



LAKE REAL ESTATE MARKET REPORT

WINTER 2022-2023

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

Not all real estate markets what they may appear from headlines.

Recent media headlines and articles are filled with reports of not only an economic recession but a possible real estate recession. Large real estate brokerages are laying off employees, their stock prices have plummeted, and they are closing their affiliated mortgage companies.

These brokerages serve the masses and many of their markets are under duress, particularly due to low home inventory and higher mortgage rates impacting primary residence home buyers.

Here's the surprise: lake real estate markets, for the most part, work very differently and, at least in the near term, will benefit from a modest recession.

How is that possible? I love explaining this unique nature of the lake real estate market. Here are a few of my thoughts based on the unique data we have from across the country plus feedback from our licensed agents at hundreds of lakes. As always, please note that while we have access to better lake real estate market data than any company in the country, there are many variables that can change quickly.

1. While it varies by lake market, **total 2022 market activity finish similar to 2021** due to continued limited inventory of lake properties for sale. There are plenty of willing and able buyers, even with recession concerns. Limited inventory remains THE number one choke point on transactions for lake real estate.
2. I expect **2023 transaction numbers to exceed 2022 by 10% to 15%** PROVIDED the trend continues of increasing inventories of lake property for sale.
3. **Increases in mortgage interest rates are NOT a meaningful issue** for lake real estate (other than influence general real estate market perception). Lake home buyers often pay cash (particularly if a second home), so mortgage availability and rates have little-to-no impact.
4. **2022 has seen an increase in land and lot sales** at lakes where such property is available. Buyers for lake property are, for the most part, incredibly patient in waiting for their dream home. Despite the willingness to often look for their dream lake home for years (not just months), some buyers have accepted the reality of ongoing limited choices of existing lake homes.

Because of this, **some buyers are now buying lots and building their true dream lake home**, even if supply chain issues mean it may take longer than in past years.

“Increases in mortgage interest rates are NOT a meaningful issue”

5. The already limited pre-Covid inventory of “appropriately priced” lake homes for sale drastically shrank in 2020 and 2021. At most lakes, the inventory of lake homes for sale hit **all-time lows in 2021**. In 2022, **inventory levels stop shrinking and began to slowly grow**.

This is important but not necessarily as meaningful as it first appears, at least not yet. Hitting a historic low inventory meant hitting bottom. There was no room to shrink any more.

In these markets, adding just a few more listings can make an inventory noticeably increase. In reports by brokerages, MLSs, and Realtor® associations, **a percentage increase may sound impressive yet may not really mean much (yet)**. For example, a market that goes from 25 listings to 50 is a 100% increase (sounds great in a headline) but is only 25 more properties.

There is another twist. Some lake home inventory increases have occurred because of an influx of homes priced so high they won't sell. These are the "opportunistic" sellers who think they have won the lottery because they heard what other homes have sold for in the past two years.

In a few cases, they won't be wrong and will get the premium they seek. However, **most overpriced homes will sit and sit and sit on the market**, increasing the inventory but not necessarily yielding more transactions. This will shake out eventually as the reality of missing the market peak sets in with these owners over coming months.

6. I continue to strongly encourage **lake property owners to think with an investment mindset**. While not overly obvious to most, **the peak of the market at most lakes has passed**. This is not the start of a crash. This is simply driving over the top of a mountain that lacks steep sides.

"While it varies by lake market, total 2022 market activity finish similar to 2021 due to continued limited inventory of lake properties for sale."

The key is to consider your future. If you anticipate holding this home/investment for more than five to ten years, then relax and enjoy the lake! You don't have a near-term market peak concern.

However, if you are an owner considering **downsizing, eliminating a second home, or moving back toward family** away from the lake, then the next few months may be **THE best opportunity to get the maximum return** on your financial investment in your lake home. This window of best opportunity is closing fast but may last through early 2023. Please keep in mind that once this window **passes it likely will not return for years**.

7. Appropriate **initial pricing is critically important** for maximum financial return for lake home sellers.

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

Lake home buyers see many homes online and consider them **grossly overpriced**. These buyers have ZERO interest in wasting time even asking about these properties, much less go see them.

Buyers may be eager, but they are not fools. They know the lake real estate market has peaked and have no appetite to pay above-market prices. With economic, debt, and energy challenges

expected in coming years, lake home buyers are eager but prudent. Overpriced lake homes and lots **will continue to sit unsold. NO AMOUNT of marketing can overcome that problem.**

8. From the buyers across the country visiting LakeHomes.com, we know **many buyers are looking for a lake home on MULTIPLE LAKES**, and often in different states. If you are selling, you are not just competing with the houses on your lake. It is wise to price your lake property with a **solid understanding of multiple markets** (such as the information we include in this report), and with guidance on home **prices on similar lakes** in other areas of the country (something our licensed agents can assist uniquely assist home sellers).

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

- G



Glenn S. Phillips

CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 34 states and is currently a member of 146 Multiple Listing Services (MLS). Thirty-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 November of 2022, 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 November 14, 2022.

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

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

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

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

V1

Overall Top 10s

Largest Markets

1. Puget Sound, WA	\$1,169,757,211	6. Lake Michigan, MI	\$678,487,386
2. Lake Michigan, IL	\$1,108,895,169	7. Lake Travis, TX	\$615,039,524
3. Lake Washington, WA	\$1,036,500,190	8. Lake Lanier, GA	\$544,146,151
4. Lake Norman, NC	\$807,865,961	9. Lake Of The Ozarks, MO	\$496,035,640
5. Lewisville Lake, TX	\$710,039,904	10. Old Hickory Lake, TN	\$467,821,308

Largest Home Markets

1. Lake Michigan, IL	\$1,083,638,274
2. Puget Sound, WA	\$1,061,074,810
3. Lake Washington, WA	\$993,474,840
4. Lake Norman, NC	\$636,751,307
5. Lewisville Lake, TX	\$616,743,436
6. Lake Travis, TX	\$489,422,116
7. Lake Michigan, MI	\$470,589,679
8. Old Hickory Lake, TN	\$420,343,923
9. Lake Of The Ozarks, MO	\$396,897,833
10. Lake Lanier, GA	\$393,747,803

Largest Land Markets

1. Lake Michigan, MI	\$207,897,707
2. Lake Norman, NC	\$171,114,654
3. Lake Lanier, GA	\$150,398,348
4. Lake Travis, TX	\$123,917,408
5. Puget Sound, WA	\$108,682,401
6. Lake Of The Ozarks, MO	\$99,137,807
7. Pend Oreille Lake, ID	\$95,139,997
8. Lewis Smith Lake, AL	\$94,530,889
9. Coeur d'Alene Lake, ID	\$85,045,898
10. Lake Conroe, TX	\$83,333,620

Most Expensive Homes

1. Lake Down, FL	\$4,120,138
2. Lake Washington, WA	\$4,038,516
3. Whitefish Lake, MT	\$3,830,122
4. Lake Butler, FL	\$3,538,527
5. Flathead Lake, MT	\$3,389,249
6. Lake Maitland, FL	\$2,830,208
7. Butler Chain Of Lakes, FL	\$2,604,894
8. Lake Austin, TX	\$2,497,539
9. Lake Sammamish, WA	\$2,371,259
10. Coeur d'Alene Lake, ID	\$2,283,633

Most Affordable Homes

1. Bateman Lake, LA	\$122,990
2. Lake Catherine, FL	\$128,514
3. Lake Huron - Bay City Area, MI	\$136,930
4. Lake Sparkle, FL	\$142,215
5. Carter Lake, NE	\$142,864
6. Peoria Lake, IL	\$153,195
7. Cranes Roost, FL	\$154,780
8. Pymatuning Lake, PA	\$161,482
9. Lake Cottage Grove, IL	\$165,670
10. Lake Baker, MT	\$175,591

Most Listings

Puget Sound, WA	1,266	Lake Norman, NC	1,024
Lake Michigan, IL	1,249	Cedar Creek Lake, TX	861
Table Rock Lake, AR/MO*	1,213	Lake Ray Hubbard, TX	760
Lake Of The Ozarks, MO	1,183	Lake Michigan, MI	756
Lewisville Lake, TX	1,138	Lake Lanier, GA	718

* 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	1,218
Lewisville Lake, TX	1,040
Puget Sound, WA	943
Lake Norman, NC	741
Lake Ray Hubbard, TX	674
Lake Of The Ozarks, MO	655
Old Hickory Lake, TN	580
Lake Conroe, TX	486
Lake Lanier, GA	486
Lake Wylie, NC/SC*	457

Most Land Available

Table Rock Lake, AR/MO*	801
Lake Of The Ozarks, MO	528
Lake Hartwell, GA/SC*	442
Lake Michigan, MI	401
Smith Mountain Lake, VA	399
Cedar Creek Lake, TX	394
Lewis Smith Lake, AL	394
Watts Bar Lake, TN	344
Puget Sound, WA	323
Norris Lake, TN	317

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$3,919,198
2. Lake Austin, TX	\$1,608,079
3. Lake Blue Ridge, GA	\$1,014,257
4. Osoyoos Lake, WA	\$950,692
5. Lake St Clair, MI	\$692,947
6. Grapevine Lake, TX	\$686,290
7. Mona Lake, MI	\$647,565
8. Clear Lake, TX	\$537,171
9. Lake Ray Hubbard, TX	\$535,266
10. Lake Michigan - New Buffalo-Sawyer Area, MI	\$533,023

Listings of 10 Acres or More

1. Flathead Lake, MT	\$208,573
2. Lewisville Lake, TX	\$190,617
3. Lake Travis, TX	\$141,448
4. Lake Conroe, TX	\$123,994
5. Lake Lanier, GA	\$93,164
6. Lake Michigan - Traverse City Area, MI	\$89,063
7. Coeur d'Alene Lake, ID	\$85,825
8. Lake Murray, SC	\$84,757
9. Lake Allatoona, GA	\$84,326
10. Lake Wylie, NC	\$80,489

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Hidden Lake - Nebo, NC	\$10,289
2. Birch Lake, OK	\$11,589
3. Tink Wig Lake, PA	\$12,752
4. Canadian Lakes, MI	\$15,192
5. Bull Shoals Lake, MO	\$15,768
6. Bull Shoals Lake, AR	\$16,353
7. Cumberland Lakes, TN	\$16,710
8. Conashaugh Lake, PA	\$17,040
9. Fawn Lake, PA	\$17,477
10. Lake Norfolk, AR	\$18,136

Listings of 10 Acres or More

1. Bull Shoals Lake, MO	\$3,019
2. Lake Eufaula, OK	\$3,038
3. Sardis Lake, OK	\$3,959
4. Kentucky Lake, TN	\$4,176
5. Rufus Woods Lake, WA	\$5,402
6. Dale Hollow Lake, TN	\$5,417
7. Lake Cumberland, KY	\$5,476
8. Great Sacandaga Lake, NY	\$5,894
9. Lake Murray, OK	\$6,132
10. Tenkiller Lake, OK	\$6,139

* 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	\$234,379,159
Arkansas:	Table Rock Lake*	\$304,468,265
Connecticut:	Candlewood Lake	\$43,014,851
Florida:	Lake Maitland	\$106,561,222
Georgia:	Lake Lanier	\$544,146,151
Idaho:	Coeur d'Alene Lake	\$273,198,798
Illinois:	Lake Michigan	\$1,108,895,169
Indiana:	Lake Michigan	\$29,798,140
Iowa:	West Okoboji Lake	\$25,979,900
Kentucky:	Kentucky Lake*	\$71,631,475
Louisiana:	Lake Pontchartrain	\$104,222,733
Maryland:	Deep Creek Lake	\$115,107,295
Massachusetts:	Back Bay Fens	\$71,017,888
Michigan:	Lake Michigan	\$678,487,386
Minnesota:	Lake Minnetonka	\$234,292,327
Mississippi:	Ross R Barnett Reservoir	\$43,829,793
Missouri:	Lake Of The Ozarks	\$496,035,640
Montana:	Flathead Lake	\$292,378,298
Nebraska:	Newport Landing Lake	\$20,457,194
New Hampshire:	Lake Winnepesaukee	\$351,758,565
New York:	Lake George	\$159,922,272
North Carolina:	Lake Norman	\$807,865,961
North Dakota:	Lake Sakakawea	\$14,166,745
Oklahoma:	Lake Texoma*	\$206,055,238
Pennsylvania:	Lake Wallenpaupack	\$76,577,881
South Carolina:	Lake Wylie*	\$330,644,451
Tennessee:	Old Hickory Lake	\$467,821,308
Texas:	Lewisville Lake	\$710,039,904
Vermont:	Lake Champlain*	\$115,079,812
Virginia:	Smith Mountain Lake	\$179,469,652
Washington:	Puget Sound	\$1,169,757,211
Wisconsin:	Lake Saint Croix - Afton	\$21,322,700

Most Listings

Alabama:	Lewis Smith Lake	547
Arkansas:	Table Rock Lake*	1,213
Connecticut:	Candlewood Lake	48
Florida:	Lake Weohyakapka (Walk in Water)	177
Georgia:	Lake Lanier	718
Idaho:	Pend Oreille Lake	256
Illinois:	Lake Michigan	1,249
Indiana:	Lake Freeman	47
Iowa:	Sun Valley Lake	25
Kentucky:	Lake Cumberland	426
Louisiana:	Lake Pontchartrain	189
Maryland:	Deep Creek Lake	128
Massachusetts:	Manwhague Swamp	45
Michigan:	Lake Michigan	756
Minnesota:	Other Northern Metro Area Lakes	247
Mississippi:	Ross R Barnett Reservoir	162
Missouri:	Table Rock Lake*	1,213
Montana:	Flathead Lake	123
Nebraska:	Beaver Lake	54
New Hampshire:	Lake Winnepesaukee	259
New York:	Lake Champlain*	204
North Carolina:	Lake Norman	1,024
North Dakota:	Lake Sakakawea	48
Oklahoma:	Lake Texoma*	482
Pennsylvania:	Lake Wallenpaupack	175
South Carolina:	Lake Hartwell*	699
Tennessee:	Old Hickory Lake	666
Texas:	Lewisville Lake	1,138
Vermont:	Lake Champlain*	204
Virginia:	Smith Mountain Lake	514
Washington:	Puget Sound	1,266
Wisconsin:	Prairie Lake - Prairie Lake	78

* 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:	Lake Martin	\$149,236,581
Arkansas:	Table Rock Lake*	\$229,129,213
Connecticut:	Candlewood Lake	\$40,409,051
Florida:	Lake Maitland	\$99,057,290
Georgia:	Lake Lanier	\$393,747,803
Idaho:	Coeur d'Alene Lake	\$188,152,900
Illinois:	Lake Michigan	\$1,083,638,274
Indiana:	Lake Michigan	\$26,083,490
Iowa:	West Okoboji Lake	\$25,979,900
Kentucky:	Lake Cumberland	\$53,608,794
Louisiana:	Lake Pontchartrain	\$88,425,638
Maryland:	Deep Creek Lake	\$100,903,295
Massachusetts:	Back Bay Fens	\$70,053,888
Michigan:	Lake Michigan	\$470,589,679
Minnesota:	Lake Minnetonka	\$208,538,428
Mississippi:	Ross R Barnett Reservoir	\$30,718,666
Missouri:	Lake Of The Ozarks	\$396,897,833
Montana:	Flathead Lake	\$220,701,198
Nebraska:	Newport Landing Lake	\$18,820,194
New Hampshire:	Lake Winnepesaukee	\$317,608,491
New York:	Lake George	\$147,635,972
North Carolina:	Lake Norman	\$636,751,307
North Dakota:	Lake Sakakawea	\$6,587,590
Oklahoma:	Lake Texoma*	\$103,938,465
Pennsylvania:	Lake Wallenpaupack	\$68,790,744
South Carolina:	Lake Wylie*	\$289,577,153
Tennessee:	Old Hickory Lake	\$420,343,923
Texas:	Lewisville Lake	\$616,743,436
Vermont:	Lake Champlain*	\$94,170,612
Virginia:	Smith Mountain Lake	\$104,428,196
Washington:	Puget Sound	\$1,061,074,810
Wisconsin:	Lake Saint Croix - Afton	\$21,268,700

Most Homes Available

Alabama:	Lewis Smith Lake	153
Arkansas:	Table Rock Lake*	412
Connecticut:	Candlewood Lake	40
Florida:	Reedy Creek Swamp	149
Georgia:	Lake Lanier	486
Idaho:	Pend Oreille Lake	115
Illinois:	Lake Michigan	1,218
Indiana:	Geist Reservoir	29
Iowa:	West Okoboji Lake	19
Kentucky:	Lake Cumberland	155
Louisiana:	Lake Pontchartrain	132
Maryland:	Deep Creek Lake	90
Massachusetts:	Manwhague Swamp	45
Michigan:	Lake Michigan	355
Minnesota:	Other Northern Metro Area Lakes	207
Mississippi:	Ross R Barnett Reservoir	75
Missouri:	Lake Of The Ozarks	655
Montana:	Flathead Lake	66
Nebraska:	Newport Landing Lake	26
New Hampshire:	Lake Winnepesaukee	198
New York:	Lake Champlain*	159
North Carolina:	Lake Norman	741
North Dakota:	Lake Sakakawea	10
Oklahoma:	Lake Texoma*	192
Pennsylvania:	Pocono Country Place	104
South Carolina:	Lake Wylie*	457
Tennessee:	Old Hickory Lake	580
Texas:	Lewisville Lake	1,040
Vermont:	Lake Champlain*	159
Virginia:	Smith Mountain Lake	115
Washington:	Puget Sound	943
Wisconsin:	Lake Saint Croix - Afton	23

* 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	\$94,530,889
Arkansas:	Table Rock Lake*	\$75,339,052
Connecticut:	Woodridge Lake - Goshen	\$3,162,000
Florida:	Lake Harris	\$34,966,600
Georgia:	Lake Lanier	\$150,398,348
Idaho:	Pend Oreille Lake	\$95,139,997
Illinois:	Lake Michigan	\$25,256,895
Indiana:	Oswego Lake	\$5,400,000
Iowa:	Clear Lake	\$1,900,000
Kentucky:	Lake Barkley*	\$22,728,144
Louisiana:	Lake Pontchartrain	\$15,797,095
Maryland:	Deep Creek Lake	\$14,204,000
Massachusetts:	The Glades	\$5,050,000
Michigan:	Lake Michigan	\$207,897,707
Minnesota:	Lake Minnetonka	\$25,753,899
Mississippi:	Ross R Barnett Reservoir	\$13,111,127
Missouri:	Lake Of The Ozarks	\$99,137,807
Montana:	Flathead Lake	\$71,677,100
Nebraska:	Beaver Lake	\$2,968,300
New Hampshire:	Lake Winnepesaukee	\$21,840,088
New York:	Lake Erie	\$13,599,000
North Carolina:	Lake Norman	\$171,114,654
North Dakota:	Lake Sakakawea	\$7,579,155
Oklahoma:	Lake Texoma*	\$72,171,873
Pennsylvania:	Lake Harmony - Split Rock	\$5,696,300
South Carolina:	Lake Keowee	\$78,887,089
Tennessee:	Old Hickory Lake	\$47,477,385
Texas:	Lake Travis	\$123,917,408
Vermont:	Lake Champlain*	\$12,201,500
Virginia:	Smith Mountain Lake	\$75,041,456
Washington:	Puget Sound	\$108,682,401
Wisconsin:	Prairie Lake - Prairie Lake	\$4,157,660

Most Land Available

Alabama:	Lewis Smith Lake	394
Arkansas:	Table Rock Lake*	801
Connecticut:	Woodridge Lake - Goshen	13
Florida:	Lake Weohyakapka (Walk in Water)	144
Georgia:	Lake Hartwell*	442
Idaho:	Pend Oreille Lake	141
Illinois:	Lake Of Egypt	46
Indiana:	Lake Freeman	29
Iowa:	Sun Valley Lake	14
Kentucky:	Lake Cumberland	271
Louisiana:	Lake Pontchartrain	57
Maryland:	Deep Creek Lake	38
Massachusetts:	Ashmere Reservoir	10
Michigan:	Lake Michigan	401
Minnesota:	Lake Vermilion	46
Mississippi:	Ross R Barnett Reservoir	87
Missouri:	Table Rock Lake*	801
Montana:	Flathead Lake	57
Nebraska:	Beaver Lake	47
New Hampshire:	Lake Winnepesaukee	48
New York:	Lake Ontario	45
North Carolina:	Lake Norman	283
North Dakota:	Lake Sakakawea	38
Oklahoma:	Lake Texoma*	272
Pennsylvania:	Indian Mountain Lakes	79
South Carolina:	Lake Hartwell*	442
Tennessee:	Watts Bar Lake	344
Texas:	Cedar Creek Lake	394
Vermont:	Lake Champlain*	37
Virginia:	Smith Mountain Lake	399
Washington:	Puget Sound	323
Wisconsin:	Prairie Lake - Prairie Lake	72

* 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:	Greystone Lake II	\$1,301,983
Arkansas:	Loch Lomond	\$757,749
Connecticut:	Woodridge Lake - Goshen	\$1,269,666
Florida:	Lake Down	\$4,120,138
Georgia:	Lake Burton	\$2,127,435
Idaho:	Coeur d'Alene Lake	\$2,283,633
Illinois:	Lake Charles	\$1,277,649
Indiana:	Lake Wawasee	\$1,708,558
Iowa:	West Okoboji Lake	\$1,367,363
Kentucky:	Lake Barkley	\$555,492
Louisiana:	Prien Lake	\$801,338
Maryland:	Deep Creek Lake	\$1,121,148
Massachusetts:	The Glades	\$1,929,000
Michigan:	Lake Michigan - Petoskey Area	\$2,236,096
Minnesota:	Lake Minnetonka	\$2,106,449
Mississippi:	Oxford Region Lakes	\$573,400
Missouri:	Lake Springfield	\$606,964
Montana:	Whitefish Lake	\$3,830,122
Nebraska:	Newport Landing Lake	\$723,854
New Hampshire:	Lake Winnepesaukee	\$1,627,454
New York:	Skaneateles Lake	\$2,220,563
North Carolina:	Lake Toxaway	\$1,841,955
North Dakota:	Lake Sakakawea	\$658,759
Oklahoma:	Lake Texoma	\$886,273
Pennsylvania:	Springton Reservoir	\$1,284,754
South Carolina:	Lake Keowee	\$1,635,154
Tennessee:	Fort Loudoun Lake	\$1,232,030
Texas:	Lake Austin	\$2,497,539
Vermont:	Lake Memphremagog	\$740,900
Virginia:	Lake Manassas	\$1,087,946
Washington:	Lake Washington	\$4,038,516
Wisconsin:	Lake Saint Croix - Afton	\$924,726

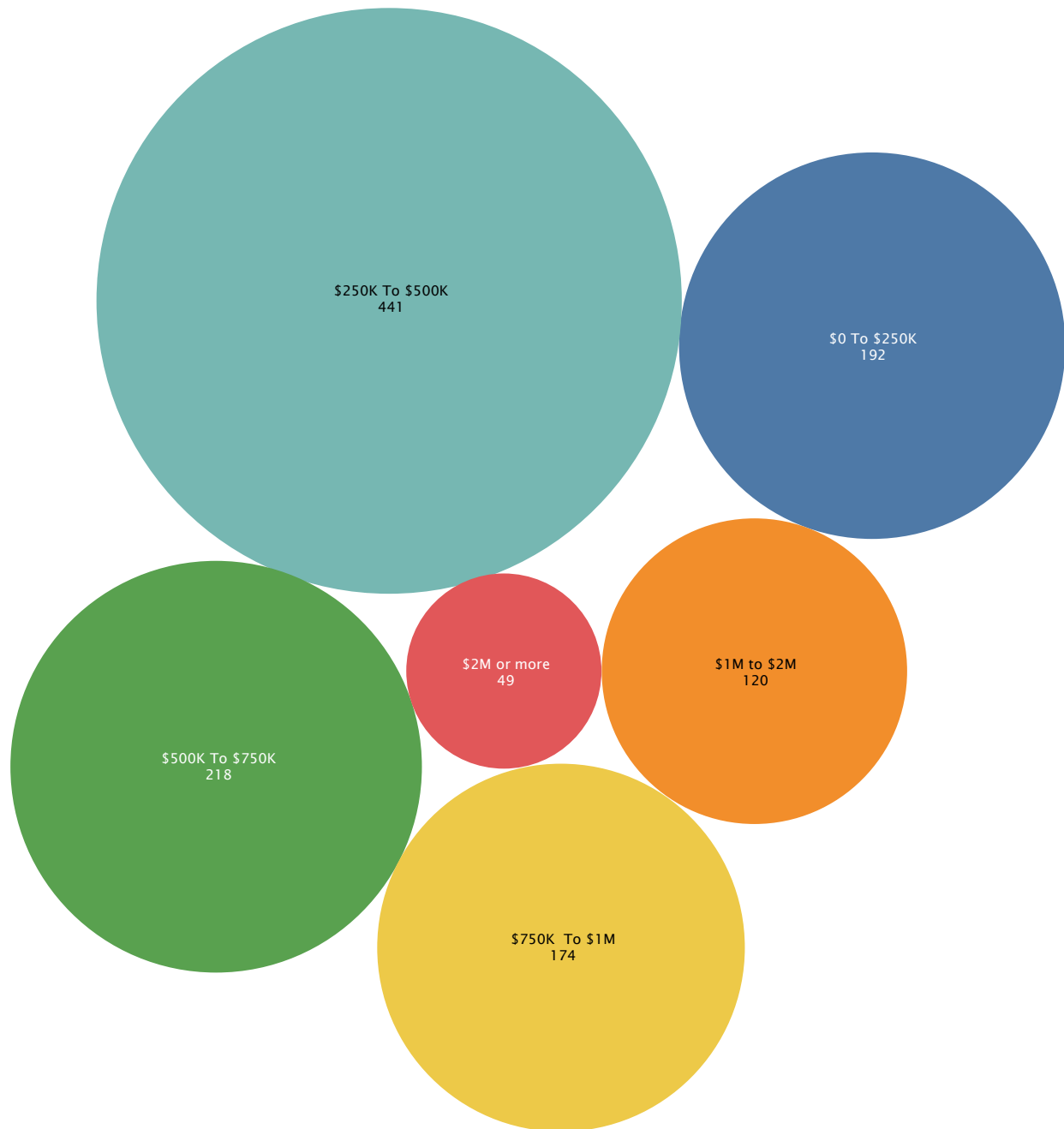
Most Affordable Homes

Alabama:	Alabama River	\$240,507
Arkansas:	Lake Windsor	\$373,417
Connecticut:	Pocotopaug Lake	\$342,450
Florida:	Lake Catherine	\$128,514
Georgia:	High Falls Lake	\$281,768
Idaho:	Twin Lakes	\$551,273
Illinois:	Peoria Lake	\$153,195
Indiana:	Cedar Lake	\$324,251
Iowa:	Sun Valley Lake	\$662,473
Kentucky:	Lake Cumberland	\$345,863
Louisiana:	Bateman Lake	\$122,990
Maryland:	Druid Lake	\$209,150
Massachusetts:	Watershops Pond	\$306,580
Michigan:	Lake Huron - Bay City Area	\$136,930
Minnesota:	Lost Lake - Minneapolis	\$190,467
Mississippi:	Ross R Barnett Reservoir	\$409,582
Missouri:	Pomme De Terre Lake	\$221,465
Montana:	Lake Baker	\$175,591
Nebraska:	Carter Lake	\$142,864
New Hampshire:	Gould Pond	\$290,133
New York:	Caroga Lake	\$189,858
North Carolina:	Lake Royale	\$380,350
North Dakota:	Lake Sakakawea	\$658,759
Oklahoma:	Lake Hudson	\$342,944
Pennsylvania:	Pymatuning Lake	\$161,482
South Carolina:	Lake Marion	\$375,234
Tennessee:	Lake Catherine	\$299,025
Texas:	Hilltop Lakes	\$302,816
Vermont:	Lake Champlain - Swanton Area	\$520,604
Virginia:	Placid Lake	\$302,574
Washington:	Clear Lake - Yelm	\$384,413
Wisconsin:	Lake Mohawksin	\$242,791

* 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 2022Q4



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



Alabama

The total Alabama market fell from \$1.35 BB in fall 2022 to \$1.23 BB resulting in a 9% decrease.

Largest Markets

1. Lewis Smith Lake	\$234,379,159	19.0%	6. Wilson Lake	\$50,198,200	4.1%
2. Lake Guntersville	\$180,172,419	14.6%	7. Lake Tuscaloosa	\$47,735,012	3.9%
3. Lake Martin	\$173,388,177	14.1%	8. Lake Eufaula*	\$38,128,685	3.1%
4. Logan Martin Lake	\$71,238,665	5.8%	9. Neely Henry Lake	\$37,723,585	3.1%
5. Lake Wedowee	\$50,693,800	4.1%	10. Wheeler Lake	\$37,720,240	3.1%

Total Alabama Market:

\$1,232,440,809

Largest Home Markets

1. Lake Martin	\$149,236,581	17.7%
2. Lewis Smith Lake	\$139,848,270	16.6%
3. Lake Guntersville	\$120,906,286	14.3%
4. Logan Martin Lake	\$56,849,391	6.7%
5. Lake Tuscaloosa	\$32,602,598	3.9%
6. Neely Henry Lake	\$30,546,885	3.6%
7. Lake Wedowee	\$28,755,700	3.4%
8. Pickwick Lake*	\$26,461,250	3.1%
9. Wilson Lake	\$22,652,400	2.7%
10. Highland Lakes	\$19,738,112	2.3%

Total Alabama Home Market:

\$843,631,367

Largest Land Markets

1. Lewis Smith Lake	\$94,530,889	24.3%
2. Lake Guntersville	\$59,266,133	15.2%
3. Wilson Lake	\$27,545,800	7.1%
4. Lake Martin	\$24,151,596	6.2%
5. Lake Eufaula*	\$23,535,300	6.1%
6. Wheeler Lake	\$22,269,400	5.7%
7. Lake Wedowee	\$21,938,100	5.6%
8. Lake Tuscaloosa	\$15,132,414	3.9%
9. Logan Martin Lake	\$14,389,274	3.7%
10. Weiss Lake	\$12,239,649	3.1%

Total Alabama Land Market:

\$388,809,442

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

Most Expensive Homes

1. Greystone Lake II	\$1,301,983
2. Wilson Lake	\$1,192,232

Most Affordable Homes

1. Lake Wedowee	\$566,614
2. Lake Mitchell	\$579,958

* 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	547	16.6%	6. Lake Wedowee	193	5.8%
2. Lake Guntersville	383	11.6%	7. Neely Henry Lake	160	4.8%
3. Lake Martin	245	7.4%	8. Lake Tuscaloosa	145	4.4%
4. Logan Martin Lake	223	6.8%	9. Lake Eufaula*	126	3.8%
5. Weiss Lake	207	6.3%	10. Lay Lake	121	3.7%

Total Alabama Listings:

3,301

Most Homes Available

1. Lake Guntersville	153	12.1%
1. Lewis Smith Lake	153	12.1%
3. Lake Martin	145	11.5%
4. Logan Martin Lake	119	9.4%
5. Neely Henry Lake	79	6.2%
6. Weiss Lake	54	4.3%
7. Lake Wedowee	51	4.0%
8. Lake Eufaula*	44	3.5%
9. Lay Lake	41	3.2%
10. Lake Tuscaloosa	32	2.5%

Total Alabama Home Listings:

1,265

Most Land Available

1. Lewis Smith Lake	394	19.4%
2. Lake Guntersville	230	11.3%
3. Weiss Lake	153	7.5%
4. Lake Wedowee	142	7.0%
5. Lake Tuscaloosa	113	5.6%
6. Logan Martin Lake	104	5.1%
7. Lake Martin	100	4.9%
8. Lake Eufaula*	82	4.0%
9. Neely Henry Lake	81	4.0%
10. Lay Lake	80	3.9%

Total Alabama Land Listings:

2,036

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Cameron	\$284,116
2. Wilson Lake	\$243,824
3. Lake Martin	\$167,746
4. Lewis Smith Lake	\$131,745
5. Wheeler Lake	\$126,210
6. Lake Guntersville	\$105,634
7. Lake Tuscaloosa	\$97,673
8. Lake Mitchell	\$96,031

Listings of 10 Acres or More

1. Wheeler Lake	\$63,287
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

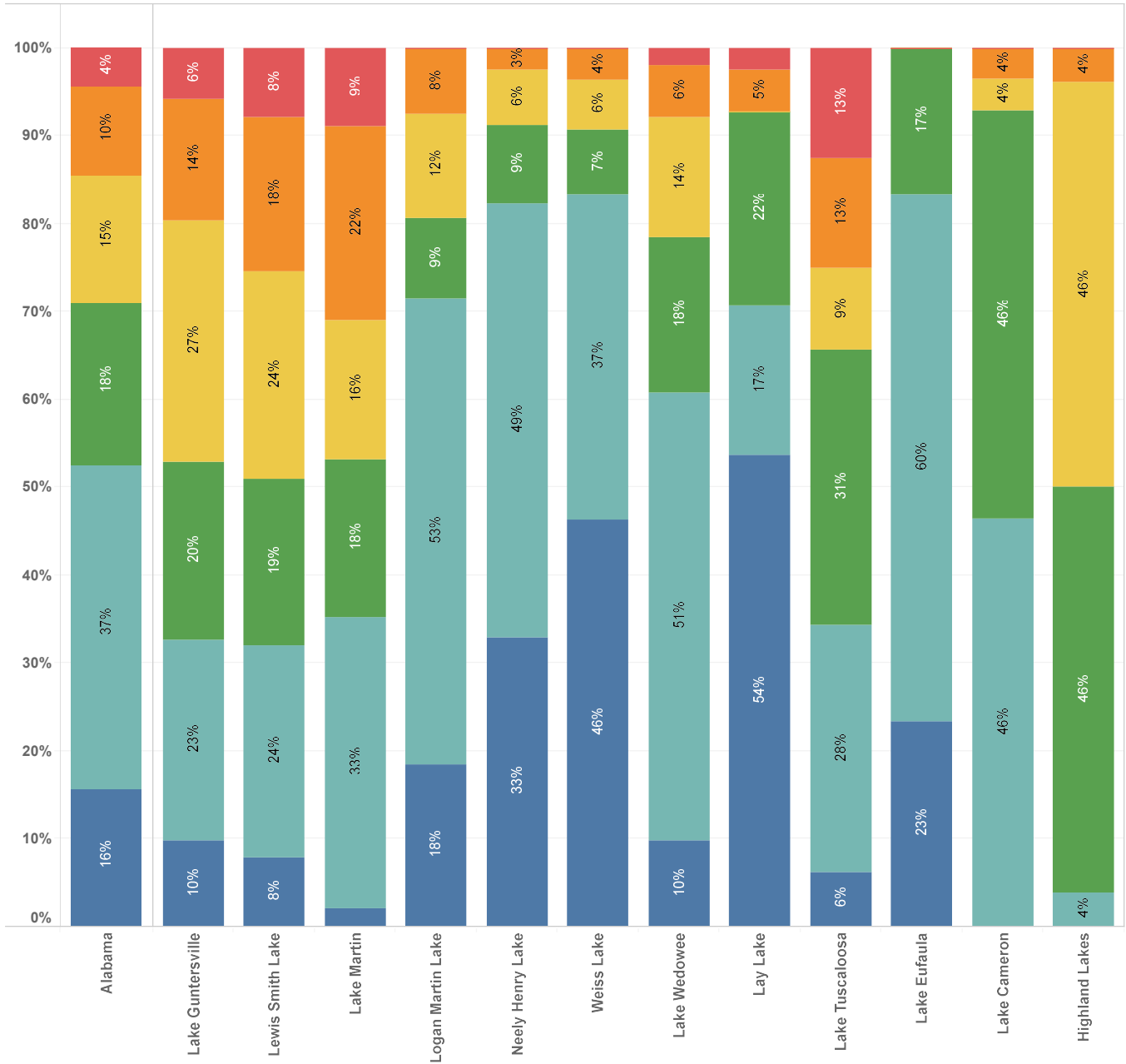
1. Lake Harding	\$25,078
2. Alabama River	\$29,128
3. Neely Henry Lake	\$48,977
4. Lay Lake	\$50,439
5. Weiss Lake	\$63,976
6. Echo Lake	\$64,524
7. Logan Martin Lake	\$64,556
8. Pickwick Lake	\$66,928

Listings of 10 Acres or More

1. Lay Lake	\$7,080
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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 2022Q4

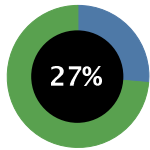
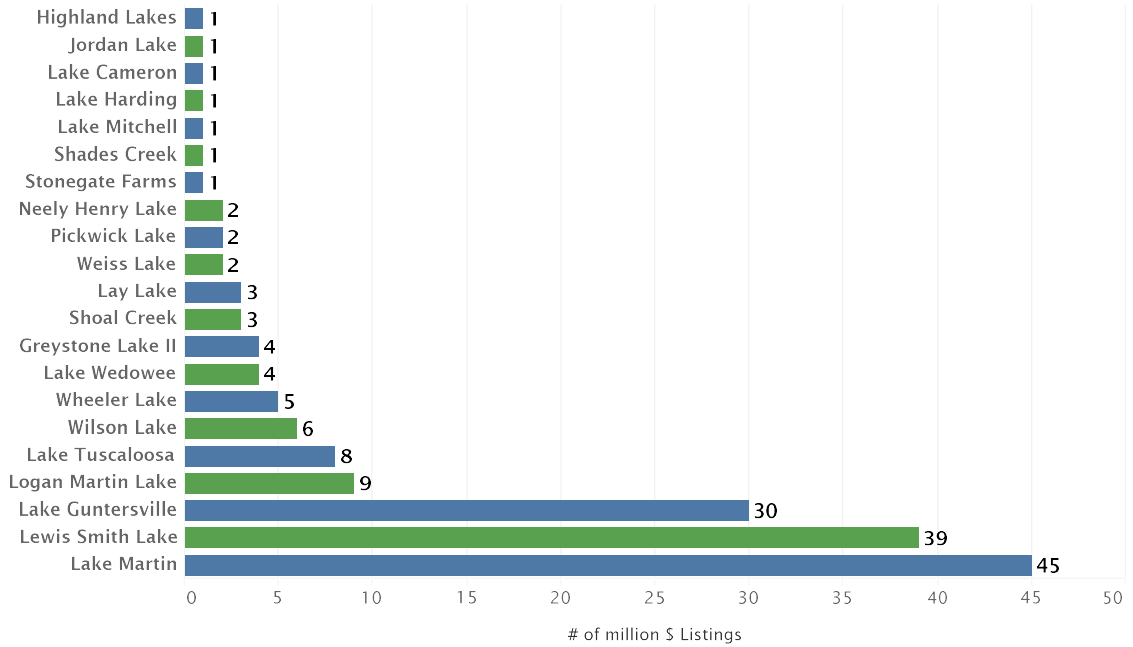


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2022Q4

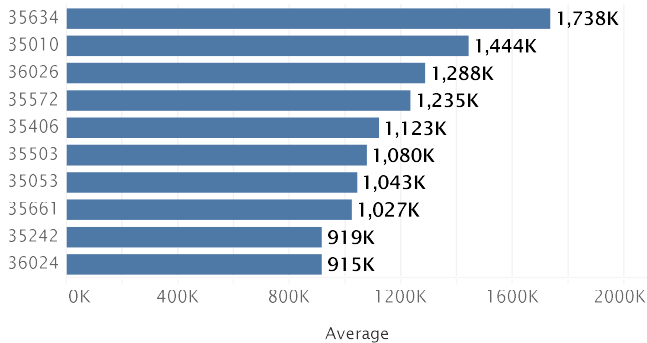


of \$1M+ Homes in Alabama are on Lake Martin

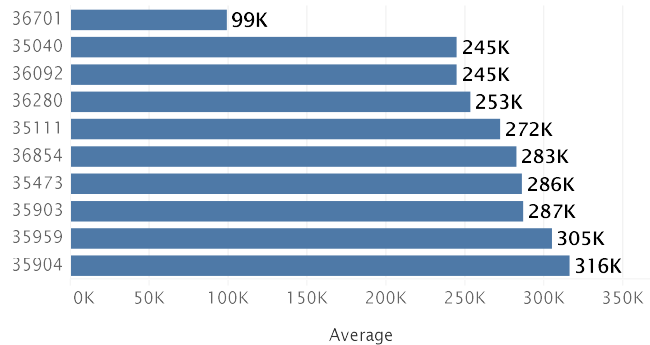
Total Number of \$1M+ Homes

169

Most Expensive ZIP Codes 2022Q4

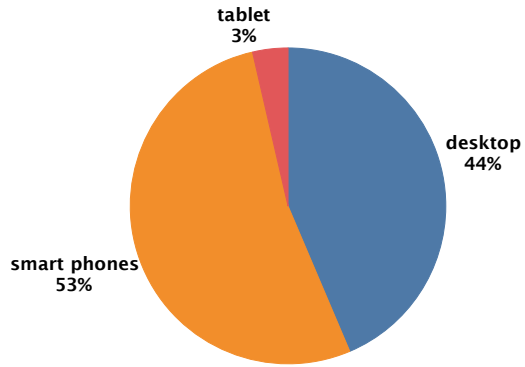


Most Affordable ZIP Codes 2022Q4

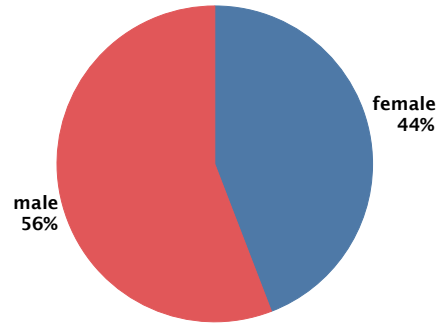


Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2022Q4

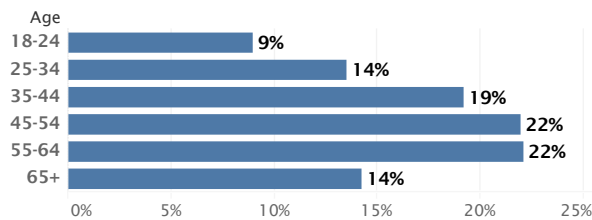


Male/Female Visitors 2022Q4



80% of potential buyers come from outside Alabama

What Age Groups are Shopping 2022Q4



Atlanta

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

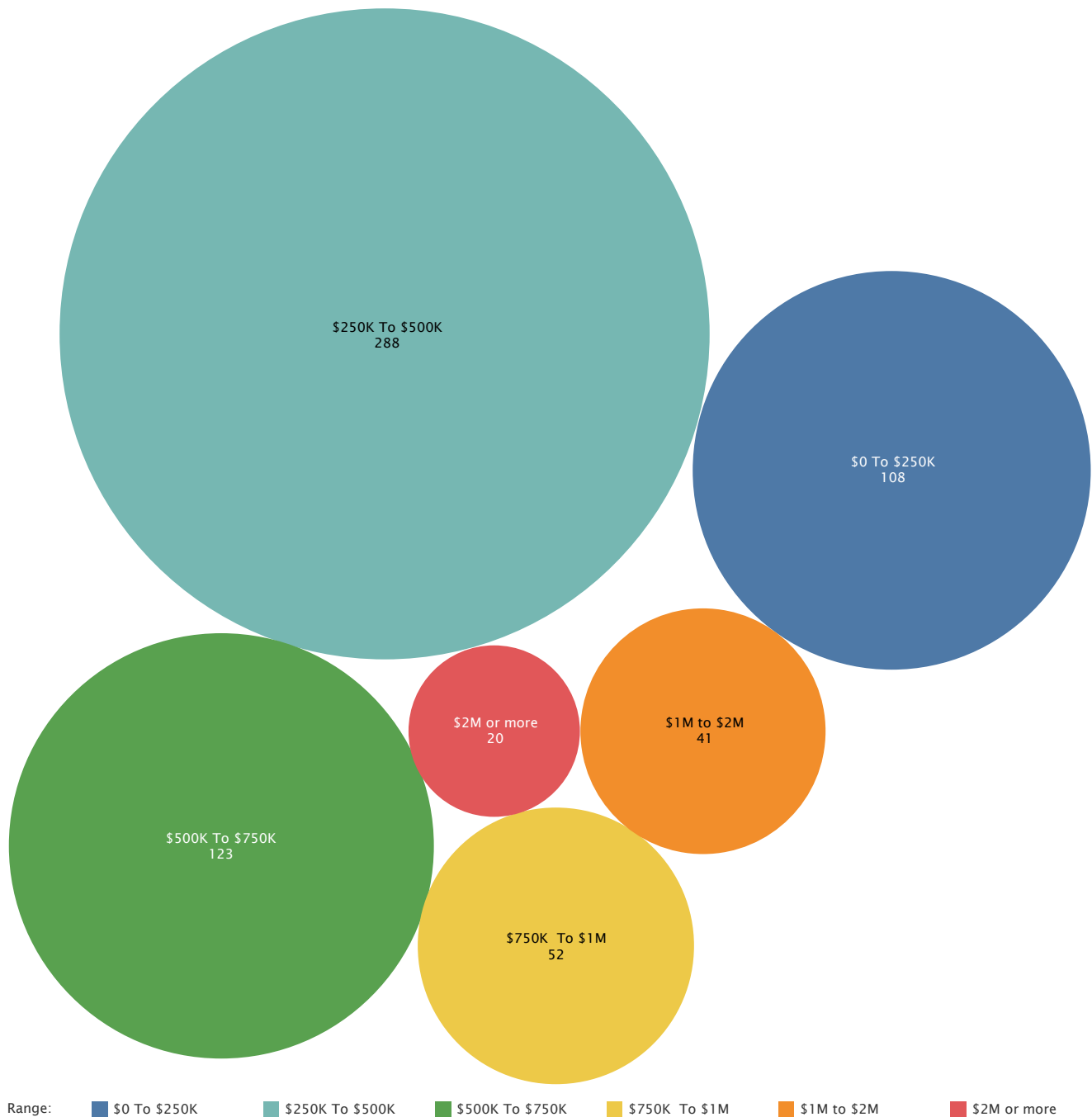
Number 2-10 metros are:

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



ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2022Q4



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



Arkansas

17% of homes on Beaver Lake are priced in the \$1M + range.

Largest Markets

1. Table Rock Lake*	\$304,468,265	37.8%	6. Bull Shoals Lake*	\$32,016,170	4.0%
2. Beaver Lake	\$155,402,483	19.3%	7. Lake Norfolk	\$10,164,548	1.3%
3. Lake Hamilton	\$122,068,789	15.2%	8. Lake Catherine	\$8,833,200	1.1%
4. Loch Lomond	\$49,792,073	6.2%	9. Lake Windsor	\$7,588,260	0.9%
5. Greers Ferry Lake	\$47,812,779	5.9%	10. Lake Fayetteville	\$6,392,800	0.8%

Total Arkansas Market:

\$804,424,457

Largest Home Markets

1. Table Rock Lake*	\$229,129,213	38.8%
2. Beaver Lake	\$110,557,058	18.7%
3. Lake Hamilton	\$94,959,789	16.1%
4. Loch Lomond	\$34,856,434	5.9%
5. Greers Ferry Lake	\$26,289,450	4.5%
6. Bull Shoals Lake*	\$22,711,095	3.8%
7. Lake Norfolk	\$7,711,449	1.3%
8. Lake Windsor	\$6,721,500	1.1%
9. Lake Ann	\$5,813,800	1.0%
10. Lake Catherine	\$5,746,900	1.0%

Total Arkansas Home Market:

\$590,773,402

Largest Land Markets

1. Table Rock Lake*	\$75,339,052	35.3%
2. Beaver Lake	\$44,845,425	21.0%
3. Lake Hamilton	\$27,109,000	12.7%
4. Greers Ferry Lake	\$21,523,329	10.1%
5. Loch Lomond	\$14,935,639	7.0%
6. Bull Shoals Lake*	\$9,305,075	4.4%
7. Lake Catherine	\$3,086,300	1.4%
8. Lake Norfolk	\$2,453,099	1.1%
9. Lake Chicot	\$2,400,000	1.1%
10. Lake Conway	\$2,289,402	1.1%

Total Arkansas Land Market:

\$213,651,055

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	\$757,749
2. Beaver Lake	\$722,595

Most Affordable Homes

1. Lake Catherine	\$574,690
2. Lake Ann	\$581,380

* 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*	1,213	42.9%	6. Loch Lomond	124	4.4%
2. Beaver Lake	390	13.8%	7. Lake Windsor	64	2.3%
3. Greers Ferry Lake	304	10.7%	8. Lake Catherine	52	1.8%
4. Lake Hamilton	193	6.8%	9. Lake Brittany	43	1.5%
5. Bull Shoals Lake*	148	5.2%	10. Lake Ann	41	1.4%

Total Arkansas Listings:

2,828

Most Homes Available

1. Table Rock Lake*	412	40.2%
2. Beaver Lake	153	14.9%
3. Lake Hamilton	135	13.2%
4. Bull Shoals Lake*	67	6.5%
5. Greers Ferry Lake	63	6.1%
6. Loch Lomond	46	4.5%
7. Lake Windsor	18	1.8%
8. Lake Bella Vista	14	1.4%
9. Lake Norfolk	12	1.2%
10. Lake Ann	10	1.0%

Total Arkansas Home Listings:

1,026

Most Land Available

1. Table Rock Lake*	801	44.5%
2. Greers Ferry Lake	241	13.4%
3. Beaver Lake	237	13.2%
4. Bull Shoals Lake*	81	4.5%
5. Loch Lomond	78	4.3%
6. Lake Hamilton	58	3.2%
7. Lake Windsor	46	2.6%
8. Lake Brittany	42	2.3%
8. Lake Catherine	42	2.3%
10. Lake Ann	31	1.7%

Total Arkansas Land Listings:

1,802

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Thunderbird	\$68,313
2. Greers Ferry Lake	\$57,917
3. Lake Windsor	\$48,047
4. Beaver Lake	\$46,064
5. Lake Catherine	\$42,988
6. Loch Lomond	\$42,198
7. Lake Brittany	\$38,470
8. Lake Ann	\$34,707

Listings of 10 Acres or More

1. Table Rock Lake	\$17,542
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

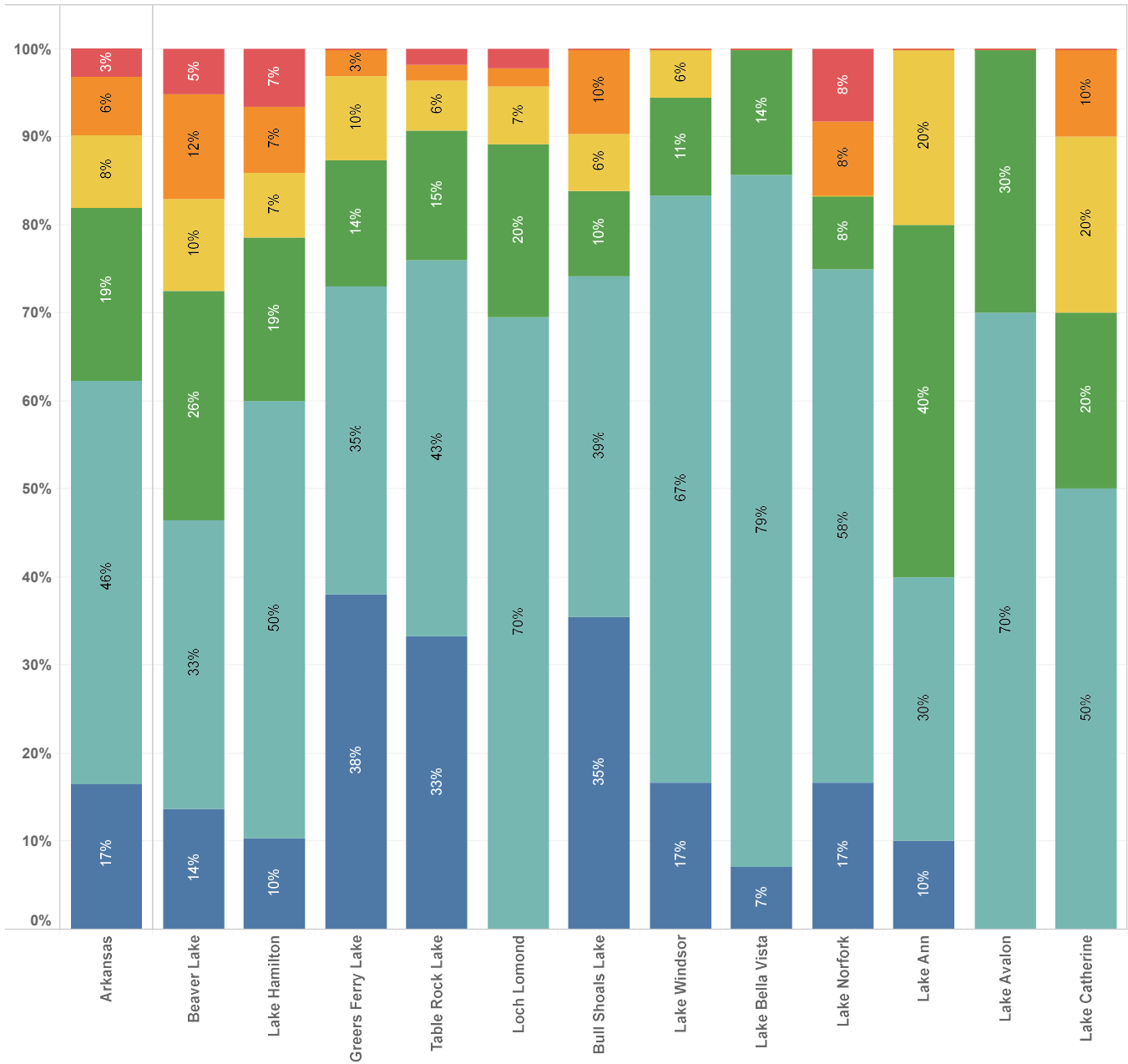
1. Bull Shoals Lake	\$16,353
2. Lake Norfolk	\$18,136
3. Table Rock Lake	\$21,828
4. Lake Avalon	\$31,829
5. Lake Ann	\$34,707
6. Lake Brittany	\$38,470
7. Loch Lomond	\$42,198
8. Lake Catherine	\$42,988

Listings of 10 Acres or More

1. Bull Shoals Lake	\$7,641
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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 2022Q4

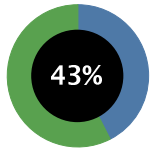
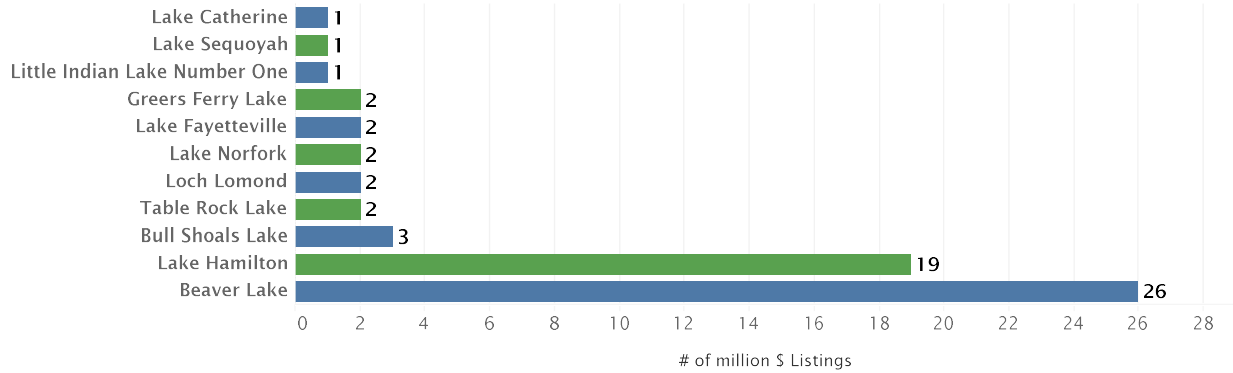


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2022Q4

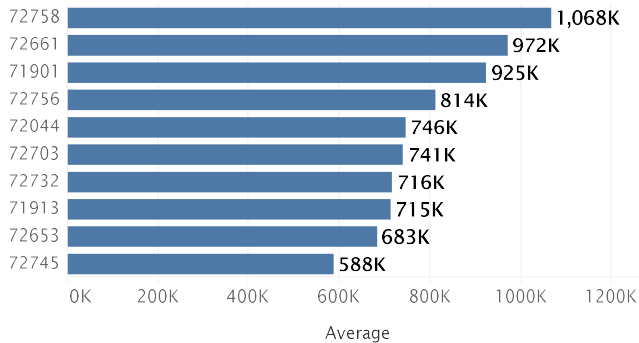


of \$1M+ Homes in Arkansas are on Beaver Lake

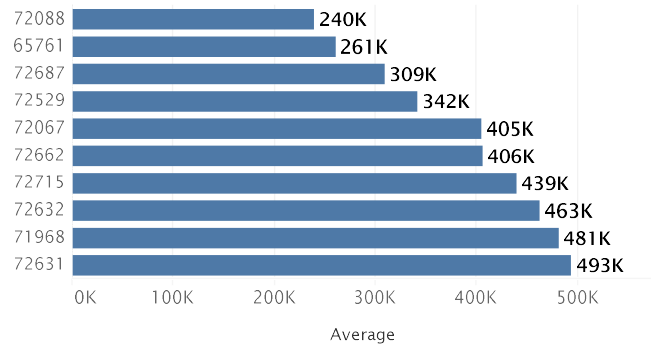
Total Number of \$1M+ Homes

61

Most Expensive ZIP Codes 2022Q4

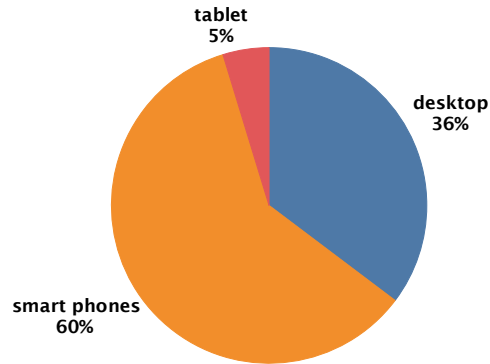


Most Affordable ZIP Codes 2022Q4

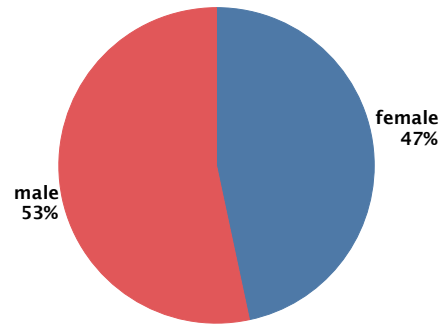


Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

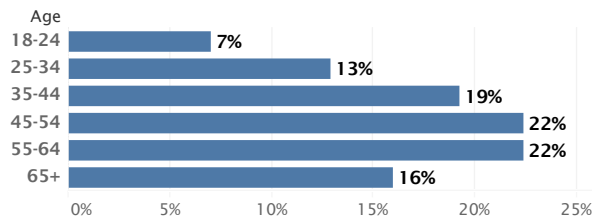


83% of potential buyers come from outside Arkansas

Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q4



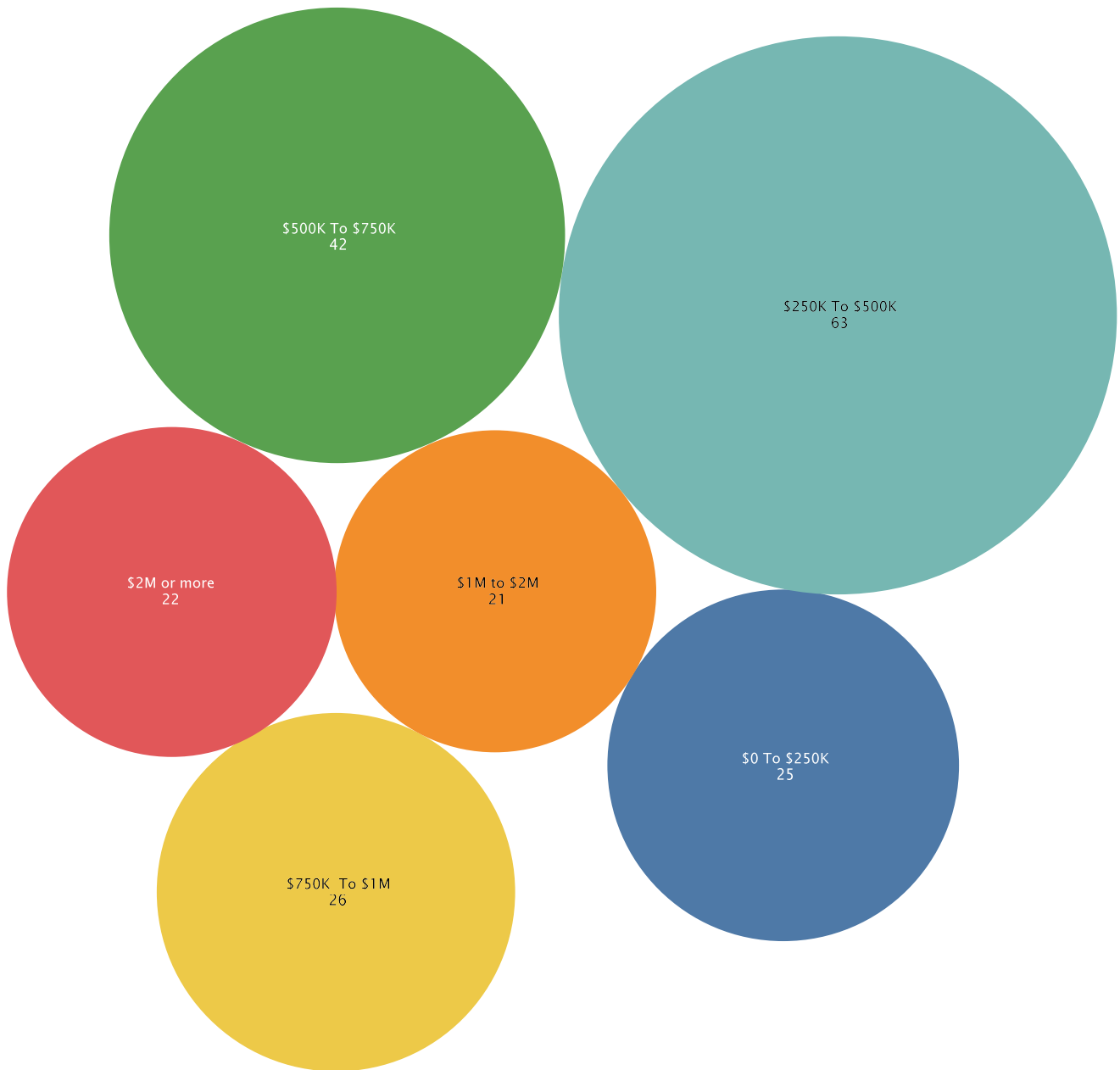
Number 2-10 metros are:

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



CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2022Q4



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



Connecticut

The total Connecticut market fell from \$250 MM in fall 2022 to \$199 MM resulting in a 20% decrease.

Largest Markets

1. Candlewood Lake	\$43,014,851	21.7%
2. Woodridge Lake - Goshen	\$20,937,325	10.5%
3. Lake Waramaug	\$16,994,950	8.6%
4. Washining Lake	\$10,345,000	5.2%
5. Lake Zoar	\$8,674,200	4.4%

Total Connecticut Market: \$198,502,621

Most Listings

1. Candlewood Lake	48	17.6%
2. Woodridge Lake - Goshen	27	9.9%
3. Lake Zoar	13	4.8%
4. Squantz Pond	12	4.4%
5. Pocotopaug Lake	11	4.0%

Total Connecticut Listings: 273

Largest Home Markets

1. Candlewood Lake	\$40,409,051	22.9%
2. Woodridge Lake - Goshen	\$17,775,325	10.1%
3. Lake Waramaug	\$14,525,000	8.2%
4. Washining Lake	\$9,670,000	5.5%
5. Lake Zoar	\$8,606,200	4.9%

Total Connecticut Home Market: \$176,678,471

Most Homes Available

1. Candlewood Lake	40	20.1%
2. Woodridge Lake - Goshen	14	7.0%
3. Lake Zoar	12	6.0%
4. Pocotopaug Lake	10	5.0%
5. Samp Mortar Reservoir	8	4.0%

Total Connecticut Home Listings: 199

Largest Land Markets

1. Woodridge Lake - Goshen	\$3,162,000	14.5%
2. Candlewood Lake	\$2,605,800	11.9%
3. Wononskopomuc Lake	\$2,595,000	11.9%
4. Lake Waramaug	\$2,469,950	11.3%
5. Squantz Pond	\$1,909,000	8.7%

Total Connecticut Land Market: \$21,824,150

Most Land Available

1. Woodridge Lake - Goshen	13	17.6%
2. Candlewood Lake	8	10.8%
3. Dog Pond	7	9.5%
4. Squantz Pond	4	5.4%
4. Upper Bungee Lake	4	5.4%

Total Connecticut Land Listings: 74

Average Home Price

1. Woodridge Lake - Goshen	\$1,269,666
2. Candlewood Lake	\$1,010,226

Average Land Price Per Acre

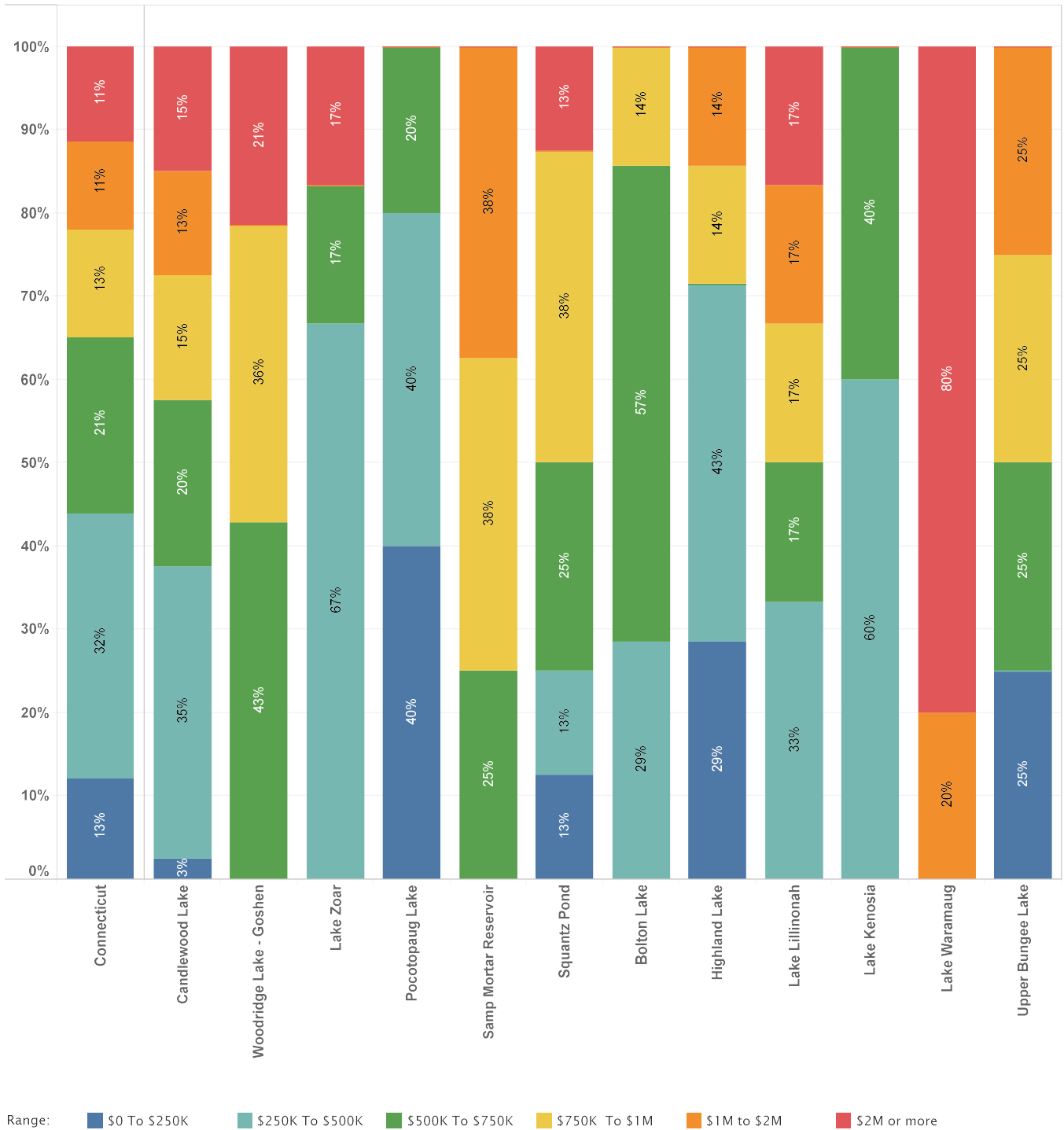
Listings of Less Than 10 Acres

1. Woodridge Lake - Goshen	\$215,542
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Listings of 10 Acres or More

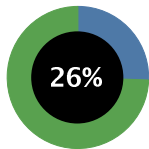
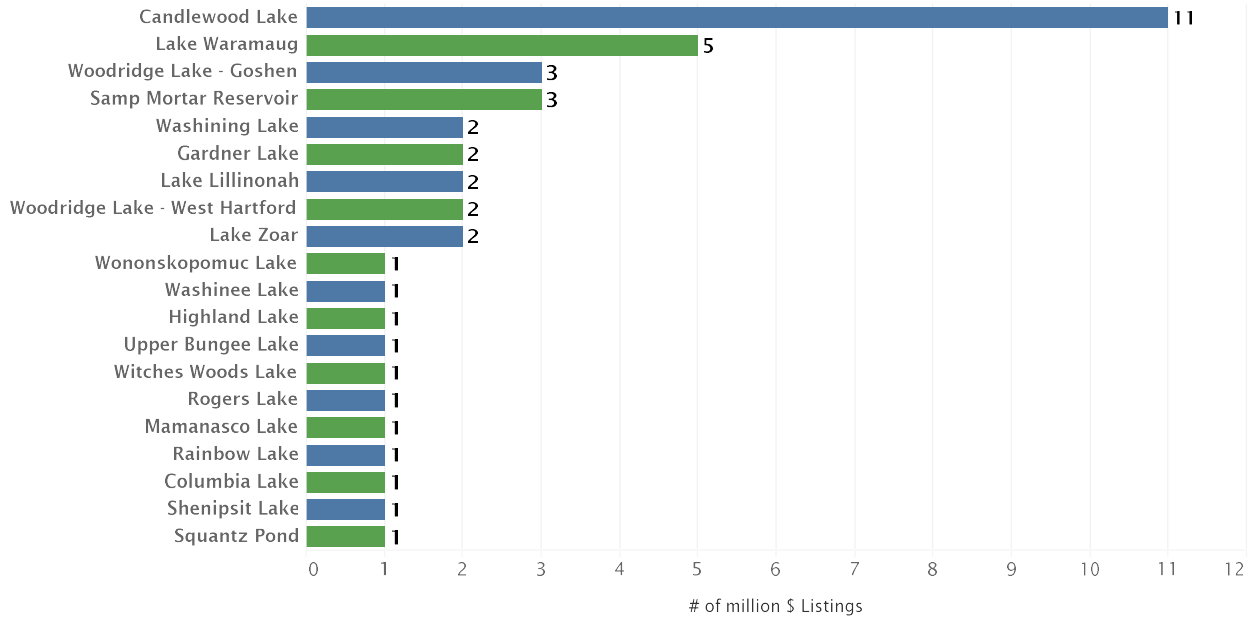
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Price Breakdown by Percentage of Homes in the Connecticut Market 2022Q4



Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2022Q4

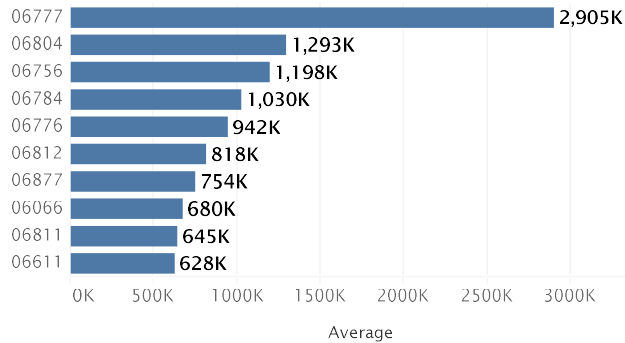


of \$1M+ Homes in Connecticut are on Candlewood Lake

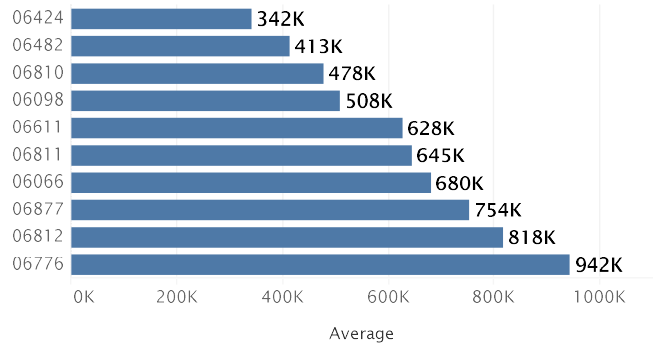
Total Number of \$1M+ Homes

43

Most Expensive ZIP Codes 2022Q4

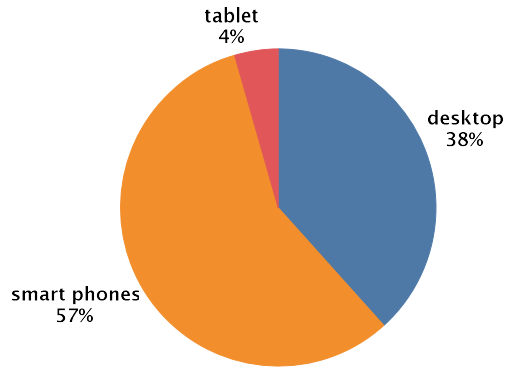


Most Affordable ZIP Codes 2022Q4

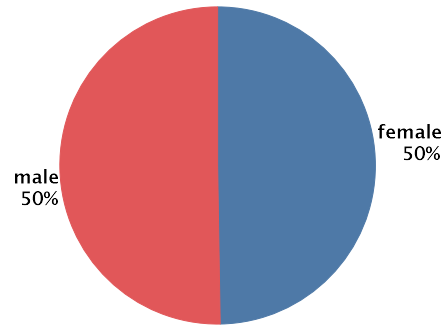


Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2022Q4

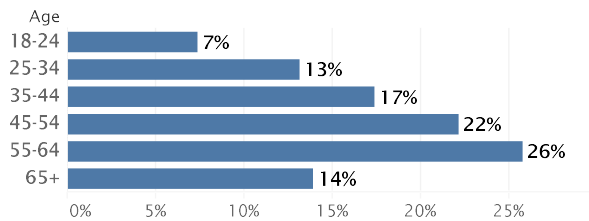


Male/Female Visitors 2022Q4



73% of potential buyers come from outside Connecticut

What Age Groups are Shopping 2022Q4



New York,

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

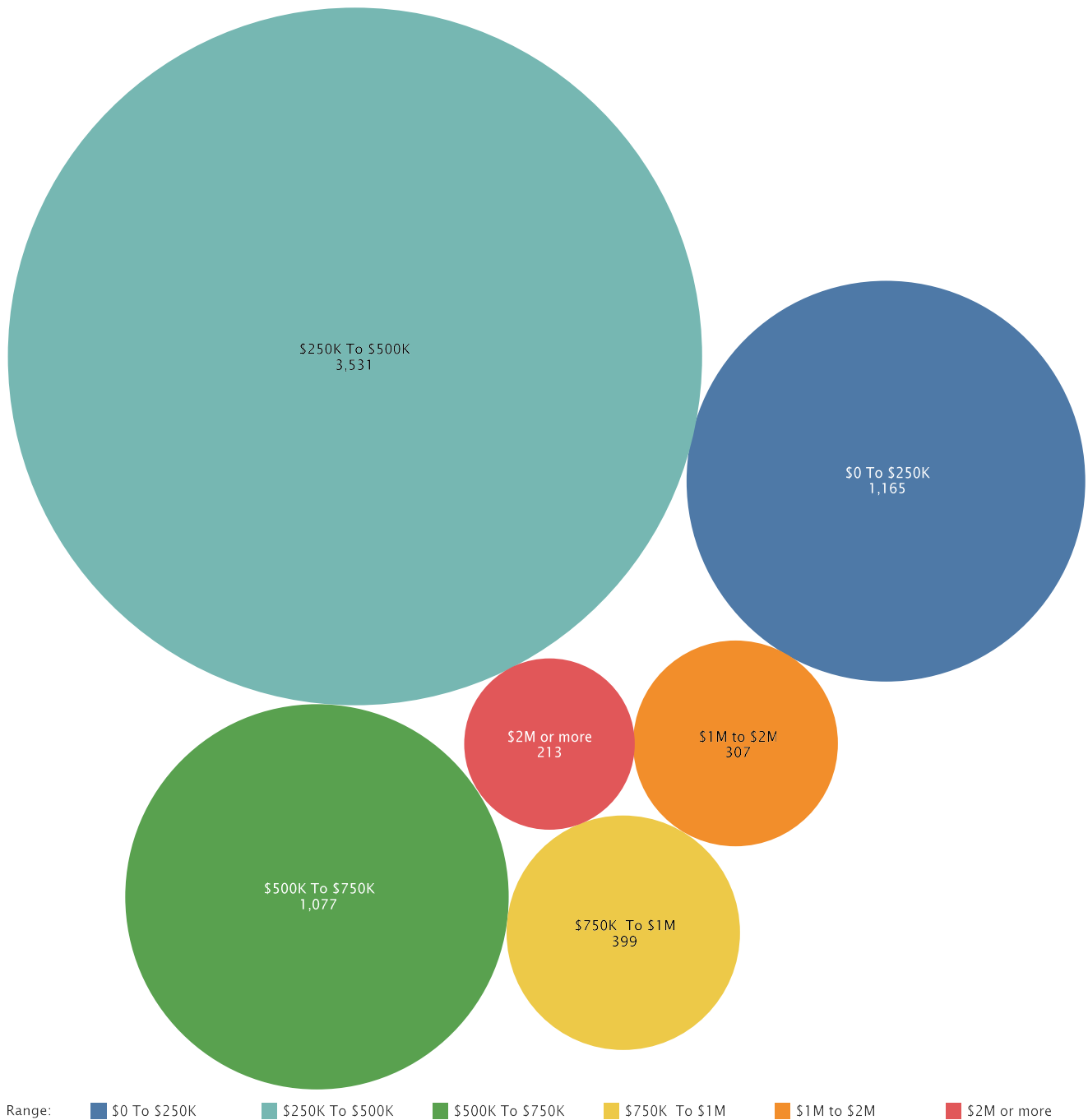
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Raleigh-Durham (Fayetteville), NC
- Providence-New Bedford, MA
- Columbus, OH
- Tampa-St. Petersburg (Sarasota), FL
- Greenville-Spartanburg-Asheville-Anderson



FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2022Q4



Florida

The total Florida market fell from \$4.8 BB in fall 2022 to \$4.5 BB resulting in a \$330 MM decrease.

