



Lake Real Estate Market Report

Chapter 1
Available Lake Homes and Land Report

Spring 2022

Produced By

LakeHomes.com

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Lake Real Estate Market Reports

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

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

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

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

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

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

CEO's Market Insights

Lake real estate has many differences in relation to other residential real estate markets, and I'm not just referring to the presence of a lake.

Lake homes are always discretionary, leading to different mindsets and buy/sell patterns.

Our team knows more about the U.S. lake real estate market than anyone, and we offer this report to share many of the interesting and valuable insights we see daily. To make this information more usable, I offer my **observations and opinions based** on our immersion in this information.

It is important to note that some (but not all) of my points also apply to general residential real estate. However, where lake real estate markets are different, **they are often exceptionally different!**

1. Things can change fast. The **developments and warfare in Ukraine**, and risks of this becoming broader, are factors for the economy and real estate in 2022. At this time, the exact impact may be very minimal for domestic real estate (but may have drastically changed by the time you read this).

Assuming the war in Ukraine does not extend into other countries, domestic real estate, including lake real estate, will continue to be **dominated by inventory shortages, gradual interest rate increase, and inflation**. Of course, the war can impact all three of those factors, but it will likely be minimal compared to other factors (barring a major meltdown of the energy markets or large-scale war).

2. While we have no pleasure in benefiting from the horrific brutality and loss of life, the economic reality in the United States is that war can **drive demand for discretionary housing**, such as lake homes, mountain homes, and beach homes.

Why? Human nature. For some, it can be a feeling that life is short, so don't wait for the dream home. For others, it may be an emotional need to find a retreat to escape (even if that escape is simply mental). Of course, human nature is challenging to measure, but we do not believe it can be ignored when considering when to buy or sell a lake home and at what price.

3. I am sticking with my winter projection that the lake real estate **market activity during 2022 will slightly exceed 2021**. PROVIDED there are enough appropriately priced homes for buyers to purchase (which is a serious problem inhibiting any boom).

Barring any black swan events (my one disclaimer), including a much broader fallout from the war in Ukraine, the 2022 real estate market, including lake real estate, **will be better (up 10% to 20%)** but still similar to the strong market volume of 2020 and 2021.

After 2022 there are too many variables to make any prudent prediction. (No matter what your favorite economist or TV talking head may say, they are pulling guesses out of their backside.)

However, I do see recent calls have subsided by some (but not me) suggesting a strong economy will offset our fast-growing public debt.

I see impactful inflation as inevitable due to the massive size of the government's Covid-driven cash infusion and the looming war-induced energy market challenges. **Inflation and “skimpflation” (spending the same amount but on fewer quality items) is already present** in many markets, including real estate. This issue will continue, even if it does not become runaway inflation.

4. Speaking of **“skimpflation,”** this is a recent development at many lake real estate markets. As a group (meaning there are outliers too), lake home buyers have become less aggressive about making higher-and-higher competing offers. Instead, some buyers are now willing to **settle for a lesser property at what they originally intended to offer/spend.**

Two factors primarily drive this trend. First is an acceptance of long-term inventory limitations. Lake home buyers are faced with buying a “lesser” property within their budget, or they won't buy at all. This choice is a more significant factor because lake property is a discretionary purchase.

Second is a tapering of the mob of desperation bidders and a slow return to financial and investment prudence due to inflation and U.S. economic concerns.

This new trend is essential to consider when pricing the property if selling a lake home.

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** and has seen no meaningful change since.

“Mortgage rates and availability will have no meaningful impact on the lake real estate market in 2022 other than the influence of overall real estate market perception.”

During the pandemic, the inventory contraction was driven by an increased appetite from buyers; at the same time, many **sellers retreated from the market.** The seller retreat was driven by health and economic concerns and the remote work/school lifestyle available at most lakes.

The lake home seller retreat will not last, but it will still be a slow shift that begins with very “optimistic” sellers.

6. While it requires far more discussion than I can share here, I recommend all lake home sellers understand that using a discount broker and selling in one day (or one weekend) can sound very appealing. However, this strategy **fails to have the smoothest contracts or the most money to the sellers** (even after accounting for commission differences).

While these issues can apply to all residential real estate, the uniqueness of lake homes and buyers who typically live more than two hours away makes these problems more pronounced at the

lakes. So please evaluate your real estate agent's overall plan carefully, and don't let a "hot" market fool you into **leaving "net to seller" money on the table!**

7. Changes in interest rates will **NOT be a significant issue for lake real estate**. Lake home buyers often pay cash (particularly if it is a second home), so mortgage availability has little-to-no impact. That said, some lake home buyers are still obtaining relatively cheap interest mortgages for home purchases, leaving their capital available for other investments or unexpected struggles. So, overall, **mortgage rates and availability will have no meaningful impact on the lake real estate market in 2022** other than the influence of overall real estate market perception.

8. **I strongly recommend owners of lake real estate view their property with an investment mindset**. The peak market will not last forever, and we only see the peak after we have passed it.

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

However, suppose you are an owner considering downsizing, eliminating a second home, or moving back toward family away from the lake. In that case, 2022 **will be an excellent opportunity** to get the best return on your investment in your lake home. How long this window of opportunity lasts is unknown, but **it likely will not return for years once it passes**.

9. From the visitors to LakeHomes.com, we know **many buyers evaluate lake homes on MULTIPLE LAKES**, sometimes even in different states. Therefore, if you are selling, it is wise to price lake real estate with a **solid understanding of multiple markets**, such as the information we include in this report. Additionally, an owner should seek guidance on home **prices on similar lakes** in other areas of the country. Our licensed agents can uniquely assist home sellers in this process.
10. With such intense demand for lake homes, why are there tens of thousands of lake homes and lots that have been listed for sale for months and even years?

Easy answer. Buyers see these homes listed online and consider them **grossly overpriced**. These buyers won't even waste their time to ask about these properties, much less see them. Buyers may be hungry, but they are not fools. They know the lake real estate market is likely at, or near, peak and **have no appetite for shooting too far beyond that peak**.

Headlines involving war and possible energy price challenges further suppress the interest in grossly overpaying for anything, including a lake home.

Many buyers remember friends and family (and maybe even themselves) who bought at the 2008 peak and never fully recovered that investment. This investment loss issue was generally worse in lake markets than primary residential markets due to the financial means of most lake home buyers. As a group, they had more means to overpay and did so.

With economic, debt, and now energy challenges expected in coming years, many lake home **buyers are eager but prudent**. As such, grossly overpriced lake homes and lots **will sit unsold**,

and no amount of marketing can overcome that problem. Therefore, appropriate initial pricing is critically important for maximum financial return for lake home sellers.

"Owners of lake real estate would be wise to consider their property with an investment mindset."

11. I continue to see a misunderstanding by home sellers at the lake and off the lake. **A lack of showings or offers is rarely due to any lack of marketing** of a home. The exceptions would be some For-Sale-By-Owner properties lacking sufficient online exposure or where the home is a pocket listing.

Lake home buyers (and home buyers in general) are better informed than at any time in human history. As a result, they **easily spot grossly overpriced homes** and **AVOID THEM!**

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

If selling a home, listen to the market's response (which is often their silence) and adjust quickly before your property becomes "stale" on the market (as stale homes lose value even faster).

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

- G



Glenn S. Phillips

CEO

Report Methodology

LakeHomes.com is the website and public information tool of Lake Homes Realty. Lake Homes Realty is a full-service real estate brokerage licensed in 34 states and is currently a member of 132 Multiple Listing Services (MLS). Thirty-two of these states are covered in this report. States that are not included in this report have data that has not yet been evaluated.

This report is based on real estate property for sale based on listing data collected in February of 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 February 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.

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Overall Top 10s

Largest Markets

1. Lake Michigan, IL	\$1,187,621,995	6. Lake Washington, WA	\$468,316,018
2. Puget Sound, WA	\$729,602,506	7. Lake Wylie, NC/SC*	\$373,526,544
3. Lake Norman, NC	\$634,819,251	8. Lake Of The Ozarks, MO	\$335,269,008
4. Lake Michigan, MI	\$549,052,489	9. Lake Travis, TX	\$334,735,871
5. Lake Lanier, GA	\$476,993,265	10. Lewisville Lake, TX	\$327,729,985

Largest Home Markets

1. Lake Michigan, IL	\$1,172,361,735
2. Puget Sound, WA	\$645,546,999
3. Lake Norman, NC	\$471,348,675
4. Lake Washington, WA	\$408,357,618
5. Lake Michigan, MI	\$373,623,814
6. Lake Lanier, GA	\$320,372,937
7. Lake Wylie, NC/SC*	\$318,513,097
8. Lewisville Lake, TX	\$272,509,247
9. Lake Travis, TX	\$263,825,589
10. Old Hickory Lake, TN	\$248,449,494

Largest Land Markets

1. Lake Michigan, MI	\$175,428,675
2. Lake Norman, NC	\$163,470,576
3. Lake Lanier, GA	\$156,620,328
4. Lake Of The Ozarks, MO	\$88,323,522
5. Puget Sound, WA	\$84,055,507
6. Table Rock Lake, AR/MO*	\$81,659,869
7. Lake Keowee, SC	\$80,136,872
8. Smith Mountain Lake, VA	\$77,859,030
9. Lake Conroe, TX	\$72,220,551
10. Lake Travis, TX	\$70,910,282

Most Expensive Homes

1. Whitefish Lake, MT	\$4,709,000
2. Lake Washington, WA	\$3,141,212
3. Hayden Lake, ID	\$3,114,454
4. Lake Nona, FL	\$3,021,264
5. Butler Chain Of Lakes, FL	\$2,950,425
6. Flathead Lake, MT	\$2,844,585
7. Coeur d'Alene Lake, ID	\$2,604,280
8. Skaneateles Lake, NY	\$2,415,300
9. Lake Michigan - Petoskey Area, MI	\$2,290,782
10. Lake Keystone, FL	\$2,147,045

Most Affordable Homes

1. Chaplin Lake, LA	\$167,700
2. Peoria Lake, IL	\$168,279
3. Round Lake, IL	\$173,420
4. Lake Huron - Bay City Area, MI	\$185,727
5. Pomme De Terre Lake, MO	\$187,263
6. Gages Lake, IL	\$199,600
7. Chain O'Lakes - Long Lake, IL	\$207,860
8. Lake Catherine, TN	\$209,480
9. Lake Panasoffkee, FL	\$212,210
10. Callender Lake, TX	\$227,814

Most Listings

Lake Michigan, IL	1,451	Lake Wylie, NC/SC*	750
Table Rock Lake, AR/MO*	1,132	Lake Hartwell, GA/SC*	671
Lake Norman, NC	948	Lake Michigan, MI	670
Lake Of The Ozarks, MO	892	Lake Lanier, GA	653
Puget Sound, WA	790	Lake Conroe, TX	629

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

Most Homes Available

Lake Michigan, IL	1,415
Lake Norman, NC	591
Lake Wylie, NC/SC*	571
Puget Sound, WA	555
Lewisville Lake, TX	517
Lake Of The Ozarks, MO	430
Lake Ray Hubbard, TX	418
Lake Lanier, GA	405
Lake Conroe, TX	374
Old Hickory Lake, TN	364

Most Land Available

Table Rock Lake, AR/MO*	855
Lake Hartwell, GA/SC*	475
Lake Of The Ozarks, MO	462
Watts Bar Lake, TN	407
Smith Mountain Lake, VA	406
Lake Michigan, MI	399
Lewis Smith Lake, AL	373
Greers Ferry Lake, AR	365
Cherokee Lake, TN	364
Lake Keowee, SC	363

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington, WA	\$5,929,489
2. Lake Austin, TX	\$2,696,878
3. Lake Chelan, WA	\$1,155,370
4. Osoyoos Lake, WA	\$1,139,401
5. Lake Killarney, FL	\$838,223
6. Lake Blue Ridge, GA	\$799,310
7. Lake St Clair, MI	\$778,411
8. Dutchmans Creek Lake, NC	\$764,430
9. Lake Cascade, ID	\$672,627
10. Lake Michigan - New Buffalo-Sawyer Area, MI	\$655,889

Listings of 10 Acres or More

1. Lewisville Lake, TX	\$194,206
2. Lake Conroe, TX	\$157,173
3. Lake Lanier, GA	\$91,433
4. Pend Oreille Lake, ID	\$82,723
5. Lake Keowee, SC	\$81,406
6. Lake Travis, TX	\$77,788
7. Puget Sound, WA	\$66,444
8. Lake Michigan - Petoskey Area, MI	\$64,696
9. Flathead Lake, MT	\$64,204
10. Lake Allatoona, GA	\$58,449

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. Hidden Lake - Nebo, NC	\$10,094
2. Cordell Hull Lake, TN	\$10,656
3. Tink Wig Lake, PA	\$11,811
4. Bull Shoals Lake, MO	\$13,637
5. Longville Lake, LA	\$14,992
6. Bull Shoals Lake, AR	\$15,190
7. Spring Lake - Valle Twp, MO	\$15,251
8. Lake Bellaire, MI	\$15,770
9. Cumberland Lakes, TN	\$16,340
10. Lake Harding, AL	\$17,464

Listings of 10 Acres or More

1. Rufus Woods Lake, WA	\$2,718
2. Bull Shoals Lake, MO	\$3,596
3. Tenkiller Lake, OK	\$3,686
4. Kentucky Lake, TN	\$4,080
5. Birdie Lake, TX	\$4,203
6. Oologah Lake, OK	\$4,217
7. Lake Eufaula, OK	\$4,579
8. Lake Greenwood, SC	\$5,003
9. Leesville Lake, VA	\$5,123
10. Dale Hollow Lake, TN	\$6,250

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

Top-Ranked By State

Largest Markets

Alabama:	Lewis Smith Lake	\$155,098,027
Arkansas:	Table Rock Lake*	\$262,615,393
Connecticut:	Candlewood Lake	\$23,200,400
Florida:	Butler Chain Of Lakes	\$88,410,899
Georgia:	Lake Lanier	\$476,993,265
Idaho:	Coeur d'Alene Lake	\$158,592,500
Illinois:	Lake Michigan	\$1,187,621,995
Indiana:	Lake Maxinkuckee	\$29,109,000
Iowa:	East Okoboji Lake	\$6,990,995
Kentucky:	Kentucky Lake*	\$55,219,301
Louisiana:	Lake Pontchartrain	\$81,198,959
Maryland:	Deep Creek Lake	\$66,647,848
Massachusetts:	Back Bay Fens	\$34,797,928
Michigan:	Lake Michigan	\$551,347,489
Minnesota:	Lake Minnetonka	\$121,830,981
Mississippi:	Ross R Barnett Reservoir	\$34,772,020
Missouri:	Lake Of The Ozarks	\$335,269,008
Montana:	Flathead Lake	\$156,511,100
Nebraska:	Newport Landing Lake	\$17,534,130
New Hampshire:	Lake Winnepesaukee	\$157,986,741
New York:	Lake Champlain*	\$92,423,366
North Carolina:	Lake Norman	\$634,819,251
North Dakota:	Lake Sakakawea	\$9,043,255
Oklahoma:	Lake Texoma*	\$119,939,386
Pennsylvania:	Lake Wallenpaupack	\$35,553,624
South Carolina:	Lake Wylie*	\$373,526,544
Tennessee:	Old Hickory Lake	\$292,646,583
Texas:	Lake Travis	\$334,735,871
Vermont:	Lake Champlain*	\$92,423,366
Virginia:	Smith Mountain Lake	\$172,540,496
Washington:	Puget Sound	\$729,602,506
Wisconsin:	Geneva Lake	\$67,219,900

Most Listings

Alabama:	Lewis Smith Lake	492
Arkansas:	Table Rock Lake*	1,132
Connecticut:	Candlewood Lake	35
Florida:	Lake Harris	118
Georgia:	Lake Hartwell*	671
Idaho:	Pend Oreille Lake	133
Illinois:	Lake Michigan	1,451
Indiana:	Lake Freeman	45
Iowa:	Sun Valley Lake	22
Kentucky:	Lake Cumberland	399
Louisiana:	Lake Pontchartrain	144
Maryland:	Deep Creek Lake	115
Massachusetts:	Manwhague Swamp	39
Michigan:	Lake Michigan	670
Minnesota:	Lake Minnetonka	75
Mississippi:	Ross R Barnett Reservoir	111
Missouri:	Table Rock Lake*	1,132
Montana:	Flathead Lake	91
Nebraska:	Beaver Lake	48
New Hampshire:	Lake Winnepesaukee	132
New York:	Lake Champlain*	171
North Carolina:	Lake Norman	948
North Dakota:	Lake Sakakawea	48
Oklahoma:	Lake Texoma*	347
Pennsylvania:	Lake Wallenpaupack	137
South Carolina:	Lake Wylie*	750
Tennessee:	Watts Bar Lake	490
Texas:	Lake Conroe	629
Vermont:	Lake Champlain*	171
Virginia:	Smith Mountain Lake	522
Washington:	Puget Sound	790
Wisconsin:	Prairie Lake - Prairie Lake	74

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

Largest Home Markets

Alabama:	Lake Martin	\$94,827,484
Arkansas:	Table Rock Lake*	\$180,955,524
Connecticut:	Candlewood Lake	\$20,806,600
Florida:	Butler Chain Of Lakes	\$82,611,899
Georgia:	Lake Lanier	\$320,372,937
Idaho:	Coeur d'Alene Lake	\$91,827,800
Illinois:	Lake Michigan	\$1,172,361,735
Indiana:	Lake Maxinkuckee	\$29,109,000
Iowa:	East Okoboji Lake	\$6,016,995
Kentucky:	Kentucky Lake*	\$37,793,200
Louisiana:	Lake Pontchartrain	\$72,930,459
Maryland:	Deep Creek Lake	\$55,960,398
Massachusetts:	Back Bay Fens	\$33,558,928
Michigan:	Lake Michigan	\$373,623,814
Minnesota:	Lake Minnetonka	\$104,793,881
Mississippi:	Ross R Barnett Reservoir	\$28,474,064
Missouri:	Lake Of The Ozarks	\$246,945,486
Montana:	Flathead Lake	\$114,333,400
Nebraska:	Newport Landing Lake	\$15,216,130
New Hampshire:	Lake Winnepesaukee	\$127,097,343
New York:	Lake Champlain*	\$67,191,566
North Carolina:	Lake Norman	\$471,348,675
North Dakota:	Lake Sakakawea	\$3,458,900
Oklahoma:	Grand Lake	\$70,300,889
Pennsylvania:	Lake Wallenpaupack	\$31,380,138
South Carolina:	Lake Wylie*	\$318,513,097
Tennessee:	Old Hickory Lake	\$248,449,494
Texas:	Lewisville Lake	\$272,509,247
Vermont:	Lake Champlain*	\$67,191,566
Virginia:	Smith Mountain Lake	\$94,681,466
Washington:	Puget Sound	\$645,546,999
Wisconsin:	Geneva Lake	\$57,816,300

Most Homes Available

Alabama:	Lewis Smith Lake	118
Arkansas:	Table Rock Lake*	277
Connecticut:	Candlewood Lake	27
Florida:	Lake Tarpon	93
Georgia:	Lake Lanier	405
Idaho:	Pend Oreille Lake	49
Illinois:	Lake Michigan	1,415
Indiana:	Lake Monroe	19
Iowa:	Sun Valley Lake	9
Kentucky:	Lake Cumberland	100
Louisiana:	Lake Pontchartrain	110
Maryland:	Deep Creek Lake	69
Massachusetts:	Manwhague Swamp	39
Michigan:	Lake Michigan	269
Minnesota:	Lake Minnetonka	57
Mississippi:	Ross R Barnett Reservoir	65
Missouri:	Lake Of The Ozarks	430
Montana:	Flathead Lake	41
Nebraska:	Shadow Lake	13
New Hampshire:	Lake Winnepesaukee	86
New York:	Lake Champlain*	99
North Carolina:	Lake Norman	591
North Dakota:	Lake Sakakawea	4
Oklahoma:	Lake Texoma*	111
Pennsylvania:	Lake Wallenpaupack	62
South Carolina:	Lake Wylie*	571
Tennessee:	Old Hickory Lake	364
Texas:	Lewisville Lake	517
Vermont:	Lake Champlain*	99
Virginia:	Smith Mountain Lake	116
Washington:	Puget Sound	555
Wisconsin:	Lake Michigan	51

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

Largest Land Markets

Alabama:	Lewis Smith Lake	\$62,161,954
Arkansas:	Table Rock Lake*	\$81,659,869
Connecticut:	Bantam Lake	\$8,394,000
Florida:	Lake Harris	\$26,919,199
Georgia:	Lake Lanier	\$156,620,328
Idaho:	Coeur d'Alene Lake	\$66,764,700
Illinois:	Lake Michigan	\$15,260,260
Indiana:	Peyton Lake	\$4,130,000
Iowa:	West Okoboji Lake	\$2,124,000
Kentucky:	Lake Cumberland	\$18,197,991
Louisiana:	Lake Charles	\$20,548,610
Maryland:	Deep Creek Lake	\$10,687,450
Massachusetts:	Norton Reservoir	\$2,800,000
Michigan:	Lake Michigan	\$175,428,675
Minnesota:	Lake Minnetonka	\$17,037,100
Mississippi:	Lake Caroline	\$7,220,720
Missouri:	Lake Of The Ozarks	\$88,323,522
Montana:	Flathead Lake	\$42,177,700
Nebraska:	Newport Landing Lake	\$2,318,000
New Hampshire:	Lake Winnepesaukee	\$20,925,399
New York:	Lake Champlain*	\$15,973,800
North Carolina:	Lake Norman	\$163,470,576
North Dakota:	Lake Sakakawea	\$5,584,355
Oklahoma:	Lake Texoma*	\$52,189,618
Pennsylvania:	Lake Wallenpaupack	\$4,173,486
South Carolina:	Lake Keowee	\$80,136,872
Tennessee:	Watts Bar Lake	\$49,690,572
Texas:	Lake Conroe	\$72,220,551
Vermont:	Lake Champlain*	\$15,973,800
Virginia:	Smith Mountain Lake	\$77,859,030
Washington:	Puget Sound	\$84,055,507
Wisconsin:	Green Lake - Markesan	\$16,175,698

Most Land Available

Alabama:	Lewis Smith Lake	373
Arkansas:	Table Rock Lake*	855
Connecticut:	Candlewood Lake	8
Florida:	Lake Marion	52
Georgia:	Lake Hartwell*	475
Idaho:	Pend Oreille Lake	84
Illinois:	Lake Michigan	36
Indiana:	Lake Freeman	31
Iowa:	Sun Valley Lake	13
Kentucky:	Lake Cumberland	299
Louisiana:	Lake Charles	57
Maryland:	Deep Creek Lake	46
Massachusetts:	Ashmere Reservoir	7
Michigan:	Lake Michigan	399
Minnesota:	Lake Vermilion	52
Mississippi:	Ross R Barnett Reservoir	46
Missouri:	Table Rock Lake*	855
Montana:	Flathead Lake	50
Nebraska:	Beaver Lake	41
New Hampshire:	Lake Winnepesaukee	39
New York:	Lake Champlain*	64
North Carolina:	Lake Norman	357
North Dakota:	Lake Sakakawea	44
Oklahoma:	Lake Texoma*	226
Pennsylvania:	Lake Wallenpaupack	75
South Carolina:	Lake Hartwell*	475
Tennessee:	Watts Bar Lake	407
Texas:	Lake Livingston	296
Vermont:	Lake Champlain*	64
Virginia:	Smith Mountain Lake	406
Washington:	Puget Sound	235
Wisconsin:	Prairie Lake - Prairie Lake	71

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

Most Expensive Homes

Alabama:	Greystone Lake II	\$1,120,124
Arkansas:	Beaver Lake	\$911,048
Connecticut:	Woodridge Lake - Goshen	\$1,015,862
Florida:	Lake Nona	\$3,021,264
Georgia:	Lake Blue Ridge	\$1,146,175
Idaho:	Hayden Lake	\$3,114,454
Illinois:	North Pond	\$1,633,764
Indiana:	Lake Wawasee	\$1,211,694
Kentucky:	Kentucky Lake	\$766,226
Louisiana:	Lake Pontchartrain	\$663,004
Maryland:	Deep Creek Lake	\$811,020
Massachusetts:	Back Bay Fens	\$1,118,631
Michigan:	Lake Michigan - Petoskey Area	\$2,290,782
Minnesota:	Lake Minnetonka	\$1,838,489
Mississippi:	Oxford Region Lakes	\$539,019
Missouri:	Fienup Lake	\$1,005,656
Montana:	Whitefish Lake	\$4,709,000
Nebraska:	Newport Landing Lake	\$1,383,285
New Hampshire:	Lake Winnepesaukee	\$1,490,581
New York:	Skaneateles Lake	\$2,415,300
North Carolina:	Lake Toxaway	\$1,899,933
Oklahoma:	Broken Bow Lake	\$974,917
Pennsylvania:	Springton Reservoir	\$1,205,257
South Carolina:	Lake Keowee	\$1,419,843
Tennessee:	Nickajack Lake	\$1,134,283
Texas:	Lake Woodlands	\$1,757,878
Vermont:	Lake Champlain - Burlington Area	\$1,073,989
Virginia:	Lake Manassas	\$1,126,318
Washington:	Lake Washington	\$3,141,212
Wisconsin:	Geneva Lake	\$1,927,210

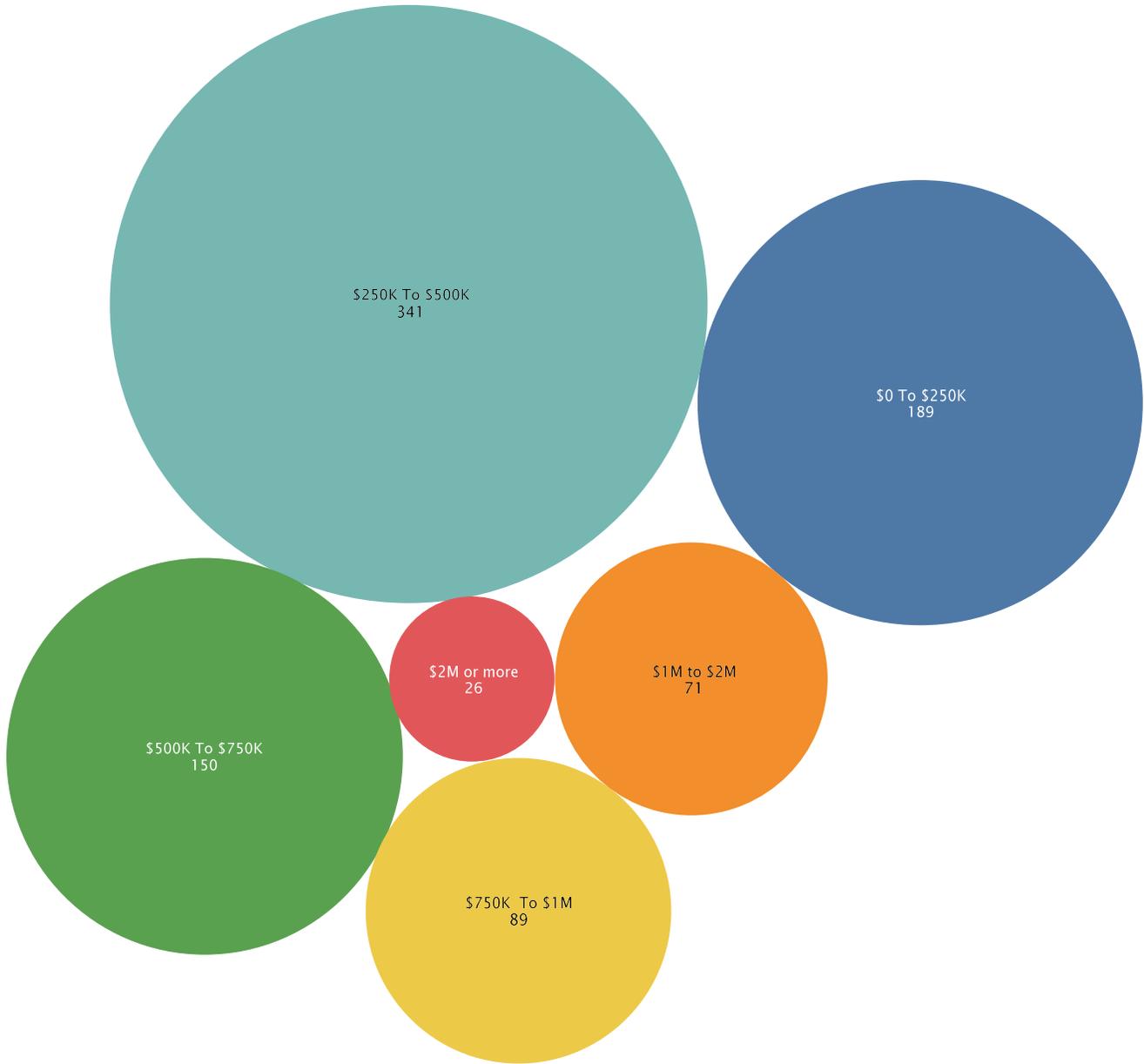
Most Affordable Homes

Alabama:	Waterford Lake - Calera	\$236,380
Arkansas:	Loch Lomond	\$304,516
Connecticut:	Bolton Lake	\$585,587
Florida:	Lake Panasoffkee	\$212,210
Georgia:	Jackson Lake	\$323,195
Idaho:	Pend Oreille Lake	\$1,730,092
Illinois:	Peoria Lake	\$168,279
Indiana:	Lake Monroe	\$276,195
Kentucky:	Lake Cumberland	\$297,678
Louisiana:	Chaplin Lake	\$167,700
Maryland:	Lake Churchill	\$244,060
Massachusetts:	Watershops Pond	\$253,240
Michigan:	Lake Huron - Bay City Area	\$185,727
Minnesota:	Lake Superior	\$208,557
Mississippi:	Ross R Barnett Reservoir	\$438,063
Missouri:	Pomme De Terre Lake	\$187,263
Montana:	Flathead Lake	\$2,844,585
Nebraska:	Shadow Lake	\$460,880
New Hampshire:	North Mill Pond	\$1,047,179
New York:	Seneca Lake	\$280,230
North Carolina:	Badin Lake	\$336,250
Oklahoma:	Fort Gibson Lake	\$302,778
Pennsylvania:	Pymatuning Lake	\$233,640
South Carolina:	Lake Marion	\$350,385
Tennessee:	Lake Catherine	\$209,480
Texas:	Callender Lake	\$227,814
Vermont:	Lake Champlain - Grand Isle Area	\$407,357
Virginia:	Lake Caroline	\$319,059
Washington:	Lake Sacajawea	\$375,375
Wisconsin:	Decorah Lake - Mauston	\$138,359

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2022Q1



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



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Alabama

Lewis Smith Lake now ranks as the #1 largest market, previously held by Lake Martin from winter 2021.

Largest Markets

1. Lewis Smith Lake	\$155,098,027	16.6%	6. Logan Martin Lake	\$48,064,752	5.1%
2. Lake Guntersville	\$127,249,192	13.6%	7. Pickwick Lake*	\$38,973,395	4.2%
3. Lake Martin	\$126,757,882	13.6%	8. Lake Eufaula*	\$36,699,395	3.9%
4. Lake Wedowee	\$52,629,163	5.6%	9. Lake Tuscaloosa	\$31,908,302	3.4%
5. Wilson Lake	\$48,538,219	5.2%	10. Neely Henry Lake	\$26,681,800	2.9%

Total Alabama Market: \$934,141,537

Largest Home Markets

1. Lake Martin	\$94,827,484	16.5%
2. Lewis Smith Lake	\$92,836,173	16.2%
3. Lake Guntersville	\$71,830,907	12.5%
4. Logan Martin Lake	\$36,806,555	6.4%
5. Pickwick Lake*	\$29,976,900	5.2%
6. Wilson Lake	\$26,772,000	4.7%
7. Neely Henry Lake	\$19,360,500	3.4%
8. Greystone Lake II	\$19,042,115	3.3%
9. Lake Wedowee	\$16,930,100	2.9%
10. Weiss Lake	\$15,885,500	2.8%

Total Alabama Home Market: \$574,363,418

Largest Land Markets

1. Lewis Smith Lake	\$62,161,954	17.3%
2. Lake Guntersville	\$55,418,285	15.4%
3. Lake Wedowee	\$35,699,063	9.9%
4. Lake Martin	\$31,930,398	8.9%
5. Lake Eufaula*	\$23,866,900	6.6%
6. Wilson Lake	\$21,766,219	6.1%
7. Lake Tuscaloosa	\$18,191,815	5.1%
8. Wheeler Lake	\$13,135,593	3.7%
9. Logan Martin Lake	\$11,258,197	3.1%
10. Weiss Lake	\$10,374,449	2.9%

Total Alabama Land Market: \$359,678,219

Carrington Lake now ranks 1st on the Most Affordable Homes list, previously held by Wheeler Lake from winter 2021.

Most Expensive Homes

1. Greystone Lake II	\$1,120,124
2. Lewis Smith Lake	\$891,554
3. Lake Martin	\$837,420
4. Lake Guntersville	\$778,164
5. Highland Lakes	\$706,636

Most Affordable Homes

1. Carrington Lake	\$460,071
2. Lake Cameron	\$545,564
3. Lake Wedowee	\$565,348
4. Lake Tuscaloosa	\$653,166
5. Highland Lakes	\$706,636

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

Most Listings

1. Lewis Smith Lake	492	16.2%	6. Lake Martin	192	6.3%
2. Lake Guntersville	374	12.3%	7. Neely Henry Lake	131	4.3%
3. Logan Martin Lake	230	7.6%	8. Lay Lake	123	4.1%
4. Lake Wedowee	219	7.2%	9. Lake Tuscaloosa	119	3.9%
5. Weiss Lake	193	6.4%	10. Lake Eufaula*	112	3.7%
Total Alabama Listings:				3,038	

Most Homes Available

1. Lewis Smith Lake	118	12.7%
2. Lake Martin	115	12.3%
3. Lake Guntersville	94	10.1%
3. Logan Martin Lake	94	10.1%
5. Neely Henry Lake	46	4.9%
6. Lake Eufaula*	42	4.5%
6. Lay Lake	42	4.5%
8. Weiss Lake	41	4.4%
9. Lake Wedowee	32	3.4%
10. Pickwick Lake*	31	3.3%

Total Alabama Home Listings: 932

Most Land Available

1. Lewis Smith Lake	373	17.7%
2. Lake Guntersville	280	13.3%
3. Lake Wedowee	187	8.9%
4. Weiss Lake	152	7.2%
5. Logan Martin Lake	136	6.5%
6. Lake Tuscaloosa	98	4.7%
7. Neely Henry Lake	85	4.0%
8. Lay Lake	81	3.8%
9. Lake Martin	77	3.7%
10. Wilson Lake	72	3.4%

Total Alabama Land Listings: 2,105

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Cameron	\$291,094
2. Lake Martin	\$246,775
3. Wilson Lake	\$242,903
4. Wheeler Lake	\$145,649
5. Lake Eufaula	\$135,467
6. Lake Guntersville	\$101,789
7. Lake Tuscaloosa	\$96,469
8. Lewis Smith Lake	\$90,932

Listings of 10 Acres or More

1. Wheeler Lake	\$24,367
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

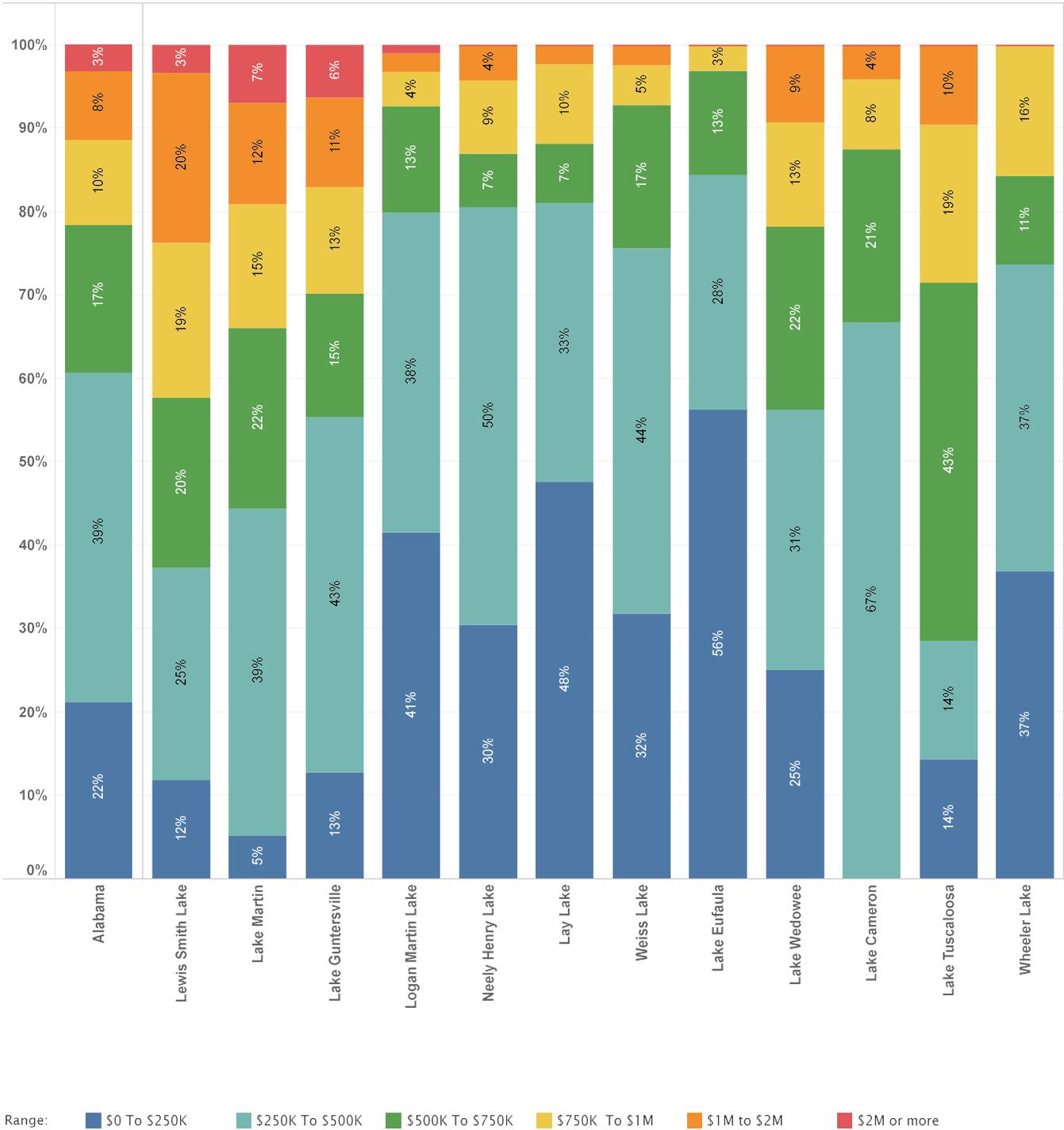
1. Lake Harding	\$17,464
2. Alabama River	\$22,838
3. Highland Lake	\$25,497
4. Echo Lake	\$33,535
5. Neely Henry Lake	\$38,076
6. Jordan Lake	\$41,233
7. Lay Lake	\$50,128
8. Weiss Lake	\$52,768

Listings of 10 Acres or More

1. Lake Tuscaloosa	\$6,422
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* This includes lake real estate inventory from more than one state.

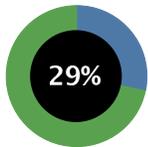
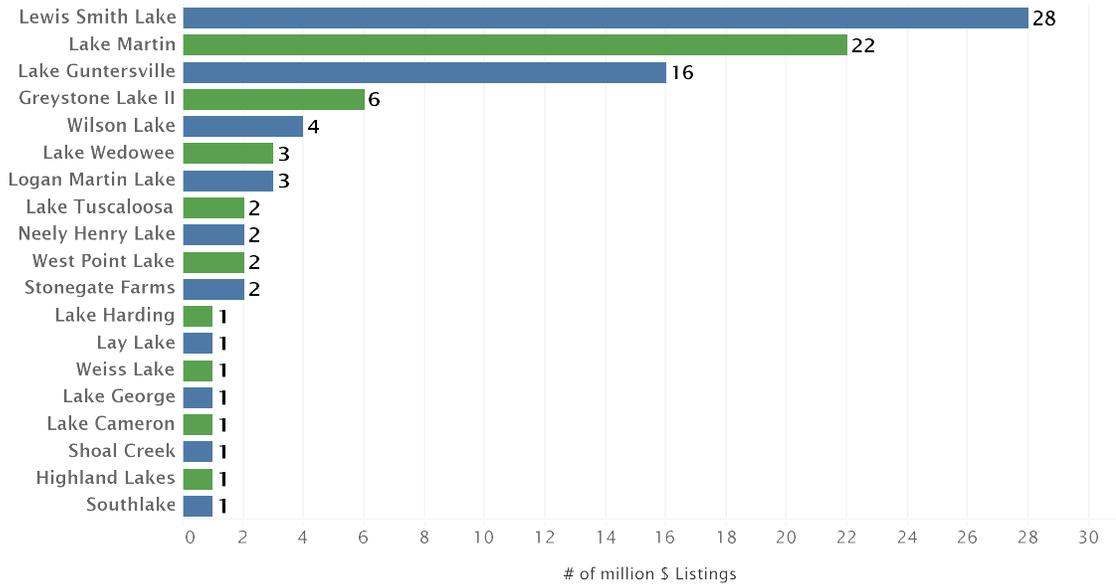
Price Breakdown by Percentage of Homes in the Alabama Market 2022Q1



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Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2022Q1

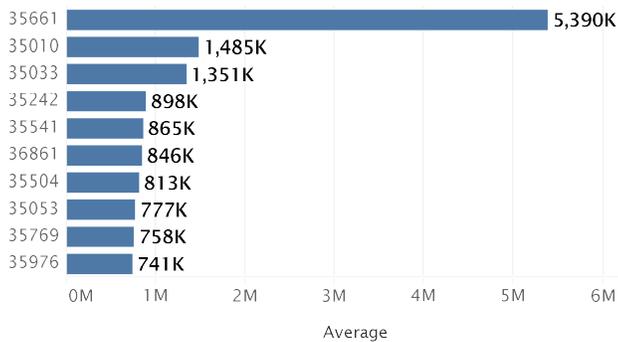


29% of \$1M+ Homes in Alabama are on Lewis Smith Lake

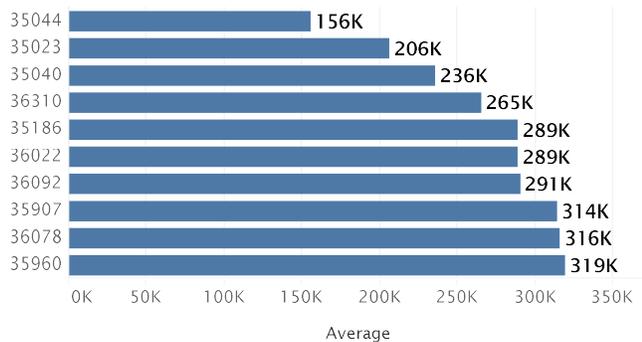
Total Number of \$1M+ Homes

98

Most Expensive ZIP Codes 2022Q1



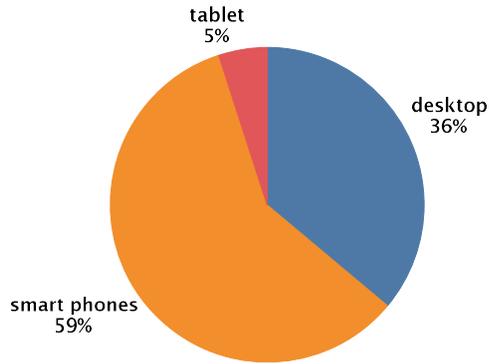
Most Affordable ZIP Codes 2022Q1



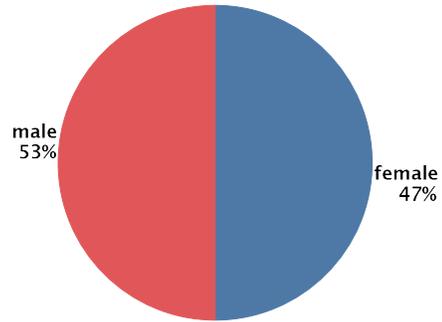
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Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2022Q1

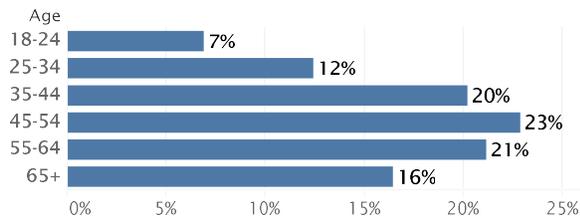


Male/Female Visitors 2022Q1



62% of potential buyers come from outside Alabama

What Age Groups are Shopping 2022Q1



Atlanta

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

Number 2-10 metros are:

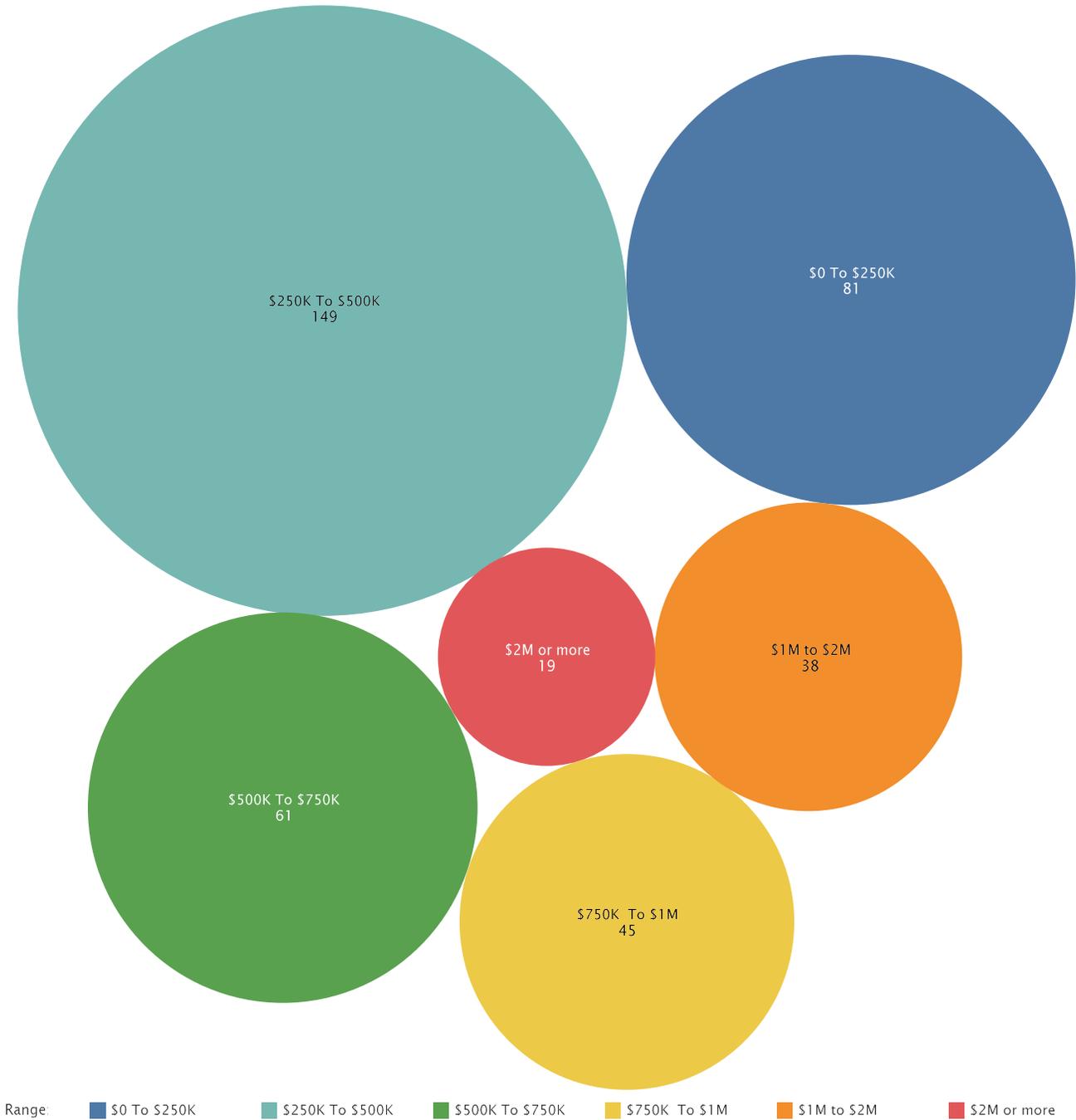
- Columbus, GA
- Nashville, TN
- Chicago, IL
- Dallas-Ft. Worth, TX
- New York, NY
- Orlando-Daytona Beach-Melbourne, FL
- Spokane, WA
- Phoenix, AZ
- Washington DC (Hagerstown MD)



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ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2022Q1



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Arkansas

Table Rock Lake increased its market size from \$244 million in winter 2021 to \$262 million in spring 2022 resulting in an \$18 million increase.

Largest Markets

1. Table Rock Lake*	\$262,615,393	40.9%	6. Lake Norfork	\$17,549,090	2.7%
2. Beaver Lake	\$142,847,200	22.3%	7. Loch Lomond	\$7,523,750	1.2%
3. Lake Hamilton	\$76,210,607	11.9%	8. Lake Catherine	\$6,205,315	1.0%
4. Greers Ferry Lake	\$50,507,948	7.9%	9. Lake Fayetteville	\$6,081,700	0.9%
5. Bull Shoals Lake*	\$22,182,711	3.5%	10. Hurricane Lake	\$5,795,997	0.9%
Total Arkansas Market:				\$641,918,171	

Largest Home Markets

1. Table Rock Lake*	\$180,955,524	42.3%
2. Beaver Lake	\$90,193,781	21.1%
3. Lake Hamilton	\$55,274,047	12.9%
4. Greers Ferry Lake	\$20,647,799	4.8%
5. Bull Shoals Lake*	\$13,780,500	3.2%
6. Lake Norfork	\$12,109,300	2.8%
7. Loch Lomond	\$5,785,800	1.4%
8. Lake Fayetteville	\$4,581,700	1.1%
9. Lake Brittany	\$4,279,550	1.0%
10. Lake Elmdale	\$4,003,700	0.9%

Total Arkansas Home Market: \$427,948,214

Largest Land Markets

1. Table Rock Lake*	\$81,659,869	38.2%
2. Beaver Lake	\$52,653,419	24.6%
3. Greers Ferry Lake	\$29,860,149	14.0%
4. Lake Hamilton	\$20,936,560	9.8%
5. Bull Shoals Lake*	\$8,402,211	3.9%
6. Lake Norfork	\$5,439,790	2.5%
7. Lake Catherine	\$3,658,900	1.7%
8. Hurricane Lake	\$2,112,399	1.0%
9. Loch Lomond	\$1,737,950	0.8%
10. Lake Fayetteville	\$1,500,000	0.7%

Total Arkansas Land Market: \$213,969,957

Beaver Lake increased its land market size from \$47 million in winter 2021 to 52 million resulting in a \$5 million increase.

