwood	\$47,043,283	3.4%
3. Lake Hartwell*	\$205,450,858	14.9%	8. Lake Wateree	\$31,624,544	2.3%
4. Lake Murray	\$192,337,178	13.9%	9. Lake Moultrie	\$27,110,668	2.0%
5. Lake Marion	\$67,647,726	4.9%	10. Savannah River - North Augusta	\$17,846,889	1.3%

Total South Carolina Market: \$1,380,308,766

Largest Home Markets

1. Lake Wylie*	\$280,237,110	27.4%
2. Lake Keowee	\$207,006,859	20.2%
3. Lake Murray	\$148,227,202	14.5%
4. Lake Hartwell*	\$145,065,767	14.2%
5. Lake Marion	\$47,847,533	4.7%
6. Thurmond Lake*	\$37,048,000	3.6%
7. Lake Greenwood	\$29,941,000	2.9%
8. Lake Wateree	\$25,838,894	2.5%
9. Lake Carolina	\$17,015,827	1.7%
10. Lake Moultrie	\$14,567,788	1.4%

Total South Carolina Home Market: \$1,022,568,697

Largest Land Markets

1. Lake Wylie*	\$78,880,698	22.1%
2. Lake Keowee	\$76,375,691	21.4%
3. Lake Hartwell*	\$60,385,091	16.9%
4. Lake Murray	\$44,109,976	12.4%
5. Lake Marion	\$19,401,193	5.4%
6. Thurmond Lake*	\$16,325,090	4.6%
7. Lake Greenwood	\$16,127,283	4.5%
8. Lake Moultrie	\$12,542,880	3.5%
9. Savannah River - North Augusta	\$7,384,600	2.1%
10. Lake Wateree	\$5,785,650	1.6%

Total South Carolina Land Market: \$356,366,069

58% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,655,055
2. Lake Secession	\$790,417

Most Affordable Homes

1. Lake Hartwell	\$610,423
2. Lake Wateree	\$707,775

* 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*	635	21.0%	6. Lake Marion	237	7.8%
2. Lake Wylie*	509	16.9%	7. Lake Greenwood	209	6.9%
3. Lake Keowee	364	12.1%	8. Lake Wateree	65	2.2%
4. Lake Murray	323	10.7%	9. Lake Moultrie	56	1.9%
5. Thurmond Lake*	314	10.4%	10. Lake Carolina	43	1.4%
Total South Carolina Listings:				3,022	

Most Homes Available

1. Lake Wylie*	390	26.9%
2. Lake Hartwell*	245	16.9%
3. Lake Murray	199	13.7%
4. Lake Marion	130	9.0%
5. Lake Keowee	126	8.7%
6. Thurmond Lake*	69	4.8%
7. Lake Greenwood	55	3.8%
8. Lake Carolina	39	2.7%
9. Lake Wateree	37	2.6%
10. Lake Moultrie	30	2.1%

Total South Carolina Home Listings: 1,448

Most Land Available

1. Lake Hartwell*	390	24.8%
2. Thurmond Lake*	245	15.6%
3. Lake Keowee	238	15.2%
4. Lake Greenwood	152	9.7%
5. Lake Murray	124	7.9%
6. Lake Wylie*	119	7.6%
7. Lake Marion	105	6.7%
8. Lake Wateree	28	1.8%
9. Lake Moultrie	26	1.7%
9. Savannah River - North Augusta	26	1.7%

Total South Carolina Land Listings: 1,570

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Forest Lake	\$347,545
2. Savannah River - North Augusta	\$253,643
3. Lake Murray	\$243,219
4. Fishing Creek Lake	\$229,934
5. Lake Wylie	\$171,348
6. Lake Keowee	\$159,813
7. Thurmond Lake	\$80,915
8. Lake Greenwood	\$72,795

Listings of 10 Acres or More

1. Lake Hartwell	\$49,409
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

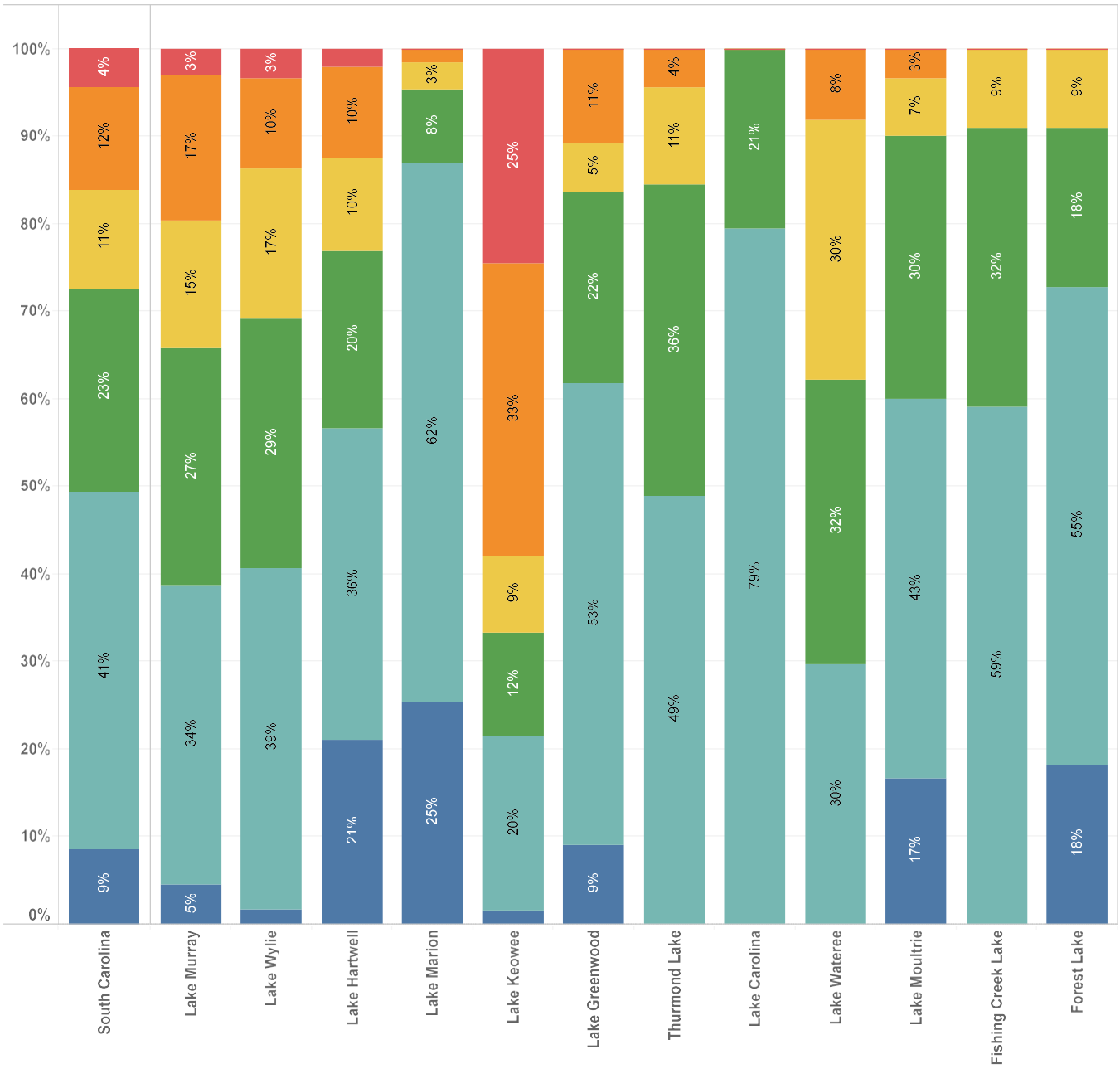
1. Lake Moultrie	\$33,493
2. Lake Secession	\$56,315
3. Lake Wateree	\$57,074
4. Lake Marion	\$71,789
5. Lake Hartwell	\$72,311
6. Lake Greenwood	\$72,795
7. Thurmond Lake	\$80,915
8. Lake Keowee	\$159,813

Listings of 10 Acres or More

1. Lake Greenwood	\$7,464
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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 2023Q3

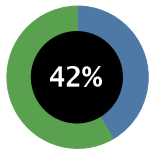
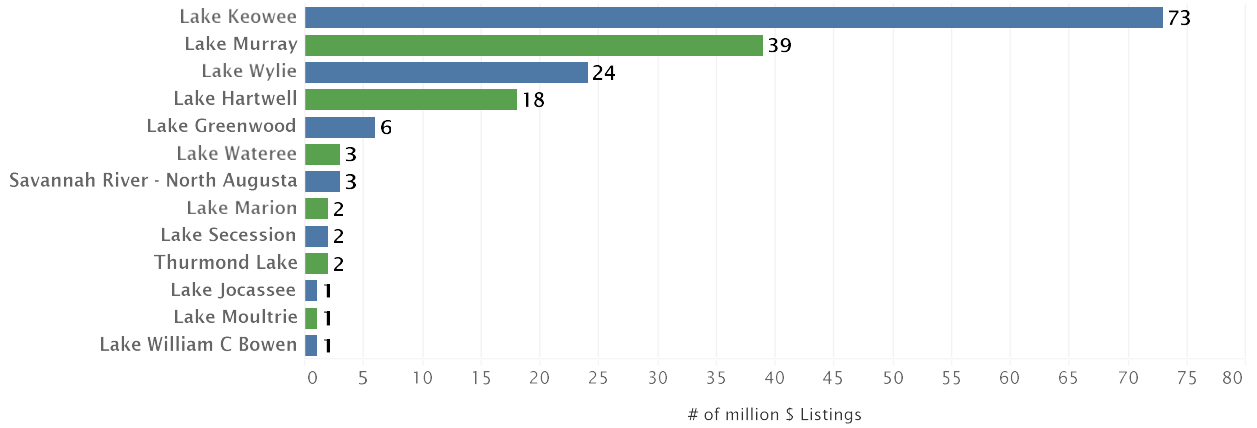


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2023Q3

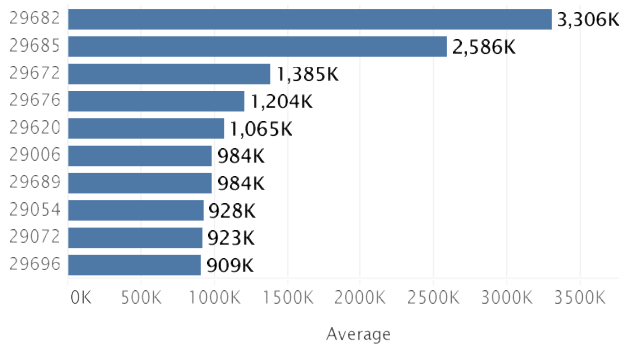


42% of \$1M+ Homes in South Carolina are on Lake Keowee

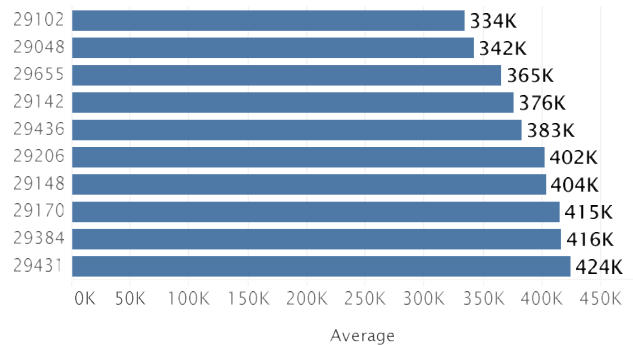
Total Number of \$1M+ Homes

175

Most Expensive ZIP Codes 2023Q3

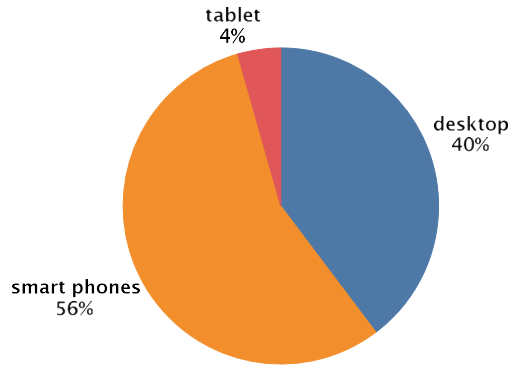


Most Affordable ZIP Codes 2023Q3

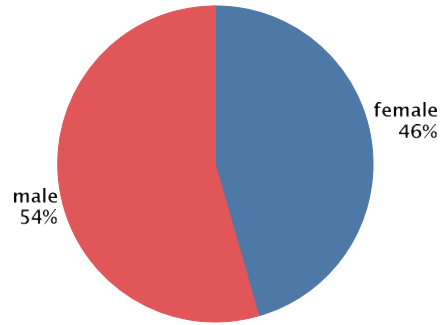


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

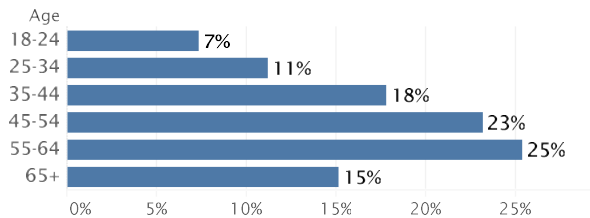


83% of potential buyers come from outside South Carolina

Atlanta

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

What Age Groups are Shopping 2023Q3



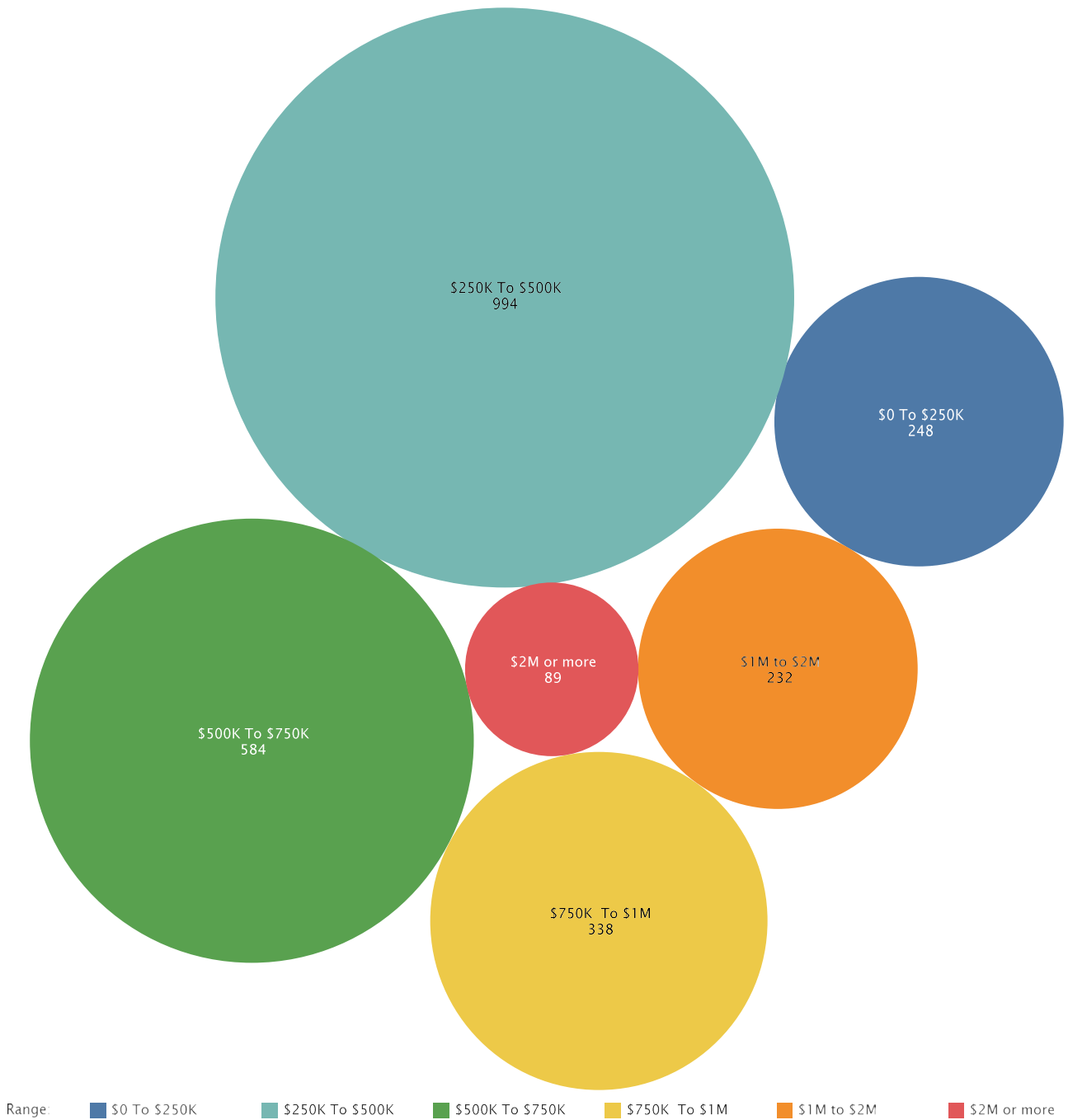
Number 2-10 metros are:

