



LAKE REAL ESTATE MARKET REPORT

SUMMER 2023

Chapter 1
Available Lake Homes and Land Report

Produced by
LAKEHOMES.COM

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Lake Real Estate Market Reports

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

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

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

Chapter 2: Sold Lake Homes and Land Report is an evolving report with information we believe is insightful. We consider this report to be valuable but incomplete for some markets because some MLSs do not release sold property data. This report can provide the average lake property's asking price and final sale price and can help answer questions such as:

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

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

CEO's Market Insights

When reading news headlines about residential real estate in the U.S., there are two things you should keep in mind. First, local market news can vary widely in each area and from national averages. Second, most local and national real estate headlines do not fully match lake real estate market conditions.

A lake home is a **discretionary home**. This market is highly insulated from higher mortgage interest rates. Lake home buyers have ample purchasing power and capacity even in a recession. **They are also patient and selective**. This is a dream home; they will wait for reality to match their dream.

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 home.

At Lake Homes Realty, our position as the nation’s leader in lake real estate allows us to collect the best data about lake real estate markets across the country. From our millions of visitors to LakeHomes.com, we have access to a wealth of data that reveals consumer and market trends, patterns, and surprises.

Here are some thoughts on the lake real estate markets across the United States.

1. We are **rebounding from historic lows of available lake homes** for sale in 2021 and 2022 across virtually every lake market. While better, the selection of appropriately priced lake homes still needs to be improved. A market recovering from historic lows can improve and still be low. While softened compared to the last three years, it remains a seller’s market for lake real estate.
2. Some of the increase in inventory of lake homes for sale is a move toward more normal market conditions. However, that is only part of the story. Some inventory growth is driven by owners who are late for the market and **still looking to cash in on what they (falsely) believe is a continued market frenzy**. Often, and to their detriment, they are pricing as if the buying frenzy is still wide-open. As a result, most **of these homes sit unsold, inflating inventory totals**.

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

Even with solid demand for lake homes, tens of thousands of lake homes and lots have been listed for sale for months and even years. Why? **Lake home buyers, and home buyers in general, are more informed than ever in human history**. They know the market, trends, and transactions and **detest inappropriately overpriced listings**.

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

Lake home buyers remain eager, but they are wise (allowing for the outlying exceptions). Buyers know the lake real estate market has roughly peaked and have no appetite to pay well above-market prices. Sellers must remember that lake home buyers know they can wait for pricing to improve, as these are discretionary purchases and not required for work or school.

With economic, social, and political uncertainty expected in coming years, lake home buyers will remain eager but prudent. As a result, Lake real estate, which is overpriced for local market conditions, will remain **unsold. NO AMOUNT of marketing can overcome a pricing problem.**

3. **The real estate market's peak, and at many lakes, has been reached (or passed).** It is not the start of a crash. This is a market driving over the top of a mountain that lacks steep sides.
4. I still expect the **2023 transaction count to exceed 2022 by 10% to 15%.** Increasing inventories of lake property for sale across the country make this possible. However, below-normal inventories will prevent an explosion in the number of lake homes sold in 2023 or 2024.
5. As mentioned above, **mortgage interest rates remain a virtually meaningless issue** for lake real estate (other than incorrectly influencing market perception). Lake home buyers often pay cash (particularly for second homes). Mortgage availability and rates have little-to-no impact.

“Mortgage interest rates remain a virtually meaningless issue for lake real estate.”

6. A lake home is a significant investment. Therefore, I strongly encourage **lake property owners to think with an investment mindset.**

In addition to the initial price, “when to sell” is vitally important if maximum financial return is a goal.

The key is for lake property owners to consider their future. If you anticipate holding this home/investment for more than five to ten years, then relax and enjoy the lake! Current market conditions should not be a concern, and the five-to-ten-year outlook is too unknowable to make any sensible prediction (not even a WAG).

If you own, are you considering **downsizing, eliminating a second home, or moving back toward family** away from your lake? The next few months will be **THE best opportunity to get the maximum return** on your financial investment in lake real estate.

For owners, this “window of best opportunity” will remain open through 2023 (maybe into 2024, but too early to predict). Please remember that (1) it can take some time to get a home ready for the market and (2) once this window **passes, it likely will not return for years.** Therefore, exit timing matters for any investment.

7. Lake home and land sellers must think 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. Therefore, sellers are not just competing with the houses for sale on their local lake.

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

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

Suppose you want more detailed local market information or professional guidance on buying or selling. In that case, our licensed real estate agents at your lake are THE local lake real estate experts! Give them a call. They are glad to be your consultant now and as you may need them in the coming months or even years.

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Glenn S. Phillips

CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 34 states and is currently a member of 146 Multiple Listing Services (MLS). Thirty-two of these states are covered in this report. States that are not included in this report have data that has not yet been evaluated.

This report is based on real estate property for sale based on listing data collected in May of 2023, including value (i.e., list price) and volume of listings in the 33 states covered in this report.

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

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

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

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

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

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

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

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

V1

Overall Top 10s

Largest Markets

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

Largest Home Markets

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

Largest Land Markets

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

Most Expensive Homes

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

Most Affordable Homes

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

Most Listings

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

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

Most Homes Available

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

Most Land Available

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

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

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

Listings of 10 Acres or More

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

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

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

Listings of 10 Acres or More

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

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

Top-Ranked By State

Largest Markets

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

Most Listings

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

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

Largest Home Markets

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

Most Homes Available

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

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

Largest Land Markets

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

Most Land Available

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

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

Most Expensive Homes

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

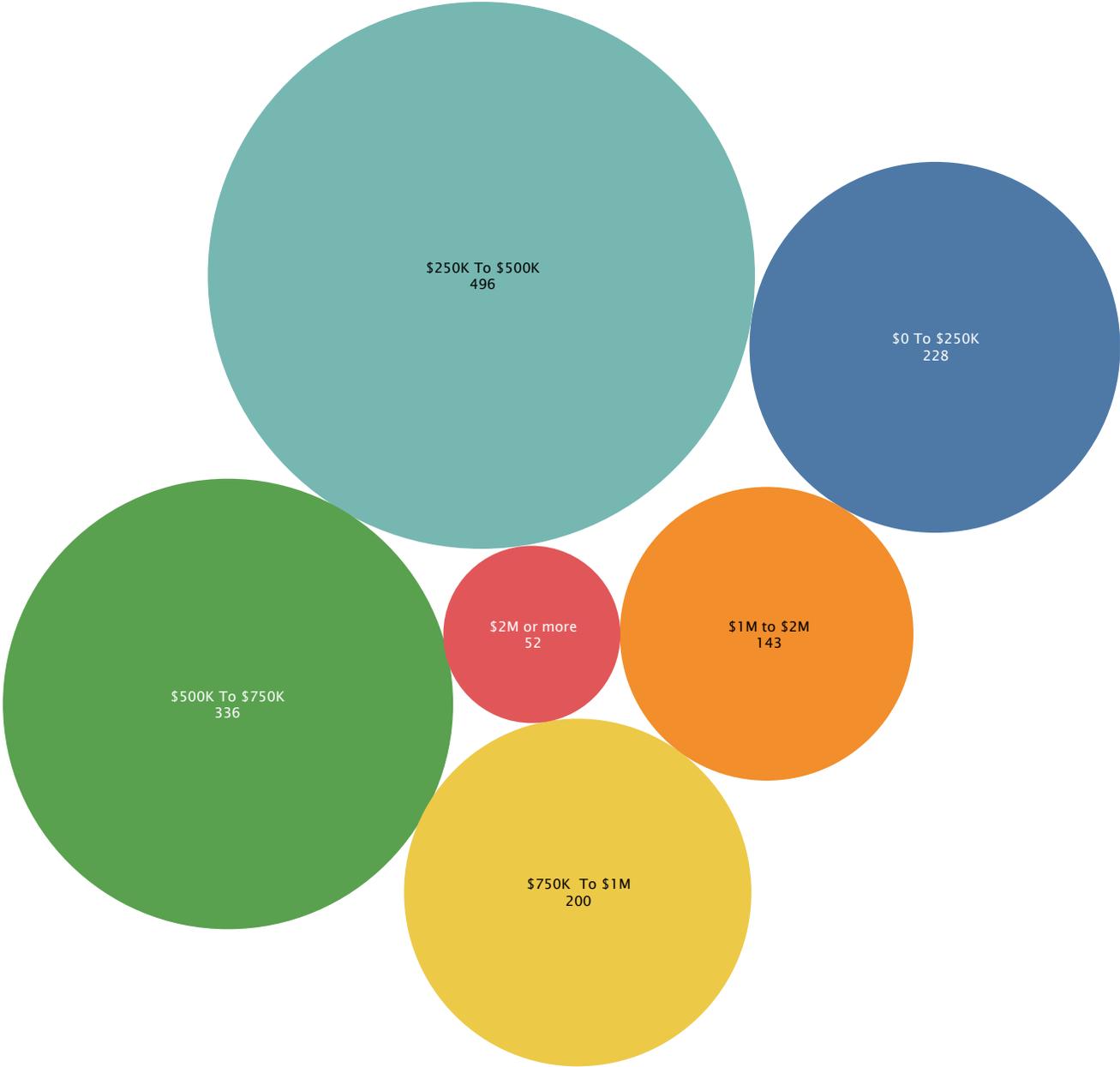
Most Affordable Homes

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

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2023Q2



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 \$125 MM in spring 2023 to \$147 MM resulting in a 16% increase.

Largest Markets

1. Lewis Smith Lake	\$325,681,333	22.2%	6. Wilson Lake	\$61,617,098	4.2%
2. Lake Martin	\$208,168,879	14.2%	7. Lake Wedowee	\$52,509,640	3.6%
3. Lake Guntersville	\$151,952,977	10.4%	8. Wheeler Lake	\$45,046,846	3.1%
4. Lake Tuscaloosa	\$86,987,310	5.9%	9. Neely Henry Lake	\$39,521,501	2.7%
5. Logan Martin Lake	\$70,972,065	4.8%	10. Lay Lake	\$37,809,398	2.6%

Total Alabama Market: \$1,467,627,672

Largest Home Markets

1. Lewis Smith Lake	\$209,954,895	20.7%
2. Lake Martin	\$181,744,983	17.9%
3. Lake Guntersville	\$83,141,096	8.2%
4. Lake Tuscaloosa	\$69,903,748	6.9%
5. Logan Martin Lake	\$61,367,791	6.1%
6. Neely Henry Lake	\$30,313,501	3.0%
7. Wilson Lake	\$29,887,150	2.9%
8. Pickwick Lake*	\$29,151,650	2.9%
9. Highland Lakes	\$27,540,810	2.7%
10. Lake Wedowee	\$27,400,700	2.7%

Total Alabama Home Market: \$1,013,919,018

Largest Land Markets

1. Lewis Smith Lake	\$113,726,438	25.2%
2. Lake Guntersville	\$68,811,881	15.2%
3. Wheeler Lake	\$33,655,800	7.5%
4. Wilson Lake	\$31,729,948	7.0%
5. Lake Martin	\$26,423,896	5.8%
6. Lake Wedowee	\$25,108,940	5.6%
7. Lake Eufaula*	\$20,482,299	4.5%
8. Lake Tuscaloosa	\$17,083,562	3.8%
9. Lay Lake	\$14,927,798	3.3%
10. Weiss Lake	\$10,663,050	2.4%

Total Alabama Land Market: \$451,708,654

The Logan Martin Lake market rose from \$60 MM in spring 2023 to \$70 MM resulting in a 15% increase.

Most Expensive Homes

1. Lake Martin	\$1,100,553
2. Lake Tuscaloosa	\$1,075,442

Most Affordable Homes

1. Lake Trace	\$658,757
2. Shoal Creek	\$688,177

* 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	724	19.1%	6. Lake Wedowee	180	4.7%
2. Lake Guntersville	349	9.2%	7. Lake Tuscaloosa	174	4.6%
3. Lake Martin	249	6.6%	8. Neely Henry Lake	170	4.5%
4. Logan Martin Lake	240	6.3%	9. Wilson Lake	151	4.0%
5. Weiss Lake	212	5.6%	10. Lay Lake	149	3.9%
Total Alabama Listings:				3,792	

Most Homes Available

1. Lewis Smith Lake	238	15.4%
2. Lake Martin	166	10.7%
3. Logan Martin Lake	138	8.9%
4. Lake Guntersville	115	7.4%
5. Neely Henry Lake	75	4.8%
6. Lake Tuscaloosa	65	4.2%
7. Weiss Lake	63	4.1%
8. Pickwick Lake*	56	3.6%
9. Lake Wedowee	49	3.2%
10. Lay Lake	47	3.0%

Total Alabama Home Listings: 1,547

Most Land Available

1. Lewis Smith Lake	485	21.6%
2. Lake Guntersville	234	10.4%
3. Weiss Lake	149	6.6%
4. Lake Wedowee	131	5.8%
5. Lake Tuscaloosa	109	4.9%
6. Wilson Lake	107	4.8%
7. Lay Lake	102	4.5%
7. Logan Martin Lake	102	4.5%
9. Neely Henry Lake	95	4.2%
10. Lake Martin	83	3.7%

Total Alabama Land Listings: 2,244

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Cameron	\$763,462
2. Lake Martin	\$222,920
3. Wilson Lake	\$195,062
4. Lake Tuscaloosa	\$128,691
5. Wheeler Lake	\$127,208
6. Lewis Smith Lake	\$126,714
7. Lake Guntersville	\$110,783
8. Lake Mitchell	\$106,934

Listings of 10 Acres or More

1. Wheeler Lake	\$60,009
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

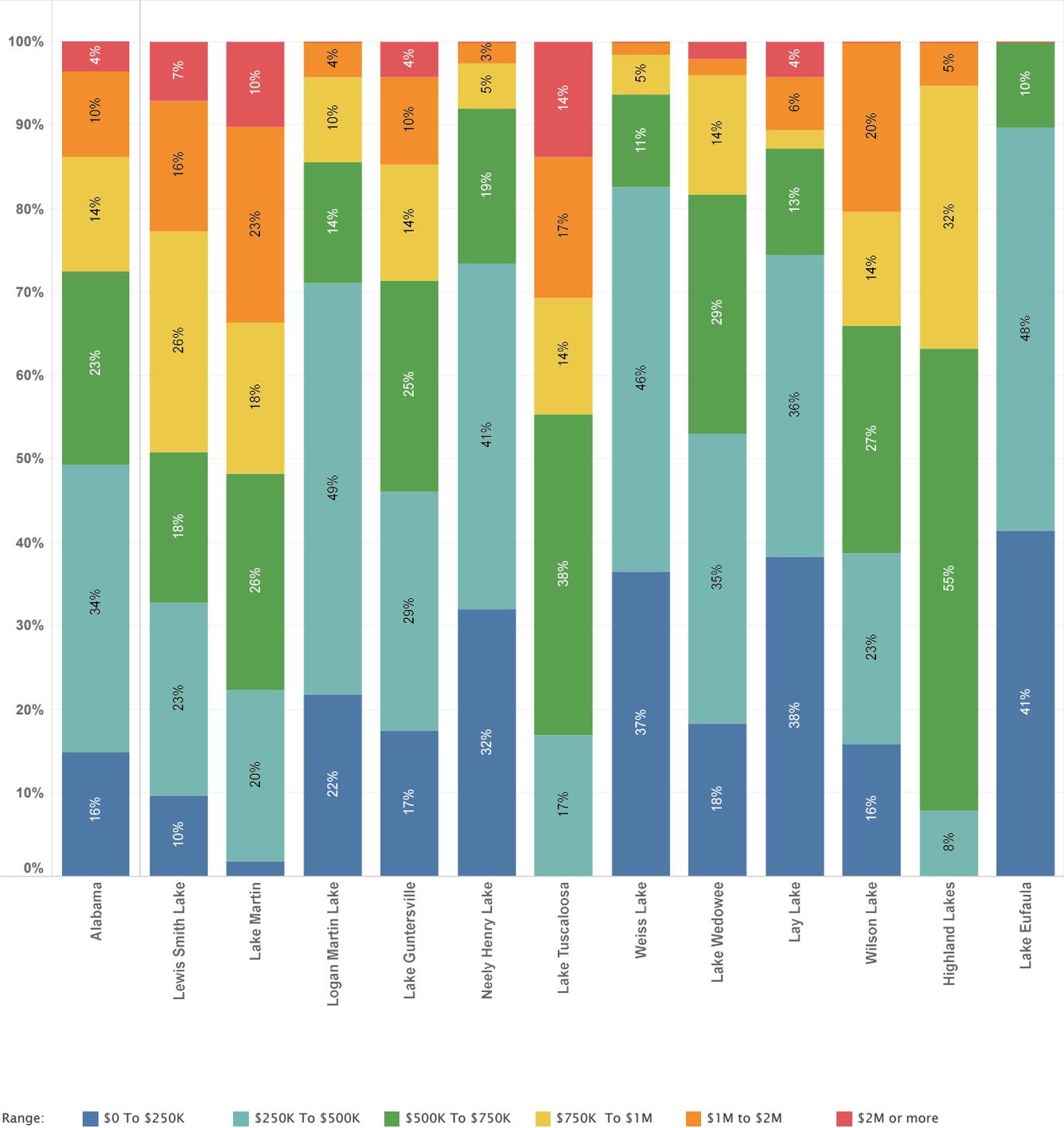
1. Alabama River	\$35,561
2. Lake Harding	\$37,441
3. Neely Henry Lake	\$42,012
4. Logan Martin Lake	\$56,276
5. Lay Lake	\$58,523
6. Jordan Lake	\$66,051
7. Lake Wedowee	\$67,403
8. Catoma Lake	\$72,874

Listings of 10 Acres or More

1. Neely Henry Lake	\$3,581
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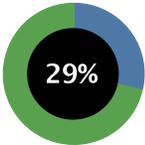
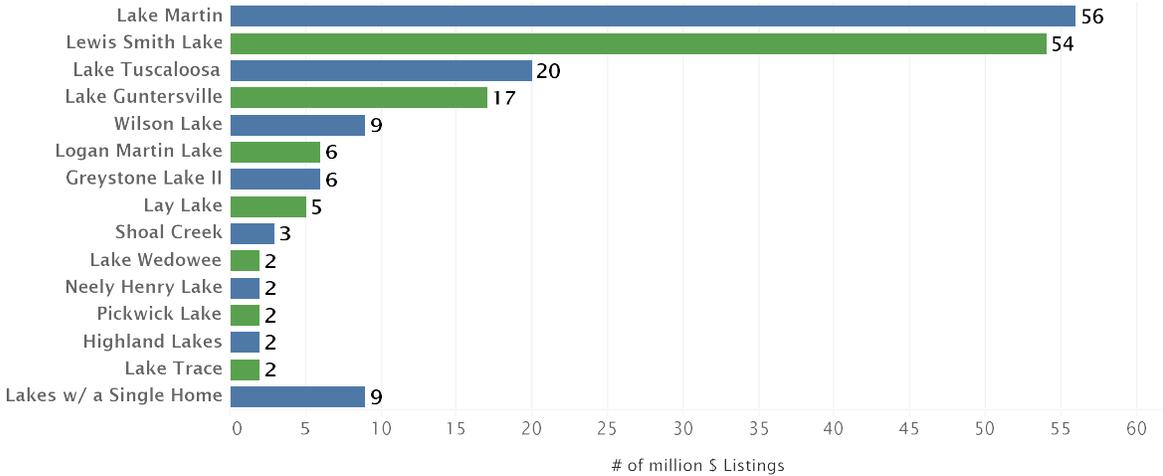
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Alabama Market 2023Q2



Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2023Q2

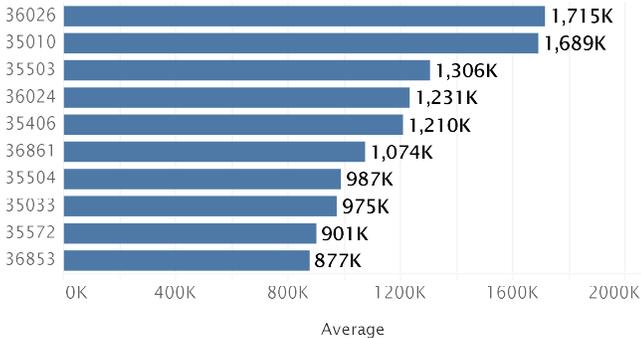


29% of \$1M+ Homes in Alabama are on Lake Martin

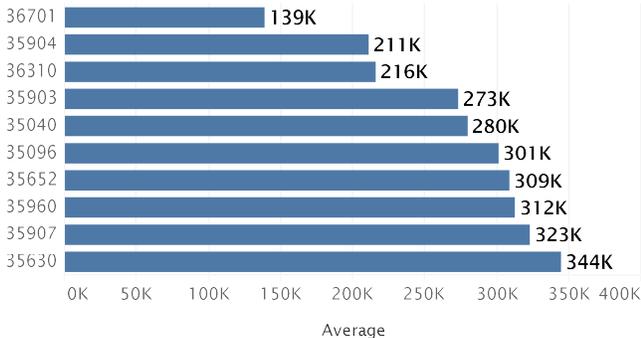
Total Number of \$1M+ Homes

195

Most Expensive ZIP Codes 2023Q2

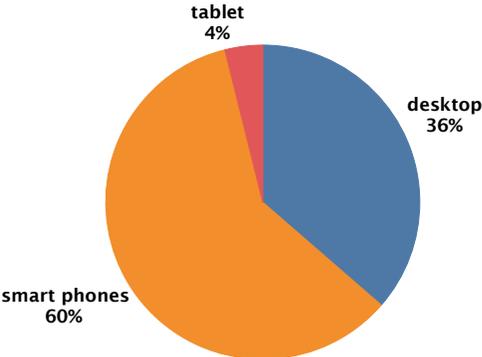


Most Affordable ZIP Codes 2023Q2

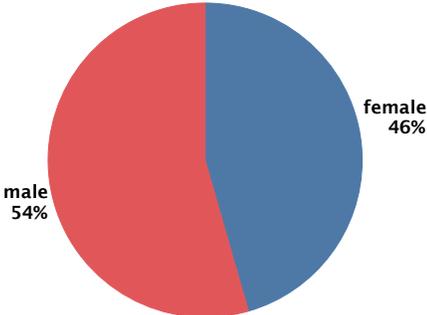


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

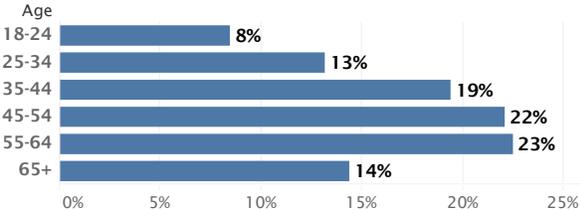


76% of potential buyers come from outside Alabama

Atlanta

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

What Age Groups are Shopping 2023Q2



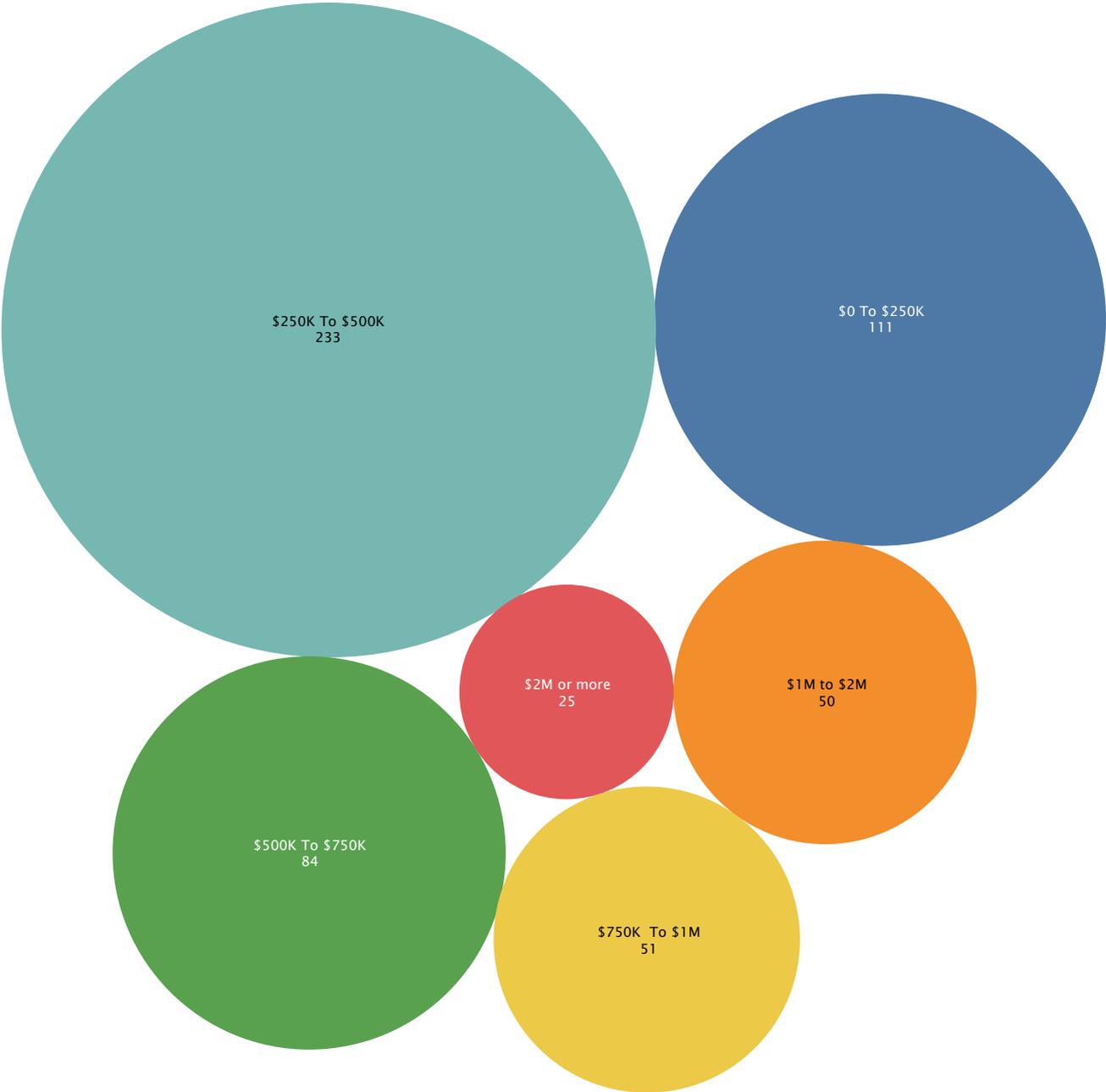
Number 2-10 metros are:

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



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2023Q2



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



Arkansas

The total Arkansas market rose from \$728 MM in Spring 2023 to \$823 MM resulting in a 12% increase.

Largest Markets

1. Table Rock Lake*	\$332,463,090	40.4%	6. Bull Shoals Lake*	\$25,372,170	3.1%
2. Beaver Lake	\$161,237,926	19.6%	7. Lake Norfolk	\$13,920,199	1.7%
3. Lake Hamilton	\$132,396,096	16.1%	8. Lake Catherine	\$9,839,400	1.2%
4. Greers Ferry Lake	\$62,671,510	7.6%	9. Crown Lake	\$4,748,800	0.6%
5. Loch Lomond	\$33,595,139	4.1%	10. Lake Fayetteville	\$4,497,000	0.5%

Total Arkansas Market: \$822,792,464

Largest Home Markets

1. Table Rock Lake*	\$264,063,246	43.3%
2. Beaver Lake	\$114,754,664	18.8%
3. Lake Hamilton	\$102,418,297	16.8%
4. Greers Ferry Lake	\$38,148,055	6.3%
5. Loch Lomond	\$19,535,050	3.2%
6. Bull Shoals Lake*	\$14,503,995	2.4%
7. Lake Norfolk	\$8,537,500	1.4%
8. Lake Catherine	\$6,554,500	1.1%
9. Crown Lake	\$4,123,000	0.7%
10. Lake Fayetteville	\$2,998,000	0.5%

Total Arkansas Home Market: \$610,355,286

Largest Land Markets

1. Table Rock Lake*	\$68,399,844	32.2%
2. Beaver Lake	\$46,483,262	21.9%
3. Lake Hamilton	\$29,977,799	14.1%
4. Greers Ferry Lake	\$24,523,455	11.5%
5. Loch Lomond	\$14,060,089	6.6%
6. Bull Shoals Lake*	\$10,868,175	5.1%
7. Lake Norfolk	\$5,382,699	2.5%
8. Lake Catherine	\$3,284,900	1.5%
9. Lake Conway	\$1,975,000	0.9%
10. Lake Fayetteville	\$1,499,000	0.7%

Total Arkansas Land Market: \$212,437,178

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. Loch Lomond	\$1,627,921
2. Beaver Lake	\$850,035

Most Affordable Homes

1. Lake Norfolk	\$697,155
2. Lake Hamilton	\$752,507

* 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*	1,258	46.8%	6. Loch Lomond	59	2.2%
2. Beaver Lake	369	13.7%	7. Lake Catherine	51	1.9%
3. Greers Ferry Lake	316	11.8%	8. Lake Norfolk	36	1.3%
4. Lake Hamilton	212	7.9%	9. Lake Windsor	34	1.3%
5. Bull Shoals Lake*	122	4.5%	10. Lake Brittany	33	1.9%
Total Arkansas Listings:				2,687	

Most Homes Available

1. Table Rock Lake*	425	44.5%
2. Lake Hamilton	138	14.4%
3. Beaver Lake	135	14.1%
4. Greers Ferry Lake	93	9.7%
5. Bull Shoals Lake*	39	4.1%
6. Lake Catherine	14	1.5%
6. Lake Norfolk	14	1.5%
8. Loch Lomond	12	1.3%
9. Harris Brake	9	0.9%
10. Lake Bella Vista	7	0.7%

Total Arkansas Home Listings:

956

Most Land Available

1. Table Rock Lake*	833	48.1%
2. Beaver Lake	234	13.5%
3. Greers Ferry Lake	223	12.9%
4. Bull Shoals Lake*	83	4.8%
5. Lake Hamilton	74	4.3%
6. Loch Lomond	47	2.7%
7. Lake Catherine	37	2.1%
8. Lake Brittany	33	1.9%
9. Lake Windsor	30	1.7%
10. Lake Norfolk	22	1.3%

Total Arkansas Land Listings:

1,731

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Greers Ferry Lake	\$71,435
2. Lake Norfolk	\$59,767
3. Lake Windsor	\$59,416
4. Lake Thunderbird	\$59,077
5. Lake Catherine	\$52,776
6. Beaver Lake	\$44,428
7. Lake Brittany	\$37,409
8. Table Rock Lake	\$36,212

Listings of 10 Acres or More

1. Beaver Lake	\$16,477
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

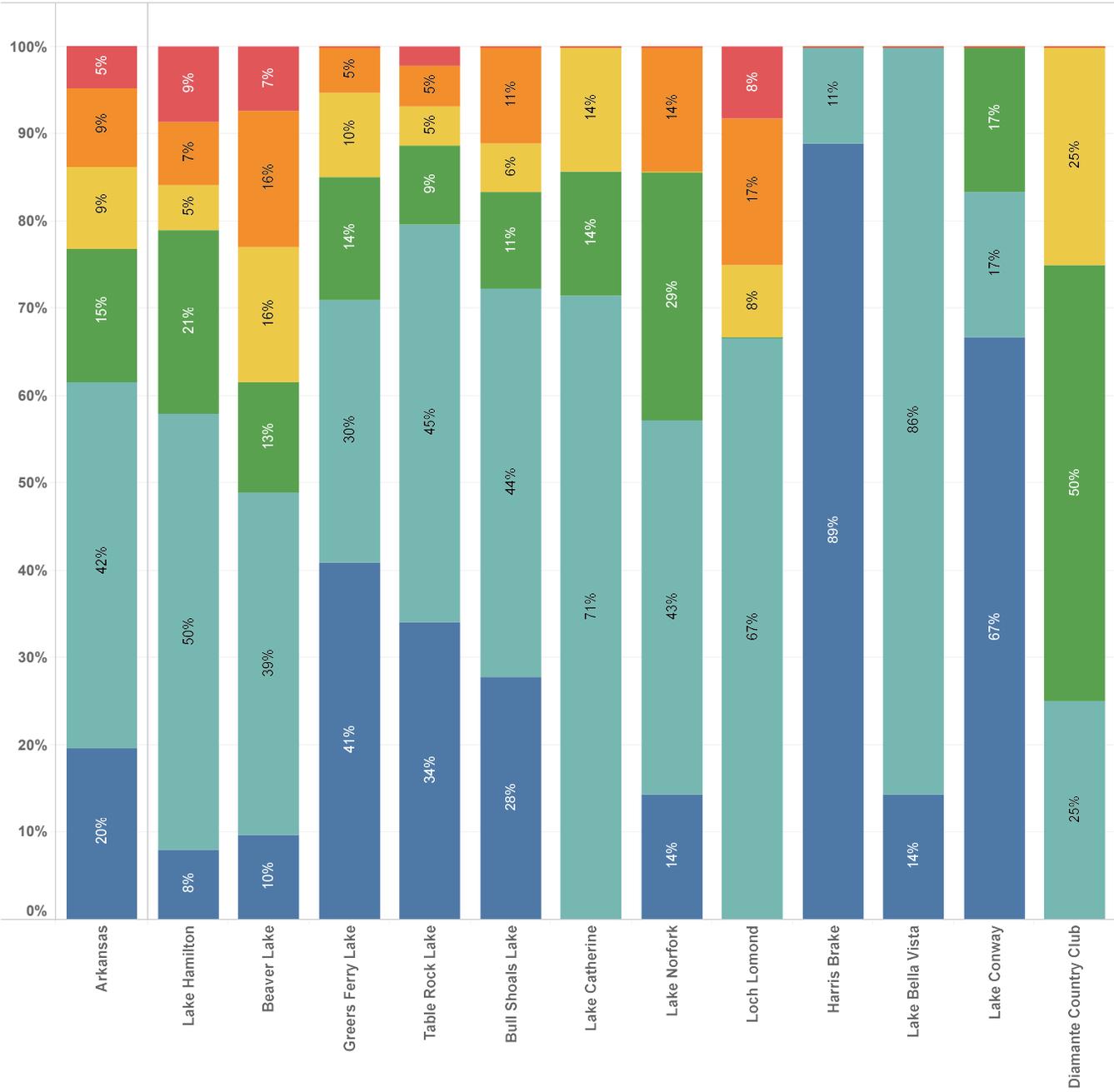
1. Bull Shoals Lake	\$18,202
2. Lake Avalon	\$30,248
3. Loch Lomond	\$34,141
4. Lake Ann	\$35,258
5. Table Rock Lake	\$36,212
6. Lake Brittany	\$37,409
7. Beaver Lake	\$44,428
8. Lake Catherine	\$52,776

Listings of 10 Acres or More

1. Bull Shoals Lake	\$6,982
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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 2023Q2

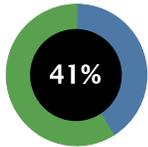
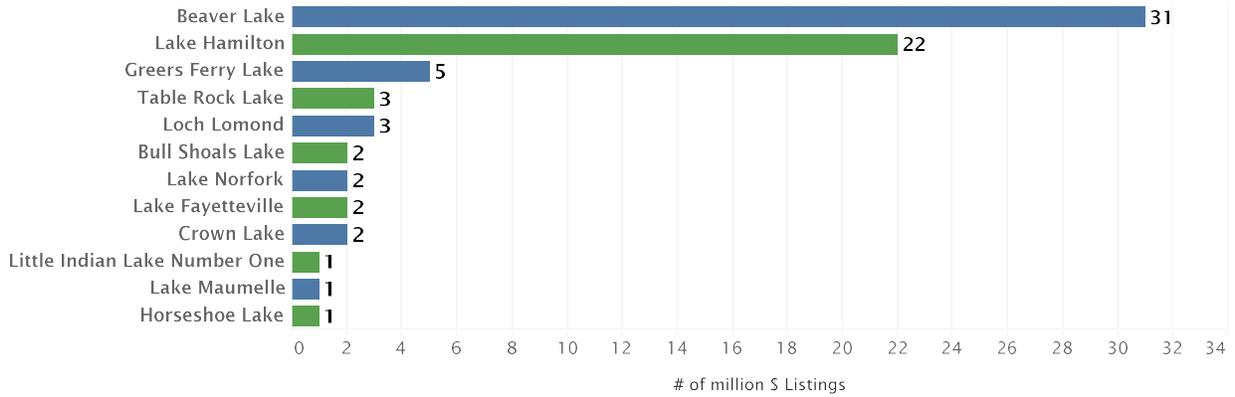


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2023Q2

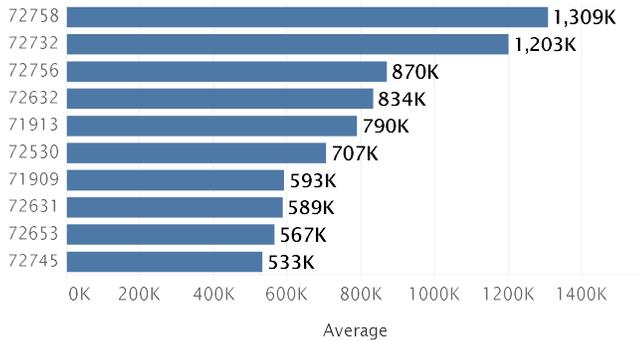


of \$1M+ Homes in Arkansas are on Beaver Lake

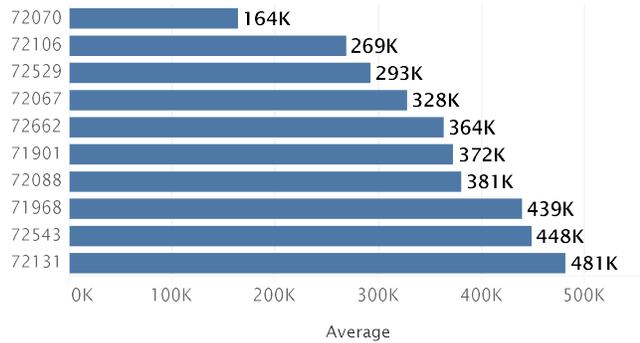
Total Number of \$1M+ Homes

75

Most Expensive ZIP Codes 2023Q2

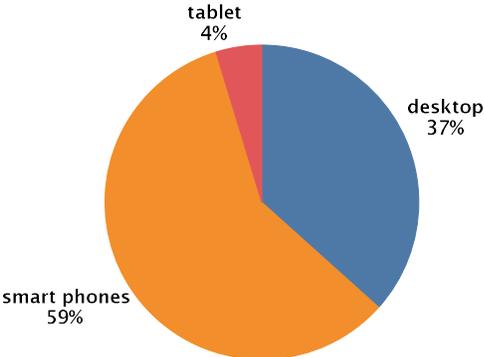


Most Affordable ZIP Codes 2023Q2

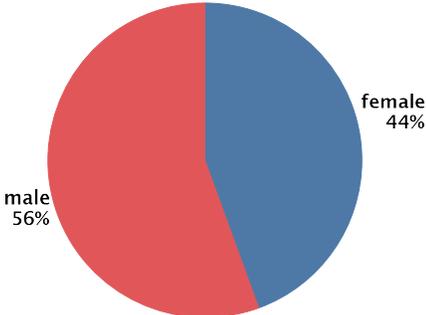


Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

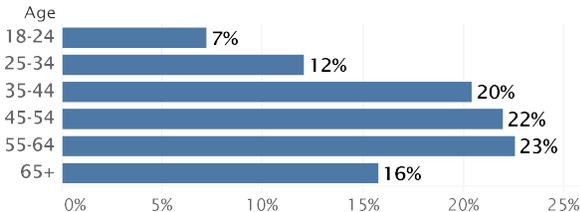


84% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q2



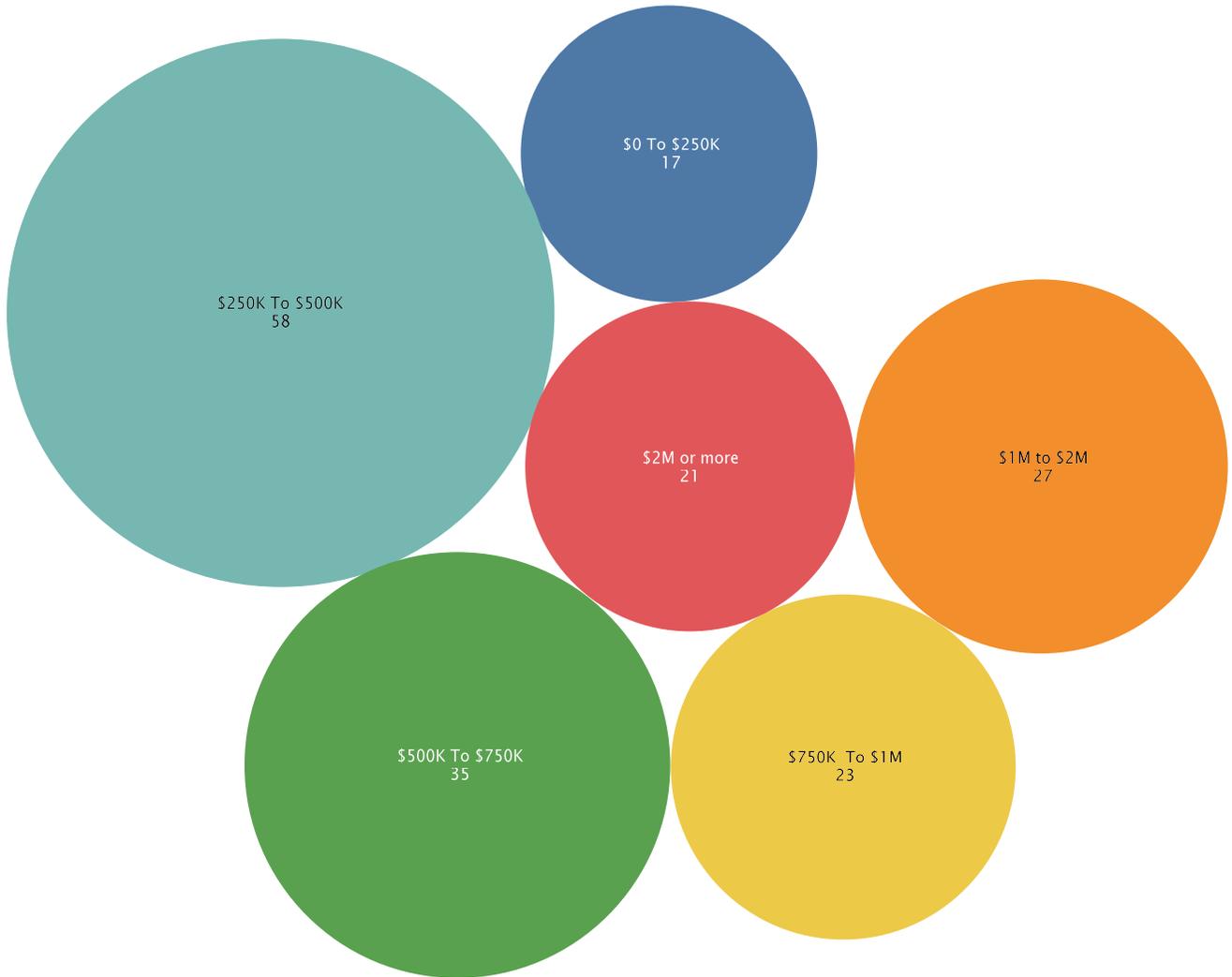
Number 2-10 metros are:

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



CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2023Q2



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 \$148 MM in spring 2023 to \$185 MM resulting in a 22% increase.

Largest Markets

1. Candlewood Lake	\$50,733,599	27.4%
2. Woodridge Lake - Goshen	\$15,688,950	8.5%
3. Washing Lake	\$9,425,000	5.5%
4. Samp Mortar Reservoir	\$9,359,899	5.1%
5. Lake Lillinonah	\$9,038,900	4.9%

Total Connecticut Market: \$184,906,975

Most Listings

1. Candlewood Lake	44	18.7%
2. Woodridge Lake - Goshen	21	8.9%
3. Squantz Pond	16	6.8%
4. Pocotopaug Lake	14	6.0%
5. Amston Lake	10	4.3%

Total Connecticut Listings: 235

Largest Home Markets

1. Candlewood Lake	\$49,139,599	28.7%
2. Woodridge Lake - Goshen	\$14,458,950	8.5%
3. Washing Lake	\$9,425,000	5.5%
4. Samp Mortar Reservoir	\$8,469,899	5.0%
5. Lake Lillinonah	\$7,839,900	4.6%

Total Connecticut Home Market: \$171,105,310

Most Homes Available

1. Candlewood Lake	38	21.0%
2. Pocotopaug Lake	13	7.2%
2. Woodridge Lake - Goshen	13	7.2%
4. Lake Zoar	10	5.5%
5. Squantz Pond	8	4.4%

Total Connecticut Home Listings: 181

Largest Land Markets

1. Wononskopomuc Lake	\$2,595,000	18.8%
2. Squantz Pond	\$1,877,800	13.6%
3. Candlewood Lake	\$1,594,000	11.5%
4. Tyler Lake	\$1,450,000	10.5%
5. Woodridge Lake - Goshen	\$1,230,000	8.9%

Total Connecticut Land Market: \$13,801,665

Most Land Available

1. Squantz Pond	8	14.8%
1. Woodridge Lake - Goshen	8	14.8%
3. Candlewood Lake	6	11.1%
4. Amston Lake	5	9.3%
5. Rogers Lake	3	5.6%

Total Connecticut Land Listings: 54

Average Home Price

1. Candlewood Lake	\$1,293,147
2. Woodridge Lake - Goshen	\$1,112,227

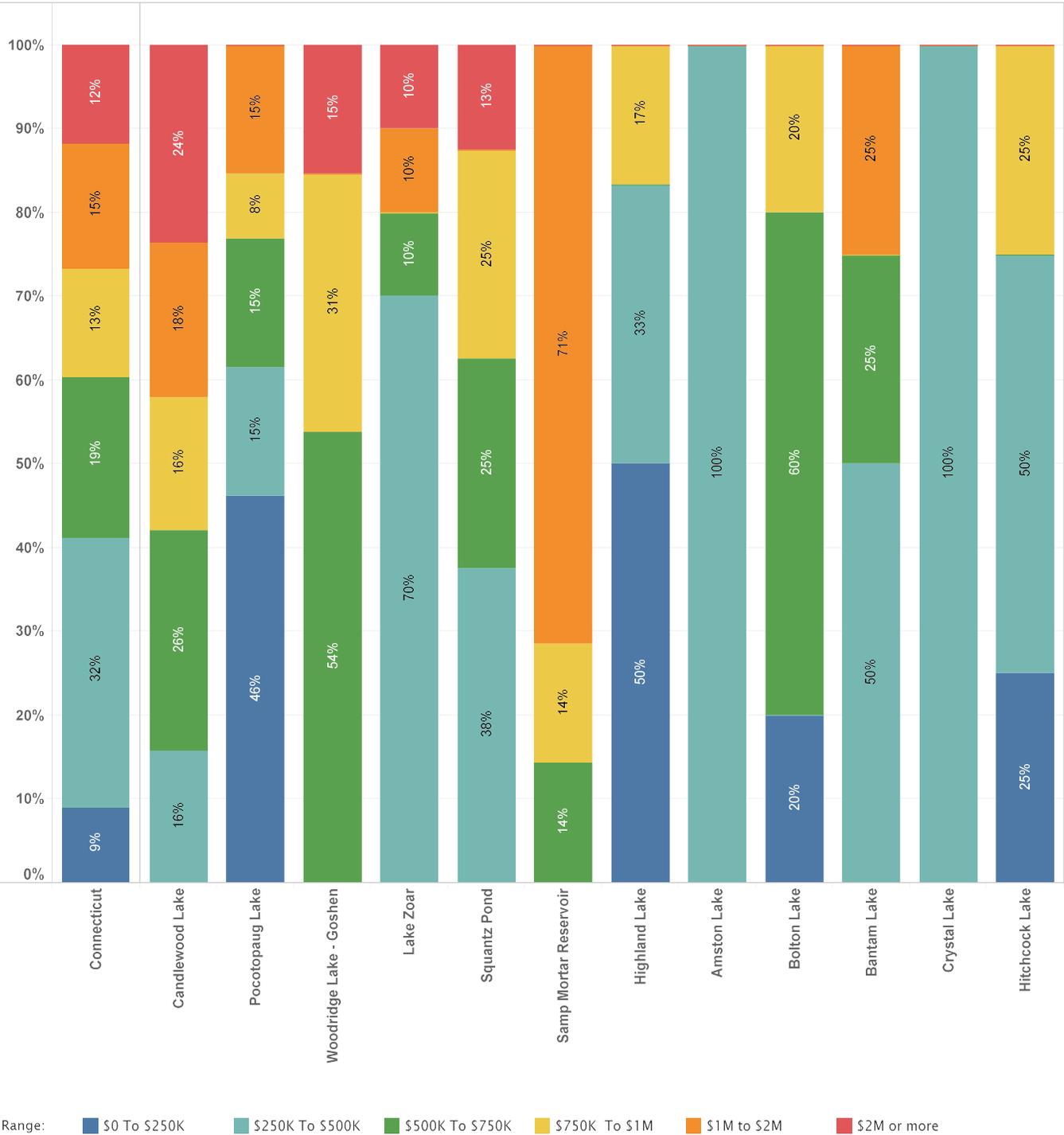
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

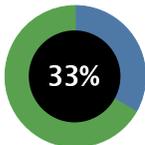
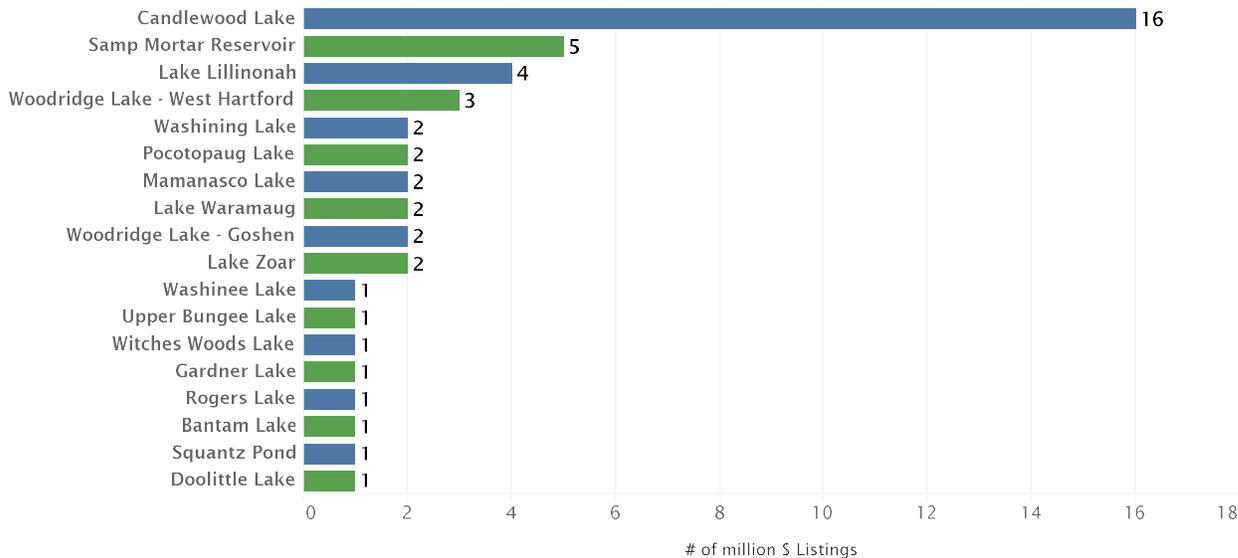
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Price Breakdown by Percentage of Homes in the Connecticut Market 2023Q2



Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2023Q2

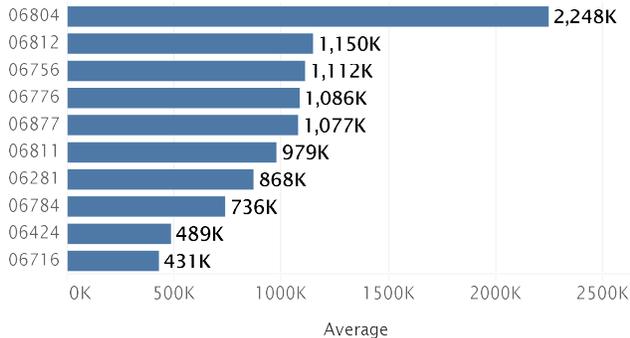


33% of \$1M+ Homes in Connecticut are on Candlewood Lake

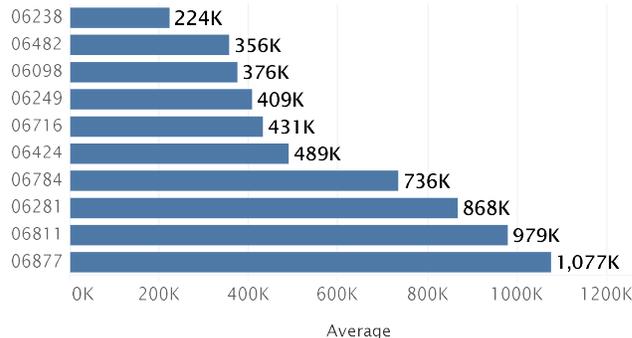
Total Number of \$1M+ Homes

48

Most Expensive ZIP Codes 2023Q2

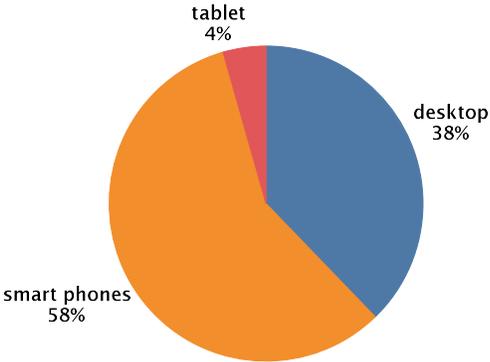


Most Affordable ZIP Codes 2023Q2

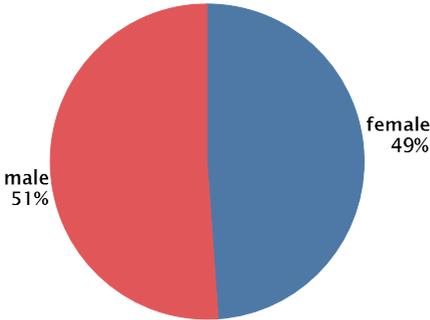


Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

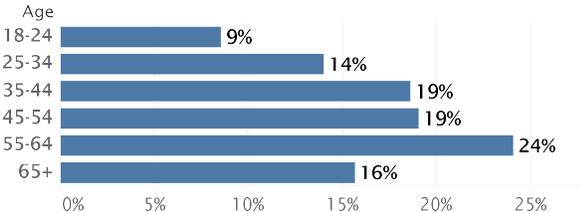


72% of potential buyers come from outside Connecticut

New York,

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

What Age Groups are Shopping 2023Q2



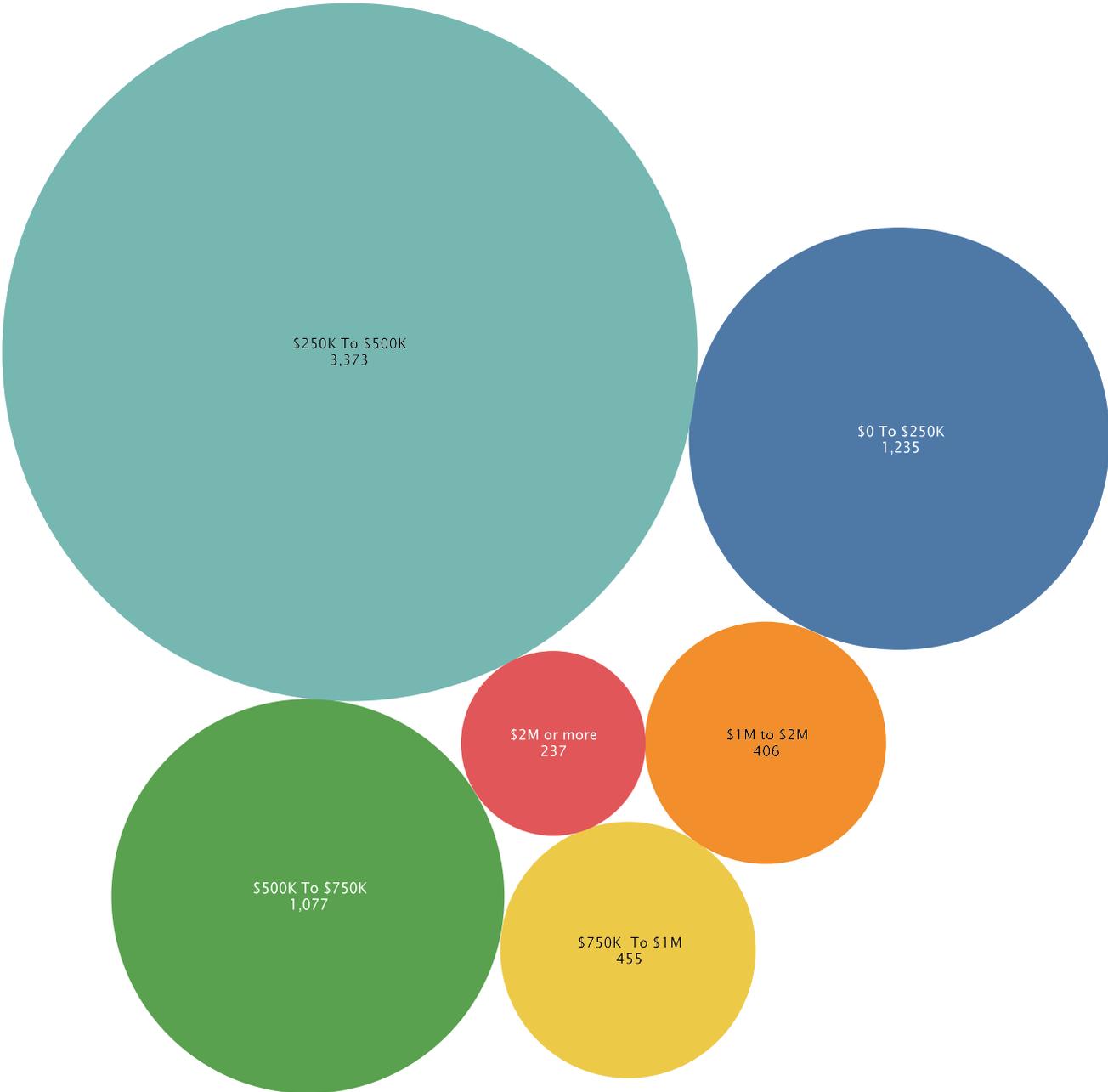
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Grand Rapids-Kalamazoo-Battle Creek, MI
- Tampa-St. Petersburg (Sarasota), FL
- Raleigh-Durham (Fayetteville), NC
- Philadelphia, PA
- Greenville-Spartanburg-Asheville-Anderson
- Tallahassee FL-Thomasville, GA



FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2023Q2



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



Florida

The total Florida market rose from \$4.5 BB in spring 2023 to \$4.75 BB resulting in a 5% increase.

Largest Markets

1. Lake Butler	\$116,354,000	2.5%	6. Lake Tarpon	\$88,790,098	1.9%
2. Lake Maitland	\$115,127,000	2.4%	7. Reedy Creek Swamp	\$77,995,177	1.6%
3. Lake Down	\$111,594,595	2.4%	8. John's Lake	\$76,017,163	1.6%
4. Heron Lagoon	\$96,798,993	2.0%	9. Davenport Creek Swamp	\$73,479,679	1.5%
5. Lake Harris	\$94,840,696	2.0%	10. Lake Apopka	\$70,791,908	1.5%

Total Florida Market: \$4,746,396,425

Largest Home Markets

1. Lake Maitland	\$113,682,100	2.8%
2. Lake Butler	\$107,904,000	2.7%
3. Lake Down	\$92,404,595	2.3%
4. Heron Lagoon	\$91,848,993	2.3%
5. Lake Tarpon	\$79,883,199	2.0%
6. Reedy Creek Swamp	\$76,702,688	1.9%
7. Davenport Creek Swamp	\$69,524,631	1.7%
8. John's Lake	\$62,822,213	1.6%
9. Lake Apopka	\$62,707,136	1.5%
10. Lake Harris	\$59,853,096	1.5%

Total Florida Home Market: \$4,052,295,529

Largest Land Markets

1. Lake Harris	\$34,987,600	5.0%
2. Lake Ashton	\$34,500,000	5.0%
3. Lake Down	\$19,190,000	2.8%
4. Lake Dora	\$16,361,399	2.4%
5. Lake Osceola - Pasco	\$15,295,000	2.2%
6. Red Beach Lake	\$13,507,300	1.9%
7. John's Lake	\$13,194,950	1.9%
8. Crooked Lake - Four Corners	\$13,100,000	1.9%
9. Lake Susan	\$11,808,000	1.7%
10. Crosby Island Marsh	\$9,749,800	1.4%

Total Florida Land Market: \$694,100,896

Most Expensive Homes

1. Heron Lagoon	\$5,740,562
2. Lake Butler	\$4,316,160

Most Affordable Homes

1. Lake Keystone	\$1,843,083
2. Lake Virginia	\$1,882,378

Most Listings

1. Reedy Creek Swamp	207	2.4%	6. Lake Weohyakapka (Walk in Water)	130	1.5%
2. Lake Harris	173	2.0%	7. Lake Jackson - Sebring	122	1.4%
3. Lake Tarpon	169	1.9%	8. Lake Marion	117	1.3%
4. Davenport Creek Swamp	150	1.7%	9. Indian Head Swamp	111	1.3%
5. Lake Dora	134	1.5%	10. Twelvemile Swamp	109	1.6%
Total Florida Listings:				8,745	

Most Homes Available

1. Reedy Creek Swamp	189	2.8%
2. Lake Tarpon	153	2.3%
3. Lake Harris	141	2.1%
4. Davenport Creek Swamp	128	1.9%
5. Lake Dora	113	1.7%
6. Twelvemile Swamp	109	1.6%
7. Lake Jackson - Sebring	105	1.5%
8. Indian Head Swamp	97	1.4%
9. Lake Tohopekaliga	95	1.4%
10. John's Lake	82	1.2%

Total Florida Home Listings: 6,783

Most Land Available

1. Lake Weohyakapka (Walk in Water)	103	5.2%
2. Lake Marion	82	4.2%
3. Marshall Swamp	42	2.1%
4. Lake Istokpoga	41	2.1%
5. Grassy Lake - Lake Placid	37	1.9%
6. Lake June	36	1.8%
7. Lake Harris	32	1.6%
8. Lake Blueberry	27	1.4%
9. Lake Okahumpka	26	1.3%
10. Lake Alfred	23	1.2%

Total Florida Land Listings: 1,962

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Mud Lake - Lakeland	\$697,670
2. Graham Swamp	\$598,280
3. Lake Van - Auburndale	\$439,872
4. Lake Okahumpka	\$428,181
5. Lake Medora	\$415,944
6. Lake Apopka	\$413,332
7. Lake Tohopekaliga	\$324,159
8. Black Branch Swamp	\$300,589

Listings of 10 Acres or More

1. Lake Harris	\$71,283
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

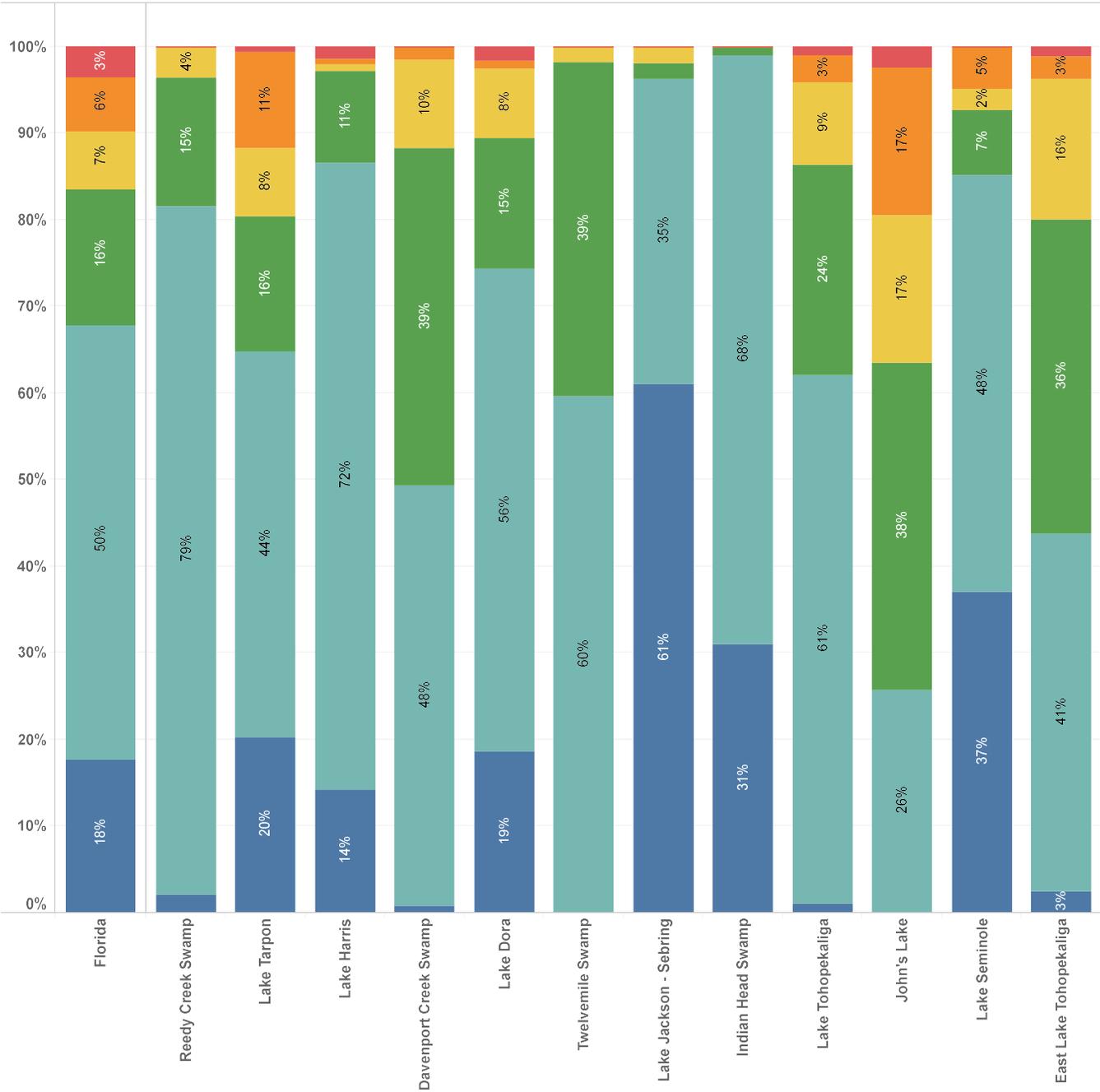
1. Deep Creek	\$27,243
2. Grassy Lake - Interlachen	\$28,023
3. Lake Weohyakapka (Walk in Water)	\$35,398
4. Trout Lake - Interlachen	\$35,407
5. West Lake - Hawthorne	\$36,429
6. Winding Tree Lake	\$37,033
7. Black Sink Prairie	\$41,036
8. Ladys-slipper Lake	\$41,194

Listings of 10 Acres or More

1. Lake Harris	\$71,283
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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 2023Q2

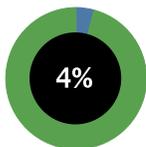
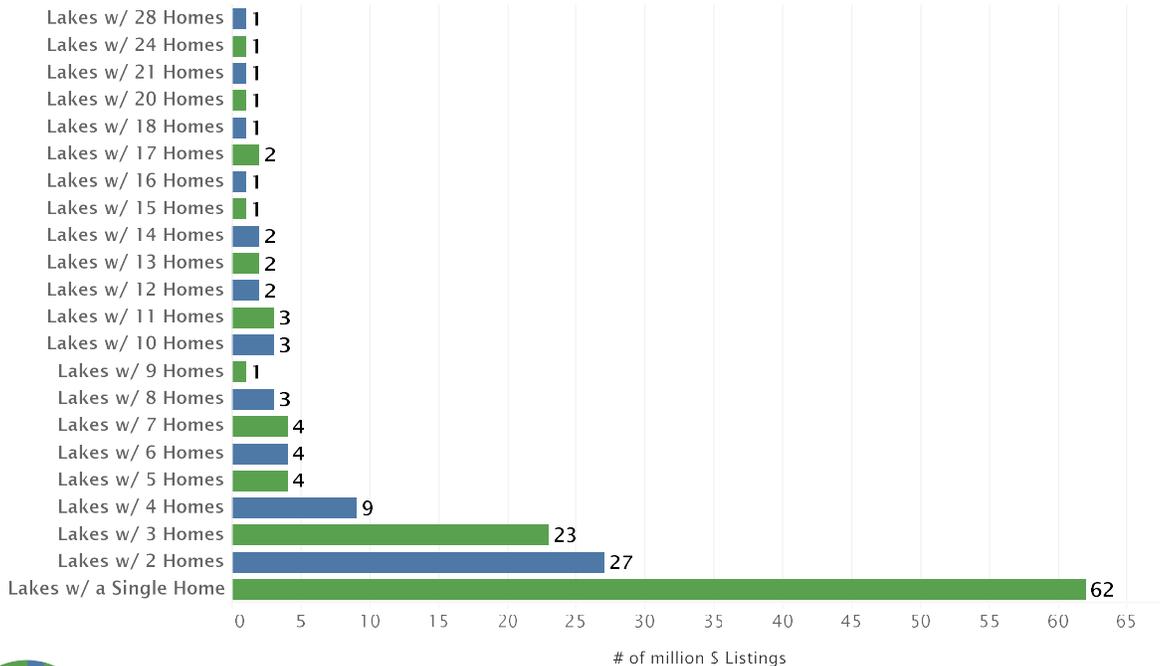


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2023Q2

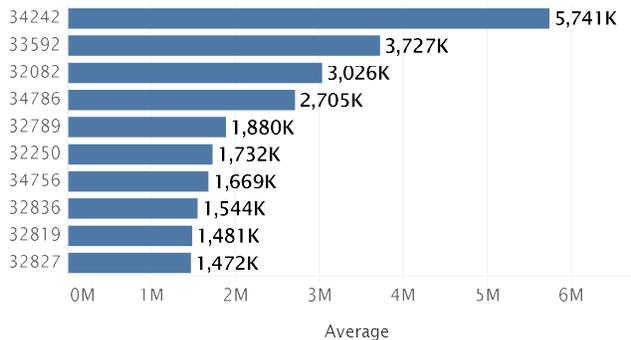


of \$1M+ Homes in Florida are on Lake Maitland

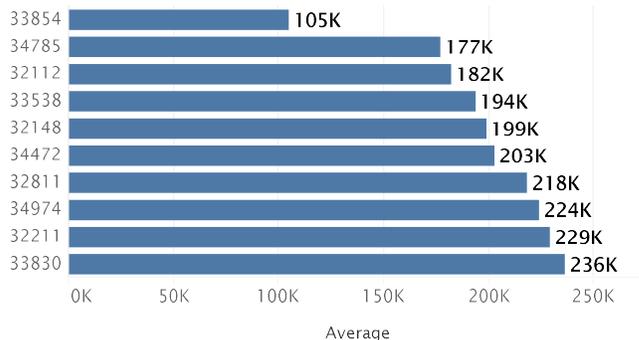
Total Number of \$1M+ Homes

643

Most Expensive ZIP Codes 2023Q2

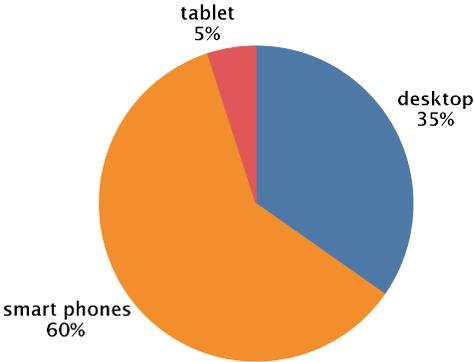


Most Affordable ZIP Codes 2023Q2

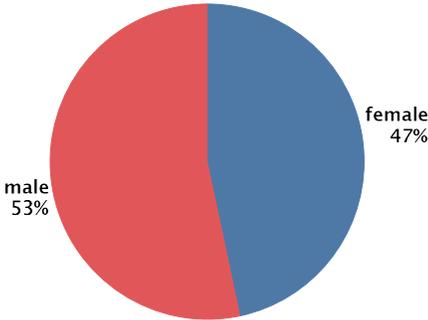


Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

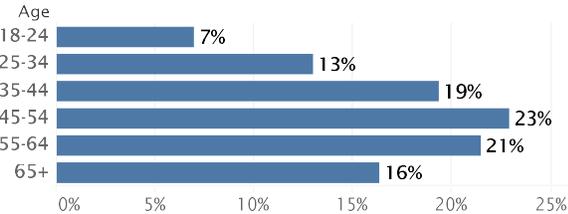


64% of potential buyers come from outside Florida

Atlanta

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

What Age Groups are Shopping 2023Q2



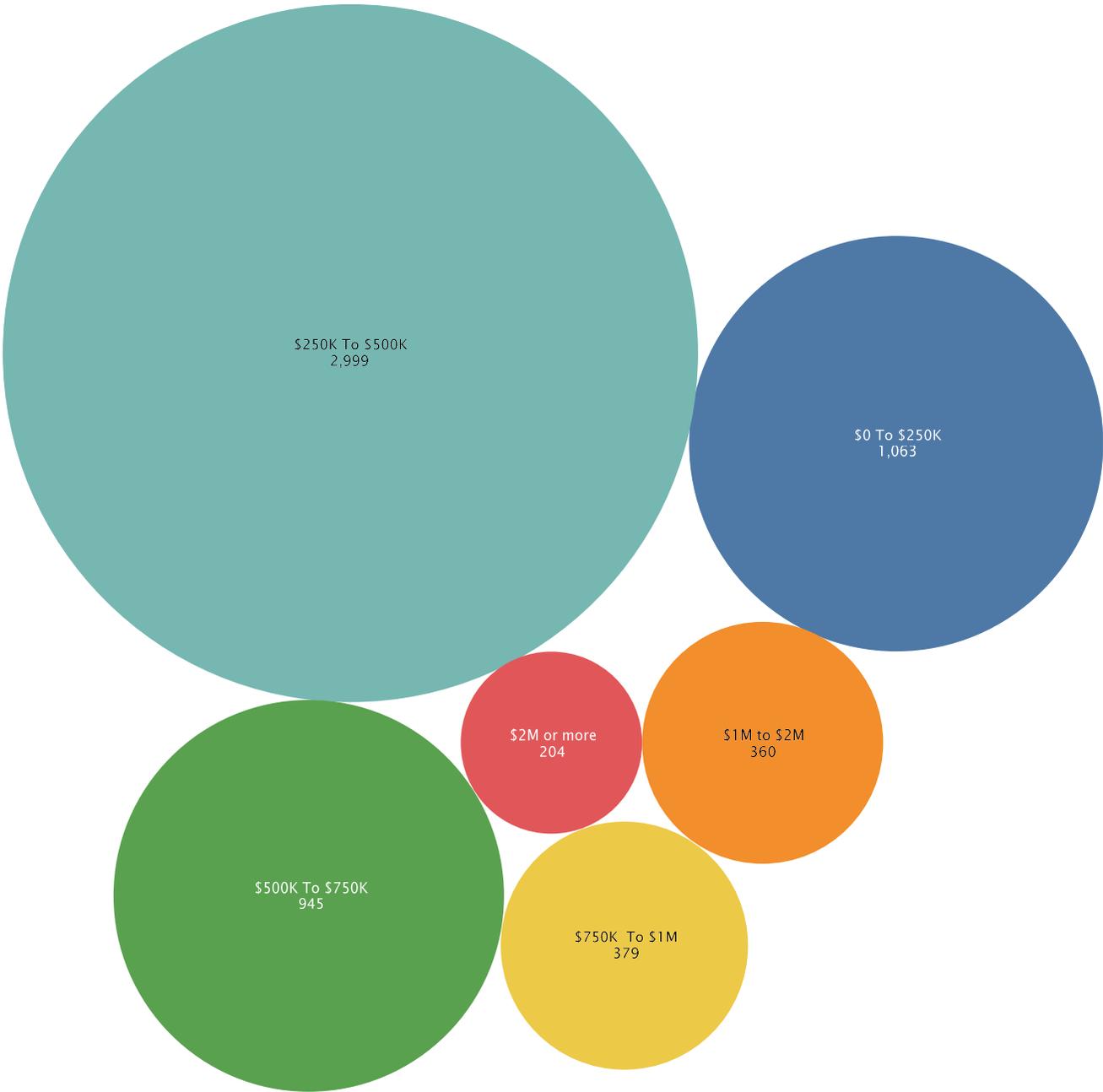
Number 2-10 metros are:

- New York, NY
- Washington DC (Hagerstown MD)
- Chicago, IL
- Raleigh-Durham (Fayetteville), NC
- Philadelphia, PA
- Boston MA-Manchester, NH
- Charlotte, NC
- Dallas-Ft. Worth, TX
- Grand Rapids-Kalamazoo-Battle Creek, MI



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2023Q2



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 spring 2023 to summer 2023.