Most Expensive Homes

1. Beaver Lake	\$911,048
2. Lake Hamilton	\$708,642
3. Lake Norfork	\$699,612
4. Table Rock Lake	\$665,623

Most Affordable Homes

1. Table Rock Lake	\$665,623
2. Lake Norfork	\$699,612
3. Lake Hamilton	\$708,642
4. Beaver Lake	\$911,048

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

Most Listings

1. Table Rock Lake*	1,132	41.0%	6. Loch Lomond	97	3.5%
2. Greers Ferry Lake	407	14.7%	7. Lake Brittany	71	2.6%
3. Beaver Lake	402	14.6%	8. Lake Catherine	59	2.1%
4. Bull Shoals Lake*	135	4.9%	9. Lake Windsor	58	2.1%
5. Lake Hamilton	121	4.4%	10. Lake Norfolk	52	1.9%
Total Arkansas Listings:				2,762	

Most Homes Available

1. Table Rock Lake*	277	41.0%
2. Beaver Lake	99	14.7%
3. Lake Hamilton	78	11.6%
4. Bull Shoals Lake*	46	6.8%
5. Greers Ferry Lake	42	6.2%
6. Loch Lomond	19	2.8%
7. Lake Norfolk	18	2.7%
8. Lake Brittany	10	1.5%
9. Lake Catherine	7	1.0%
9. Lake Norwood	7	1.0%

Total Arkansas Home Listings: 675

Most Land Available

1. Table Rock Lake*	855	41.0%
2. Greers Ferry Lake	365	17.5%
3. Beaver Lake	303	14.5%
4. Bull Shoals Lake*	89	4.3%
5. Loch Lomond	78	3.7%
6. Lake Brittany	61	2.9%
7. Lake Catherine	52	2.5%
7. Lake Windsor	52	2.5%
9. Lake Hamilton	43	2.1%
10. Lake Norfolk	34	1.6%

Total Arkansas Land Listings: 2,087

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Hamilton	\$381,617
2. Hurricane Lake	\$275,203
3. Greers Ferry Lake	\$69,464
4. Loch Lomond	\$62,810
5. Lake Catherine	\$60,583
6. Lake Windsor	\$41,639
7. Beaver Lake	\$39,176
8. Lake Brittany	\$32,948

Listings of 10 Acres or More

1. Beaver Lake	\$12,299
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

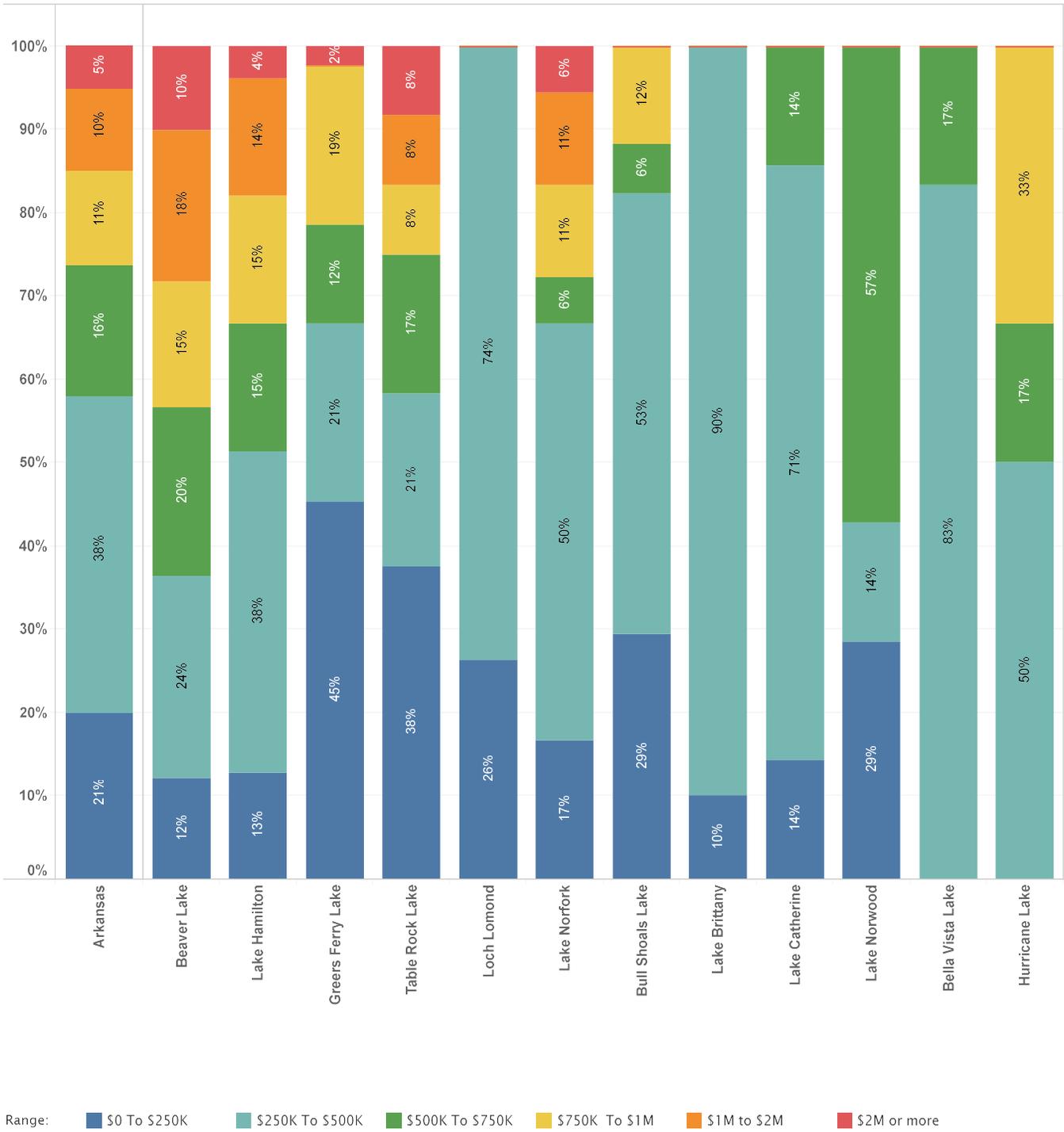
1. Bull Shoals Lake	\$15,190
2. Table Rock Lake	\$22,533
3. Lake Ann	\$27,569
4. Lake Avalon	\$27,854
5. Lake Norfolk	\$28,884
6. Lake Brittany	\$32,948
7. Beaver Lake	\$39,176
8. Lake Windsor	\$41,639

Listings of 10 Acres or More

1. Bull Shoals Lake	\$7,194
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* This includes lake real estate inventory from more than one state.

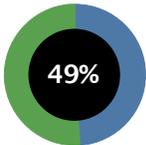
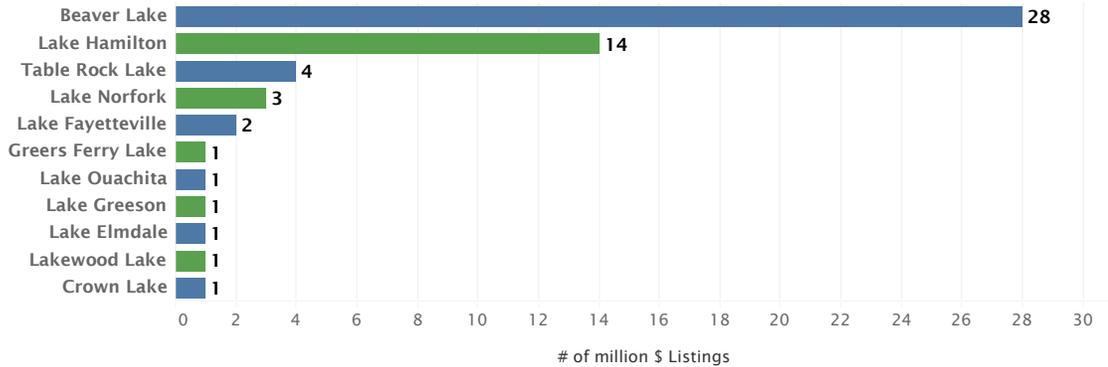
Price Breakdown by Percentage of Homes in the Arkansas Market 2022Q1



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Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2022Q1

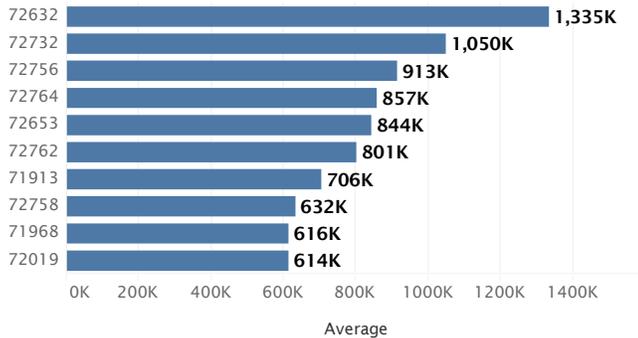


49% of \$1M+ Homes in Arkansas are on Beaver Lake

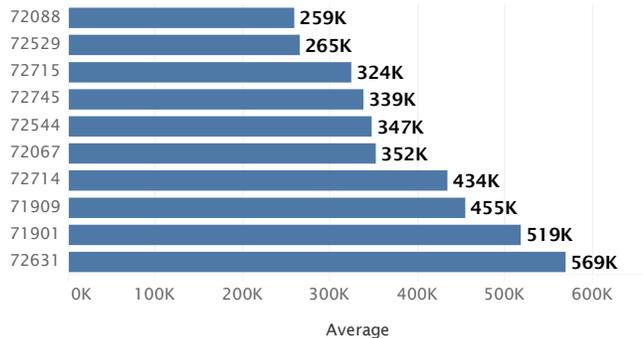
Total Number of \$1M+ Homes

57

Most Expensive ZIP Codes 2022Q1



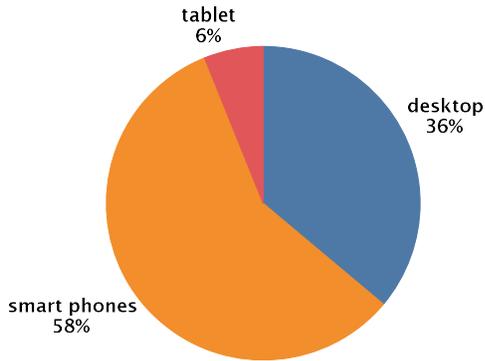
Most Affordable ZIP Codes 2022Q1



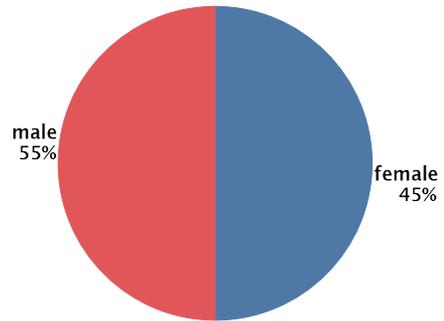
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Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2022Q1

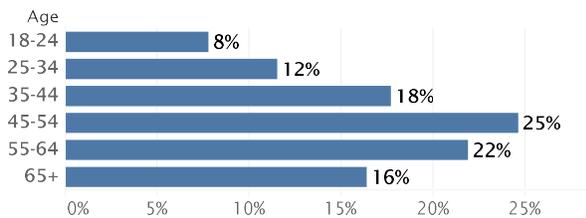


Male/Female Visitors 2022Q1



77% of potential buyers come from outside Arkansas

What Age Groups are Shopping 2022Q1



Dallas-Ft. Worth

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

Number 2-10 metros are:

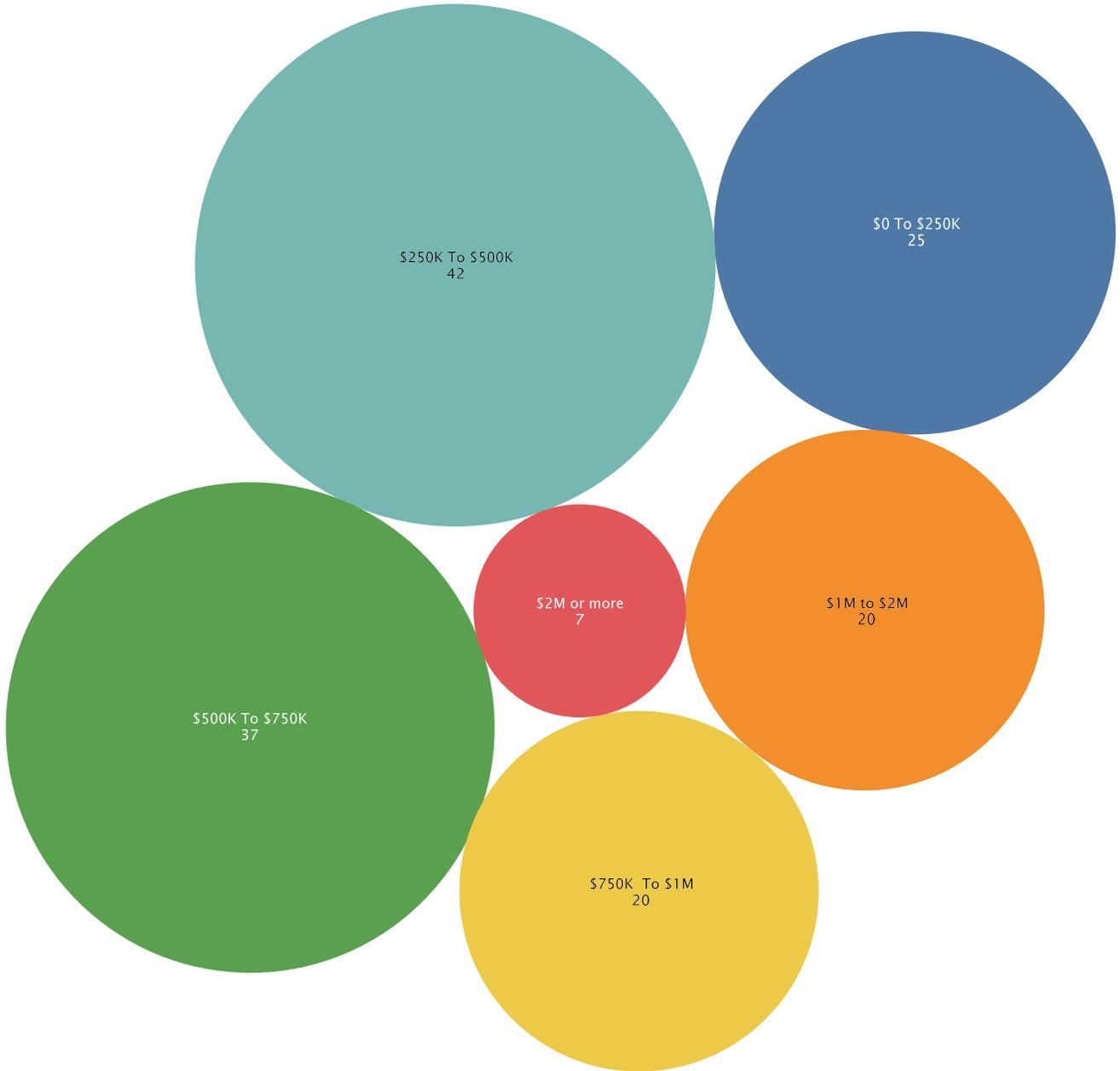
- Memphis, TN
- Chicago, IL
- Kansas City, MO
- St. Louis, MO
- Denver, CO
- Houston, TX
- Springfield, MO
- Los Angeles, CA
- Oklahoma City, OK



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LAKEHOMES.COM

CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2022Q1



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



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LAKEHOMES.COM

Connecticut

40% of the listings on Lake Zoar are \$2+ million as opposed to 15% in winter 2021.

Largest Markets

1. Candlewood Lake	\$23,200,400	16.7%
2. Bantam Lake	\$21,688,000	15.6%
3. Woodridge Lake - Goshen	\$14,173,000	10.2%
4. Lake Lillinonah	\$10,837,400	7.8%
5. Bolton Lake	\$8,783,800	7.6%

Total Connecticut Market: \$138,697,349

Most Listings

1. Candlewood Lake	35	16.3%
2. Woodridge Lake - Goshen	21	9.8%
3. Bolton Lake	15	9.9%
4. Dog Pond	12	5.6%
5. Lake Lillinonah	11	5.1%

Total Connecticut Listings: 215

Largest Home Markets

1. Candlewood Lake	\$20,806,600	18.0%
2. Bantam Lake	\$13,294,000	11.5%
3. Woodridge Lake - Goshen	\$13,206,200	11.4%
4. Lake Lillinonah	\$9,787,400	8.4%
5. Bolton Lake	\$8,783,800	7.6%

Total Connecticut Home Market: \$115,885,999

Most Homes Available

1. Candlewood Lake	27	17.9%
2. Bolton Lake	15	9.9%
3. Woodridge Lake - Goshen	13	8.6%
4. Lake Lillinonah	9	6.0%
5. Squantz Pond	7	4.6%

Total Connecticut Home Listings: 151

Largest Land Markets

1. Bantam Lake	\$8,394,000	36.8%
2. Candlewood Lake	\$2,393,800	10.5%
3. Dog Pond	\$2,390,000	10.5%
4. Squantz Pond	\$1,619,000	7.1%
5. Tyler Lake	\$1,135,000	5.0%

Total Connecticut Land Market: \$22,811,350

Most Land Available

1. Candlewood Lake	8	12.5%
1. Dog Pond	8	12.5%
1. Woodridge Lake - Goshen	8	12.5%
4. Rogers Lake	4	6.3%
4. Tyler Lake	4	6.3%

Total Connecticut Land Listings: 64

Average Home Price

1. Woodridge Lake - Goshen	\$1,015,862
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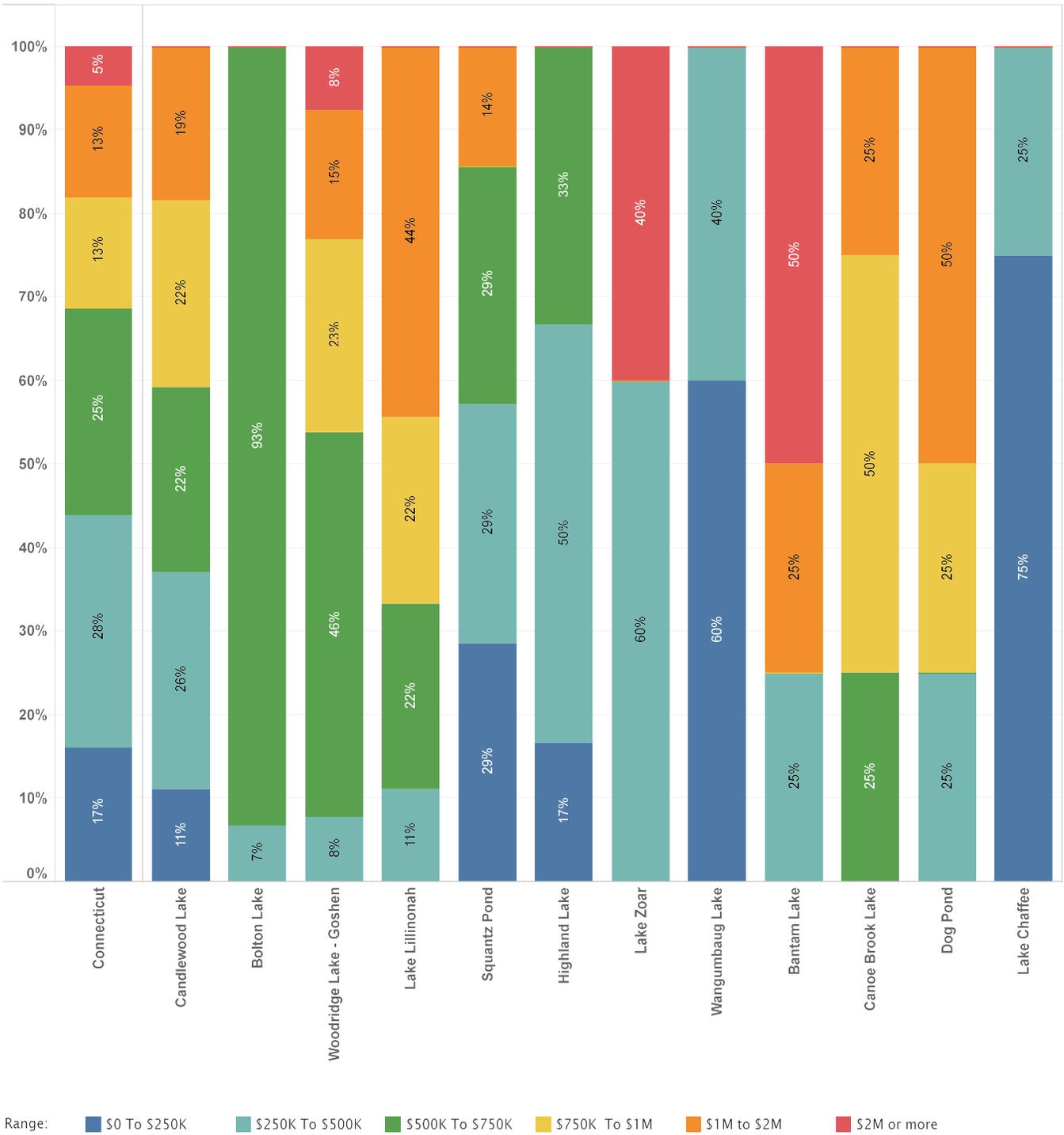
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

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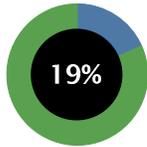
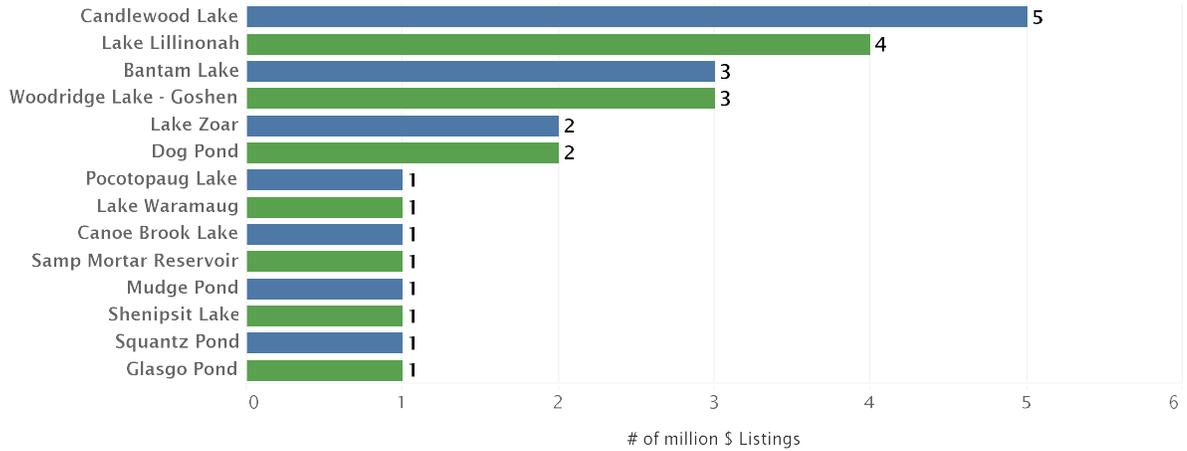
Price Breakdown by Percentage of Homes in the Connecticut Market 2022Q1



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Luxury Lake Real Estate in Connecticut

Where Are The Million-Dollar Listings? 2022Q1

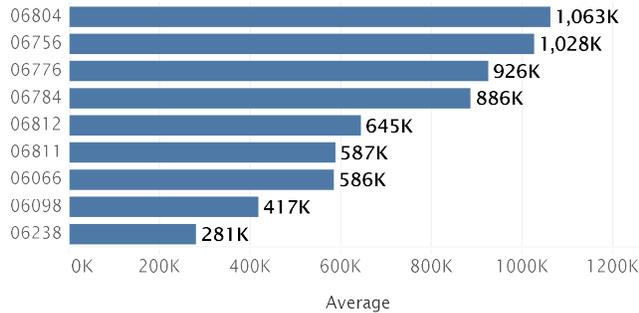


of \$1M+ Homes in Connecticut are on Candlewood Lake

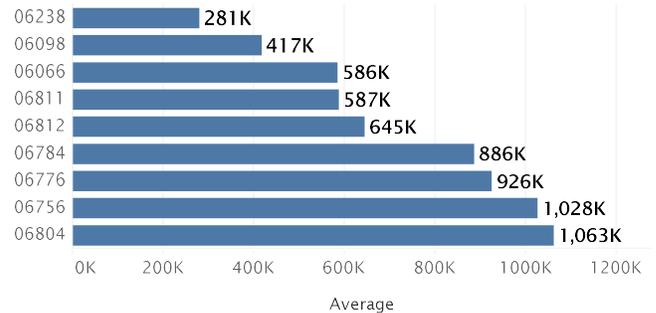
Total Number of \$1M+ Homes

27

Most Expensive ZIP Codes 2022Q1



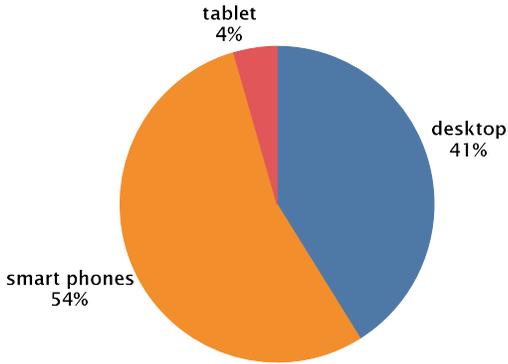
Most Affordable ZIP Codes 2022Q1



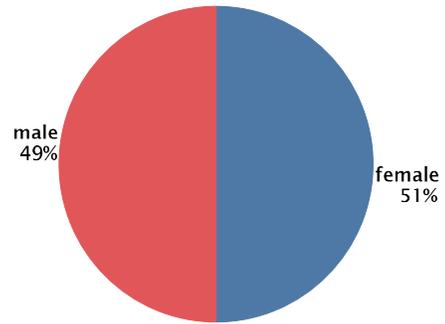
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Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

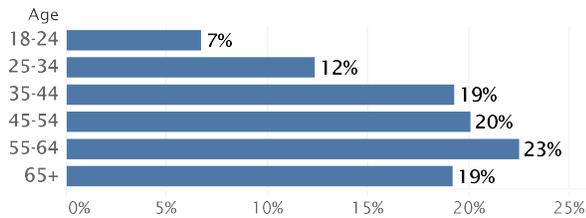


55% of potential buyers come from outside Connecticut

New York,

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

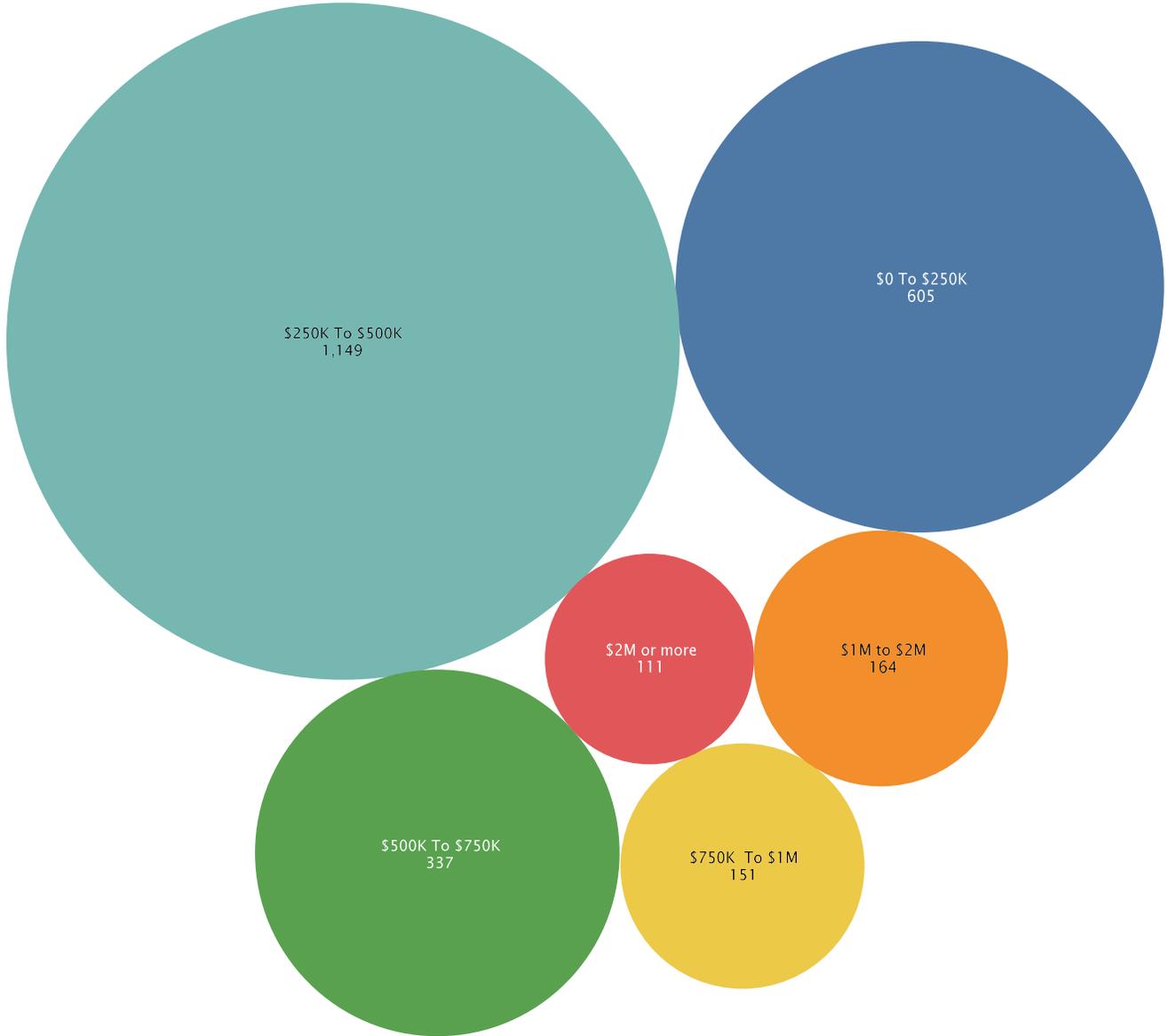
- Boston MA-Manchester, NH
- Providence-New Bedford, MA
- Springfield-Holyoke, MA
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Los Angeles, CA
- Albany-Schenectady-Troy, NY
- Chicago, IL
- Raleigh-Durham (Fayetteville), NC



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FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2022Q1



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



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Florida

The total Florida market dropped from \$2 billion in winter 2021 to 1.8 billion resulting in a \$187 million listing decrease.

Largest Markets

1. Butler Chain Of Lakes	\$88,410,899	4.8%	6. Big Sand Lake	\$46,170,172	2.5%
2. Lake Apopka	\$69,045,147	3.7%	7. East Lake Tohopekaliga	\$44,558,388	2.4%
3. Lake Tarpon	\$67,117,259	3.6%	8. John's Lake	\$43,932,009	2.4%
4. Lake Harris	\$60,996,982	3.3%	9. Lake Maitland	\$43,051,890	2.3%
5. Lake Down	\$47,811,799	2.6%	10. Lake Virginia	\$40,496,200	2.2%

Total Florida Market: \$1,859,738,525

Largest Home Markets

1. Butler Chain Of Lakes	\$82,611,899	5.4%
2. Lake Tarpon	\$59,880,471	3.9%
3. Lake Apopka	\$52,930,247	3.5%
4. John's Lake	\$41,483,804	2.7%
5. Lake Virginia	\$40,046,200	2.6%
6. Big Sand Lake	\$37,681,172	2.5%
7. East Lake Tohopekaliga	\$36,557,988	2.4%
8. Lake Down	\$35,237,799	2.3%
9. Lake Burden	\$34,263,490	2.2%
10. Lake Harris	\$34,077,783	2.2%

Total Florida Home Market: \$1,529,577,994

Largest Land Markets

1. Lake Harris	\$26,919,199	8.2%
2. Lake Apopka	\$16,114,900	4.9%
3. Lake Down	\$12,574,000	3.8%
4. Lake Okahumpka	\$11,551,150	3.5%
5. Lake Maitland	\$10,317,000	3.1%
6. Lake Killarney	\$9,907,800	3.0%
7. Lake Dora	\$9,812,900	3.0%
8. Lake Minneola	\$9,354,595	2.8%
9. Lake Saunders	\$9,075,500	2.7%
10. Big Sand Lake	\$8,489,000	2.6%

Total Florida Land Market: \$330,160,531

Big Sand Lake increased its market size from \$41 million in winter to \$46, a 12% increase.

Most Expensive Homes

1. Lake Nona	\$3,021,264
2. Butler Chain Of Lakes	\$2,950,425

Most Affordable Homes

1. Panther Lake	\$1,039,814
2. Maria Sanchez Lake	\$1,288,580
3. Lake Burden	\$1,317,827
4. Huguenot Lagoon	\$1,564,924
5. Lake Maitland	\$1,636,745

Most Listings

1. Lake Harris	118	3.4%	6. East Lake Tohopekaliga	81	2.3%
2. Lake Dora	110	3.1%	7. Lake Eustis	80	2.3%
3. Lake Tarpon	106	3.0%	8. John's Lake	75	2.1%
4. Lake Apopka	85	2.4%	9. Lake Griffin	68	1.9%
5. Lake Marion	82	2.3%	10. Lake Tohopekaliga	62	1.8%
Total Florida Listings:				3,522	

Most Homes Available

1. Lake Tarpon	93	3.7%
2. Lake Harris	90	3.6%
3. Lake Dora	76	3.0%
4. John's Lake	69	2.7%
5. East Lake Tohopekaliga	66	2.6%
6. Lake Apopka	63	2.5%
7. Lake Eustis	61	2.4%
8. Lucaya Lake	58	2.3%
9. Old Lake Davenport	57	2.3%
10. Lake Seminole	56	2.2%

Total Florida Home Listings: 2,517

Most Land Available

1. Lake Marion	52	5.2%
2. Lake Dora	34	3.4%
3. Lake Weir	31	3.1%
4. Lake Harris	28	2.8%
5. Lake Alfred	26	2.6%
6. Lake Weohyakapka (Walk in Water)	24	2.4%
7. Lake Istokpoga	23	2.3%
8. Lake Apopka	22	2.2%
9. Lake Griffin	20	2.0%
9. Lake Van	20	2.0%

Total Florida Land Listings: 1,005

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Killarney	\$838,223
2. Lake Van	\$350,179
3. Lake Eustis	\$283,221
4. Lake Tarpon	\$270,433
5. Lake Tohopekaliga	\$259,161
6. Lake Apopka	\$244,759
7. Lake Alfred	\$234,294
8. Lake Dora	\$195,593

Listings of 10 Acres or More

1. Lake Harris	\$50,514
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

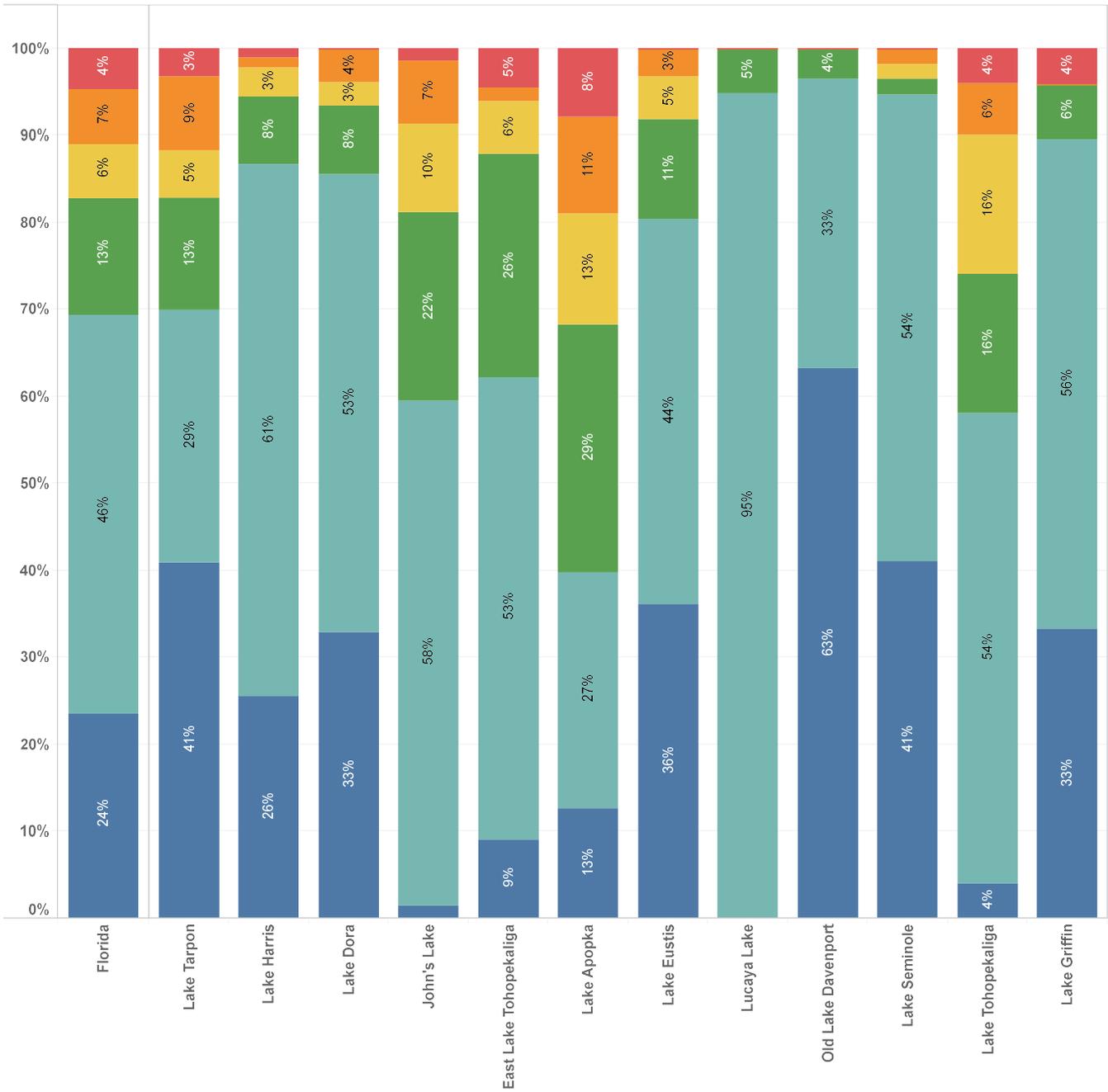
1. Lake Chipco	\$21,928
2. Little Orange Lake	\$23,630
3. Gator Bone Lake - Keystone Heights	\$25,772
4. Bream Lake	\$29,241
5. Grassy Lake	\$37,461
6. Stella Lake	\$39,936
7. Lake Istokpoga	\$49,309
8. Lake Pierce	\$50,417

Listings of 10 Acres or More

1. Lake Griffin	\$37,782
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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 2022Q1



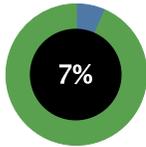
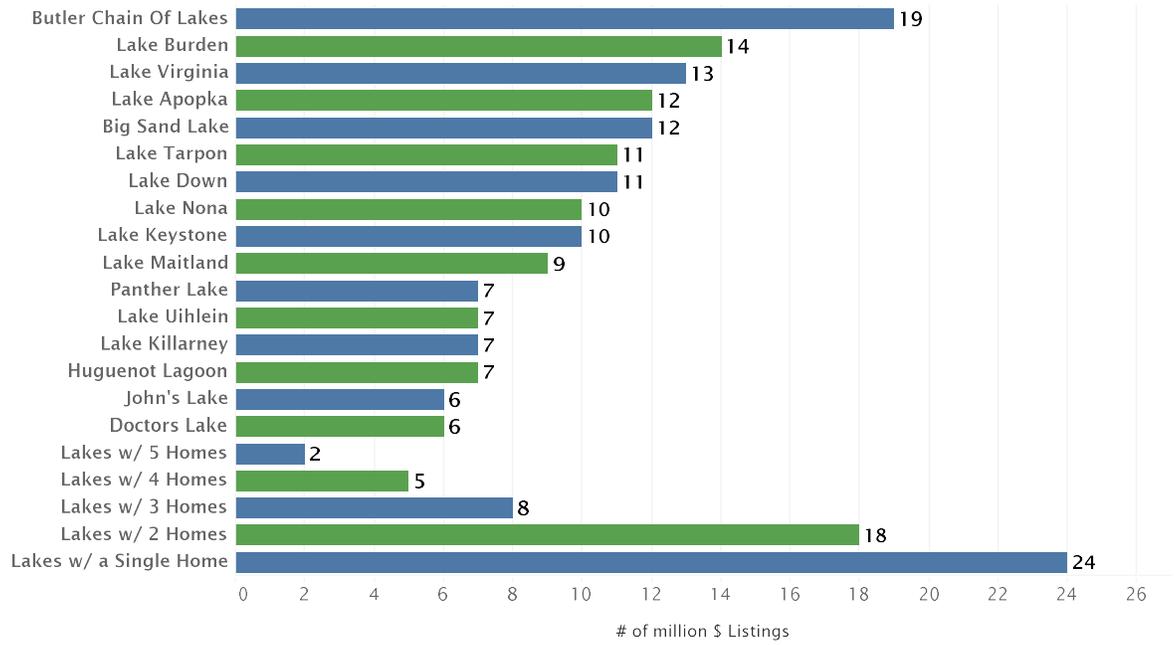
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Florida

Where Are The Million-Dollar Listings? 2022Q1

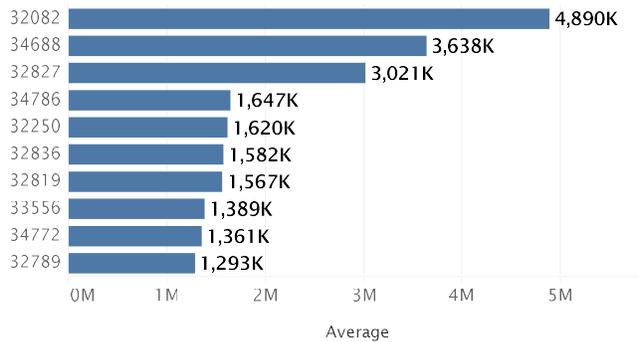


of \$1M+ Homes in Florida are on Butler Chain Of Lakes

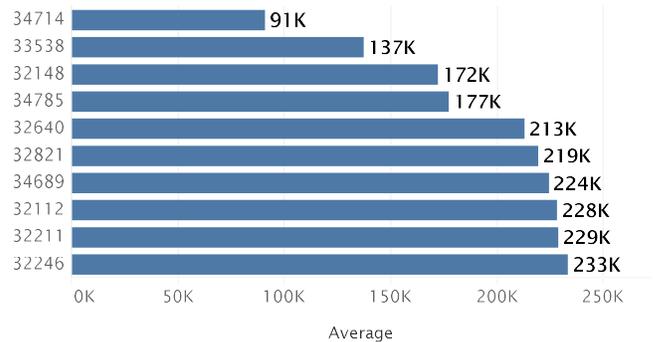
Total Number of \$1M+ Homes

275

Most Expensive ZIP Codes 2022Q1



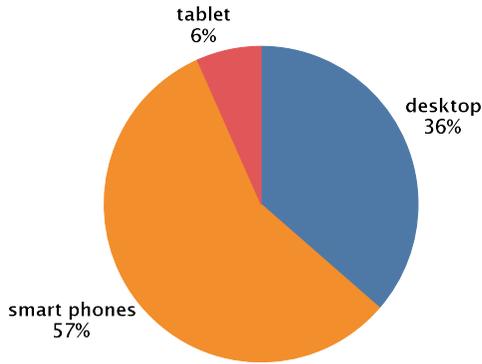
Most Affordable ZIP Codes 2022Q1



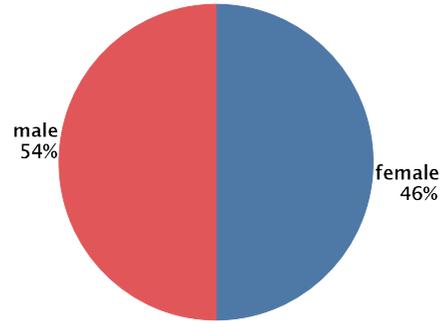
LAKE HOMES REALTY
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Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2022Q1

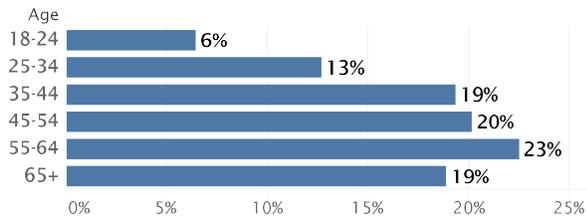


Male/Female Visitors 2022Q1



51% of potential buyers come from outside Florida

What Age Groups are Shopping 2022Q1



New York,

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

Number 2-10 metros are:

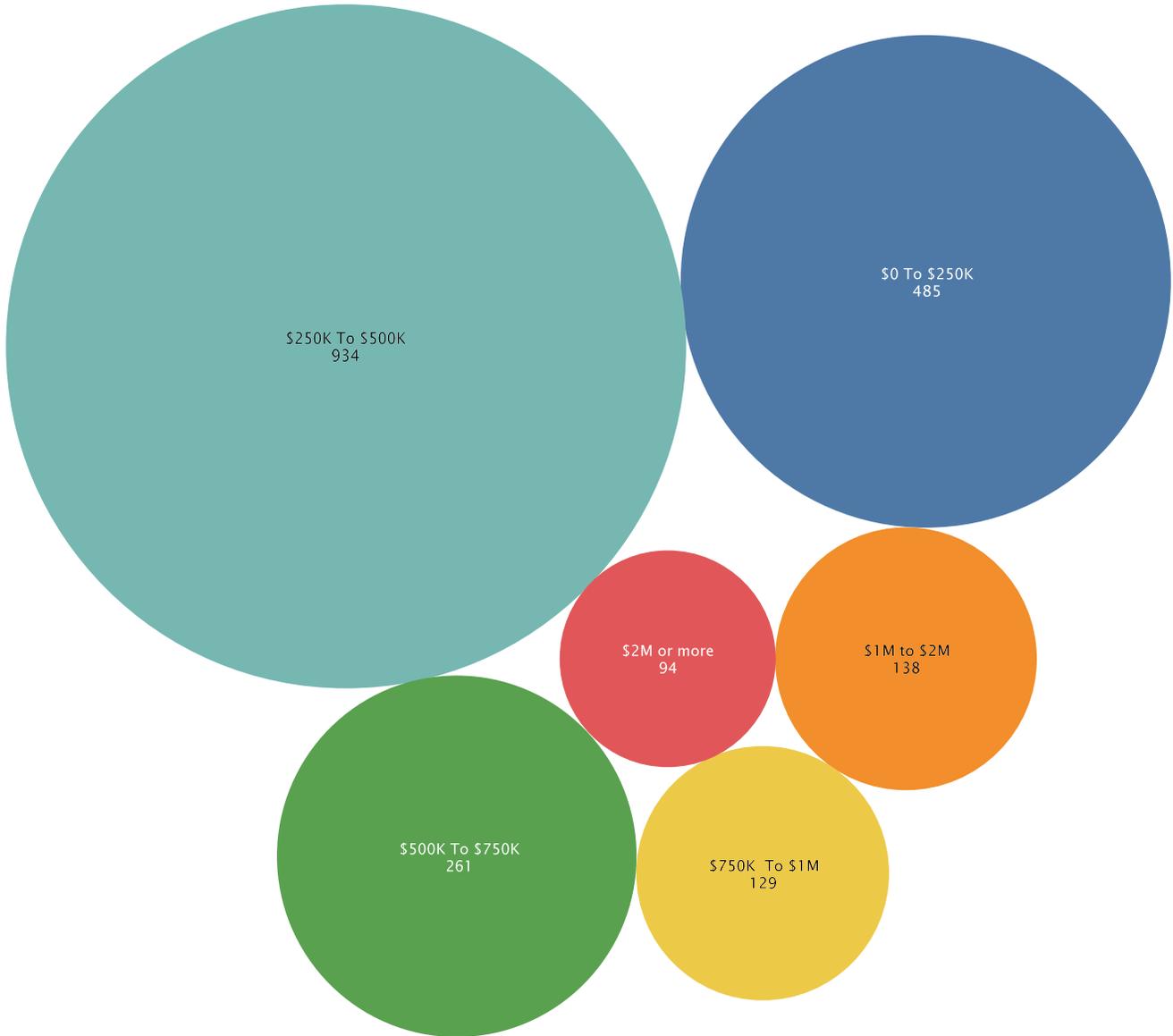
- Atlanta, GA
- Chicago, IL
- Philadelphia, PA
- Denver, CO
- Los Angeles, CA
- Washington DC (Hagerstown MD)
- Dallas-Ft. Worth, TX
- Birmingham (Ann and Tusc), AL
- Cleveland-Akron (Canton), OH



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FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2022Q1



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



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Florida-Central

In winter 2021, Lake Apoka ranked 5th in Largest Markets. It now ranks 2nd in spring 2022.