- Greenville-Spartanburg-Asheville-Anderson
- Charlotte, NC
- Raleigh-Durham (Fayetteville), NC
- Washington DC (Hagerstown MD)
- New York, NY
- Savannah, GA
- Chicago, IL
- Tampa-St. Petersburg (Sarasota), FL
- Boston MA-Manchester, NH



TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2023Q3



Tennessee

The Tennessee market increased from \$2.3 BB in summer 2023 to \$2.4 BB in fall 2023, a \$100 MM rise.

Largest Markets

1. Old Hickory Lake	\$492,876,185	20.3%	6. Watts Bar Lake	\$130,748,226	5.4%
2. Fort Loudoun Lake	\$201,793,977	8.3%	7. J. Percy Priest Lake	\$114,764,272	4.7%
3. Tellico Lake	\$158,525,288	6.5%	8. Norris Lake	\$109,785,667	4.5%
4. Tims Ford Lake	\$150,581,514	6.2%	9. Nickajack Lake	\$109,753,279	4.5%
5. Douglas Lake	\$135,693,221	5.6%	10. Chickamauga Lake	\$87,127,229	3.6%

Total Tennessee Market: \$2,427,244,885

Largest Home Markets

1. Old Hickory Lake	\$406,926,462	23.0%
2. Fort Loudoun Lake	\$155,514,147	8.8%
3. Tims Ford Lake	\$129,081,527	7.3%
4. Tellico Lake	\$117,891,248	6.7%
5. J. Percy Priest Lake	\$95,497,475	5.4%
6. Nickajack Lake	\$87,596,530	5.0%
7. Douglas Lake	\$84,953,693	4.8%
8. Watts Bar Lake	\$83,987,994	4.8%
9. Norris Lake	\$72,534,050	4.1%
10. Chickamauga Lake	\$64,405,929	3.6%

Total Tennessee Home Market: \$1,767,076,147

Largest Land Markets

1. Old Hickory Lake	\$85,949,723	13.0%
2. Douglas Lake	\$50,739,528	7.7%
3. Watts Bar Lake	\$46,760,232	7.1%
4. Fort Loudoun Lake	\$46,279,830	7.0%
5. Center Hill Lake	\$41,458,246	6.3%
6. Tellico Lake	\$40,634,040	6.2%
7. Norris Lake	\$37,251,617	5.6%
8. Cherokee Lake	\$26,670,954	4.0%
9. Kentucky Lake*	\$26,074,145	3.9%
10. Calf Killer River	\$25,877,199	3.9%

Total Tennessee Land Market: \$660,168,738

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

Most Expensive Homes

1. Fort Loudoun Lake	\$1,435,039
2. Normandy Lake	\$1,020,692

Most Affordable Homes

1. Tellico Lake	\$731,067
2. Old Hickory Lake	\$749,558

* 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	650	10.7%	6. Center Hill Lake	325	5.4%
2. Watts Bar Lake	462	7.6%	7. Douglas Lake	300	4.9%
3. Tellico Lake	410	6.8%	8. Cherokee Lake	298	4.9%
4. Norris Lake	394	6.5%	9. Tims Ford Lake	277	4.6%
5. Kentucky Lake*	356	5.9%	10. Lake Barkley*	257	4.2%
Total Tennessee Listings:				6,074	

Most Homes Available

1. Old Hickory Lake	546	20.9%
2. J. Percy Priest Lake	189	7.2%
3. Tims Ford Lake	180	6.9%
4. Tellico Lake	162	6.2%
5. Nickajack Lake	132	5.1%
6. Watts Bar Lake	123	4.7%
7. Douglas Lake	114	4.4%
8. Fort Loudoun Lake	110	4.2%
9. Boone Lake	102	3.9%
10. Kentucky Lake*	100	3.8%

Total Tennessee Home Listings: 2,607

Most Land Available

1. Watts Bar Lake	339	9.8%
2. Norris Lake	310	8.9%
3. Center Hill Lake	260	7.5%
4. Kentucky Lake*	256	7.4%
5. Tellico Lake	248	7.2%
6. Cherokee Lake	219	6.3%
7. Lake Barkley*	193	5.6%
8. Douglas Lake	186	5.4%
9. Tennessee River - West/Middle TN	129	3.7%
10. Lake Tansi	121	3.5%

Total Tennessee Land Listings: 3,467

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Fort Loudoun Lake	\$337,765
2. Nickajack Lake	\$310,065
3. Pickwick Lake	\$242,641
4. Tellico Lake	\$240,777
5. J. Percy Priest Lake	\$239,617
6. Old Hickory Lake	\$216,592
7. Tims Ford Lake	\$205,509
8. Tennessee River - West/Middle TN	\$109,379

Listings of 10 Acres or More

1. Fort Loudoun Lake	\$65,223
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

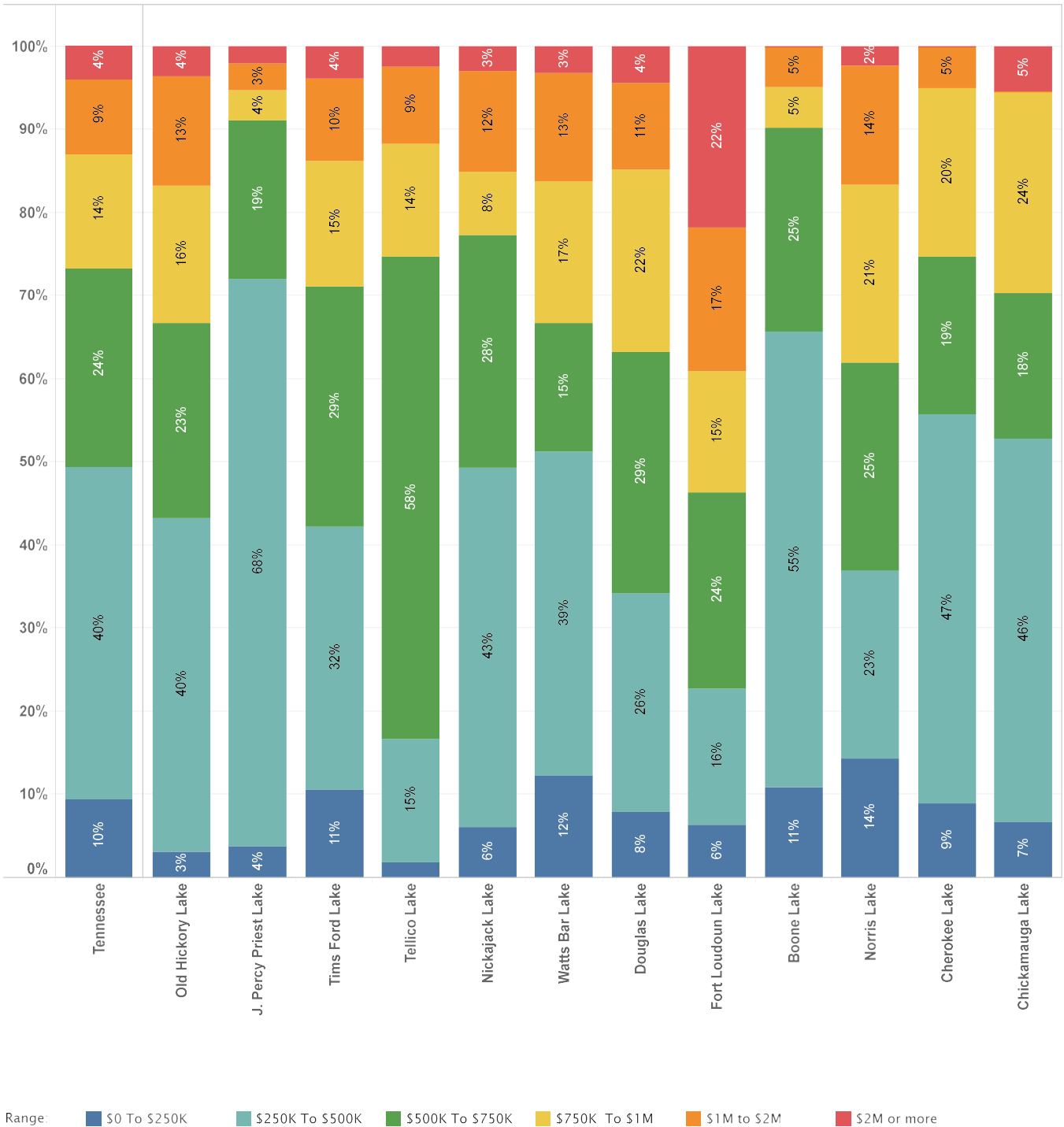
1. Lake Barkley	\$22,522
2. Lake Pomeroy	\$27,442
3. Cordell Hull Lake	\$28,034
4. Buffalo River	\$35,421
5. Kentucky Lake	\$35,705
6. Lake Glastowbury	\$42,287
7. Lake Malvern	\$43,339
8. Lake Catherine	\$43,903

Listings of 10 Acres or More

1. Kentucky Lake	\$7,542
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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.

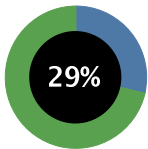
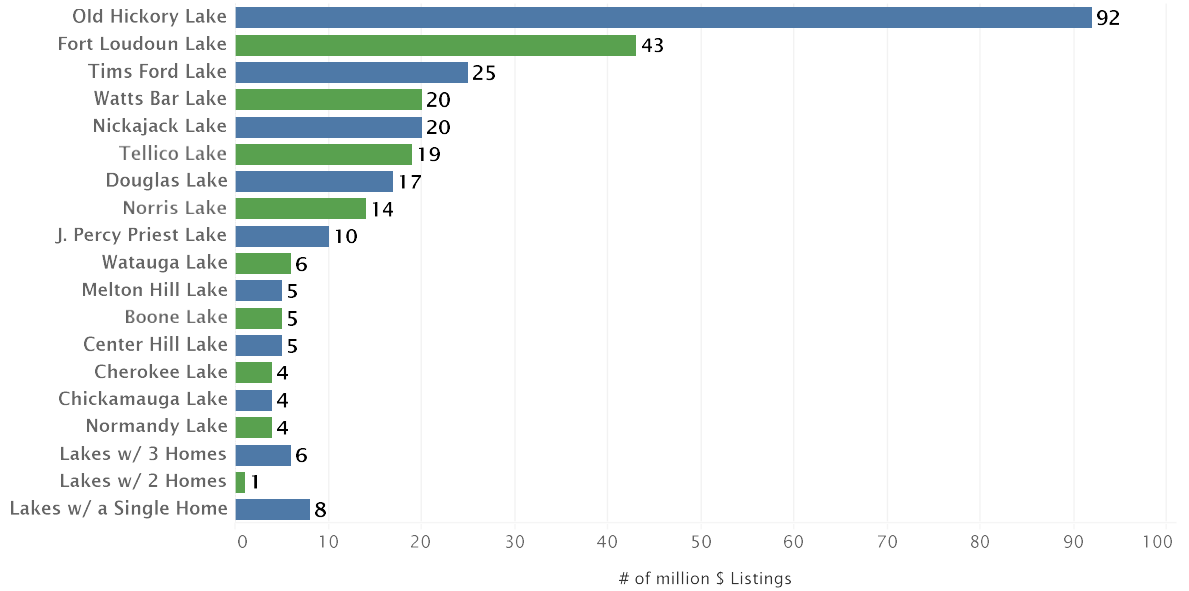
Price Breakdown by Percentage of Homes in the Tennessee Market 2023Q3



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Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2023Q3