Largest Markets

1. Lake Butler	\$116,354,000	2.8%
2. Lake Maitland	\$115,127,000	2.8%
3. Lake Down	\$111,594,595	2.7%
4. Heron Lagoon	\$96,798,993	2.3%
5. Lake Harris	\$94,840,696	2.3%

Total Florida Central Market: \$4,162,009,009

Most Listings

1. Reedy Creek Swamp	207	2.8%
2. Lake Harris	173	2.3%
3. Lake Tarpon	169	2.3%
4. Davenport Creek Swamp	150	2.0%
5. Lake Dora	134	1.8%

Total Florida Central Listings: 7,368

Largest Home Markets

1. Lake Maitland	\$113,682,100	3.2%
2. Lake Butler	\$107,904,000	3.0%
3. Lake Down	\$92,404,595	2.6%
4. Heron Lagoon	\$91,848,993	2.6%
5. Lake Tarpon	\$79,883,199	2.2%

Total Florida Central Home Market: \$3,555,603,909

Most Homes Available

1. Reedy Creek Swamp	189	3.2%
2. Lake Tarpon	153	2.6%
3. Lake Harris	141	2.4%
4. Davenport Creek Swamp	128	2.2%
5. Lake Dora	113	1.9%

Total Florida Central Home Listings: 5,950

Largest Land Markets

1. Lake Harris	\$34,987,600	5.8%
2. Lake Ashton	\$34,500,000	5.7%
3. Lake Down	\$19,190,000	3.2%
4. Lake Dora	\$16,361,399	2.7%
5. Lake Osceola - Pasco	\$15,295,000	2.5%

Total Florida Central Land Market: \$606,405,100

Most Land Available

1. Lake Weohyakapka (Walk in Water)	103	7.3%
2. Lake Marion	82	5.8%
3. Lake Istokpoga	41	2.9%
4. Grassy Lake - Lake Placid	37	2.6%
5. Lake June	36	2.5%

Total Florida Central Land Listings: 1,418

Average Home Price

1. Heron Lagoon, FL	\$5,740,562
2. Lake Butler, FL	\$4,316,160
3. Lake Down, FL	\$3,186,365
4. Butler Chain Of Lakes, FL	\$2,974,975
5. Lake Maitland, FL	\$2,471,350

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Mud Lake - Lakeland	\$697,670
2. Lake Van - Auburndale	\$439,872
3. Lake Okahumpka	\$428,181
4. Lake Medora	\$415,944
5. Lake Apopka	\$413,332

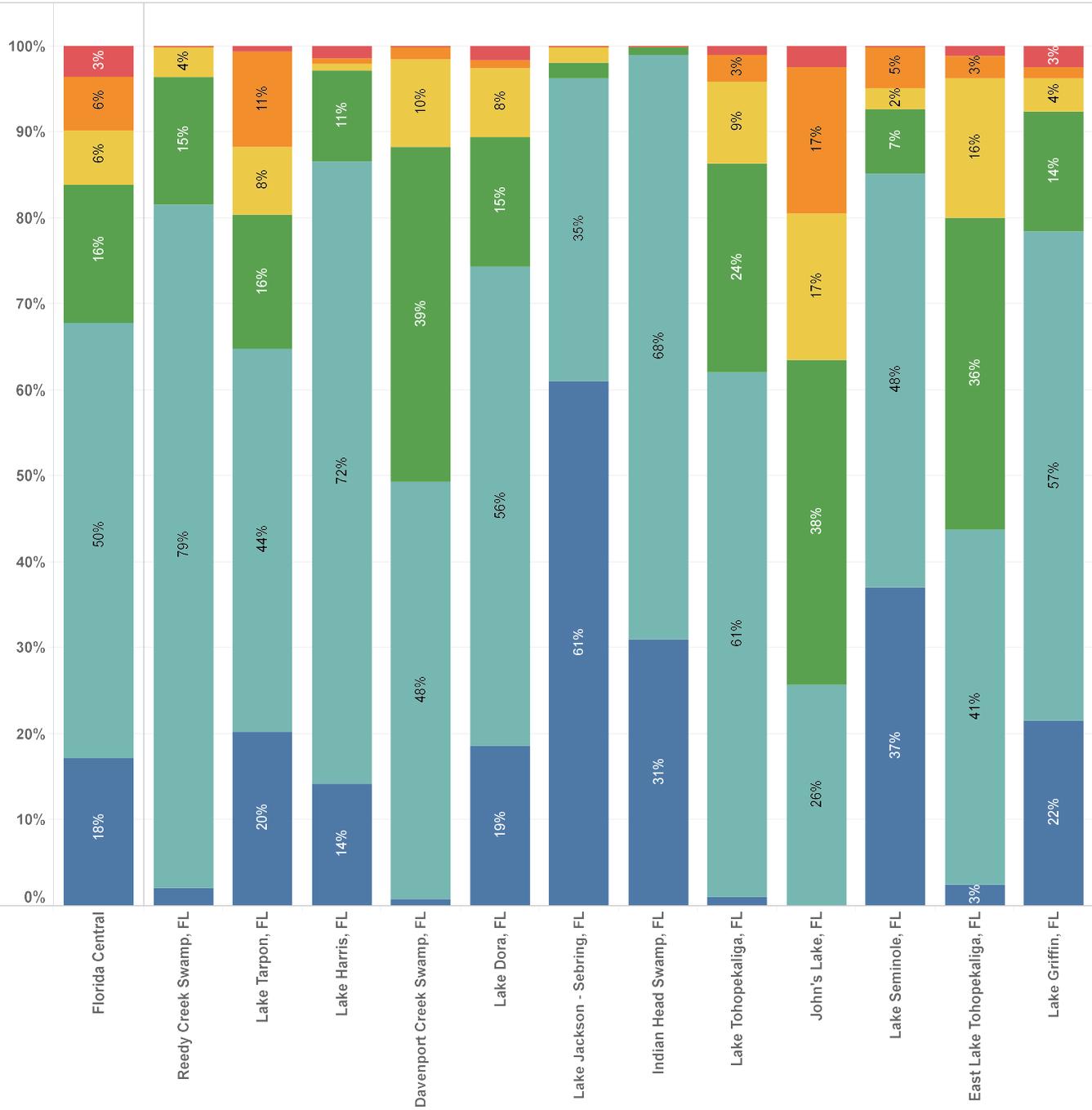
Listings of 10 Acres or More

1. Lake Harris	\$71,283
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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 2023Q2

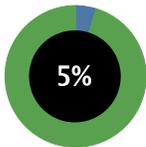
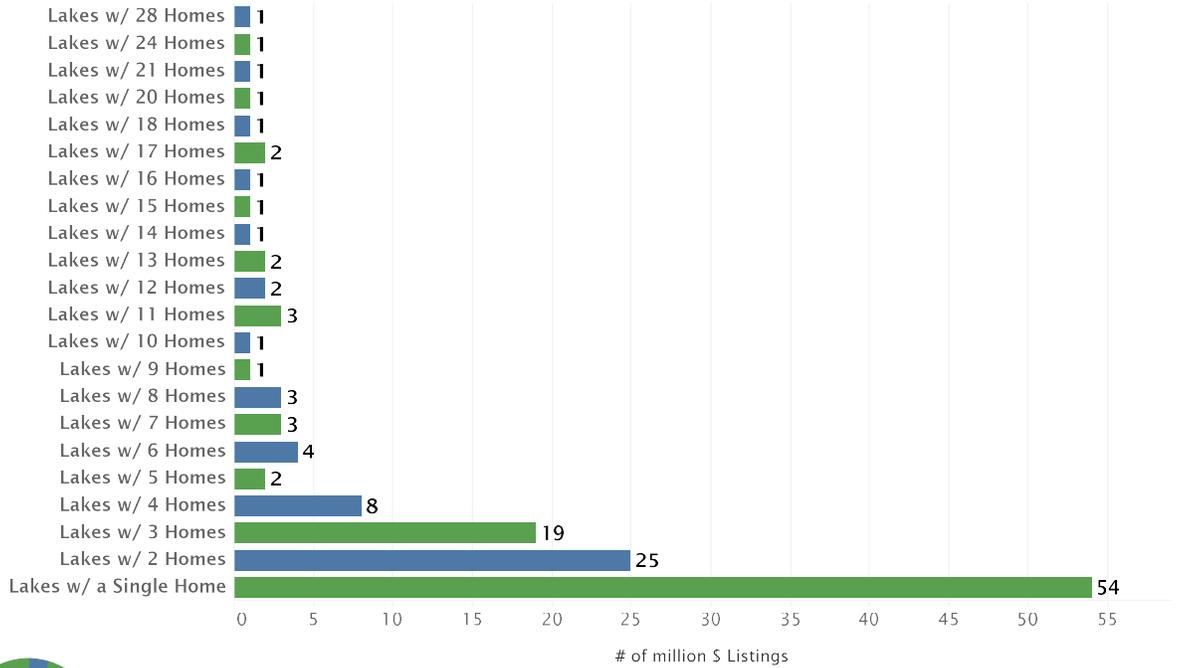


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2023Q2

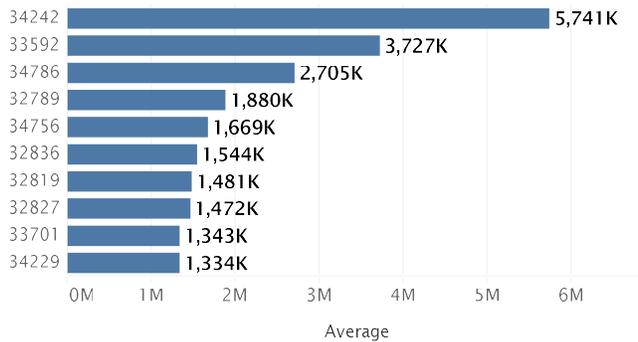


5% of \$1M+ Homes in Florida Central are on Lake Maitland

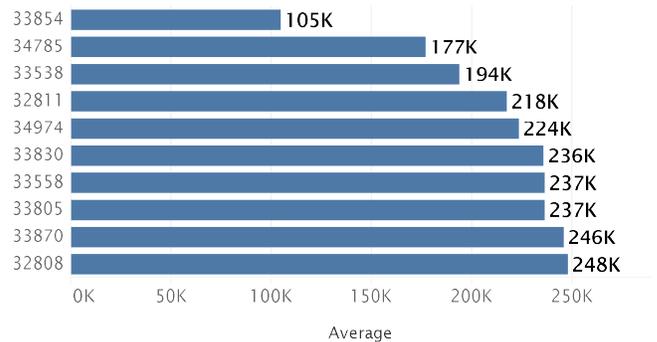
Total Number of \$1M+ Homes

564

Most Expensive ZIP Codes 2023Q2

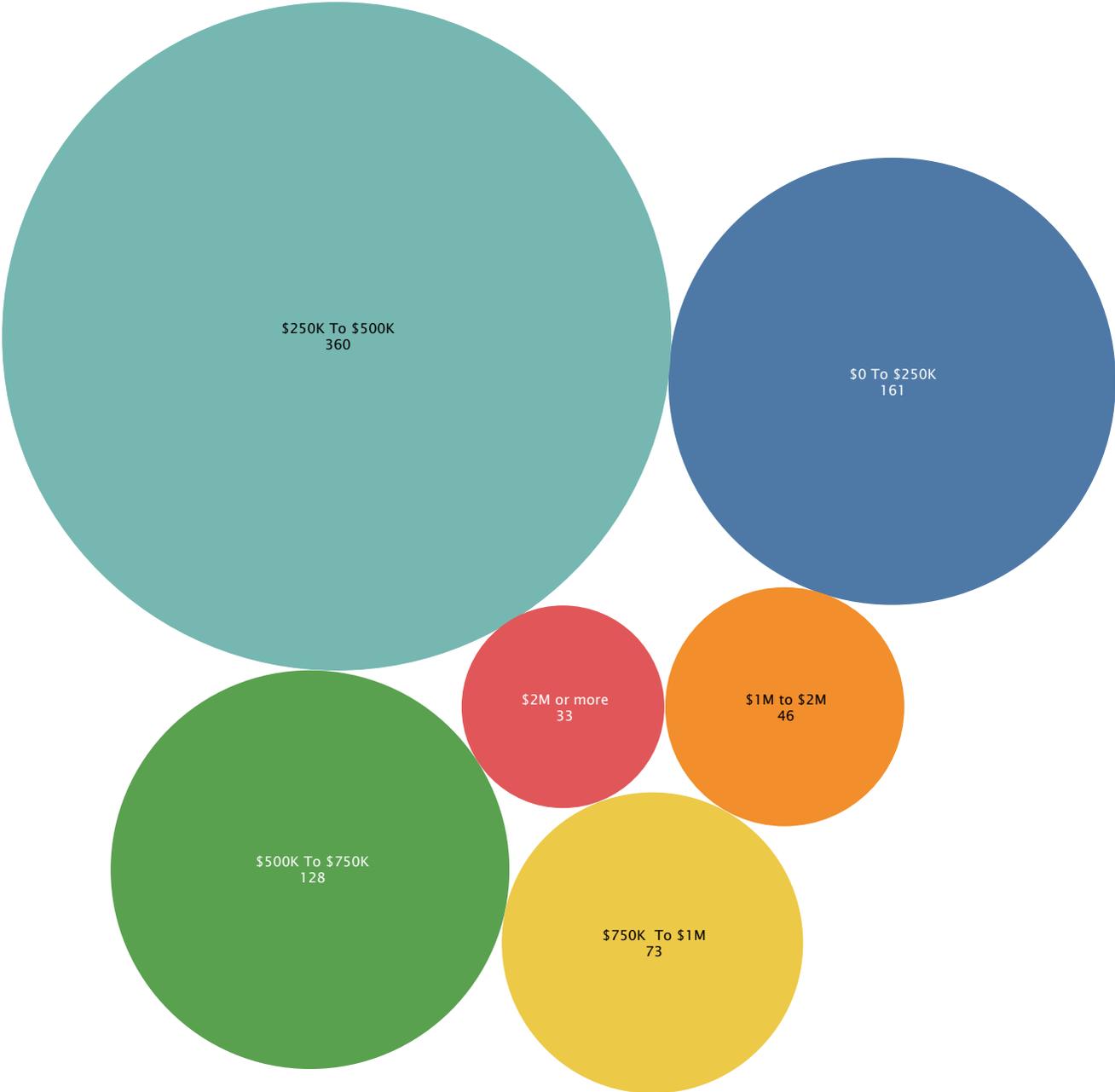


Most Affordable ZIP Codes 2023Q2



FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2023Q2



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 \$507 MM in spring 2023 to \$565 MM resulting in a \$58 MM increase.

Largest Markets

1. Twelvemile Swamp	\$56,223,533	11.6%
2. Snowden Bay	\$46,245,338	9.5%
3. Lake Vedra	\$43,360,000	7.7%
4. Huguenot Lagoon	\$31,192,550	6.4%
5. Pringle Swamp	\$23,089,226	4.1%

Total Florida NE Market: \$565,400,438

Most Listings

1. Twelvemile Swamp	109	13.6%
2. Marshall Swamp	73	5.6%
3. Lake Weir	59	4.5%
4. Snowden Bay	52	6.5%
5. Doctors Lake	38	2.9%

Total Florida NE Listings: 1,313

Largest Home Markets

1. Twelvemile Swamp	\$56,223,533	11.6%
2. Snowden Bay	\$46,245,338	9.5%
3. Lake Vedra	\$35,990,000	7.4%
4. Huguenot Lagoon	\$31,192,550	6.4%
5. Pringle Swamp	\$20,539,226	4.2%

Total Florida NE Home Market: \$484,912,340

Most Homes Available

1. Twelvemile Swamp	109	13.6%
2. Snowden Bay	52	6.5%
3. Lake Weir	43	5.4%
4. Lake Sparkle	31	3.9%
4. Marshall Swamp	31	3.9%

Total Florida NE Home Listings: 801

Largest Land Markets

1. Lake Vedra	\$7,370,000	9.2%
2. Black Branch Swamp	\$5,774,499	7.2%
3. Fivemile Swamp	\$5,649,000	7.0%
4. Doctors Lake	\$5,014,700	6.2%
5. Black Sink Prairie	\$4,896,347	6.1%

Total Florida NE Land Market: \$80,488,098

Most Land Available

1. Marshall Swamp	42	8.2%
2. Black Branch Swamp	19	3.7%
3. Black Sink Prairie	17	3.3%
3. Ladys-slipper Lake	17	3.3%
5. Lake Weir	16	3.1%

Total Florida NE Land Listings: 512

Average Home Price

1. Lake Vedra, FL	\$3,271,818
2. Huguenot Lagoon, FL	\$1,559,628
3. Silver Lake - Flagler Beach, FL	\$1,178,445
4. Maria Sanchez Lake, FL	\$1,030,053
5. Gum Swamp, FL	\$919,526

Average Land Price Per Acre

Listings of Less Than 10 Acres

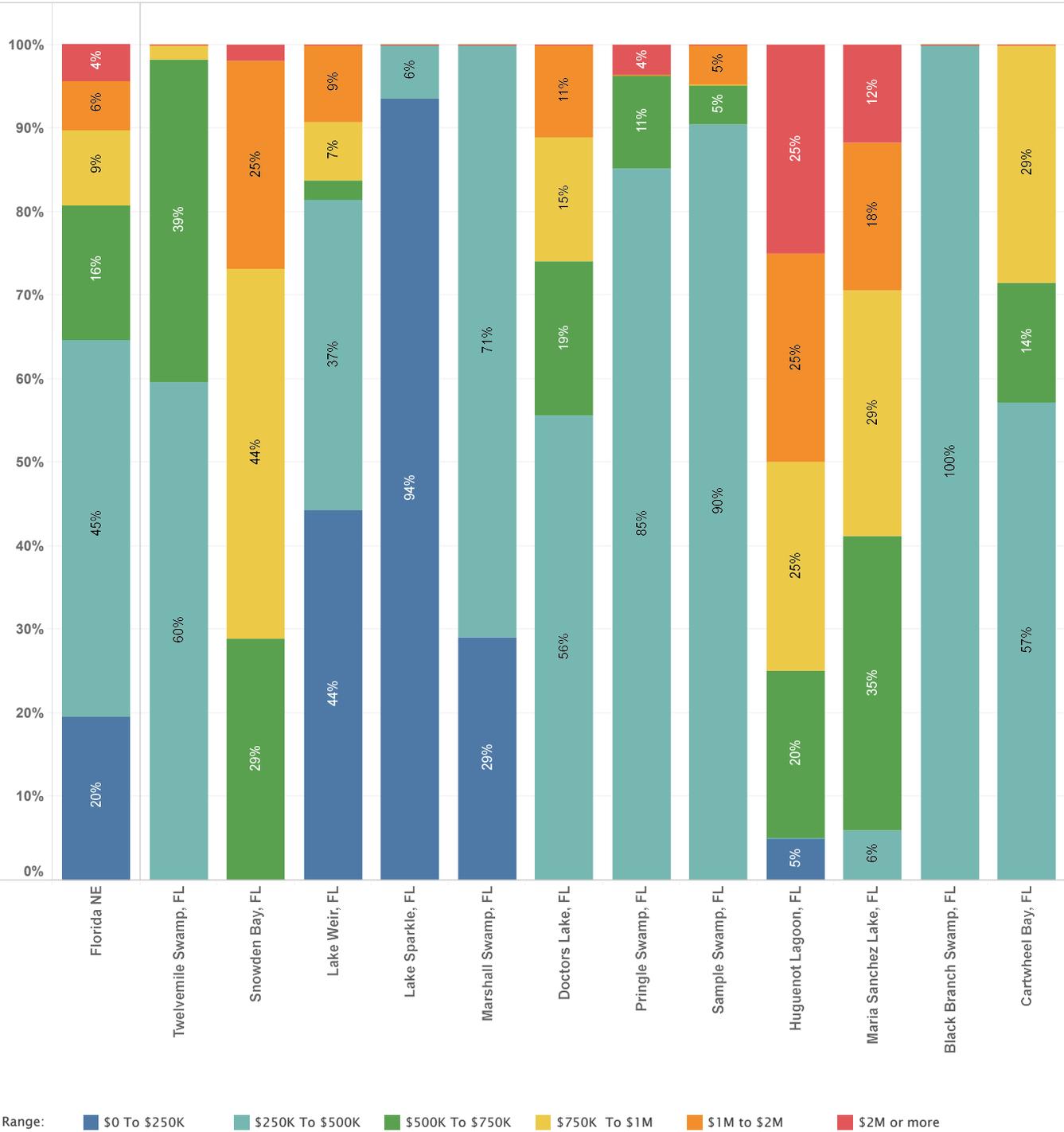
1. Black Branch Swamp	\$300,589
2. Doctors Lake	\$190,601
3. Marshall Swamp	\$84,729
4. Lake Weir	\$84,617
5. Lake Grandin	\$64,724

Listings of 10 Acres or More

**

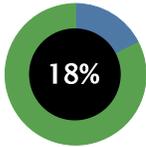
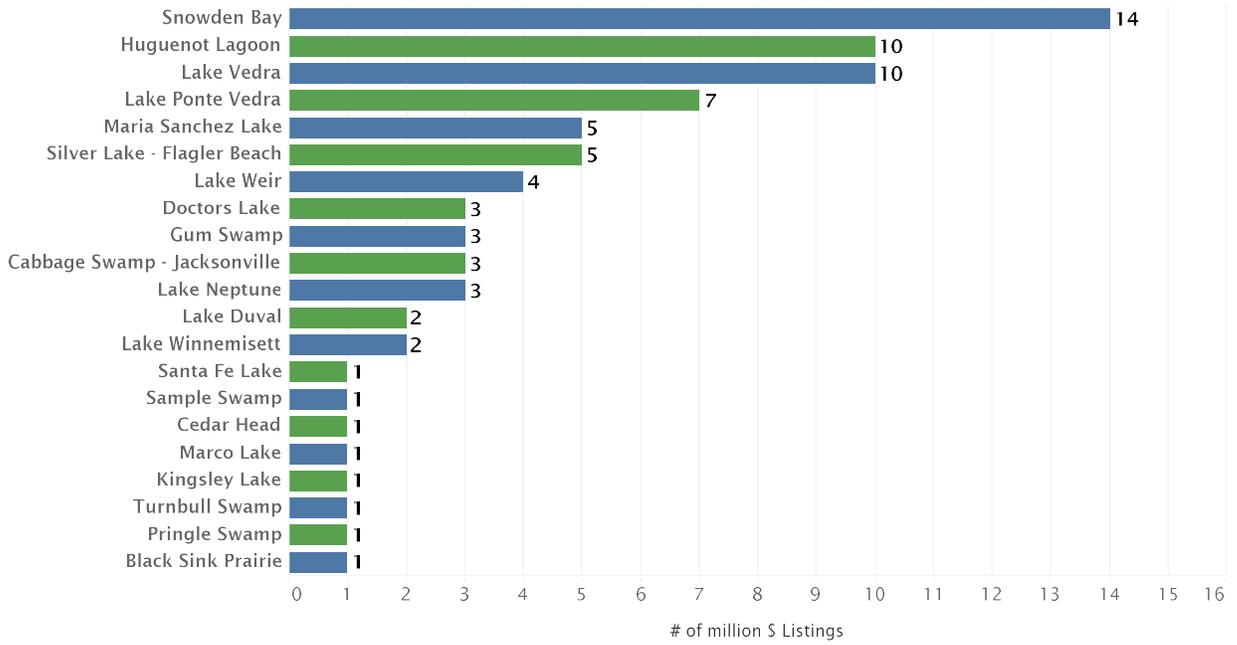
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida NE Market 2023Q2



Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2023Q2

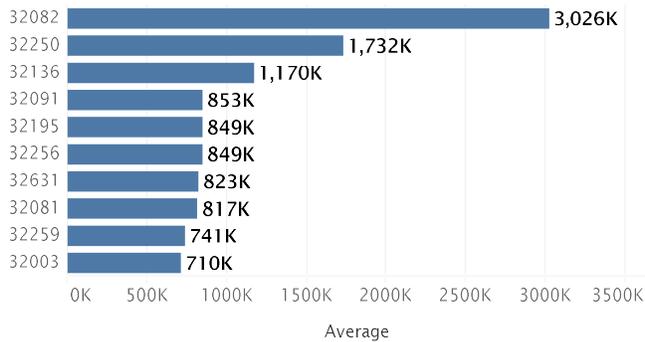


18% of \$1M+ Homes in Florida NE are on Snowden Bay

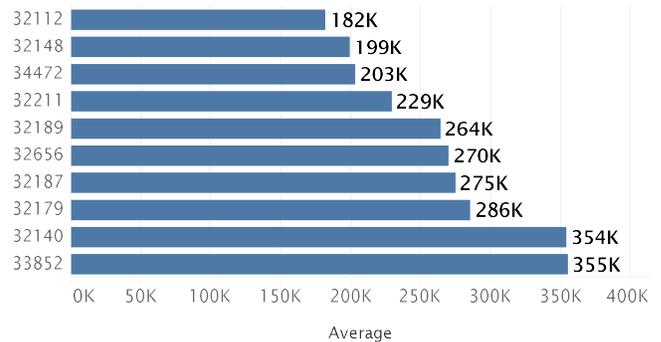
Total Number of \$1M+ Homes

79

Most Expensive ZIP Codes 2023Q2

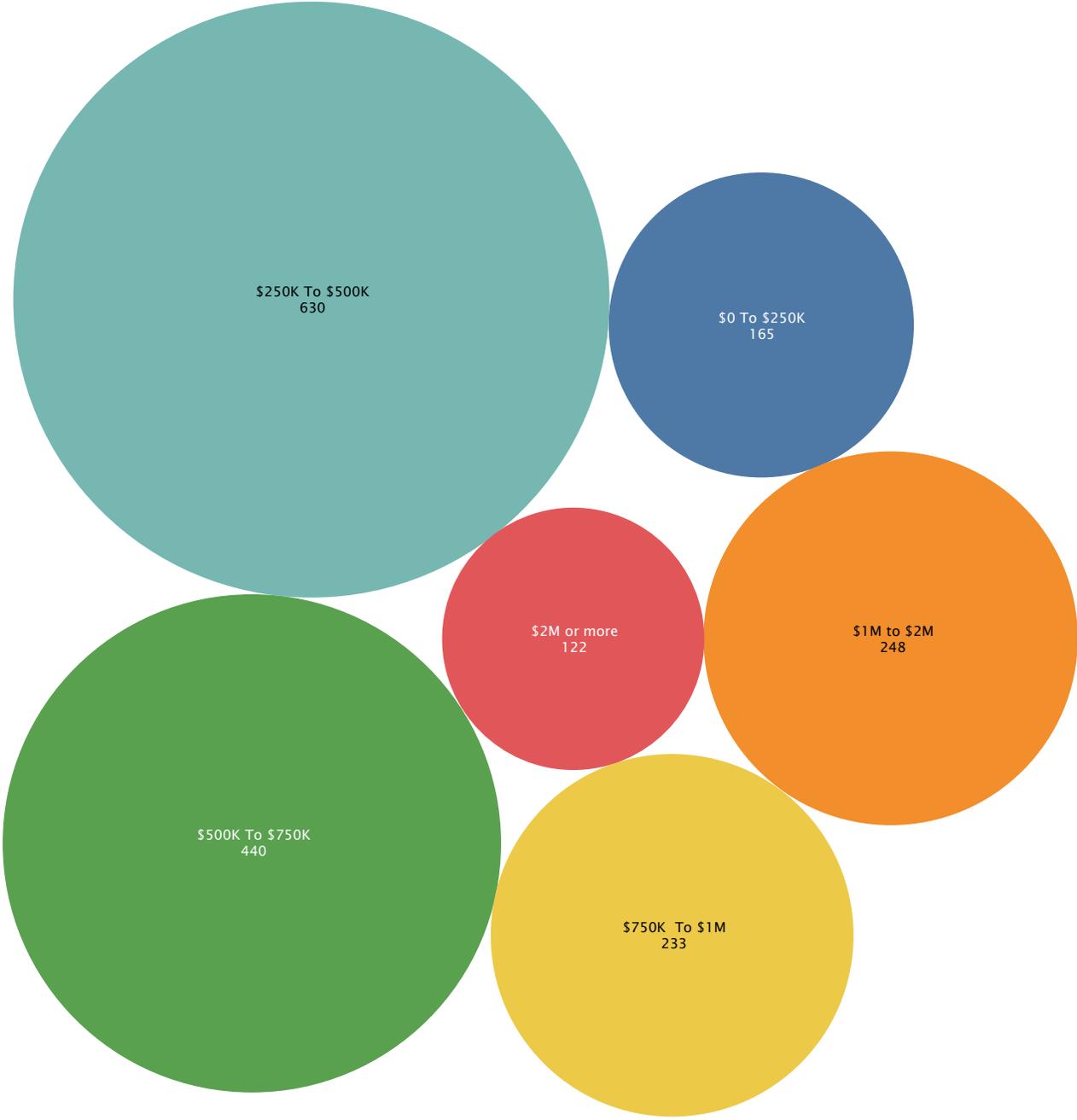


Most Affordable ZIP Codes 2023Q2



GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2023Q2



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 \$1.8 BB in spring 2023 to \$2.1 BB resulting in a 15% increase.

Largest Markets

1. Lake Lanier	\$574,842,222	27.0%	6. Chatuge Lake*	\$75,800,464	3.6%
2. Lake Oconee	\$433,240,726	20.3%	7. Lake Blue Ridge	\$71,642,462	3.4%
3. Lake Hartwell*	\$219,502,655	10.3%	8. Lake Burton	\$60,440,121	2.8%
4. Lake Allatoona	\$109,342,482	5.1%	9. Clarks Hill Lake*	\$55,127,279	2.6%
5. Lake Sinclair	\$85,099,490	4.0%	10. Jackson Lake	\$43,176,820	2.0%

Total Georgia Market: \$2,132,791,043

Largest Home Markets

1. Lake Lanier	\$428,604,889	25.7%
2. Lake Oconee	\$372,752,078	22.4%
3. Lake Hartwell*	\$152,563,822	9.2%
4. Lake Sinclair	\$71,953,697	4.3%
5. Lake Allatoona	\$68,324,522	4.1%
6. Chatuge Lake*	\$61,590,389	3.7%
7. Lake Blue Ridge	\$58,588,013	3.5%
8. Lake Burton	\$53,524,522	3.2%
9. Clarks Hill Lake*	\$39,132,594	2.3%
10. Jackson Lake	\$37,427,670	2.2%

Total Georgia Home Market: \$1,665,448,821

Largest Land Markets

1. Lake Lanier	\$146,237,333	31.3%
2. Lake Hartwell*	\$66,938,833	14.3%
3. Lake Oconee	\$60,488,648	13.0%
4. Lake Allatoona	\$41,017,960	8.8%
5. Walter F. George Lake*	\$20,482,299	4.4%
6. Clarks Hill Lake*	\$15,994,685	3.4%
7. Chatuge Lake*	\$14,210,075	3.0%
8. Nottely Lake	\$13,530,942	2.9%
9. Lake Blue Ridge	\$13,054,449	2.8%
10. Lake Sinclair	\$12,347,793	2.6%

Total Georgia Land Market: \$466,544,222

52% of all homes listed on Lake Burton are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Burton	\$2,230,188
2. Lake Blue Ridge	\$1,541,790

Most Affordable Homes

1. Lake Allatoona	\$653,753
2. Nottely Lake	\$743,311

Most Listings

1. Lake Hartwell*	681	16.6%	6. Chatuge Lake*	167	4.1%
2. Lake Lanier	677	16.5%	7. Nottely Lake	158	3.8%
3. Lake Oconee	503	12.2%	8. Lake Allatoona	144	3.5%
4. Clarks Hill Lake*	328	8.0%	9. Jackson Lake	110	2.7%
5. Lake Sinclair	265	6.4%	10. Walter F. George Lake*	109	2.6%

Total Georgia Listings:

4,116

Most Homes Available

1. Lake Lanier	461	22.3%
2. Lake Oconee	282	13.6%
3. Lake Hartwell*	242	11.7%
4. Lake Sinclair	142	6.9%
5. Lake Allatoona	108	5.2%
6. Clarks Hill Lake*	78	3.8%
7. Jackson Lake	73	3.5%
8. Chatuge Lake*	66	3.2%
9. Lake Arrowhead	59	2.9%
10. Hickory Log Creek Reservoir	43	2.1%

Total Georgia Home Listings:

2,069

Most Land Available

1. Lake Hartwell*	439	21.5%
2. Clarks Hill Lake*	250	12.2%
3. Lake Oconee	221	10.8%
4. Lake Lanier	216	10.6%
5. Nottely Lake	123	6.0%
6. Lake Sinclair	121	5.9%
7. Chatuge Lake*	101	4.9%
8. Walter F. George Lake*	66	3.2%
9. Lake Burton	48	2.3%
9. West Point Lake*	48	2.3%

Total Georgia Land Listings:

2,045

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$666,043
2. Lake Allatoona	\$237,349
3. Lake Lanier	\$235,772
4. Lake Rabun	\$172,326
5. Lake Oconee	\$166,092
6. Lake Hartwell	\$126,444
7. Lake Burton	\$121,896
8. Lake Tobesofkee	\$114,693

Listings of 10 Acres or More

1. Lake Lanier	\$89,564
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

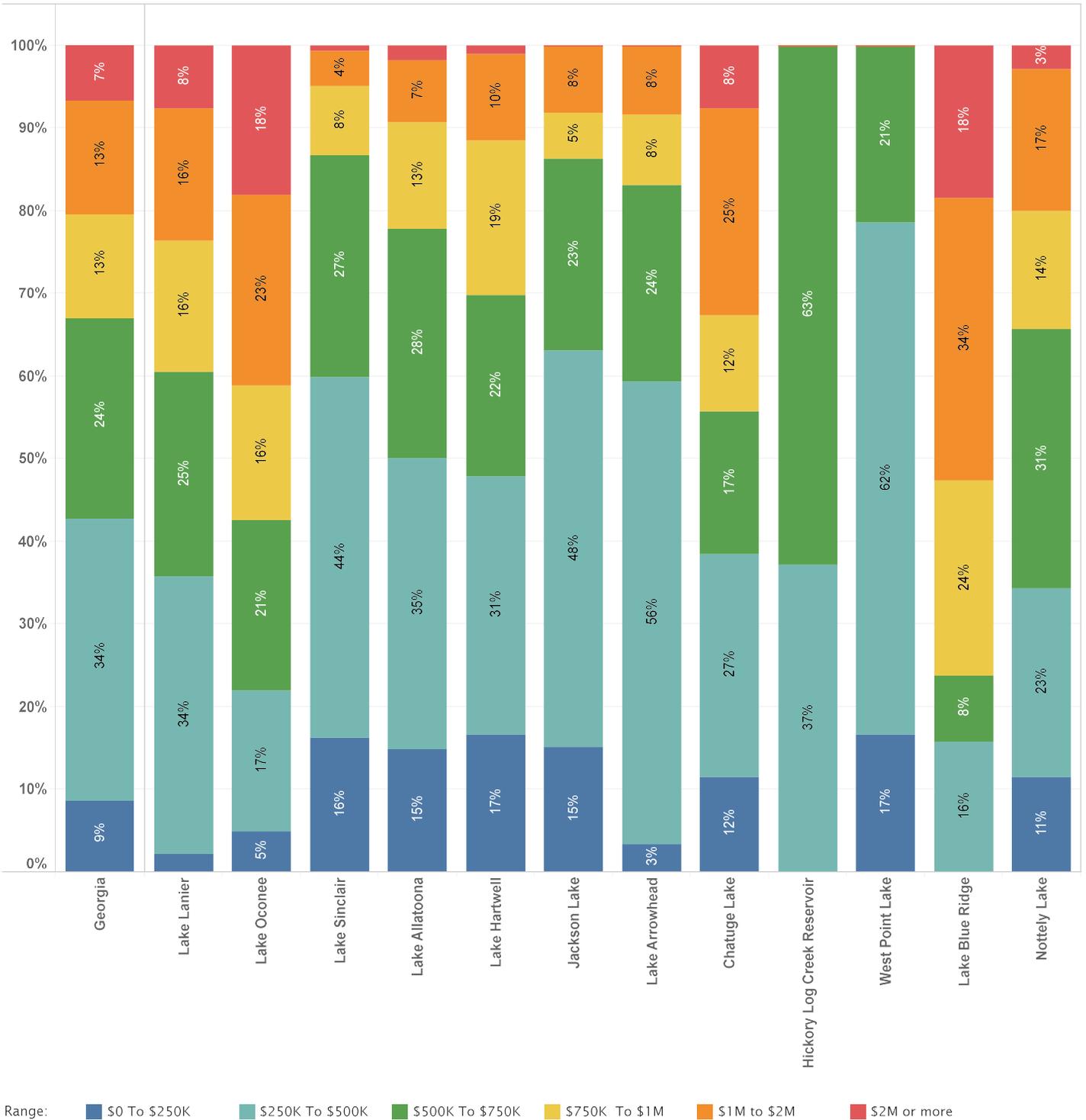
1. Bent Tree	\$25,549
2. Richard B. Russell Lake	\$28,939
3. Clarks Hill Lake	\$32,635
4. Carters Lake	\$32,685
5. West Point Lake	\$35,904
6. Lake Lacey	\$36,898
7. Big Canoe	\$49,493
8. Nottely Lake	\$52,421

Listings of 10 Acres or More

1. West Point Lake	\$10,184
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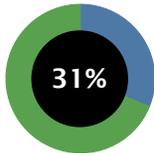
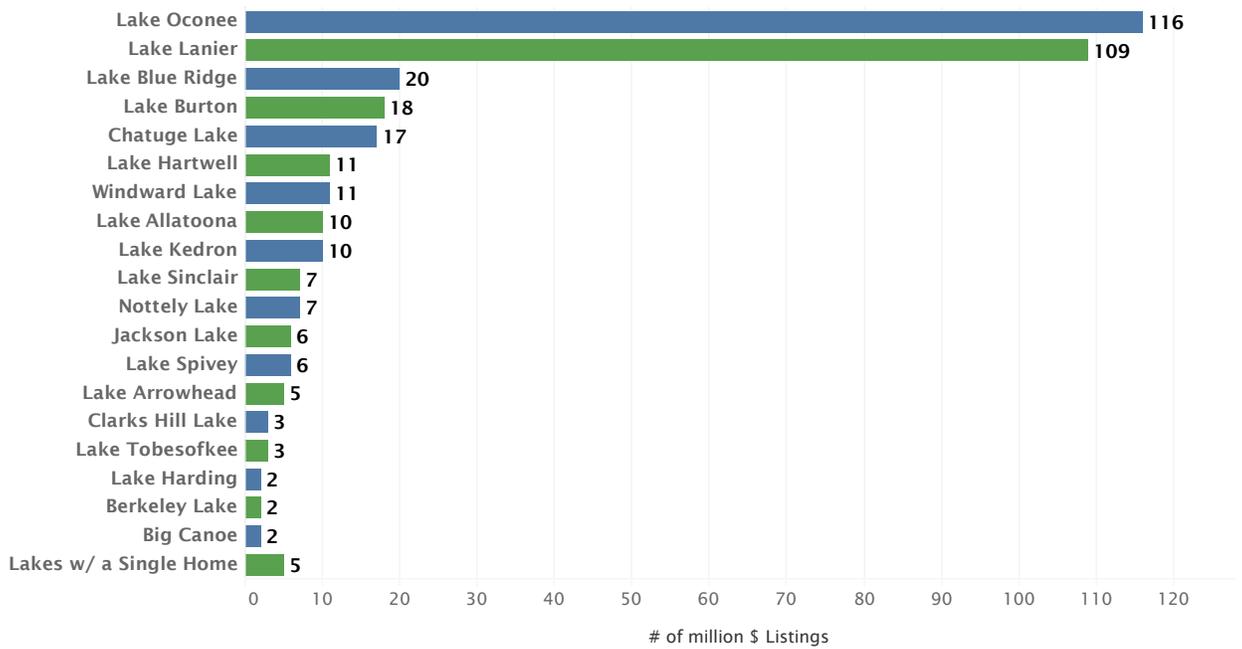
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Georgia Market 2023Q2



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2023Q2

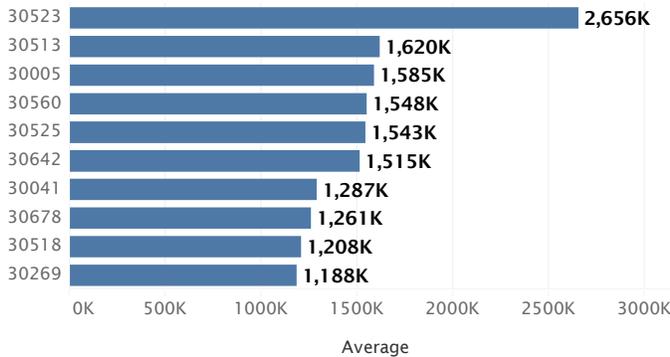


of \$1M+ Homes in Georgia are on Lake Oconee

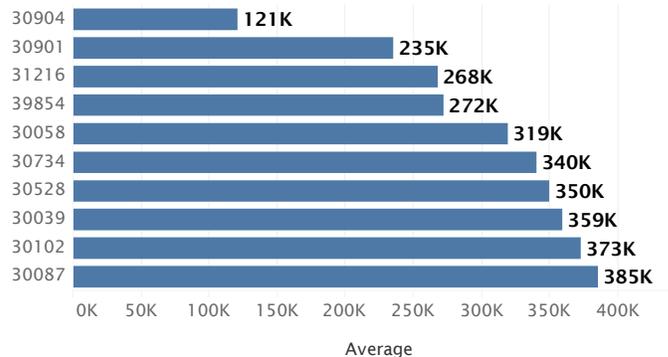
Total Number of \$1M+ Homes

370

Most Expensive ZIP Codes 2023Q2



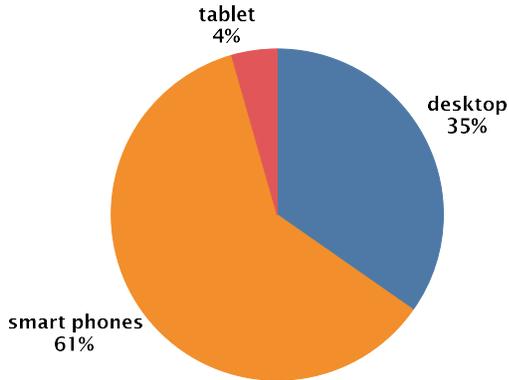
Most Affordable ZIP Codes 2023Q2



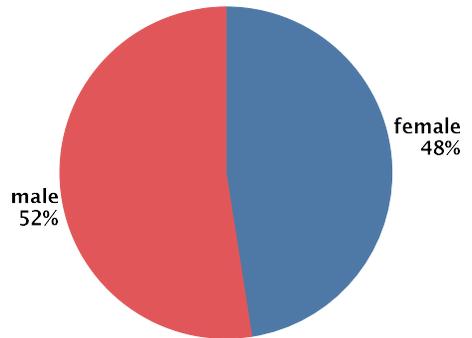
LAKE HOMES.COM
REALTY

Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

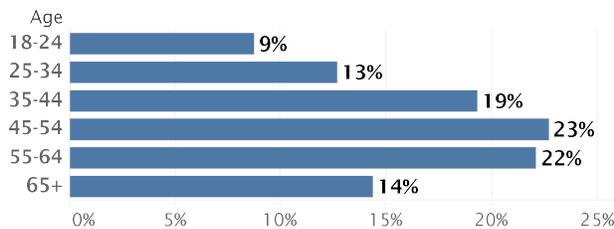


63% of potential buyers come from outside Georgia

Washington DC (Hagerstown)

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

What Age Groups are Shopping 2023Q2



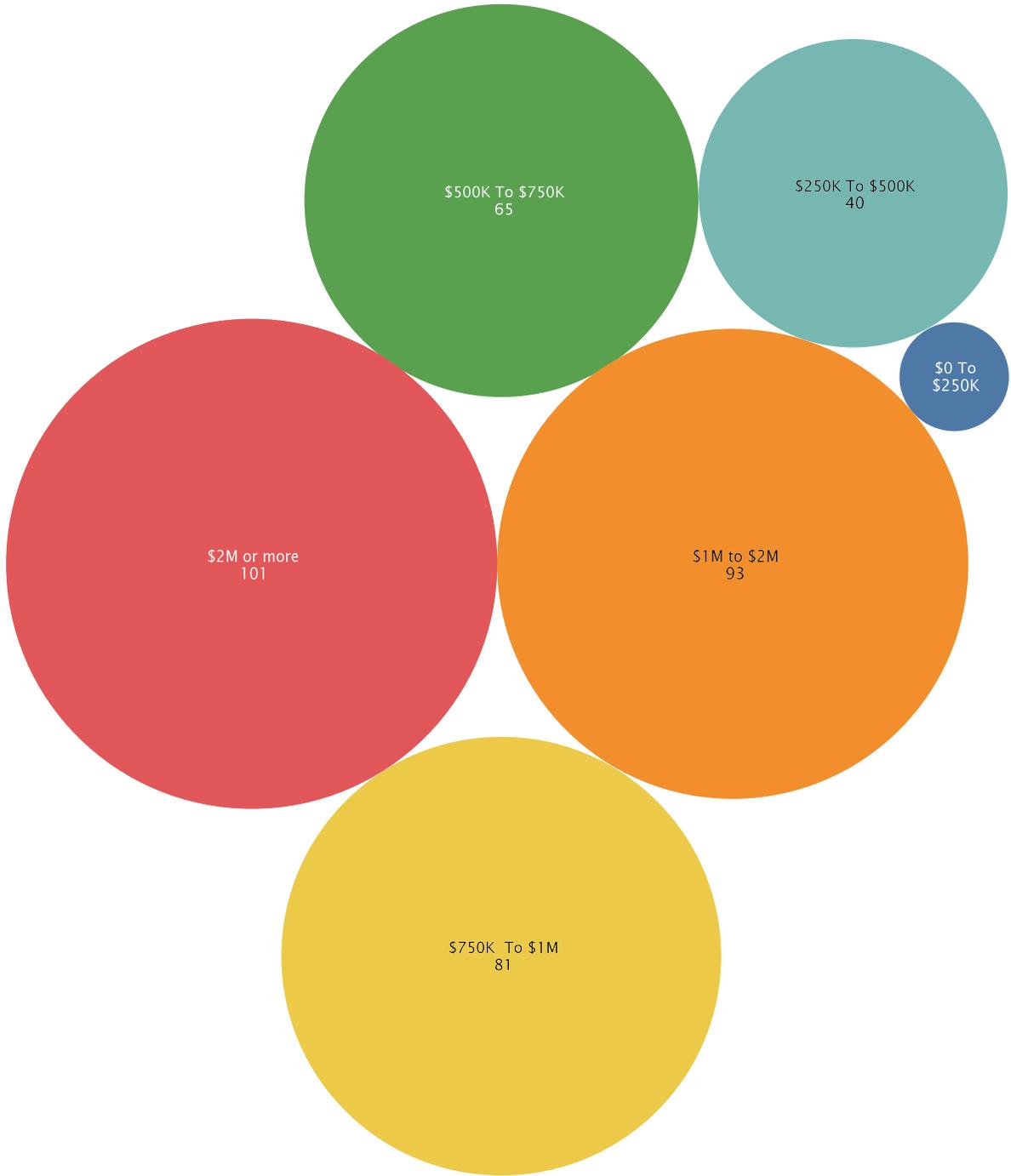
Number 2-10 metros are:

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



IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2023Q2



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 \$497 MM in spring 2023 to \$964 MM resulting in a 64% increase.

Largest Markets

1. Coeur d'Alene Lake	\$356,709,597	37.0%
2. Pend Oreille Lake	\$205,807,494	21.3%
3. Spokane River	\$153,404,576	15.9%
4. Hayden Lake	\$84,916,162	8.8%
5. Lake Cascade	\$34,429,400	3.6%

Total Idaho Market: \$964,266,878

Most Listings

1. Coeur d'Alene Lake	236	30.6%
2. Pend Oreille Lake	209	27.1%
3. Spokane River	59	7.7%
4. Lake Cascade	54	7.0%
5. Hayden Lake	50	6.5%

Total Idaho Listings: 771

Largest Home Markets

1. Coeur d'Alene Lake	\$274,051,247	39.1%
2. Pend Oreille Lake	\$141,254,099	20.1%
3. Spokane River	\$92,393,676	13.2%
4. Hayden Lake	\$73,983,163	10.6%
5. Priest Lake	\$22,472,900	3.2%

Total Idaho Home Market: \$701,254,735

Most Homes Available

1. Coeur d'Alene Lake	103	26.8%
2. Pend Oreille Lake	92	23.9%
3. Spokane River	51	13.2%
4. Hayden Lake	30	7.8%
5. Twin Lakes	18	4.7%

Total Idaho Home Listings: 385

Largest Land Markets

1. Coeur d'Alene Lake	\$82,658,350	31.4%
2. Pend Oreille Lake	\$64,553,395	24.5%
3. Spokane River	\$61,010,900	23.2%
4. Lake Cascade	\$20,027,700	7.6%
5. Hayden Lake	\$10,932,999	4.2%

Total Idaho Land Market: \$263,012,143

Most Land Available

1. Coeur d'Alene Lake	133	34.5%
2. Pend Oreille Lake	117	30.3%
3. Lake Cascade	39	10.1%
4. Hayden Lake	20	5.2%
5. Cocolalla Lake	12	3.1%

Total Idaho Land Listings: 386

Average Home Price

1. Coeur d'Alene Lake	\$2,660,692
2. Hayden Lake	\$2,466,105
3. Spokane River	\$1,811,641
4. Priest Lake	\$1,728,685

Average Land Price Per Acre

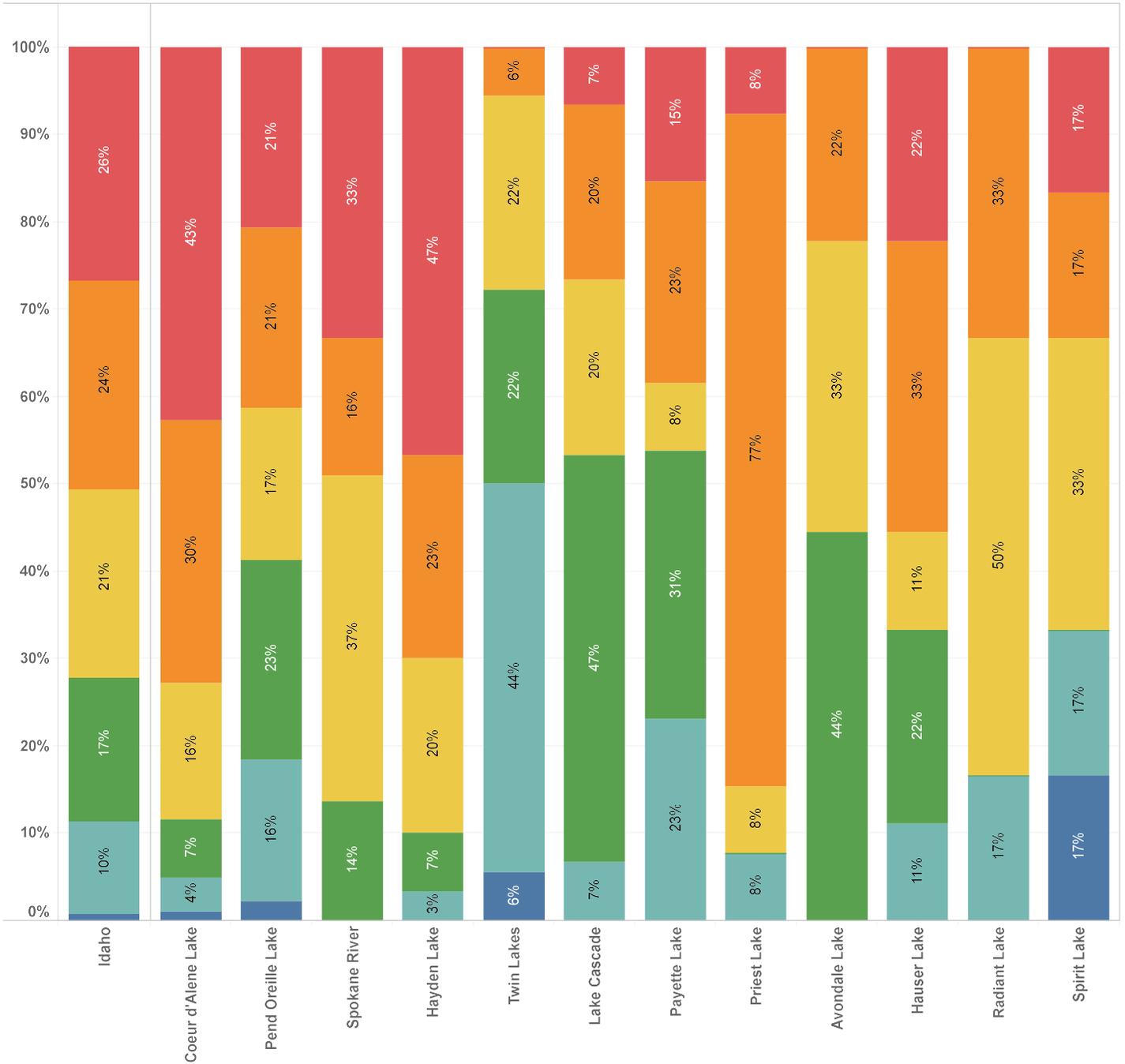
Listings of Less Than 10 Acres

1. Coeur d'Alene Lake	\$537,699
2. Hayden Lake	\$474,956
3. Lake Cascade	\$368,598
4. Pend Oreille Lake	\$210,542

Listings of 10 Acres or More

1. Coeur d'Alene Lake	\$75,637
2. Pend Oreille Lake	\$39,202
3. Cocolalla Lake	\$23,763

Price Breakdown by Percentage of Homes in the Idaho Market 2023Q2

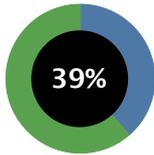
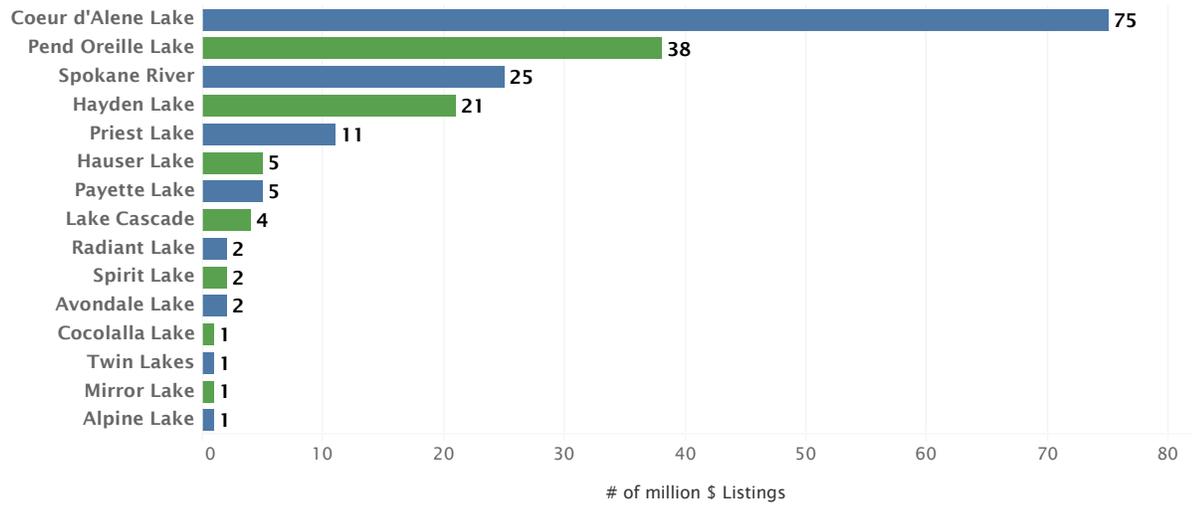


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2023Q2

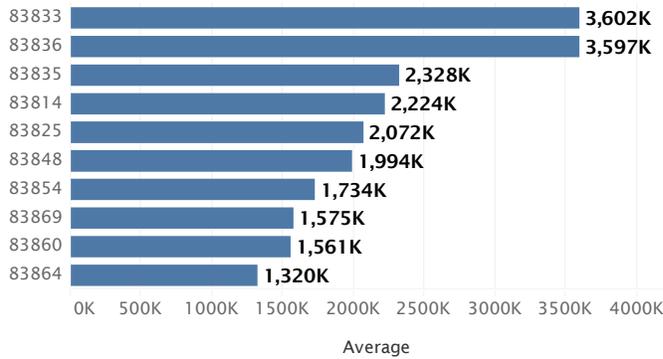


39% of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

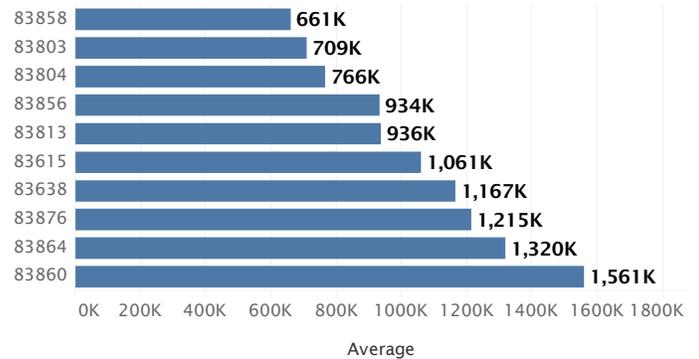
Total Number of \$1M+ Homes

194

Most Expensive ZIP Codes 2023Q2

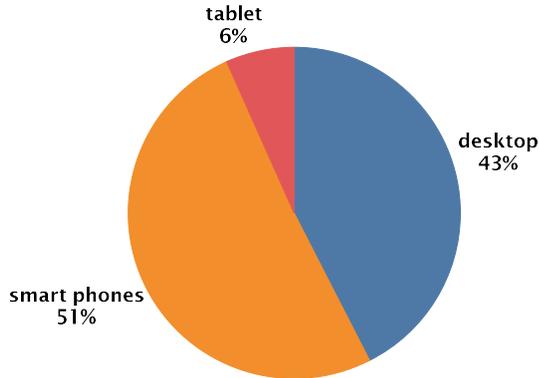


Most Affordable ZIP Codes 2023Q2

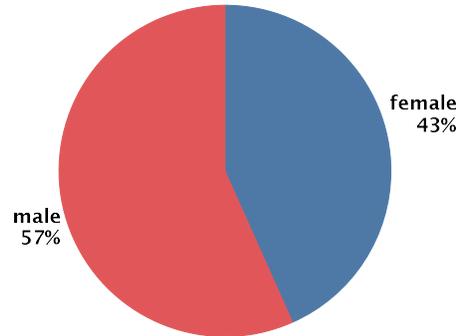


Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

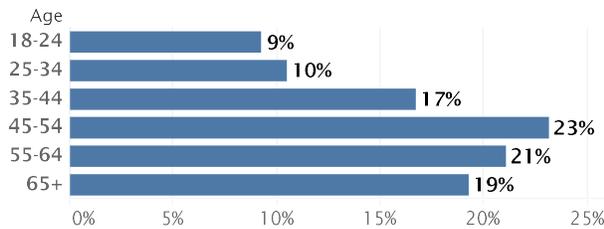


91% of potential buyers come from outside Idaho

Seattle-Tacoma

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

What Age Groups are Shopping 2023Q2



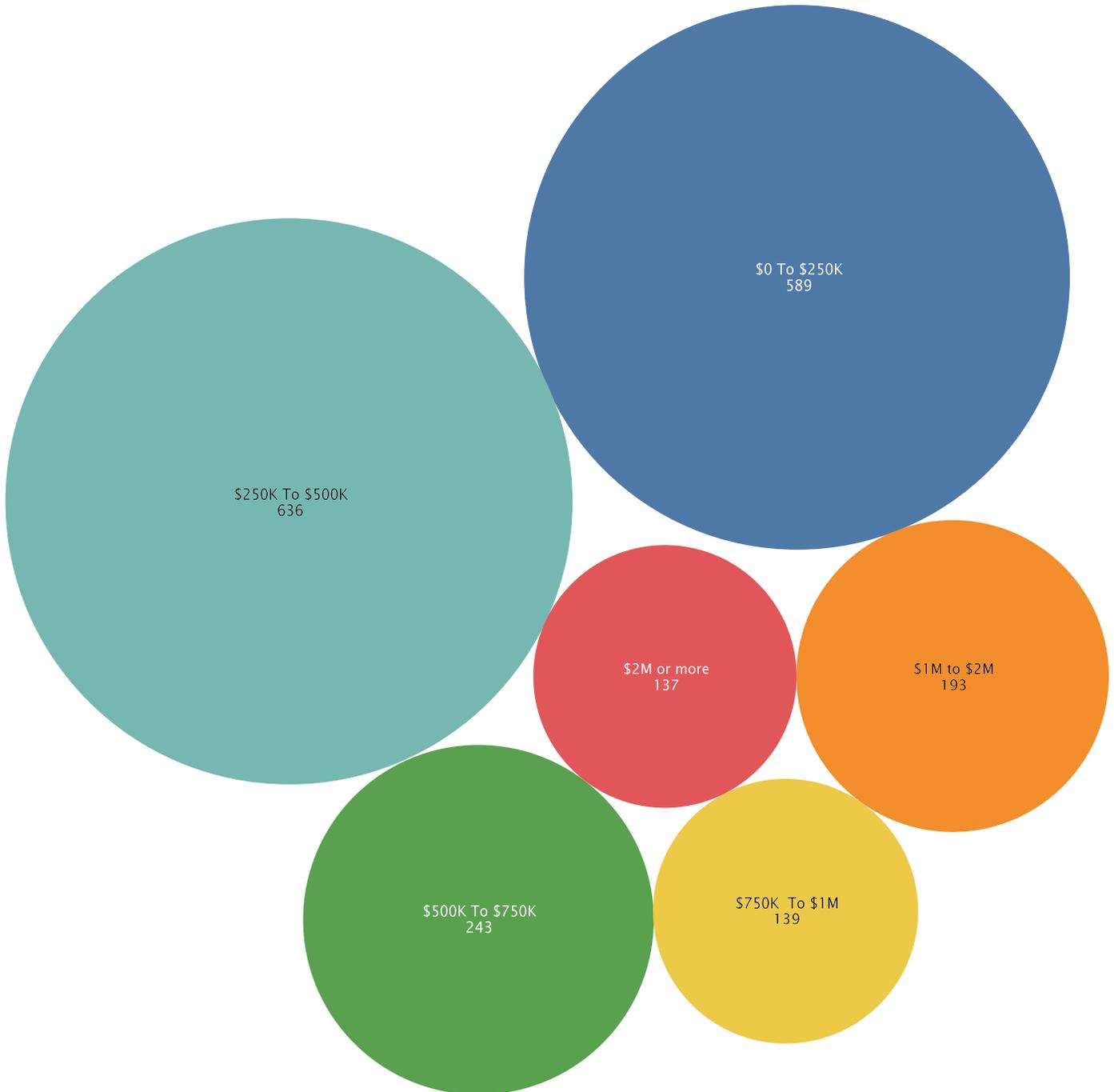
Number 2-10 metros are:

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



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2023Q2



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



Illinois

The number of listings in Illinois rose from 2,034 in spring 2023 to 2,369 resulting in a 15% increase.