Largest Markets

1. Lake Maitland	\$106,561,222	2.4%	6. Lake Tarpon	\$70,313,401	1.6%
2. Lake Down	\$99,112,894	2.2%	7. East Lake Tohopekaliga	\$69,088,662	1.5%
3. Lake Apopka	\$95,726,030	2.1%	8. Reedy Creek Swamp	\$66,494,245	1.5%
4. Butler Chain Of Lakes	\$85,555,698	1.9%	9. John's Lake	\$65,477,677	1.5%
5. Lake Harris	\$77,681,770	1.7%	10. Davenport Creek Swamp	\$64,300,586	1.4%

Total Florida Market: \$4,494,925,961

Largest Home Markets

1. Lake Maitland	\$99,057,290	2.6%
2. Lake Apopka	\$86,710,131	2.3%
3. Lake Down	\$86,522,894	2.3%
4. Butler Chain Of Lakes	\$80,751,699	2.1%
5. Reedy Creek Swamp	\$64,515,966	1.7%
6. Lake Tarpon	\$62,699,402	1.7%
7. Davenport Creek Swamp	\$61,689,943	1.6%
8. John's Lake	\$58,396,777	1.5%
9. East Lake Tohopekaliga	\$57,654,862	1.5%
10. Lake Butler	\$53,077,900	1.4%

Total Florida Home Market: \$3,794,371,036

Largest Land Markets

1. Lake Harris	\$34,966,600	5.0%
2. Lake Ashton	\$34,500,000	4.9%
3. Lake Dora	\$17,706,700	2.5%
4. Lake Down	\$12,590,000	1.8%
5. East Lake Tohopekaliga	\$11,433,800	1.6%
6. Crosby Island Marsh	\$10,749,800	1.5%
7. Hickorynut Lake	\$10,500,000	1.5%
8. Lake Vedra	\$10,186,000	1.5%
9. Lake Weir	\$9,853,200	1.4%
10. Red Beach Lake	\$9,816,800	1.4%

Total Florida Land Market: \$700,554,925

The Lake Down market grew from \$66 MM in fall 2022 to \$99 MM resulting in a 50% increase.

Most Expensive Homes

1. Lake Down	\$4,120,138
2. Lake Butler	\$3,538,527

Most Affordable Homes

1. Mirror Lake	\$1,392,379
2. Lake Virginia	\$1,549,089

Most Listings

1. Lake Weohyakapka (Walk in Water)	177	2.0%	6. Lake Apopka	125	1.4%
2. Reedy Creek Swamp	173	2.0%	6. Lake Dora	125	1.4%
3. Davenport Creek Swamp	135	1.5%	8. East Lake Tohopekaliga	118	1.3%
3. Lake Tarpon	135	1.5%	9. Lake Marion	115	1.3%
5. Lake Harris	134	1.5%	10. Lake Tohopekaliga	114	1.3%

Total Florida Listings:

8,759

Most Homes Available

1. Reedy Creek Swamp	149	2.2%
2. Lake Tarpon	123	1.8%
3. Davenport Creek Swamp	120	1.8%
4. Lake Apopka	112	1.7%
5. Lake Tohopekaliga	101	1.5%
6. East Lake Tohopekaliga	99	1.5%
7. Lake Dora	97	1.4%
8. Lake Harris	95	1.4%
9. Lake Seminole	89	1.3%
10. John's Lake	87	1.3%

Total Florida Home Listings:

6,692

Most Land Available

1. Lake Weohyakapka (Walk in Water)	144	7.0%
2. Lake Marion	80	3.9%
3. Lake Istokpoga	52	2.5%
4. Marshall Swamp	50	2.4%
5. Lake June	45	2.2%
6. Lake Harris	39	1.9%
7. Grassy Lake - Lake Placid	29	1.4%
8. Lake Dora	28	1.4%
9. Reedy Creek Swamp	24	1.2%
10. Lake Eustis	23	1.1%

Total Florida Land Listings:

2,067

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Arietta	\$484,230
2. Lake Van - Auburndale	\$482,367
3. Graham Swamp	\$447,441
4. Lake Medora	\$372,371
5. Lake Eustis	\$361,464
6. Lake Tohopekaliga	\$340,130
7. Black Branch Swamp	\$308,846
8. Lake Tarpon	\$284,423

Listings of 10 Acres or More

1. Lake Harris	\$71,437
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

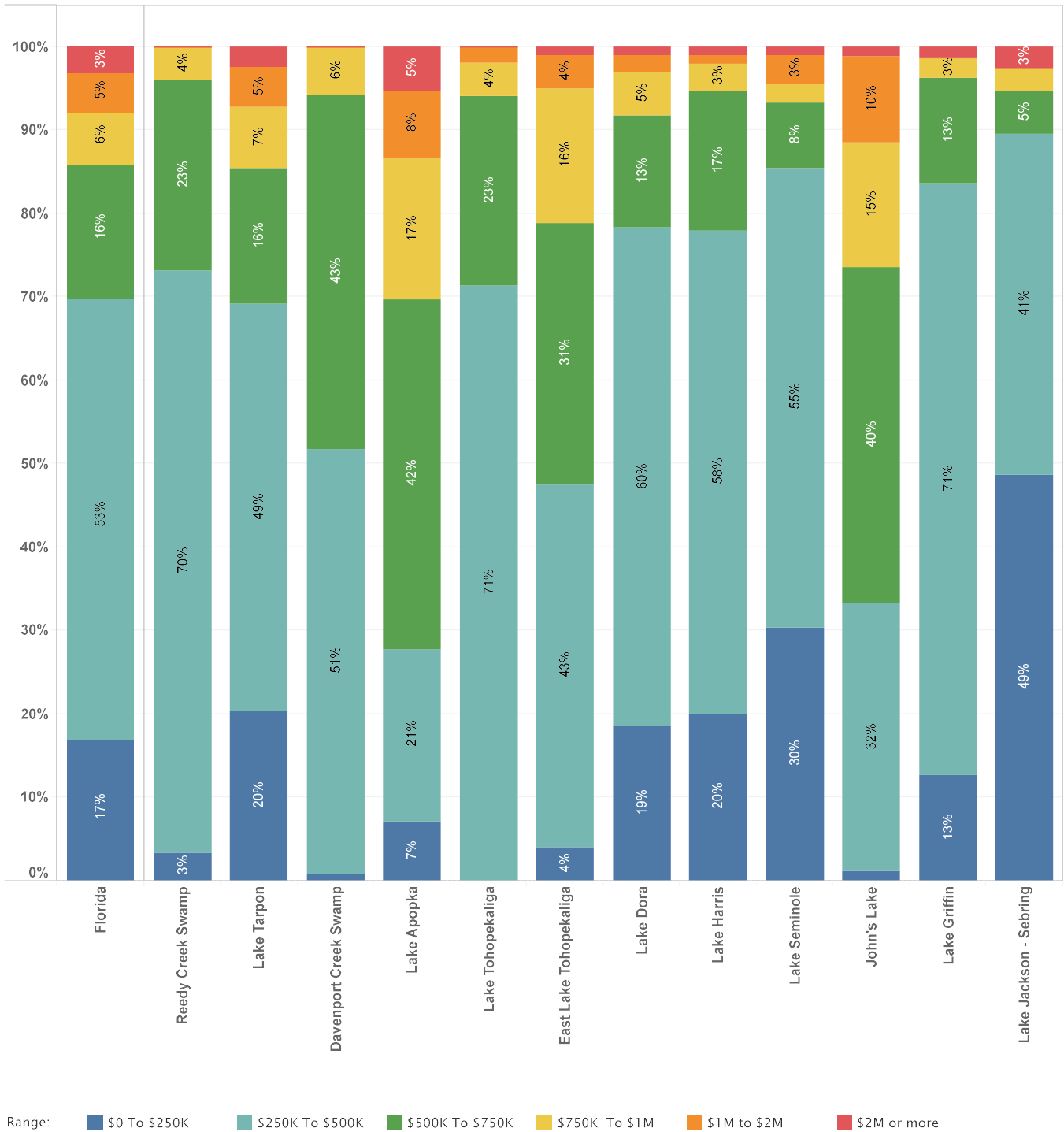
1. Deep Creek	\$18,989
2. Grassy Lake - Interlachen	\$30,781
3. Lake Virginia - Interlachen	\$33,713
4. Black Sink Prairie	\$35,876
5. Trout Lake - Interlachen	\$36,776
6. Winding Tree Lake	\$38,043
7. Lake Weohyakapka (Walk in Water)	\$40,657
8. Davenport Creek Swamp	\$41,360

Listings of 10 Acres or More

1. Lake Harris	\$71,437
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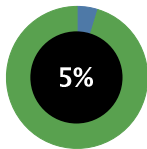
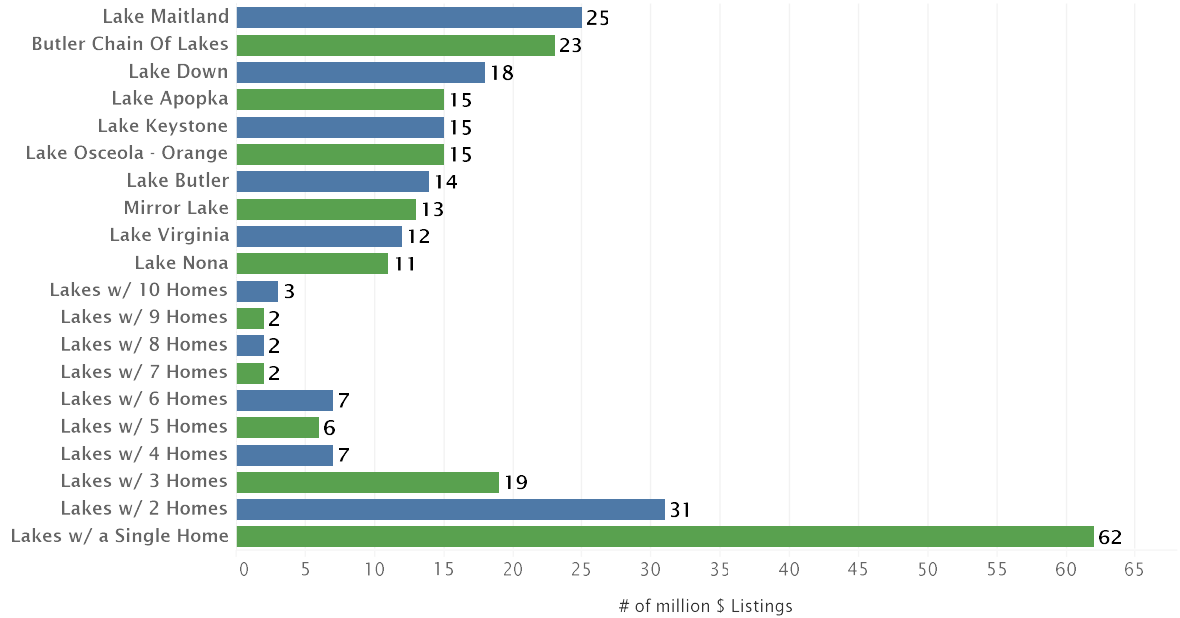
**** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.**

Price Breakdown by Percentage of Homes in the Florida Market 2022Q4



Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2022Q4

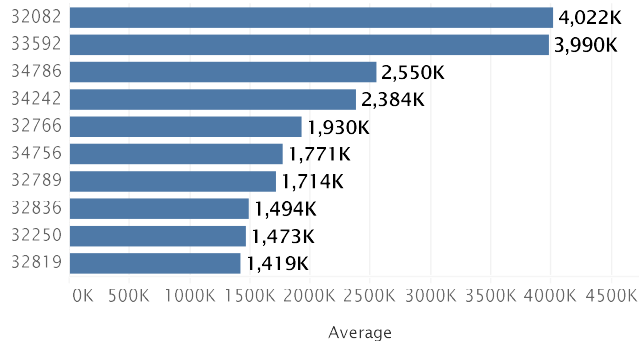


of \$1M+ Homes in Florida are on Lake Maitland

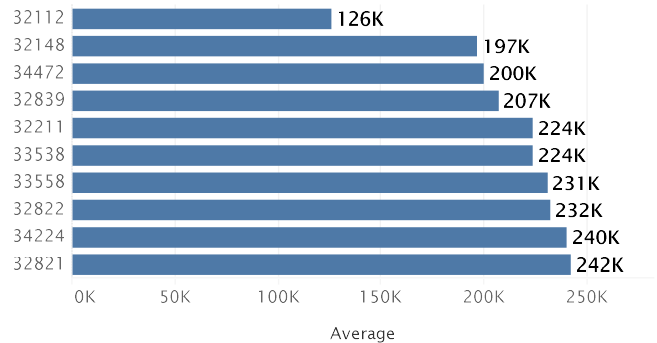
Total Number of \$1M+ Homes

520

Most Expensive ZIP Codes 2022Q4

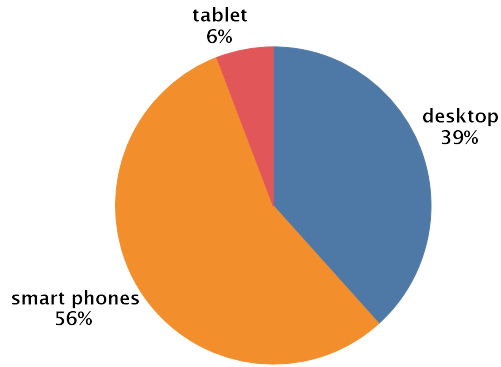


Most Affordable ZIP Codes 2022Q4

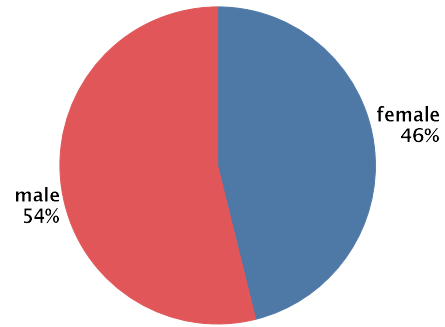


Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2022Q4

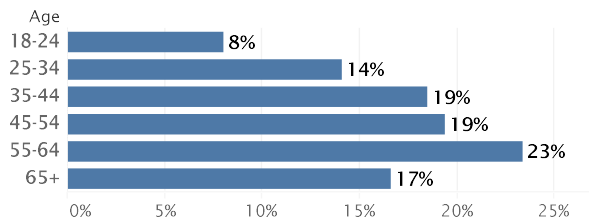


Male/Female Visitors 2022Q4



65% of potential buyers come from outside Florida

What Age Groups are Shopping 2022Q4



Atlanta

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

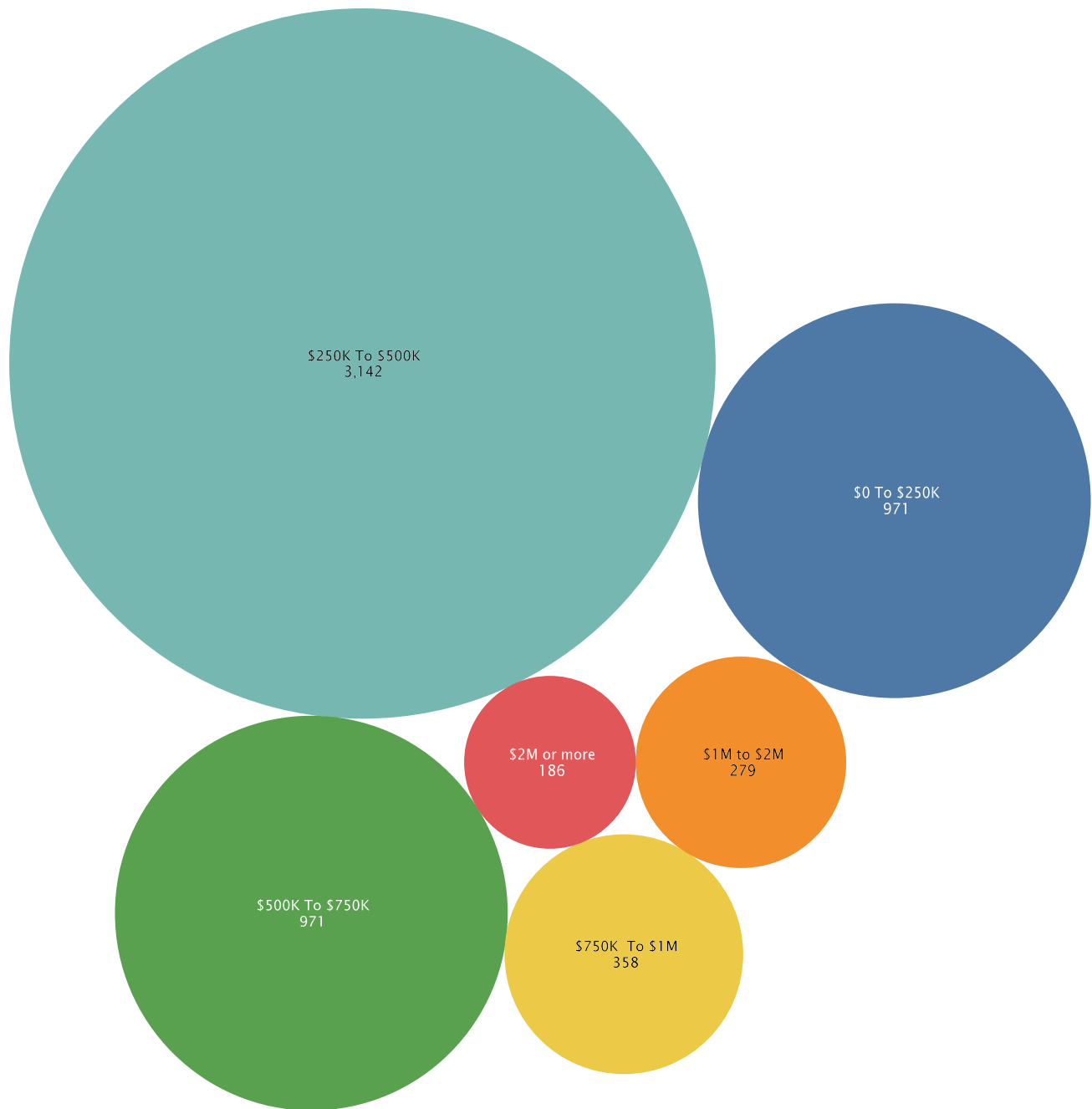
Number 2-10 metros are:

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



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2022Q4



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



Florida-Central

The total Florida-Central market fell from \$4.3 BB in fall 2022 to \$3.9 BB resulting in a 9% decrease.

Largest Markets

1. Lake Maitland	\$106,561,222	2.7%
2. Lake Down	\$99,112,894	2.5%
3. Lake Apopka	\$95,726,030	2.4%
4. Butler Chain Of Lakes	\$85,555,698	2.2%
5. Lake Harris	\$77,681,770	2.0%

Total Florida Central Market: \$3,952,084,996

Most Listings

1. Lake Weohyakapka (Walk in Water)	177	2.4%
2. Reedy Creek Swamp	173	2.3%
3. Davenport Creek Swamp	135	1.8%
3. Lake Tarpon	135	1.8%
5. Lake Harris	134	1.8%

Total Florida Central Listings: 7,393

Largest Home Markets

1. Lake Maitland	\$99,057,290	3.0%
2. Lake Apopka	\$86,710,131	2.6%
3. Lake Down	\$86,522,894	2.6%
4. Butler Chain Of Lakes	\$80,751,699	2.4%
5. Reedy Creek Swamp	\$64,515,966	1.9%

Total Florida Central Home Market: \$3,350,841,484

Most Homes Available

1. Reedy Creek Swamp	149	2.5%
2. Lake Tarpon	123	2.1%
3. Davenport Creek Swamp	120	2.0%
4. Lake Apopka	112	1.9%
5. Lake Tohopekaliga	101	1.7%

Total Florida Central Home Listings: 5,907

Largest Land Markets

1. Lake Harris	\$34,966,600	5.8%
2. Lake Ashton	\$34,500,000	5.7%
3. Lake Dora	\$17,706,700	2.9%
4. Lake Down	\$12,590,000	2.1%
5. East Lake Tohopekaliga	\$11,433,800	1.9%

Total Florida Central Land Market: \$601,243,512

Most Land Available

1. Lake Weohyakapka (Walk in Water)	144	9.7%
2. Lake Marion	80	5.4%
3. Lake Istokpoga	52	3.5%
4. Lake June	45	3.0%
5. Lake Harris	39	2.6%

Total Florida Central Land Listings: 1,486

Average Home Price

1. Lake Down, FL	\$4,120,138
2. Lake Butler, FL	\$3,538,527
3. Lake Maitland, FL	\$2,830,208
4. Butler Chain Of Lakes, FL	\$2,604,894
5. Lake Keystone, FL	\$2,250,342

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Arietta	\$484,230
2. Lake Van - Auburndale	\$482,367
3. Lake Medora	\$372,371
4. Lake Eustis	\$361,464
5. Lake Tohopekaliga	\$340,130

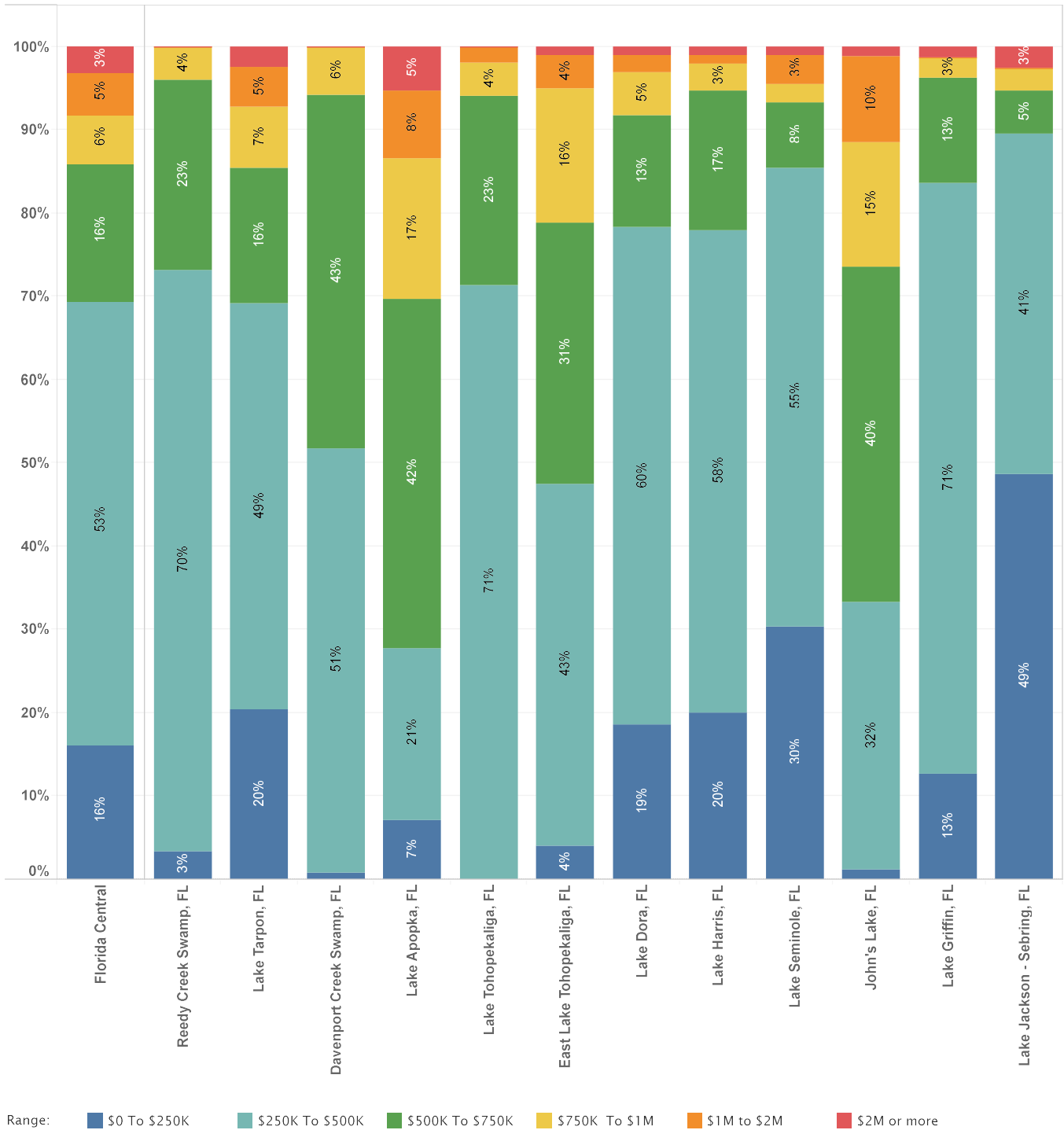
Listings of 10 Acres or More

1. Lake Harris	\$71,437
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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 2022Q4

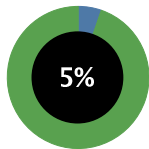
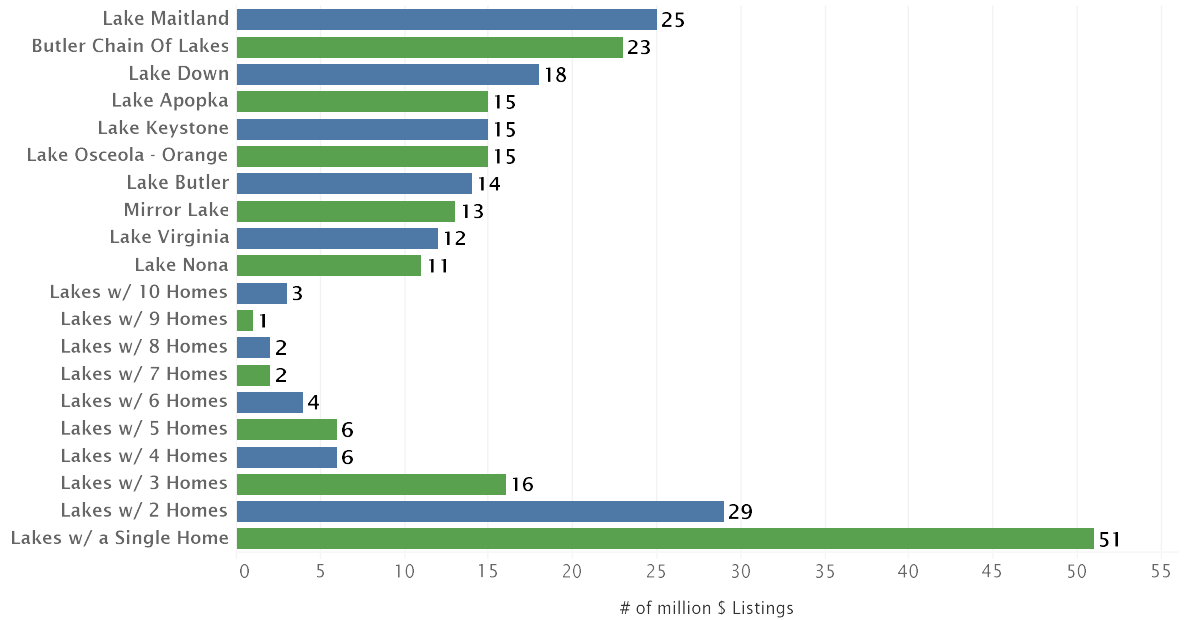


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2022Q4

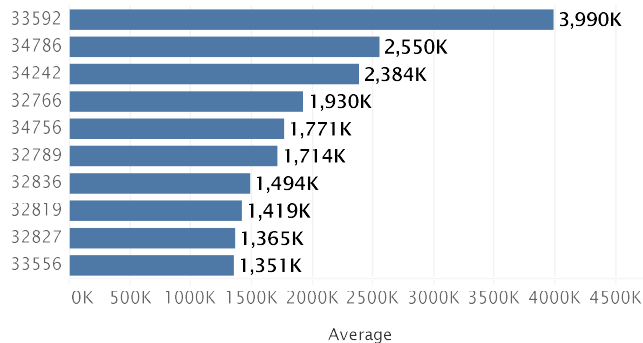


of \$1M+ Homes in Florida Central are on Lake Maitland

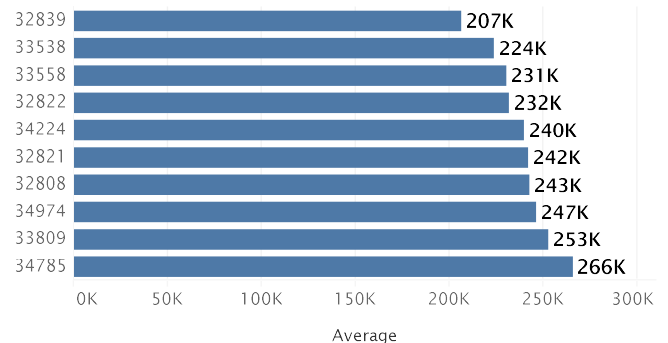
Total Number of \$1M+ Homes

465

Most Expensive ZIP Codes 2022Q4

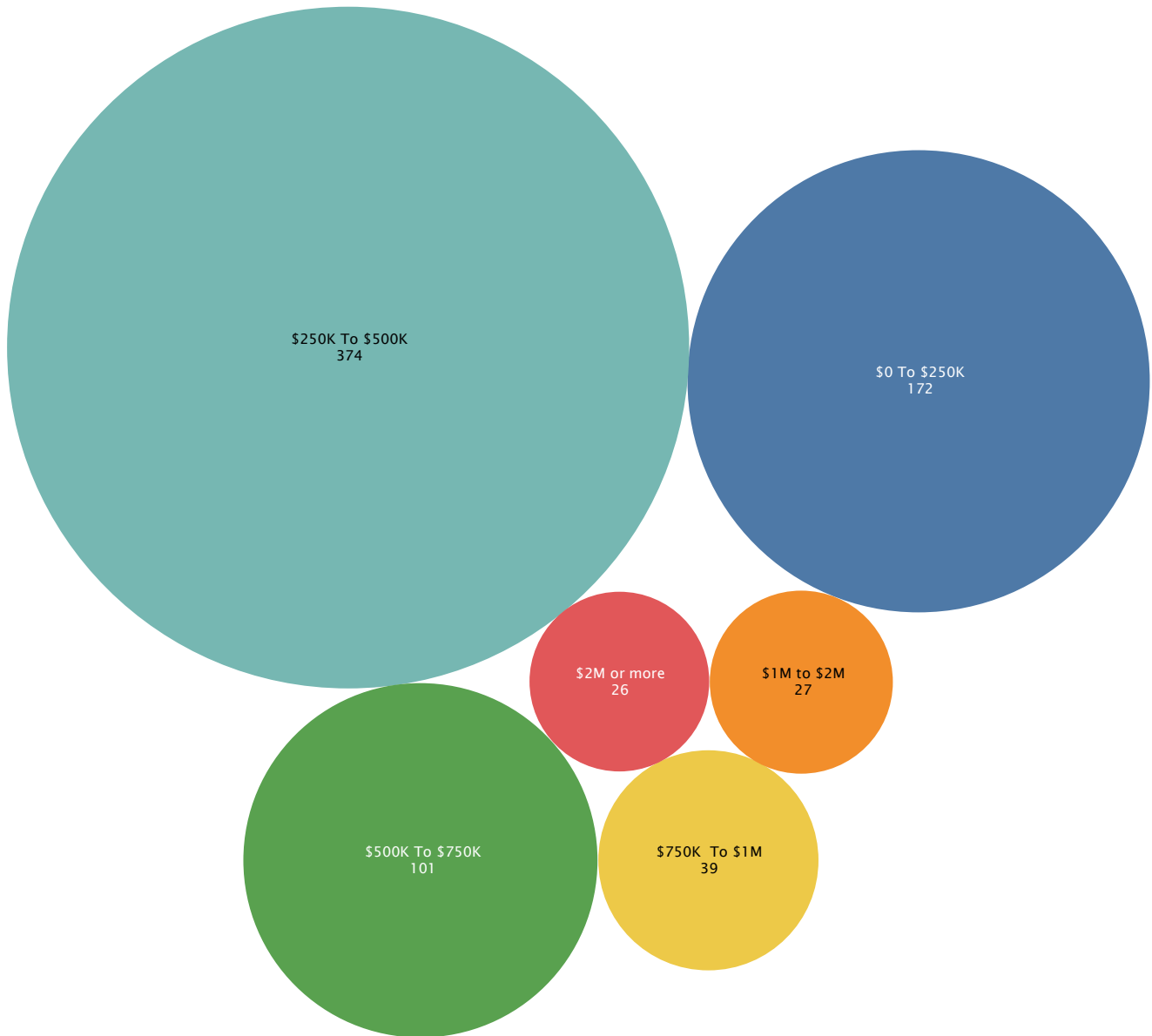


Most Affordable ZIP Codes 2022Q4



FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2022Q4



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



Florida-NE

The total Florida-NE market fell from \$530 MM in fall 2022 to \$515 MM resulting in a \$15 MM decrease.

Largest Markets

1. Lake Vedra	\$39,812,000	7.7%
2. Huguenot Lagoon	\$33,837,170	6.6%
3. Doctors Lake	\$28,254,395	5.5%
4. Twelvemile Swamp	\$28,028,162	6.6%
5. Lake Ponte Vedra	\$26,449,000	6.2%

Total Florida NE Market:

\$515,120,943

Most Listings

1. Marshall Swamp	79	6.1%
2. Twelvemile Swamp	60	8.1%
3. Lake Weir	51	3.9%
4. Doctors Lake	43	3.3%
5. Black Branch Swamp	37	2.9%

Total Florida NE Listings:

1,297

Largest Home Markets

1. Huguenot Lagoon	\$33,148,170	7.8%
2. Lake Vedra	\$29,626,000	7.0%
3. Twelvemile Swamp	\$28,028,162	6.6%
4. Lake Ponte Vedra	\$26,449,000	6.2%
5. Doctors Lake	\$22,940,595	5.4%

Total Florida NE Home Market:

\$424,760,930

Most Homes Available

1. Twelvemile Swamp	60	8.1%
2. Doctors Lake	33	4.5%
3. Pringle Swamp	32	4.3%
4. Cedar Swamp	30	4.1%
4. Lake Weir	30	4.1%

Total Florida NE Home Listings:

739

Largest Land Markets

1. Lake Vedra	\$10,186,000	11.3%
2. Lake Weir	\$9,853,200	10.9%
3. Fivemile Swamp	\$5,649,000	6.3%
4. Black Branch Swamp	\$5,463,599	6.0%
5. Doctors Lake	\$5,313,800	5.9%

Total Florida NE Land Market:

\$90,360,013

Most Land Available

1. Marshall Swamp	50	9.0%
2. Lake Weir	21	3.8%
3. Black Sink Prairie	20	3.6%
3. Georges Lake	20	3.6%
5. Black Branch Swamp	15	2.7%

Total Florida NE Land Listings:

558

Average Home Price

1. Huguenot Lagoon, FL	\$1,381,174
2. Maria Sanchez Lake, FL	\$1,006,850
3. Snowden Bay, FL	\$853,106
4. Gum Swamp, FL	\$757,984
5. Pringle Swamp, FL	\$706,286

Average Land Price Per Acre

Listings of Less Than 10 Acres

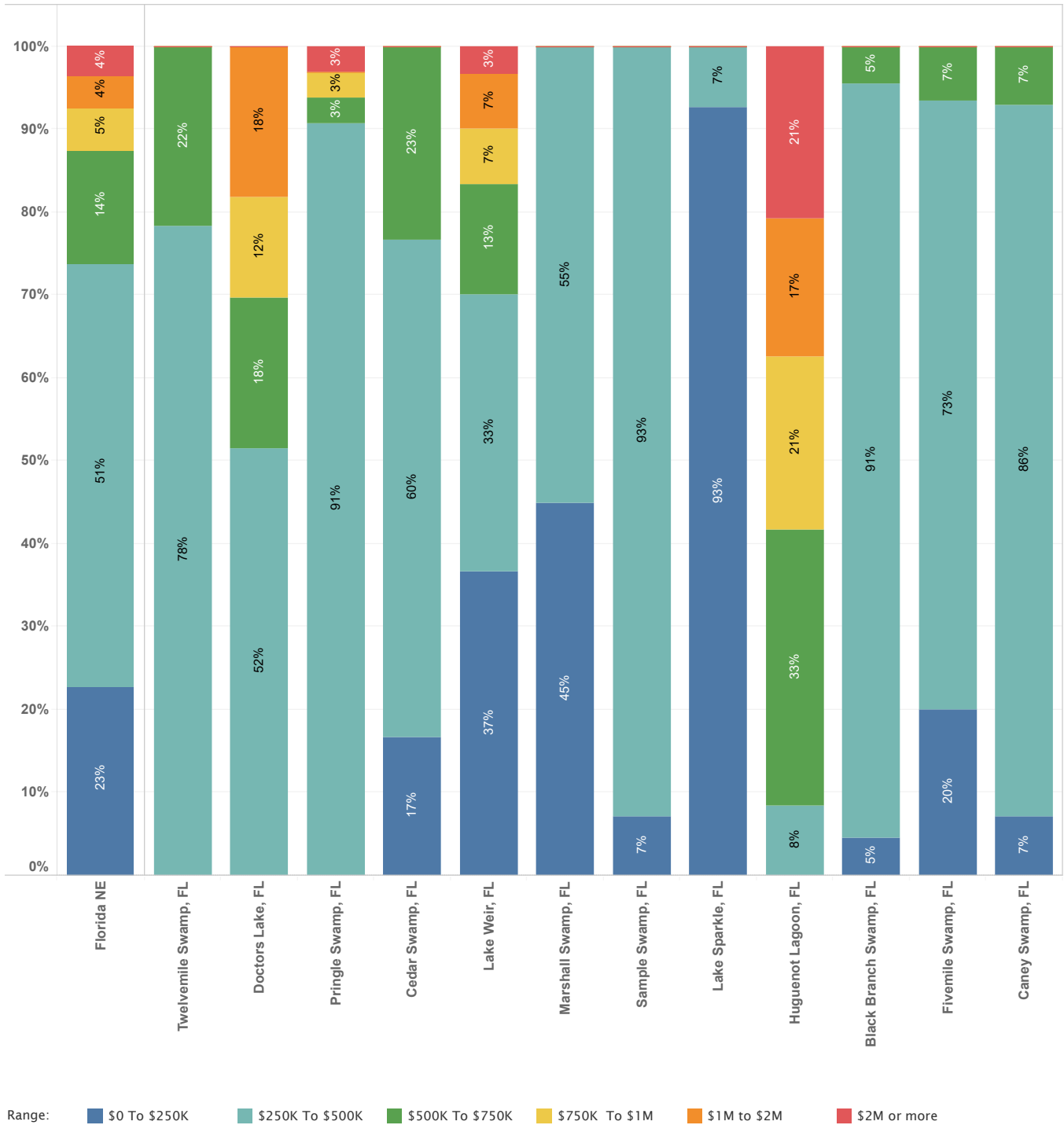
1. Black Branch Swamp	\$308,846
2. Doctors Lake	\$219,851
3. Marshall Swamp	\$89,929
4. Lake Weir	\$81,417
5. Tiger Den	\$77,789

Listings of 10 Acres or More

**

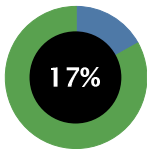
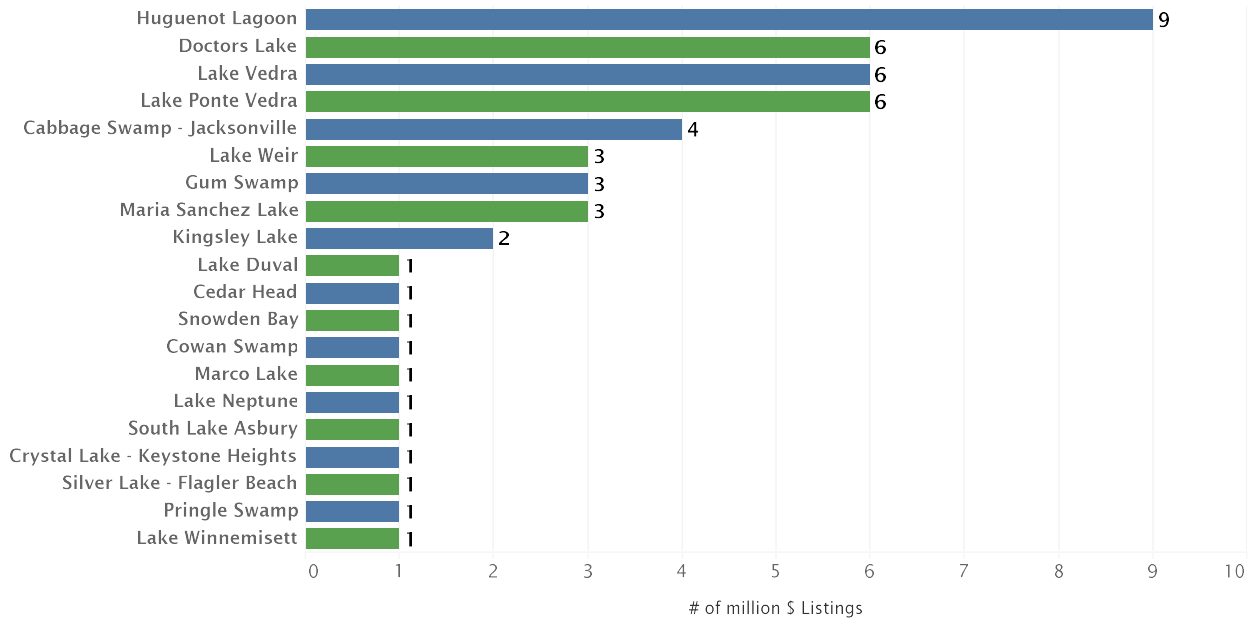
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Florida NE Market 2022Q4



Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2022Q4

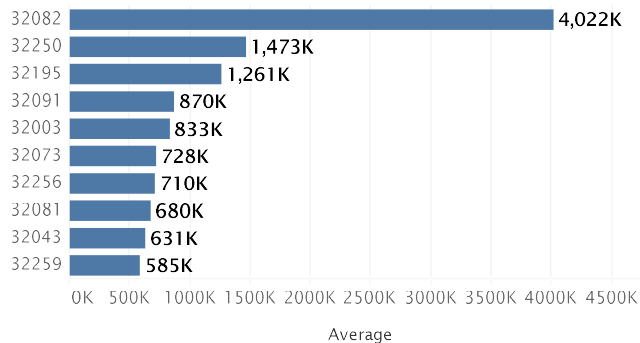


of \$1M+ Homes in Florida NE are on Huguenot Lagoon

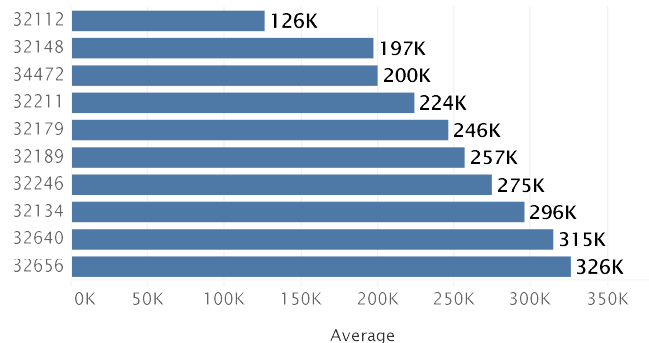
Total Number of \$1M+ Homes

53

Most Expensive ZIP Codes 2022Q4

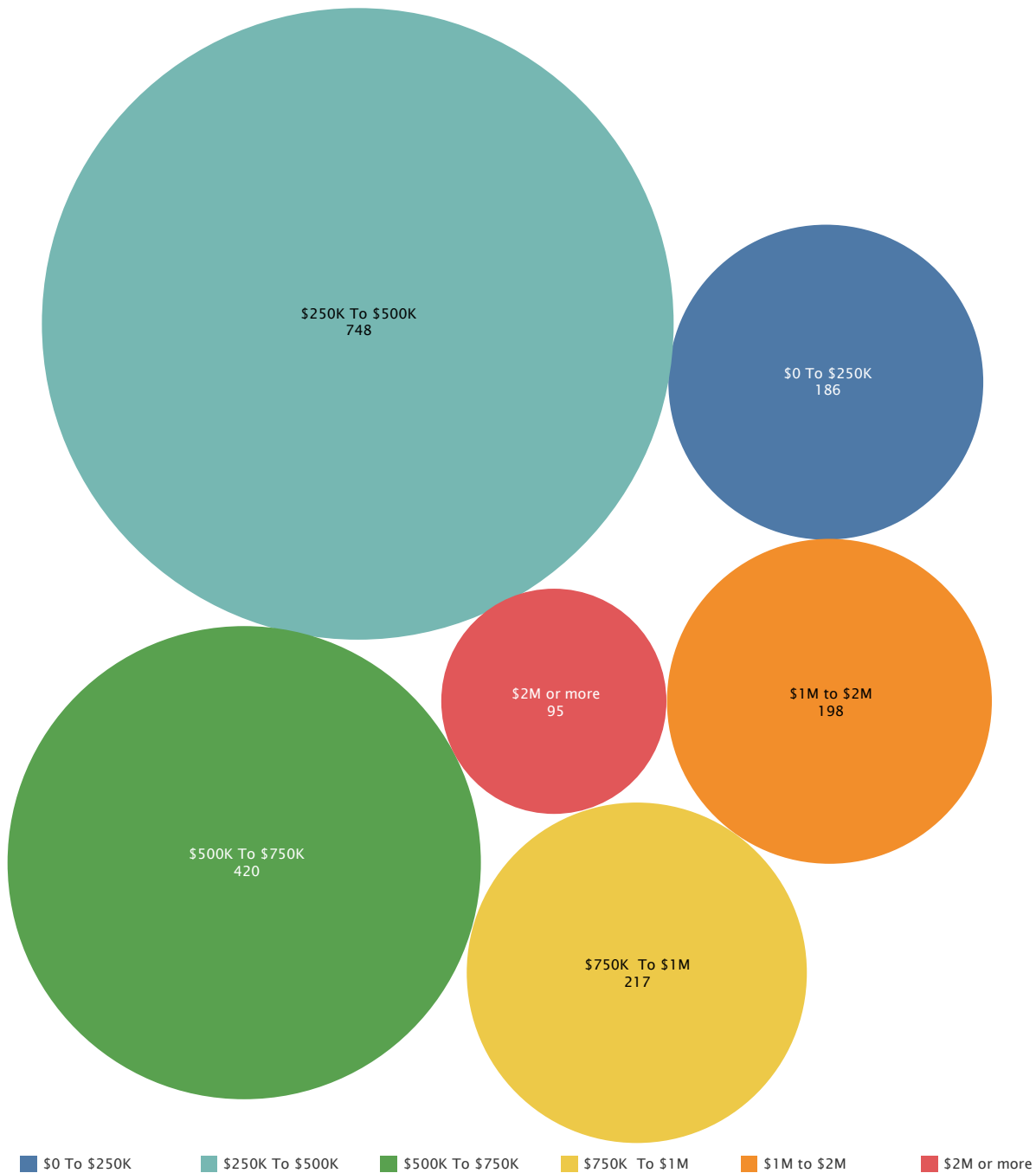


Most Affordable ZIP Codes 2022Q4



GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2022Q4



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



Georgia

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

Largest Markets

1. Lake Lanier	\$544,146,151	27.3%	6. Chatuge Lake*	\$71,309,204	3.6%
2. Lake Oconee	\$402,088,503	20.2%	7. Lake Burton	\$51,845,950	2.6%
3. Lake Hartwell*	\$198,696,176	10.0%	8. Clarks Hill Lake*	\$50,989,859	2.6%
4. Lake Allatoona	\$127,707,649	6.4%	9. Lake Blue Ridge	\$49,808,575	2.5%
5. Lake Sinclair	\$89,791,383	4.5%	10. Nottely Lake	\$42,409,002	2.1%

Total Georgia Market:

\$1,994,595,812

Largest Home Markets

1. Lake Lanier	\$393,747,803	26.3%
2. Lake Oconee	\$331,492,871	22.1%
3. Lake Hartwell*	\$134,013,293	8.9%
4. Lake Allatoona	\$84,090,962	5.6%
5. Lake Sinclair	\$73,422,138	4.9%
6. Chatuge Lake*	\$49,121,227	3.3%
7. Lake Burton	\$42,548,700	2.8%
8. Lake Blue Ridge	\$39,432,725	2.6%
9. Clarks Hill Lake*	\$34,836,274	2.3%
10. Jackson Lake	\$28,180,809	1.9%

Total Georgia Home Market:

\$1,498,061,842

Largest Land Markets

1. Lake Lanier	\$150,398,348	30.5%
2. Lake Oconee	\$69,197,632	14.0%
3. Lake Hartwell*	\$64,682,883	13.1%
4. Lake Allatoona	\$43,616,687	8.8%
5. Walter F. George Lake*	\$23,535,300	4.8%
6. Chatuge Lake*	\$22,187,977	4.5%
7. Clarks Hill Lake*	\$16,153,585	3.3%
8. Nottely Lake	\$15,290,315	3.1%
9. Lake Sinclair	\$14,356,245	2.9%
10. Lake Blue Ridge	\$10,375,850	2.1%

Total Georgia Land Market:

\$493,122,970

43% of all homes listed on Lake Blue Ridge are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Burton	\$2,127,435
2. Lake Blue Ridge	\$1,314,424

Most Affordable Homes

1. Big Canoe	\$622,141
2. Lake Spivey	\$640,214

Most Listings

1. Lake Lanier	718	16.9%	6. Chatuge Lake*	195	4.6%
2. Lake Hartwell*	699	16.5%	7. Lake Allatoona	181	4.3%
3. Lake Oconee	554	13.0%	8. Nottely Lake	160	3.8%
4. Clarks Hill Lake*	334	7.9%	9. Walter F. George Lake*	126	3.0%
5. Lake Sinclair	310	7.3%	10. Jackson Lake	99	2.3%

Total Georgia Listings:

4,254

Most Homes Available

1. Lake Lanier	486	23.1%
2. Lake Oconee	323	15.4%
3. Lake Hartwell*	257	12.2%
4. Lake Sinclair	159	7.6%
5. Lake Allatoona	137	6.5%
6. Jackson Lake	67	3.2%
7. Clarks Hill Lake*	64	3.0%
8. Chatuge Lake*	61	2.9%
9. Lake Arrowhead	51	2.4%
10. Walter F. George Lake*	44	2.1%

Total Georgia Home Listings:

2,101

Most Land Available

1. Lake Hartwell*	442	20.6%
2. Clarks Hill Lake*	270	12.6%
3. Lake Lanier	232	10.8%
4. Lake Oconee	229	10.7%
5. Lake Sinclair	147	6.8%
6. Chatuge Lake*	134	6.2%
7. Nottely Lake	123	5.7%
8. Walter F. George Lake*	82	3.8%
9. Lake Burton	56	2.6%
10. Lake Allatoona	44	2.0%

Total Georgia Land Listings:

2,147

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$1,014,257
2. Lake Lanier	\$267,249
3. Lake Oconee	\$200,284
4. Lake Allatoona	\$163,433
5. Lake Burton	\$161,748
6. Lake Tobesofkee	\$144,495
7. Lake Hartwell	\$113,513
8. Lake Arrowhead	\$112,810

Listings of 10 Acres or More

1. Lake Lanier	\$93,164
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

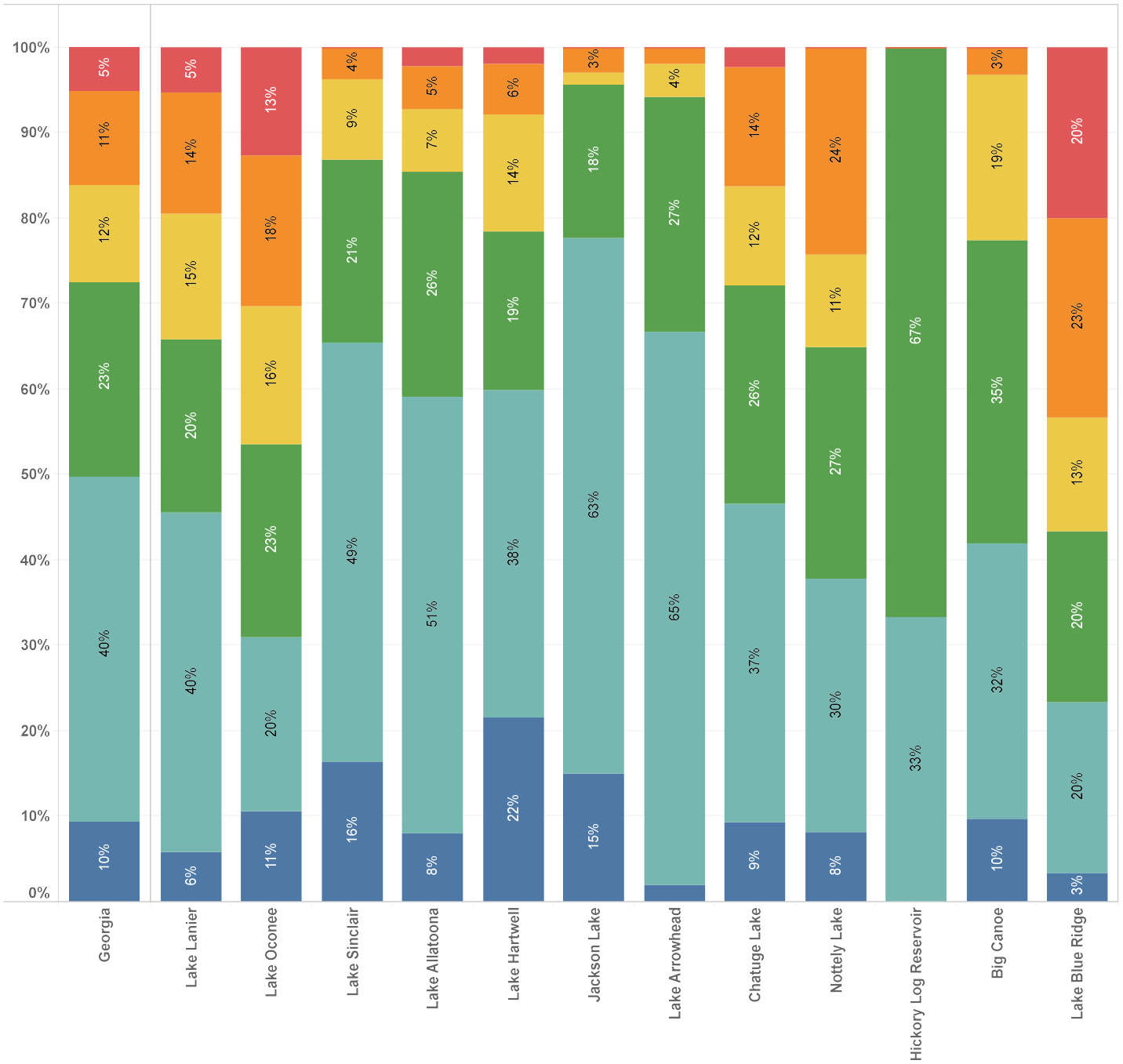
1. Clarks Hill Lake	\$32,008
2. Richard B. Russell Lake	\$36,009
3. Bent Tree	\$36,472
4. Carters Lake	\$39,096
5. Lake Laceola	\$42,431
6. Lake Tara	\$51,393
7. Big Canoe	\$55,771
8. West Point Lake	\$57,496

Listings of 10 Acres or More

1. Lake Harding	\$6,709
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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 2022Q4

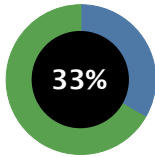
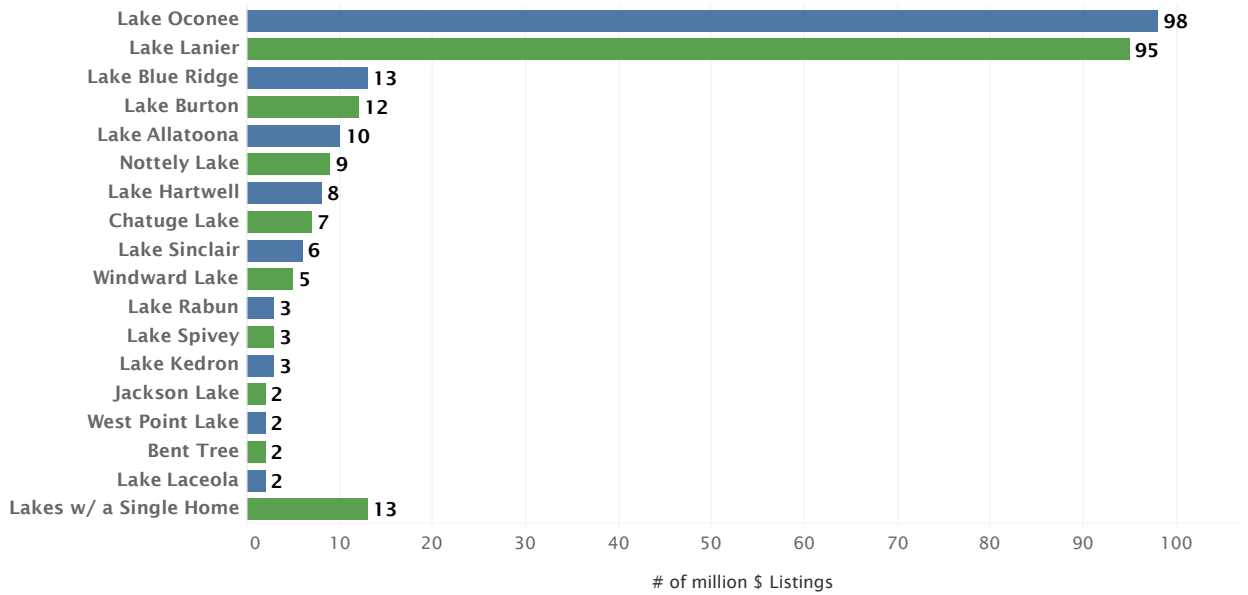


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2022Q4

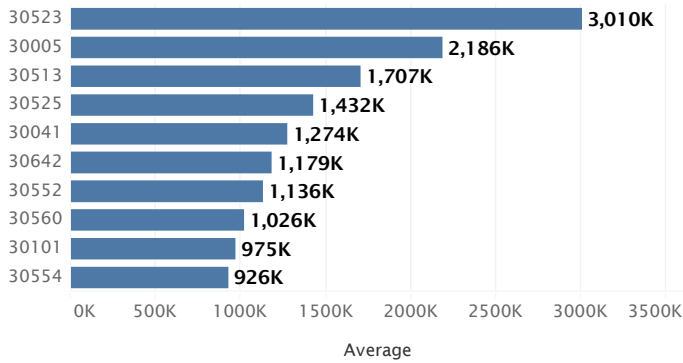


of \$1M+ Homes in Georgia are on Lake Oconee

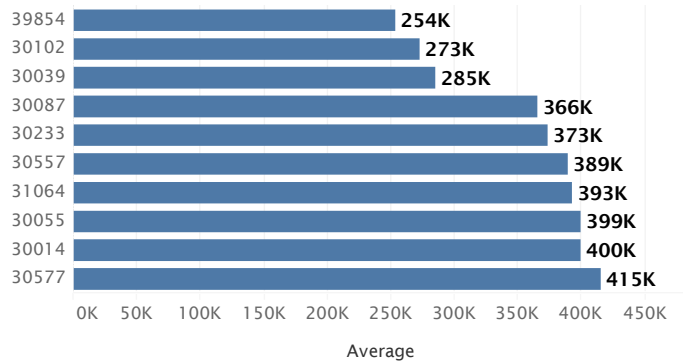
Total Number of \$1M+ Homes

293

Most Expensive ZIP Codes 2022Q4

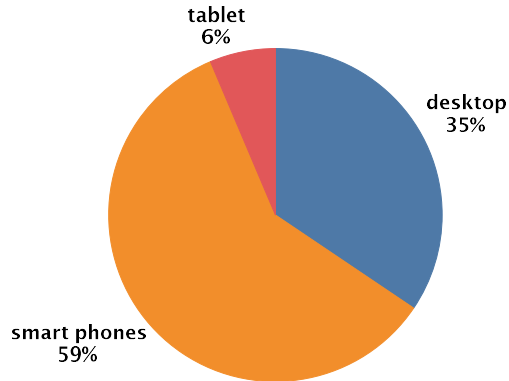


Most Affordable ZIP Codes 2022Q4

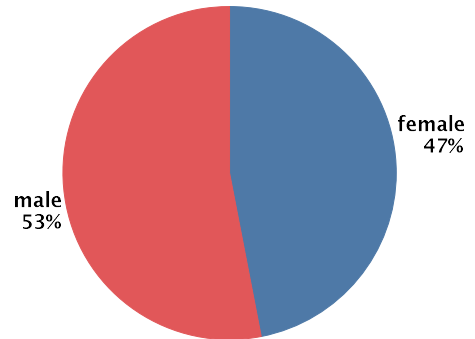


Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2022Q4

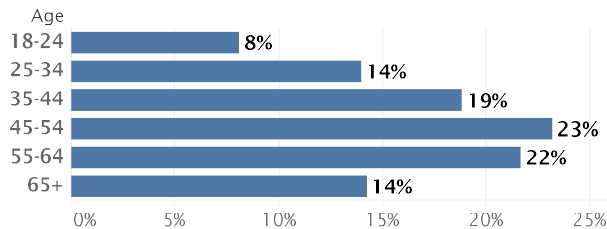


Male/Female Visitors 2022Q4



58% of potential buyers come from outside Georgia

What Age Groups are Shopping 2022Q4



New York,

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

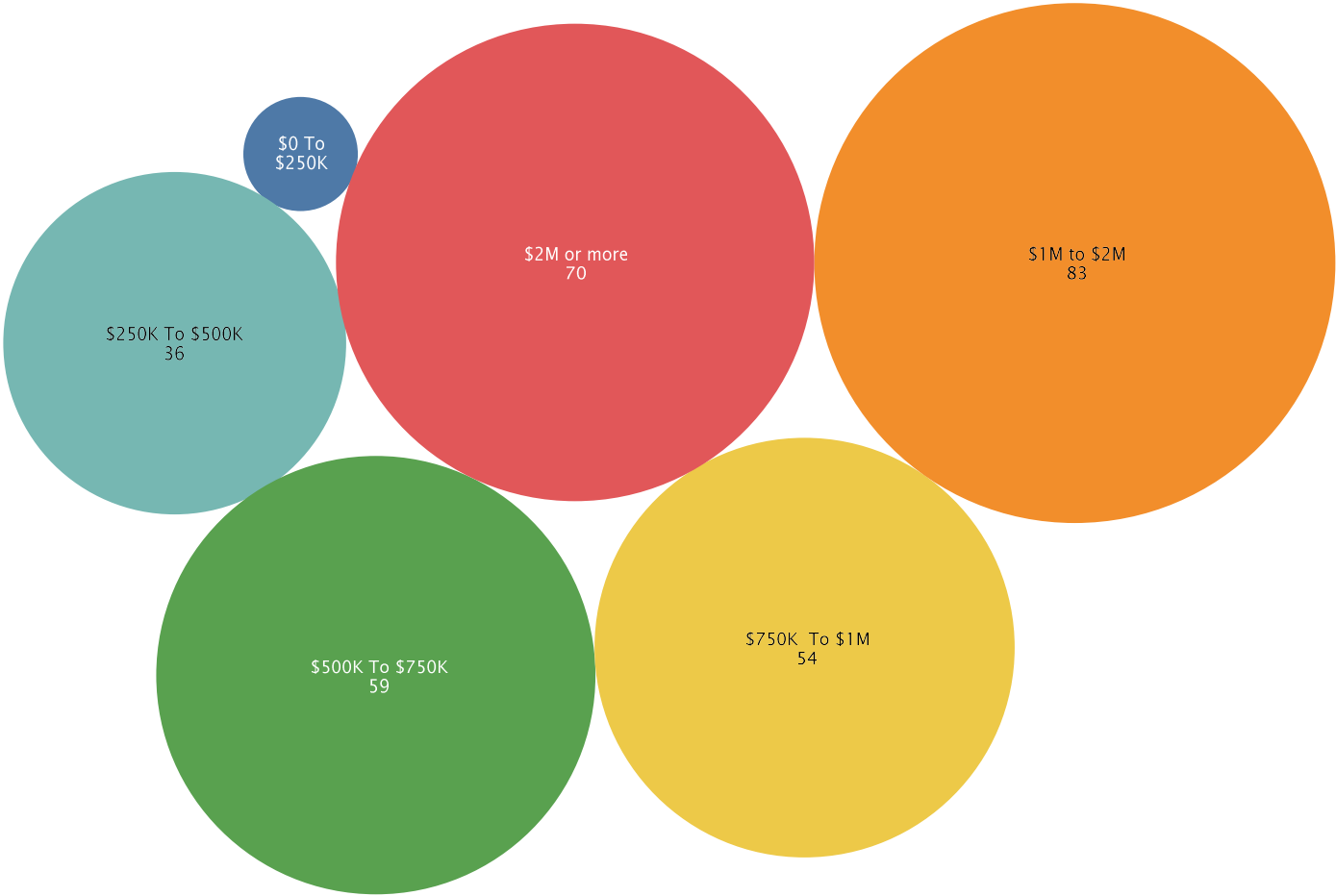
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Greenville-Spartanburg-Asheville-Anderson
- Tampa-St. Petersburg (Sarasota), FL
- Los Angeles, CA
- Chicago, IL
- Orlando-Daytona Beach-Melbourne, FL
- Raleigh-Durham (Fayetteville), NC
- Charlotte, NC
- Philadelphia, PA



IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2022Q4



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



Idaho

The total Idaho market fell from \$962 MM in fall 2022 to \$713 MM resulting in a 26% decrease.