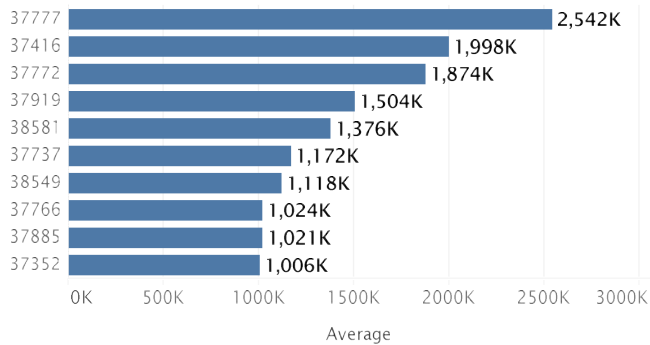


of \$1M+ Homes in Tennessee are on Old Hickory Lake

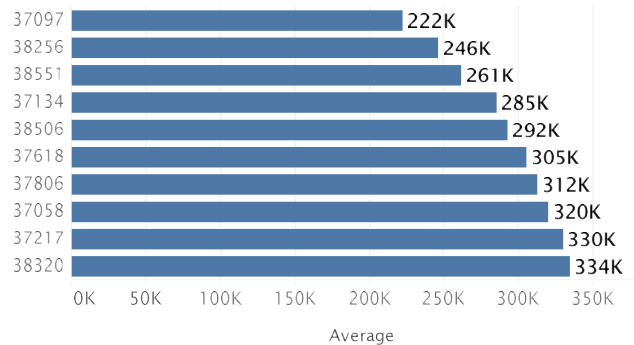
Total Number of \$1M+ Homes

321

Most Expensive ZIP Codes 2023Q3

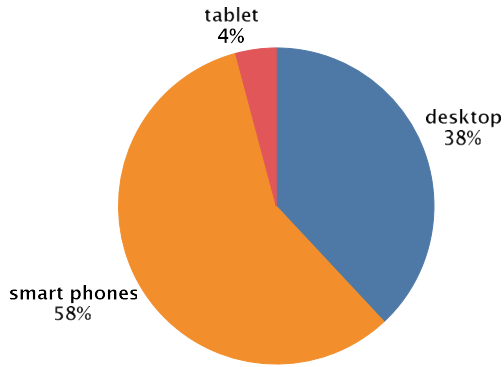


Most Affordable ZIP Codes 2023Q3

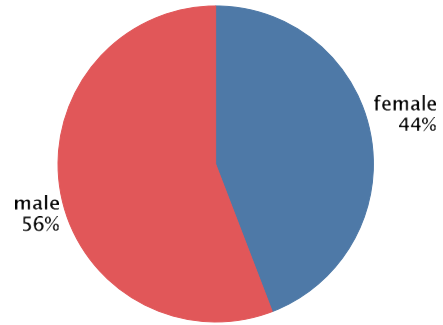


Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2023Q3

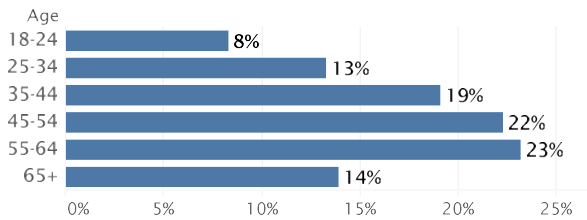


Male/Female Visitors 2023Q3



85% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2023Q3



Atlanta

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

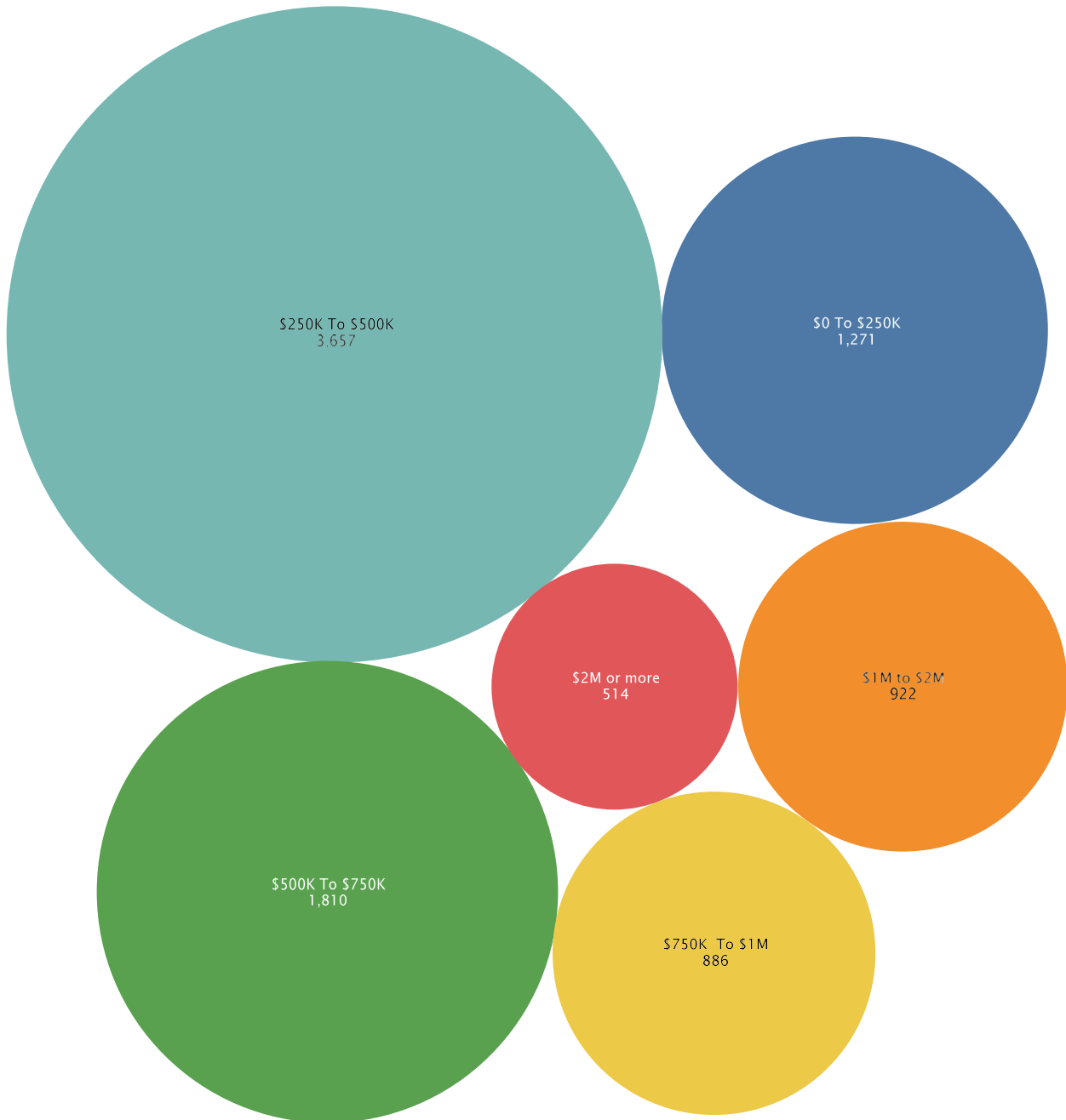
Number 2-10 metros are:

- Chicago, IL
- Washington DC (Hagerstown MD)
- Cincinnati, OH
- New York, NY
- Indianapolis, IN
- Spokane, WA
- Charlotte, NC
- Columbus, OH
- Dallas-Ft. Worth, TX



TEXAS

Price Breakdown by Number of Homes in the Texas Market 2023Q3



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



Texas

The total Texas market increased from \$8.3 BB in summer 2023 to \$8.9 BB in fall 2023, a 7% rise.

Largest Markets

1. Lake Travis	\$857,475,067	9.9%	6. Lake Austin	\$446,394,821	5.2%
2. Lewisville Lake	\$696,180,534	7.8%	7. Lady Bird Lake	\$416,016,646	4.8%
3. Lake LBJ	\$598,646,810	6.7%	8. Canyon Lake	\$415,667,386	4.8%
4. Cedar Creek Lake	\$549,128,540	6.2%	9. Lake Conroe	\$389,272,413	4.5%
5. Lake Ray Hubbard	\$468,257,591	5.3%	10. Lake Granbury	\$283,038,511	3.2%

Total Texas Market: \$8,896,574,718

Largest Home Markets

1. Lake Travis	\$680,989,570	9.9%
2. Lewisville Lake	\$585,539,200	8.5%
3. Cedar Creek Lake	\$468,649,438	6.8%
4. Lake LBJ	\$448,418,549	6.5%
5. Lady Bird Lake	\$401,678,746	5.9%
6. Lake Ray Hubbard	\$382,238,706	5.6%
7. Lake Austin	\$351,787,571	5.1%
8. Canyon Lake	\$312,488,274	4.6%
9. Lake Conroe	\$298,329,771	4.3%
10. Lake Granbury	\$232,756,675	3.4%

Total Texas Home Market: \$6,859,960,111

Largest Land Markets

1. Lake Travis	\$176,485,497	9.9%
2. Canyon Lake	\$103,179,112	5.8%
3. Lake Austin	\$94,607,250	5.3%
4. Lake Texoma*	\$91,460,736	5.1%
5. Lake Conroe	\$90,942,642	5.1%
6. Lake LBJ	\$88,728,261	5.0%
7. Lake Livingston	\$83,268,168	4.7%
8. Lewisville Lake	\$77,435,444	4.3%
9. Cedar Creek Lake	\$74,765,302	4.2%
10. Lake Ray Roberts	\$70,747,775	4.0%

Total Texas Land Market: \$1,785,555,586

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

Most Expensive Homes

1. Lake Austin	\$2,212,500
2. Meadow Lake	\$1,800,698

Most Affordable Homes

1. Possum Kingdom Lake	\$1,358,476
2. Lake Travis	\$1,412,012

* 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. Cedar Creek Lake	1,126	7.2%	6. Lake Conroe	780	5.0%
2. Lewisville Lake	1,040	6.6%	7. Lake Ray Hubbard	777	5.0%
3. Canyon Lake	1,023	6.6%	8. Lake Granbury	701	4.5%
4. Lake Travis	828	5.3%	9. Lake LBJ	523	3.3%
5. Lake Livingston	805	5.2%	10. Lake Texoma*	519	3.3%
Total Texas Listings:				15,682	

Most Homes Available

1. Lewisville Lake	929	10.2%
2. Lake Ray Hubbard	685	7.5%
3. Cedar Creek Lake	593	6.5%
4. Lake Conroe	575	6.3%
5. Lake Travis	483	5.3%
6. Canyon Lake	481	5.3%
7. Lake Granbury	444	4.9%
8. Lake Livingston	355	3.9%
9. Lake LBJ	291	3.2%
10. Lady Bird Lake	273	3.0%

Total Texas Home Listings: 9,148

Most Land Available

1. Canyon Lake	542	8.5%
2. Cedar Creek Lake	520	8.2%
3. Lake Livingston	450	7.1%
4. Lake Travis	345	5.4%
5. Lake Whitney	297	4.7%
6. Lake Texoma*	291	4.6%
7. Possum Kingdom Lake	270	4.3%
8. Richland Chambers Reservoir	247	3.9%
9. Lake Granbury	233	3.7%
10. Lake LBJ	226	3.6%

Total Texas Land Listings: 6,350

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lady Bird Lake	\$4,590,184
2. Lake Austin	\$1,827,898
3. Lake Marble Falls	\$828,618
4. Grapevine Lake	\$674,488
5. Lake LBJ	\$610,298
6. Clear Lake	\$503,709
7. Lake McQueeney	\$494,623
8. Lake Travis	\$472,359

Listings of 10 Acres or More

1. Lewisville Lake	\$148,788
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

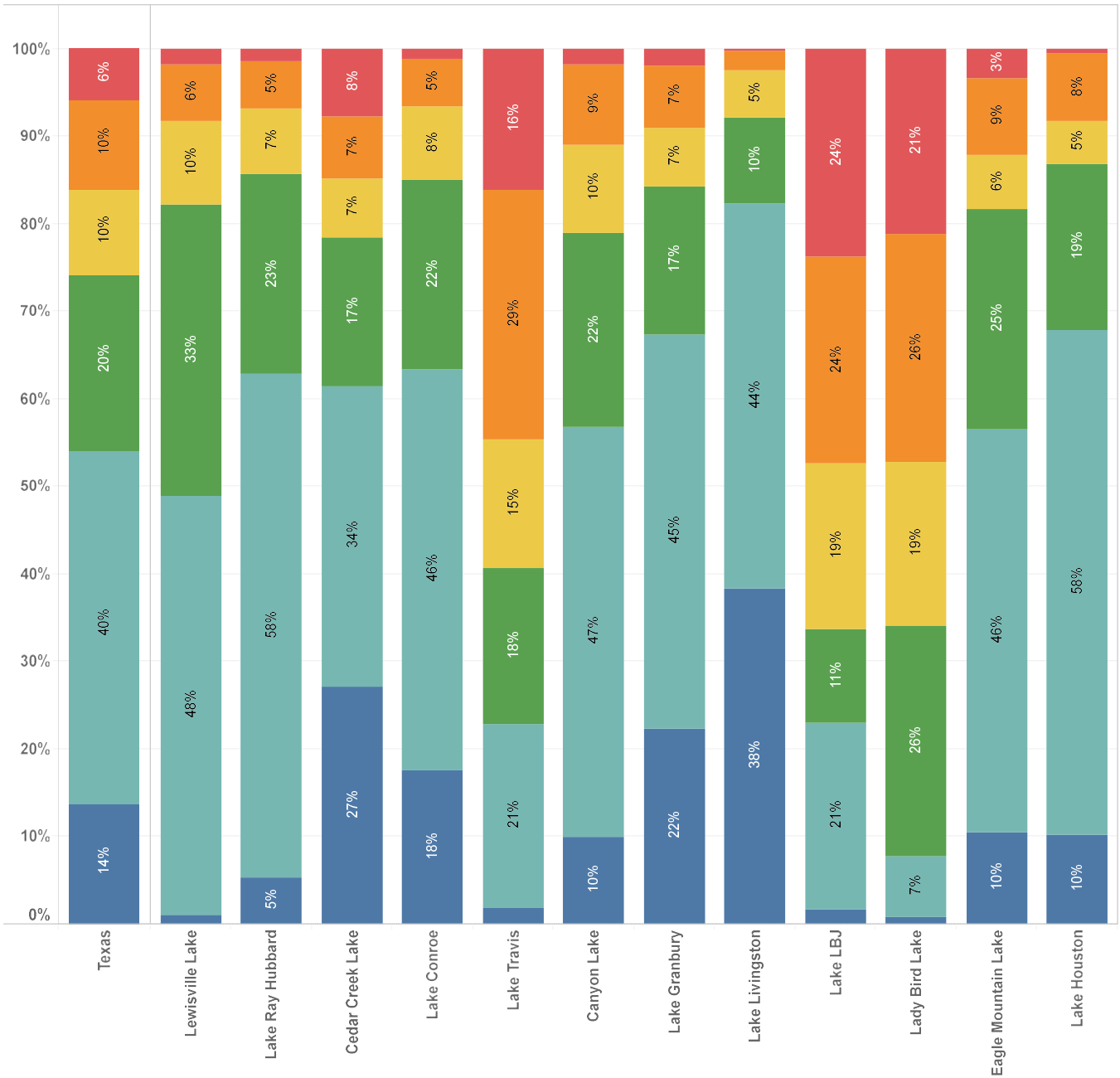
1. Safari Waters Ranch	\$27,626
2. Toledo Bend Reservoir	\$37,891
3. Hilltop Lakes	\$37,901
4. Lake Bonham	\$56,227
5. Lake Bob Sandlin	\$64,879
6. Medina Lake	\$70,335
7. Lake Whitney	\$71,980
8. Callender Lake	\$74,243

Listings of 10 Acres or More

1. Lake Quitman	\$11,773
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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 2023Q3