Largest Markets

1. Lake Michigan	\$1,177,536,260	76.4%
2. Lake Charles	\$21,150,478	1.4%
3. Quarry Lake	\$18,262,700	1.2%
4. Wonder Lake	\$14,904,164	1.0%
5. Lake Sheree	\$11,712,000	0.8%

Total Illinois Market: \$1,540,771,811

Most Listings

1. Lake Michigan	1,250	52.8%
2. Spoon Lake	61	2.6%
3. Wonder Lake	58	2.4%
4. Lake Of Egypt	31	1.3%
5. Lake Holiday	27	1.1%

Total Illinois Listings: 2,369

Largest Home Markets

1. Lake Michigan	\$1,160,847,110	78.0%
2. Lake Charles	\$20,765,478	1.4%
3. Quarry Lake	\$17,763,700	1.2%
4. Wonder Lake	\$14,702,265	1.0%
5. Lake Sheree	\$11,712,000	0.8%

Total Illinois Home Market: \$1,488,892,548

Most Homes Available

1. Lake Michigan	1,214	62.6%
2. Wonder Lake	54	2.8%
3. Chain O'Lakes - Fox Lake	19	1.0%
3. Spoon Lake	19	1.0%
5. Chain O'Lakes - Pistakee Lake	17	0.9%

Total Illinois Home Listings: 1,940

Largest Land Markets

1. Lake Michigan	\$16,689,150	32.2%
2. Spoon Lake	\$1,690,150	3.3%
3. Lake Of The Coves	\$1,649,000	3.2%
4. Keene Lake	\$1,549,000	3.0%
5. Liberty Lake	\$1,499,900	2.9%

Total Illinois Land Market: \$51,879,263

Most Land Available

1. Spoon Lake	42	9.8%
2. Lake Michigan	36	8.4%
3. Lake Of Egypt	29	6.8%
4. Lake Thunderbird	18	4.2%
4. Lake Wildwood	18	4.2%

Total Illinois Land Listings: 429

Average Home Price

1. Quarry Lake	\$1,480,308
2. Lake Charles	\$1,297,842
3. Lake Michigan	\$956,217
4. Chain O'Lakes - Pistakee Lake	\$591,318
5. Lake Holiday	\$559,473

Average Land Price Per Acre

Listings of Less Than 10 Acres

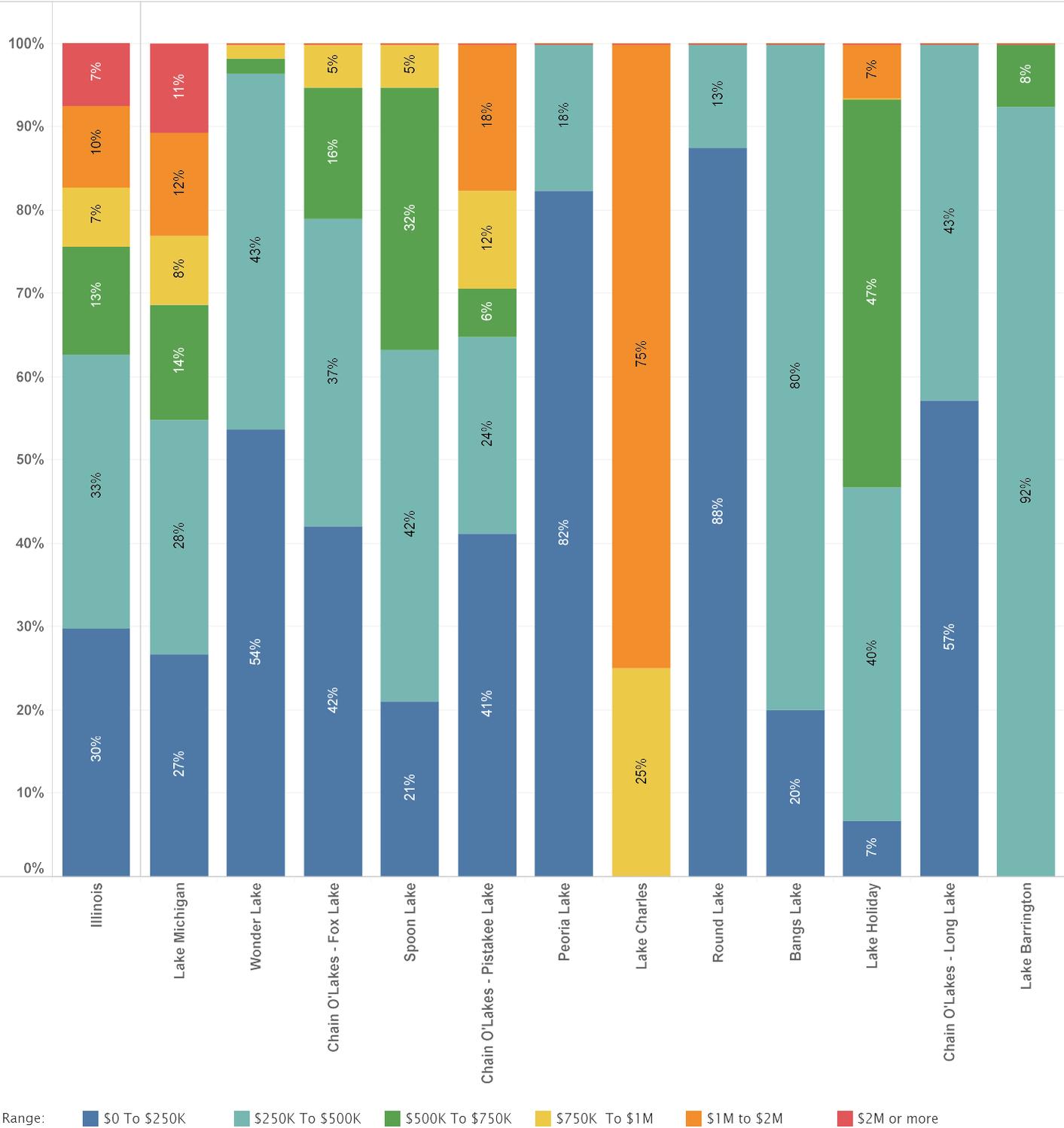
1. Lake Holiday	\$91,429
2. Lake Thunderbird	\$50,784
3. Candlewick Lake	\$49,011
4. Lake Of Egypt	\$32,674

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.

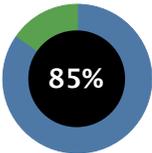
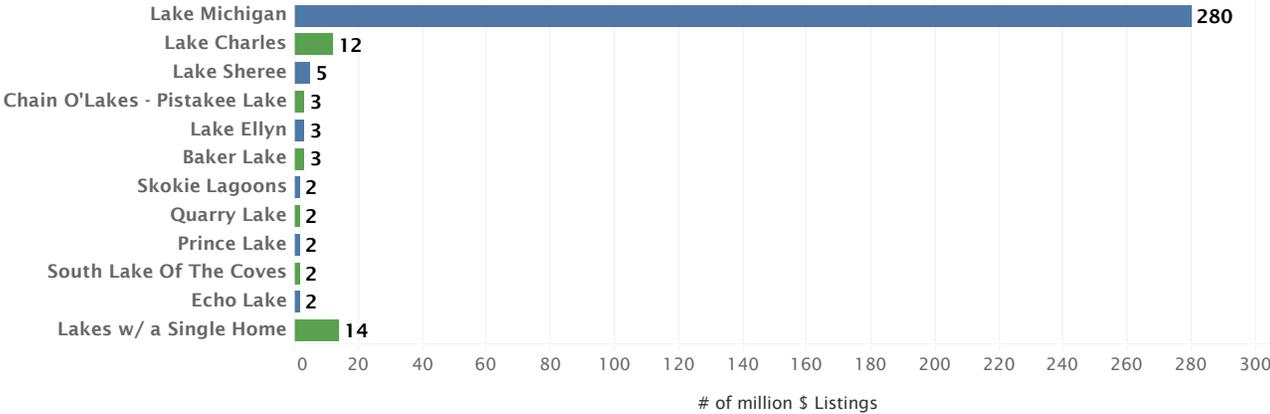
Price Breakdown by Percentage of Homes in the Illinois Market 2023Q2



LAKE HOMES
REALTY

Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2023Q2

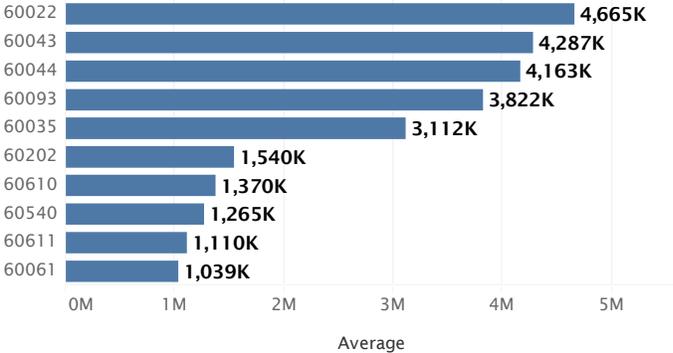


85% of \$1M+ Homes in Illinois are on Lake Michigan

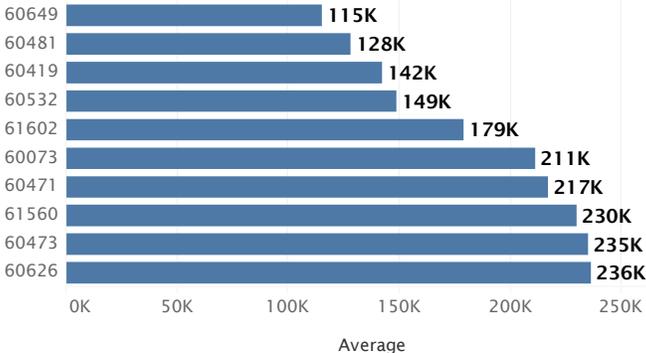
Total Number of \$1M+ Homes

330

Most Expensive ZIP Codes 2023Q2

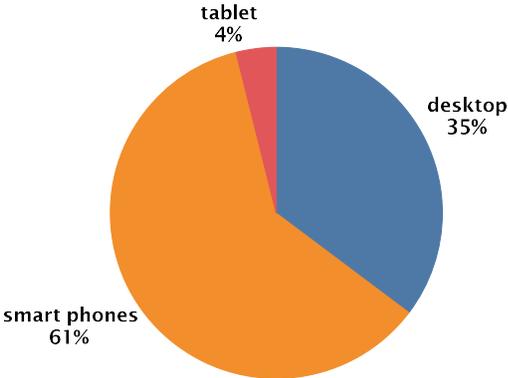


Most Affordable ZIP Codes 2023Q2

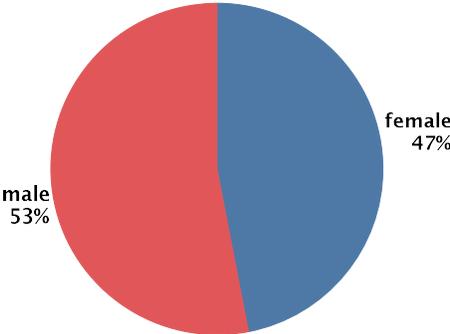


Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

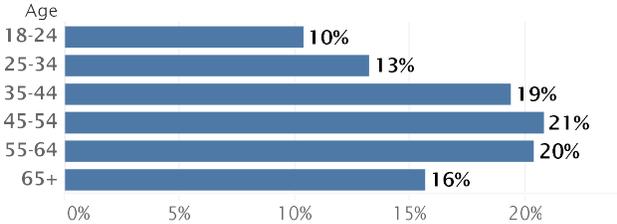


50% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2023Q2



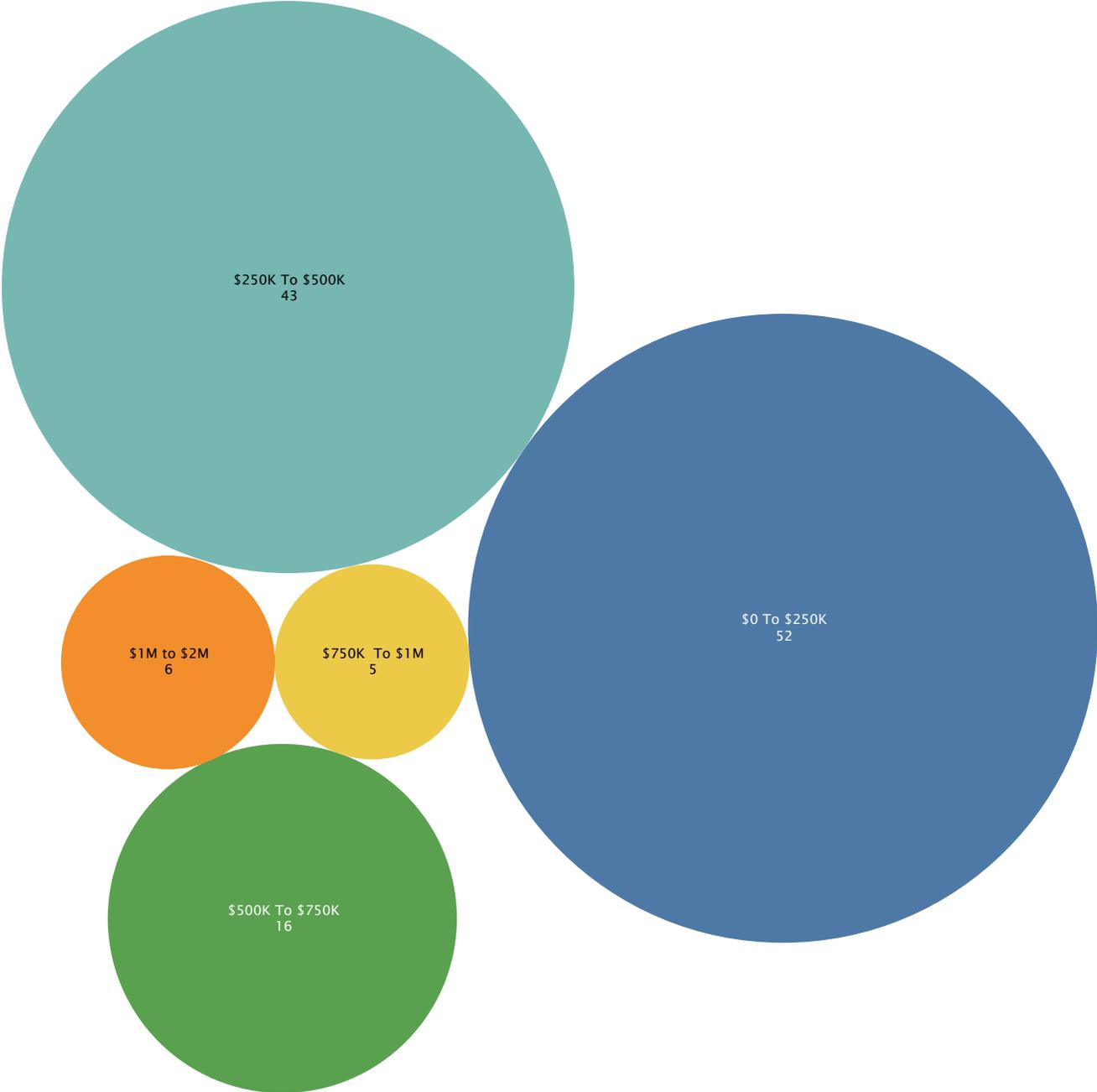
Number 2-10 metros are:

- Milwaukee, WI
- Dallas-Ft. Worth, TX
- Minneapolis-St. Paul, MN
- Nashville, TN
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Houston, TX
- Lincoln & Hastings-Kearney, NE
- Des Moines-Ames, IA



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2023Q2



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



Chain O' Lakes

Chain O' Lakes rose from \$42 MM in spring 2023 to \$53 MM in summer 2023 resulting in a 23% increase.

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$10,991,000	20.6%
2. Chain O'Lakes - Fox Lake	\$6,712,370	12.6%
3. Chain O'Lakes - Grass Lake	\$5,177,400	9.7%
4. Chain O'Lakes - Lake Marie	\$5,129,800	9.6%
5. Chain O'Lakes - Long Lake	\$4,156,000	7.8%

Total ChainOLakes Market: \$53,238,533

Most Listings

1. Chain O'Lakes - Fox Lake	24	13.3%
2. Chain O'Lakes - Pistakee Lake	22	12.2%
3. Chain O'Lakes - Grass Lake	21	11.7%
4. Chain O'Lakes - Long Lake	18	10.0%
5. Chain O'Lakes - Nippersink Lake	15	8.3%

Total ChainOLakes Listings: 180

Largest Home Markets

1. Chain O'Lakes - Pistakee Lake	\$10,052,400	20.8%
2. Chain O'Lakes - Fox Lake	\$6,327,070	13.1%
3. Chain O'Lakes - Grass Lake	\$4,519,900	9.4%
4. Chain O'Lakes - Lake Marie	\$4,338,800	9.0%
5. Lake Antioch	\$3,722,800	7.7%

Total ChainOLakes Home Market: \$48,256,313

Most Homes Available

1. Chain O'Lakes - Fox Lake	19	15.6%
2. Chain O'Lakes - Pistakee Lake	17	13.9%
3. Chain O'Lakes - Long Lake	14	11.5%
4. Chain O'Lakes - Dunns Lake	11	9.0%
5. Chain O'Lakes - Grass Lake	10	8.2%

Total ChainOLakes Home Listings: 122

Largest Land Markets

1. Chain O'Lakes - Pistakee Lake	\$938,600	18.8%
2. Chain O'Lakes - Lake Marie	\$791,000	15.9%
3. Chain O'Lakes - Grass Lake	\$657,500	13.2%
4. Chain O'Lakes - Long Lake	\$649,900	13.0%
5. Chain O'Lakes - Bluff Lake	\$552,900	11.1%

Total ChainOLakes Land Market: \$4,982,220

Most Land Available

1. Chain O'Lakes - Grass Lake	11	19.0%
2. Chain O'Lakes - Lake Marie	7	12.1%
2. Lake Antioch	7	12.1%
4. Chain O'Lakes - Fox Lake	5	8.6%
4. Chain O'Lakes - Nippersink Lake	5	8.6%

Total ChainOLakes Land Listings: 58

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$591,318
2. Chain O'Lakes - Grass Lake, IL	\$451,990
3. Chain O'Lakes - Fox Lake, IL	\$333,004

Average Land Price Per Acre

Listings of Less Than 10 Acres

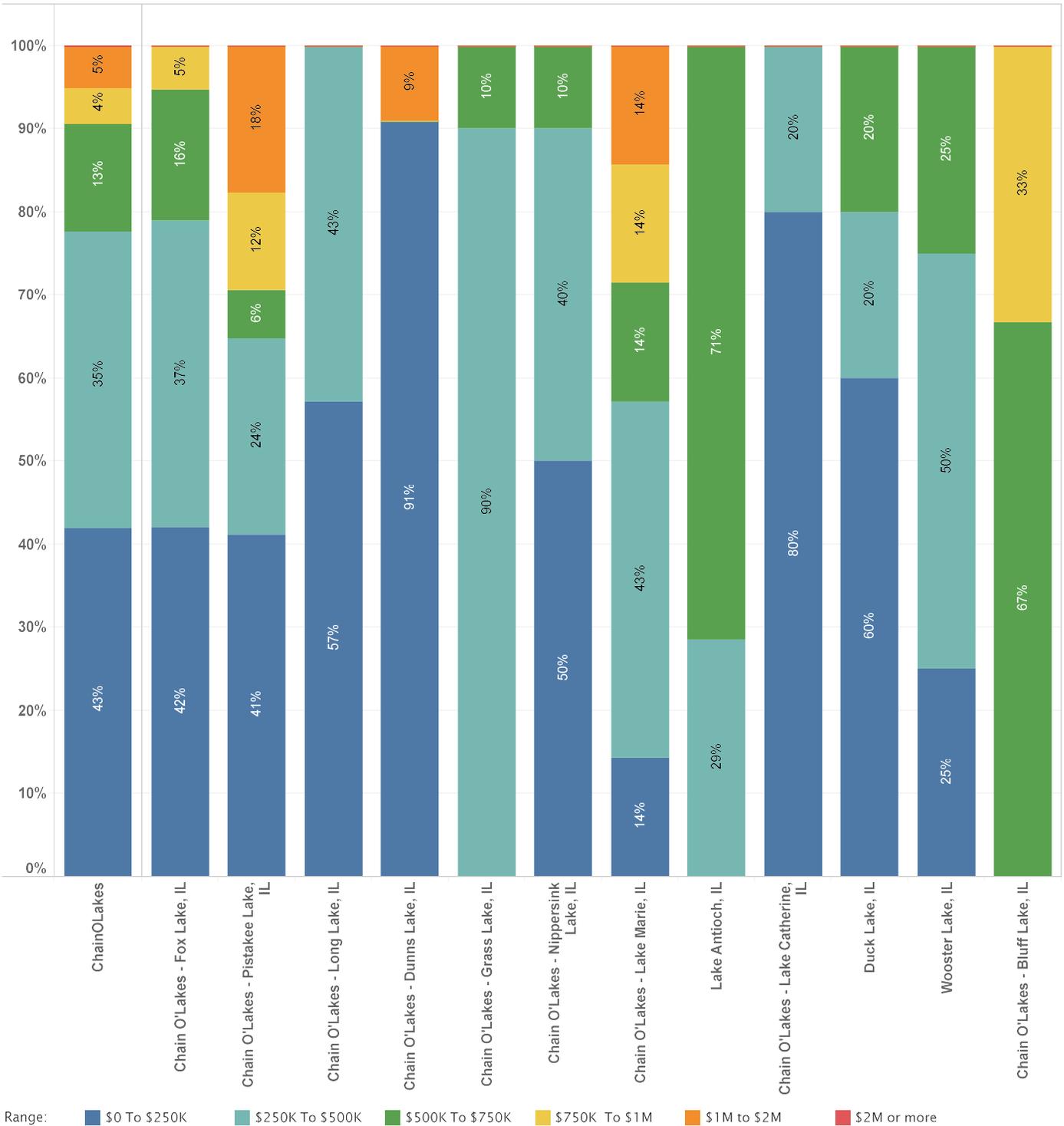
Listings of 10 Acres or More

**

** 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 2023Q2

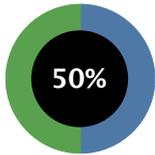


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2023Q2

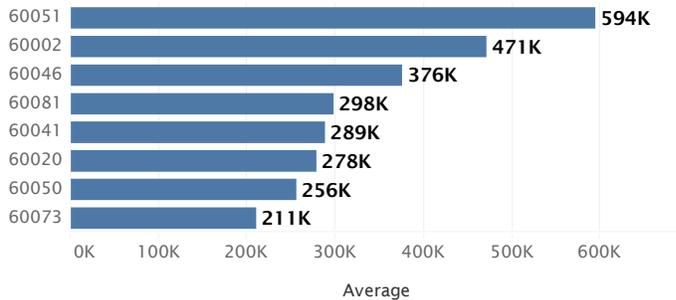


50% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Pistakee Lake

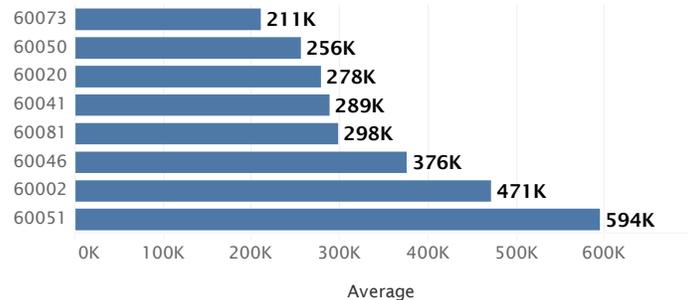
Total Number of \$1M+ Homes

6

Most Expensive ZIP Codes 2023Q2



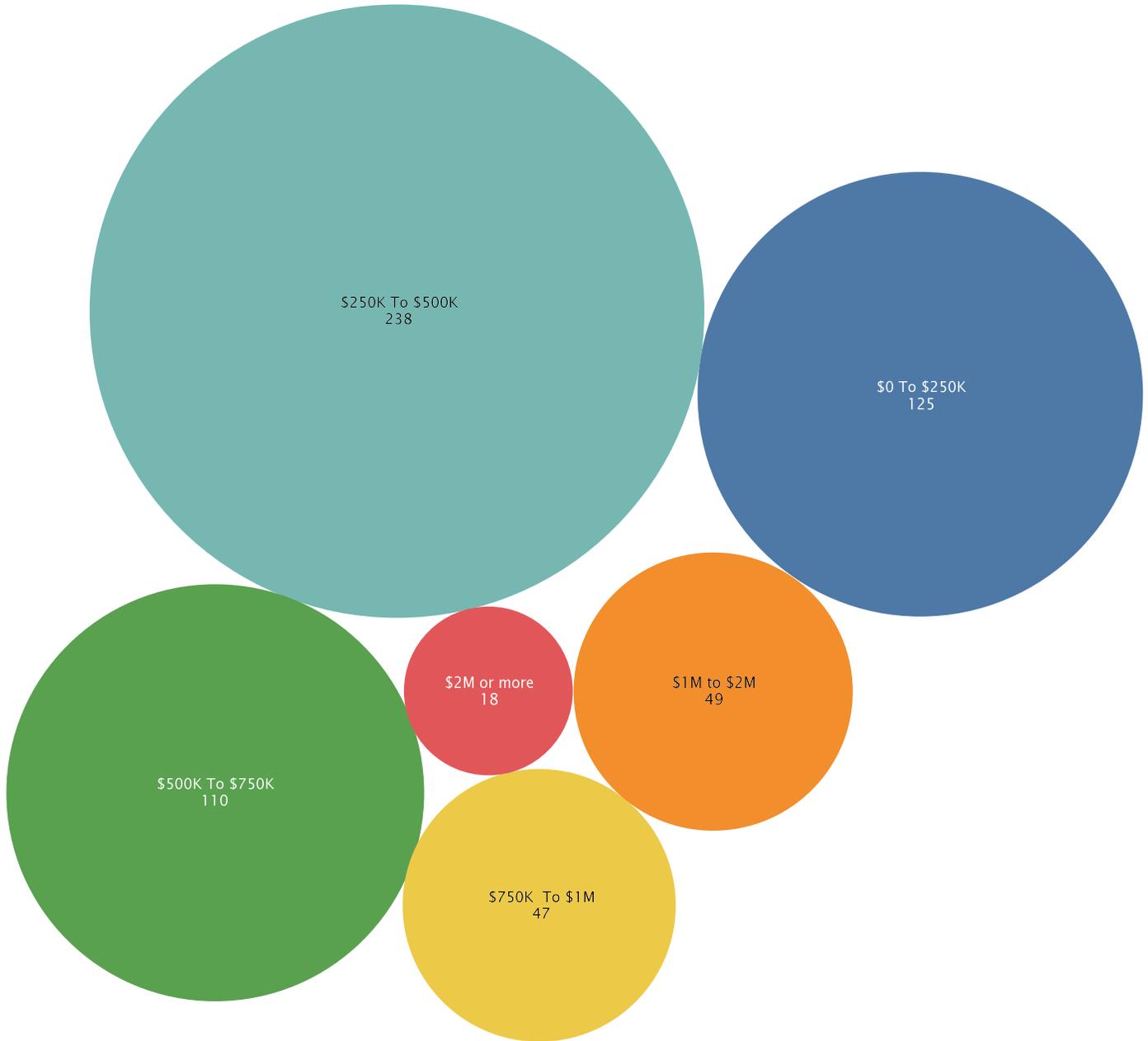
Most Affordable ZIP Codes 2023Q2



LAKE HOMES.COM
REALTY

INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2023Q2



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



Indiana

The total Indiana market experienced a 30% rise from \$277 MM in spring 2023 to \$378 MM in summer 2023.

Largest Markets

1. Lake Michigan	\$27,742,890	7.3%
2. Geist Reservoir	\$26,976,900	7.1%
3. Lake Wawasee	\$23,397,200	6.2%
4. Morse Reservoir	\$19,206,151	5.1%
5. Lake Freeman	\$14,772,600	3.9%

Total Indiana Market: \$378,077,463

Most Listings

1. Lake Freeman	42	5.0%
1. Morse Reservoir	42	5.0%
3. Lake Michigan	38	4.5%
4. Big Turkey Lake	32	3.8%
5. Lake Shafer	31	3.7%

Total Indiana Listings: 839

Largest Home Markets

1. Geist Reservoir	\$26,851,000	7.8%
2. Lake Michigan	\$22,793,690	6.6%
3. Lake Wawasee	\$22,371,200	6.5%
4. Morse Reservoir	\$18,566,151	5.4%
5. Lake Freeman	\$13,715,100	4.0%

Total Indiana Home Market: \$345,954,551

Most Homes Available

1. Morse Reservoir	41	7.0%
2. Geist Reservoir	28	4.8%
3. Lake Freeman	26	4.4%
4. Lake Michigan	25	4.3%
5. Lake Monroe	24	4.1%

Total Indiana Home Listings: 587

Largest Land Markets

1. Lake Michigan	\$4,949,200	15.4%
2. Cedar Lake	\$2,116,799	6.6%
3. Big Turkey Lake	\$1,874,900	5.8%
4. Lake Shafer	\$1,385,300	4.3%
5. Bischoff Reservoir	\$1,122,000	3.5%

Total Indiana Land Market: \$32,122,912

Most Land Available

1. Big Turkey Lake	30	11.9%
2. Bischoff Reservoir	16	6.3%
2. Lake Freeman	16	6.3%
2. Lake Santee	16	6.3%
5. Lake Shafer	14	5.6%

Total Indiana Land Listings: 252

Average Home Price

1. Lake Wawasee	\$2,033,745
2. Geist Reservoir	\$958,964
3. Sweetwater Lake	\$941,382
4. Lake Michigan	\$911,748
5. Hamilton Lake	\$863,633

Average Land Price Per Acre

Listings of Less Than 10 Acres

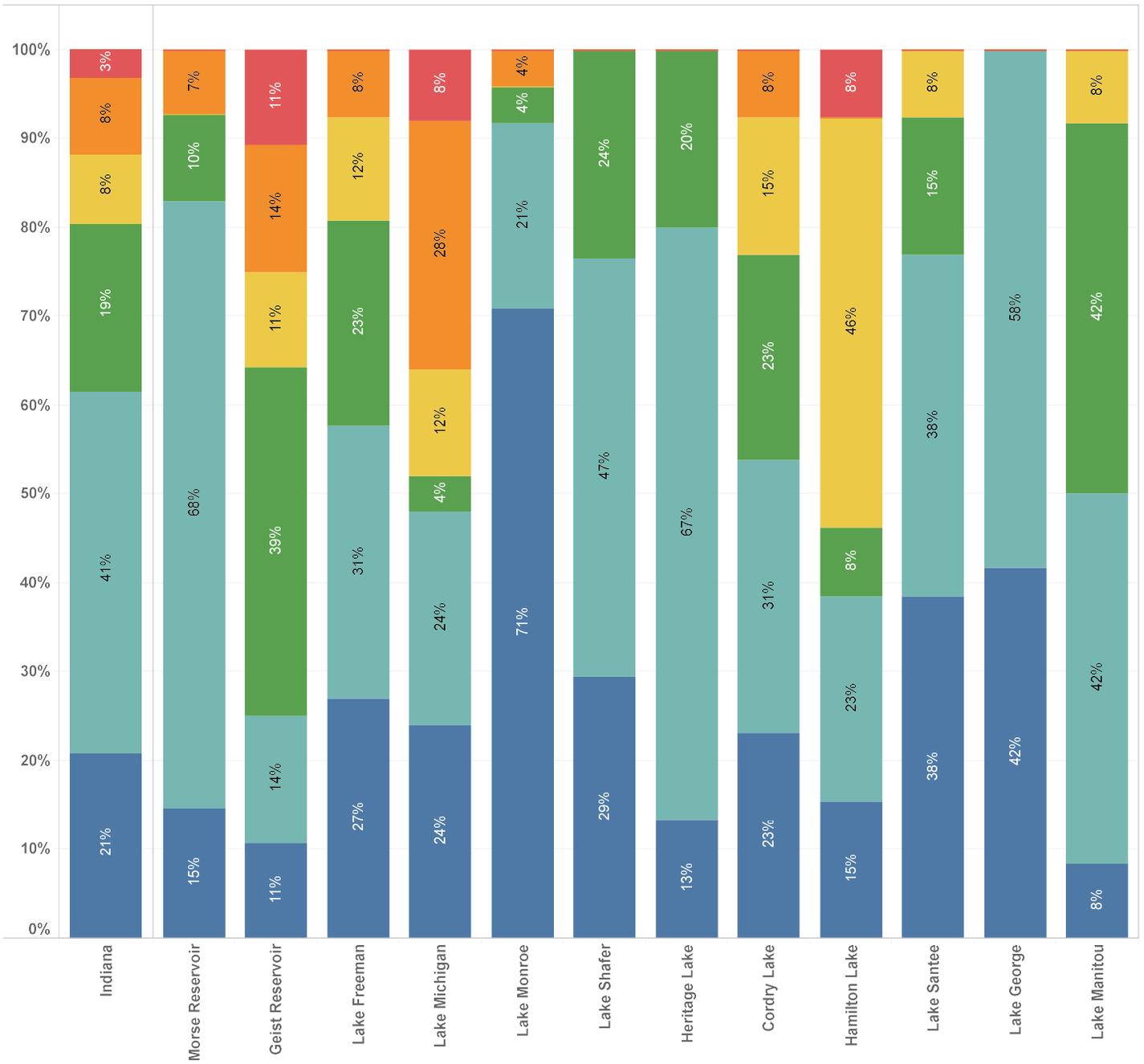
1. Lake Michigan	\$895,540
2. Big Turkey Lake	\$308,422
3. Lake Shafer	\$222,825
4. Cedar Lake	\$163,812
5. Lake Freeman	\$136,752

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 2023Q2

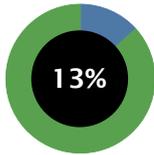
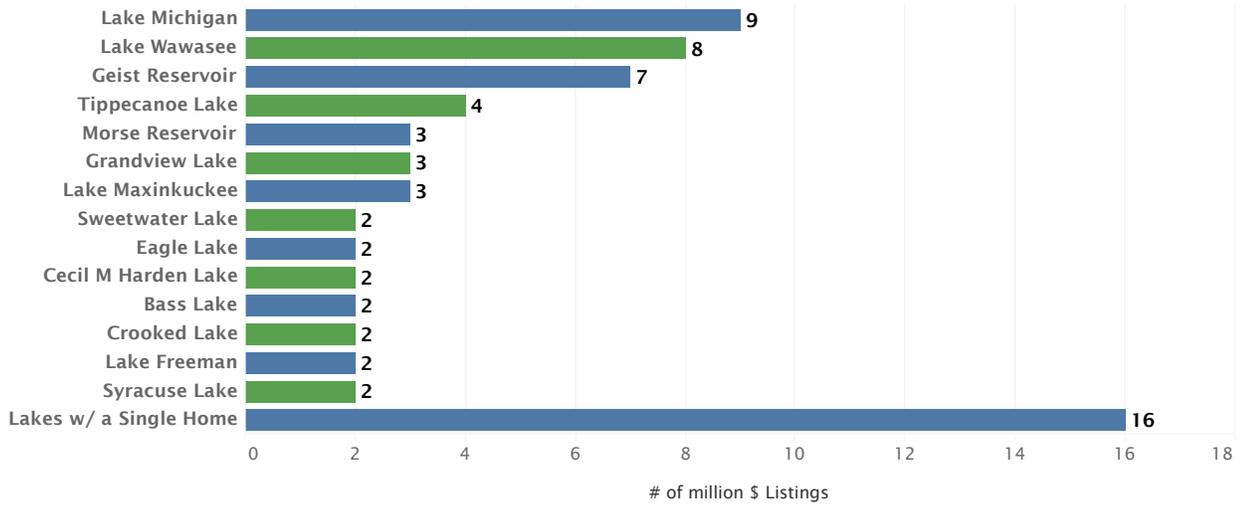


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2023Q2

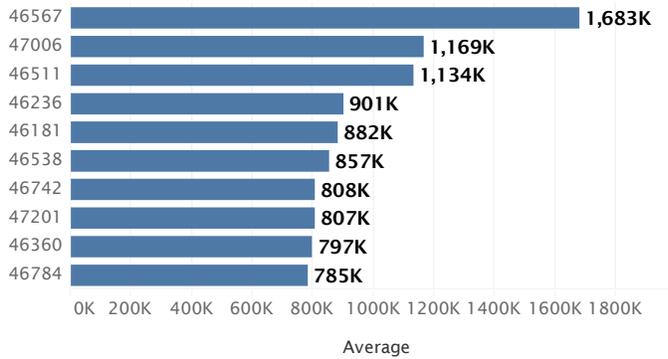


13% of \$1M+ Homes in Indiana are on Lake Michigan

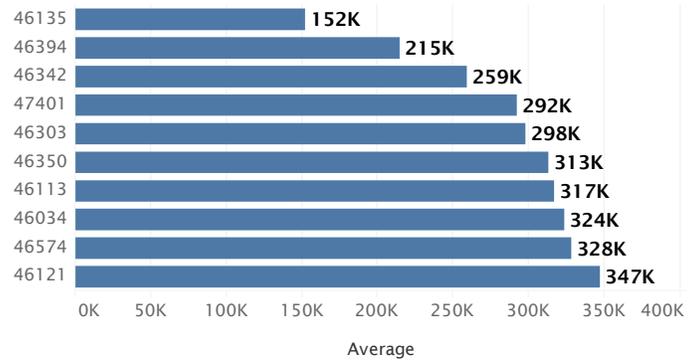
Total Number of \$1M+ Homes

67

Most Expensive ZIP Codes 2023Q2

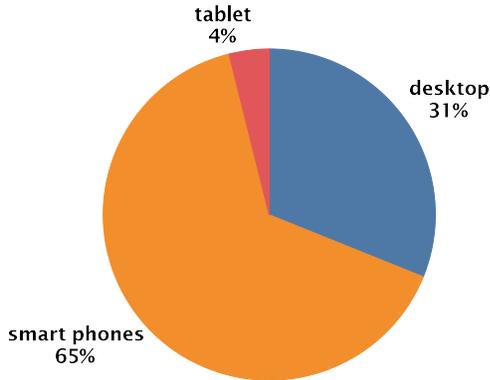


Most Affordable ZIP Codes 2023Q2

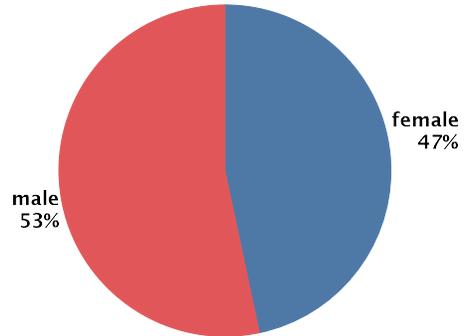


Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2023Q2

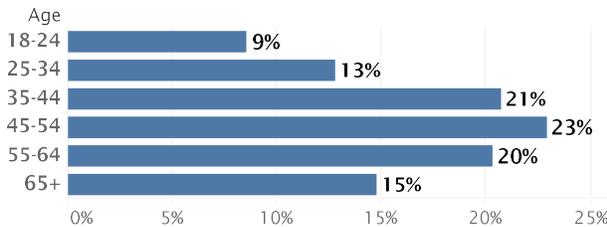


Male/Female Visitors 2023Q2



69% of potential buyers come from outside Indiana

What Age Groups are Shopping 2023Q2



Chicago

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

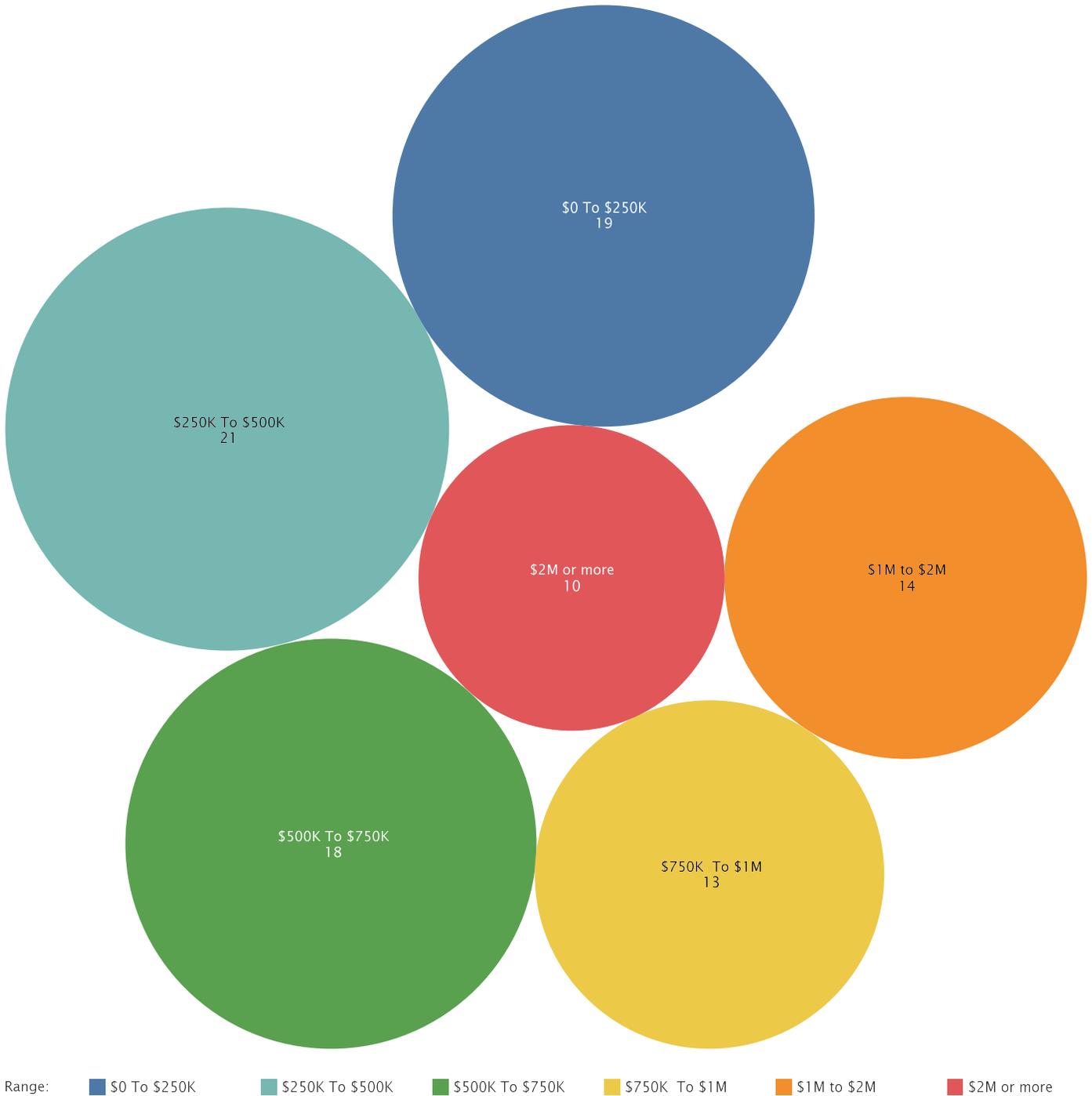
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Atlanta, GA
- Cincinnati, OH
- Columbus, OH
- New York, NY
- Louisville, KY
- Tampa-St. Petersburg (Sarasota), FL
- Grand Rapids-Kalamazoo-Battle Creek, MI
- Toledo, OH



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2023Q2



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 \$62 MM in spring 2023 to \$96 MM in summer 2023 resulting in a 43% increase.

Largest Markets

1. West Okoboji Lake	\$32,738,800	36.6%
2. East Okoboji Lake	\$21,006,100	21.9%
3. Sun Valley Lake	\$11,841,401	12.3%
4. Big Spirit Lake	\$6,655,300	7.4%
5. Lake Ponderosa	\$6,218,900	6.5%

Total Iowa Market: \$96,078,301

Most Listings

1. Sun Valley Lake	31	24.8%
2. Lake Ponderosa	21	16.8%
2. West Okoboji Lake	21	22.1%
4. East Okoboji Lake	20	16.0%
5. Holiday Lake	8	8.4%

Total Iowa Listings: 125

Largest Home Markets

1. West Okoboji Lake	\$32,738,800	36.6%
2. East Okoboji Lake	\$20,039,600	22.4%
3. Sun Valley Lake	\$10,902,000	12.2%
4. Big Spirit Lake	\$6,655,300	7.4%
5. Lake Ponderosa	\$4,478,900	5.0%

Total Iowa Home Market: \$89,570,400

Most Homes Available

1. West Okoboji Lake	21	22.1%
2. East Okoboji Lake	18	18.9%
3. Sun Valley Lake	17	17.9%
4. Lake Ponderosa	12	12.6%
5. Holiday Lake	8	8.4%

Total Iowa Home Listings: 95

Largest Land Markets

1. Clear Lake	\$1,900,000	29.2%
2. Lake Ponderosa	\$1,740,000	26.7%
3. East Okoboji Lake	\$966,500	14.9%
4. Sun Valley Lake	\$939,401	14.4%
5. Carter Lake	\$895,000	13.8%

Total Iowa Land Market: \$6,507,901

Most Land Available

1. Sun Valley Lake	14	46.7%
2. Lake Ponderosa	9	30.0%
3. Carter Lake	2	6.7%
3. East Okoboji Lake	2	6.7%
5. Clear Lake	1	3.3%

Total Iowa Land Listings: 30

Average Home Price

1. West Okoboji Lake	\$1,558,990
2. East Okoboji Lake	\$1,113,311

Average Land Price Per Acre

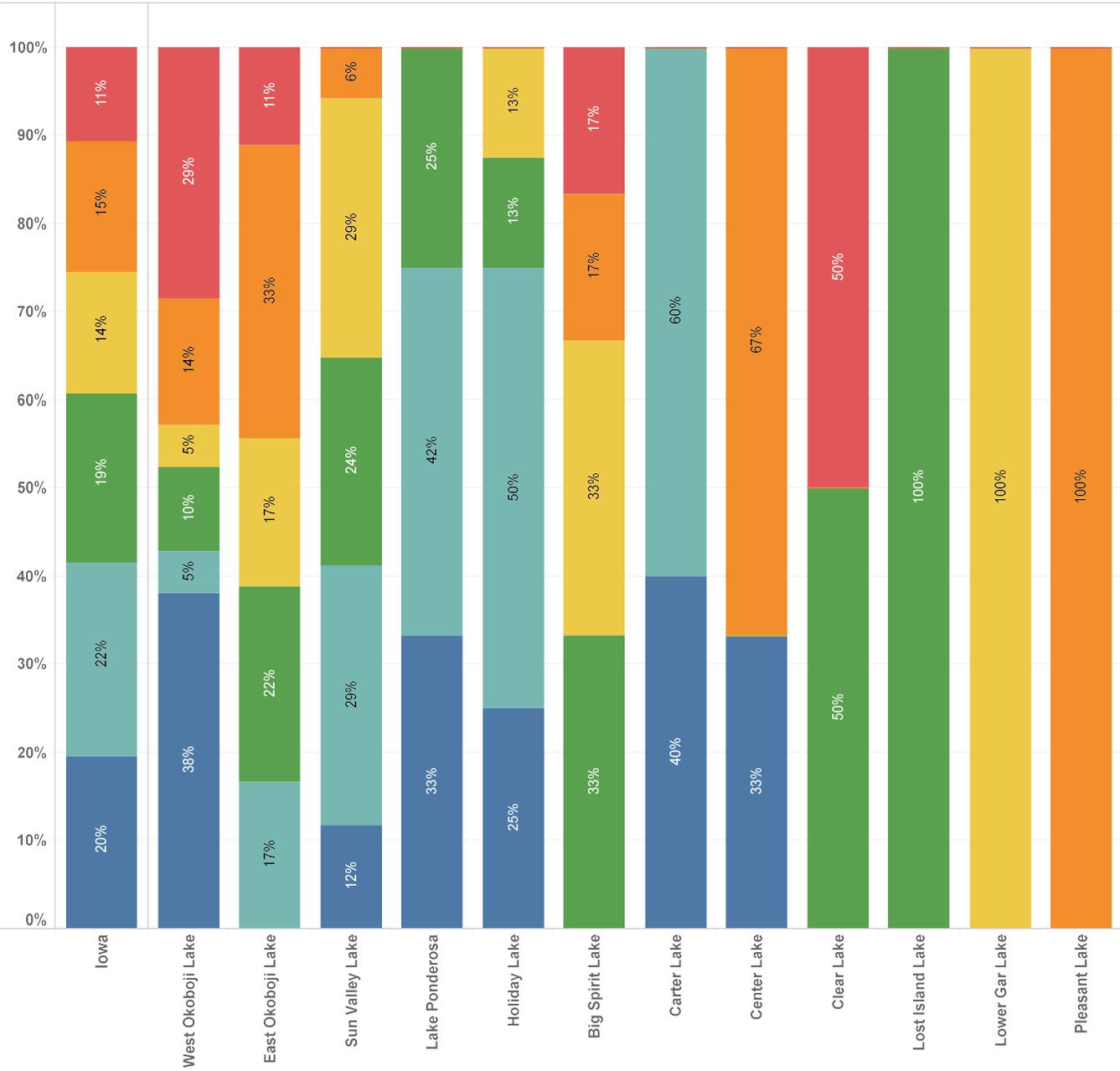
Listings of Less Than 10 Acres

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 2023Q2

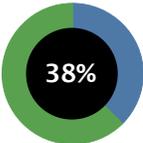
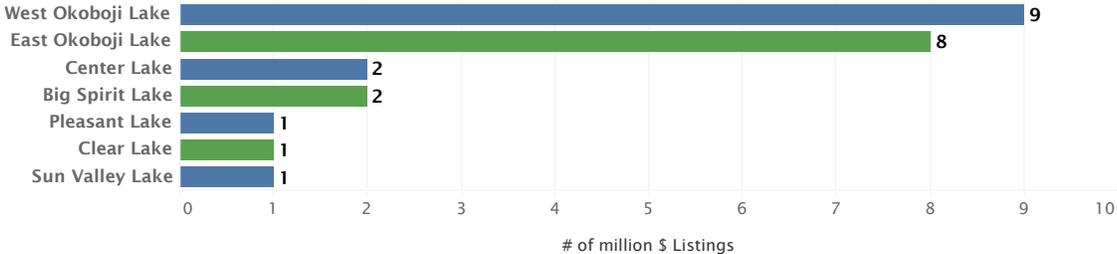


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2023Q2

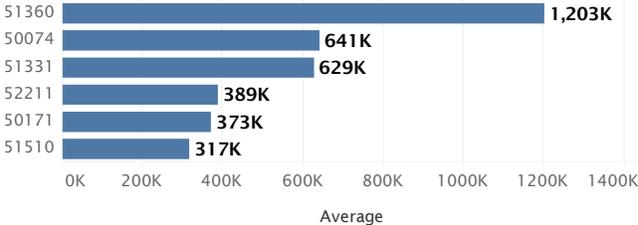


of \$1M+ Homes in Iowa are on West Okoboji Lake

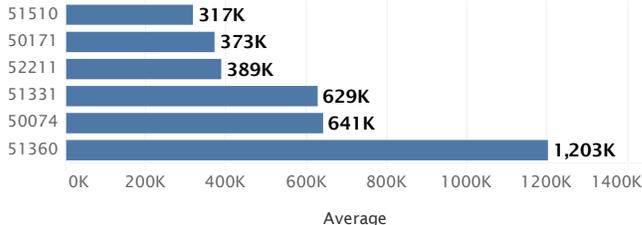
Total Number of \$1M+ Homes

24

Most Expensive ZIP Codes 2023Q2

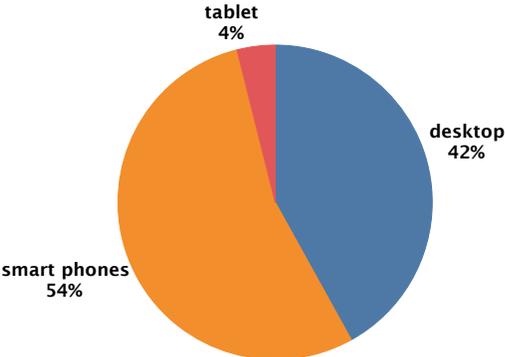


Most Affordable ZIP Codes 2023Q2

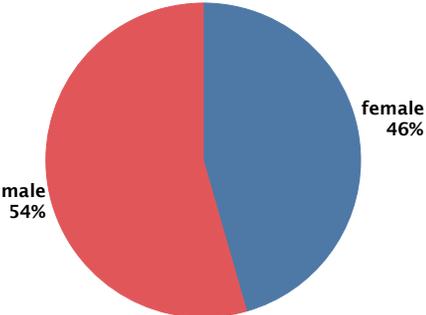


Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2023Q2

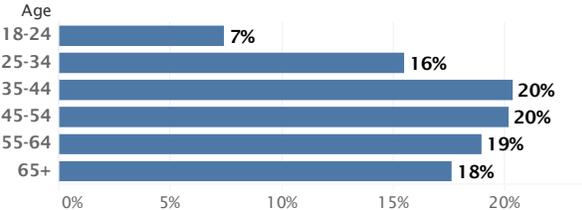


Male/Female Visitors 2023Q2



68% of potential buyers come from outside Iowa

What Age Groups are Shopping 2023Q2



Chicago

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

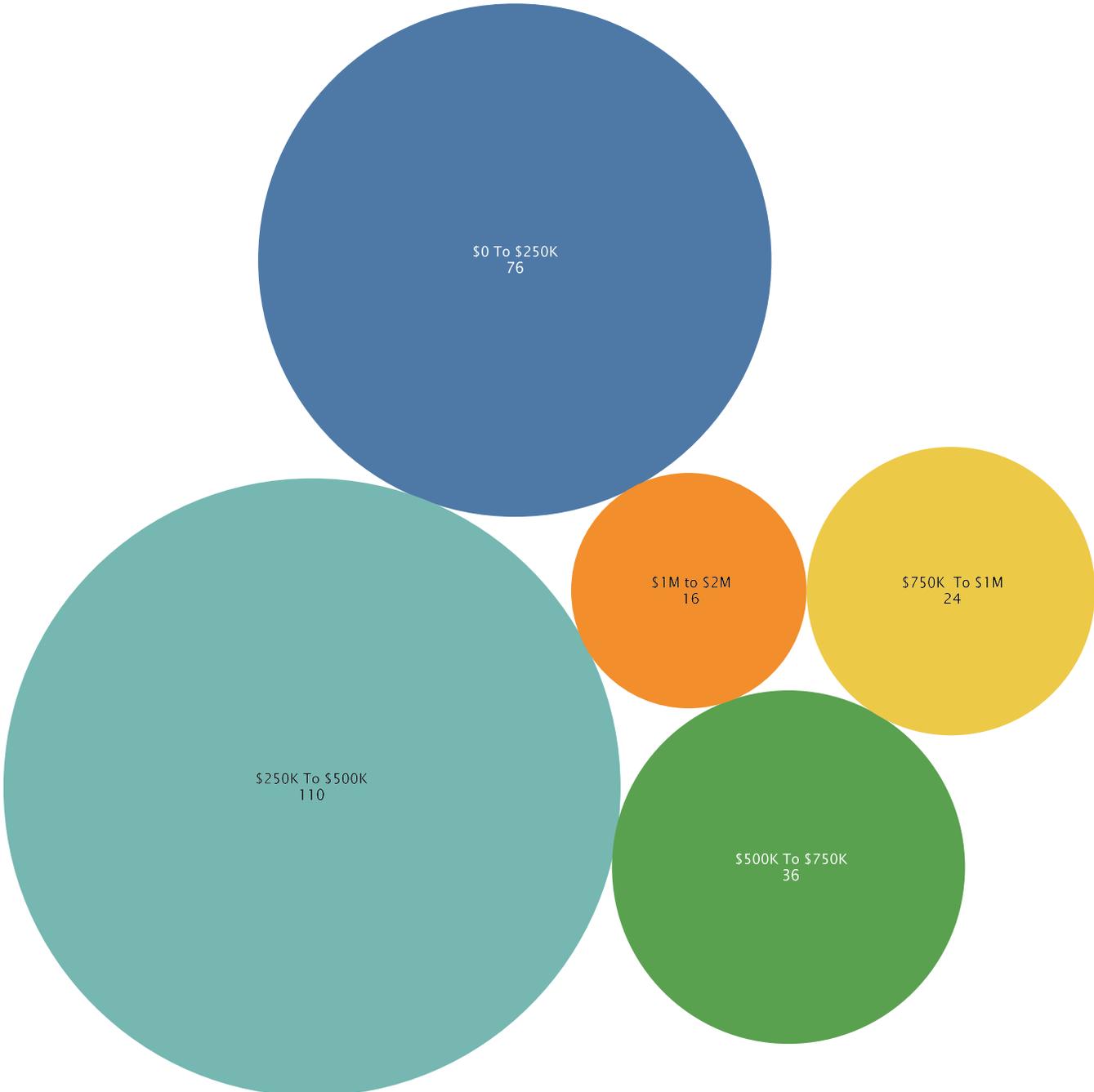
Number 2-10 metros are:

- Omaha, NE
- Minneapolis-St. Paul, MN
- Dallas-Ft. Worth, TX
- Denver, CO
- Phoenix, AZ
- San Antonio, TX
- Kansas City, MO
- Lincoln & Hastings-Kearney, NE
- Raleigh-Durham (Fayetteville), NC



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2023Q2



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 \$213 MM in spring 2023 to \$248 MM in summer 2023 resulting in a 15% increase.

Largest Markets

1. Kentucky Lake*	\$73,679,414	29.7%
2. Lake Cumberland	\$63,858,059	25.8%
3. Lake Barkley*	\$52,647,194	21.2%
4. Dale Hollow Lake*	\$38,044,950	15.4%
5. Herrington Lake	\$12,528,000	7.2%

Total Kentucky Market: \$247,766,217

Most Listings

1. Lake Cumberland	434	36.0%
2. Kentucky Lake*	301	25.0%
3. Lake Barkley*	266	22.1%
4. Dale Hollow Lake*	141	11.7%
5. Wood Creek Lake	40	3.3%

Total Kentucky Listings: 1,205

Largest Home Markets

1. Kentucky Lake*	\$51,624,509	29.7%
2. Lake Cumberland	\$45,168,999	26.0%
3. Lake Barkley*	\$34,338,898	19.7%
4. Dale Hollow Lake*	\$27,102,000	15.6%
5. Herrington Lake	\$12,528,000	7.2%

Total Kentucky Home Market: \$174,007,206

Most Homes Available

1. Lake Cumberland	131	37.0%
2. Kentucky Lake*	91	25.7%
3. Lake Barkley*	69	19.5%
4. Dale Hollow Lake*	32	9.0%
5. Herrington Lake	23	6.5%

Total Kentucky Home Listings: 354

Largest Land Markets

1. Kentucky Lake*	\$22,054,905	29.9%
2. Lake Cumberland	\$18,689,060	25.3%
3. Lake Barkley*	\$18,308,296	24.8%
4. Dale Hollow Lake*	\$10,942,950	14.8%
5. Wood Creek Lake	\$3,763,800	5.1%

Total Kentucky Land Market: \$73,759,011

Most Land Available

1. Lake Cumberland	303	35.6%
2. Kentucky Lake*	210	24.7%
3. Lake Barkley*	197	23.1%
4. Dale Hollow Lake*	109	12.8%
5. Wood Creek Lake	32	3.8%

Total Kentucky Land Listings: 851

Average Home Price

1. Kentucky Lake	\$696,471
2. Herrington Lake	\$544,696

Average Land Price Per Acre

Listings of Less Than 10 Acres

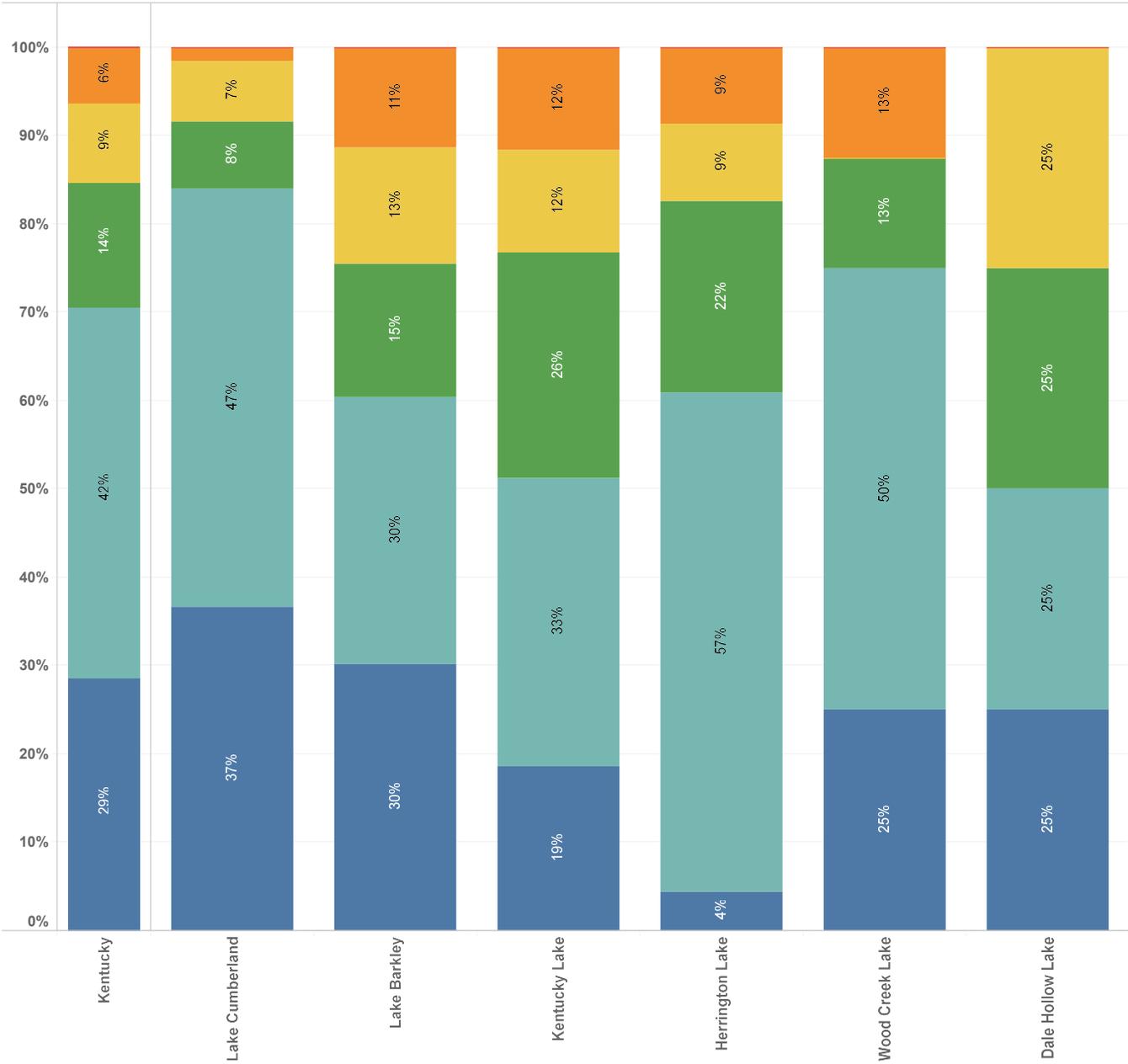
1. Kentucky Lake	\$50,725
2. Wood Creek Lake	\$44,720
3. Lake Cumberland	\$44,559
4. Lake Barkley	\$41,400

Listings of 10 Acres or More

1. Lake Barkley	\$15,662
2. Lake Cumberland	\$10,353

* 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 2023Q2

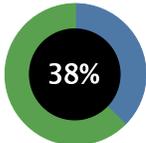
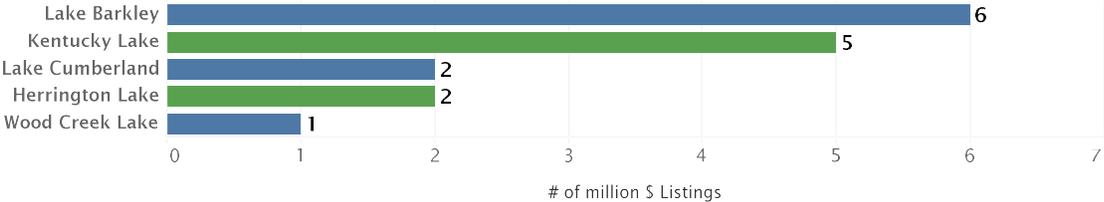


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2023Q2

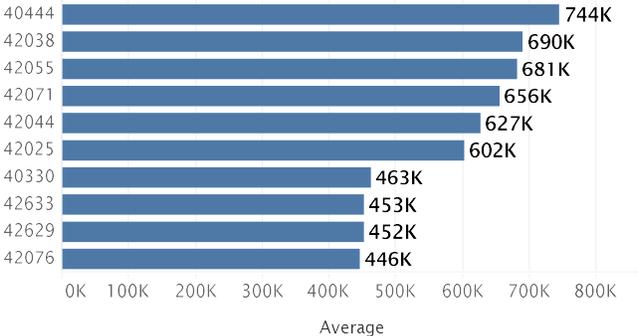


of \$1M+ Homes in Kentucky are on Lake Barkley

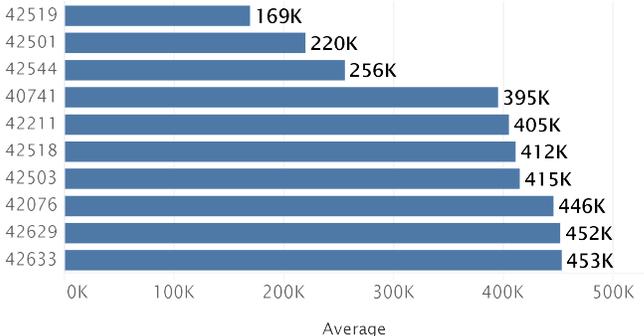
Total Number of \$1M+ Homes

16

Most Expensive ZIP Codes 2023Q2

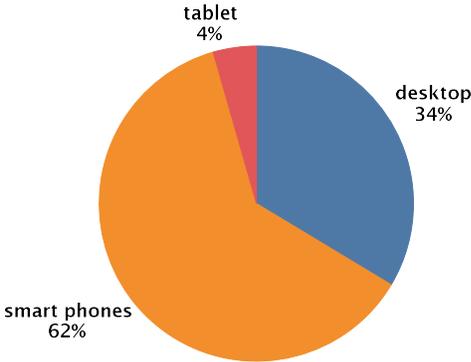


Most Affordable ZIP Codes 2023Q2

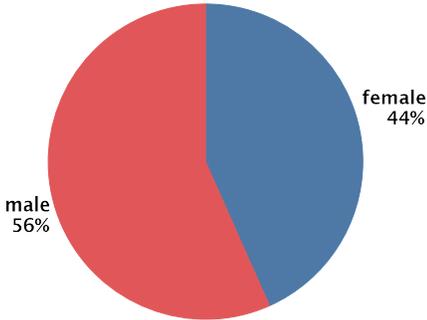


Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2023Q2

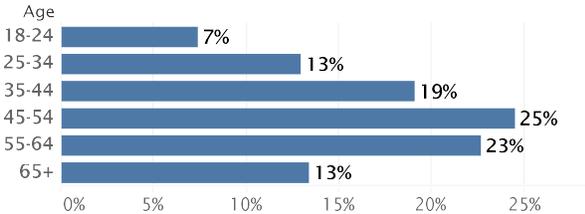


Male/Female Visitors 2023Q2



88% of potential buyers come from outside Kentucky

What Age Groups are Shopping 2023Q2



Chicago

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

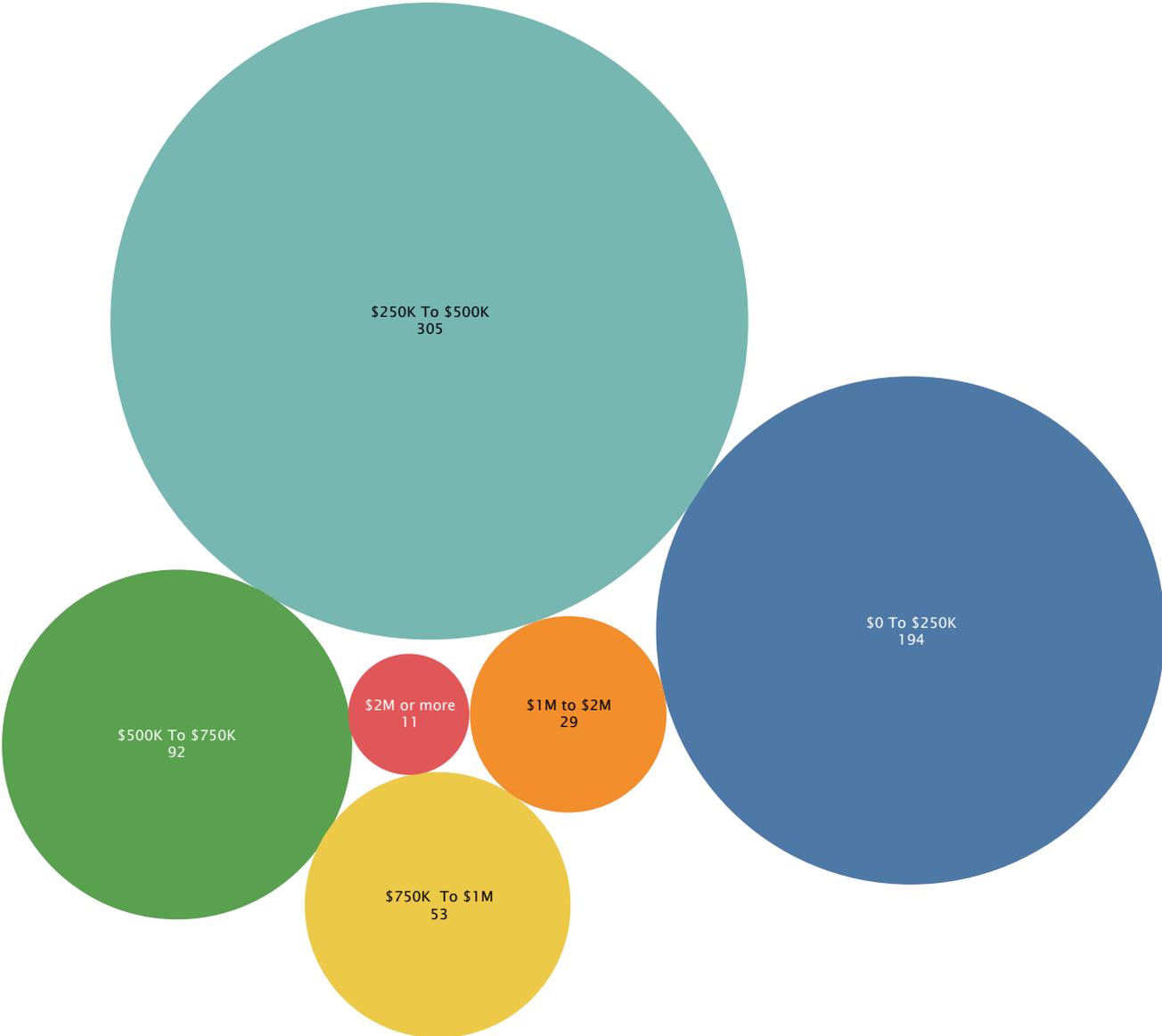
Number 2-10 metros are:

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



LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2023Q2



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 \$337 MM in spring 2023 to \$437 MM resulting in a 26% increase.