Largest Markets

1. Coeur d'Alene Lake	\$273,198,798	38.3%
2. Pend Oreille Lake	\$250,053,334	35.1%
3. Hayden Lake	\$84,134,099	11.8%
4. Priest Lake	\$30,025,000	4.2%
5. Spirit Lake	\$14,251,400	2.0%

Total Idaho Market: **\$713,131,919**

Most Listings

1. Pend Oreille Lake	256	40.6%
2. Coeur d'Alene Lake	193	30.6%
3. Hayden Lake	46	7.3%
4. Priest Lake	22	3.5%
5. Lake Sans Souci	20	3.2%

Total Idaho Listings: **630**

Largest Home Markets

1. Coeur d'Alene Lake	\$188,152,900	37.3%
2. Pend Oreille Lake	\$154,913,337	30.7%
3. Hayden Lake	\$76,250,199	15.1%
4. Priest Lake	\$27,633,000	5.5%
5. Spirit Lake	\$13,601,400	2.7%

Total Idaho Home Market: **\$505,089,124**

Most Homes Available

1. Pend Oreille Lake	115	37.6%
2. Coeur d'Alene Lake	83	27.1%
3. Hayden Lake	34	11.1%
4. Twin Lakes	16	5.2%
5. Priest Lake	14	4.6%

Total Idaho Home Listings: **306**

Largest Land Markets

1. Pend Oreille Lake	\$95,139,997	45.7%
2. Coeur d'Alene Lake	\$85,045,898	40.9%
3. Hayden Lake	\$7,883,900	3.8%
4. Kelso Lake	\$4,302,900	2.1%
5. Cocolalla Lake	\$2,827,900	1.4%

Total Idaho Land Market: **\$208,042,795**

Most Land Available

1. Pend Oreille Lake	141	43.5%
2. Coeur d'Alene Lake	110	34.0%
3. Hayden Lake	12	3.7%
4. Hoodoo Lake	9	2.8%
4. Lake Sans Souci	9	2.8%

Total Idaho Land Listings: **324**

Average Home Price

1. Coeur d'Alene Lake	\$2,283,633
2. Hayden Lake	\$2,242,653
3. Priest Lake	\$1,973,786

Average Land Price Per Acre

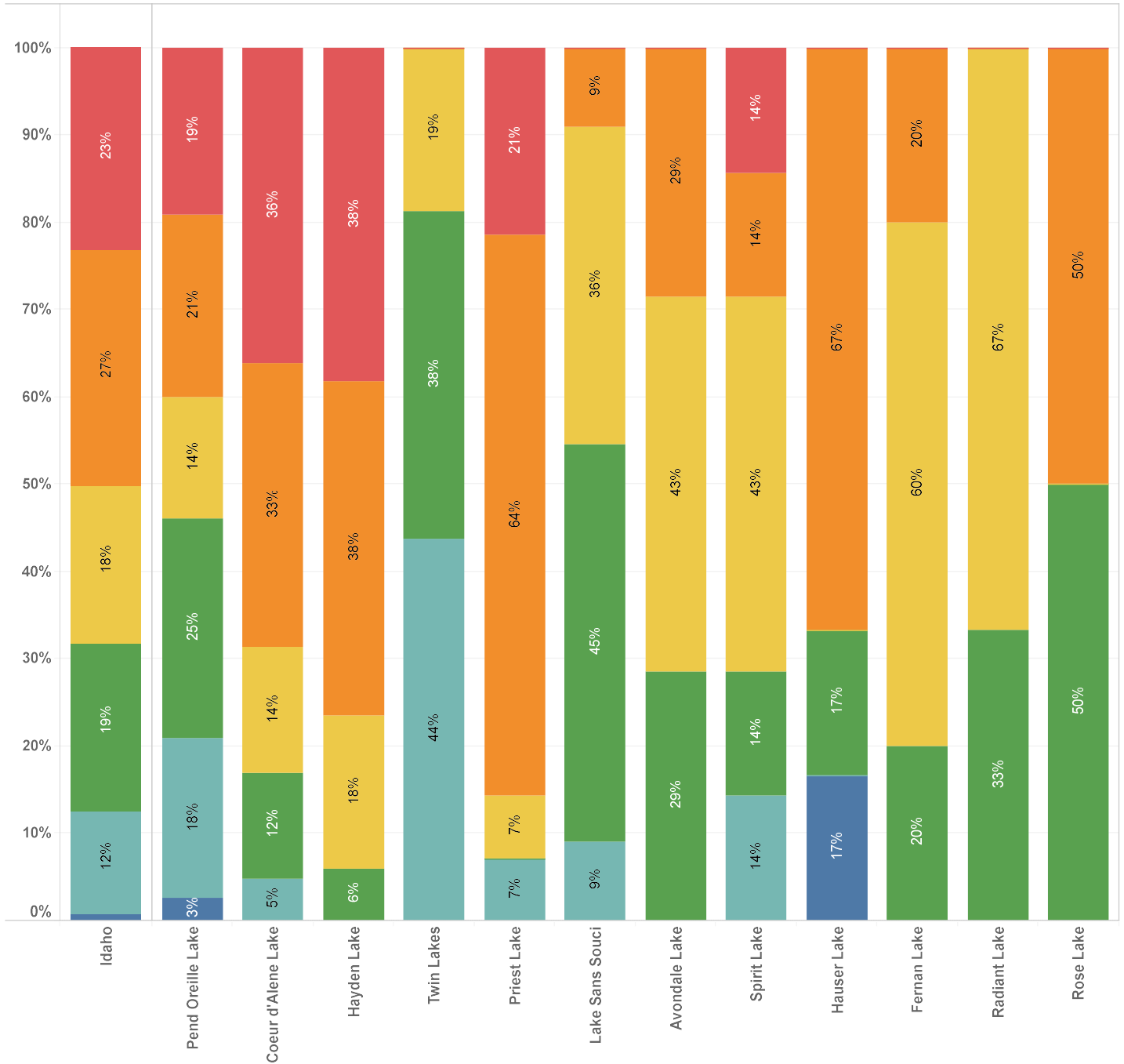
Listings of Less Than 10 Acres

1. Hayden Lake	\$422,276
2. Coeur d'Alene Lake	\$361,689
3. Pend Oreille Lake	\$265,402

Listings of 10 Acres or More

1. Coeur d'Alene Lake	\$85,825
2. Pend Oreille Lake	\$55,980
3. Kelso Lake	\$45,792

Price Breakdown by Percentage of Homes in the Idaho Market 2022Q4

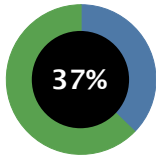
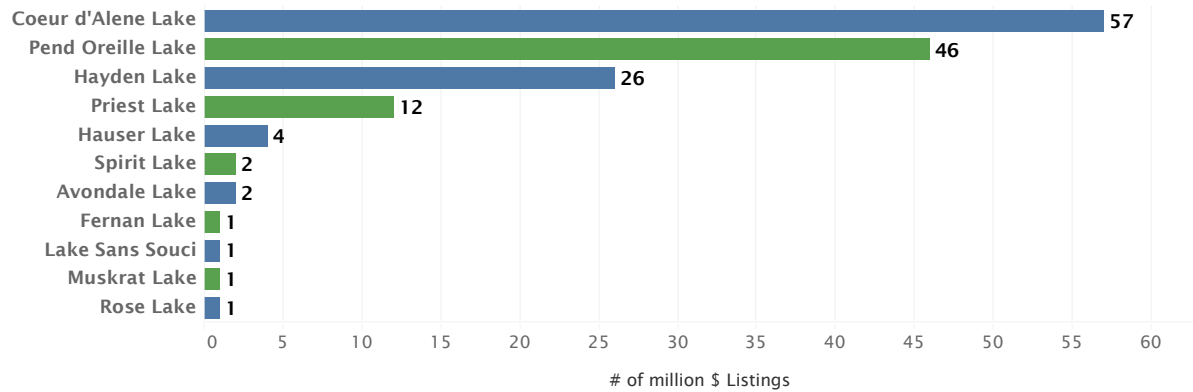


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2022Q4

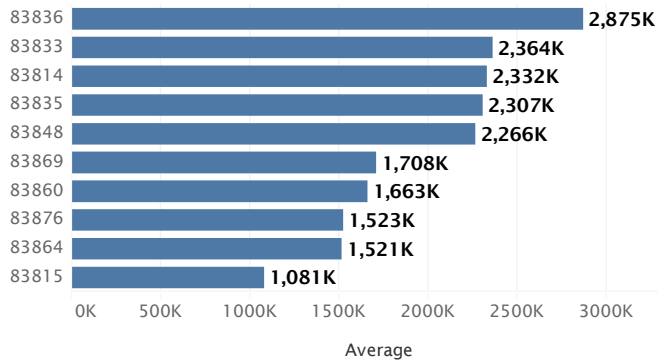


of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

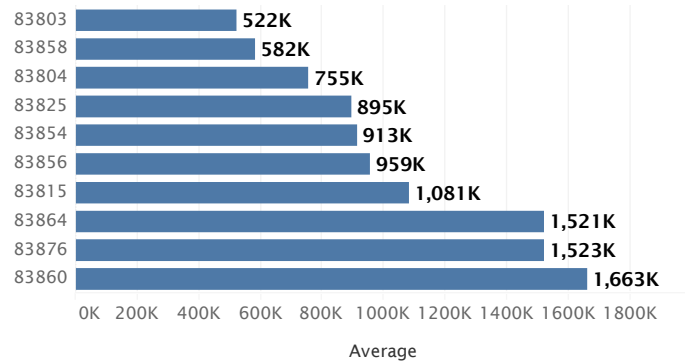
Total Number of \$1M+ Homes

153

Most Expensive ZIP Codes 2022Q4

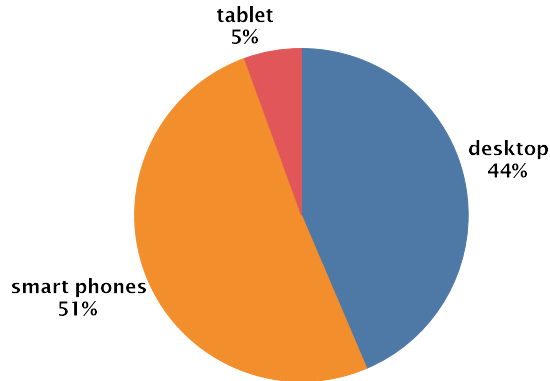


Most Affordable ZIP Codes 2022Q4

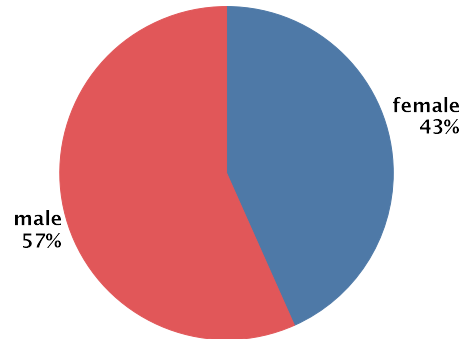


Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

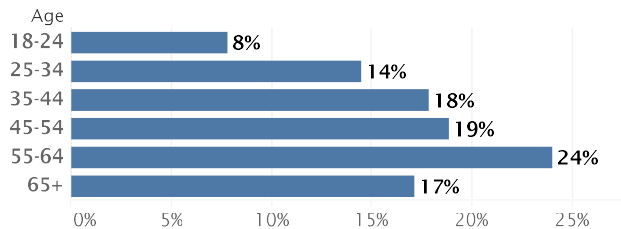


91% of potential buyers come from outside Idaho

Seattle-Tacoma

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

What Age Groups are Shopping 2022Q4



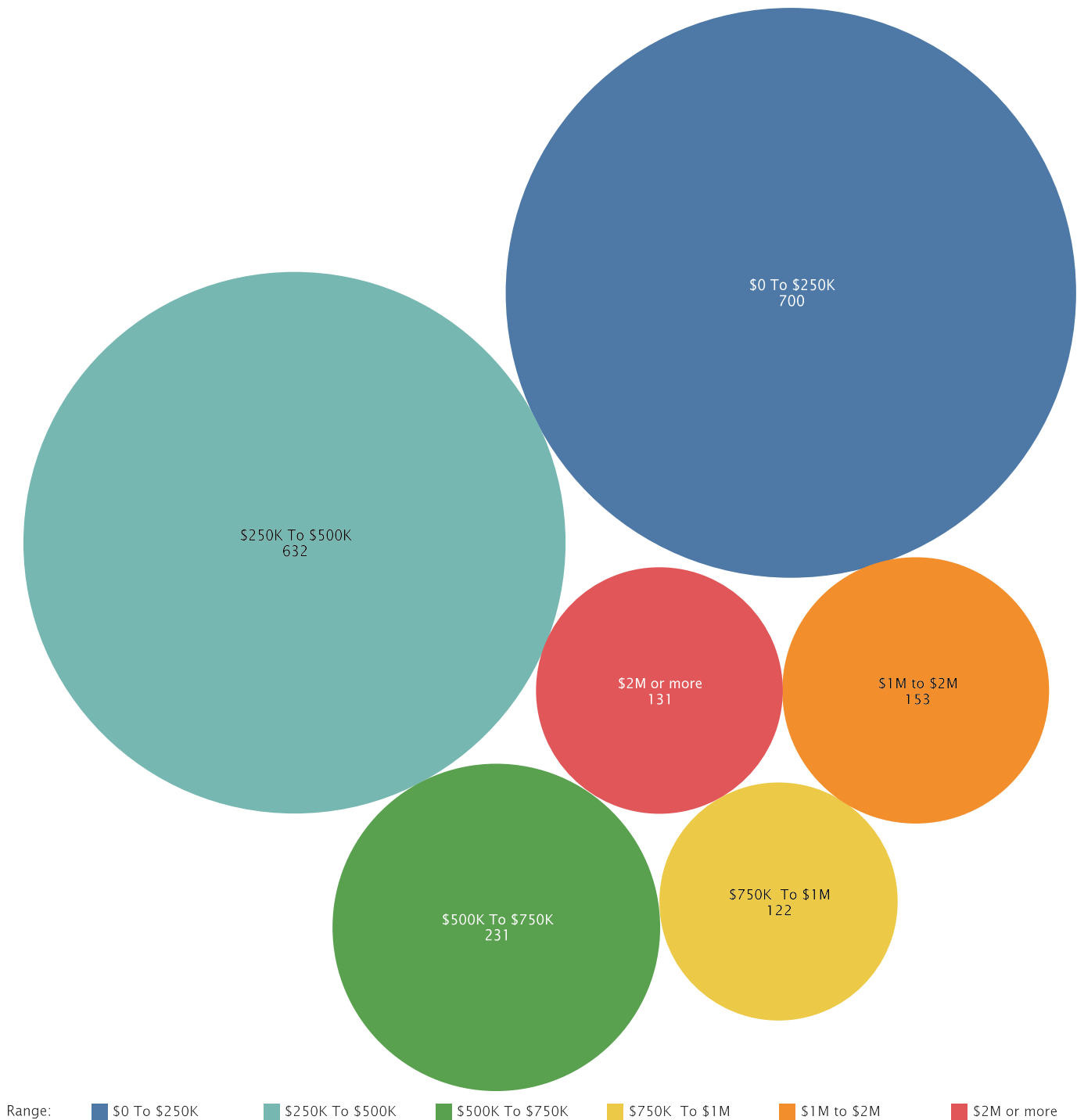
Number 2-10 metros are:

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



ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2022Q4



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



Illinois

The number of listings in Illinois dropped from 2,805 in fall 2022 to 2,397 resulting in a 15% decrease.

Largest Markets

1. Lake Michigan	\$1,108,895,169	76.5%
2. Lake Charles	\$14,054,140	1.0%
3. Wonder Lake	\$9,697,047	0.7%
4. Chain O'Lakes - Pistakee Lake	\$9,617,350	0.7%
5. Heather Lake	\$9,500,000	0.7%

Total Illinois Market: **\$1,448,836,307**

Most Listings

1. Lake Michigan	1,249	52.1%
2. Lake Of Egypt	57	2.4%
3. Spoon Lake	51	2.1%
4. Wonder Lake	39	1.6%
5. Lake Thunderbird	37	1.5%

Total Illinois Listings: **2,397**

Largest Home Markets

1. Lake Michigan	\$1,083,638,274	78.0%
2. Lake Charles	\$14,054,140	1.0%
3. Wonder Lake	\$9,515,048	0.7%
4. Heather Lake	\$9,500,000	0.7%
5. Chain O'Lakes - Fox Lake	\$9,296,899	0.7%

Total Illinois Home Market: **\$1,389,166,618**

Most Homes Available

1. Lake Michigan	1,218	61.7%
2. Wonder Lake	36	1.8%
3. Chain O'Lakes - Fox Lake	23	1.2%
3. Chain O'Lakes - Pistakee Lake	23	1.2%
5. Round Lake	18	0.9%

Total Illinois Home Listings: **1,973**

Largest Land Markets

1. Lake Michigan	\$25,256,895	42.3%
2. Lake Renwick	\$2,369,444	4.0%
3. Skokie Lagoons	\$1,839,000	3.1%
4. Lake Of Egypt	\$1,639,497	2.7%
5. Keene Lake	\$1,549,000	2.6%

Total Illinois Land Market: **\$59,669,689**

Most Land Available

1. Lake Of Egypt	46	10.8%
2. Spoon Lake	43	10.1%
3. Lake Michigan	31	7.3%
4. Lake Thunderbird	29	6.8%
5. Lake Wildwood	15	3.5%

Total Illinois Land Listings: **424**

Average Home Price

1. Lake Charles	\$1,277,649
2. Lake Michigan	\$889,687
3. Quarry Lake	\$586,775
4. Lake Holiday	\$477,164
5. Chain O'Lakes - Grass Lake	\$408,492

Average Land Price Per Acre

Listings of Less Than 10 Acres

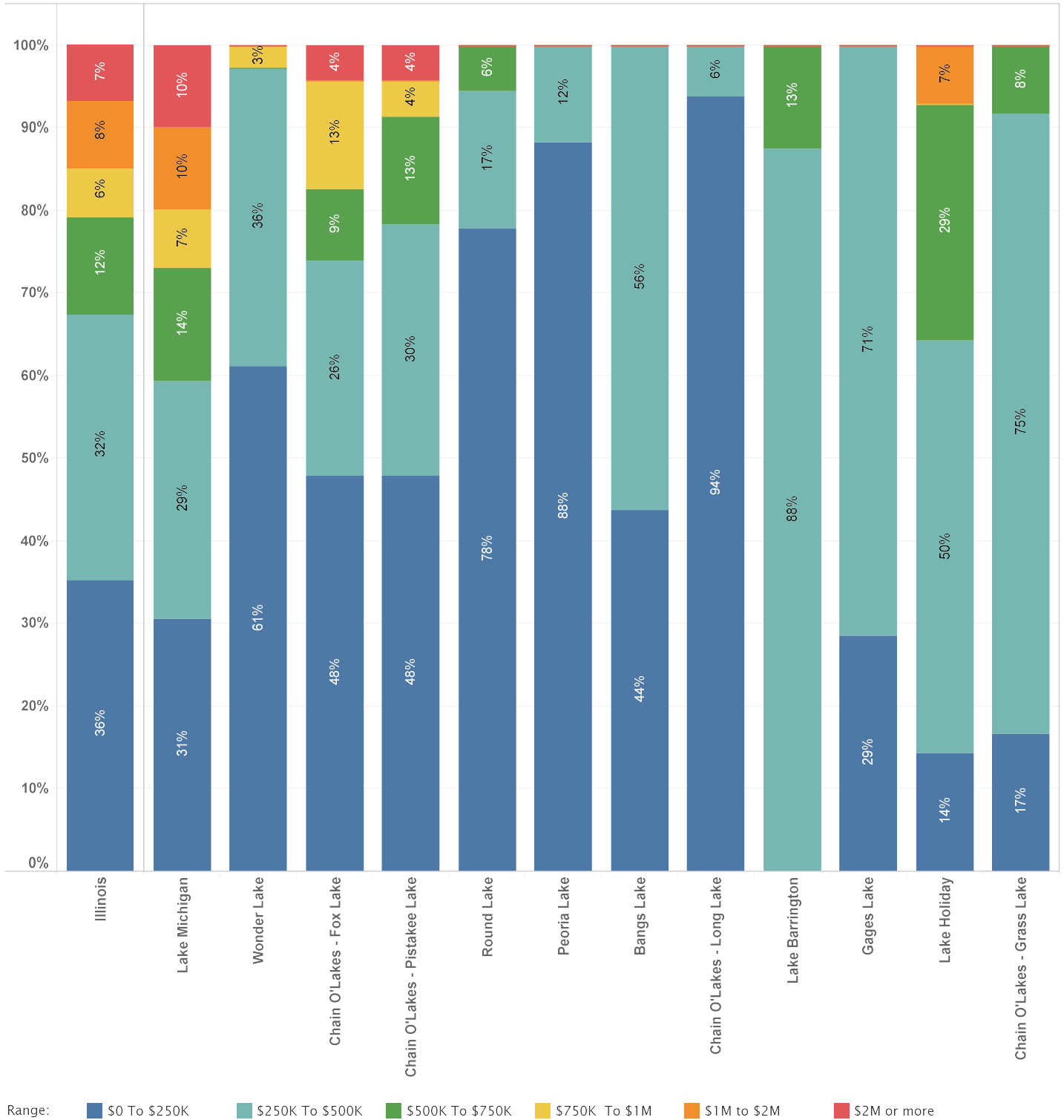
1. Lake Thunderbird	\$47,505
2. Lake Of Egypt	\$29,711

Listings of 10 Acres or More

**

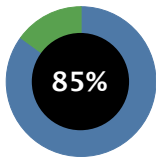
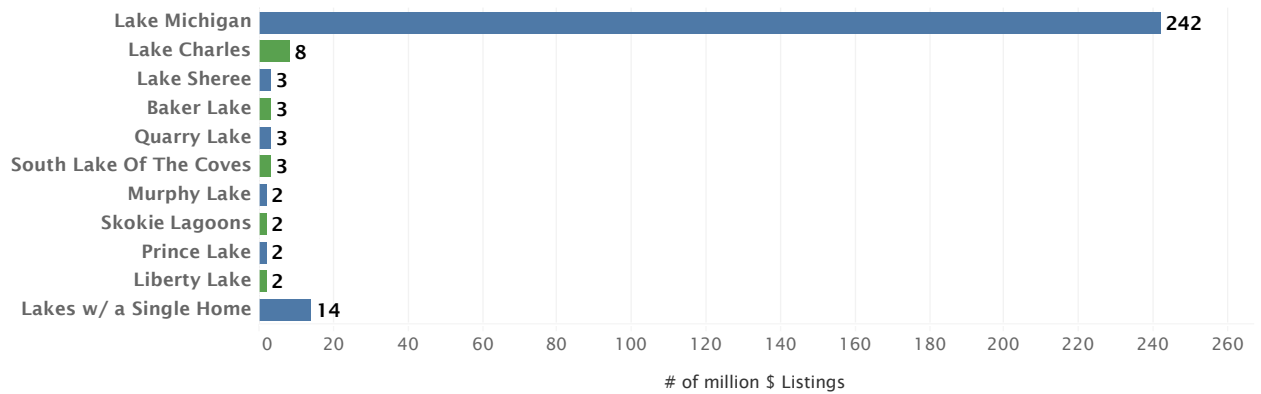
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Illinois Market 2022Q4



Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2022Q4

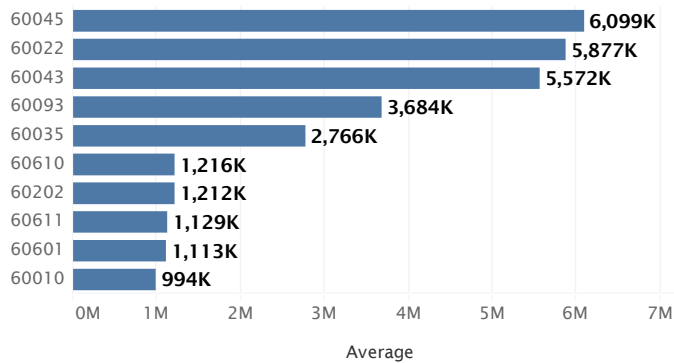


of \$1M+ Homes in Illinois are on Lake Michigan

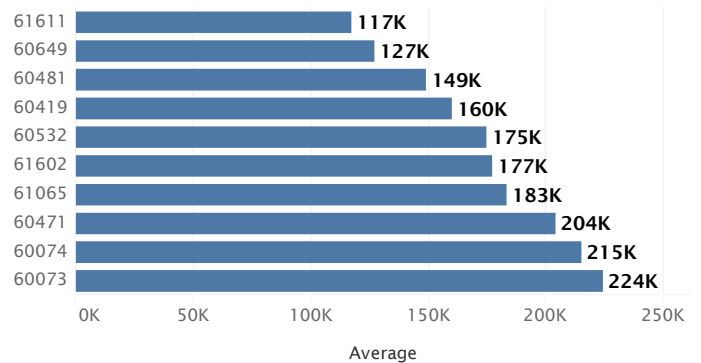
Total Number of \$1M+ Homes

284

Most Expensive ZIP Codes 2022Q4

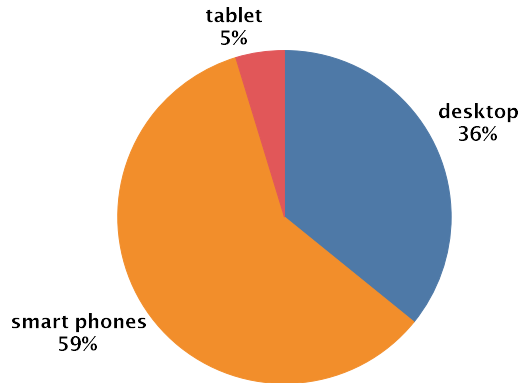


Most Affordable ZIP Codes 2022Q4

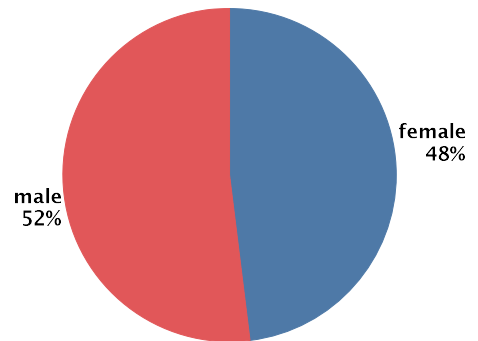


Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

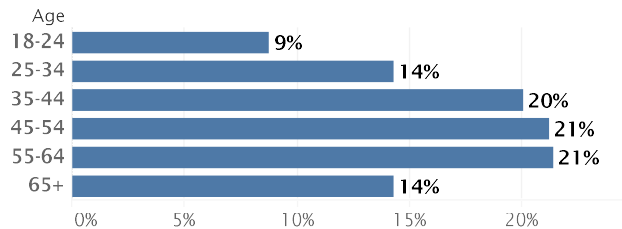


49% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2022Q4



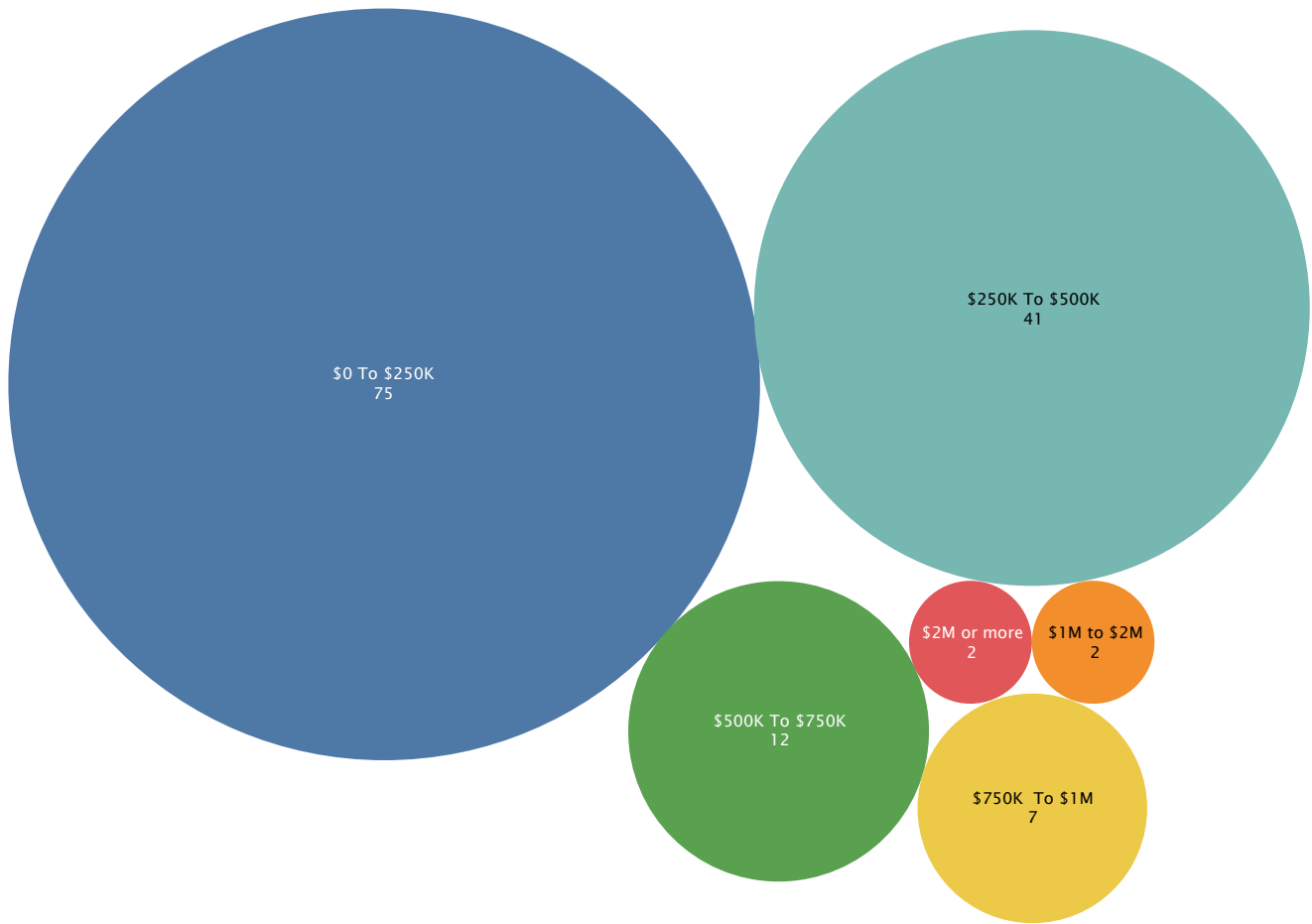
Number 2-10 metros are:

- Milwaukee, WI
- Minneapolis-St. Paul, MN
- Dallas-Ft. Worth, TX
- Washington DC (Hagerstown MD)
- Wichita-Hutchinson, KS
- Des Moines-Ames, IA
- Houston, TX
- Los Angeles, CA
- Phoenix, AZ



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2022Q4



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



Chain O' Lakes

Chain O' Lakes dropped from \$62 MM in fall 2022 to \$52 MM in winter 2022 resulting in a 16% decrease.

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$9,617,350	18.4%
2. Chain O'Lakes - Fox Lake	\$9,345,399	17.9%
3. Chain O'Lakes - Grass Lake	\$4,965,800	9.5%
4. Chain O'Lakes - Long Lake	\$3,771,331	7.2%
5. Chain O'Lakes - Nippersink Lake	\$3,653,105	7.0%

Total ChainOLakes Market: **\$52,221,699**

Most Listings

1. Chain O'Lakes - Pistakee Lake	30	15.6%
2. Chain O'Lakes - Fox Lake	24	12.5%
3. Chain O'Lakes - Long Lake	21	10.9%
4. Chain O'Lakes - Grass Lake	17	8.9%
4. Chain O'Lakes - Nippersink Lake	17	8.9%

Total ChainOLakes Listings: **192**

Largest Home Markets

1. Chain O'Lakes - Fox Lake	\$9,296,899	19.7%
2. Chain O'Lakes - Pistakee Lake	\$9,059,100	19.2%
3. Chain O'Lakes - Grass Lake	\$4,901,900	10.4%
4. Chain O'Lakes - Nippersink Lake	\$3,458,480	7.3%
5. Chain O'Lakes - Long Lake	\$2,965,431	6.3%

Total ChainOLakes Home Market: **\$47,282,929**

Most Homes Available

1. Chain O'Lakes - Fox Lake	23	16.5%
1. Chain O'Lakes - Pistakee Lake	23	16.5%
3. Chain O'Lakes - Long Lake	16	11.5%
4. Chain O'Lakes - Grass Lake	12	8.6%
4. Chain O'Lakes - Nippersink Lake	12	8.6%

Total ChainOLakes Home Listings: **139**

Largest Land Markets

1. Chain O'Lakes - Lake Marie	\$834,500	16.9%
2. Chain O'Lakes - Long Lake	\$805,900	16.3%
3. Lake Antioch	\$604,000	12.2%
4. Lake Tranquility	\$579,000	11.7%
5. Chain O'Lakes - Pistakee Lake	\$558,250	11.3%

Total ChainOLakes Land Market: **\$4,938,770**

Most Land Available

1. Chain O'Lakes - Lake Marie	8	15.1%
2. Chain O'Lakes - Pistakee Lake	7	13.2%
3. Lake Antioch	6	11.3%
4. Chain O'Lakes - Grass Lake	5	9.4%
4. Chain O'Lakes - Long Lake	5	9.4%

Total ChainOLakes Land Listings: **53**

Average Home Price

1. Chain O'Lakes - Grass Lake, IL	\$408,492
2. Chain O'Lakes - Fox Lake, IL	\$404,213
3. Chain O'Lakes - Pistakee Lake, IL	\$393,874

Average Land Price Per Acre

Listings of Less Than 10 Acres

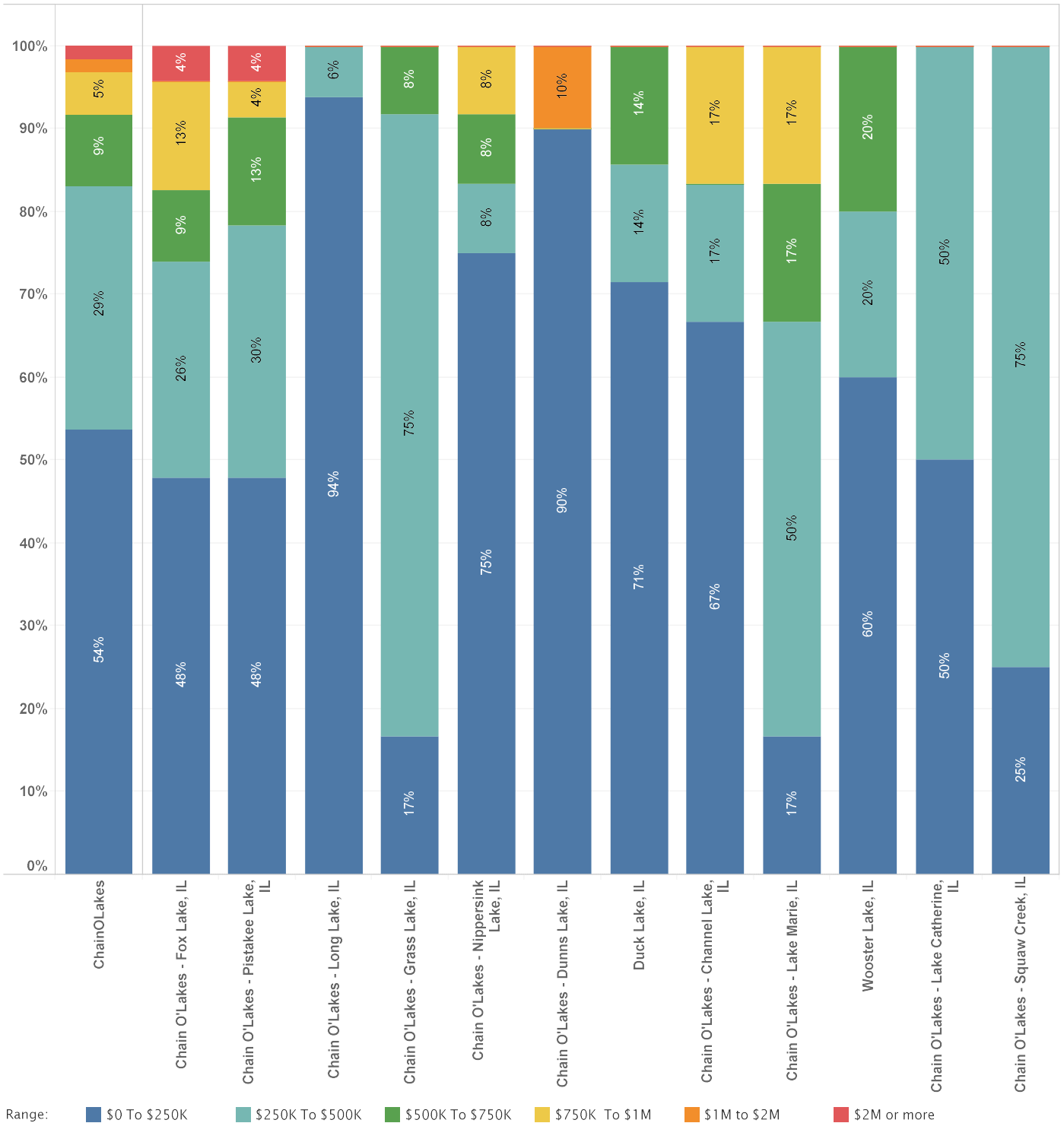
Listings of 10 Acres or More

**

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

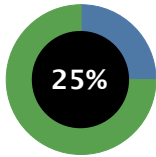
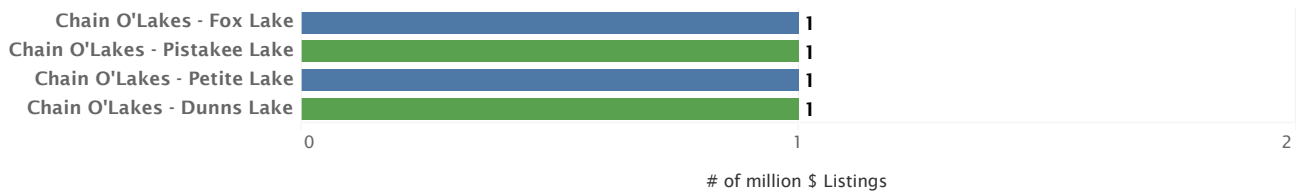
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the ChainOLakes Market 2022Q4



Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2022Q4

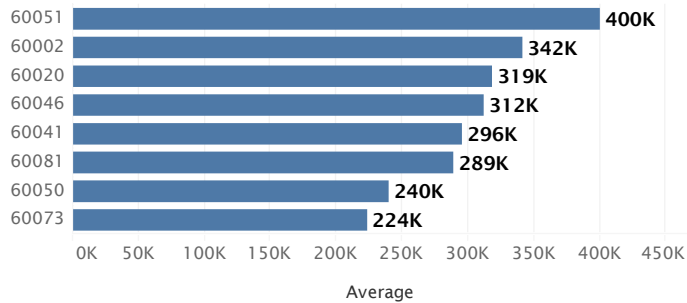


25% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Dunns Lake

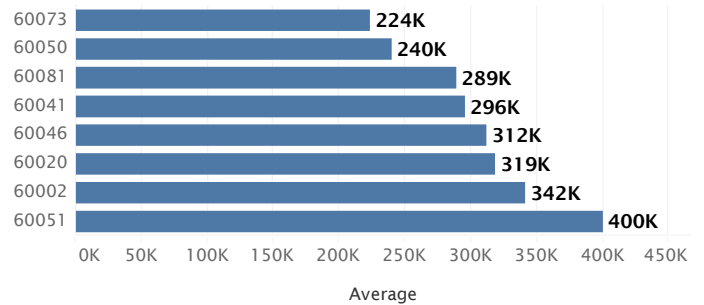
Total Number of \$1M+ Homes

4

Most Expensive ZIP Codes 2022Q4

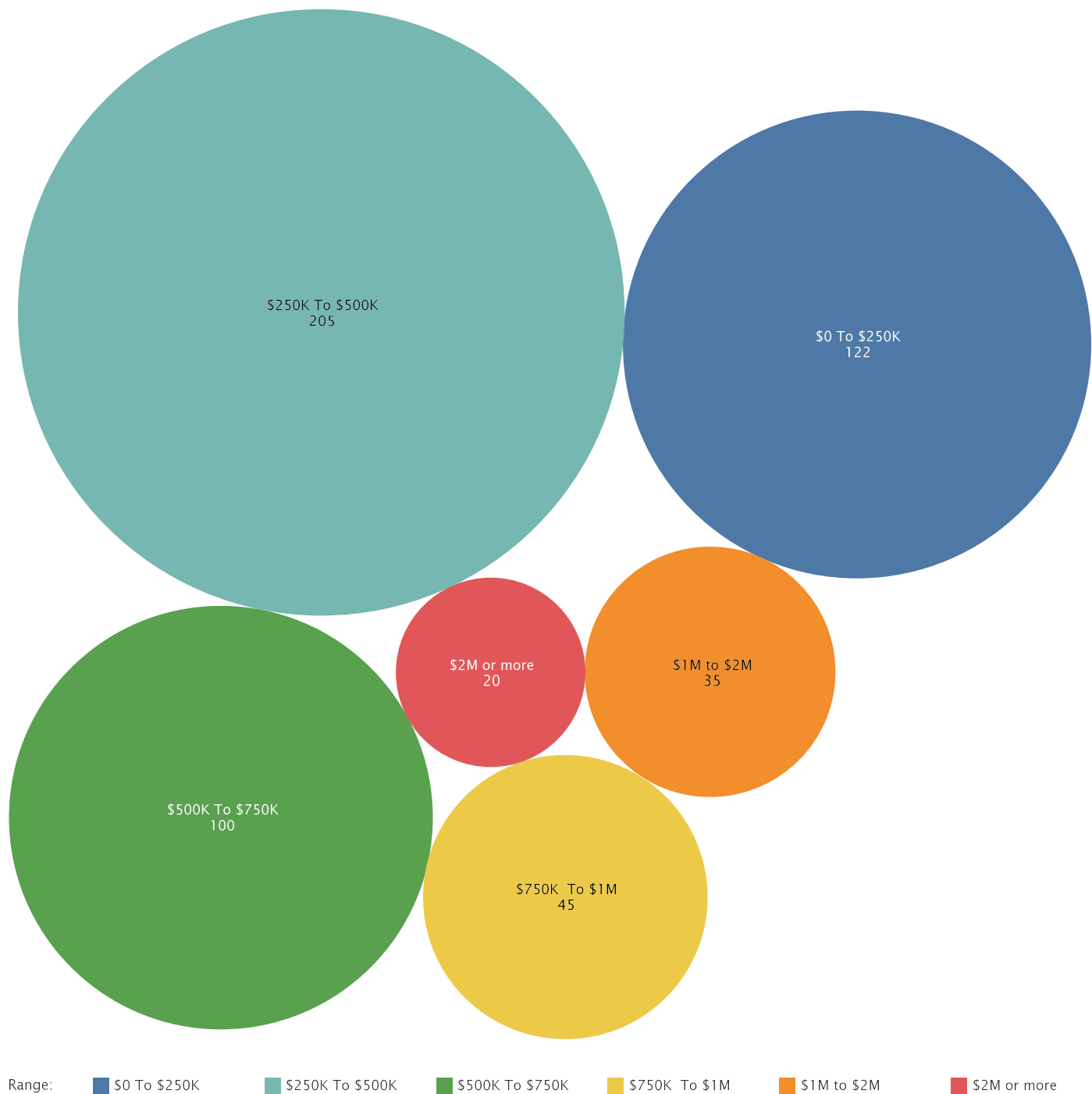


Most Affordable ZIP Codes 2022Q4



INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2022Q4



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



Indiana

The total Indiana home market experienced a 30% drop from \$461 MM in fall 2022 to \$323 MM in winter 2022.

Largest Markets

1. Lake Michigan	\$29,798,140	8.2%
2. Lake Maxinkuckee	\$23,992,900	7.4%
3. Geist Reservoir	\$22,636,800	6.2%
4. Lake Wawasee	\$21,496,400	5.9%
5. Morse Reservoir	\$14,118,889	3.9%

Total Indiana Market: **\$363,174,173**

Most Listings

1. Lake Freeman	47	6.1%
2. Lake Shafer	32	4.1%
3. Lake Michigan	31	4.0%
4. Geist Reservoir	30	3.9%
4. Morse Reservoir	30	3.9%

Total Indiana Listings: **774**

Largest Home Markets

1. Lake Michigan	\$26,083,490	8.1%
2. Lake Maxinkuckee	\$23,992,900	7.4%
3. Geist Reservoir	\$22,510,900	7.0%
4. Lake Wawasee	\$20,689,600	6.4%
5. Morse Reservoir	\$13,333,889	4.1%

Total Indiana Home Market: **\$323,270,512**

Most Homes Available

1. Geist Reservoir	29	5.5%
1. Morse Reservoir	29	5.5%
3. Lake Shafer	20	3.8%
4. Heritage Lake	18	3.4%
4. Lake Freeman	18	3.4%

Total Indiana Home Listings: **527**

Largest Land Markets

1. Oswego Lake	\$5,400,000	13.5%
2. Peyton Lake	\$4,130,000	10.3%
3. Lake Michigan	\$3,714,650	9.3%
4. Lake Monroe	\$1,853,000	4.6%
5. Big Turkey Lake	\$1,789,900	4.5%

Total Indiana Land Market: **\$39,903,661**

Most Land Available

1. Lake Freeman	29	11.7%
2. Big Turkey Lake	27	10.9%
3. Bischoff Reservoir	18	7.3%
4. Lake Michigan	14	5.7%
5. Lake Shafer	12	4.9%

Total Indiana Land Listings: **247**

Average Home Price

1. Lake Wawasee	\$1,708,558
2. Lake Michigan	\$1,534,323
3. Lake James (Little Tippy)	\$1,186,136
4. Geist Reservoir	\$776,238
5. Lake Manitou	\$616,136

Average Land Price Per Acre

Listings of Less Than 10 Acres

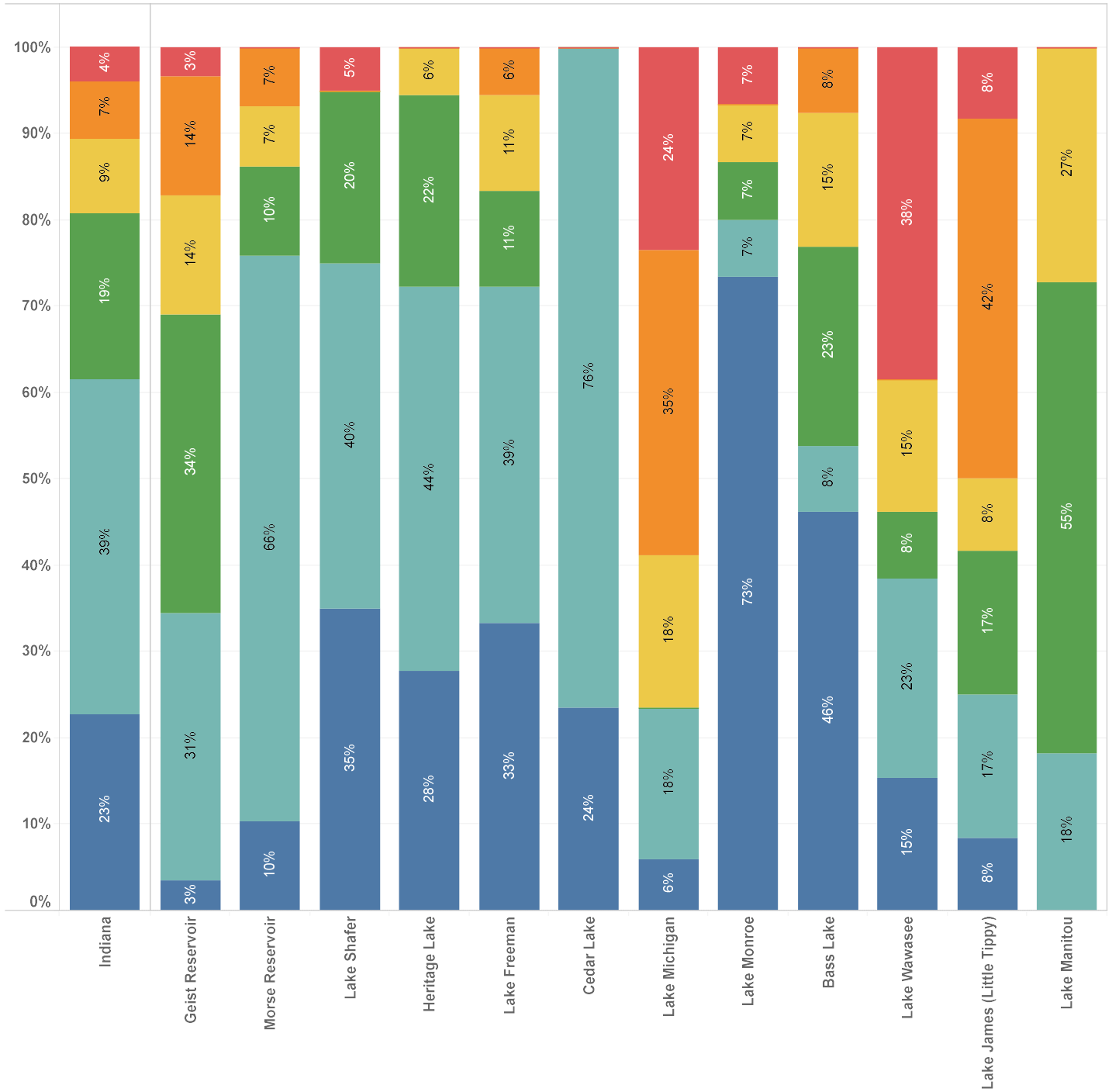
1. Lake Michigan	\$477,081
2. Big Turkey Lake	\$337,653
3. Lake Shafer	\$208,007
4. Valley Forge Lake	\$164,231
5. Bischoff Reservoir	\$108,324

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 2022Q4

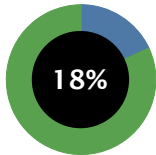
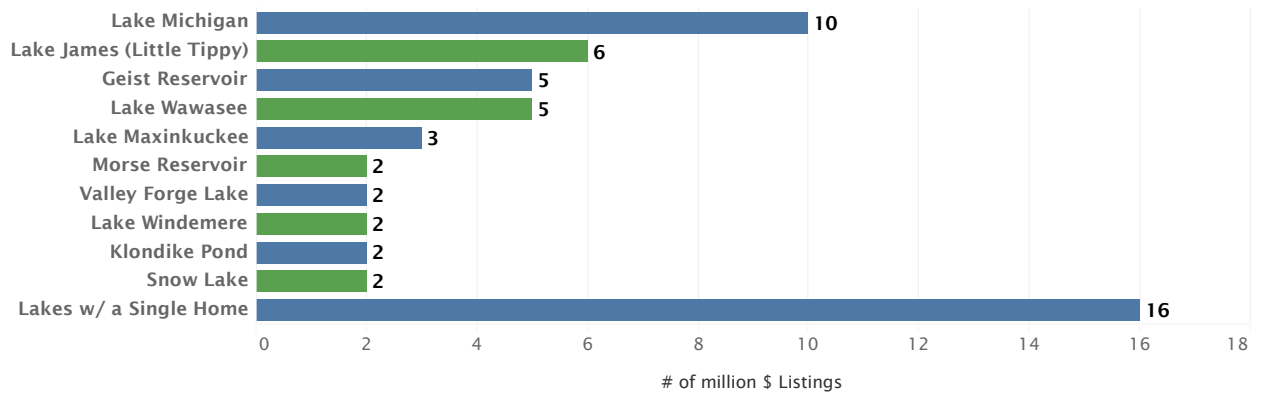


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2022Q4

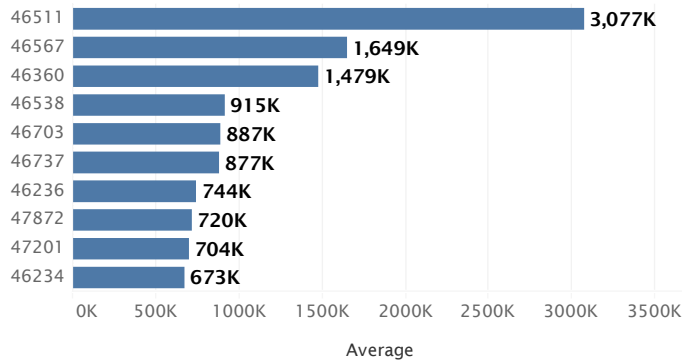


of \$1M+ Homes in Indiana are on Lake Michigan

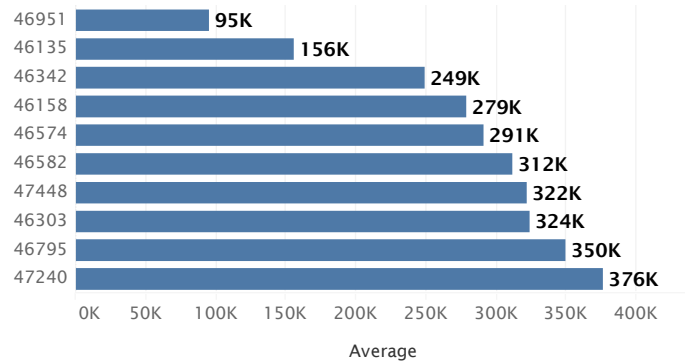
Total Number of \$1M+ Homes

55

Most Expensive ZIP Codes 2022Q4

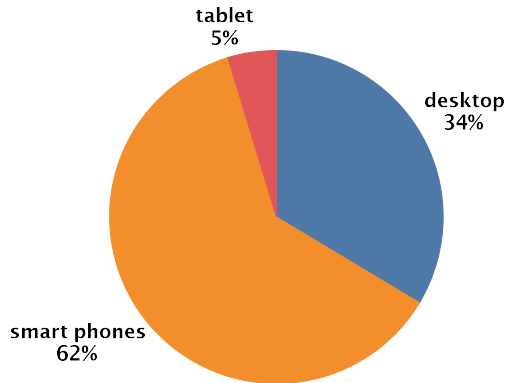


Most Affordable ZIP Codes 2022Q4

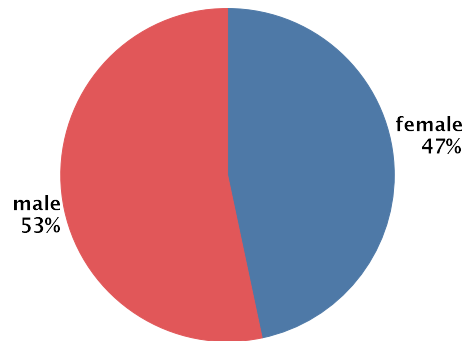


Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

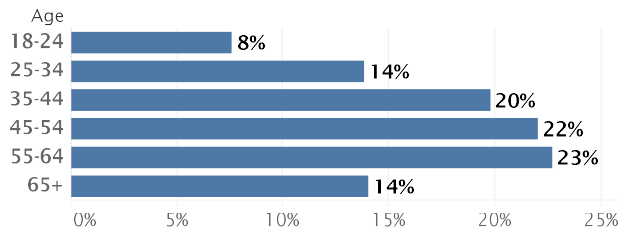


69% of potential buyers come from outside Indiana

Chicago

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

What Age Groups are Shopping 2022Q4



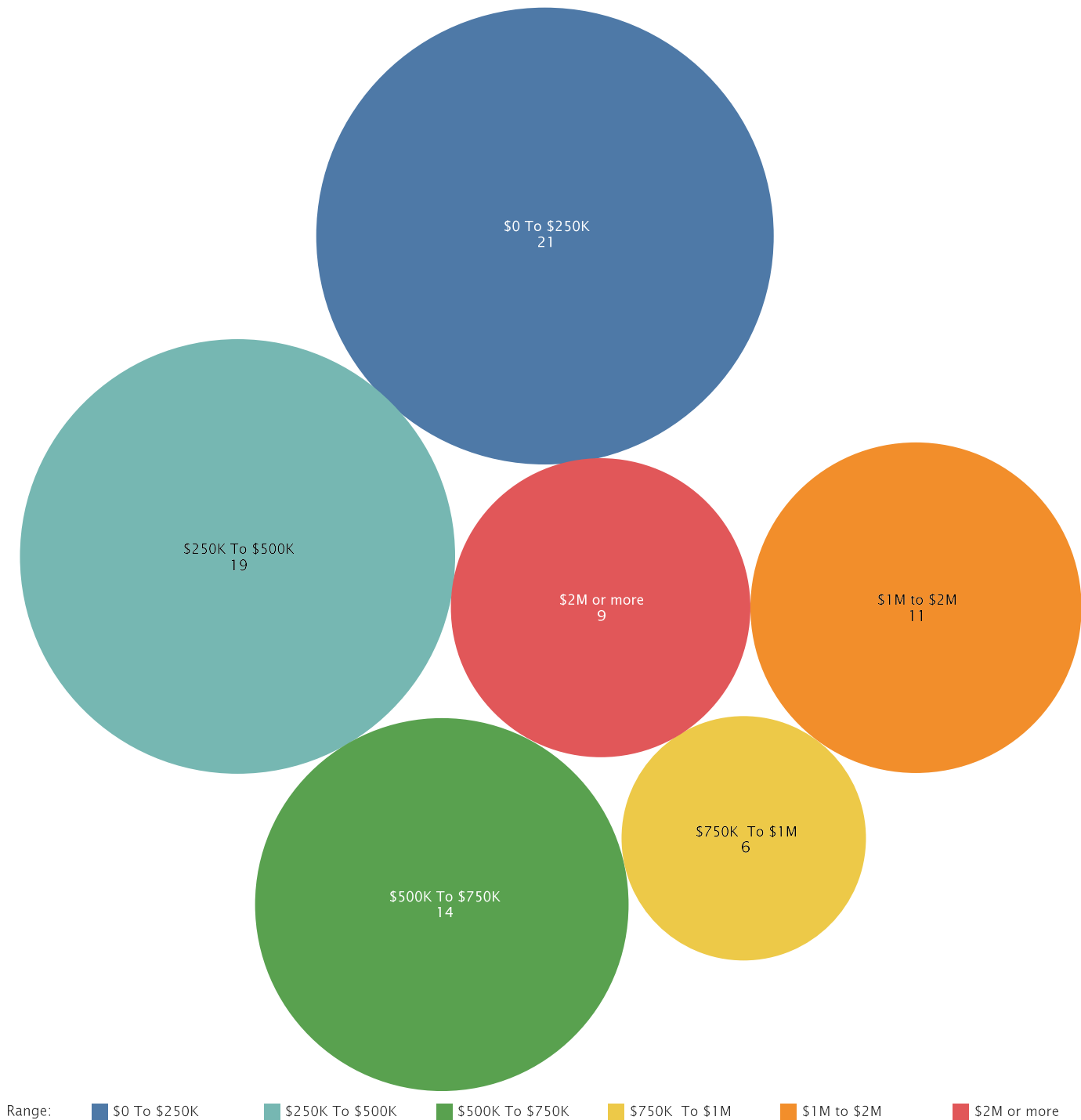
Number 2-10 metros are:

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



IOWA

Price Breakdown by Number of Homes in the Iowa Market 2022Q4



Iowa

The total Iowa market dropped from \$122 MM in fall 2022 to \$83 MM in winter 2022 resulting in a 32% decrease.

Largest Markets

1. West Okoboji Lake	\$25,979,900	33.8%
2. Clear Lake	\$15,734,400	18.9%
3. East Okoboji Lake	\$11,747,700	14.1%
4. Sun Valley Lake	\$7,951,600	9.5%
5. Big Spirit Lake	\$6,864,000	8.2%

Total Iowa Market: **\$83,311,598**

Most Listings

1. Sun Valley Lake	25	22.7%
2. West Okoboji Lake	19	23.8%
3. Lake Ponderosa	17	15.5%
4. East Okoboji Lake	12	10.9%
5. Big Spirit Lake	9	8.2%

Total Iowa Listings: **110**

Largest Home Markets

1. West Okoboji Lake	\$25,979,900	33.8%
2. Clear Lake	\$13,834,400	18.0%
3. East Okoboji Lake	\$11,248,700	14.6%
4. Sun Valley Lake	\$7,287,200	9.5%
5. Big Spirit Lake	\$6,394,000	8.3%

Total Iowa Home Market: **\$76,911,198**

Most Homes Available

1. West Okoboji Lake	19	23.8%
2. East Okoboji Lake	11	13.8%
2. Sun Valley Lake	11	13.8%
4. Big Spirit Lake	8	10.0%
4. Clear Lake	8	10.0%

Total Iowa Home Listings: **80**

Largest Land Markets

1. Clear Lake	\$1,900,000	29.7%
2. Lake Ponderosa	\$1,890,000	29.5%
3. Carter Lake	\$885,000	13.8%
4. Sun Valley Lake	\$664,400	10.4%
5. East Okoboji Lake	\$499,000	7.8%

Total Iowa Land Market: **\$6,400,400**

Most Land Available

1. Sun Valley Lake	14	46.7%
2. Lake Ponderosa	9	30.0%
3. Big Spirit Lake	1	3.3%
3. Carter Lake	1	3.3%
3. Clear Lake	1	3.3%

Total Iowa Land Listings: **30**

Average Home Price

1. West Okoboji Lake	\$1,367,363
----------------------	-------------

Average Land Price Per Acre

Listings of Less Than 10 Acres

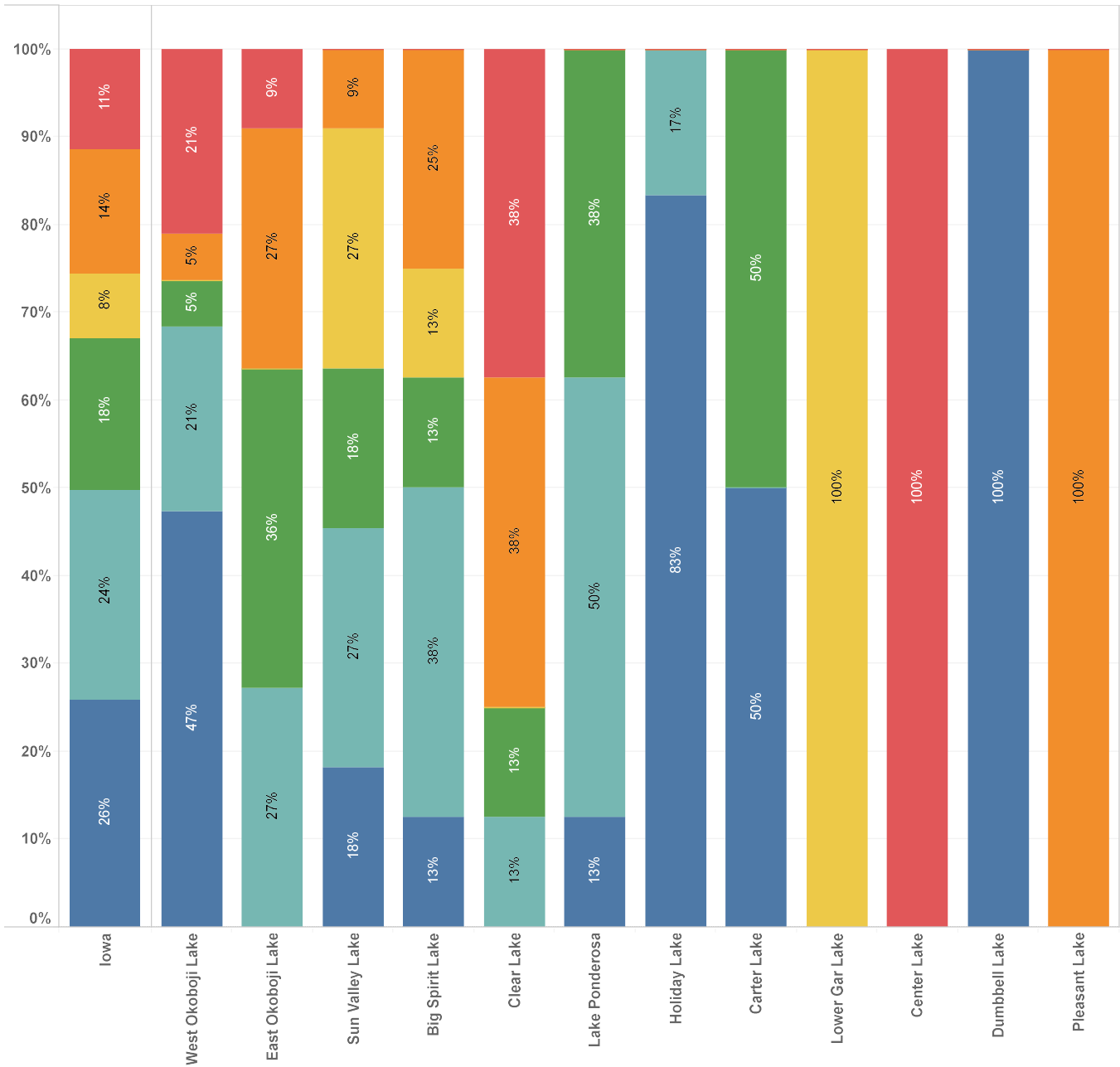
1. Sun Valley Lake	\$68,093
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Listings of 10 Acres or More

**

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

Price Breakdown by Percentage of Homes in the Iowa Market 2022Q4

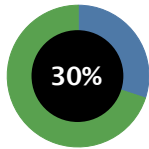
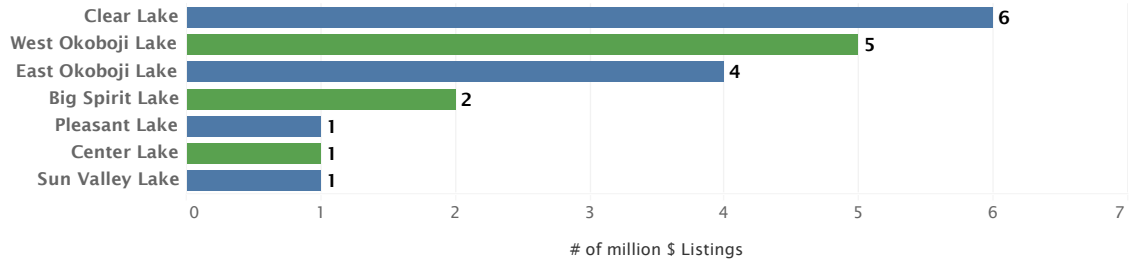


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2022Q4

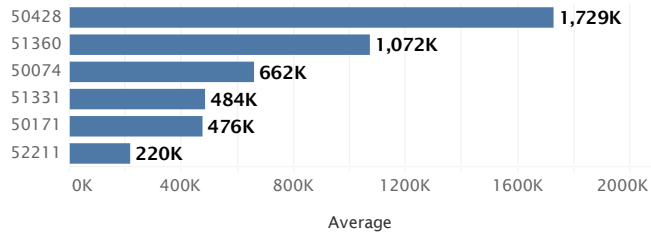


of \$1M+ Homes in Iowa are on Clear Lake

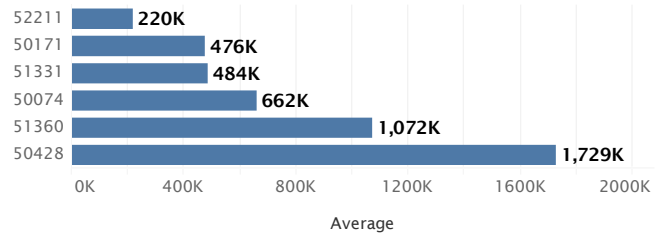
Total Number of \$1M+ Homes

20

Most Expensive ZIP Codes 2022Q4

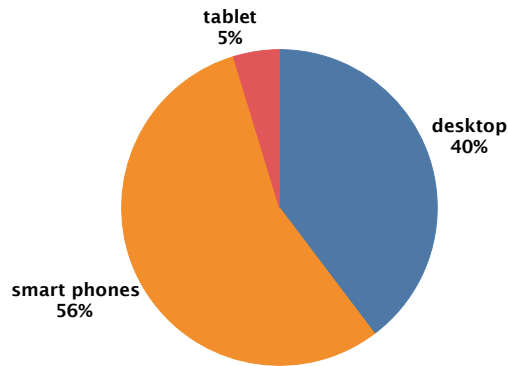


Most Affordable ZIP Codes 2022Q4

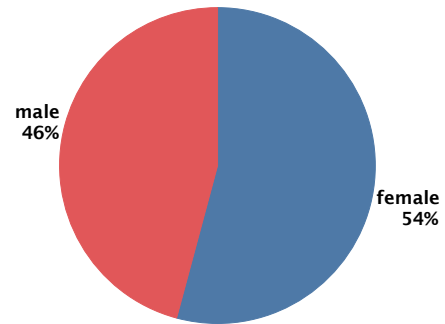


Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2022Q4

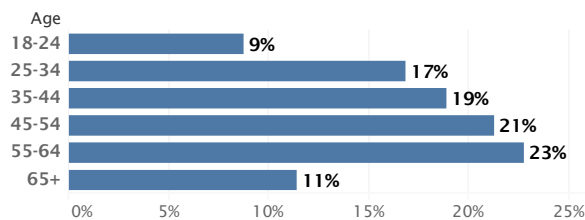


Male/Female Visitors 2022Q4



71% of potential buyers come from outside Iowa

What Age Groups are Shopping 2022Q4



Chicago

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

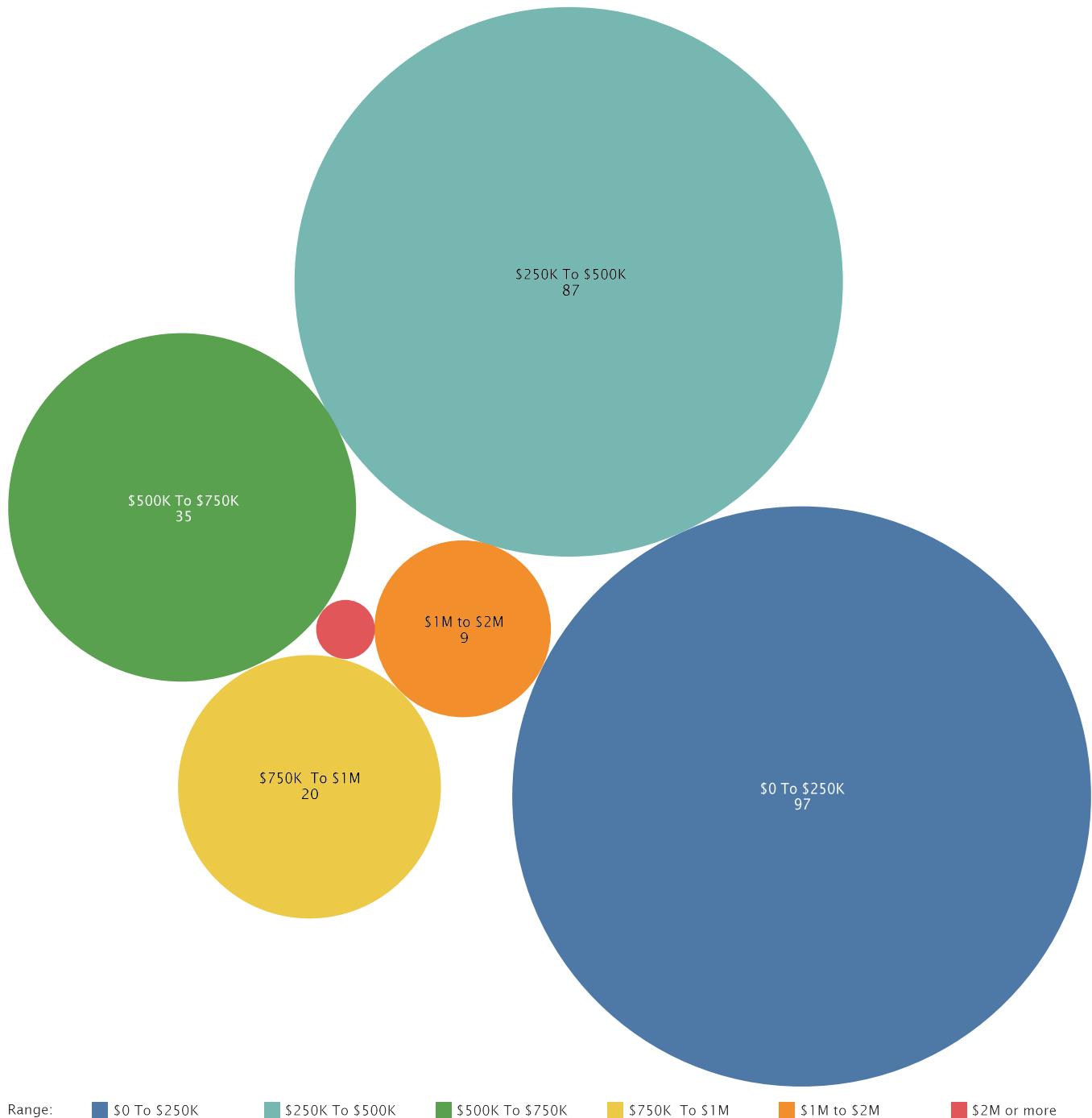
Number 2-10 metros are:

- Omaha, NE
- Minneapolis-St. Paul, MN
- Milwaukee, WI
- Dallas-Ft. Worth, TX
- Sioux Falls(Mitchell), SD
- Kansas City, MO
- Denver, CO
- Phoenix, AZ
- Wichita-Hutchinson, KS



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2022Q4



Kentucky

The Kentucky Lake market dropped from \$81 MM in fall 2022 to \$71 MM in winter 2022 resulting in a 12% decrease.