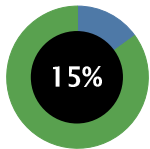
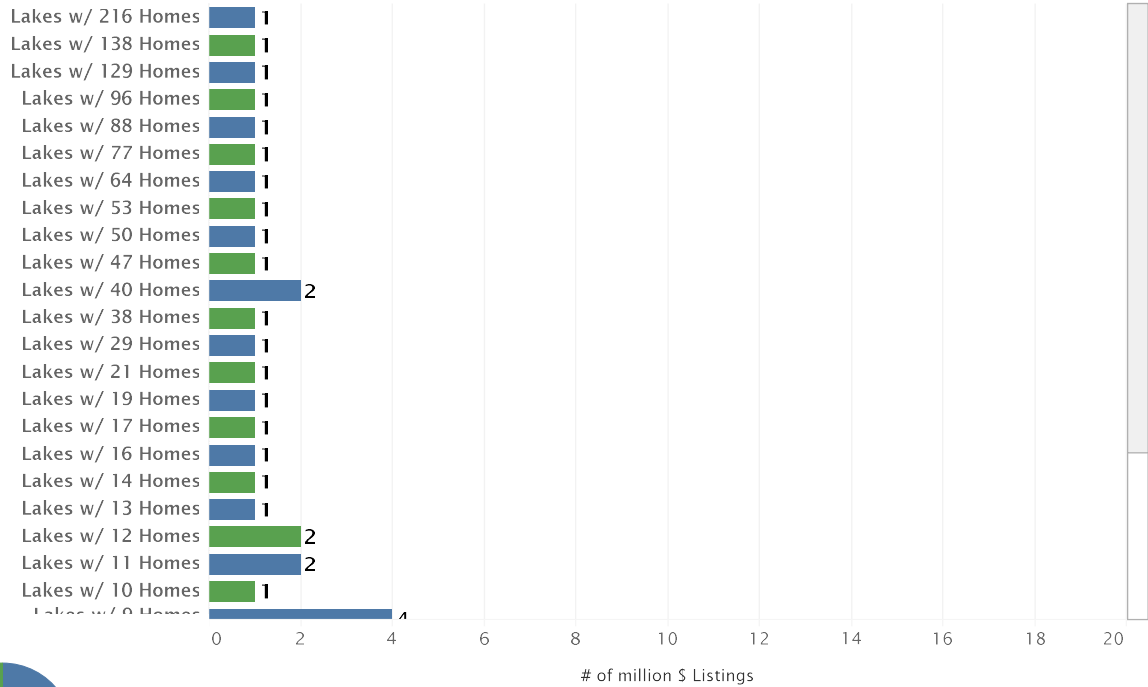


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2023Q3

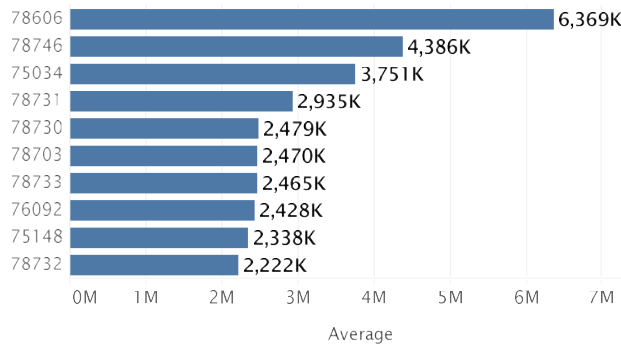


of \$1M+ Homes in Texas are on Lake Travis

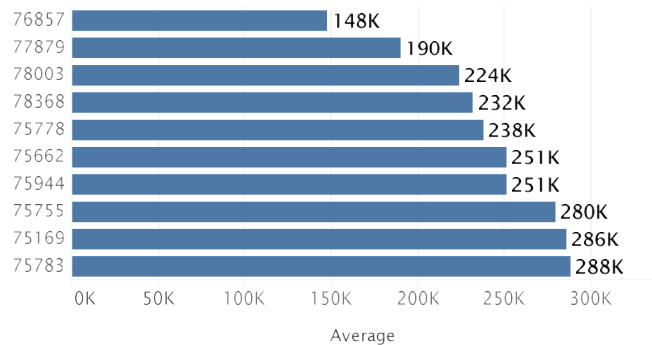
Total Number of \$1M+ Homes

1,436

Most Expensive ZIP Codes 2023Q3

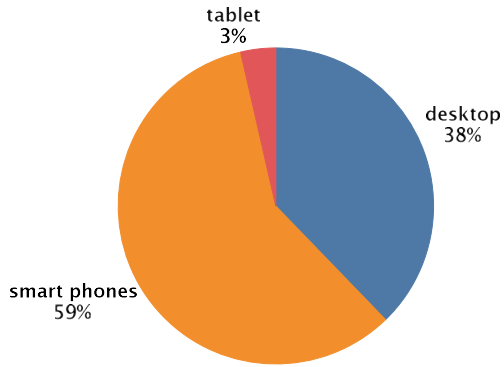


Most Affordable ZIP Codes 2023Q3

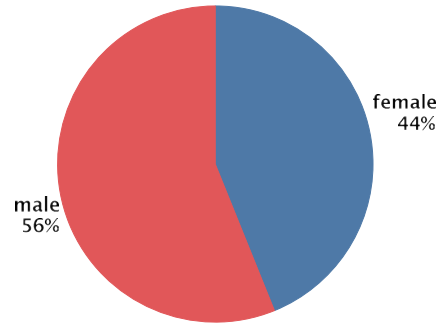


Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

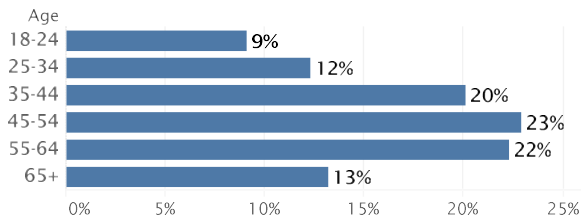


49% of potential buyers come from outside Texas

Oklahoma City

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

What Age Groups are Shopping 2023Q3



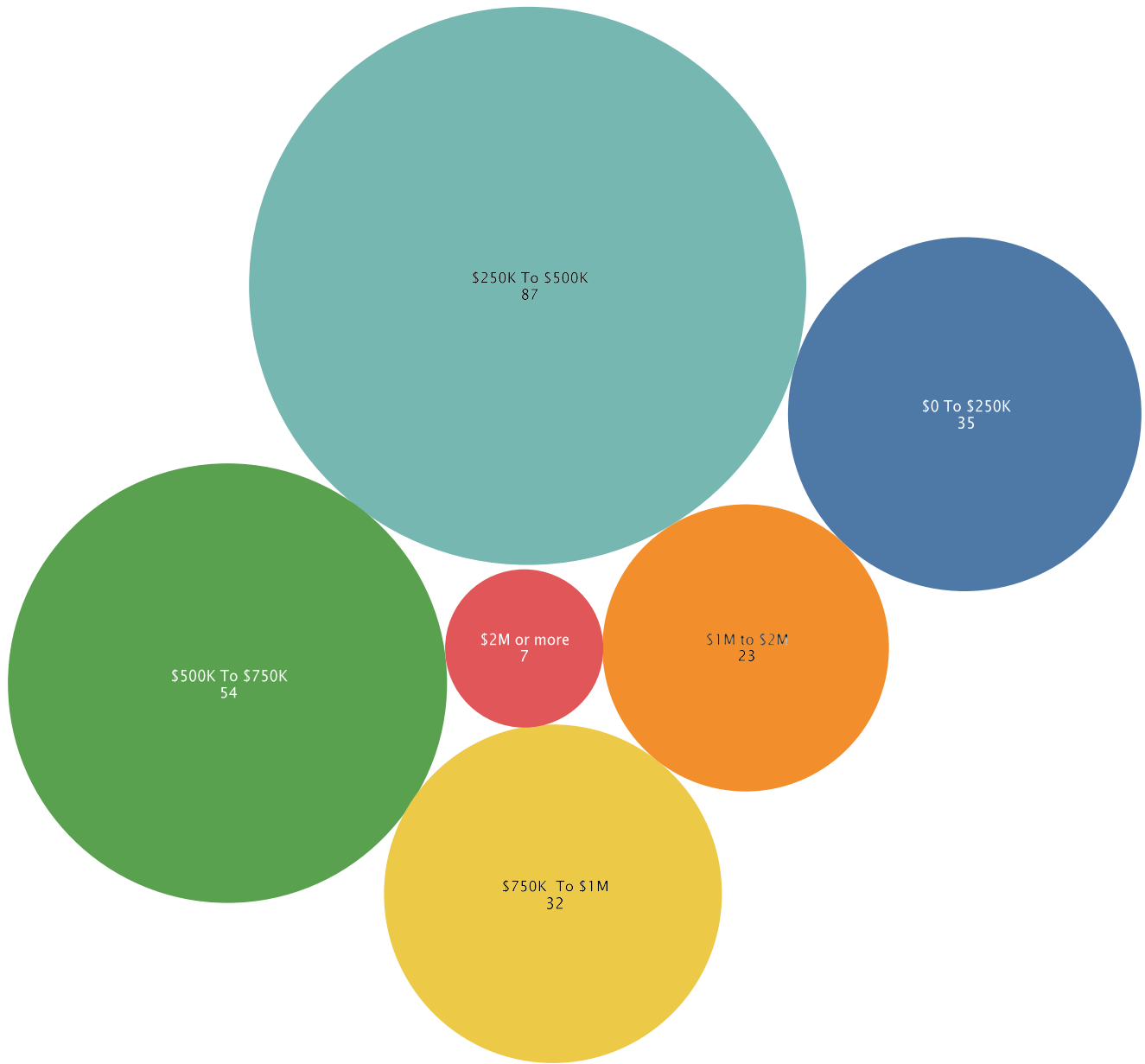
Number 2-10 metros are:

- Chicago, IL
- Spokane, WA
- Wichita-Hutchinson, KS
- Minneapolis-St. Paul, MN
- Nashville, TN
- Lincoln & Hastings-Kearney, NE
- Des Moines-Ames, IA
- Little Rock-Pine Bluff, AR
- Los Angeles, CA



VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2023Q3



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



Vermont

The total Vermont market increased from \$156 MM in summer 2023 to \$272 MM in fall 2023, a 54% increase.

Largest Markets

1. Lake Champlain*	\$194,805,378	71.5%
2. Lake Memphremagog	\$14,182,500	5.2%
3. Jewell Brook Site Number 3 Reservoir	\$9,995,595	4.4%
4. Lake Bomoseen	\$9,452,700	3.5%
5. Lake Willoughby	\$7,108,000	2.6%

Total Vermont Market: \$272,381,070

Most Listings

1. Lake Champlain*	311	68.1%
2. Lake Bomoseen	20	4.4%
2. Lake Memphremagog	20	4.4%
4. Lake Raponda	14	3.2%
5. Lake Lamoille	7	1.6%

Total Vermont Listings: 457

Largest Home Markets

1. Lake Champlain*	\$168,702,984	73.8%
2. Jewell Brook Site Number 3 Reservoir	\$9,995,595	4.4%
3. Lake Memphremagog	\$9,940,500	4.4%
4. Lake Bomoseen	\$8,423,800	3.7%
5. Lake Willoughby	\$4,329,000	1.9%

Total Vermont Home Market: \$228,457,776

Most Homes Available

1. Lake Champlain*	232	72.3%
2. Lake Bomoseen	13	4.0%
2. Lake Memphremagog	13	4.0%
4. Lake Dunmore	5	1.6%
4. Lake Eden	5	1.6%

Total Vermont Home Listings: 321

Largest Land Markets

1. Lake Champlain*	\$18,504,495	65.9%
2. Lake Memphremagog	\$2,224,000	7.9%
3. Lake Willoughby	\$2,100,000	7.5%
4. Island Pond	\$988,000	3.5%
5. Lake Bomoseen	\$730,000	2.6%

Total Vermont Land Market: \$28,084,495

Most Land Available

1. Lake Champlain*	72	61.0%
2. Lake Raponda	10	8.5%
3. Lake Bomoseen	6	5.1%
4. Lake Beebe	5	4.2%
5. Lake Lamoille	3	2.5%

Total Vermont Land Listings: 118

Average Home Price

1. Lake Champlain - Addison Area	\$3,005,582
2. Lake Champlain - Burlington Area	\$899,982
3. Lake Memphremagog	\$764,654

Average Land Price Per Acre

Listings of Less Than 10 Acres

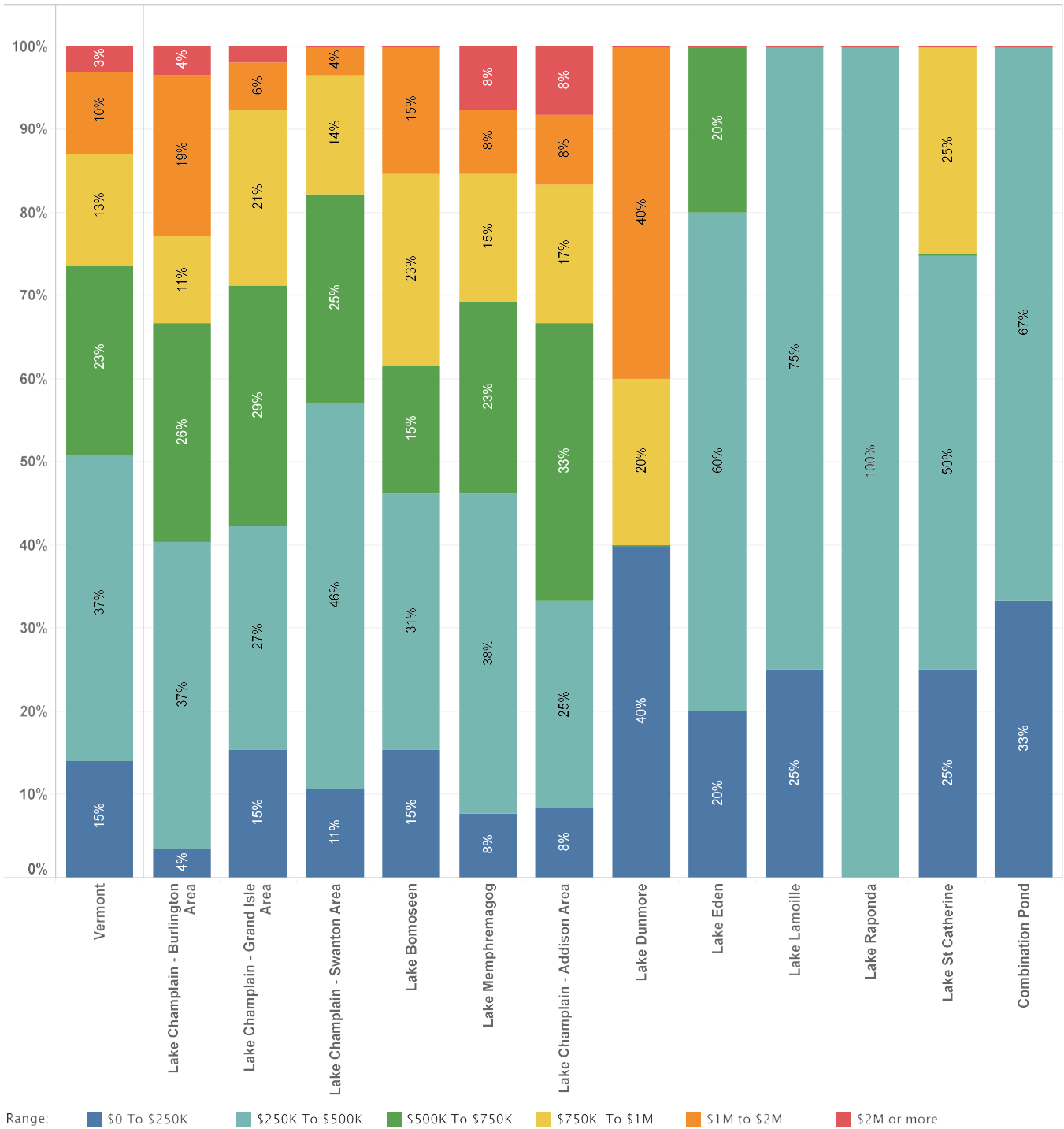
1. Lake Champlain - Grand Isle Area	\$86,804
2. Lake Raponda	\$51,302