Largest Markets

1. Lake Pontchartrain	\$116,719,302	27.0%	6. Calcasieu Lake	\$24,072,100	5.6%
2. Grand Lagoon	\$53,684,950	12.4%	7. Lake Charles	\$21,149,960	4.9%
3. Prien Lake	\$26,873,250	6.2%	8. Black Bayou Reservoir	\$12,857,600	3.0%
4. Toledo Bend Reservoir*	\$24,860,945	5.7%	9. The Lake District	\$11,984,860	2.8%
5. Cross Lake	\$24,110,999	5.5%	10. Round Lake - Bossier City	\$9,404,149	2.8%

Total Louisiana Market: \$436,970,742

Largest Home Markets

1. Lake Pontchartrain	\$102,784,007	30.7%
2. Grand Lagoon	\$46,398,255	13.9%
3. Toledo Bend Reservoir*	\$21,272,284	6.4%
4. Prien Lake	\$20,418,000	6.1%
5. Cross Lake	\$17,932,299	5.4%
6. Calcasieu Lake	\$11,848,000	3.5%
7. Lake Charles	\$11,680,440	3.5%
8. Black Bayou Reservoir	\$11,502,900	3.4%
9. Round Lake - Bossier City	\$9,404,149	2.8%
10. The Lake District	\$7,207,860	2.2%

Total Louisiana Home Market: \$334,898,974

Largest Land Markets

1. Lake Pontchartrain	\$13,935,295	14.2%
2. Calcasieu Lake	\$12,224,100	12.5%
3. Lake Charles	\$9,469,520	9.6%
4. Grand Lagoon	\$7,286,695	7.4%
5. Prien Lake	\$6,455,250	6.6%
6. Cross Lake	\$4,798,700	4.9%
7. The Lake District	\$4,777,000	4.9%
8. Bayou D'arbonne Lake	\$3,933,750	4.0%
9. Goodyears Pond	\$3,737,500	3.8%
10. Toledo Bend Reservoir*	\$3,588,661	3.7%

Total Louisiana Land Market: \$98,166,768

The total Louisiana home market rose from \$249 MM in spring 2023 to \$335 MM resulting in a 30% increase.

Most Expensive Homes

1. Prien Lake	\$756,222
2. Lake Pontchartrain	\$699,211

Most Affordable Homes

1. Black Bayou Reservoir	\$442,419
2. The Lake District	\$450,491

Most Listings

1. Lake Pontchartrain	205	15.4%	6. Cross Lake	67	5.0%
2. Grand Lagoon	173	13.0%	7. Bayou D'arbonne Lake	60	4.5%
3. Toledo Bend Reservoir*	103	7.7%	8. Prien Lake	45	3.4%
4. Lake Charles	86	6.5%	9. Sibley Lake	38	2.9%
5. Calcasieu Lake	84	6.3%	10. Goodyears Pond	30	2.3%
Total Louisiana Listings:				1,338	

Most Homes Available

1. Lake Pontchartrain	147	20.2%
2. Grand Lagoon	116	16.0%
3. Toledo Bend Reservoir*	47	6.5%
4. Lake Charles	42	5.8%
5. Cross Lake	34	4.7%
6. Prien Lake	27	3.7%
7. Black Bayou Reservoir	26	3.6%
8. Round Lake - Bossier City	22	3.0%
9. Calcasieu Lake	19	2.6%
10. The Lake District	16	2.2%

Total Louisiana Home Listings: 726

Most Land Available

1. Calcasieu Lake	65	10.7%
2. Lake Pontchartrain	58	9.6%
3. Grand Lagoon	57	9.4%
4. Toledo Bend Reservoir*	56	9.2%
5. Bayou D'arbonne Lake	49	8.1%
6. Lake Charles	44	7.2%
7. Cross Lake	31	5.1%
8. Sibley Lake	24	4.0%
9. Goodyears Pond	22	3.6%
10. Prien Lake	18	3.0%

Total Louisiana Land Listings: 607

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Prien Lake	\$430,252
2. Lake Charles	\$397,788
3. Lake Pontchartrain	\$375,061
4. Lake Arthur	\$288,203
5. Kincaid Reservoir	\$183,408
6. Calcasieu Lake	\$180,564
7. Cross Lake	\$168,607
8. Grand Lagoon	\$165,295

Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,932
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Toledo Bend Reservoir	\$31,857
2. Sibley Lake	\$46,708
3. Bayou D'arbonne Lake	\$67,998
4. Moss Lake	\$75,806
5. Blind Lagoon	\$76,455
6. Swan Lake	\$84,206
7. Grand Lagoon	\$165,295
8. Cross Lake	\$168,607

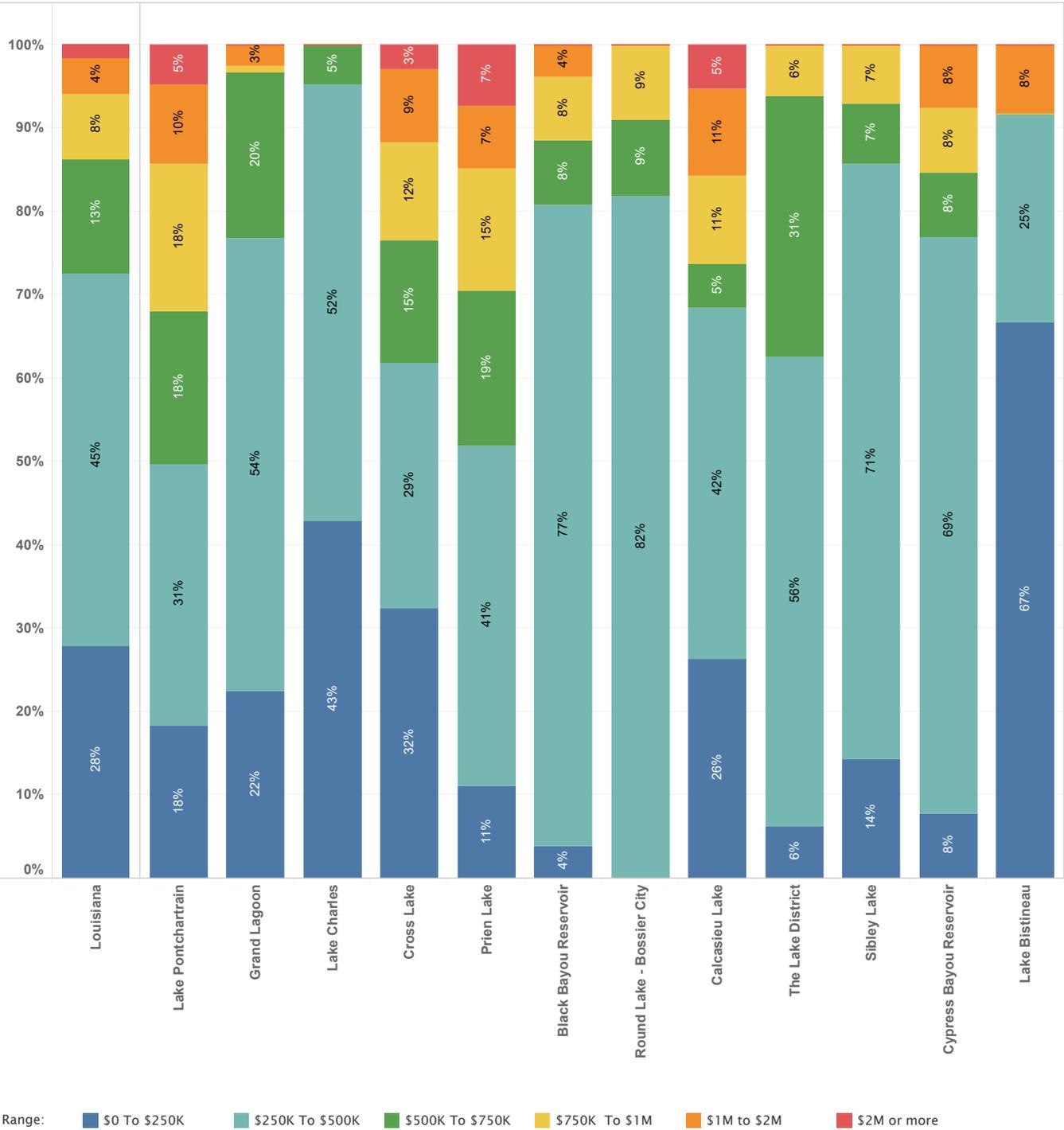
Listings of 10 Acres or More

1. Bayou D'arbonne Lake	\$5,932
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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.

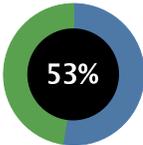
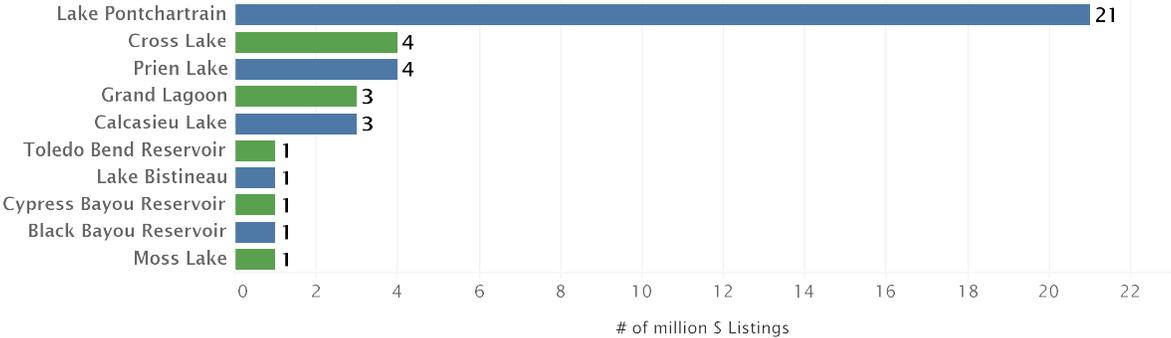
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Louisiana Market 2023Q2



Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2023Q2

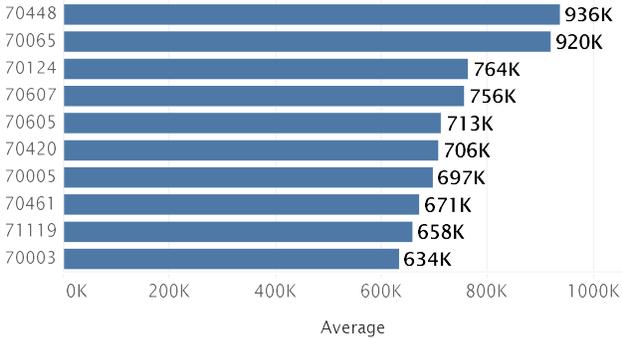


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

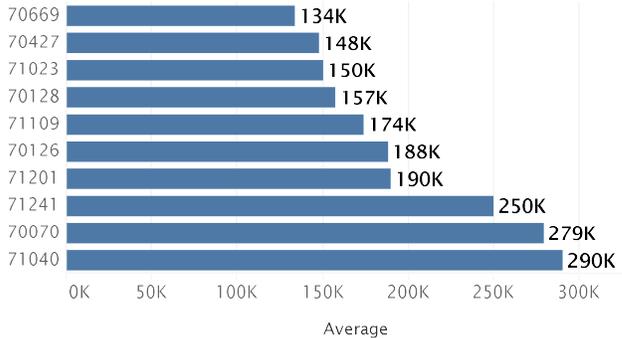
Total Number of \$1M+ Homes

40

Most Expensive ZIP Codes 2023Q2

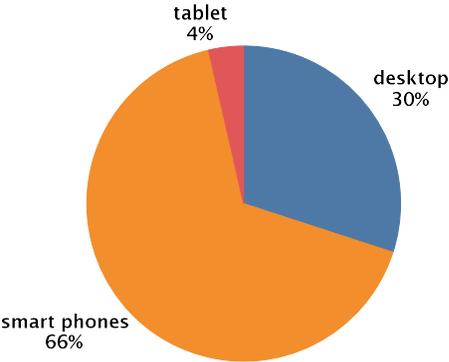


Most Affordable ZIP Codes 2023Q2

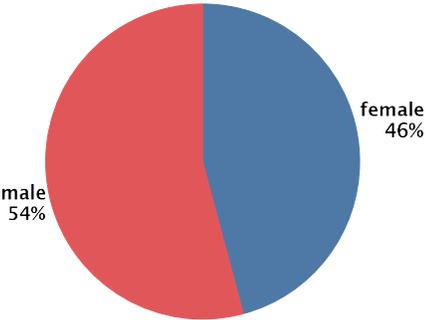


Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

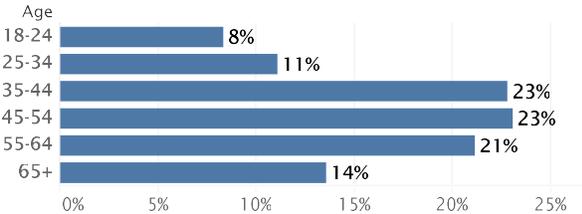


77% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q2



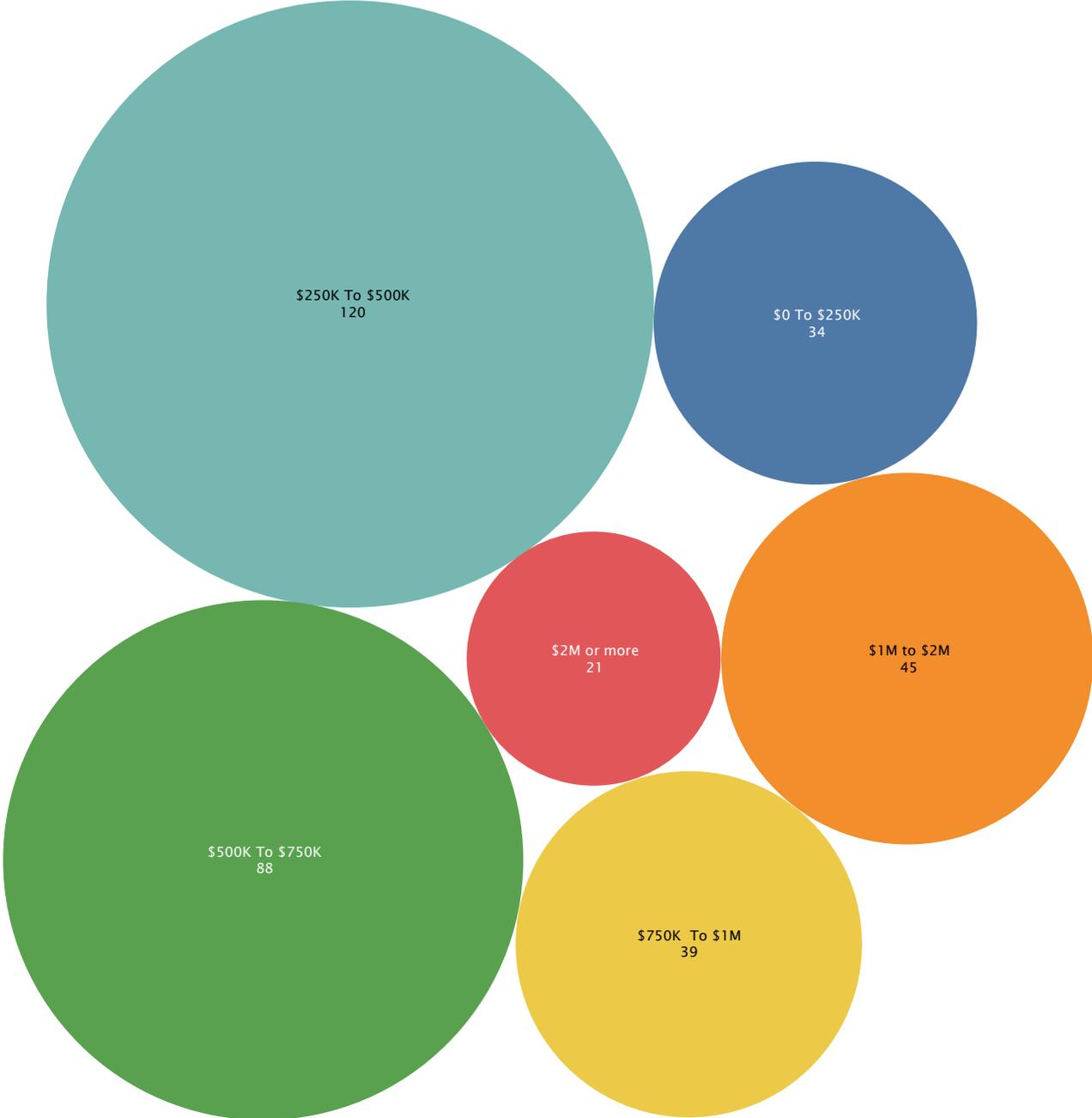
Number 2-10 metros are:

- Chicago, IL
- Houston, TX
- Orlando-Daytona Beach-Melbourne, FL
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Oklahoma City, OK
- Little Rock-Pine Bluff, AR
- Minneapolis-St. Paul, MN
- Springfield, MO
- Des Moines-Ames, IA



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2023Q2



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

Maryland

The Maryland market rose from \$204 MM in spring 2023 to \$292 MM in summer 2023, a 36% increase.

Largest Markets

1. Deep Creek Lake	\$118,850,289	40.7%
2. Lake Linganore	\$38,350,276	13.1%
3. Lake Roland	\$11,131,900	4.1%
4. Chase Pond	\$10,887,000	3.7%
5. Lake Ogleton	\$9,216,850	3.2%

Total Maryland Market: \$291,892,368

Most Listings

1. Deep Creek Lake	120	28.6%
2. Lake Linganore	55	13.1%
3. Lake Lariat	22	5.2%
4. Little Seneca Lake	14	3.3%
5. Chase Pond	13	3.1%

Total Maryland Listings: 420

Largest Home Markets

1. Deep Creek Lake	\$103,007,995	38.4%
2. Lake Linganore	\$37,859,376	14.1%
3. Lake Roland	\$11,131,900	4.1%
4. Chase Pond	\$9,887,000	3.7%
5. Lake Ogleton	\$8,351,850	3.1%

Total Maryland Home Market: \$268,410,025

Most Homes Available

1. Deep Creek Lake	85	24.5%
2. Lake Linganore	50	14.4%
3. Lake Lariat	16	4.6%
4. Little Seneca Lake	13	3.7%
5. Schumaker Pond	12	3.5%

Total Maryland Home Listings: 347

Largest Land Markets

1. Deep Creek Lake	\$15,842,294	67.5%
2. Chase Pond	\$1,000,000	4.3%
3. Schumaker Pond	\$920,000	3.9%
4. Lake Placid	\$890,000	3.8%
5. Lake Ogleton	\$865,000	3.7%

Total Maryland Land Market: \$23,482,343

Most Land Available

1. Deep Creek Lake	35	47.9%
2. Lake Lariat	6	8.2%
3. Lake Linganore	5	6.8%
4. Chase Pond	2	2.7%
4. Drum Point Pond	2	2.7%

Total Maryland Land Listings: 73

Average Home Price

1. Deep Creek Lake	\$1,211,859
2. Chase Pond	\$898,818
3. Lake Linganore	\$757,188

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$242,117
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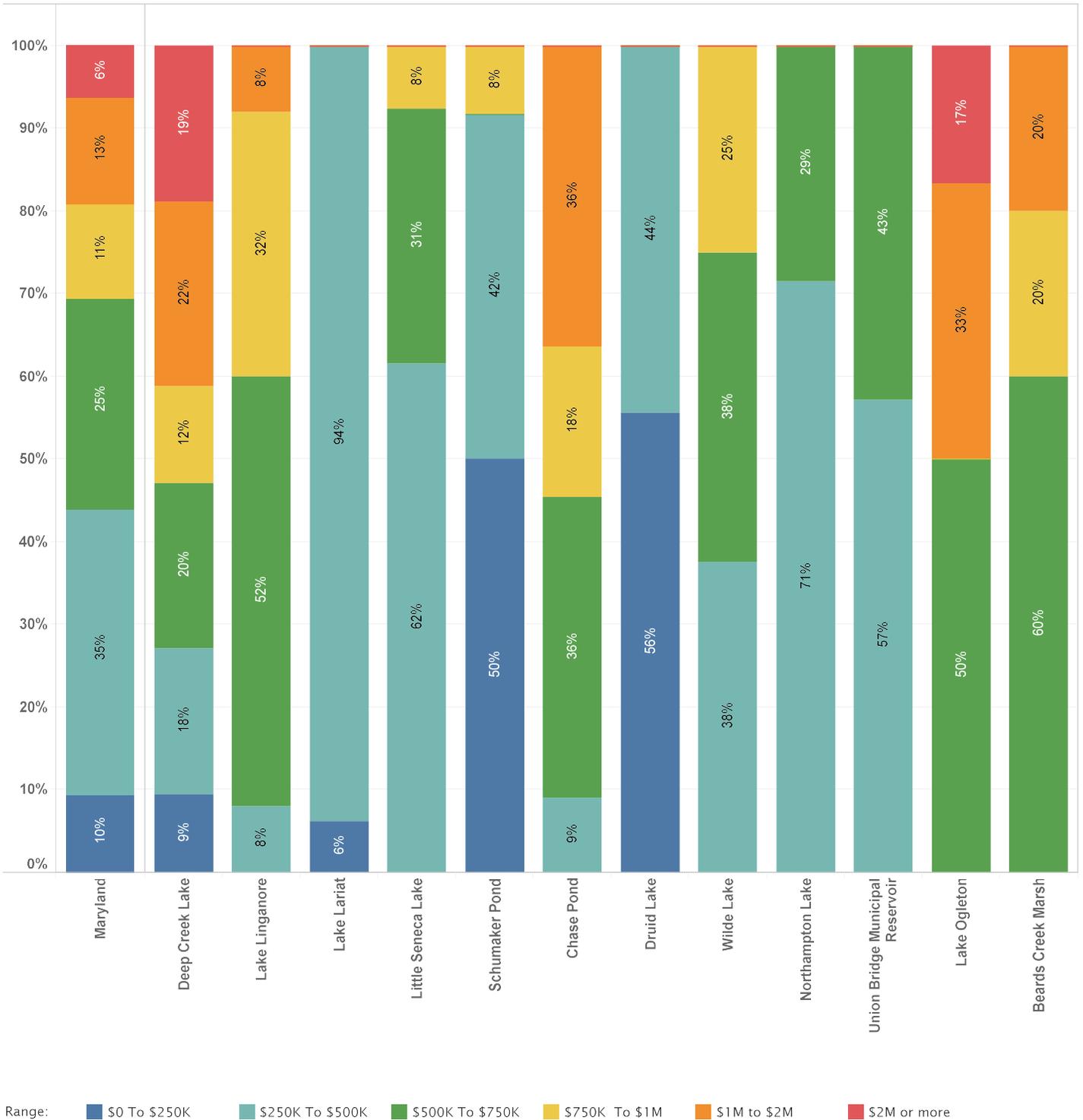
Listings of 10 Acres or More

**

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

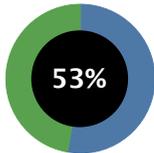
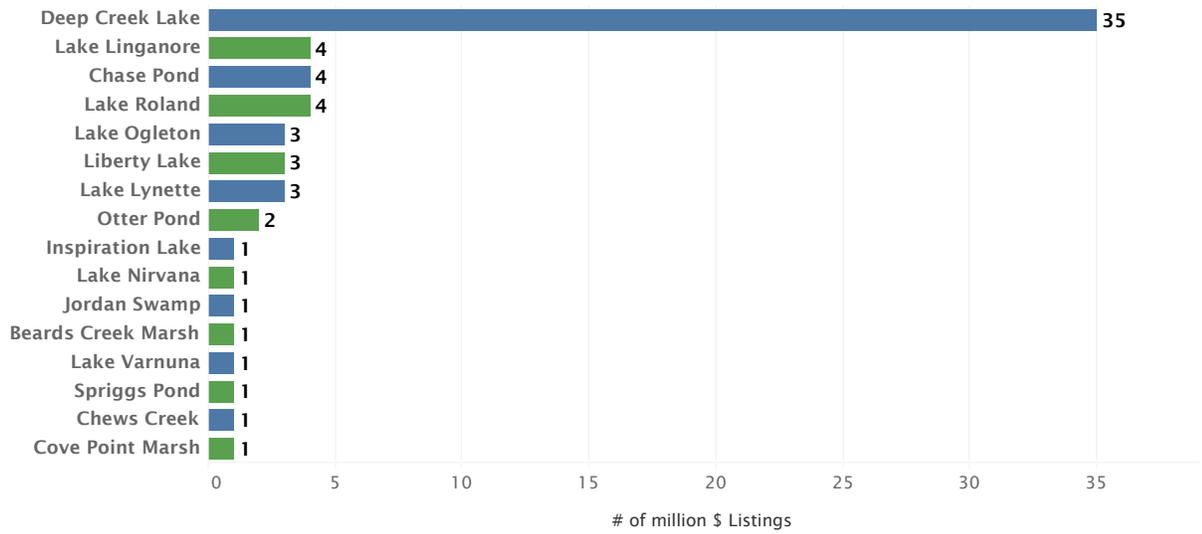
***Note: A change in a Maryland's MLS platform resulted in more listings being reported to Lake Homes Realty.

Price Breakdown by Percentage of Homes in the Maryland Market 2023Q2



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2023Q2

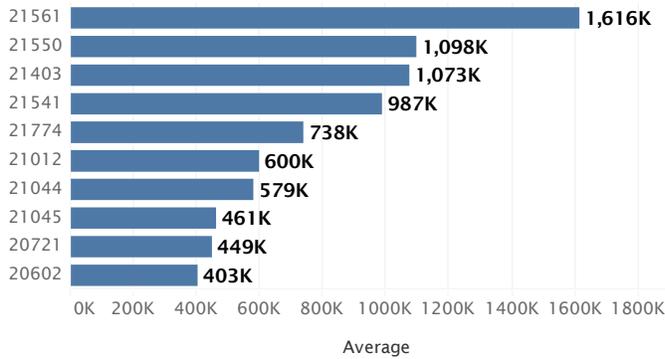


of \$1M+ Homes in Maryland are on Deep Creek Lake

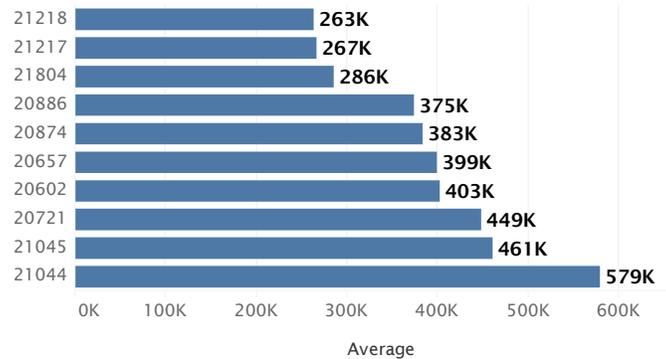
Total Number of \$1M+ Homes

66

Most Expensive ZIP Codes 2023Q2



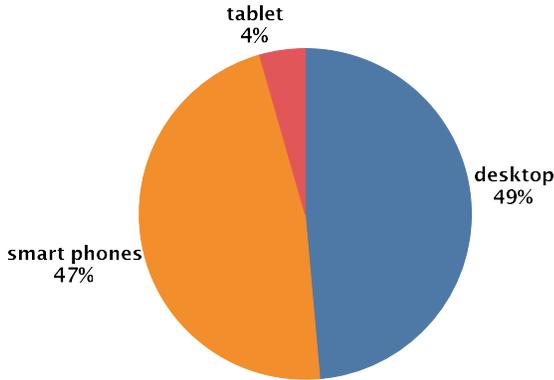
Most Affordable ZIP Codes 2023Q2



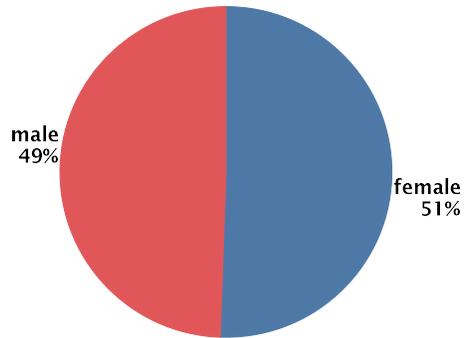
LAKE HOMES
REALTY.COM

Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2023Q2

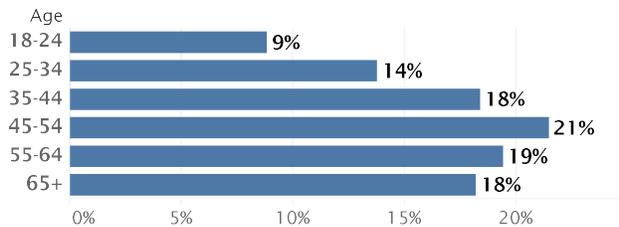


Male/Female Visitors 2023Q2



82% of potential buyers come from outside Maryland

What Age Groups are Shopping 2023Q2



Washington DC (Hagerstown

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

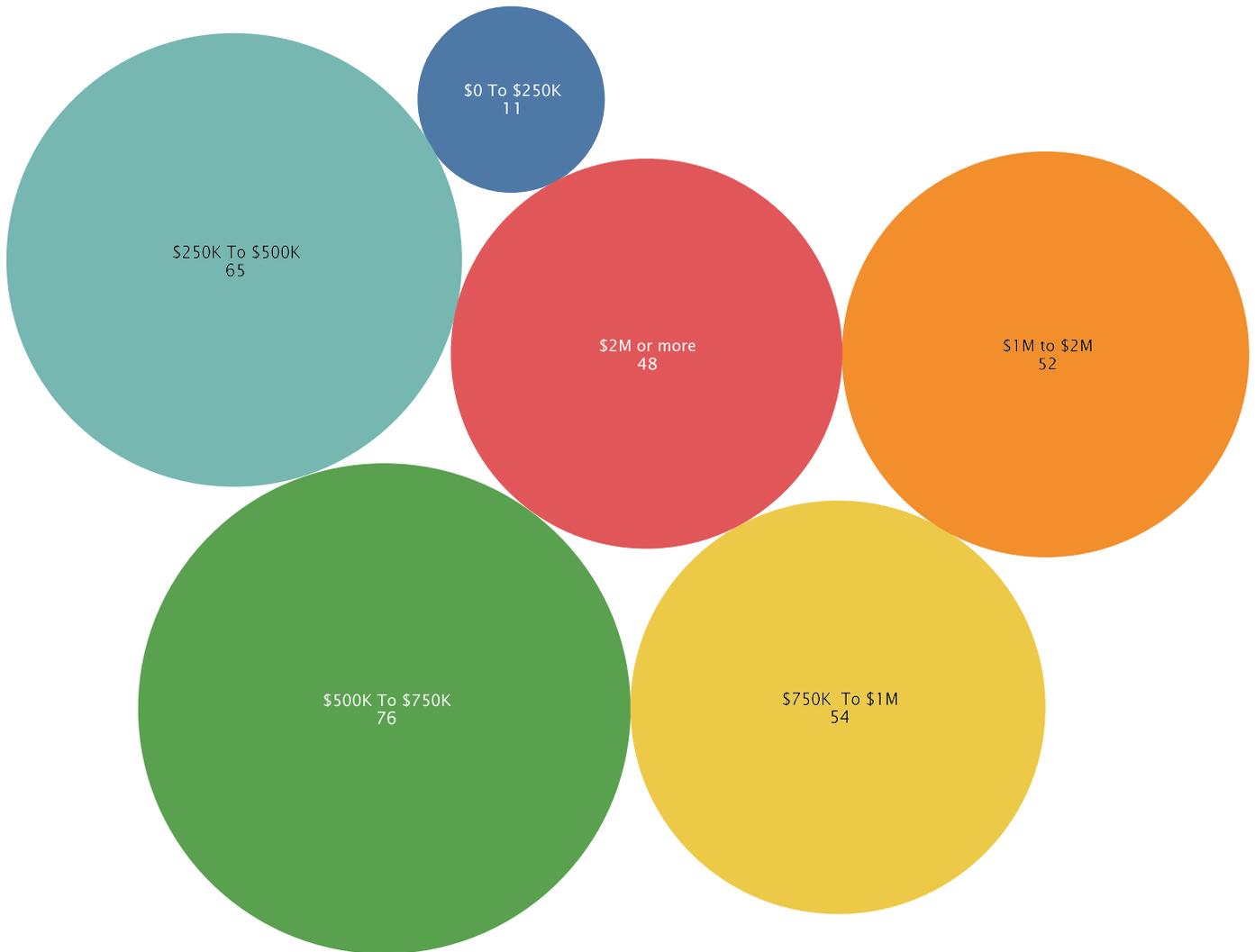
Number 2-10 metros are:

- New York, NY
- Pittsburgh, PA
- Philadelphia, PA
- Harrisburg-Lancaster-Lebanon-York, PA
- Atlanta, GA
- Boston MA-Manchester, NH
- Columbus, OH
- Tampa-St. Petersburg (Sarasota), FL
- Grand Rapids-Kalamazoo-Battle Creek, MI



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2023Q2



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

Massachusetts

The total Massachusetts market rose from \$440 MM in spring 2023 to \$413 MM in summer 2023, a 27% increase.

Largest Markets

1. Back Bay Fens	\$76,335,799	18.5%
2. Oyster Pond	\$25,554,000	6.5%
3. Brookline Reservoir	\$24,896,000	6.3%
4. Dean Pond - Sandwich	\$18,914,000	4.8%
5. The Glades	\$18,684,000	4.5%

Total Massachusetts Market: \$412,925,524

Most Listings

1. Back Bay Fens	43	11.7%
2. Lake Quinsigamond	14	3.8%
3. Leverett Pond	12	3.9%
4. Ashmere Reservoir	11	3.0%
4. Long Pond - Lakeville	11	3.0%

Total Massachusetts Listings: 368

Largest Home Markets

1. Back Bay Fens	\$75,350,799	19.1%
2. Oyster Pond	\$25,554,000	6.5%
3. Brookline Reservoir	\$24,896,000	6.3%
4. Dean Pond - Sandwich	\$18,914,000	4.8%
5. Straits Pond	\$16,194,000	4.1%

Total Massachusetts Home Market: \$394,147,726

Most Homes Available

1. Back Bay Fens	38	12.4%
2. Lake Quinsigamond	12	3.9%
2. Leverett Pond	12	3.9%
4. Watershops Pond	10	3.3%
5. Long Pond - Lakeville	9	2.9%

Total Massachusetts Home Listings: 306

Largest Land Markets

1. The Glades	\$3,939,000	21.0%
2. Spy Pond	\$2,894,000	15.4%
3. Hamilton Reservoir	\$1,525,800	8.1%
4. Cedar Pond	\$1,200,000	6.4%
5. Back Bay Fens	\$985,000	5.2%

Total Massachusetts Land Market: \$18,777,798

Most Land Available

1. Ashmere Reservoir	10	16.1%
2. Hamilton Reservoir	6	9.7%
3. Back Bay Fens	5	8.1%
4. Lake Watatic	3	4.8%
4. Mattapoissett Neck Marshes	3	4.8%

Total Massachusetts Land Listings: 62

Average Home Price

1. Back Bay Fens	\$1,982,916
2. Leverett Pond	\$1,045,926

Average Land Price Per Acre

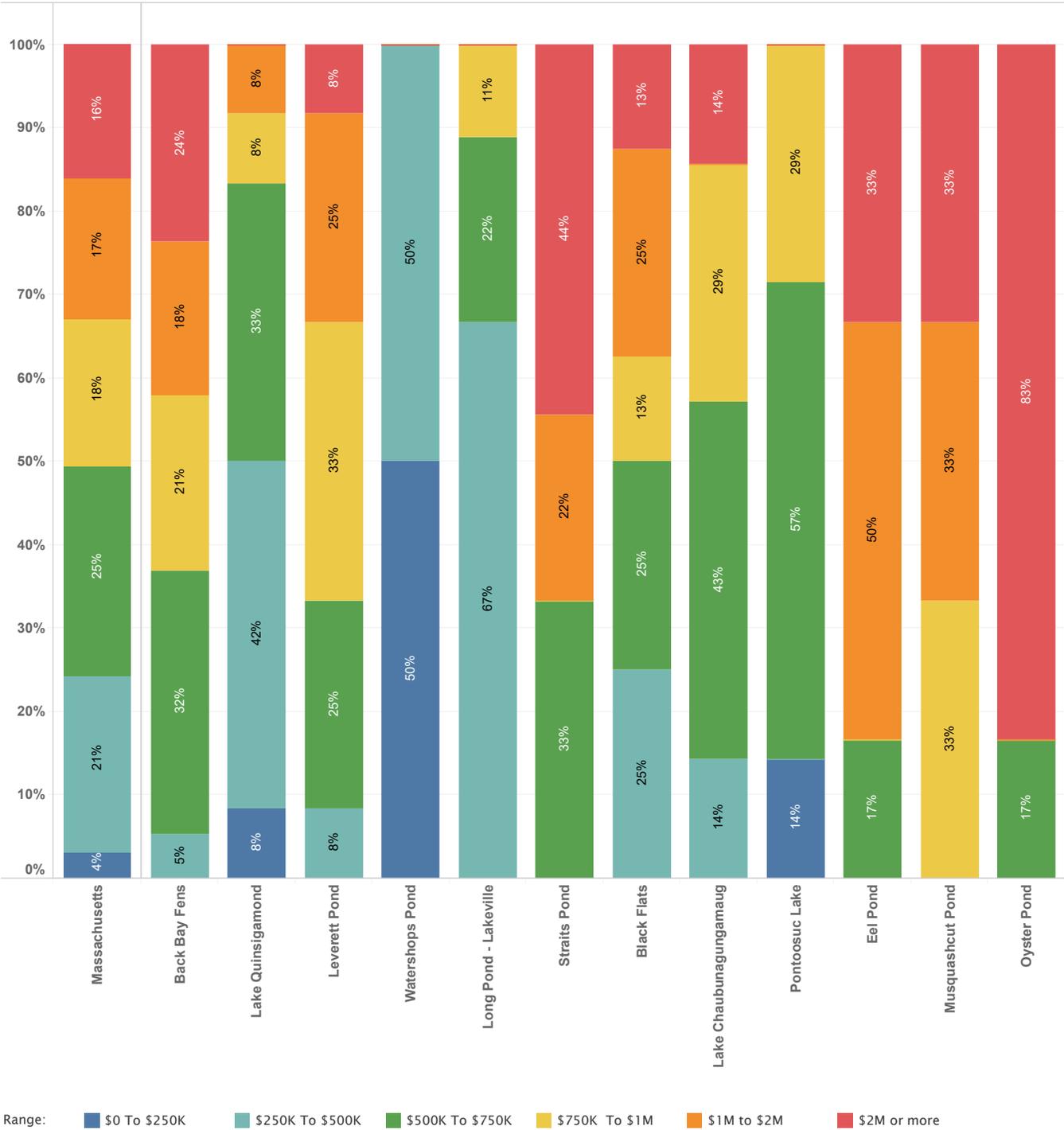
Listings of Less Than 10 Acres

1. Ashmere Reservoir	\$54,559
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Listings of 10 Acres or More

**

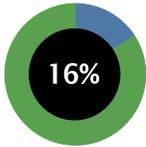
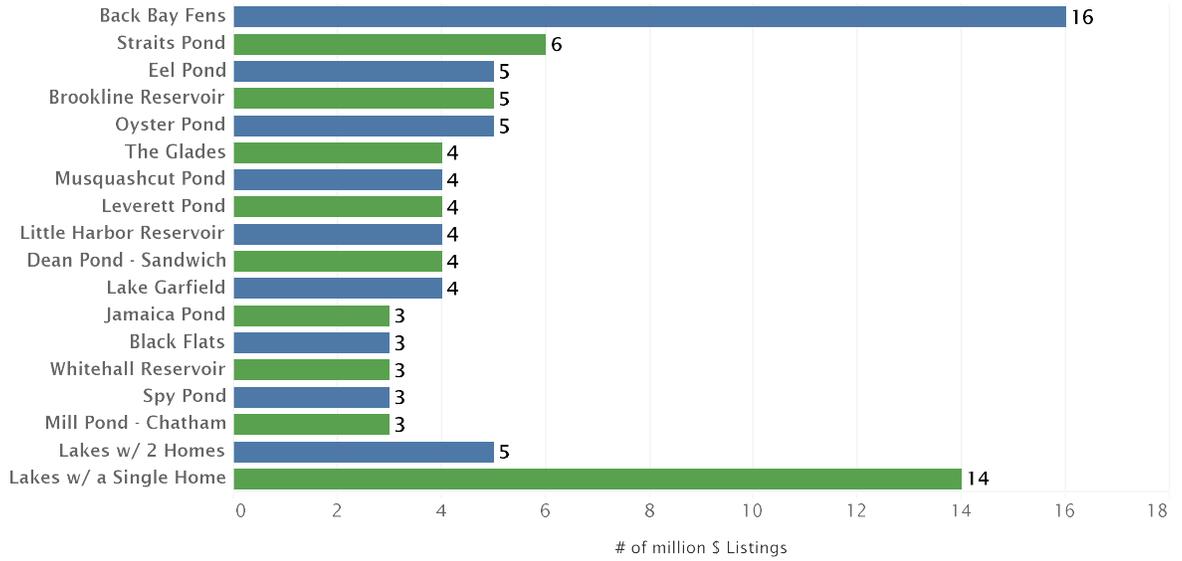
Price Breakdown by Percentage of Homes in the Massachusetts Market 2023Q2



LAKE HOMES.COM
REALTY

Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2023Q2

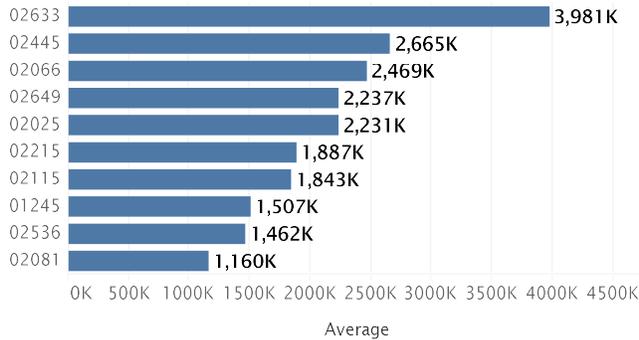


16% of \$1M+ Homes in Massachusetts are on Back Bay Fens

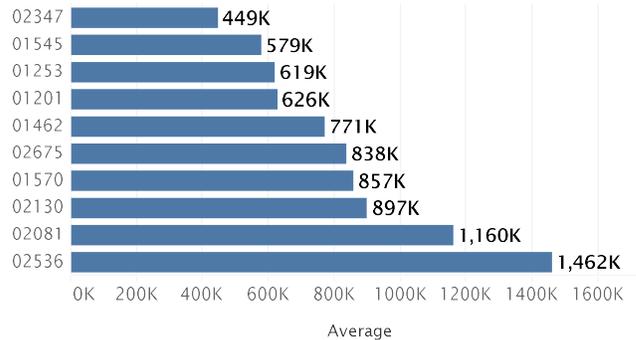
Total Number of \$1M+ Homes

100

Most Expensive ZIP Codes 2023Q2

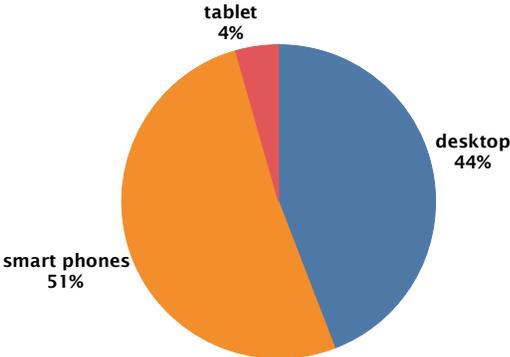


Most Affordable ZIP Codes 2023Q2

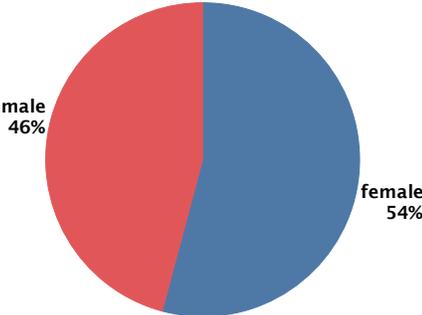


Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

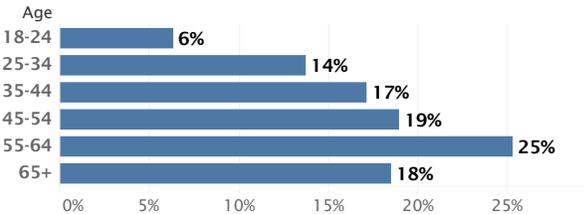


63% of potential buyers come from outside Massachusetts

New York,

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

What Age Groups are Shopping 2023Q2



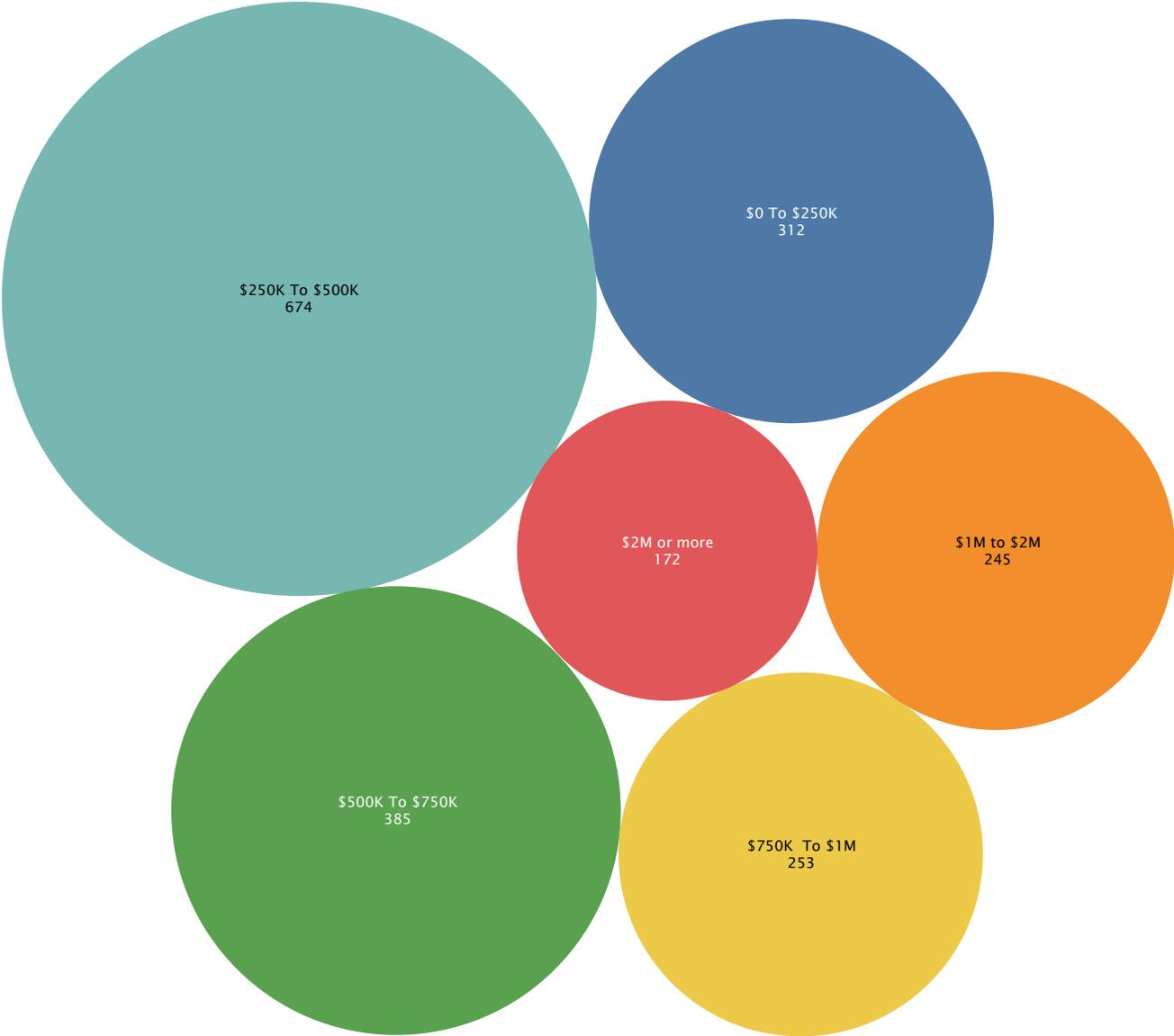
Number 2-10 metros are:

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



MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2023Q2



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 \$1.6 BB in spring 2023 to \$2.2 BB in summer 2023, a 32% increase.

Largest Markets

1. Lake Michigan	\$763,028,737	34.8%	6. Turtle Lake	\$38,215,300	1.7%
2. Lake Huron	\$85,155,348	3.9%	7. Spring Lake - Spring Lake	\$35,983,900	1.6%
3. Walloon Lake	\$68,891,700	3.1%	8. Lake Superior	\$32,473,799	1.5%
4. Lake St Clair	\$46,062,183	2.1%	9. Muskegon Lake	\$25,824,900	1.2%
5. Torch Lake	\$38,552,700	1.8%	10. Lake Macatawa	\$24,505,200	1.1%

Total Michigan Market: \$2,190,284,660

Largest Home Markets

1. Lake Michigan	\$548,597,760	31.7%
2. Lake Huron	\$68,275,490	3.9%
3. Walloon Lake	\$64,305,000	3.7%
4. Lake St Clair	\$42,716,383	2.5%
5. Spring Lake - Spring Lake	\$34,708,900	2.0%
6. Torch Lake	\$34,313,800	2.0%
7. Muskegon Lake	\$24,434,900	1.4%
8. Lake Superior	\$24,247,999	1.4%
9. Lake Macatawa	\$22,098,200	1.3%
10. Lake Fenton	\$21,524,749	1.2%

Total Michigan Home Market: \$1,728,892,060

Largest Land Markets

1. Lake Michigan	\$214,430,977	46.5%
2. Turtle Lake	\$23,353,900	5.1%
3. Lake Huron	\$16,879,858	3.7%
4. Lake Charlevoix	\$12,716,500	2.8%
5. Lake Superior	\$8,225,800	1.8%
6. Muskegon River	\$6,168,800	1.3%
7. Gull Lake	\$5,904,899	1.3%
8. Duck Lake - Green Lake Twp	\$5,412,500	1.2%
9. Lake Leelanau	\$4,931,455	1.1%
10. Walloon Lake	\$4,586,700	1.0%

Total Michigan Land Market: \$461,392,600

The Lake Michigan market rose from \$556 MM in spring 2023 to \$763 MM resulting in a 31% increase.

Most Expensive Homes

1. Walloon Lake	\$2,922,955
2. Torch Lake	\$2,287,587

Most Affordable Homes

1. Lake Michigan - Bridgman/Stevensville Area	\$1,242,843
2. Walnut Lake	\$1,261,031

Most Listings

1. Lake Michigan	811	22.2%	6. Lake Lancer	45	1.2%
2. Lake Huron	259	7.1%	6. Muskegon Lake	45	1.2%
3. Lake St Clair	78	2.1%	8. Cass Lake	36	1.0%
4. Lake Superior	73	2.0%	9. Schermerhorn Lake	35	2.2%
5. Houghton Lake	46	1.3%	9. Torch Lake	35	1.0%
Total Michigan Listings:				3,647	

Most Homes Available

1. Lake Michigan	417	20.4%
2. Lake Huron	111	5.4%
3. Lake St Clair	66	3.2%
4. Houghton Lake	36	1.8%
5. Muskegon Lake	34	1.7%
6. Lake Superior	29	1.4%
7. St Clair River	28	1.4%
8. Spring Lake - Spring Lake	24	1.2%
9. Cass Lake	22	1.1%
9. Walloon Lake	22	1.1%

Total Michigan Home Listings: 2,040

Most Land Available

1. Lake Michigan	394	24.5%
2. Lake Huron	148	9.2%
3. Lake Superior	44	2.7%
4. Lake Lancer	41	2.6%
5. Schermerhorn Lake	35	2.2%
6. Black River - Cheboygan	21	1.3%
7. Torch Lake	20	1.2%
8. Canadian Lakes	19	1.2%
9. Little Smoky Lake	18	1.1%
10. Grand Lake	17	1.1%

Total Michigan Land Listings: 1,607

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Muskegon Lake	\$1,805,195
2. Lake St Clair	\$911,662
3. Cass Lake	\$700,560
4. Mona Lake	\$647,565
5. Lake Michigan - New Buffalo-Sawyer Area	\$510,003
6. Lake Michigan - Bridgman/Stevensville Area	\$447,258
7. Lake Charlevoix	\$340,099
8. Lake Michigan - Traverse City Area	\$327,885

Listings of 10 Acres or More

1. Lake Superior	\$28,747
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Most Affordable Land per Acre

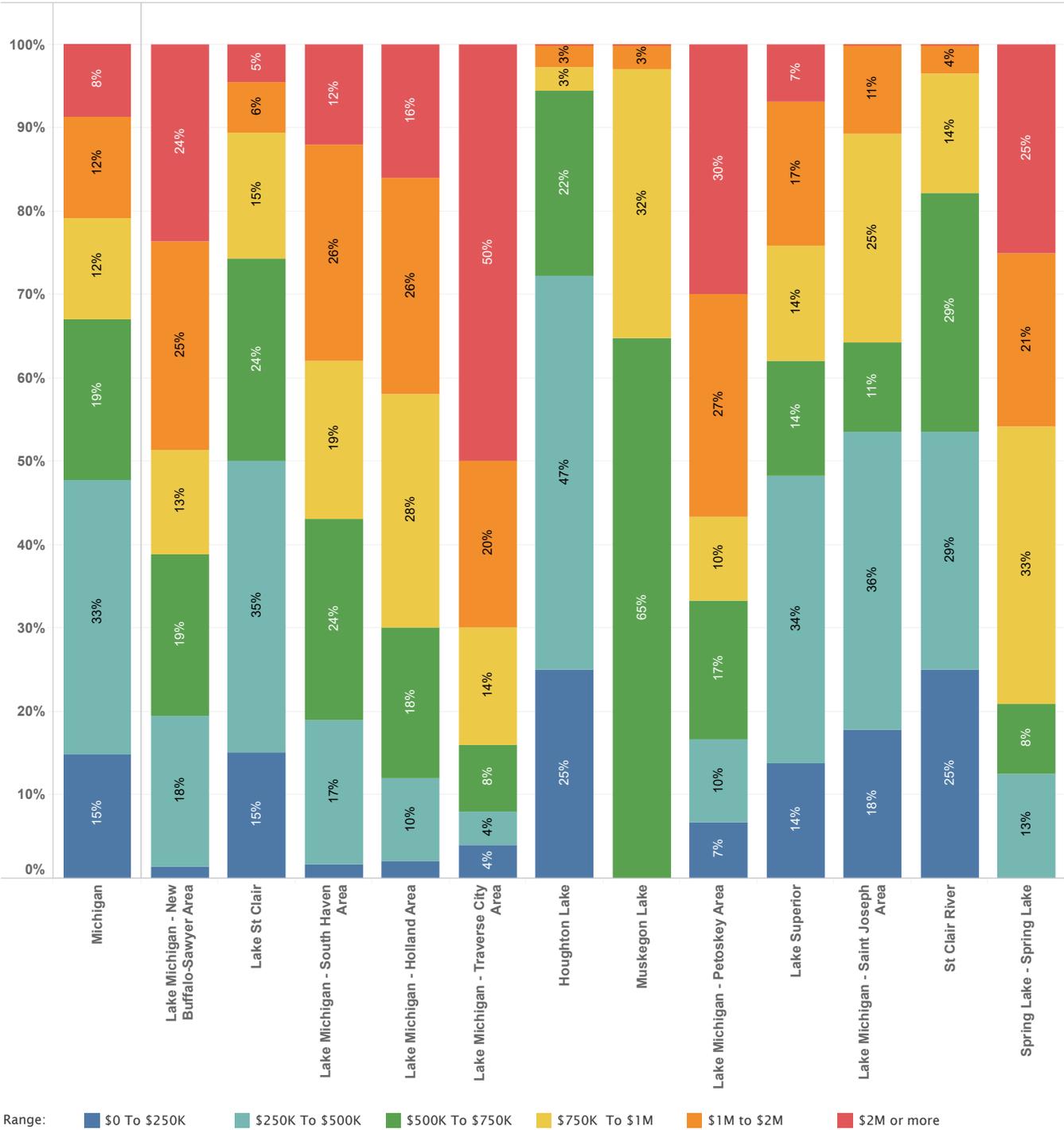
Listings of Less Than 10 Acres

1. Canadian Lakes	\$15,461
2. Lake Huron - Rogers City Area	\$29,893
3. Lake Lancer	\$35,508
4. Schermerhorn Lake	\$36,805
5. Torch Lake - Lake Linden	\$37,480
6. Little Smoky Lake	\$41,282
7. Black River - Cheboygan	\$49,628
8. Lake Isabella	\$57,424

Listings of 10 Acres or More

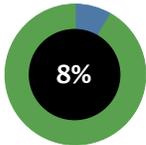
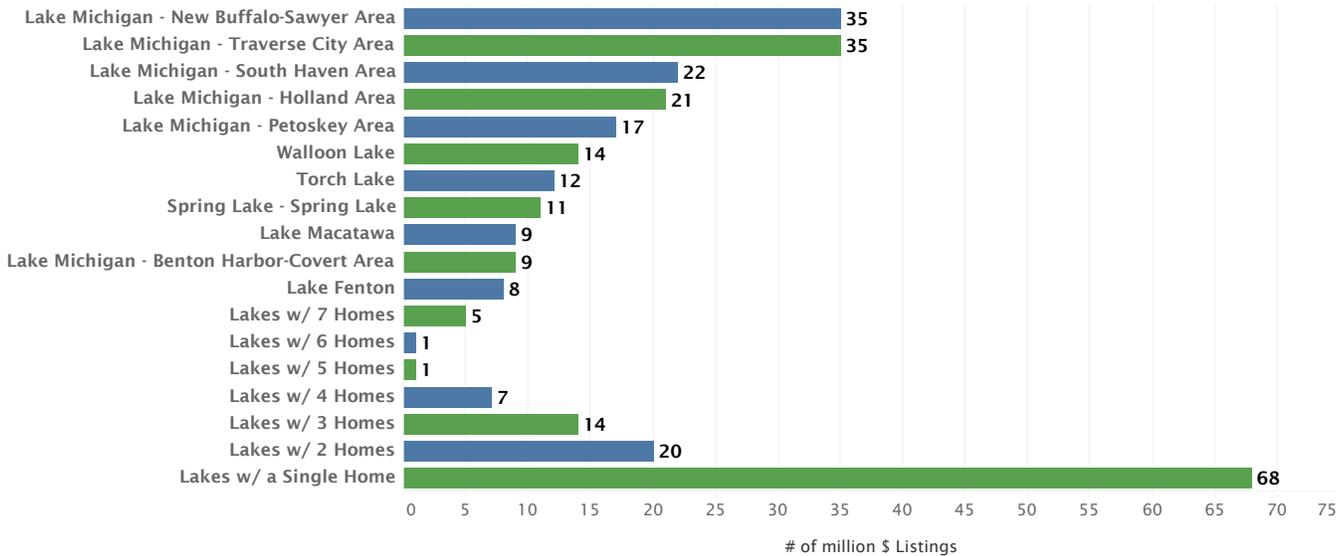
1. Lake Huron - St Ignace Area	\$7,722
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Price Breakdown by Percentage of Homes in the Michigan Market 2023Q2



Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2023Q2

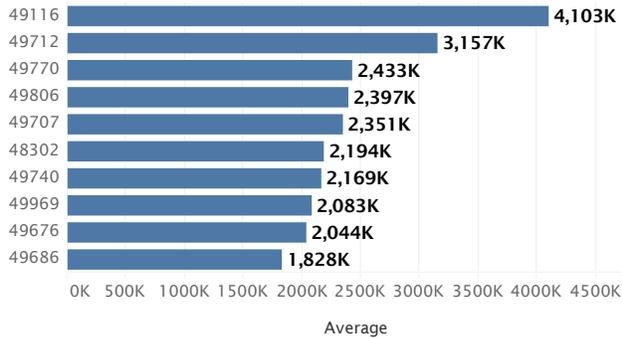


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

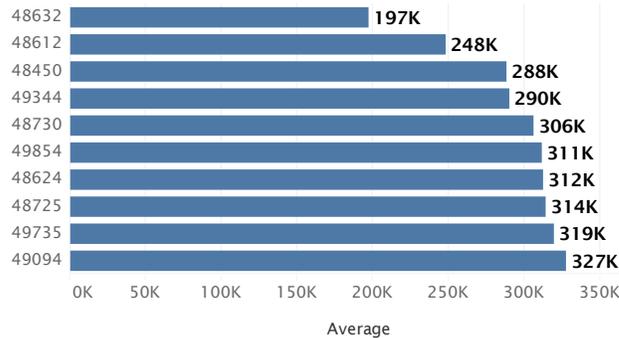
Total Number of \$1M+ Homes

417

Most Expensive ZIP Codes 2023Q2

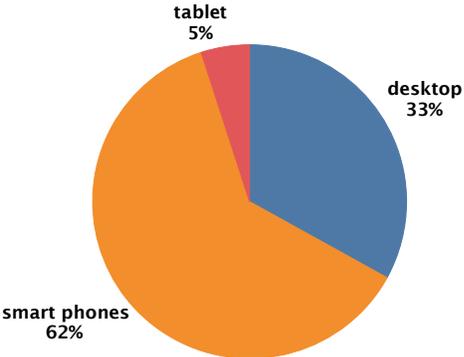


Most Affordable ZIP Codes 2023Q2

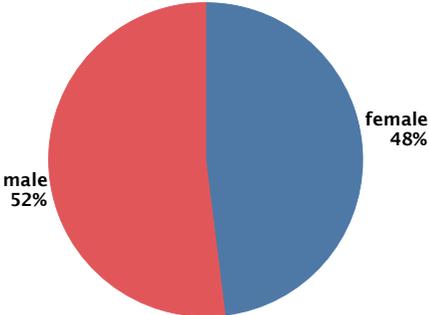


Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

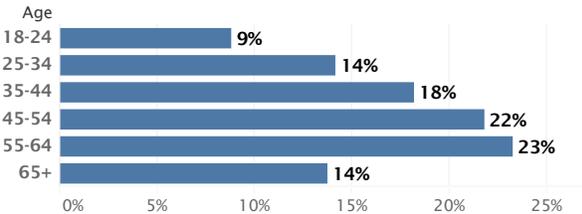


69% of potential buyers come from outside Michigan

Chicago

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

What Age Groups are Shopping 2023Q2



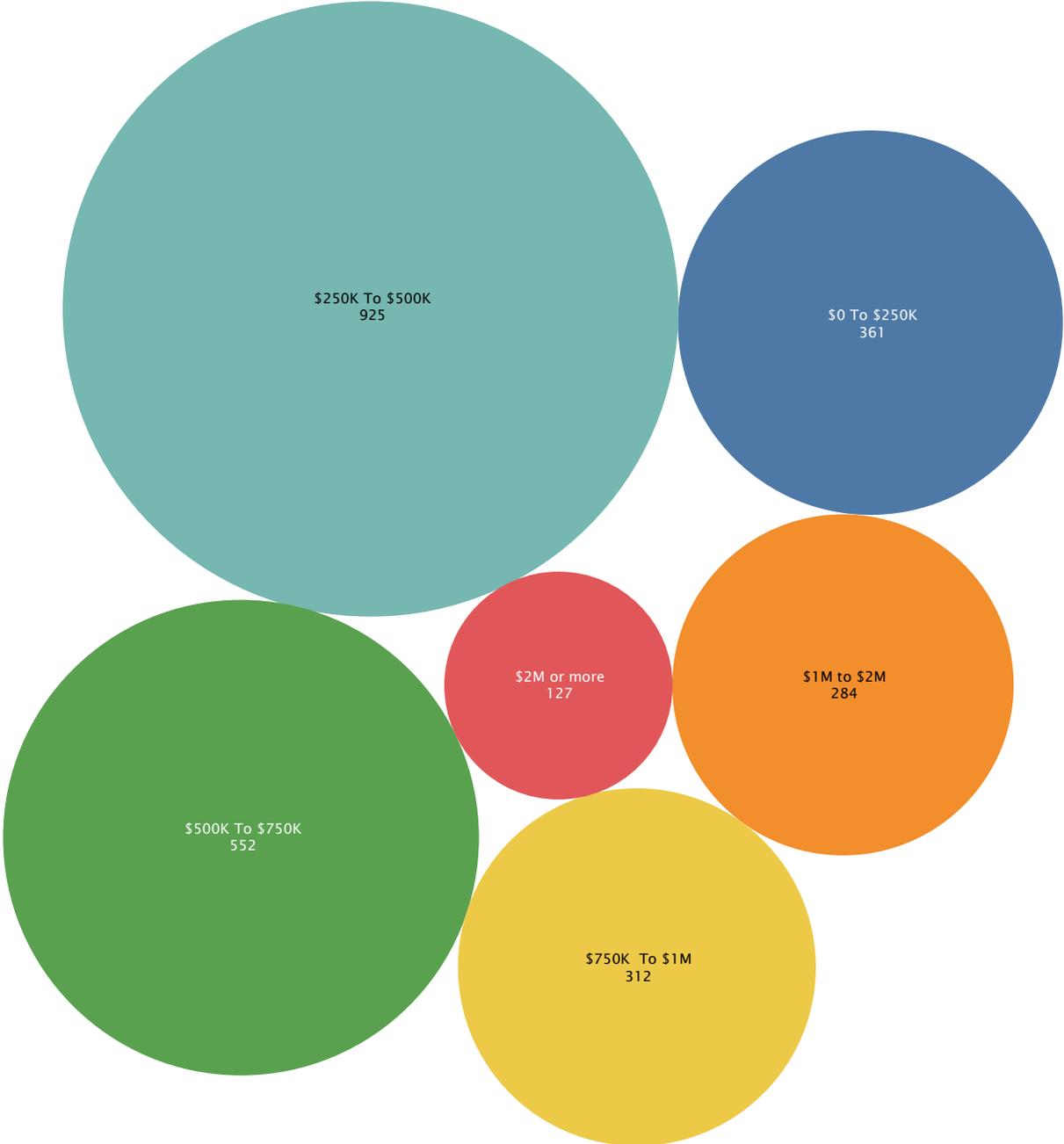
Number 2-10 metros are:

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



MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2023Q2



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 \$1.5 BB in spring 2023 to \$2.3 BB in summer 2023, a 42% rise.