Largest Markets

1. Kentucky Lake*	\$71,631,475	30.6%
2. Lake Cumberland	\$70,958,071	30.3%
3. Lake Barkley*	\$45,499,570	19.4%
4. Dale Hollow Lake*	\$35,114,655	15.0%
5. Herrington Lake	\$6,064,900	3.8%

Total Kentucky Market: \$234,164,971

Most Listings

1. Lake Cumberland	426	37.2%
2. Kentucky Lake*	313	27.3%
3. Lake Barkley*	240	20.9%
4. Dale Hollow Lake*	122	10.6%
5. Wood Creek Lake	34	3.0%

Total Kentucky Listings: 1,146

Largest Home Markets

1. Lake Cumberland	\$53,608,794	33.8%
2. Kentucky Lake*	\$50,759,669	32.0%
3. Dale Hollow Lake*	\$23,840,079	15.0%
4. Lake Barkley*	\$22,771,426	14.4%
5. Herrington Lake	\$6,064,900	3.8%

Total Kentucky Home Market: \$158,487,168

Most Homes Available

1. Lake Cumberland	155	45.6%
2. Kentucky Lake*	91	26.8%
3. Lake Barkley*	53	15.6%
4. Dale Hollow Lake*	24	7.1%
5. Herrington Lake	11	3.2%

Total Kentucky Home Listings: 340

Largest Land Markets

1. Lake Barkley*	\$22,728,144	30.0%
2. Kentucky Lake*	\$20,871,806	27.6%
3. Lake Cumberland	\$17,349,277	22.9%
4. Dale Hollow Lake*	\$11,274,576	14.9%
5. Wood Creek Lake	\$3,454,000	4.6%

Total Kentucky Land Market: \$75,677,803

Most Land Available

1. Lake Cumberland	271	33.6%
2. Kentucky Lake*	222	27.5%
3. Lake Barkley*	187	23.2%
4. Dale Hollow Lake*	98	12.2%
5. Wood Creek Lake	28	3.5%

Total Kentucky Land Listings: 806

Average Home Price

1. Lake Barkley	\$555,492
2. Herrington Lake	\$551,355

Average Land Price Per Acre

Listings of Less Than 10 Acres

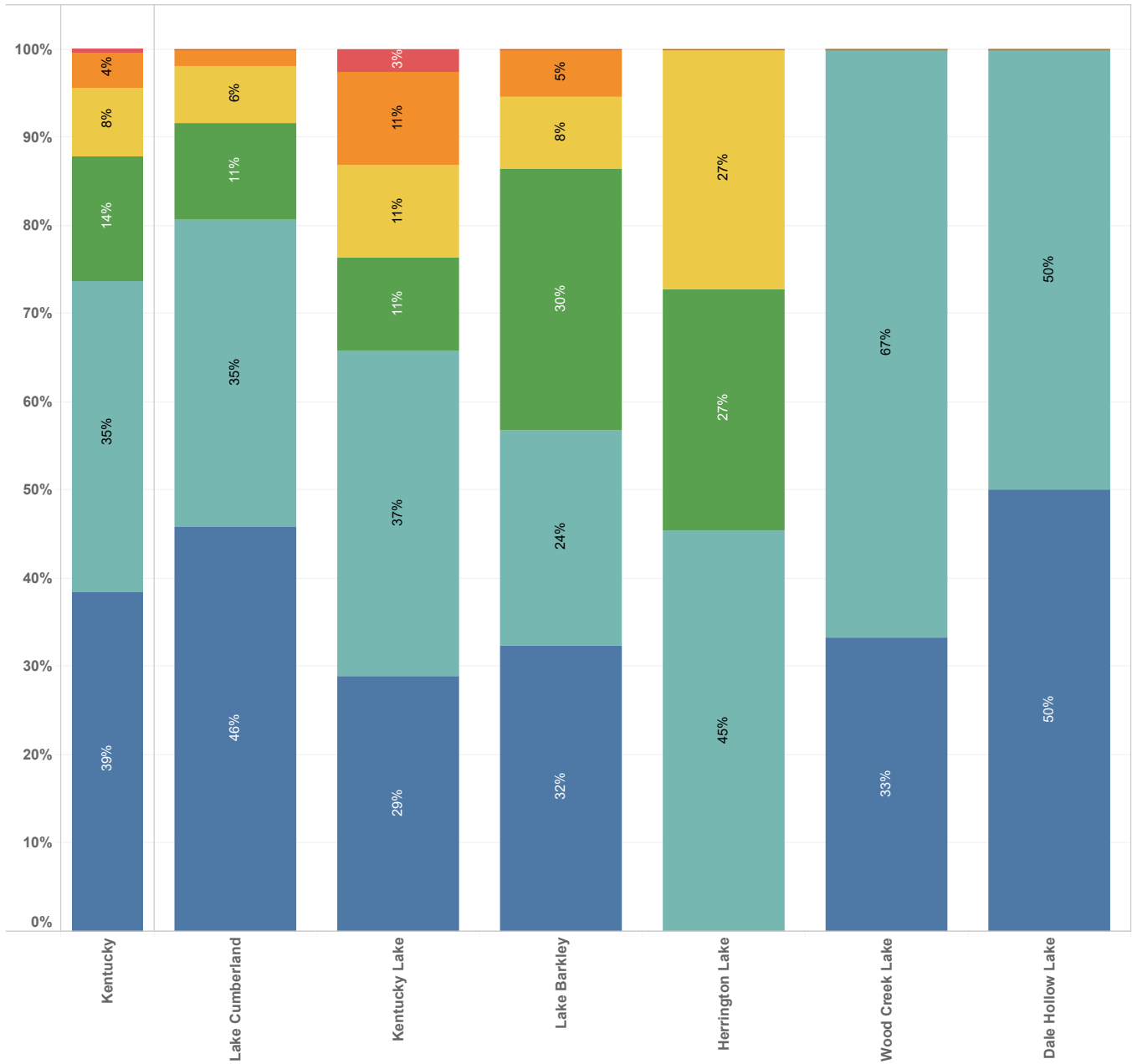
1. Kentucky Lake	\$41,814
2. Lake Cumberland	\$40,244
3. Lake Barkley	\$39,377
4. Wood Creek Lake	\$31,760

Listings of 10 Acres or More

1. Wood Creek Lake	\$43,572
2. Lake Barkley	\$25,269
3. Kentucky Lake	\$8,828
4. Lake Cumberland	\$5,476

* 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 2022Q4

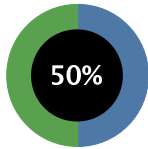
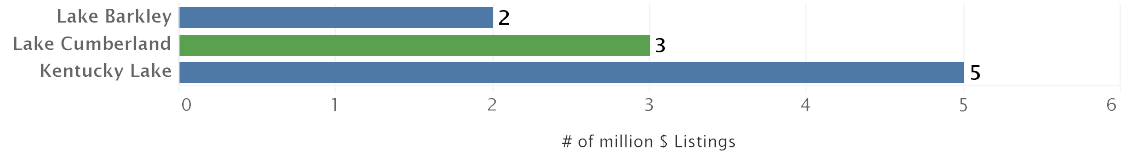


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2022Q4

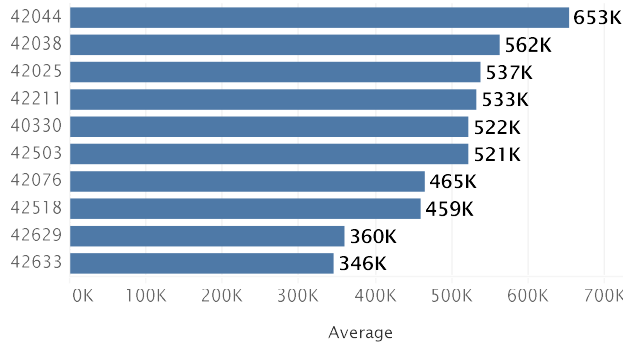


50% of \$1M+ Homes in Kentucky are on Kentucky Lake

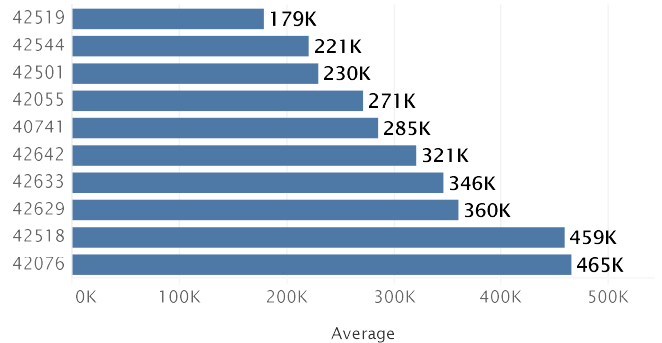
Total Number of \$1M+ Homes

10

Most Expensive ZIP Codes 2022Q4



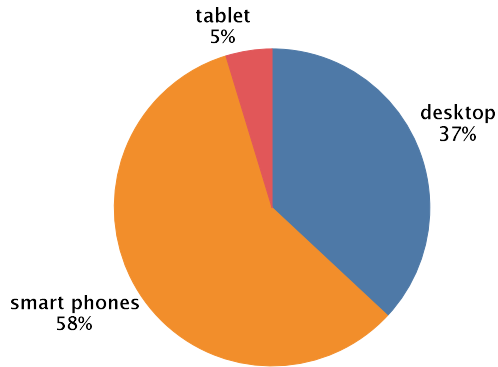
Most Affordable ZIP Codes 2022Q4



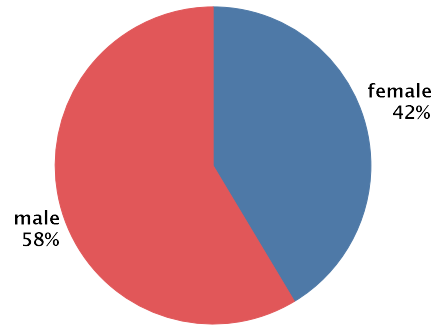
LAKE HOMES_{RE}
REALTY

Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2022Q4

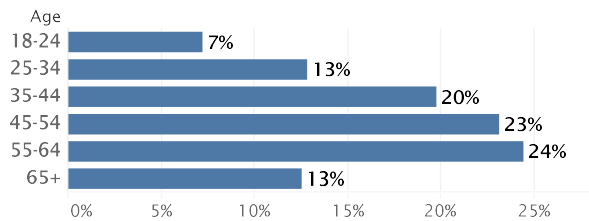


Male/Female Visitors 2022Q4



88% of potential buyers come from outside Kentucky

What Age Groups are Shopping 2022Q4



Chicago

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

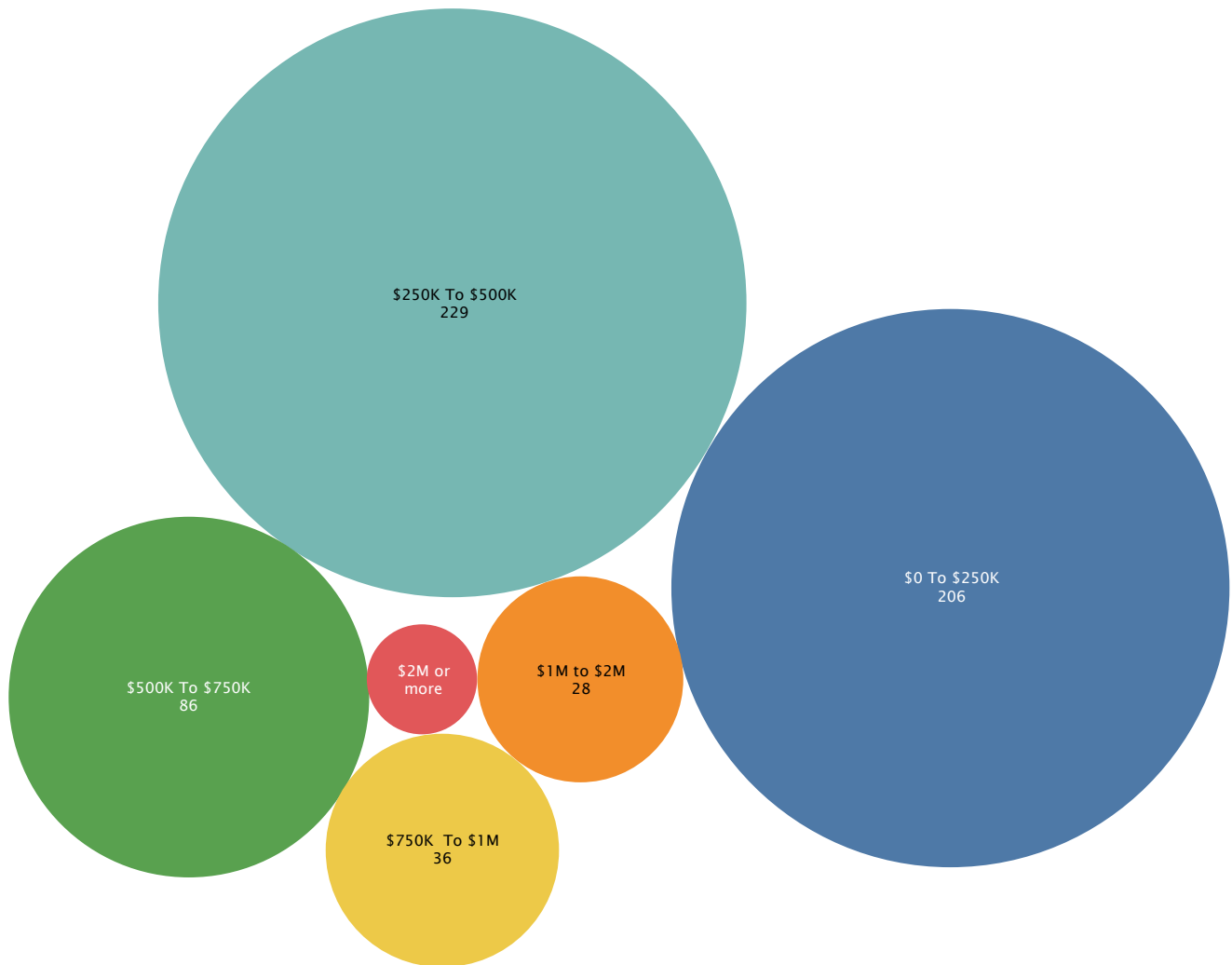
Number 2-10 metros are:

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



LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2022Q4



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



Louisiana

The total Louisiana Market fell from \$397 MM in fall 2022 to \$375 MM resulting in a 6% decrease.

Largest Markets

1. Lake Pontchartrain	\$104,222,733	28.0%	6. Lake Charles	\$19,463,397	5.2%
2. Grand Lagoon	\$47,556,466	12.8%	7. Calcasieu Lake	\$11,908,200	3.2%
3. Toledo Bend Reservoir*	\$27,002,602	7.3%	8. The Lake District	\$11,724,255	3.1%
4. Prien Lake	\$21,755,350	5.8%	9. Black Bayou Reservoir	\$8,885,430	2.4%
5. Cross Lake	\$19,573,900	5.3%	10. Bayou D'arbonne Lake	\$7,629,750	2.0%

Total Louisiana Market: \$375,387,314

Largest Home Markets

1. Lake Pontchartrain	\$88,425,638	31.0%
2. Grand Lagoon	\$43,209,866	15.1%
3. Toledo Bend Reservoir*	\$22,906,398	8.0%
4. Prien Lake	\$16,828,100	5.9%
5. Cross Lake	\$16,075,000	5.6%
6. Lake Charles	\$8,658,300	3.0%
7. Black Bayou Reservoir	\$7,350,730	2.6%
8. The Lake District	\$7,054,255	2.5%
9. Calcasieu Lake	\$6,917,400	2.4%
10. University Lake	\$6,368,000	2.2%

Total Louisiana Home Market: \$285,252,581

Largest Land Markets

1. Lake Pontchartrain	\$15,797,095	18.1%
2. Lake Charles	\$10,805,097	12.4%
3. Calcasieu Lake	\$4,990,800	5.7%
4. Prien Lake	\$4,927,250	5.7%
5. Oden Lake	\$4,865,464	5.6%
6. The Lake District	\$4,670,000	5.4%
7. Grand Lagoon	\$4,346,600	5.0%
8. Toledo Bend Reservoir*	\$4,096,204	4.7%
9. Bayou D'arbonne Lake	\$3,979,750	4.6%
10. Cross Lake	\$3,498,900	4.0%

Total Louisiana Land Market: \$87,109,733

20% of homes on Prien Lake are priced at \$1M or more.

Most Expensive Homes

1. Prien Lake	\$801,338
2. Lake Pontchartrain	\$669,891

Most Affordable Homes

1. Grand Lagoon	\$396,421
2. Black Bayou Reservoir	\$432,396

Most Listings

1. Lake Pontchartrain	189	15.4%	5. Cross Lake	64	5.2%
2. Grand Lagoon	152	12.4%	7. Oden Lake	58	4.7%
3. Toledo Bend Reservoir*	115	9.4%	8. Calcasieu Lake	56	4.6%
4. Lake Charles	75	6.1%	9. Prien Lake	38	3.1%
5. Bayou D'arbonne Lake	64	5.2%	10. Sibley Lake	25	2.0%

Total Louisiana Listings:

1,231

Most Homes Available

1. Lake Pontchartrain	132	20.3%
2. Grand Lagoon	109	16.7%
3. Toledo Bend Reservoir*	65	10.0%
4. Lake Charles	33	5.1%
5. Cross Lake	32	4.9%
6. Prien Lake	21	3.2%
7. Black Bayou Reservoir	17	2.6%
8. Calcasieu Lake	14	2.2%
9. The Lake District	13	2.0%
10. Chaplin Lake	12	1.8%

Total Louisiana Home Listings:

651

Most Land Available

1. Lake Pontchartrain	57	9.9%
2. Oden Lake	56	9.7%
3. Bayou D'arbonne Lake	53	9.2%
4. Toledo Bend Reservoir*	50	8.7%
5. Grand Lagoon	43	7.5%
6. Calcasieu Lake	42	7.3%
8. Lake Charles	42	7.3%
8. Cross Lake	32	5.6%
9. Blind Lagoon	17	3.0%
9. Prien Lake	17	3.0%

Total Louisiana Land Listings:

576

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Pontchartrain	\$486,461
2. Lake Charles	\$426,987
3. Prien Lake	\$395,684
4. Grand Lagoon	\$204,874
5. Cross Lake	\$192,016
6. Calcasieu Lake	\$180,659
7. Kincaid Reservoir	\$176,402
8. Blind Lagoon	\$138,756

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Toledo Bend Reservoir	\$36,543
2. Bayou D'arbonne Lake	\$43,706
3. Sibley Lake	\$50,042
4. Oden Lake	\$82,920
5. Swan Lake	\$88,618
6. Blind Lagoon	\$138,756
7. Kincaid Reservoir	\$176,402
8. Calcasieu Lake	\$180,659

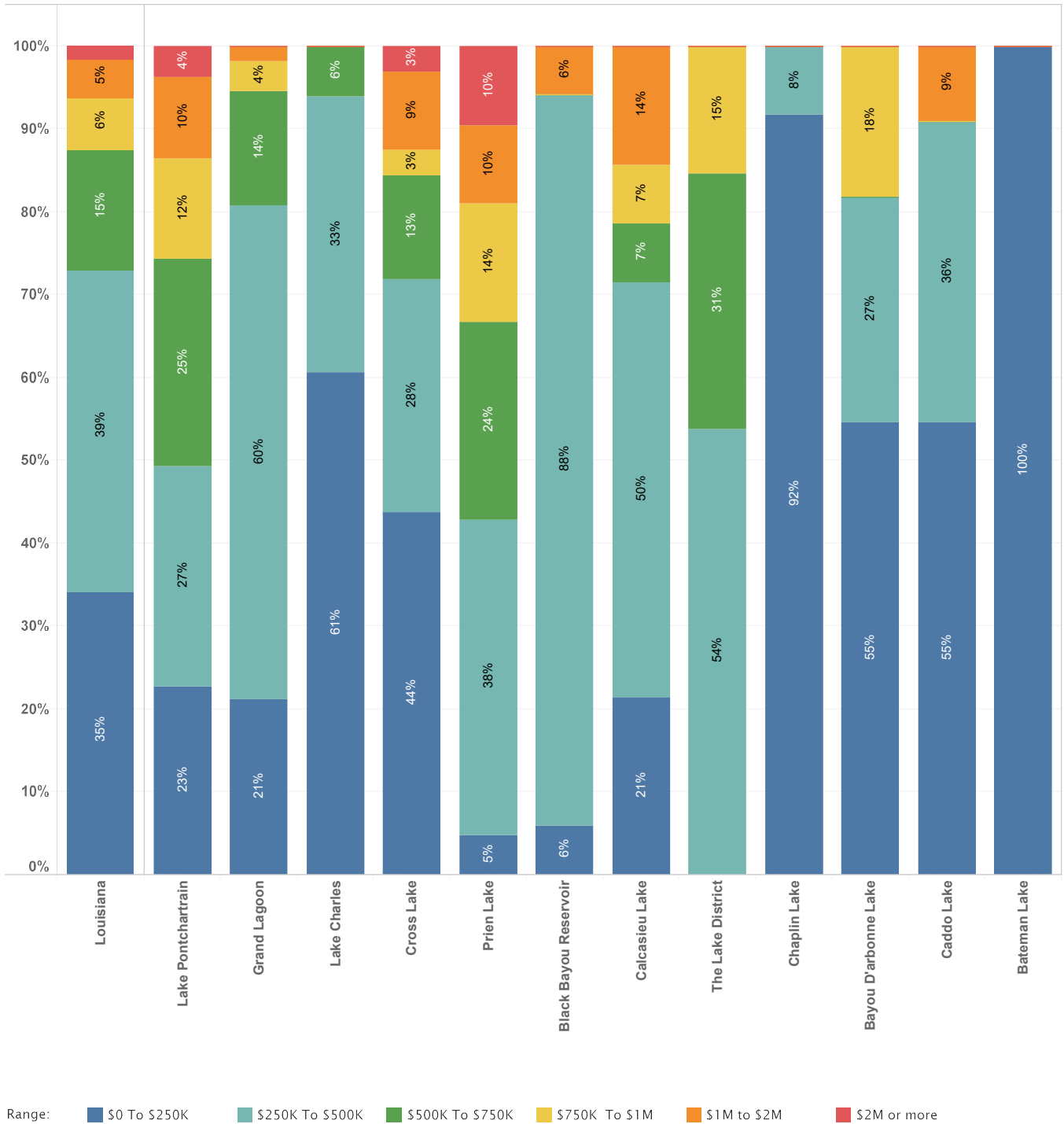
Listings of 10 Acres or More

**

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

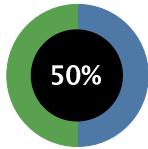
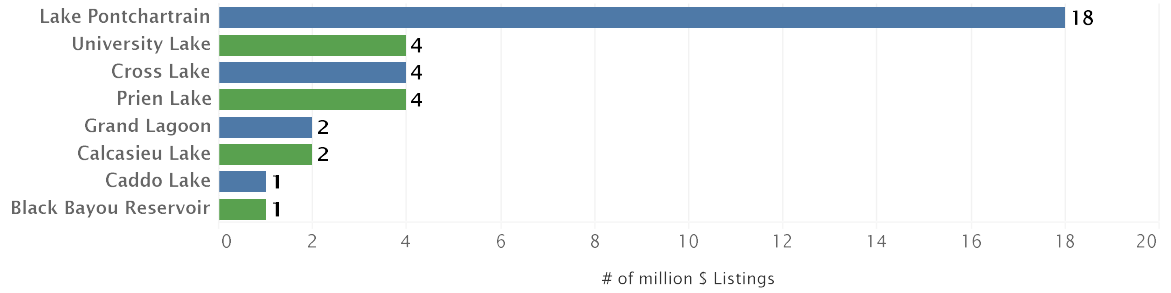
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Louisiana Market 2022Q4



Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2022Q4

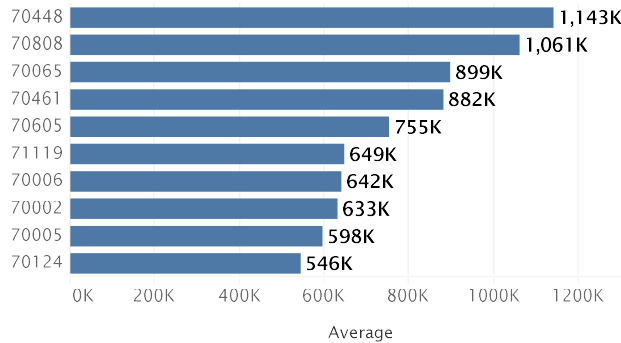


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

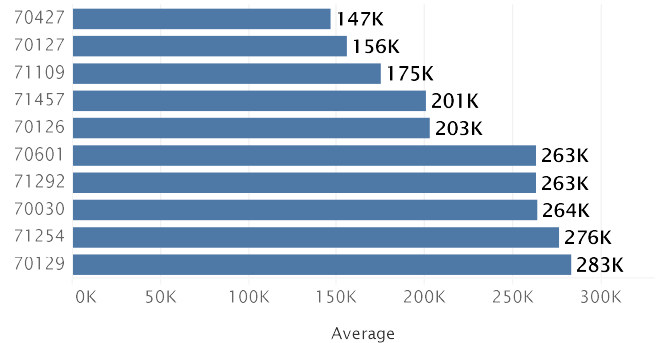
Total Number of \$1M+ Homes

36

Most Expensive ZIP Codes 2022Q4

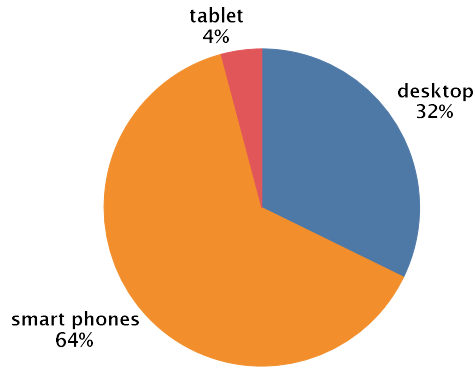


Most Affordable ZIP Codes 2022Q4

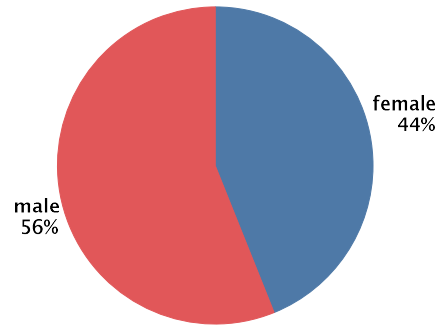


Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

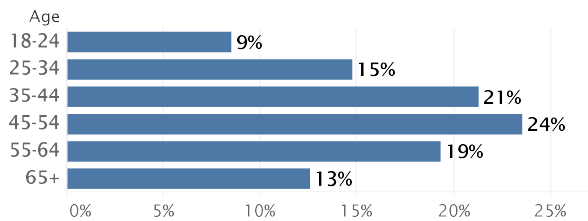


75% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q4



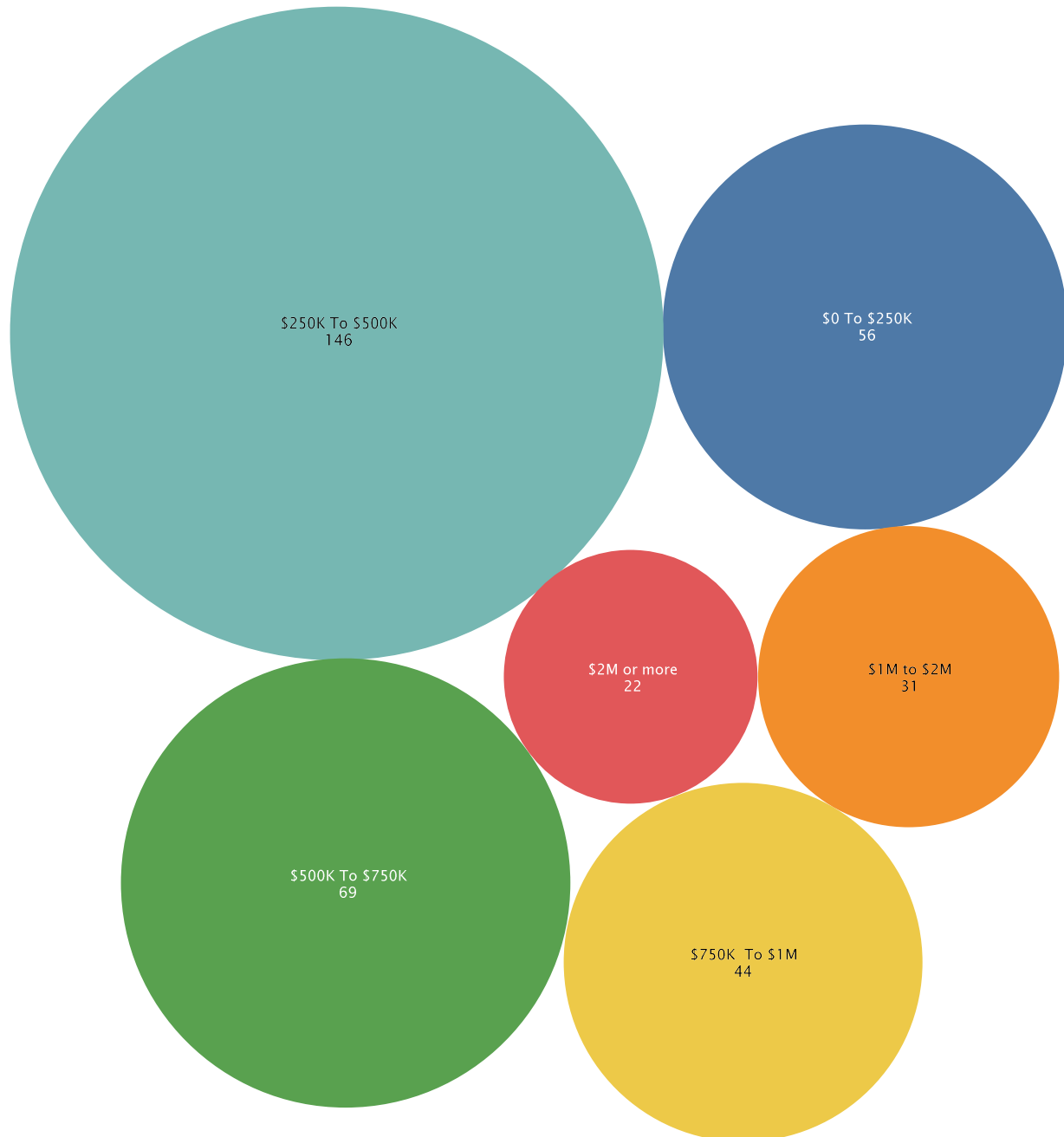
Number 2-10 metros are:

- Houston, TX
- Chicago, IL
- Atlanta, GA
- Seattle-Tacoma, WA
- Oklahoma City, OK
- Wichita-Hutchinson, KS
- Jackson, MS
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- San Antonio, TX



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2022Q4



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

Maryland

The Maryland market fell from \$319 MM in fall 2022 to \$281 MM in winter 2022, a 12% decrease.

Largest Markets

1. Deep Creek Lake	\$115,107,295	41.0%
2. Lake Linganore	\$22,777,080	8.1%
3. Lake Ogleton	\$19,531,120	7.6%
4. Lake Roland	\$12,804,000	5.0%
5. Chase Pond	\$8,785,800	3.1%

Total Maryland Market: \$280,870,864

Most Listings

1. Deep Creek Lake	128	28.6%
2. Lake Linganore	42	9.4%
3. Lake Lariat	31	6.9%
4. Chase Pond	14	3.1%
5. Druid Lake	12	3.3%

Total Maryland Listings: 448

Largest Home Markets

1. Deep Creek Lake	\$100,903,295	39.1%
2. Lake Linganore	\$22,329,284	8.7%
3. Lake Ogleton	\$19,531,120	7.6%
4. Lake Roland	\$12,804,000	5.0%
5. Lake Lariat	\$8,502,898	3.3%

Total Maryland Home Market: \$257,931,514

Most Homes Available

1. Deep Creek Lake	90	24.5%
2. Lake Linganore	32	8.7%
3. Lake Lariat	26	7.1%
4. Chase Pond	12	3.3%
4. Druid Lake	12	3.3%

Total Maryland Home Listings: 368

Largest Land Markets

1. Deep Creek Lake	\$14,204,000	61.9%
2. Lake Royer	\$1,500,000	6.5%
3. Chase Pond	\$1,000,000	4.4%
4. Schumaker Pond	\$920,000	4.0%
5. Lake Placid	\$900,000	3.9%

Total Maryland Land Market: \$22,939,350

Most Land Available

1. Deep Creek Lake	38	47.5%
2. Lake Linganore	10	12.5%
3. Lake Lariat	5	6.3%
4. Chase Pond	2	2.5%
4. Drum Point Pond	2	2.5%

Total Maryland Land Listings: 80

Average Home Price

1. Deep Creek Lake	\$1,121,148
2. Lake Linganore	\$697,790
3. Chase Pond	\$648,817

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Deep Creek Lake	\$272,226
2. Lake Linganore	\$148,277

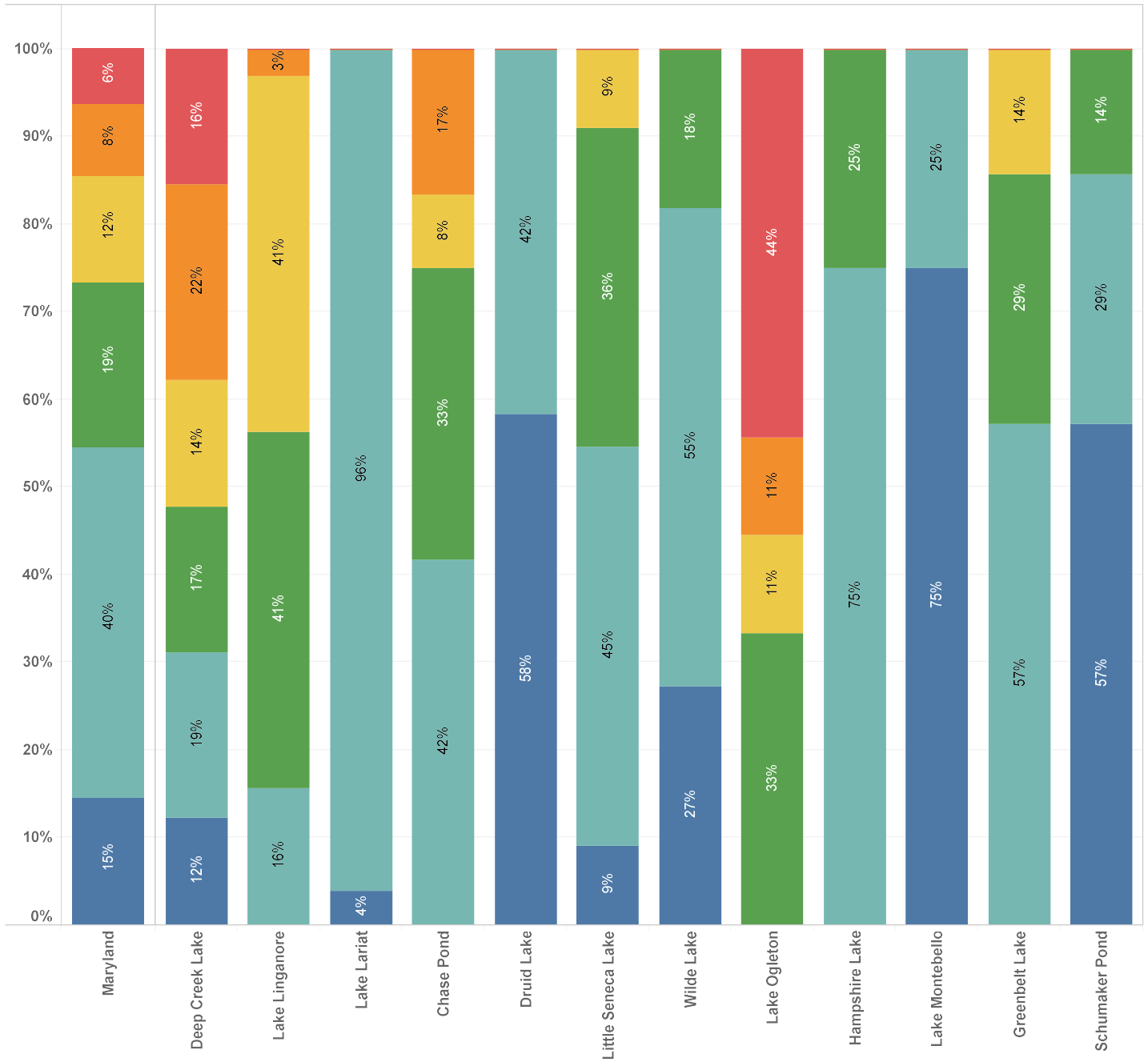
Listings of 10 Acres or More

**

** 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 2022Q4

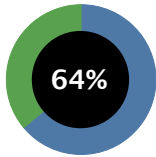
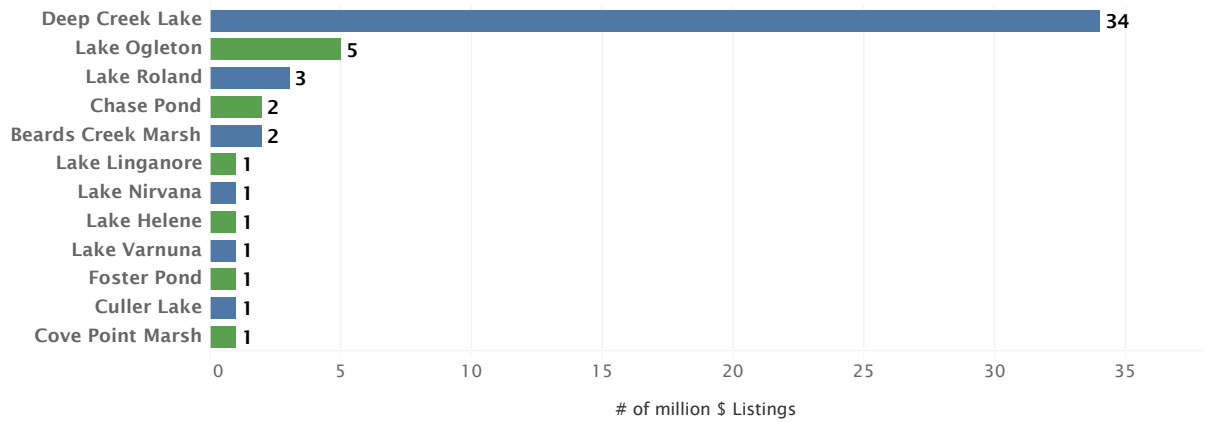


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2022Q4

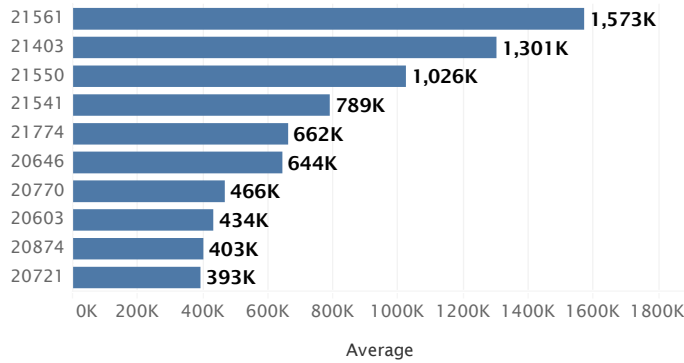


of \$1M+ Homes in Maryland are on Deep Creek Lake

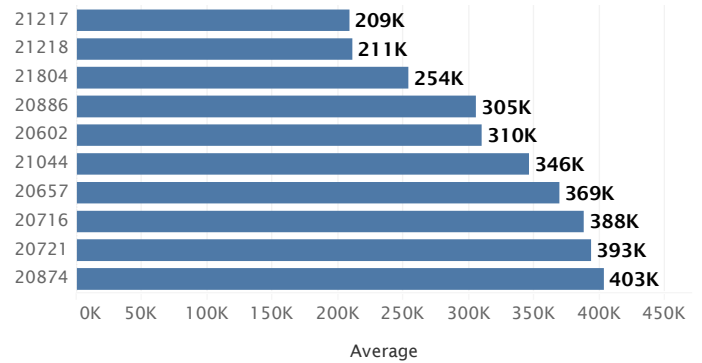
Total Number of \$1M+ Homes

53

Most Expensive ZIP Codes 2022Q4

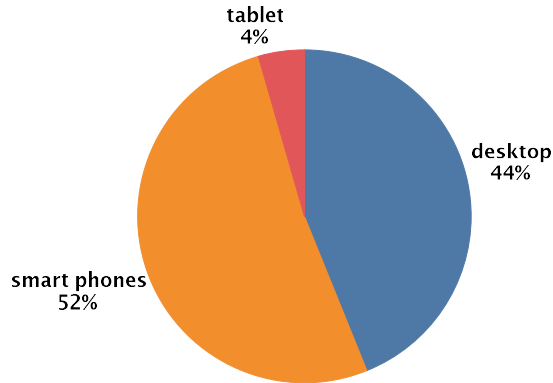


Most Affordable ZIP Codes 2022Q4

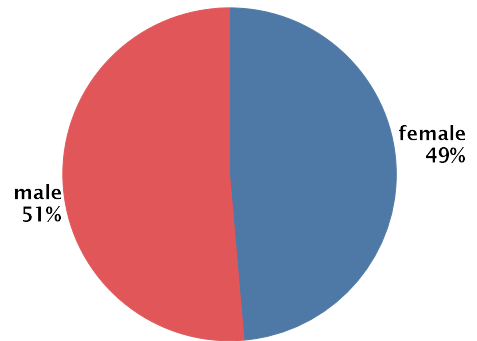


Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2022Q4

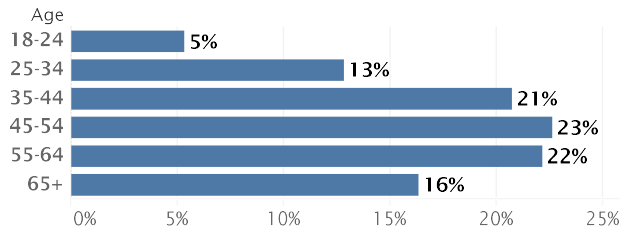


Male/Female Visitors 2022Q4



80% of potential buyers come from outside Maryland

What Age Groups are Shopping 2022Q4



Washington DC (Hagerstown

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

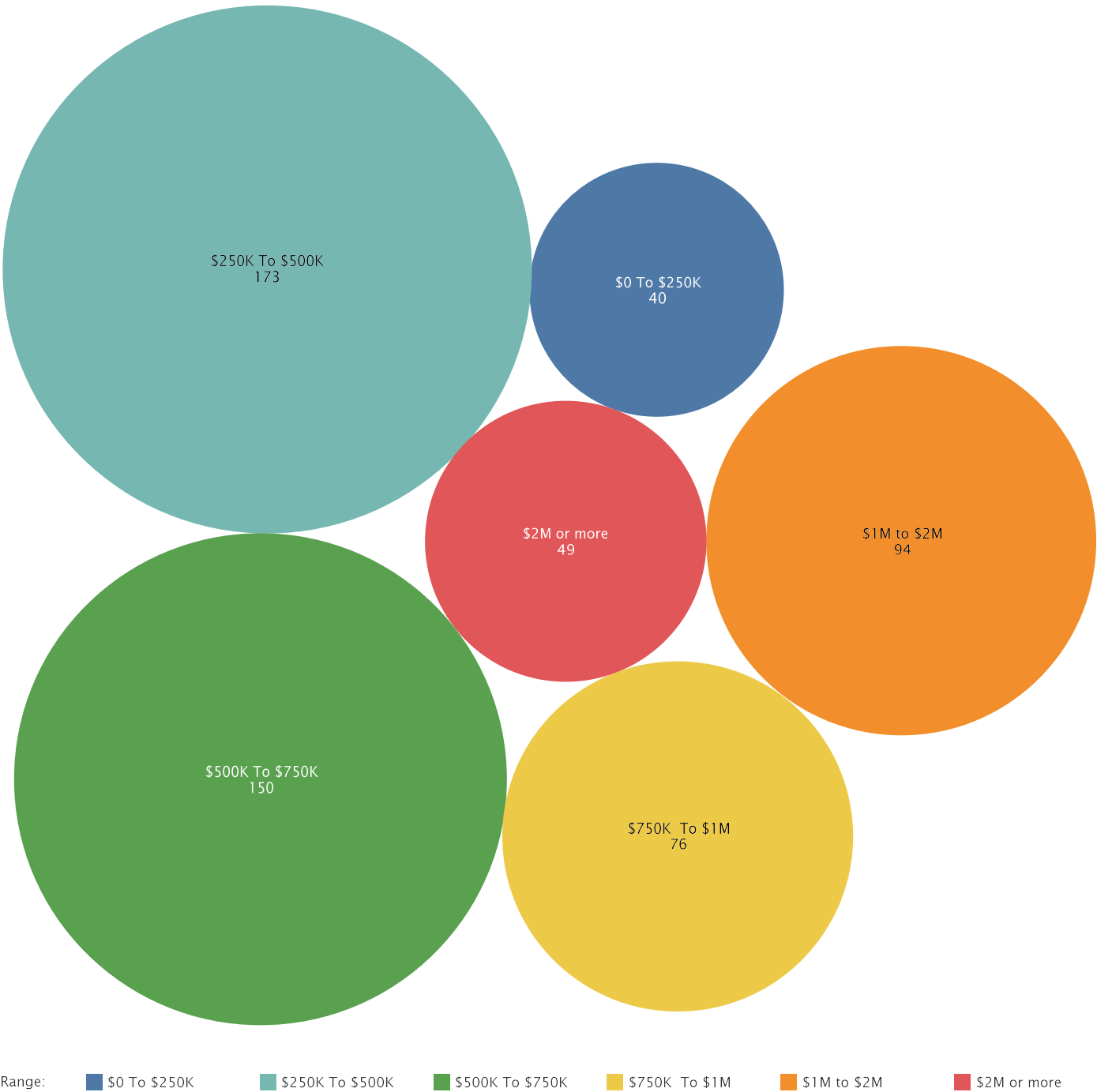
Number 2-10 metros are:

- Philadelphia, PA
- New York, NY
- Pittsburgh, PA
- Atlanta, GA
- Harrisburg-Lancaster-Lebanon-York, PA
- Raleigh-Durham (Fayetteville), NC
- Johnstown-Altoona-State College, PA
- Boston MA-Manchester, NH
- Columbus, OH



MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2022Q4



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

Massachusetts

The total number of listings in Massachusetts fell from 790 in fall 2022 to 673 resulting in a 15% decrease.

Largest Markets

1. Back Bay Fens	\$71,017,888	12.1%
2. Mill Pond - Chatham	\$32,365,000	5.8%
3. Spy Pond	\$28,005,700	4.8%
4. Brookline Reservoir	\$26,841,000	4.8%
5. Leverett Pond	\$25,169,800	4.5%

Total Massachusetts Market: \$586,414,436

Most Listings

1. Manwhague Swamp	45	7.7%
2. Back Bay Fens	43	6.4%
3. Lake Quinsigamond	28	4.2%
4. Leverett Pond	24	4.1%
5. Spy Pond	22	3.3%

Total Massachusetts Listings: 673

Largest Home Markets

1. Back Bay Fens	\$70,053,888	12.5%
2. Mill Pond - Chatham	\$32,365,000	5.8%
3. Spy Pond	\$27,010,700	4.8%
4. Brookline Reservoir	\$26,841,000	4.8%
5. Leverett Pond	\$25,169,800	4.5%

Total Massachusetts Home Market: \$558,318,736

Most Homes Available

1. Manwhague Swamp	45	7.7%
2. Back Bay Fens	39	6.7%
3. Lake Quinsigamond	26	4.5%
4. Leverett Pond	24	4.1%
5. Spy Pond	21	3.6%

Total Massachusetts Home Listings: 582

Largest Land Markets

1. The Glades	\$5,050,000	18.0%
2. Stockbridge Bowl	\$2,524,000	9.0%
3. Lake Chaubunagungamaug	\$1,493,700	5.3%
4. Lake Garfield	\$1,284,000	4.6%
5. Bare Hill Pond	\$1,200,000	4.3%

Total Massachusetts Land Market: \$28,095,700

Most Land Available

1. Ashmere Reservoir	10	11.0%
2. Lake Chaubunagungamaug	7	7.7%
3. Back Bay Fens	4	4.4%
3. Lake Buel	4	4.4%
3. Lake Garfield	4	4.4%

Total Massachusetts Land Listings: 91

Average Home Price

1. The Glades	\$1,929,000
2. Back Bay Fens	\$1,796,254
3. Musquashcut Pond	\$1,515,000
4. Spy Pond	\$1,286,224
5. Jamaica Pond	\$1,074,264

Average Land Price Per Acre

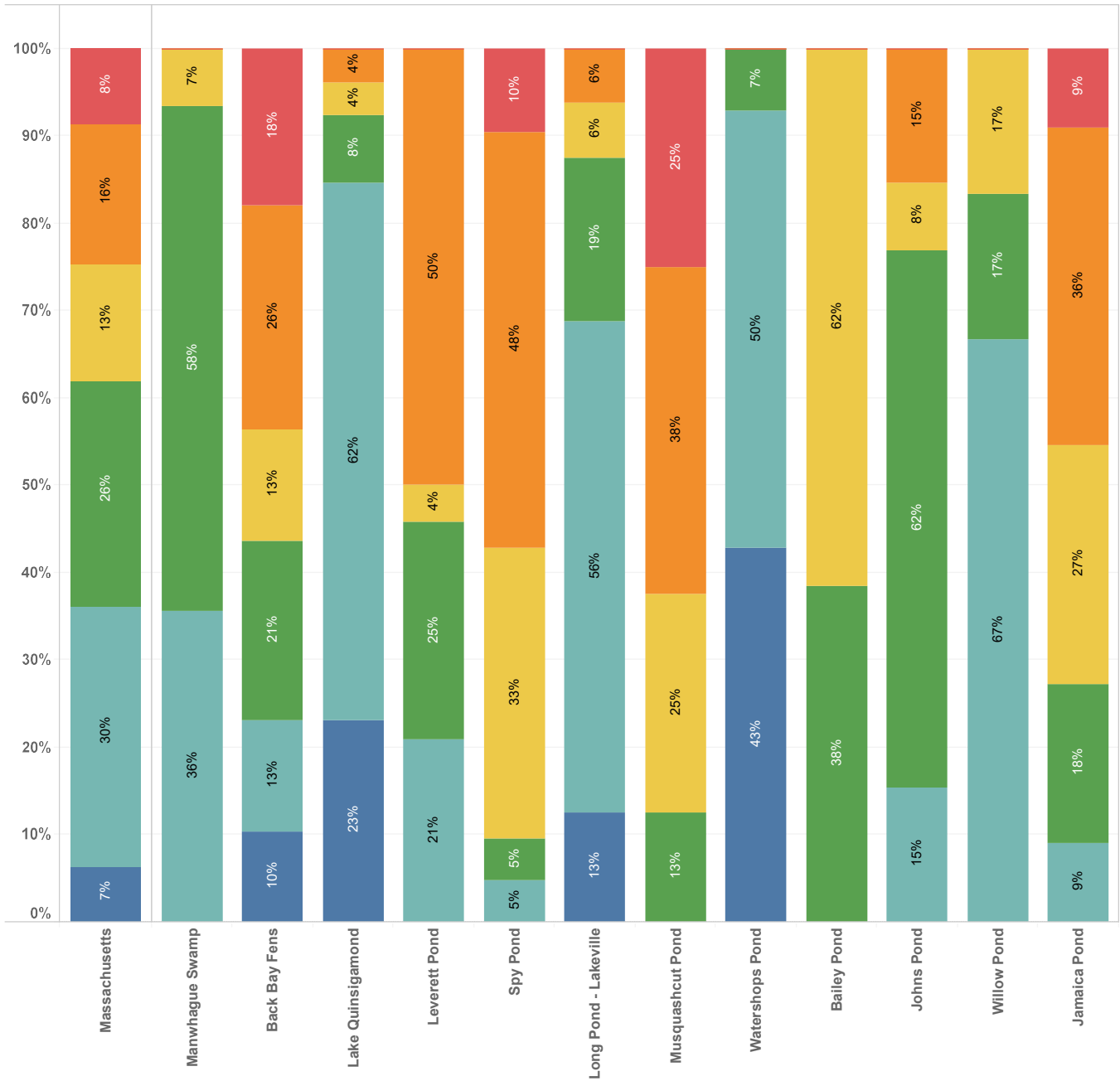
Listings of Less Than 10 Acres

1. Ashmere Reservoir	\$75,988
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Listings of 10 Acres or More

**

Price Breakdown by Percentage of Homes in the Massachusetts Market 2022Q4

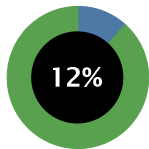
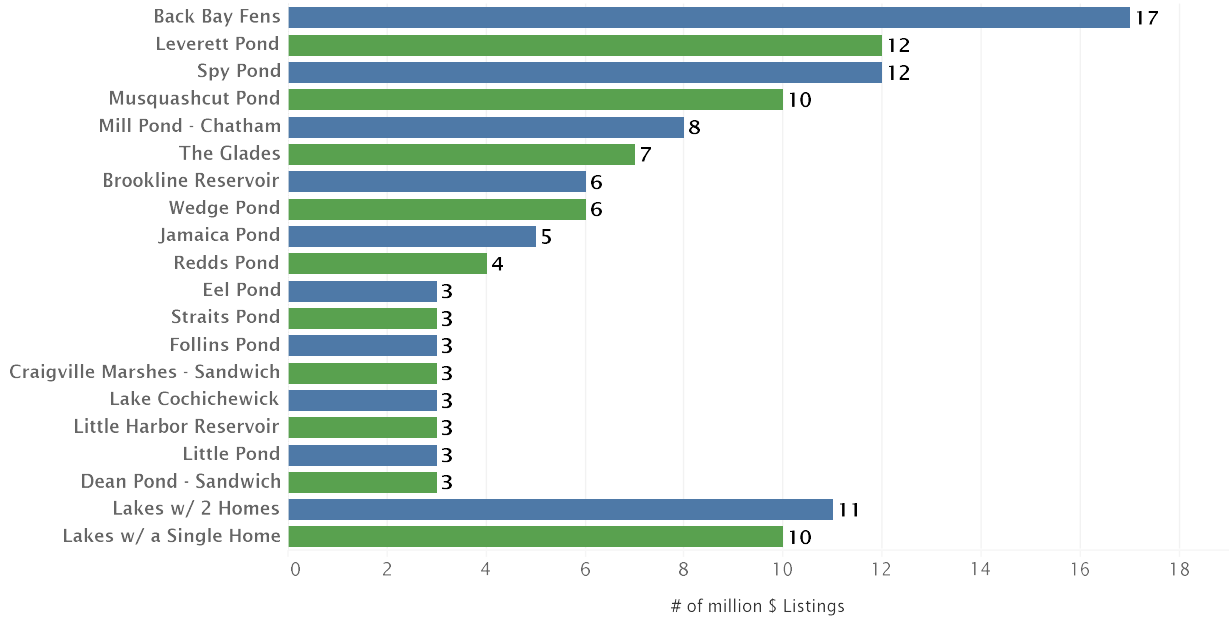


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2022Q4

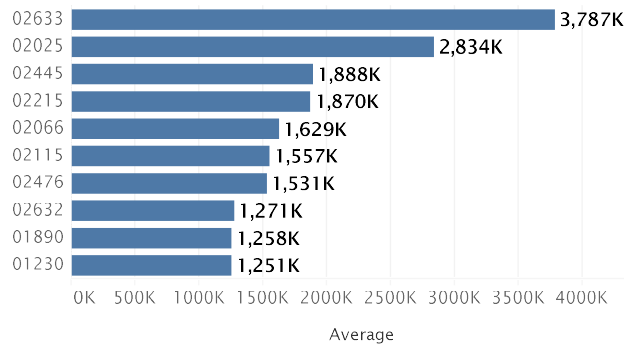


of \$1M+ Homes in Massachusetts are on Back Bay Fens

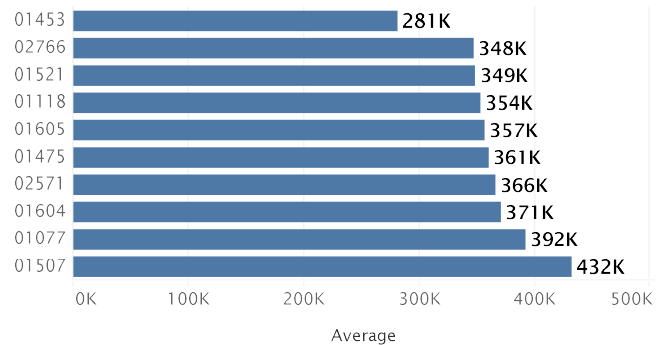
Total Number of \$1M+ Homes

143

Most Expensive ZIP Codes 2022Q4

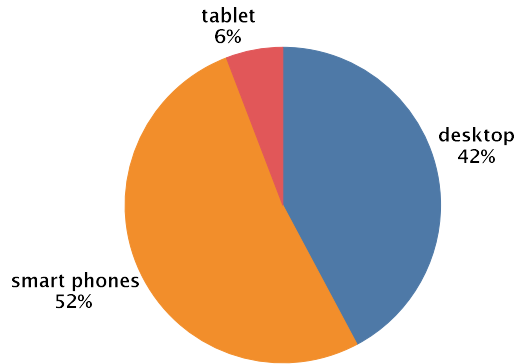


Most Affordable ZIP Codes 2022Q4

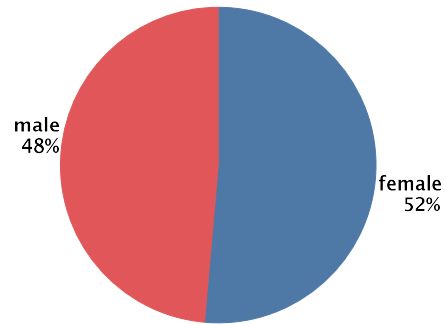


Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

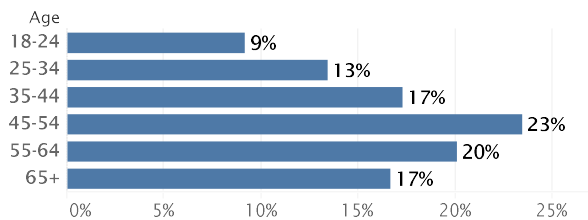


62% of potential buyers come from outside Massachusetts

New York,

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

What Age Groups are Shopping 2022Q4



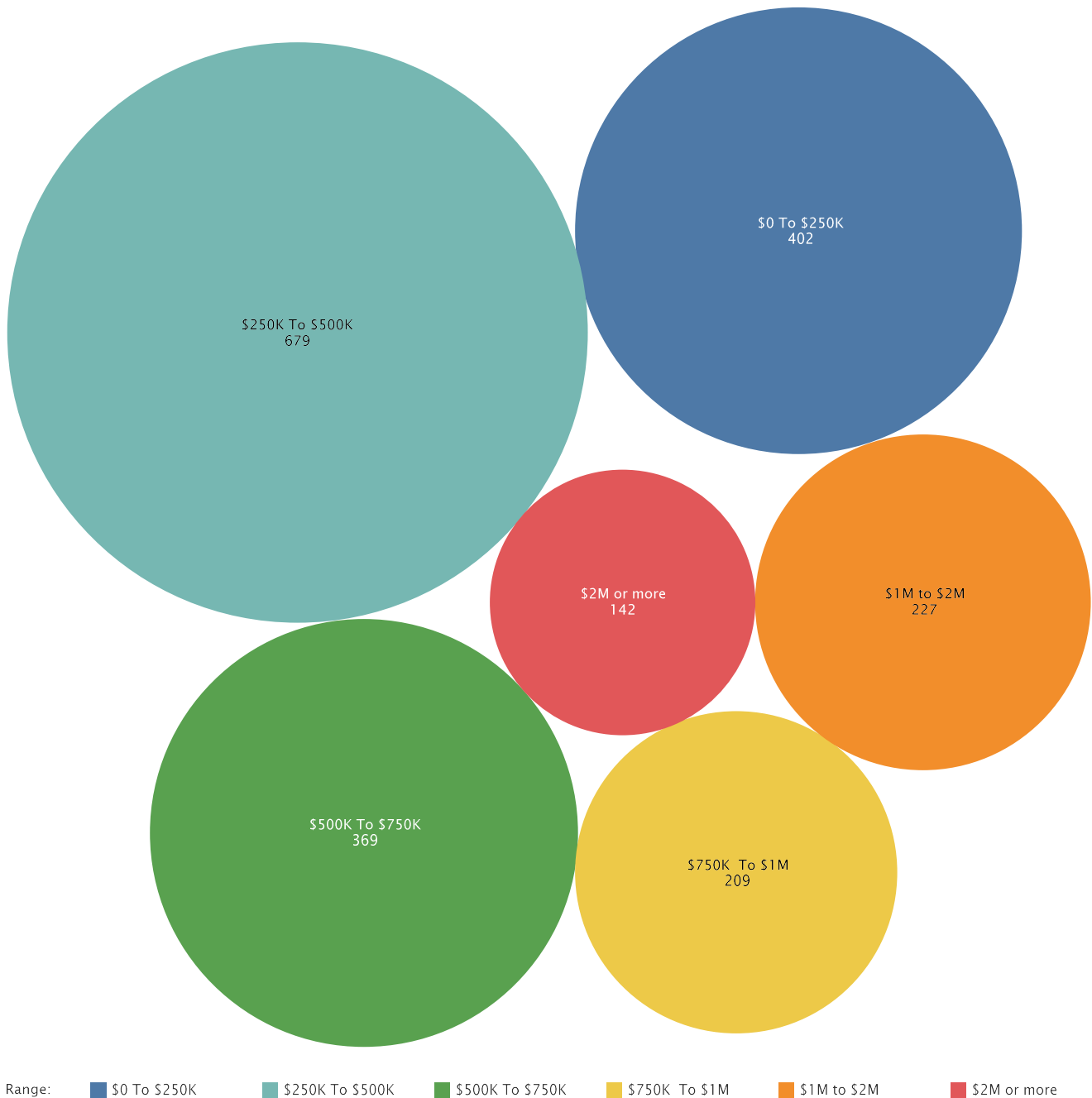
Number 2-10 metros are:

- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Burlington VT-Plattsburgh, NY
- Philadelphia, PA
- Indianapolis, IN
- Raleigh-Durham (Fayetteville), NC
- Orlando-Daytona Beach-Melbourne, FL



MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2022Q4



Michigan

The Michigan market fell from \$2.7 BB in fall 2022 to \$2.1 BB in fall 2022, a 22% decrease.

Largest Markets

1. Lake Michigan	\$678,487,386	33.0%	6. Turtle Lake	\$39,822,490	1.9%
2. Lake Huron	\$90,580,426	4.4%	7. Torch Lake	\$37,877,598	1.8%
3. Walloon Lake	\$55,279,800	2.7%	8. Spring Lake - Spring Lake	\$30,279,799	1.5%
4. Lake St Clair	\$50,797,548	2.5%	9. Lake Charlevoix	\$28,001,994	1.4%
5. Lake Superior	\$41,189,699	2.0%	10. Muskegon Lake	\$26,001,900	1.3%

Total Michigan Market: \$2,056,420,805

Largest Home Markets

1. Lake Michigan	\$470,589,679	29.5%
2. Lake Huron	\$70,987,076	4.4%
3. Walloon Lake	\$51,038,000	3.2%
4. Lake St Clair	\$43,861,148	2.7%
5. Torch Lake	\$31,258,398	2.0%
6. Lake Superior	\$31,180,399	2.0%
7. Spring Lake - Spring Lake	\$28,184,799	1.8%
8. Muskegon Lake	\$25,945,900	1.6%
9. Lake Charlevoix	\$18,927,395	1.2%
10. Lake Fenton	\$18,128,849	1.1%

Total Michigan Home Market: \$1,597,906,833

Largest Land Markets

1. Lake Michigan	\$207,897,707	45.4%
2. Turtle Lake	\$22,979,990	5.0%
3. Lake Huron	\$19,593,350	4.3%
4. Lake Superior	\$10,009,300	2.2%
5. Lake Charlevoix	\$9,074,599	2.0%
6. Muskegon River	\$7,004,000	1.5%
7. Lake St Clair	\$6,936,400	1.5%
8. Torch Lake	\$6,619,200	1.4%
9. Thornapple River	\$6,524,900	1.4%
10. Lake Leelanau	\$6,114,800	1.3%

Total Michigan Land Market: \$457,614,072

The Lake Michigan market dropped from \$863 MM in fall 2022 to \$678 MM resulting in a 21% decrease.

Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$2,236,096
2. Lake Michigan - Traverse City Area	\$1,955,662

Most Affordable Homes

1. Lake Michigan - Holland Area	\$1,357,110
2. Walnut Lake	\$1,442,508

Most Listings

1. Lake Michigan	756	20.8%	6. Lake Lancer	45	1.2%
2. Lake Huron	292	8.0%	7. St Clair River	41	1.1%
3. Lake Superior	91	2.5%	8. Muskegon Lake	38	1.0%
4. Lake St Clair	78	2.1%	9. Houghton Lake	32	0.9%
5. Torch Lake	46	1.3%	10. Muskegon River	31	0.9%

Total Michigan Listings:

3,629

Most Homes Available

1. Lake Michigan	355	17.5%
2. Lake Huron	127	6.3%
3. Lake St Clair	58	2.9%
4. Lake Superior	36	1.8%
4. Muskegon Lake	36	1.8%
6. St Clair River	33	1.6%
7. Houghton Lake	30	1.5%
8. Deer Lake - Independence Twp	25	1.2%
9. Spring Lake - Spring Lake	22	1.1%
10. Torch Lake	21	1.0%

Total Michigan Home Listings:

2,029

Most Land Available

1. Lake Michigan	401	25.1%
2. Lake Huron	165	10.3%
3. Lake Superior	55	3.4%
4. Lake Lancer	39	2.4%
5. Schermerhorn Lake	30	1.9%
6. Torch Lake	25	1.6%
7. Lake St Clair	20	1.3%
8. Little Smoky Lake	18	1.1%
8. Muskegon River	18	1.1%
10. Lake Isabella	16	1.0%

Total Michigan Land Listings:

1,599

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake St Clair	\$692,947
2. Mona Lake	\$647,565
3. Lake Michigan - New Buffalo-Sawyer Area	\$533,023
4. Lake Michigan - Traverse City Area	\$504,876
5. Cass Lake	\$487,983
6. Lake Michigan - Glen Arbor Area	\$302,749
7. Lake Charlevoix	\$283,152
8. Lake Michigan - South Haven Area	\$274,841

Listings of 10 Acres or More

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

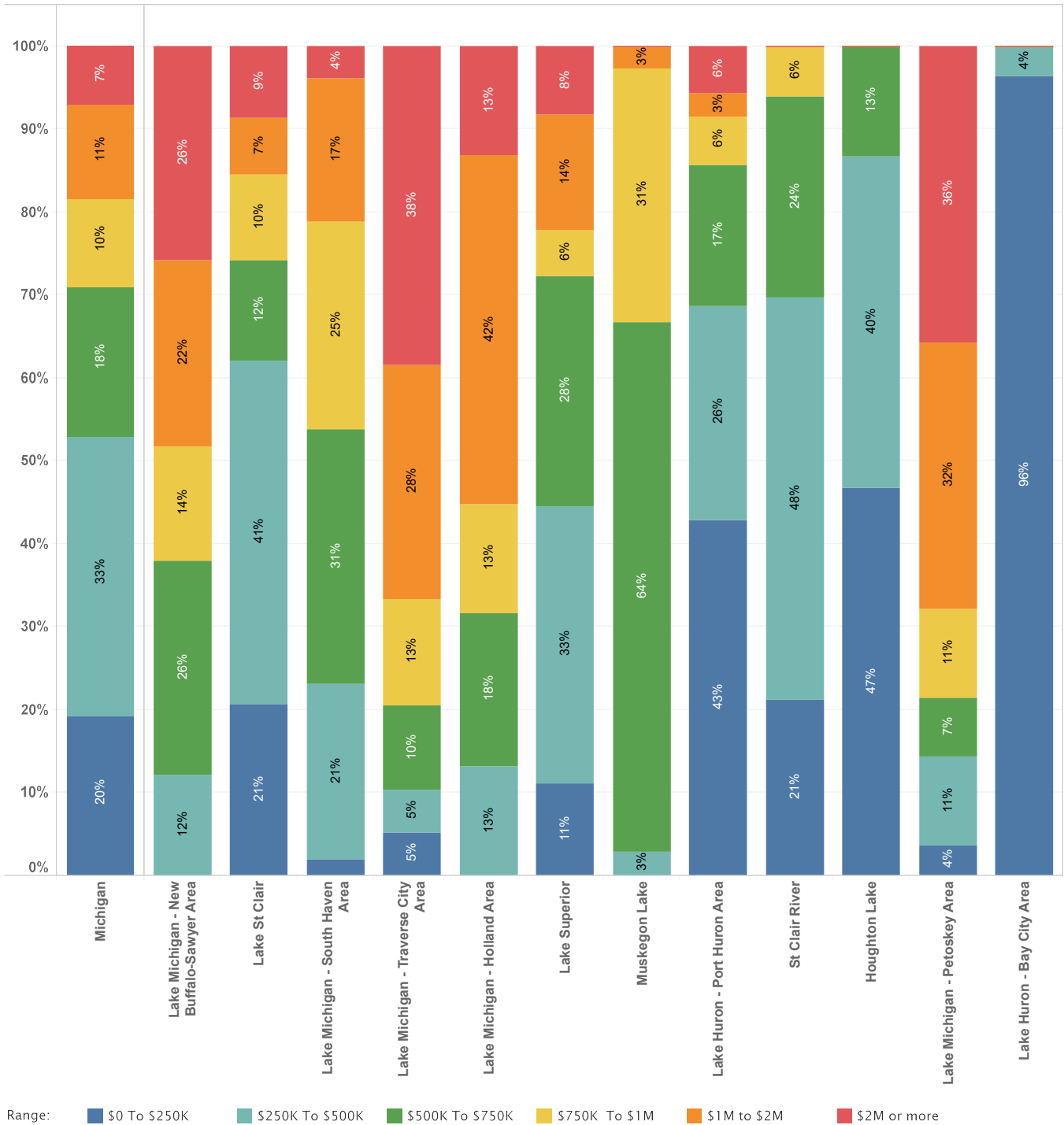
Listings of Less Than 10 Acres

1. Canadian Lakes	\$15,192
2. Lake Lancer	\$23,975
3. Russell Lake - Attica Twp	\$28,791
4. Lake Huron - Rogers City Area	\$35,488
5. Torch Lake - Lake Linden	\$37,617
6. Schermerhorn Lake	\$39,163
7. Little Smoky Lake	\$41,282
8. Lake Huron - St Ignace Area	\$49,274

Listings of 10 Acres or More

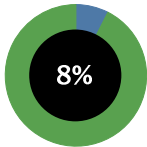
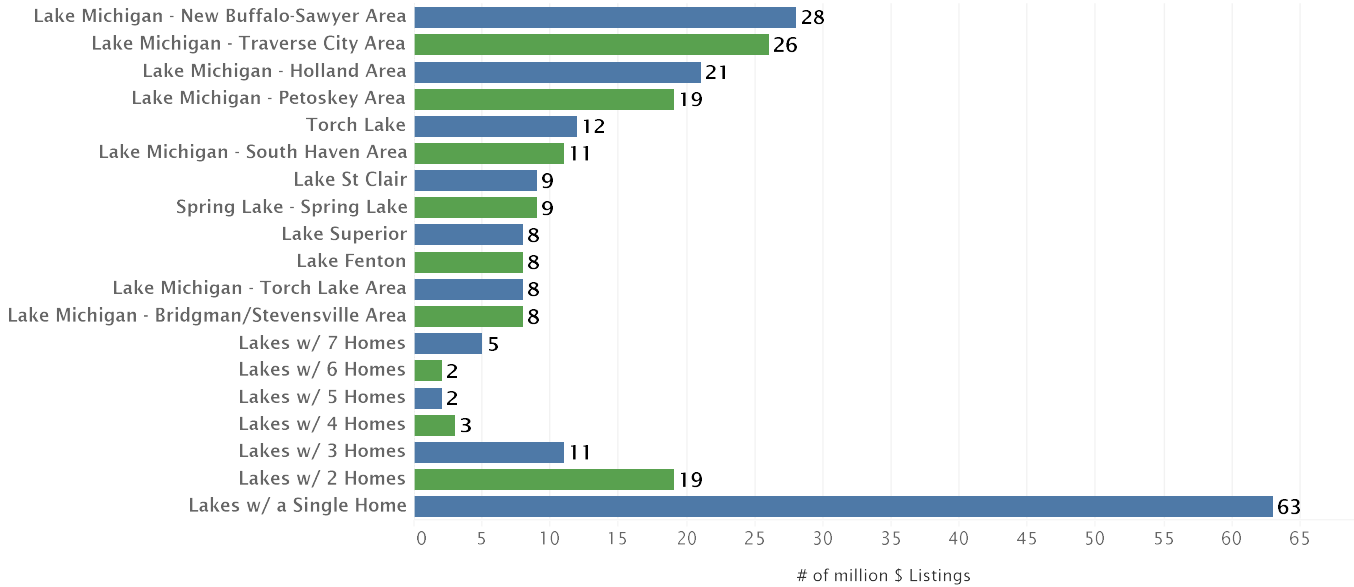
1. Muskegon River	\$8,936
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Price Breakdown by Percentage of Homes in the Michigan Market 2022Q4



Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2022Q4

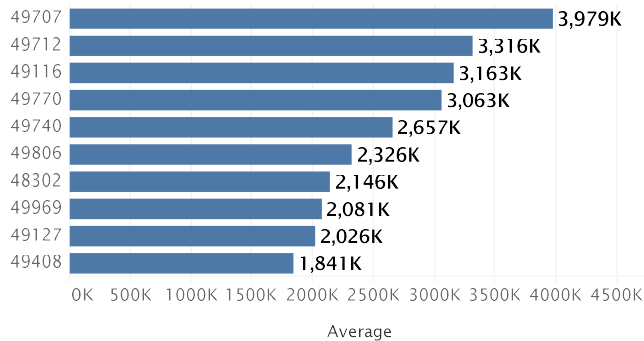


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

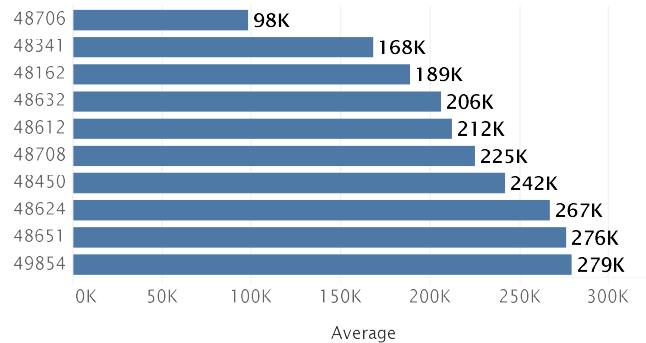
Total Number of \$1M+ Homes

370

Most Expensive ZIP Codes 2022Q4

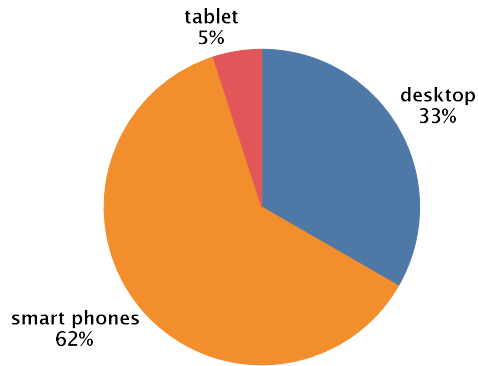


Most Affordable ZIP Codes 2022Q4

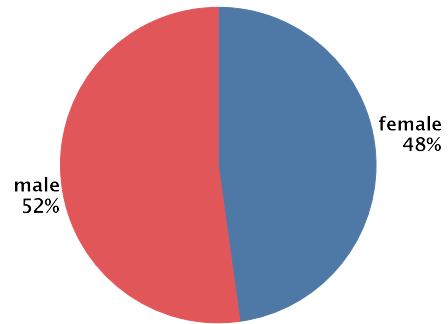


Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2022Q4

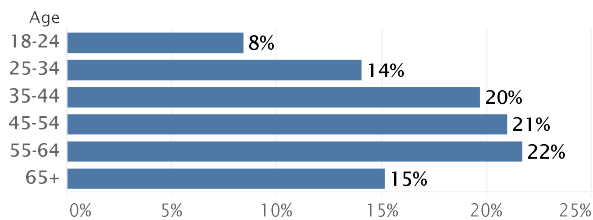


Male/Female Visitors 2022Q4



69% of potential buyers come from outside Michigan

What Age Groups are Shopping 2022Q4



Chicago

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

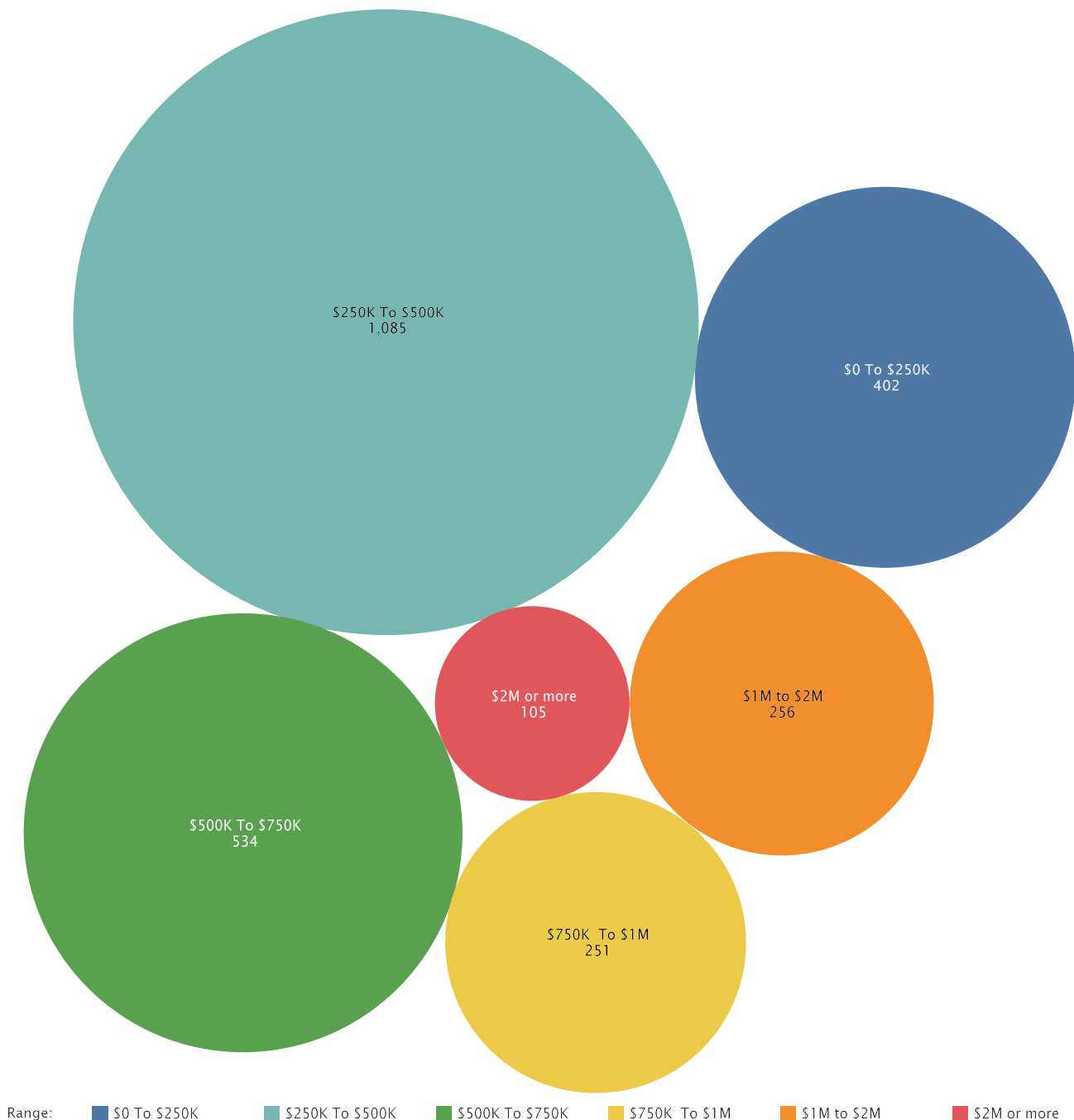
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Columbus, OH
- New York, NY
- Cincinnati, OH
- Atlanta, GA
- South Bend-Elkhart, IN
- Indianapolis, IN
- Toledo, OH
- Denver, CO



MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2022Q4



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



Minnesota

The Minnesota market decreased from \$2.9 BB in fall 2022 to \$2.2 BB in winter 2022, a 24% drop.