Largest Markets

1. Butler Chain Of Lakes	\$88,410,899	5.8%
2. Lake Apopka	\$69,045,147	4.5%
3. Lake Tarpon	\$67,117,259	4.4%
4. Lake Harris	\$60,996,982	4.0%
5. Lake Down	\$47,811,799	3.1%

Total Florida Central Market: \$1,526,156,377

Most Listings

1. Lake Harris	118	4.5%
2. Lake Dora	110	4.2%
3. Lake Tarpon	106	4.0%
4. Lake Apopka	85	3.2%
5. Lake Marion	82	3.1%

Total Florida Central Listings: 2,644

Largest Home Markets

1. Butler Chain Of Lakes	\$82,611,899	6.6%
2. Lake Tarpon	\$59,880,471	4.8%
3. Lake Apopka	\$52,930,247	4.2%
4. John's Lake	\$41,483,804	3.3%
5. Lake Virginia	\$40,046,200	3.2%

Total Florida Central Home Market: \$1,250,244,349

Most Homes Available

1. Lake Tarpon	93	4.6%
2. Lake Harris	90	4.4%
3. Lake Dora	76	3.7%
4. John's Lake	69	3.4%
5. East Lake Tohopekaliga	66	3.2%

Total Florida Central Home Listings: 2,041

Largest Land Markets

1. Lake Harris	\$26,919,199	9.8%
2. Lake Apopka	\$16,114,900	5.8%
3. Lake Down	\$12,574,000	4.6%
4. Lake Okahumpka	\$11,551,150	4.2%
5. Lake Maitland	\$10,317,000	3.7%

Total Florida Central Land Market: \$275,912,028

Most Land Available

1. Lake Marion	52	8.6%
2. Lake Dora	34	5.6%
3. Lake Harris	28	4.6%
4. Lake Alfred	26	4.3%
5. Lake Weohyakapka (Walk in Water)	24	4.0%

Total Florida Central Land Listings: 603

Average Home Price

1. Lake Nona, FL	\$3,021,264
2. Butler Chain Of Lakes, FL	\$2,950,425
3. Lake Keystone, FL	\$2,147,045
4. Lake Down, FL	\$2,072,812
5. Lake Virginia, FL	\$1,820,282

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Killarney	\$838,223
2. Lake Van	\$350,179
3. Lake Eustis	\$283,221
4. Lake Tarpon	\$270,433
5. Lake Tohopekaliga	\$259,161

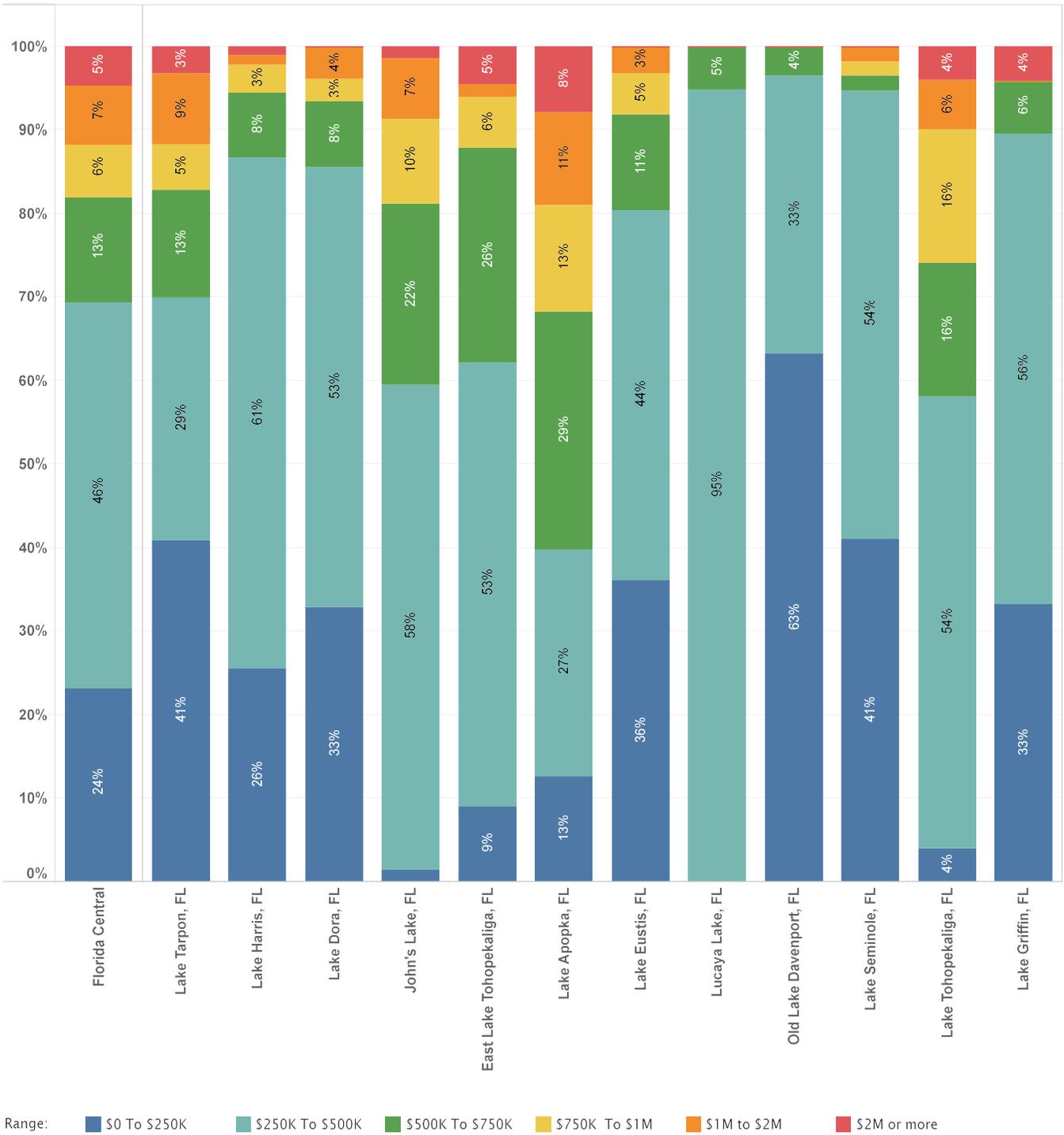
Listings of 10 Acres or More

1. Lake Harris	\$50,514
2. Lake Griffin	\$37,782

** 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.

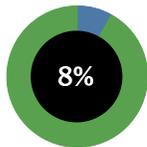
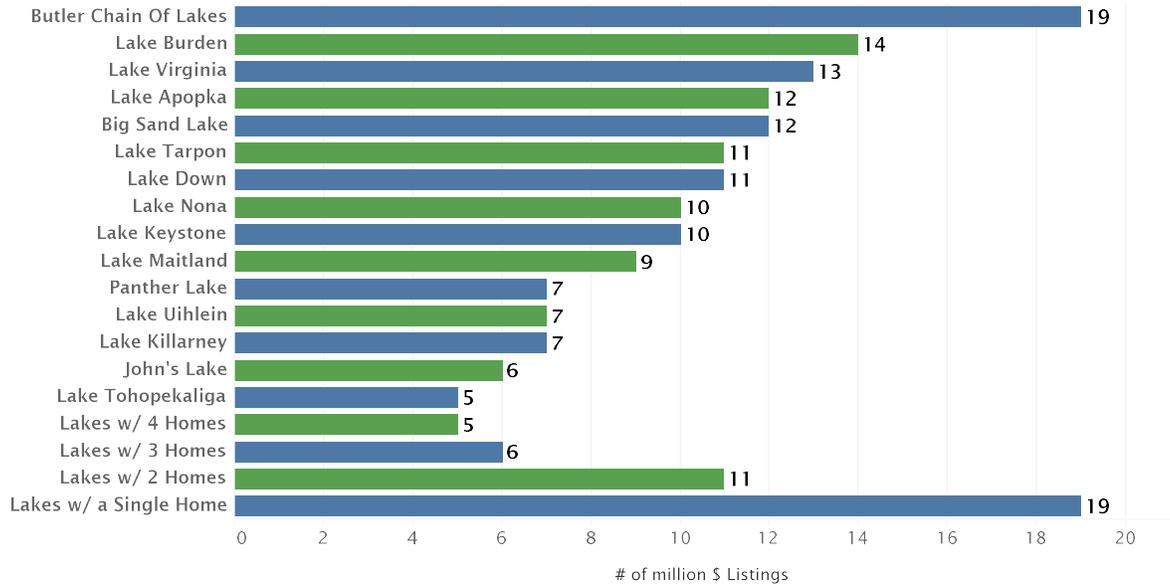
Price Breakdown by Percentage of Homes in the Florida Central Market 2022Q1



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Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2022Q1

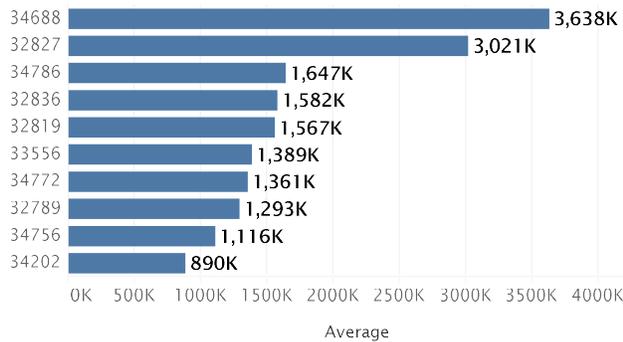


8% of \$1M+ Homes in Florida Central are on Butler Chain Of Lakes

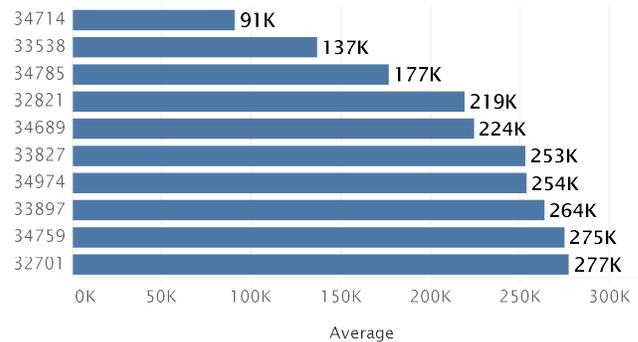
Total Number of \$1M+ Homes

232

Most Expensive ZIP Codes 2022Q1



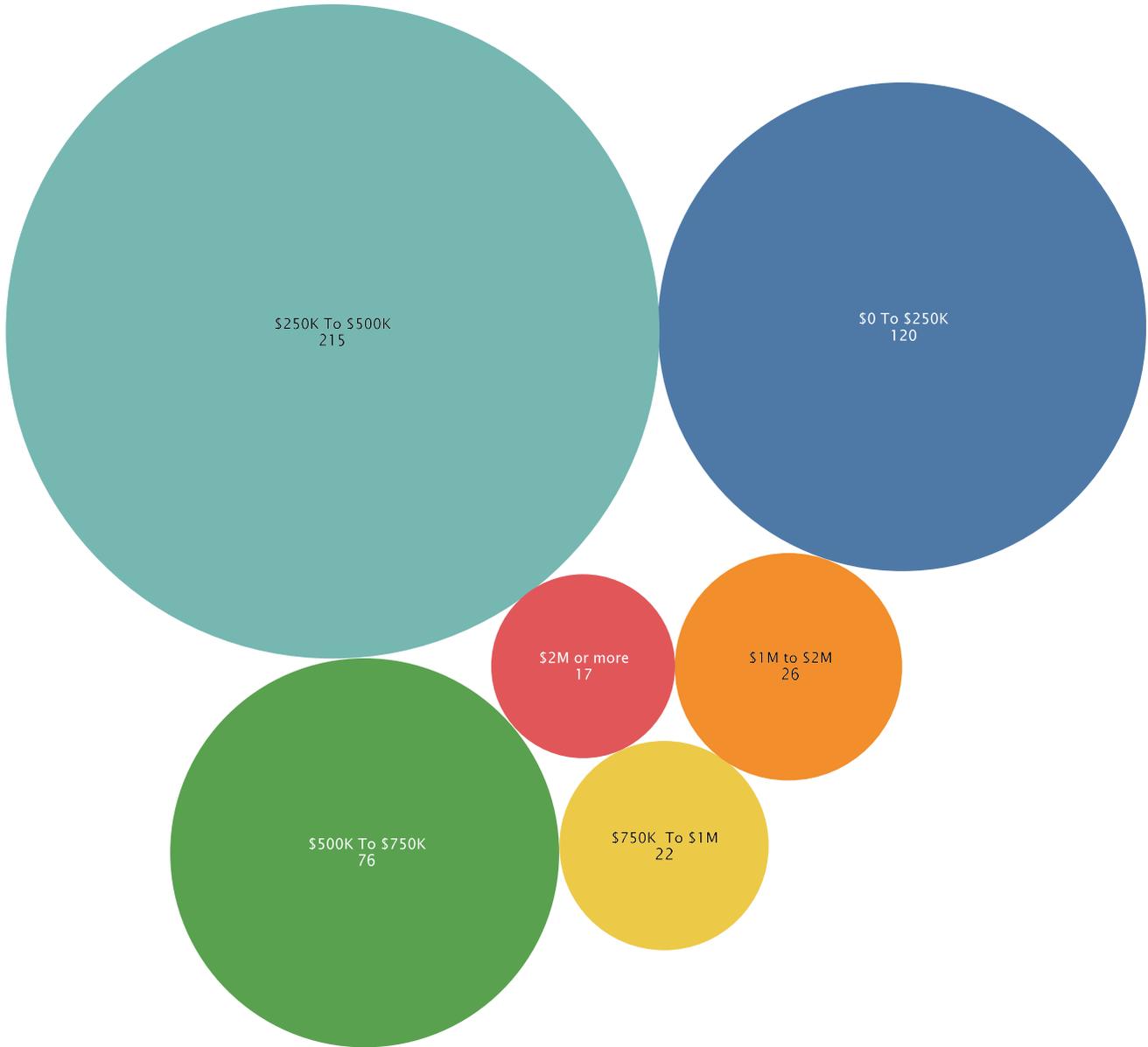
Most Affordable ZIP Codes 2022Q1



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FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2022Q1



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



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Florida-NE

Florida-NE's largest markets decreased by over \$23 million (7%) from winter 2021

Largest Markets

1. Lake Vedra	\$32,580,000	9.8%
2. Huguenot Lagoon	\$28,102,700	8.4%
3. Doctors Lake	\$22,718,589	6.8%
4. Lake Weir	\$19,058,449	5.7%
5. Lake Ponte Vedra	\$16,960,000	6.1%

Total Florida NE Market: \$333,582,148

Most Listings

1. Lake Weir	58	6.6%
2. Doctors Lake	36	4.1%
3. Twelvemile Swamp	34	7.1%
4. Fourmile Swamp	27	3.1%
5. Georges Lake	24	2.7%

Total Florida NE Listings: 878

Largest Home Markets

1. Huguenot Lagoon	\$26,603,700	9.5%
2. Lake Vedra	\$24,735,000	8.9%
3. Doctors Lake	\$19,813,790	7.1%
4. Lake Ponte Vedra	\$16,960,000	6.1%
5. Snowden Bay	\$15,189,565	5.4%

Total Florida NE Home Market: \$279,333,645

Most Homes Available

1. Twelvemile Swamp	34	7.1%
2. Lake Weir	27	5.7%
3. Doctors Lake	26	5.5%
4. Snowden Bay	23	4.8%
5. Fourmile Swamp	22	4.6%

Total Florida NE Home Listings: 476

Largest Land Markets

1. Lake Vedra	\$7,845,000	14.5%
2. Lake Weir	\$7,217,649	13.3%
3. Fivemile Swamp	\$5,649,000	10.4%
4. Fourmile Swamp	\$3,522,900	6.5%
5. Doctors Lake	\$2,904,799	5.4%

Total Florida NE Land Market: \$54,248,503

Most Land Available

1. Lake Weir	31	7.7%
2. Stella Lake	20	5.0%
3. Georges Lake	19	4.7%
4. Bream Lake	17	4.2%
5. Little Orange Lake	14	3.5%

Total Florida NE Land Listings: 402

Average Home Price

1. Huguenot Lagoon, FL	\$1,564,924
2. Maria Sanchez Lake, FL	\$1,288,580
3. Doctors Lake, FL	\$762,069
4. Snowden Bay, FL	\$660,416
5. Cartwheel Bay, FL	\$525,642

Average Land Price Per Acre

Listings of Less Than 10 Acres

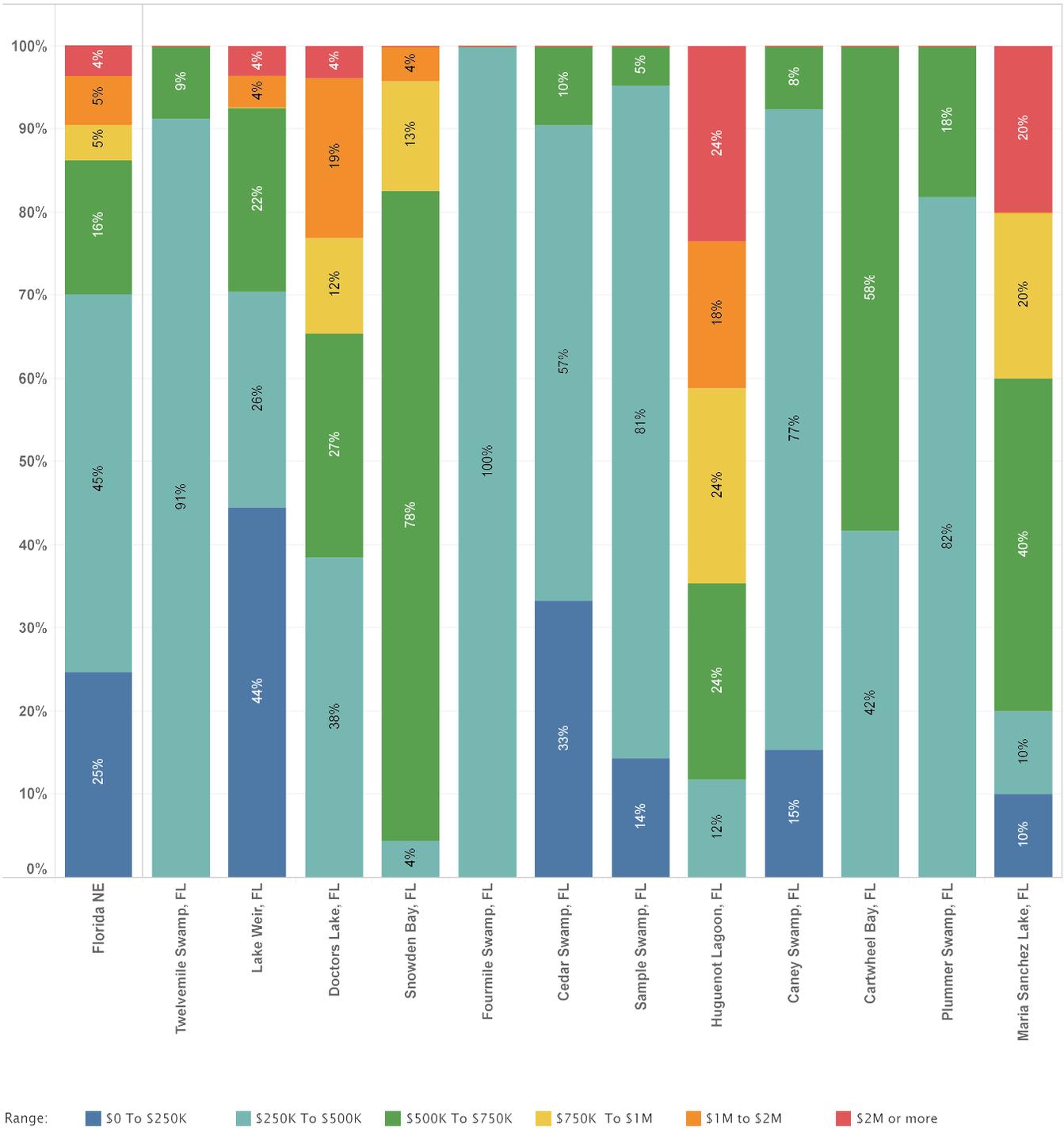
1. Doctors Lake	\$177,230
2. Georges Lake	\$76,599
3. Lake Weir	\$75,649
4. Stella Lake	\$39,936
5. Grassy Lake	\$37,461

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.

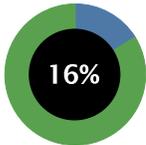
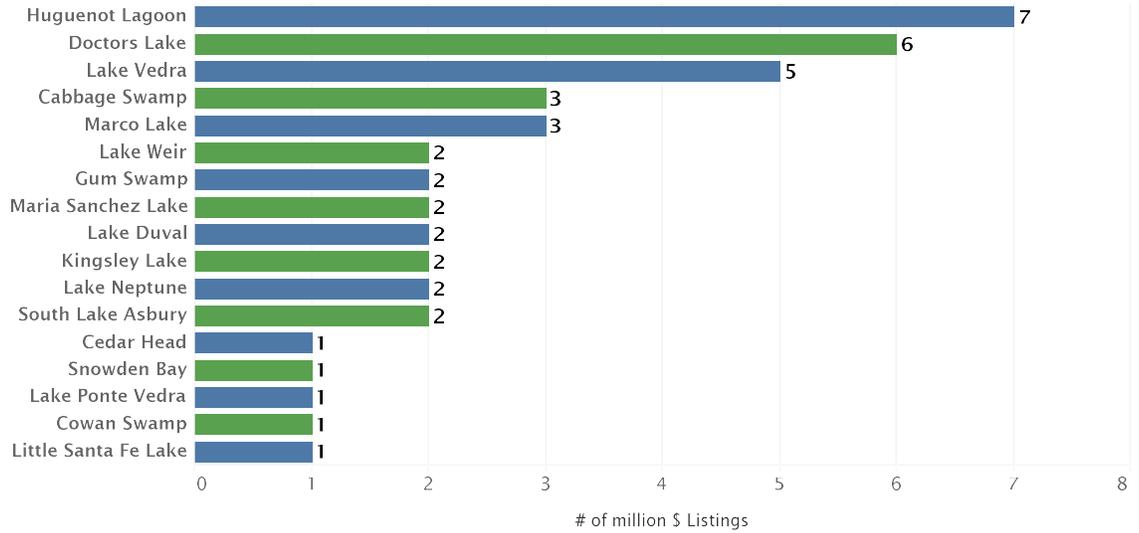
Price Breakdown by Percentage of Homes in the Florida NE Market 2022Q1



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Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2022Q1

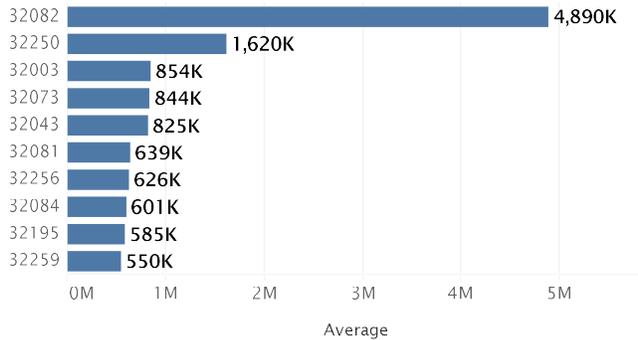


of \$1M+ Homes in Florida NE are on Huguenot Lagoon

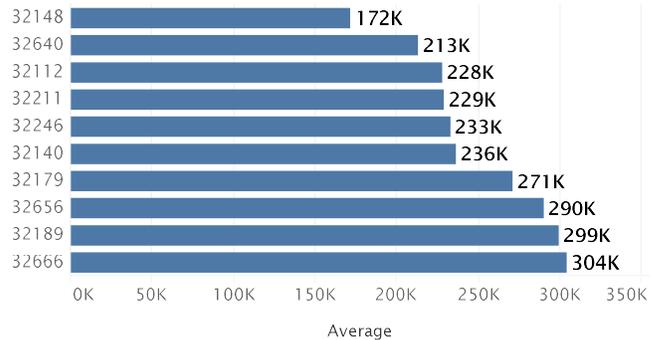
Total Number of \$1M+ Homes

43

Most Expensive ZIP Codes 2022Q1



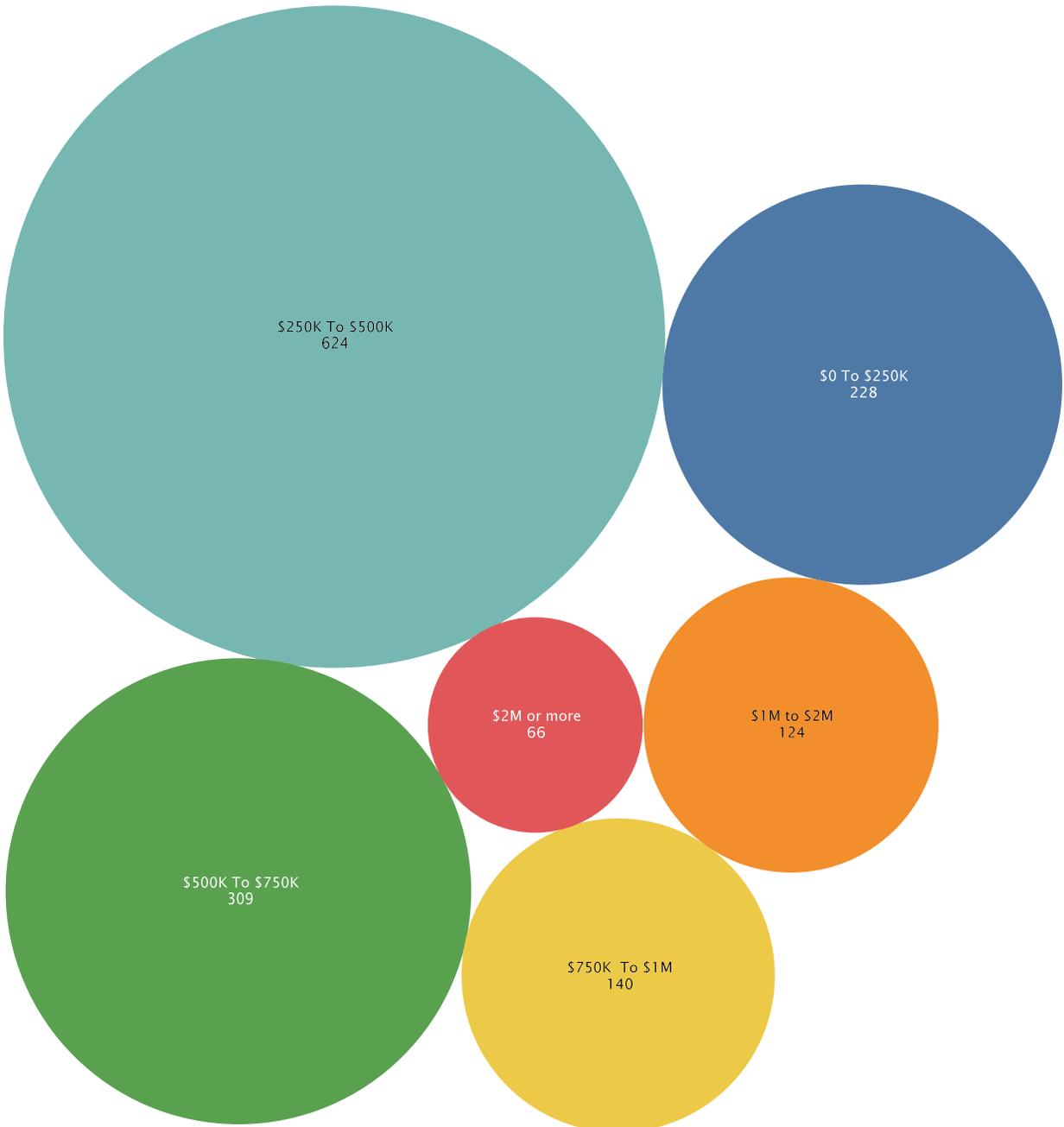
Most Affordable ZIP Codes 2022Q1



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GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2022Q1



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



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Georgia

The total Georgia market dropped from \$1.8 billion in winter 2021 to \$1.5 billion in spring 2022 resulting in a 14% decrease.

Largest Markets

1. Lake Lanier	\$476,993,265	30.7%	6. Clarks Hill Lake*	\$48,232,205	3.1%
2. Lake Oconee	\$287,950,853	18.5%	7. Chatuge Lake*	\$42,978,636	2.8%
3. Lake Hartwell*	\$153,342,205	9.9%	8. Lake Blue Ridge	\$39,559,025	2.5%
4. Lake Allatoona	\$110,459,602	7.1%	9. Walter F. George Lake*	\$36,699,395	2.4%
5. Lake Sinclair	\$53,265,662	3.4%	10. Nottely Lake	\$31,667,598	2.0%

Total Georgia Market: \$1,555,507,201

Largest Home Markets

1. Lake Lanier	\$320,372,937	29.5%
2. Lake Oconee	\$221,564,724	20.4%
3. Lake Hartwell*	\$88,829,885	8.2%
4. Lake Allatoona	\$75,815,592	7.0%
5. Lake Sinclair	\$43,335,262	4.0%
6. Lake Blue Ridge	\$28,654,375	2.6%
7. Clarks Hill Lake*	\$28,484,300	2.6%
8. Chatuge Lake*	\$24,208,200	2.2%
9. Hickory Log Reservoir	\$18,807,834	1.7%
10. Nottely Lake	\$18,293,500	1.7%

Total Georgia Home Market: \$1,085,510,134

Largest Land Markets

1. Lake Lanier	\$156,620,328	33.4%
2. Lake Oconee	\$66,386,129	14.1%
3. Lake Hartwell*	\$64,512,320	13.7%
4. Lake Allatoona	\$34,644,010	7.4%
5. Walter F. George Lake*	\$23,866,900	5.1%
6. Clarks Hill Lake*	\$19,747,905	4.2%
7. Chatuge Lake*	\$18,770,436	4.0%
8. Nottely Lake	\$13,374,098	2.8%
9. Lake Blue Ridge	\$10,904,650	2.3%
10. Lake Sinclair	\$9,245,400	2.0%

Total Georgia Land Market: \$469,312,067

The lakes on the Largest Markets list have generally maintained their ranking from winter 2021.

Most Expensive Homes

1. Lake Blue Ridge	\$1,146,175
2. Lake Kedron	\$1,089,889

Most Affordable Homes

1. Lake Lucerne	\$570,360
2. Lake Allatoona	\$600,045
3. Big Canoe	\$647,167
4. Chatuge Lake	\$673,731
5. Berkeley Lake	\$774,146

Most Listings

1. Lake Hartwell*	671	16.8%	6. Lake Allatoona	190	4.8%
2. Lake Lanier	653	16.4%	7. Chatuge Lake*	186	4.7%
3. Lake Oconee	513	12.9%	8. Nottely Lake	152	3.8%
4. Clarks Hill Lake*	420	10.5%	9. Walter F. George Lake*	112	2.8%
5. Lake Sinclair	205	5.1%	10. Jackson Lake	88	2.2%

Total Georgia Listings:

3,986

Most Homes Available

1. Lake Lanier	405	24.3%
2. Lake Oconee	229	13.7%
3. Lake Hartwell*	196	11.8%
4. Lake Allatoona	127	7.6%
5. Lake Sinclair	103	6.2%
6. Clarks Hill Lake*	60	3.6%
7. Jackson Lake	49	2.9%
8. Walter F. George Lake*	42	2.5%
9. Chatuge Lake*	38	2.3%
10. Lake Arrowhead	37	2.2%

Total Georgia Home Listings:

1,668

Most Land Available

1. Lake Hartwell*	475	20.5%
2. Clarks Hill Lake*	360	15.5%
3. Lake Oconee	284	12.3%
4. Lake Lanier	248	10.7%
5. Chatuge Lake*	148	6.4%
6. Nottely Lake	131	5.7%
7. Lake Sinclair	101	4.4%
8. Walter F. George Lake*	70	3.0%
9. Lake Burton	65	2.8%
10. Lake Allatoona	63	2.7%

Total Georgia Land Listings:

2,317

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$799,310
2. Lake Lanier	\$169,053
3. Lake Hartwell	\$133,634
4. Lake Burton	\$122,025
5. Lake Oconee	\$112,659
6. Lake Tara	\$111,524
7. Lake Allatoona	\$110,095
8. Chatuge Lake	\$84,356

Listings of 10 Acres or More

1. Lake Lanier	\$91,433
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

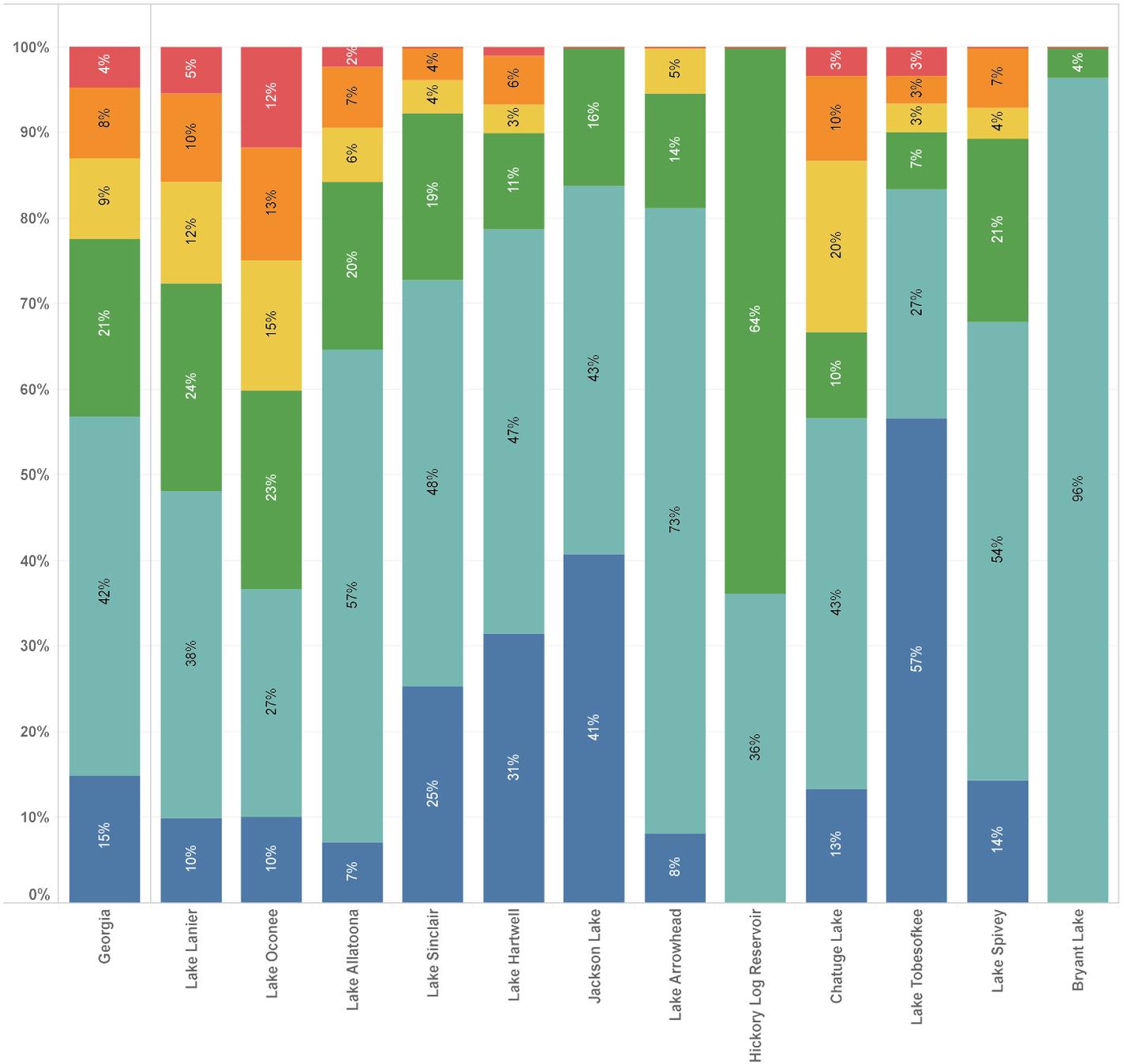
1. Richard B. Russell Lake	\$27,283
2. Bent Tree	\$32,419
3. West Point Lake	\$34,034
4. Carters Lake	\$34,640
5. Lake Rabun	\$34,999
6. Lake Lacey	\$37,070
7. Clarks Hill Lake	\$38,585
8. Big Canoe	\$49,240

Listings of 10 Acres or More

1. West Point Lake	\$8,997
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Georgia Market 2022Q1

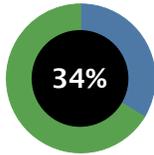
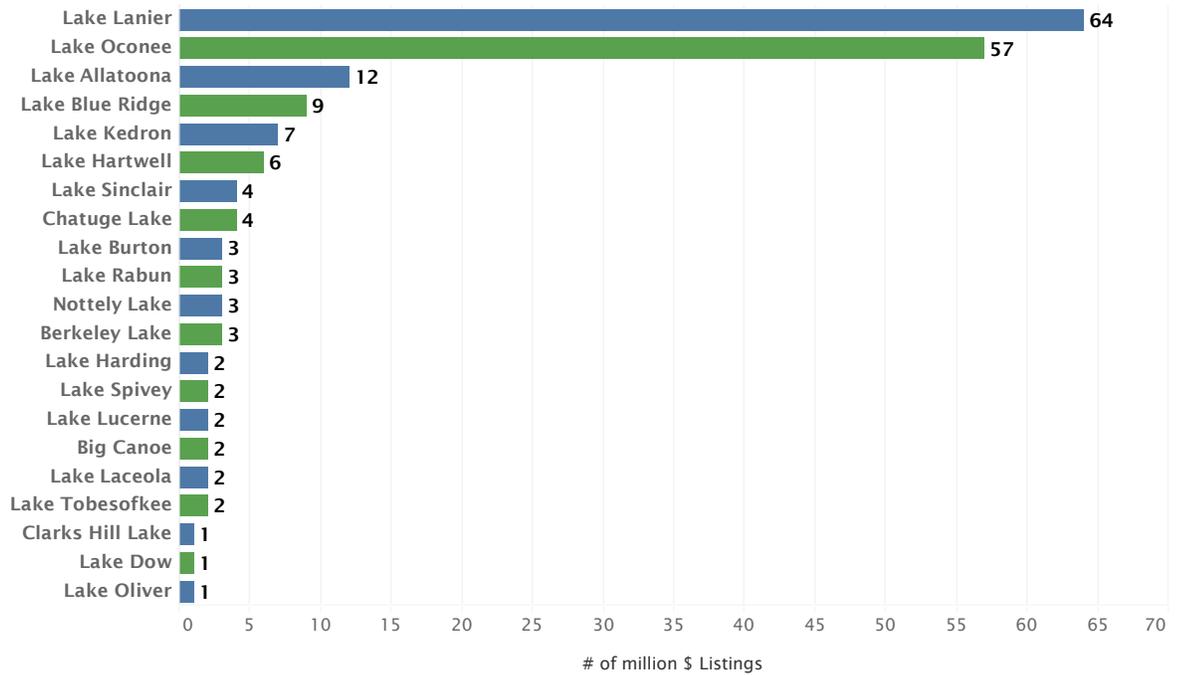


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Georgia

Where Are The Million-Dollar Listings? 2022Q1

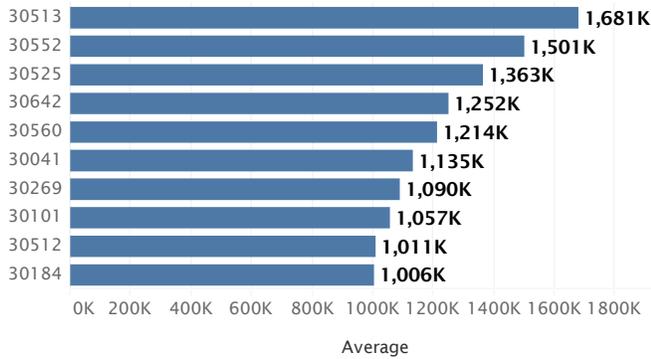


of \$1M+ Homes in Georgia are on Lake Lanier

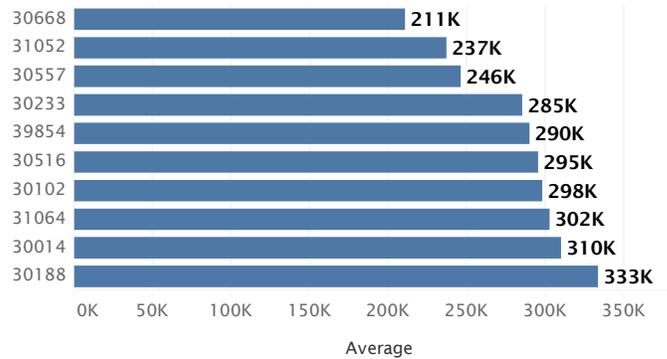
Total Number of \$1M+ Homes

190

Most Expensive ZIP Codes 2022Q1



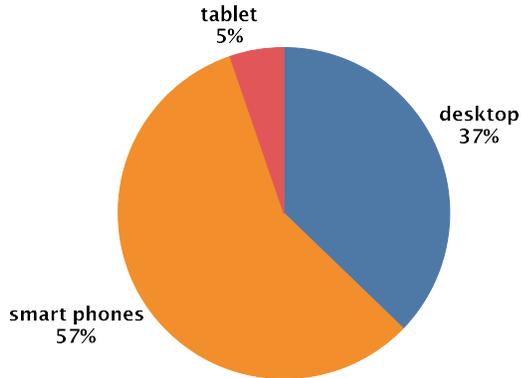
Most Affordable ZIP Codes 2022Q1



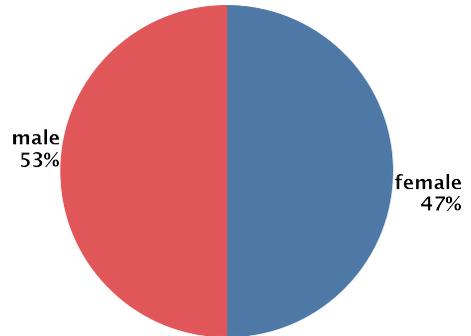
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LAKEHOMES.COM

Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

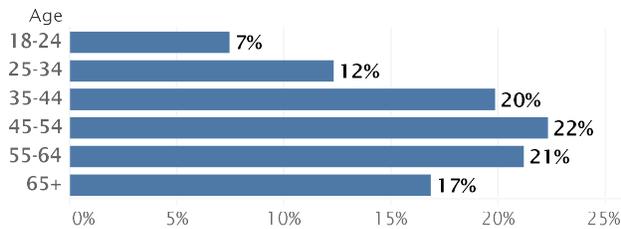


47% of potential buyers come from outside Georgia

Greenville-Spartanburg-Asheville-Ander

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

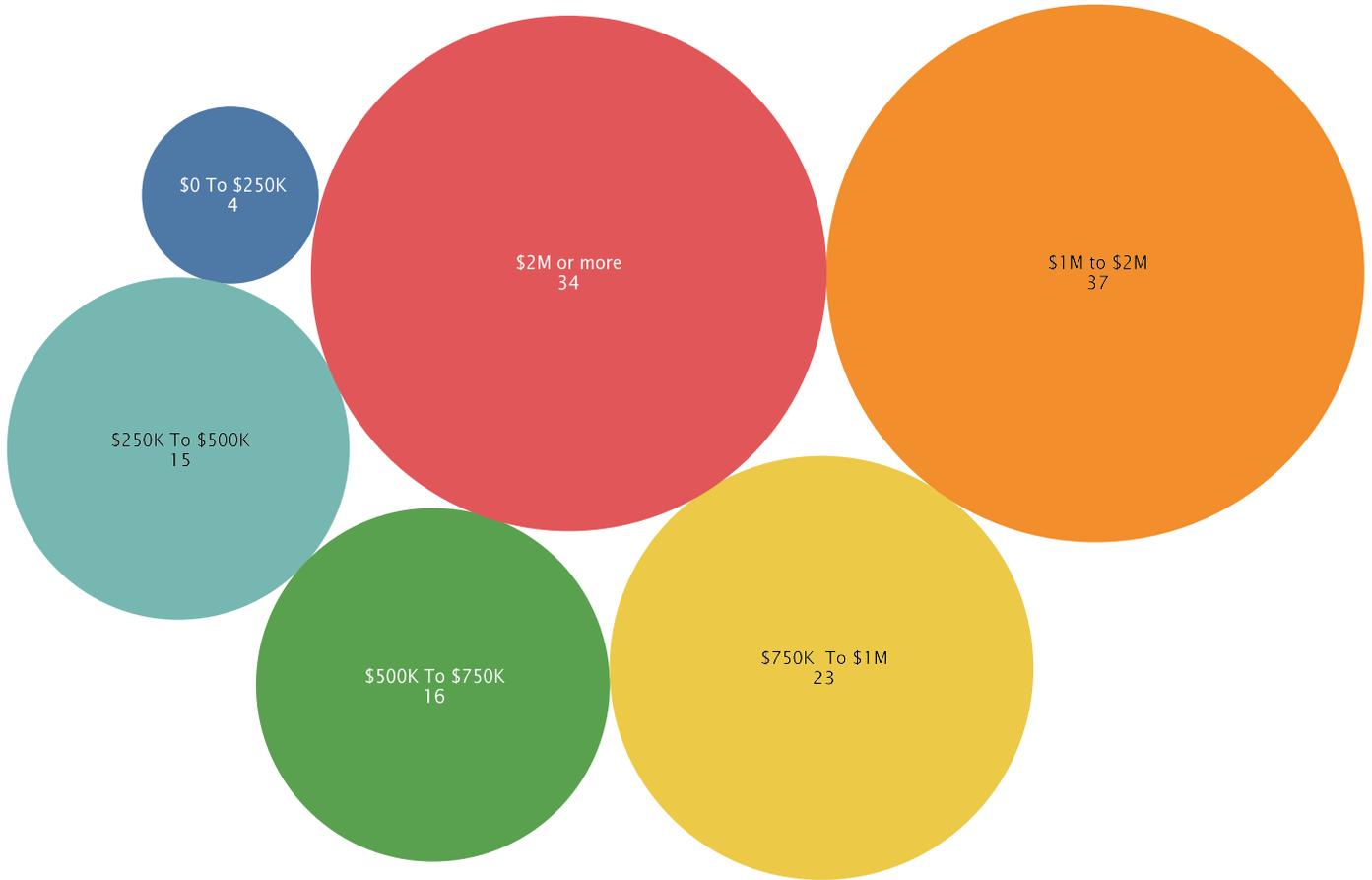
- Orlando-Daytona Beach-Melbourne, FL
- Tampa-St. Petersburg (Sarasota), FL
- New York, NY
- Los Angeles, CA
- Charlotte, NC
- Washington DC (Hagerstown MD)
- Chicago, IL
- Miami-Ft. Lauderdale, FL
- Jacksonville, FL



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IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2022Q1



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



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LAKEHOMES.COM

Idaho

The percentage of homes worth \$1+ million on Hayden Lake grew from 46% in winter 2021 to 100% in spring 2022, resulting in a 54% increase.

Largest Markets

1. Coeur d'Alene Lake	\$158,592,500	39.2%
2. Pend Oreille Lake	\$145,059,300	35.8%
3. Hayden Lake	\$39,850,698	9.8%
4. Priest Lake	\$17,618,999	4.4%
5. Lake Cascade	\$12,781,300	3.2%

Total Idaho Market: \$404,741,996

Most Listings

1. Pend Oreille Lake	133	38.1%
2. Coeur d'Alene Lake	97	27.8%
3. Lake Cascade	33	9.5%
4. Hayden Lake	20	5.7%
5. Priest Lake	11	3.2%

Total Idaho Listings: 349

Largest Home Markets

1. Coeur d'Alene Lake	\$91,827,800	37.1%
2. Pend Oreille Lake	\$84,774,500	34.2%
3. Hayden Lake	\$34,258,999	13.8%
4. Priest Lake	\$15,559,000	6.3%
5. Lake Cascade	\$4,268,000	1.7%

Total Idaho Home Market: \$247,808,599

Most Homes Available

1. Pend Oreille Lake	49	38.0%
2. Coeur d'Alene Lake	37	28.7%
3. Hayden Lake	11	8.5%
4. Priest Lake	7	5.4%
5. Twin Lakes	6	4.7%

Total Idaho Home Listings: 129

Largest Land Markets

1. Coeur d'Alene Lake	\$66,764,700	42.5%
2. Pend Oreille Lake	\$60,284,800	38.4%
3. Lake Cascade	\$8,513,300	5.4%
4. Hayden Lake	\$5,591,699	3.6%
5. Payette Lake	\$5,237,000	3.3%

Total Idaho Land Market: \$156,933,397

Most Land Available

1. Pend Oreille Lake	84	38.2%
2. Coeur d'Alene Lake	60	27.3%
3. Lake Cascade	28	12.7%
4. Hayden Lake	9	4.1%
4. Hoodoo Lake	9	4.1%

Total Idaho Land Listings: 220

Average Home Price

1. Hayden Lake	\$3,114,454
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Average Land Price Per Acre

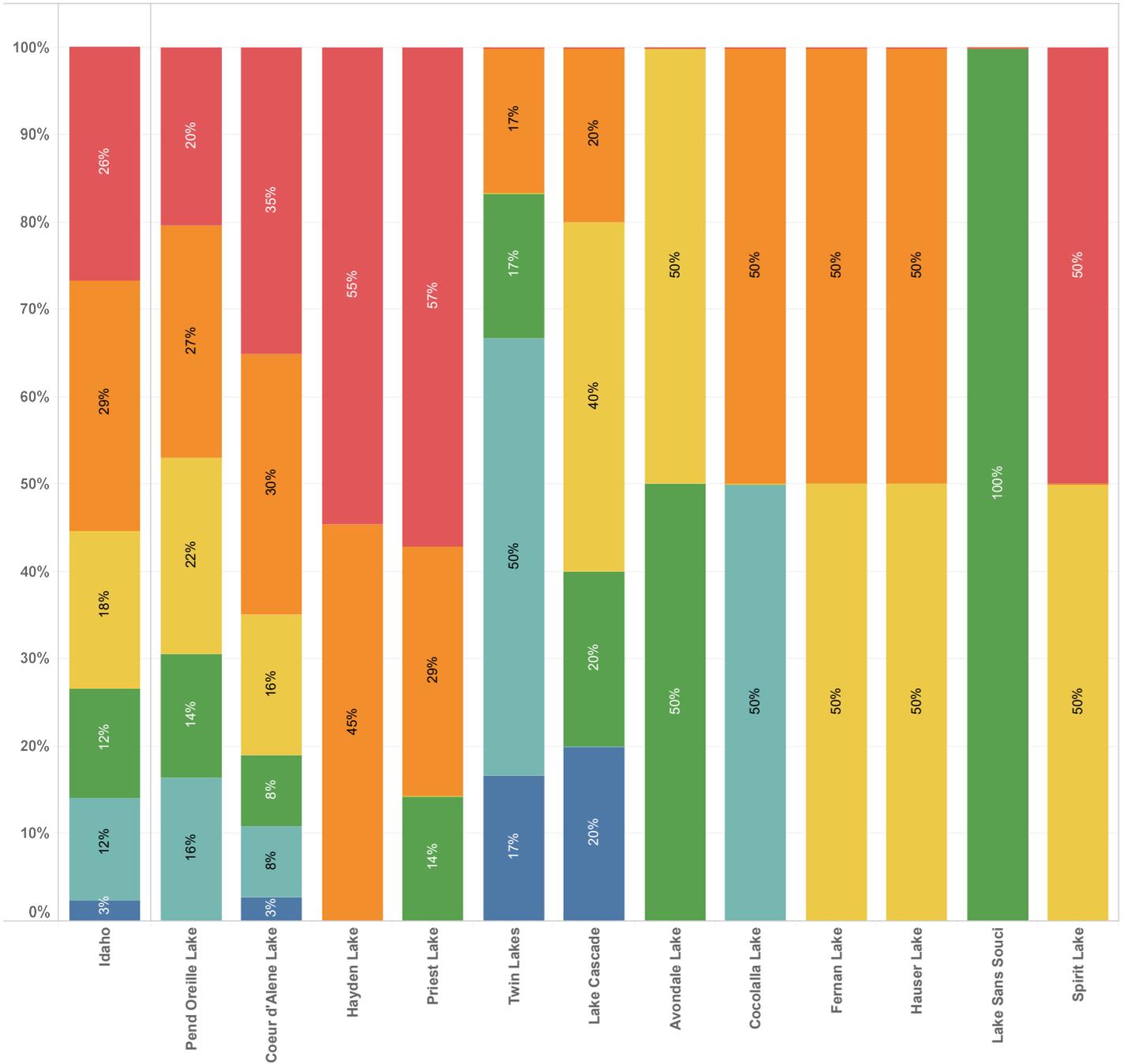
Listings of Less Than 10 Acres

1. Lake Cascade	\$672,627
2. Coeur d'Alene Lake	\$403,644
3. Pend Oreille Lake	\$277,401

Listings of 10 Acres or More

1. Pend Oreille Lake	\$82,723
2. Coeur d'Alene Lake	\$49,086

Price Breakdown by Percentage of Homes in the Idaho Market 2022Q1

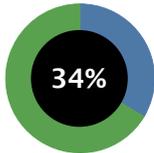
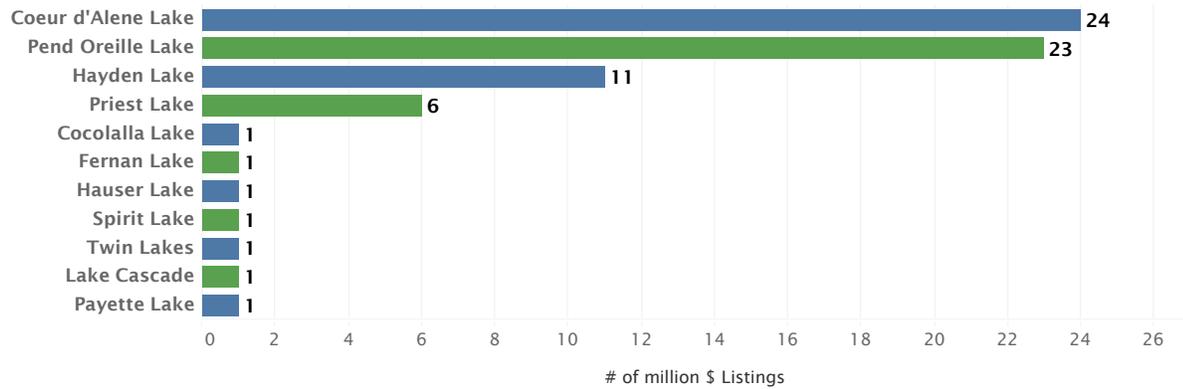


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



Luxury Lake Real Estate in Idaho

Where Are The Million-Dollar Listings? 2022Q1

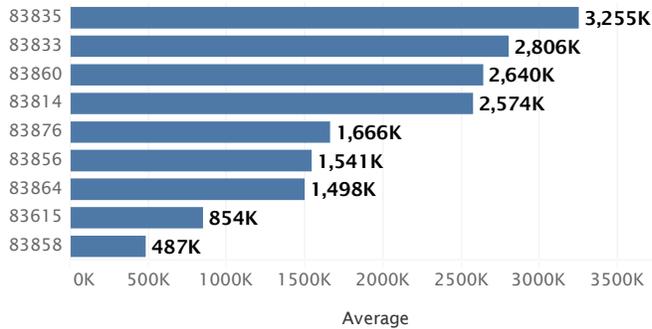


34% of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

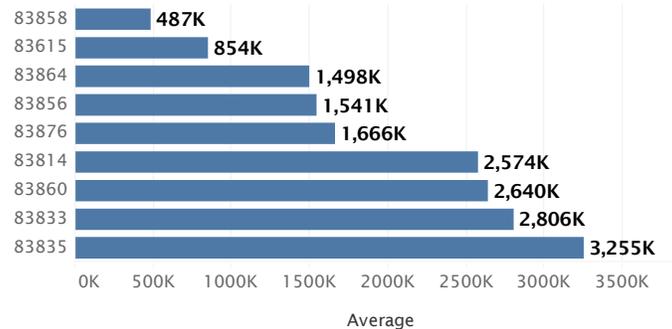
Total Number of \$1M+ Homes

71

Most Expensive ZIP Codes 2022Q1



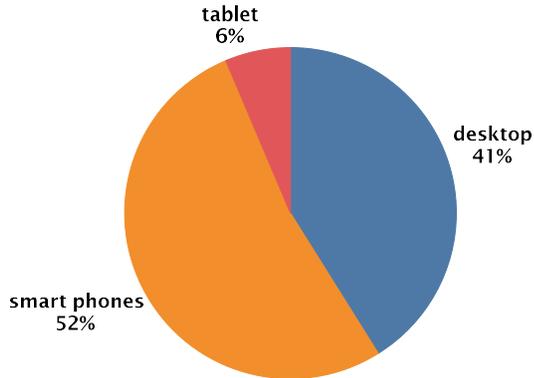
Most Affordable ZIP Codes 2022Q1



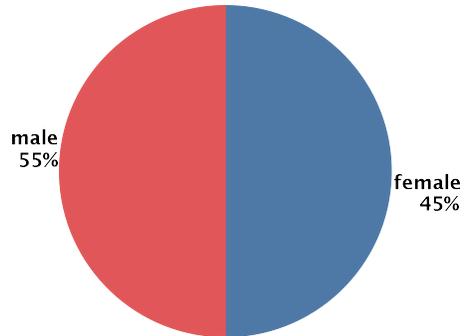
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2022Q1

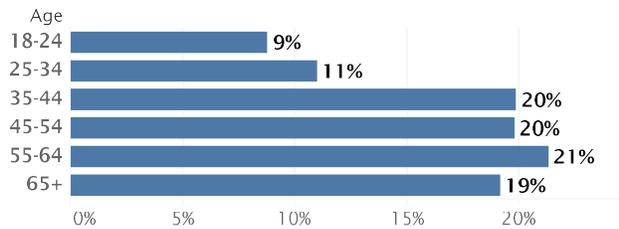


Male/Female Visitors 2022Q1



90% of potential buyers come from outside Idaho

What Age Groups are Shopping 2022Q1



Seattle-Tacoma

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

Number 2-10 metros are:

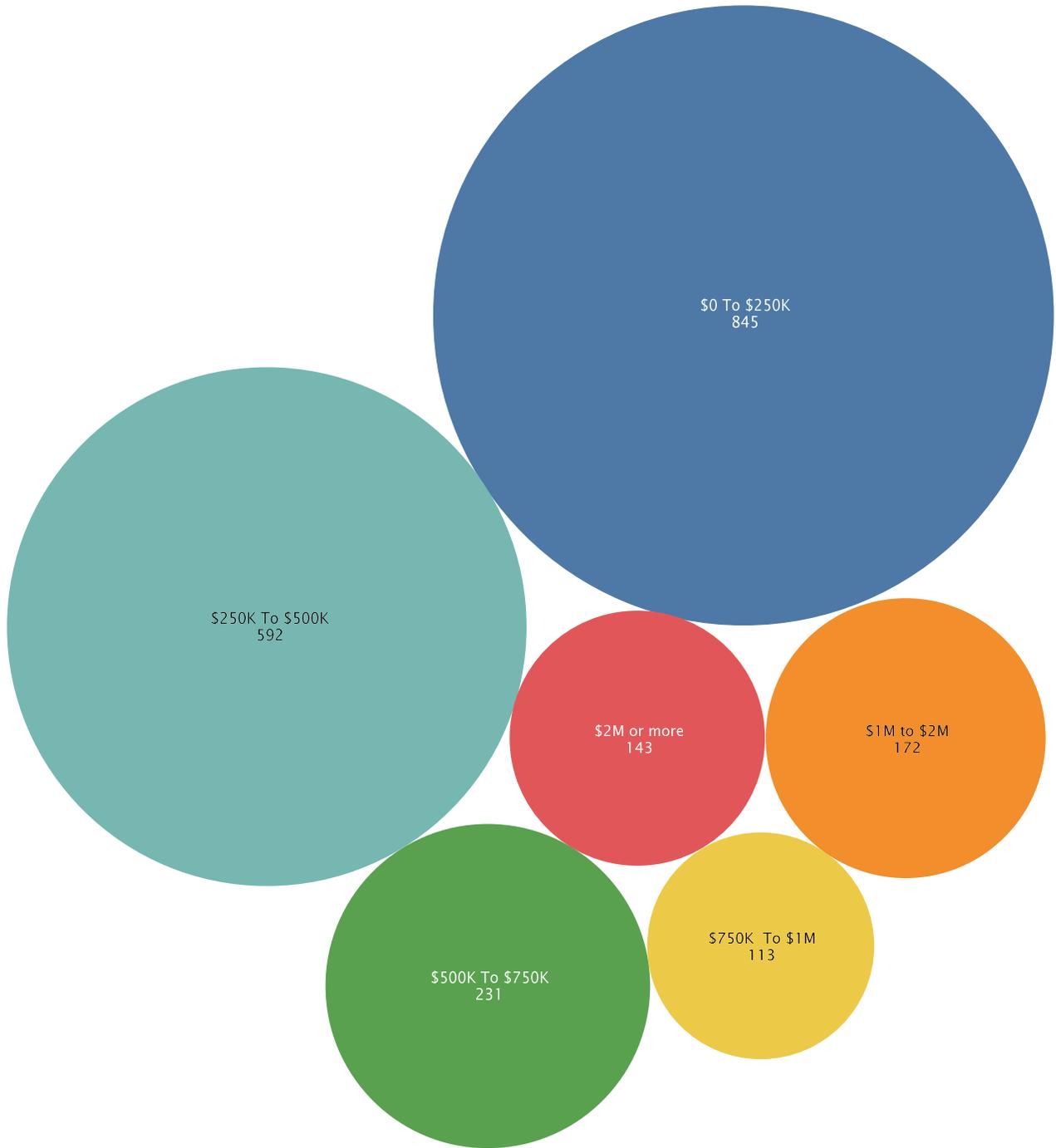
- Spokane, WA
- Los Angeles, CA
- Salt Lake City, UT
- San Francisco-Oakland-San Jose, CA
- Phoenix, AZ
- Portland, OR
- Denver, CO
- Sacramento-Stockton-Modesto, CA
- San Diego, CA



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LAKEHOMES.COM

ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2022Q1



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



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Illinois

Wonder Lake increased in market size from \$12 million to \$22 million In spring 2022.