Listings of 10 Acres or More

1. Lake Champlain - Grand Isle Area	\$14,752
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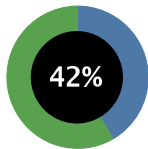
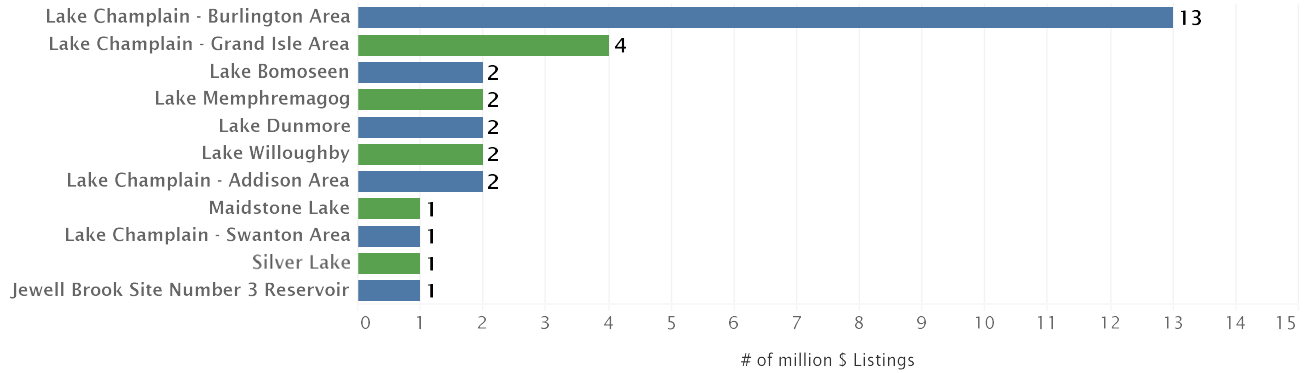
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Vermont Market 2023Q3



Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2023Q3

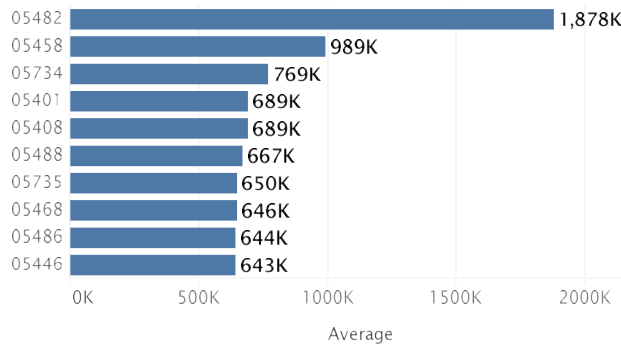


42% of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

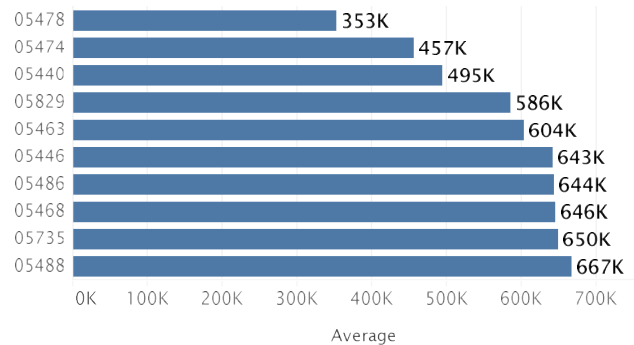
Total Number of \$1M+ Homes

31

Most Expensive ZIP Codes 2023Q3

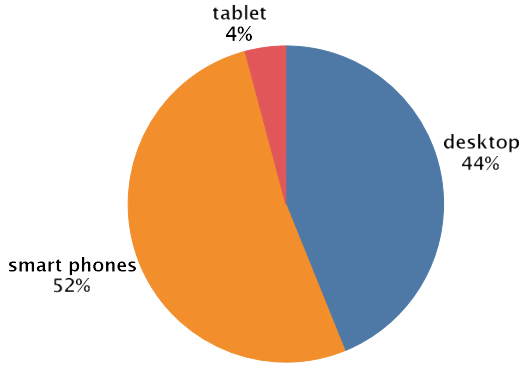


Most Affordable ZIP Codes 2023Q3

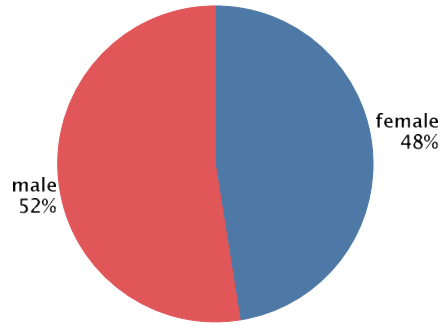


Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

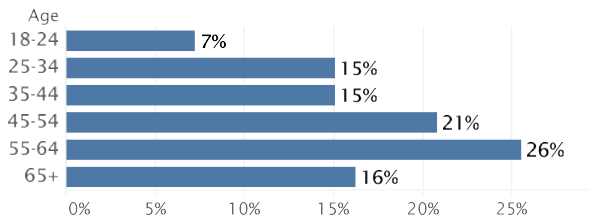


89% of potential buyers come from outside Vermont

New York,

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

What Age Groups are Shopping 2023Q3



Number 2-10 metros are:

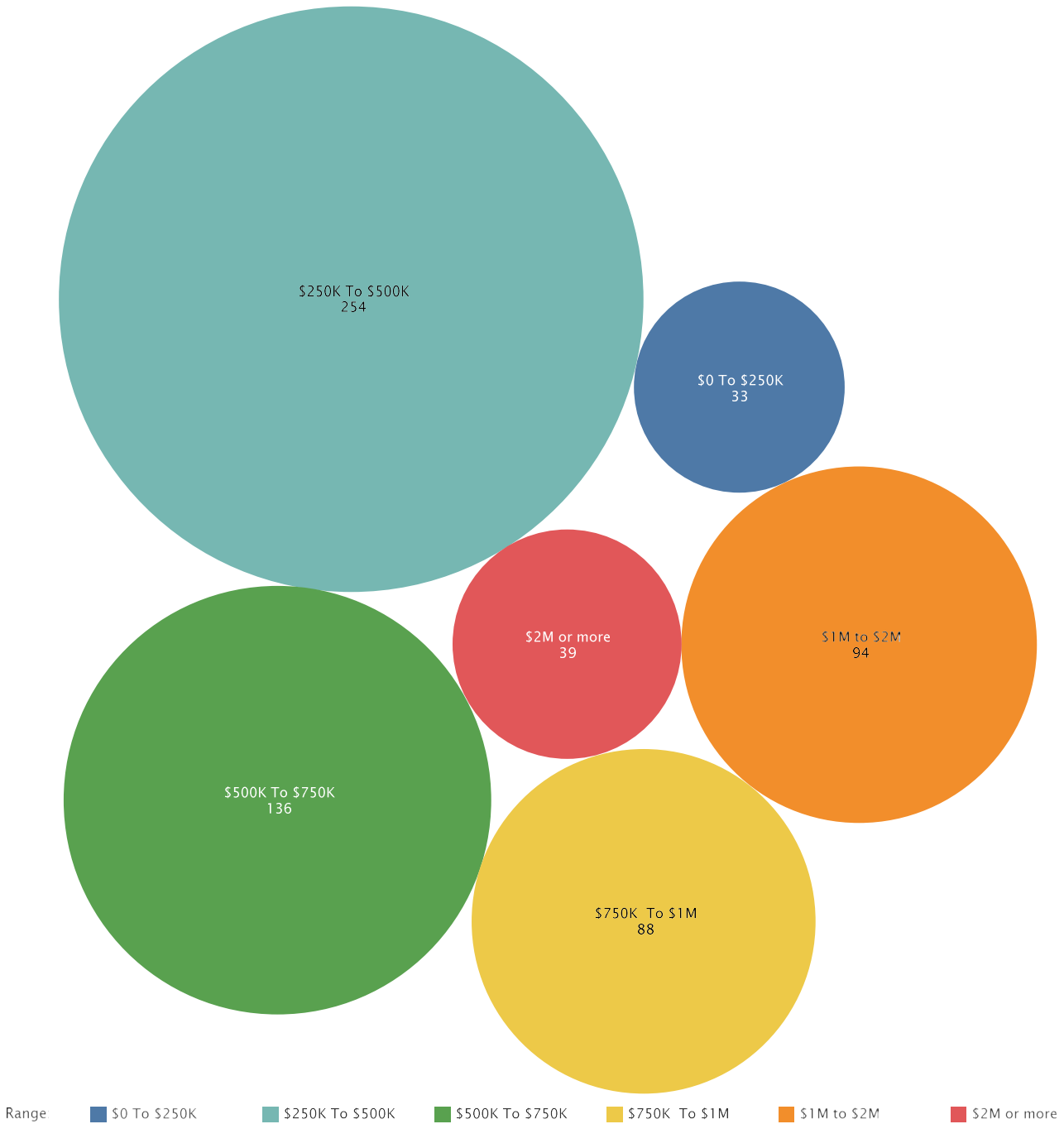
- Boston MA-Manchester, NH
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Atlanta, GA
- Portland-Auburn, ME
- Springfield-Holyoke, MA
- Greenville-Spartanburg-Asheville-Anderson



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2023Q3



Virginia

The Virginia market fell from \$805 MM in summer 2023 to \$743 MM in fall 2023, a \$62 MM decrease.

Largest Markets

1. Smith Mountain Lake	\$224,218,936	30.2%	6. Fawn Lake	\$23,963,770	3.2%
2. Lake Anna	\$139,073,870	18.7%	7. Lake Barcroft	\$16,848,703	2.3%
3. Lake Gaston*	\$94,454,362	12.7%	8. Occoquan Reservoir	\$16,530,999	2.2%
4. Lake of the Woods	\$27,168,272	3.7%	9. Lake Frederick	\$12,084,900	2.2%
5. John H Kerr Reservoir*	\$24,068,000	3.2%	10. Hunting Run	\$12,073,948	1.6%

Total Virginia Market: \$742,942,433

Largest Home Markets

1. Smith Mountain Lake	\$153,843,243	27.6%
2. Lake Anna	\$113,070,080	20.3%
3. Lake Gaston*	\$56,003,413	10.1%
4. Lake of the Woods	\$24,659,572	4.4%
5. Fawn Lake	\$21,118,770	3.8%
6. John H Kerr Reservoir*	\$19,237,500	3.5%
7. Lake Barcroft	\$15,698,703	2.8%
8. Occoquan Reservoir	\$14,220,099	2.6%
9. Lake Frederick	\$12,084,900	2.2%
10. Hunting Run	\$10,975,148	2.0%

Total Virginia Home Market: \$556,626,954

Largest Land Markets

1. Smith Mountain Lake	\$70,375,693	37.8%
2. Lake Gaston*	\$38,450,949	20.6%
3. Lake Anna	\$26,003,790	14.0%
4. Leesville Lake	\$8,130,300	4.4%
5. Ni River Reservoir	\$7,060,000	3.8%
6. John H Kerr Reservoir*	\$4,830,500	2.6%
7. South Holston Lake*	\$3,265,499	1.8%
8. Claytor Lake	\$3,125,000	1.7%
9. Fawn Lake	\$2,845,000	1.5%
10. Lake of the Woods	\$2,508,700	1.3%

Total Virginia Land Market: \$186,315,479

35% of the homes on Smith Mountain Lake are priced at \$1M or more.

Most Expensive Homes

1. Lake Barcroft	\$1,207,593
2. Fawn Lake	\$1,111,514

Most Affordable Homes

1. Occoquan Reservoir	\$748,426
2. John H Kerr Reservoir	\$767,244

Most Listings

1. Smith Mountain Lake	492	29.0%	6. Lake of the Woods	61	3.6%
2. Lake Gaston*	294	17.3%	7. Lake Holiday	33	1.9%
3. Lake Anna	246	14.5%	8. Lake Monticello	28	1.6%
4. Leesville Lake	80	4.7%	9. Occoquan Reservoir	24	1.4%
5. John H Kerr Reservoir*	67	3.9%	10. Fawn Lake	23	1.4%
Total Virginia Listings:				1,697	

Most Homes Available

1. Smith Mountain Lake	144	19.9%
2. Lake Anna	120	16.6%
3. Lake Gaston*	88	12.2%
4. Lake of the Woods	45	6.2%
5. John H Kerr Reservoir*	31	4.3%
6. Lake Monticello	24	3.3%
7. Fawn Lake	19	2.6%
7. Occoquan Reservoir	19	2.6%
9. Lake Frederick	18	2.5%
10. Lake Caroline	15	2.1%

Total Virginia Home Listings: 722

Most Land Available

1. Smith Mountain Lake	348	35.7%
2. Lake Gaston*	206	21.1%
3. Lake Anna	126	12.9%
4. Leesville Lake	77	7.9%
5. John H Kerr Reservoir*	36	3.7%
6. Lake Holiday	20	2.1%
7. Lake of the Woods	16	1.6%
8. South Holston Lake*	15	1.5%
9. Claytor Lake	12	1.2%
9. Lake Jackson	12	1.2%

Total Virginia Land Listings: 975

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$350,156
2. Lake Holiday	\$342,100
3. Claytor Lake	\$155,705
4. Lake Jackson	\$137,780
5. Smith Mountain Lake	\$115,969
6. John H Kerr Reservoir	\$95,276
7. Lake Anna	\$92,594
8. Lake Izac	\$91,683