Largest Markets

1. Lake Minnetonka	\$277,348,927	12.1%	6. Other Annandale Area Lakes	\$38,862,832	1.7%
2. Other Northern Metro Area Lakes	\$120,095,284	5.2%	7. Other Detroit Lakes Area Lakes	\$35,110,695	1.5%
3. Other Prior Lake Area Lakes	\$64,239,002	2.8%	8. Lake Of The Isles - Minneapolis	\$35,040,900	1.9%
4. Other Greater St Cloud Area Lakes	\$43,933,969	1.9%	9. Other SW Metro Area Lakes	\$34,817,814	1.5%
5. Lower Prior Lake - Prior Lake	\$40,987,477	1.8%	10. Gull Lake - Nisswa	\$34,441,599	1.5%
Total Minnesota Market:				\$2,299,705,886	

Largest Home Markets

1. Lake Minnetonka	\$262,445,028	14.0%
2. Other Northern Metro Area Lakes	\$101,897,084	5.5%
3. Other Prior Lake Area Lakes	\$47,317,002	2.5%
4. Lake Of The Isles - Minneapolis	\$35,040,900	1.9%
5. Other Detroit Lakes Area Lakes	\$30,993,595	1.7%
6. Other Annandale Area Lakes	\$29,060,832	1.6%
7. Lake Superior	\$26,958,600	1.4%
8. Other Greater St Cloud Area Lakes	\$26,379,799	1.4%
9. Other SW Metro Area Lakes	\$25,625,614	1.4%
10. Other St Croix River Valley Area Lakes	\$25,250,298	1.4%

Total Minnesota Home Market: \$1,869,544,000

Largest Land Markets

1. Lower Prior Lake - Prior Lake	\$19,000,000	4.4%
2. Other Northern Metro Area Lakes	\$18,198,200	4.2%
3. Other Greater St Cloud Area Lakes	\$17,554,170	4.1%
4. Other Prior Lake Area Lakes	\$16,922,000	3.9%
5. Lake Minnetonka	\$14,903,899	3.5%
6. Uhl Lake	\$13,530,000	3.1%
7. Other Greater Brainerd Area Lakes	\$11,107,600	2.6%
8. Lake Vermilion	\$10,967,600	2.5%
9. Other Cambridge Area Lakes	\$10,600,588	2.5%
10. Other Annandale Area Lakes	\$9,802,000	2.3%

Total Minnesota Land Market: \$430,161,886

The total Minnesota home market rose from \$1.1 BB in spring 2023 to \$1.9 BB resulting in a 53% increase.

Most Expensive Homes

1. Lake Minnetonka	\$2,243,120
2. Mirror Lake - Minneapolis	\$2,164,390

Most Affordable Homes

1. Upper Prior Lake - Prior Lake	\$1,067,816
2. Lower Prior Lake - Prior Lake	\$1,099,374

Most Listings

1. Other Northern Metro Area Lakes	168	4.0%	6. Other Prior Lake Area Lakes	75	1.8%
2. Lake Minnetonka	130	3.1%	7. Other Cambridge Area Lakes	69	1.7%
3. Other Greater St Cloud Area Lakes	113	2.7%	8. Other Detroit Lakes Area Lakes	62	1.5%
4. Other Annandale Area Lakes	81	1.9%	9. Mille Lacs Lake - South Harbor Twp	61	1.5%
5. Lake Vermilion	78	1.9%	10. Other Greater Brainerd Area Lakes	59	1.4%
Total Minnesota Listings:				4,165	

Most Homes Available

1. Other Northern Metro Area Lakes	133	5.2%
2. Lake Minnetonka	117	4.6%
3. Other Prior Lake Area Lakes	55	2.1%
4. Other Greater St Cloud Area Lakes	54	2.1%
5. Lake Superior	47	1.8%
5. Other Annandale Area Lakes	47	1.8%
7. Mille Lacs Lake - South Harbor Twp	44	1.7%
8. Other Detroit Lakes Area Lakes	39	1.5%
9. Lake Of The Isles - Minneapolis	35	1.4%
10. Other SW Metro Area Lakes	34	1.3%

Total Minnesota Home Listings: 2,561

Most Land Available

1. Other Greater St Cloud Area Lakes	59	3.7%
2. Lake Vermilion	47	2.9%
3. Other Alexandria Area Lakes	39	2.4%
4. Other Cambridge Area Lakes	36	2.2%
5. Other Northern Metro Area Lakes	35	2.2%
6. Other Annandale Area Lakes	34	2.1%
7. Leech Lake - Cass Lake	32	2.0%
8. Lake Jessie - Alexandria Twp	29	1.8%
8. Long Lake - Detroit Twp	29	1.8%
8. Other Otter Tail County Area Lakes	29	1.8%

Total Minnesota Land Listings: 1,604

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$556,531
2. Lake Jessie - Alexandria Twp	\$485,000
3. Lake Ida - Ida Twp	\$484,334
4. Lake Wilhelm - Saint Michael	\$402,429
5. Detroit Lake - Detroit Lakes	\$312,031
6. Other Northern Metro Area Lakes	\$251,704
7. Pelican Lake - Merrifield	\$185,779
8. Leech Lake - Cass Lake	\$149,097

Listings of 10 Acres or More

1. Other Northern Metro Area Lakes	\$51,954
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Most Affordable Land per Acre

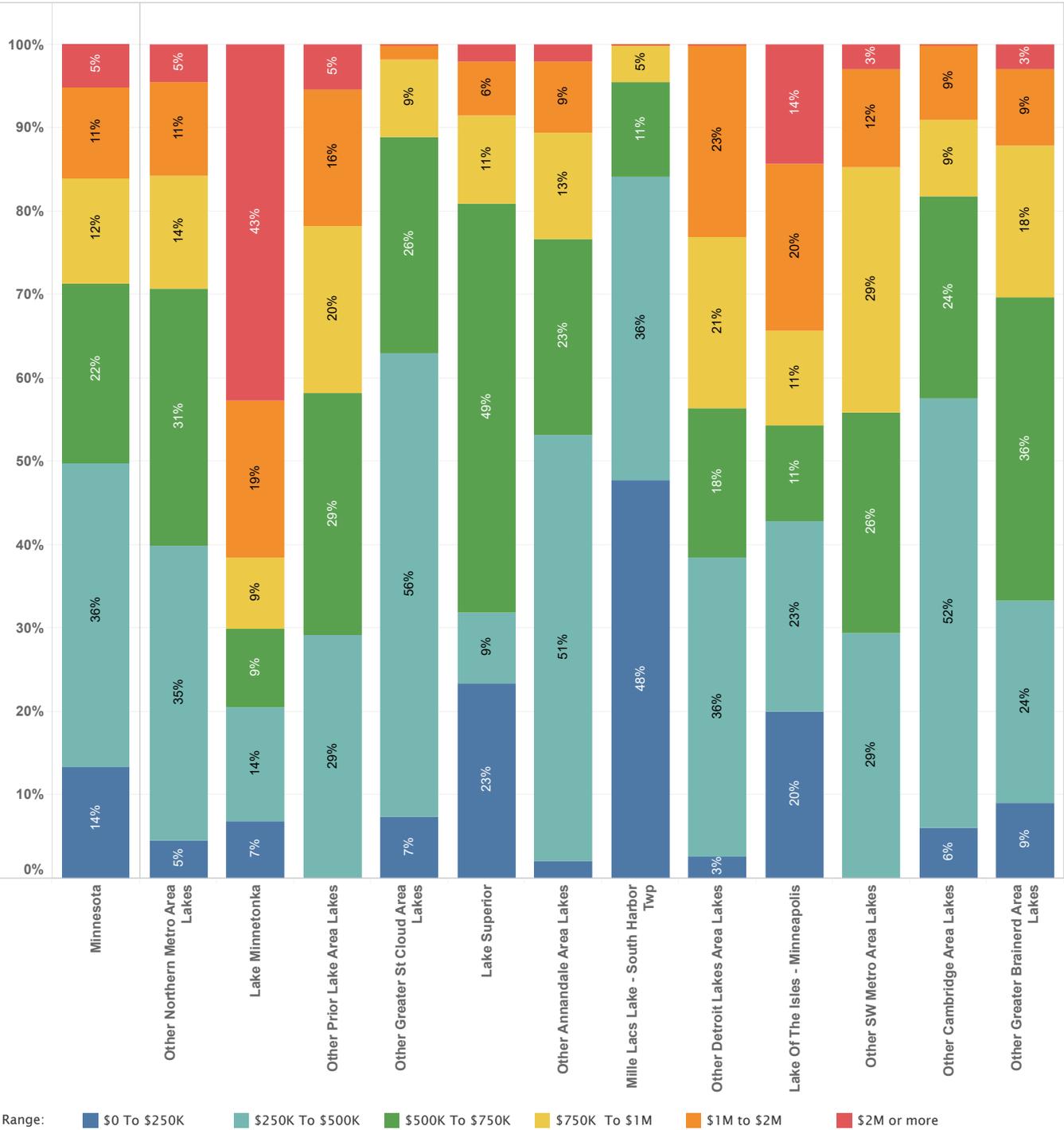
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Spink Lake - Rock Lake Twp	\$19,519
3. Other Grand Rapids Area Lakes	\$25,259
4. Other Otter Tail County Area Lakes	\$30,276
5. Other Alexandria Area Lakes	\$30,353
6. Other Cambridge Area Lakes	\$35,808
7. Other Longville Area Lakes	\$39,092
8. Other Greater Brainerd Area Lakes	\$45,605

Listings of 10 Acres or More

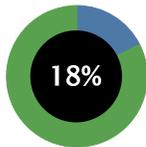
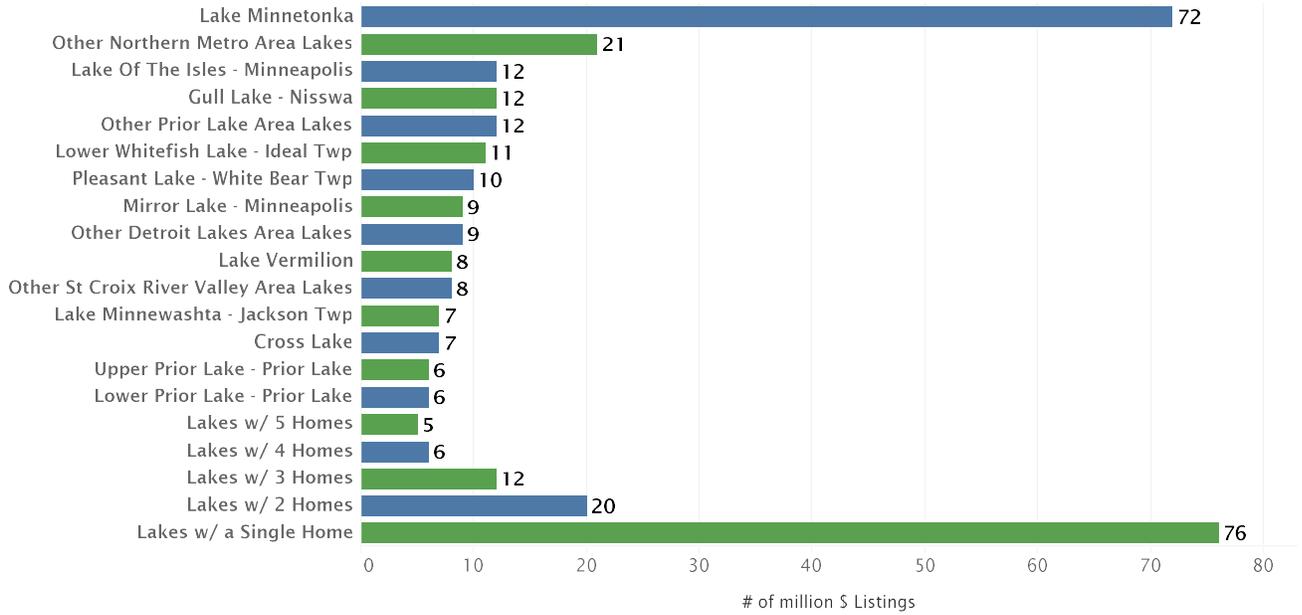
1. Other Detroit Lakes Area Lakes	\$2,842
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Price Breakdown by Percentage of Homes in the Minnesota Market 2023Q2



Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2023Q2

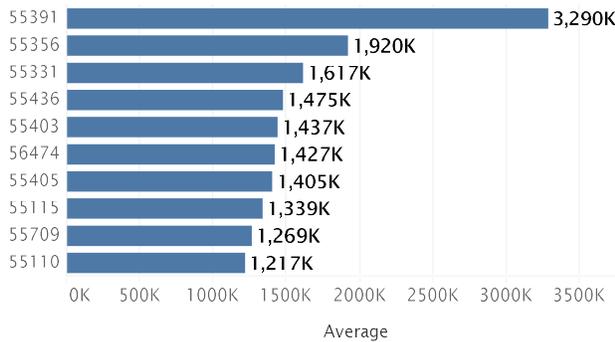


18% of \$1M+ Homes in Minnesota are on Lake Minnetonka

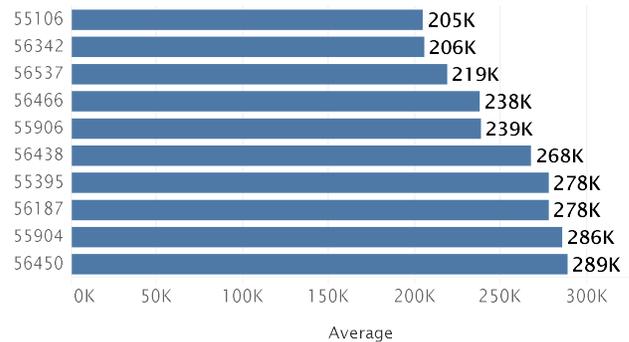
Total Number of \$1M+ Homes

411

Most Expensive ZIP Codes 2023Q2

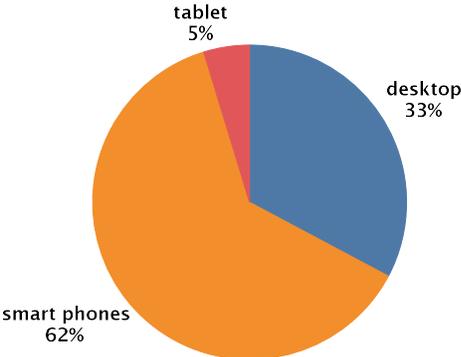


Most Affordable ZIP Codes 2023Q2

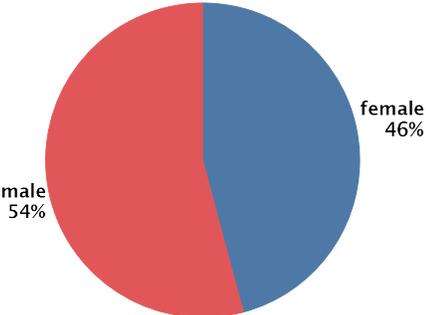


Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

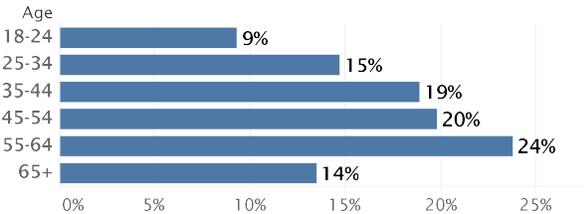


63% of potential buyers come from outside Minnesota

Chicago

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

What Age Groups are Shopping 2023Q2



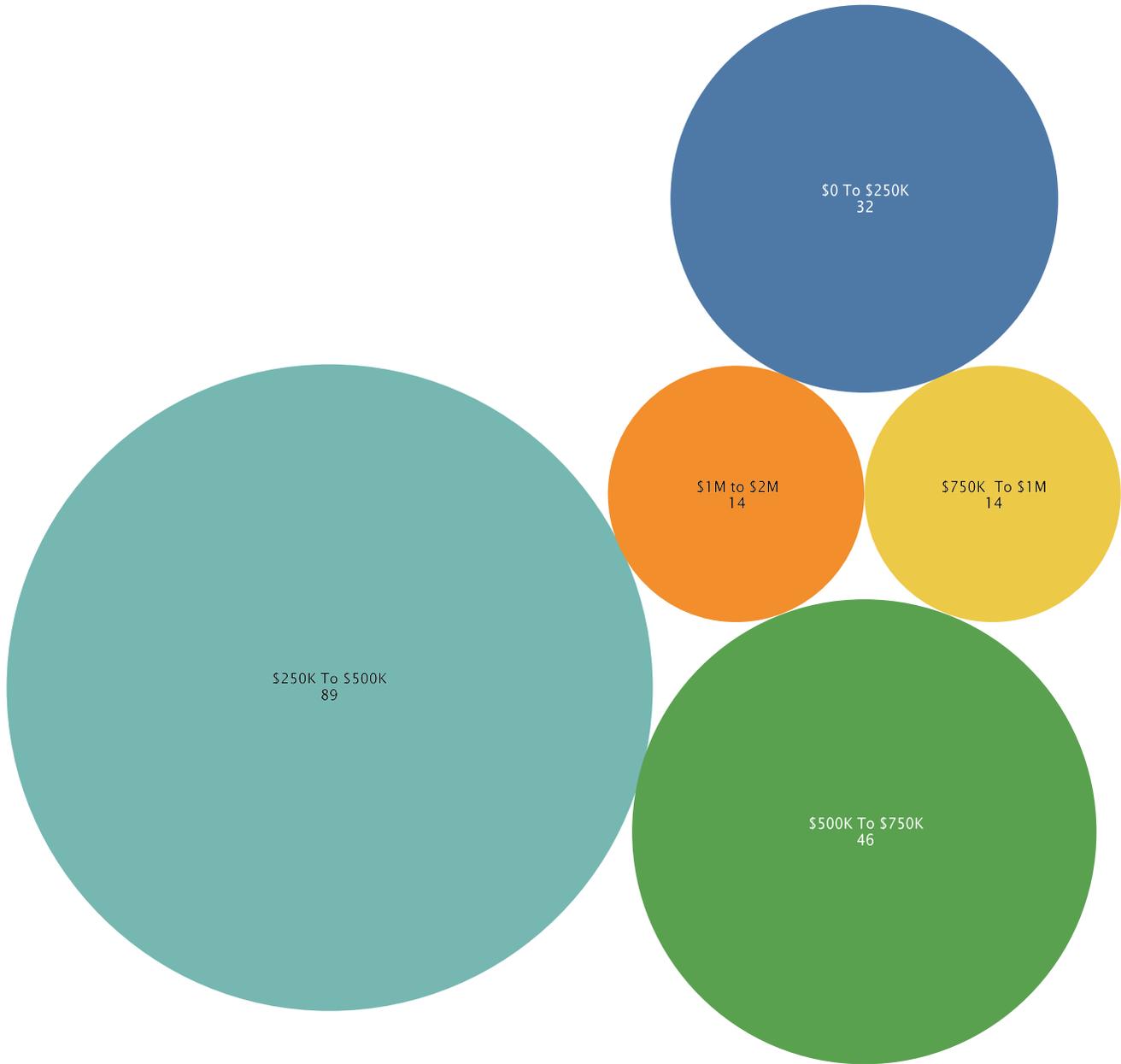
Number 2-10 metros are:

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



MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2023Q2



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 \$122 MM in spring 2023 to \$139 MM resulting in a 13% increase.

Largest Markets

1. Ross R Barnett Reservoir	\$55,817,827	40.2%
2. Lake Caroline	\$22,538,015	16.2%
3. Oxford Region Lakes	\$11,157,100	8.0%
4. Lake Castle	\$5,018,011	13.0%
5. Grey Castle Lake	\$5,016,400	3.6%

Total Mississippi Market: \$138,729,837

Most Listings

1. Ross R Barnett Reservoir	160	39.9%
2. Lake Caroline	55	13.7%
3. Chestnut Hill Lakes	25	12.4%
4. Charlton Place Lakes	22	10.9%
4. Oxford Region Lakes	22	5.5%

Total Mississippi Listings: 401

Largest Home Markets

1. Ross R Barnett Reservoir	\$43,622,600	43.5%
2. Lake Caroline	\$18,337,115	18.3%
3. Oxford Region Lakes	\$10,438,600	10.4%
4. Grey Castle Lake	\$4,741,900	4.7%
5. Pickwick Lake	\$3,084,900	3.1%

Total Mississippi Home Market: \$100,256,415

Most Homes Available

1. Ross R Barnett Reservoir	84	42.2%
2. Lake Caroline	35	17.6%
3. Oxford Region Lakes	17	8.5%
4. Lake Dockery	8	4.0%
5. Pickwick Lake	6	3.0%

Total Mississippi Home Listings: 199

Largest Land Markets

1. Ross R Barnett Reservoir	\$12,195,227	31.7%
2. Lake Castle	\$5,018,011	13.0%
3. Charlton Place Lakes	\$4,636,285	12.1%
4. Lake Caroline	\$4,200,900	10.9%
5. Chestnut Hill Lakes	\$3,804,900	9.9%

Total Mississippi Land Market: \$38,473,422

Most Land Available

1. Ross R Barnett Reservoir	76	37.6%
2. Chestnut Hill Lakes	25	12.4%
3. Charlton Place Lakes	22	10.9%
4. Lake Caroline	20	9.9%
5. Lineage Lake	13	6.4%

Total Mississippi Land Listings: 202

Average Home Price

1. Oxford Region Lakes	\$614,035
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Average Land Price Per Acre

Listings of Less Than 10 Acres

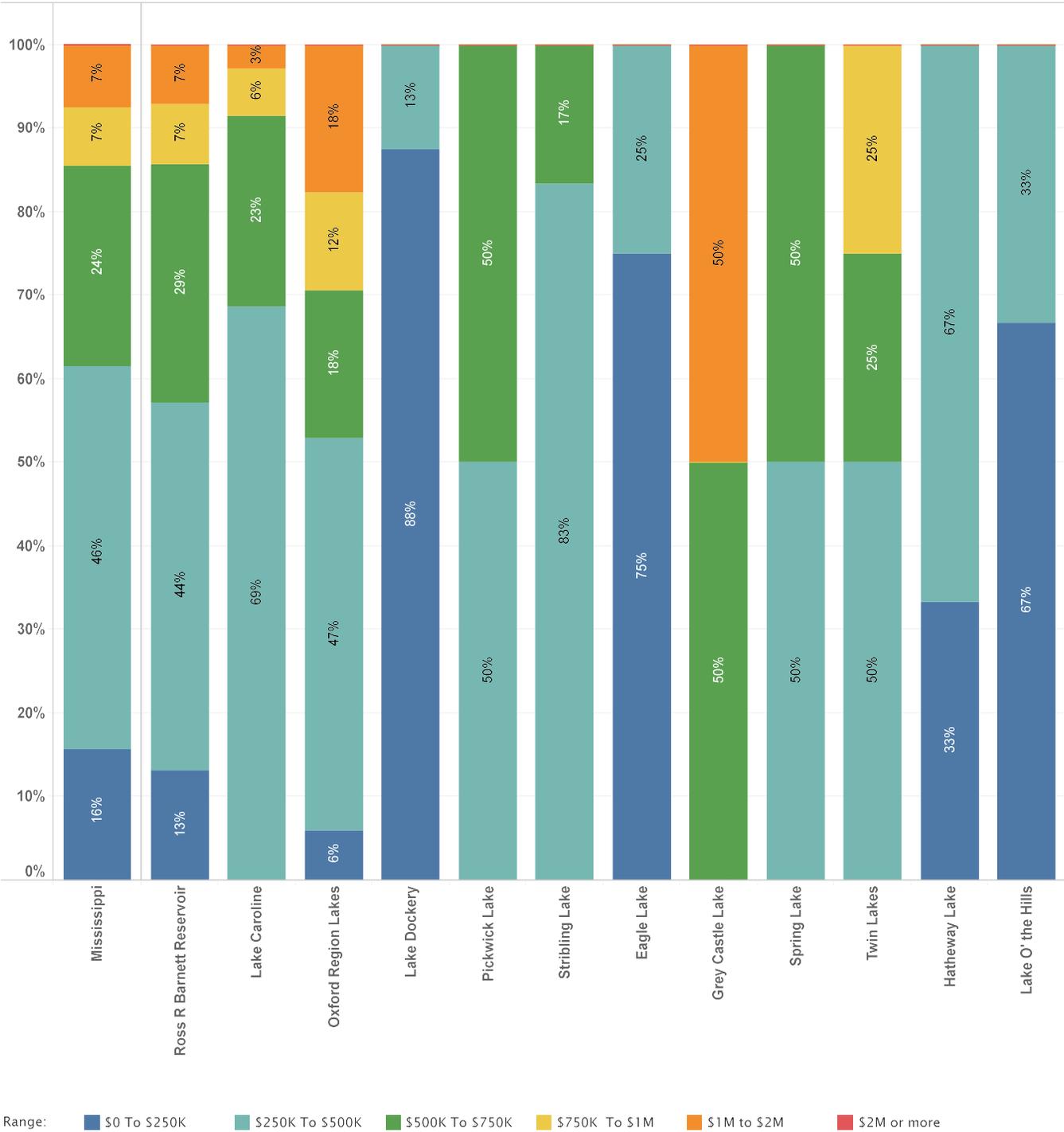
1. Lake Caroline	\$274,779
2. Ross R Barnett Reservoir	\$228,766
3. Lineage Lake	\$137,438
4. Chestnut Hill Lakes	\$93,920
5. Charlton Place Lakes	\$29,870

Listings of 10 Acres or More

1. Charlton Place Lakes	\$22,776
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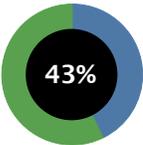
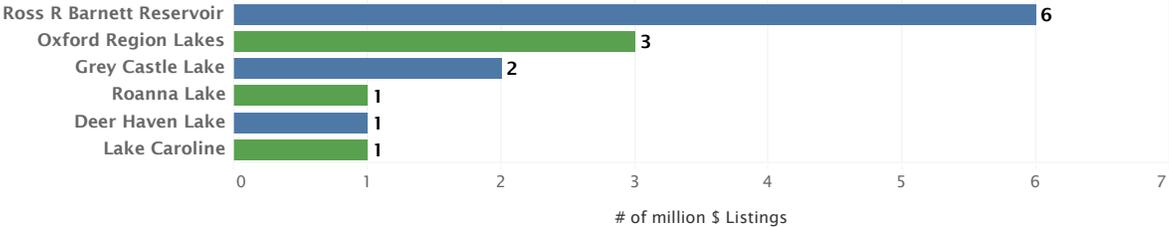
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Mississippi Market 2023Q2



Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2023Q2

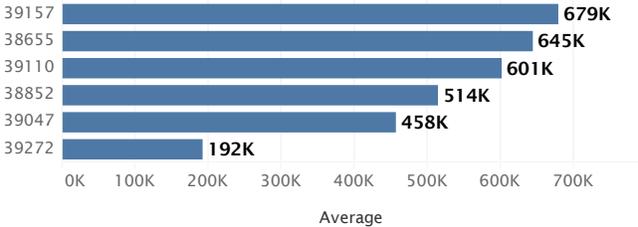


of \$1M+ Homes in Mississippi are on Ross R Barnett Reservoir

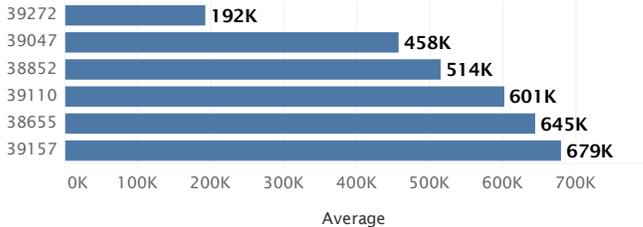
Total Number of \$1M+ Homes

14

Most Expensive ZIP Codes 2023Q2

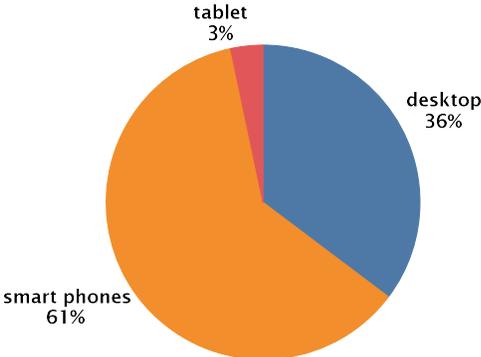


Most Affordable ZIP Codes 2023Q2

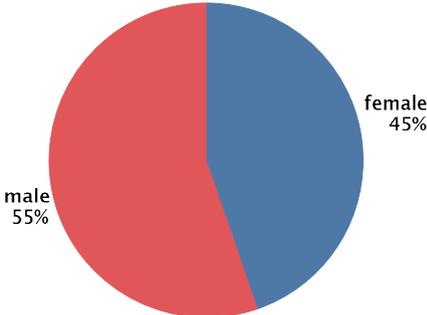


Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

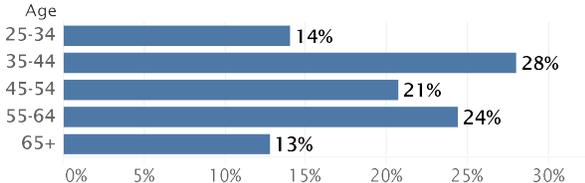


80% of potential buyers come from outside Mississippi

Chicago

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

What Age Groups are Shopping 2023Q2



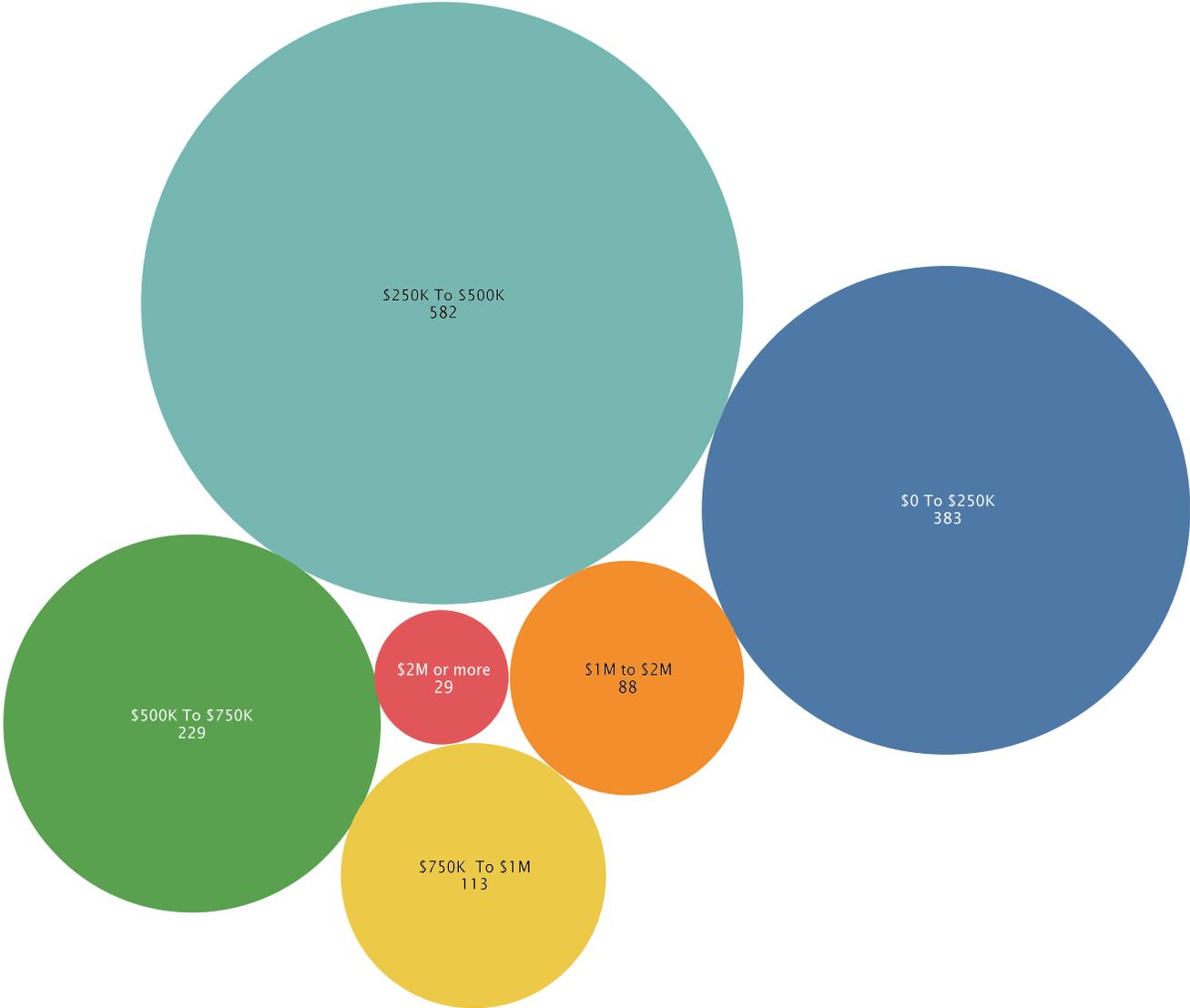
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Memphis, TN
- New Orleans, LA
- Atlanta, GA
- Houston, TX
- Nashville, TN
- Little Rock-Pine Bluff, AR
- St. Louis, MO
- Birmingham (Ann and Tusc), AL



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2023Q2



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



Missouri

The total Missouri Market rose from \$836 MM in spring 2023 to \$969 MM resulting in a 15% increase.

Largest Markets

1. Lake Of The Ozarks	\$439,065,053	45.3%
2. Table Rock Lake*	\$332,463,090	34.3%
3. Lake Taneycomo	\$68,610,548	7.1%
4. Bull Shoals Lake*	\$25,372,170	2.6%
5. Lake Saint Louis	\$15,808,805	1.6%

Total Missouri Market: \$968,743,402

Most Listings

1. Table Rock Lake*	1,258	38.5%
2. Lake Of The Ozarks	1,084	33.2%
3. Lake Taneycomo	273	8.4%
4. Bull Shoals Lake*	122	3.7%
5. Pomme De Terre Lake	66	2.0%

Total Missouri Listings: 3,268

Largest Home Markets

1. Lake Of The Ozarks	\$347,761,720	45.5%
2. Table Rock Lake*	\$264,063,246	34.5%
3. Lake Taneycomo	\$53,270,960	7.0%
4. Lake Saint Louis	\$15,629,805	2.0%
5. Bull Shoals Lake*	\$14,503,995	1.9%

Total Missouri Home Market: \$764,987,415

Most Homes Available

1. Lake Of The Ozarks	602	40.3%
2. Table Rock Lake*	425	28.5%
3. Lake Taneycomo	194	13.0%
4. Bull Shoals Lake*	39	2.6%
5. Pomme De Terre Lake	36	2.4%

Total Missouri Home Listings: 1,492

Largest Land Markets

1. Lake Of The Ozarks	\$91,303,333	44.8%
2. Lake Taneycomo	\$15,339,588	7.5%
3. Bull Shoals Lake*	\$10,868,175	5.3%
4. Pomme De Terre Lake	\$4,063,278	2.0%
5. Stockton Lake	\$2,089,886	1.0%

Total Missouri Land Market: \$203,755,987

Most Land Available

1. Table Rock Lake*	833	46.9%
2. Lake Of The Ozarks	482	27.1%
3. Bull Shoals Lake*	83	4.7%
4. Lake Taneycomo	79	4.4%
5. Raintree Lake	42	2.4%

Total Missouri Land Listings: 1,776

Average Home Price

1. Lake Springfield	\$712,850
2. Table Rock Lake	\$644,680
3. Lake Of The Ozarks	\$577,677
4. Lake Saint Louis	\$558,207

Average Land Price Per Acre

Listings of Less Than 10 Acres

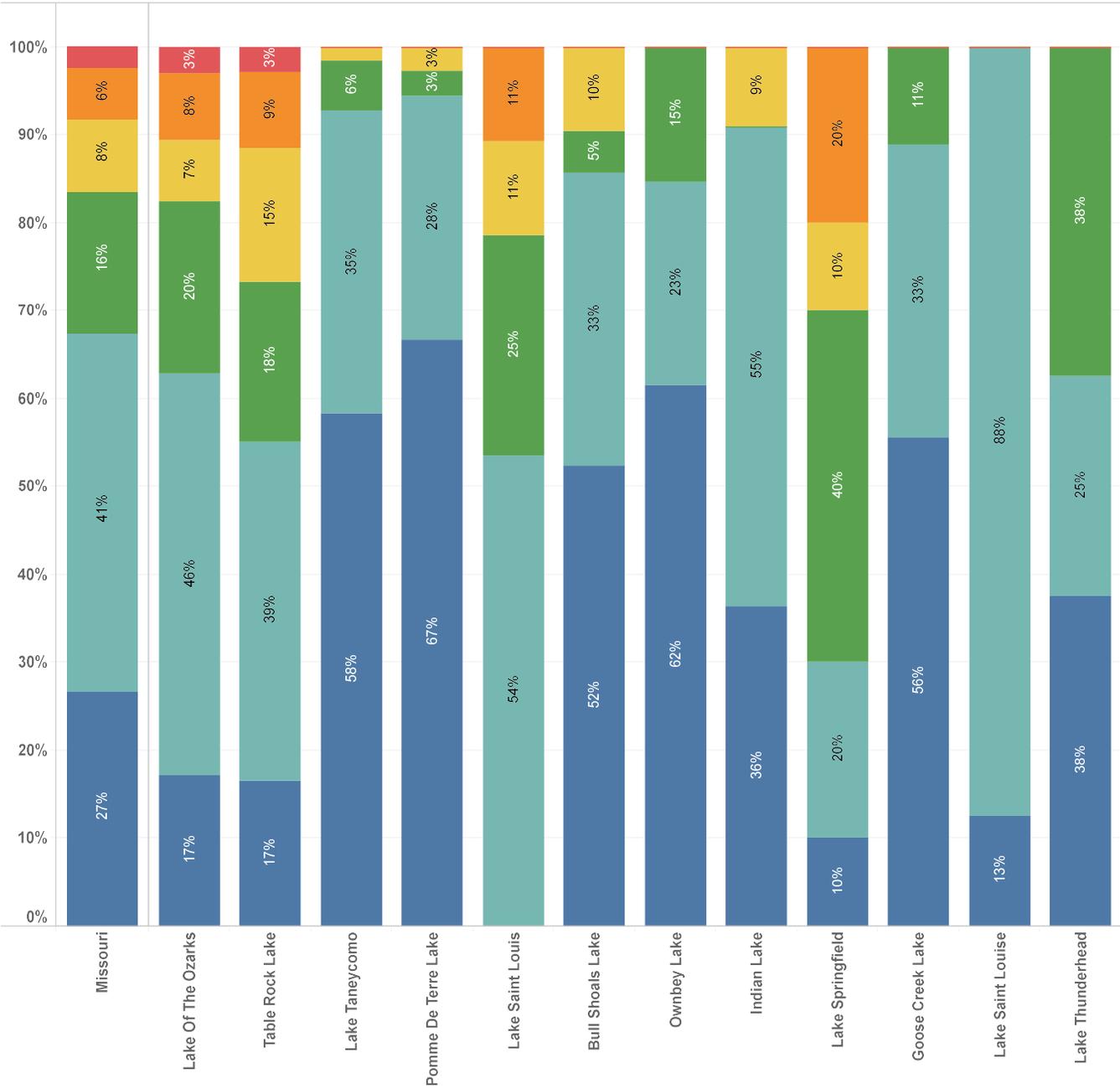
1. Lake Thunderhead	\$237,536
2. Goose Creek Lake	\$140,041
3. Lake Of The Ozarks	\$129,974
4. Incline Village Lake	\$125,895
5. Lake Taneycomo	\$77,417

Listings of 10 Acres or More

1. Lake Taneycomo	\$61,844
2. Lake Of The Ozarks	\$34,030
3. Table Rock Lake	\$11,482
4. Pomme De Terre Lake	\$10,211
5. Stockton Lake	\$4,494

* 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 2023Q2

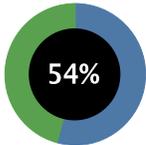
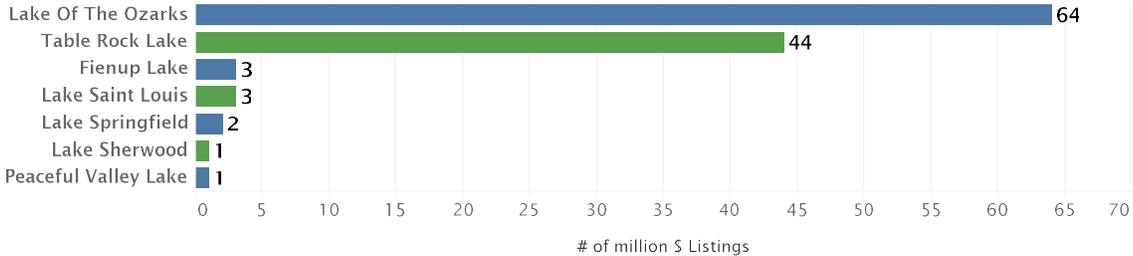


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2023Q2

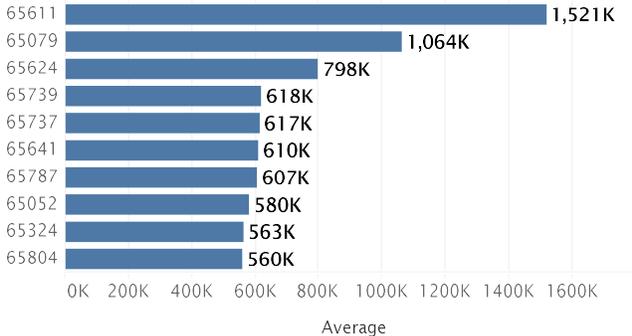


of \$1M+ Homes in Missouri are on Lake Of The Ozarks

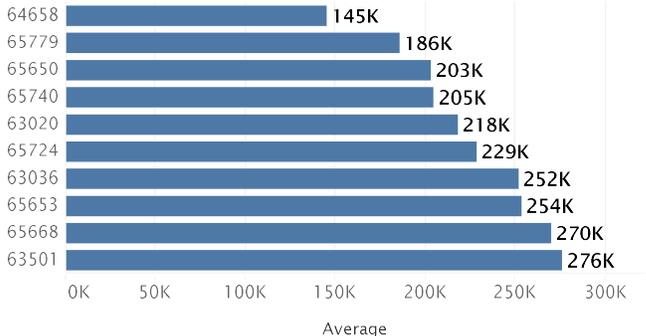
Total Number of \$1M+ Homes

118

Most Expensive ZIP Codes 2023Q2

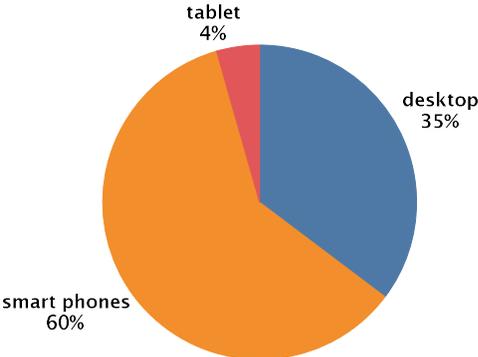


Most Affordable ZIP Codes 2023Q2

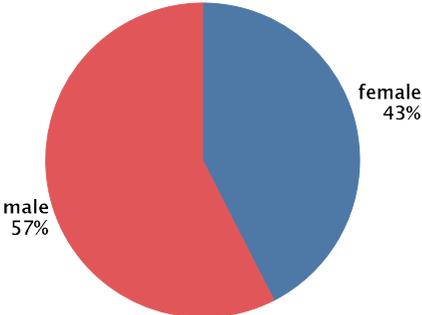


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

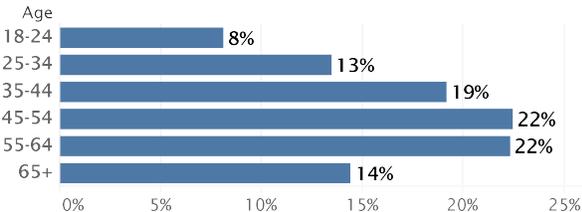


72% of potential buyers come from outside Missouri

Chicago

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

What Age Groups are Shopping 2023Q2



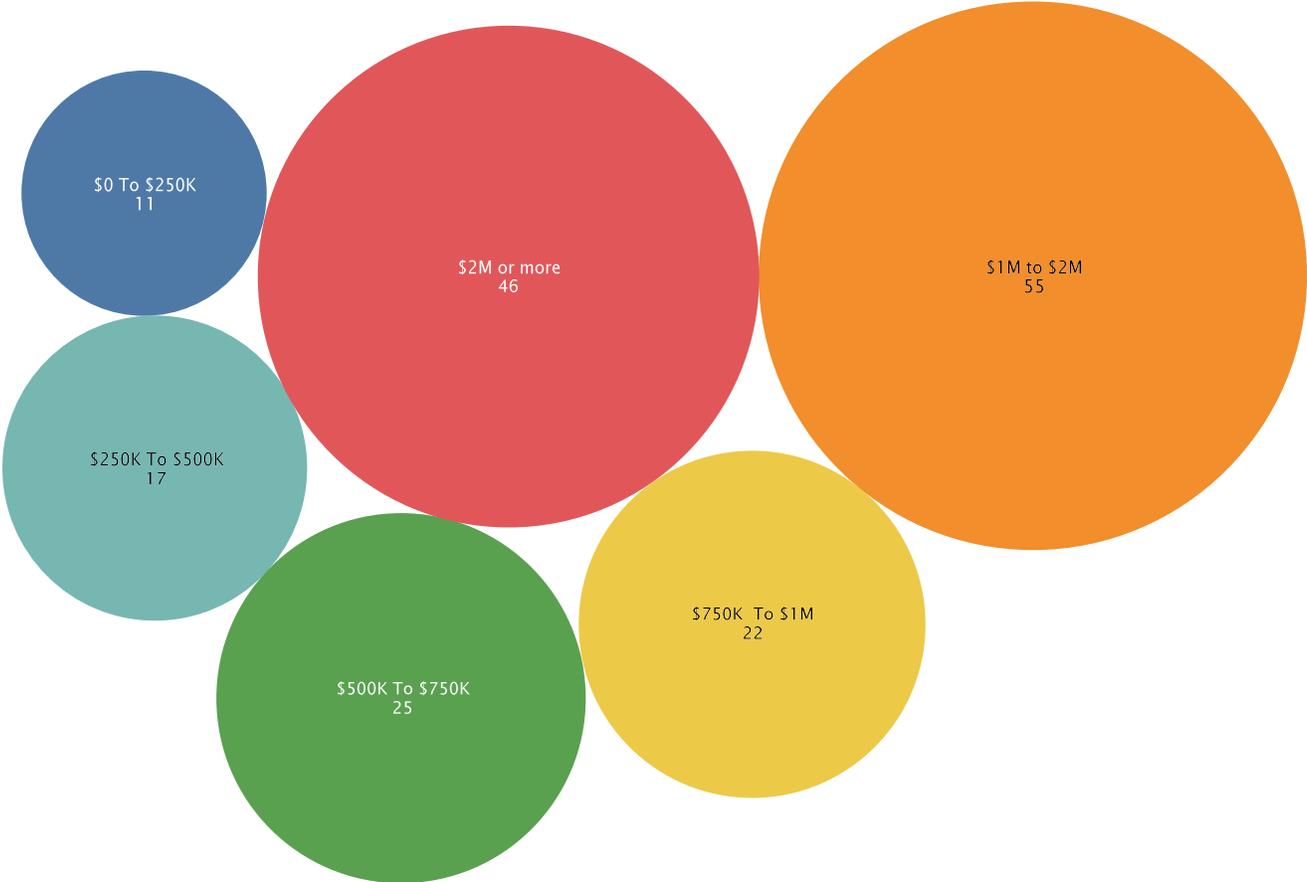
Number 2-10 metros are:

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



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2023Q2



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 \$562 MM in spring 2023 to \$608 MM in summer 2023, an 8% rise.

Largest Markets

1. Flathead Lake	\$247,683,194	40.7%
2. Whitefish Lake	\$101,379,000	16.7%
3. Eagle Lake	\$36,933,650	6.1%
4. Little Bootjack Lake	\$29,995,700	4.9%
5. Ashley Lake	\$29,049,000	4.8%

Total Montana Market: \$607,851,440

Most Listings

1. Flathead Lake	107	32.9%
2. Eagle Lake	27	8.3%
3. Whitefish Lake	23	7.1%
4. Lake Koocanusa	18	5.5%
5. Bull Lake	12	3.7%

Total Montana Listings: 325

Largest Home Markets

1. Flathead Lake	\$201,180,294	41.2%
2. Whitefish Lake	\$87,571,000	17.9%
3. Eagle Lake	\$36,683,650	7.5%
4. Ashley Lake	\$26,850,000	5.5%
5. Little Bootjack Lake	\$17,245,700	3.5%

Total Montana Home Market: \$488,828,692

Most Homes Available

1. Flathead Lake	53	29.1%
2. Eagle Lake	26	14.3%
3. Whitefish Lake	17	9.3%
4. Lake Koocanusa	9	4.9%
5. Duck Lake	7	3.8%

Total Montana Home Listings: 182

Largest Land Markets

1. Flathead Lake	\$46,502,900	39.1%
2. Whitefish Lake	\$13,808,000	11.6%
3. Little Bootjack Lake	\$12,750,000	10.7%
4. Bull Lake	\$6,668,000	5.6%
5. Lake Five	\$5,250,000	4.4%

Total Montana Land Market: \$119,022,748

Most Land Available

1. Flathead Lake	54	37.8%
2. Lake Koocanusa	9	6.3%
3. Bull Lake	7	4.9%
3. Canyon Ferry Lake	7	4.9%
3. Wilderness Lake	7	4.9%

Total Montana Land Listings: 143

Average Home Price

1. Whitefish Lake	\$5,151,235
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Average Land Price Per Acre

Listings of Less Than 10 Acres

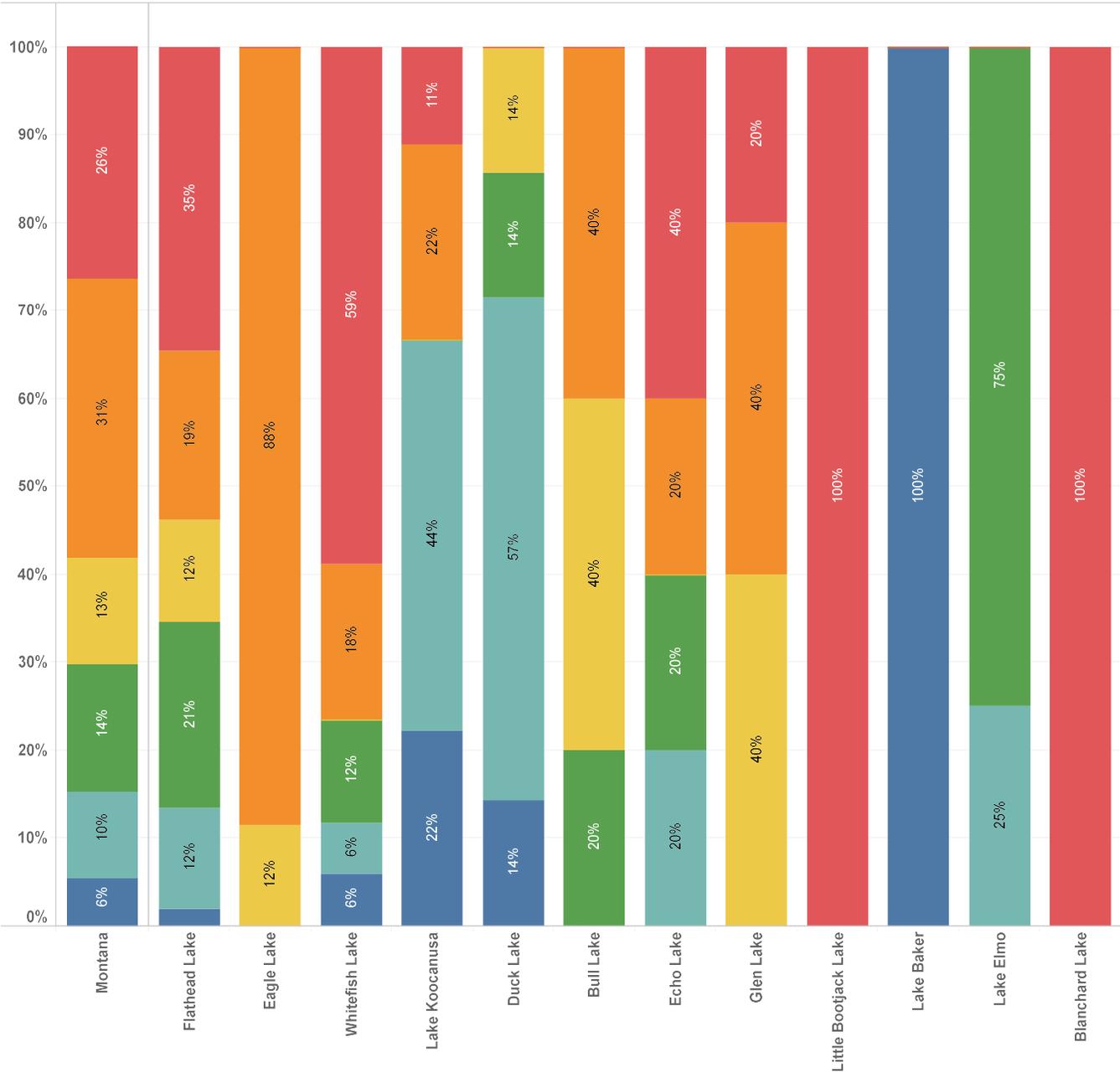
1. Flathead Lake	\$253,081
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Listings of 10 Acres or More

1. Flathead Lake	\$139,616
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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 2023Q2

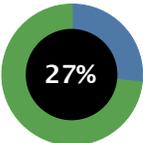
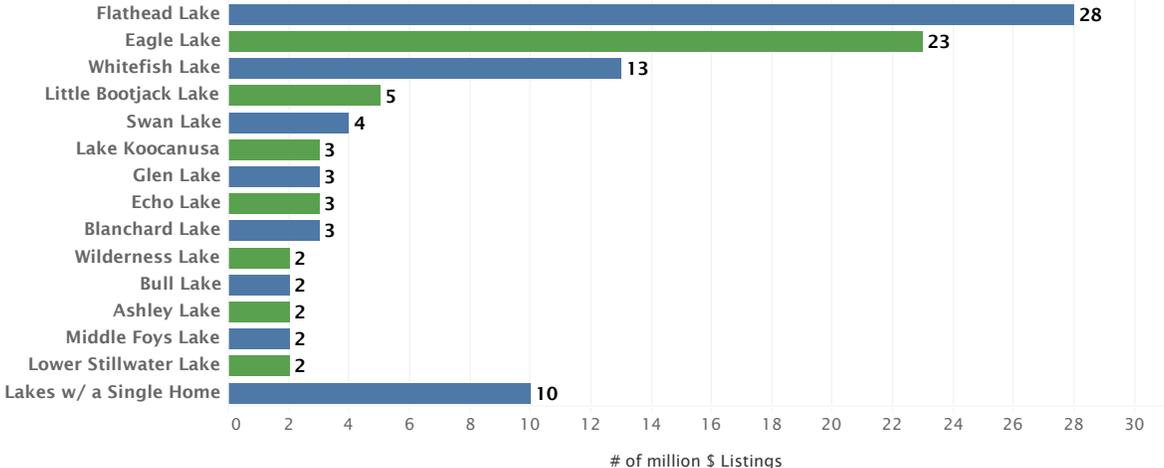


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2023Q2

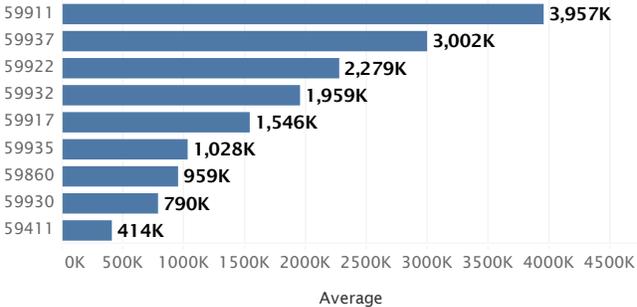


of \$1M+ Homes in Montana are on Flathead Lake

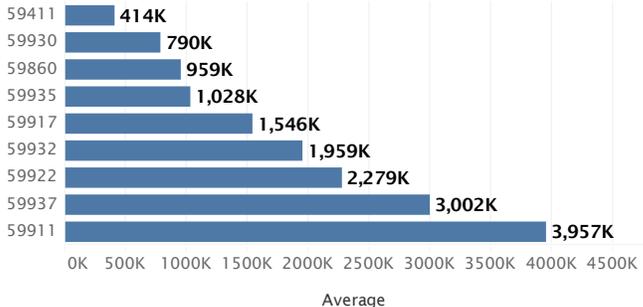
Total Number of \$1M+ Homes

105

Most Expensive ZIP Codes 2023Q2

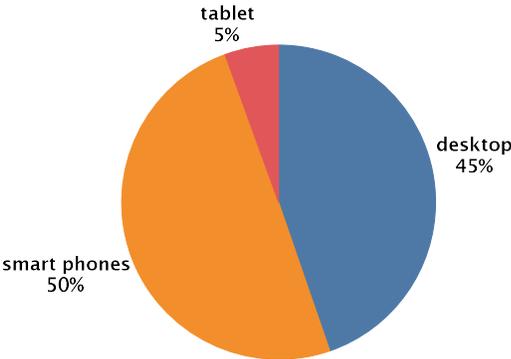


Most Affordable ZIP Codes 2023Q2

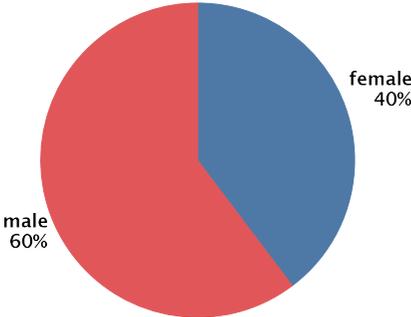


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

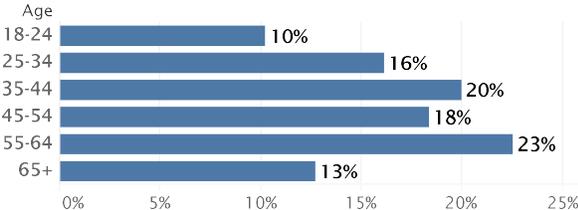


88% of potential buyers come from outside Montana

Denver

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

What Age Groups are Shopping 2023Q2



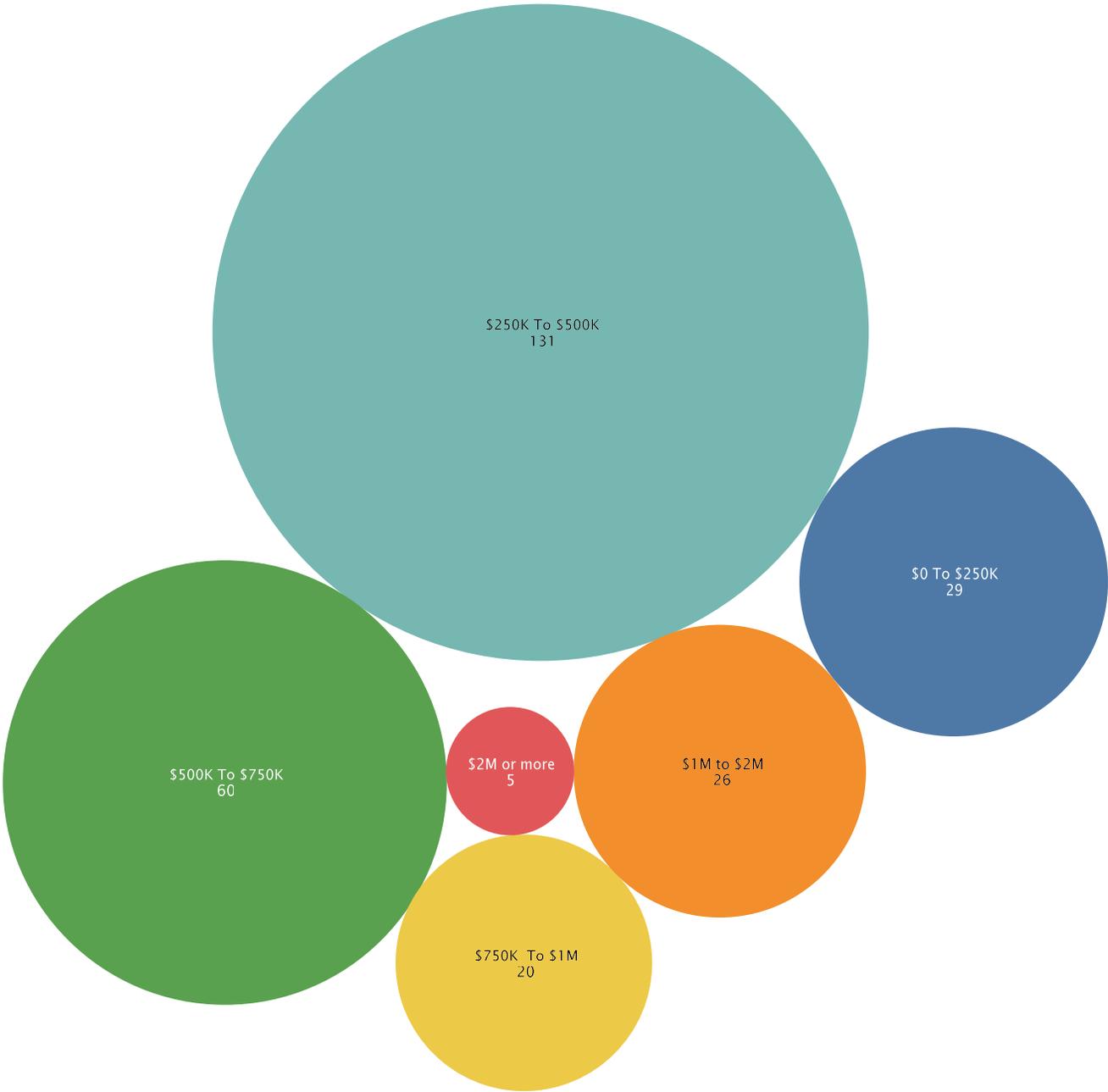
Number 2-10 metros are:

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



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2023Q2



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 \$78 MM in spring 2023 to \$195 MM resulting in an 86% increase.