Largest Markets

1. Lake Michigan	\$1,187,621,995	77.7%
2. Wonder Lake	\$22,157,438	1.4%
3. Quarry Lake	\$18,163,700	1.2%
4. North Pond	\$17,991,400	1.2%
5. Chain O'Lakes - Pistakee Lake	\$10,431,299	0.7%

Total Illinois Market: \$1,529,422,617

Most Listings

1. Lake Michigan	1,451	57.6%
2. Wonder Lake	79	3.1%
3. Spoon Lake	36	1.4%
4. Round Lake	32	1.3%
5. Chain O'Lakes - Pistakee Lake	31	1.2%

Total Illinois Listings: 2,518

Largest Home Markets

1. Lake Michigan	\$1,172,361,735	79.7%
2. Wonder Lake	\$21,926,074	1.5%
3. Quarry Lake	\$18,163,700	1.2%
4. North Pond	\$17,971,400	1.2%
5. Heather Lake	\$10,249,900	0.7%

Total Illinois Home Market: \$1,471,245,742

Most Homes Available

1. Lake Michigan	1,415	67.5%
2. Wonder Lake	74	3.5%
3. Round Lake	24	1.1%
4. Chain O'Lakes - Pistakee Lake	22	1.0%
5. Chain O'Lakes - Fox Lake	18	0.9%

Total Illinois Home Listings: 2,097

Largest Land Markets

1. Lake Michigan	\$15,260,260	26.2%
2. Bangs Lake	\$3,343,500	5.7%
3. Lac Louette	\$2,595,000	4.5%
4. Lake Renwick	\$2,369,444	4.1%
5. Lake Of The Coves	\$2,228,000	3.8%

Total Illinois Land Market: \$58,176,875

Most Land Available

1. Lake Michigan	36	8.6%
2. Spoon Lake	32	7.6%
3. Holiday Lake	24	5.7%
4. Lake Thunderbird	18	4.3%
5. Lake Wildwood	17	4.0%

Total Illinois Land Listings: 421

Average Home Price

1. North Pond	\$1,633,764
2. Lake Michigan	\$828,524
3. Chain O'Lakes - Pistakee Lake	\$407,559
4. Lake Holiday	\$375,827
5. Island Lake	\$297,708

Average Land Price Per Acre

Listings of Less Than 10 Acres

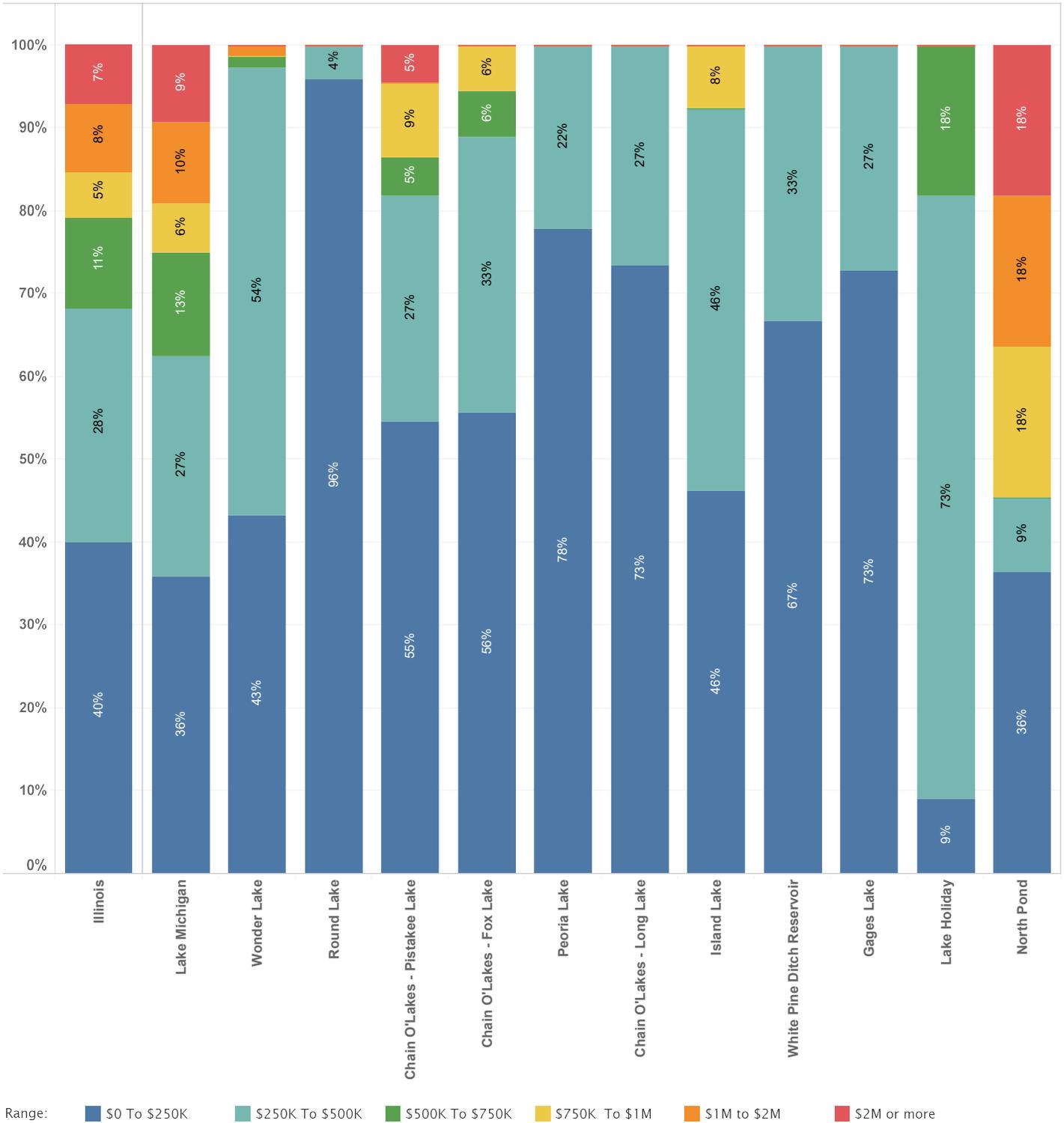
1. Bangs Lake	\$221,571
2. Chain O'Lakes - Nippersink Lake	\$129,328
3. Lake Thunderbird	\$72,088
4. Peoria Lake	\$54,292

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.

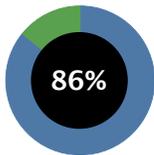
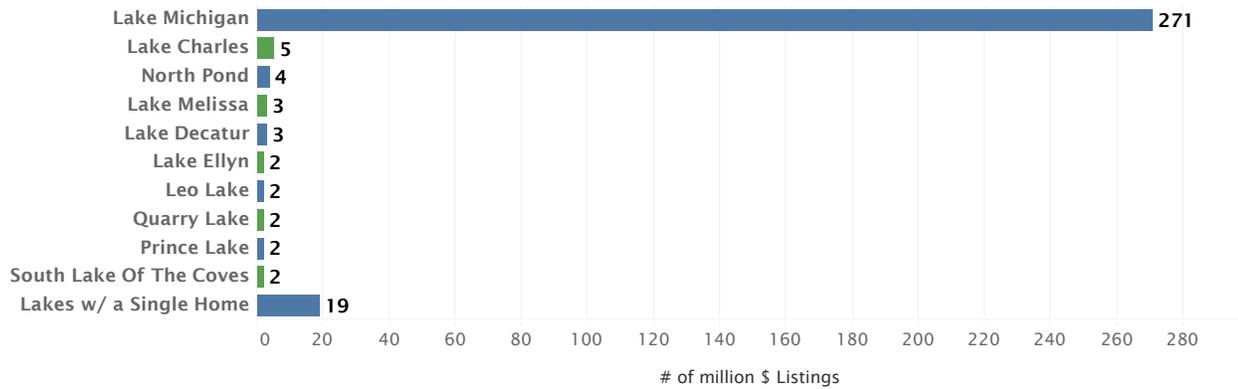
Price Breakdown by Percentage of Homes in the Illinois Market 2022Q1



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Luxury Lake Real Estate in Illinois

Where Are The Million-Dollar Listings? 2022Q1

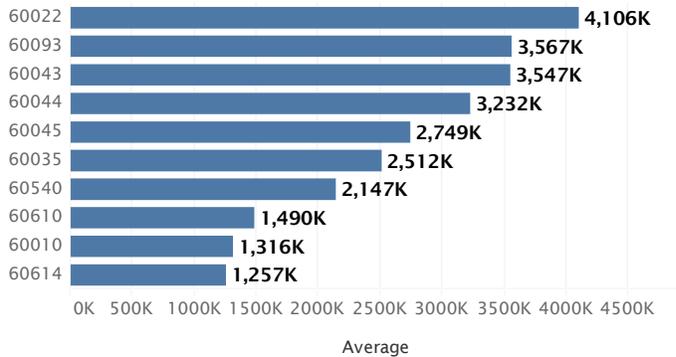


86% of \$1M+ Homes in Illinois are on Lake Michigan

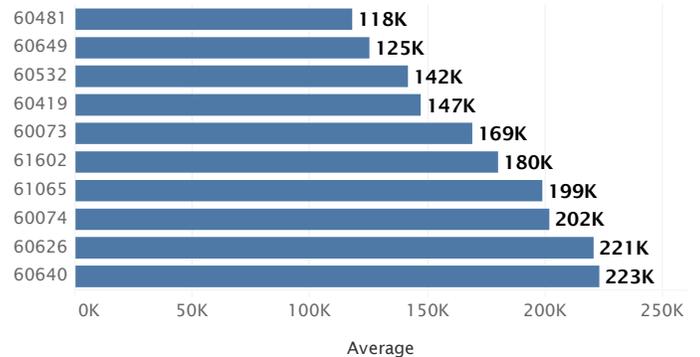
Total Number of \$1M+ Homes

315

Most Expensive ZIP Codes 2022Q1



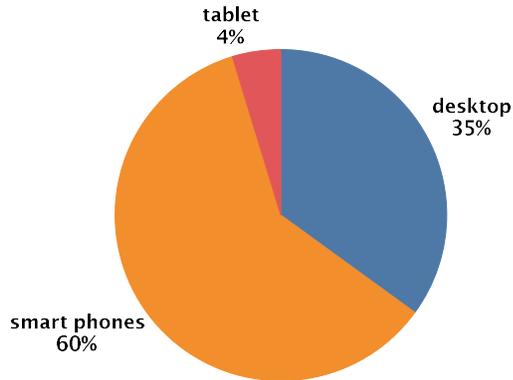
Most Affordable ZIP Codes 2022Q1



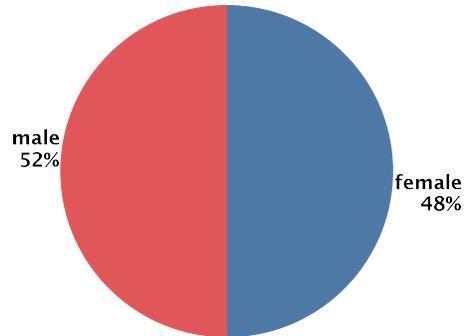
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Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

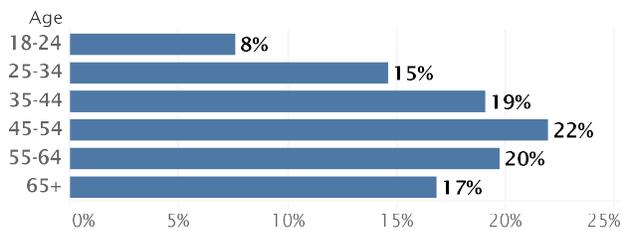


31% of potential buyers come from outside Illinois

St. Louis

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

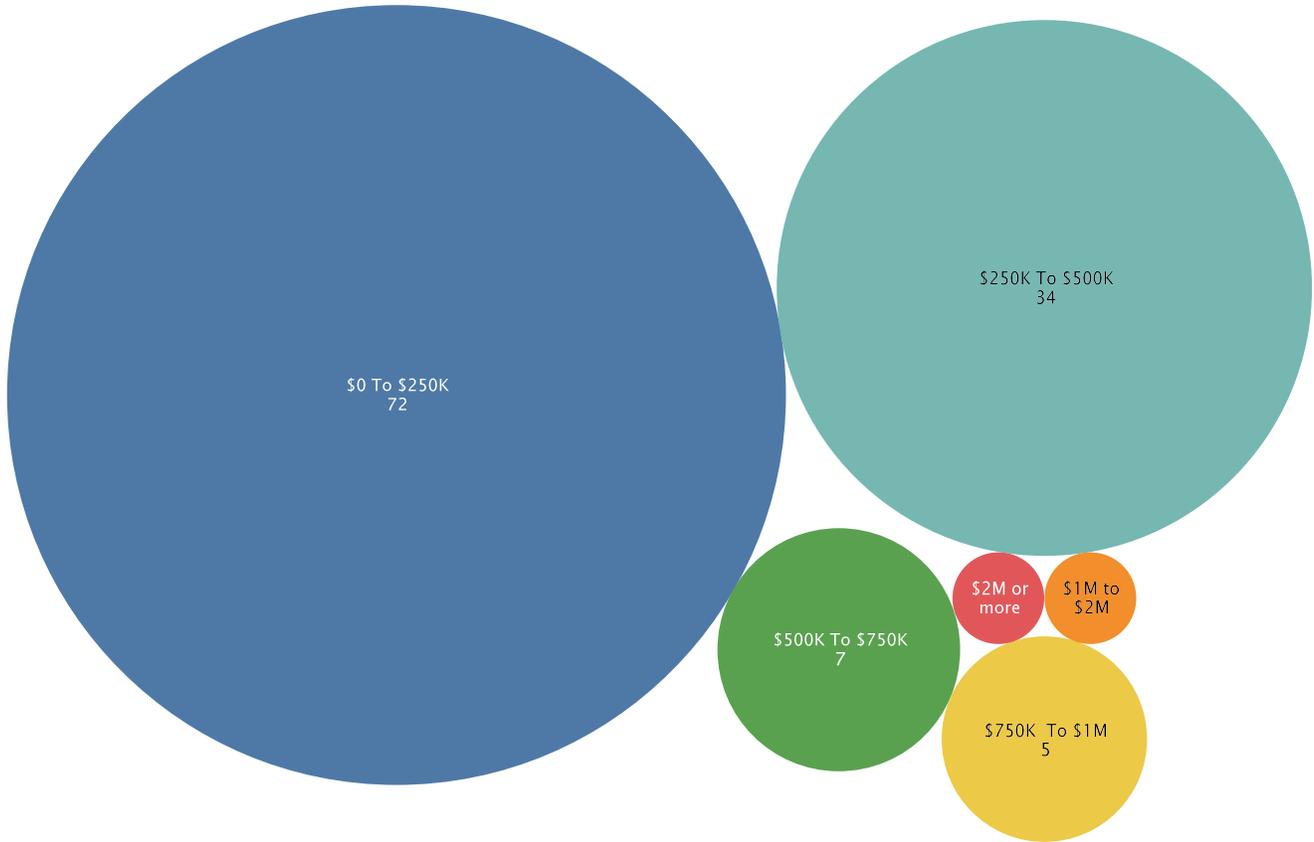
- Milwaukee, WI
- Indianapolis, IN
- Madison, WI
- Los Angeles, CA
- Washington DC (Hagerstown MD)
- Denver, CO
- Phoenix, AZ
- Detroit, MI
- Atlanta, GA



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LAKEHOMES.COM

CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2022Q1



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



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Chain O' Lakes

Chain o' Lakes decreased from \$63 million in winter 2021 to \$43.5 million in spring 2022' a \$19.5 million drop.

Largest Markets

1. Chain O'Lakes - Pistakee Lake	\$10,431,299	24.0%
2. Chain O'Lakes - Fox Lake	\$5,950,099	13.7%
3. Chain O'Lakes - Long Lake	\$3,143,800	7.2%
4. Chain O'Lakes - Grass Lake	\$2,838,600	6.5%
5. Chain O'Lakes - Dunns Lake	\$2,735,300	7.6%

Total ChainOLakes Market: \$43,542,722

Most Listings

1. Chain O'Lakes - Pistakee Lake	31	18.0%
2. Chain O'Lakes - Fox Lake	25	14.5%
3. Chain O'Lakes - Nippersink Lake	19	11.0%
4. Chain O'Lakes - Long Lake	16	9.3%
5. Chain O'Lakes - Grass Lake	12	7.0%

Total ChainOLakes Listings: 172

Largest Home Markets

1. Chain O'Lakes - Pistakee Lake	\$8,966,300	24.8%
2. Chain O'Lakes - Fox Lake	\$5,117,699	14.2%
3. Chain O'Lakes - Long Lake	\$3,117,900	8.6%
4. Chain O'Lakes - Grass Lake	\$2,838,600	7.9%
5. Chain O'Lakes - Dunns Lake	\$2,735,300	7.6%

Total ChainOLakes Home Market: \$36,107,403

Most Homes Available

1. Chain O'Lakes - Pistakee Lake	22	18.3%
2. Chain O'Lakes - Fox Lake	18	15.0%
3. Chain O'Lakes - Long Lake	15	12.5%
4. Chain O'Lakes - Dunns Lake	8	6.7%
4. Chain O'Lakes - Grass Lake	8	6.7%

Total ChainOLakes Home Listings: 120

Largest Land Markets

1. Lac Louette	\$2,595,000	34.9%
2. Chain O'Lakes - Pistakee Lake	\$1,464,999	19.7%
3. Chain O'Lakes - Fox Lake	\$832,400	11.2%
4. Chain O'Lakes - Lake Marie	\$625,000	8.4%
5. Lake Tranquility	\$550,000	7.4%

Total ChainOLakes Land Market: \$7,435,319

Most Land Available

1. Chain O'Lakes - Nippersink Lake	11	21.2%
2. Chain O'Lakes - Pistakee Lake	9	17.3%
3. Chain O'Lakes - Fox Lake	7	13.5%
4. Chain O'Lakes - Lake Marie	5	9.6%
5. Chain O'Lakes - Grass Lake	4	7.7%

Total ChainOLakes Land Listings: 52

Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$407,559
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Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Chain O'Lakes - Nippersink Lake	\$129,328
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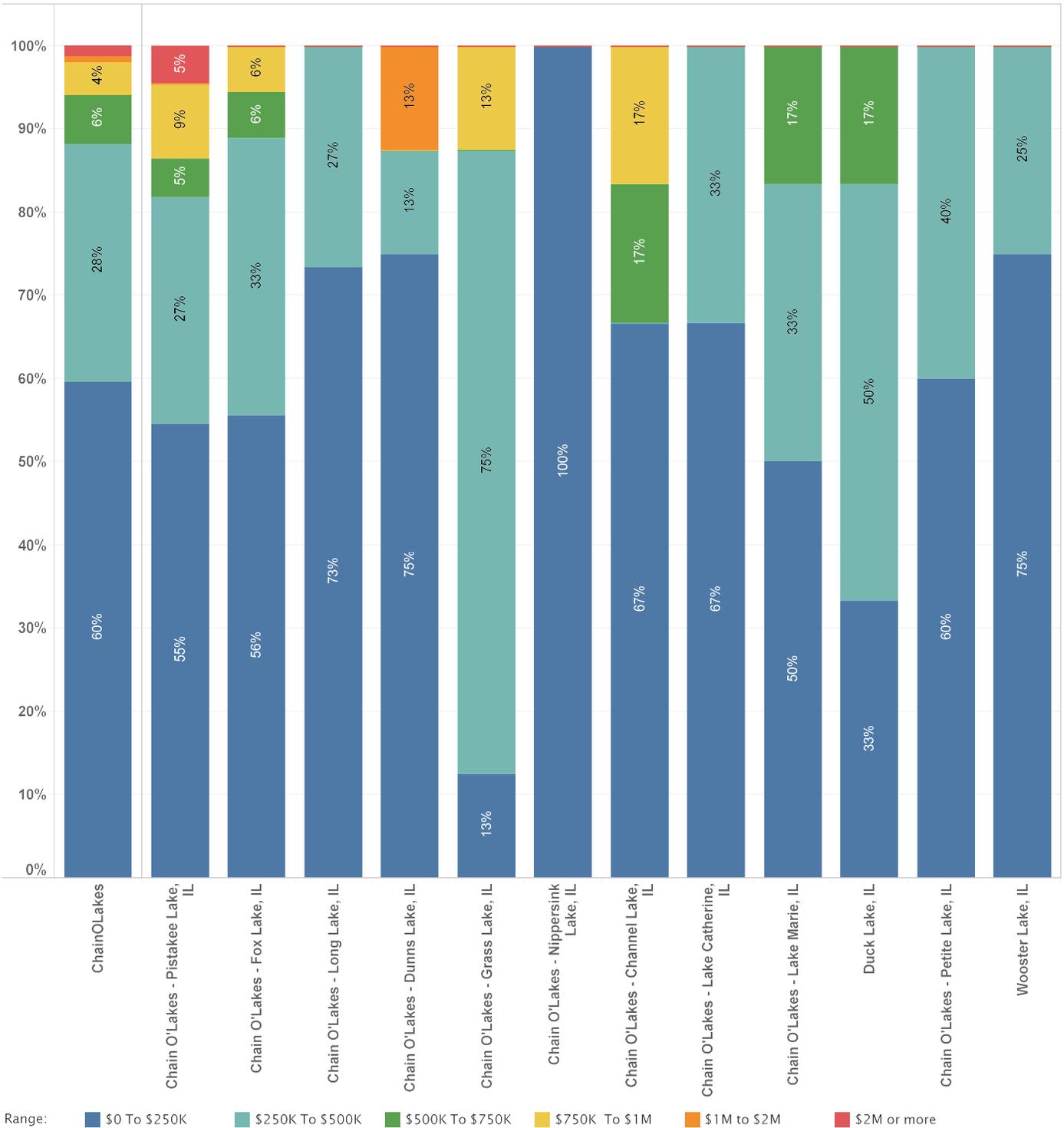
Listings of 10 Acres or More

**

** 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.

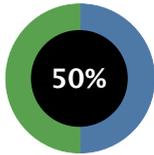
Price Breakdown by Percentage of Homes in the ChainOLakes Market 2022Q1



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Luxury Lake Real Estate in ChainOLakes

Where Are The Million-Dollar Listings? 2022Q1

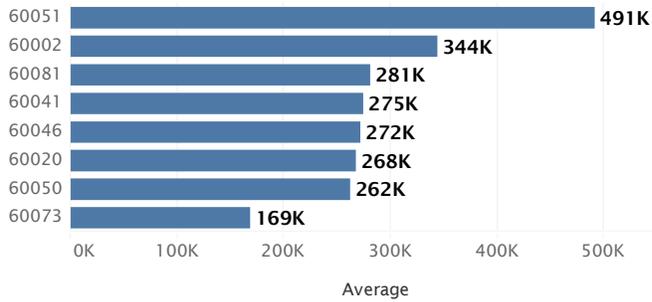


50% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Dunns Lake

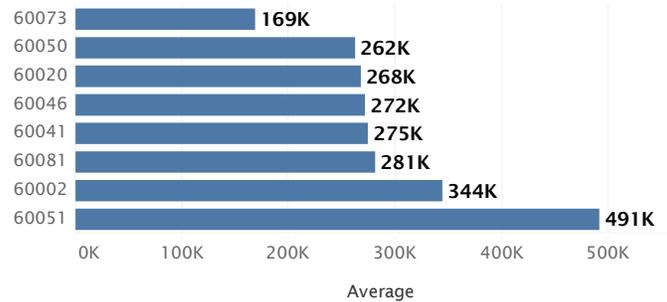
Total Number of \$1M+ Homes

2

Most Expensive ZIP Codes 2022Q1



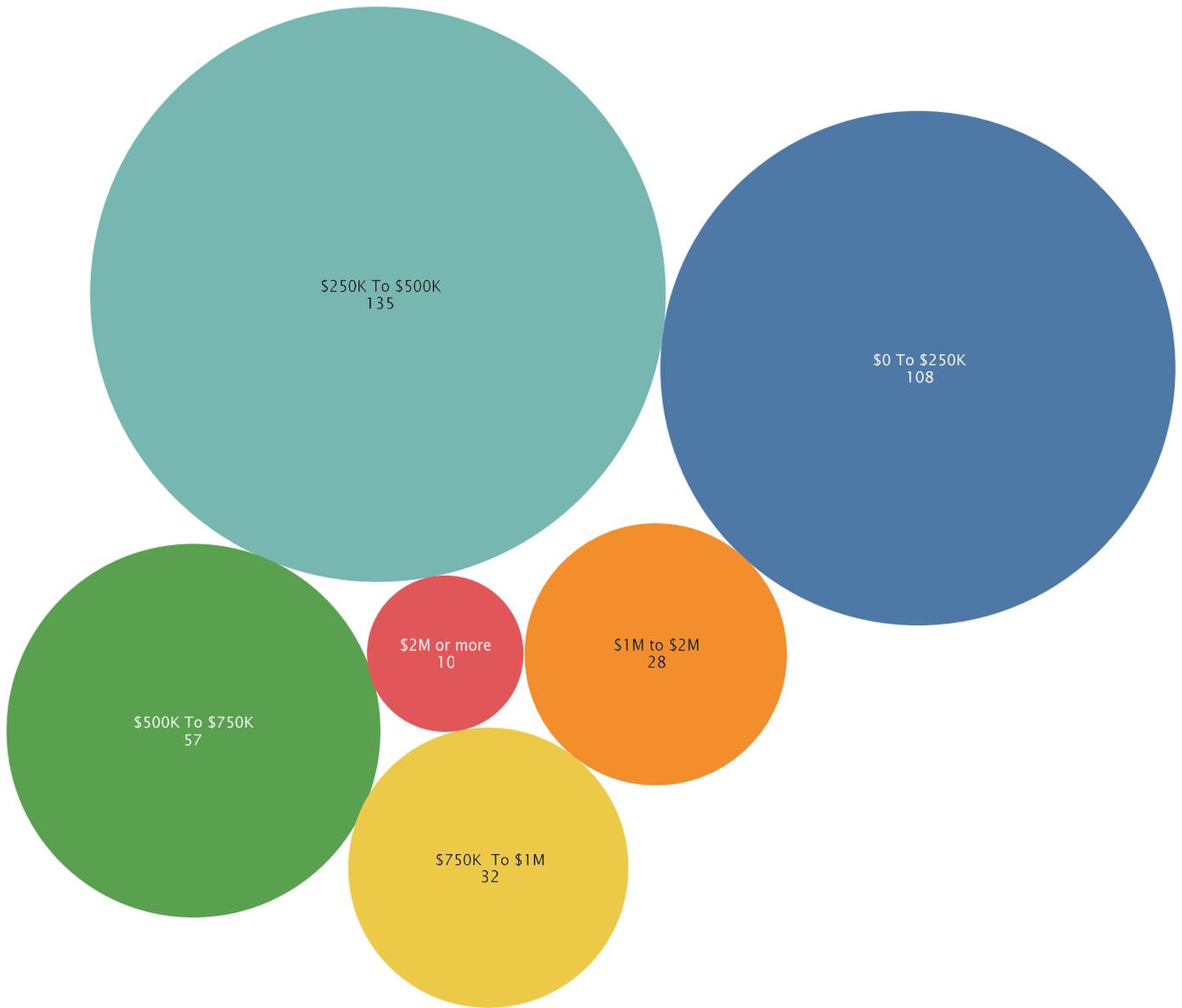
Most Affordable ZIP Codes 2022Q1



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LAKEHOMES.COM

INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2022Q1



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



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Indiana

The total Indiana home market experienced a 34% drop from from \$324 million in winter 2021 to \$221 million in spring 2022

Largest Markets

1. Lake Maxinkuckee	\$29,109,000	13.2%
2. Lake Wawasee	\$23,049,900	9.2%
3. Geist Reservoir	\$12,342,179	4.9%
4. Lake Michigan	\$11,371,388	4.5%
5. Lake Shafer	\$11,119,300	4.4%

Total Indiana Market: \$251,489,566

Most Listings

1. Lake Freeman	45	8.0%
2. Lake Shafer	27	4.8%
3. Lake Michigan	25	4.4%
4. Cedar Lake	22	3.9%
5. Lake Monroe	21	3.7%

Total Indiana Listings: 562

Largest Home Markets

1. Lake Maxinkuckee	\$29,109,000	13.2%
2. Lake Wawasee	\$21,810,500	9.9%
3. Geist Reservoir	\$11,162,379	5.1%
4. Lake Michigan	\$9,328,588	4.2%
5. Lake Shafer	\$8,994,200	4.1%

Total Indiana Home Market: \$220,507,072

Most Homes Available

1. Lake Monroe	19	5.1%
2. Lake Wawasee	18	4.9%
2. Morse Reservoir	18	4.9%
4. Geist Reservoir	17	4.6%
4. Lake Shafer	17	4.6%

Total Indiana Home Listings: 370

Largest Land Markets

1. Peyton Lake	\$4,130,000	13.3%
2. Lake Shafer	\$2,125,100	6.9%
3. Lake Michigan	\$2,042,800	6.6%
4. Cedar Lake	\$1,676,800	5.4%
5. Crooked Lake	\$1,250,000	4.0%

Total Indiana Land Market: \$30,982,494

Most Land Available

1. Lake Freeman	31	16.1%
2. Cedar Lake	10	5.2%
2. Lake Michigan	10	5.2%
2. Lake Shafer	10	5.2%
5. Crooked Lake	9	4.7%

Total Indiana Land Listings: 192

Average Home Price

1. Lake Wawasee	\$1,211,694
2. Geist Reservoir	\$656,611
3. Lake Michigan	\$621,906
4. Lake Shafer	\$607,093

Average Land Price Per Acre

Listings of Less Than 10 Acres

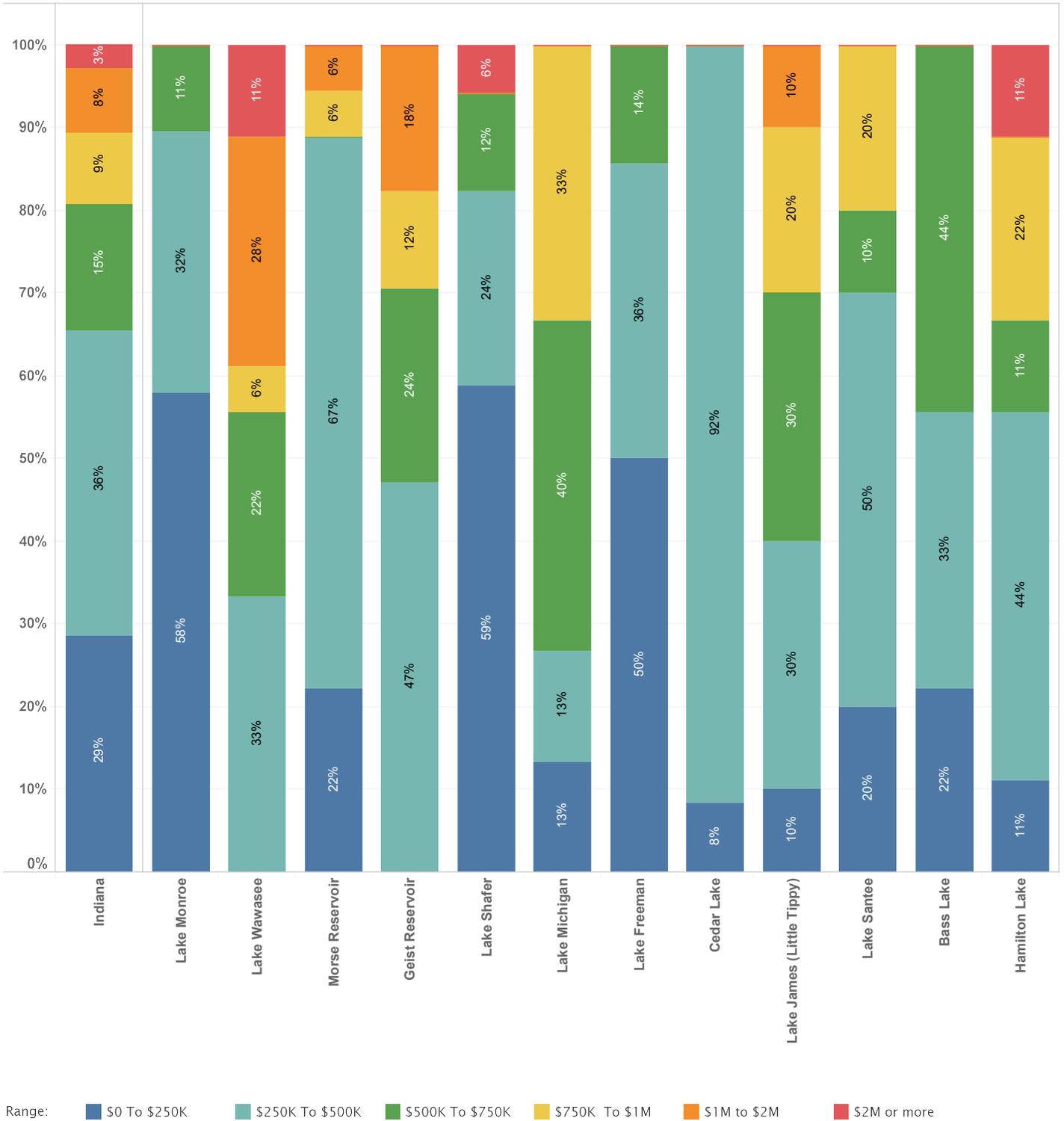
1. Lake Michigan	\$395,401
2. Cedar Lake	\$296,312
3. Lake Shafer	\$205,423
4. Lake Freeman	\$69,574

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.

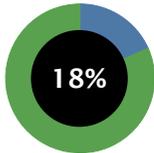
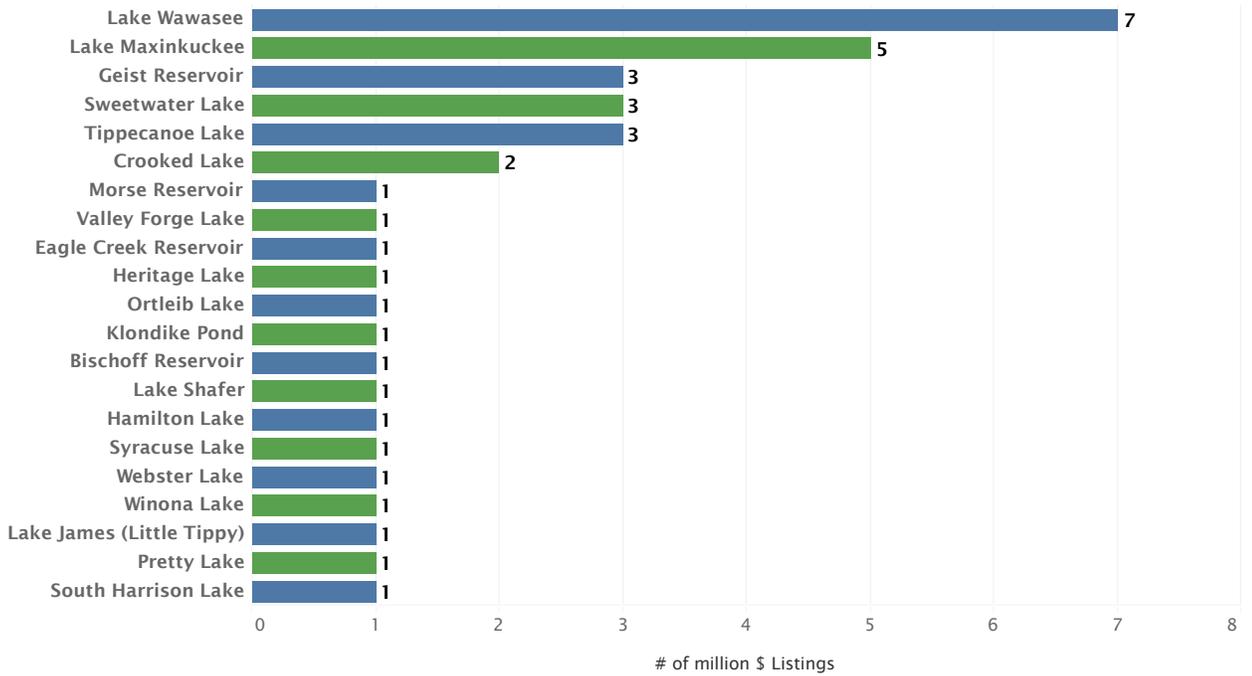
Price Breakdown by Percentage of Homes in the Indiana Market 2022Q1



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LAKEHOMES.COM

Luxury Lake Real Estate in Indiana

Where Are The Million-Dollar Listings? 2022Q1

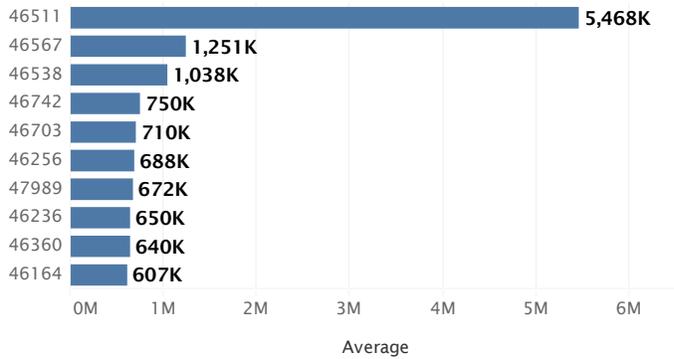


18% of \$1M+ Homes in Indiana are on Lake Wawasee

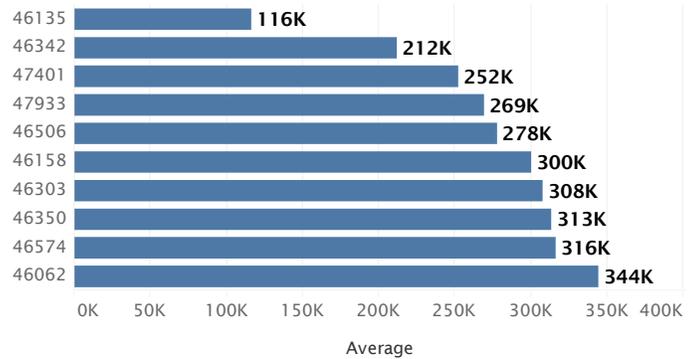
Total Number of \$1M+ Homes

38

Most Expensive ZIP Codes 2022Q1



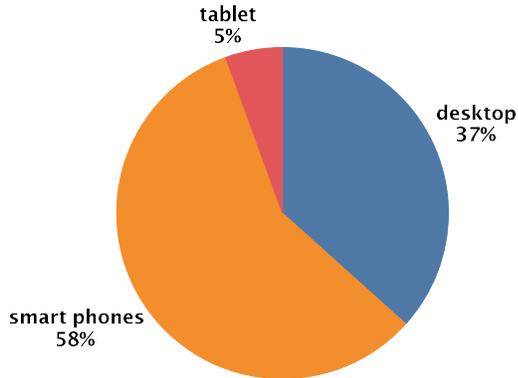
Most Affordable ZIP Codes 2022Q1



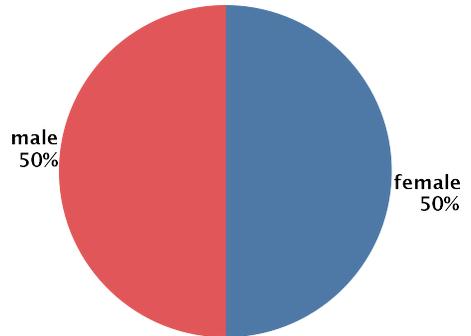
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Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2022Q1

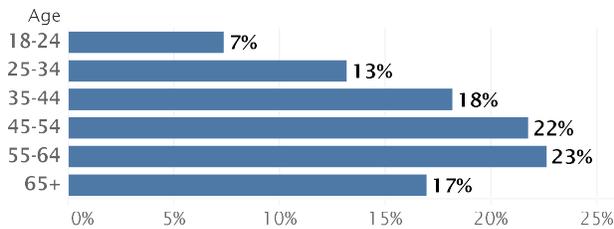


Male/Female Visitors 2022Q1



50% of potential buyers come from outside Indiana

What Age Groups are Shopping 2022Q1



Chicago

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

Number 2-10 metros are:

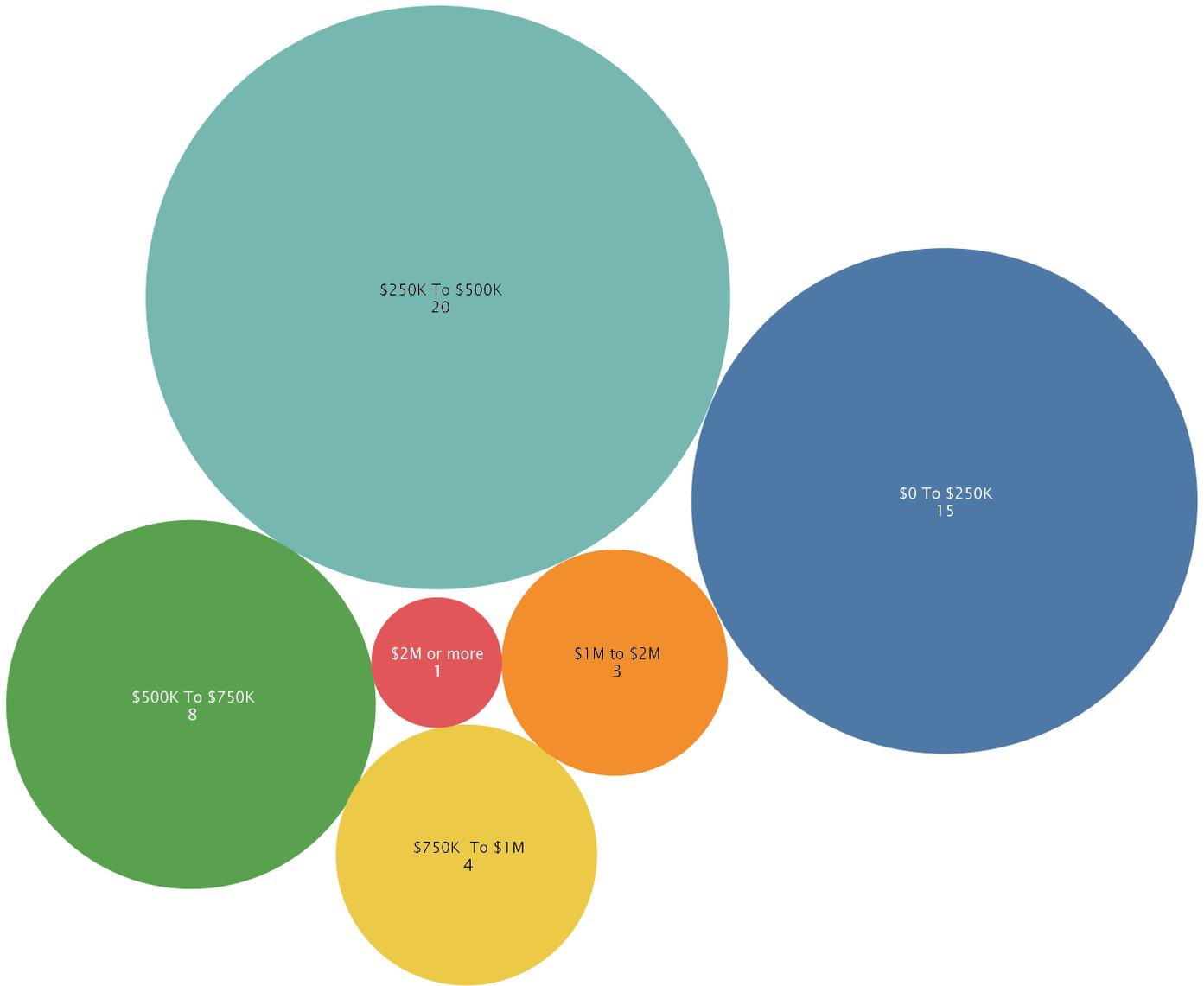
- Cincinnati, OH
- Detroit, MI
- Toledo, OH
- Louisville, KY
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Tampa-St. Petersburg (Sarasota), FL
- Dallas-Ft. Worth, TX
- Columbus, OH



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IOWA

Price Breakdown by Number of Homes in the Iowa Market 2022Q1



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



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Iowa

The total Iowa market shrank from \$66 million in winter 2021 to \$33 million in winter 2021 resulting in a 50% decrease.

Largest Markets

1. East Okoboji Lake	\$6,990,995	21.3%
2. Sun Valley Lake	\$5,430,200	16.5%
3. West Okoboji Lake	\$5,113,900	15.5%
4. Clear Lake	\$4,002,900	12.2%
5. Lake Ponderosa	\$2,925,900	8.9%

Total Iowa Market: \$32,890,505

Most Listings

1. Sun Valley Lake	22	25.3%
2. Clear Lake	10	11.5%
3. East Okoboji Lake	9	10.3%
3. Lake Ponderosa	9	10.3%
3. West Okoboji Lake	9	10.3%

Total Iowa Listings: 87

Largest Home Markets

1. East Okoboji Lake	\$6,016,995	23.7%
2. Sun Valley Lake	\$4,152,500	16.4%
3. West Okoboji Lake	\$2,989,900	11.8%
4. Lake Ponderosa	\$2,588,900	10.2%
5. Clear Lake	\$2,553,900	10.1%

Total Iowa Home Market: \$25,377,006

Most Homes Available

1. Sun Valley Lake	9	17.3%
2. Clear Lake	8	15.4%
3. Lake Ponderosa	7	13.5%
3. West Okoboji Lake	7	13.5%
5. Carter Lake	6	11.5%

Total Iowa Home Listings: 52

Largest Land Markets

1. West Okoboji Lake	\$2,124,000	28.3%
2. Clear Lake	\$1,449,000	19.3%
3. Sun Valley Lake	\$1,277,700	17.0%
4. East Okoboji Lake	\$974,000	13.0%
5. Rathbun Lake	\$657,299	8.7%

Total Iowa Land Market: \$7,513,499

Most Land Available

1. Sun Valley Lake	13	37.1%
2. Rathbun Lake	6	17.1%
3. Lower Gar Lake	4	11.4%
4. East Okoboji Lake	3	8.6%
5. Clear Lake	2	5.7%

Total Iowa Land Listings: 35

Average Home Price

Average Land Price Per Acre

Listings of Less Than 10 Acres

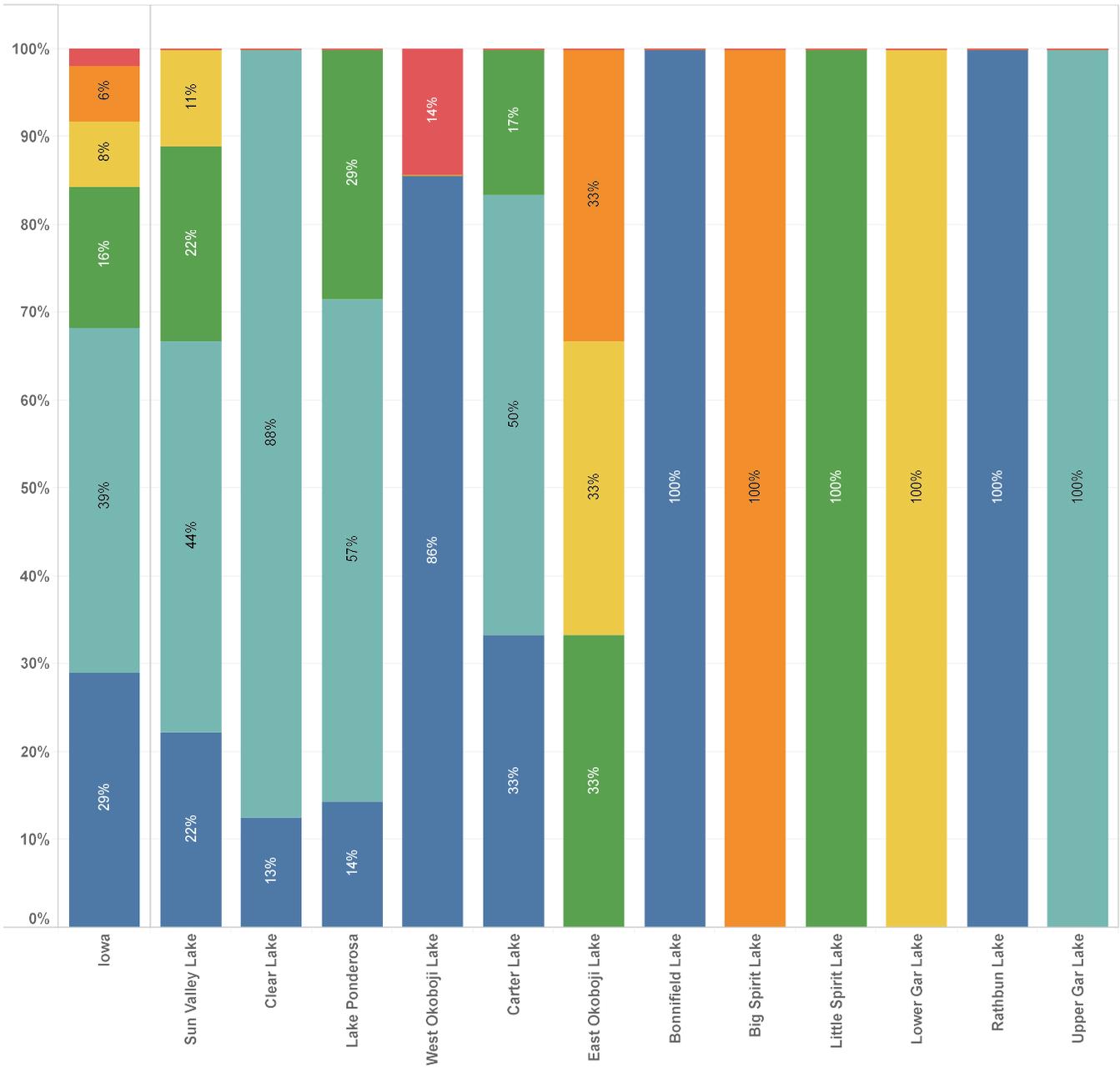
1. Sun Valley Lake	\$142,919
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Listings of 10 Acres or More

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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 Iowa Market 2022Q1



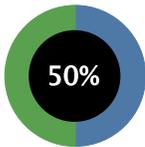
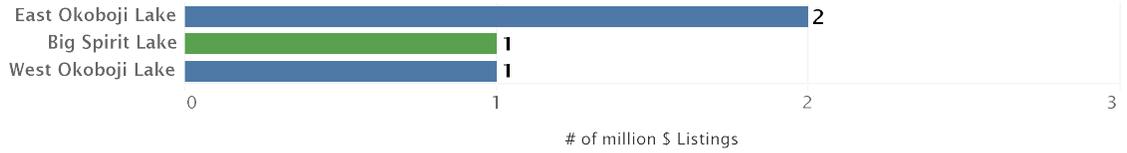
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2022Q1

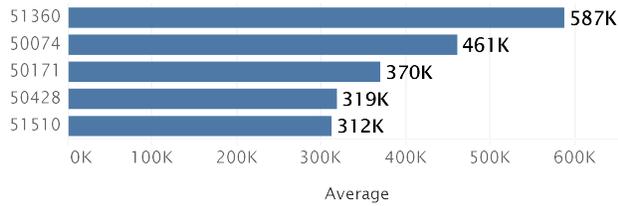


50% of \$1M+ Homes in Iowa are on East Okoboji Lake

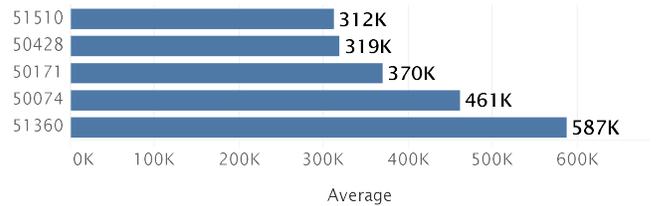
Total Number of \$1M+ Homes

4

Most Expensive ZIP Codes 2022Q1



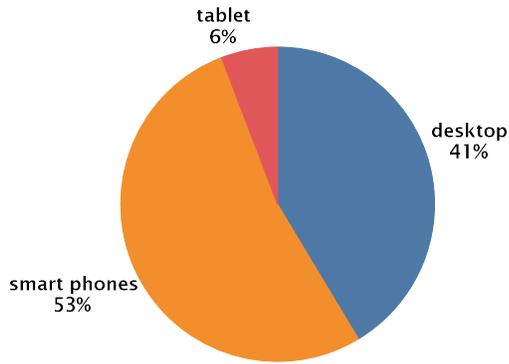
Most Affordable ZIP Codes 2022Q1



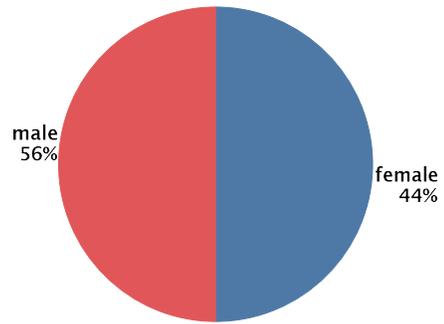
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Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2022Q1

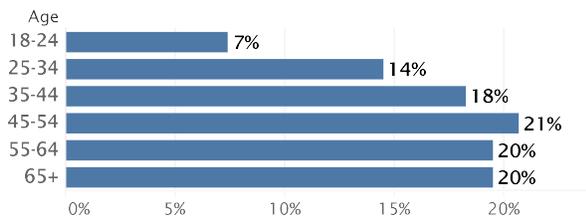


Male/Female Visitors 2022Q1



51% of potential buyers come from outside Iowa

What Age Groups are Shopping 2022Q1



Omaha

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

Number 2-10 metros are:

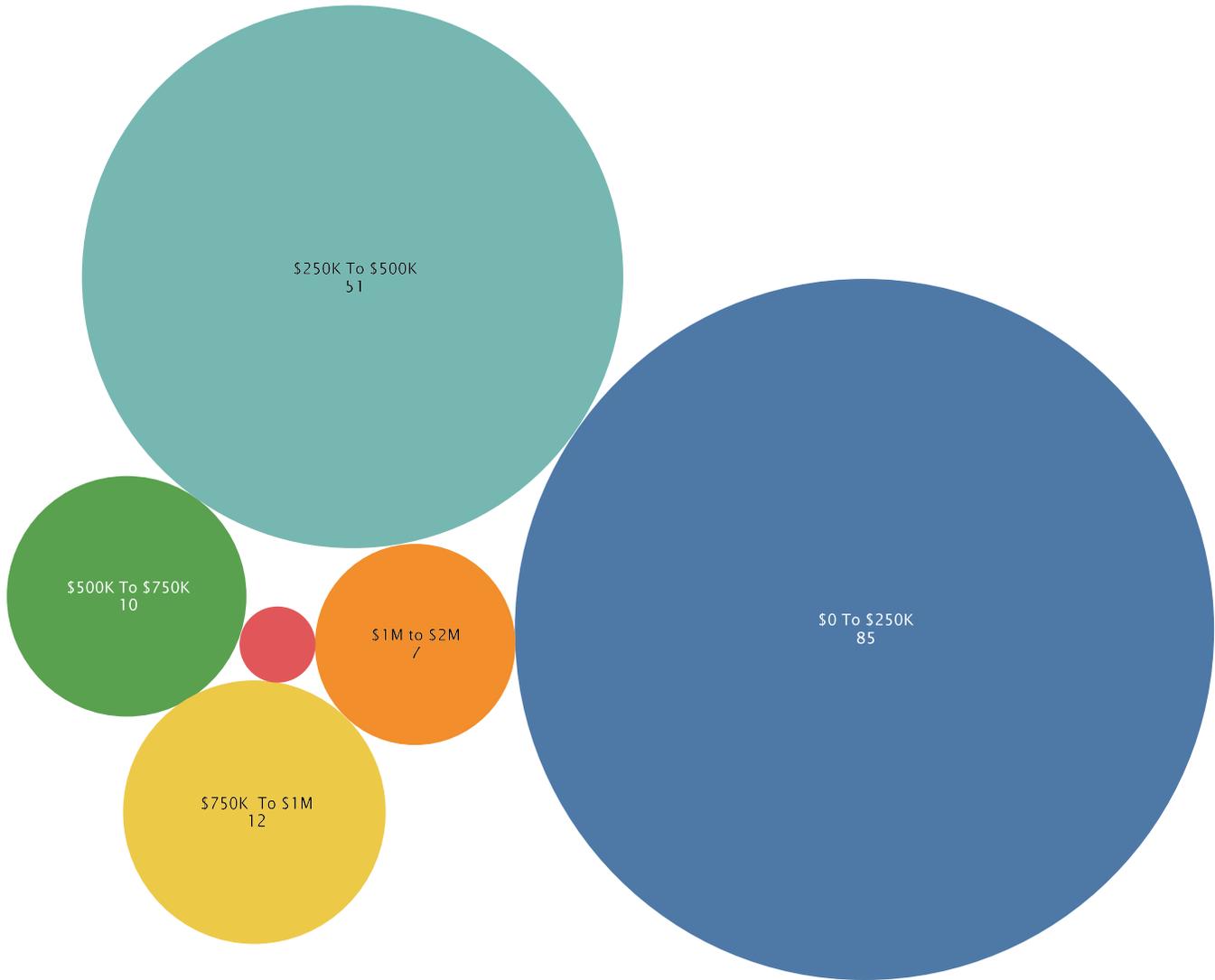
- Madison, WI
- Chicago, IL
- Minneapolis-St. Paul, MN
- Los Angeles, CA
- Kansas City, MO
- Denver, CO
- St. Louis, MO
- Phoenix, AZ
- Sioux Falls(Mitchell), SD



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KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2022Q1



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



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Kentucky

Kentucky's total market shrank from \$185 million in winter 2021 to \$157 million in spring 2022, resulting in a 16% decrease.