Listings of 10 Acres or More

1. Lake Anna	\$35,433
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

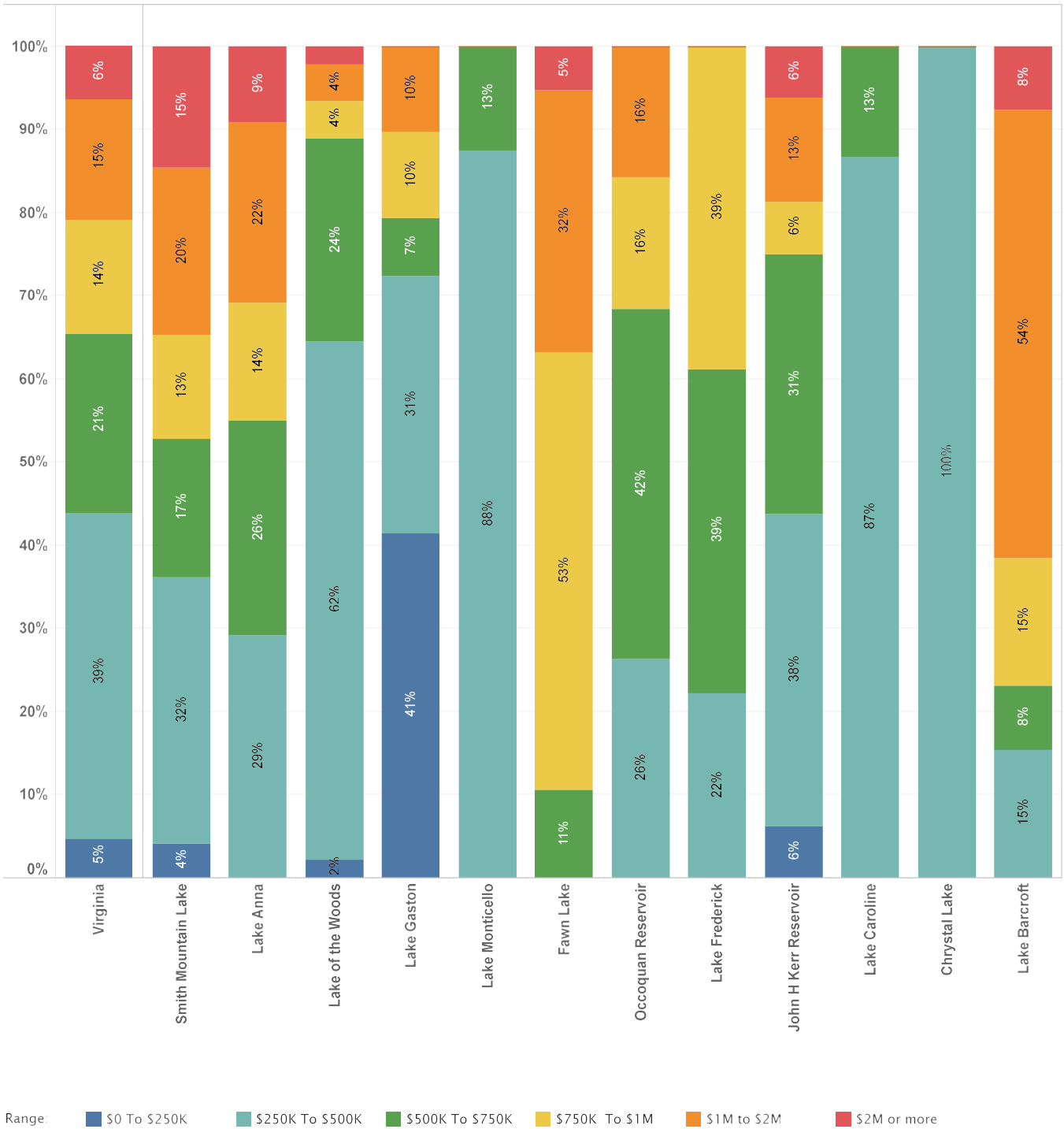
1. Leesville Lake	\$39,807
2. South Holston Lake	\$69,624
3. Lake Gaston	\$75,523
4. Lake Izac	\$91,683
5. Lake Anna	\$92,594
6. John H Kerr Reservoir	\$95,276
7. Smith Mountain Lake	\$115,969
8. Lake Jackson	\$137,780

Listings of 10 Acres or More

1. Leesville Lake	\$6,872
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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.

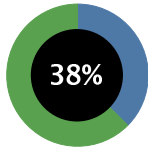
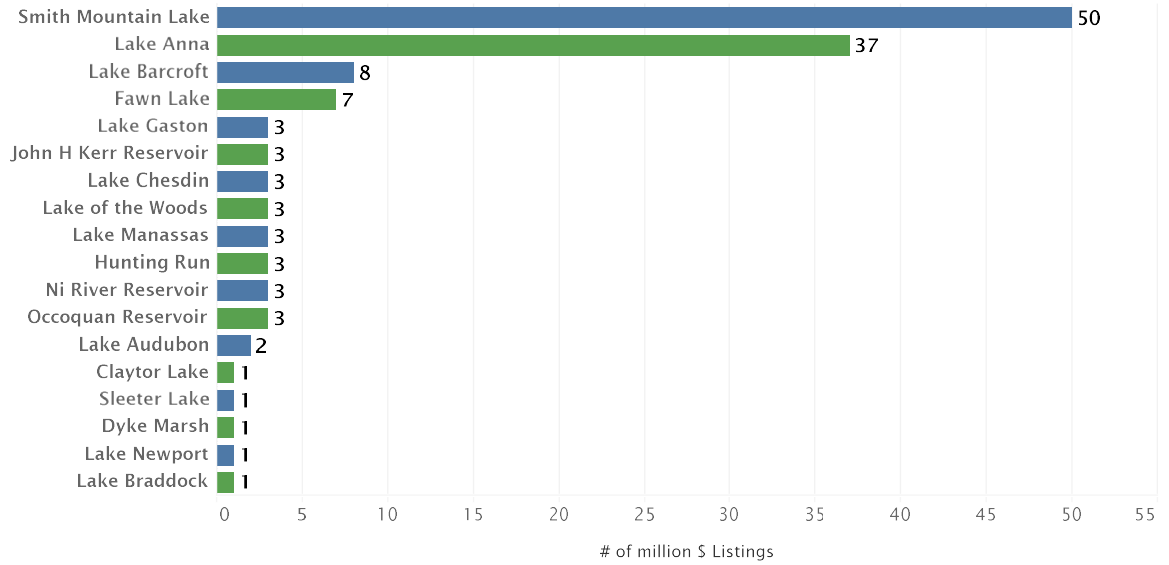
Price Breakdown by Percentage of Homes in the Virginia Market 2023Q3



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Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2023Q3

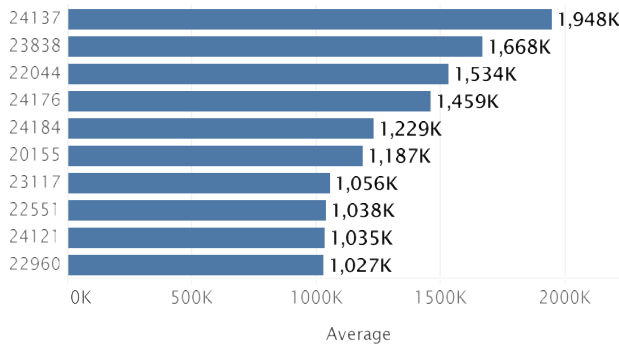


38% of \$1M+ Homes in Virginia are on Smith Mountain Lake

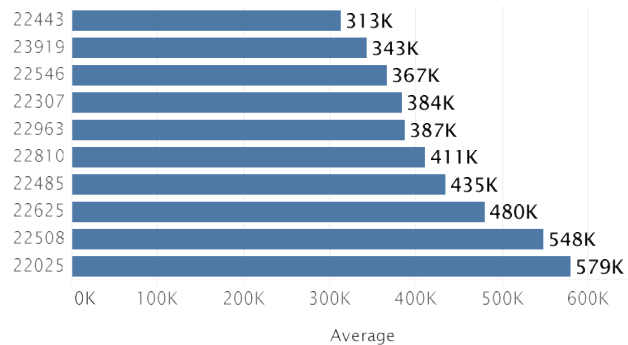
Total Number of \$1M+ Homes

133

Most Expensive ZIP Codes 2023Q3

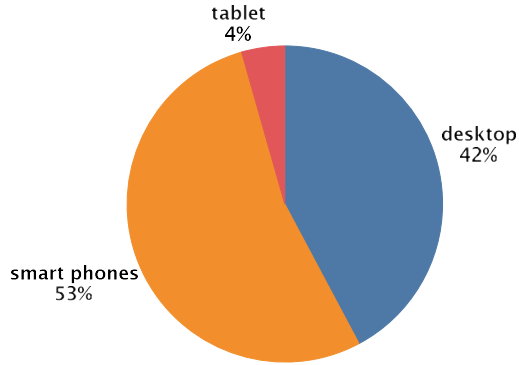


Most Affordable ZIP Codes 2023Q3

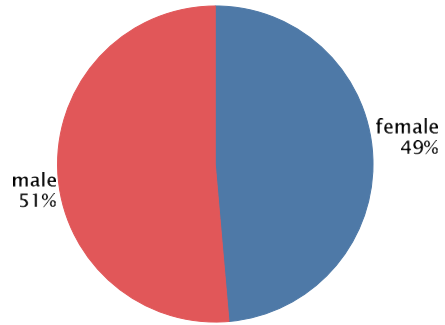


Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

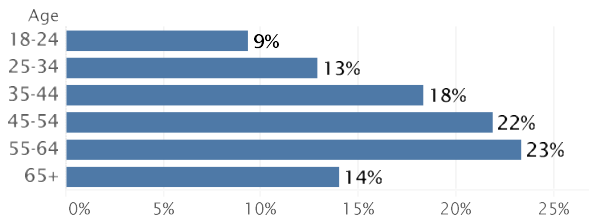


65% of potential buyers come from outside Virginia

Washington DC (Hagerstown

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

What Age Groups are Shopping 2023Q3



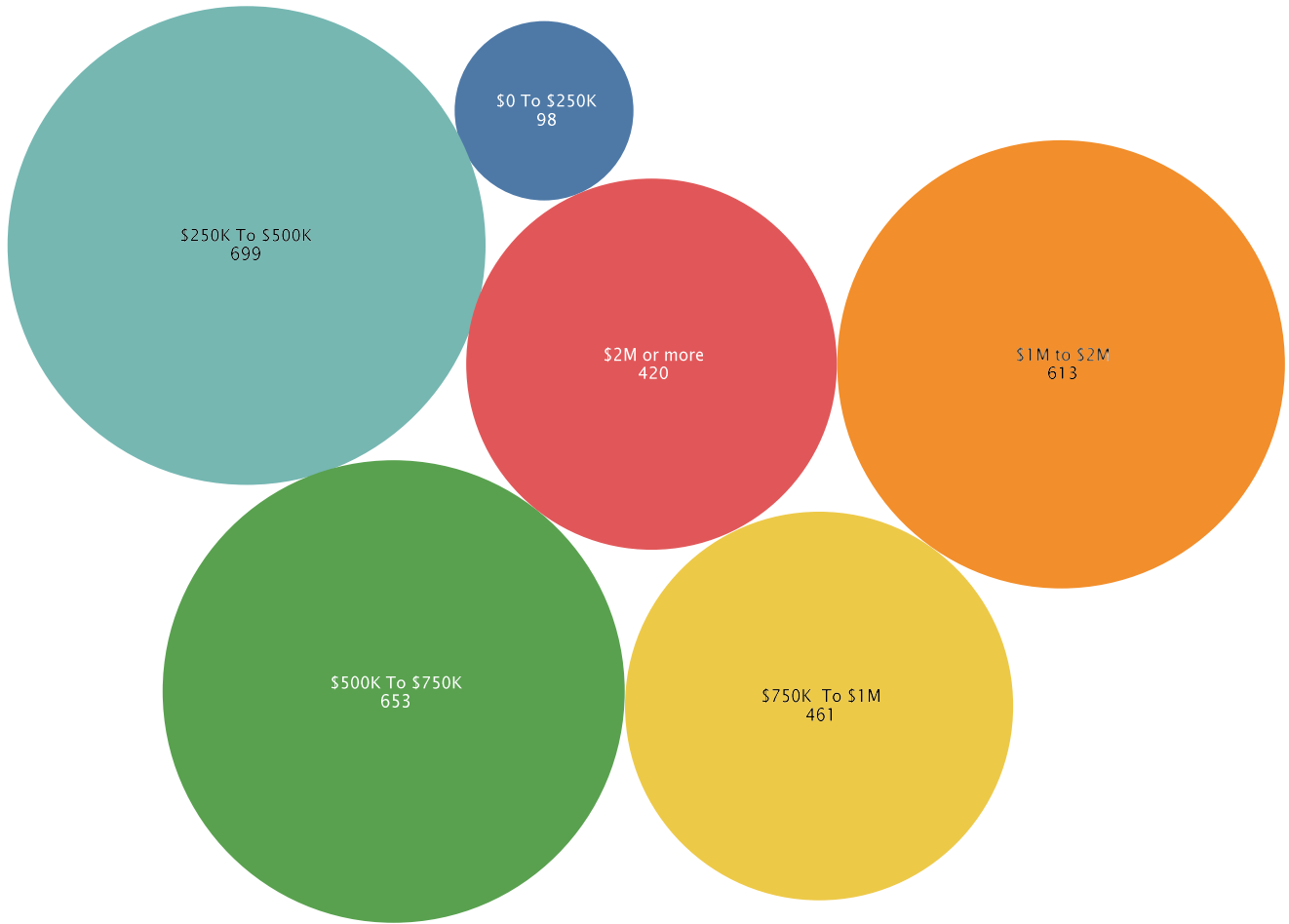
Number 2-10 metros are:

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



WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2023Q3



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



Washington

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

Largest Markets

1. Puget Sound	\$1,407,729,472	31.8%	6. Lake Whatcom	\$54,694,094	1.2%
2. Lake Washington	\$1,194,410,225	27.0%	7. Moses Lake	\$53,763,227	1.2%
3. Lake Sammamish	\$290,186,733	6.6%	8. Lake Tapps	\$38,921,146	0.9%
4. Lake Union	\$146,293,013	3.3%	9. Osoyoos Lake	\$37,445,650	0.8%
5. Lake Chelan	\$123,359,698	2.8%	10. Lake Stevens	\$34,804,193	0.8%

Total Washington Market: \$4,422,089,184

Largest Home Markets

1. Puget Sound	\$1,261,682,867	32.2%
2. Lake Washington	\$1,116,440,325	28.5%
3. Lake Sammamish	\$262,894,883	6.7%
4. Lake Union	\$133,098,013	3.4%
5. Lake Chelan	\$68,058,449	1.7%
6. Lake Whatcom	\$53,151,394	1.4%
7. Moses Lake	\$43,963,827	1.1%
8. Lake Tapps	\$33,178,798	0.8%
9. Lake Stevens	\$30,492,194	0.8%
10. Lake Washington Ship Canal	\$26,346,509	0.7%

Total Washington Home Market: \$3,923,688,616

Largest Land Markets

1. Puget Sound	\$146,046,605	29.3%
2. Lake Washington	\$77,969,900	15.6%
3. Lake Chelan	\$55,301,249	11.1%
4. Lake Sammamish	\$27,291,850	5.5%
5. Osoyoos Lake	\$19,542,350	3.9%
6. Lake Union	\$13,195,000	2.6%
7. Wanapum Lake	\$11,054,900	2.2%
8. Moses Lake	\$9,799,400	2.0%
9. Snake Lake	\$8,250,000	1.7%
10. Green Lake Reservoir	\$5,900,000	1.2%

Total Washington Land Market: \$498,400,568

Most Expensive Homes

1. Lake Washington	\$4,197,144
2. Lake Sammamish	\$3,286,186

Most Affordable Homes

1. Lake Lucerne	\$1,156,343
2. Lake Stevens	\$1,172,777

Most Listings

1. Puget Sound	1,396	34.6%	6. Duck Lake	109	2.7%
2. Lake Washington	293	7.3%	7. Lake Sammamish	93	2.3%
3. Lake Chelan	153	3.8%	8. Wanapum Lake	51	1.3%
4. Moses Lake	125	3.1%	9. Lake Whatcom	45	1.1%
5. Lake Union	112	2.8%	10. Osoyoos Lake	38	0.9%
Total Washington Listings:				4,038	