Largest Markets

1. Lake Minnetonka	\$234,292,327	10.6%	6. Other Greater St Cloud Area Lakes	\$41,390,389	1.9%
2. Other Northern Metro Area Lakes	\$147,857,030	6.7%	7. Other St Croix River Valley Area Lakes	\$40,029,121	1.8%
3. Other Prior Lake Area Lakes	\$95,116,789	4.3%	8. Other SW Metro Area Lakes	\$37,090,552	1.7%
4. Lower Prior Lake - Prior Lake	\$50,048,349	2.3%	9. Lake Vermilion	\$35,857,300	1.6%
5. Other Annandale Area Lakes	\$45,621,989	2.1%	10. Lake Of The Isles - Minneapolis	\$34,860,598	1.6%
Total Minnesota Market:				\$2,211,262,109	

Largest Home Markets

1. Lake Minnetonka	\$208,538,428	11.8%
2. Other Northern Metro Area Lakes	\$124,116,230	7.0%
3. Other Prior Lake Area Lakes	\$72,040,189	4.1%
4. Lake Of The Isles - Minneapolis	\$34,070,698	1.9%
5. Other Annandale Area Lakes	\$33,517,690	1.9%
6. Other St Croix River Valley Area Lakes	\$31,779,221	1.8%
7. Lower Prior Lake - Prior Lake	\$29,299,549	1.7%
8. Other SW Metro Area Lakes	\$27,814,252	1.6%
9. Other Greater St Cloud Area Lakes	\$27,082,689	1.5%
10. Lake Vermilion	\$24,553,100	1.4%

Total Minnesota Home Market: \$1,771,263,156

Largest Land Markets

1. Lake Minnetonka	\$25,753,899	5.9%
2. Other Northern Metro Area Lakes	\$23,740,800	5.4%
3. Other Prior Lake Area Lakes	\$23,076,600	5.2%
4. Lower Prior Lake - Prior Lake	\$20,748,800	4.7%
5. Other Greater St Cloud Area Lakes	\$14,307,700	3.3%
6. Other Greater Brainerd Area Lakes	\$13,828,300	3.1%
7. Uhl Lake	\$13,530,000	3.1%
8. Other Annandale Area Lakes	\$12,104,299	2.8%
9. Lake Vermilion	\$11,304,200	2.6%
10. Other SW Metro Area Lakes	\$9,276,300	2.1%

Total Minnesota Land Market: \$439,998,953

56% of all listings on Lake Minnetonka are valued at \$1 MM or more.

Most Expensive Homes

1. Lake Minnetonka	\$2,106,449
2. Meadowbrook Lake - St. Louis Park	\$1,288,374

Most Affordable Homes

1. Lake Waconia - Waconia	\$795,880
2. Other St Croix River Valley Area Lakes	\$882,756

Most Listings

1. Other Northern Metro Area Lakes	247	5.9%	6. Lake Vermilion	78	1.9%
2. Other Prior Lake Area Lakes	121	2.9%	7. Mille Lacs Lake - South Harbor Twp	61	1.4%
3. Lake Minnetonka	113	2.7%	8. Other Bemidji Area Lakes	57	1.4%
4. Other Greater St Cloud Area Lakes	107	2.5%	8. Other Cambridge Area Lakes	57	1.4%
5. Other Annandale Area Lakes	85	2.0%	8. Other SW Metro Area Lakes	57	1.4%
Total Minnesota Listings:				4,216	

Most Homes Available

1. Other Northern Metro Area Lakes	207	7.9%
2. Other Prior Lake Area Lakes	100	3.8%
3. Lake Minnetonka	99	3.8%
4. Other Greater St Cloud Area Lakes	62	2.4%
5. Other Annandale Area Lakes	57	2.2%
6. Mille Lacs Lake - South Harbor Twp	44	1.7%
7. Other Bemidji Area Lakes	43	1.6%
8. Other SW Metro Area Lakes	42	1.6%
9. Other St Croix River Valley Area Lakes	36	1.4%
10. Lake Of The Isles - Minneapolis	34	1.3%

Total Minnesota Home Listings: 2,633

Most Land Available

1. Lake Vermilion	46	2.9%
2. Other Greater St Cloud Area Lakes	45	2.8%
3. Other Northern Metro Area Lakes	40	2.5%
4. Leech Lake - Cass Lake	35	2.2%
5. Other Marshall Area Lakes	32	2.0%
6. Lake Jessie - Alexandria Twp	29	1.8%
6. Other Otter Tail County Area Lakes	29	1.8%
8. Other Annandale Area Lakes	28	1.8%
9. Other Longville Area Lakes	27	1.7%
10. Other Cambridge Area Lakes	25	1.6%

Total Minnesota Land Listings: 1,583

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$1,252,013
2. Flowage Lake - Workman Twp	\$1,035,957
3. Lake Jessie - Alexandria Twp	\$485,000
4. Lake Ida - Ida Twp	\$414,305
5. Detroit Lake - Detroit Lakes	\$382,857
6. Lake Washington - Washington Twp	\$328,442
7. Nest Lake - New London Twp	\$243,739
8. Other Prior Lake Area Lakes	\$169,098

Listings of 10 Acres or More

1. Other Prior Lake Area Lakes	\$45,336
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Most Affordable Land per Acre

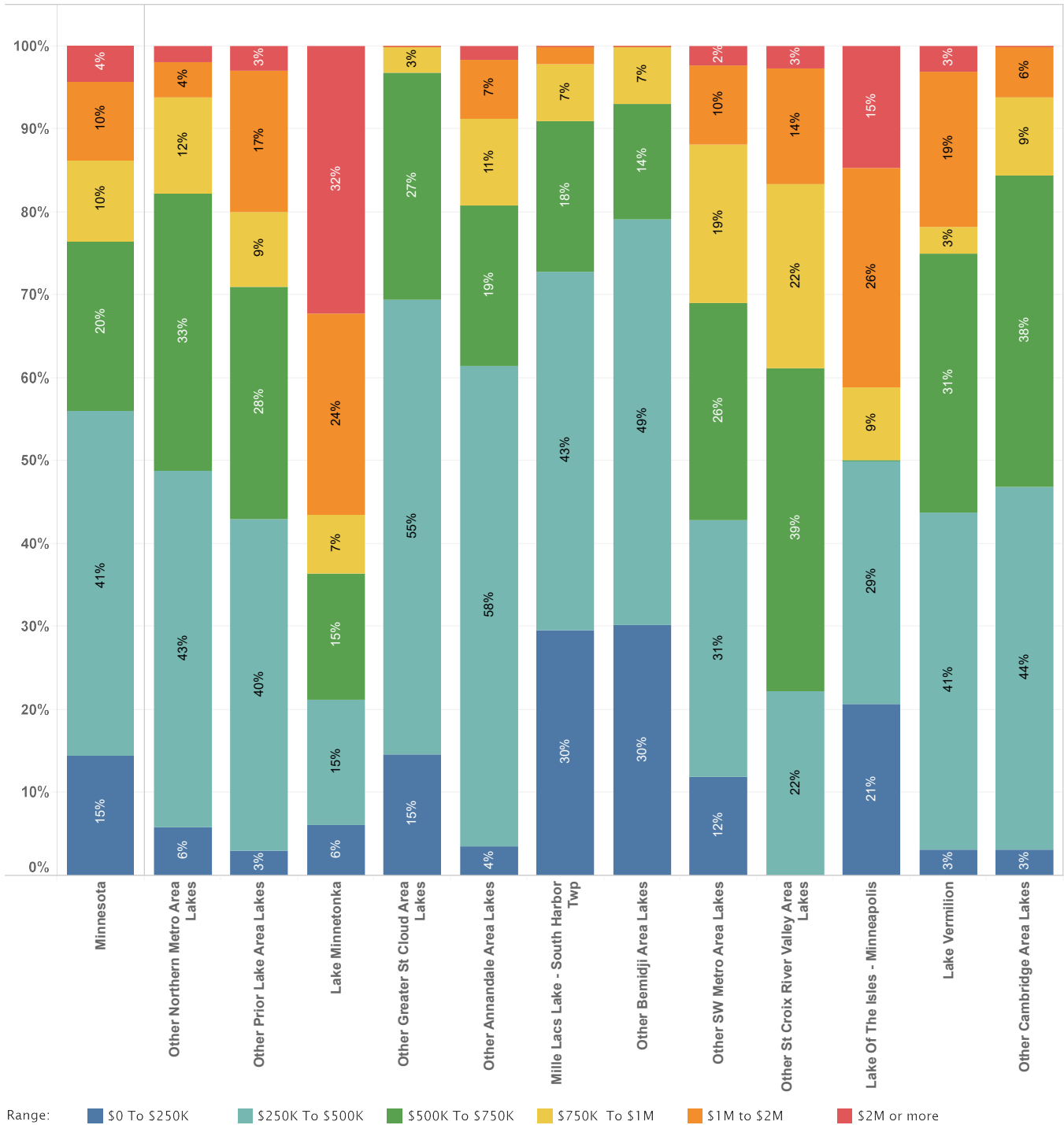
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$10,214
2. Little Lake - Ashby	\$13,140
3. Spink Lake - Rock Lake Twp	\$19,808
4. Other Grand Rapids Area Lakes	\$23,556
5. Other Cambridge Area Lakes	\$27,044
6. Other Otter Tail County Area Lakes	\$32,160
7. Other Longville Area Lakes	\$33,902
8. Other Lake of the Woods Area Lakes	\$39,651

Listings of 10 Acres or More

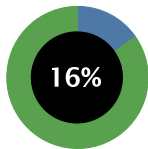
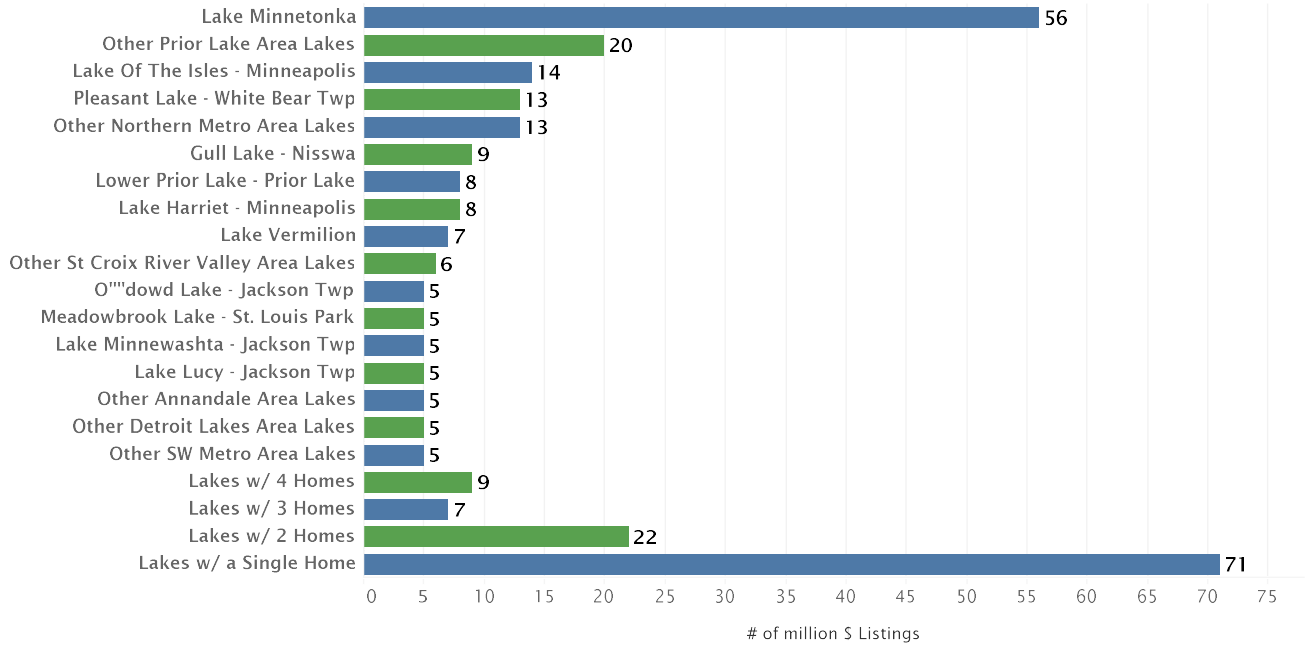
1. Other Aitkin Area Lakes	\$2,072
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Price Breakdown by Percentage of Homes in the Minnesota Market 2022Q4



Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2022Q4

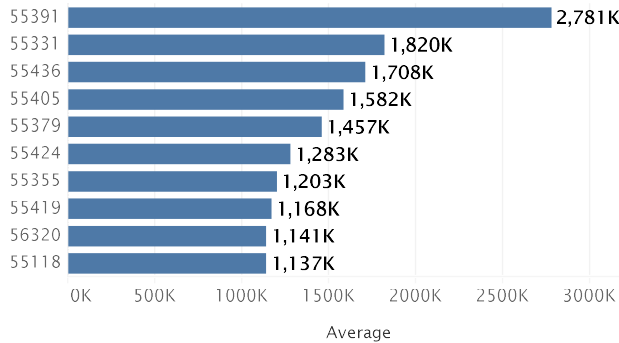


of \$1M+ Homes in Minnesota are on Lake Minnetonka

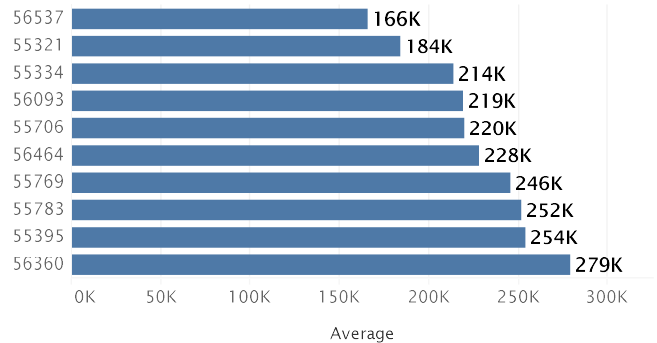
Total Number of \$1M+ Homes

361

Most Expensive ZIP Codes 2022Q4

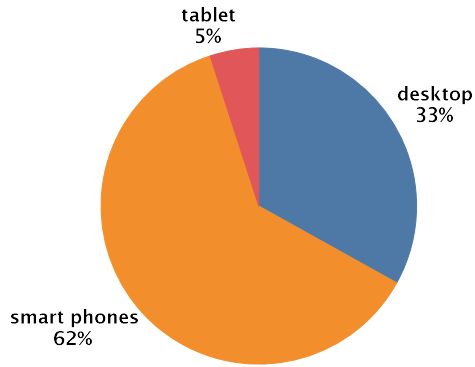


Most Affordable ZIP Codes 2022Q4

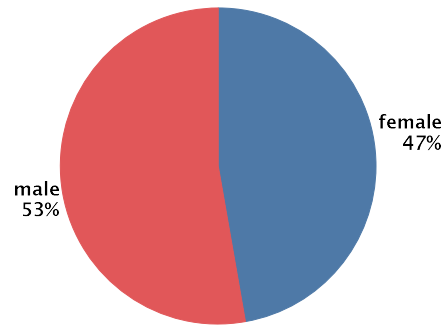


Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2022Q4

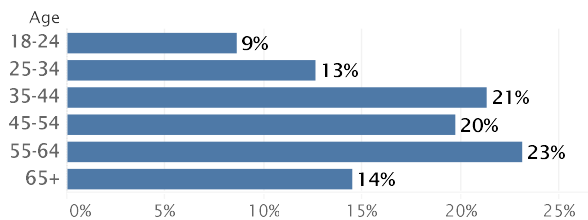


Male/Female Visitors 2022Q4



63% of potential buyers come from outside Minnesota

What Age Groups are Shopping 2022Q4



Chicago

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

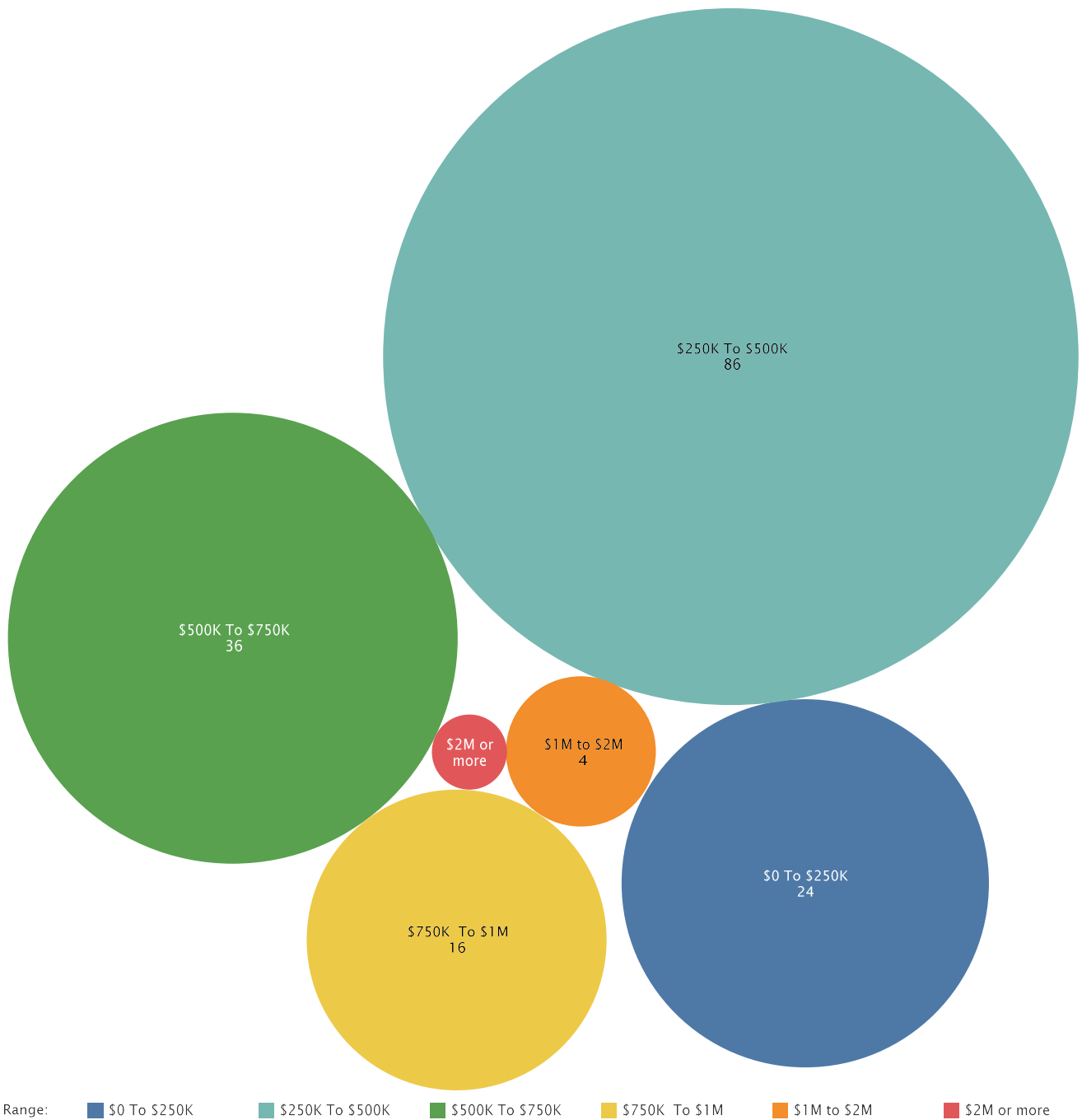
Number 2-10 metros are:

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



MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2022Q4



Mississippi

Ross R Barnett Reservoir's market has dropped from \$50 MM in fall 2022 to \$44 MM resulting in an 8% decrease.

Largest Markets

1. Ross R Barnett Reservoir	\$43,829,793	36.3%
2. Lake Caroline	\$23,016,267	19.1%
3. Oxford Region Lakes	\$9,187,699	7.6%
4. Charlton Place Lakes	\$5,370,020	4.4%
5. Deer Haven Lake	\$4,836,023	4.0%

Total Mississippi Market:

\$120,761,779

Most Listings

1. Ross R Barnett Reservoir	162	42.7%
2. Lake Caroline	50	13.2%
3. Chestnut Hill Lakes	22	5.8%
3. Oxford Region Lakes	22	5.8%
5. Charlton Place Lakes	21	5.5%

Total Mississippi Listings:

379

Largest Home Markets

1. Ross R Barnett Reservoir	\$30,718,666	38.4%
2. Lake Caroline	\$15,336,547	19.2%
3. Oxford Region Lakes	\$7,454,199	9.3%
4. Twin Lakes	\$4,398,000	5.5%
5. Grey Castle Lake	\$3,369,000	4.2%

Total Mississippi Home Market:

\$80,043,459

Most Homes Available

1. Ross R Barnett Reservoir	75	44.1%
2. Lake Caroline	31	18.2%
3. Oxford Region Lakes	13	7.6%
4. Pickwick Lake	7	4.1%
4. Twin Lakes	7	4.1%

Total Mississippi Home Listings:

170

Largest Land Markets

1. Ross R Barnett Reservoir	\$13,111,127	32.2%
2. Lake Caroline	\$7,679,720	18.9%
3. Charlton Place Lakes	\$4,572,020	11.2%
4. Lake Castle	\$3,236,553	7.9%
5. Chestnut Hill Lakes	\$2,954,000	7.3%

Total Mississippi Land Market:

\$40,718,320

Most Land Available

1. Ross R Barnett Reservoir	87	41.6%
2. Chestnut Hill Lakes	21	10.0%
3. Charlton Place Lakes	20	9.6%
4. Lake Caroline	19	9.1%
5. Lineage Lake	12	5.7%

Total Mississippi Land Listings:

209

Average Home Price

1. Oxford Region Lakes	\$573,400
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Average Land Price Per Acre

Listings of Less Than 10 Acres

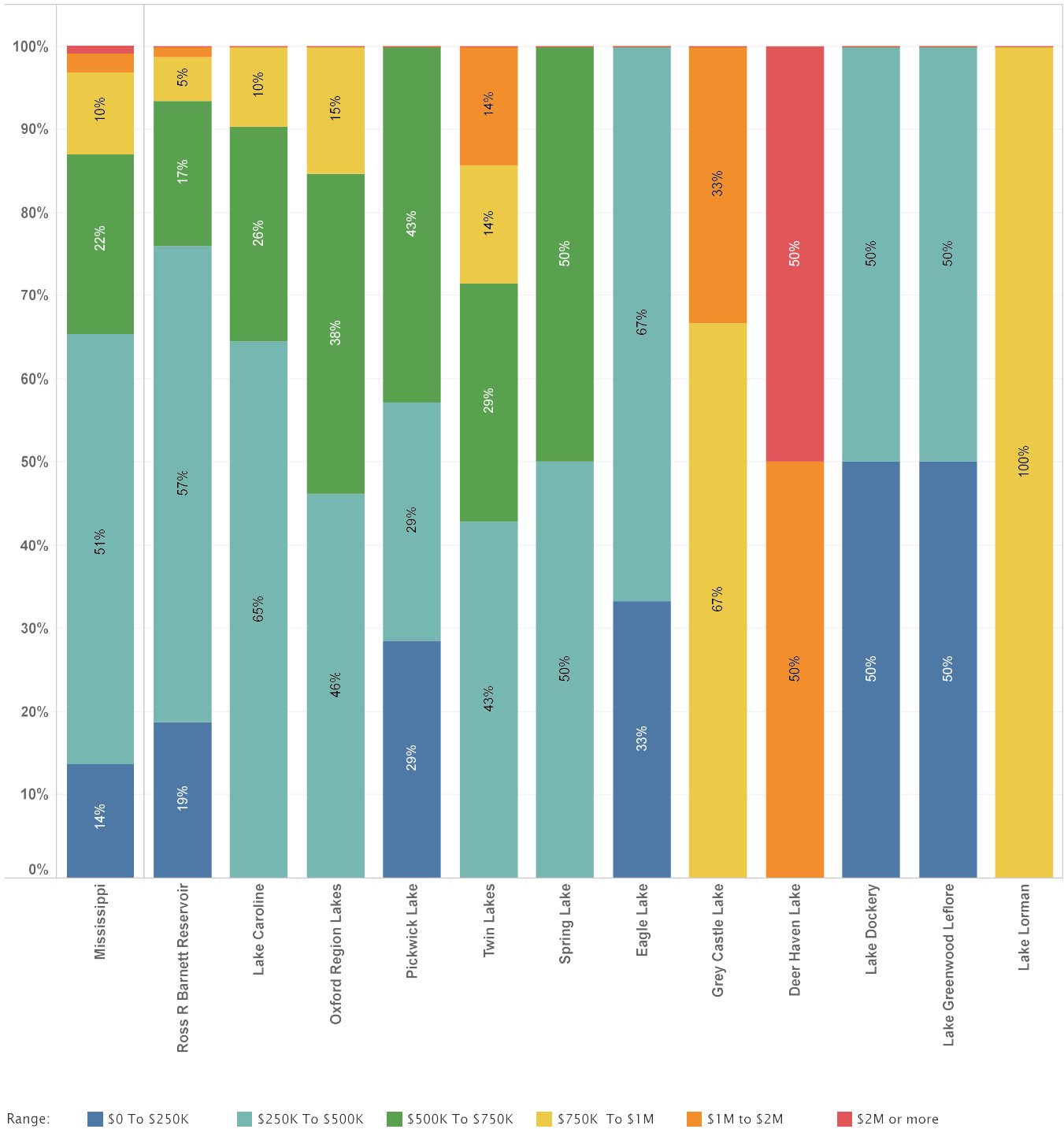
1. Lake Caroline	\$278,046
2. Ross R Barnett Reservoir	\$242,931
3. Lineage Lake	\$155,898
4. Chestnut Hill Lakes	\$76,005
5. Charlton Place Lakes	\$28,692

Listings of 10 Acres or More

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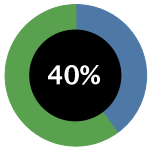
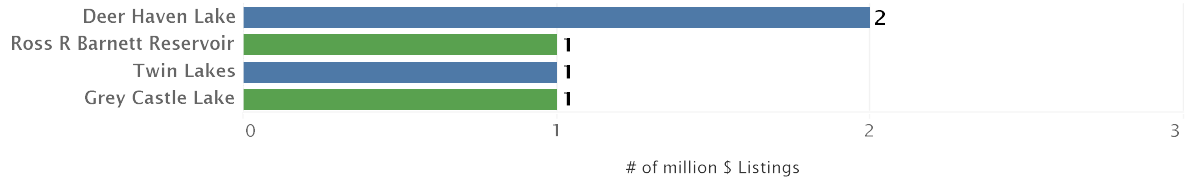
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Mississippi Market 2022Q4



Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2022Q4

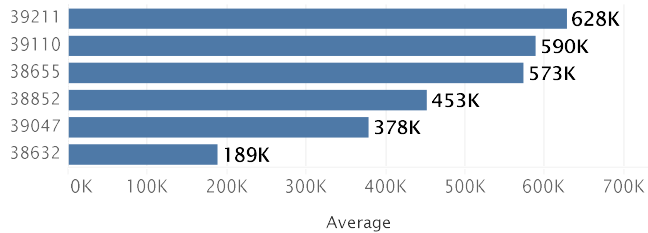


of \$1M+ Homes in Mississippi are on Deer Haven Lake

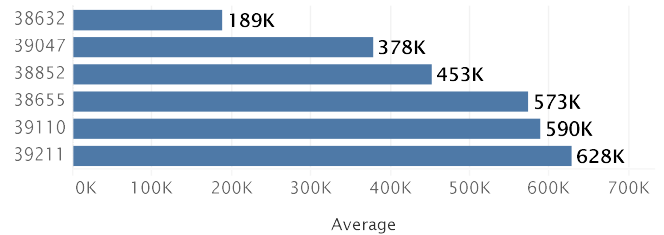
Total Number of \$1M+ Homes

5

Most Expensive ZIP Codes 2022Q4

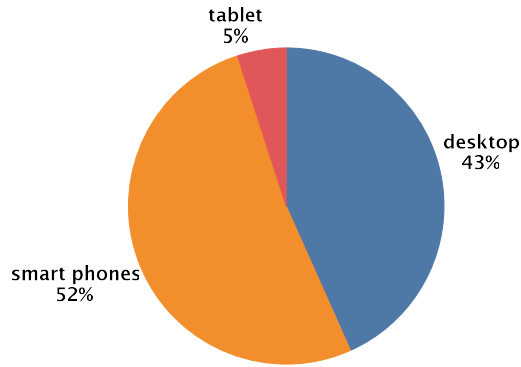


Most Affordable ZIP Codes 2022Q4

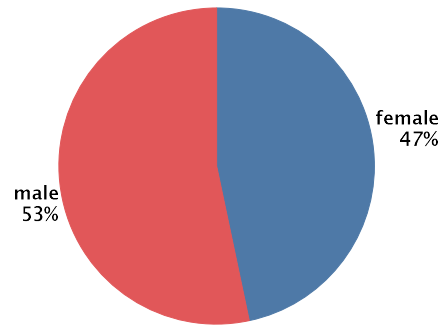


Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

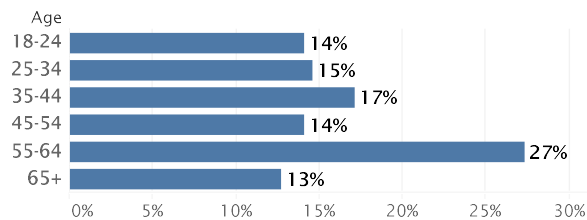


80% of potential buyers come from outside Mississippi

Chicago

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

What Age Groups are Shopping 2022Q4



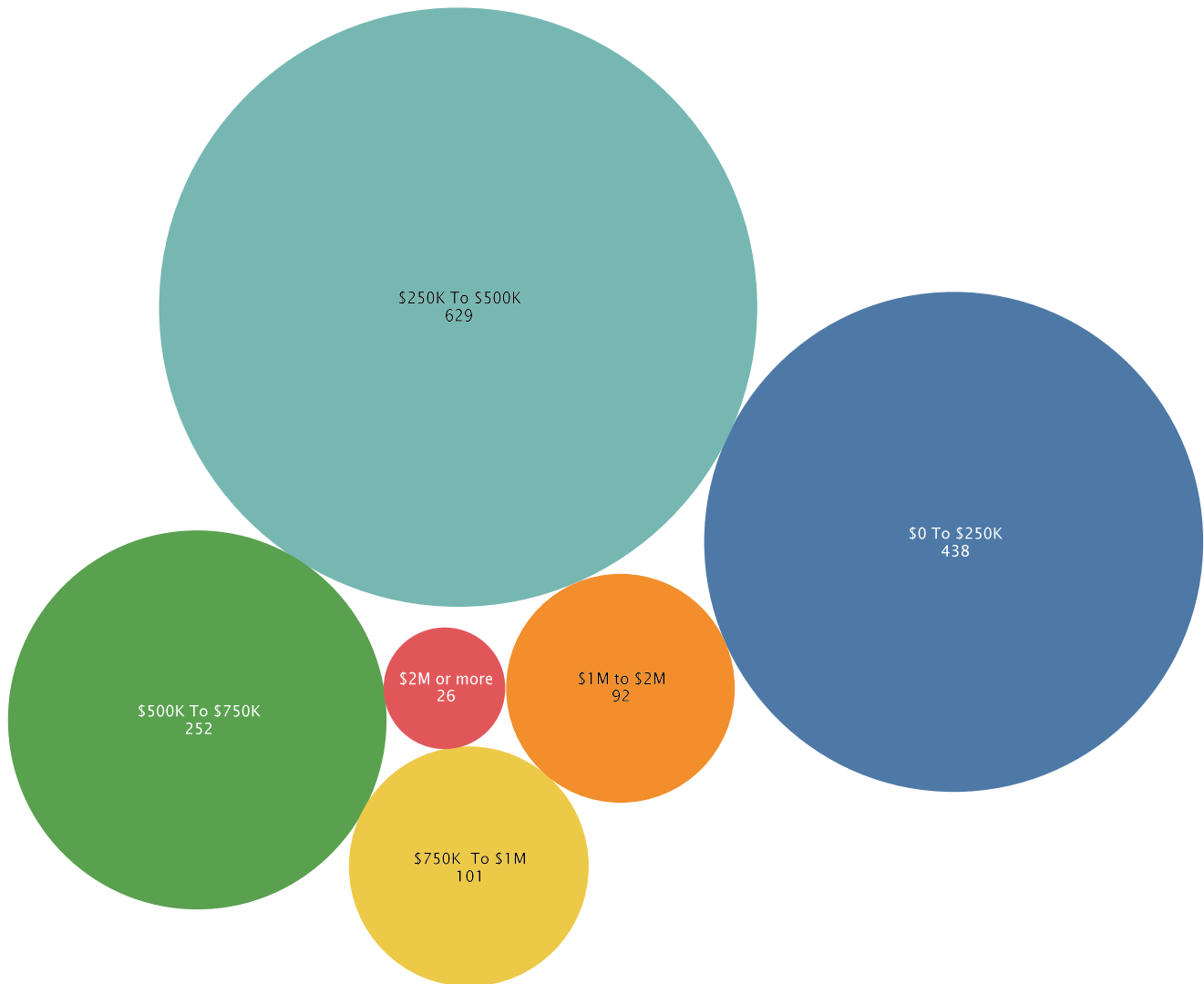
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Atlanta, GA
- New Orleans, LA
- Memphis, TN
- Burlington VT-Plattsburgh, NY
- Nashville, TN
- Tulsa, OK
- Washington DC (Hagerstown MD)
- Houston, TX



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2022Q4



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



Missouri

The total Missouri Home Market fell from \$873 MM in fall 2022 to \$808 MM resulting in an 8% decrease.

Largest Markets

1. Lake Of The Ozarks	\$496,035,640	48.5%
2. Table Rock Lake*	\$304,468,265	29.8%
3. Lake Taneycomo	\$88,260,277	8.6%
4. Bull Shoals Lake*	\$32,016,170	3.1%
5. Lake Saint Louis	\$11,647,700	1.1%

Total Missouri Market: \$1,022,451,744

Most Listings

1. Table Rock Lake*	1,213	35.5%
2. Lake Of The Ozarks	1,183	34.6%
3. Lake Taneycomo	325	9.5%
4. Bull Shoals Lake*	148	4.3%
5. Lake Thunderhead	58	1.7%

Total Missouri Listings: 3,421

Largest Home Markets

1. Lake Of The Ozarks	\$396,897,833	49.1%
2. Table Rock Lake*	\$229,129,213	28.4%
3. Lake Taneycomo	\$74,470,677	9.2%
4. Bull Shoals Lake*	\$22,711,095	2.8%
5. Lake Saint Louis	\$11,326,700	1.4%

Total Missouri Home Market: \$807,882,325

Most Homes Available

1. Lake Of The Ozarks	655	40.2%
2. Table Rock Lake*	412	25.3%
3. Lake Taneycomo	242	14.9%
4. Bull Shoals Lake*	67	4.1%
5. Pomme De Terre Lake	34	2.1%

Total Missouri Home Listings: 1,628

Largest Land Markets

1. Lake Of The Ozarks	\$99,137,807	46.2%
2. Lake Taneycomo	\$13,789,600	6.4%
3. Bull Shoals Lake*	\$9,305,075	4.3%
4. Lake Thunderhead	\$2,817,800	1.3%
5. Alpine Lake	\$2,394,900	1.1%

Total Missouri Land Market: \$214,569,419

Most Land Available

1. Table Rock Lake*	801	44.7%
2. Lake Of The Ozarks	528	29.4%
3. Lake Taneycomo	83	4.6%
4. Bull Shoals Lake*	81	4.5%
5. Raintree Lake	48	2.7%

Total Missouri Land Listings: 1,793

Average Home Price

1. Lake Springfield	\$606,964
2. Lake Of The Ozarks	\$605,951
3. Table Rock Lake	\$583,271
4. Lake Saint Louis	\$453,068
5. Lake Thunderhead	\$384,776

Average Land Price Per Acre

Listings of Less Than 10 Acres

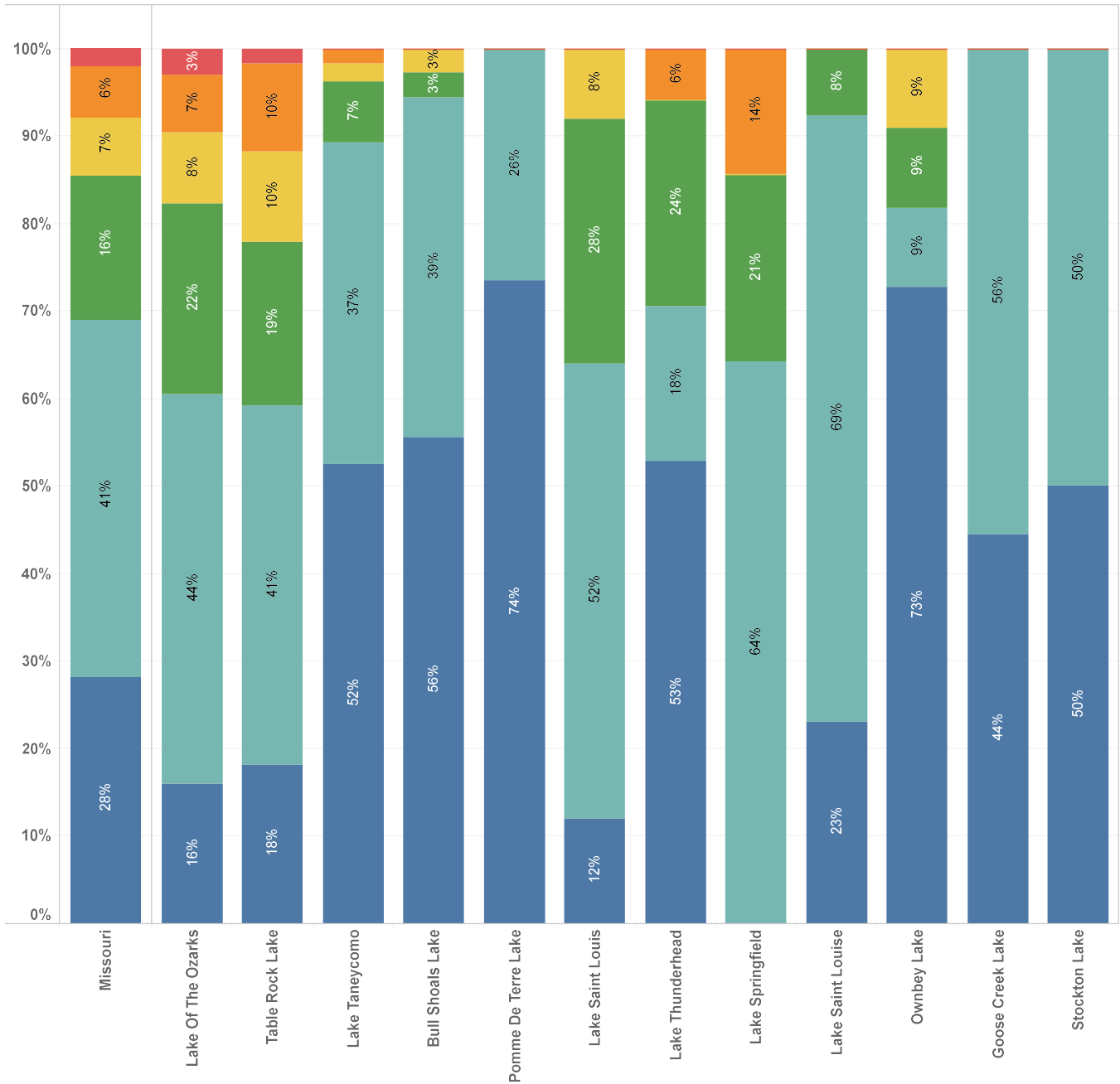
1. Lake Thunderhead	\$198,745
2. Lake Of The Ozarks	\$115,464
3. Lake Taneycomo	\$65,446
4. Table Rock Lake	\$55,272
5. Raintree Lake	\$45,150

Listings of 10 Acres or More

1. Lake Taneycomo	\$51,651
2. Lake Of The Ozarks	\$29,212
3. Table Rock Lake	\$14,189
4. Bull Shoals Lake	\$3,019

* 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 2022Q4

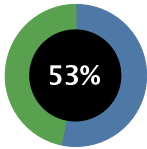
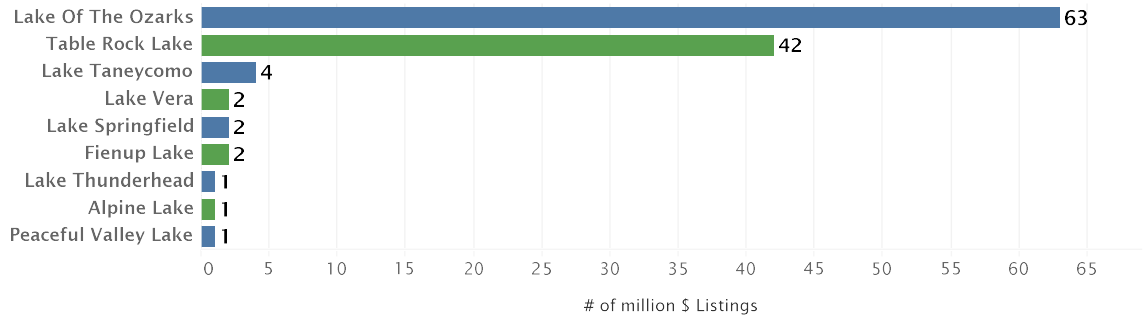


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2022Q4

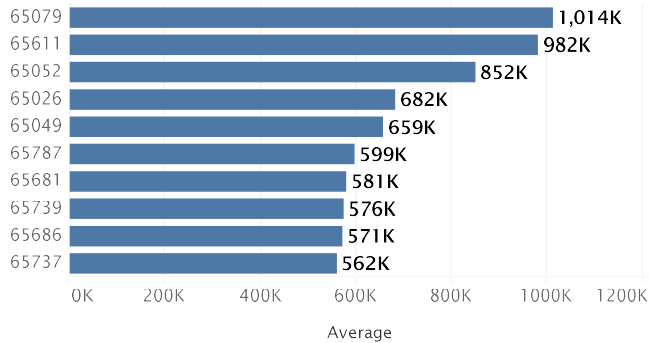


53% of \$1M+ Homes in Missouri are on Lake Of The Ozarks

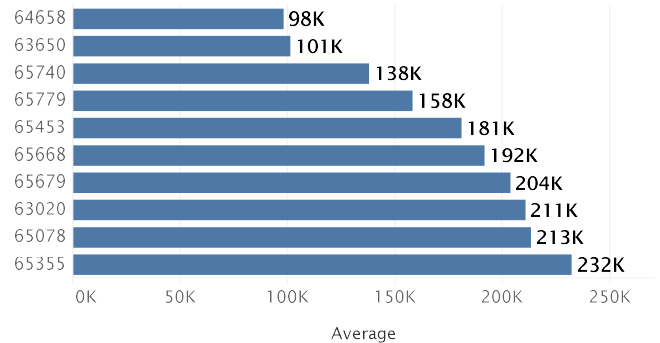
Total Number of \$1M+ Homes

118

Most Expensive ZIP Codes 2022Q4

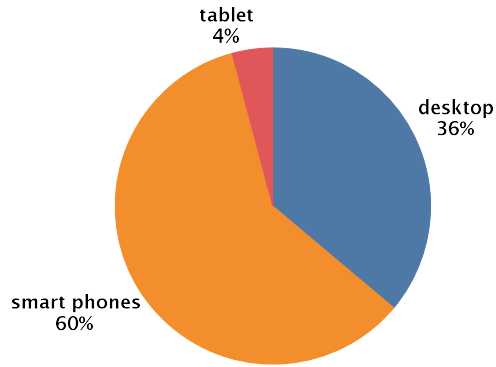


Most Affordable ZIP Codes 2022Q4

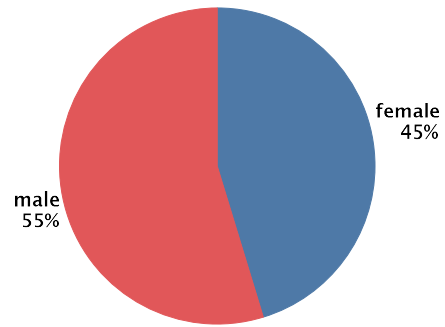


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

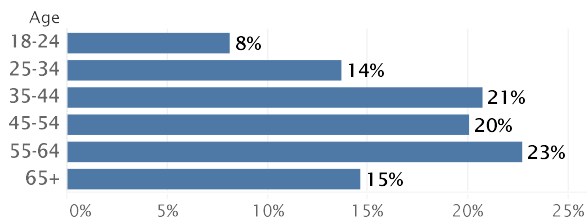


73% of potential buyers come from outside Missouri

Chicago

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

What Age Groups are Shopping 2022Q4



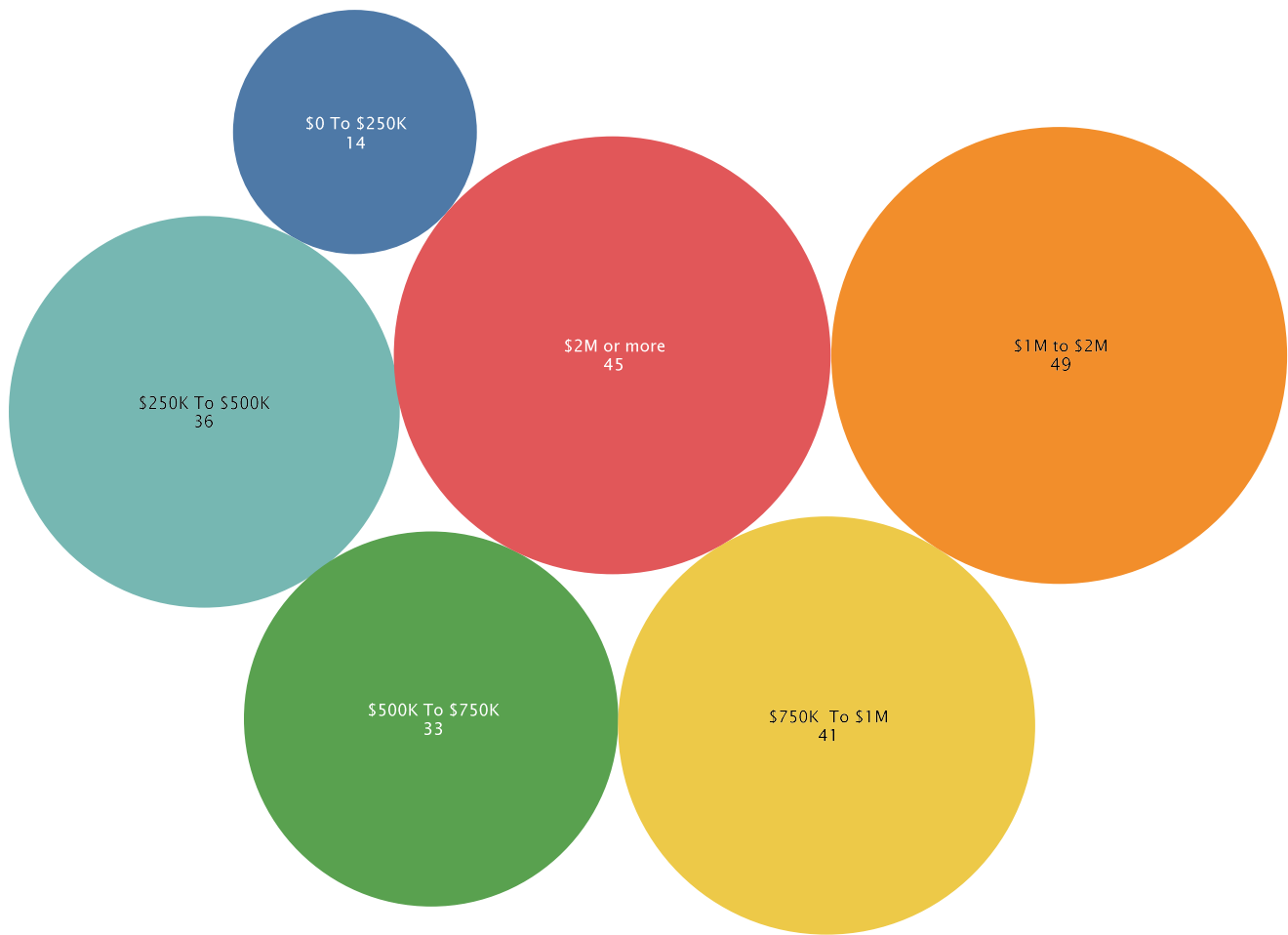
Number 2-10 metros are:

- Dallas-Ft. Worth, TX
- Denver, CO
- Des Moines-Ames, IA
- Minneapolis-St. Paul, MN
- Wichita-Hutchinson, KS
- Oklahoma City, OK
- Omaha, NE
- Los Angeles, CA
- Phoenix, AZ



MONTANA

Price Breakdown by Number of Homes in the Montana Market 2022Q4



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



Montana

The Montana market decreased from \$776 MM in fall 2022 to \$664 MM in winter 2022, a 14% fall.

Largest Markets

1. Flathead Lake	\$292,378,298	44.0%
2. Whitefish Lake	\$105,314,800	15.9%
3. Eagle Lake	\$47,056,805	9.2%
4. Ashley Lake	\$28,069,000	4.2%
5. Swan Lake	\$27,598,999	4.2%

Total Montana Market:

\$664,130,295

Most Listings

1. Flathead Lake	123	31.0%
2. Eagle Lake	38	16.9%
3. Whitefish Lake	33	8.3%
4. Lake Koocanusa	20	5.0%
5. Noxon Reservoir	16	4.0%

Total Montana Listings:

397

Largest Home Markets

1. Flathead Lake	\$220,701,198	43.0%
2. Whitefish Lake	\$88,092,800	17.2%
3. Eagle Lake	\$47,056,805	9.2%
4. Swan Lake	\$25,123,999	4.9%
5. Ashley Lake	\$25,000,000	4.9%

Total Montana Home Market:

\$513,192,595

Most Homes Available

1. Flathead Lake	66	29.3%
2. Eagle Lake	38	16.9%
3. Whitefish Lake	23	10.2%
4. Lake Baker	11	4.9%
5. Cabinet Gorge Reservoir	10	4.4%

Total Montana Home Listings:

225

Largest Land Markets

1. Flathead Lake	\$71,677,100	47.5%
2. Whitefish Lake	\$17,222,000	11.4%
3. Lake Five	\$6,500,000	4.3%
4. Bull Lake	\$6,213,000	4.1%
5. Lake Koocanusa	\$4,323,800	2.9%

Total Montana Land Market:

\$150,937,700

Most Land Available

1. Flathead Lake	57	33.1%
2. Lake Koocanusa	15	8.7%
3. Whitefish Lake	10	5.8%
4. Noxon Reservoir	8	4.7%
5. Bull Lake	7	4.1%

Total Montana Land Listings:

172

Average Home Price

1. Whitefish Lake	\$3,830,122
2. Flathead Lake	\$3,389,249

Average Land Price Per Acre

Listings of Less Than 10 Acres

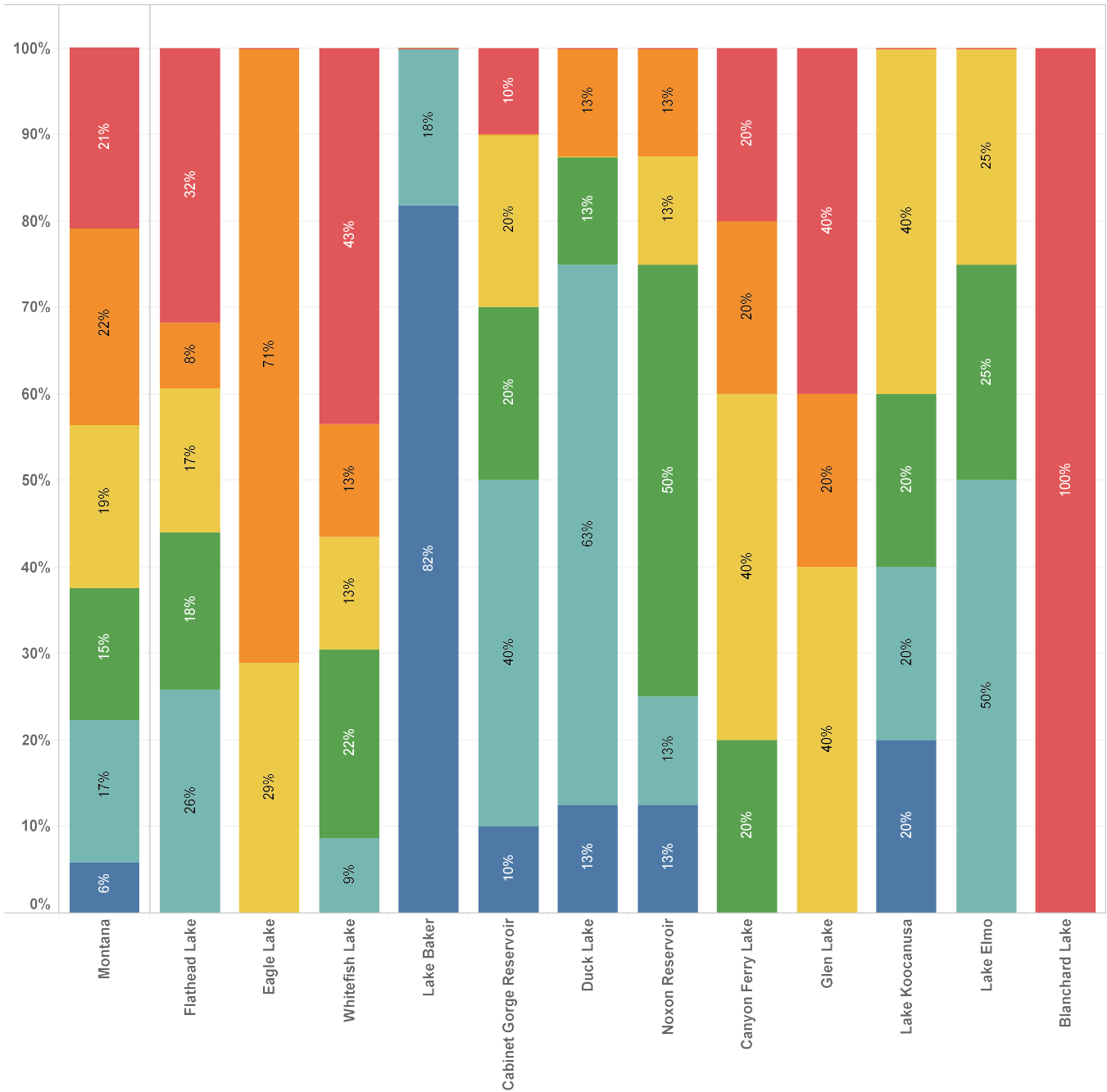
1. Flathead Lake	\$240,589
2. Lake Koocanusa	\$199,747

Listings of 10 Acres or More

1. Flathead Lake	\$208,573
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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 2022Q4

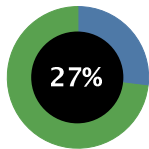
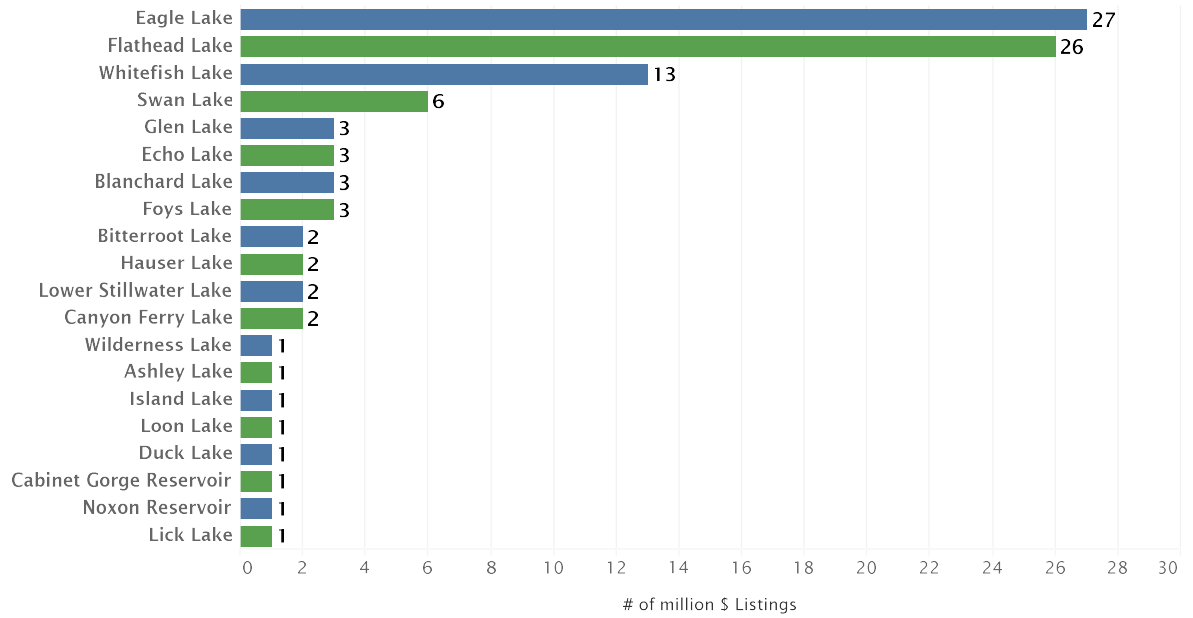


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2022Q4

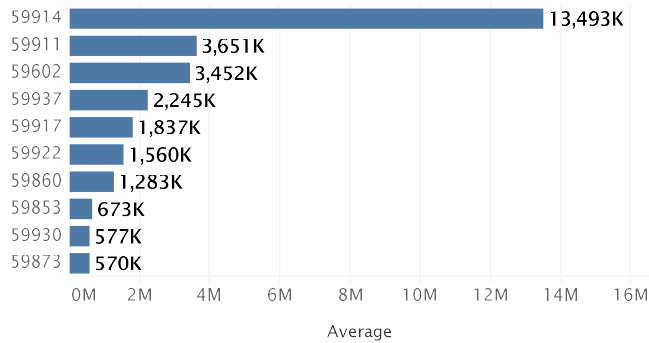


27% of \$1M+ Homes in Montana are on Eagle Lake

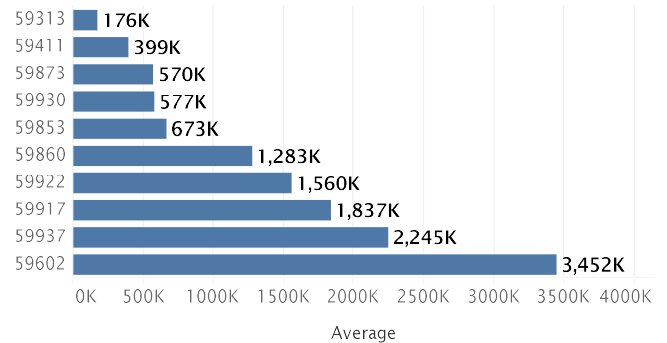
Total Number of \$1M+ Homes

100

Most Expensive ZIP Codes 2022Q4

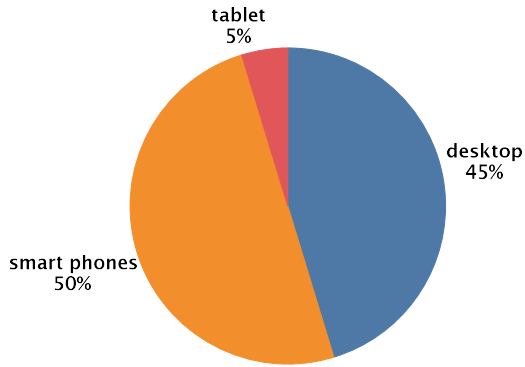


Most Affordable ZIP Codes 2022Q4

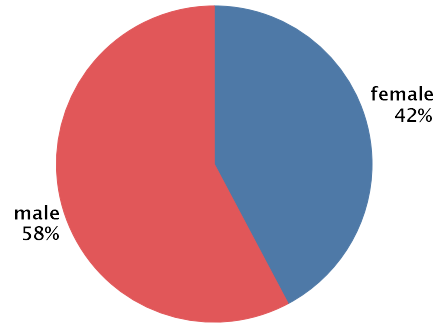


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

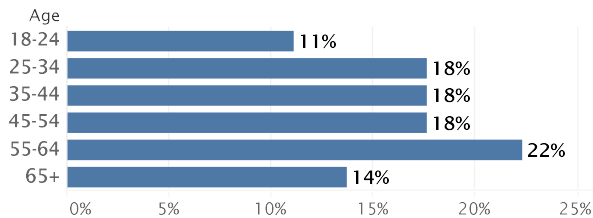


86% of potential buyers come from outside Montana

Denver

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

What Age Groups are Shopping 2022Q4



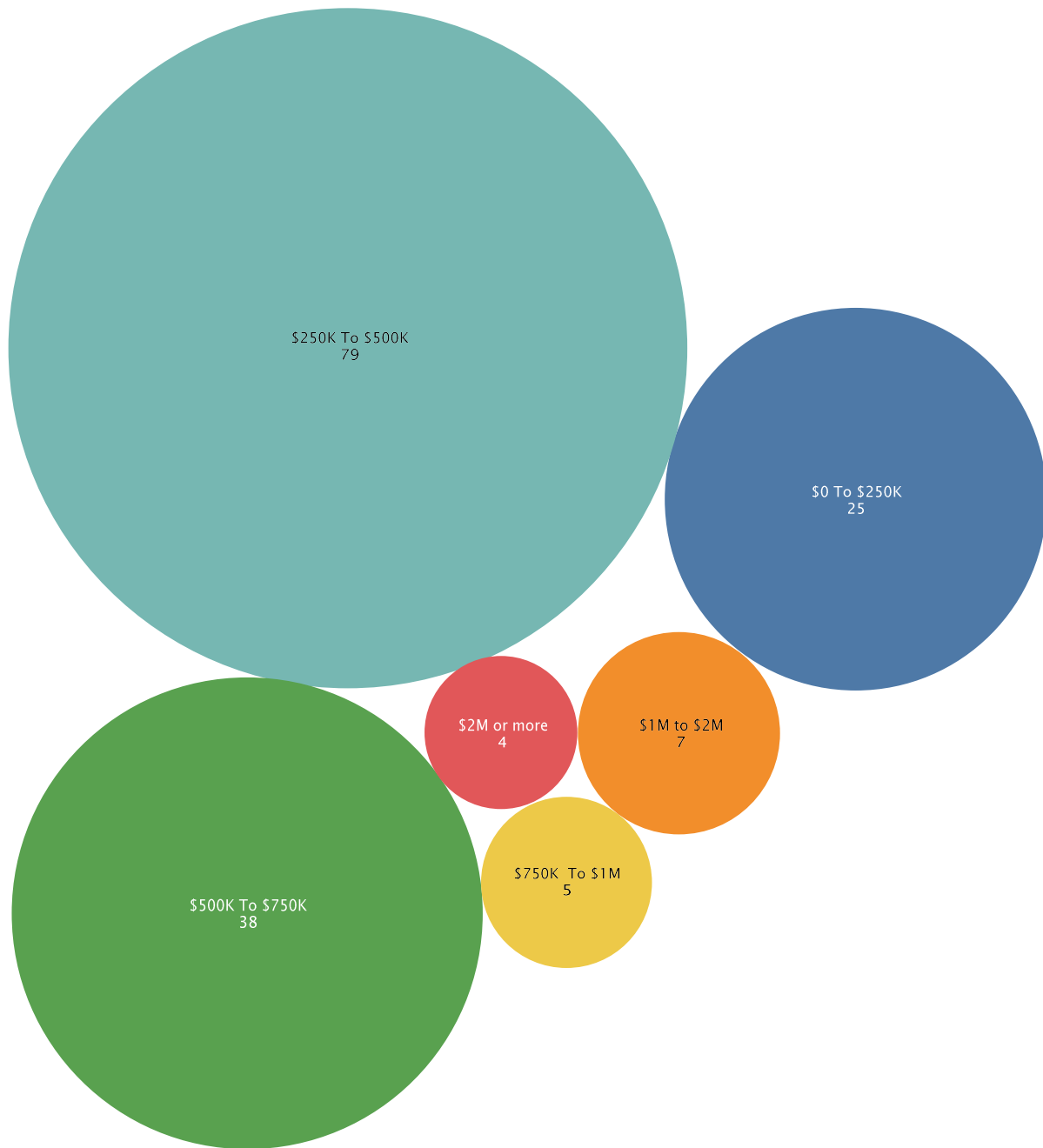
Number 2-10 metros are:

- Los Angeles, CA
- Phoenix, AZ
- Seattle-Tacoma, WA
- Salt Lake City, UT
- San Francisco-Oakland-San Jose, CA
- Dallas-Ft. Worth, TX
- Spokane, WA
- Chicago, IL
- New York, NY



NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2022Q4



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



Nebraska

All homes on Boys Town Reservoir Number 3 are valued at \$1 MM or more.