Largest Markets

1. Kentucky Lake*	\$55,219,301	35.0%
2. Lake Cumberland	\$47,965,790	30.4%
3. Lake Barkley*	\$35,735,760	22.6%
4. Dale Hollow Lake*	\$16,769,231	10.6%
5. Wood Creek Lake	\$1,719,199	1.1%

Total Kentucky Market: \$157,909,081

Most Listings

1. Lake Cumberland	399	38.6%
2. Kentucky Lake*	271	26.2%
3. Lake Barkley*	236	22.8%
4. Dale Hollow Lake*	90	8.7%
5. Wood Creek Lake	34	3.3%

Total Kentucky Listings: 1,033

Largest Home Markets

1. Kentucky Lake*	\$37,793,200	38.6%
2. Lake Cumberland	\$29,767,799	30.4%
3. Lake Barkley*	\$18,615,400	19.0%
4. Dale Hollow Lake*	\$10,736,350	11.0%
5. Green River Lake	\$499,800	0.5%

Total Kentucky Home Market: \$97,907,349

Most Homes Available

1. Lake Cumberland	100	42.0%
2. Kentucky Lake*	67	28.2%
3. Lake Barkley*	50	21.0%
4. Dale Hollow Lake*	15	6.3%
5. Green River Lake	3	1.3%

Total Kentucky Home Listings: 238

Largest Land Markets

1. Lake Cumberland	\$18,197,991	30.3%
2. Kentucky Lake*	\$17,426,101	29.0%
3. Lake Barkley*	\$17,120,360	28.5%
4. Dale Hollow Lake*	\$6,032,881	10.1%
5. Wood Creek Lake	\$1,224,399	2.0%

Total Kentucky Land Market: \$60,001,732

Most Land Available

1. Lake Cumberland	299	37.6%
2. Kentucky Lake*	204	25.7%
3. Lake Barkley*	186	23.4%
4. Dale Hollow Lake*	75	9.4%
5. Wood Creek Lake	31	3.9%

Total Kentucky Land Listings: 795

Average Home Price

1. Kentucky Lake	\$766,226
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Average Land Price Per Acre

Listings of Less Than 10 Acres

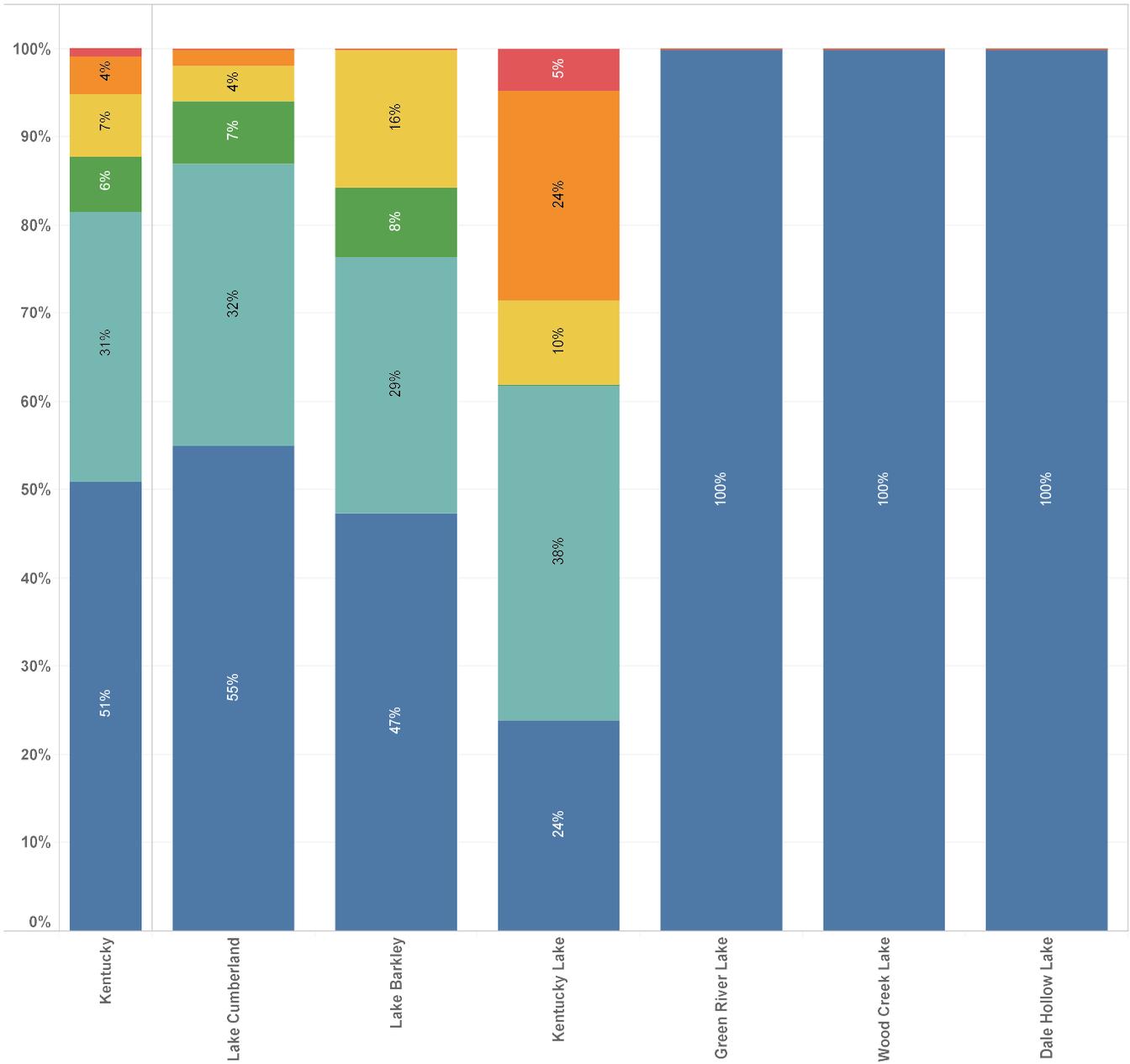
1. Lake Barkley	\$45,185
2. Wood Creek Lake	\$39,906
3. Kentucky Lake	\$37,505
4. Lake Cumberland	\$37,189

Listings of 10 Acres or More

1. Lake Barkley	\$12,126
2. Lake Cumberland	\$7,052

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

Price Breakdown by Percentage of Homes in the Kentucky Market 2022Q1



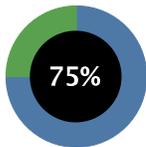
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2022Q1

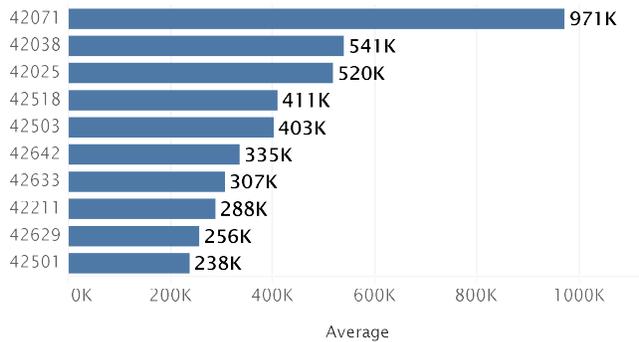


75% of \$1M+ Homes in Kentucky are on Kentucky Lake

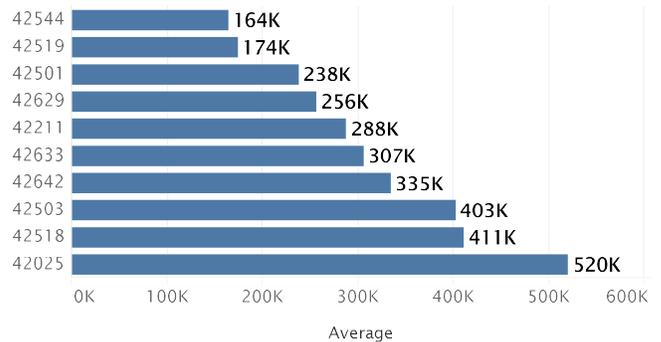
Total Number of \$1M+ Homes

8

Most Expensive ZIP Codes 2022Q1



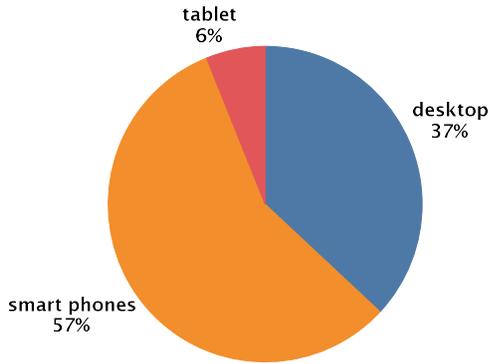
Most Affordable ZIP Codes 2022Q1



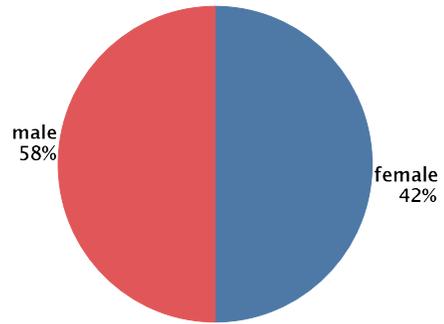
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Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

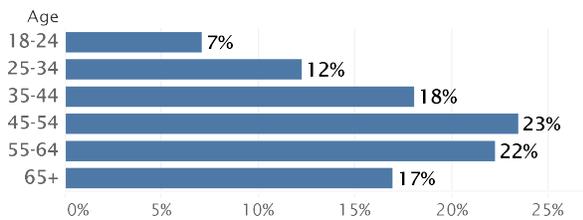


80% of potential buyers come from outside Kentucky

Nashville

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

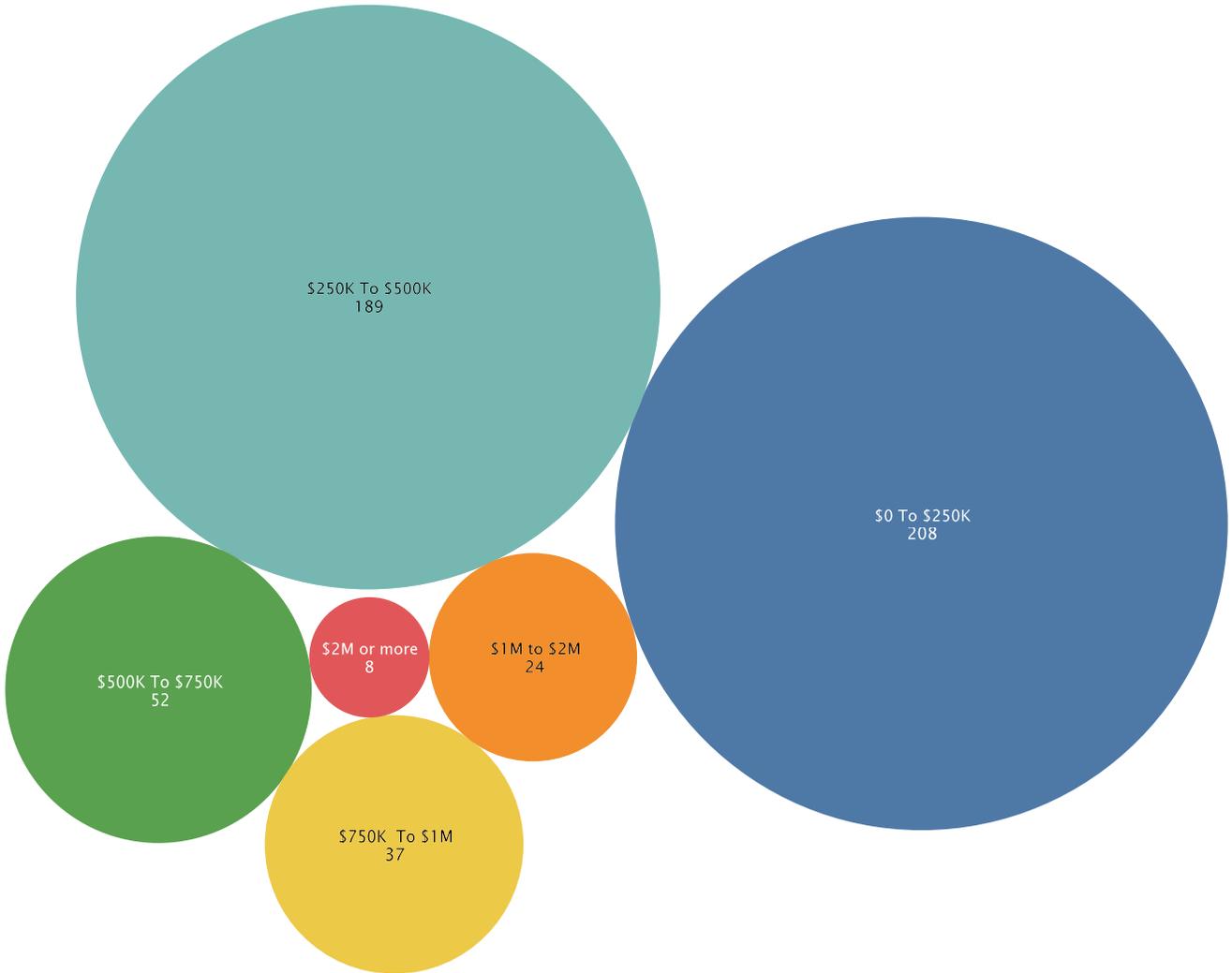
- Chicago, IL
- Cincinnati, OH
- Indianapolis, IN
- Atlanta, GA
- Evansville, IN
- St. Louis, MO
- Columbus, OH
- Dayton, OH
- Los Angeles, CA



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LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2022Q1



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



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Louisiana

The lakes on the Largest Markets list have generally maintained their ranking from winter 2021

Largest Markets

1. Lake Pontchartrain	\$81,198,959	24.8%	6. Cross Lake	\$14,092,295	4.3%
2. Lake Charles	\$35,344,710	10.8%	7. The Lake District	\$12,596,000	3.8%
3. Grand Lagoon	\$24,879,500	7.6%	8. Black Bayou Reservoir	\$12,214,974	3.7%
4. Prien Lake	\$22,372,706	6.8%	9. Calcasieu Lake	\$10,461,600	3.2%
5. Toledo Bend Reservoir*	\$15,292,700	4.7%	10. Bayou D'arbonne Lake	\$9,299,485	2.8%
Total Louisiana Market:				\$329,607,529	

Largest Home Markets

1. Lake Pontchartrain	\$72,930,459	31.2%	
2. Grand Lagoon	\$21,433,200	9.2%	
3. Lake Charles	\$14,796,100	6.3%	
4. Prien Lake	\$14,261,142	6.1%	
5. Black Bayou Reservoir	\$11,763,274	5.0%	
6. Toledo Bend Reservoir*	\$11,460,200	4.9%	
7. Cross Lake	\$11,154,095	4.8%	
8. Bayou D'arbonne Lake	\$6,396,400	2.7%	
9. The Lake District	\$6,234,500	2.7%	
10. Caddo Lake	\$5,131,650	2.2%	
Total Louisiana Home Market:			\$233,574,266

Largest Land Markets

1. Lake Charles	\$20,548,610	22.0%	
2. Lake Pontchartrain	\$8,268,500	8.8%	
3. Calcasieu Lake	\$8,227,700	8.8%	
4. Prien Lake	\$8,111,564	8.7%	
5. The Lake District	\$6,361,500	6.8%	
6. Goodyears Pond	\$4,422,000	4.7%	
7. Toledo Bend Reservoir*	\$3,832,500	4.1%	
8. Grand Lagoon	\$3,446,300	3.7%	
9. Bayou D'arbonne Lake	\$2,903,085	3.1%	
10. Cross Lake	\$2,868,200	3.1%	
Total Louisiana Land Market:			\$93,613,363

While the total Louisiana market decreased by \$8 million from winter 2021, the total Louisiana home market remains relatively unaffected.

Most Expensive Homes

1. Lake Pontchartrain	\$663,004
2. Prien Lake	\$648,234

Most Affordable Homes

1. Caddo Lake	\$427,638
---------------	-----------

Most Listings

1. Lake Pontchartrain	144	14.2%	6. Cross Lake	47	4.6%
2. Lake Charles	97	9.6%	7. Calcasieu Lake	38	3.8%
3. Grand Lagoon	93	9.2%	8. Prien Lake	36	3.6%
4. Toledo Bend Reservoir*	68	6.7%	9. Goodyears Pond	34	3.4%
5. Bayou D'arbonne Lake	60	5.9%	10. Black Bayou Reservoir	28	2.8%
Total Louisiana Listings:				1,019	

Most Homes Available

1. Lake Pontchartrain	110	20.1%
2. Grand Lagoon	55	10.0%
3. Lake Charles	40	7.3%
4. Toledo Bend Reservoir*	35	6.4%
5. Cross Lake	24	4.4%
6. Black Bayou Reservoir	23	4.2%
7. Prien Lake	22	4.0%
8. Bayou D'arbonne Lake	20	3.6%
9. Lake Bistineau	16	2.9%
10. Chaplin Lake	14	2.6%

Total Louisiana Home Listings: 548

Most Land Available

1. Lake Charles	57	12.3%
2. Bayou D'arbonne Lake	40	8.6%
3. Grand Lagoon	38	8.2%
4. Lake Pontchartrain	34	7.3%
5. Toledo Bend Reservoir*	33	7.1%
6. Calcasieu Lake	32	6.9%
6. Goodyears Pond	32	6.9%
8. Cross Lake	22	4.7%
9. Blind Lagoon	18	3.9%
10. Prien Lake	14	3.0%

Total Louisiana Land Listings: 465

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Prien Lake	\$616,380
2. Lake Charles	\$384,051
3. Lake Pontchartrain	\$367,734
4. Calcasieu Lake	\$236,783
5. Grand Lagoon	\$158,561
6. Cross Lake	\$154,770
7. Blind Lagoon	\$128,179
8. Swan Lake	\$92,879

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

1. Longville Lake	\$14,992
2. Bayou D'arbonne Lake	\$38,496
3. Sibley Lake	\$43,122
4. Cypress Bayou Reservoir	\$43,846
5. Oden Lake	\$59,618
6. Goodyears Pond	\$75,877
7. Swan Lake	\$92,879
8. Blind Lagoon	\$128,179

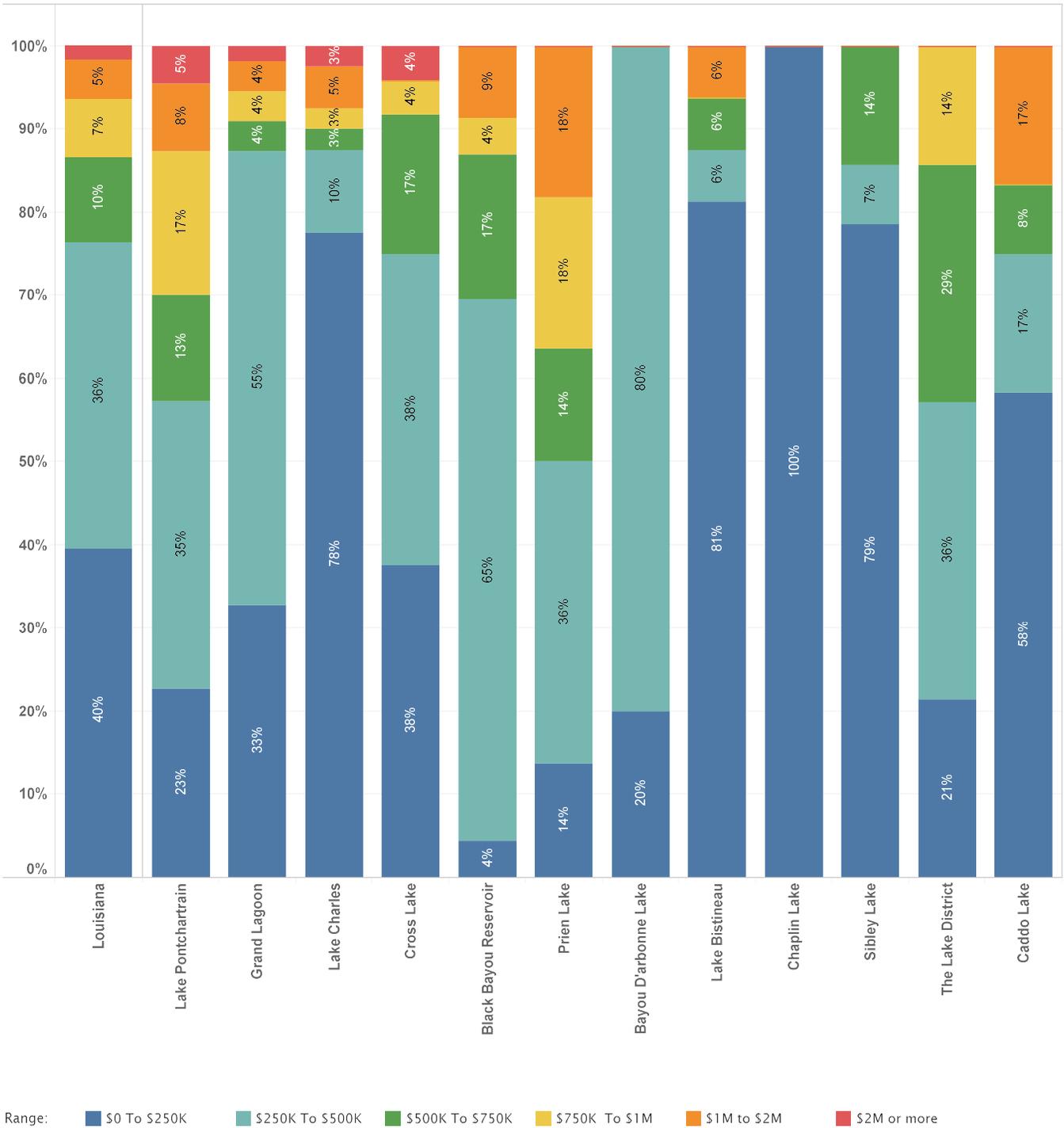
Listings of 10 Acres or More

**

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

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

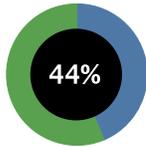
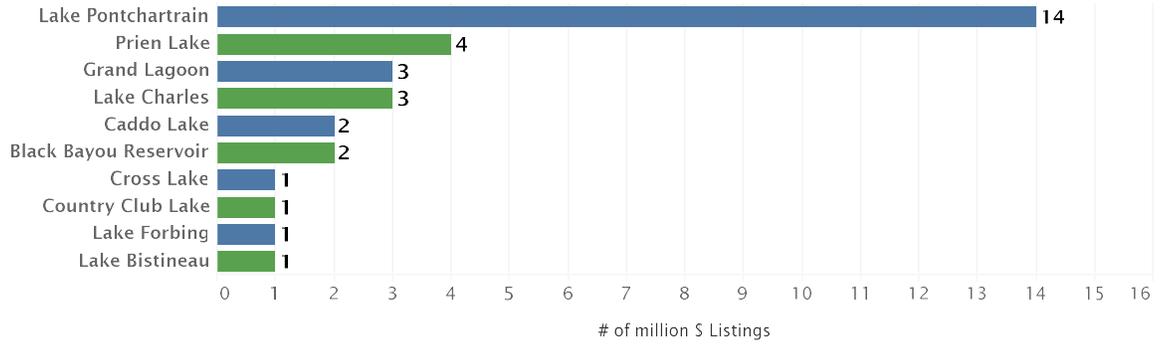
Price Breakdown by Percentage of Homes in the Louisiana Market 2022Q1



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Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2022Q1

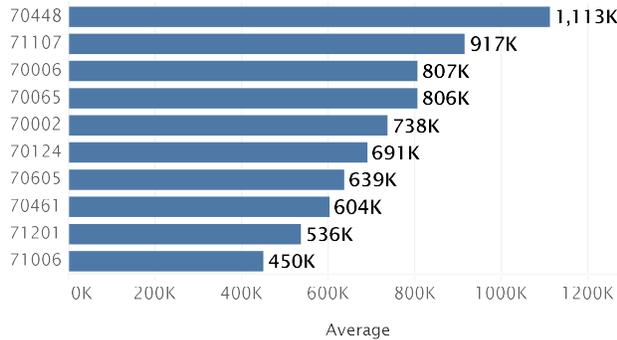


44% of \$1M+ Homes in Louisiana are on Lake Pontchartrain

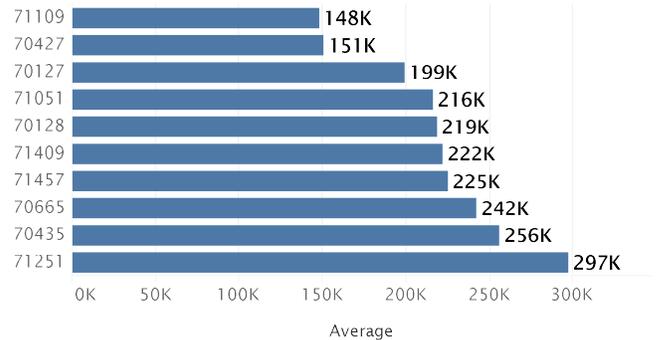
Total Number of \$1M+ Homes

32

Most Expensive ZIP Codes 2022Q1



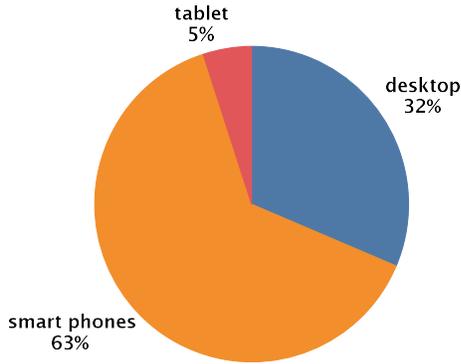
Most Affordable ZIP Codes 2022Q1



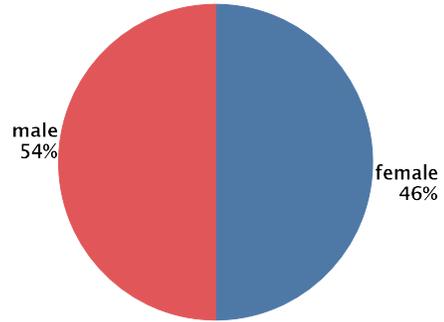
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Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

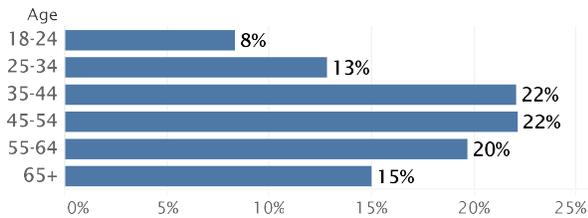


59% of potential buyers come from outside Louisiana

Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

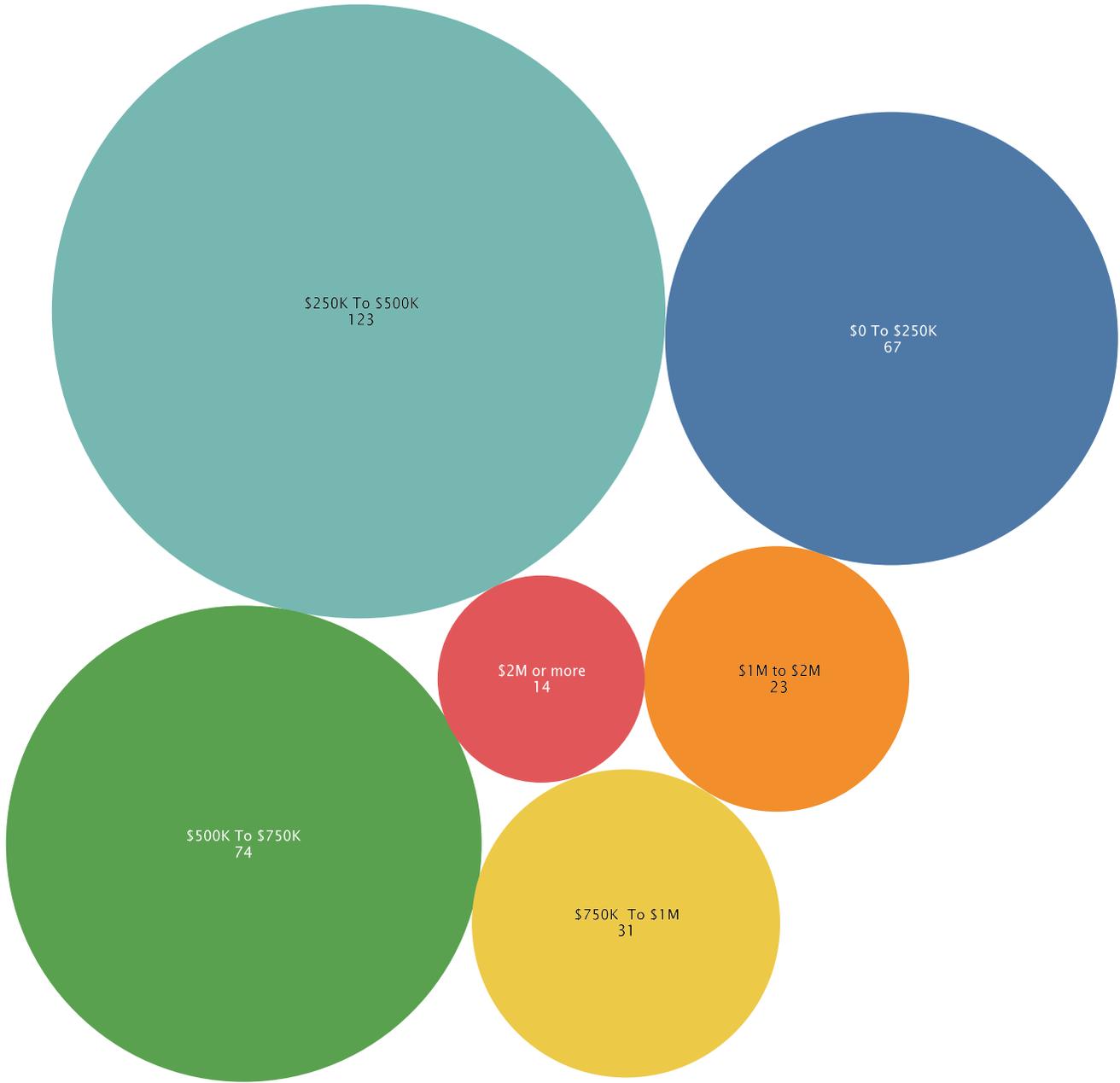
- Houston, TX
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Atlanta, GA
- Tyler-Longview(Lufkin & Nacogdoches), TX
- Beaumont-Port Arthur, TX
- Chicago, IL
- Orlando-Daytona Beach-Melbourne, FL
- Los Angeles, CA
- Jackson, MS



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MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2022Q1



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

Maryland

The Maryland market dropped from 319 million in winter 2021 to 222 million in spring 2022, a 36% decrease.

Largest Markets

1. Deep Creek Lake	\$66,647,848	30.0%
2. Lake Linganore	\$39,636,746	17.8%
3. Lake Ogleton	\$7,549,000	3.4%
4. Lake Roland	\$7,240,000	3.6%
5. Chase Pond	\$7,137,200	3.2%

Total Maryland Market: \$222,081,049

Most Listings

1. Deep Creek Lake	115	26.3%
2. Lake Linganore	76	17.4%
3. Lake Lariat	25	5.7%
4. Schumaker Pond	12	2.7%
5. Jordan Swamp	11	2.5%

Total Maryland Listings: 438

Largest Home Markets

1. Deep Creek Lake	\$55,960,398	27.9%
2. Lake Linganore	\$38,375,850	19.1%
3. Lake Roland	\$7,240,000	3.6%
4. Lake Ogleton	\$6,864,000	3.4%
5. Shady Oaks Marsh	\$6,785,000	3.4%

Total Maryland Home Market: \$200,416,398

Most Homes Available

1. Deep Creek Lake	69	20.8%
2. Lake Linganore	59	17.8%
3. Lake Lariat	18	5.4%
4. Lake Churchill	10	3.0%
5. Schumaker Pond	9	2.7%

Total Maryland Home Listings: 332

Largest Land Markets

1. Deep Creek Lake	\$10,687,450	49.3%
2. Leonard Pond	\$2,135,000	9.9%
3. Lake Linganore	\$1,260,896	5.8%
4. Schumaker Pond	\$1,209,900	5.6%
5. Jordan Swamp	\$1,038,000	4.8%

Total Maryland Land Market: \$21,664,651

Most Land Available

1. Deep Creek Lake	46	43.4%
2. Lake Linganore	17	16.0%
3. Lake Lariat	7	6.6%
4. Jordan Swamp	4	3.8%
4. Leonard Pond	4	3.8%

Total Maryland Land Listings: 106

Average Home Price

1. Deep Creek Lake	\$811,020
2. Lake Linganore	\$650,438

Average Land Price Per Acre

Listings of Less Than 10 Acres

1. Lake Linganore	\$310,566
2. Deep Creek Lake	\$252,728

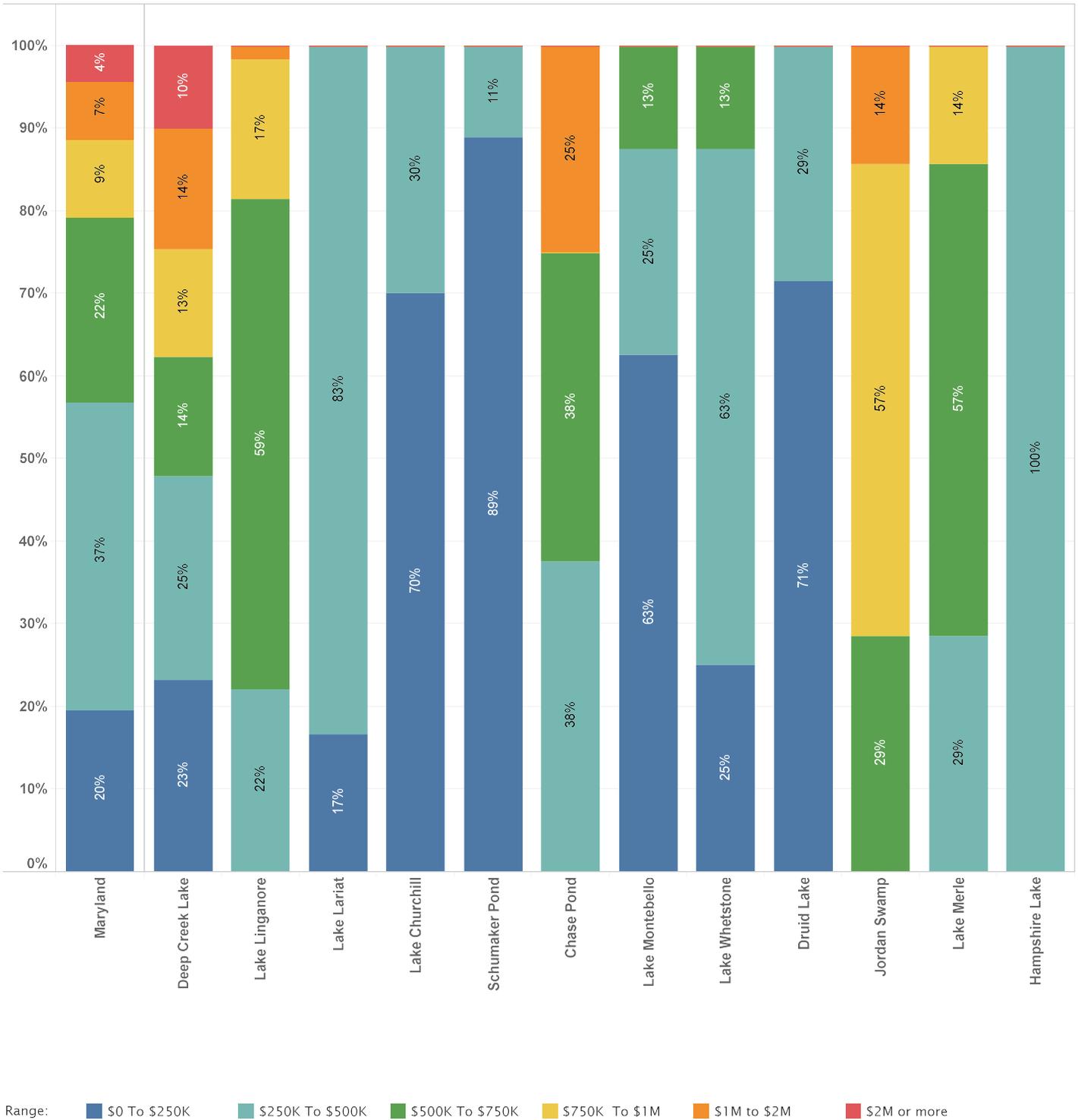
Listings of 10 Acres or More

**

** 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.

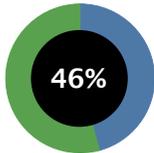
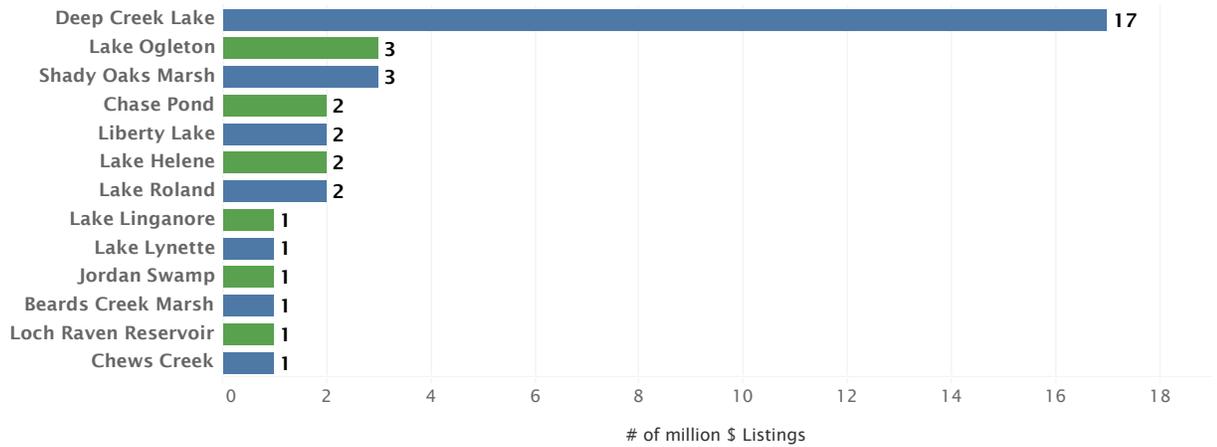
Price Breakdown by Percentage of Homes in the Maryland Market 2022Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Maryland

Where Are The Million-Dollar Listings? 2022Q1

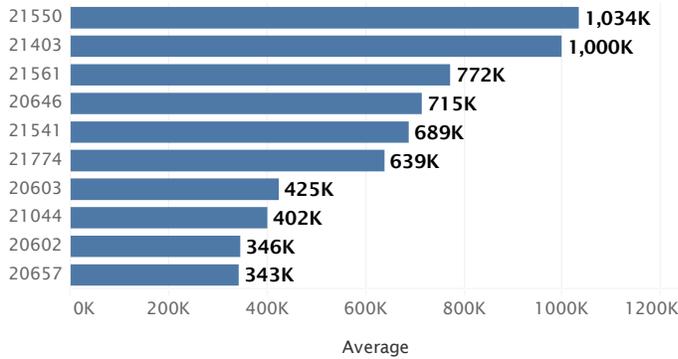


of \$1M+ Homes in Maryland are on Deep Creek Lake

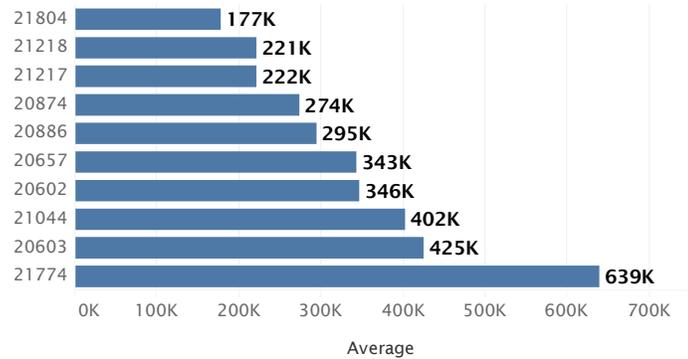
Total Number of \$1M+ Homes

37

Most Expensive ZIP Codes 2022Q1



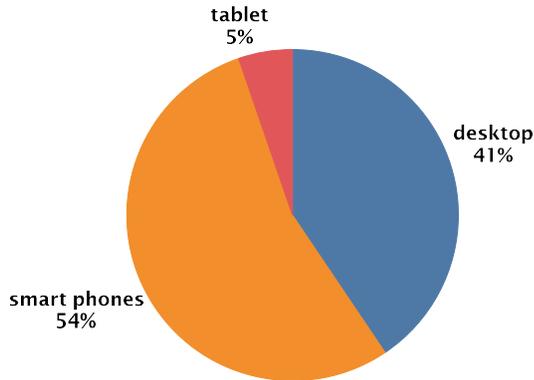
Most Affordable ZIP Codes 2022Q1



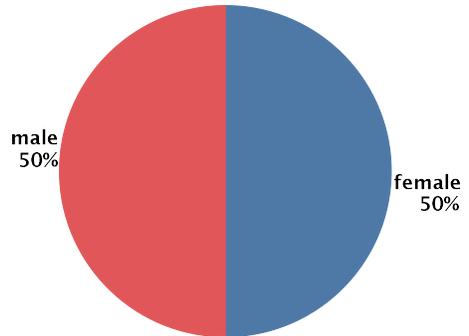
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2022Q1

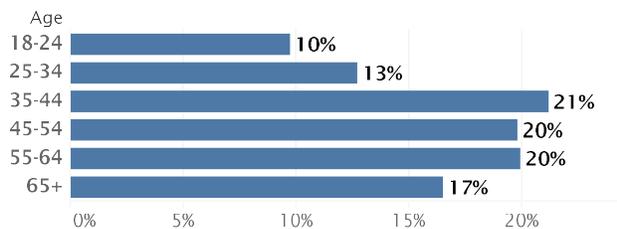


Male/Female Visitors 2022Q1



70% of potential buyers come from outside Maryland

What Age Groups are Shopping 2022Q1



Washington DC (Hagerstown

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

Number 2-10 metros are:

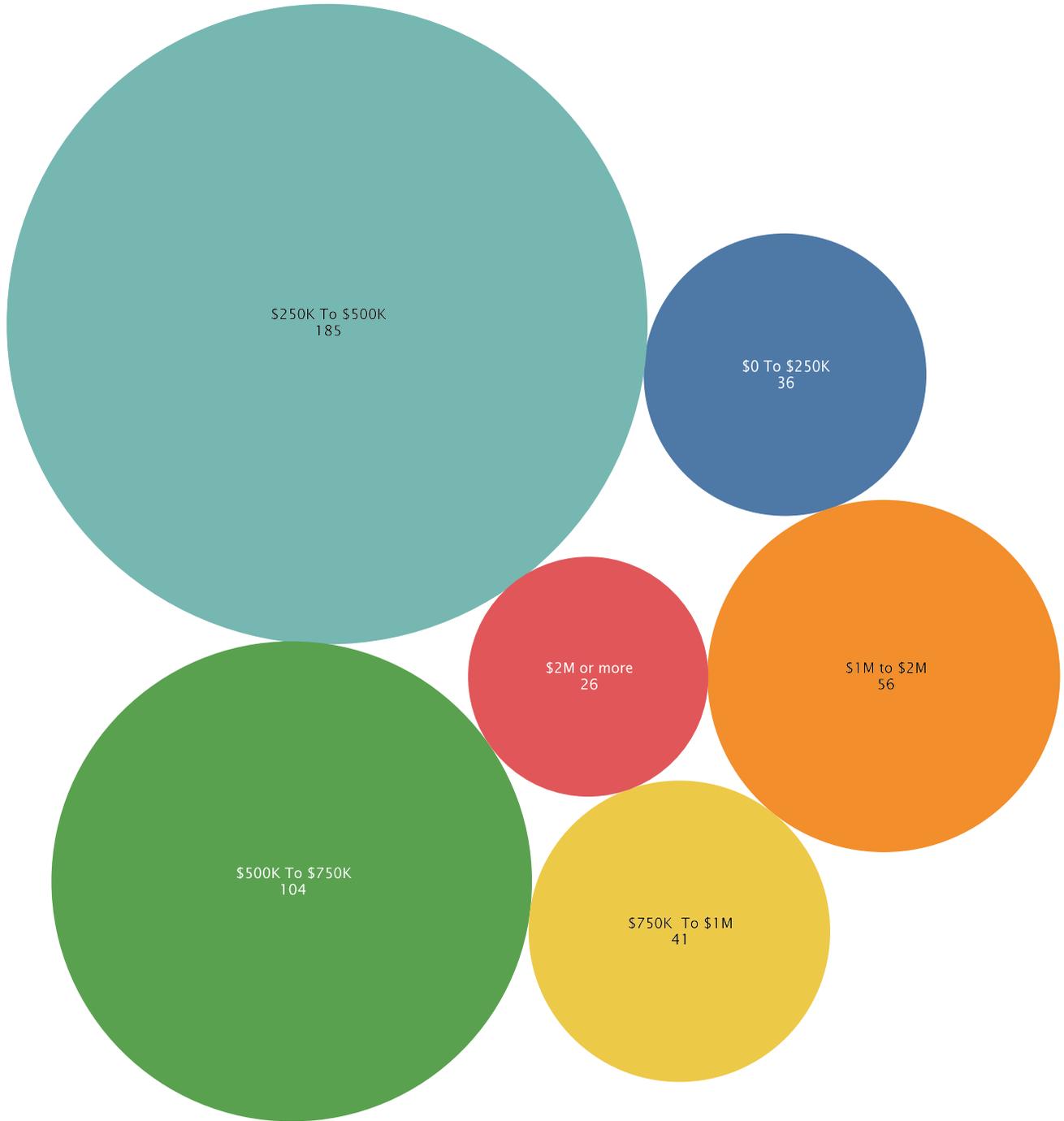
- Philadelphia, PA
- Pittsburgh, PA
- New York, NY
- Harrisburg-Lancaster-Lebanon-York, PA
- Boston MA-Manchester, NH
- Dallas-Ft. Worth, TX
- Charlotte, NC
- Atlanta, GA
- Los Angeles, CA



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LAKEHOMES.COM

MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2022Q1



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

Massachusetts

Back Bay Fens is ranked
1st in Largest Markets,
Largest Home Markets, &
Average Home Price.