Most Homes Available

1. Puget Sound	1,016	34.4%
2. Lake Washington	266	9.0%
3. Lake Union	107	3.6%
4. Moses Lake	87	2.9%
5. Lake Sammamish	80	2.7%
6. Lake Chelan	74	2.5%
7. Duck Lake	53	1.8%
8. Lake Whatcom	35	1.2%
8. Long Lake - Olympia	35	1.2%
10. Lake Washington Ship Canal	31	1.1%

Total Washington Home Listings: 2,951

Most Land Available

1. Puget Sound	380	35.0%
2. Lake Chelan	79	7.3%
3. Duck Lake	56	5.2%
4. Moses Lake	38	3.5%
5. Wanapum Lake	28	2.6%
6. Lake Washington	27	2.5%
7. Osoyoos Lake	20	1.8%
8. Franklin D Roosevelt Lake	16	1.5%
9. Clear Lake - Yelm	15	1.4%
10. Josephine Lake	14	1.3%

Total Washington Land Listings: 1,087

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$5,837,469
2. Lake Tapps	\$1,509,238
3. Lake Sammamish	\$1,256,777
4. Lake Whatcom	\$641,642
5. Osoyoos Lake	\$617,149
6. Lake Chelan	\$552,800
7. Duck Lake	\$338,322
8. Wanapum Lake	\$323,297

Listings of 10 Acres or More

1. Lake Chelan	\$96,781
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Most Affordable Land per Acre

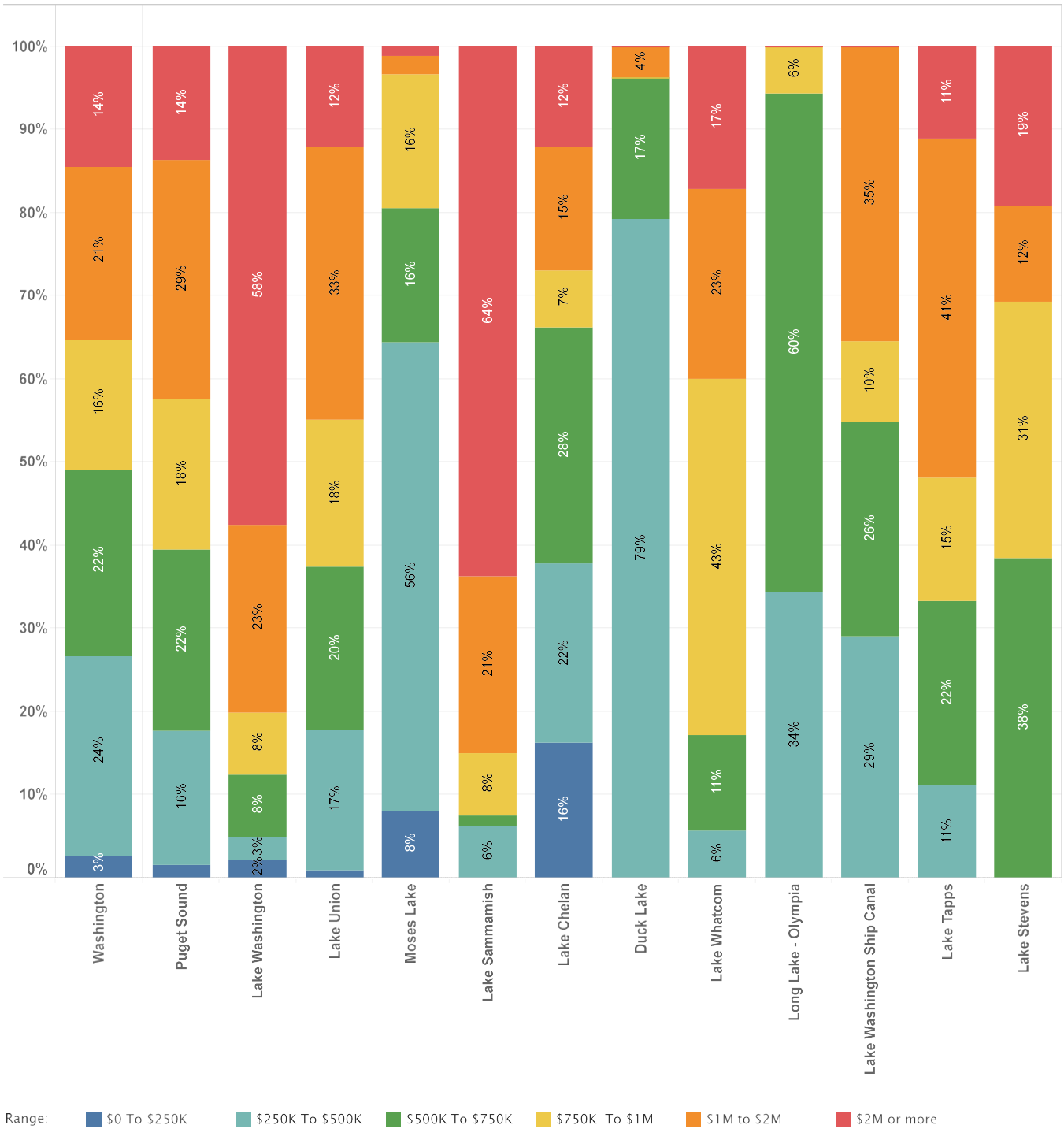
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$74,805
2. Clear Lake - Yelm	\$170,389
3. Josephine Lake	\$235,727
4. Lake Pateros	\$267,993
5. Moses Lake	\$269,355
6. Granite Lake	\$286,895
7. Puget Sound	\$299,097
8. Wanapum Lake	\$323,297

Listings of 10 Acres or More

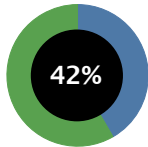
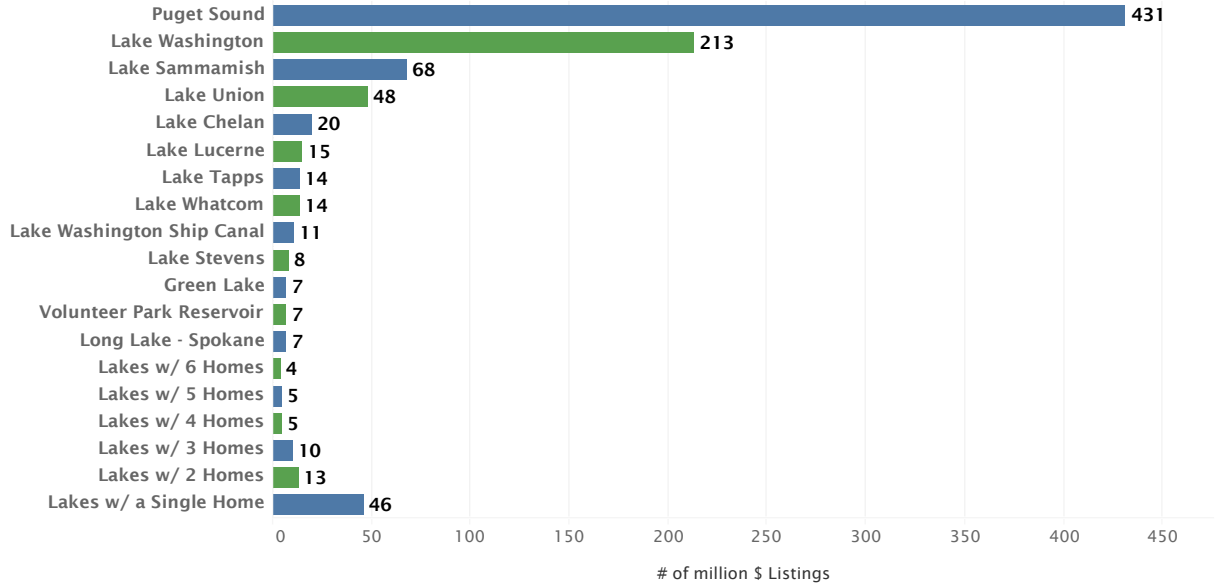
1. Spokane River Arm	\$10,709
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Price Breakdown by Percentage of Homes in the Washington Market 2023Q3



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2023Q3

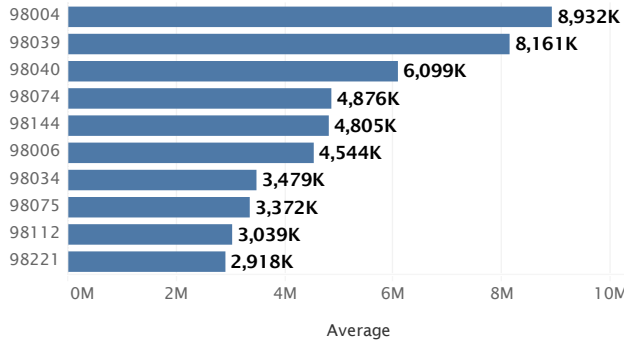


of \$1M+ Homes in Washington are on Puget Sound

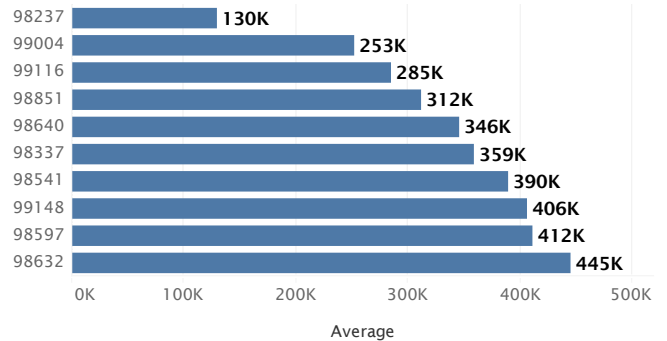
Total Number of \$1M+ Homes

1,034

Most Expensive ZIP Codes 2023Q3

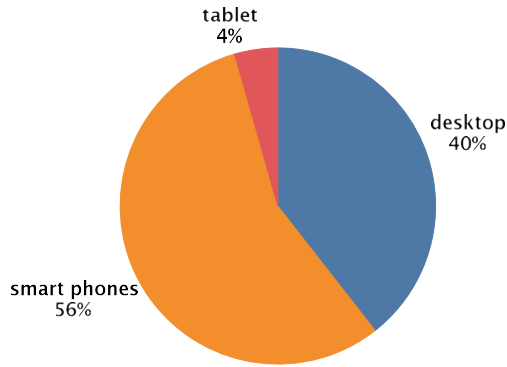


Most Affordable ZIP Codes 2023Q3

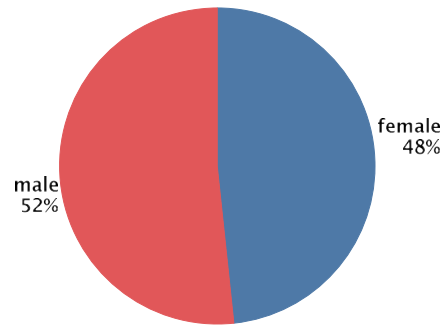


Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2023Q3



Male/Female Visitors 2023Q3

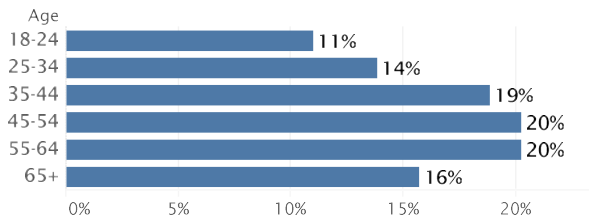


50% of potential buyers come from outside Washington

Portland

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

What Age Groups are Shopping 2023Q3



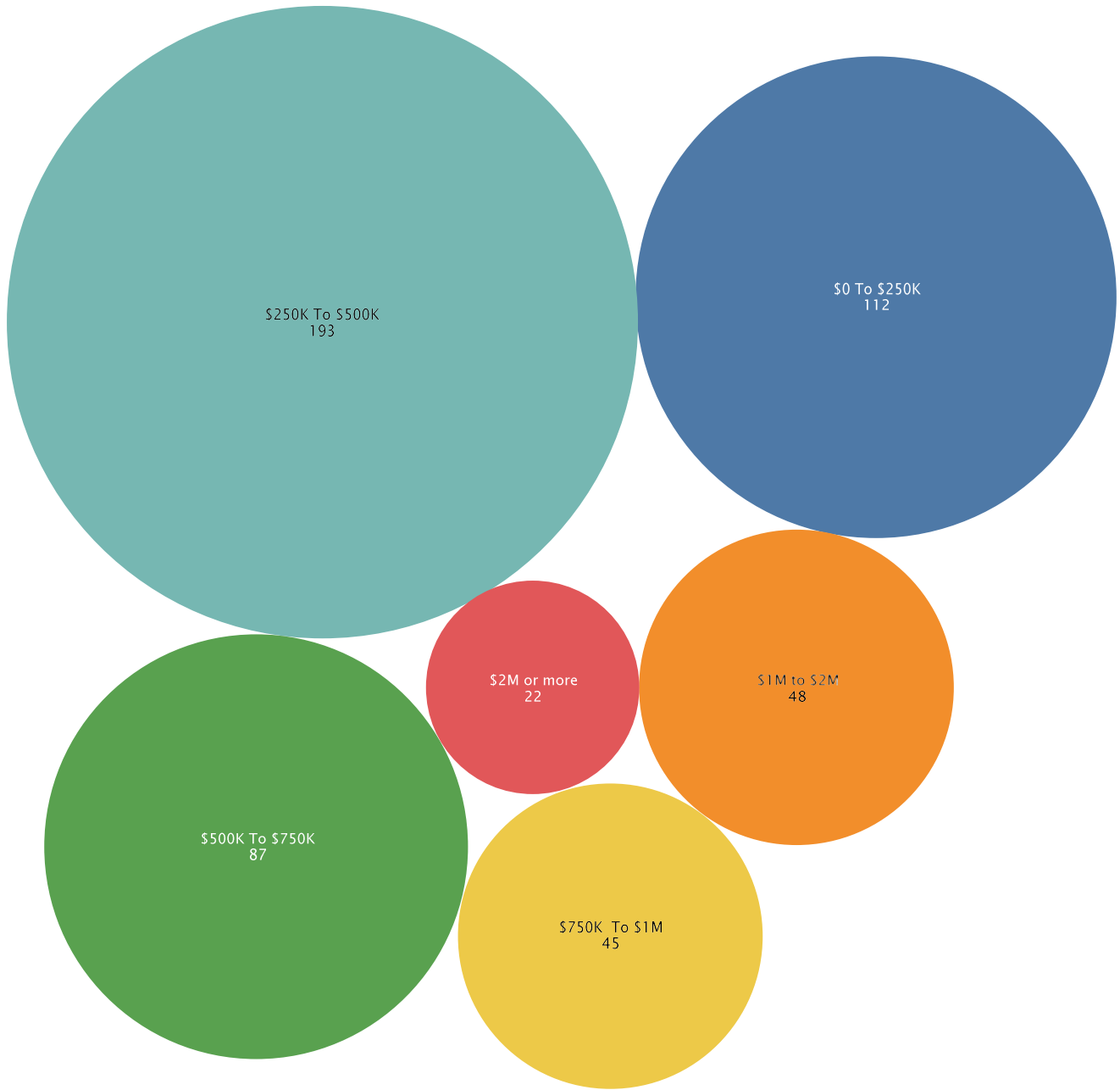
Number 2-10 metros are:

- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Sacramento-Stockton-Modesto, CA
- Fresno-Visalia, CA
- Medford-Klamath Falls, OR
- Reno, NV
- Phoenix, AZ
- San Diego, CA
- Salt Lake City, UT



WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2023Q3



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



Wisconsin

The total Wisconsin market rose from \$234 MM in summer 2023 to \$369 MM in fall 2023, a \$135 MM (45%) increase.