Largest Markets

1. Newport Landing Lake	\$29,377,564	15.1%
2. Waterford Lake	\$20,670,924	10.6%
3. Bluewater Lake	\$17,576,851	9.0%
4. Glenn Cunningham Lake	\$15,664,970	9.9%
5. Boys Town Reservoir Number 3	\$11,308,500	5.8%

Total Nebraska Market: \$194,470,000

Most Listings

1. Shadow Lake	69	11.5%
2. Beaver Lake	68	11.4%
3. Waterford Lake	66	11.0%
4. Lake Galleria	46	7.7%
5. Ritz Lake	45	7.5%

Total Nebraska Listings: 600

Largest Home Markets

1. Newport Landing Lake	\$27,341,564	17.4%
2. Bluewater Lake	\$17,201,851	10.9%
3. Waterford Lake	\$16,254,824	10.3%
4. Glenn Cunningham Lake	\$15,664,970	9.9%
5. Boys Town Reservoir Number 3	\$8,854,000	5.6%

Total Nebraska Home Market: \$157,486,103

Most Homes Available

1. Glenn Cunningham Lake	40	14.8%
2. Newport Landing Lake	28	10.3%
3. Waterford Lake	24	8.9%
4. Lake Galleria	21	7.7%
5. Beaver Lake	17	6.3%

Total Nebraska Home Listings: 271

Largest Land Markets

1. Ritz Lake	\$6,335,000	17.2%
2. Waterford Lake	\$4,416,100	12.0%
3. Shadow Lake	\$4,232,328	11.5%
4. Eagle View Lake	\$4,214,000	11.5%
5. Beaver Lake	\$2,689,300	7.3%

Total Nebraska Land Market: \$36,754,897

Most Land Available

1. Shadow Lake	59	18.0%
2. Beaver Lake	51	15.5%
3. Waterford Lake	42	12.8%
4. Ritz Lake	41	12.5%
5. Eagle View Lake	36	11.0%

Total Nebraska Land Listings: 328

Average Home Price

1. Bluewater Lake	\$1,323,219
2. Newport Landing Lake	\$976,484
3. Waterford Lake	\$677,284
4. Shadow Lake	\$559,710

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Boys Town Reservoir Number 3	\$632,603
2. Ritz Lake	\$319,175
3. Newport Landing Lake	\$263,569
4. Eagle View Lake	\$106,031
5. Mariposa Lake	\$98,692

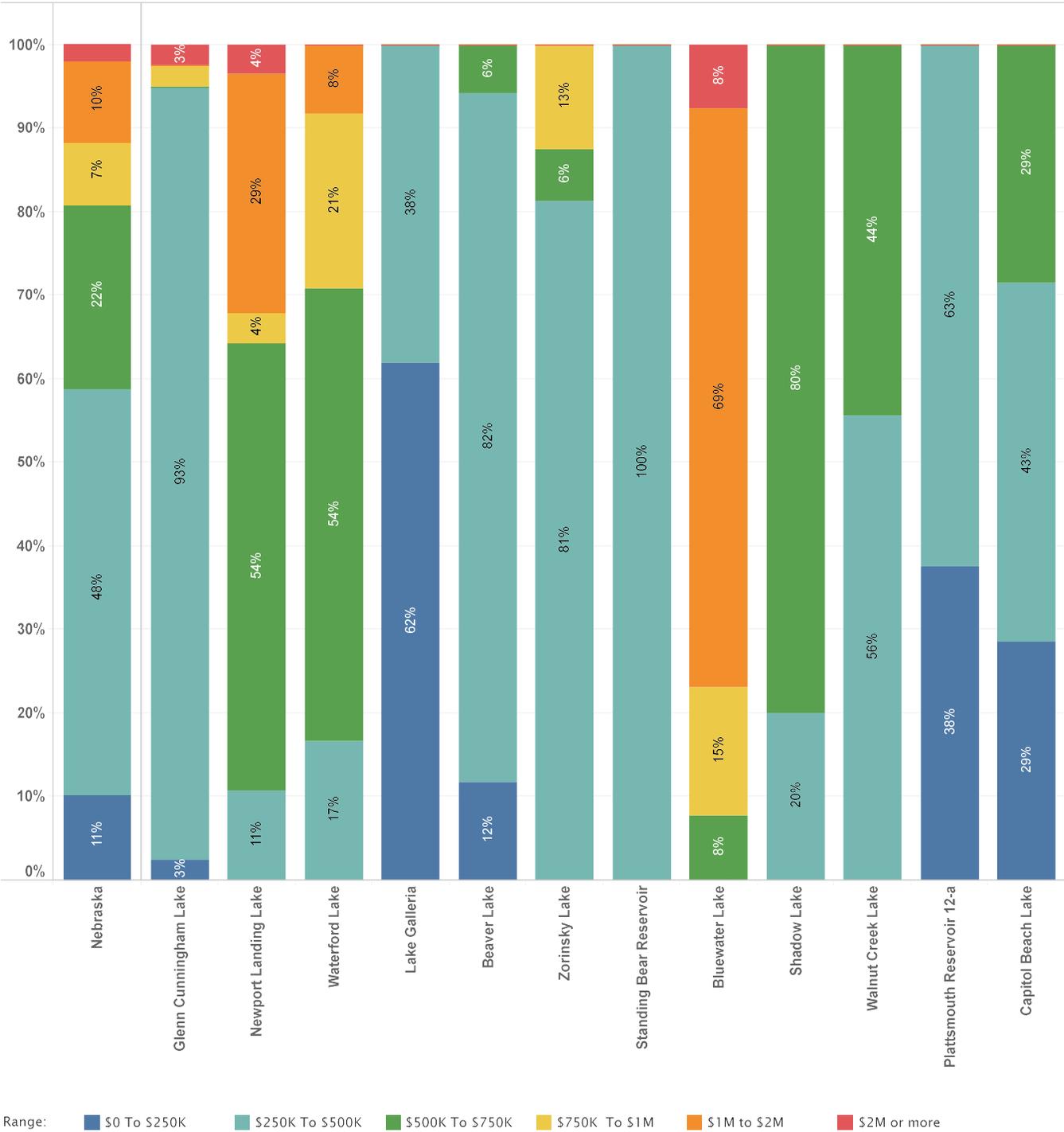
Listings of 10 Acres or More

**

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

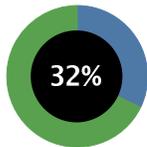
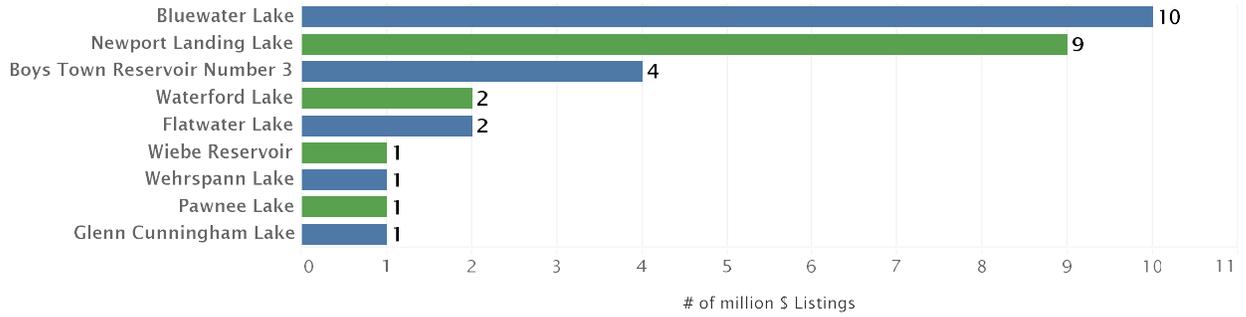
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Nebraska Market 2023Q2



Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2023Q2

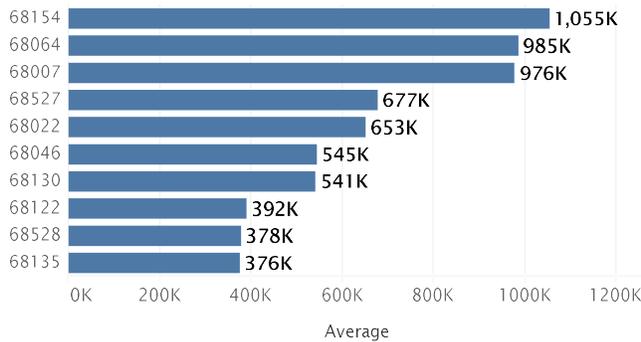


32% of \$1M+ Homes in Nebraska are on Bluewater Lake

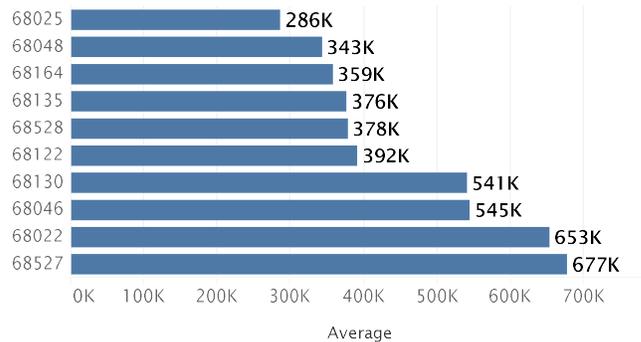
Total Number of \$1M+ Homes

31

Most Expensive ZIP Codes 2023Q2



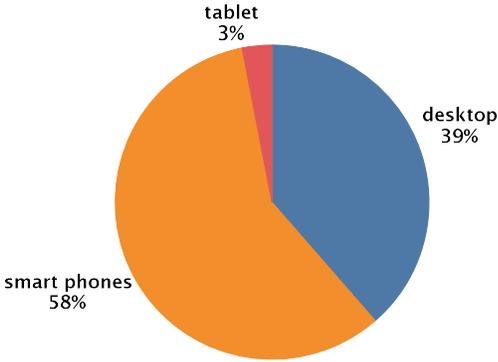
Most Affordable ZIP Codes 2023Q2



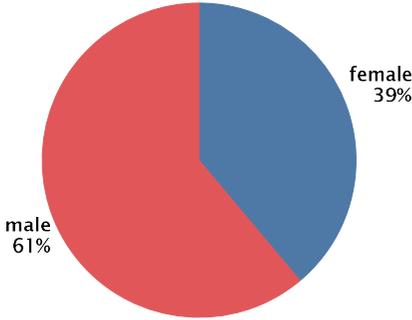
LAKE HOMES[®]
REALTY

Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

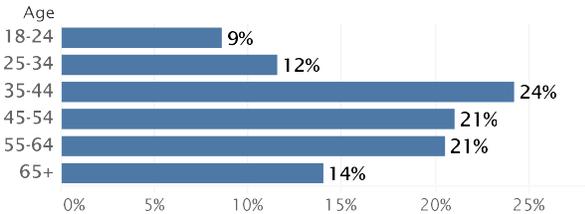


67% of potential buyers come from outside Nebraska

Chicago

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

What Age Groups are Shopping 2023Q2



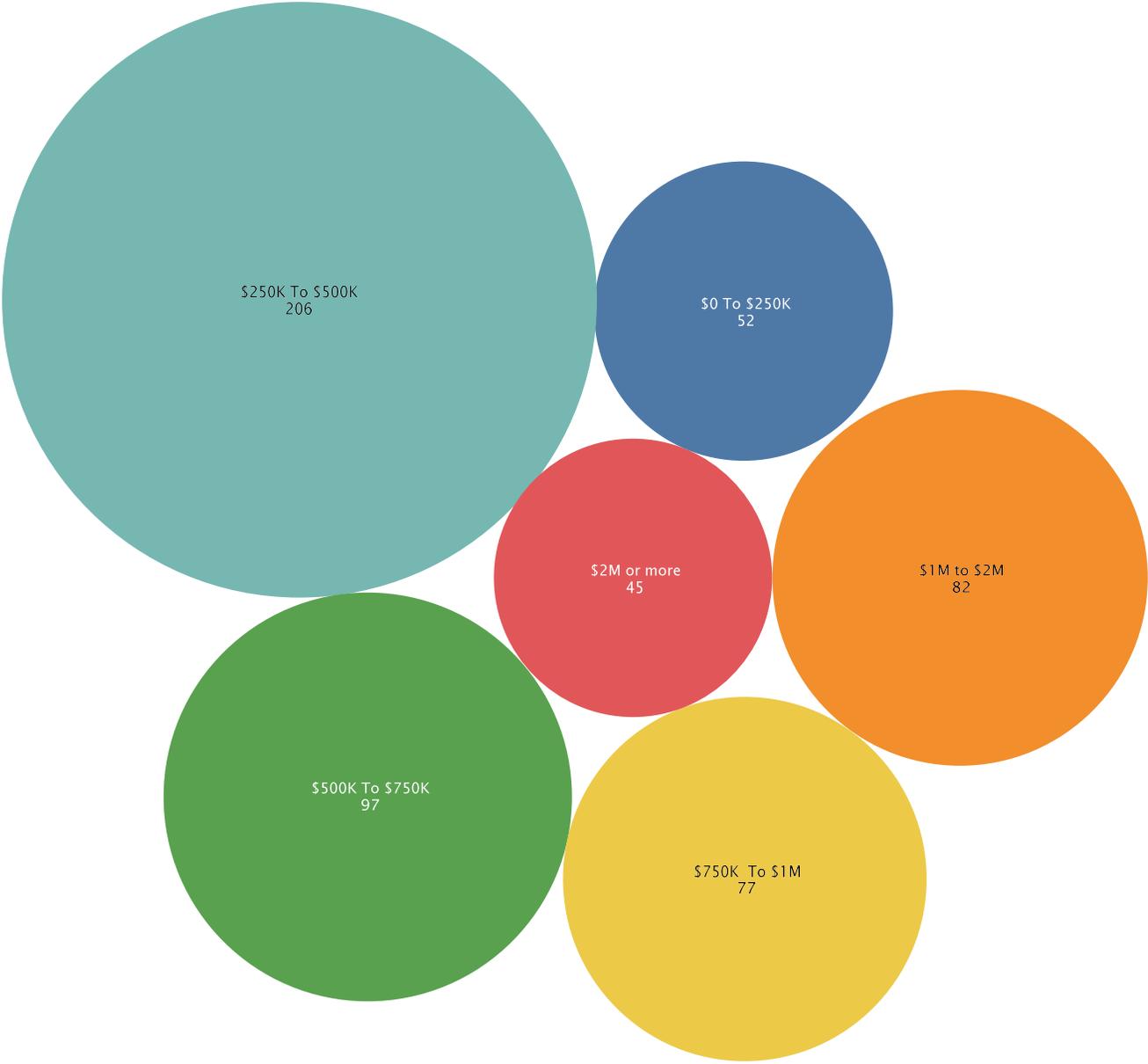
Number 2-10 metros are:

- Denver, CO
- Dallas-Ft. Worth, TX
- Kansas City, MO
- Minneapolis-St. Paul, MN
- Phoenix, AZ
- Sioux Falls(Mitchell), SD
- St. Louis, MO
- Des Moines-Ames, IA
- Wichita-Hutchinson, KS



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2023Q2



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 \$555 MM in spring 2023 to \$691 MM in summer 2023, a 22% rise.

Largest Markets

1. Lake Winnepesaukee	\$317,384,407	45.9%	6. Newfound Lake	\$17,052,200	2.5%
2. Little River Swamp	\$43,389,000	6.8%	7. Mascoma Lake	\$10,228,850	1.6%
3. Lake Winnisquam	\$26,755,950	3.9%	8. Cobbetts Pond	\$9,273,800	1.3%
4. North Mill Pond	\$18,914,800	3.0%	9. Meadow Pond	\$8,548,600	1.5%
5. South Mill Pond	\$18,266,900	2.9%	10. Sunapee Lake	\$8,443,000	1.2%

Total New Hampshire Market: \$691,154,826

Largest Home Markets

1. Lake Winnepesaukee	\$278,172,289	47.9%
2. Little River Swamp	\$38,889,000	6.7%
3. Lake Winnisquam	\$23,192,300	4.0%
4. Newfound Lake	\$16,114,300	2.8%
5. North Mill Pond	\$15,764,900	2.7%
6. South Mill Pond	\$11,466,900	2.0%
7. Meadow Pond	\$8,548,600	1.5%
8. Mascoma Lake	\$8,240,850	1.4%
9. Bow Lake	\$7,916,700	1.4%
10. Cobbetts Pond	\$7,778,900	1.3%

Total New Hampshire Home Market: \$581,151,432

Largest Land Markets

1. Lake Winnepesaukee	\$22,833,130	43.1%
2. Little River Swamp	\$4,500,000	8.5%
3. Lake Winnisquam	\$2,949,150	5.6%
4. Squam Lake	\$2,297,000	4.3%
5. Mascoma Lake	\$1,988,000	3.8%
6. Highland Lake	\$1,541,000	2.9%
7. Ossipee Lake	\$1,228,000	2.3%
8. Pawtuckaway Pond	\$1,200,000	2.3%
9. Spofford Lake	\$1,169,000	2.2%
10. Partridge Lake	\$725,000	1.4%

Total New Hampshire Land Market: \$52,996,906

The total New Hampshire home market increased from \$461 MM in spring 2023 to \$581 MM, a 23% increase.

Most Expensive Homes

1. Lake Winnepesaukee	\$1,769,687
2. Newfound Lake	\$895,239

Most Affordable Homes

1. North Mill Pond	\$875,828
2. Newfound Lake	\$895,239

Most Listings

1. Lake Winnepesaukee	223	26.9%	6. Eastman Pond	16	2.1%
2. Lake Winnisquam	41	5.0%	6. Mascoma Lake	16	2.1%
3. Gould Pond	27	3.5%	6. Ossipee Lake	16	2.1%
4. Newfound Lake	22	2.7%	9. Meadow Pond	14	2.5%
5. North Mill Pond	20	3.3%	10. Squam Lake	13	1.6%
Total New Hampshire Listings:				828	

Most Homes Available

1. Lake Winnepesaukee	161	28.8%
2. Lake Winnisquam	30	5.4%
3. Newfound Lake	18	3.2%
3. North Mill Pond	18	3.2%
5. Meadow Pond	14	2.5%
6. Mascoma Lake	13	2.3%
7. Glen Lake	10	1.8%
8. Arlington Mill Reservoir	9	1.6%
8. Ossipee Lake	9	1.6%
8. Silver Lake - Belmont	9	1.6%

Total New Hampshire Home Listings: 559

Most Land Available

1. Lake Winnepesaukee	48	22.4%
2. Gould Pond	19	8.9%
3. Eastman Pond	9	4.2%
4. Lake Winnisquam	8	3.7%
4. Squam Lake	8	3.7%
6. Little Pea Porridge Pond	7	3.3%
6. Ossipee Lake	7	3.3%
8. Highland Lake	6	2.8%
9. Hills Pond	5	2.3%
9. Long Pond	5	2.3%

Total New Hampshire Land Listings: 214

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$231,049
2. Gould Pond	\$69,061

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$54,567
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Most Affordable Land per Acre

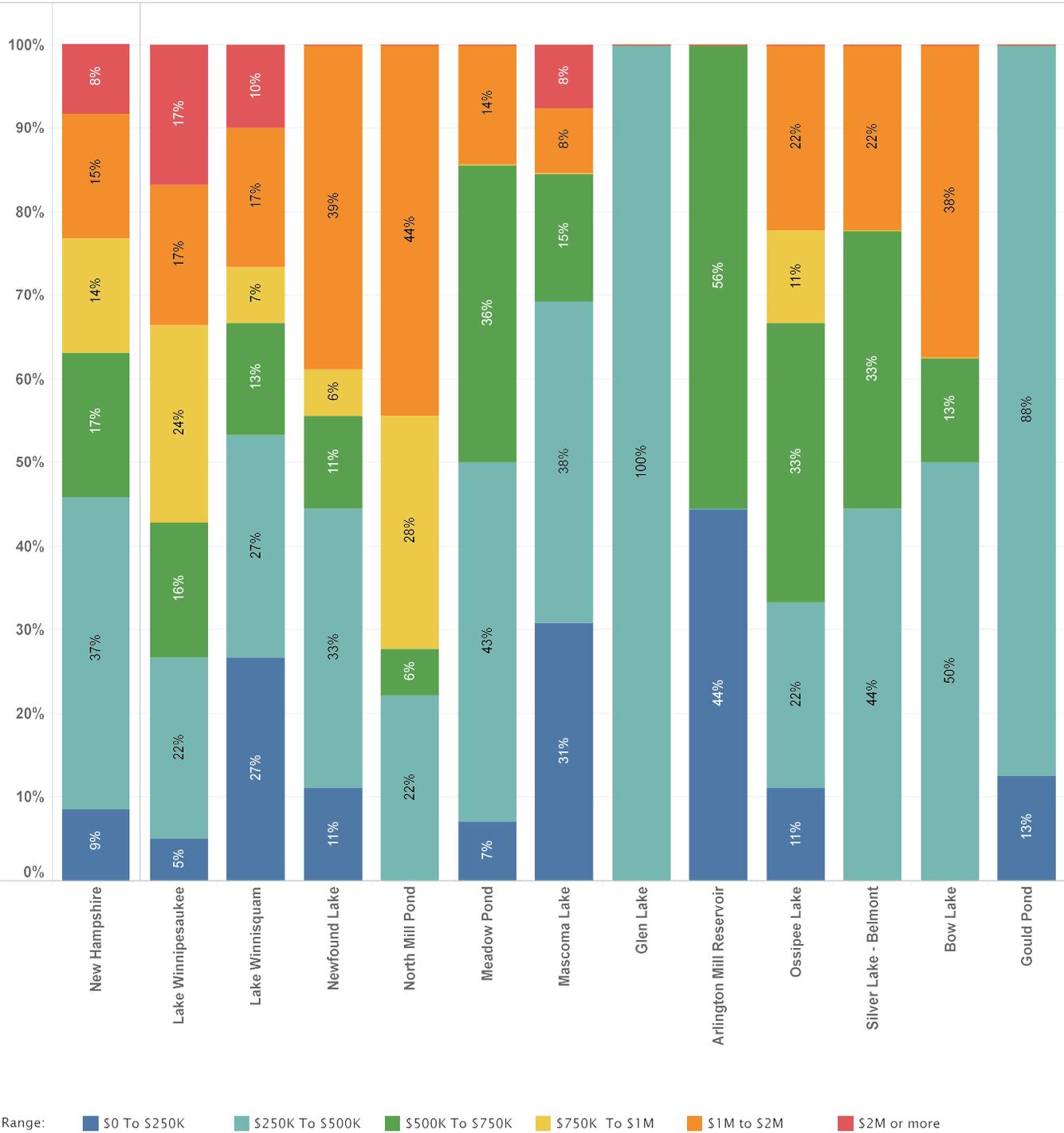
Listings of Less Than 10 Acres

1. Gould Pond	\$69,061
2. Lake Winnepesaukee	\$231,049

Listings of 10 Acres or More

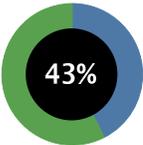
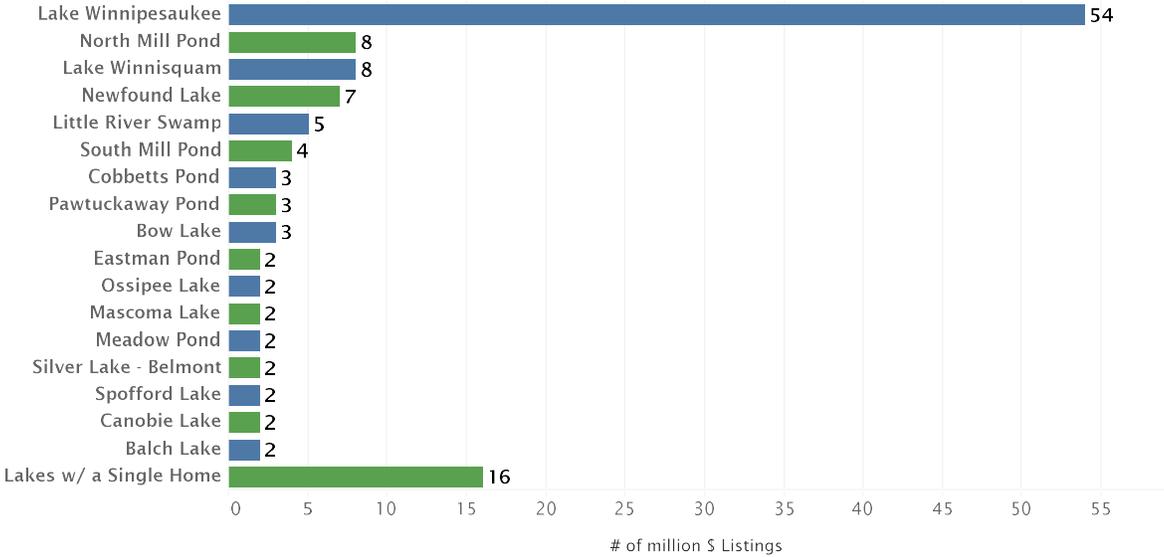
1. Lake Winnepesaukee	\$54,567
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Price Breakdown by Percentage of Homes in the New Hampshire Market 2023Q2



Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2023Q2

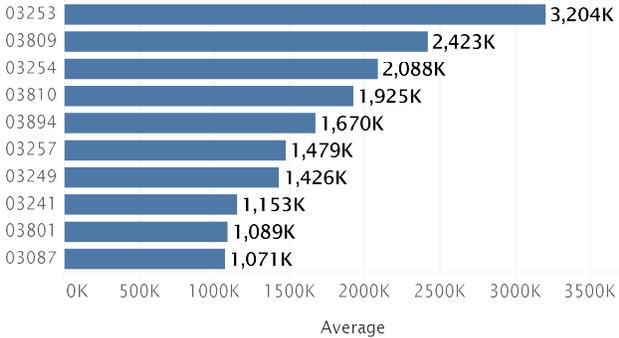


43% of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

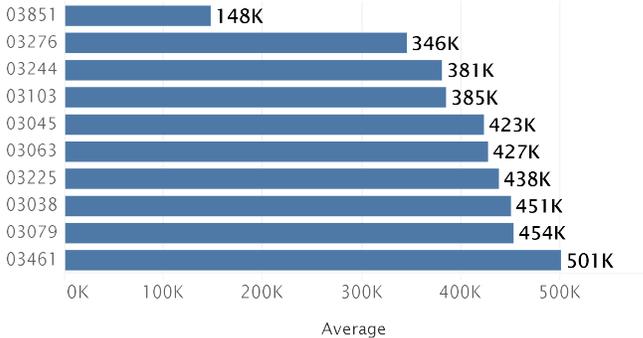
Total Number of \$1M+ Homes

127

Most Expensive ZIP Codes 2023Q2

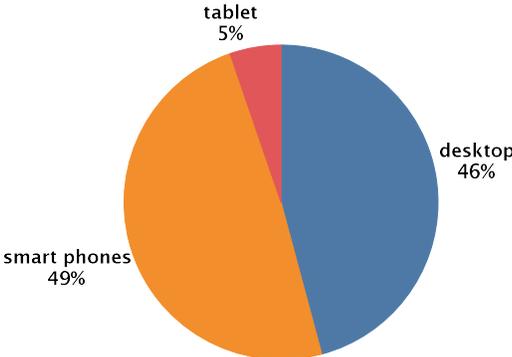


Most Affordable ZIP Codes 2023Q2

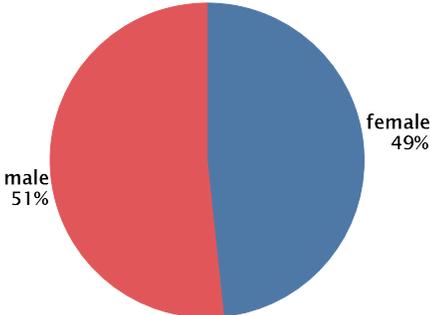


Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

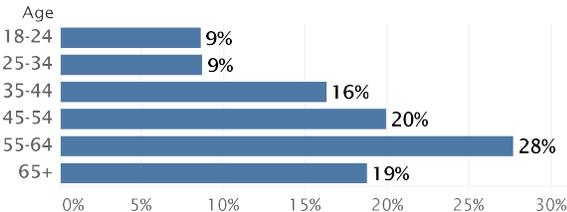


87% of potential buyers come from outside New Hampshire

New York,

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

What Age Groups are Shopping 2023Q2



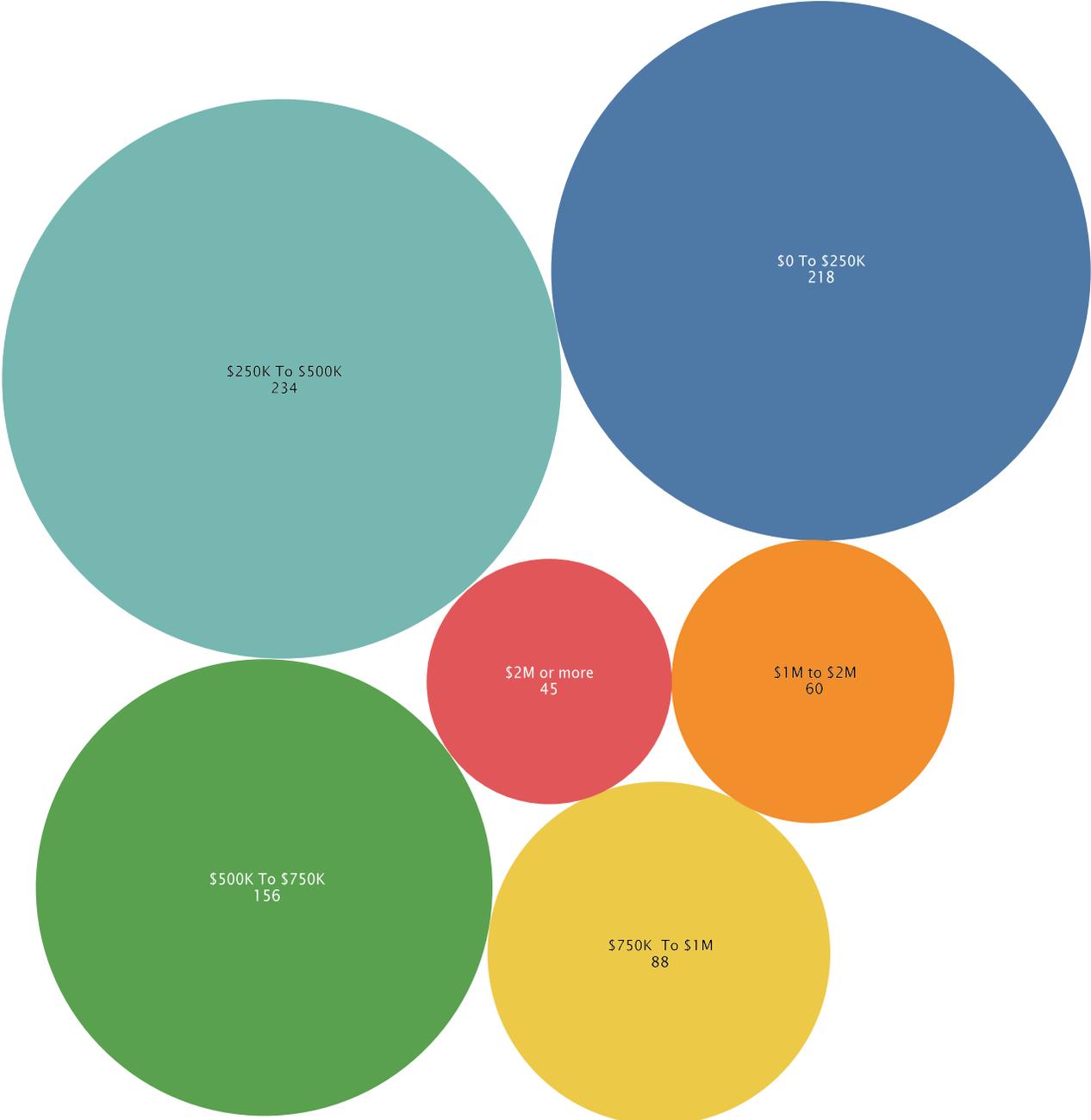
Number 2-10 metros are:

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



NEW YORK

Price Breakdown by Number of Homes in the New York Market 2023Q2



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 \$697 MM in spring 2023 to \$799 MM in summer 2023, a 14% rise.

Largest Markets

1. Lake George	\$140,018,437	18.0%	6. Saratoga Lake	\$38,142,922	4.9%
2. Lake Champlain*	\$107,485,225	13.5%	7. Lake Ontario	\$31,672,947	4.1%
3. Delaware River*	\$46,143,150	5.8%	8. Cayuga Lake	\$30,986,398	4.0%
4. Skaneateles Lake	\$45,999,600	5.9%	9. Lake Placid	\$30,619,499	3.9%
5. Canandaigua Lake	\$39,763,750	5.1%	10. Seneca Lake	\$30,045,170	3.9%

Total New York Market: **\$798,874,483**

Largest Home Markets

1. Lake George	\$132,505,737	19.9%
2. Lake Champlain*	\$90,650,625	13.6%
3. Skaneateles Lake	\$40,552,700	6.1%
4. Canandaigua Lake	\$38,001,450	5.7%
5. Lake Placid	\$28,475,499	4.3%
6. Delaware River*	\$25,888,000	3.9%
7. Saratoga Lake	\$24,566,123	3.7%
8. Lake Ontario	\$23,450,699	3.5%
9. Cayuga Lake	\$22,836,499	3.4%
10. Great Sacandaga Lake	\$21,387,177	3.2%

Total New York Home Market: **\$667,295,395**

Largest Land Markets

1. Saratoga Lake	\$13,576,799	12.2%
2. Lake Champlain*	\$10,060,900	9.0%
3. Seneca Lake	\$8,828,199	7.9%
4. Lake Ontario	\$8,222,248	7.4%
5. Cayuga Lake	\$8,149,899	7.3%
6. Lake George	\$7,512,700	6.8%
7. Delaware River*	\$6,657,150	6.0%
8. Skaneateles Lake	\$5,446,900	4.9%
9. Oneida Lake	\$4,769,000	4.3%
10. St Lawrence River	\$4,311,300	3.9%

Total New York Land Market: **\$111,207,388**

The total Lake Champlain market increased by 25% from spring 2023 to summer 2023.

Most Expensive Homes

1. Skaneateles Lake	\$2,134,353
2. Lake George	\$1,615,924

Most Affordable Homes

1. Saratoga Lake	\$663,949
2. St Lawrence River	\$687,981

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

Most Listings

1. Lake Champlain*	179	13.1%	6. Canandaigua Lake	62	4.6%
2. Lake Ontario	108	8.0%	7. Great Sacandaga Lake	59	4.4%
3. Lake George	107	7.9%	8. Cayuga Lake	53	3.9%
4. Delaware River*	87	6.4%	9. Seneca Lake	49	3.6%
5. Oneida Lake	86	6.4%	10. Saratoga Lake	47	3.5%
Total New York Listings:				1,363	

Most Homes Available

1. Lake Champlain*	137	14.4%
2. Lake George	82	8.6%
3. Oneida Lake	58	6.1%
4. Lake Ontario	57	6.0%
5. Delaware River*	53	5.6%
6. Canandaigua Lake	52	5.5%
7. Great Sacandaga Lake	42	4.4%
8. Saratoga Lake	37	3.9%
8. Seneca Lake	37	3.9%
10. Cayuga Lake	33	3.5%

Total New York Home Listings: 954

Most Land Available

1. Lake Ontario	51	12.9%
2. Lake Champlain*	34	8.6%
3. Oneida Lake	28	7.1%
4. Delaware River*	27	6.9%
5. Lake George	25	6.3%
6. Cayuga Lake	20	5.1%
7. Great Sacandaga Lake	17	4.3%
8. St Lawrence River	16	4.1%
9. Seneca Lake	12	3.0%
10. Keuka Lake	11	2.8%

Total New York Land Listings: 394

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Cayuga Lake	\$266,569
2. St Lawrence River	\$178,236
3. Lake George	\$155,667
4. Lake Ontario - Watertown Area	\$111,825
5. Lake Champlain	\$105,403
6. Lake Ontario	\$83,669
7. Oneida Lake	\$59,636
8. Great Sacandaga Lake	\$45,665

Listings of 10 Acres or More

1. Saratoga Lake	\$48,148
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

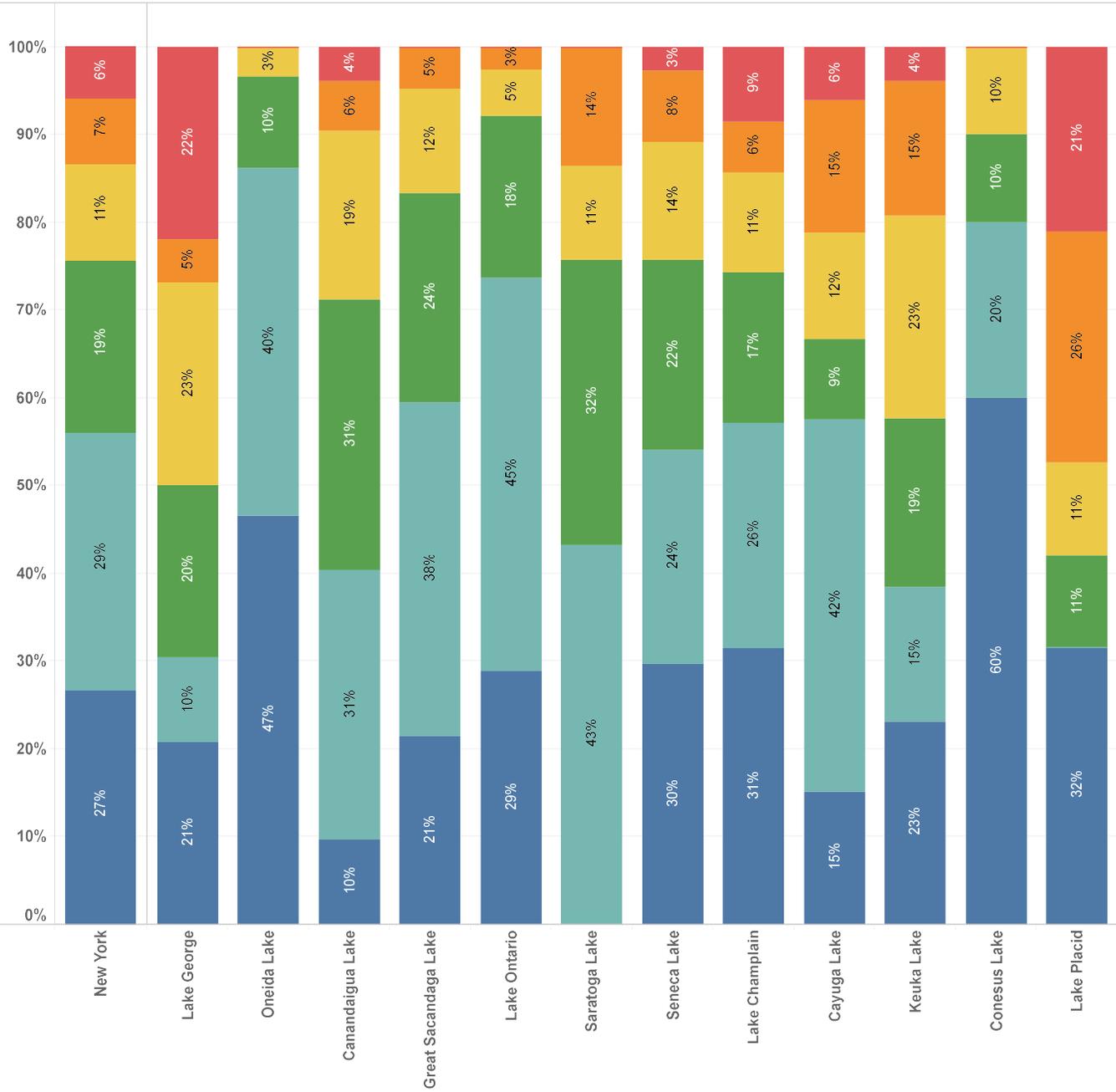
1. Great Sacandaga Lake	\$45,665
2. Oneida Lake	\$59,636
3. Lake Ontario	\$83,669
4. Lake Champlain	\$105,403
5. Lake Ontario - Watertown Area	\$111,825
6. Lake George	\$155,667
7. St Lawrence River	\$178,236
8. Cayuga Lake	\$266,569

Listings of 10 Acres or More

1. Delaware River	\$6,457
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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 2023Q2

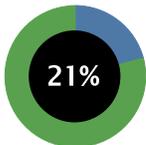
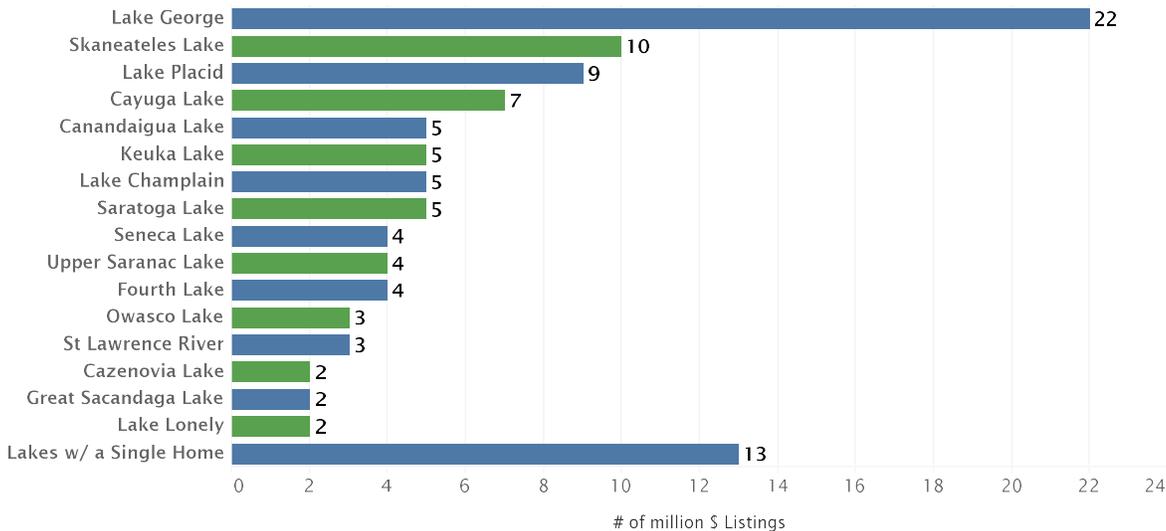


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2023Q2

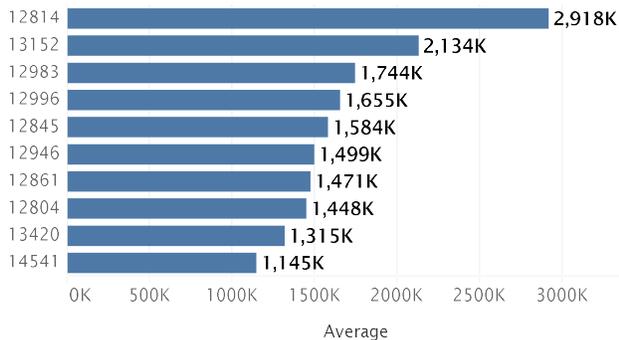


21% of \$1M+ Homes in New York are on Lake George

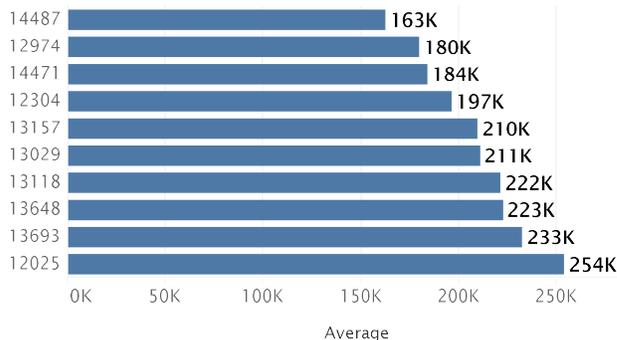
Total Number of \$1M+ Homes

105

Most Expensive ZIP Codes 2023Q2

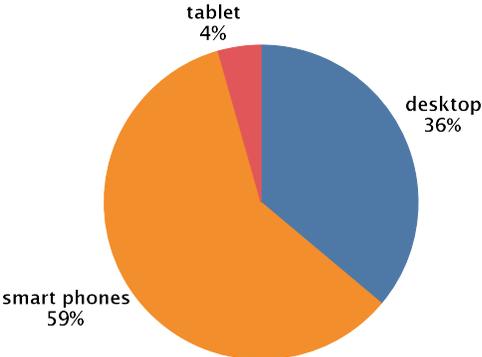


Most Affordable ZIP Codes 2023Q2

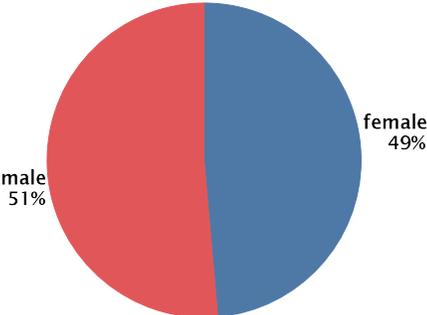


Who's Shopping New York Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

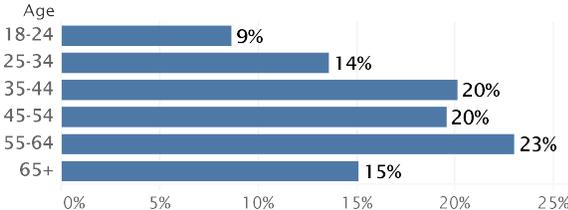


61% of potential buyers come from outside New York

Washington DC (Hagerstown)

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

What Age Groups are Shopping 2023Q2



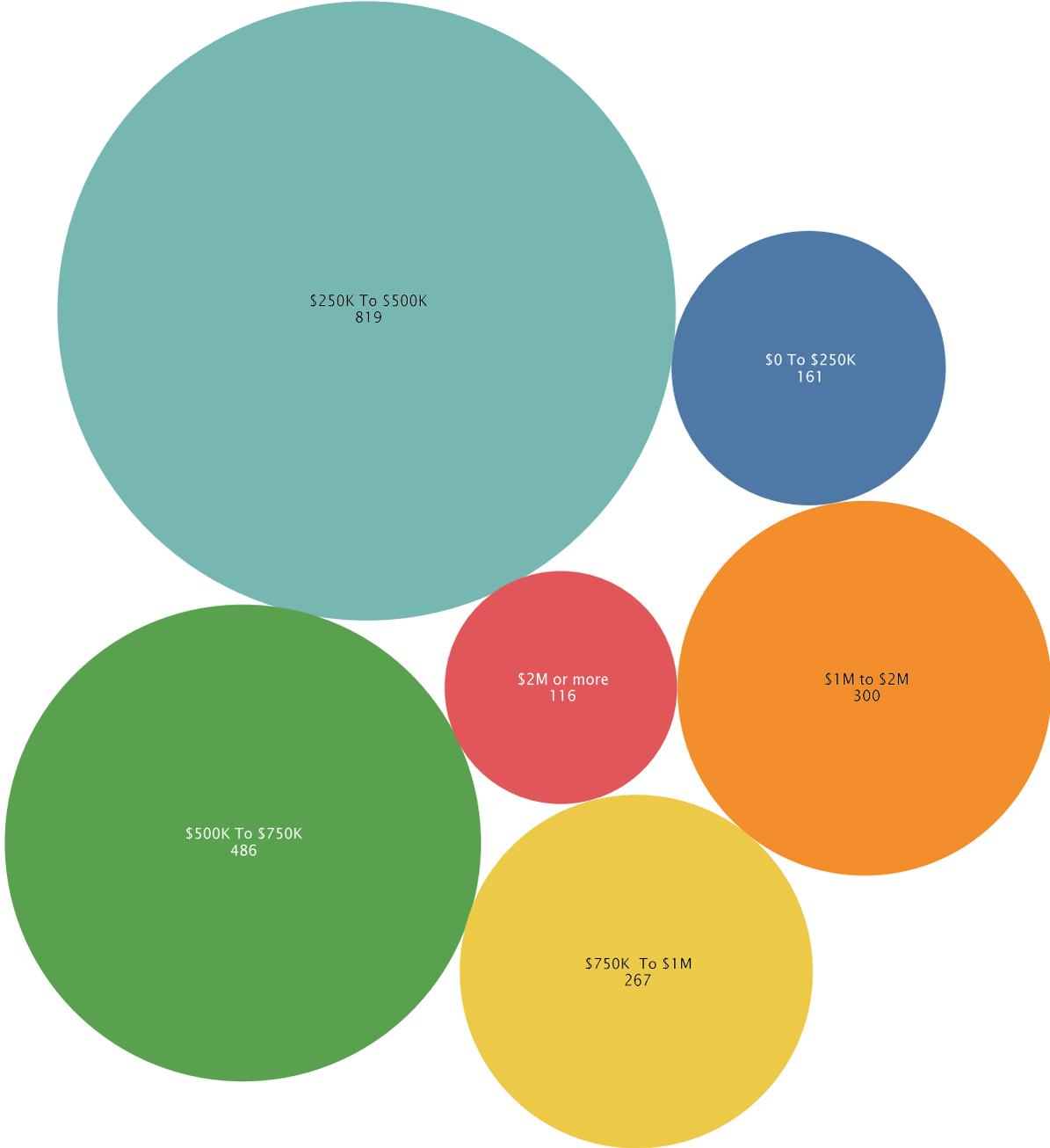
Number 2-10 metros are:

- Philadelphia, PA
- Boston MA-Manchester, NH
- Atlanta, GA
- Tampa-St. Petersburg (Sarasota), FL
- Cleveland-Akron (Canton), OH
- Columbus, OH
- Wilkes Barre-Scranton, PA
- Orlando-Daytona Beach-Melbourne, FL
- Raleigh-Durham (Fayetteville), NC



NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2023Q2



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 \$2.1 BB in spring 2023 to \$2.5 BB in summer 2023 resulting in a 17% increase.

Largest Markets

1. Lake Norman	\$892,977,348	36.3%	6. Falls Lake	\$86,341,872	3.5%
2. Lake Wylie*	\$330,313,461	13.4%	7. Chatuge Lake*	\$75,800,464	3.1%
3. Jordan Lake	\$121,031,958	4.9%	8. High Rock Lake	\$55,037,648	2.2%
4. Lake Gaston*	\$99,300,737	4.0%	9. Lake Toxaway	\$50,141,899	2.0%
5. Lake Hickory	\$86,739,809	3.5%	10. Lake James	\$48,243,798	2.0%

Total North Carolina Market: **\$2,462,180,149**

Largest Home Markets

1. Lake Norman	\$725,483,753	38.1%
2. Lake Wylie*	\$254,060,863	13.3%
3. Falls Lake	\$82,452,872	4.3%
4. Jordan Lake	\$82,189,528	4.3%
5. Lake Hickory	\$67,016,259	3.5%
6. Chatuge Lake*	\$61,590,389	3.2%
7. Lake Gaston*	\$59,452,339	3.1%
8. High Rock Lake	\$39,082,169	2.1%
9. Lake James	\$38,876,399	2.0%
10. Lake Davidson	\$33,474,300	1.8%

Total North Carolina Home Market: **\$1,906,026,278**

Largest Land Markets

1. Lake Norman	\$167,493,595	30.1%
2. Lake Wylie*	\$76,252,598	13.7%
3. Lake Gaston*	\$39,848,398	7.2%
4. Jordan Lake	\$38,842,430	7.0%
5. Lake Mackintosh	\$25,965,750	4.7%
6. Lake Toxaway	\$24,854,899	4.5%
7. Lake Hickory	\$19,723,550	3.5%
8. Lake Rhodhiss	\$18,448,594	3.3%
9. Lake Lure	\$17,103,550	3.1%
10. High Rock Lake	\$15,955,479	2.9%

Total North Carolina Land Market: **\$556,153,871**

71% of homes on Lake Jordan are valued at \$1M or more.

Most Expensive Homes

1. Lake Toxaway	\$1,806,214
2. Falls Lake	\$1,472,373

Most Affordable Homes

1. Sunset Lake	\$793,982
2. Buffalo Lake	\$851,216

* 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	1,001	21.5%	6. Lake Rhodhiss	202	4.3%
2. Lake Wylie*	502	10.8%	7. Lake Royale	187	4.0%
3. Lake Hickory	353	7.6%	8. Lake Lure	183	3.9%
4. Lake Gaston*	328	7.0%	9. Chatuge Lake*	167	3.6%
5. High Rock Lake	209	4.5%	10. Lake Tillery	165	3.5%
Total North Carolina Listings:				4,653	

Most Homes Available

1. Lake Norman	745	30.8%
2. Lake Wylie*	388	16.0%
3. Lake Hickory	132	5.5%
4. Lake Gaston*	98	4.0%
5. High Rock Lake	80	3.3%
6. Lake Royale	73	3.0%
7. Chatuge Lake*	66	2.7%
8. Jordan Lake	62	2.6%
9. Badin Lake	61	2.5%
9. Lake Tillery	61	2.5%

Total North Carolina Home Listings:

2,421

Most Land Available

1. Lake Norman	256	11.5%
2. Lake Gaston*	230	10.3%
3. Lake Hickory	221	9.9%
4. Lake Rhodhiss	184	8.2%
5. Lake Lure	137	6.1%
6. High Rock Lake	129	5.8%
7. Lake Royale	114	5.1%
7. Lake Wylie*	114	5.1%
9. Lake Tillery	104	4.7%
10. Chatuge Lake*	101	4.5%

Total North Carolina Land Listings:

2,232

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Norman	\$287,006
2. Lake Junaluska	\$191,506
3. Lake Gaston	\$185,102
4. Lake Toxaway	\$155,183
5. Lake Wylie	\$152,518
6. Jordan Lake	\$143,497
7. Lake Tillery	\$132,651
8. Lake Royale	\$123,334

Listings of 10 Acres or More

1. Lake Norman	\$73,894
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

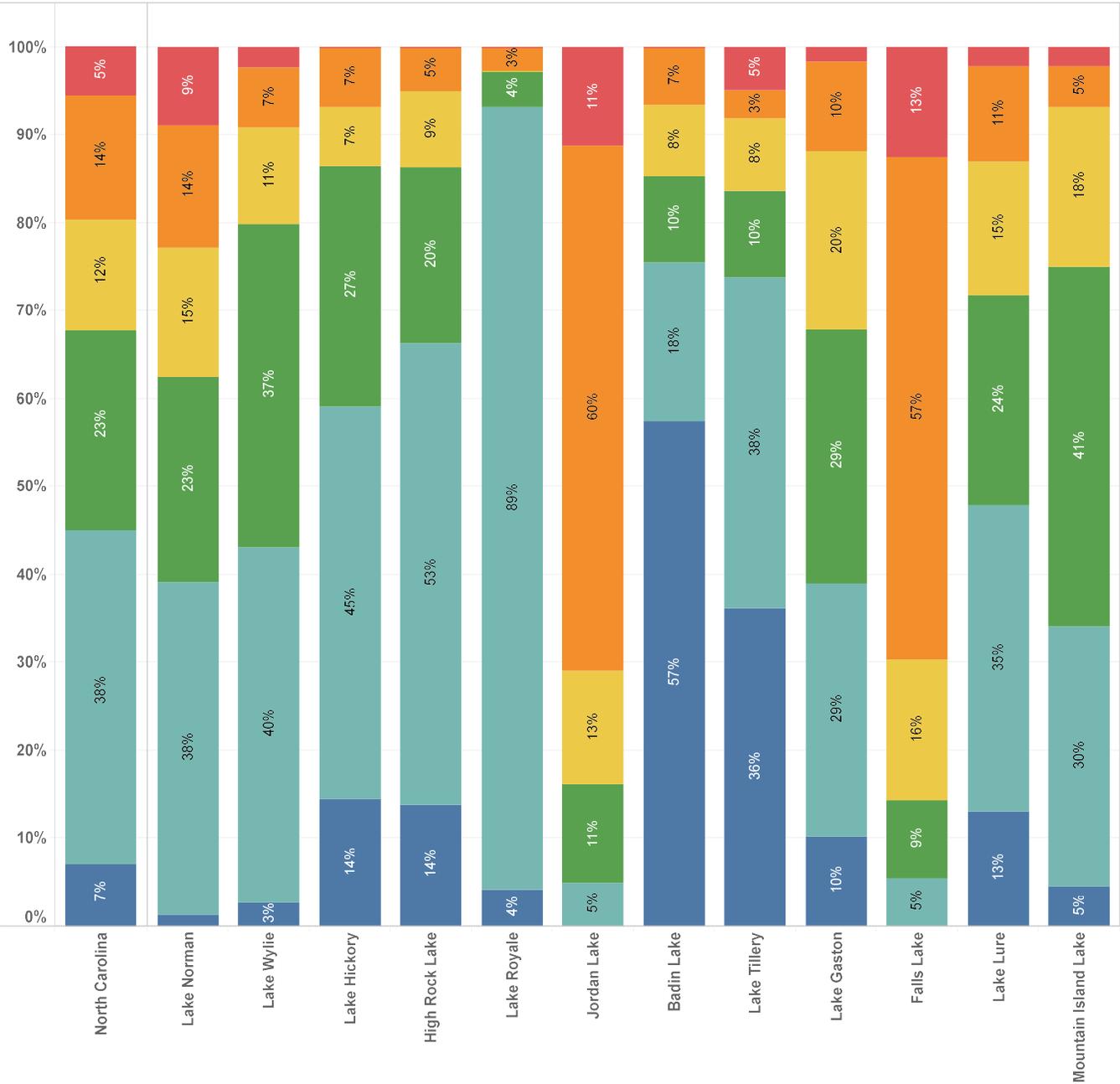
1. Hidden Lake - Nebo	\$10,574
2. Hickory Nut Lower Lake	\$25,289
3. Bald Mountain Lake	\$29,964
4. Hickory Nut Upper Lake	\$34,344
5. Lake Summit	\$44,135
6. High Rock Lake	\$46,824
7. Lake Lookout	\$52,758
8. John H Kerr Reservoir	\$55,917

Listings of 10 Acres or More

1. High Rock Lake	\$11,878
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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 2023Q2

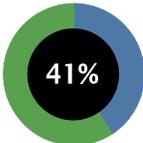
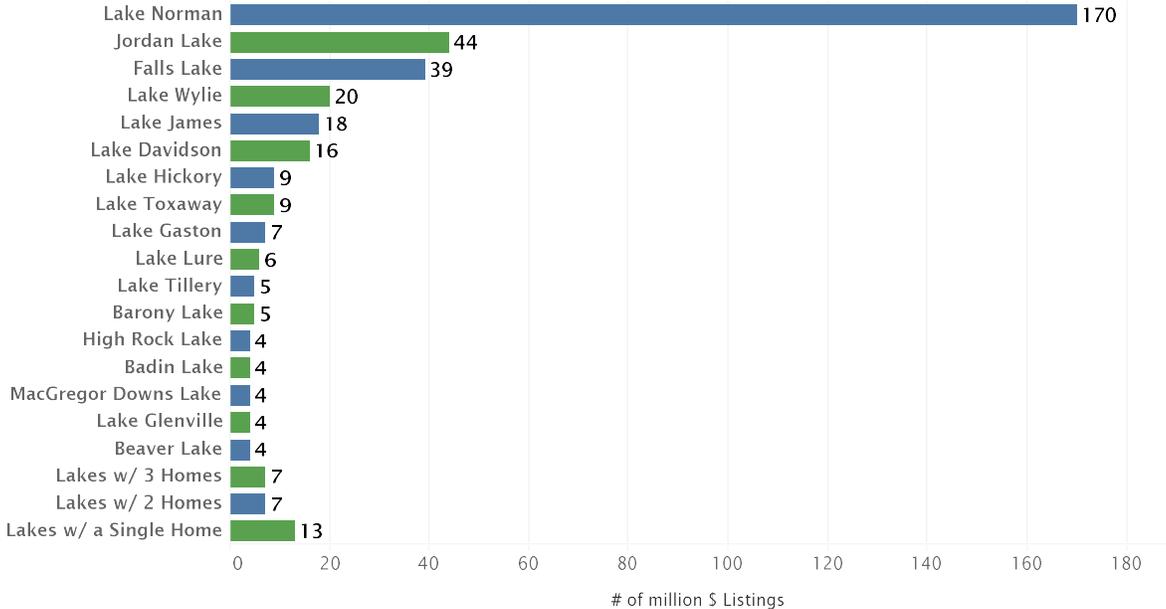


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2023Q2

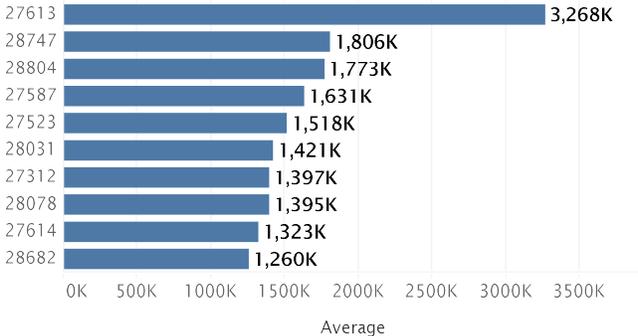


of \$1M+ Homes in North Carolina are on Lake Norman

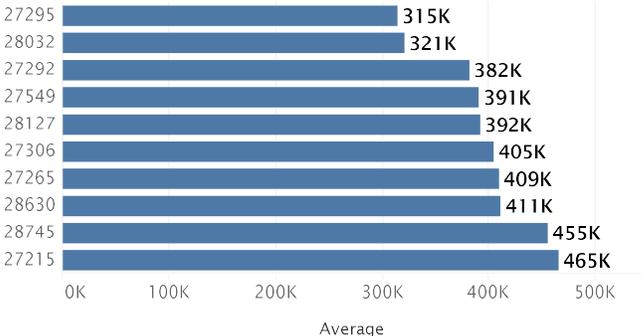
Total Number of \$1M+ Homes

416

Most Expensive ZIP Codes 2023Q2

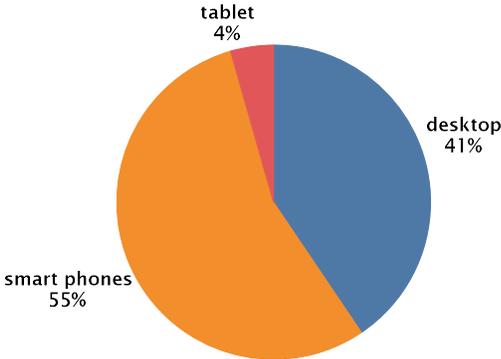


Most Affordable ZIP Codes 2023Q2

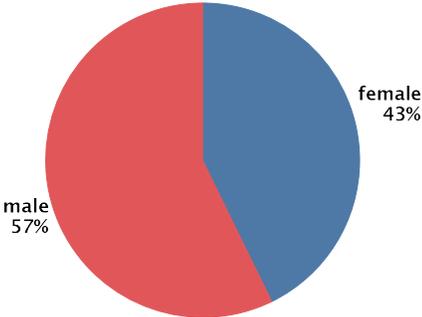


Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2023Q1



Male/Female Visitors 2023Q1

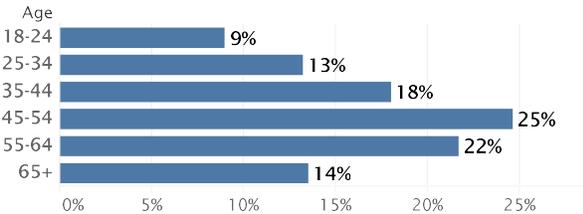


74% of potential buyers come from outside North Carolina

Atlanta

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

What Age Groups are Shopping 2023Q1



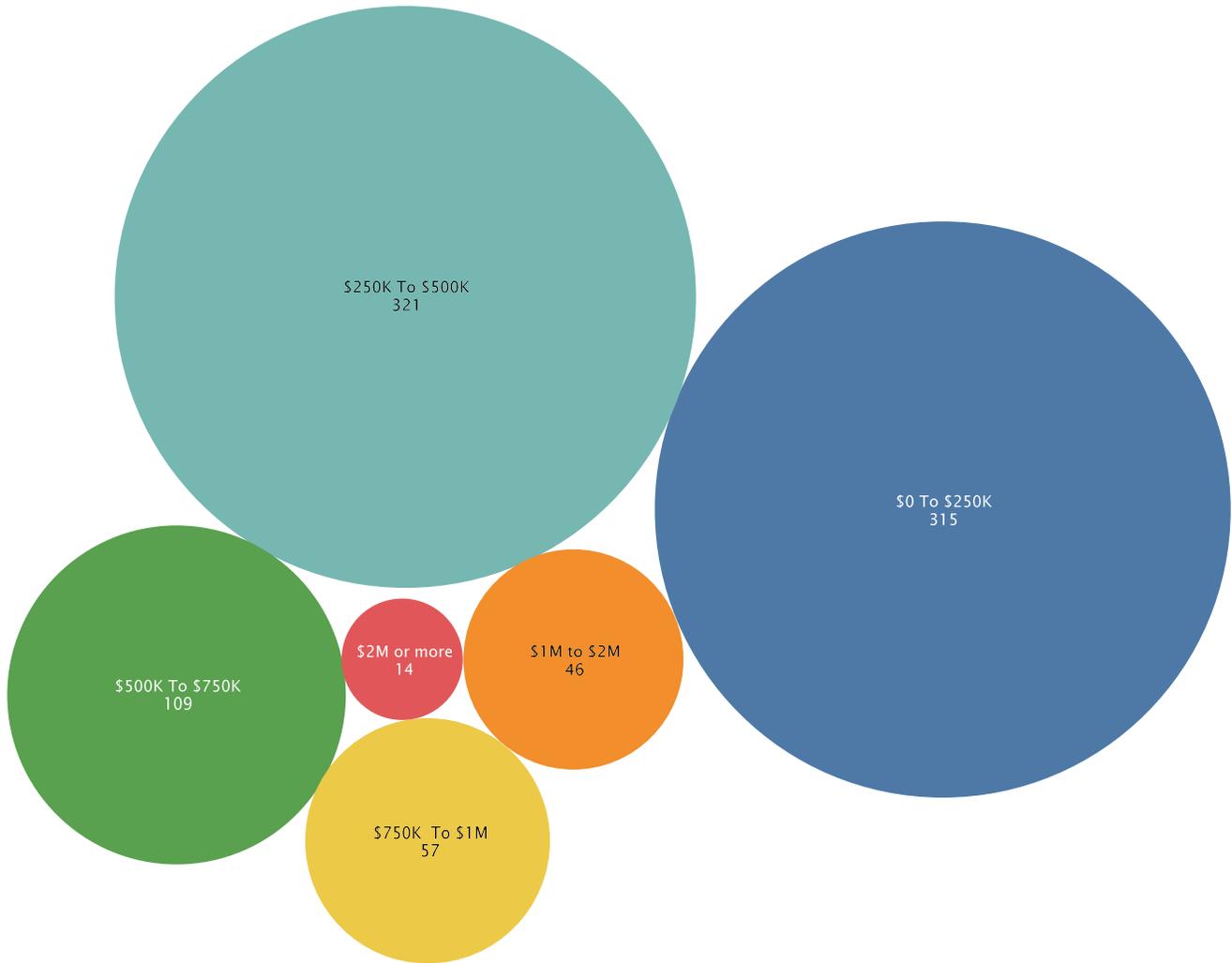
Number 2-10 metros are:

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



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2023Q2



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



Oklahoma

The Oklahoma home market rose \$105 MM (+25%) since the spring 2023 report.

Largest Markets

1. Lake Texoma*	\$254,050,008	32.3%	6. Lake Hudson	\$32,056,248	4.1%
2. Grand Lake	\$144,404,949	18.4%	7. Fort Gibson Lake	\$28,518,870	3.6%
3. Lake Eufaula	\$128,984,377	16.4%	8. Oologah Lake	\$27,242,548	3.5%
4. Keystone Lake	\$39,401,633	5.0%	9. Tenkiller Lake	\$20,261,836	2.6%
5. Skiatook Lake	\$36,105,418	4.6%	10. Lake Claremore	\$16,077,194	2.0%
Total Oklahoma Market:				\$786,240,928	

Largest Home Markets

1. Lake Texoma*	\$122,176,702	25.5%
2. Grand Lake	\$105,546,074	22.1%
3. Lake Eufaula	\$87,053,398	18.2%
4. Skiatook Lake	\$24,140,058	5.0%
5. Fort Gibson Lake	\$21,715,500	4.5%
6. Keystone Lake	\$21,544,973	4.5%
7. Lake Hudson	\$19,681,538	4.1%
8. Oologah Lake	\$17,217,398	3.6%
9. Tenkiller Lake	\$12,895,600	2.7%
10. Lake Claremore	\$11,513,195	2.4%

Total Oklahoma Home Market: \$478,204,434

Largest Land Markets

1. Lake Texoma*	\$103,613,206	42.3%
2. Lake Eufaula	\$35,664,079	14.6%
3. Grand Lake	\$29,725,875	12.1%
4. Keystone Lake	\$16,466,760	6.7%
5. Skiatook Lake	\$10,166,360	4.2%
6. Oologah Lake	\$9,225,150	3.8%
7. Lake Hudson	\$7,829,810	3.2%
8. Tenkiller Lake	\$6,106,336	2.5%
9. Okmulgee Lake	\$4,285,000	1.8%
10. Arbuckle Lake	\$3,852,400	1.6%

Total Oklahoma Land Market: \$244,760,995

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

Most Expensive Homes

1. Grand Lake	\$687,433
2. Lake Texoma	\$609,660

Most Affordable Homes

1. Oologah Lake	\$453,983
2. Lake Eufaula	\$475,135

* 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	24.4%	6. Skiatook Lake	129	5.8%
2. Lake Texoma*	510	23.0%	7. Lake Hudson	97	4.4%
3. Grand Lake	288	13.0%	8. Fort Gibson Lake	82	3.7%
4. Keystone Lake	152	6.8%	9. Oologah Lake	74	3.3%
5. Tenkiller Lake	135	6.1%	10. Lake Claremore	32	1.4%
Total Oklahoma Listings:				2,220	

Most Homes Available

1. Lake Texoma*	212	21.2%
2. Lake Eufaula	209	20.9%
3. Grand Lake	167	16.7%
4. Keystone Lake	72	7.2%
5. Skiatook Lake	56	5.6%
6. Lake Hudson	52	5.2%
7. Tenkiller Lake	44	4.4%
8. Fort Gibson Lake	42	4.2%
9. Oologah Lake	40	4.0%
10. Lake Claremore	23	2.3%

Total Oklahoma Home Listings: 1,001

Most Land Available

1. Lake Eufaula	315	27.6%
2. Lake Texoma*	282	24.7%
3. Grand Lake	112	9.8%
4. Tenkiller Lake	86	7.5%
5. Keystone Lake	75	6.6%
6. Skiatook Lake	70	6.1%
7. Lake Hudson	40	3.5%
8. Fort Gibson Lake	34	3.0%
9. Oologah Lake	33	2.9%
10. Sardis Lake	19	1.7%

Total Oklahoma Land Listings: 1,142

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Grand Lake	\$100,919
2. Lake Texoma	\$97,325
3. Lake Eufaula	\$74,452
4. Skiatook Lake	\$64,496
5. Lake Hudson	\$48,016
6. Tenkiller Lake	\$36,877
7. Sardis Lake	\$36,829
8. Keystone Lake	\$34,858

Listings of 10 Acres or More

1. Grand Lake	\$20,440
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

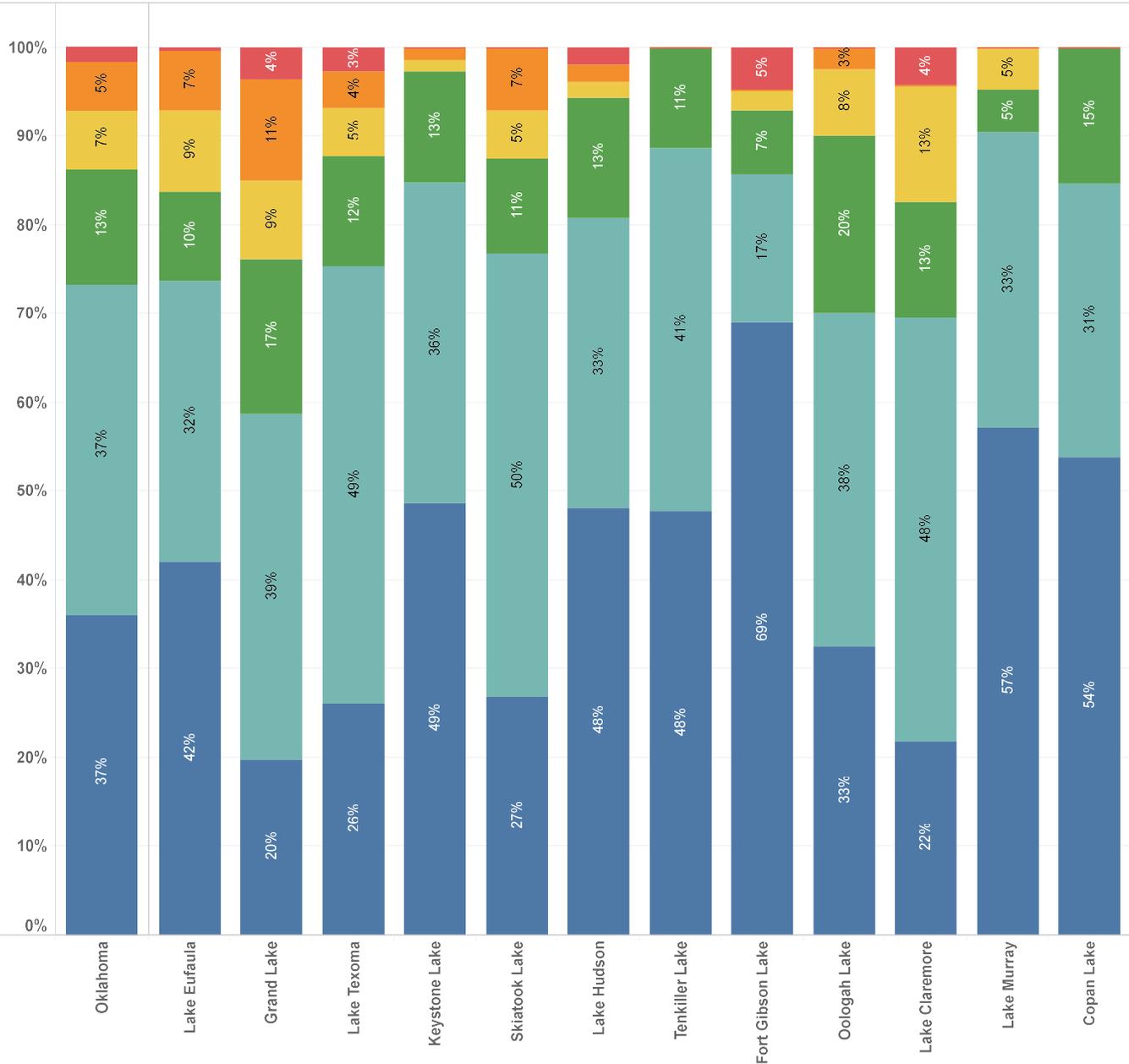
1. Birch Lake	\$11,004
2. Oologah Lake	\$21,253
3. Fort Gibson Lake	\$21,445
4. Copan Lake	\$27,826
5. Keystone Lake	\$34,858
6. Sardis Lake	\$36,829
7. Tenkiller Lake	\$36,877
8. Lake Hudson	\$48,016

Listings of 10 Acres or More

1. Tenkiller Lake	\$5,069
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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 2023Q2

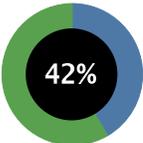
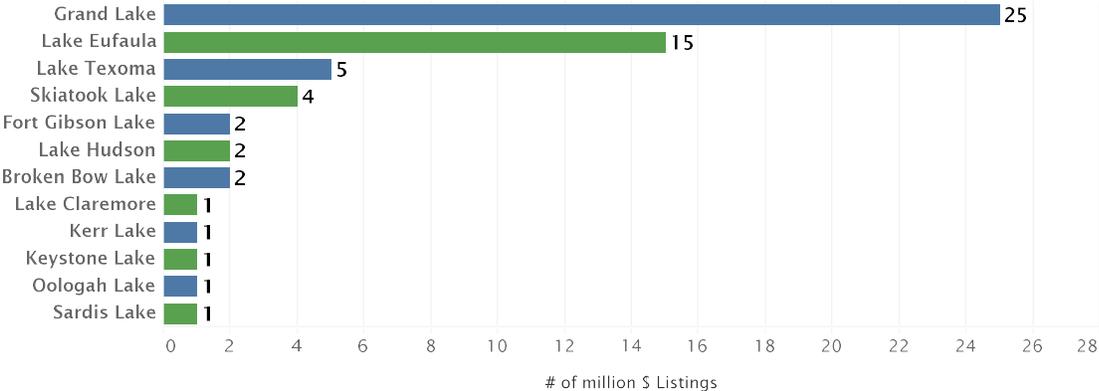


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2023Q2

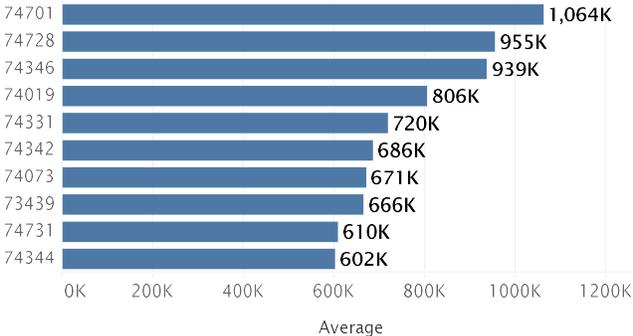


42% of \$1M+ Homes in Oklahoma are on Grand Lake

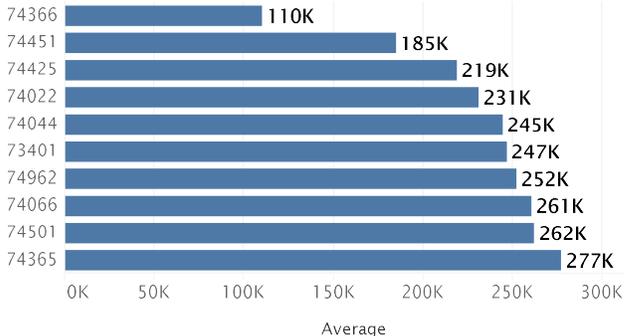
Total Number of \$1M+ Homes

60

Most Expensive ZIP Codes 2023Q2

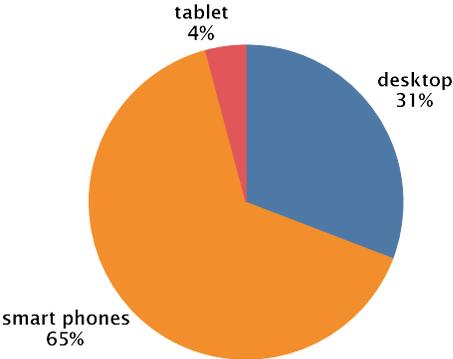


Most Affordable ZIP Codes 2023Q2

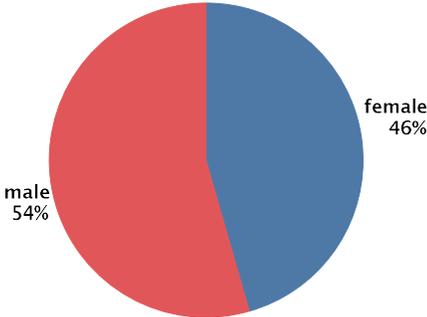


Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

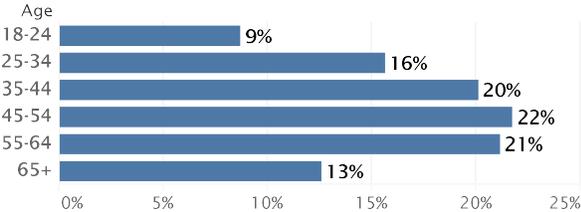


75% of potential buyers come from outside Oklahoma

Dallas-Ft. Worth

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

What Age Groups are Shopping 2023Q2



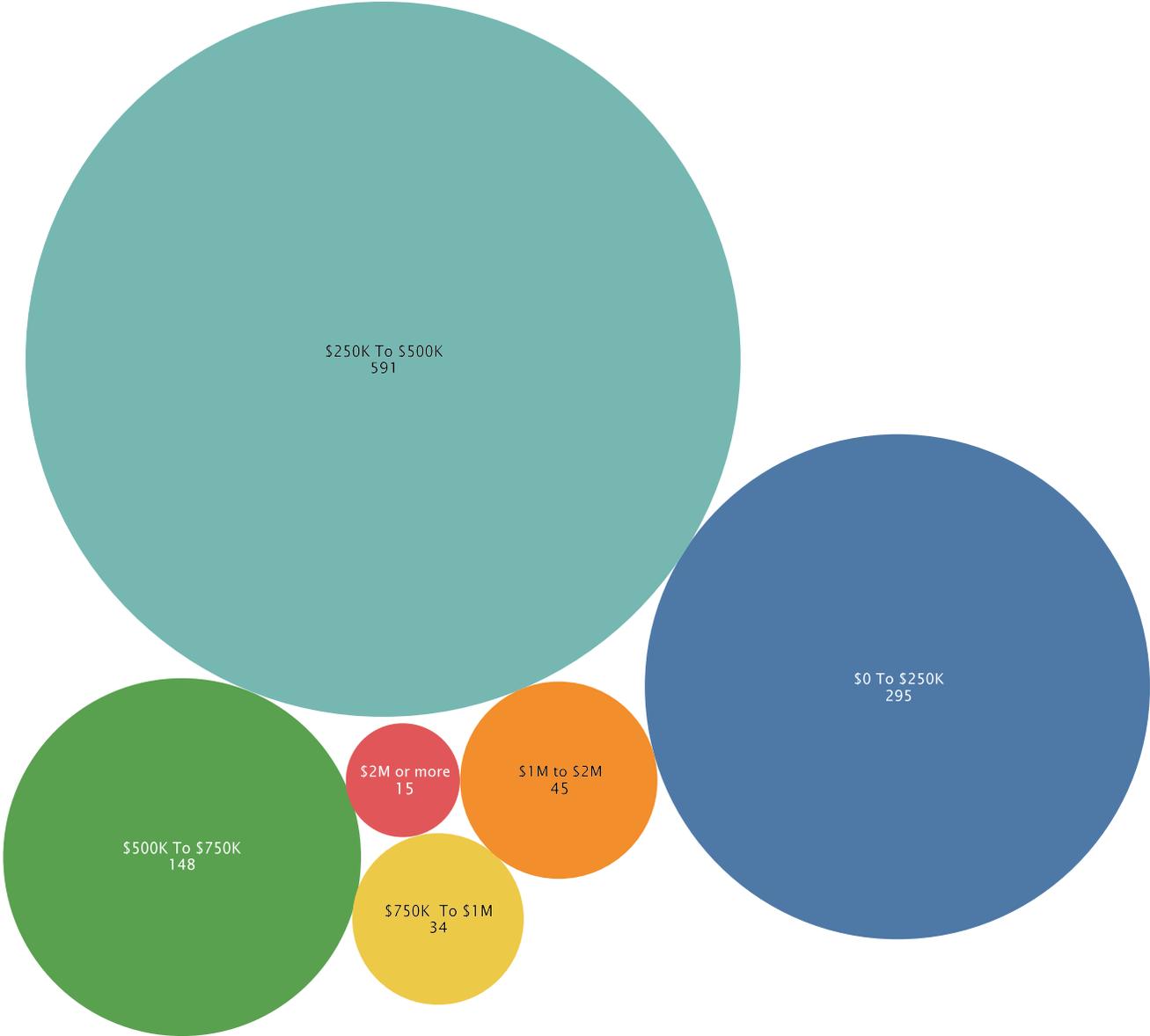
Number 2-10 metros are:

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



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2023Q2



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 \$440 MM in spring 2023 to \$564 MM in summer 2023.