Largest Markets

1. Back Bay Fens	\$34,797,928	8.7%
2. Coleman Pond	\$21,600,000	5.8%
3. Manwhague Swamp	\$18,683,325	5.0%
4. Oyster Pond	\$16,944,000	4.3%
5. Leverett Pond	\$15,969,000	4.3%

Total Massachusetts Market: \$397,799,300

Most Listings

1. Manwhague Swamp	39	8.7%
2. Back Bay Fens	35	6.7%
3. Lake Quinsigamond	25	4.8%
4. Memorial Pond	23	5.1%
5. Leverett Pond	17	3.8%

Total Massachusetts Listings: 524

Largest Home Markets

1. Back Bay Fens	\$33,558,928	9.0%
2. Coleman Pond	\$21,600,000	5.8%
3. Manwhague Swamp	\$18,683,325	5.0%
4. Leverett Pond	\$15,969,000	4.3%
5. Oyster Pond	\$15,044,000	4.1%

Total Massachusetts Home Market: \$371,411,805

Most Homes Available

1. Manwhague Swamp	39	8.7%
2. Back Bay Fens	30	6.7%
3. Memorial Pond	23	5.1%
4. Lake Quinsigamond	22	4.9%
5. Leverett Pond	17	3.8%

Total Massachusetts Home Listings: 448

Largest Land Markets

1. Norton Reservoir	\$2,800,000	10.6%
2. Stockbridge Bowl	\$2,500,000	9.5%
3. Cedar Pond	\$1,999,995	7.6%
4. Oyster Pond	\$1,900,000	7.2%
5. Straits Pond	\$1,348,000	5.1%

Total Massachusetts Land Market: \$26,387,495

Most Land Available

1. Ashmere Reservoir	7	9.2%
2. Back Bay Fens	5	6.6%
2. Lake Garfield	5	6.6%
4. Hamilton Reservoir	4	5.3%
5. Lake Quinsigamond	3	3.9%

Total Massachusetts Land Listings: 76

Average Home Price

1. Back Bay Fens	\$1,118,631
2. Leverett Pond	\$939,353
3. Memorial Pond	\$525,858
4. Long Pond - Lakeville	\$503,491

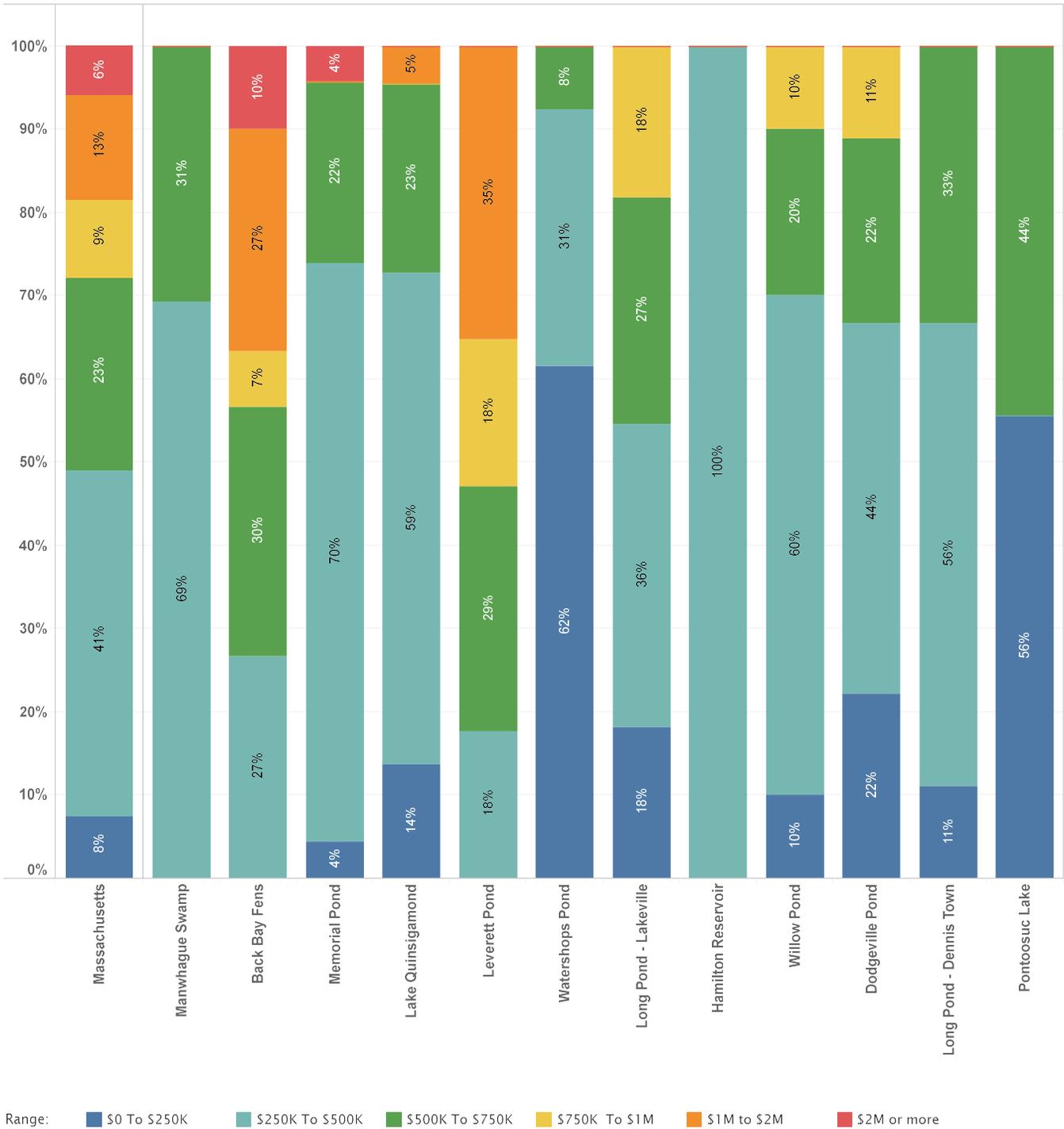
Average Land Price Per Acre

Listings of Less Than 10 Acres

Listings of 10 Acres or More

**

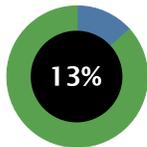
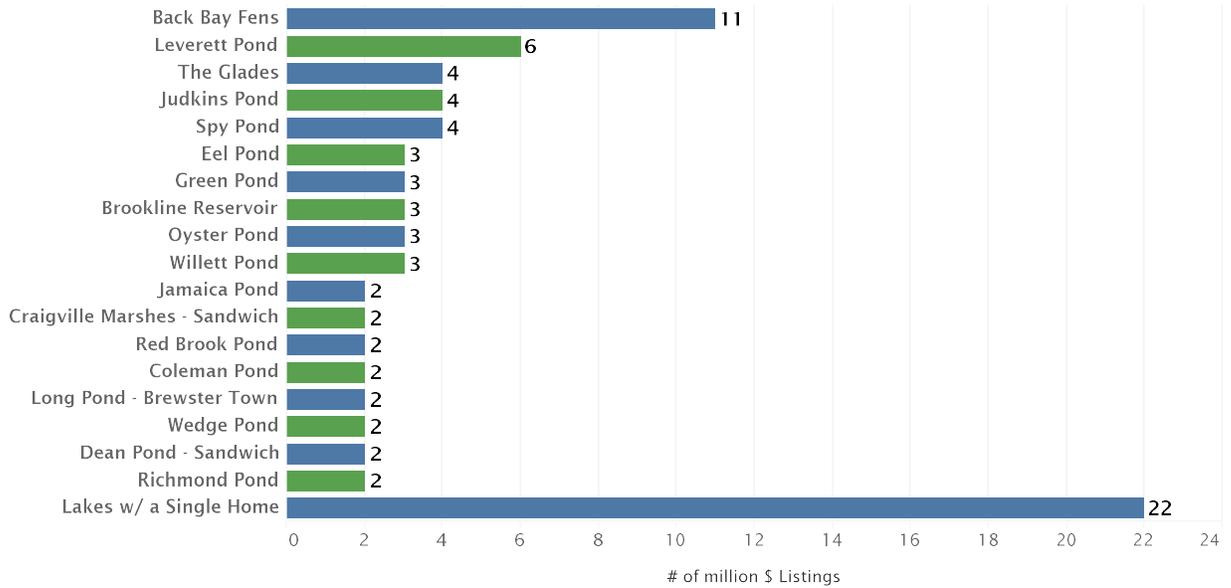
Price Breakdown by Percentage of Homes in the Massachusetts Market 2022Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2022Q1

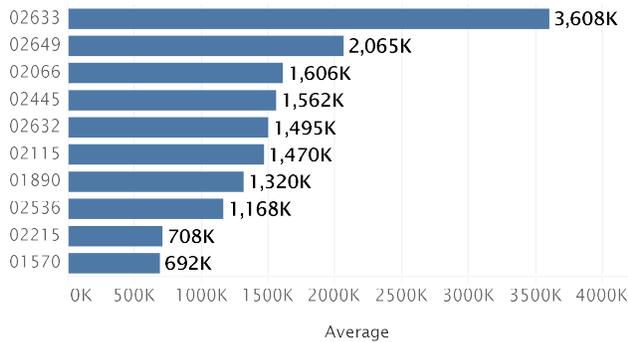


13% of \$1M+ Homes in Massachusetts are on Back Bay Fens

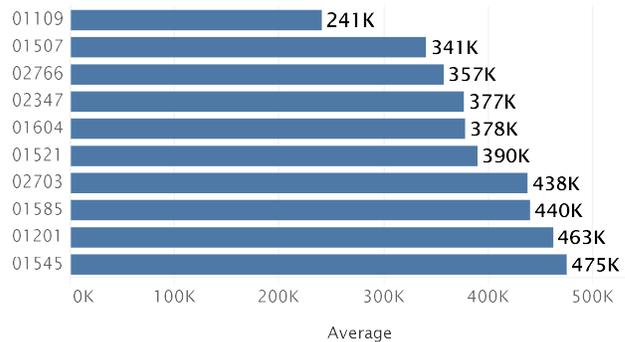
Total Number of \$1M+ Homes

82

Most Expensive ZIP Codes 2022Q1



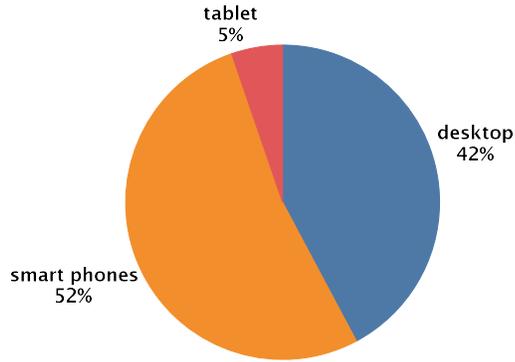
Most Affordable ZIP Codes 2022Q1



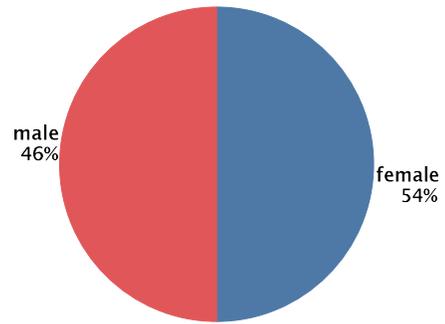
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Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2022Q1

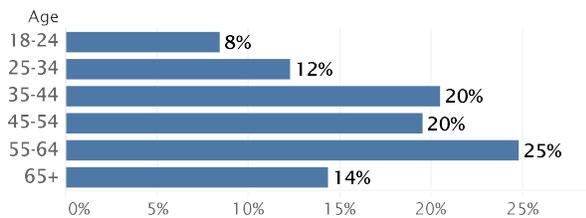


Male/Female Visitors 2022Q1



50% of potential buyers come from outside Massachusetts

What Age Groups are Shopping 2022Q1



New York,

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

Number 2-10 metros are:

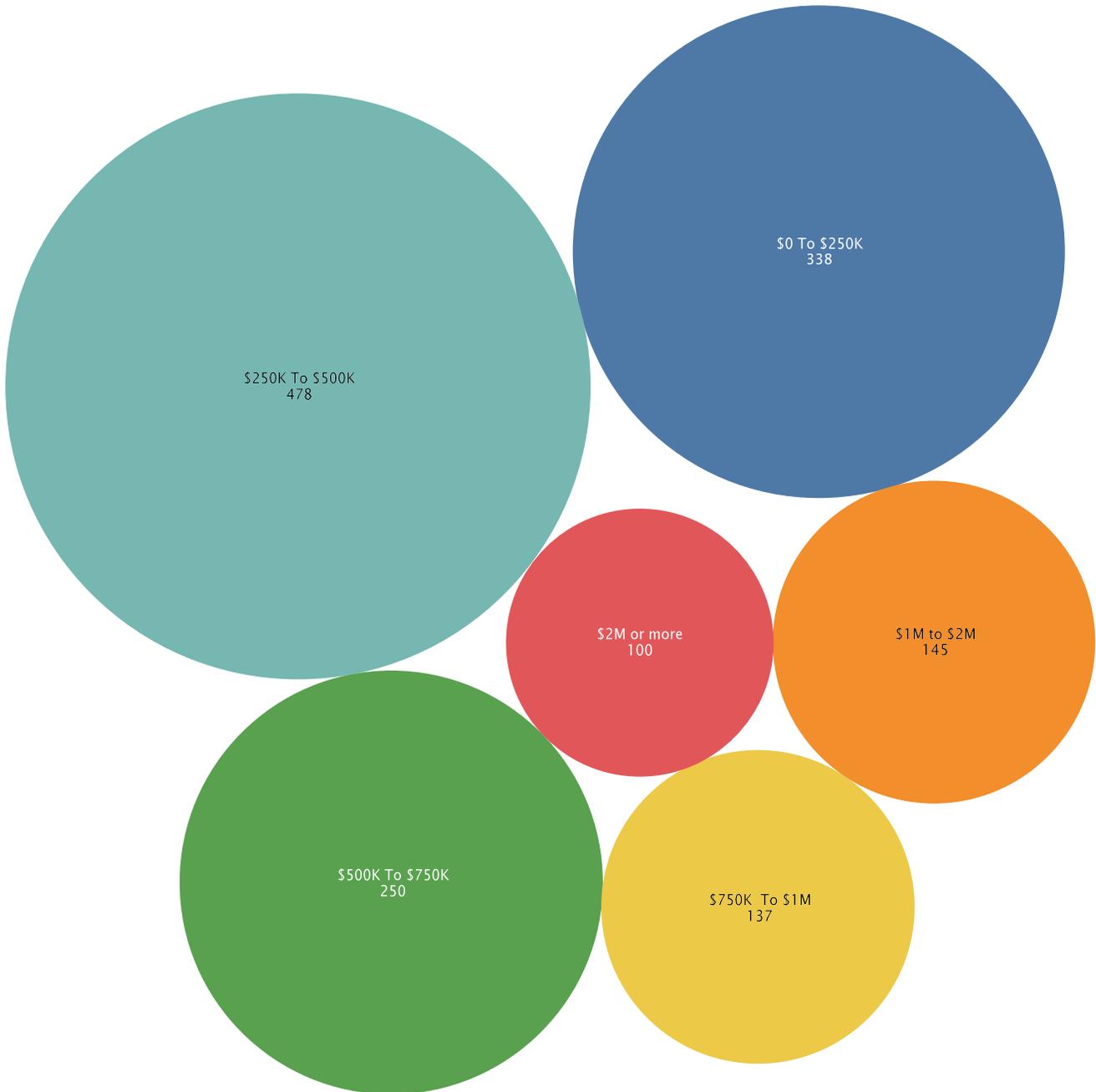
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Los Angeles, CA
- Miami-Ft. Lauderdale, FL
- Portland-Auburn, ME
- San Francisco-Oakland-San Jose, CA



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MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2022Q1



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



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Michigan

The Michigan market dropped from \$2 billion in winter 2021 to \$1.5 billion in spring 2022, a 25% decrease.

Largest Markets

1. Lake Michigan	\$551,347,489	37.6%	6. Torch Lake	\$29,437,700	2.0%
2. Lake Huron	\$53,995,675	3.7%	7. Turtle Lake	\$23,484,000	1.6%
3. Lake St Clair	\$37,832,799	2.6%	8. Muskegon Lake	\$17,278,203	1.2%
4. Lake Superior	\$37,588,700	2.6%	9. Long Lake - Long Lake Twp	\$13,574,500	0.9%
5. Lake Charlevoix	\$32,181,700	2.2%	10. Upper Straits Lake	\$13,551,800	0.9%
Total Michigan Market:				\$1,467,126,273	

Largest Home Markets

1. Lake Michigan	\$373,623,814	34.6%
2. Lake Huron	\$41,482,098	3.8%
3. Lake St Clair	\$35,442,099	3.3%
4. Lake Charlevoix	\$28,876,400	2.7%
5. Lake Superior	\$21,519,450	2.0%
6. Torch Lake	\$19,453,000	1.8%
7. Muskegon Lake	\$17,167,303	1.6%
8. Lake Macatawa	\$12,325,800	1.1%
9. Long Lake - Long Lake Twp	\$11,089,750	1.0%
10. Hidden Lake - Green Oak Twp	\$11,068,800	1.0%

Total Michigan Home Market: \$1,081,283,745

Largest Land Markets

1. Lake Michigan	\$175,428,675	45.9%
2. Lake Superior	\$16,069,250	4.2%
3. Turtle Lake	\$13,999,000	3.7%
4. Lake Huron	\$12,513,577	3.3%
5. Torch Lake	\$9,984,700	2.6%
6. Lake Leelanau	\$6,078,000	1.6%
7. Duck Lake - Green Lake Twp	\$4,997,500	1.3%
8. Elk Lake	\$4,509,000	1.2%
9. Muskegon River	\$3,894,700	1.0%
10. Boardman River	\$3,750,000	1.0%

Total Michigan Land Market: \$381,958,728

The lakes in the largest markets list have generally maintained their ranking from winter 2021.

Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$2,290,782
2. Lake Charlevoix	\$2,062,600

Most Affordable Homes

1. Lake Macatawa	\$880,414
2. Spring Lake - Spring Lake	\$930,660

Most Listings

1. Lake Michigan	670	22.3%	5. Lake Lancer	38	1.3%
2. Lake Huron	233	7.8%	5. Russell Lake - Attica Twp	38	1.3%
3. Lake Superior	122	4.1%	8. Torch Lake	34	1.1%
4. Lake St Clair	59	2.0%	9. St Clair River	29	1.0%
5. Lake Esther	38	2.5%	10. Crooked Lake - Alanson	28	0.9%
Total Michigan Listings:				3,010	

Most Homes Available

1. Lake Michigan	269	18.5%
2. Lake Huron	106	7.3%
3. Lake St Clair	46	3.2%
4. Lake Superior	41	2.8%
5. Muskegon Lake	25	1.7%
6. St Clair River	24	1.7%
7. Boardman Lake	20	1.4%
7. Houghton Lake	20	1.4%
9. Russell Lake - Attica Twp	18	1.2%
10. Deer Lake - Independence Twp	16	1.1%

Total Michigan Home Listings: 1,454

Most Land Available

1. Lake Michigan	399	25.7%
2. Lake Huron	127	8.2%
3. Lake Superior	81	5.2%
4. Lake Esther	38	2.5%
5. Lake Lancer	36	2.3%
6. Canadian Lakes	21	1.4%
6. Torch Lake	21	1.4%
8. Russell Lake - Attica Twp	20	1.3%
9. Lake Bellaire	17	1.1%
10. Crooked Lake - Alanson	15	1.0%

Total Michigan Land Listings: 1,551

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake St Clair	\$778,411
2. Lake Michigan - New Buffalo-Sawyer Area	\$655,889
3. Lake Michigan - Glen Arbor Area	\$308,000
4. Lake Michigan - South Haven Area	\$300,888
5. Lake Michigan - Petoskey Area	\$260,633
6. Lake Michigan - Traverse City Area	\$259,943
7. Lake Michigan - Holland Area	\$259,726
8. Lake Charlevoix	\$247,245

Listings of 10 Acres or More

1. Lake Michigan - Petoskey Area	\$64,696
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Most Affordable Land per Acre

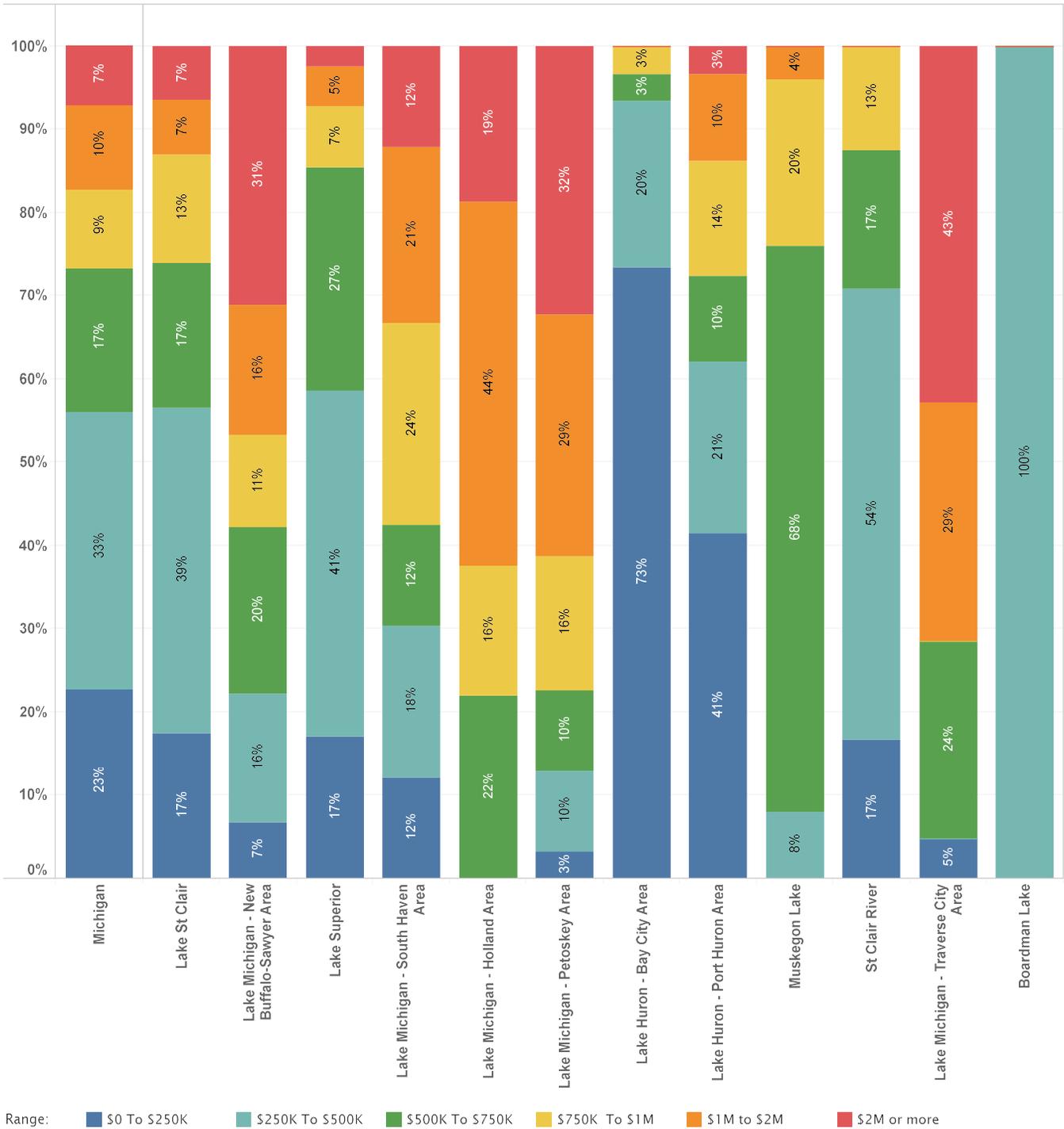
Listings of Less Than 10 Acres

1. Lake Bellaire	\$15,770
2. Canadian Lakes	\$20,361
3. Forest Lake - Moffatt Twp	\$21,007
4. Big Smith Lake	\$25,000
5. Lake Huron - St Ignace Area	\$25,342
6. Russell Lake - Attica Twp	\$28,353
7. Muskegon River	\$35,830
8. Lake Esther	\$37,808

Listings of 10 Acres or More

1. Muskegon River	\$7,073
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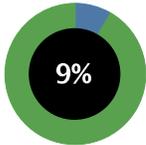
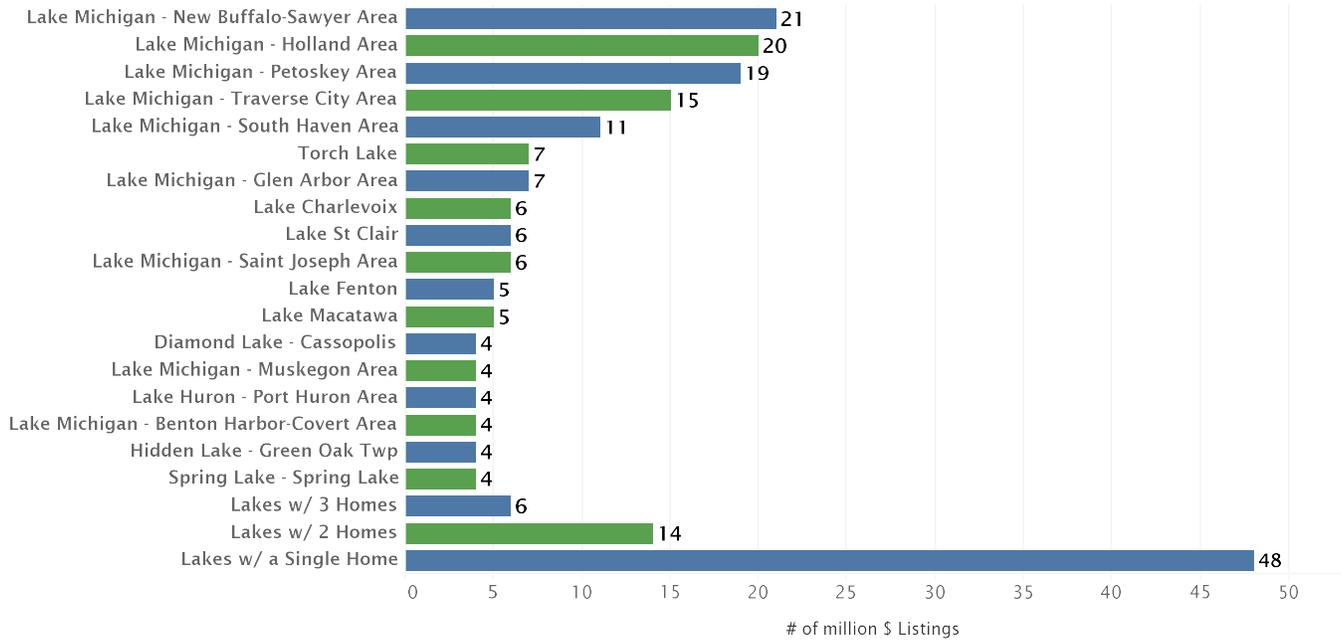
Price Breakdown by Percentage of Homes in the Michigan Market 2022Q1



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Luxury Lake Real Estate in Michigan

Where Are The Million-Dollar Listings? 2022Q1

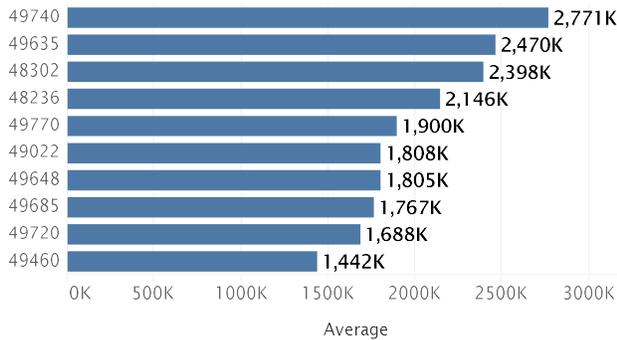


9% of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

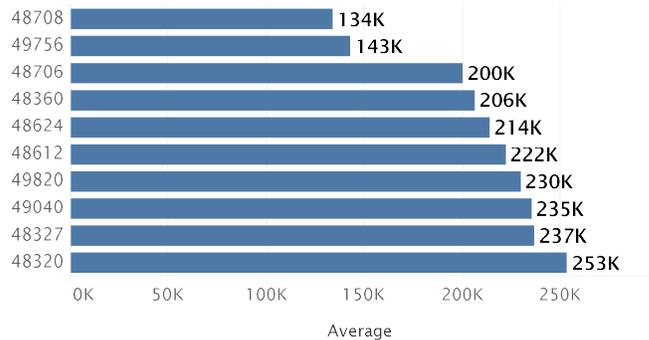
Total Number of \$1M+ Homes

246

Most Expensive ZIP Codes 2022Q1



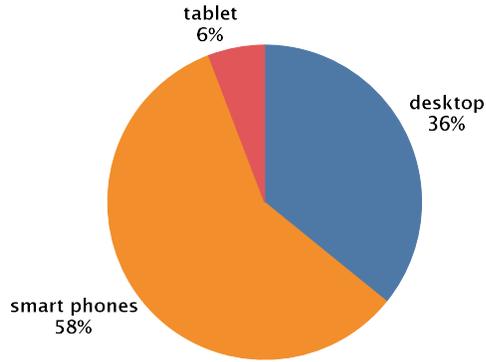
Most Affordable ZIP Codes 2022Q1



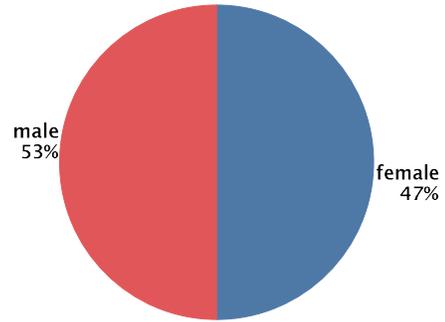
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LAKEHOMES.COM

Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2022Q1

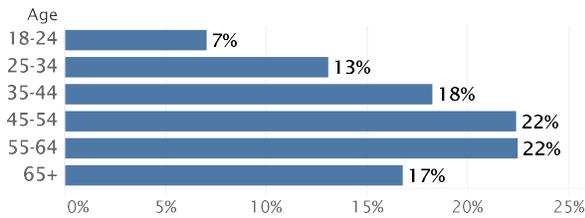


Male/Female Visitors 2022Q1



50% of potential buyers come from outside Michigan

What Age Groups are Shopping 2022Q1



Chicago

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

Number 2-10 metros are:

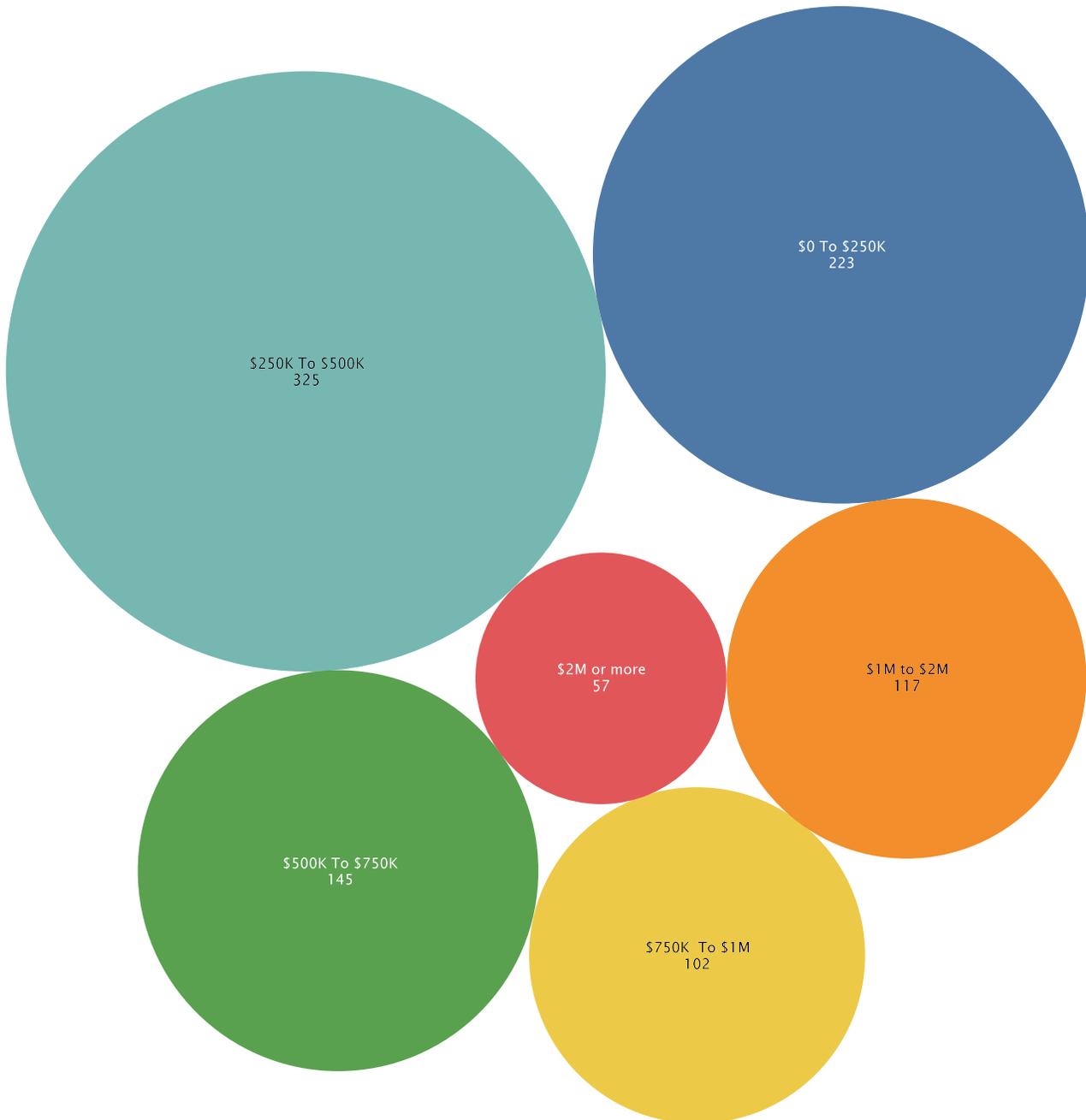
- South Bend-Elkhart, IN
- Toledo, OH
- Cincinnati, OH
- Indianapolis, IN
- Tampa-St. Petersburg (Sarasota), FL
- Phoenix, AZ
- Los Angeles, CA
- Cleveland-Akron (Canton), OH
- New York, NY



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MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2022Q1



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



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LAKEHOMES.COM

Minnesota

The Minnesota market decreased from \$1.4 billion in winter 2021 to \$926 million in spring 2022, a 40% drop.

Largest Markets

1. Lake Minnetonka	\$121,830,981	13.2%	6. Lake Harriet - Minneapolis	\$17,445,467	2.5%
2. Lake Of The Isles - Minneapolis	\$33,529,600	3.6%	7. Mille Lacs Lake - South Harbor Twp	\$15,922,899	1.7%
3. Lake Vermilion	\$26,441,100	2.9%	8. Leech Lake - Cass Lake	\$13,724,600	1.5%
4. Lake Waconia - Waconia	\$20,652,645	3.0%	9. Uhl Lake	\$13,530,000	5.8%
5. Other Northern Metro Area Lakes	\$17,557,600	1.9%	10. Lake Lucy - Jackson Twp	\$13,231,264	1.9%

Total Minnesota Market: \$926,427,057

Largest Home Markets

1. Lake Minnetonka	\$104,793,881	15.1%
2. Lake Of The Isles - Minneapolis	\$32,679,600	4.7%
3. Lake Waconia - Waconia	\$20,652,645	3.0%
4. Lake Harriet - Minneapolis	\$17,445,467	2.5%
5. Lake Vermilion	\$13,595,700	2.0%
6. Lake Lucy - Jackson Twp	\$13,231,264	1.9%
7. Mille Lacs Lake - South Harbor Twp	\$13,108,200	1.9%
8. Saint Albans Bay - Greenwood	\$12,384,000	1.8%
9. Pleasant Lake - White Bear Twp	\$12,275,219	1.8%
10. Leech Lake - Cass Lake	\$11,222,700	1.6%

Total Minnesota Home Market: \$693,738,894

Largest Land Markets

1. Lake Minnetonka	\$17,037,100	7.3%
2. Other Northern Metro Area Lakes	\$13,977,700	6.0%
3. Uhl Lake	\$13,530,000	5.8%
4. Lake Vermilion	\$12,845,400	5.5%
5. Other Prior Lake Area Lakes	\$6,665,000	2.9%
6. Other Greater St Cloud Area Lakes	\$5,230,240	2.2%
7. Other Detroit Lakes Area Lakes	\$4,623,300	2.0%
8. Other Faribault Area Lakes	\$4,081,900	1.8%
9. White Iron Lake - Fall Lake Twp	\$3,633,000	1.6%
10. Upper Prior Lake - Prior Lake	\$3,149,000	1.4%

Total Minnesota Land Market: \$232,688,163

Lake Minnetonka ranks 1st in largest markets, largest home markets, largest land markets, & most expensive homes.

Most Expensive Homes

1. Lake Minnetonka	\$1,838,489
2. Lake Of The Isles - Minneapolis	\$1,256,908

Most Affordable Homes

1. Leech Lake - Cass Lake	\$748,180
2. Lake Vermilion	\$755,317

Most Listings

1. Lake Minnetonka	75	3.7%	5. Other Detroit Lakes Area Lakes	32	1.6%
2. Lake Vermilion	70	3.4%	7. Lake Superior	29	1.4%
3. Other Bemidji Area Lakes	38	1.9%	8. Other Marshall Area Lakes	28	2.6%
4. Mille Lacs Lake - South Harbor Twp	35	1.7%	9. Lake Of The Isles - Minneapolis	27	1.3%
5. Leech Lake - Cass Lake	32	1.6%	10. Lake Mary - Lake Mary Twp	22	2.0%
Total Minnesota Listings:				2,053	

Most Homes Available

1. Lake Minnetonka	57	5.9%
2. Other Bemidji Area Lakes	30	3.1%
3. Lake Of The Isles - Minneapolis	26	2.7%
4. Mille Lacs Lake - South Harbor Twp	25	2.6%
5. Lake Superior	21	2.2%
6. Lake Vermilion	18	1.9%
6. Lake Waconia - Waconia	18	1.9%
8. Lake Harriet - Minneapolis	15	1.5%
8. Leech Lake - Cass Lake	15	1.5%
8. Ria Lake - Newport	15	1.5%

Total Minnesota Home Listings: 969

Most Land Available

1. Lake Vermilion	52	4.8%
2. Other Marshall Area Lakes	28	2.6%
3. Lake Mary - Lake Mary Twp	22	2.0%
3. Other Detroit Lakes Area Lakes	22	2.0%
5. Lake Koronis - Paynesville Twp	21	1.9%
6. Lake Minnetonka	18	1.7%
6. Lake Shetek - Lake Sarah Twp	18	1.7%
6. Other Greater St Cloud Area Lakes	18	1.7%
6. Rainy Lake	18	1.7%
6. Spink Lake - Rock Lake Twp	18	1.7%

Total Minnesota Land Listings: 1,084

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Minnetonka	\$483,092
2. Leech Lake - Cass Lake	\$163,424
3. Pelican Lake - Merrifield	\$150,700
4. Lake Koronis - Paynesville Twp	\$146,969
5. Lake Sarah - Lake Sarah Twp	\$140,897
6. Lake Ida - Ida Twp	\$124,860
7. Lake Mary - Lake Mary Twp	\$120,691
8. Other Marshall Area Lakes	\$110,563

Listings of 10 Acres or More

1. Other Northern Metro Area Lakes	\$43,391
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Most Affordable Land per Acre

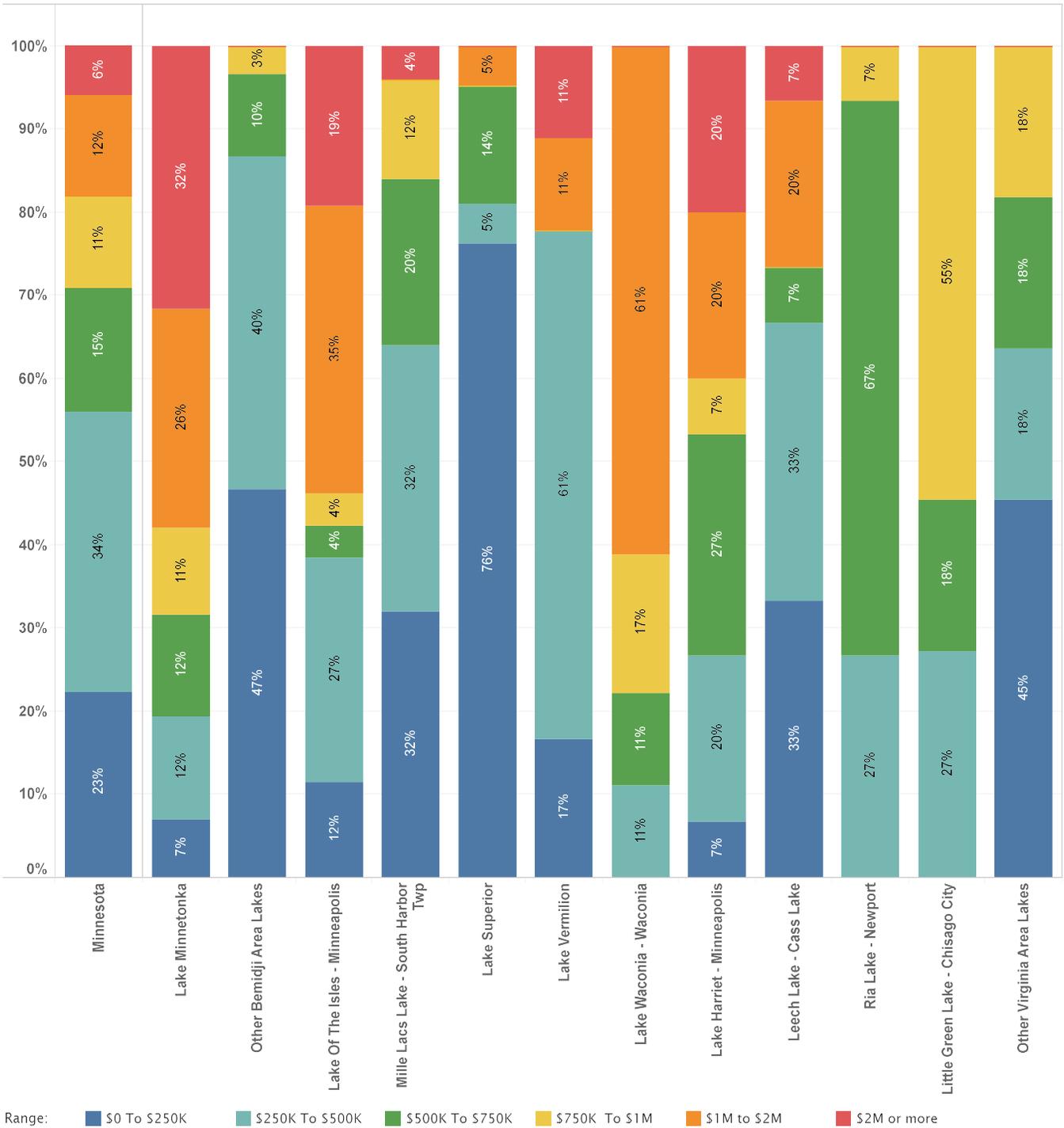
Listings of Less Than 10 Acres

1. Pauley Lake - Birchdale Twp	\$11,973
2. Other Otter Tail County Area Lakes	\$18,021
3. Spink Lake - Rock Lake Twp	\$19,519
4. Serpent Lake - Deerwood Twp	\$31,679
5. Other Park Rapids Area Lakes	\$35,097
6. Other Longville Area Lakes	\$38,057
7. Rohrbeck Lake - Forest Prairie Twp	\$40,000
8. Lake Vermilion	\$44,253

Listings of 10 Acres or More

1. Moburg Lake - First Assessment	\$11,974
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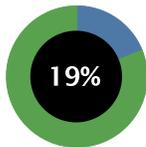
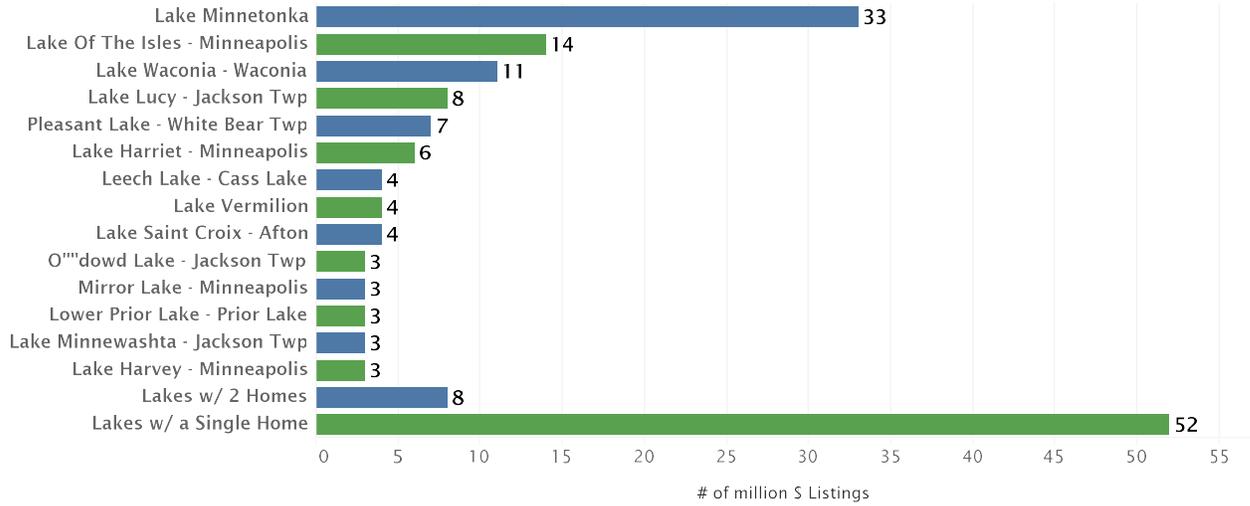
Price Breakdown by Percentage of Homes in the Minnesota Market 2022Q1



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Luxury Lake Real Estate in Minnesota

Where Are The Million-Dollar Listings? 2022Q1

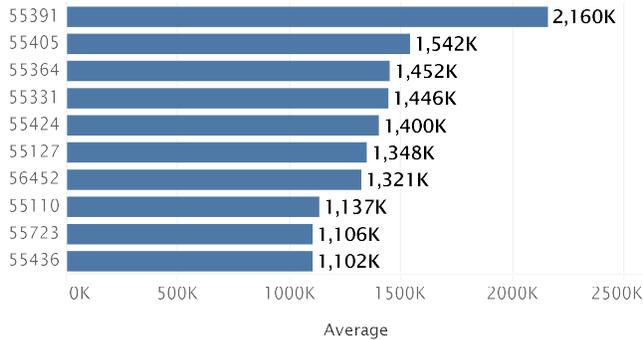


19% of \$1M+ Homes in Minnesota are on Lake Minnetonka

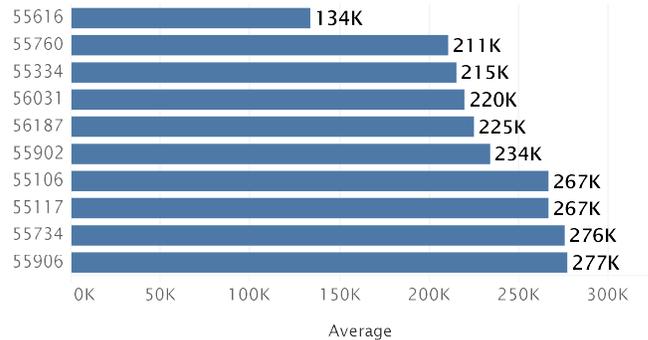
Total Number of \$1M+ Homes

174

Most Expensive ZIP Codes 2022Q1



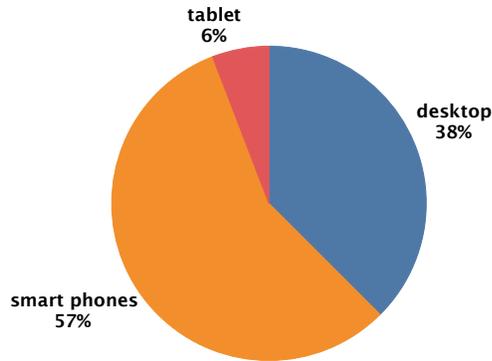
Most Affordable ZIP Codes 2022Q1



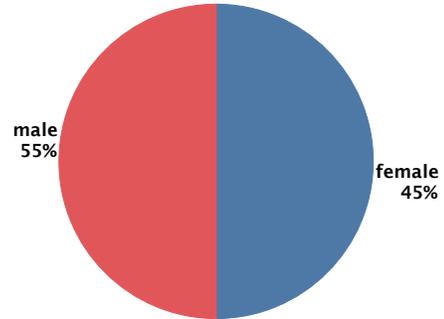
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Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

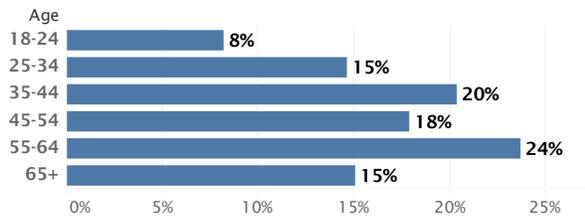


42% of potential buyers come from outside Minnesota

Chicago

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

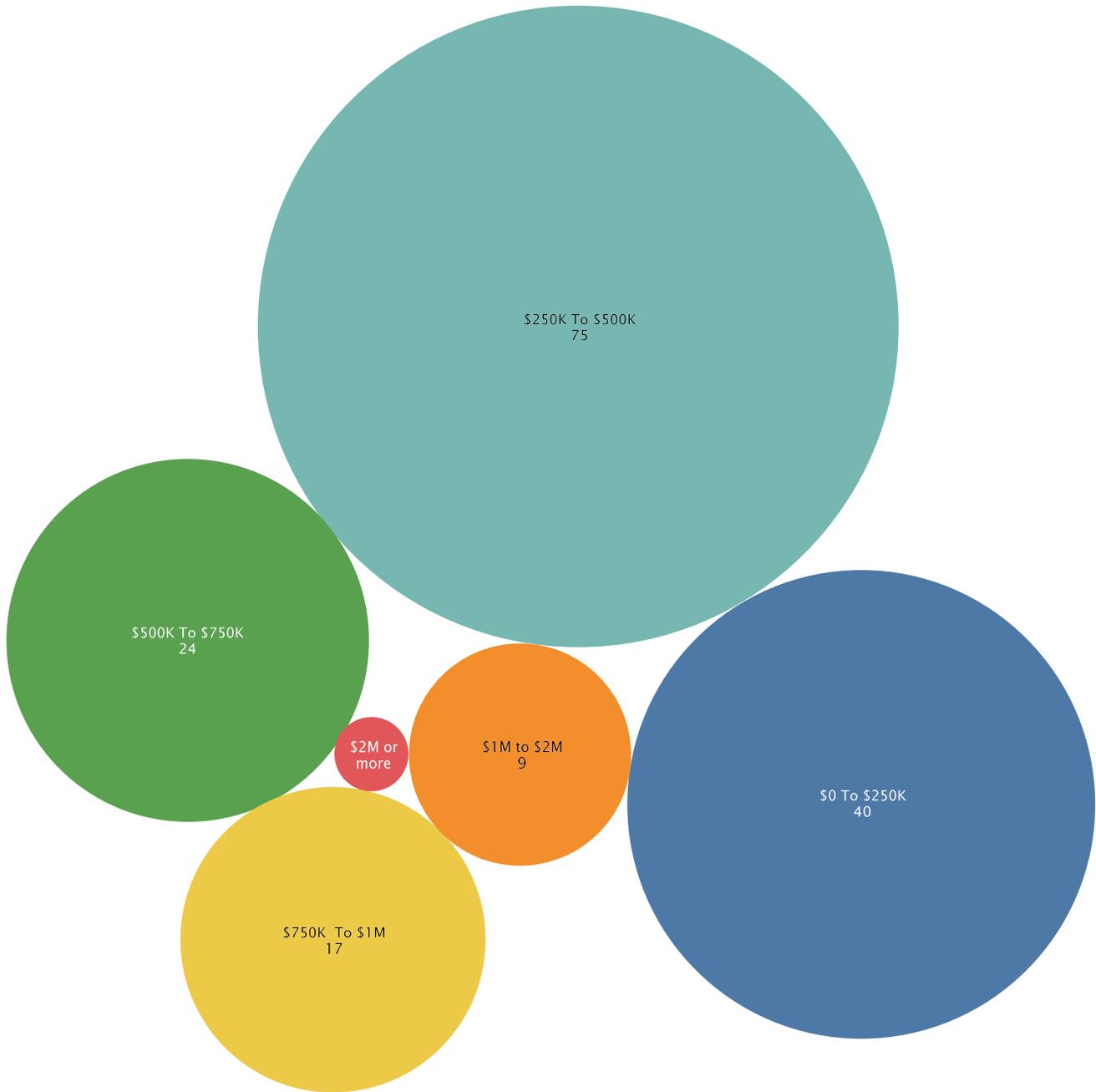
- Fargo-Valley City, ND
- Phoenix, AZ
- Rochester-Mason City-Austin, IA
- Sioux Falls(Mitchell), SD
- Denver, CO
- Des Moines-Ames, IA
- Washington DC (Hagerstown MD)
- Dallas-Ft. Worth, TX
- Los Angeles, CA



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MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2022Q1



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



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Mississippi

Mississippi's total market grew from \$90 million in winter 2021 to \$110 million in spring 2022, a 20% increase.