Largest Markets

1. Newport Landing Lake	\$20,457,194	23.0%
2. Glenn Cunningham Lake	\$11,129,500	13.8%
3. Boys Town Reservoir Number 3	\$8,611,500	9.7%
4. Zorinsky Lake	\$7,825,253	8.8%
5. Shadow Lake	\$7,690,756	9.6%

Total Nebraska Market: \$89,241,813

Most Listings

1. Beaver Lake	54	22.6%
2. Newport Landing Lake	38	15.9%
3. Glenn Cunningham Lake	26	16.5%
4. Zorinsky Lake	18	7.5%
5. Shadow Lake	14	8.9%

Total Nebraska Listings: 240

Largest Home Markets

1. Newport Landing Lake	\$18,820,194	23.4%
2. Glenn Cunningham Lake	\$11,129,500	13.8%
3. Zorinsky Lake	\$7,771,253	9.7%
4. Shadow Lake	\$7,690,756	9.6%
5. Boys Town Reservoir Number 3	\$7,279,000	9.0%

Total Nebraska Home Market: \$80,482,663

Most Homes Available

1. Glenn Cunningham Lake	26	16.5%
2. Newport Landing Lake	26	16.5%
3. Zorinsky Lake	17	10.8%
4. Shadow Lake	14	8.9%
5. Carter Lake	11	7.0%

Total Nebraska Home Listings: 158

Largest Land Markets

1. Beaver Lake	\$2,968,300	34.8%
2. Newport Landing Lake	\$1,637,000	19.2%
3. Boys Town Reservoir Number 3	\$1,332,500	15.6%
4. Plattsmouth Reservoir 10-a	\$1,100,000	12.9%
5. Plattsmouth Reservoir 12-a	\$450,000	5.3%

Total Nebraska Land Market: \$8,530,150

Most Land Available

1. Beaver Lake	47	58.0%
2. Newport Landing Lake	12	14.8%
3. Boys Town Reservoir Number 3	7	8.6%
4. Rainbow Lake	3	3.7%
5. Carter Lake	2	2.5%

Total Nebraska Land Listings: 81

Average Home Price

1. Newport Landing Lake	\$723,854
2. Shadow Lake	\$549,340
3. Walnut Creek Lake	\$464,320

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Beaver Lake	\$61,522
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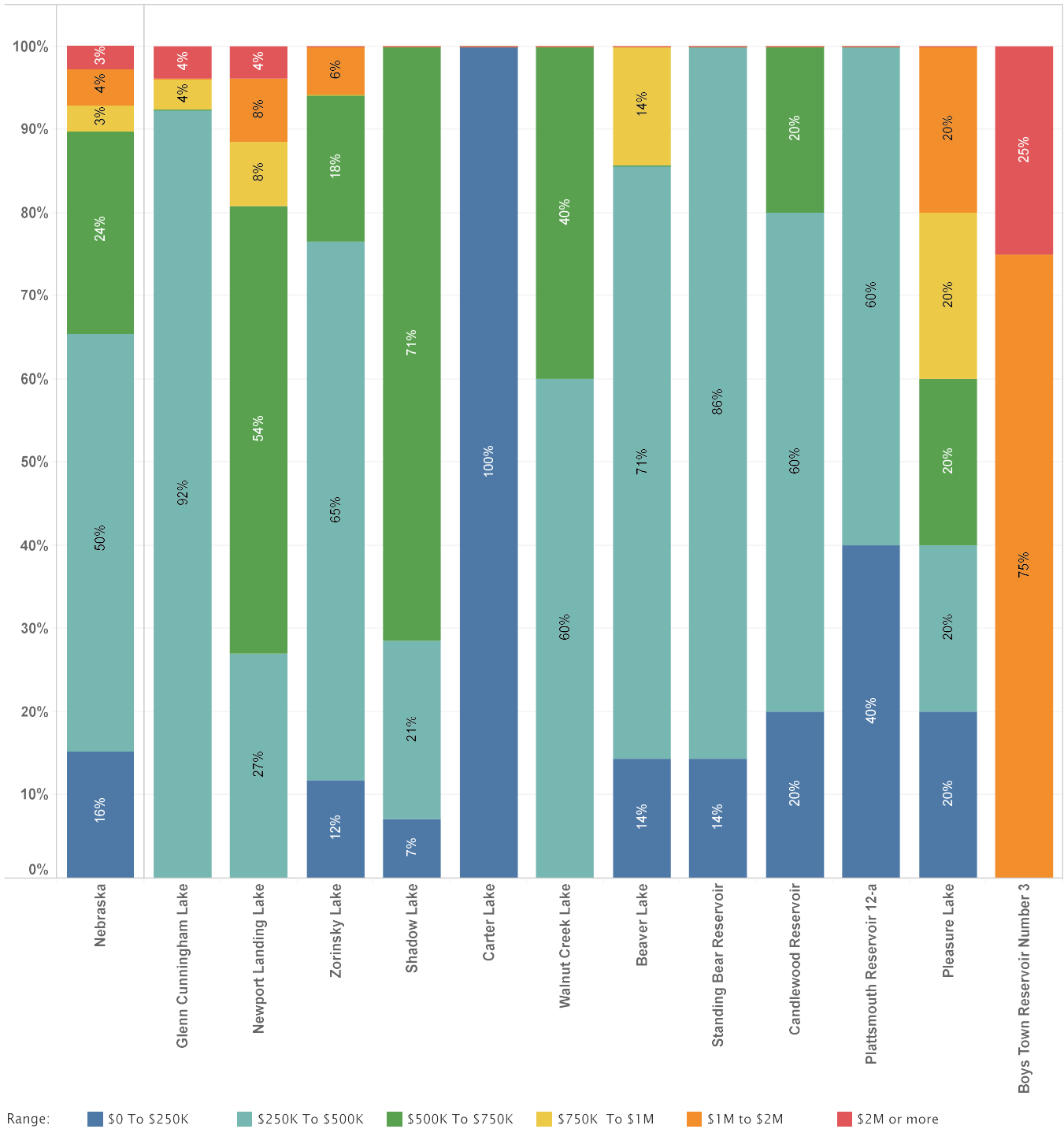
Listings of 10 Acres or More

**

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

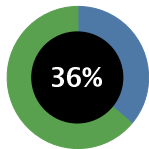
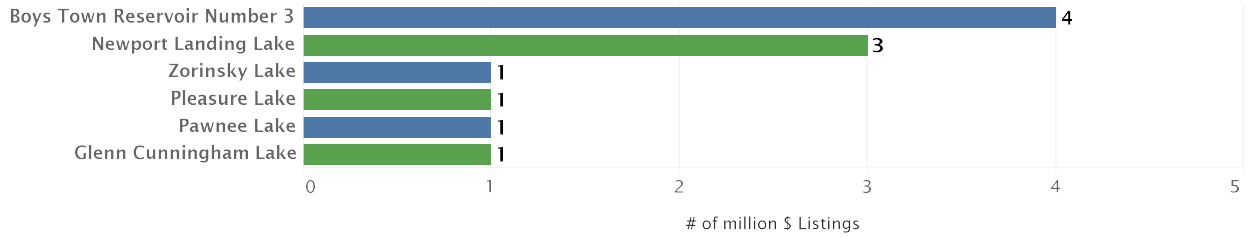
*** No lake meets the criteria of 10 listings of less than 10 acres to be included in this section.

Price Breakdown by Percentage of Homes in the Nebraska Market 2022Q4



Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2022Q4

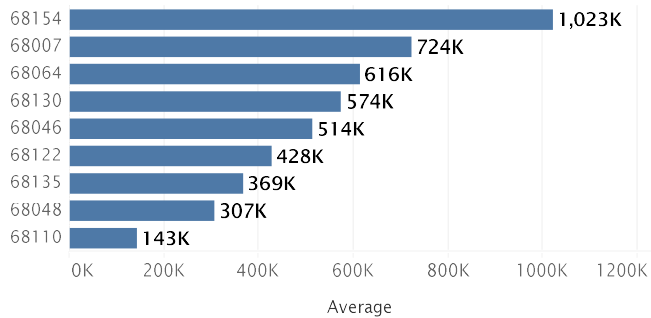


of \$1M+ Homes in Nebraska are on Boys Town Reservoir Number 3

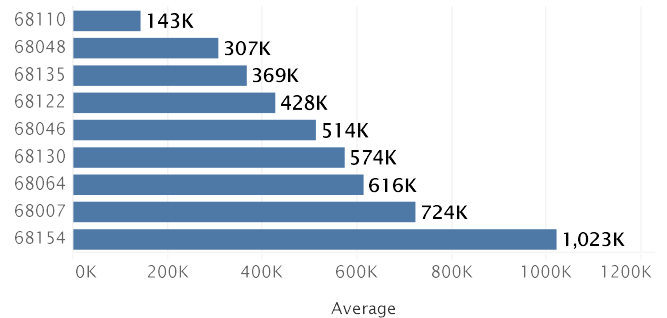
Total Number of \$1M+ Homes

11

Most Expensive ZIP Codes 2022Q4

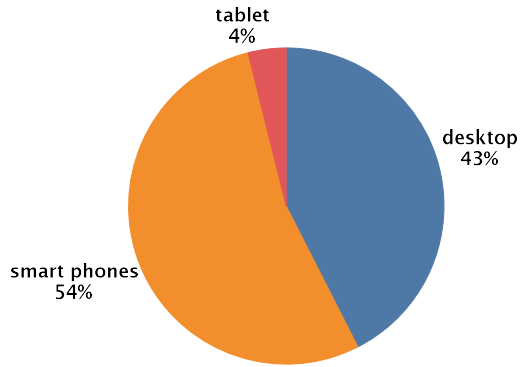


Most Affordable ZIP Codes 2022Q4

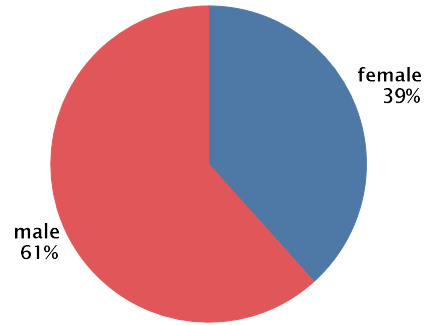


Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

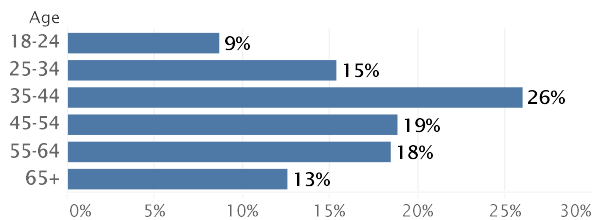


62% of potential buyers come from outside Nebraska

Chicago

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

What Age Groups are Shopping 2022Q4



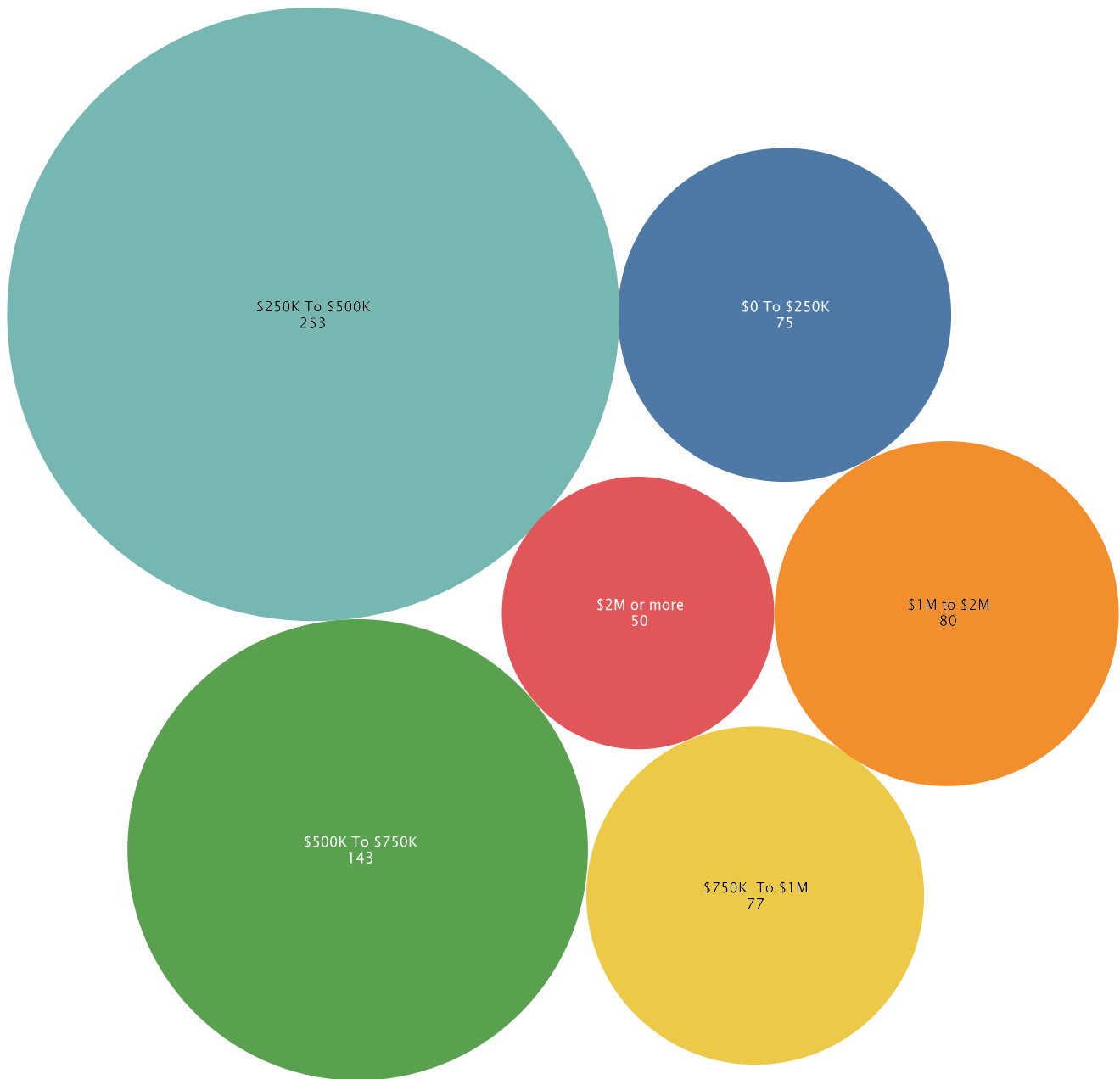
Number 2-10 metros are:

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



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2022Q4



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



New Hampshire

The total New Hampshire market decreased from \$975 MM in fall 2022 to \$783 MM in winter 2022, a 20% fall.

Largest Markets

1. Lake Winnepesaukee	\$351,758,565	44.9%	6. South Mill Pond	\$22,829,800	3.2%
2. Little River Swamp	\$40,385,000	6.2%	7. Ossipee Lake	\$14,344,000	2.0%
3. North Mill Pond	\$29,895,500	4.6%	8. Squam Lake	\$13,008,900	1.7%
4. Sunapee Lake	\$28,006,700	3.6%	9. Angle Pond	\$11,822,000	1.6%
5. Lake Winnisquam	\$23,985,700	3.1%	10. Opechee Bay Reservoir	\$9,639,300	1.2%

Total New Hampshire Market: \$782,771,893

Largest Home Markets

1. Lake Winnepesaukee	\$317,608,491	48.7%
2. Little River Swamp	\$40,385,000	6.2%
3. North Mill Pond	\$29,895,500	4.6%
4. Sunapee Lake	\$17,042,700	2.6%
5. Lake Winnisquam	\$16,637,300	2.5%
6. Ossipee Lake	\$12,090,600	1.9%
7. South Mill Pond	\$11,504,800	1.8%
8. Angle Pond	\$11,343,100	1.7%
9. Eastman Pond	\$8,879,900	1.4%
10. Newfound Lake	\$7,606,500	1.2%

Total New Hampshire Home Market: \$652,556,286

Largest Land Markets

1. Lake Winnepesaukee	\$21,840,088	33.1%
2. Sunapee Lake	\$6,560,000	9.9%
3. Squam Lake	\$4,006,000	6.1%
4. Loon Lake	\$3,995,000	6.1%
5. Lake Winnisquam	\$2,883,900	4.4%
6. Ossipee Lake	\$2,253,400	3.4%
7. Spofford Lake	\$2,129,000	3.2%
8. Highland Lake	\$1,675,900	2.5%
9. Newfound Lake	\$1,572,900	2.4%
10. Onway Lake	\$1,500,000	2.3%

Total New Hampshire Land Market: \$65,964,321

The total Lake Winnepesaukee market decreased from \$402 MM in fall 2022 to \$352 MM, a 12% decrease.

Most Expensive Homes

1. Lake Winnepesaukee	\$1,627,454
2. Sunapee Lake	\$1,217,336

Most Affordable Homes

1. Ossipee Lake	\$671,700
2. Angle Pond	\$756,207

Most Listings

1. Lake Winnepesaukee	259	26.3%	6. Eastman Pond	24	2.6%
2. Lake Winnisquam	43	4.4%	7. Sunapee Lake	20	2.0%
3. Gould Pond	32	3.5%	8. Opechee Bay Reservoir	19	1.9%
4. North Mill Pond	31	4.6%	8. Squam Lake	19	1.9%
5. Ossipee Lake	27	2.9%	10. Angle Pond	17	1.8%
Total New Hampshire Listings:				985	

Most Homes Available

1. Lake Winnepesaukee	198	29.2%
2. Lake Winnisquam	32	4.7%
3. North Mill Pond	31	4.6%
4. Ossipee Lake	18	2.7%
5. Angle Pond	15	2.2%
6. Eastman Pond	14	2.1%
6. Sunapee Lake	14	2.1%
8. Gould Pond	12	1.8%
8. Opechee Bay Reservoir	12	1.8%
8. Silver Lake - Belmont	12	1.8%

Total New Hampshire Home Listings:

678

Most Land Available

1. Lake Winnepesaukee	48	19.7%
2. Gould Pond	20	8.2%
3. Lower Mountain Lake	11	4.5%
4. Eastman Pond	10	4.1%
4. Little Pea Porridge Pond	10	4.1%
6. Highland Lake	9	3.7%
6. Ossipee Lake	9	3.7%
6. Squam Lake	9	3.7%
9. Newfound Lake	7	2.9%
10. Lake Winnisquam	6	2.5%

Total New Hampshire Land Listings:

244

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Winnepesaukee	\$144,658
2. Gould Pond	\$77,144
3. Little Pea Porridge Pond	\$45,745
4. Eastman Pond	\$26,882
5. Lower Mountain Lake	\$20,610

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$54,517
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Most Affordable Land per Acre

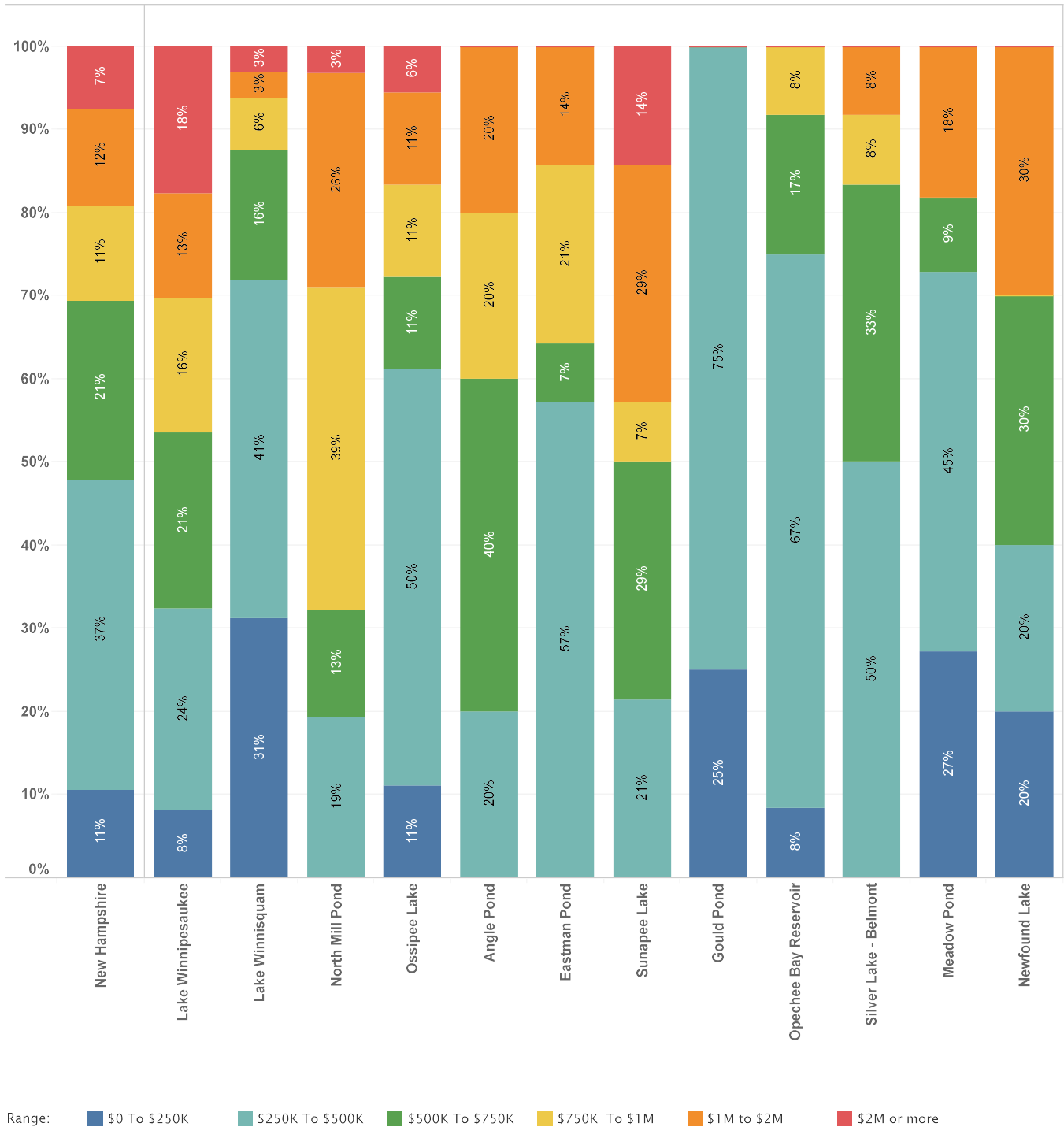
Listings of Less Than 10 Acres

1. Lower Mountain Lake	\$20,610
2. Eastman Pond	\$26,882
3. Little Pea Porridge Pond	\$45,745
4. Gould Pond	\$77,144
5. Lake Winnepesaukee	\$144,658

Listings of 10 Acres or More

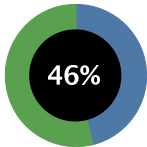
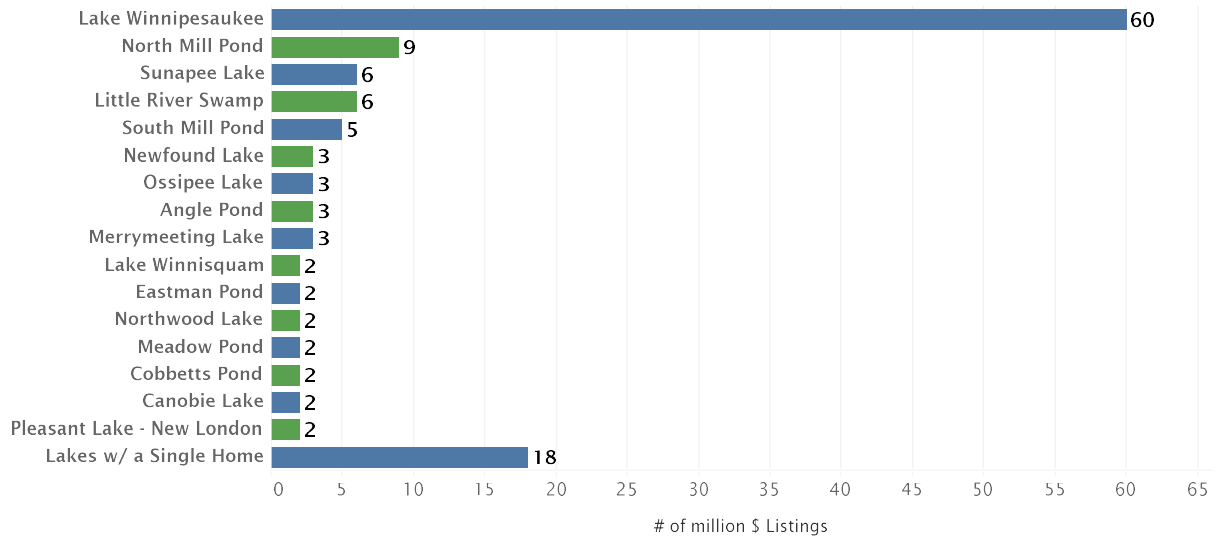
1. Lake Winnepesaukee	\$54,517
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Price Breakdown by Percentage of Homes in the New Hampshire Market 2022Q4



Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2022Q4

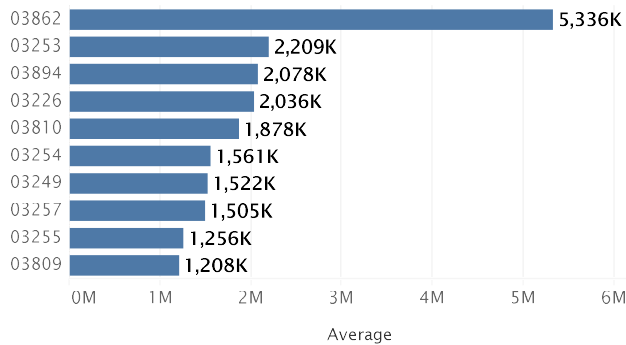


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

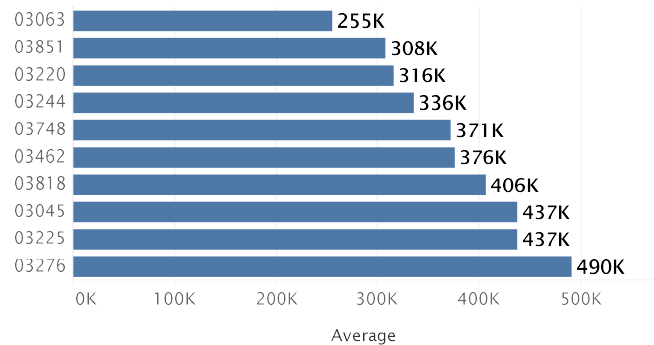
Total Number of \$1M+ Homes

130

Most Expensive ZIP Codes 2022Q4

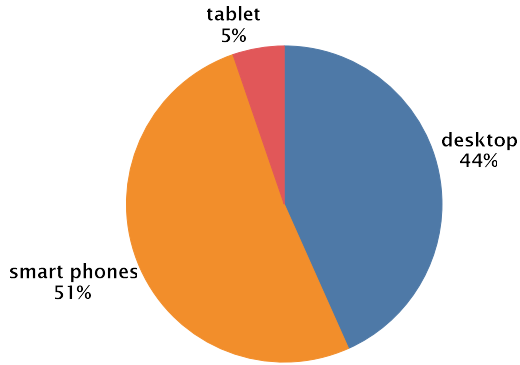


Most Affordable ZIP Codes 2022Q4

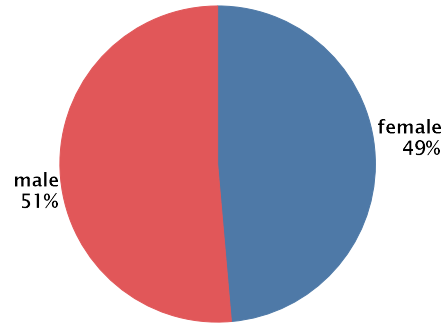


Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2022Q4

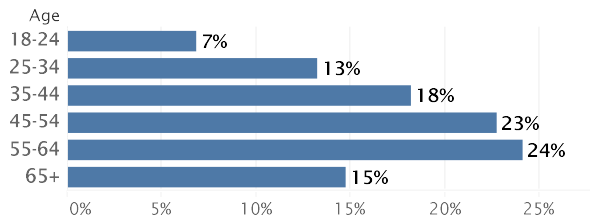


Male/Female Visitors 2022Q4



87% of potential buyers come from outside New Hampshire

What Age Groups are Shopping 2022Q4



New York,

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

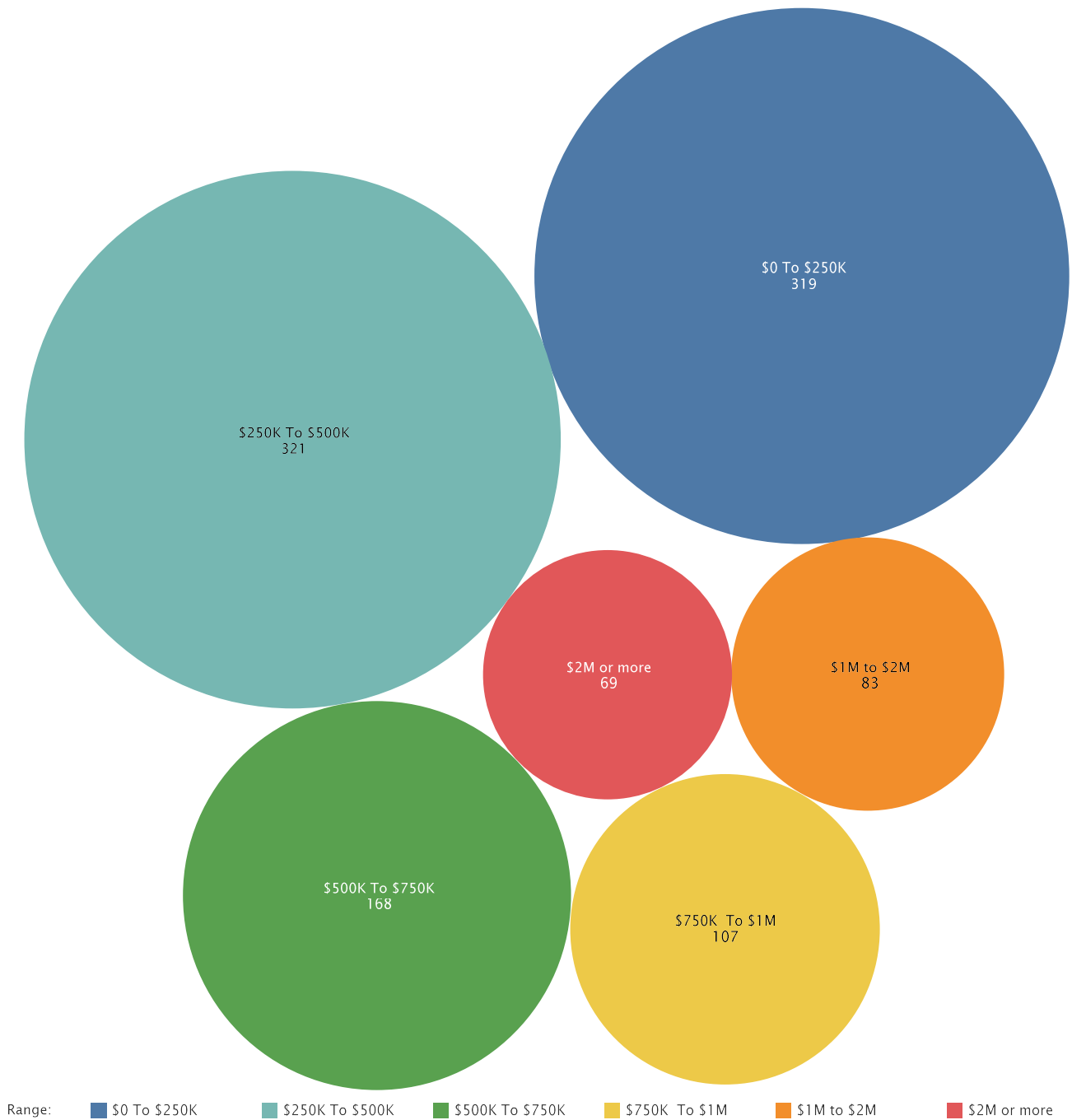
Number 2-10 metros are:

- Hartford & New Haven, CT
- Portland-Auburn, ME
- Burlington VT-Plattsburgh, NY
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Providence-New Bedford, MA
- Philadelphia, PA
- Grand Rapids-Kalamazoo-Battle Creek, MI
- Raleigh-Durham (Fayetteville), NC



NEW YORK

Price Breakdown by Number of Homes in the New York Market 2022Q4



New York

The total New York home market decreased from \$1 BB in fall 2022 to \$873 MM in winter 2022, a 13% fall.

Largest Markets

1. Lake George	\$159,922,272	16.1%	6. Delaware River*	\$40,851,099	4.0%
2. Lake Champlain*	\$115,079,812	11.4%	7. St Lawrence River	\$38,074,500	3.8%
3. Skaneateles Lake	\$85,432,497	8.6%	8. Lake Ontario	\$36,921,188	3.7%
4. Canandaigua Lake	\$55,868,599	5.6%	9. Cayuga Lake	\$34,175,449	3.4%
5. Lake Placid	\$43,172,449	4.3%	10. Keuka Lake	\$33,912,098	3.4%

Total New York Market: \$1,011,932,487

Largest Home Markets

1. Lake George	\$147,635,972	16.9%
2. Lake Champlain*	\$94,170,612	10.8%
3. Skaneateles Lake	\$77,719,698	8.9%
4. Canandaigua Lake	\$50,181,099	5.7%
5. Lake Placid	\$40,828,449	4.7%
6. St Lawrence River	\$34,427,800	3.9%
7. Keuka Lake	\$30,937,699	3.5%
8. Delaware River*	\$30,577,099	3.5%
9. Lake Ontario	\$29,805,300	3.4%
10. Chautauqua Lake	\$28,556,450	3.3%

Total New York Home Market: \$872,827,238

Largest Land Markets

1. Lake Erie	\$13,599,000	11.0%
2. Lake George	\$12,286,300	10.0%
3. Lake Champlain*	\$12,201,500	9.9%
4. Skaneateles Lake	\$7,712,799	6.3%
5. Lake Ontario	\$7,115,888	5.8%
6. Cayuga Lake	\$5,821,049	4.7%
7. Oneida Lake	\$5,780,650	4.7%
8. Canandaigua Lake	\$5,687,500	4.6%
9. Saratoga Lake	\$4,932,700	4.0%
10. Great Sacandaga Lake	\$3,863,600	3.1%

Total New York Land Market: \$123,181,749

The total Lake Champlain market decreased by 26% from fall 2022 to winter 2022.

Most Expensive Homes

1. Skaneateles Lake	\$2,220,563
2. Lake Placid	\$1,944,212

Most Affordable Homes

1. Saratoga Lake	\$674,594
2. Chautauqua Lake	\$696,499

* 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*	204	12.2%	6. Delaware River*	92	5.5%
2. Lake Ontario	125	7.5%	7. Great Sacandaga Lake	72	4.3%
3. Lake George	115	6.9%	8. Seneca Lake	60	3.6%
4. Oneida Lake	95	5.7%	9. St Lawrence River	54	3.2%
5. Canandaigua Lake	94	5.7%	10. Cayuga Lake	47	2.8%

Total New York Listings:

1,679

Most Homes Available

1. Lake Champlain*	159	12.8%
2. Lake George	88	7.1%
3. Lake Ontario	80	6.4%
4. Canandaigua Lake	75	6.0%
5. Delaware River*	62	5.0%
5. Oneida Lake	62	5.0%
7. Great Sacandaga Lake	54	4.3%
8. Seneca Lake	51	4.1%
9. Chautauqua Lake	41	3.3%
9. St Lawrence River	41	3.3%

Total New York Home Listings:

1,245

Most Land Available

1. Lake Ontario	45	10.8%
2. Lake Champlain*	37	8.9%
3. Oneida Lake	33	7.9%
4. Lake George	27	6.5%
5. Delaware River*	21	5.0%
6. Canandaigua Lake	19	4.6%
7. Great Sacandaga Lake	18	4.3%
8. Keuka Lake	13	3.1%
8. Loon Lake - Chestertown	13	3.1%
8. St Lawrence River	13	3.1%

Total New York Land Listings:

417

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake George	\$222,382
2. St Lawrence River	\$152,335
3. Canandaigua Lake	\$142,140
4. Lake Ontario - Watertown Area	\$106,982
5. Lake Champlain	\$104,003
6. Lake Ontario - Rochester Area	\$75,684
7. Oneida Lake	\$62,640
8. Great Sacandaga Lake	\$33,261

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$5,894
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

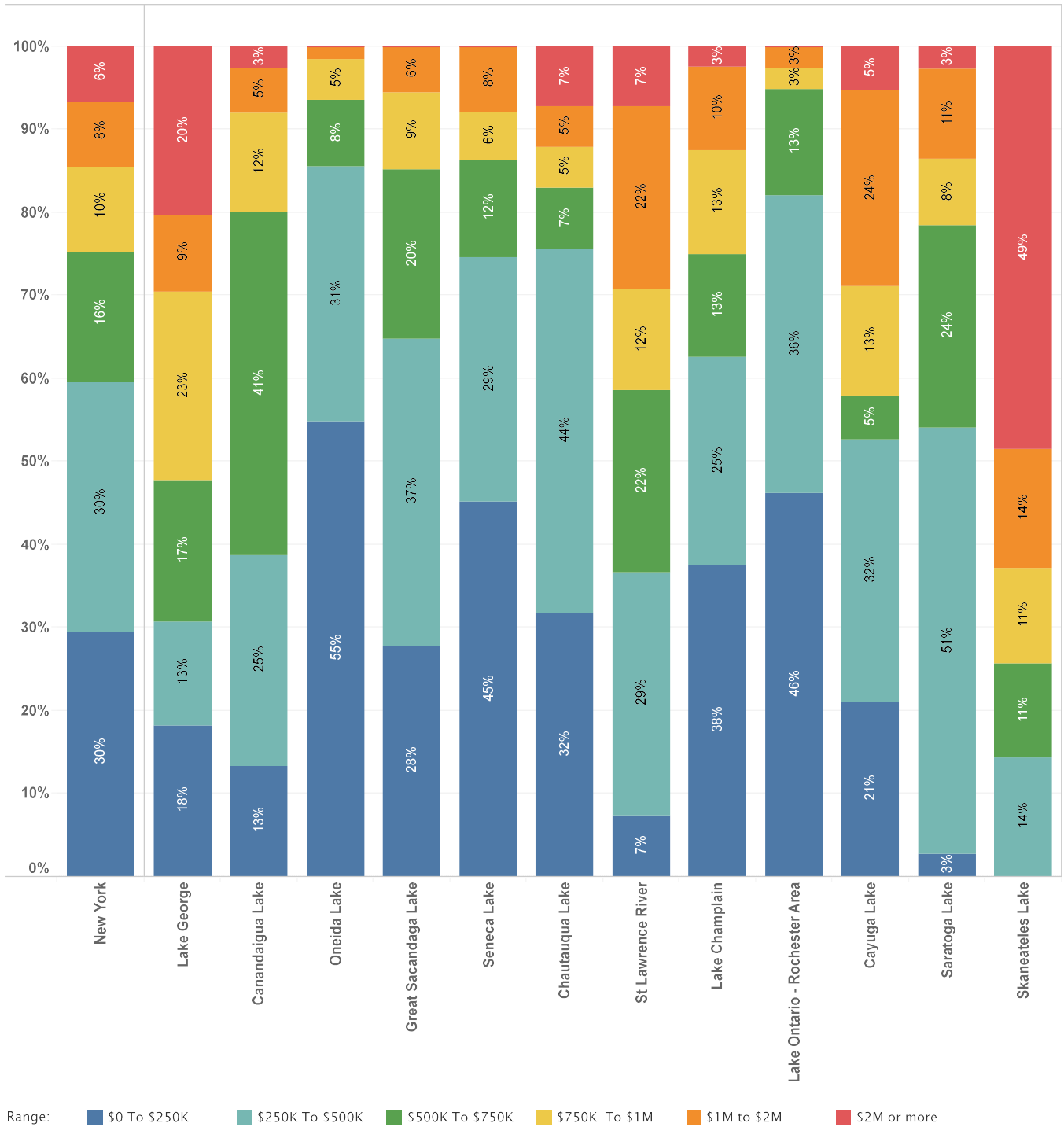
1. Loon Lake - Chestertown	\$23,386
2. Great Sacandaga Lake	\$33,261
3. Oneida Lake	\$62,640
4. Lake Ontario - Rochester Area	\$75,684
5. Lake Champlain	\$104,003
6. Lake Ontario - Watertown Area	\$106,982
7. Canandaigua Lake	\$142,140
8. St Lawrence River	\$152,335

Listings of 10 Acres or More

1. Great Sacandaga Lake	\$5,894
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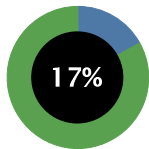
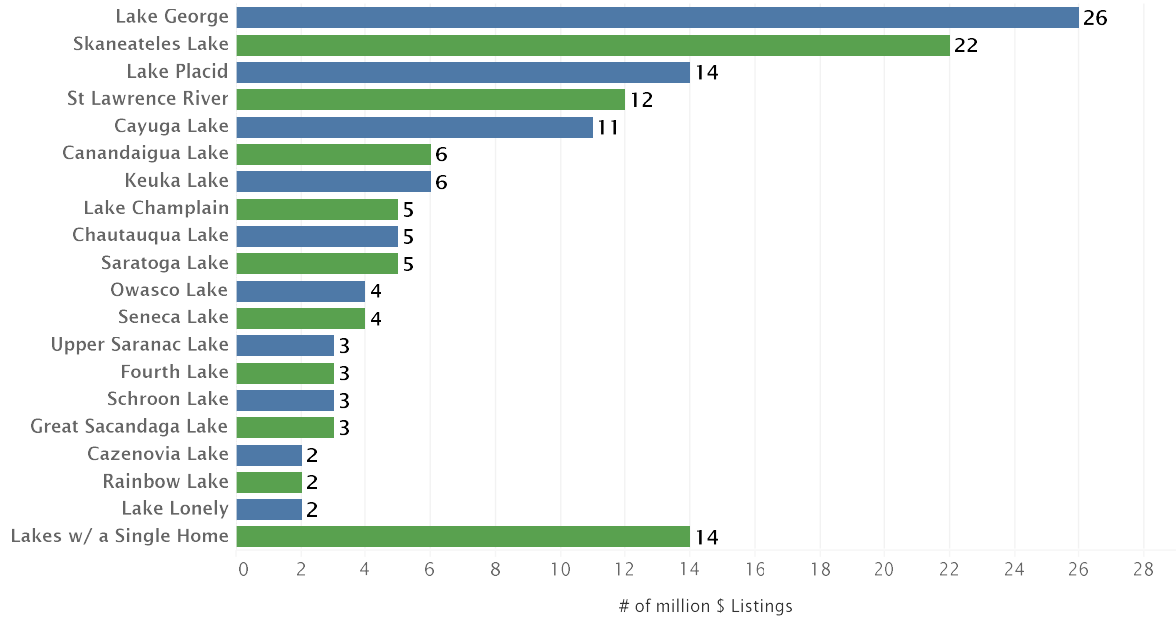
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the New York Market 2022Q4



Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2022Q4

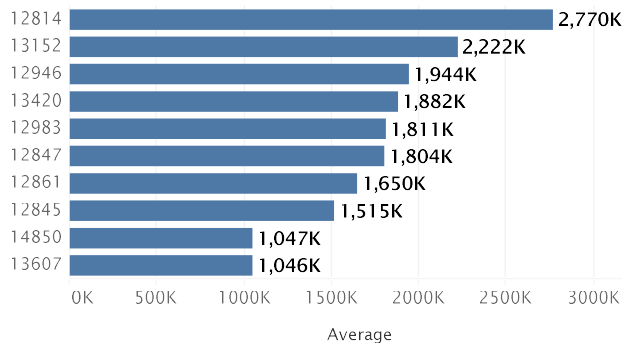


of \$1M+ Homes in New York are on Lake George

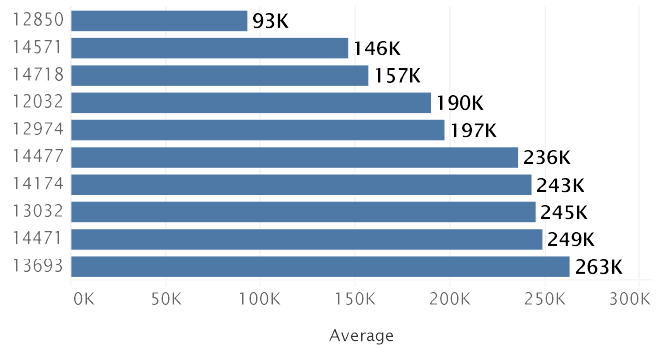
Total Number of \$1M+ Homes

152

Most Expensive ZIP Codes 2022Q4

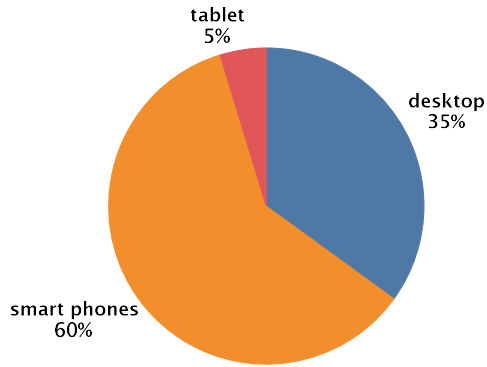


Most Affordable ZIP Codes 2022Q4

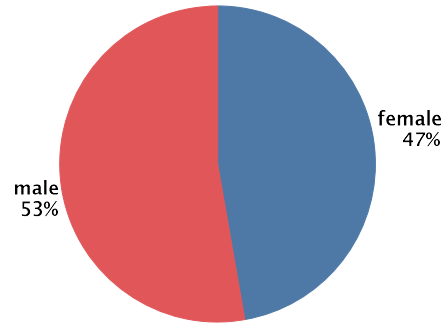


Who's Shopping New York Lake Real Estate

How are shoppers connecting 2022Q4

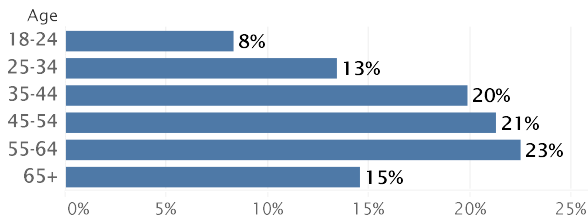


Male/Female Visitors 2022Q4



58% of potential buyers come from outside New York

What Age Groups are Shopping 2022Q4



Philadelphia

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

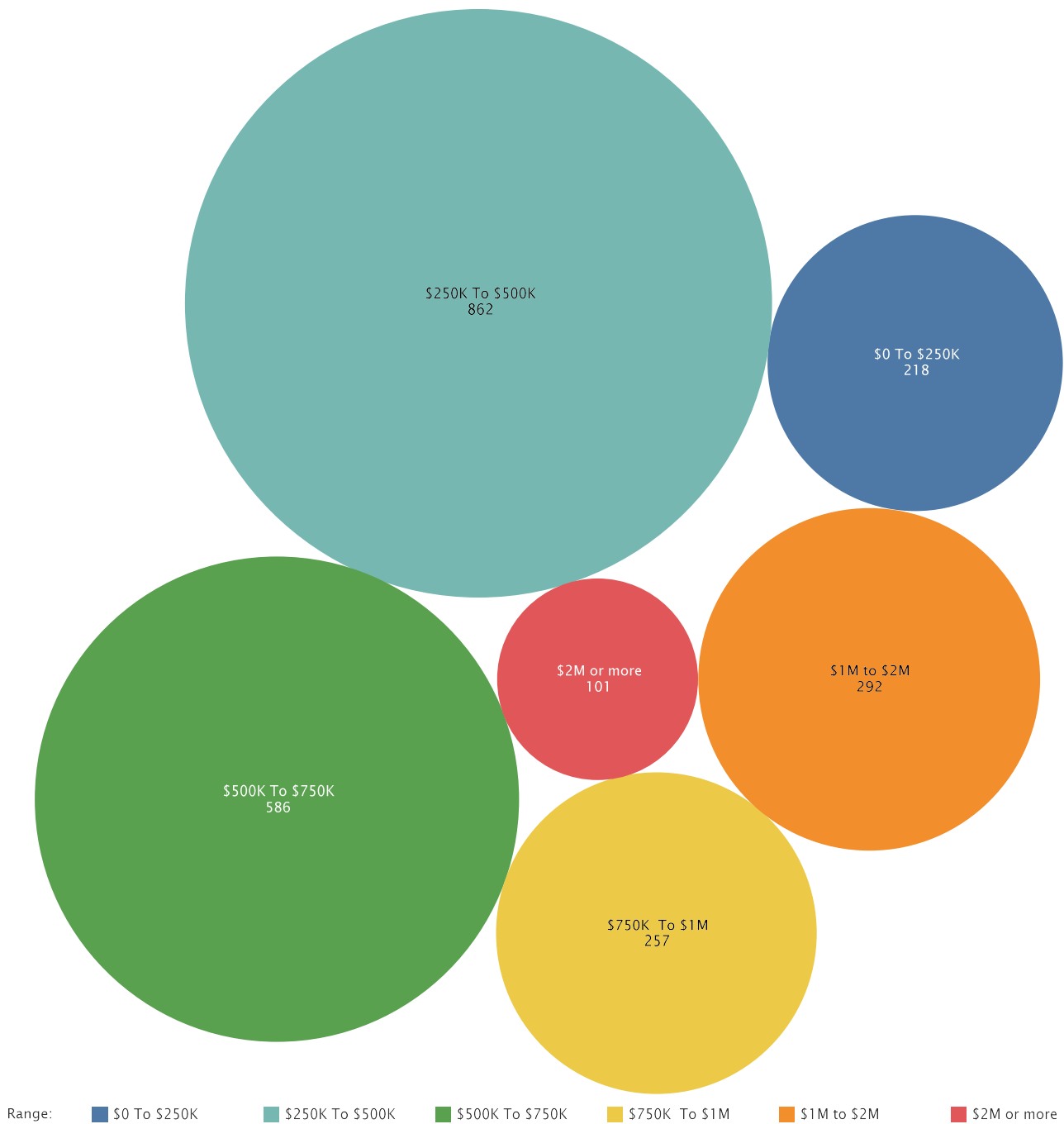
Number 2-10 metros are:

- Boston MA-Manchester, NH
- Washington DC (Hagerstown MD)
- Atlanta, GA
- Columbus, OH
- Cleveland-Akron (Canton), OH
- Raleigh-Durham (Fayetteville), NC
- Tampa-St. Petersburg (Sarasota), FL
- Hartford & New Haven, CT
- Wilkes Barre-Scranton, PA



NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2022Q4



North Carolina

The total North Carolina market fell from \$2.7 BB in fall 2022 to \$2.4 BB in winter 2022 resulting in an 11% decrease.

Largest Markets

1. Lake Norman	\$807,865,961	33.3%	6. Falls Lake	\$77,580,030	3.2%
2. Lake Wylie*	\$330,644,451	13.6%	7. Chatuge Lake*	\$71,309,204	2.9%
3. Jordan Lake	\$146,681,426	6.1%	8. Lake Lure	\$53,266,777	2.2%
4. Lake Gaston*	\$102,588,308	4.2%	9. Lake James	\$43,802,098	1.8%
5. Lake Hickory	\$84,123,294	3.5%	10. High Rock Lake	\$40,643,775	1.7%

Total North Carolina Market: \$2,423,034,005

Largest Home Markets

1. Lake Norman	\$636,751,307	34.0%
2. Lake Wylie*	\$289,577,153	15.5%
3. Jordan Lake	\$95,279,895	5.1%
4. Falls Lake	\$75,466,030	4.0%
5. Lake Gaston*	\$65,354,722	3.5%
6. Lake Hickory	\$65,174,257	3.5%
7. Chatuge Lake*	\$49,121,227	2.6%
8. Oak Hollow Lake	\$39,138,370	2.1%
9. Lake Lure	\$34,386,995	1.8%
10. Lake James	\$32,696,798	1.7%

Total North Carolina Home Market: \$1,872,766,126

Largest Land Markets

1. Lake Norman	\$171,114,654	31.1%
2. Jordan Lake	\$51,401,531	9.3%
3. Lake Wylie*	\$41,067,298	7.5%
4. Lake Gaston*	\$37,233,586	6.8%
5. Chatuge Lake*	\$22,187,977	4.0%
6. Bear Creek Lake	\$21,302,699	3.9%
7. Lake Mackintosh	\$19,726,750	3.6%
8. Lake Toxaway	\$19,605,399	3.6%
9. Lake Hickory	\$18,949,037	3.4%
10. Lake Lure	\$18,879,782	3.4%

Total North Carolina Land Market: \$550,267,879

63% of homes on Lake Jordan are valued at \$1M or more.

Most Expensive Homes

1. Lake Toxaway	\$1,841,955
2. Jordan Lake	\$1,380,868

Most Affordable Homes

1. Lake Norman	\$859,314
2. Lake Lure	\$881,718

* 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	1,024	20.9%	6. High Rock Lake	199	4.1%
2. Lake Wylie*	582	11.9%	7. Chatuge Lake*	195	4.0%
3. Lake Hickory	359	7.3%	8. Lake Royale	161	3.3%
4. Lake Gaston*	351	7.2%	9. Badin Lake	142	2.9%
5. Lake Rhodhiss	216	4.4%	10. Lake Lure	139	2.8%
Total North Carolina Listings:				4,905	

Most Homes Available

1. Lake Norman	741	28.7%
2. Lake Wylie*	457	17.7%
3. Lake Hickory	128	5.0%
4. Lake Gaston*	109	4.2%
5. Oak Hollow Lake	94	3.6%
6. Badin Lake	73	2.8%
7. High Rock Lake	71	2.8%
8. Jordan Lake	69	2.7%
9. Lake Royale	65	2.5%
10. Chatuge Lake*	61	2.4%

Total North Carolina Home Listings:

2,579

Most Land Available

1. Lake Norman	283	12.2%
2. Lake Gaston*	242	10.4%
3. Lake Hickory	231	9.9%
4. Lake Rhodhiss	199	8.6%
5. Chatuge Lake*	134	5.8%
6. High Rock Lake	128	5.5%
7. Lake Wylie*	125	5.4%
8. Lake Lure	100	4.3%
9. Lake Royale	96	4.1%
10. Lake Tillery	83	3.6%

Total North Carolina Land Listings:

2,326

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Norman	\$262,404
2. Lake Junaluska	\$144,463
3. Lake Wylie	\$140,901
4. Jordan Lake	\$139,769
5. Lake Tillery	\$131,091
6. Lake Lure	\$130,490
7. Lake Toxaway	\$123,066
8. Lake Royale	\$115,842

Listings of 10 Acres or More

1. Lake Wylie	\$80,489
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

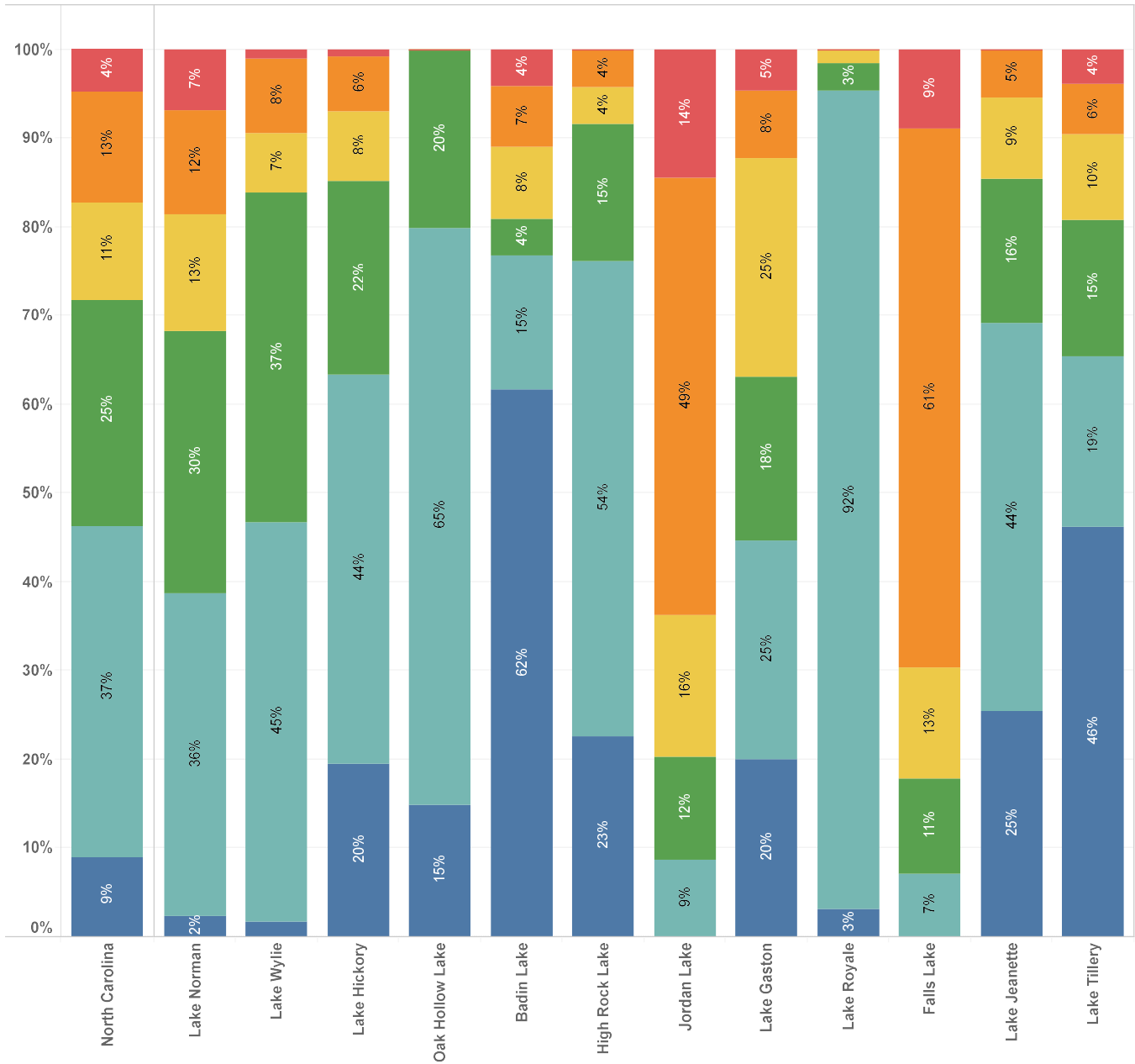
1. Hidden Lake - Nebo	\$10,289
2. Bald Mountain Lake	\$23,851
3. Hickory Nut Lower Lake	\$25,263
4. Hickory Nut Upper Lake	\$36,275
5. Lake Wanteska	\$39,938
6. High Rock Lake	\$41,941
7. Lake Adger	\$42,286
8. Lake Lookout	\$43,123

Listings of 10 Acres or More

1. High Rock Lake	\$14,523
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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 2022Q4

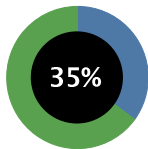
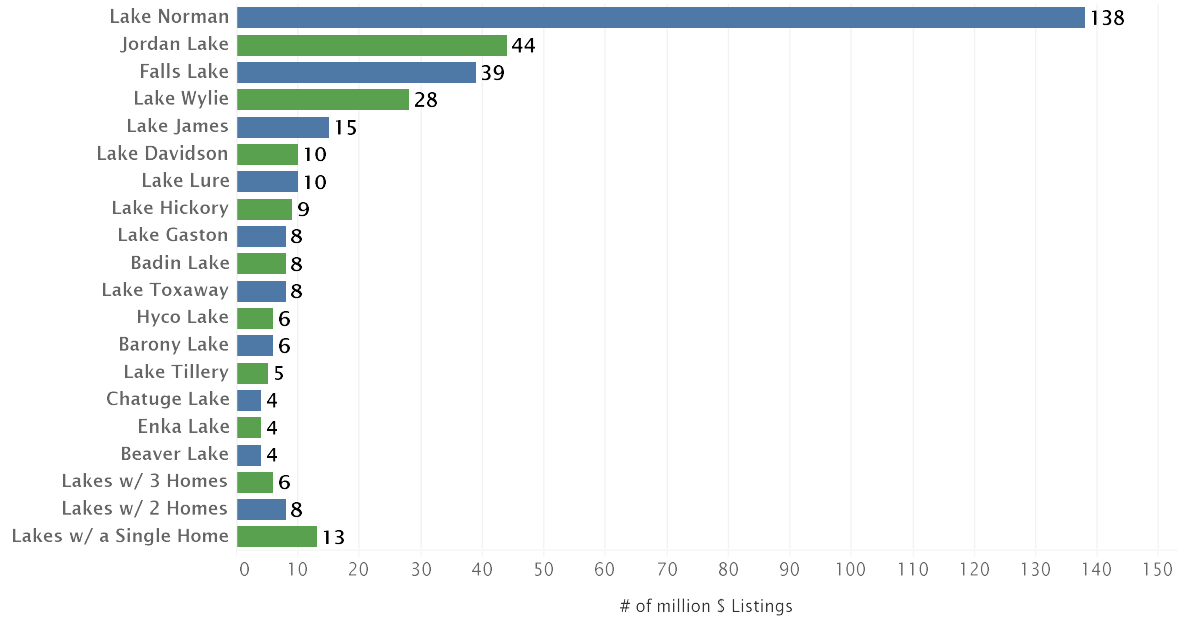


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2022Q4

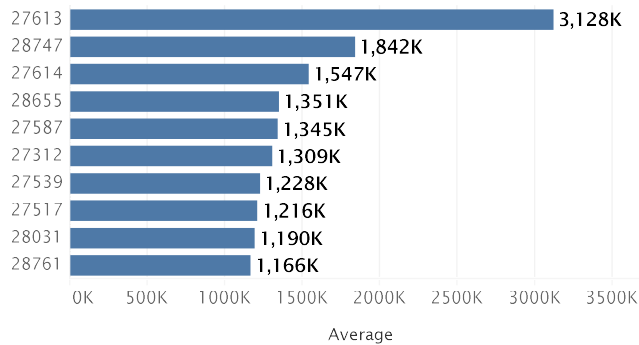


of \$1M+ Homes in North Carolina are on Lake Norman

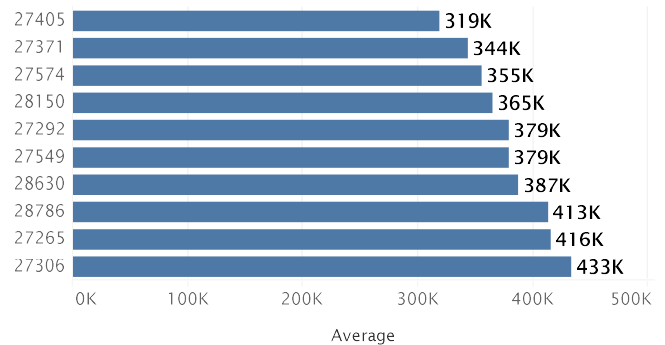
Total Number of \$1M+ Homes

393

Most Expensive ZIP Codes 2022Q4

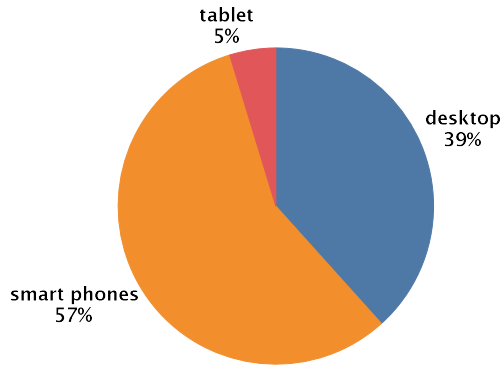


Most Affordable ZIP Codes 2022Q4

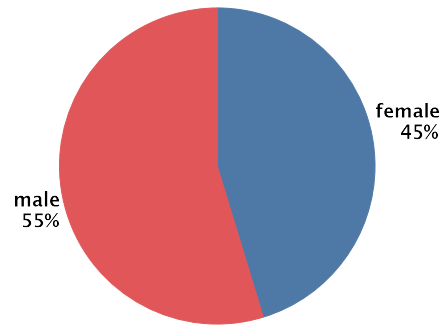


Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

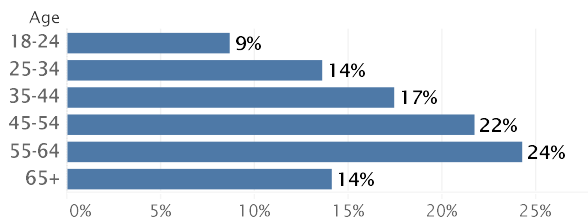


74% of potential buyers come from outside North Carolina

Atlanta

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

What Age Groups are Shopping 2022Q4



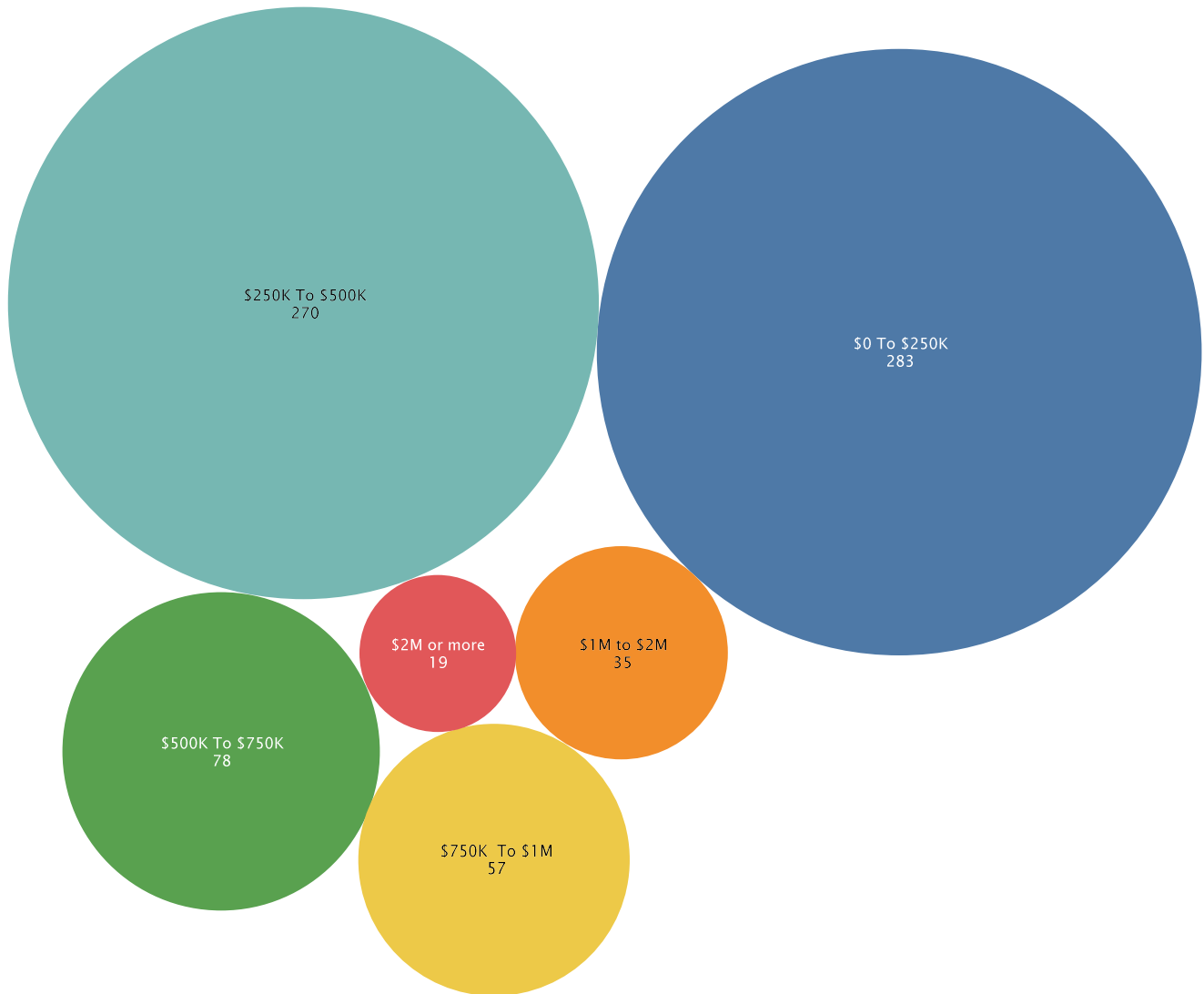
Number 2-10 metros are:

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



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2022Q4



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



Oklahoma

The Oklahoma home market fell \$28 MM (-4%) since the fall 2022 report.