Largest Markets

1. Lake Wallenpaupack	\$56,748,722	10.1%	6. Roamingwood Lake	\$22,601,794	4.1%
2. Delaware River*	\$46,143,150	8.2%	7. Lake Naomi	\$21,644,898	4.0%
3. Lake Erie	\$25,872,345	4.7%	8. Arrowhead Lakes	\$17,300,178	3.2%
4. Lake Harmony - Split Rock	\$25,750,999	4.7%	9. Springton Reservoir	\$15,772,317	2.9%
5. Pocono Country Place	\$25,479,779	4.7%	10. Westcolang Lake	\$15,063,998	2.8%

Total Pennsylvania Market: \$564,260,446

Largest Home Markets

1. Lake Wallenpaupack	\$52,583,187	10.5%
2. Delaware River*	\$25,888,000	5.2%
3. Pocono Country Place	\$25,152,289	5.0%
4. Lake Harmony - Split Rock	\$24,486,299	4.9%
5. Lake Erie	\$23,613,745	4.7%
6. Roamingwood Lake	\$22,144,400	4.4%
7. Lake Naomi	\$19,177,298	3.8%
8. Arrowhead Lakes	\$16,665,378	3.3%
9. Springton Reservoir	\$15,507,317	3.1%
10. Westcolang Lake	\$14,890,998	3.0%

Total Pennsylvania Home Market: \$501,338,746

Largest Land Markets

1. Delaware River*	\$6,657,150	14.5%
2. Lake Wallenpaupack	\$3,866,535	8.4%
3. Edinboro Lake	\$3,356,900	7.3%
4. East Park Reservoir	\$3,191,200	6.9%
5. Lake Naomi	\$2,467,600	5.4%
6. Lake Erie	\$2,258,600	4.9%
7. Indian Mountain Lakes	\$1,303,499	2.8%
8. Lake Harmony - Split Rock	\$1,264,700	2.7%
9. Lake Como	\$1,159,000	2.5%
10. Lake Winola - Overfield Twp	\$1,135,049	2.5%

Total Pennsylvania Land Market: \$45,990,800

The Pennsylvania home market increased from \$380 MM in spring 2023 to \$501 MM in summer 2023.

Most Expensive Homes

1. Lake Harmony - Split Rock	\$844,355
2. Lake Naomi	\$767,092

Most Affordable Homes

1. Conashaugh Lake	\$416,815
2. Emerald Lakes	\$423,540

* 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	164	8.5%	6. Towamensing Trails	72	3.7%
2. Indian Mountain Lakes	107	5.6%	7. Arrowhead Lakes	71	3.7%
3. Pocono Country Place	106	5.5%	8. Lake Erie	67	3.5%
4. Roamingwood Lake	89	4.6%	9. Big Bass Lake	53	2.8%
5. Delaware River*	87	4.5%	9. Emerald Lakes	53	2.8%
Total Pennsylvania Listings:				1,940	

Most Homes Available

1. Pocono Country Place	90	7.9%
2. Lake Wallenpaupack	84	7.4%
3. Roamingwood Lake	62	5.5%
4. Lake Erie	55	4.8%
5. Delaware River*	53	4.7%
6. Arrowhead Lakes	46	4.1%
7. Westcolang Lake	39	3.4%
8. Indian Mountain Lakes	38	3.3%
9. Emerald Lakes	33	2.9%
10. Big Bass Lake	31	2.7%

Total Pennsylvania Home Listings: 1,135

Most Land Available

1. Lake Wallenpaupack	79	10.0%
2. Indian Mountain Lakes	69	8.7%
3. Towamensing Trails	49	6.2%
4. Delaware River*	27	3.4%
4. Roamingwood Lake	27	3.4%
6. Crystal Lake	26	3.3%
7. Arrowhead Lakes	25	3.2%
8. Big Bass Lake	22	2.8%
8. Edinboro Lake	22	2.8%
10. Emerald Lakes	20	2.5%

Total Pennsylvania Land Listings: 792

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. East Park Reservoir	\$6,885,953
2. Lake Erie	\$120,309
3. Edinboro Lake	\$99,536
4. Lake Harmony - Split Rock	\$95,883
5. Pocono Country Place	\$87,098
6. Arrowhead Lakes	\$80,253
7. Lake Wallenpaupack	\$75,507
8. Hemlock Farms Area Lakes	\$72,987

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

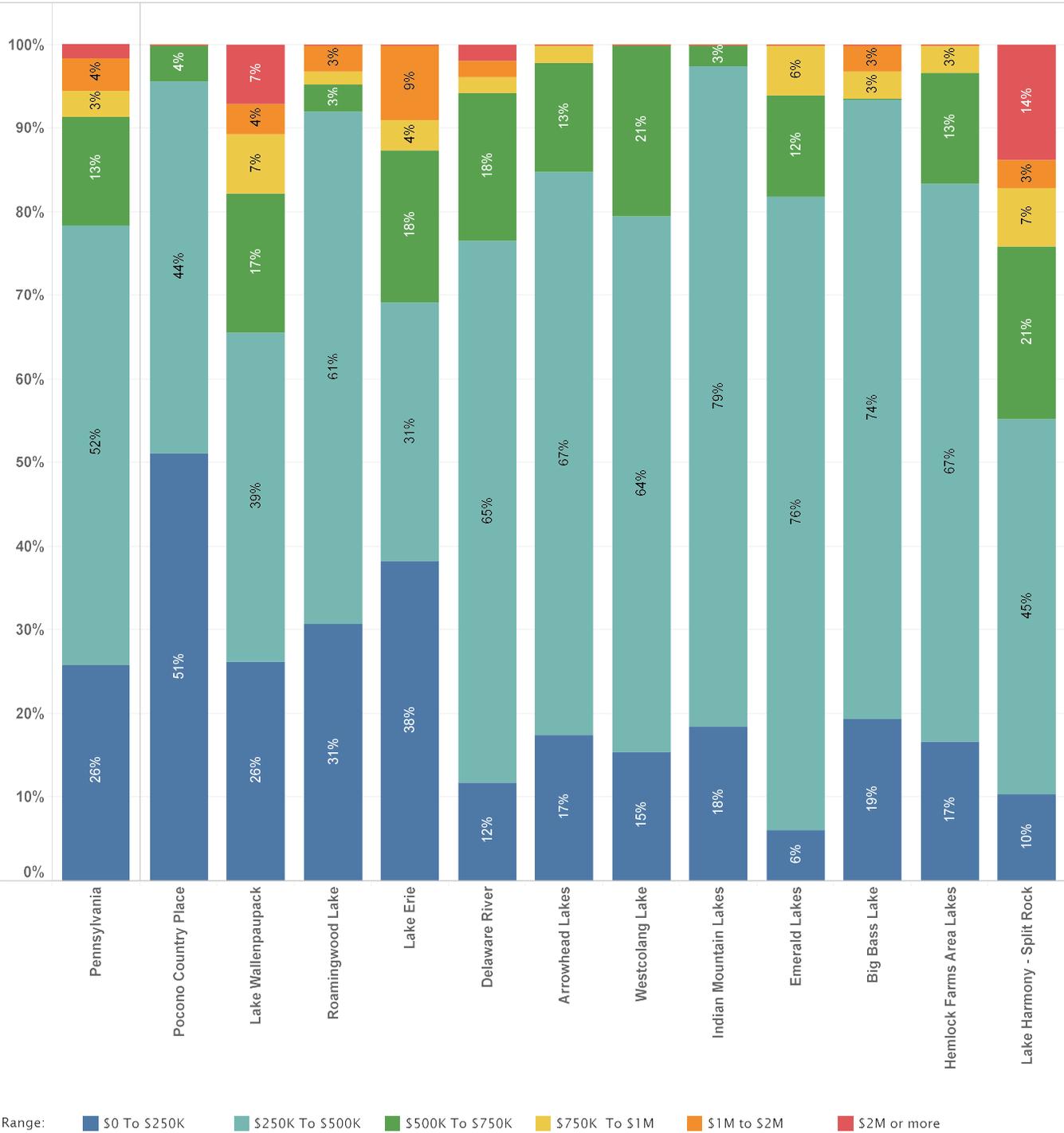
1. Tink Wig Lake	\$13,749
2. Holiday Pocono	\$18,419
3. Conashaugh Lake	\$19,472
4. Walker Lake	\$19,483
5. Fawn Lake	\$20,524
6. Big Bass Lake	\$21,512
7. Roamingwood Lake	\$23,761
8. Lake in the Clouds	\$24,508

Listings of 10 Acres or More

**

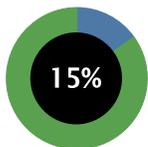
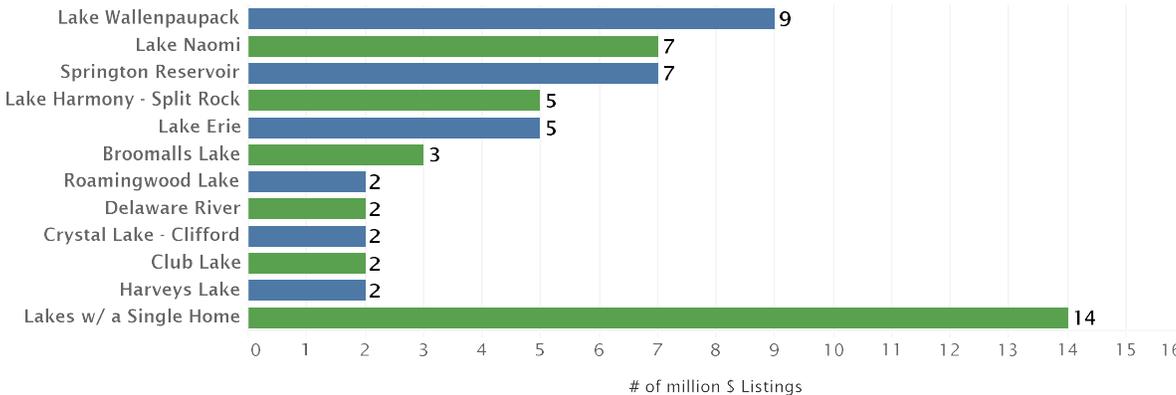
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Pennsylvania Market 2023Q2



Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2023Q2

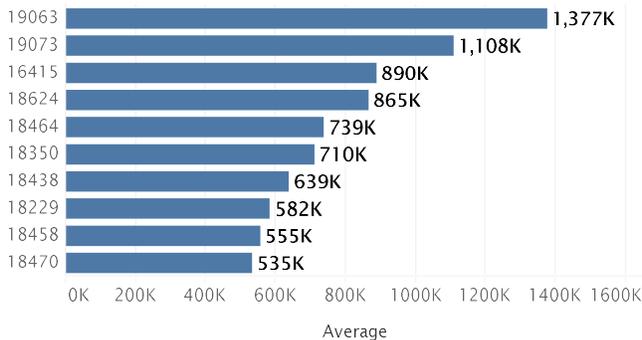


15% of \$1M+ Homes in Pennsylvania are on Lake Wallenpaupack

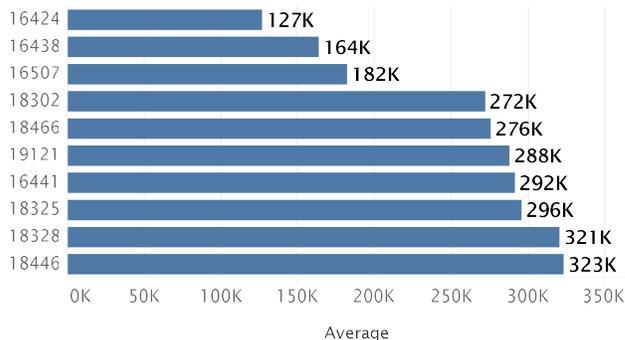
Total Number of \$1M+ Homes

60

Most Expensive ZIP Codes 2023Q2

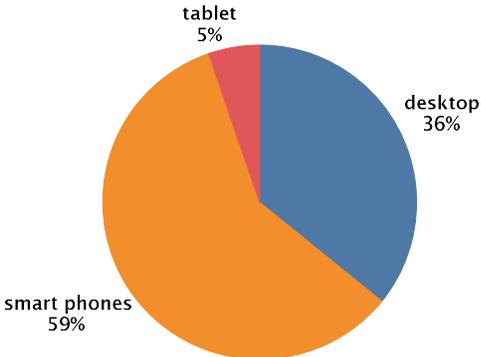


Most Affordable ZIP Codes 2023Q2

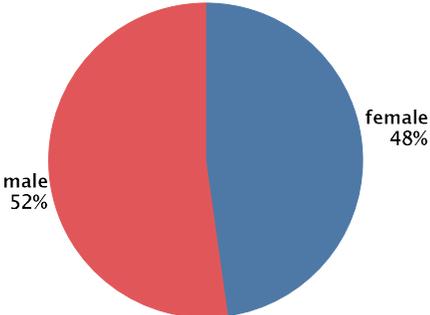


Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

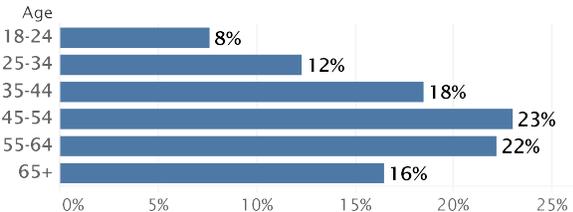


69% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2023Q2



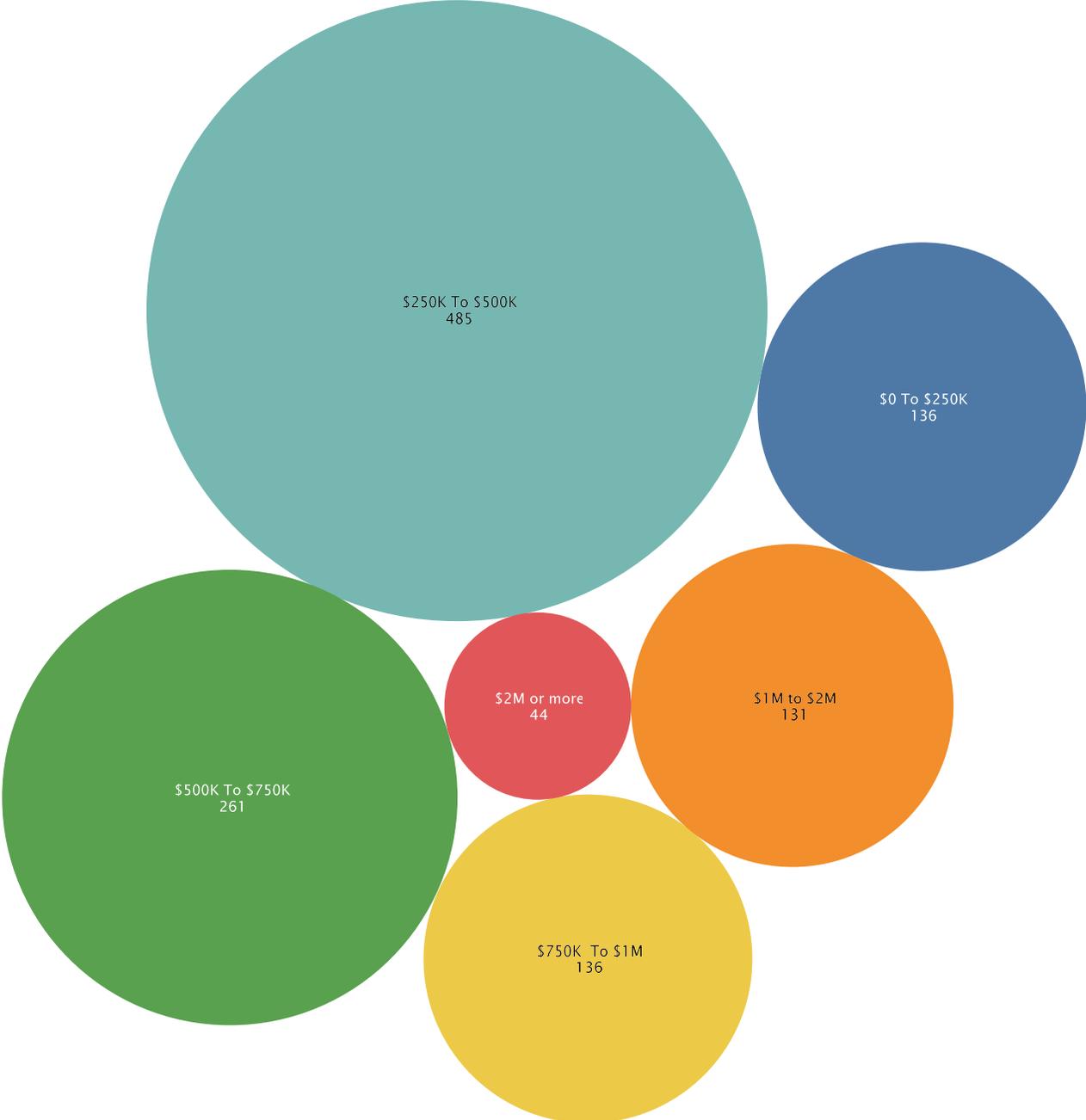
Number 2-10 metros are:

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



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2023Q2



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



South Carolina

The South Carolina market has seen an increase of \$248 MM (19%) from spring 2023 to summer 2023.

Largest Markets

1. Lake Wylie*	\$330,313,461	23.5%	6. Thurmond Lake*	\$55,127,279	3.9%
2. Lake Keowee	\$301,861,035	21.4%	7. Lake Greenwood	\$53,519,027	3.8%
3. Lake Hartwell*	\$219,502,655	15.6%	8. Lake Carolina	\$29,296,279	2.1%
4. Lake Murray	\$200,335,432	14.2%	9. Lake Wateree	\$28,290,890	2.0%
5. Lake Marion	\$74,982,663	5.3%	10. Lake Moultrie	\$23,577,397	1.7%

Total South Carolina Market: \$1,409,413,298

Largest Home Markets

1. Lake Wylie*	\$254,060,863	24.4%
2. Lake Keowee	\$217,277,007	20.8%
3. Lake Murray	\$157,451,068	15.1%
4. Lake Hartwell*	\$152,563,822	14.6%
5. Lake Marion	\$52,900,191	5.1%
6. Thurmond Lake*	\$39,132,594	3.8%
7. Lake Greenwood	\$37,835,799	3.6%
8. Lake Carolina	\$28,836,779	2.8%
9. Lake Wateree	\$22,800,890	2.2%
10. Lake Moultrie	\$15,087,480	1.4%

Total South Carolina Home Market: \$1,042,711,783

Largest Land Markets

1. Lake Keowee	\$84,584,028	23.1%
2. Lake Wylie*	\$76,252,598	20.9%
3. Lake Hartwell*	\$66,938,833	18.3%
4. Lake Murray	\$42,884,364	11.7%
5. Lake Marion	\$21,637,472	5.9%
6. Thurmond Lake*	\$15,994,685	4.4%
7. Lake Greenwood	\$15,033,228	4.1%
8. Lake Moultrie	\$8,489,917	2.3%
9. Savannah River - North Augusta	\$7,879,700	2.2%
10. Lake Wateree	\$5,490,000	1.5%

Total South Carolina Land Market: \$365,606,515

52% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,584,759
2. Lake Murray	\$771,713

Most Affordable Homes

1. Lake Greenwood	\$611,337
2. Lake Wylie	\$653,484

* 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*	681	21.4%	6. Lake Marion	278	8.7%
2. Lake Wylie*	502	15.8%	7. Lake Greenwood	205	6.5%
3. Lake Keowee	381	12.0%	8. Lake Carolina	70	2.2%
4. Lake Murray	333	10.5%	9. Lake Moultrie	66	2.1%
5. Thurmond Lake*	328	10.3%	10. Lake Wateree	63	2.0%
Total South Carolina Listings:				3,178	

Most Homes Available

1. Lake Wylie*	388	25.2%
2. Lake Hartwell*	242	15.7%
3. Lake Murray	212	13.8%
4. Lake Marion	155	10.1%
5. Lake Keowee	138	9.0%
6. Thurmond Lake*	78	5.1%
7. Lake Greenwood	67	4.4%
8. Lake Carolina	65	4.2%
9. Lake Moultrie	37	2.4%
10. Lake Wateree	34	2.2%

Total South Carolina Home Listings: 1,537

Most Land Available

1. Lake Hartwell*	439	26.8%
2. Thurmond Lake*	250	15.3%
3. Lake Keowee	243	14.8%
4. Lake Greenwood	137	8.4%
5. Lake Marion	121	7.4%
5. Lake Murray	121	7.4%
7. Lake Wylie*	114	7.0%
8. Lake Moultrie	29	1.8%
8. Lake Wateree	29	1.8%
10. Savannah River - North Augusta	28	1.7%

Total South Carolina Land Listings: 1,638

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Forest Lake	\$283,459
2. Savannah River - North Augusta	\$271,721
3. Lake Murray	\$250,306
4. Lake Keowee	\$160,361
5. Lake Wylie	\$155,124
6. Lake Hartwell	\$97,290
7. Thurmond Lake	\$85,656
8. Lake Secession	\$84,702

Listings of 10 Acres or More

1. Lake Keowee	\$93,834
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

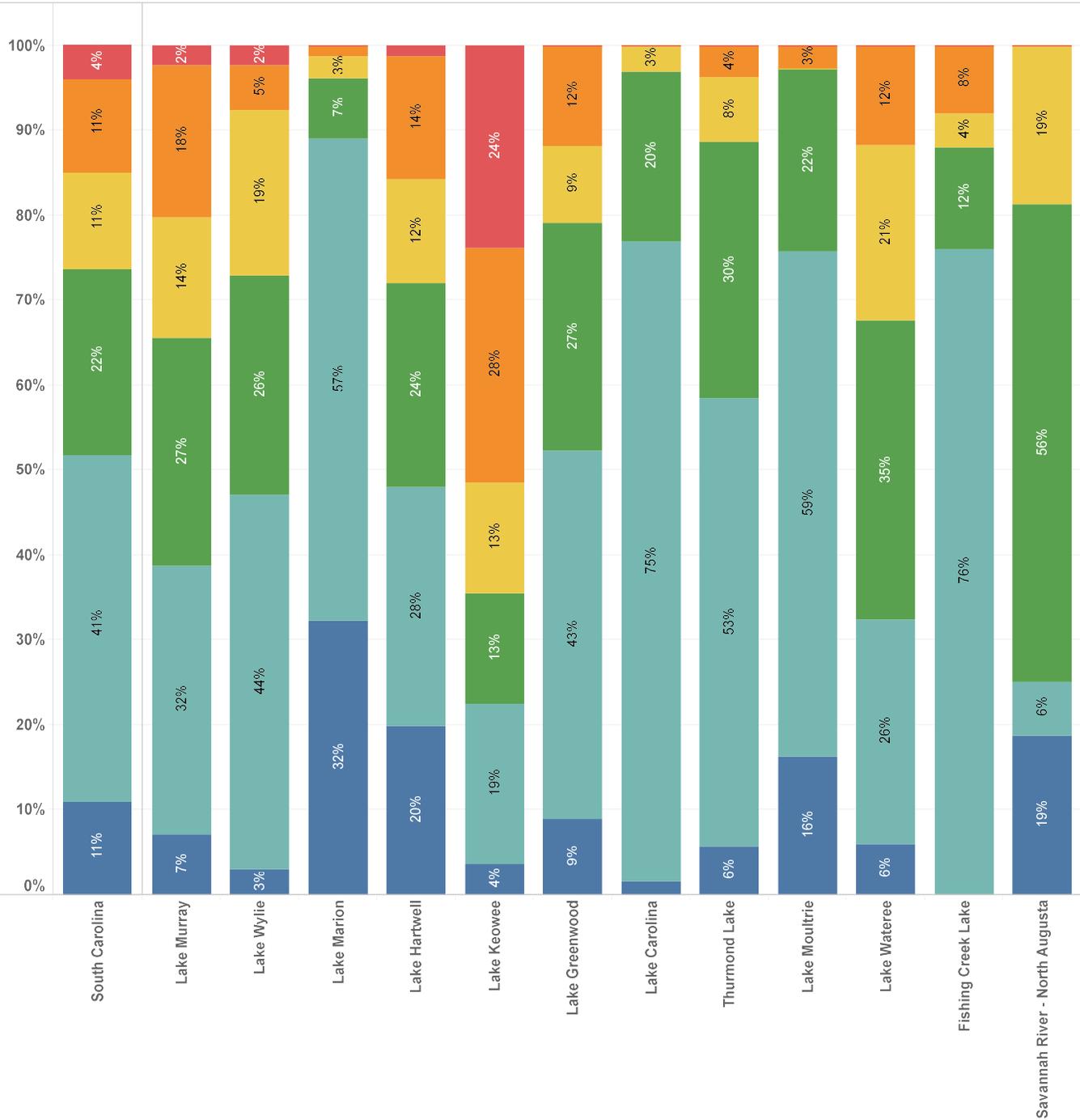
1. Lake Marion	\$56,480
2. Lake Moultrie	\$68,546
3. Lake Greenwood	\$74,510
4. Lake Wateree	\$79,143
5. Lake Secession	\$84,702
6. Thurmond Lake	\$85,656
7. Lake Hartwell	\$97,290
8. Lake Wylie	\$155,124

Listings of 10 Acres or More

1. Lake Greenwood	\$8,092
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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 2023Q2

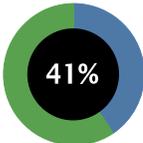
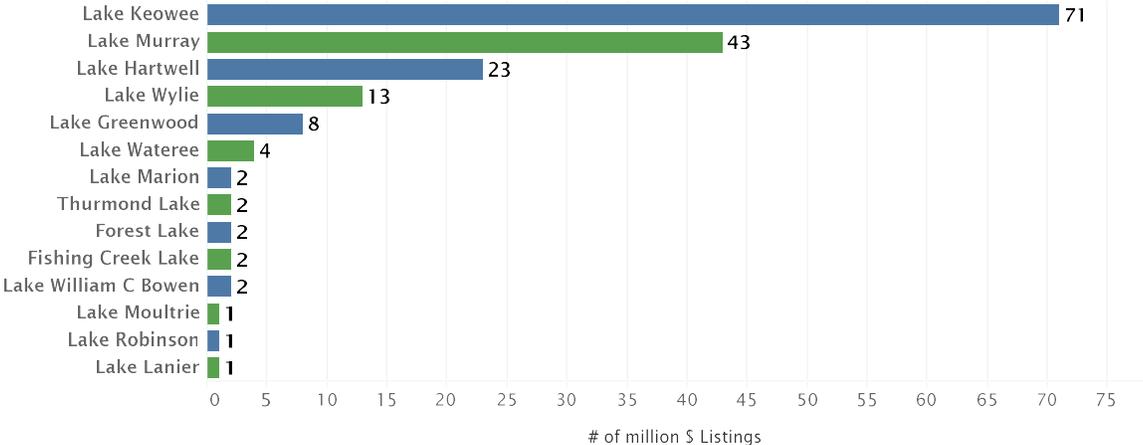


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2023Q2

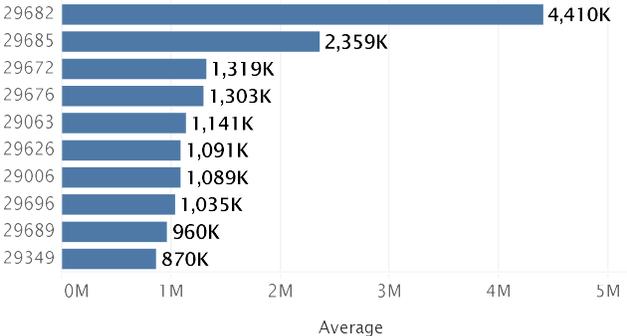


41% of \$1M+ Homes in South Carolina are on Lake Keowee

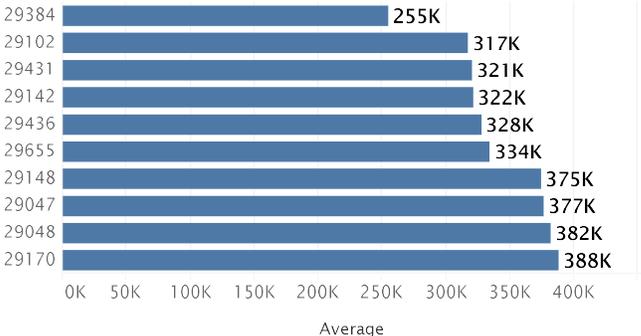
Total Number of \$1M+ Homes

175

Most Expensive ZIP Codes 2023Q2

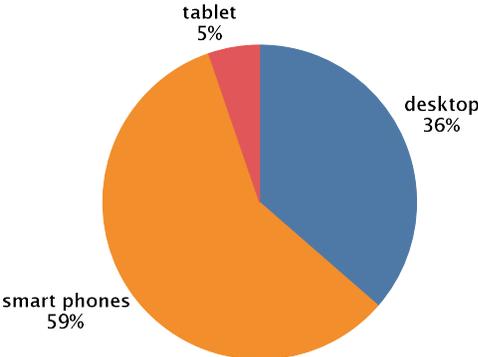


Most Affordable ZIP Codes 2023Q2

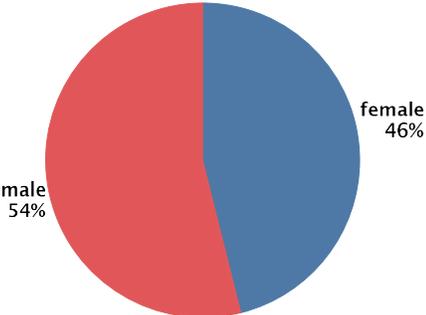


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

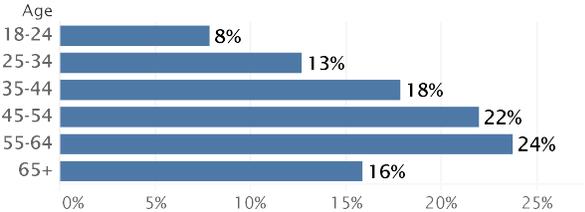


84% of potential buyers come from outside South Carolina

Atlanta

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

What Age Groups are Shopping 2023Q2



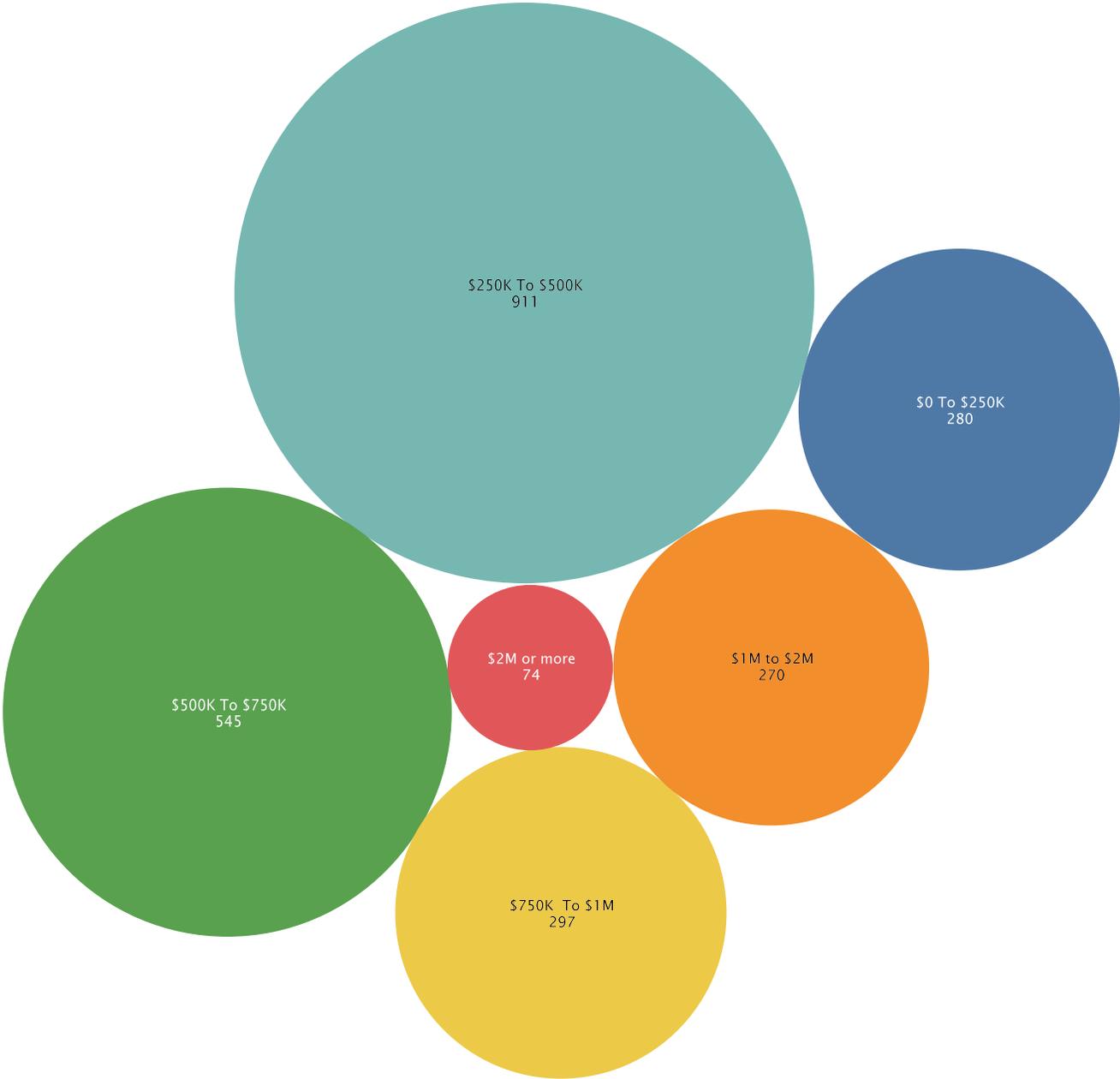
Number 2-10 metros are:

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



TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2023Q2



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



Tennessee

The Tennessee market increased from \$1.9 BB in spring 2023 to \$2.3 BB in summer 2023, a 19% rise.

Largest Markets

1. Old Hickory Lake	\$481,685,772	20.7%	6. J. Percy Priest Lake	\$111,479,215	4.8%
2. Fort Loudoun Lake	\$182,710,622	7.9%	7. Watts Bar Lake	\$106,675,156	4.6%
3. Tellico Lake	\$157,226,083	6.8%	8. Norris Lake	\$96,808,468	4.2%
4. Tims Ford Lake	\$144,386,218	6.2%	9. Nickajack Lake	\$96,600,370	4.2%
5. Douglas Lake	\$117,307,449	5.1%	10. Chickamauga Lake	\$89,602,948	3.9%

Total Tennessee Market: \$2,321,973,108

Largest Home Markets

1. Old Hickory Lake	\$420,351,362	24.9%
2. Fort Loudoun Lake	\$132,115,392	7.8%
3. Tellico Lake	\$117,441,597	7.0%
4. Tims Ford Lake	\$113,502,986	6.7%
5. J. Percy Priest Lake	\$90,053,717	5.3%
6. Douglas Lake	\$79,139,023	4.7%
7. Nickajack Lake	\$77,761,330	4.6%
8. Chickamauga Lake	\$69,162,148	4.1%
9. Watts Bar Lake	\$59,300,433	3.5%
10. Norris Lake	\$58,474,299	3.5%

Total Tennessee Home Market: \$1,688,939,519

Largest Land Markets

1. Old Hickory Lake	\$61,334,410	9.7%
2. Fort Loudoun Lake	\$50,595,230	8.0%
3. Watts Bar Lake	\$47,374,723	7.5%
4. Center Hill Lake	\$42,040,013	6.6%
5. Tellico Lake	\$39,784,486	6.3%
6. Norris Lake	\$38,334,169	6.1%
7. Douglas Lake	\$38,168,426	6.0%
8. Tims Ford Lake	\$30,883,232	4.9%
9. Calf Killer River	\$28,248,000	4.5%
10. Kentucky Lake*	\$22,054,905	3.5%

Total Tennessee Land Market: \$633,033,589

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	\$1,341,995
2. Normandy Lake	\$960,620

Most Affordable Homes

1. Lake Dartmoor	\$764,305
2. Chickamauga Lake	\$768,468

* 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	652	11.0%	6. Kentucky Lake*	301	5.1%
2. Watts Bar Lake	422	7.1%	7. Cherokee Lake	280	4.7%
3. Norris Lake	401	6.8%	8. Tims Ford Lake	269	4.6%
3. Tellico Lake	401	6.8%	9. Lake Barkley*	266	4.5%
5. Center Hill Lake	333	5.6%	10. Douglas Lake	265	4.5%

Total Tennessee Listings: 5,906

Most Homes Available

1. Old Hickory Lake	546	21.8%
2. J. Percy Priest Lake	196	7.8%
3. Tims Ford Lake	168	6.7%
4. Tellico Lake	162	6.5%
5. Nickajack Lake	108	4.3%
6. Douglas Lake	104	4.2%
7. Fort Loudoun Lake	100	4.0%
8. Boone Lake	96	3.8%
8. Watts Bar Lake	96	3.8%
10. Kentucky Lake*	91	3.6%

Total Tennessee Home Listings: 2,505

Most Land Available

1. Watts Bar Lake	326	9.6%
2. Norris Lake	321	9.4%
3. Center Hill Lake	267	7.9%
4. Tellico Lake	239	7.0%
5. Kentucky Lake*	210	6.2%
6. Cherokee Lake	208	6.1%
7. Lake Barkley*	197	5.8%
8. Douglas Lake	161	4.7%
9. Lake Tansi	124	3.6%
10. Tennessee River - West/Middle TN	123	3.6%

Total Tennessee Land Listings: 3,401

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Fort Loudoun Lake	\$339,021
2. J. Percy Priest Lake	\$282,452
3. Tellico Lake	\$249,665
4. Nickajack Lake	\$230,964
5. Pickwick Lake	\$207,605
6. Old Hickory Lake	\$187,808
7. Tims Ford Lake	\$173,956
8. Tennessee River - West/Middle TN	\$106,684

Listings of 10 Acres or More

1. Tims Ford Lake	\$101,965
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

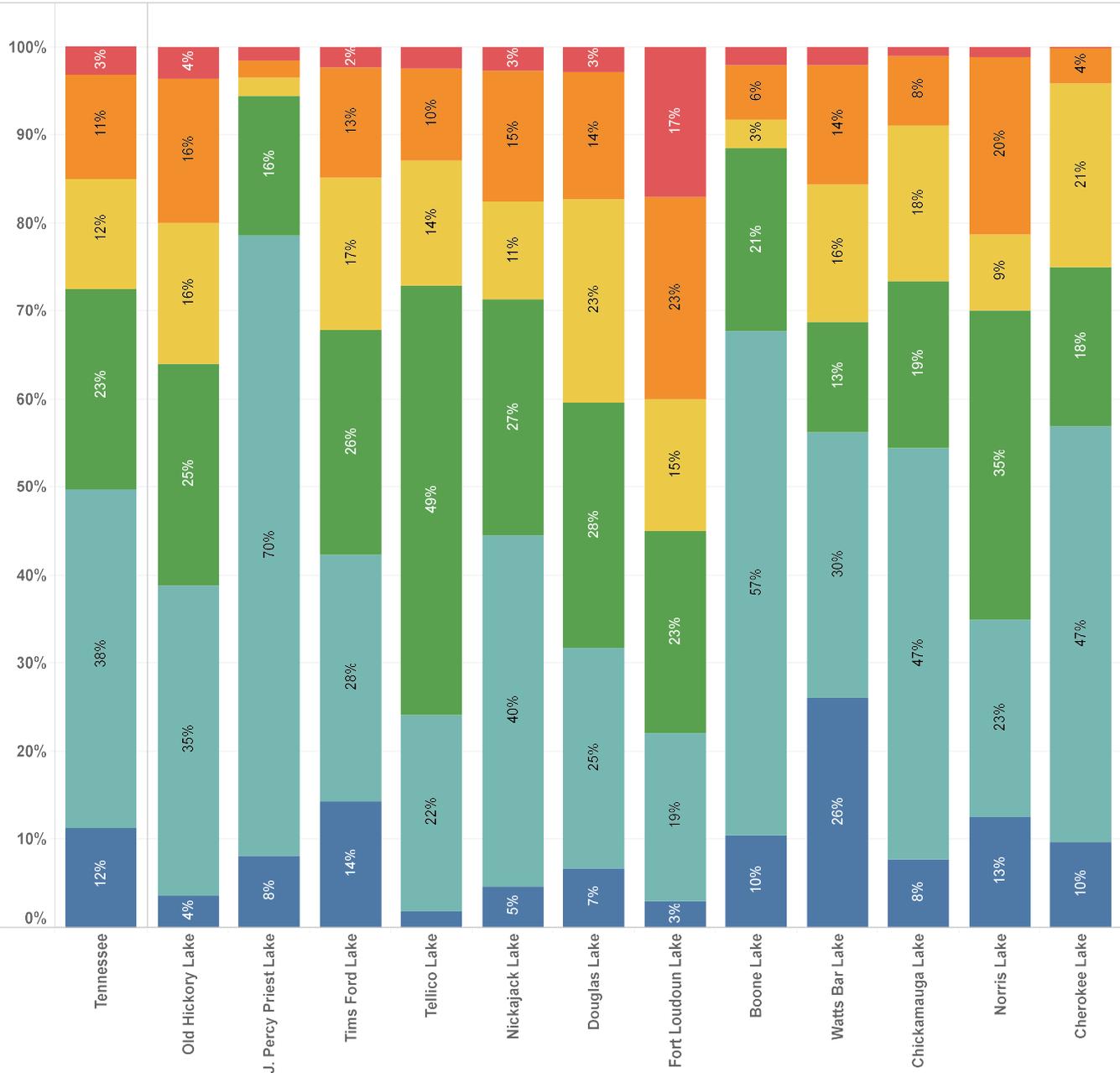
1. Lake Barkley	\$17,219
2. Cordell Hull Lake	\$20,466
3. Lake Catherine	\$27,374
4. Buffalo River	\$28,638
5. Lake Pomeroy	\$30,765
6. Kentucky Lake	\$30,858
7. Lake Malvern	\$37,000
8. Fort Patrick Henry Lake	\$39,641

Listings of 10 Acres or More

1. Cordell Hull Lake	\$4,304
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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 2023Q2

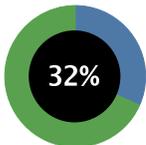
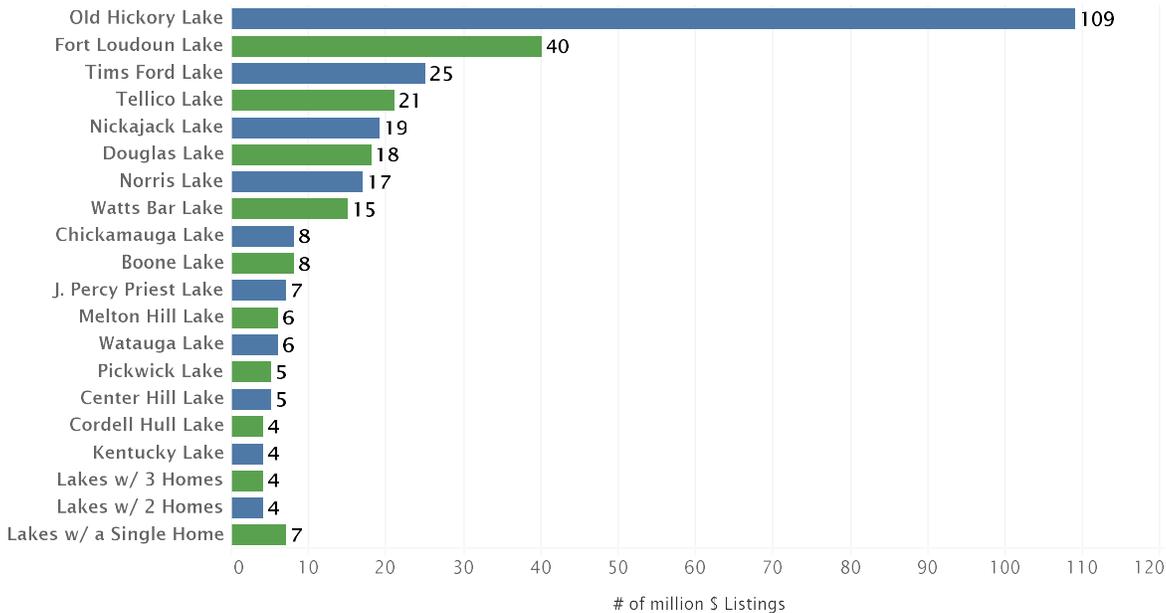


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2023Q2

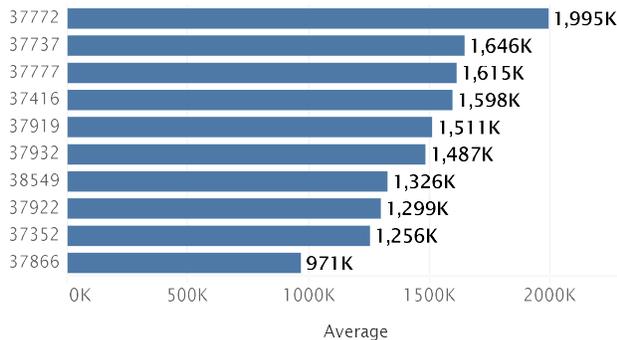


32% of \$1M+ Homes in Tennessee are on Old Hickory Lake

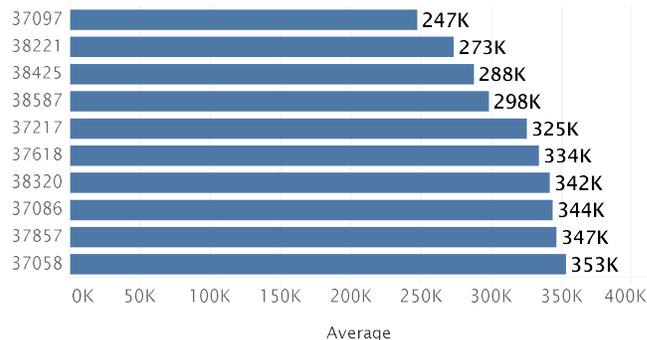
Total Number of \$1M+ Homes

344

Most Expensive ZIP Codes 2023Q2

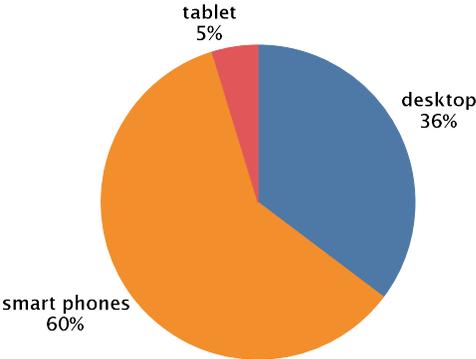


Most Affordable ZIP Codes 2023Q2

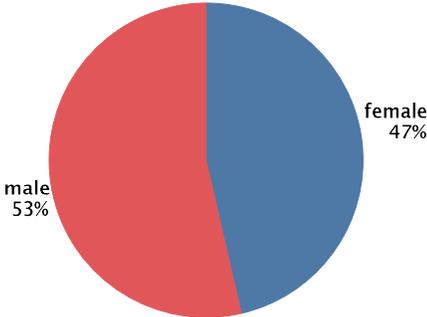


Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

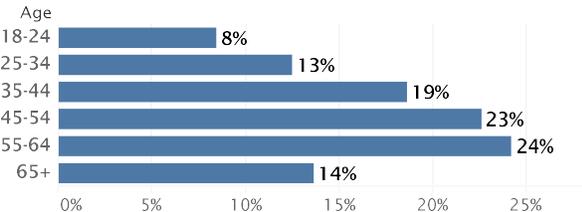


85% of potential buyers come from outside Tennessee

Chicago

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

What Age Groups are Shopping 2023Q2



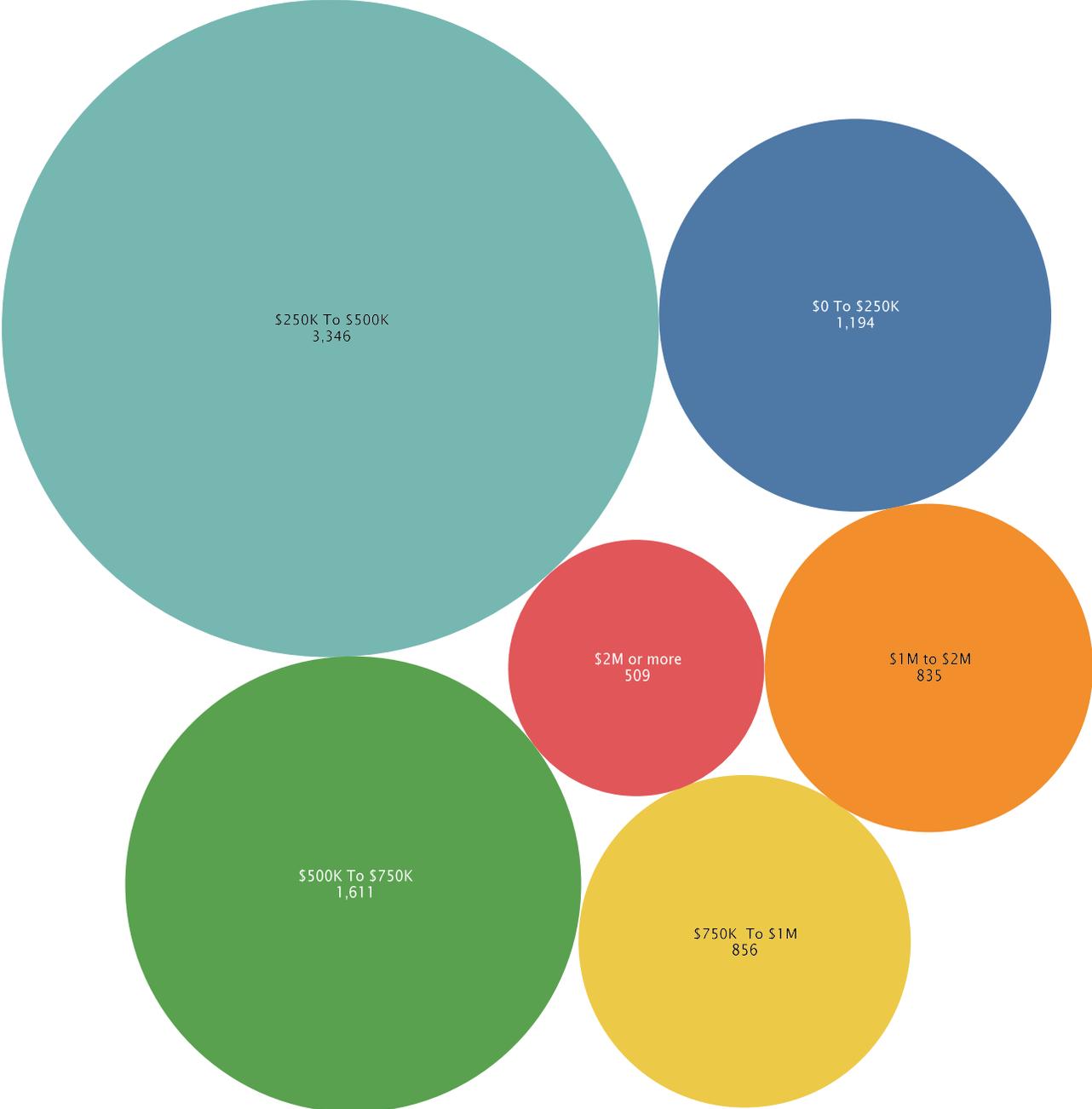
Number 2-10 metros are:

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



TEXAS

Price Breakdown by Number of Homes in the Texas Market 2023Q2



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 \$6.6 BB in spring 2023 to \$8.3 BB in summer 2023, a 23% rise.

Largest Markets

1. Lake Travis	\$881,111,973	10.6%	6. Cedar Creek Lake	\$440,813,565	5.3%
2. Lewisville Lake	\$582,404,616	7.0%	7. Lake Ray Hubbard	\$402,362,736	4.9%
3. Lake LBJ	\$521,341,076	6.3%	8. Lake Conroe	\$368,197,412	4.6%
4. Lake Austin	\$461,502,275	5.7%	9. Canyon Lake	\$330,736,713	4.1%
5. Lady Bird Lake	\$450,372,207	5.6%	10. Lake Texoma*	\$254,050,008	3.1%

Total Texas Market: \$8,275,983,182

Largest Home Markets

1. Lake Travis	\$721,711,901	11.2%
2. Lewisville Lake	\$502,121,590	7.8%
3. Lady Bird Lake	\$430,009,207	6.7%
4. Lake LBJ	\$418,331,826	6.5%
5. Lake Austin	\$384,968,925	6.0%
6. Cedar Creek Lake	\$366,849,238	5.7%
7. Lake Ray Hubbard	\$320,788,887	5.0%
8. Lake Conroe	\$283,026,334	4.4%
9. Canyon Lake	\$243,060,960	3.8%
10. Lake Granbury	\$207,989,196	3.2%

Total Texas Home Market: \$6,440,708,326

Largest Land Markets

1. Lake Travis	\$157,700,072	9.7%
2. Lake Texoma*	\$103,613,206	6.4%
3. Canyon Lake	\$87,675,753	5.4%
4. Lake Conroe	\$85,171,078	5.3%
5. Lake LBJ	\$82,509,250	5.1%
6. Lake Austin	\$76,533,350	4.7%
7. Lake Livingston	\$74,786,959	4.6%
8. Cedar Creek Lake	\$65,413,527	4.0%
9. Lake Ray Roberts	\$62,833,794	3.9%
10. Lewisville Lake	\$57,071,236	3.5%

Total Texas Land Market: \$1,619,999,450

47% of the listings on Lady Bird Lake are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Austin	\$2,347,371
2. Guadalupe River	\$1,913,030

Most Affordable Homes

1. Lake Cypress Springs	\$1,276,729
2. Grapevine Lake	\$1,371,766

* 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	1,037	7.1%	6. Lake Conroe	723	5.0%
2. Lewisville Lake	937	6.4%	7. Lake Ray Hubbard	670	4.6%
3. Canyon Lake	856	5.9%	8. Lake Granbury	663	4.5%
4. Lake Travis	760	5.2%	9. Lake Texoma*	510	3.5%
5. Lake Livingston	751	5.2%	10. Lake LBJ	508	3.5%
Total Texas Listings:				14,669	

Most Homes Available

1. Lewisville Lake	842	10.0%
2. Lake Ray Hubbard	585	6.9%
3. Lake Conroe	533	6.3%
4. Cedar Creek Lake	532	6.3%
5. Lake Travis	467	5.5%
6. Lake Granbury	417	4.9%
7. Canyon Lake	378	4.5%
8. Lake Livingston	353	4.2%
9. Lady Bird Lake	295	3.5%
10. Lake LBJ	271	3.2%

Total Texas Home Listings: 8,431

Most Land Available

1. Cedar Creek Lake	485	8.0%
2. Canyon Lake	478	7.9%
3. Lake Livingston	398	6.6%
4. Lake Travis	292	4.8%
5. Lake Whitney	290	4.8%
6. Lake Texoma*	282	4.7%
7. Possum Kingdom Lake	264	4.4%
8. Hilltop Lakes	243	4.0%
9. Lake LBJ	235	3.9%
10. Lake Granbury	220	3.6%

Total Texas Land Listings: 6,050

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lady Bird Lake	\$5,223,693
2. Lake Austin	\$2,155,237
3. Grapevine Lake	\$700,983
4. Lake Marble Falls	\$688,148
5. Guadalupe River	\$558,453
6. Lake LBJ	\$529,475
7. Clear Lake	\$494,959
8. Lake Travis	\$487,787

Listings of 10 Acres or More

1. Lewisville Lake	\$195,495
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

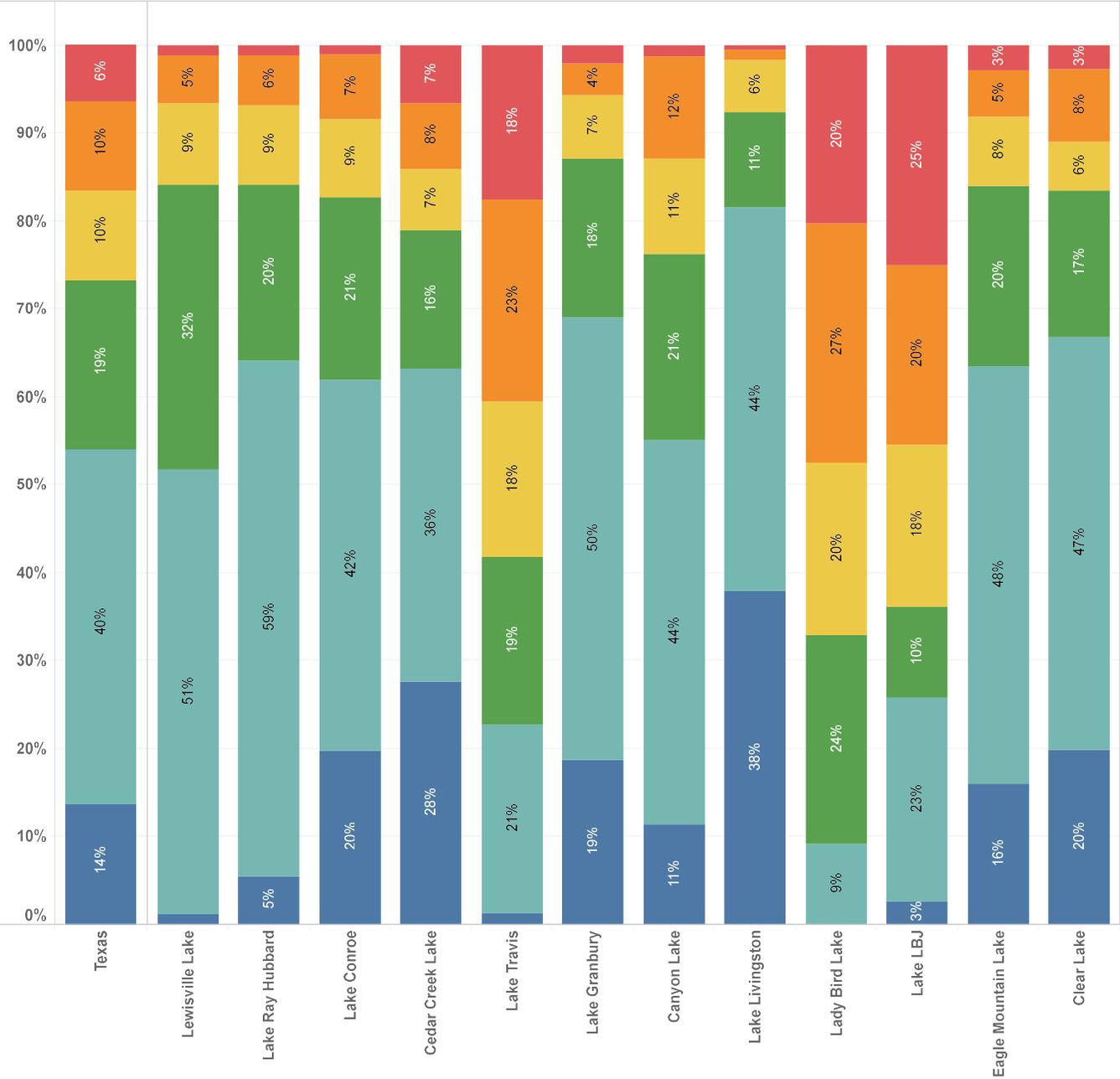
1. Big Cypress Bayou	\$41,826
2. Toledo Bend Reservoir	\$42,206
3. Hilltop Lakes	\$48,527
4. Holly Lake	\$52,267
5. Lake Bob Sandlin	\$64,915
6. Lake Corpus Christi	\$66,283
7. Lake Brownwood	\$67,160
8. Lake Whitney	\$68,788

Listings of 10 Acres or More

1. Lake Brownwood	\$10,167
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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 2023Q2

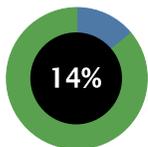
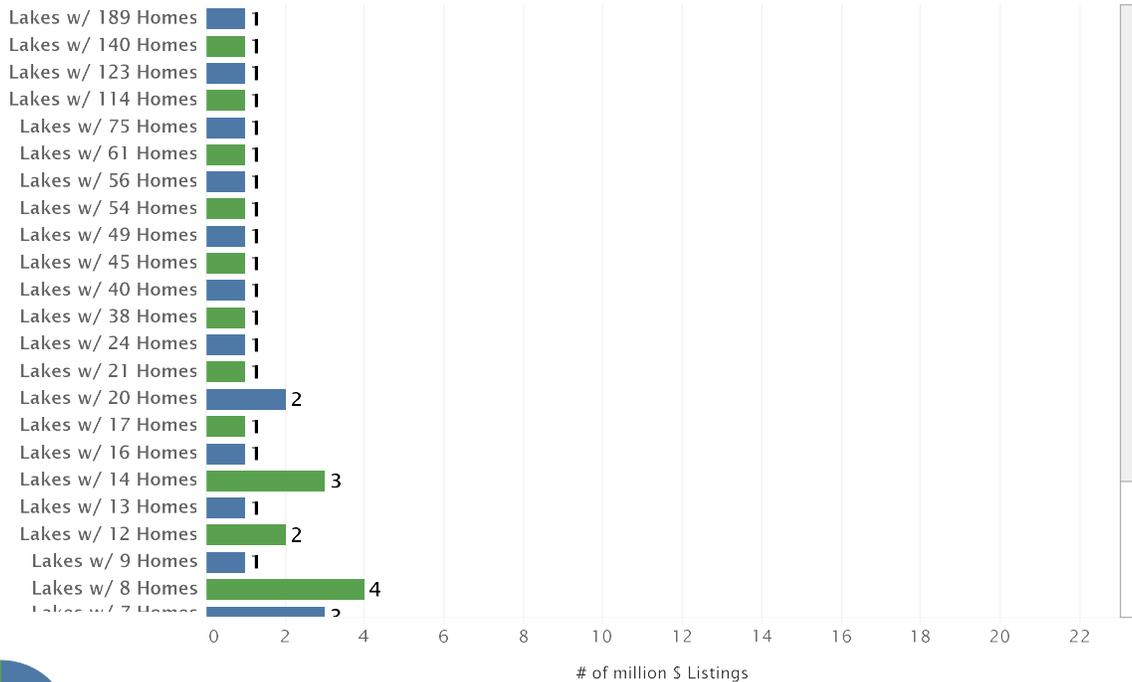


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2023Q2

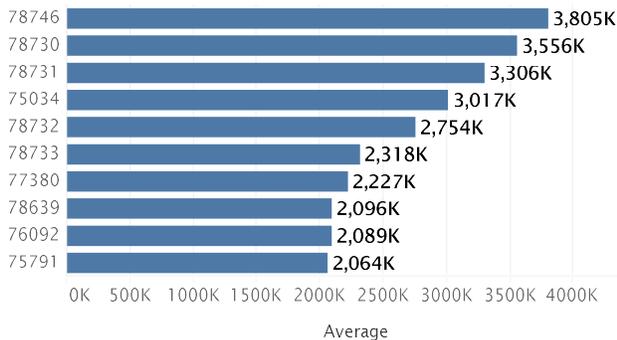


of \$1M+ Homes in Texas are on Lake Travis

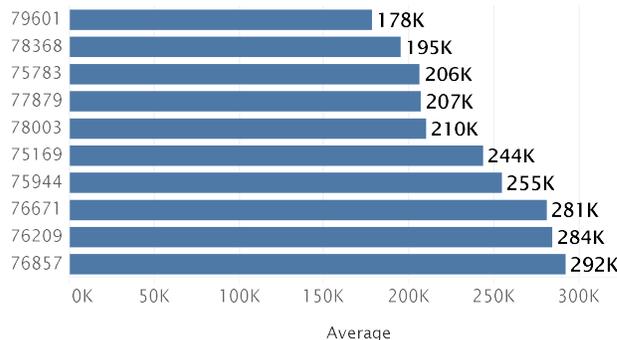
Total Number of \$1M+ Homes

1,344

Most Expensive ZIP Codes 2023Q2

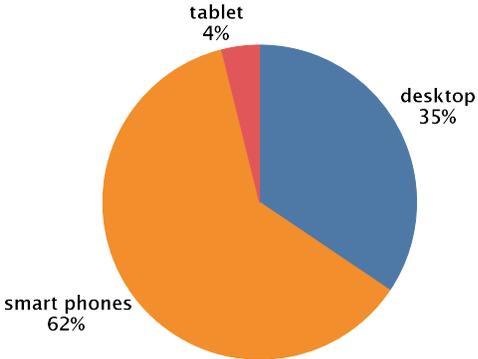


Most Affordable ZIP Codes 2023Q2

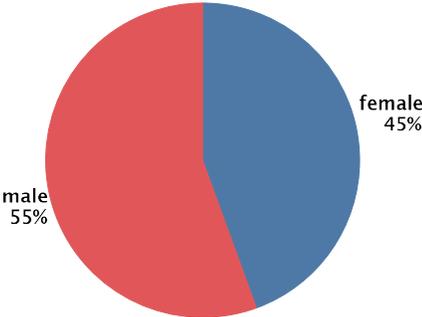


Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

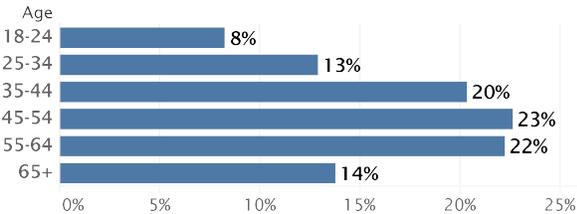


49% of potential buyers come from outside Texas

Chicago

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

What Age Groups are Shopping 2023Q2



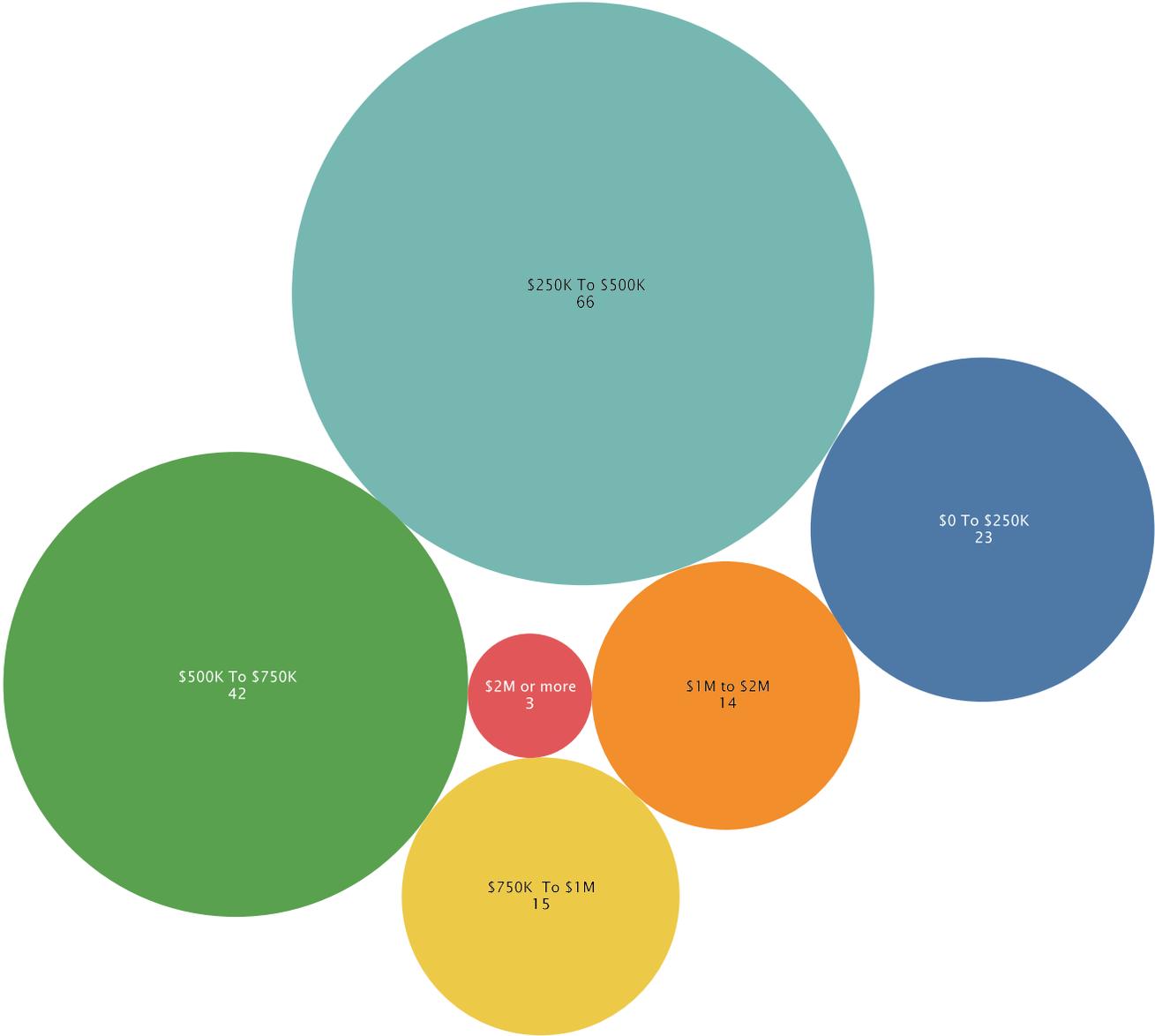
Number 2-10 metros are:

- Oklahoma City, OK
- Minneapolis-St. Paul, MN
- Los Angeles, CA
- Wichita-Hutchinson, KS
- Des Moines-Ames, IA
- Springfield, MO
- Lincoln & Hastings-Kearney, NE
- Denver, CO
- Little Rock-Pine Bluff, AR



VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2023Q2



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 \$128 MM in spring 2023 to \$156 MM in summer 2023, a 20% increase.