Largest Markets

1. Ross R Barnett Reservoir	\$34,772,020	31.7%
2. Lake Caroline	\$17,952,630	16.4%
3. Oxford Region Lakes	\$10,765,250	9.8%
4. Charlton Place Lakes	\$7,281,060	6.6%
5. Pickwick Lake	\$5,322,750	4.9%

Total Mississippi Market: \$109,706,027

Most Listings

1. Ross R Barnett Reservoir	111	32.3%
2. Lake Caroline	39	11.3%
3. Chestnut Hill Lakes	30	8.7%
4. Charlton Place Lakes	29	8.4%
5. Oxford Region Lakes	25	7.3%

Total Mississippi Listings: 344

Largest Home Markets

1. Ross R Barnett Reservoir	\$28,474,064	36.0%
2. Lake Caroline	\$10,731,910	13.6%
3. Oxford Region Lakes	\$9,702,350	12.3%
4. Pickwick Lake	\$4,693,600	5.9%
5. Grey Castle Lake	\$4,598,000	5.8%

Total Mississippi Home Market: \$79,074,924

Most Homes Available

1. Ross R Barnett Reservoir	65	39.2%
2. Lake Caroline	23	13.9%
3. Oxford Region Lakes	18	10.8%
4. Pickwick Lake	8	4.8%
5. Lake Dockery	7	4.2%

Total Mississippi Home Listings: 166

Largest Land Markets

1. Lake Caroline	\$7,220,720	23.6%
2. Charlton Place Lakes	\$6,386,060	20.8%
3. Ross R Barnett Reservoir	\$6,297,956	20.6%
4. Chestnut Hill Lakes	\$4,168,000	13.6%
5. Lake Castle	\$1,875,217	6.1%

Total Mississippi Land Market: \$30,631,103

Most Land Available

1. Ross R Barnett Reservoir	46	25.8%
2. Chestnut Hill Lakes	29	16.3%
3. Charlton Place Lakes	28	15.7%
4. Lake Caroline	16	9.0%
5. Queens Hill Lake	9	5.1%

Total Mississippi Land Listings: 178

Average Home Price

1. Oxford Region Lakes	\$539,019
------------------------	-----------

Average Land Price Per Acre

Listings of Less Than 10 Acres

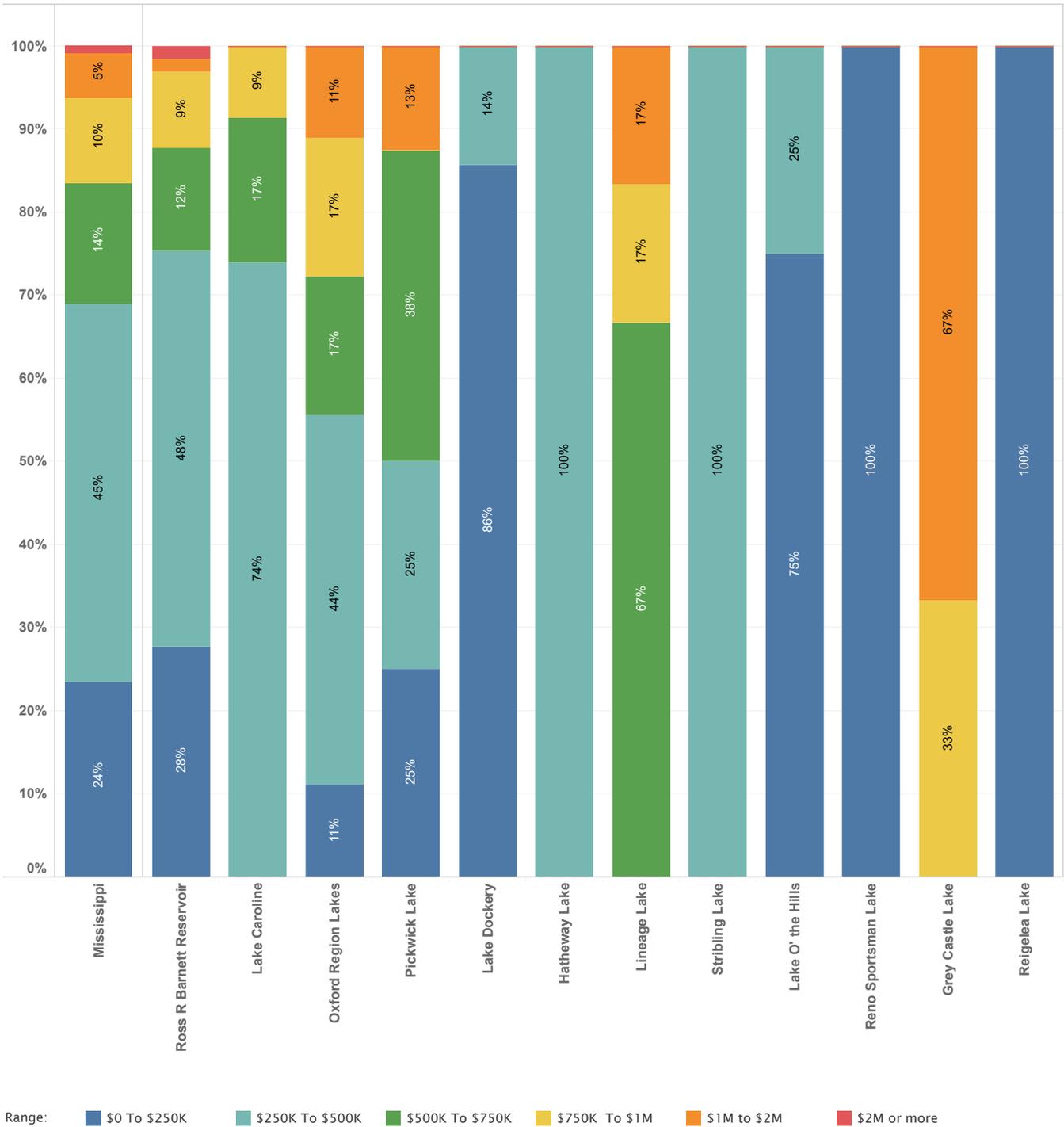
1. Ross R Barnett Reservoir	\$316,231
2. Lake Caroline	\$307,105
3. Chestnut Hill Lakes	\$71,551
4. Charlton Place Lakes	\$28,699

Listings of 10 Acres or More

1. Charlton Place Lakes	\$25,756
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** No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

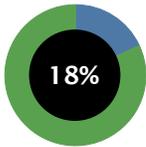
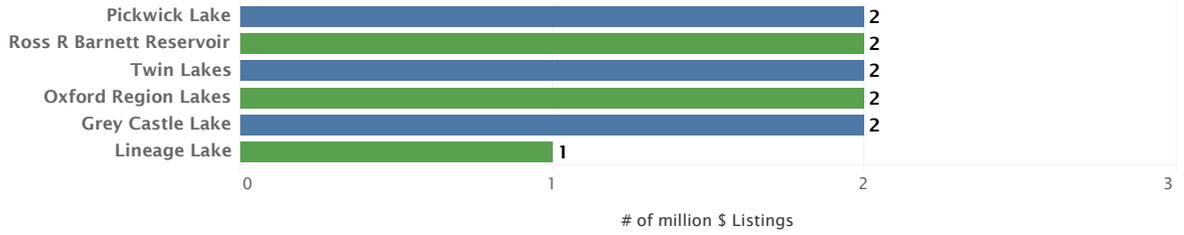
Price Breakdown by Percentage of Homes in the Mississippi Market 2022Q1



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Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2022Q1

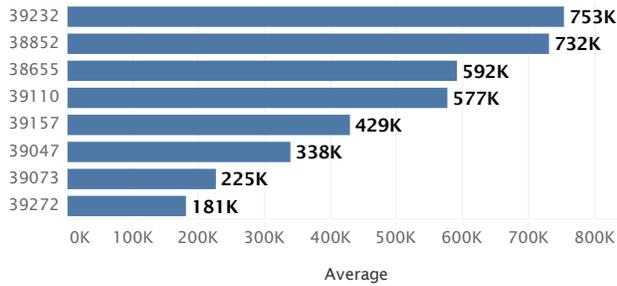


of \$1M+ Homes in Mississippi are on Grey Castle Lake

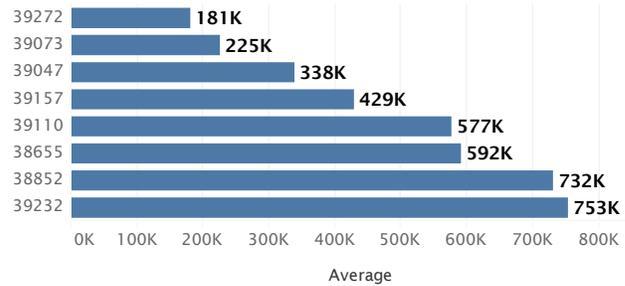
Total Number of \$1M+ Homes

11

Most Expensive ZIP Codes 2022Q1



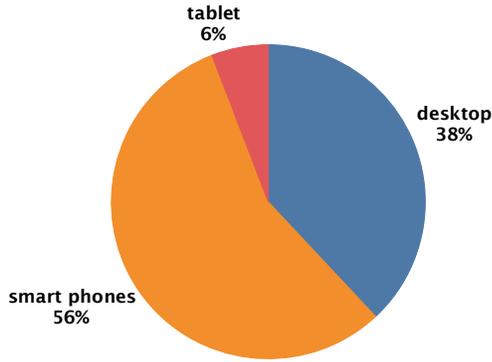
Most Affordable ZIP Codes 2022Q1



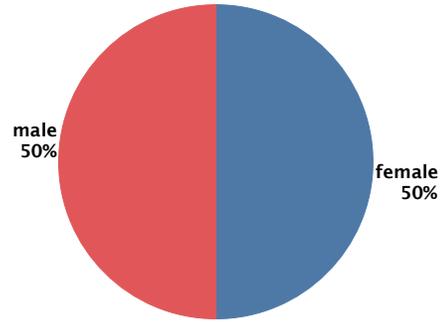
LAKE HOMES REALTY
LAKEHOMES.COM

Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

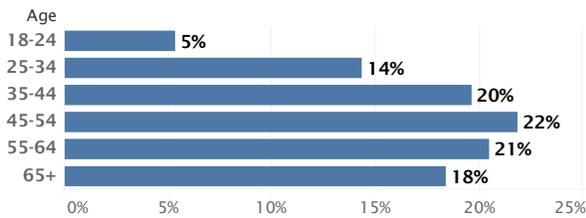


73% of potential buyers come from outside Mississippi

Atlanta

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

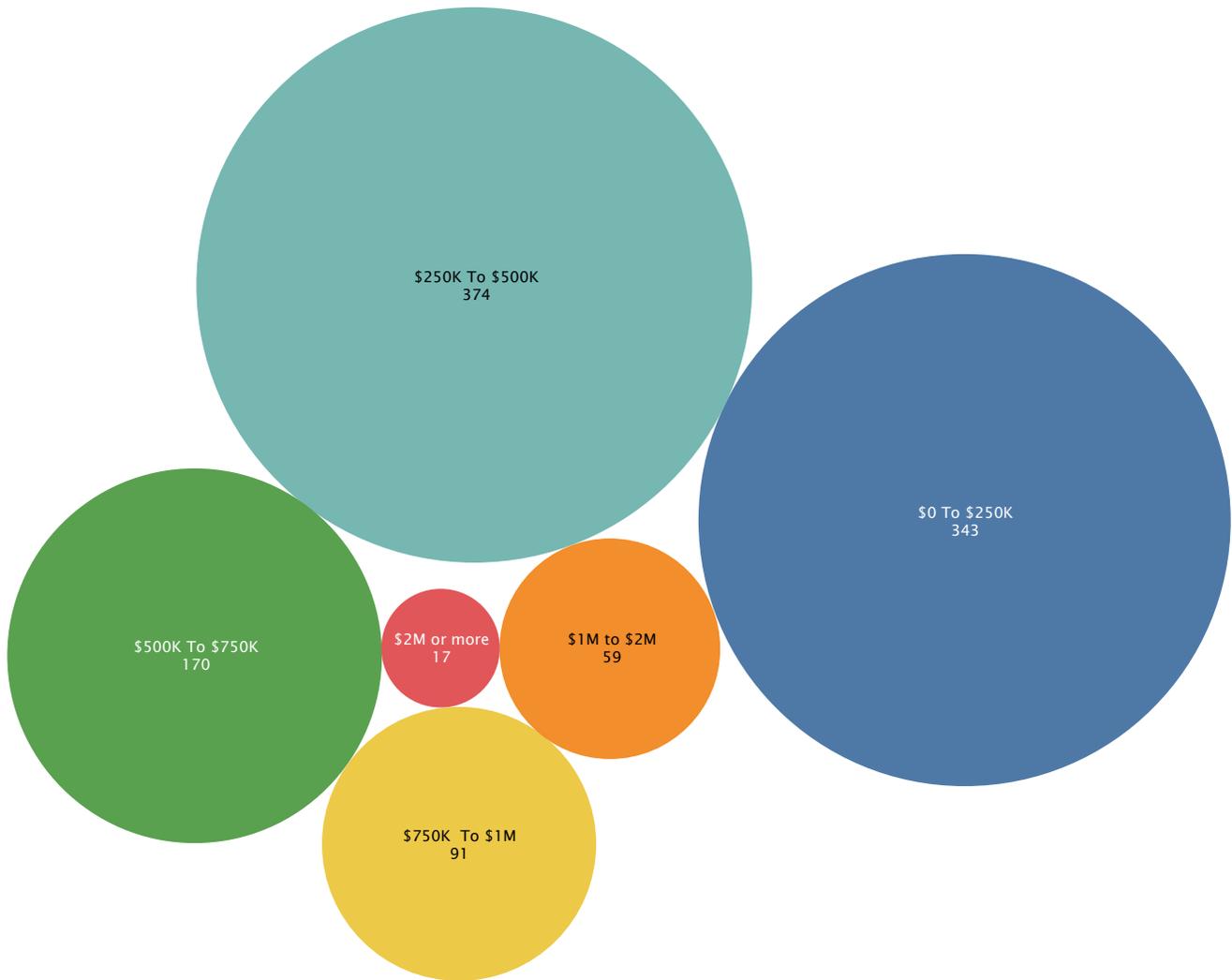
- Memphis, TN
- New Orleans, LA
- Dallas-Ft. Worth, TX
- Chicago, IL
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Denver, CO
- St. Louis, MO
- Kansas City, MO
- Nashville, TN



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MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2022Q1



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



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Missouri

Lake of the Ozarks ranks 1st in largest markets, largest home markets, most homes available, & largest land markets.

Largest Markets

1. Lake Of The Ozarks	\$335,269,008	43.5%
2. Table Rock Lake*	\$262,615,393	34.1%
3. Lake Taneycomo	\$70,601,788	9.2%
4. Bull Shoals Lake*	\$22,182,711	2.9%
5. Fienup Lake	\$15,084,840	2.7%

Total Missouri Market: \$770,677,004

Most Listings

1. Table Rock Lake*	1,132	40.1%
2. Lake Of The Ozarks	892	31.6%
3. Lake Taneycomo	251	8.9%
4. Bull Shoals Lake*	135	4.8%
5. Lake Thunderhead	47	1.7%

Total Missouri Listings: 2,822

Largest Home Markets

1. Lake Of The Ozarks	\$246,945,486	44.2%
2. Table Rock Lake*	\$180,955,524	32.4%
3. Lake Taneycomo	\$48,182,798	8.6%
4. Fienup Lake	\$15,084,840	2.7%
5. Bull Shoals Lake*	\$13,780,500	2.5%

Total Missouri Home Market: \$558,983,017

Most Homes Available

1. Lake Of The Ozarks	430	39.1%
2. Table Rock Lake*	277	25.2%
3. Lake Taneycomo	170	15.5%
4. Bull Shoals Lake*	46	4.2%
5. Lake Saint Louis	23	2.1%

Total Missouri Home Listings: 1,100

Largest Land Markets

1. Lake Of The Ozarks	\$88,323,522	41.7%
2. Lake Taneycomo	\$22,418,990	10.6%
3. Bull Shoals Lake*	\$8,402,211	4.0%
4. Lake Thunderhead	\$2,785,600	1.3%
5. Goose Creek Lake	\$1,125,500	0.5%

Total Missouri Land Market: \$211,693,987

Most Land Available

1. Table Rock Lake*	855	49.7%
2. Lake Of The Ozarks	462	26.8%
3. Bull Shoals Lake*	89	5.2%
4. Lake Taneycomo	81	4.7%
5. Lake Thunderhead	38	2.2%

Total Missouri Land Listings: 1,722

Average Home Price

1. Fienup Lake	\$1,005,656
2. Table Rock Lake	\$661,653
3. Lake Of The Ozarks	\$574,292

Average Land Price Per Acre

Listings of Less Than 10 Acres

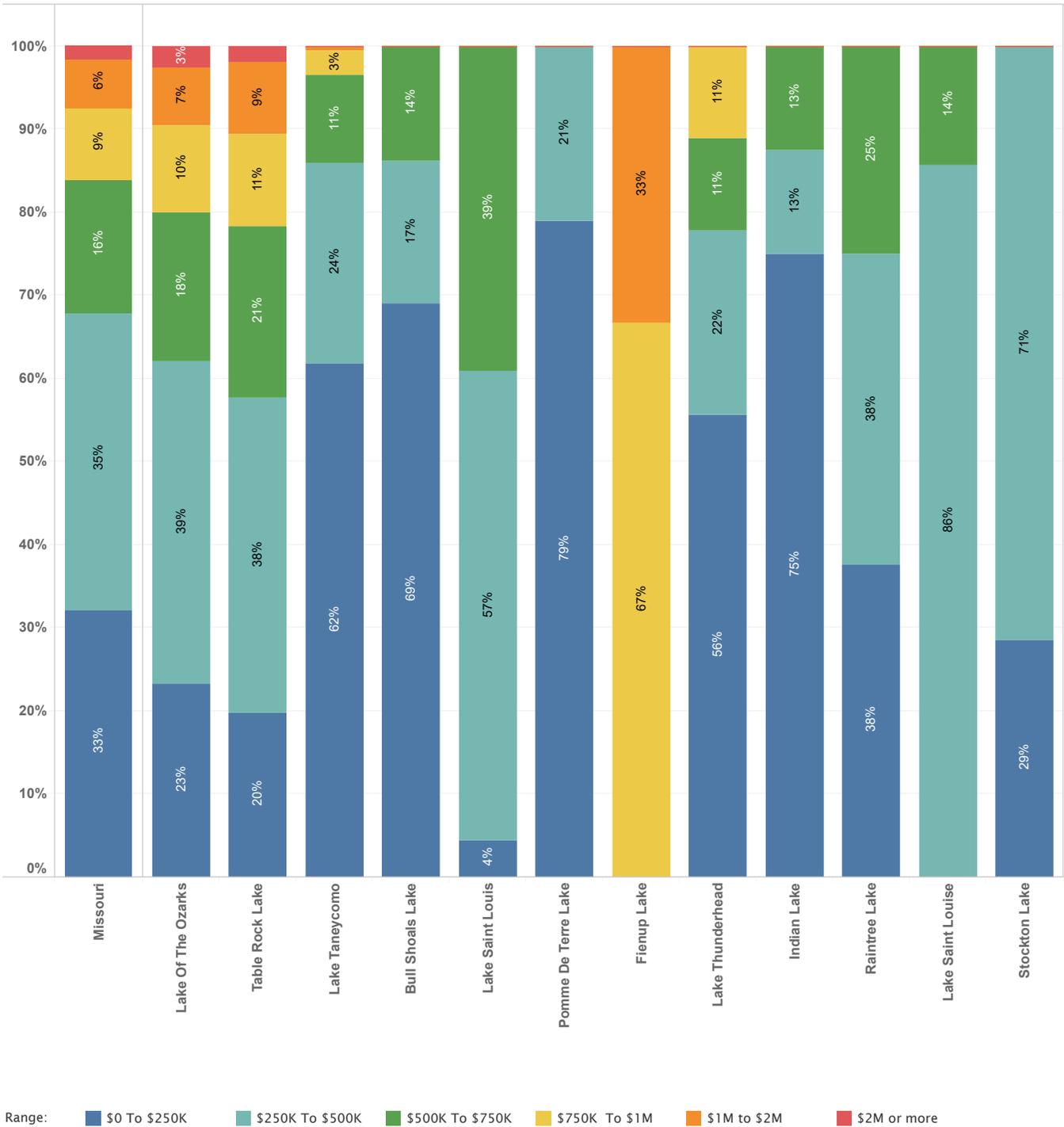
1. Lake Thunderhead	\$218,944
2. Goose Creek Lake	\$185,322
3. Lake Of The Ozarks	\$117,252
4. Lake Taneycomo	\$75,032
5. Table Rock Lake	\$53,073

Listings of 10 Acres or More

1. Lake Of The Ozarks	\$31,368
2. Lake Taneycomo	\$24,551
3. Table Rock Lake	\$11,390
4. Bull Shoals Lake	\$3,596

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

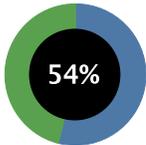
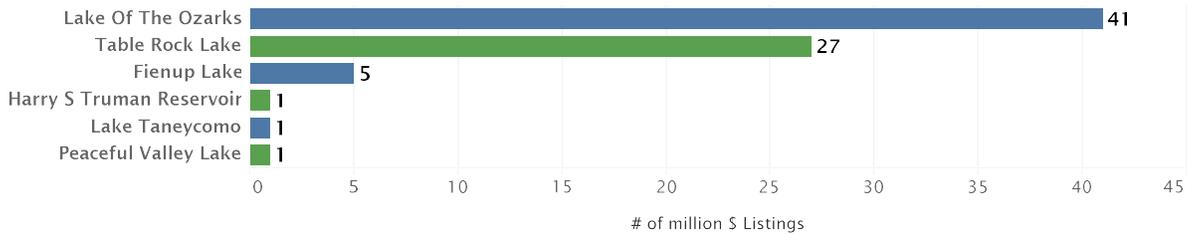
Price Breakdown by Percentage of Homes in the Missouri Market 2022Q1



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Luxury Lake Real Estate in Missouri

Where Are The Million-Dollar Listings? 2022Q1

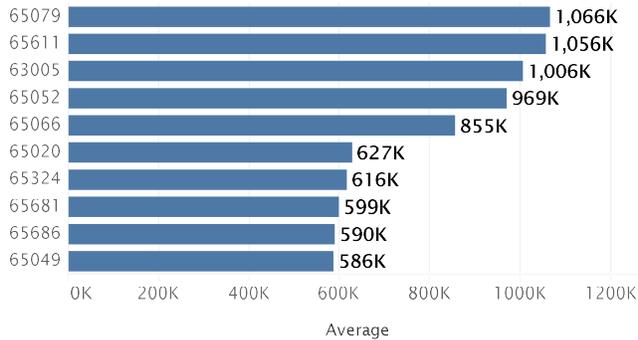


54% of \$1M+ Homes in Missouri are on Lake Of The Ozarks

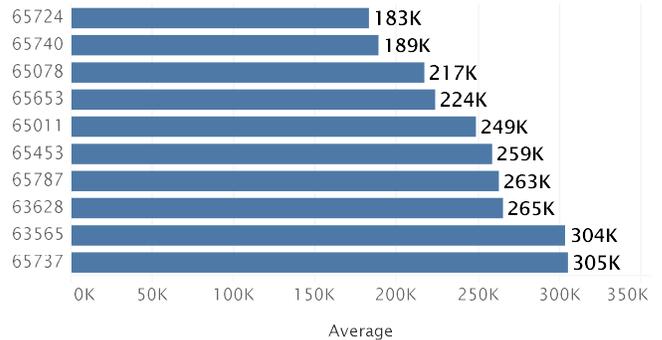
Total Number of \$1M+ Homes

76

Most Expensive ZIP Codes 2022Q1

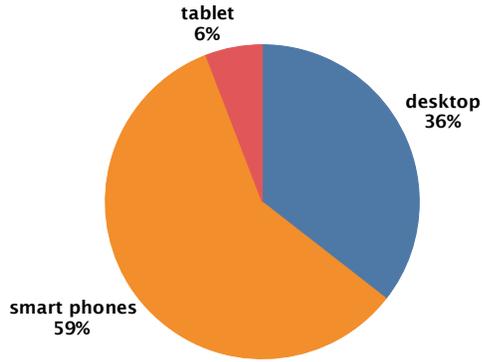


Most Affordable ZIP Codes 2022Q1

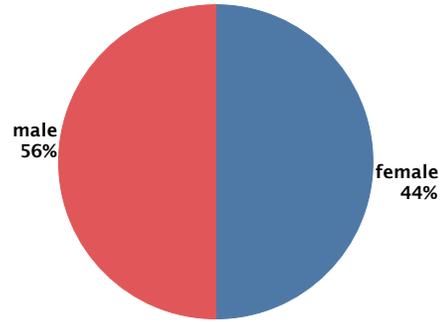


Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2022Q1

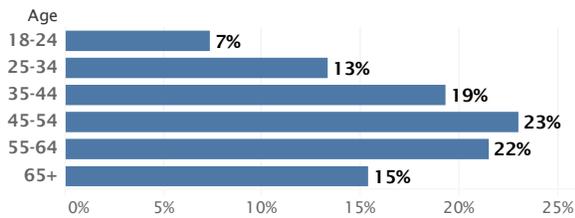


Male/Female Visitors 2022Q1



64% of potential buyers come from outside Missouri

What Age Groups are Shopping 2022Q1



Chicago

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

Number 2-10 metros are:

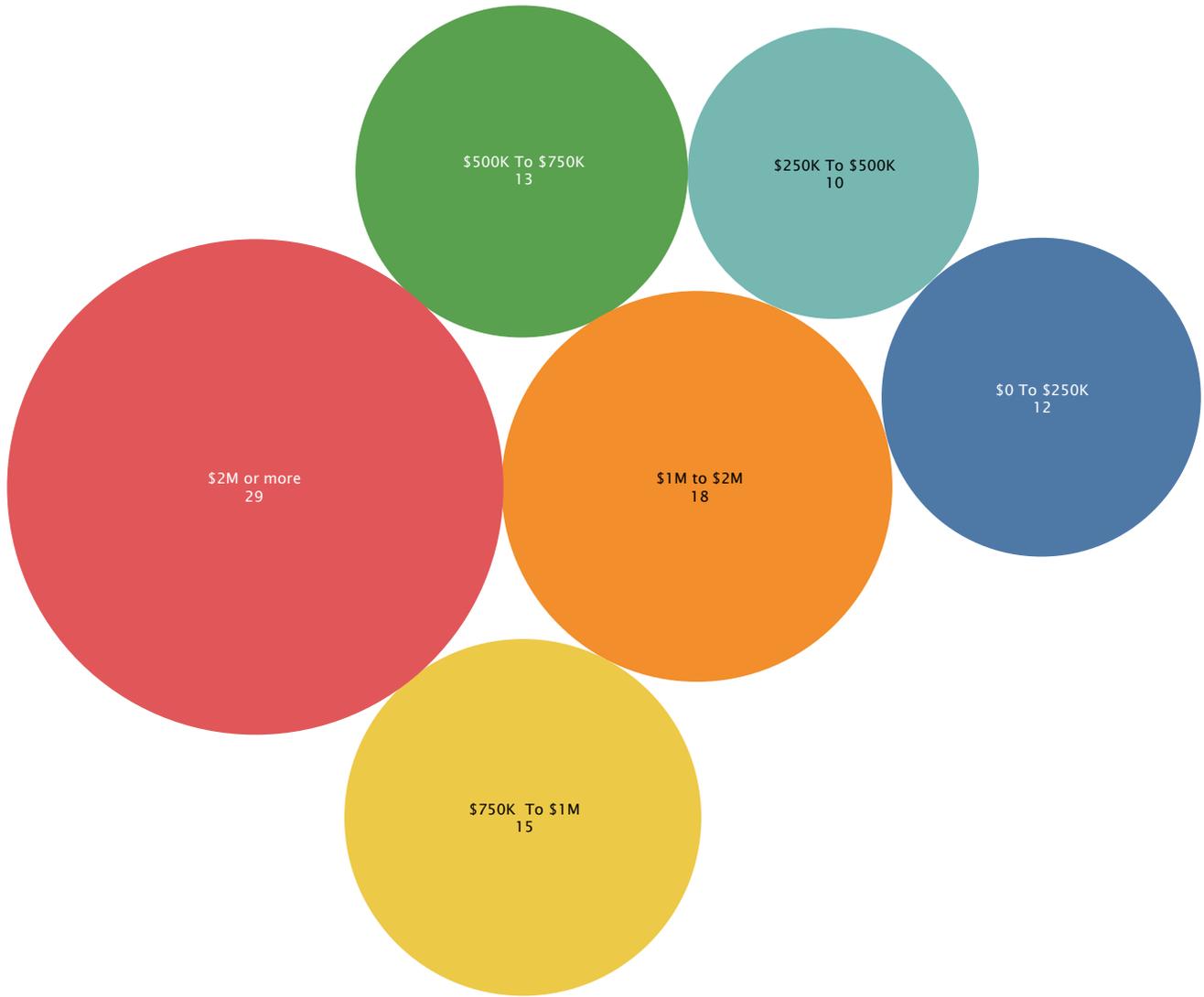
- Denver, CO
- Dallas-Ft. Worth, TX
- Des Moines-Ames, IA
- Omaha, NE
- Los Angeles, CA
- Wichita-Hutchinson, KS
- Houston, TX
- Minneapolis-St. Paul, MN
- Phoenix, AZ



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MONTANA

Price Breakdown by Number of Homes in the Montana Market 2022Q1



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



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Montana

100% of the listings on Bitterroot Lake and Blanchard Lkes are priced at \$2+ million.

Largest Markets

1. Flathead Lake	\$156,511,100	45.7%
2. Whitefish Lake	\$50,789,000	14.8%
3. Swan Lake	\$21,644,000	6.3%
4. Echo Lake	\$14,395,000	13.0%
5. Bitterroot Lake	\$11,975,000	3.5%

Total Montana Market: \$342,247,311

Most Listings

1. Flathead Lake	91	33.7%
2. Lake Koocanusa	46	17.0%
3. Whitefish Lake	15	5.6%
4. Swan Lake	14	5.2%
5. Lake Elmo	13	4.8%

Total Montana Listings: 270

Largest Home Markets

1. Flathead Lake	\$114,333,400	49.4%
2. Whitefish Lake	\$47,090,000	20.3%
3. Swan Lake	\$15,999,000	6.9%
4. Bitterroot Lake	\$9,450,000	4.1%
5. Blanchard Lake	\$5,749,000	2.5%

Total Montana Home Market: \$231,656,611

Most Homes Available

1. Flathead Lake	41	40.6%
2. Whitefish Lake	10	9.9%
3. Bighorn Lake	7	6.9%
4. Lake Koocanusa	6	5.9%
5. Lake Baker	5	5.0%

Total Montana Home Listings: 101

Largest Land Markets

1. Flathead Lake	\$42,177,700	38.1%
2. Echo Lake	\$14,395,000	13.0%
3. Lake Koocanusa	\$7,709,000	7.0%
4. Swan Lake	\$5,645,000	5.1%
5. Lower Stillwater Lake	\$5,000,000	4.5%

Total Montana Land Market: \$110,590,700

Most Land Available

1. Flathead Lake	50	29.6%
2. Lake Koocanusa	40	23.7%
3. Lake Elmo	11	6.5%
4. Swan Lake	10	5.9%
5. Wilderness Lake	6	3.6%

Total Montana Land Listings: 169

Average Home Price

1. Whitefish Lake	\$4,709,000
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Average Land Price Per Acre

Listings of Less Than 10 Acres

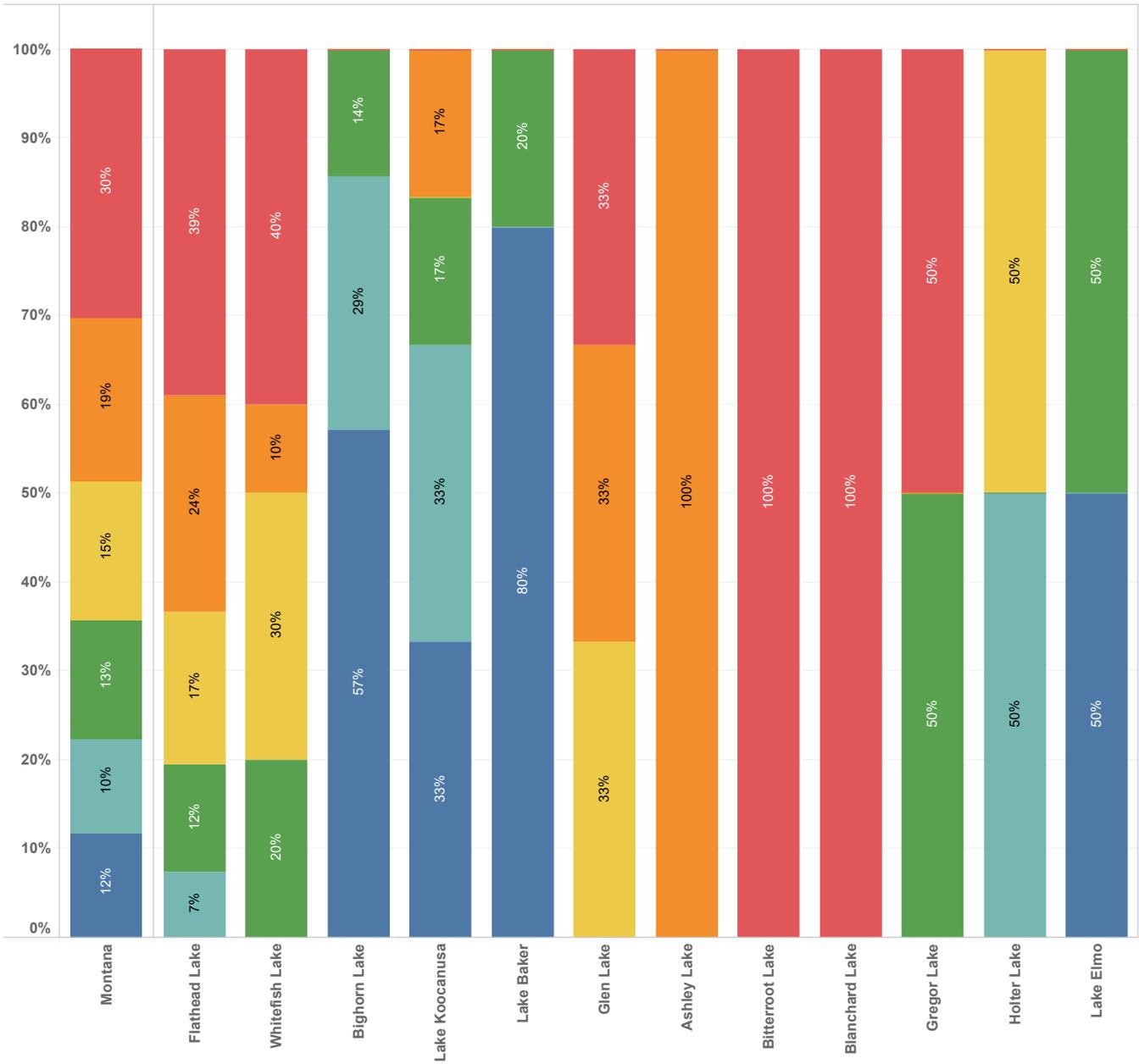
1. Flathead Lake	\$310,962
2. Lake Elmo	\$257,161
3. Lake Koocanusa	\$256,307

Listings of 10 Acres or More

1. Flathead Lake	\$64,204
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Montana Market 2022Q1



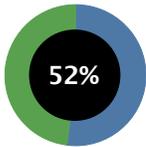
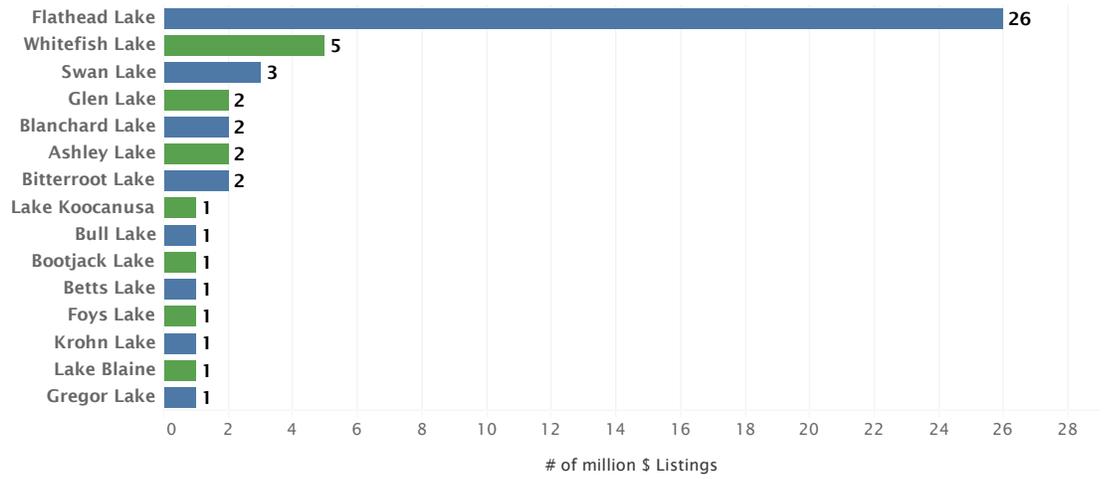
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Montana

Where Are The Million-Dollar Listings? 2022Q1

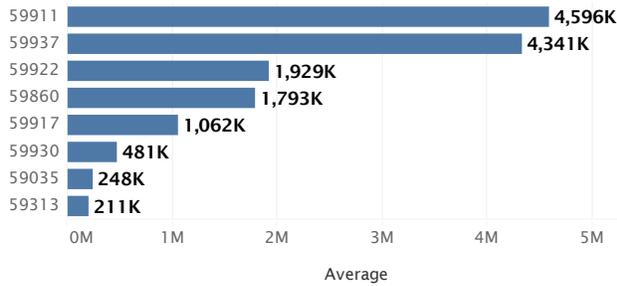


52% of \$1M+ Homes in Montana are on Flathead Lake

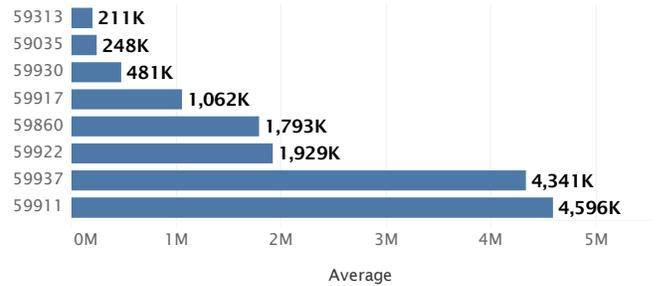
Total Number of \$1M+ Homes

50

Most Expensive ZIP Codes 2022Q1

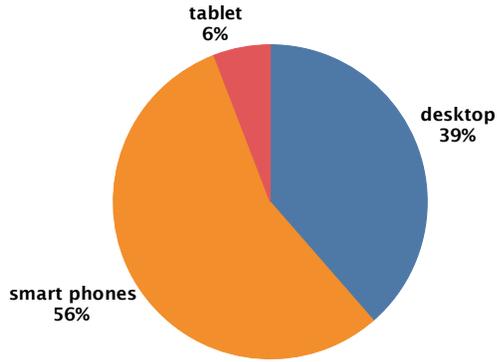


Most Affordable ZIP Codes 2022Q1

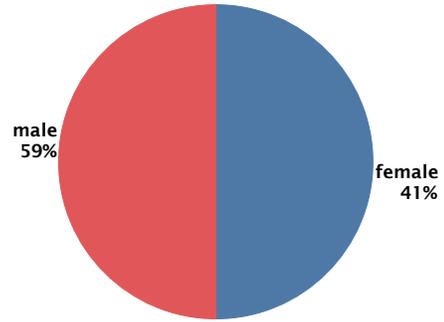


Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

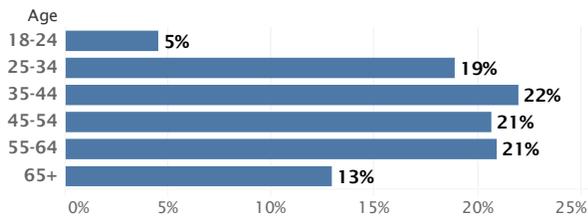


88% of potential buyers come from outside Montana

Los Angeles

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

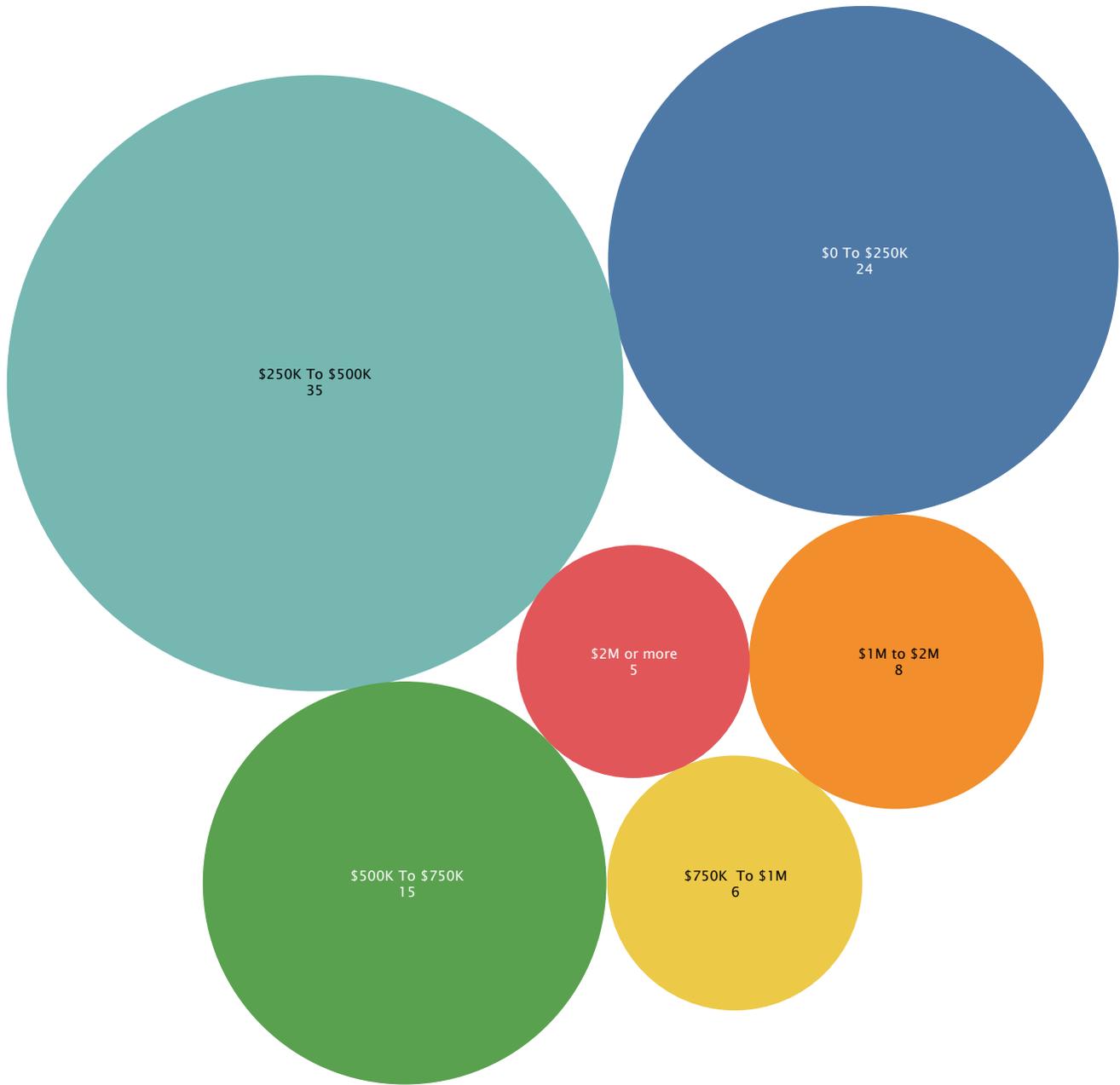
- Denver, CO
- Salt Lake City, UT
- Phoenix, AZ
- San Francisco-Oakland-San Jose, CA
- Seattle-Tacoma, WA
- Dallas-Ft. Worth, TX
- Spokane, WA
- Portland, OR
- Sacramento-Stockton-Modesto, CA



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NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2022Q1



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



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Nebraska

The total Nebraska home market decreased from \$86 million in winter 2021 to \$54 million in spring 2022, resulting in a 46% drop.

Largest Markets

1. Newport Landing Lake	\$17,534,130	28.4%
2. Shadow Lake	\$5,991,437	11.0%
3. Zorinsky Lake	\$5,695,900	10.5%
4. Pleasure Lake	\$4,975,875	8.1%
5. Walnut Creek Lake	\$4,216,105	6.8%

Total Nebraska Market: \$61,728,542

Most Listings

1. Beaver Lake	48	28.7%
2. Newport Landing Lake	14	8.4%
2. Walnut Creek Lake	14	8.4%
4. Shadow Lake	13	14.0%
5. Zorinsky Lake	11	11.8%

Total Nebraska Listings: 167

Largest Home Markets

1. Newport Landing Lake	\$15,216,130	28.0%
2. Shadow Lake	\$5,991,437	11.0%
3. Zorinsky Lake	\$5,695,900	10.5%
4. Pleasure Lake	\$4,775,975	8.8%
5. Walnut Creek Lake	\$3,835,455	7.1%

Total Nebraska Home Market: \$54,366,692

Most Homes Available

1. Shadow Lake	13	14.0%
2. Newport Landing Lake	11	11.8%
2. Zorinsky Lake	11	11.8%
4. Walnut Creek Lake	9	9.7%
5. Standing Bear Reservoir	8	8.6%

Total Nebraska Home Listings: 93

Largest Land Markets

1. Newport Landing Lake	\$2,318,000	31.5%
2. Beaver Lake	\$1,409,500	19.1%
3. Boys Town Reservoir Number 3	\$1,125,000	15.3%
4. Rainbow Lake	\$491,950	6.7%
5. Carter Lake	\$415,900	5.6%

Total Nebraska Land Market: \$7,361,850

Most Land Available

1. Beaver Lake	41	55.4%
2. Carter Lake	7	9.5%
3. Boys Town Reservoir Number 3	6	8.1%
4. Walnut Creek Lake	5	6.8%
5. Rainbow Lake	4	5.4%

Total Nebraska Land Listings: 74

Average Home Price

1. Newport Landing Lake	\$1,383,285
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Average Land Price Per Acre

Listings of Less Than 10 Acres

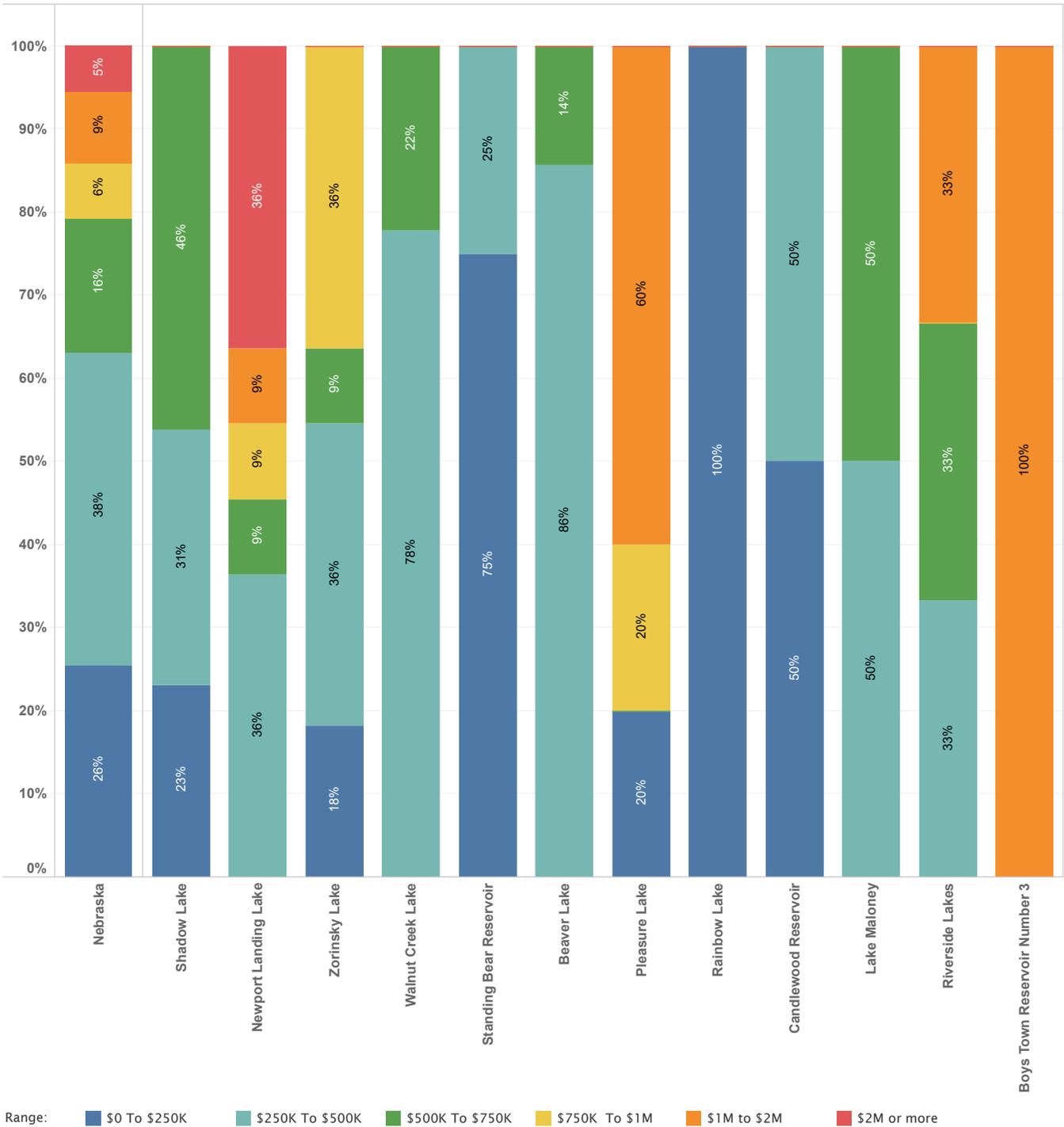
Listings of 10 Acres or More

**

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

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

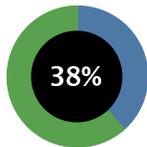
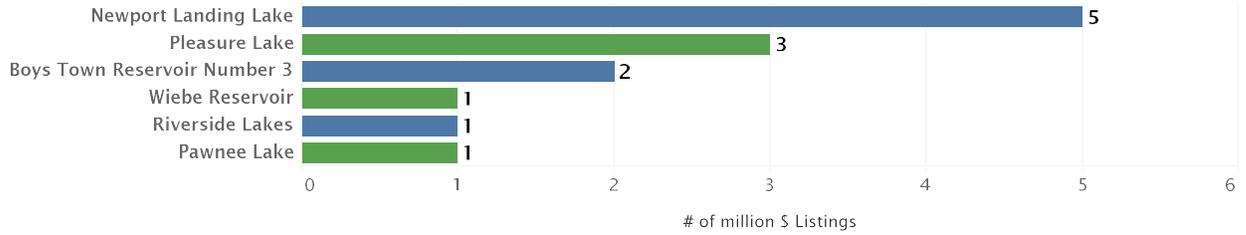
Price Breakdown by Percentage of Homes in the Nebraska Market 2022Q1



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Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2022Q1

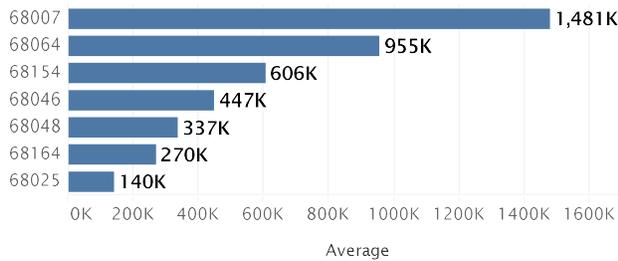


38% of \$1M+ Homes in Nebraska are on Newport Landing Lake

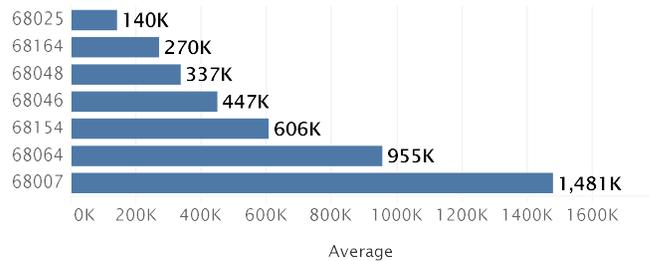
Total Number of \$1M+ Homes

13

Most Expensive ZIP Codes 2022Q1



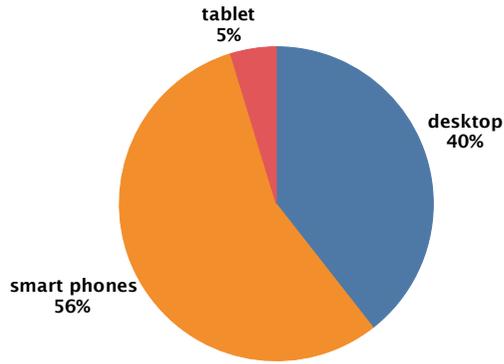
Most Affordable ZIP Codes 2022Q1



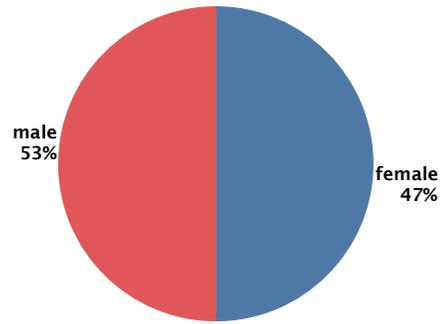
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Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2022Q1

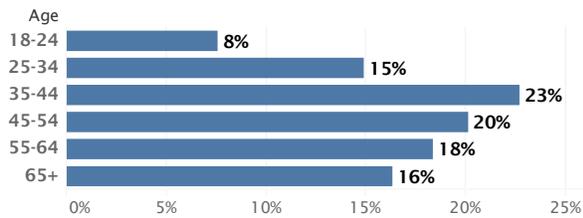


Male/Female Visitors 2022Q1



51% of potential buyers come from outside Nebraska

What Age Groups are Shopping 2022Q1



Denver

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

Number 2-10 metros are:

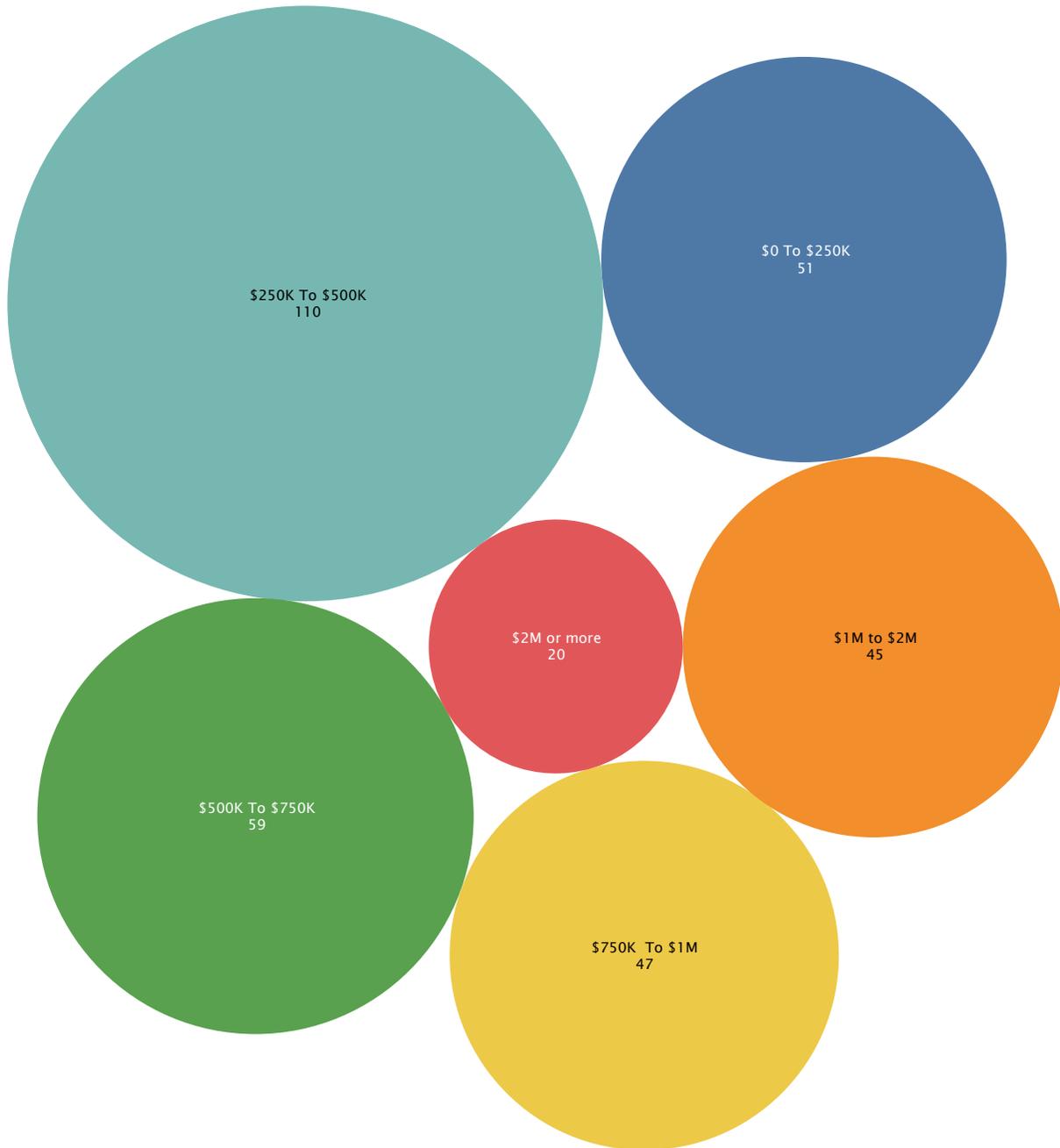
- Chicago, IL
- Kansas City, MO
- Los Angeles, CA
- Des Moines-Ames, IA
- Phoenix, AZ
- Sioux City, IA
- Washington DC (Hagerstown MD)
- New York, NY
- Wichita-Hutchinson, KS



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NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2022Q1



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



LAKE HOMES REALTY
LAKEHOMES.COM

New Hampshire

While Lake Winnepesaukee ranks 1st on most lists, it ranks 3rd in Most Available Land per Acre.