Largest Markets

1. Lake Texoma*	\$206,055,238	29.2%	6. Lake Hudson	\$30,147,860	4.3%
2. Grand Lake	\$123,249,673	17.5%	7. Tenkiller Lake	\$22,288,294	3.2%
3. Lake Eufaula	\$98,340,732	13.9%	8. Fort Gibson Lake	\$21,803,590	3.1%
4. Skiatook Lake	\$50,764,345	7.2%	9. Oologah Lake	\$21,751,450	3.1%
5. Keystone Lake	\$42,316,419	6.0%	10. Lake Claremore	\$20,732,200	2.9%
Total Oklahoma Market:				\$705,858,273	

Largest Home Markets

1. Lake Texoma*	\$103,938,465	24.9%
2. Grand Lake	\$97,698,748	23.4%
3. Lake Eufaula	\$66,548,038	16.0%
4. Skiatook Lake	\$33,181,325	8.0%
5. Keystone Lake	\$21,590,249	5.2%
6. Tenkiller Lake	\$16,489,794	4.0%
7. Lake Claremore	\$16,345,950	3.9%
8. Lake Hudson	\$14,670,300	3.5%
9. Fort Gibson Lake	\$12,234,000	2.9%
10. Oologah Lake	\$10,982,150	2.6%

Total Oklahoma Home Market:

\$417,162,119

Largest Land Markets

1. Lake Texoma*	\$72,171,873	32.6%
2. Lake Eufaula	\$28,249,794	12.8%
3. Grand Lake	\$19,910,925	9.0%
4. Keystone Lake	\$19,461,670	8.8%
5. Skiatook Lake	\$16,055,020	7.3%
6. Broken Bow Lake	\$12,470,000	5.6%
7. Oologah Lake	\$9,969,300	4.5%
8. Lake Hudson	\$9,253,560	4.2%
9. Fort Gibson Lake	\$5,612,790	2.5%
10. Sardis Lake	\$4,968,300	2.2%

Total Oklahoma Land Market:

\$221,051,255

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

Most Expensive Homes

1. Lake Texoma	\$886,273
2. Grand Lake	\$736,362

Most Affordable Homes

1. Skiatook Lake	\$446,647
2. Lake Claremore	\$447,410

* 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 Texoma*	482	23.6%	6. Tenkiller Lake	112	5.5%
2. Lake Eufaula	436	21.4%	7. Lake Hudson	94	4.6%
3. Grand Lake	252	12.3%	8. Oologah Lake	89	4.4%
4. Keystone Lake	144	7.1%	9. Fort Gibson Lake	87	4.3%
5. Skiatook Lake	141	6.9%	10. Lake Claremore	49	2.4%
Total Oklahoma Listings:				2,042	

Most Homes Available

1. Lake Texoma*	192	21.8%
2. Lake Eufaula	163	18.5%
3. Grand Lake	140	15.9%
4. Skiatook Lake	68	7.7%
5. Keystone Lake	64	7.3%
6. Lake Hudson	47	5.3%
7. Tenkiller Lake	43	4.9%
8. Fort Gibson Lake	40	4.6%
9. Lake Claremore	37	4.2%
10. Oologah Lake	30	3.4%

Total Oklahoma Home Listings:

879

Most Land Available

1. Lake Texoma*	272	24.9%
2. Lake Eufaula	264	24.2%
3. Grand Lake	108	9.9%
4. Keystone Lake	76	7.0%
5. Skiatook Lake	68	6.2%
6. Tenkiller Lake	66	6.0%
7. Oologah Lake	58	5.3%
8. Lake Hudson	44	4.0%
9. Fort Gibson Lake	38	3.5%
10. Sardis Lake	23	2.1%

Total Oklahoma Land Listings:

1,093

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Grand Lake	\$93,508
2. Skiatook Lake	\$80,809
3. Lake Texoma	\$78,315
4. Lake Eufaula	\$77,668
5. Lake Hudson	\$48,191
6. Sardis Lake	\$36,433
7. Tenkiller Lake	\$35,365
8. Keystone Lake	\$33,988

Listings of 10 Acres or More

1. Grand Lake	\$31,940
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

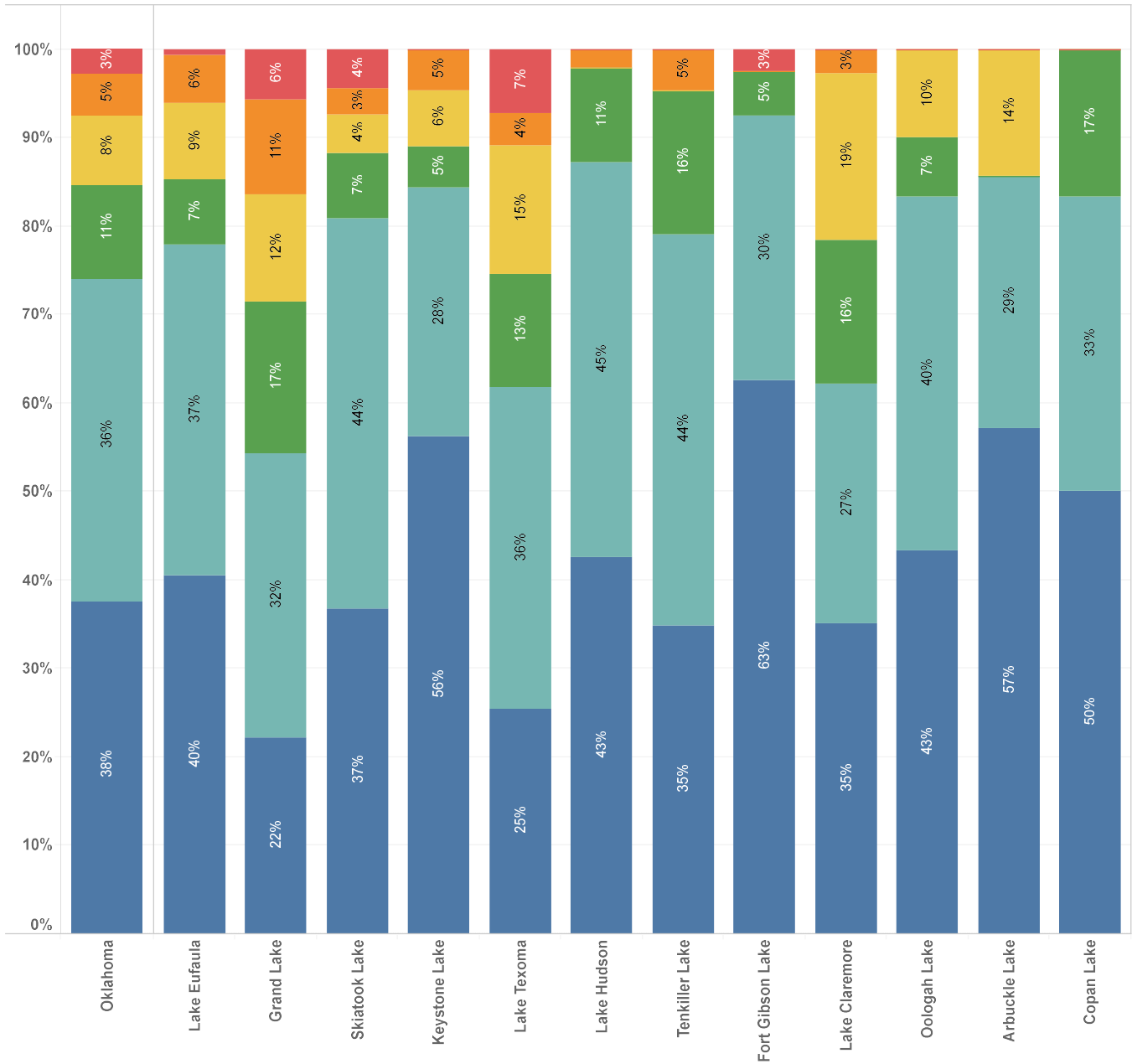
1. Birch Lake	\$11,589
2. Fort Gibson Lake	\$24,097
3. Oologah Lake	\$24,529
4. Copan Lake	\$31,518
5. Keystone Lake	\$33,988
6. Tenkiller Lake	\$35,365
7. Sardis Lake	\$36,433
8. Lake Hudson	\$48,191

Listings of 10 Acres or More

1. Lake Eufaula	\$3,038
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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 2022Q4

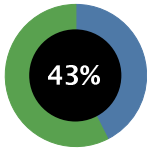
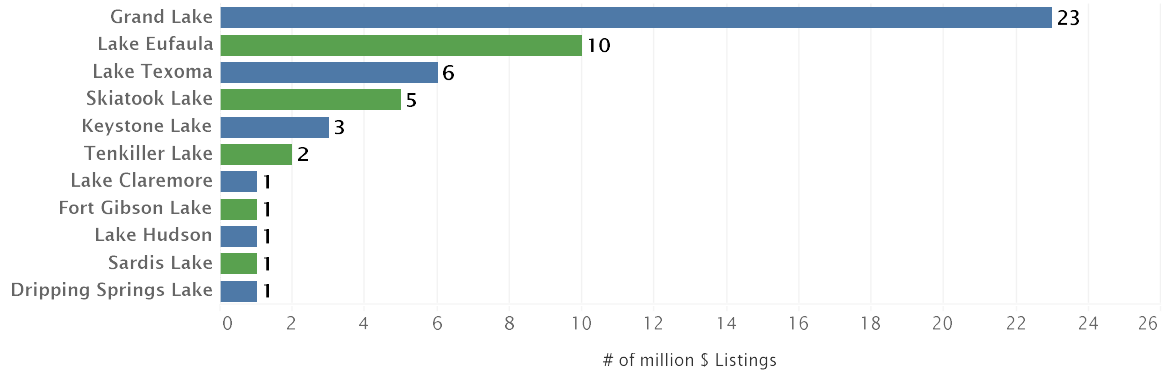


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M To \$2M ■ \$2M or more



Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2022Q4

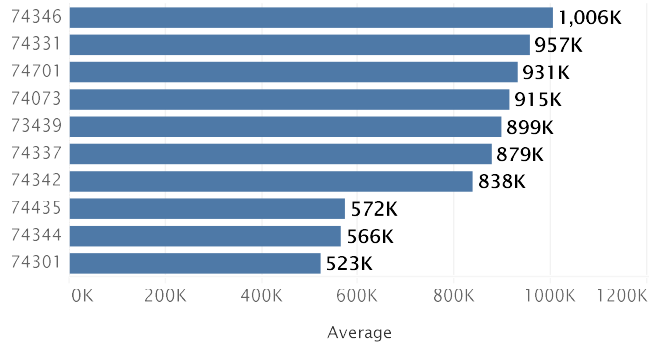


43% of \$1M+ Homes in Oklahoma are on Grand Lake

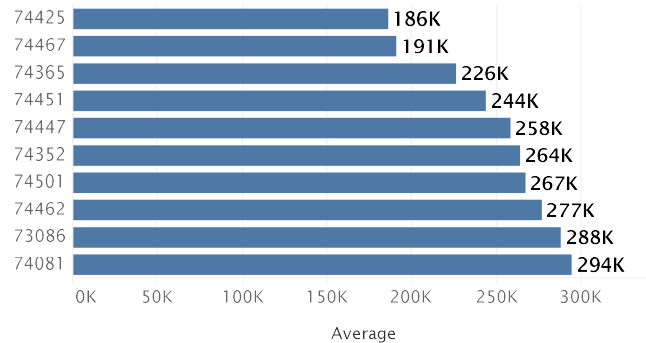
Total Number of \$1M+ Homes

54

Most Expensive ZIP Codes 2022Q4

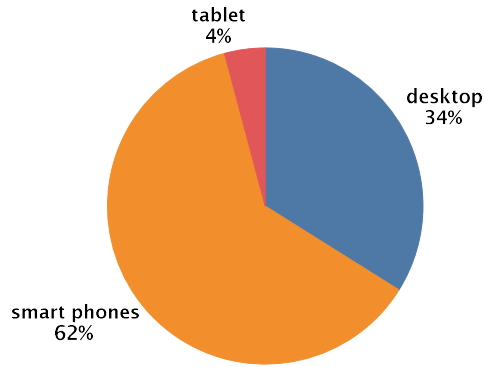


Most Affordable ZIP Codes 2022Q4

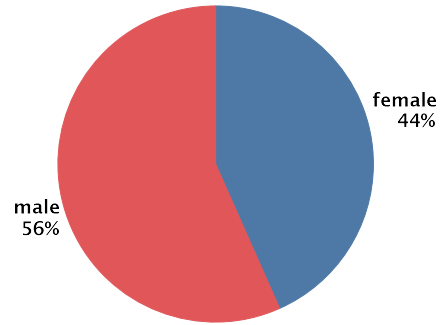


Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2022Q4

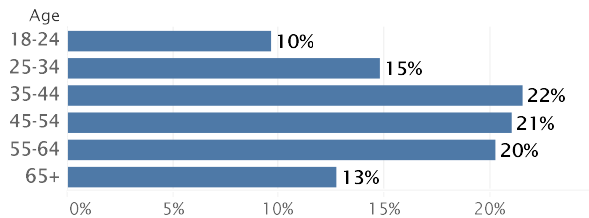


Male/Female Visitors 2022Q4



74% of potential buyers come from outside Oklahoma

What Age Groups are Shopping 2022Q4



Dallas-Ft. Worth

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

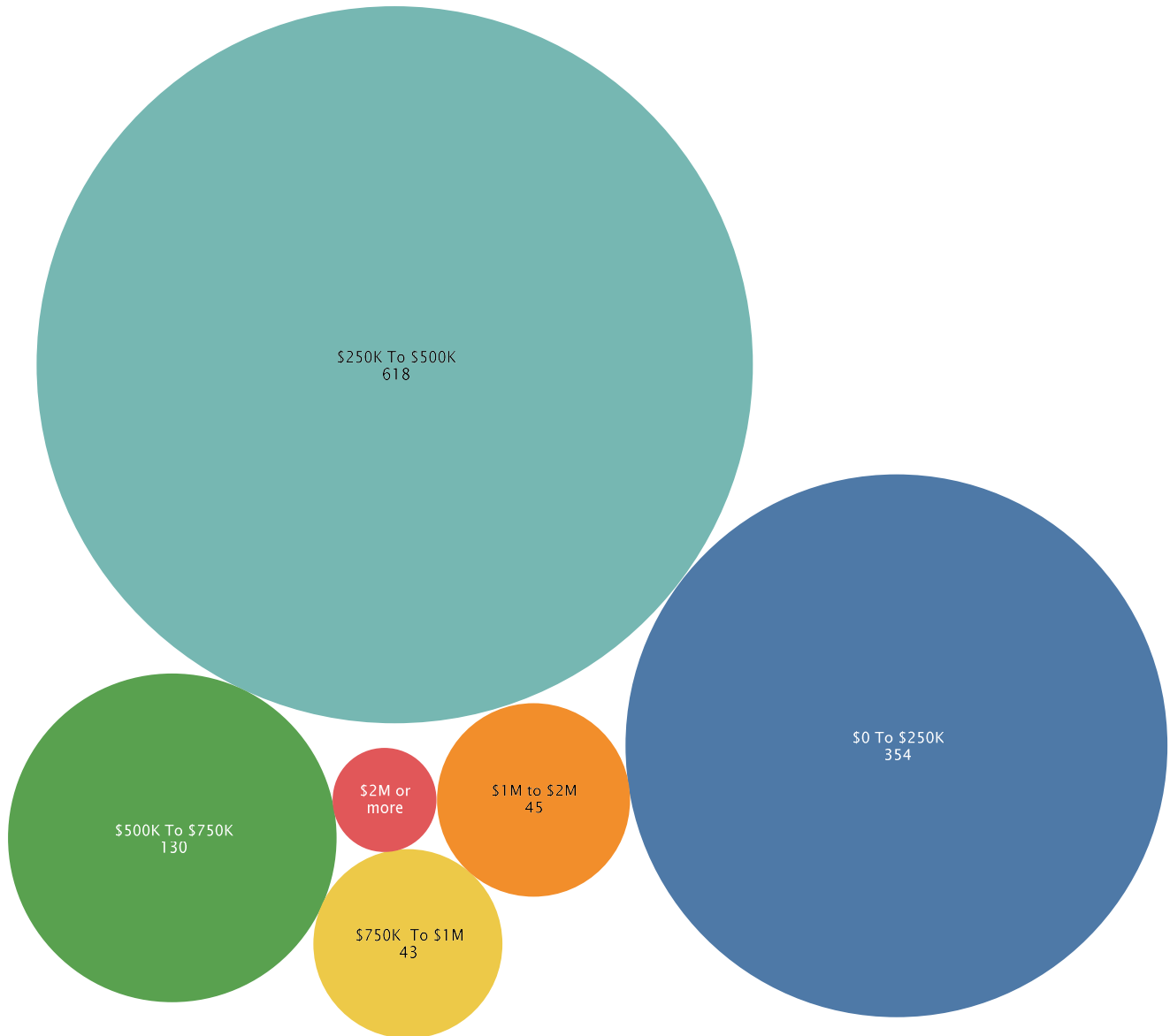
Number 2-10 metros are:

- Chicago, IL
- Seattle-Tacoma, WA
- Wichita-Hutchinson, KS
- Denver, CO
- Kansas City, MO
- Houston, TX
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Minneapolis-St. Paul, MN
- Los Angeles, CA



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2022Q4



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



Pennsylvania

The total Pennsylvania market fell from \$665 MM in fall 2022 to \$575 MM in winter 2022.

Largest Markets

1. Lake Wallenpaupack	\$76,577,881	13.3%	6. Lake Erie	\$23,789,099	4.2%
2. Delaware River*	\$40,851,099	7.1%	7. Springton Reservoir	\$16,966,800	3.0%
3. Roamingwood Lake	\$33,230,721	5.9%	8. Lake Naomi	\$16,370,300	2.9%
4. Pocono Country Place	\$28,750,329	5.1%	9. Hemlock Farms Area Lakes	\$14,402,488	2.6%
5. Lake Harmony - Split Rock	\$26,506,600	4.7%	10. Westcolang Lake	\$13,916,696	2.5%

Total Pennsylvania Market: \$575,286,262

Largest Home Markets

1. Lake Wallenpaupack	\$68,790,744	13.5%
2. Roamingwood Lake	\$32,945,076	6.4%
3. Delaware River*	\$30,577,099	6.0%
4. Pocono Country Place	\$28,636,330	5.6%
5. Lake Erie	\$21,305,999	4.2%
6. Lake Harmony - Split Rock	\$20,810,300	4.1%
7. Springton Reservoir	\$16,701,800	3.3%
8. Hemlock Farms Area Lakes	\$14,166,588	2.8%
9. Lake Naomi	\$13,677,500	2.7%
10. Westcolang Lake	\$13,379,896	2.6%

Total Pennsylvania Home Market: \$511,070,251

Largest Land Markets

1. Lake Harmony - Split Rock	\$5,696,300	11.0%
2. Edinboro Lake	\$3,502,800	6.8%
3. Lake Wallenpaupack	\$3,483,237	6.7%
4. Delaware River*	\$3,058,200	5.9%
5. Lake Naomi	\$2,692,800	5.2%
6. Gold Key Lake	\$2,564,400	5.0%
7. Lake Erie	\$2,483,100	4.8%
8. Sunrise Lake	\$1,665,900	3.2%
9. Indian Mountain Lakes	\$1,589,829	3.1%
10. Lake Winola - Overfield Twp	\$1,379,000	2.7%

Total Pennsylvania Land Market: \$51,605,411

The Pennsylvania home market decreased from \$598 MM in fall 2022 to \$511 MM in winter 2022.

Most Expensive Homes

1. Springton Reservoir	\$1,284,754
2. Lake Wallenpaupack	\$674,419

Most Affordable Homes

1. Roamingwood Lake	\$439,268
2. Lake Meade	\$443,146

* 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	175	8.6%	6. Towamensing Trails	91	4.5%
2. Indian Mountain Lakes	115	5.7%	7. Arrowhead Lakes	68	3.4%
3. Pocono Country Place	111	5.5%	8. Lake Erie	61	3.0%
4. Roamingwood Lake	97	4.8%	9. Westcolang Lake	46	2.3%
5. Delaware River*	92	4.5%	10. Hemlock Farms Area Lakes	45	2.2%
Total Pennsylvania Listings:				2,034	

Most Homes Available

1. Pocono Country Place	104	8.6%
2. Lake Wallenpaupack	102	8.4%
3. Roamingwood Lake	75	6.2%
4. Delaware River*	62	5.1%
5. Lake Erie	51	4.2%
6. Arrowhead Lakes	37	3.1%
7. Hemlock Farms Area Lakes	36	3.0%
7. Indian Mountain Lakes	36	3.0%
9. Lake Harmony - Split Rock	34	2.8%
10. Towamensing Trails	32	2.6%

Total Pennsylvania Home Listings: 1,210

Most Land Available

1. Indian Mountain Lakes	79	9.8%
2. Lake Wallenpaupack	69	8.5%
3. Towamensing Trails	59	7.3%
4. Arrowhead Lakes	31	3.8%
5. Edinboro Lake	27	3.3%
6. Fawn Lake	23	2.8%
7. Greenwood Acres	22	2.7%
7. Roamingwood Lake	22	2.7%
9. Delaware River*	21	2.6%
10. Big Bass Lake	20	2.5%

Total Pennsylvania Land Listings: 809

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Greenwood Acres	\$82,339
2. Lake Wallenpaupack	\$76,020
3. Stillwater Lake - Pocono Summit	\$73,076
4. Arrowhead Lakes	\$71,570
5. Westcolang Lake	\$60,587
6. Edinboro Lake	\$58,525
7. Locust Lake	\$57,940
8. Paupackan Lake	\$45,223

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

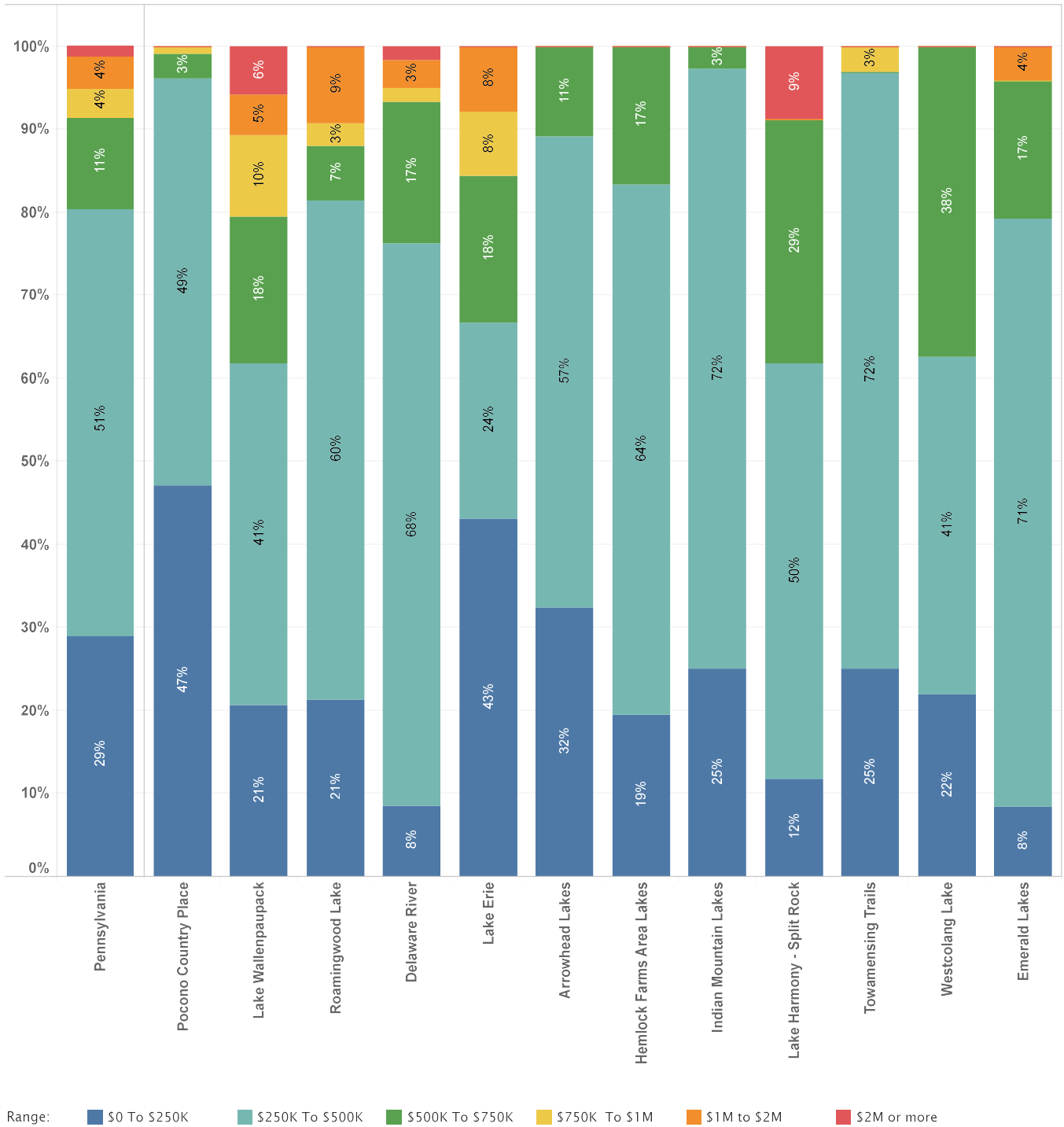
1. Tink Wig Lake	\$12,752
2. Conashaugh Lake	\$17,040
3. Fawn Lake	\$17,477
4. Big Bass Lake	\$19,734
5. Walker Lake	\$19,746
6. Holiday Pocono	\$22,552
7. Roamingwood Lake	\$25,850
8. Pines Lake	\$28,016

Listings of 10 Acres or More

**

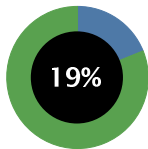
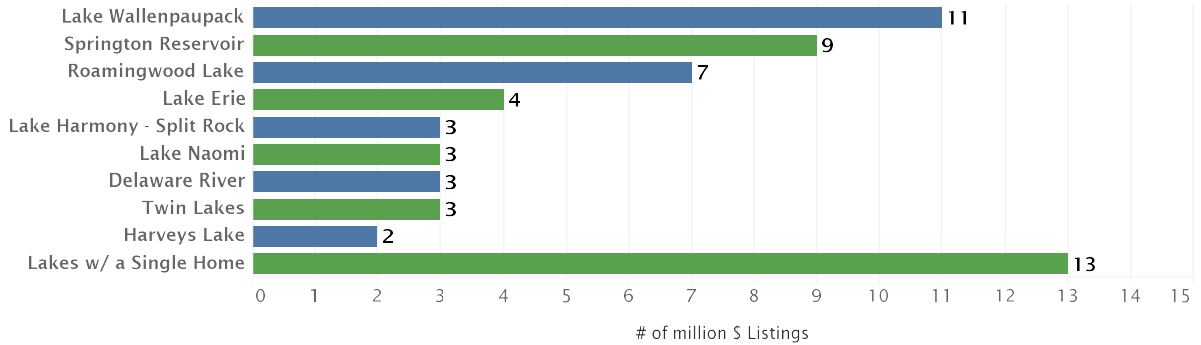
** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

Price Breakdown by Percentage of Homes in the Pennsylvania Market 2022Q4



Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2022Q4

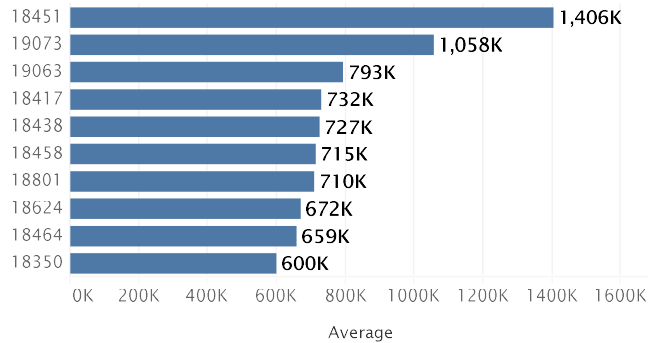


of \$1M+ Homes in Pennsylvania are on Lake Wallenpaupack

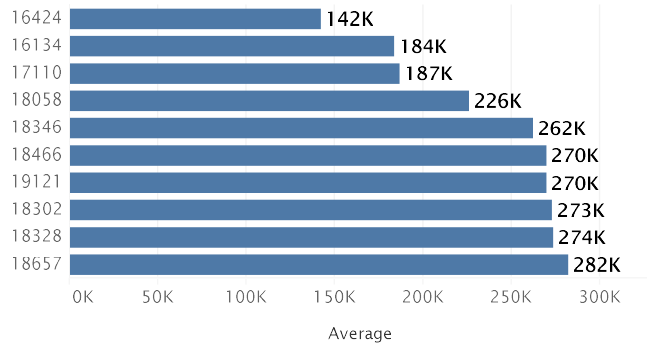
Total Number of \$1M+ Homes

58

Most Expensive ZIP Codes 2022Q4

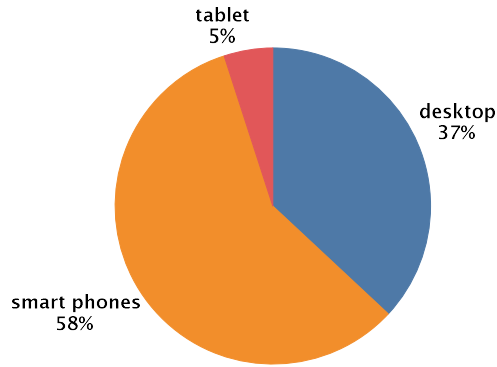


Most Affordable ZIP Codes 2022Q4

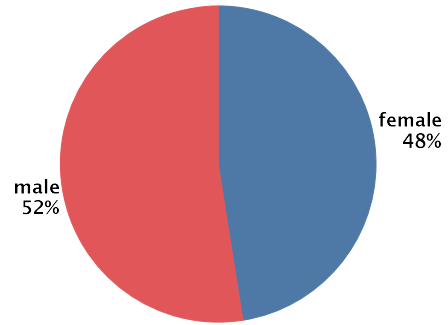


Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

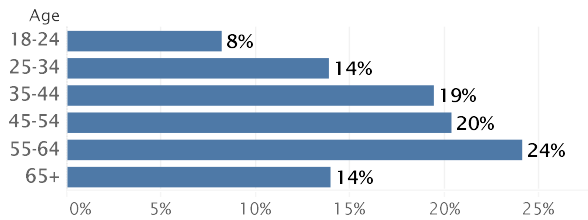


67% of potential buyers come from outside Pennsylvania

New York,

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

What Age Groups are Shopping 2022Q4



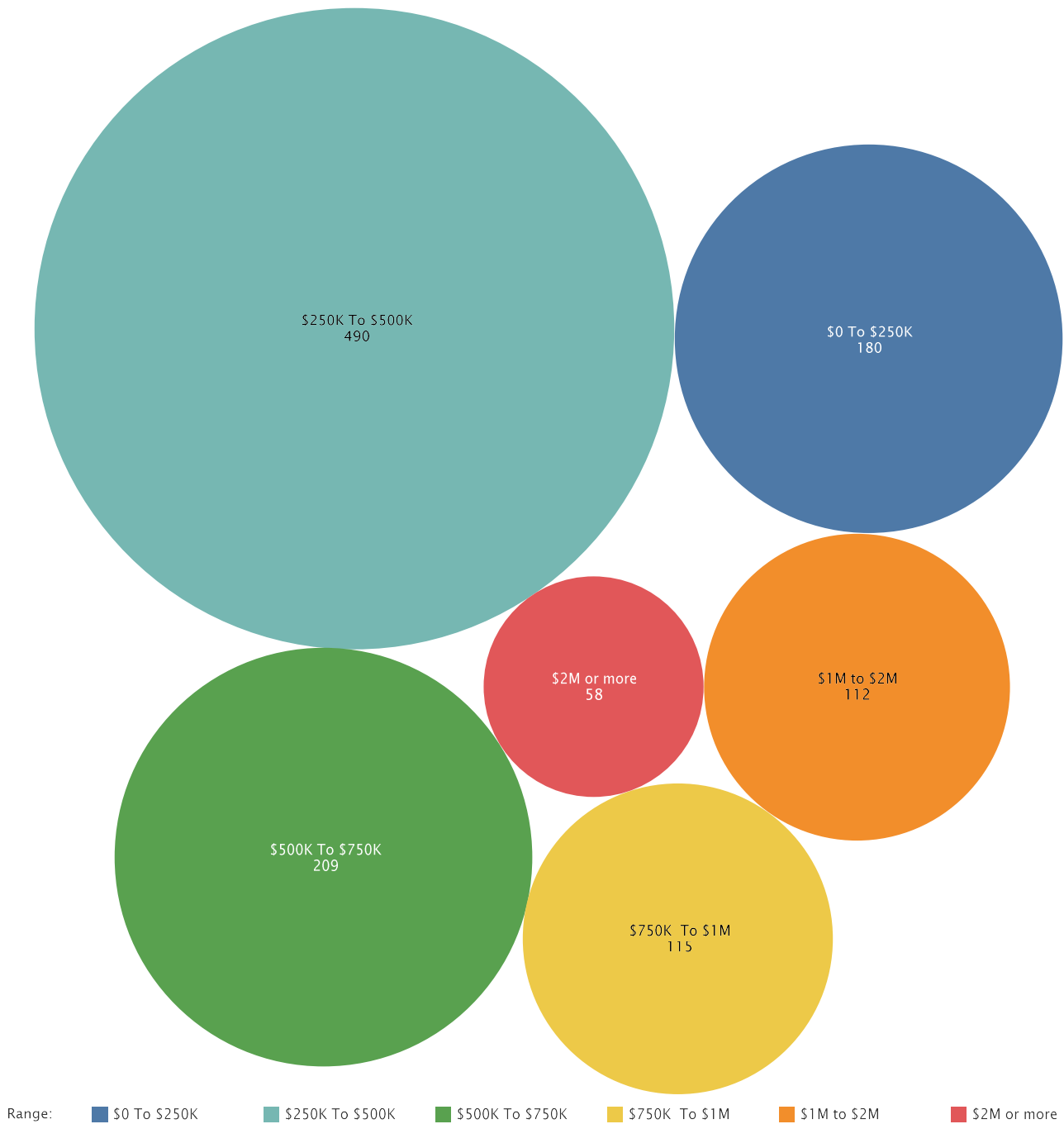
Number 2-10 metros are:

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



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2022Q4



South Carolina

The South Carolina market has seen a decrease of \$209 MM (13%) from fall 2022 to winter 2022.

Largest Markets

1. Lake Wylie*	\$330,644,451	24.1%	6. Lake Greenwood	\$60,228,321	4.4%
2. Lake Keowee	\$300,862,637	21.9%	7. Thurmond Lake*	\$50,989,859	3.7%
3. Lake Hartwell*	\$198,696,176	14.5%	8. Lake Wateree	\$22,361,300	1.6%
4. Lake Murray	\$172,411,046	12.6%	9. Lake Moultrie	\$22,021,888	1.6%
5. Lake Marion	\$81,233,892	5.9%	10. Lake Robinson	\$15,626,103	1.1%

Total South Carolina Market: \$1,374,796,994

Largest Home Markets

1. Lake Wylie*	\$289,577,153	27.7%
2. Lake Keowee	\$221,975,548	21.2%
3. Lake Hartwell*	\$134,013,293	12.8%
4. Lake Murray	\$130,563,103	12.5%
5. Lake Marion	\$51,913,820	5.0%
6. Lake Greenwood	\$44,140,976	4.2%
7. Thurmond Lake*	\$34,836,274	3.3%
8. Lake Wateree	\$16,295,100	1.6%
9. Lake Carolina	\$14,158,044	1.4%
10. Lake Robinson	\$13,370,903	1.3%

Total South Carolina Home Market: \$1,046,671,064

Largest Land Markets

1. Lake Keowee	\$78,887,089	24.2%
2. Lake Hartwell*	\$64,682,883	19.9%
3. Lake Murray	\$41,847,943	12.9%
4. Lake Wylie*	\$41,067,298	12.6%
5. Lake Marion	\$27,260,272	8.4%
6. Thurmond Lake*	\$16,153,585	5.0%
7. Lake Greenwood	\$15,437,345	4.7%
8. Lake Moultrie	\$10,738,687	3.3%
9. Lake Wateree	\$6,066,200	1.9%
10. Richard B. Russell Lake*	\$5,081,410	1.6%

Total South Carolina Land Market: \$325,416,130

55% of the listings on Lake Keowee are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Keowee	\$1,635,154
2. Lake Murray	\$811,767

Most Affordable Homes

1. Lake Hartwell	\$547,223
2. Thurmond Lake	\$547,882

* 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*	699	21.2%	6. Lake Murray	288	8.7%
2. Lake Wylie*	582	17.7%	7. Lake Greenwood	205	6.2%
3. Lake Keowee	408	12.4%	8. Lake Moultrie	58	1.8%
4. Thurmond Lake*	334	10.1%	8. Lake Wateree	58	1.8%
5. Lake Marion	303	9.2%	10. Lake Carolina	43	1.3%
Total South Carolina Listings:				3,302	

Most Homes Available

1. Lake Wylie*	457	28.8%
2. Lake Hartwell*	257	16.2%
3. Lake Murray	169	10.6%
4. Lake Marion	150	9.4%
5. Lake Keowee	134	8.4%
6. Lake Greenwood	76	4.8%
7. Thurmond Lake*	64	4.0%
8. Lake Carolina	35	2.2%
9. Lake Moultrie	28	1.8%
10. Lake Robinson	26	1.6%

Total South Carolina Home Listings: 1,588

Most Land Available

1. Lake Hartwell*	442	25.9%
2. Lake Keowee	274	16.0%
3. Thurmond Lake*	270	15.8%
4. Lake Marion	149	8.7%
5. Lake Greenwood	128	7.5%
6. Lake Wylie*	125	7.3%
7. Lake Murray	119	7.0%
8. Lake Wateree	35	2.0%
9. Lake Moultrie	30	1.8%
10. Richard B. Russell Lake*	29	1.7%

Total South Carolina Land Listings: 1,709

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Forest Lake	\$337,209
2. Lake Murray	\$255,826
3. Lake Wylie	\$147,728
4. Lake Keowee	\$144,322
5. Lake Secession	\$124,273
6. Lake Greenwood	\$84,786
7. Thurmond Lake	\$83,244
8. Lake Wateree	\$78,499

Listings of 10 Acres or More

1. Lake Murray	\$84,757
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

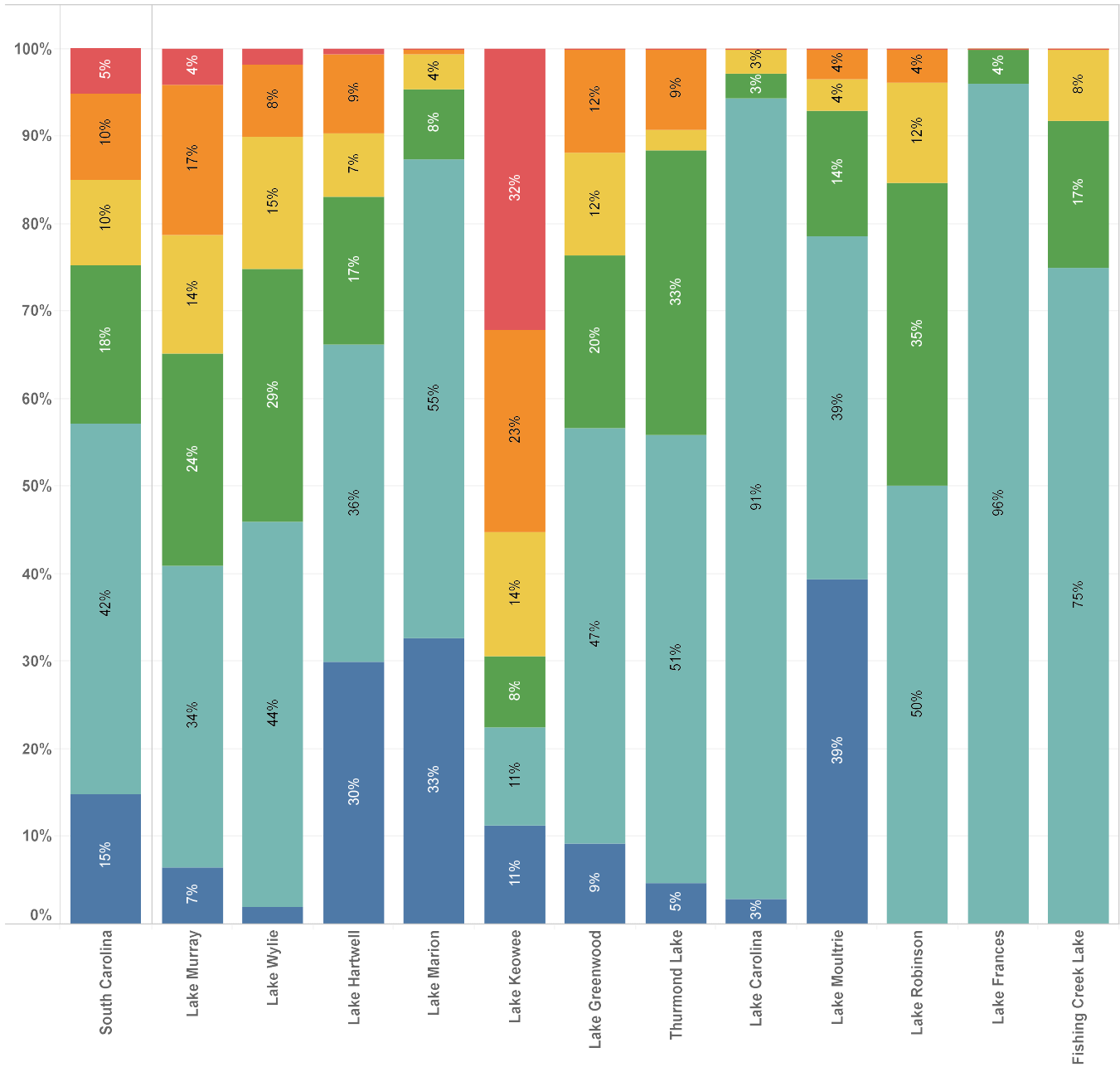
1. Lake Monticello	\$44,445
2. Lake Moultrie	\$56,532
3. Lake Marion	\$57,943
4. Lake Hartwell	\$74,965
5. Lake Wateree	\$78,499
6. Thurmond Lake	\$83,244
7. Lake Greenwood	\$84,786
8. Lake Secession	\$124,273

Listings of 10 Acres or More

1. Lake Greenwood	\$11,465
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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 2022Q4

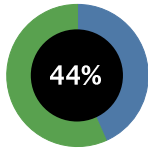
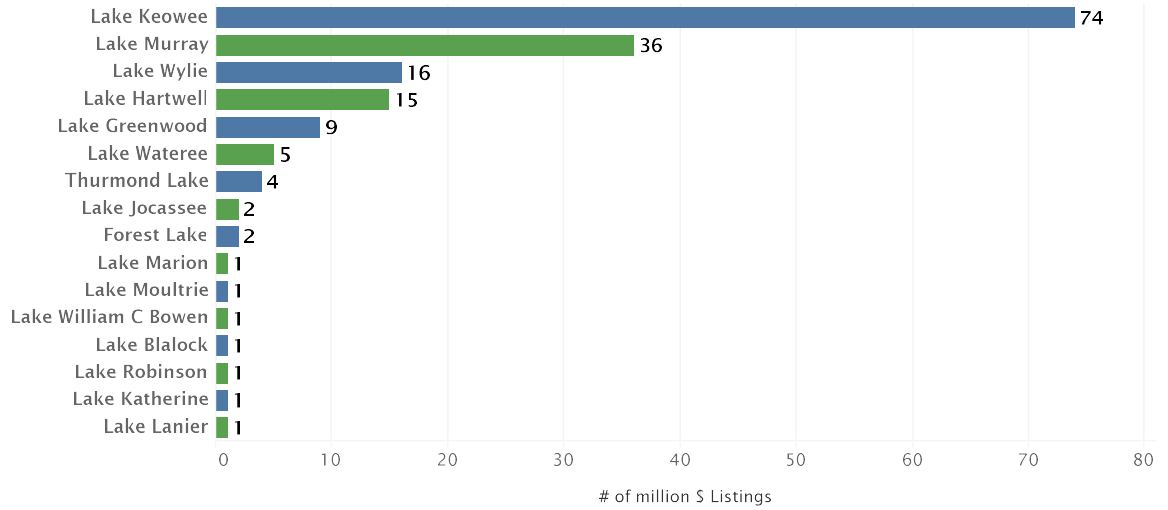


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2022Q4

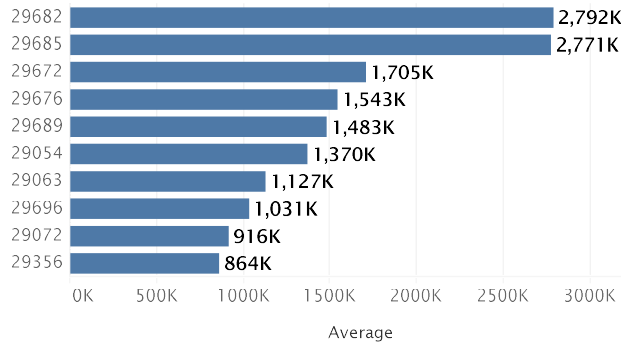


of \$1M+ Homes in South Carolina are on Lake Keowee

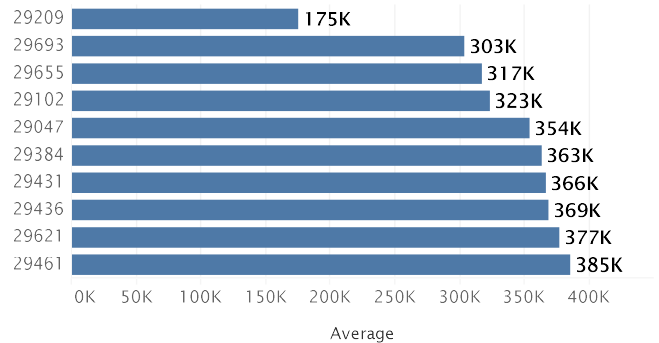
Total Number of \$1M+ Homes

170

Most Expensive ZIP Codes 2022Q4

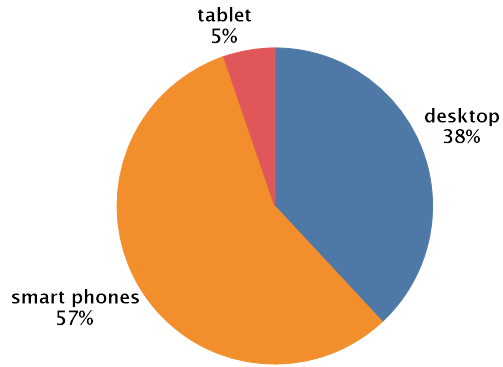


Most Affordable ZIP Codes 2022Q4

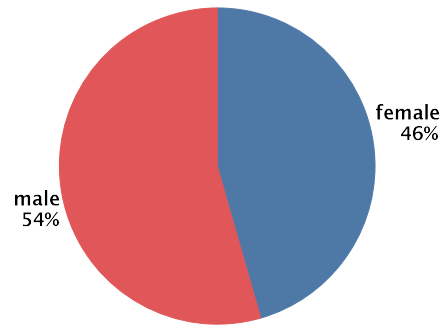


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

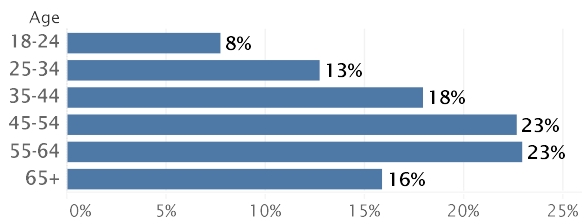


84% of potential buyers come from outside South Carolina

Atlanta

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

What Age Groups are Shopping 2022Q4



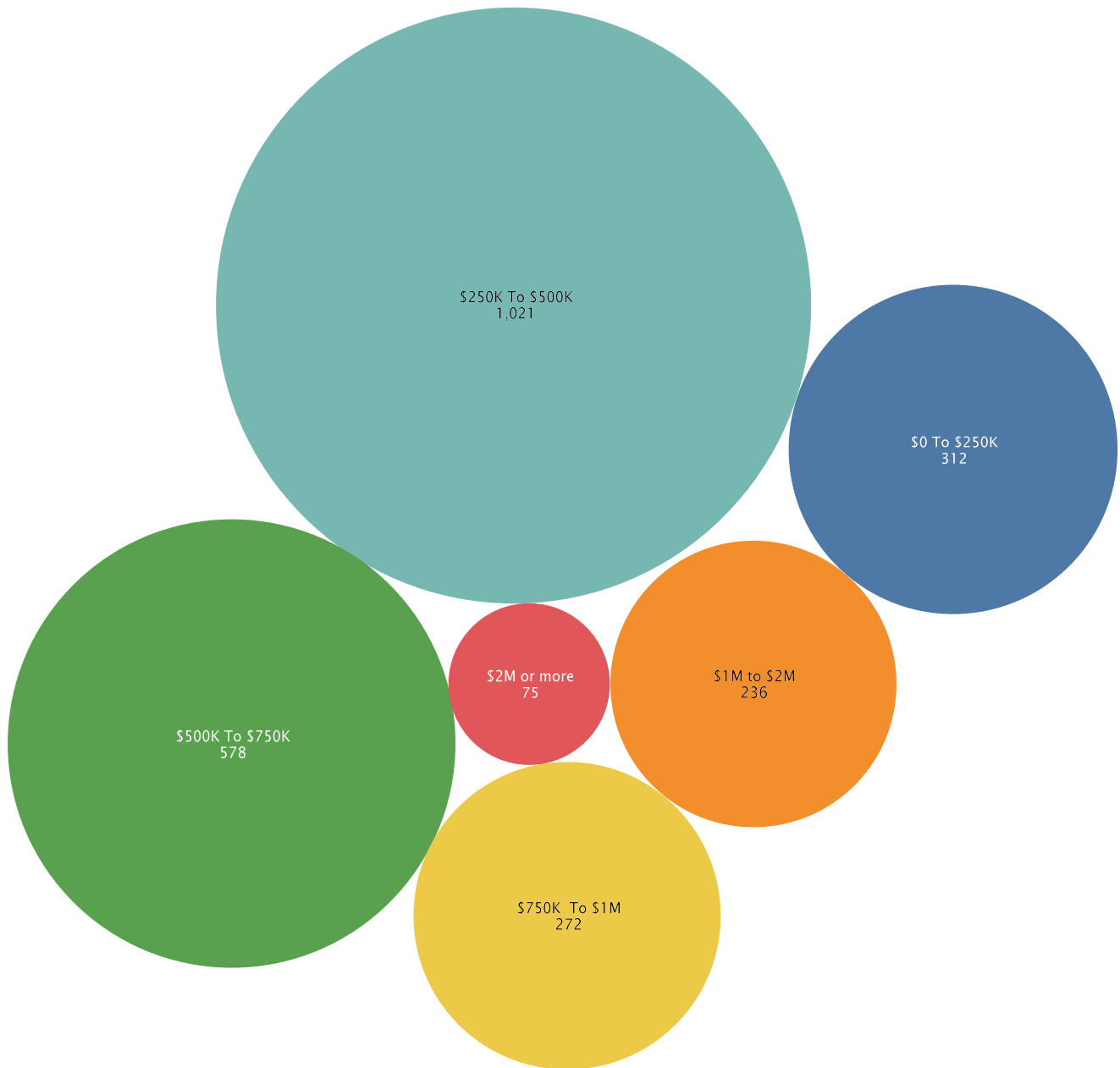
Number 2-10 metros are:

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



TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2022Q4



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 \$2.1 BB in fall 2022 to \$2.2 BB in winter 2022, a \$100 MM upturn.

Largest Markets

1. Old Hickory Lake	\$467,821,308	20.9%	6. Watts Bar Lake	\$123,004,358	5.5%
2. Tellico Lake	\$163,095,338	7.3%	7. Nickajack Lake	\$105,130,909	4.7%
3. J. Percy Priest Lake	\$151,979,380	6.8%	8. Douglas Lake	\$94,925,411	4.2%
4. Fort Loudoun Lake	\$151,875,892	6.8%	9. Chickamauga Lake	\$84,919,049	3.8%
5. Tims Ford Lake	\$140,214,756	6.3%	10. Norris Lake	\$84,429,449	3.8%

Total Tennessee Market: \$2,234,271,820

Largest Home Markets

1. Old Hickory Lake	\$420,343,923	24.7%
2. Tellico Lake	\$131,597,998	7.7%
3. J. Percy Priest Lake	\$127,300,480	7.5%
4. Fort Loudoun Lake	\$122,945,892	7.2%
5. Tims Ford Lake	\$117,693,063	6.9%
6. Nickajack Lake	\$81,432,996	4.8%
7. Watts Bar Lake	\$77,292,162	4.5%
8. Chickamauga Lake	\$62,110,950	3.6%
9. Douglas Lake	\$61,525,316	3.6%
10. Kentucky Lake*	\$50,759,669	3.0%

Total Tennessee Home Market: \$1,701,930,025

Largest Land Markets

1. Old Hickory Lake	\$47,477,385	8.9%
2. Watts Bar Lake	\$45,712,196	8.6%
3. Norris Lake	\$35,618,302	6.7%
4. Douglas Lake	\$33,400,095	6.3%
5. Tellico Lake	\$31,497,340	5.9%
6. Fort Loudoun Lake	\$28,930,000	5.4%
7. Cherokee Lake	\$24,855,803	4.7%
8. J. Percy Priest Lake	\$24,678,900	4.6%
9. Center Hill Lake	\$24,351,633	4.6%
10. Boone Lake	\$23,804,110	4.5%

Total Tennessee Land Market: \$532,341,795

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

Most Expensive Homes

1. Fort Loudoun Lake	\$1,232,030
2. Dale Hollow Lake	\$1,107,628

Most Affordable Homes

1. Great Falls Lake	\$746,288
2. Nickajack Lake	\$768,236

* 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	666	11.3%	6. J. Percy Priest Lake	305	5.2%
2. Watts Bar Lake	473	8.0%	7. Cherokee Lake	281	4.8%
3. Tellico Lake	413	7.0%	8. Tims Ford Lake	266	4.5%
4. Norris Lake	381	6.5%	9. Center Hill Lake	251	4.3%
5. Kentucky Lake*	313	5.3%	10. Lake Barkley*	240	4.1%

Total Tennessee Listings: 5,900

Most Homes Available

1. Old Hickory Lake	580	22.4%
2. J. Percy Priest Lake	287	11.1%
3. Tellico Lake	195	7.5%
4. Tims Ford Lake	153	5.9%
5. Watts Bar Lake	129	5.0%
6. Nickajack Lake	106	4.1%
7. Fort Loudoun Lake	101	3.9%
8. Kentucky Lake*	91	3.5%
9. Chickamauga Lake	79	3.1%
10. Douglas Lake	78	3.0%

Total Tennessee Home Listings: 2,588

Most Land Available

1. Watts Bar Lake	344	10.4%
2. Norris Lake	317	9.6%
3. Kentucky Lake*	222	6.7%
4. Cherokee Lake	219	6.6%
5. Tellico Lake	218	6.6%
6. Center Hill Lake	191	5.8%
7. Lake Barkley*	187	5.6%
8. Douglas Lake	156	4.7%
9. Lake Tansi	145	4.4%
10. Chickamauga Lake	132	4.0%

Total Tennessee Land Listings: 3,312

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Tellico Lake	\$274,910
2. J. Percy Priest Lake	\$260,464
3. Nickajack Lake	\$239,292
4. Pickwick Lake	\$199,051
5. Fort Loudoun Lake	\$195,713
6. Tims Ford Lake	\$167,831
7. Old Hickory Lake	\$160,149
8. Tennessee River - West/Middle TN	\$117,688

Listings of 10 Acres or More

1. Fort Loudoun Lake	\$54,868
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

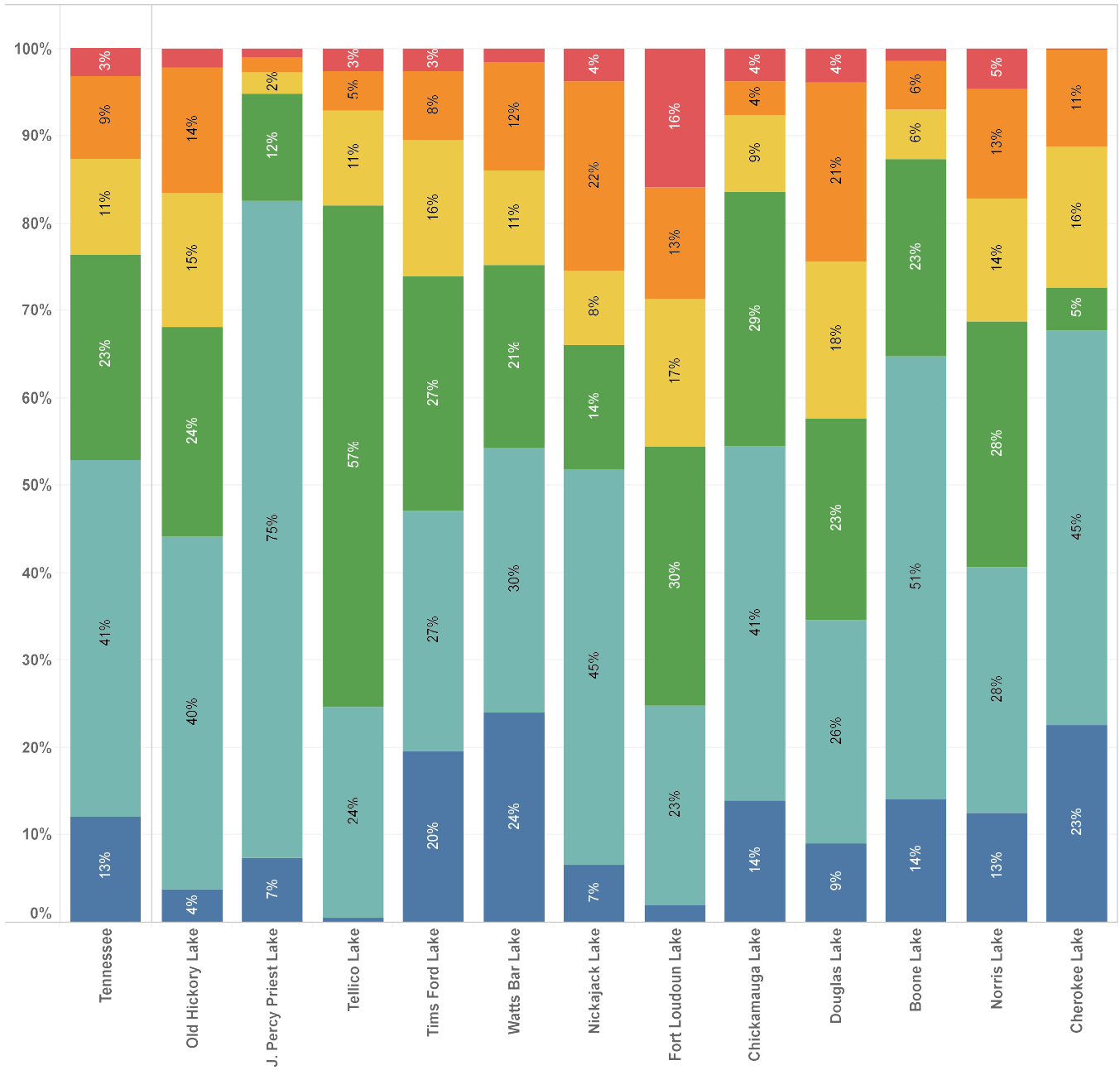
1. Cumberland Lakes	\$16,710
2. Cordell Hull Lake	\$19,319
3. Lake Pomeroy	\$22,321
4. Lake Catherine	\$25,627
5. Hiwassee River	\$29,415
6. Fort Patrick Henry Lake	\$30,094
7. Lake Sherwood	\$37,647
8. Norris Lake	\$39,918

Listings of 10 Acres or More

1. Kentucky Lake	\$4,176
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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 2022Q4

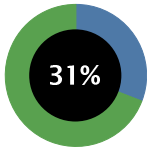
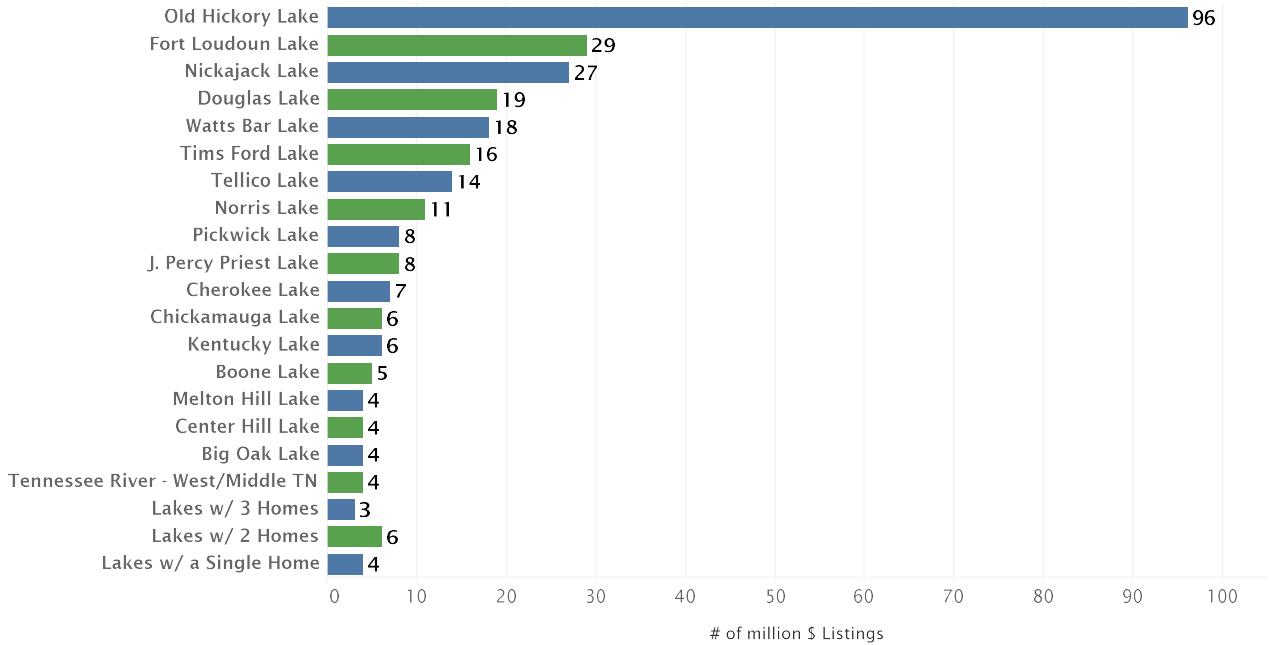


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2022Q4

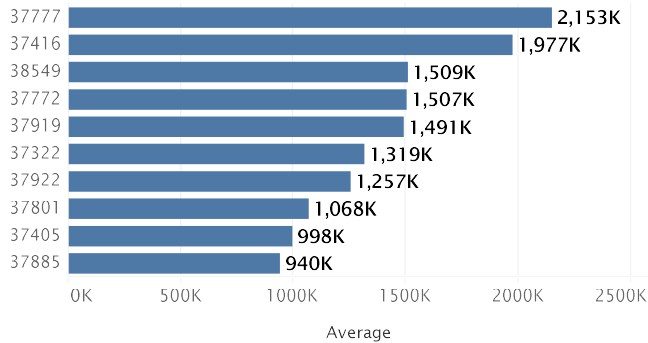


of \$1M+ Homes in Tennessee are on Old Hickory Lake

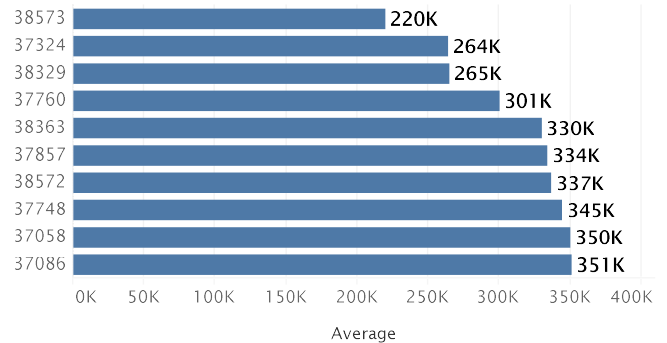
Total Number of \$1M+ Homes

311

Most Expensive ZIP Codes 2022Q4

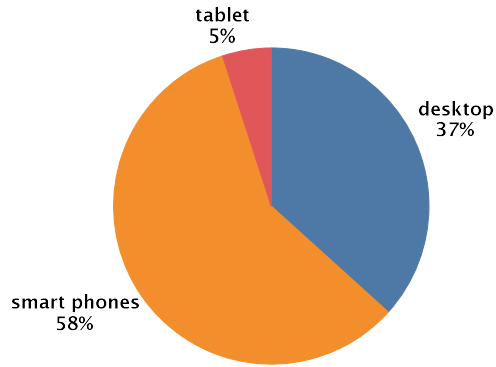


Most Affordable ZIP Codes 2022Q4

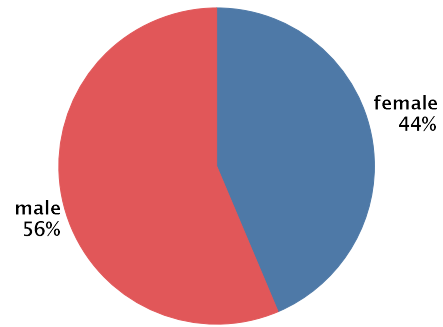


Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2022Q4

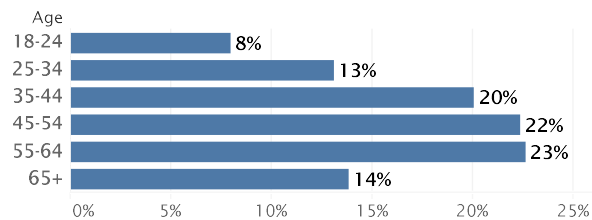


Male/Female Visitors 2022Q4



86% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2022Q4



Chicago

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

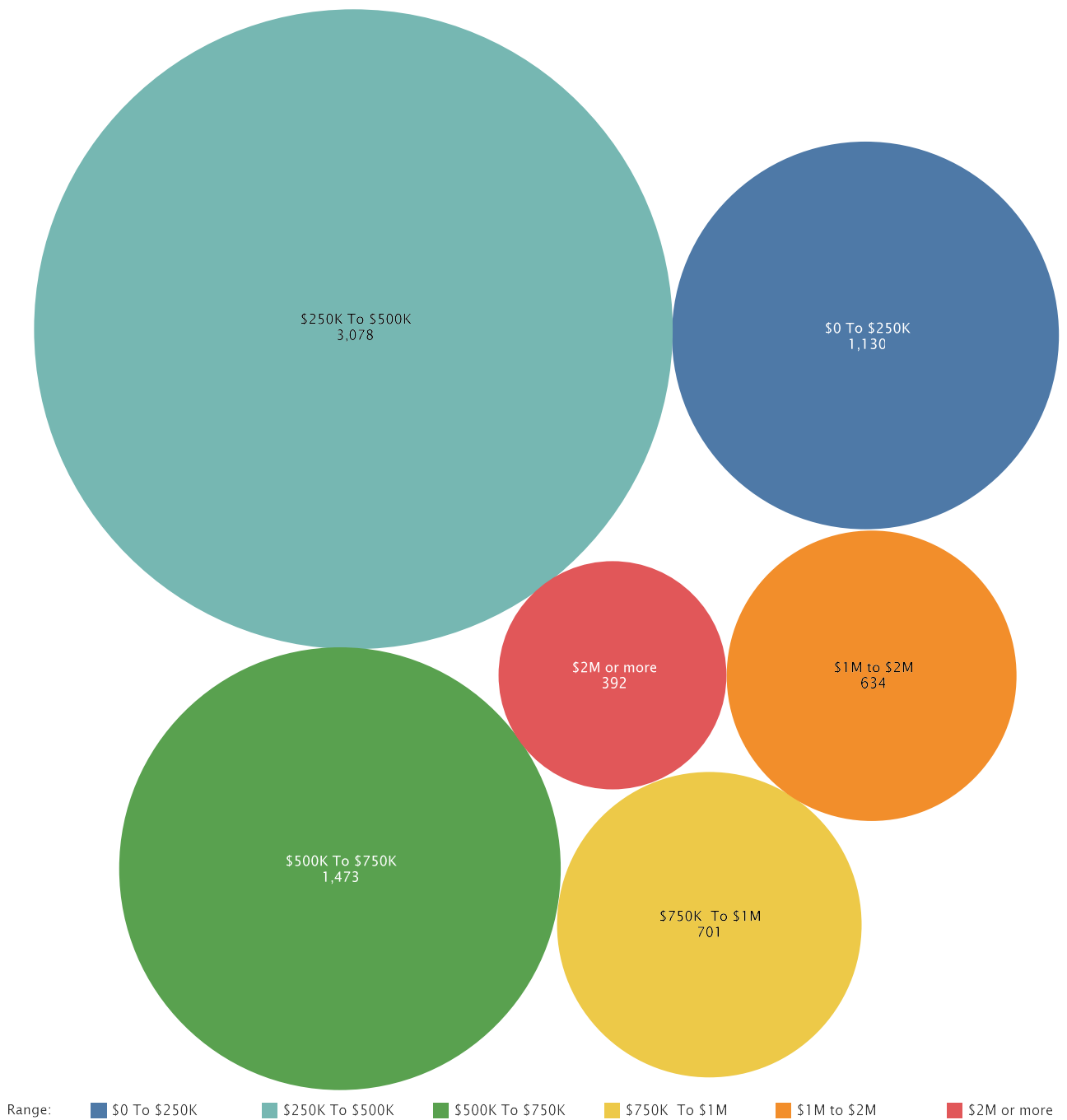
Number 2-10 metros are:

- Atlanta, GA
- Washington DC (Hagerstown MD)
- New York, NY
- Cincinnati, OH
- Los Angeles, CA
- Indianapolis, IN
- Dallas-Ft. Worth, TX
- Charlotte, NC
- Columbus, OH



TEXAS

Price Breakdown by Number of Homes in the Texas Market 2022Q4



Texas

The Texas land market increased from \$1.3 BB in fall 2022 to \$1.5 BB in winter 2022, a 15% surge.

Largest Markets

1. Lewisville Lake	\$710,039,904	10.1%	6. Cedar Creek Lake	\$364,127,240	5.2%
2. Lake Travis	\$615,039,524	8.8%	7. Lake Conroe	\$326,285,018	4.8%
3. Lake Ray Hubbard	\$435,634,149	6.2%	8. Lady Bird Lake	\$322,603,214	4.7%
4. Lake Austin	\$393,628,112	5.8%	9. Lake Granbury	\$252,944,695	3.6%
5. Lake LBJ	\$369,786,723	5.4%	10. Lake Texoma*	\$206,055,238	2.9%

Total Texas Market: \$6,999,452,513

Largest Home Markets

1. Lewisville Lake	\$616,743,436	11.5%
2. Lake Travis	\$489,422,116	9.2%
3. Lake Ray Hubbard	\$359,491,109	6.7%
4. Lake Austin	\$338,166,762	6.3%
5. Lady Bird Lake	\$310,869,224	5.8%
6. Lake LBJ	\$301,329,935	5.6%
7. Cedar Creek Lake	\$278,199,863	5.2%
8. Lake Conroe	\$242,951,398	4.5%
9. Lake Granbury	\$214,278,902	4.0%
10. Grapevine Lake	\$158,524,278	3.0%

Total Texas Home Market: \$5,346,293,143

Largest Land Markets

1. Lake Travis	\$123,917,408	8.4%
2. Lake Conroe	\$83,333,620	5.7%
3. Lewisville Lake	\$77,053,568	5.2%
4. Lake Livingston	\$74,037,116	5.0%
5. Lake Texoma*	\$72,171,873	4.9%
6. Cedar Creek Lake	\$69,950,077	4.8%
7. Lake LBJ	\$68,456,788	4.7%
8. Lake Austin	\$55,461,350	3.8%
9. Richland Chambers Reservoir	\$54,494,343	3.7%
10. Benbrook Lake	\$50,225,000	3.4%

Total Texas Land Market: \$1,469,004,070

49% of the listings on Lady Bird Lake are priced in the \$1M or more range.