Largest Markets

1. Lake Champlain*	\$107,485,225	69.1%
2. Lake Memphremagog	\$9,258,400	6.0%
3. Lake Bomoseen	\$6,646,400	4.3%
4. Silver Lake	\$6,525,000	4.2%
5. Lake St Catherine	\$3,343,000	2.4%

Total Vermont Market: \$155,589,522

Most Listings

1. Lake Champlain*	179	64.4%
2. Lake Bomoseen	19	6.8%
3. Lake Memphremagog	18	6.5%
4. Joes Pond	5	2.3%
4. Lake St Catherine	5	2.3%

Total Vermont Listings: 278

Largest Home Markets

1. Lake Champlain*	\$90,650,625	73.3%
2. Lake Bomoseen	\$5,592,500	4.5%
3. Lake Memphremagog	\$5,255,900	4.2%
4. Silver Lake	\$3,200,000	2.6%
5. Lake St Catherine	\$2,718,000	2.2%

Total Vermont Home Market: \$123,702,722

Most Homes Available

1. Lake Champlain*	137	68.8%
2. Lake Bomoseen	11	5.5%
2. Lake Memphremagog	11	5.5%
4. Lake Seymour	4	2.0%
4. Lake St Catherine	4	2.0%

Total Vermont Home Listings: 199

Largest Land Markets

1. Lake Champlain*	\$10,060,900	61.4%
2. Lake Memphremagog	\$2,273,500	13.9%
3. Island Pond	\$988,000	6.0%
4. Lake Bomoseen	\$755,000	4.6%
5. Lake Hortonia	\$670,000	4.1%

Total Vermont Land Market: \$16,382,200

Most Land Available

1. Lake Champlain*	34	56.7%
2. Lake Bomoseen	7	11.7%
3. Lake Memphremagog	4	6.7%
4. Lake Raponda	3	5.0%
5. Big Pond	2	3.3%

Total Vermont Land Listings: 60

Average Home Price

1. Lake Champlain - Burlington Area	\$673,319
2. Lake Champlain - Grand Isle Area	\$614,378

Average Land Price Per Acre

Listings of Less Than 10 Acres

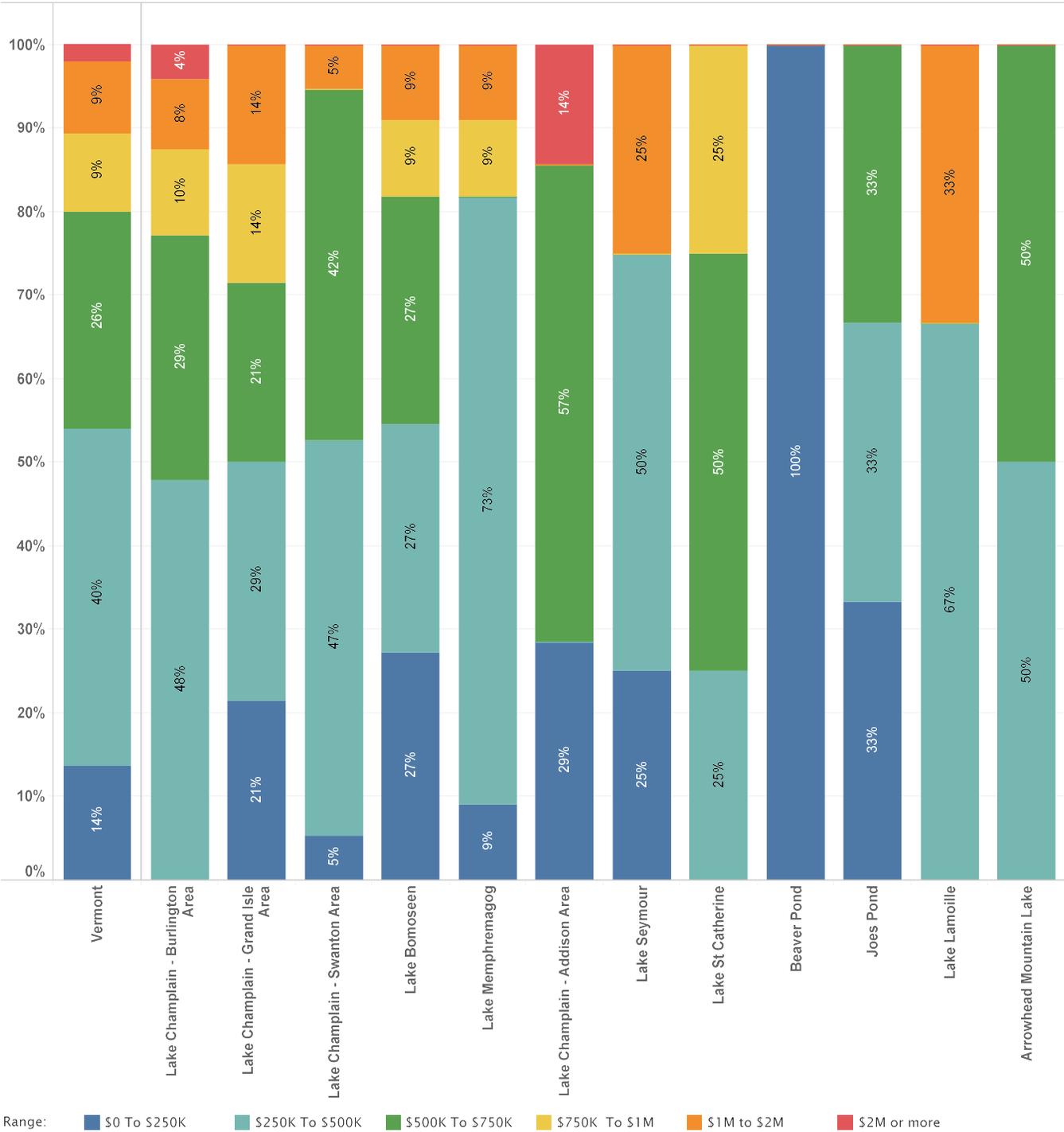
1. Lake Champlain - Grand Isle Area	\$86,680
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Listings of 10 Acres or More

**

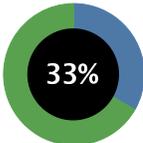
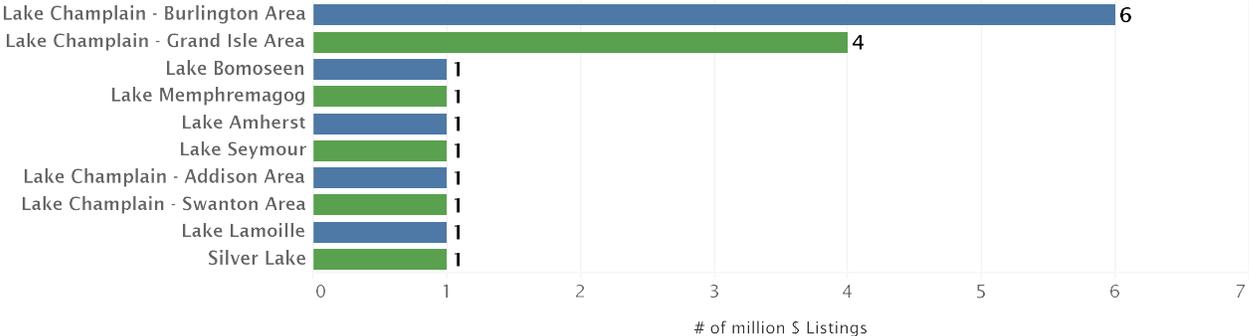
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Vermont Market 2023Q2



Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2023Q2

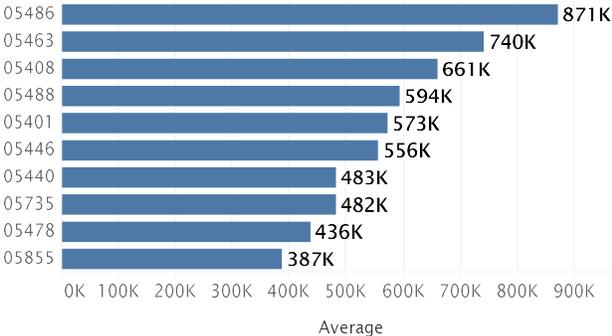


33% of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

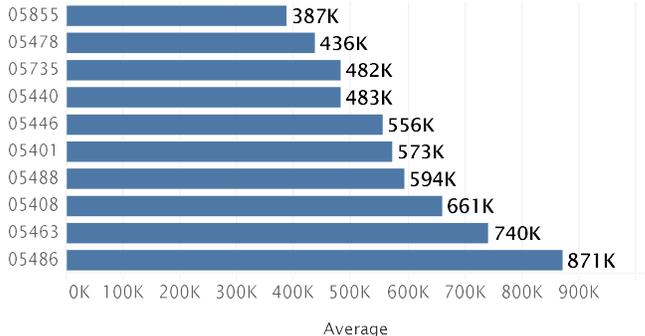
Total Number of \$1M+ Homes

18

Most Expensive ZIP Codes 2023Q2

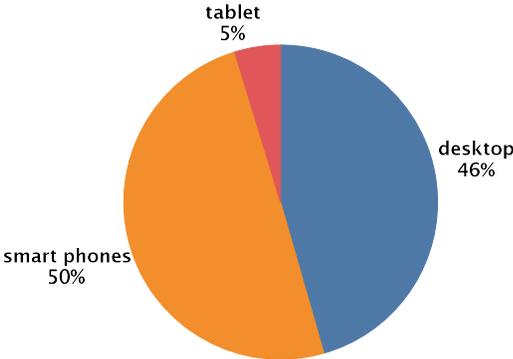


Most Affordable ZIP Codes 2023Q2

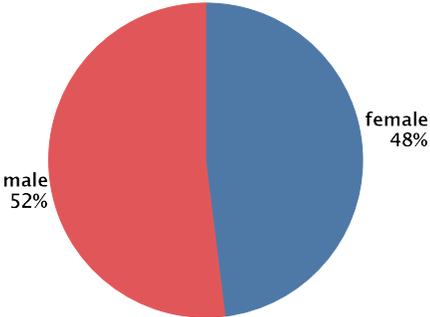


Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

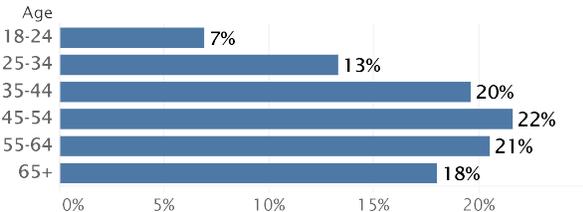


90% of potential buyers come from outside Vermont

New York,

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

What Age Groups are Shopping 2023Q2



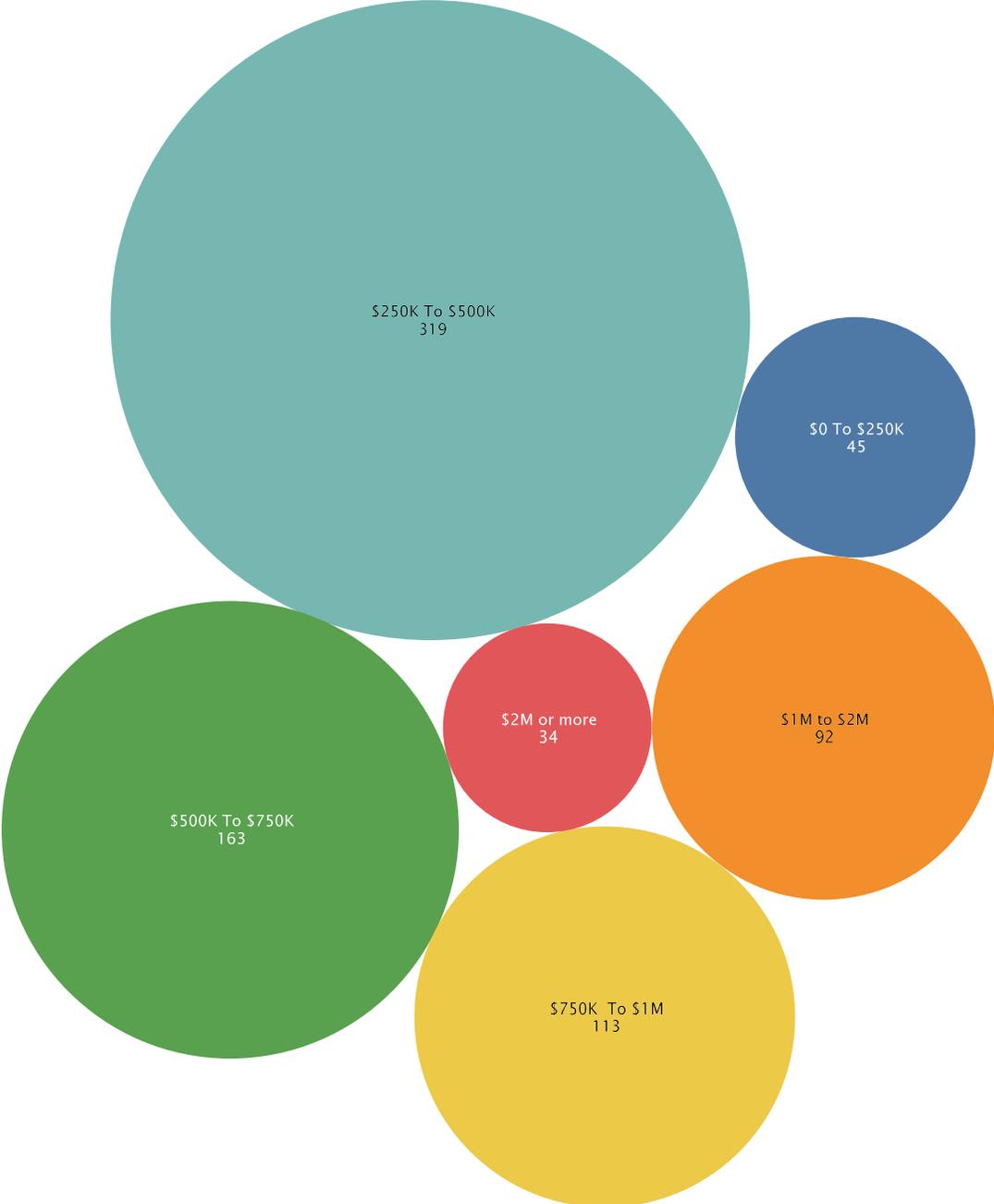
Number 2-10 metros are:

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



VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2023Q2



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



Virginia

The Virginia market rose from \$656 MM in spring 2023 to \$805 MM in summer 2023, a \$149 MM increase.

Largest Markets

1. Smith Mountain Lake	\$192,752,748	24.0%	6. John H Kerr Reservoir*	\$24,491,275	3.0%
2. Lake Anna	\$148,862,634	18.5%	7. Lake Frederick	\$22,582,124	3.7%
3. Lake Gaston*	\$99,300,737	12.3%	8. Lake Barcroft	\$21,001,039	2.6%
4. Lake of the Woods	\$30,341,459	3.8%	9. Lake Monticello	\$19,477,625	2.4%
5. Fawn Lake	\$28,506,154	3.5%	10. Ni River Reservoir	\$15,847,018	2.0%

Total Virginia Market: \$804,680,713

Largest Home Markets

1. Smith Mountain Lake	\$120,637,544	20.0%
2. Lake Anna	\$115,603,492	19.1%
3. Lake Gaston*	\$59,452,339	9.8%
4. Lake of the Woods	\$27,910,059	4.6%
5. Fawn Lake	\$25,081,254	4.1%
6. Lake Frederick	\$22,582,124	3.7%
7. Lake Barcroft	\$19,851,039	3.3%
8. John H Kerr Reservoir*	\$19,013,600	3.1%
9. Lake Monticello	\$18,756,425	3.1%
10. Sleeter Lake	\$14,467,588	2.4%

Total Virginia Home Market: \$604,696,295

Largest Land Markets

1. Smith Mountain Lake	\$72,115,204	36.1%
2. Lake Gaston*	\$39,848,398	19.9%
3. Lake Anna	\$33,259,142	16.6%
4. Ni River Reservoir	\$7,509,000	3.8%
5. Leesville Lake	\$7,354,650	3.7%
6. South Holston Lake*	\$5,505,599	2.8%
7. John H Kerr Reservoir*	\$5,477,675	2.7%
8. Claytor Lake	\$3,675,000	1.8%
9. Fawn Lake	\$3,424,900	1.7%
10. Lake of the Woods	\$2,431,400	1.2%

Total Virginia Land Market: \$199,984,418

31% of the homes on Lake Anna are priced at \$1M or more.

Most Expensive Homes

1. Lake Barcroft	\$1,240,690
2. Lake Manassas	\$1,178,350

Most Affordable Homes

1. Lake Anne - Reston	\$639,812
2. Occoquan Reservoir	\$664,005

Most Listings

1. Smith Mountain Lake	476	24.9%	6. Lake of the Woods	71	3.7%
2. Lake Gaston*	328	17.2%	7. Lake Monticello	54	2.8%
3. Lake Anna	269	14.1%	8. Lake Frederick	38	4.5%
4. Leesville Lake	88	4.6%	9. Fawn Lake	35	1.8%
5. John H Kerr Reservoir*	76	4.0%	10. Lake Holiday	25	1.3%
Total Virginia Listings:				1,911	

Most Homes Available

1. Lake Anna	128	15.2%
2. Smith Mountain Lake	118	14.0%
3. Lake Gaston*	98	11.6%
4. Lake of the Woods	53	6.3%
5. Lake Monticello	48	5.7%
6. Lake Frederick	38	4.5%
7. Fawn Lake	29	3.4%
8. John H Kerr Reservoir*	28	3.3%
9. Occoquan Reservoir	20	2.4%
10. Sleeter Lake	17	2.0%

Total Virginia Home Listings: 843

Most Land Available

1. Smith Mountain Lake	358	33.5%
2. Lake Gaston*	230	21.5%
3. Lake Anna	141	13.2%
4. Leesville Lake	85	8.0%
5. John H Kerr Reservoir*	48	4.5%
6. Lake of the Woods	18	1.7%
7. South Holston Lake*	18	1.7%
8. Lake Independence	17	1.6%
9. Claytor Lake	14	1.3%
10. Lake Holiday	13	1.2%

Total Virginia Land Listings: 1,068

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$276,469
2. Claytor Lake	\$158,405
3. Smith Mountain Lake	\$115,427
4. Lake Anna	\$103,815
5. Lake Izac	\$91,603
6. South Holston Lake	\$67,791
7. Lake Gaston	\$64,225
8. John H Kerr Reservoir	\$60,853

Listings of 10 Acres or More

1. Lake Anna	\$38,881
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

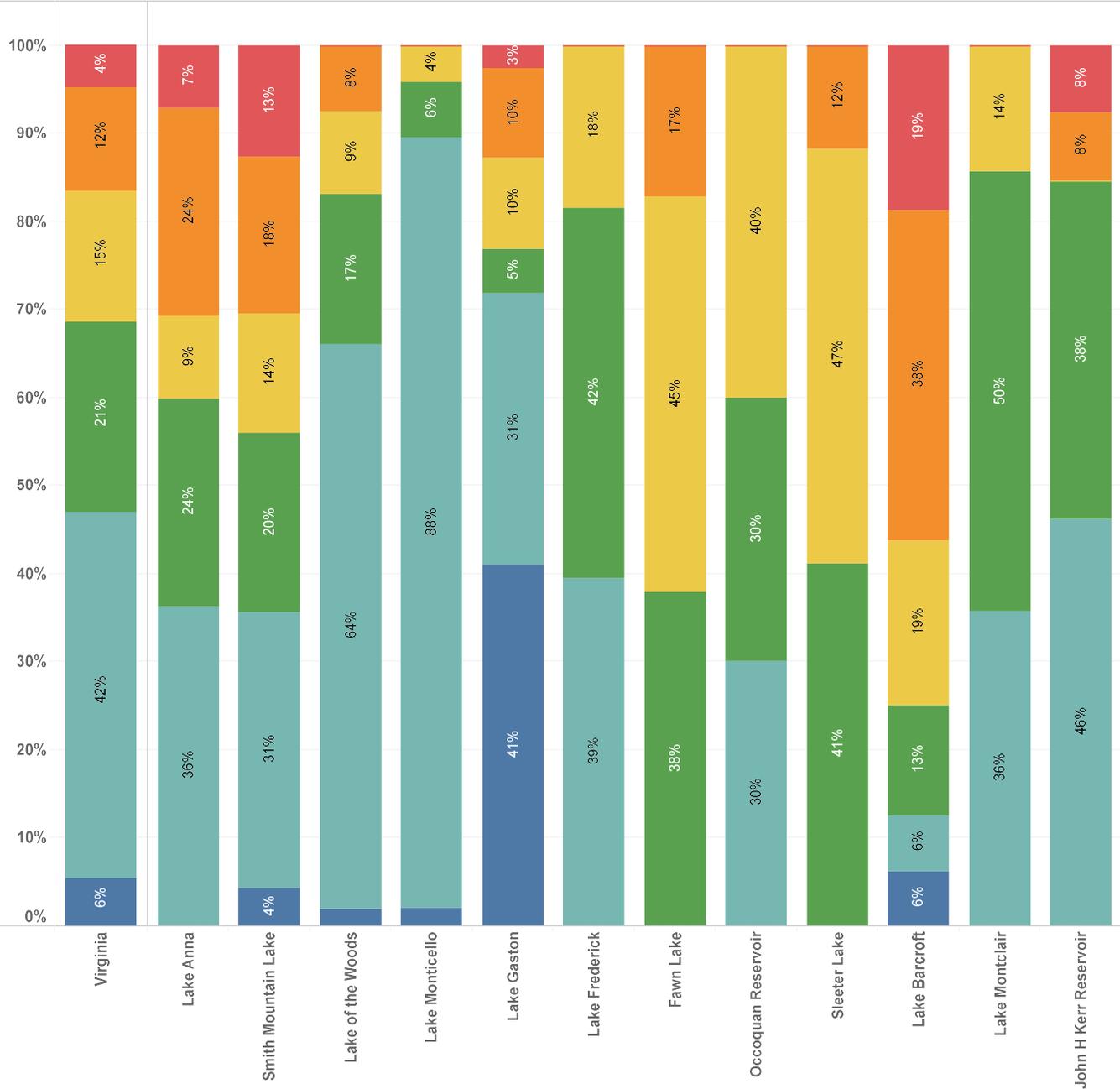
1. Lake Independence	\$34,896
2. Leesville Lake	\$37,710
3. John H Kerr Reservoir	\$60,853
4. Lake Gaston	\$64,225
5. South Holston Lake	\$67,791
6. Lake Izac	\$91,603
7. Lake Anna	\$103,815
8. Smith Mountain Lake	\$115,427

Listings of 10 Acres or More

1. Leesville Lake	\$6,933
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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 2023Q2

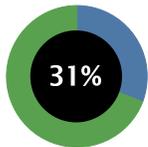
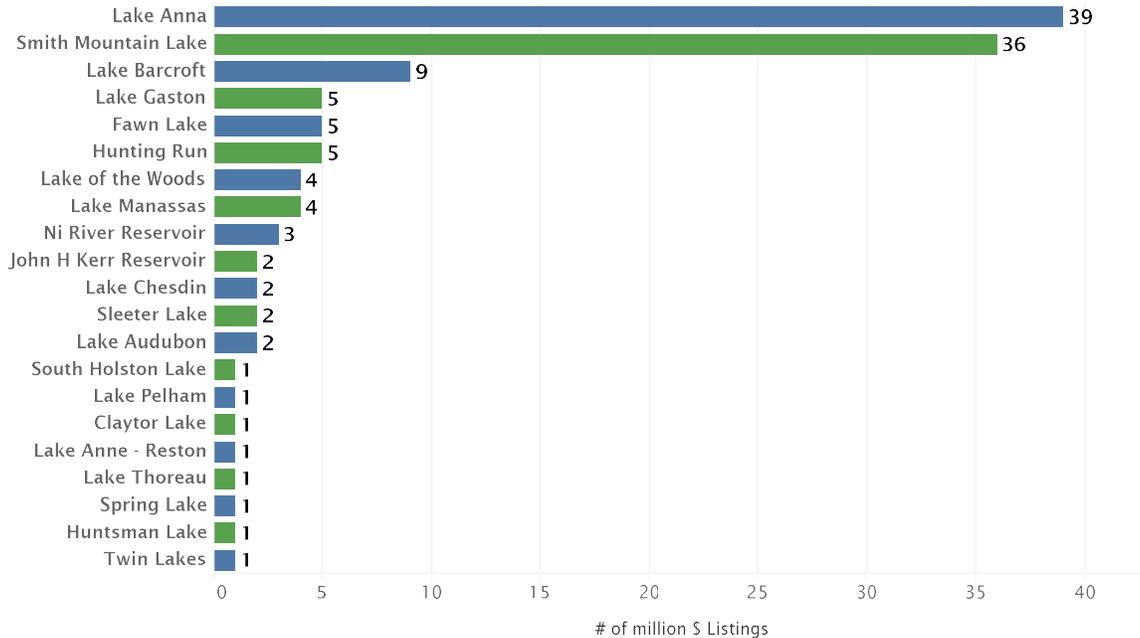


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2023Q2

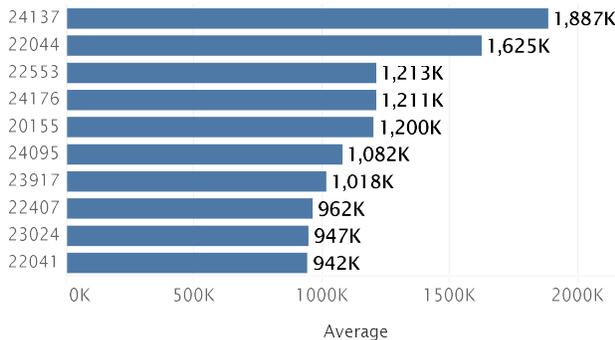


of \$1M+ Homes in Virginia are on Lake Anna

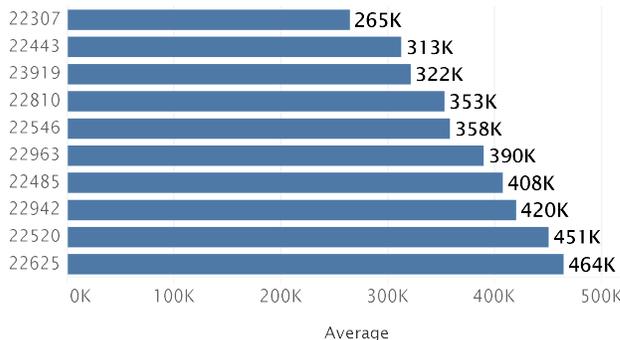
Total Number of \$1M+ Homes

126

Most Expensive ZIP Codes 2023Q2

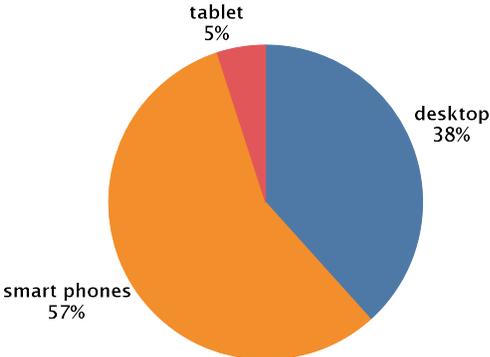


Most Affordable ZIP Codes 2023Q2

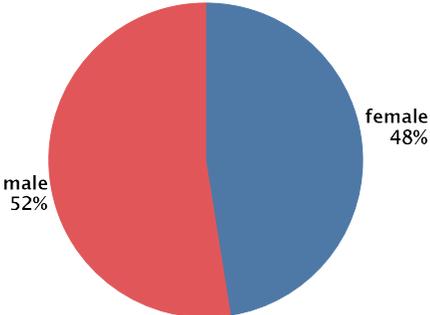


Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

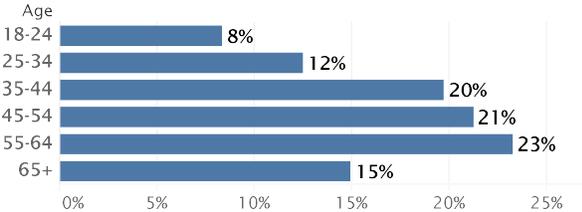


68% of potential buyers come from outside Virginia

Washington DC (Hagerstown

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

What Age Groups are Shopping 2023Q2



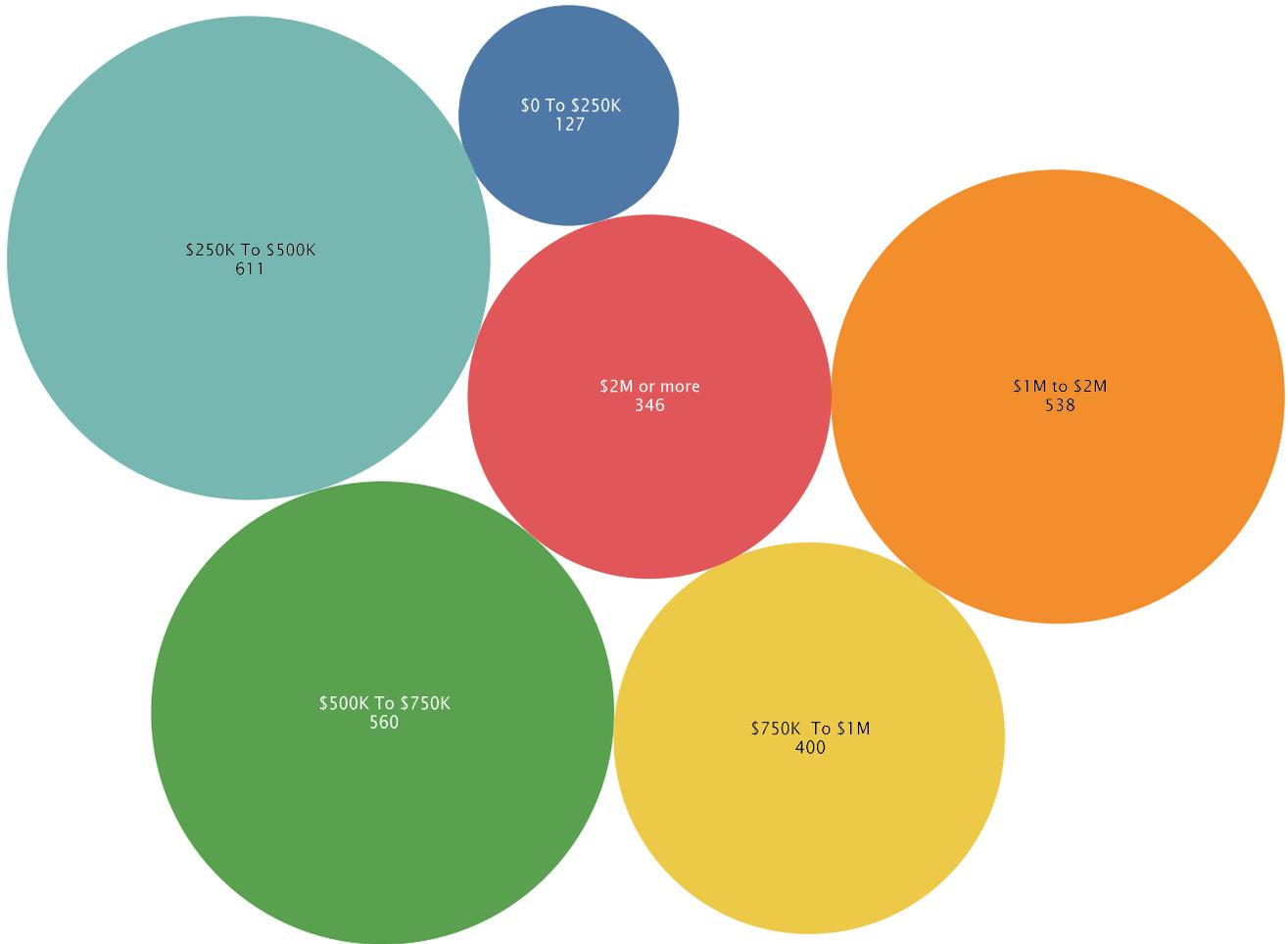
Number 2-10 metros are:

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



WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2023Q2



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 \$2.5 BB in spring 2023 to \$3.6 BB in summer 2023, a \$1.1 BB (36%) rise.

Largest Markets

1. Puget Sound	\$1,146,642,043	31.5%	6. Moses Lake	\$60,015,605	1.6%
2. Lake Washington	\$997,758,871	27.4%	7. Osoyoos Lake	\$36,724,600	1.0%
3. Lake Sammamish	\$189,765,480	5.2%	8. Lake Tapps	\$35,304,810	1.0%
4. Lake Union	\$140,513,636	3.9%	9. Lake Whatcom	\$30,643,590	0.8%
5. Lake Chelan	\$69,164,194	1.9%	10. Volunteer Park Reservoir	\$30,399,950	0.9%

Total Washington Market: \$3,639,593,505

Largest Home Markets

1. Puget Sound	\$1,030,777,208	32.2%
2. Lake Washington	\$909,728,248	28.4%
3. Lake Sammamish	\$169,282,490	5.3%
4. Lake Union	\$127,318,636	4.0%
5. Moses Lake	\$39,970,355	1.2%
6. Lake Chelan	\$36,726,695	1.1%
7. Volunteer Park Reservoir	\$30,399,950	0.9%
8. Lake Tapps	\$30,185,950	0.9%
9. Lake Whatcom	\$28,651,790	0.9%
10. Bitter Lake	\$24,805,863	0.8%

Total Washington Home Market: \$3,202,705,892

Largest Land Markets

1. Puget Sound	\$115,864,835	26.5%
2. Lake Washington	\$88,030,623	20.1%
3. Lake Chelan	\$32,437,499	7.4%
4. Lake Sammamish	\$20,482,990	4.7%
5. Moses Lake	\$20,045,250	4.6%
6. Osoyoos Lake	\$15,091,750	3.5%
7. Lake Union	\$13,195,000	3.0%
8. Wanapum Lake	\$9,922,000	2.3%
9. Snake Lake	\$9,250,000	2.1%
10. Green Lake Reservoir	\$5,900,000	1.4%

Total Washington Land Market: \$436,887,613

Most Expensive Homes

1. Lake Washington	\$3,432,937
2. Lake Sammamish	\$3,022,902

Most Affordable Homes

1. Green Lake	\$1,072,166
2. Lake Lucerne	\$1,181,995

Most Listings

1. Puget Sound	1,194	33.6%	6. Lake Chelan	89	2.5%
2. Lake Washington	301	8.5%	7. Lake Sammamish	67	1.9%
3. Moses Lake	123	3.5%	8. Osoyoos Lake	44	1.2%
4. Duck Lake	105	3.0%	9. Long Lake - Olympia	40	1.1%
5. Lake Union	98	2.8%	10. Wanapum Lake	36	1.0%
Total Washington Listings:				3,551	

Most Homes Available

1. Puget Sound	861	33.2%
2. Lake Washington	265	10.2%
3. Lake Union	93	3.6%
4. Moses Lake	79	3.0%
5. Lake Sammamish	56	2.2%
6. Duck Lake	49	1.9%
7. Lake Chelan	39	1.5%
8. Long Lake - Olympia	38	1.5%
9. Bitter Lake	30	1.2%
10. Lake Tapps	24	0.9%

Total Washington Home Listings: 2,593

Most Land Available

1. Puget Sound	333	34.8%
2. Duck Lake	56	5.8%
3. Lake Chelan	50	5.2%
4. Moses Lake	44	4.6%
5. Lake Washington	36	3.8%
6. Wanapum Lake	24	2.5%
7. Osoyoos Lake	21	2.2%
8. Franklin D Roosevelt Lake	18	1.9%
9. Clear Lake - Yelm	13	1.4%
10. Lake Whatcom	12	1.3%

Total Washington Land Listings: 958

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$5,456,083
2. Lake Sammamish	\$1,135,031
3. Lake Chelan	\$848,503
4. Lake Whatcom	\$624,115
5. Osoyoos Lake	\$464,747
6. Duck Lake	\$377,941
7. Wanapum Lake	\$325,543
8. Puget Sound	\$259,750

Listings of 10 Acres or More

1. Puget Sound	\$68,671
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Most Affordable Land per Acre

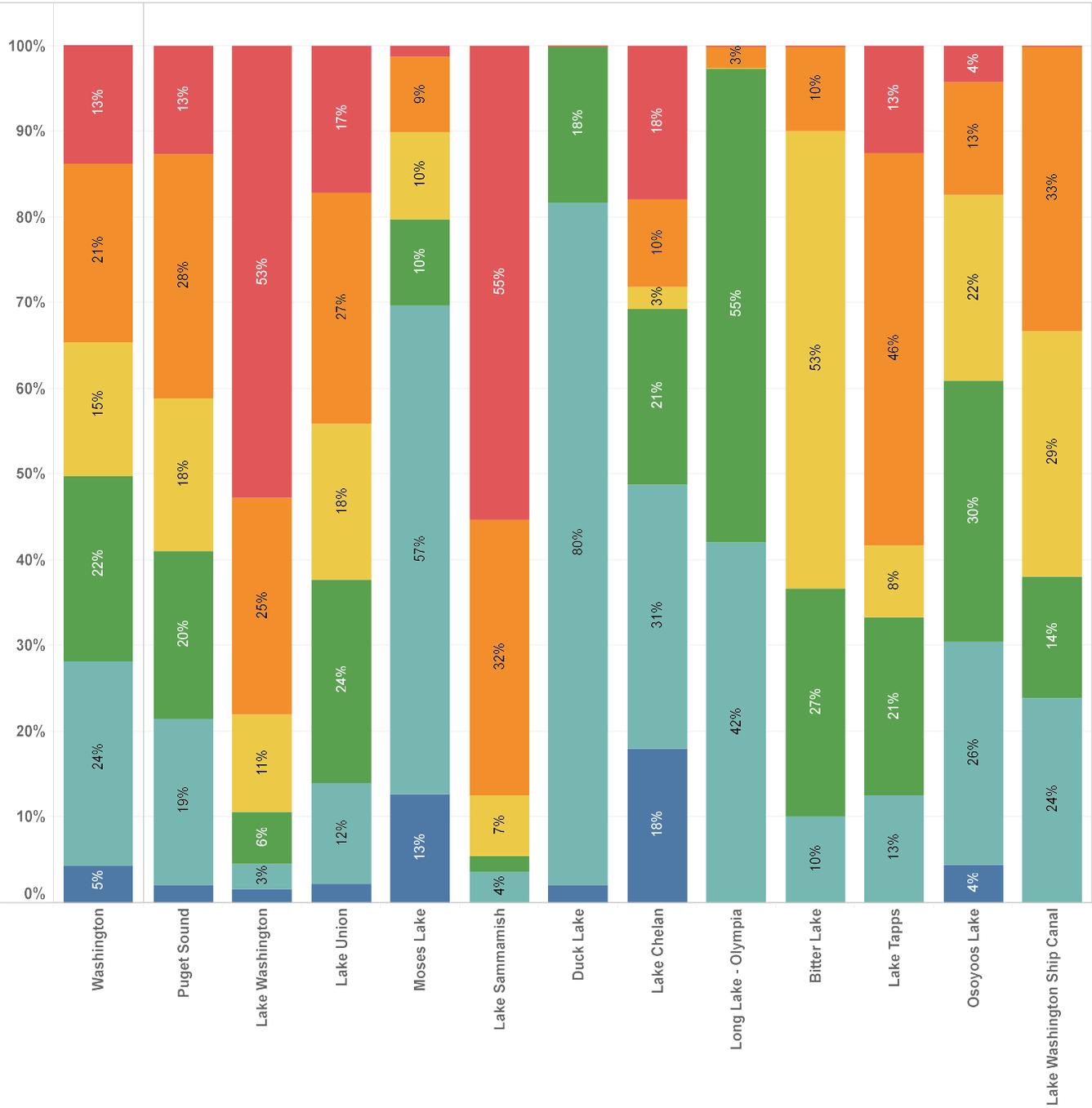
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$85,577
2. Cle Elum Lake	\$123,687
3. Clear Lake - Yelm	\$150,271
4. Josephine Lake	\$232,267
5. Moses Lake	\$245,640
6. Puget Sound	\$259,750
7. Wanapum Lake	\$325,543
8. Duck Lake	\$377,941

Listings of 10 Acres or More

1. Rufus Woods Lake	\$5,208
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Price Breakdown by Percentage of Homes in the Washington Market 2023Q2

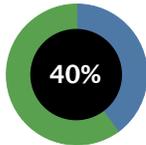
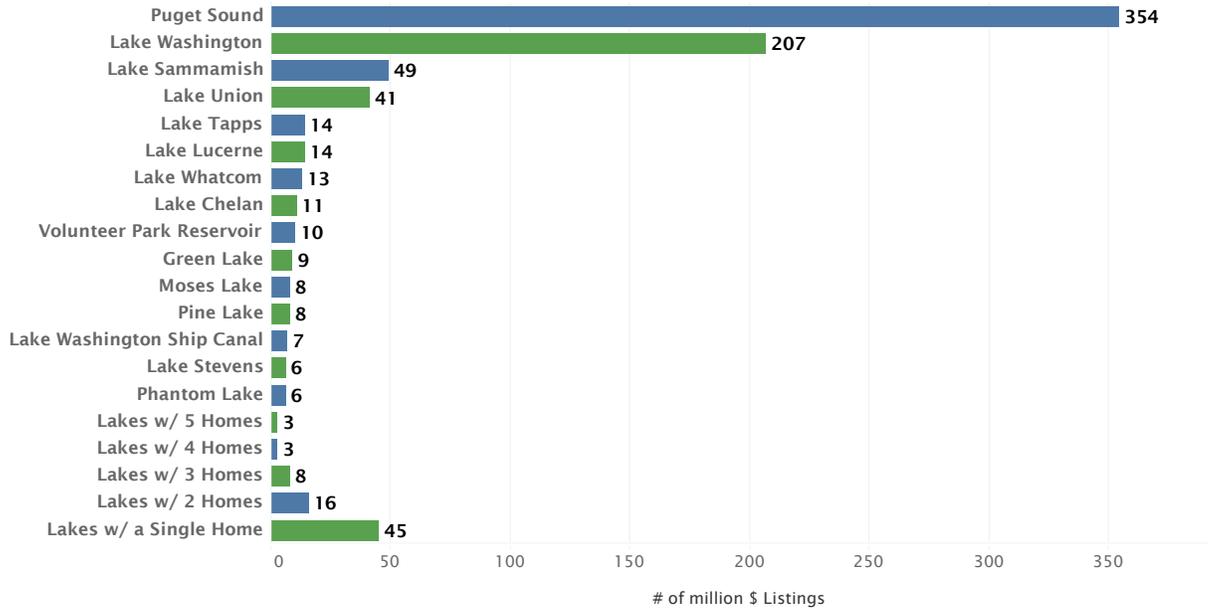


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2023Q2

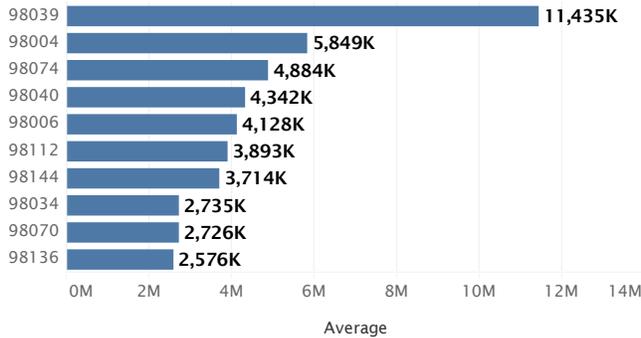


of \$1M+ Homes in Washington are on Puget Sound

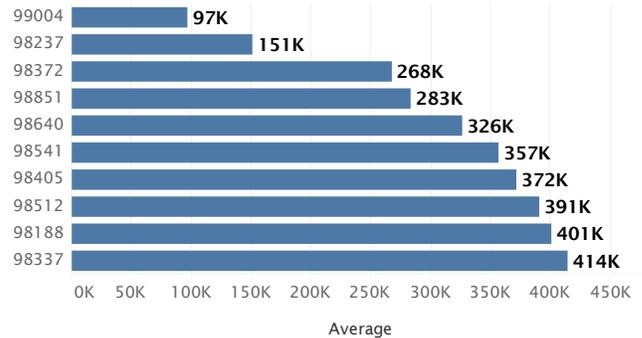
Total Number of \$1M+ Homes

885

Most Expensive ZIP Codes 2023Q2

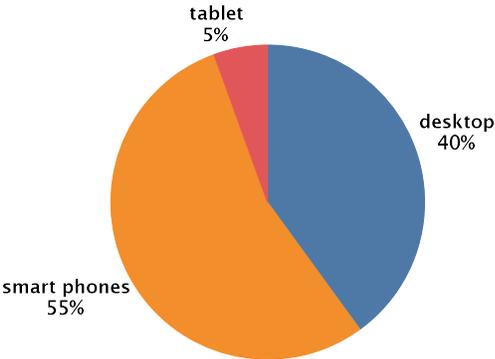


Most Affordable ZIP Codes 2023Q2

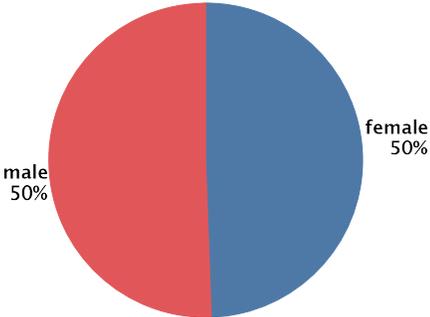


Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

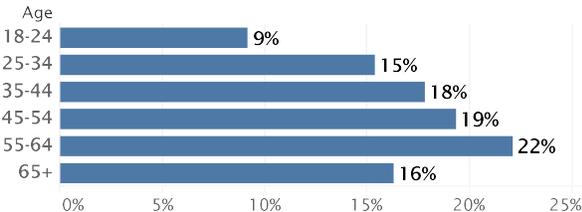


53% of potential buyers come from outside Washington

Portland

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

What Age Groups are Shopping 2023Q2



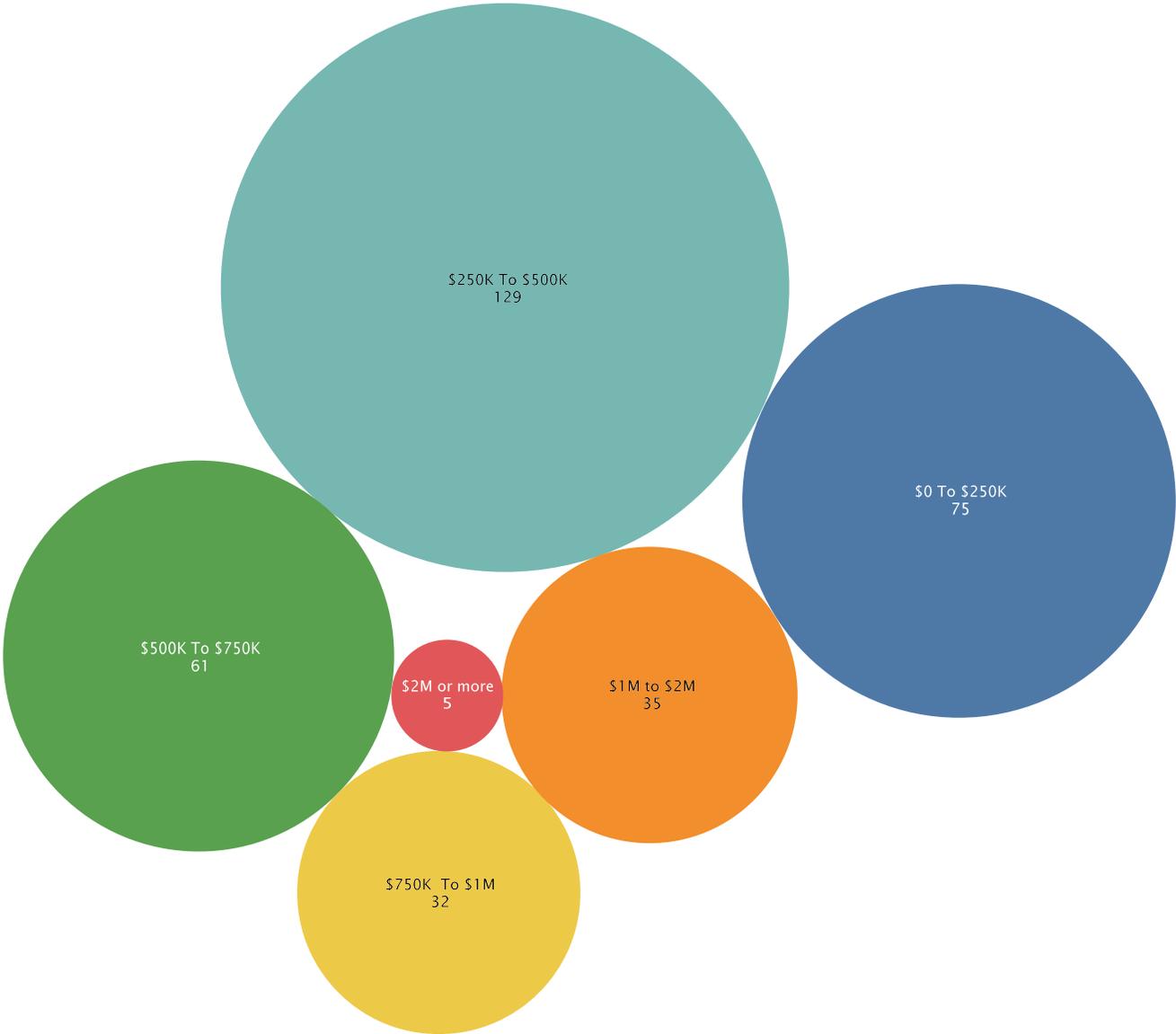
Number 2-10 metros are:

- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Sacramento-Stockton-Modesto, CA
- Phoenix, AZ
- Fresno-Visalia, CA
- Medford-Klamath Falls, OR
- New York, NY
- Reno, NV
- Denver, CO



WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2023Q2



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 \$217 MM in spring 2023 to \$234 MM in summer 2023, a \$17 MM (17%) increase.

Largest Markets

1. Lake Saint Croix - Afton	\$17,012,300	7.3%	6. Kawaguesaga Lake	\$5,428,900	2.3%
2. Minocqua Lake	\$8,692,000	3.7%	7. Long Lake - Long Lake	\$5,068,100	2.2%
3. Lake Superior	\$8,347,600	3.6%	8. Prairie Lake - Prairie Lake	\$4,804,790	2.1%
4. Catfish Lake	\$6,593,400	2.8%	9. Beaver Dam Lake - Maple Plain	\$4,758,600	2.0%
5. Tomahawk Lake	\$6,446,600	2.8%	10. North Twin Lake	\$4,392,050	1.9%

Total Wisconsin Market: \$233,668,980

Largest Home Markets

1. Lake Saint Croix - Afton	\$16,133,400	8.6%
2. Minocqua Lake	\$8,417,000	4.5%
3. Tomahawk Lake	\$6,299,600	3.4%
4. Kawaguesaga Lake	\$5,299,000	2.8%
5. Long Lake - Long Lake	\$4,949,600	2.6%
6. Catfish Lake	\$4,543,500	2.4%
7. Lake Superior	\$4,486,900	2.4%
8. Beaver Dam Lake - Maple Plain	\$4,308,700	2.3%
9. Butternut Lake - Lake	\$3,489,900	1.9%
10. Lake Mallalieu - Hudson	\$3,459,495	1.8%

Total Wisconsin Home Market: \$187,426,693

Largest Land Markets

1. Lake Superior	\$3,860,700	8.3%
2. Prairie Lake - Prairie Lake	\$3,809,890	8.2%
3. Balsam Lake - Birchwood	\$2,599,600	5.6%
4. Catfish Lake	\$2,049,900	4.4%
5. North Twin Lake	\$1,888,650	4.1%
6. Big Butternut Lake - Luck	\$1,500,000	3.2%
7. Apple River Flowage 134 - Lincoln	\$1,269,800	2.7%
8. Landing Lake	\$1,081,600	2.3%
9. Lake Saint Croix - Afton	\$878,900	1.9%
10. Lake Wissota - Lafayette	\$864,800	1.9%

Total Wisconsin Land Market: \$46,242,287

Most Expensive Homes

1. Lake Saint Croix - Afton	\$1,008,338
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Most Affordable Homes

1. Lake Saint Croix - Afton	\$1,008,338
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Most Listings

1. Prairie Lake - Prairie Lake	70	9.6%	5. Bridge Lake	13	1.8%
2. Lake Saint Croix - Afton	19	2.6%	5. Lake Mohawksin	13	1.8%
3. Lake Superior	18	2.5%	8. Butternut Lake - Lake	12	1.7%
4. Minocqua Lake	16	2.2%	8. Tainter Lake - Tainter	12	1.7%
5. Apple River Flowage 134 - Lincoln	13	1.8%	8. The Narrows - Chetek	12	1.7%
Total Wisconsin Listings:				726	

Most Homes Available

1. Lake Saint Croix - Afton	16	4.7%
2. Minocqua Lake	14	4.2%
3. Butternut Lake - Lake	10	3.0%
4. Bridge Lake	9	2.7%
5. Lake Mallalieu - Hudson	7	2.1%
5. South Bay	7	2.1%
5. Tainter Lake - Tainter	7	2.1%
8. Beaver Dam Lake - Maple Plain	6	1.8%
8. Catfish Lake	6	1.8%
8. Lake Mohawksin	6	1.8%

Total Wisconsin Home Listings: 337

Most Land Available

1. Prairie Lake - Prairie Lake	66	17.0%
2. Lake Superior	13	3.3%
3. Apple River Flowage 134 - Lincoln	12	3.1%
4. Weber Lake - Anderson	10	2.6%
5. Tainter Lake 1667 - Red Cedar	9	2.3%
6. Killarney Lake	8	2.1%
7. Bass Lake - Cedar Lake	7	1.8%
7. Lake Mohawksin	7	1.8%
7. North Twin Lake	7	1.8%
7. Osprey Lake - Hayward	7	1.8%

Total Wisconsin Land Listings: 389

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Superior	\$93,750
2. Apple River Flowage 134 - Lincoln	\$37,161

Listings of 10 Acres or More

**

Most Affordable Land per Acre

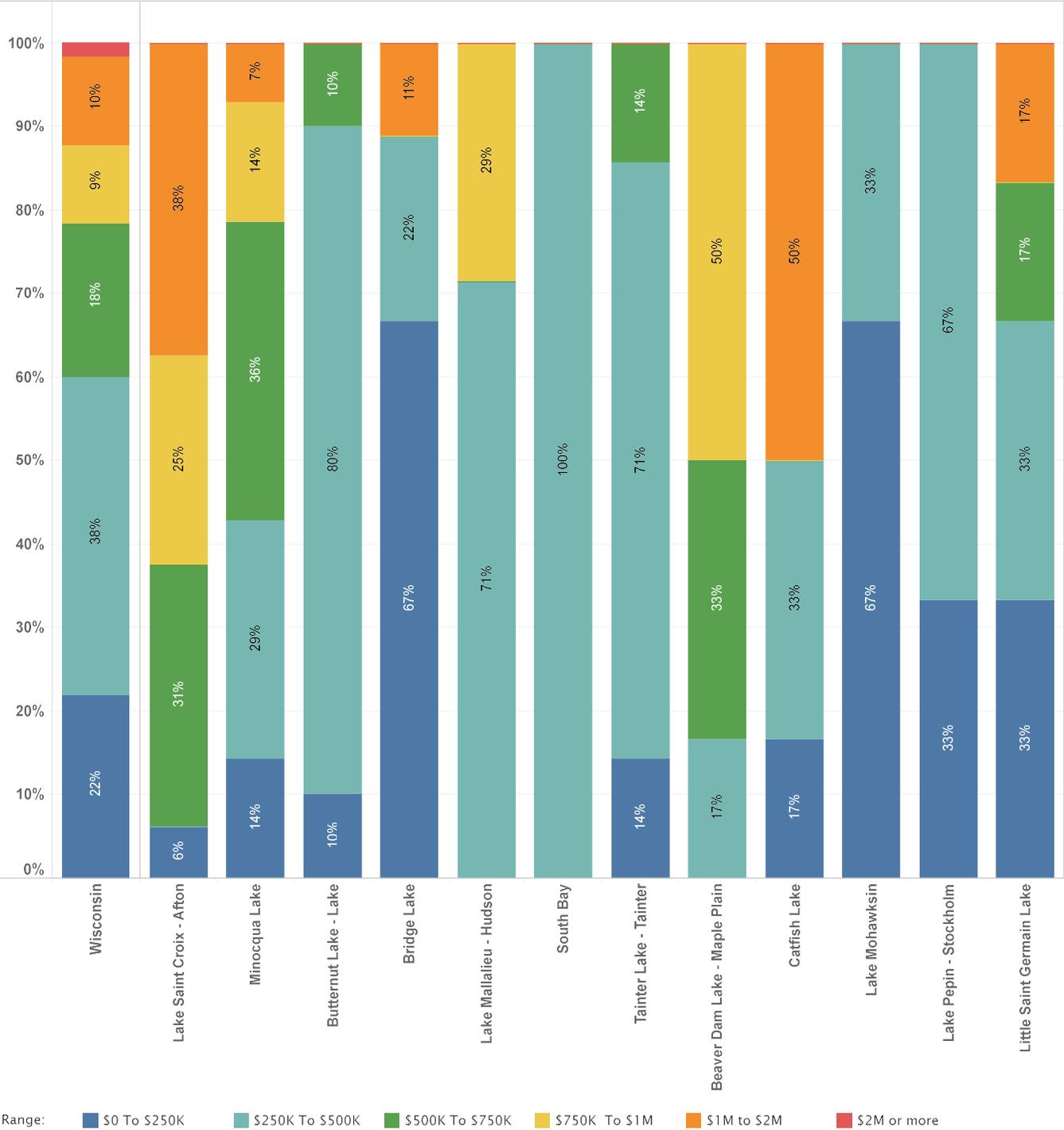
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$37,161
2. Lake Superior	\$93,750

Listings of 10 Acres or More

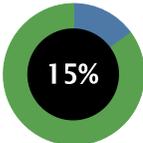
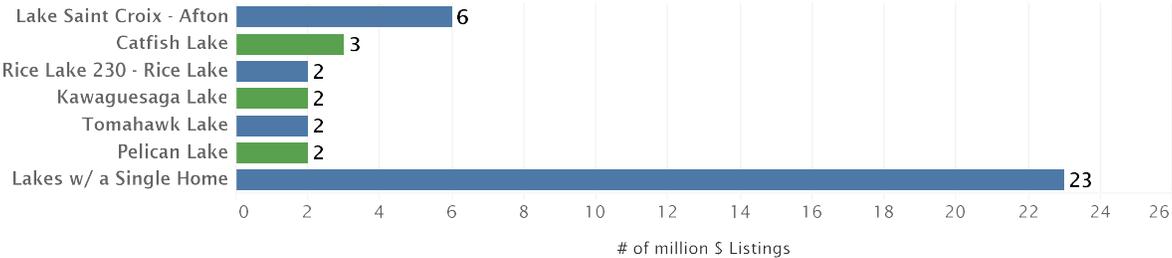
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Price Breakdown by Percentage of Homes in the Wisconsin Market 2023Q2



Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2023Q2

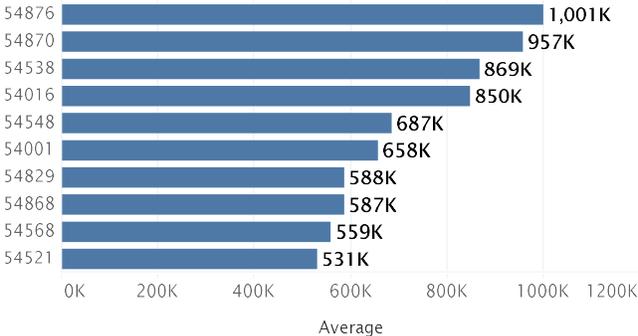


15% of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

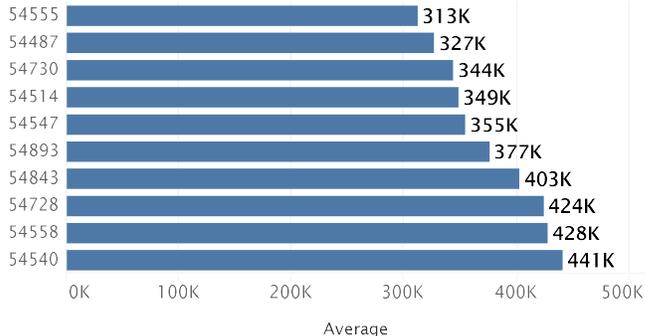
Total Number of \$1M+ Homes

40

Most Expensive ZIP Codes 2023Q2



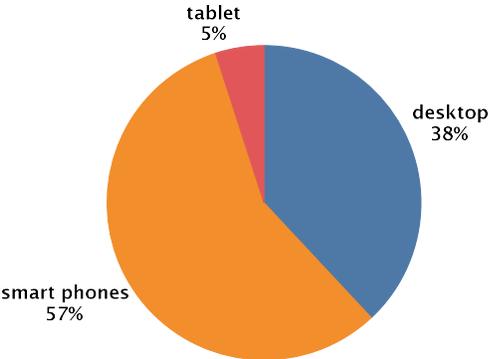
Most Affordable ZIP Codes 2023Q2



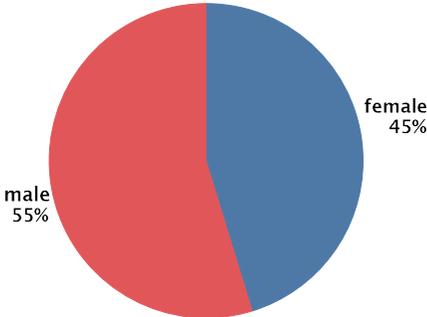
**LAKE HOMESSM
REALTY**

Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2023Q2



Male/Female Visitors 2023Q2

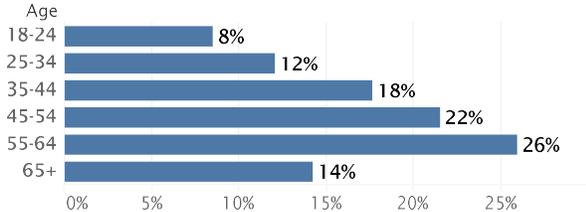


72% of potential buyers come from outside Wisconsin

Chicago

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

What Age Groups are Shopping 2023Q2



Number 2-10 metros are:

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

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