Largest Markets

1. Lake Saint Croix - Afton	\$19,471,900	5.3%	6. Planting Ground Lake	\$6,230,000	2.0%
2. Minocqua Lake	\$17,996,800	4.9%	7. Kawaguesaga Lake	\$6,164,500	1.9%
3. Lake Superior	\$17,716,200	4.8%	8. Balsam Lake - Balsam Lake	\$6,103,900	1.9%
4. Forest Lake - Land O'lakes	\$9,015,000	2.4%	9. Yellow Birch Lake	\$5,819,500	1.8%
5. Fence Lake	\$7,207,550	2.3%	10. Lake Chippewa - Hunter	\$5,343,900	1.5%

Total Wisconsin Market: \$368,503,802

Largest Home Markets

1. Lake Saint Croix - Afton	\$18,403,000	5.8%
2. Minocqua Lake	\$17,737,900	5.6%
3. Lake Superior	\$13,770,400	4.3%
4. Forest Lake - Land O'lakes	\$8,550,000	2.7%
5. Fence Lake	\$7,207,550	2.3%
6. Planting Ground Lake	\$6,230,000	2.0%
7. Kawaguesaga Lake	\$6,164,500	1.9%
8. Balsam Lake - Balsam Lake	\$6,103,900	1.9%
9. Yellow Birch Lake	\$5,819,500	1.8%
10. Lake Chippewa - Hunter	\$5,294,000	1.7%

Total Wisconsin Home Market: \$317,435,059

Largest Land Markets

1. Balsam Lake - Birchwood	\$4,899,600	9.6%
2. Lake Superior	\$3,945,800	7.7%
3. Prairie Lake - Prairie Lake	\$3,809,890	7.5%
4. Bear Trap Lake - Lincoln	\$2,500,000	4.9%
5. Big Butternut Lake - Luck	\$1,500,000	2.9%
6. North Twin Lake	\$1,363,650	2.7%
7. Little Horsehead Lake	\$1,350,000	2.6%
8. Apple River Flowage 134 - Lincoln	\$1,269,800	2.5%
9. Lake Saint Croix - Afton	\$1,068,900	2.1%
10. Anvil Lake	\$956,900	1.9%

Total Wisconsin Land Market: \$51,068,743

Most Expensive Homes

1. Lake Superior	\$1,059,262
2. Lake Saint Croix - Afton	\$1,022,389

Most Affordable Homes

1. Lake Saint Croix - Afton	\$1,022,389
2. Lake Superior	\$1,059,262

Most Listings

1. Prairie Lake - Prairie Lake	68	7.7%	6. Apple River Flowage 134 - Lincoln	15	1.7%
2. Lake Superior	26	2.9%	7. Mercer Lake	14	1.6%
3. Lake Mohawksin	23	2.6%	8. Boom Lake - Newbold	13	1.5%
4. Minocqua Lake	21	2.4%	9. Big Sand Lake - Webster	11	1.2%
5. Lake Saint Croix - Afton	20	2.3%	9. Red Cedar Lake - Cedar Lake	11	1.2%
Total Wisconsin Listings:				883	

Most Homes Available

1. Minocqua Lake	19	3.7%
2. Lake Saint Croix - Afton	18	3.5%
3. Lake Mohawksin	17	3.3%
4. Lake Superior	13	2.6%
5. Boom Lake - Newbold	9	1.8%
6. Catfish Lake	8	1.6%
6. Lake Mallalieu - Hudson	8	1.6%
8. Bridge Lake	7	1.4%
8. Little Saint Germain Lake	7	1.4%
10. Fence Lake	6	1.2%
Total Wisconsin Home Listings:		
	509	

Most Land Available

1. Prairie Lake - Prairie Lake	66	17.6%
2. Lake Superior	13	3.5%
3. Apple River Flowage 134 - Lincoln	12	3.2%
4. Big Sand Lake - Webster	9	2.4%
4. Mercer Lake	9	2.4%
6. Bass Lake - Cedar Lake	7	1.9%
6. The Narrows - Chetek	7	1.9%
8. Lake Mohawksin	6	1.6%
8. Red Cedar Lake - Cedar Lake	6	1.6%
8. Tainter Lake 1667 - Red Cedar	6	1.6%
Total Wisconsin Land Listings:		
	374	

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Superior	\$73,991
2. Apple River Flowage 134 - Lincoln	\$37,161

Listings of 10 Acres or More

**

Most Affordable Land per Acre

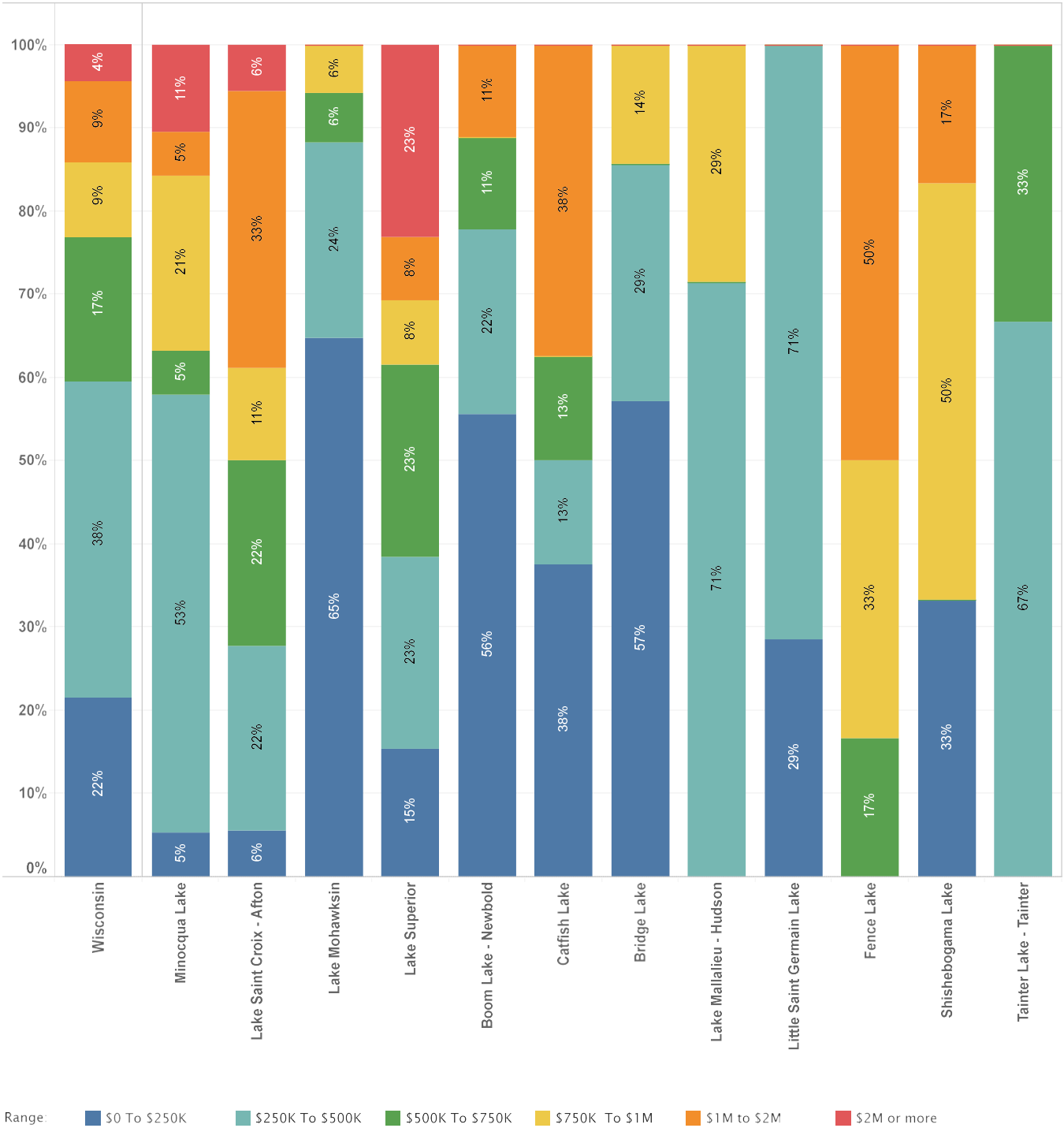
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$37,161
2. Lake Superior	\$73,991

Listings of 10 Acres or More

**

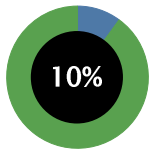
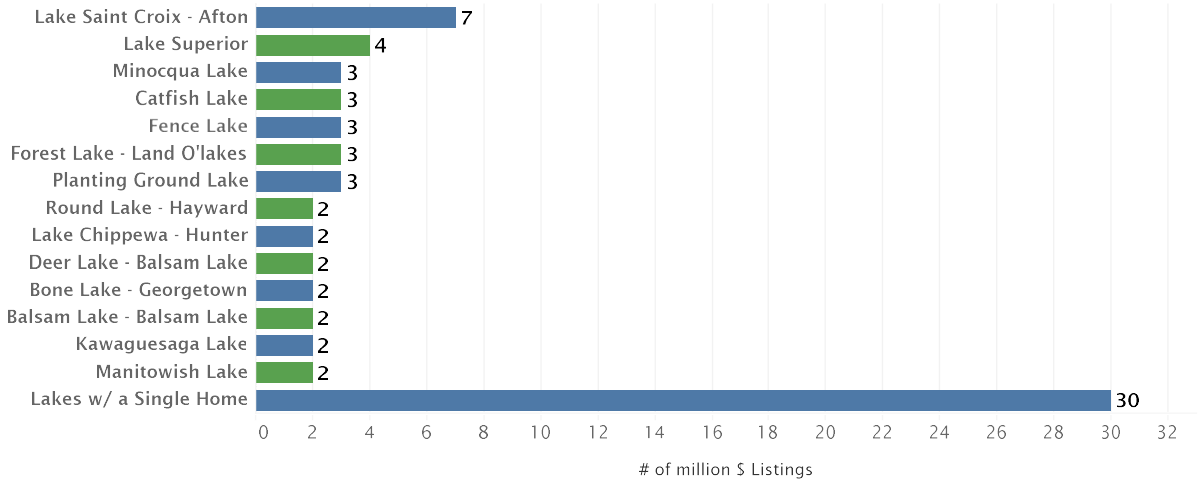
Price Breakdown by Percentage of Homes in the Wisconsin Market 2023Q3



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Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2023Q3

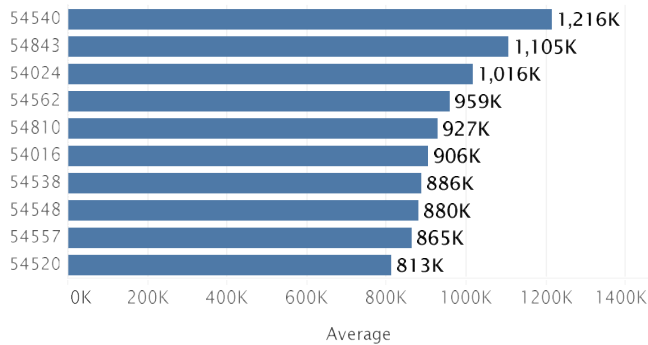


10% of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

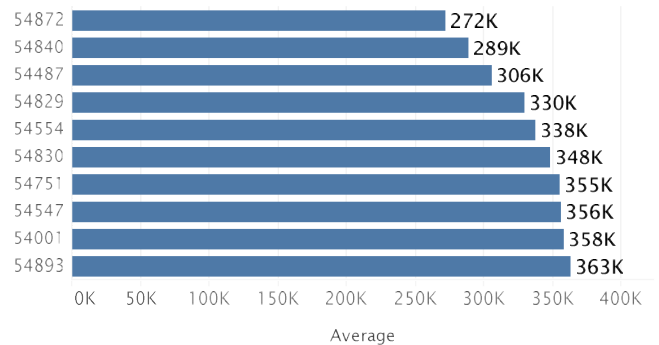
Total Number of \$1M+ Homes

70

Most Expensive ZIP Codes 2023Q3



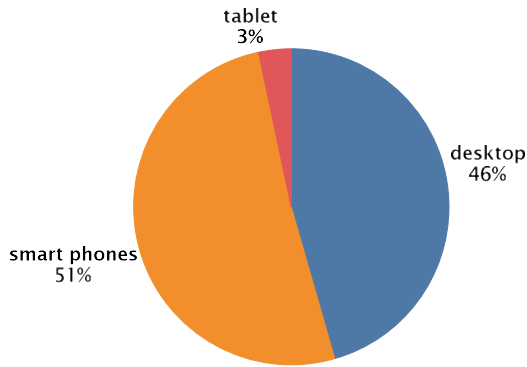
Most Affordable ZIP Codes 2023Q3



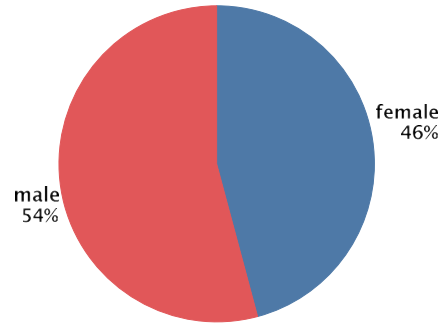
LAKE HOMESSM
REALTY

Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2023Q3

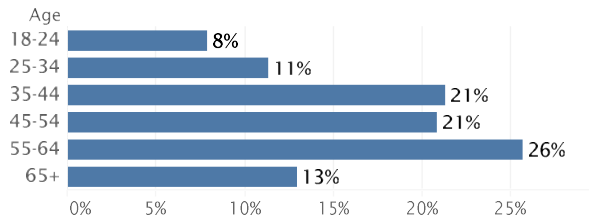


Male/Female Visitors 2023Q3



78% of potential buyers come from outside Wisconsin

What Age Groups are Shopping 2023Q3



Chicago

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

Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- Dallas-Ft. Worth, TX
- Denver, CO
- Des Moines-Ames, IA
- Houston, TX
- Lincoln & Hastings-Kearney, NE
- Nashville, TN
- Phoenix, AZ
- Wichita-Hutchinson, KS

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