Most Expensive Homes

1. Lake Austin	\$2,497,539
2. Lake Woodlands	\$1,744,067

Most Affordable Homes

1. Bellwood Lake	\$1,183,662
2. White Rock Lake	\$1,186,400

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

Most Listings

1. Lewisville Lake	1,138	8.8%	6. Lake Livingston	636	5.0%
2. Cedar Creek Lake	861	6.7%	7. Lake Travis	607	4.7%
3. Lake Ray Hubbard	760	5.9%	8. Lake Texoma*	482	3.7%
4. Lake Conroe	705	5.5%	9. Lake LBJ	461	3.6%
5. Lake Granbury	639	5.0%	10. Lake Whitney	390	3.0%
Total Texas Listings:				12,897	

Most Homes Available

1. Lewisville Lake	1,040	13.9%
2. Lake Ray Hubbard	674	9.0%
3. Lake Conroe	486	6.5%
4. Cedar Creek Lake	440	5.9%
5. Lake Granbury	380	5.1%
6. Lake Travis	359	4.8%
7. Lake Livingston	325	4.4%
8. Lake Houston	219	2.9%
9. Eagle Mountain Lake	211	2.8%
10. Lake LBJ	210	2.8%

Total Texas Home Listings:

7,471

Most Land Available

1. Cedar Creek Lake	394	7.5%
2. Lake Livingston	311	5.9%
3. Lake Whitney	282	5.4%
4. Lake Texoma*	272	5.2%
5. Lake LBJ	251	4.8%
6. Hilltop Lakes	248	4.7%
7. Lake Travis	247	4.7%
8. Lake Granbury	240	4.6%
9. Possum Kingdom Lake	238	4.5%
10. Lake Conroe	219	4.2%

Total Texas Land Listings:

5,241

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Austin	\$1,608,079
2. Grapevine Lake	\$686,290
3. Clear Lake	\$537,171
4. Lake Ray Hubbard	\$535,266
5. Lake Conroe	\$430,187
6. Lake Travis	\$400,125
7. Lake LBJ	\$367,528
8. Lavon Lake	\$351,986

Listings of 10 Acres or More

1. Lewisville Lake	\$190,617
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

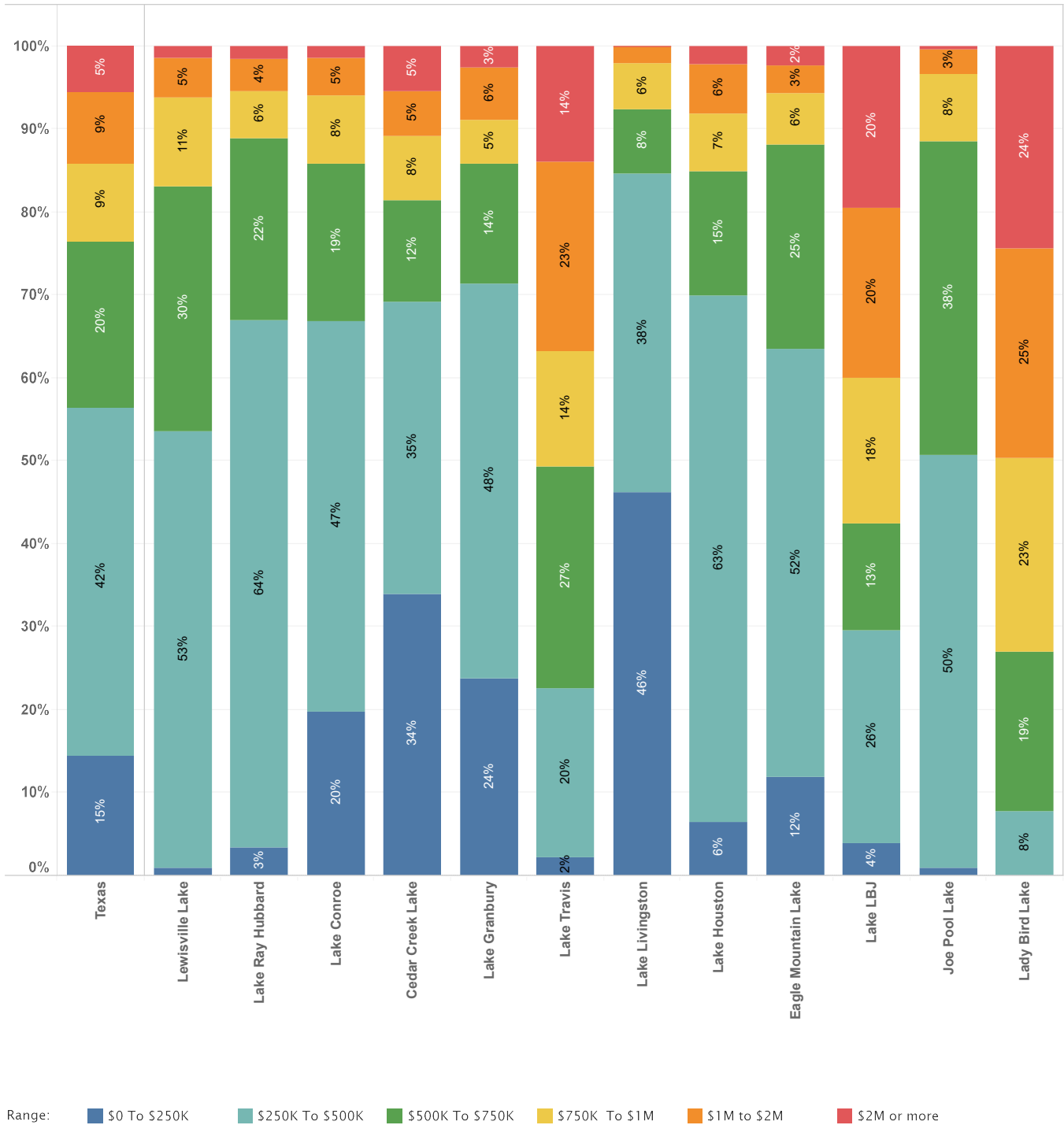
1. Lake O' the Pines	\$19,131
2. Toledo Bend Reservoir	\$44,708
3. Hilltop Lakes	\$48,967
4. Palo Pinto Lake	\$50,808
5. Callender Lake	\$53,994
6. Houston County Lake	\$68,178
7. Lake Whitney	\$69,009
8. Medina Lake	\$78,353

Listings of 10 Acres or More

1. Lake Limestone	\$17,222
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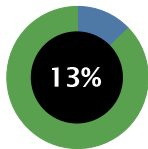
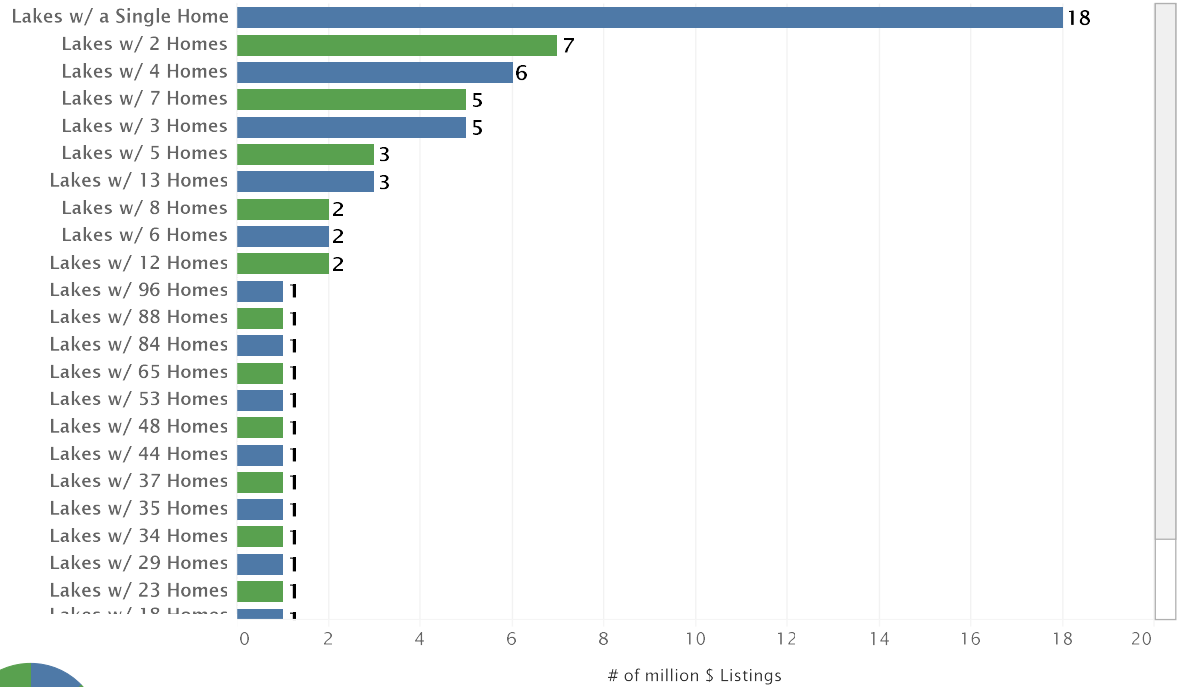
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Texas Market 2022Q4



Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2022Q4

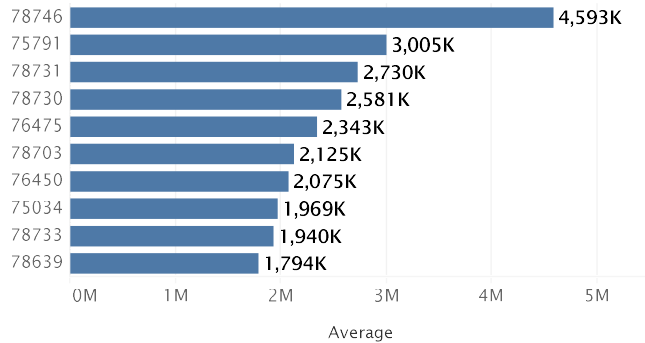


of \$1M+ Homes in Texas are on Lake Travis

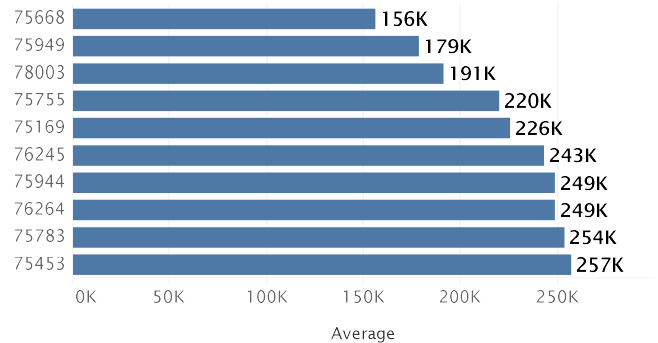
Total Number of \$1M+ Homes

1,026

Most Expensive ZIP Codes 2022Q4

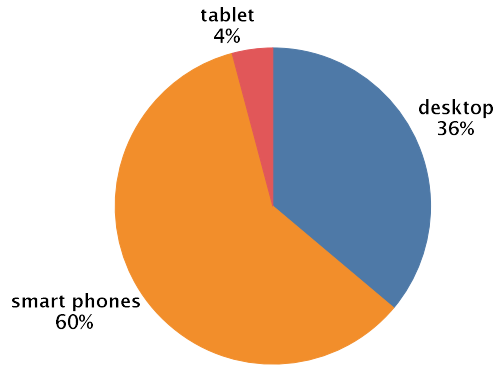


Most Affordable ZIP Codes 2022Q4

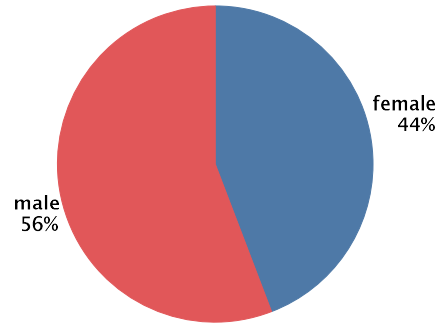


Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

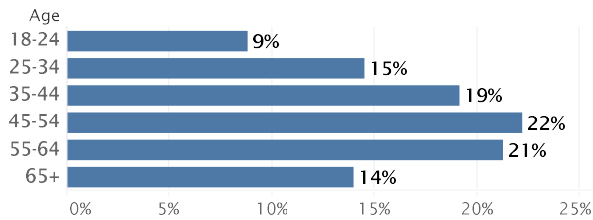


49% of potential buyers come from outside Texas

Seattle-Tacoma

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

What Age Groups are Shopping 2022Q4



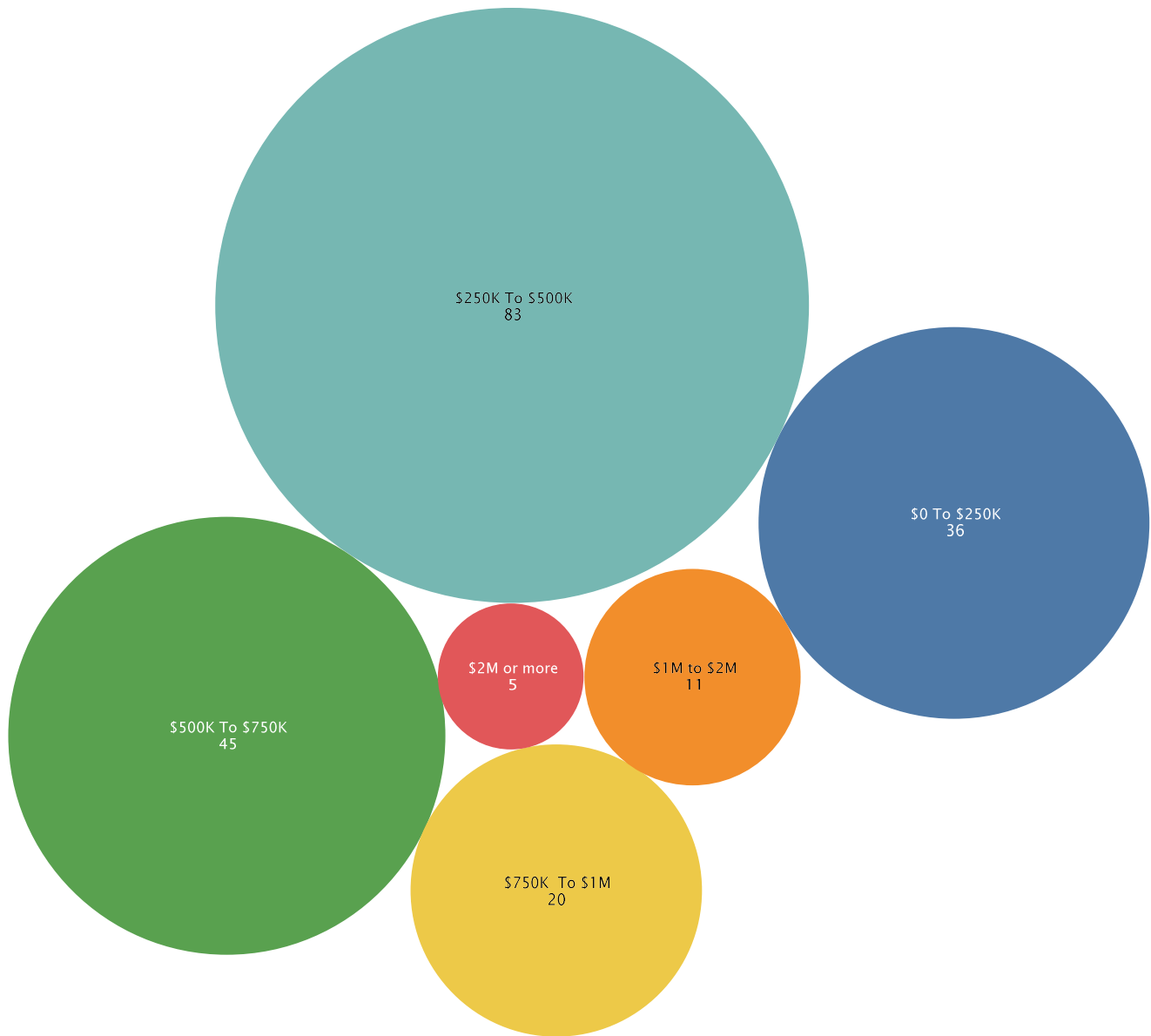
Number 2-10 metros are:

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



VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2022Q4



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



Vermont

The number of home listings in Vermont decreased from 325 in fall 2022 to 242 in winter 2022.

Largest Markets

1. Lake Champlain*	\$115,079,812	63.4%
2. Lake Memphremagog	\$16,339,400	9.0%
3. Lake Bomoseen	\$10,576,300	5.8%
4. Silver Lake	\$7,594,000	4.2%
5. Island Pond	\$4,955,900	2.7%

Total Vermont Market:

\$181,411,109

Most Listings

1. Lake Champlain*	204	57.8%
2. Lake Bomoseen	27	7.6%
3. Lake Memphremagog	21	5.9%
4. Lake Lamoille	10	2.8%
5. Arrowhead Mountain Lake	8	3.0%

Total Vermont Listings:

353

Largest Home Markets

1. Lake Champlain*	\$94,170,612	69.2%
2. Lake Bomoseen	\$8,837,400	6.5%
3. Lake Memphremagog	\$8,149,900	6.0%
4. Silver Lake	\$4,295,000	3.2%
5. Arrowhead Mountain Lake	\$2,384,700	1.8%

Total Vermont Home Market:

\$136,087,309

Most Homes Available

1. Lake Champlain*	159	65.7%
2. Lake Bomoseen	14	5.8%
3. Lake Memphremagog	11	4.5%
4. Arrowhead Mountain Lake	6	2.5%
5. Lake St Catherine	5	2.1%

Total Vermont Home Listings:

242

Largest Land Markets

1. Lake Champlain*	\$12,201,500	53.7%
2. Lake Memphremagog	\$5,197,500	22.9%
3. Lake Bomoseen	\$1,135,000	5.0%
4. Island Pond	\$1,026,000	4.5%
5. Lake Hortonia	\$495,000	2.2%

Total Vermont Land Market:

\$22,737,200

Most Land Available

1. Lake Champlain*	37	44.6%
2. Lake Bomoseen	10	12.0%
3. Lake Raponda	7	8.4%
4. Lake Memphremagog	5	6.0%
5. Lake Carmi	3	3.6%

Total Vermont Land Listings:

83

Average Home Price

1. Lake Memphremagog	\$740,900
2. Lake Champlain - Burlington Area	\$660,956

Average Land Price Per Acre

Listings of Less Than 10 Acres

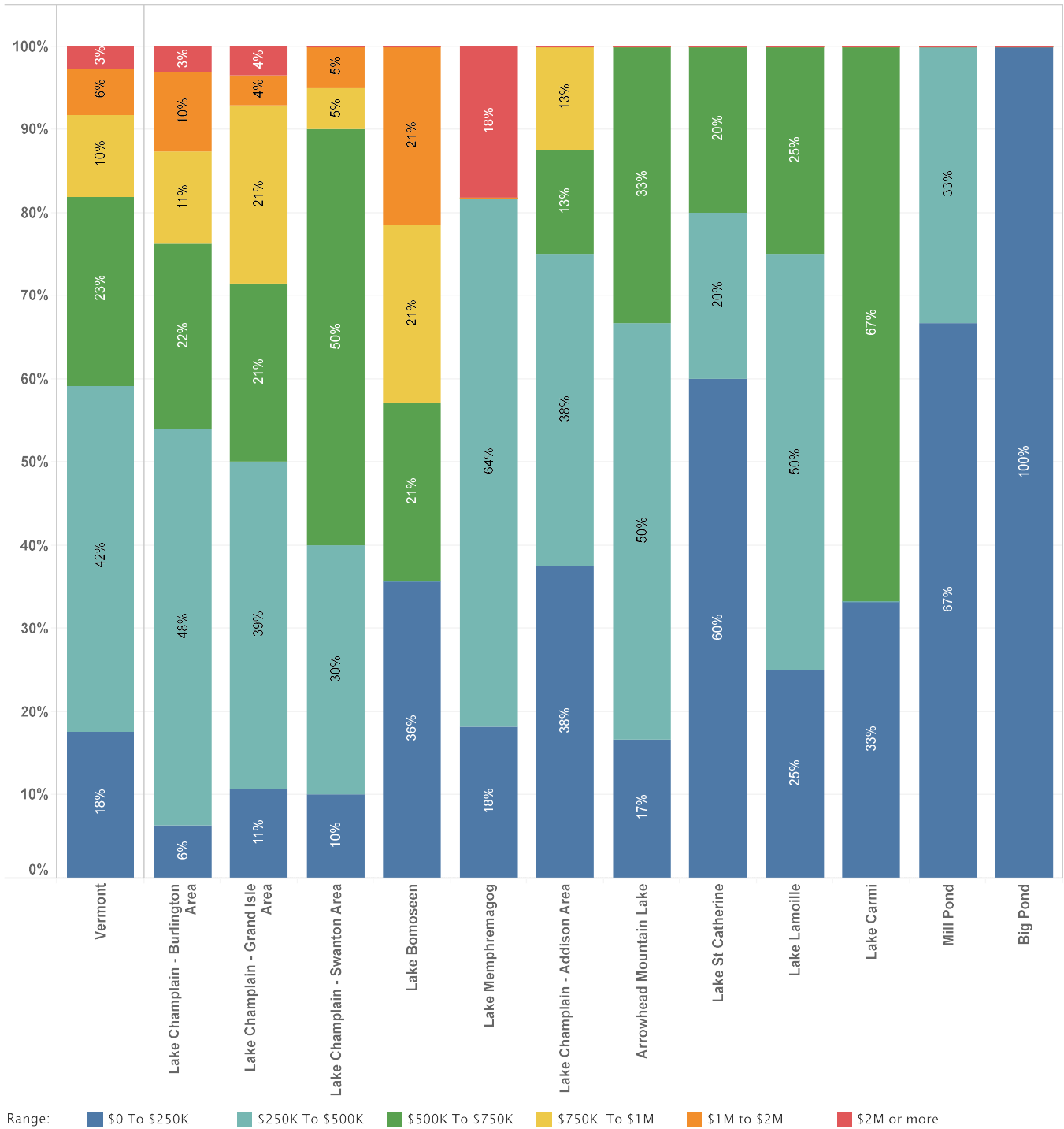
1. Lake Champlain - Grand Isle Area	\$80,790
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Listings of 10 Acres or More

**

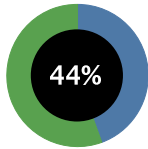
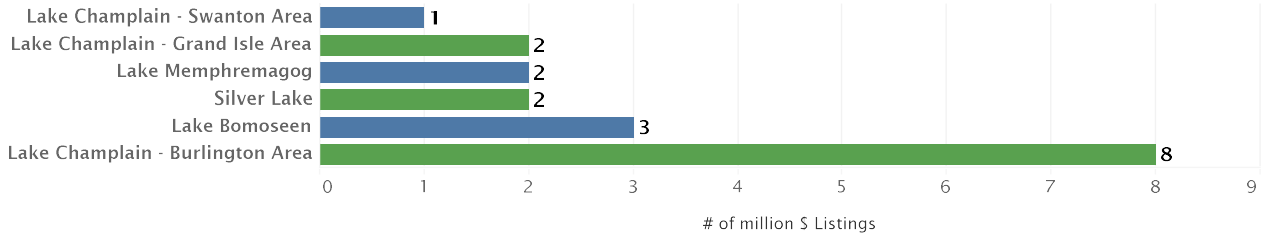
* This number is the total, multi-state lake real estate inventory for a lake that extends into an adjacent state or states.

Price Breakdown by Percentage of Homes in the Vermont Market 2022Q4



Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2022Q4

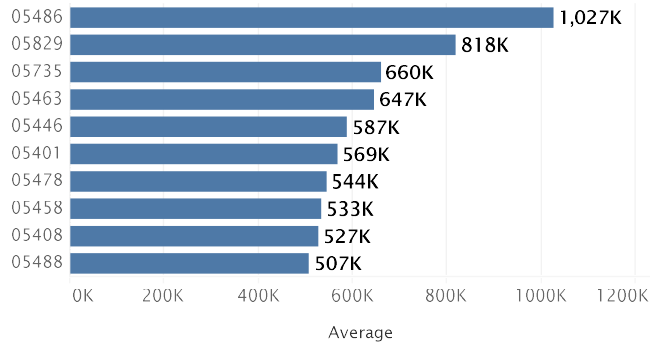


of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

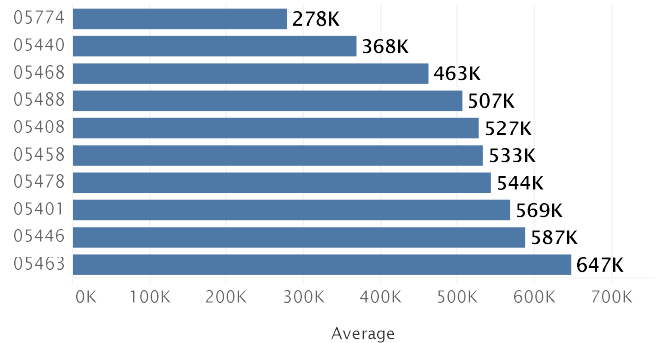
Total Number of \$1M+ Homes

18

Most Expensive ZIP Codes 2022Q4

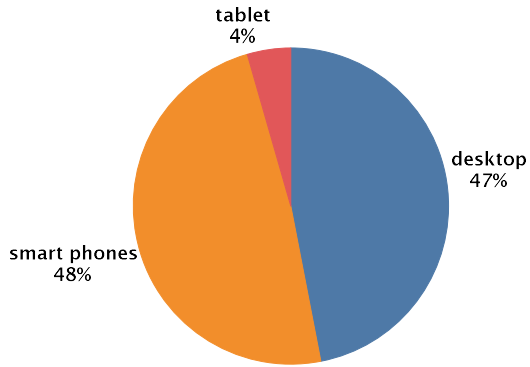


Most Affordable ZIP Codes 2022Q4

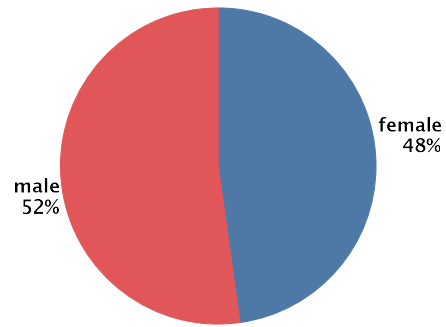


Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2022Q4

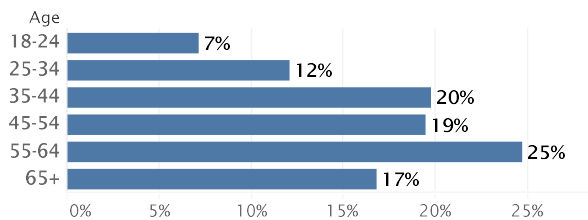


Male/Female Visitors 2022Q4



90% of potential buyers come from outside Vermont

What Age Groups are Shopping 2022Q4



New York,

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

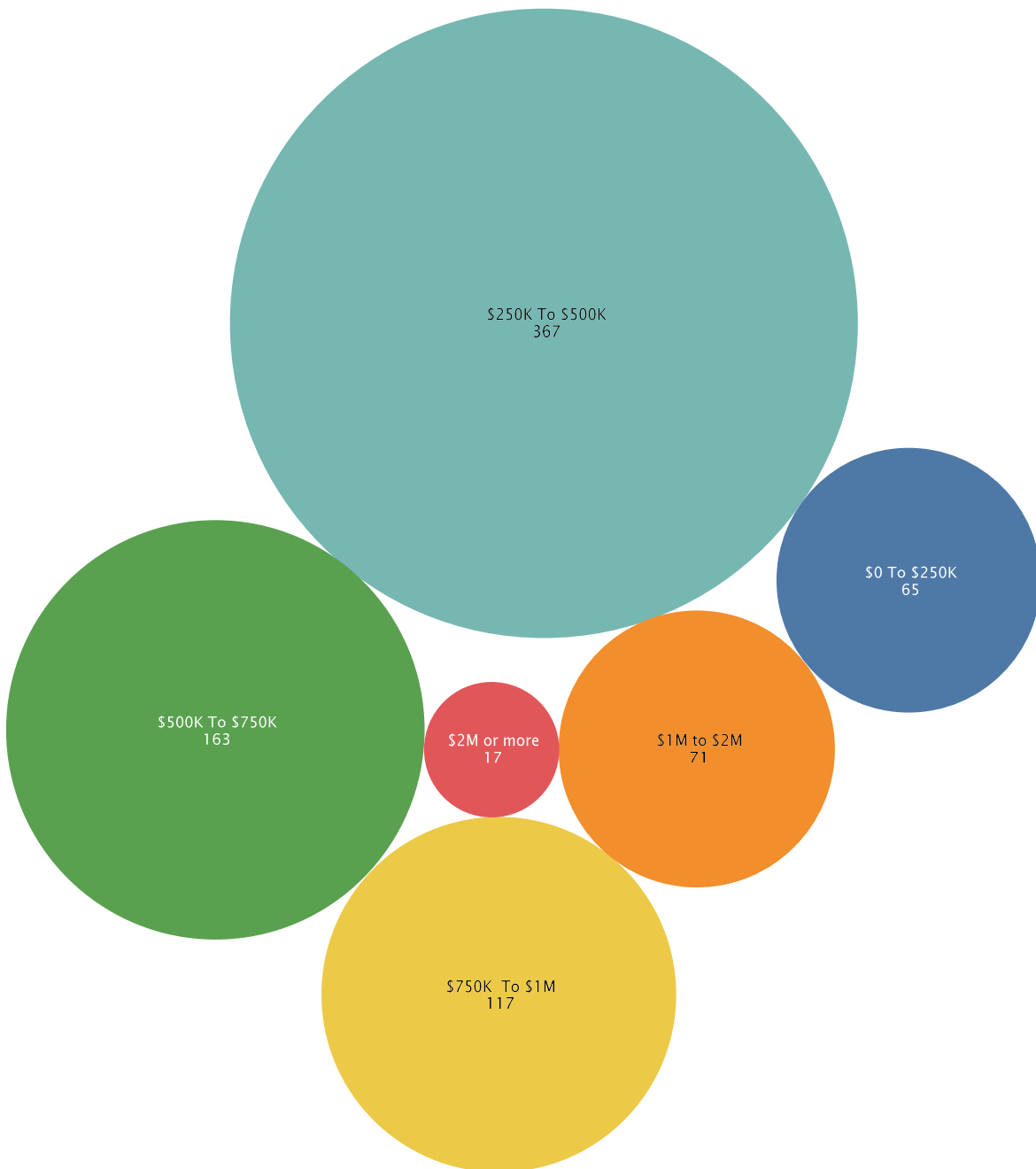
Number 2-10 metros are:

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



VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2022Q4



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



Virginia

The Virginia market fell from \$876 MM in fall 2022 to \$746 MM in winter 2022, a \$130 MM decrease.

Largest Markets

1. Smith Mountain Lake	\$179,469,652	24.1%	6. Occoquan Reservoir	\$24,002,589	3.2%
2. Lake Anna	\$108,396,939	14.5%	7. John H Kerr Reservoir*	\$21,719,400	2.9%
3. Lake Gaston*	\$102,588,308	13.8%	8. Fawn Lake	\$21,085,959	2.8%
4. Lake of the Woods	\$32,257,071	4.3%	9. Lake Frederick	\$16,258,670	3.0%
5. Lake Monticello	\$31,761,757	4.3%	10. Ni River Reservoir	\$15,394,034	2.1%

Total Virginia Market:

\$745,800,726

Largest Home Markets

1. Smith Mountain Lake	\$104,428,196	19.0%
2. Lake Anna	\$77,452,255	14.1%
3. Lake Gaston*	\$65,354,722	11.9%
4. Lake Monticello	\$31,107,857	5.6%
5. Lake of the Woods	\$29,793,271	5.4%
6. Occoquan Reservoir	\$22,493,789	4.1%
7. Fawn Lake	\$19,437,059	3.5%
8. John H Kerr Reservoir*	\$16,855,700	3.1%
9. Lake Frederick	\$16,258,670	3.0%
10. Lake Manassas	\$14,143,300	2.6%

Total Virginia Home Market:

\$551,049,061

Largest Land Markets

1. Smith Mountain Lake	\$75,041,456	38.5%
2. Lake Gaston*	\$37,233,586	19.1%
3. Lake Anna	\$30,944,684	15.9%
4. Leesville Lake	\$9,699,094	5.0%
5. Ni River Reservoir	\$7,225,000	3.7%
6. John H Kerr Reservoir*	\$4,863,700	2.5%
7. Claytor Lake	\$4,174,000	2.1%
8. South Holston Lake*	\$3,509,650	1.8%
9. Lake of the Woods	\$2,463,800	1.3%
10. Presidential Lake	\$1,839,900	0.9%

Total Virginia Land Market:

\$194,751,665

28% of the homes on Lake Anna are priced at \$1M or more.

Most Expensive Homes

1. Lake Manassas	\$1,087,946
2. Smith Mountain Lake	\$908,071

Most Affordable Homes

1. Lake Thoreau	\$587,564
2. Lake Gaston	\$626,952

Most Listings

1. Smith Mountain Lake	514	25.2%	6. Lake Monticello	83	4.1%
2. Lake Gaston*	351	17.2%	7. Lake of the Woods	82	4.0%
3. Lake Anna	240	11.7%	8. Occoquan Reservoir	44	2.2%
4. Leesville Lake	124	6.1%	9. South Holston Lake*	32	1.6%
5. John H Kerr Reservoir*	86	4.2%	10. Fawn Lake	28	1.4%

Total Virginia Listings:

2,043

Most Homes Available

1. Smith Mountain Lake	115	13.1%
2. Lake Gaston*	109	12.4%
3. Lake Anna	93	10.6%
4. Lake Monticello	78	8.9%
5. Lake of the Woods	63	7.2%
6. Occoquan Reservoir	40	4.5%
7. Lake Frederick	28	3.2%
8. John H Kerr Reservoir*	27	3.1%
9. Fawn Lake	23	2.6%
10. Lake Montclair	20	2.3%

Total Virginia Home Listings:

881

Most Land Available

1. Smith Mountain Lake	399	34.3%
2. Lake Gaston*	242	20.8%
3. Lake Anna	147	12.7%
4. Leesville Lake	118	10.2%
5. John H Kerr Reservoir*	59	5.1%
6. South Holston Lake*	20	1.7%
7. Lake of the Woods	19	1.6%
8. Claytor Lake	15	1.3%
9. Lake Laura	14	1.2%
10. Lake Independence	13	1.1%

Total Virginia Land Listings:

1,162

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake of the Woods	\$249,821
2. Claytor Lake	\$169,675
3. Smith Mountain Lake	\$113,036
4. Lake Anna	\$100,458
5. Lake Gaston	\$66,587
6. South Holston Lake	\$50,988
7. Leesville Lake	\$42,593
8. Lake Independence	\$38,618

Listings of 10 Acres or More

1. Lake Anna	\$33,756
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

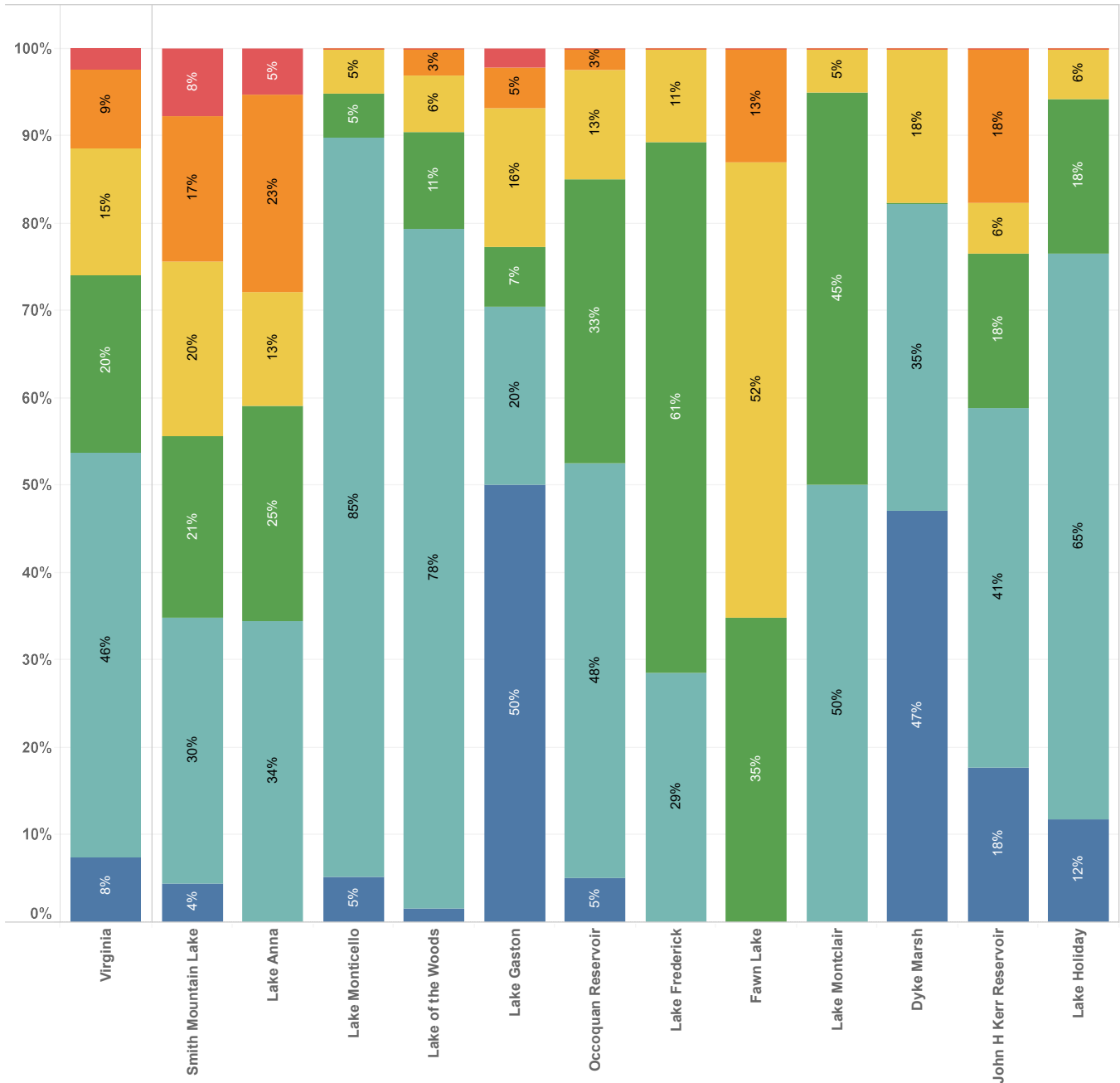
1. John H Kerr Reservoir	\$35,852
2. Lake Laura	\$37,307
3. Lake Independence	\$38,618
4. Leesville Lake	\$42,593
5. South Holston Lake	\$50,988
6. Lake Gaston	\$66,587
7. Lake Anna	\$100,458
8. Smith Mountain Lake	\$113,036

Listings of 10 Acres or More

1. Leesville Lake	\$6,751
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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 2022Q4

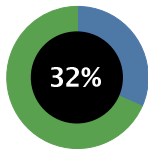
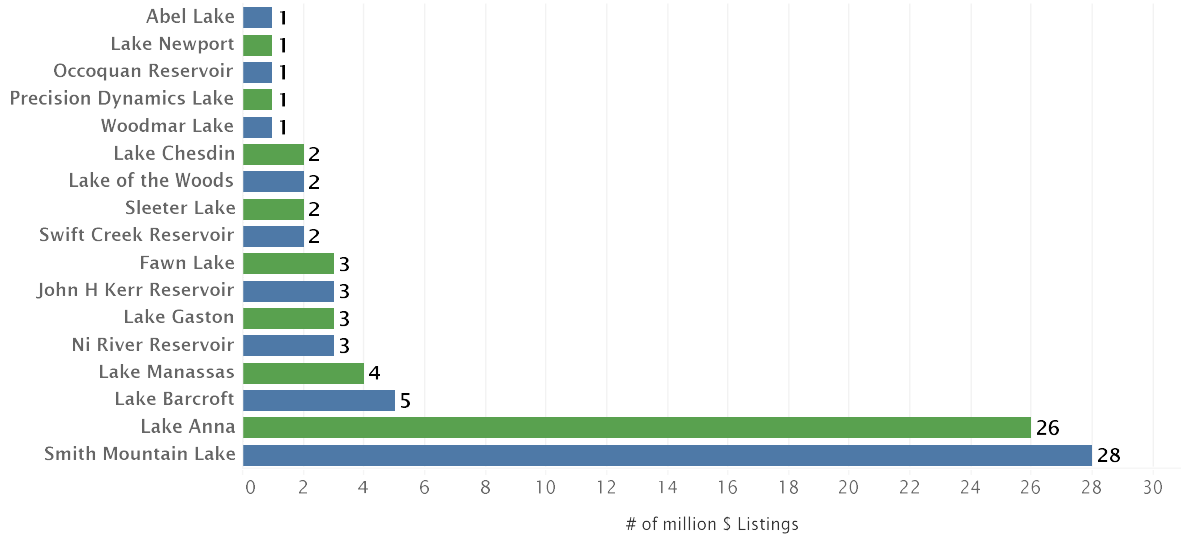


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2022Q4

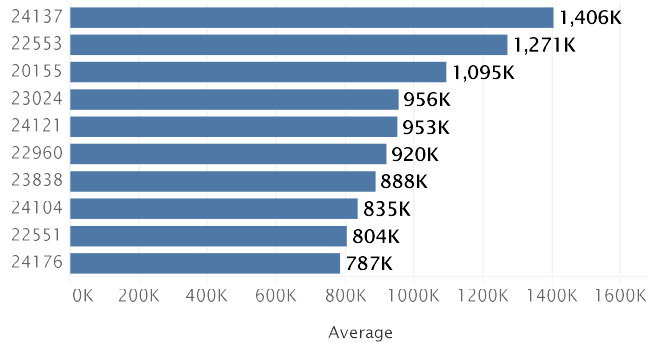


of \$1M+ Homes in Virginia are on Smith Mountain Lake

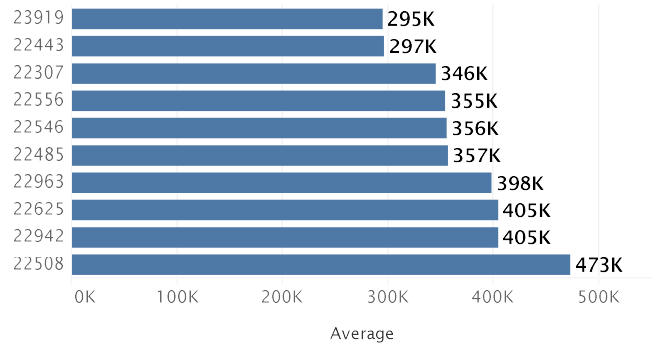
Total Number of \$1M+ Homes

88

Most Expensive ZIP Codes 2022Q4

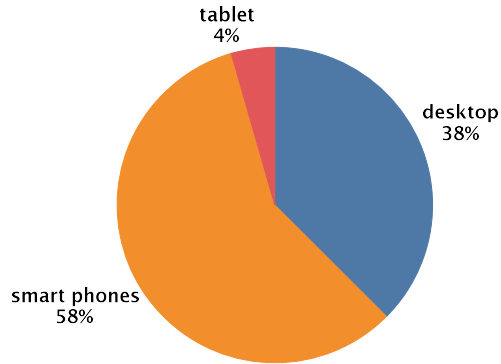


Most Affordable ZIP Codes 2022Q4

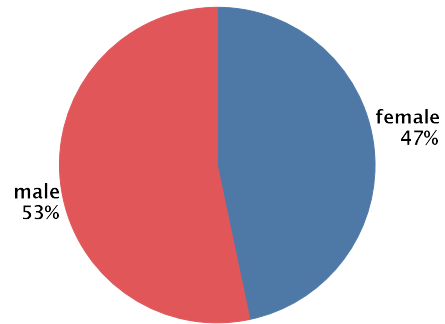


Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2022Q4

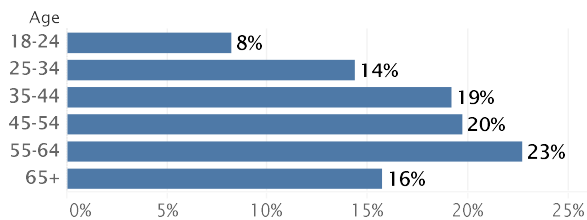


Male/Female Visitors 2022Q4



64% of potential buyers come from outside Virginia

What Age Groups are Shopping 2022Q4



Washington DC (Hagerstown

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

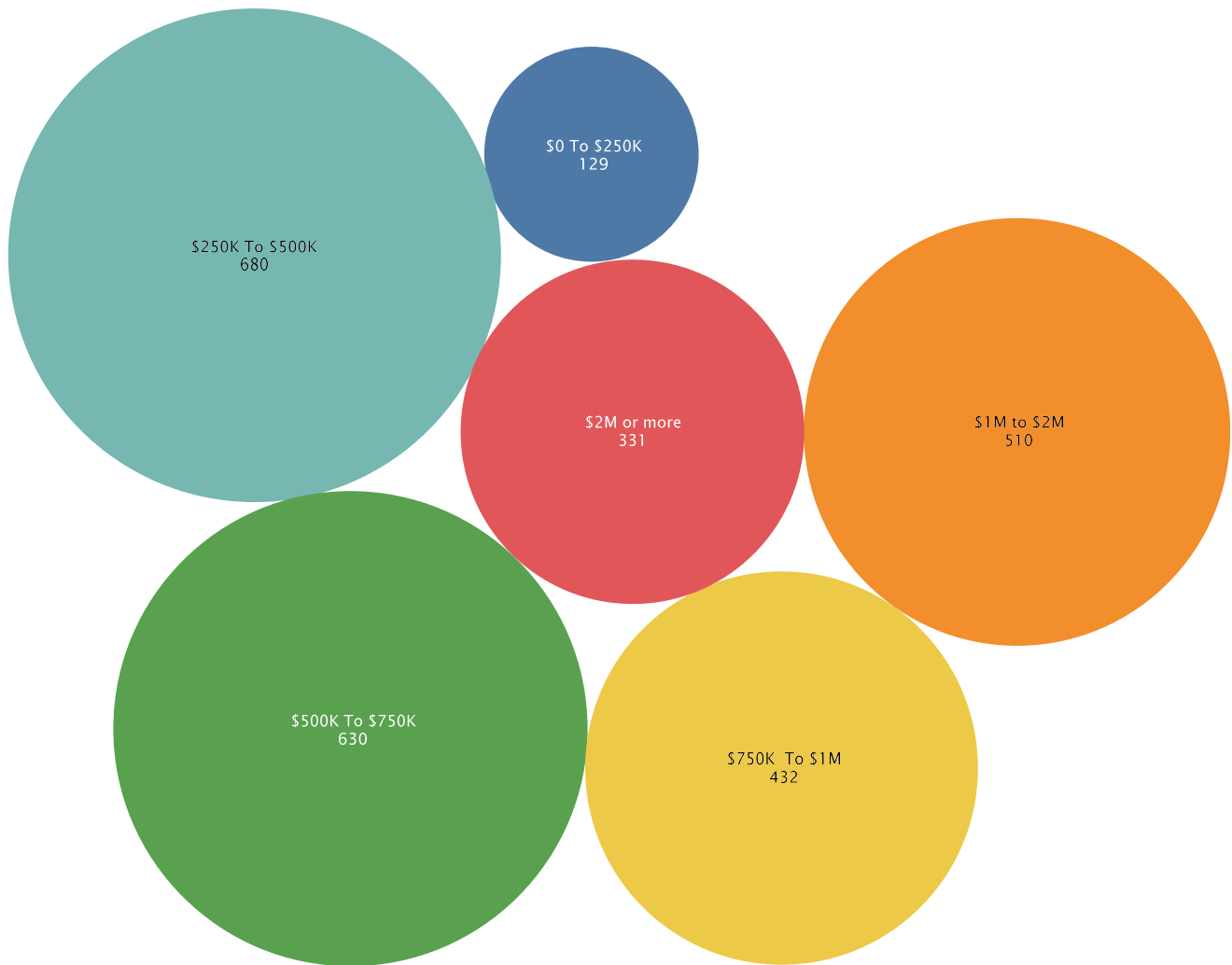
Number 2-10 metros are:

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



WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2022Q4



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



Washington

The Washington market decreased from \$4.5 BB in fall 2022 to \$3.7 BB in winter 2022, an \$800 MM (18%) fall.

Largest Markets

1. Puget Sound	\$1,169,757,211	31.6%	6. Moses Lake	\$56,391,586	1.5%
2. Lake Washington	\$1,036,500,190	28.0%	7. Lake Whatcom	\$50,939,676	1.4%
3. Lake Sammamish	\$130,991,960	3.5%	8. Lake Tapps	\$44,385,294	1.2%
4. Lake Union	\$108,952,095	2.9%	9. Osoyoos Lake	\$40,751,095	1.1%
5. Lake Chelan	\$68,922,300	1.9%	10. Bitter Lake	\$33,630,230	0.9%

Total Washington Market:

\$3,695,982,682

Largest Home Markets

1. Puget Sound	\$1,061,074,810	31.9%
2. Lake Washington	\$993,474,840	29.9%
3. Lake Sammamish	\$118,562,960	3.6%
4. Lake Union	\$103,002,095	3.1%
5. Lake Whatcom	\$49,780,876	1.5%
6. Lake Chelan	\$46,239,050	1.4%
7. Lake Tapps	\$39,996,634	1.2%
8. Moses Lake	\$36,573,186	1.1%
9. Bitter Lake	\$32,355,280	1.0%
10. Lake Stevens	\$22,474,299	0.7%

Total Washington Home Market:

\$3,326,360,097

Largest Land Markets

1. Puget Sound	\$108,682,401	29.4%
2. Lake Washington	\$43,025,350	11.6%
3. Lake Chelan	\$22,683,250	6.1%
4. Osoyoos Lake	\$21,769,400	5.9%
5. Moses Lake	\$19,818,400	5.4%
6. Wanapum Lake	\$14,297,000	3.9%
7. Lake Sammamish	\$12,429,000	3.4%
8. Lake Union	\$5,950,000	1.6%
9. Green Lake Reservoir	\$5,900,000	1.6%
10. Franklin D Roosevelt Lake	\$5,601,600	1.5%

Total Washington Land Market:

\$369,622,585

Most Expensive Homes

1. Lake Washington	\$4,038,516
2. Lake Sammamish	\$2,371,259

Most Affordable Homes

1. Lake Tapps	\$1,080,990
2. Lake Union	\$1,119,588

Most Listings

1. Puget Sound	1,266	34.4%	6. Lake Chelan	74	2.0%
2. Lake Washington	272	7.4%	7. Lake Sammamish	57	1.5%
3. Moses Lake	120	3.3%	8. Lake Whatcom	47	1.3%
4. Duck Lake	103	2.8%	9. Wanapum Lake	46	1.2%
5. Lake Union	95	2.6%	10. Osoyoos Lake	45	1.2%

Total Washington Listings: 3,685

Most Homes Available

1. Puget Sound	943	34.6%
2. Lake Washington	246	9.0%
3. Lake Union	92	3.4%
4. Moses Lake	78	2.9%
5. Lake Sammamish	50	1.8%
6. Duck Lake	49	1.8%
7. Lake Whatcom	41	1.5%
8. Bitter Lake	39	1.4%
9. Lake Chelan	37	1.4%
9. Lake Tapps	37	1.4%

Total Washington Home Listings: 2,723

Most Land Available

1. Puget Sound	323	33.6%
2. Duck Lake	54	5.6%
3. Moses Lake	42	4.4%
4. Wanapum Lake	39	4.1%
5. Lake Chelan	37	3.8%
6. Franklin D Roosevelt Lake	27	2.8%
7. Lake Washington	26	2.7%
8. Osoyoos Lake	23	2.4%
9. Clear Lake - Yelm	13	1.4%
10. Cle Elum Lake	10	1.0%

Total Washington Land Listings: 962

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$3,919,198
2. Osoyoos Lake	\$950,692
3. Wanapum Lake	\$523,863
4. Lake Chelan	\$405,082
5. Duck Lake	\$393,103
6. Moses Lake	\$248,135
7. Puget Sound	\$225,290
8. Cle Elum Lake	\$135,089

Listings of 10 Acres or More

1. Puget Sound	\$69,453
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Most Affordable Land per Acre

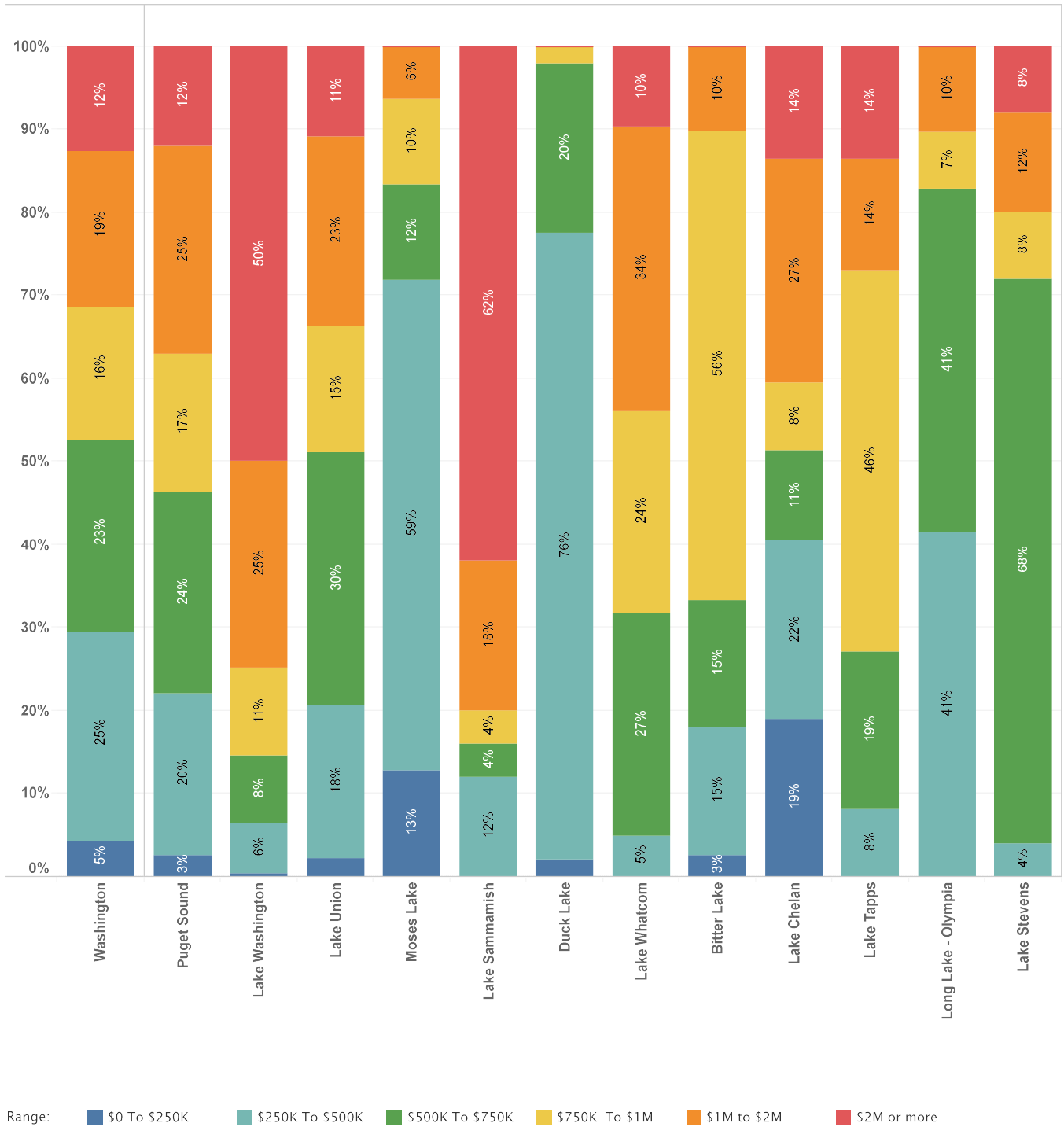
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$68,200
2. Clear Lake - Yelm	\$128,690
3. Cle Elum Lake	\$135,089
4. Puget Sound	\$225,290
5. Moses Lake	\$248,135
6. Duck Lake	\$393,103
7. Lake Chelan	\$405,082
8. Wanapum Lake	\$523,863

Listings of 10 Acres or More

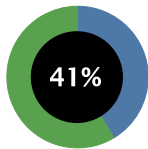
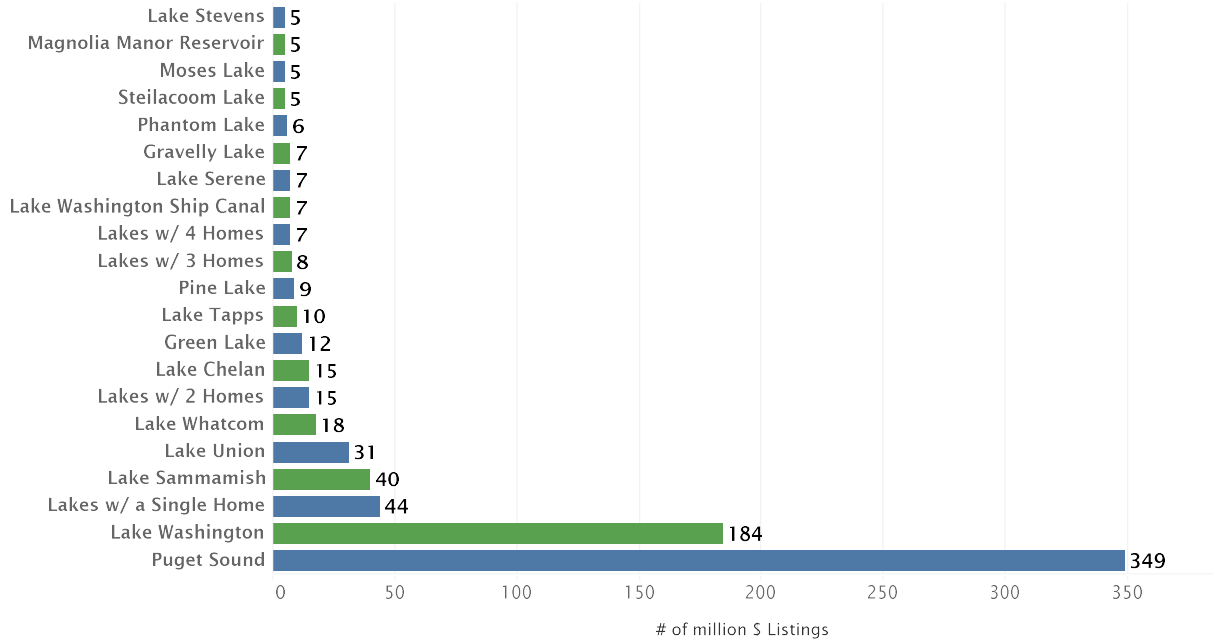
1. Rufus Woods Lake	\$5,402
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Price Breakdown by Percentage of Homes in the Washington Market 2022Q4



Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2022Q4

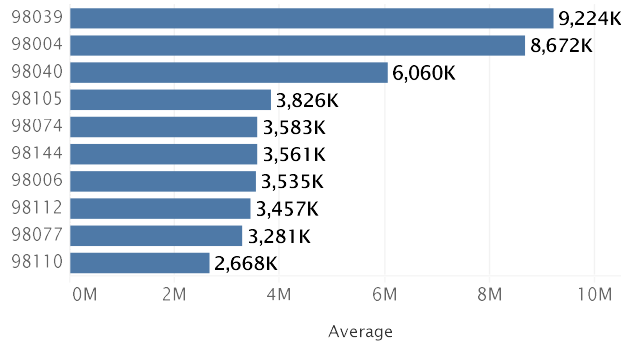


of \$1M+ Homes in Washington are on Puget Sound

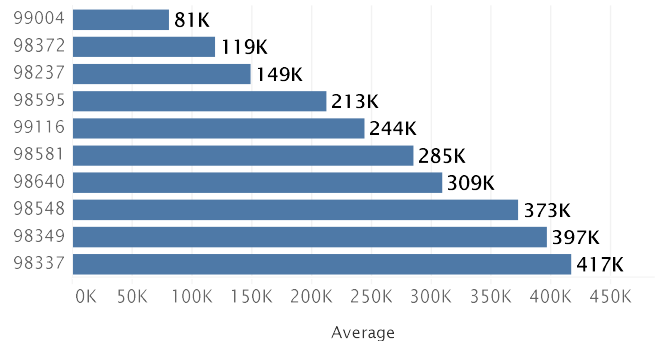
Total Number of \$1M+ Homes

841

Most Expensive ZIP Codes 2022Q4

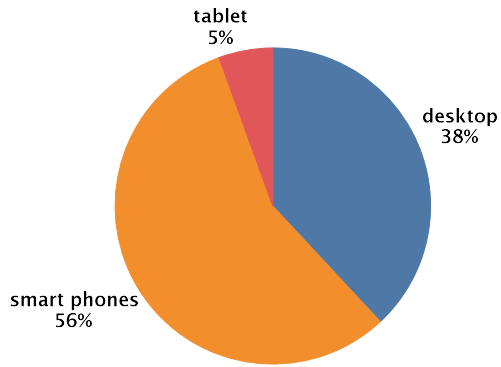


Most Affordable ZIP Codes 2022Q4

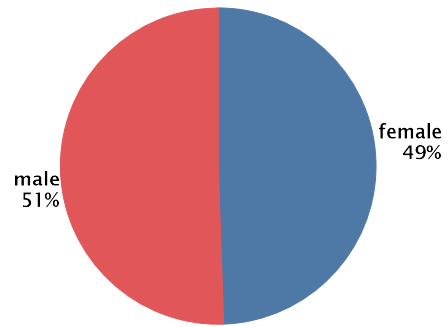


Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2022Q4



Male/Female Visitors 2022Q4

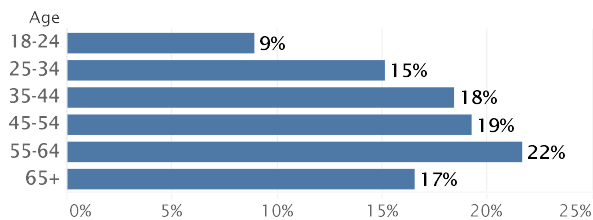


53% of potential buyers come from outside Washington

Los Angeles

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

What Age Groups are Shopping 2022Q4



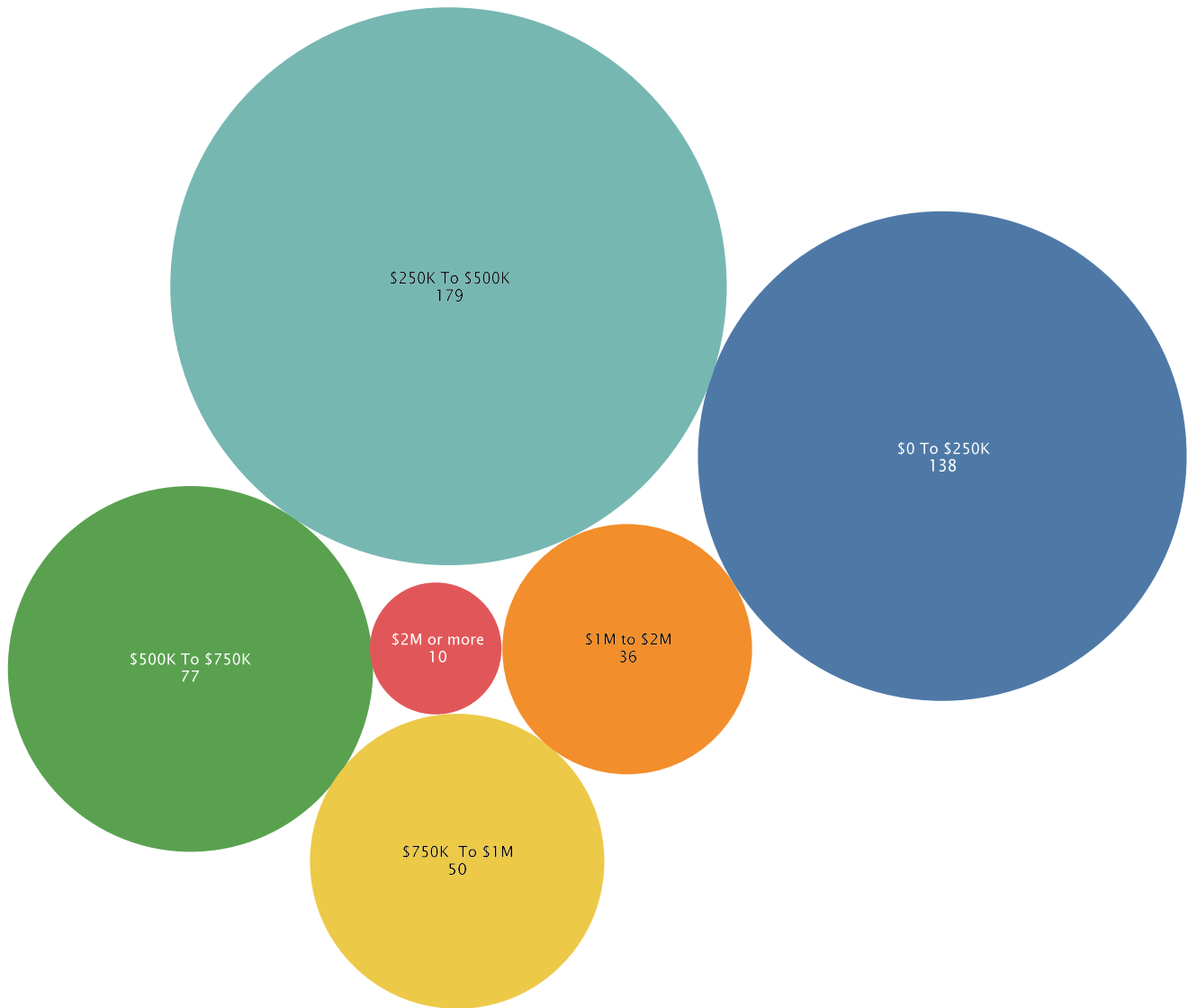
Number 2-10 metros are:

- Portland, OR
- San Francisco-Oakland-San Jose, CA
- Sacramento-Stockton-Modesto, CA
- Phoenix, AZ
- Fresno-Visalia, CA
- Medford-Klamath Falls, OR
- San Diego, CA
- Bakersfield, CA
- Denver, CO



WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2022Q4



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



Wisconsin

The Wisconsin home market fell from \$432 MM in fall 2022 to \$318 MM in winter 2022, a \$114 MM (26%) decrease.

Largest Markets

1. Lake Saint Croix - Afton	\$21,322,700	6.7%	6. Yellow Birch Lake	\$5,649,000	1.8%
2. Minocqua Lake	\$9,288,200	2.9%	7. Bridge Lake	\$5,352,000	1.7%
3. Lake Superior	\$9,078,400	2.9%	8. Fence Lake	\$5,094,000	2.0%
4. Lake Wissota - Lafayette	\$8,035,800	2.5%	9. Long Lake - Long Lake	\$4,974,800	1.6%
5. Prairie Lake - Prairie Lake	\$6,142,360	1.9%	10. Tomahawk Lake	\$4,949,600	1.9%

Total Wisconsin Market:

\$317,730,544

Largest Home Markets

1. Lake Saint Croix - Afton	\$21,268,700	8.3%
2. Minocqua Lake	\$9,013,200	3.5%
3. Lake Wissota - Lafayette	\$6,735,900	2.6%
4. Lake Superior	\$6,326,600	2.5%
5. Yellow Birch Lake	\$5,150,000	2.0%
6. Fence Lake	\$5,094,000	2.0%
7. Tomahawk Lake	\$4,949,600	1.9%
8. Bone Lake - Georgetown	\$4,216,500	1.6%
9. Bridge Lake	\$4,069,300	1.6%
10. Long Lake - Long Lake	\$3,957,600	1.5%

Total Wisconsin Home Market:

\$256,279,145

Largest Land Markets

1. Prairie Lake - Prairie Lake	\$4,157,660	6.8%
2. Lake Superior	\$2,751,800	4.5%
3. Balsam Lake - Birchwood	\$2,599,600	4.2%
4. North Twin Lake	\$1,997,650	3.3%
5. Lake Menomin - Menomonie	\$1,400,000	2.3%
6. Gilmore Lake - Minong	\$1,374,000	2.2%
7. Cranberry Lake - Washington	\$1,329,800	2.2%
8. Lake Wissota - Lafayette	\$1,299,900	2.1%
9. Beaver Dam Lake - Maple Plain	\$1,297,000	2.1%
10. Bridge Lake	\$1,282,700	2.1%

Total Wisconsin Land Market:

\$61,451,399

Most Expensive Homes

1. Lake Saint Croix - Afton	\$924,726
2. Lake Superior	\$632,660

Most Affordable Homes

1. Lake Wissota - Lafayette	\$612,355
2. Lake Superior	\$632,660

Most Listings

1. Prairie Lake - Prairie Lake	78	7.9%	6. Rice Lake 230 - Rice Lake	16	1.6%
2. Lake Saint Croix - Afton	24	2.4%	6. Tainter Lake - Tainter	16	1.6%
3. Minocqua Lake	22	2.2%	8. Apple River Flowage 134 - Lincoln	15	1.5%
4. Lake Superior	19	1.9%	8. Bridge Lake	15	1.5%
5. Lake Mohawksin	17	1.7%	8. The Narrows - Chetek	15	1.5%
Total Wisconsin Listings:				991	

Most Homes Available

1. Lake Saint Croix - Afton	23	4.7%
2. Minocqua Lake	20	4.1%
3. Lake Mohawksin	11	2.2%
3. Lake Wissota - Lafayette	11	2.2%
3. Tainter Lake - Tainter	11	2.2%
6. Lake Superior	10	2.0%
7. Bridge Lake	9	1.8%
7. Lake Pepin - Stockholm	9	1.8%
9. South Bay	8	1.6%
10. Boom Lake - Newbold	7	1.4%

Total Wisconsin Home Listings:

490

Most Land Available

1. Prairie Lake - Prairie Lake	72	14.4%
2. Killarney Lake	12	2.4%
3. Apple River Flowage 134 - Lincoln	11	2.2%
3. Tainter Lake 1667 - Red Cedar	11	2.2%
5. Bass Lake - Cedar Lake	10	2.0%
5. Gilmore Lake - Minong	10	2.0%
5. Kapes Lake - Siren	10	2.0%
8. Lake Superior	9	1.8%
8. Rice Lake 230 - Rice Lake	9	1.8%
8. The Narrows - Chetek	9	1.8%

Total Wisconsin Land Listings:

501

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Gilmore Lake - Minong	\$64,689
2. Bass Lake - Cedar Lake	\$59,186
3. Tainter Lake 1667 - Red Cedar	\$55,155
4. Kapes Lake - Siren	\$23,174
5. Apple River Flowage 134 - Lincoln	\$17,535

Listings of 10 Acres or More

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Most Affordable Land per Acre

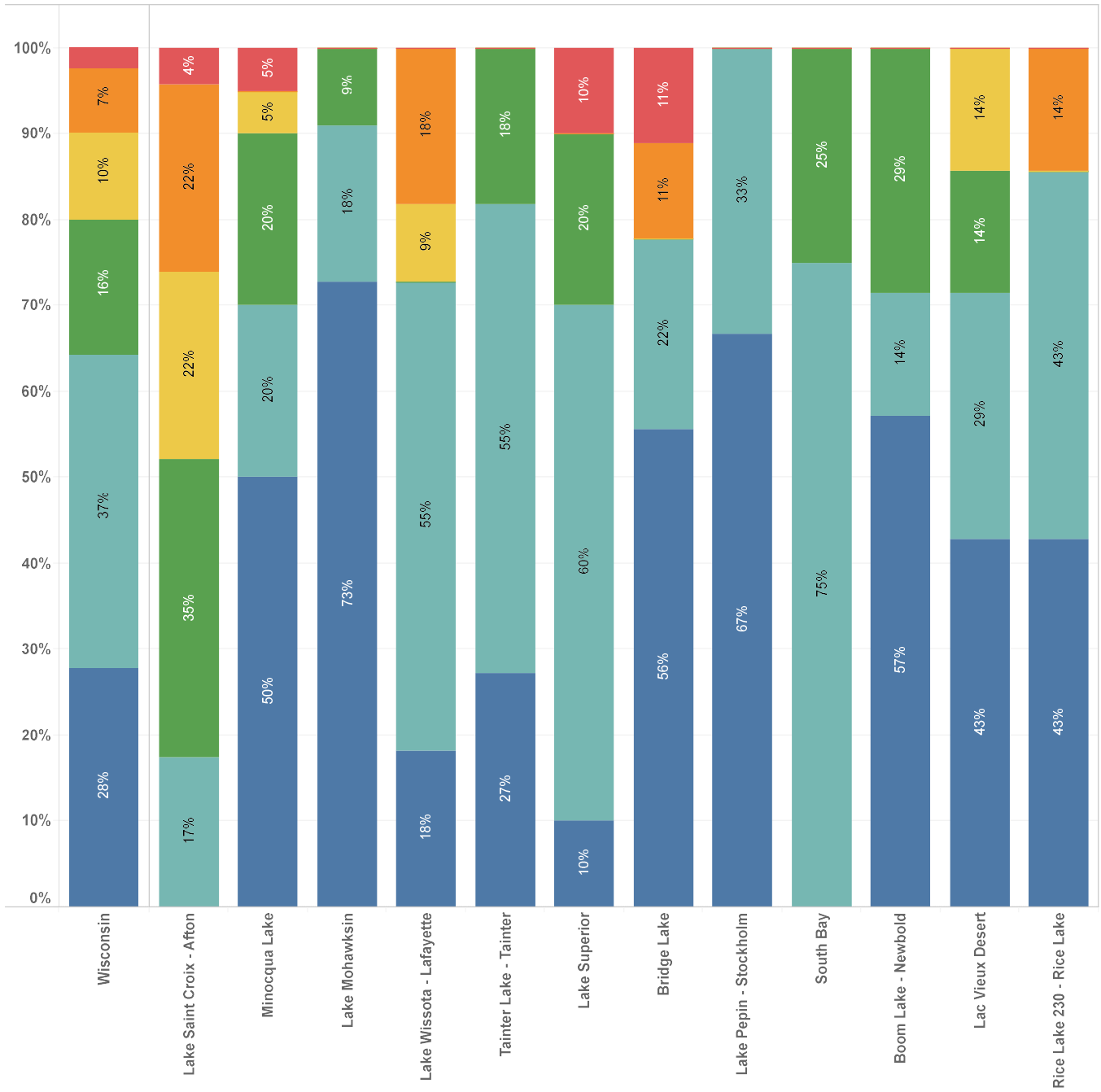
Listings of Less Than 10 Acres

1. Apple River Flowage 134 - Lincoln	\$17,535
2. Kapes Lake - Siren	\$23,174
3. Tainter Lake 1667 - Red Cedar	\$55,155
4. Bass Lake - Cedar Lake	\$59,186
5. Gilmore Lake - Minong	\$64,689

Listings of 10 Acres or More

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Price Breakdown by Percentage of Homes in the Wisconsin Market 2022Q4

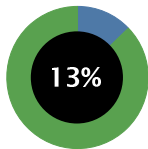
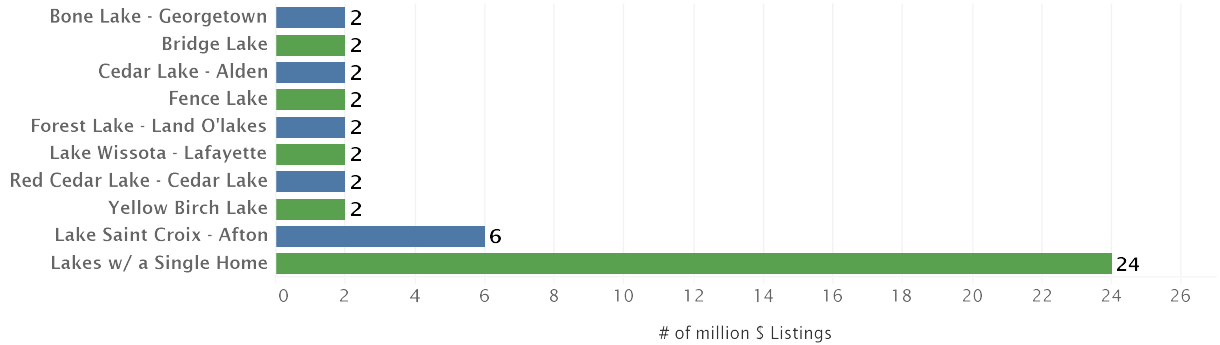


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Luxury Lake Real Estate in Wisconsin

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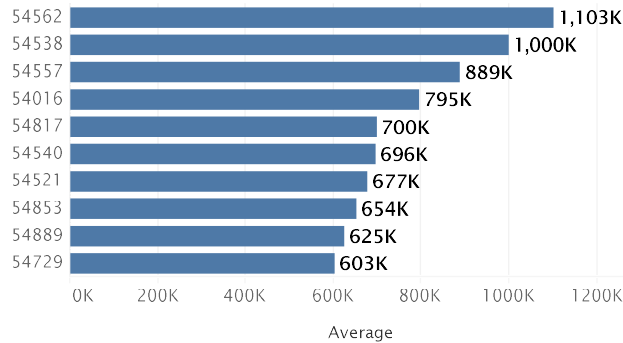


of \$1M+ Homes in Wisconsin are on Lake Saint Croix - Afton

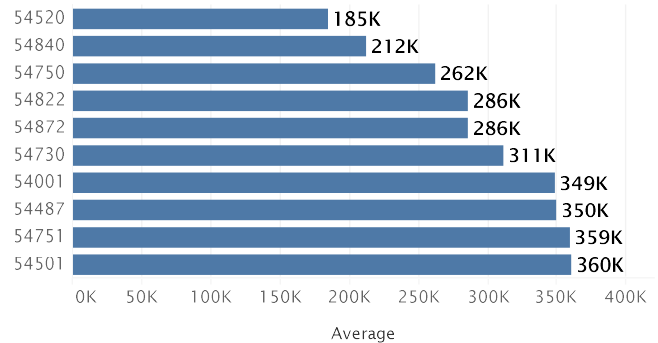
Total Number of \$1M+ Homes

46

Most Expensive ZIP Codes 2022Q4

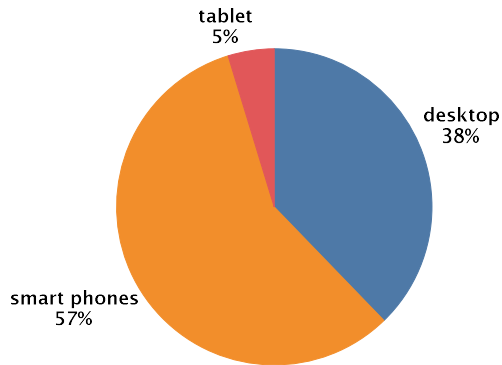


Most Affordable ZIP Codes 2022Q4

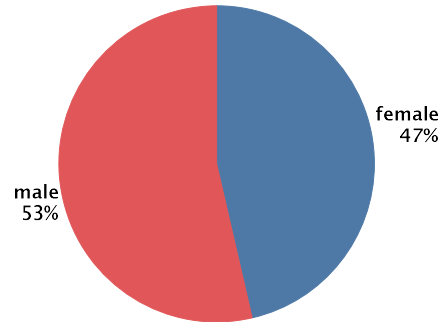


Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2022Q4

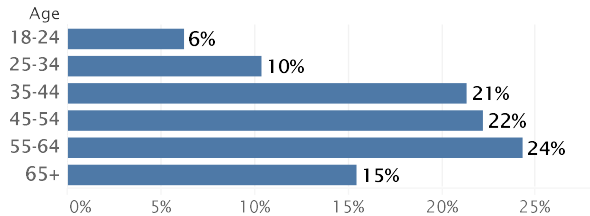


Male/Female Visitors 2022Q4



71% of potential buyers come from outside Wisconsin

What Age Groups are Shopping 2022Q4



Chicago

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

Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- Denver, CO
- Dallas-Ft. Worth, TX
- Washington DC (Hagerstown MD)
- Wichita-Hutchinson, KS
- Atlanta, GA
- Phoenix, AZ
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA
- Lincoln & Hastings-Kearney, NE

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