Largest Markets

1. Lake Winnepesaukee	\$157,986,741	35.7%	6. Lake Winnisquam	\$14,470,600	3.3%
2. Little River Swamp	\$41,194,900	12.7%	7. Squam Lake	\$10,743,150	2.4%
3. North Mill Pond	\$19,908,500	4.5%	8. Spofford Lake	\$8,628,900	2.3%
4. Sunapee Lake	\$18,028,500	4.1%	9. Back Lake	\$6,880,000	1.6%
5. South Mill Pond	\$14,847,000	3.8%	10. Arlington Mill Reservoir	\$6,281,700	1.7%

Total New Hampshire Market: \$442,236,256

Largest Home Markets

1. Lake Winnepesaukee	\$127,097,343	39.2%
2. Little River Swamp	\$41,194,900	12.7%
3. North Mill Pond	\$14,660,500	4.5%
4. Sunapee Lake	\$13,020,500	4.0%
5. Lake Winnisquam	\$8,622,700	2.7%
6. Squam Lake	\$7,073,750	2.2%
7. Arlington Mill Reservoir	\$6,091,800	1.9%
8. Eastman Pond	\$5,395,800	1.7%
9. Bowers Pond	\$4,539,000	1.4%
10. South Mill Pond	\$4,402,000	1.4%

Total New Hampshire Home Market: \$324,272,269

Largest Land Markets

1. Lake Winnepesaukee	\$20,925,399	37.4%
2. Spofford Lake	\$5,759,000	10.3%
3. Newfound Lake	\$3,642,800	6.5%
4. Lake Winnisquam	\$2,325,000	4.2%
5. Little Squam Lake	\$2,250,000	4.0%
6. Mascoma Lake	\$1,875,000	3.4%
7. Highland Lake	\$1,490,000	2.7%
8. Wilson Pond	\$1,250,000	2.2%
9. Squam Lake	\$1,219,400	2.2%
10. Back Lake	\$995,000	1.8%

Total New Hampshire Land Market: \$55,922,289

Lake Winnepesaukee now ranks 1st on the most affordable homes list at \$1.5 million.

Most Expensive Homes

1. Lake Winnepesaukee	\$1,490,581
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Most Affordable Homes

1. Lake Winnepesaukee	\$1,490,581
-----------------------	-------------

Most Listings

1. Lake Winnepesaukee	132	22.5%	6. Eastman Pond	13	2.4%
2. North Mill Pond	21	3.6%	6. Opechee Bay Reservoir	13	2.2%
3. Gould Pond	19	3.5%	6. Spofford Lake	13	2.4%
4. Lake Winnisquam	15	2.6%	9. Sunapee Lake	12	2.0%
5. Newfound Lake	14	2.6%	10. Deering Reservoir	11	2.0%
			Total New Hampshire Listings:	587	

Most Homes Available

1. Lake Winnepesaukee	86	25.9%
2. North Mill Pond	14	4.2%
3. Opechee Bay Reservoir	9	2.7%
3. Sunapee Lake	9	2.7%
5. Bowers Pond	8	2.4%
5. Eastman Pond	8	2.4%
5. Mascoma Lake	8	2.4%
8. Beaver Lake - Derry	7	2.1%
8. Lake Winnisquam	7	2.1%
10. Arlington Mill Reservoir	6	1.8%

Total New Hampshire Home Listings: 332

Most Land Available

1. Lake Winnepesaukee	39	18.8%
2. Gould Pond	18	8.7%
3. Deering Reservoir	10	4.8%
3. Spofford Lake	10	4.8%
5. Little Pea Porridge Pond	8	3.8%
5. Newfound Lake	8	3.8%
7. Silver Lake - Belmont	6	2.9%
8. Eastman Pond	5	2.4%
8. Locke Lake	5	2.4%
8. Squam Lake	5	2.4%

Total New Hampshire Land Listings: 208

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Spofford Lake	\$361,292
2. Lake Winnepesaukee	\$277,075
3. Gould Pond	\$89,201
4. Deering Reservoir	\$51,599

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$35,546
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Most Affordable Land per Acre

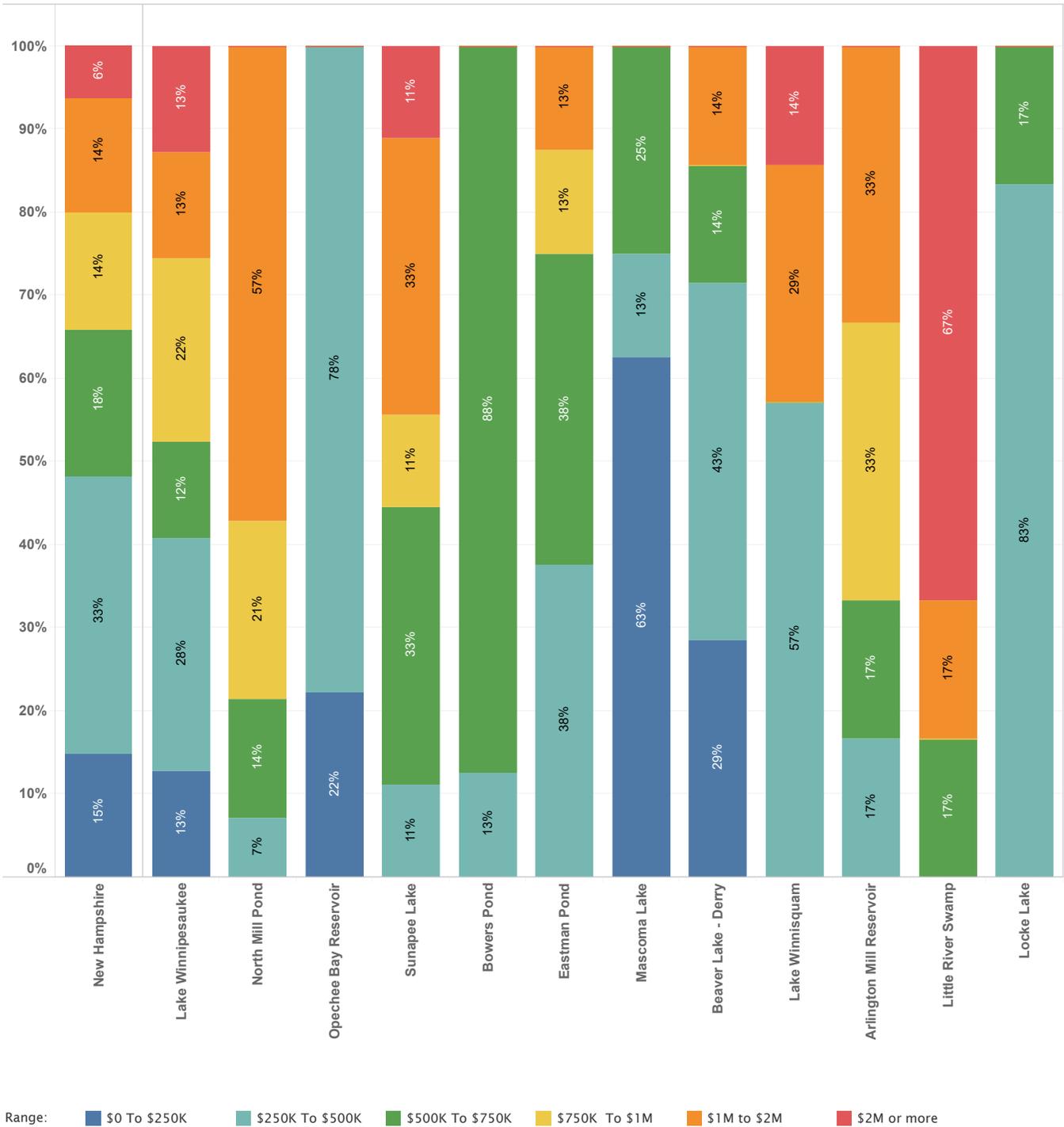
Listings of Less Than 10 Acres

1. Deering Reservoir	\$51,599
2. Gould Pond	\$89,201
3. Lake Winnepesaukee	\$277,075
4. Spofford Lake	\$361,292

Listings of 10 Acres or More

1. Lake Winnepesaukee	\$35,546
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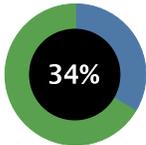
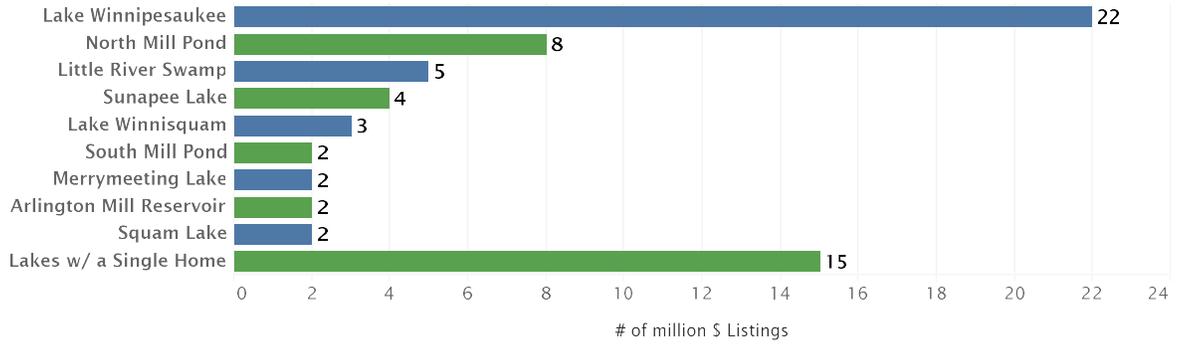
Price Breakdown by Percentage of Homes in the New Hampshire Market 2022Q1



LAKE HOMES REALTY
LAKEHOMES.COM

Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2022Q1

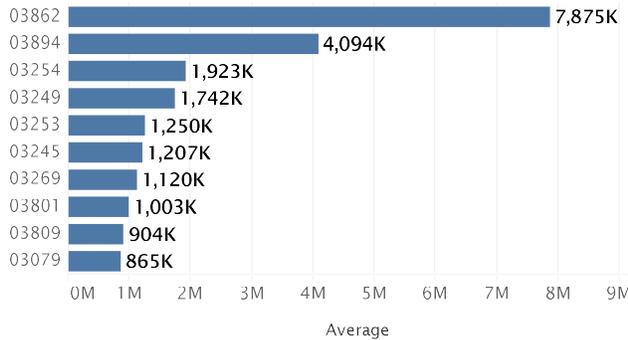


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

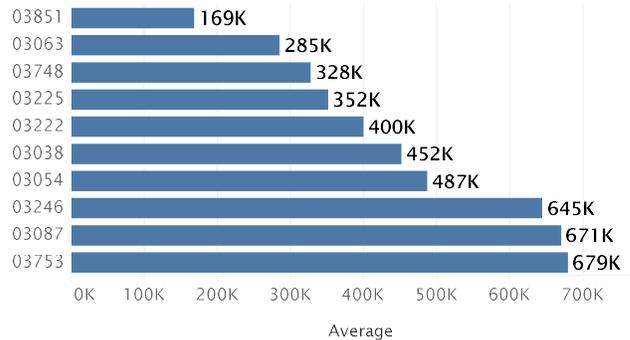
Total Number of \$1M+ Homes

65

Most Expensive ZIP Codes 2022Q1



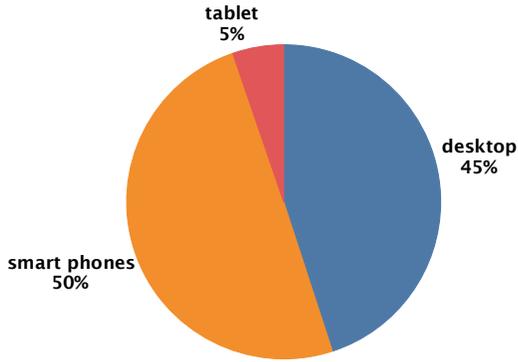
Most Affordable ZIP Codes 2022Q1



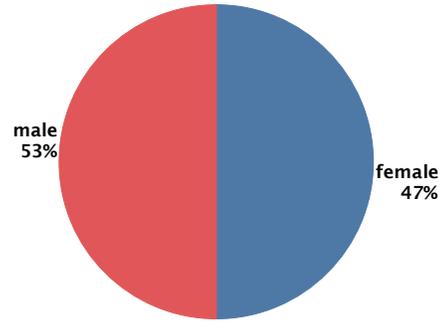
LAKE HOMES REALTY
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Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

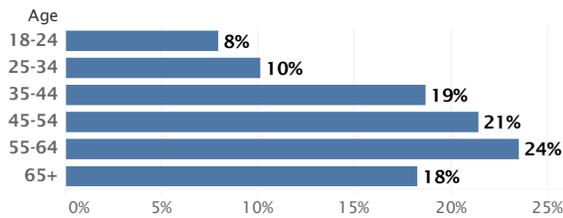


79% of potential buyers come from outside New Hampshire

New York,

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

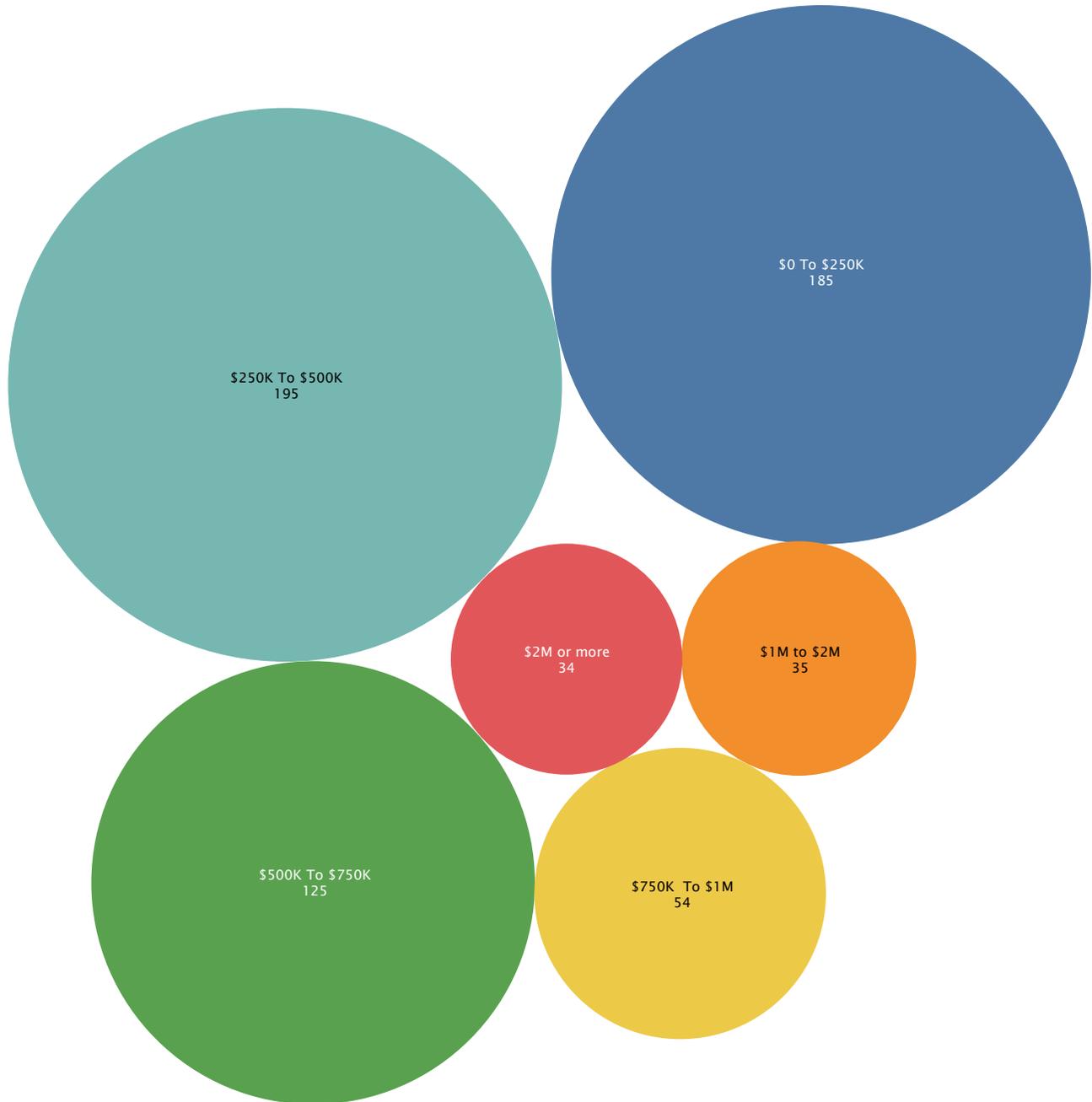
- Hartford & New Haven, CT
- Providence-New Bedford, MA
- Portland-Auburn, ME
- Burlington VT-Plattsburgh, NY
- Washington DC (Hagerstown MD)
- Philadelphia, PA
- Springfield-Holyoke, MA
- Orlando-Daytona Beach-Melbourne, FL
- Los Angeles, CA



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LAKEHOMES.COM

NEW YORK

Price Breakdown by Number of Homes in the New York Market 2022Q1



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



LAKE HOMES REALTY
LAKEHOMES.COM

New York

Lake Champlain shrank \$55 million from \$147 million in winter 2021 to \$92 million in spring 2022.

Largest Markets

1. Lake Champlain*	\$92,423,366	16.0%	6. Cayuga Lake	\$27,018,600	4.7%
2. Lake George	\$69,337,495	12.2%	7. Lake Ontario	\$26,072,545	4.6%
3. Skaneateles Lake	\$58,463,900	10.3%	8. Saratoga Lake	\$19,691,649	3.5%
4. Canandaigua Lake	\$40,049,450	7.0%	9. Keuka Lake	\$19,105,698	3.4%
5. Lake Placid	\$27,071,999	4.8%	10. Oneida Lake	\$17,492,698	3.1%

Total New York Market: \$578,530,636

Largest Home Markets

1. Lake Champlain*	\$67,191,566	14.3%
2. Lake George	\$60,135,195	12.8%
3. Skaneateles Lake	\$48,306,000	10.3%
4. Canandaigua Lake	\$38,471,950	8.2%
5. Lake Placid	\$23,382,999	5.0%
6. Saratoga Lake	\$18,747,649	4.0%
7. Lake Ontario	\$18,563,847	3.9%
8. Cayuga Lake	\$17,401,850	3.7%
9. Keuka Lake	\$16,588,199	3.5%
10. Oneida Lake	\$15,803,499	3.4%

Total New York Home Market: \$470,582,107

Largest Land Markets

1. Lake Champlain*	\$15,973,800	16.2%
2. Skaneateles Lake	\$10,157,900	10.3%
3. Cayuga Lake	\$9,616,750	9.7%
4. Lake George	\$9,202,300	9.3%
5. Sleepy Hollow Lake	\$8,051,900	8.2%
6. Lake Ontario	\$7,508,698	7.6%
7. Lake Erie	\$3,723,900	3.8%
8. Lake Placid	\$3,689,000	3.7%
9. Great Sacandaga Lake	\$2,894,900	2.9%
10. Keuka Lake	\$2,517,499	2.6%

Total New York Land Market: \$98,690,529

Lake Champlain still ranks 1st on most lists.

Most Expensive Homes

1. Skaneateles Lake	\$2,415,300
2. Lake Placid	\$1,670,214

Most Affordable Homes

1. Lake Champlain	\$610,613
2. Cayuga Lake	\$669,302

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

Most Listings

1. Lake Champlain*	171	15.7%	6. Cayuga Lake	40	3.7%
2. Lake Ontario	91	8.4%	7. Great Sacandaga Lake	39	3.6%
3. Lake George	87	8.1%	8. Chautauqua Lake	37	3.4%
4. Canandaigua Lake	72	6.7%	9. Seneca Lake	36	3.3%
5. Oneida Lake	68	6.3%	10. Keuka Lake	35	3.2%
Total New York Listings:				1,087	

Most Homes Available

1. Lake Champlain*	99	14.0%
2. Canandaigua Lake	65	9.2%
3. Lake George	56	7.9%
4. Lake Ontario	54	7.6%
5. Oneida Lake	48	6.8%
6. Saratoga Lake	28	4.0%
6. Seneca Lake	28	4.0%
8. Cayuga Lake	26	3.7%
8. Chautauqua Lake	26	3.7%
10. Great Sacandaga Lake	24	3.4%

Total New York Home Listings: 706

Most Land Available

1. Lake Champlain*	64	17.2%
2. Lake Ontario	37	9.9%
3. Lake George	31	8.3%
4. Oneida Lake	20	5.4%
5. Great Sacandaga Lake	15	4.0%
5. Loon Lake - Chestertown	15	4.0%
7. Cayuga Lake	14	3.8%
7. Keuka Lake	14	3.8%
9. Chautauqua Lake	11	2.9%
10. Lake Erie	10	2.7%

Total New York Land Listings: 373

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Chautauqua Lake	\$199,119
2. Lake George	\$114,604
3. Lake Ontario - Rochester Area	\$110,674
4. Lake Champlain	\$83,436
5. Cayuga Lake	\$69,623
6. Loon Lake - Chestertown	\$69,031
7. Oneida Lake	\$38,023
8. Keuka Lake	\$29,899

Listings of 10 Acres or More

1. Skaneateles Lake	\$8,114
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

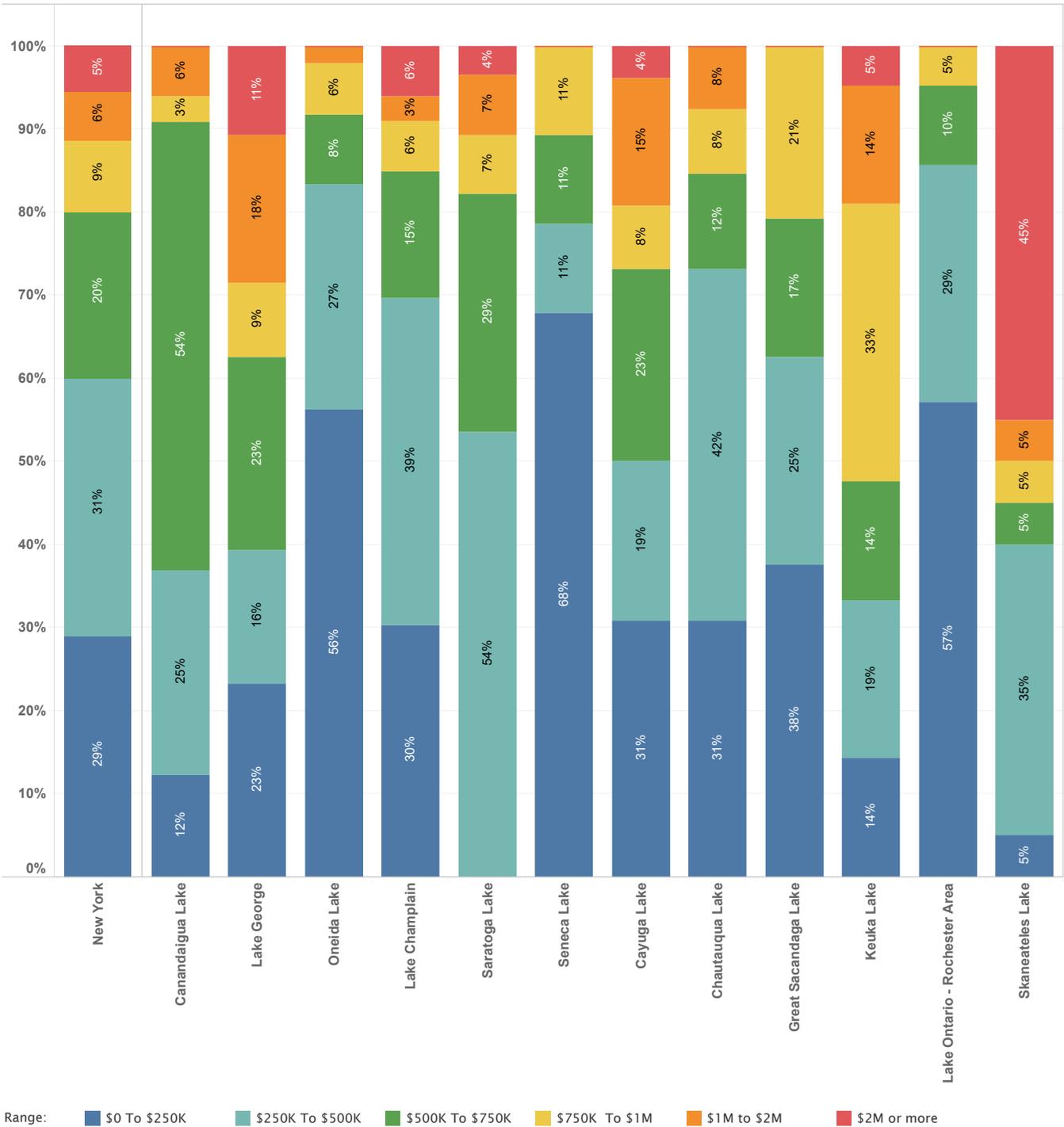
1. Keuka Lake	\$29,899
2. Oneida Lake	\$38,023
3. Loon Lake - Chestertown	\$69,031
4. Cayuga Lake	\$69,623
5. Lake Champlain	\$83,436
6. Lake Ontario - Rochester Area	\$110,674
7. Lake George	\$114,604
8. Chautauqua Lake	\$199,119

Listings of 10 Acres or More

1. Lake George	\$6,835
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* This includes lake real estate inventory from more than one state.

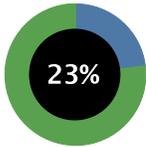
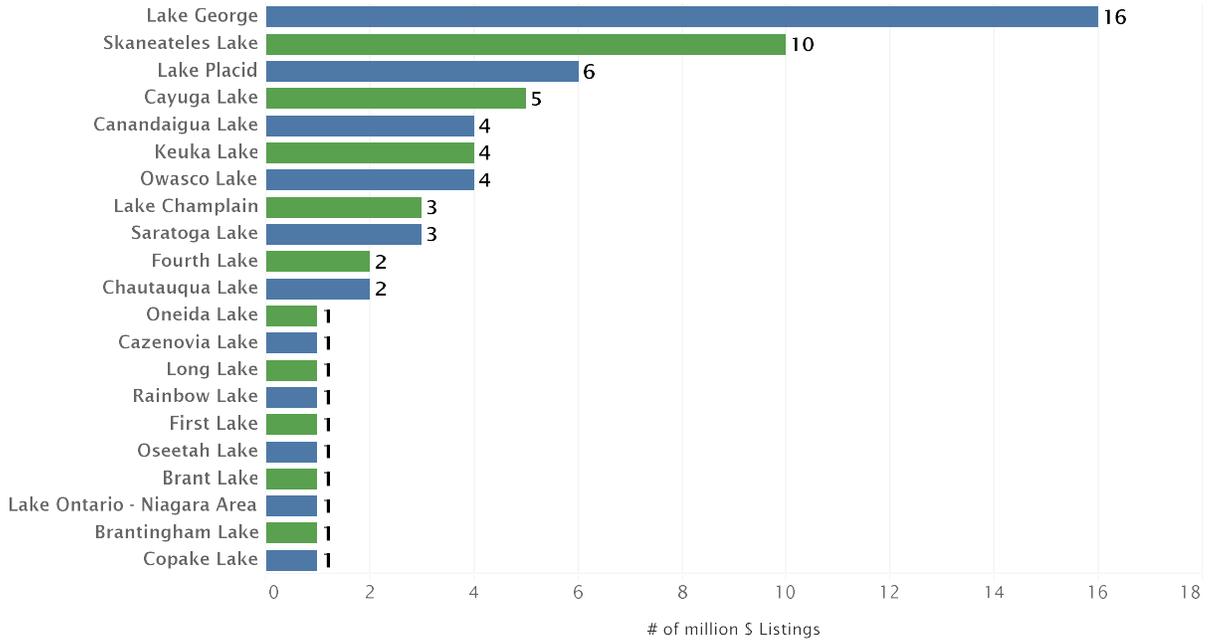
Price Breakdown by Percentage of Homes in the New York Market 2022Q1



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Luxury Lake Real Estate in New York

Where Are The Million-Dollar Listings? 2022Q1

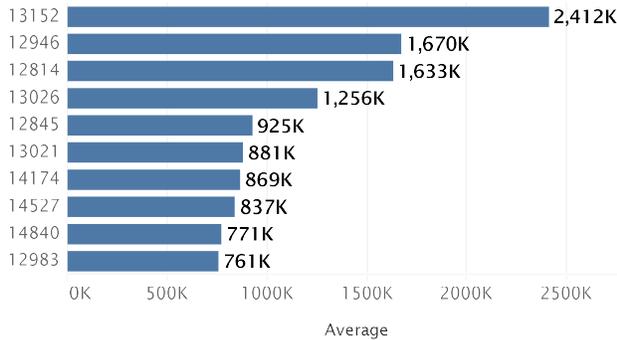


23% of \$1M+ Homes in New York are on Lake George

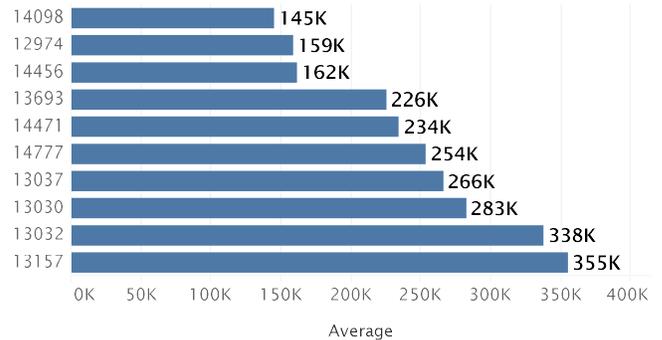
Total Number of \$1M+ Homes

69

Most Expensive ZIP Codes 2022Q1



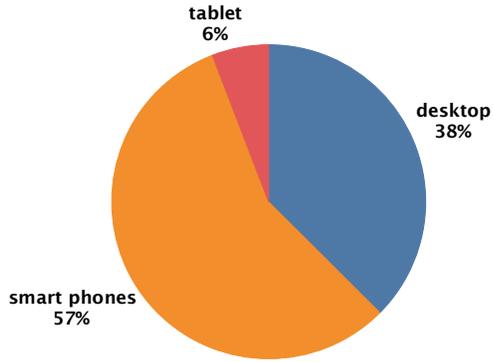
Most Affordable ZIP Codes 2022Q1



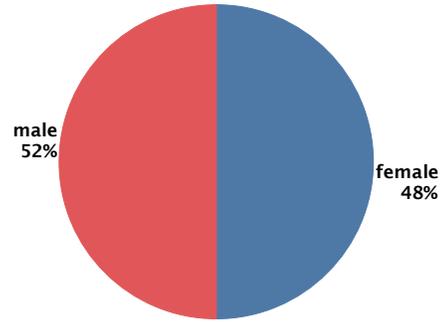
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Who's Shopping New York Lake Real Estate

How are shoppers connecting 2022Q1

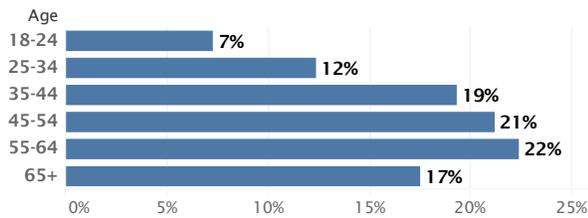


Male/Female Visitors 2022Q1



44% of potential buyers come from outside New York

What Age Groups are Shopping 2022Q1



Philadelphia

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

Number 2-10 metros are:

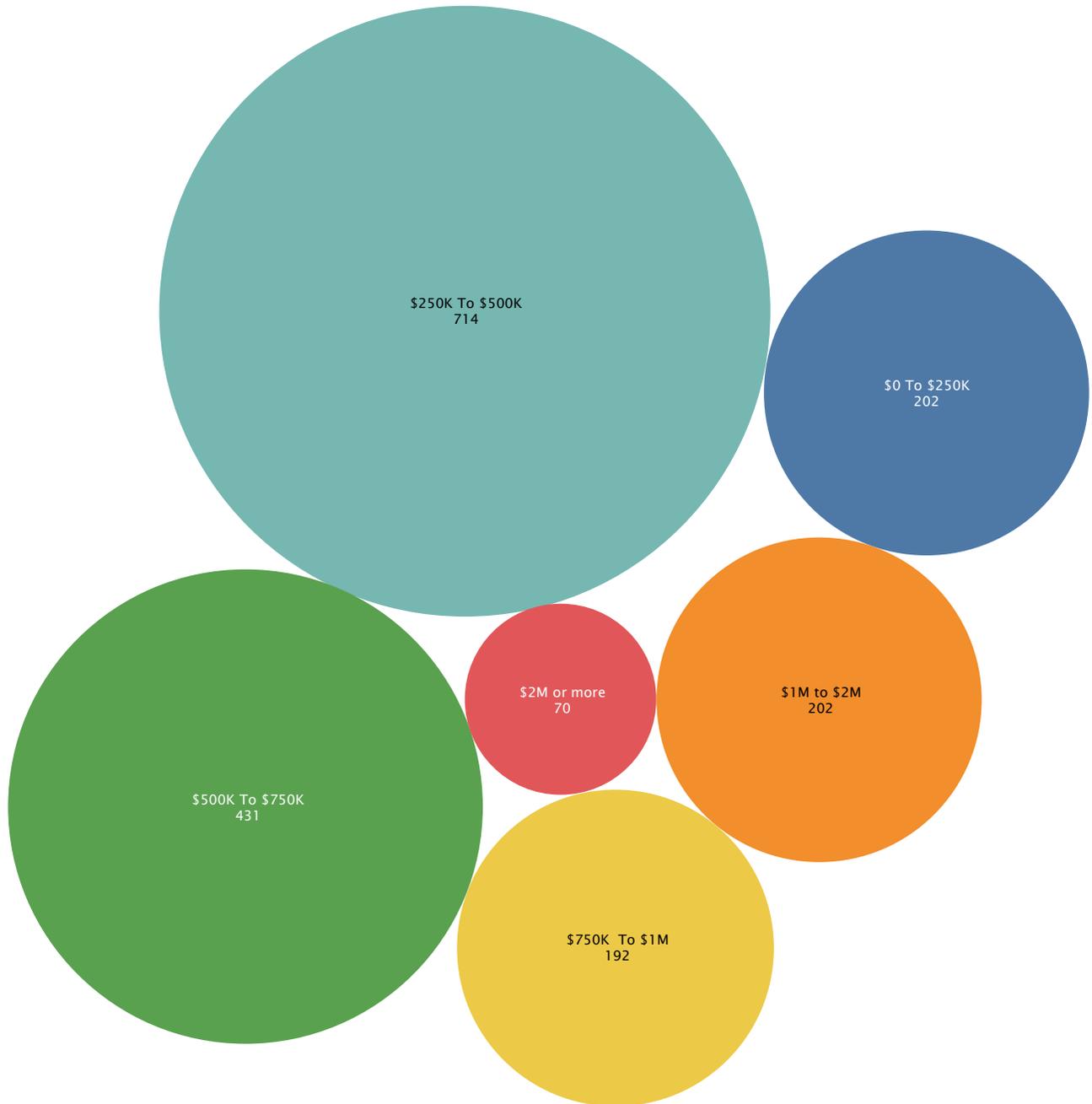
- Washington DC (Hagerstown MD)
- Boston MA-Manchester, NH
- Hartford & New Haven, CT
- Cleveland-Akron (Canton), OH
- Pittsburgh, PA
- Wilkes Barre-Scranton, PA
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL
- Chicago, IL



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NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2022Q1



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



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North Carolina

The total North Carolina market shrank \$545 million from \$2.5 billion in winter 2021 to \$2 billion in spring 2022.

Largest Markets

1. Lake Norman	\$634,819,251	32.2%	6. Falls Lake	\$63,060,783	3.2%
2. Lake Wylie*	\$373,526,544	19.0%	7. Lake Toxaway	\$45,701,800	2.3%
3. Jordan Lake	\$100,427,052	5.1%	8. Chatuge Lake*	\$42,978,636	2.2%
4. Lake Gaston*	\$99,443,667	5.0%	9. Mountain Island Lake	\$39,133,474	2.0%
5. Lake Hickory	\$71,604,413	3.6%	10. Lake Lure	\$32,212,697	1.6%

Total North Carolina Market: \$1,969,842,009

Largest Home Markets

1. Lake Norman	\$471,348,675	32.7%
2. Lake Wylie*	\$318,513,097	22.1%
3. Lake Gaston*	\$63,085,993	4.4%
4. Jordan Lake	\$58,496,095	4.1%
5. Falls Lake	\$56,676,783	3.9%
6. Lake Hickory	\$50,203,874	3.5%
7. Mountain Island Lake	\$34,275,324	2.4%
8. Lake Toxaway	\$28,499,000	2.0%
9. Chatuge Lake*	\$24,208,200	1.7%
10. Lake Lure	\$23,074,900	1.6%

Total North Carolina Home Market: \$1,442,409,671

Largest Land Markets

1. Lake Norman	\$163,470,576	31.0%
2. Lake Wylie*	\$55,013,447	10.4%
3. Jordan Lake	\$41,930,957	8.0%
4. Lake Gaston*	\$36,357,674	6.9%
5. Lake Hickory	\$21,400,539	4.1%
6. Chatuge Lake*	\$18,770,436	3.6%
7. Lake Rhodhiss	\$18,374,800	3.5%
8. Lake Toxaway	\$17,202,800	3.3%
9. Lake James	\$13,746,949	2.6%
10. High Rock Lake	\$13,566,197	2.6%

Total North Carolina Land Market: \$527,167,438

64% of homes on Falls Lake are priced in the \$1 million+ range.

Most Expensive Homes

1. Lake Toxaway	\$1,899,933
2. Falls Lake	\$1,205,889

Most Affordable Homes

1. Lake Gaston	\$695,520
2. Lake Townsend	\$717,190

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

Most Listings

1. Lake Norman	948	19.8%	6. High Rock Lake	190	4.0%
2. Lake Wylie*	750	15.6%	7. Chatuge Lake*	186	3.9%
3. Lake Gaston*	355	7.4%	8. Lake James	132	2.8%
4. Lake Hickory	333	6.9%	9. Lake Lure	130	2.7%
5. Lake Rhodhiss	204	4.3%	10. John H Kerr Reservoir*	122	2.5%
Total North Carolina Listings:				4,797	

Most Homes Available

1. Lake Norman	591	27.4%
2. Lake Wylie*	571	26.5%
3. Lake Hickory	120	5.6%
4. Lake Gaston*	113	5.2%
5. Mountain Island Lake	59	2.7%
6. Jordan Lake	50	2.3%
7. Falls Lake	47	2.2%
8. Oak Hollow Lake	46	2.1%
9. Chatuge Lake*	38	1.8%
10. Lake Royale	37	1.7%

Total North Carolina Home Listings: 2,155

Most Land Available

1. Lake Norman	357	13.5%
2. Lake Gaston*	242	9.2%
3. Lake Hickory	213	8.1%
4. Lake Rhodhiss	196	7.4%
5. Lake Wylie*	179	6.8%
6. High Rock Lake	157	5.9%
7. Chatuge Lake*	148	5.6%
8. Lake James	117	4.4%
9. Lake Lure	101	3.8%
10. John H Kerr Reservoir*	99	3.7%

Total North Carolina Land Listings: 2,641

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Dutchmans Creek Lake	\$764,430
2. Lake Norman	\$208,798
3. Lake Tillery	\$167,475
4. Lake Wylie	\$154,273
5. Jordan Lake	\$150,378
6. Lake Toxaway	\$133,662
7. Lake Junaluska	\$124,202
8. Lake Royale	\$122,483

Listings of 10 Acres or More

1. Lake Norman	\$58,411
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

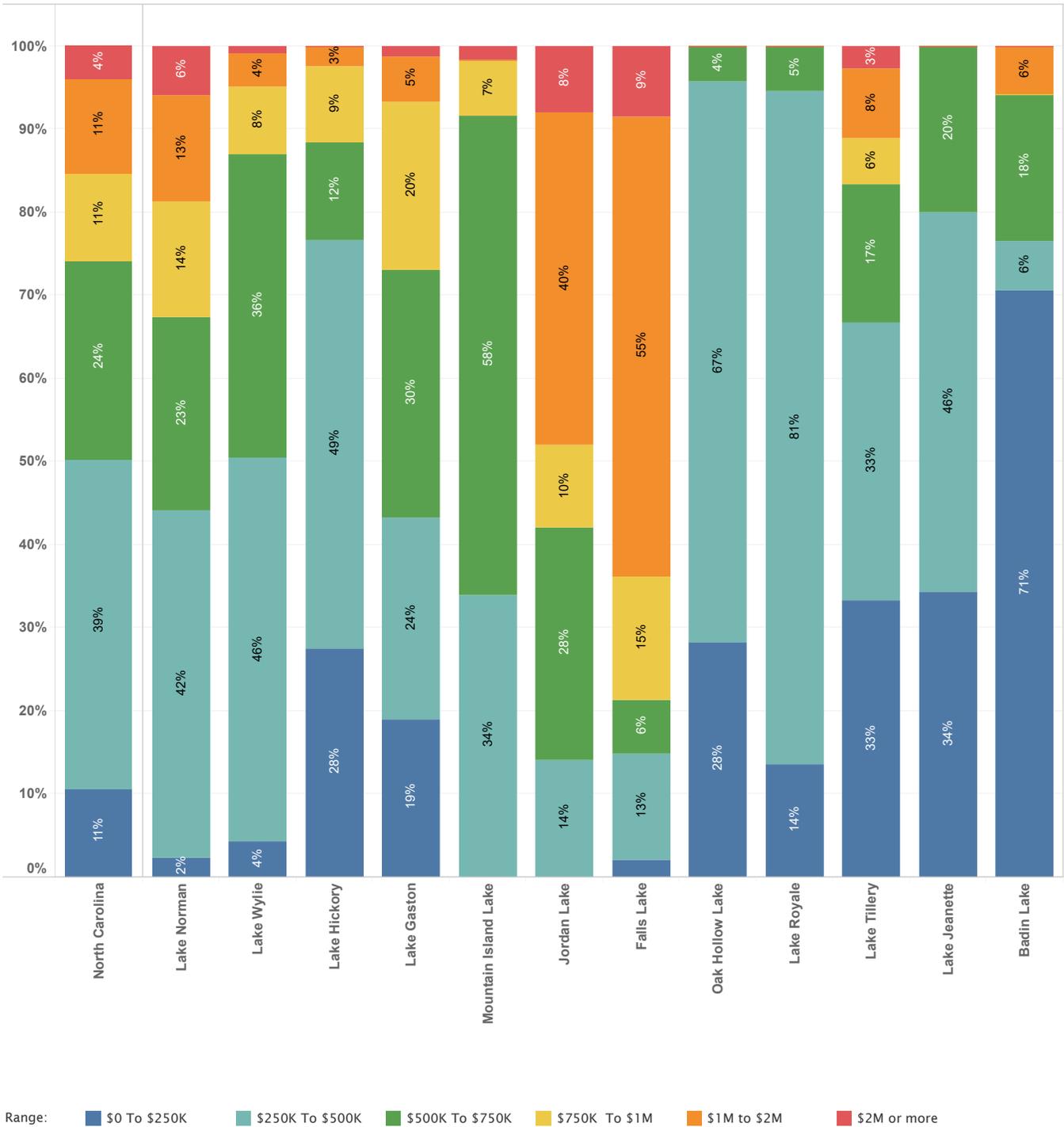
1. Hidden Lake - Nebo	\$10,094
2. Blewett Falls Lake	\$20,910
3. Lake Adger	\$26,833
4. Hickory Nut Lower Lake	\$29,815
5. Lake Wanteska	\$31,660
6. Hickory Nut Upper Lake	\$33,335
7. Bald Mountain Lake	\$33,827
8. Lake Mayo	\$33,956

Listings of 10 Acres or More

1. Lake Rhodhiss	\$6,891
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* This includes lake real estate inventory from more than one state.

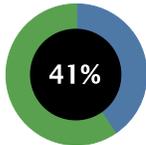
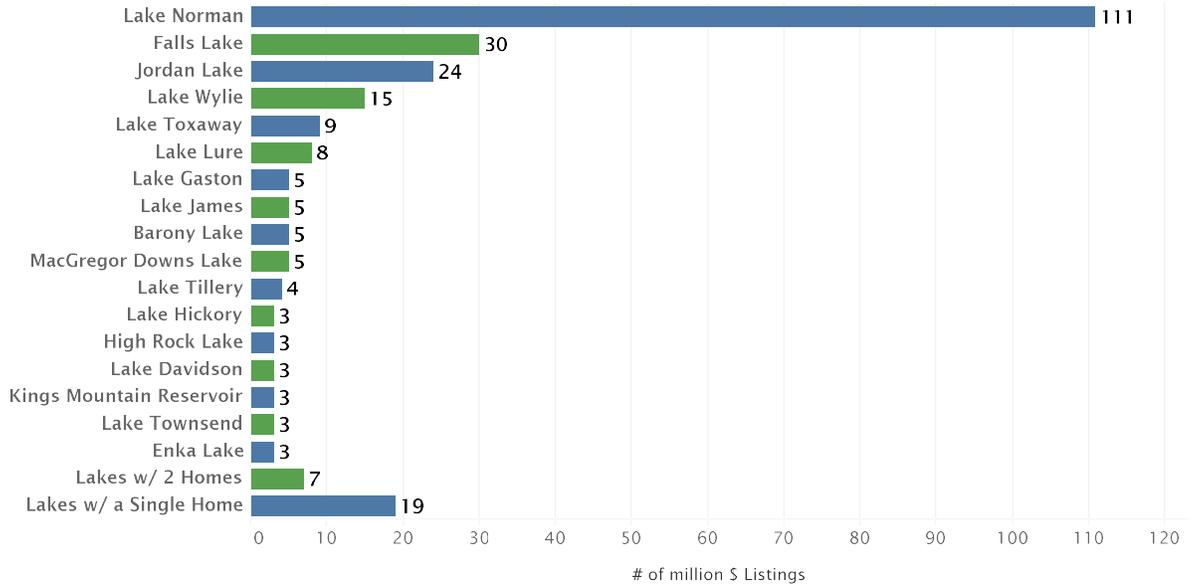
Price Breakdown by Percentage of Homes in the North Carolina Market 2022Q1



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Luxury Lake Real Estate in North Carolina

Where Are The Million-Dollar Listings? 2022Q1

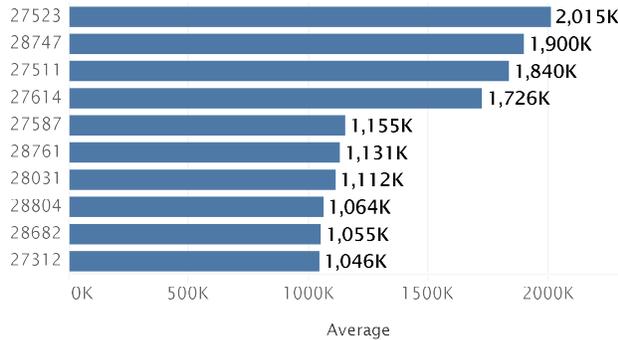


41% of \$1M+ Homes in North Carolina are on Lake Norman

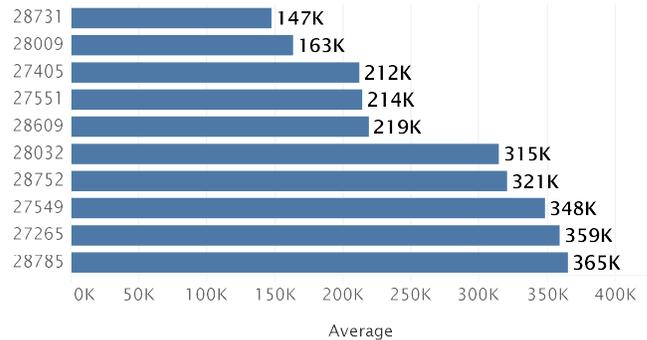
Total Number of \$1M+ Homes

272

Most Expensive ZIP Codes 2022Q1



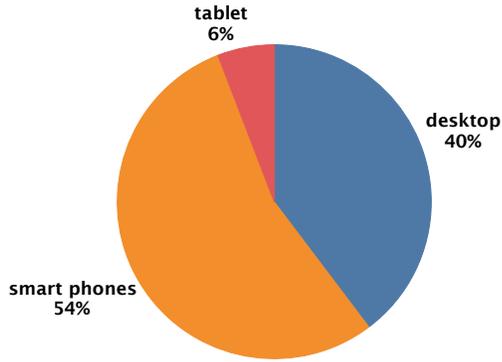
Most Affordable ZIP Codes 2022Q1



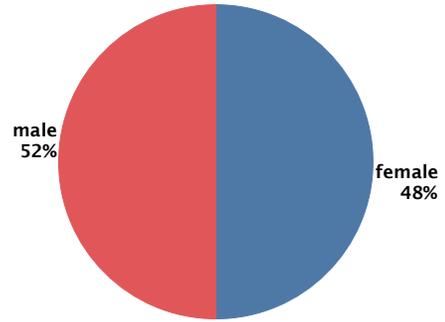
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Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

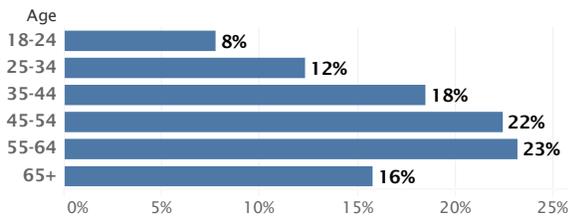


60% of potential buyers come from outside North Carolina

New York,

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

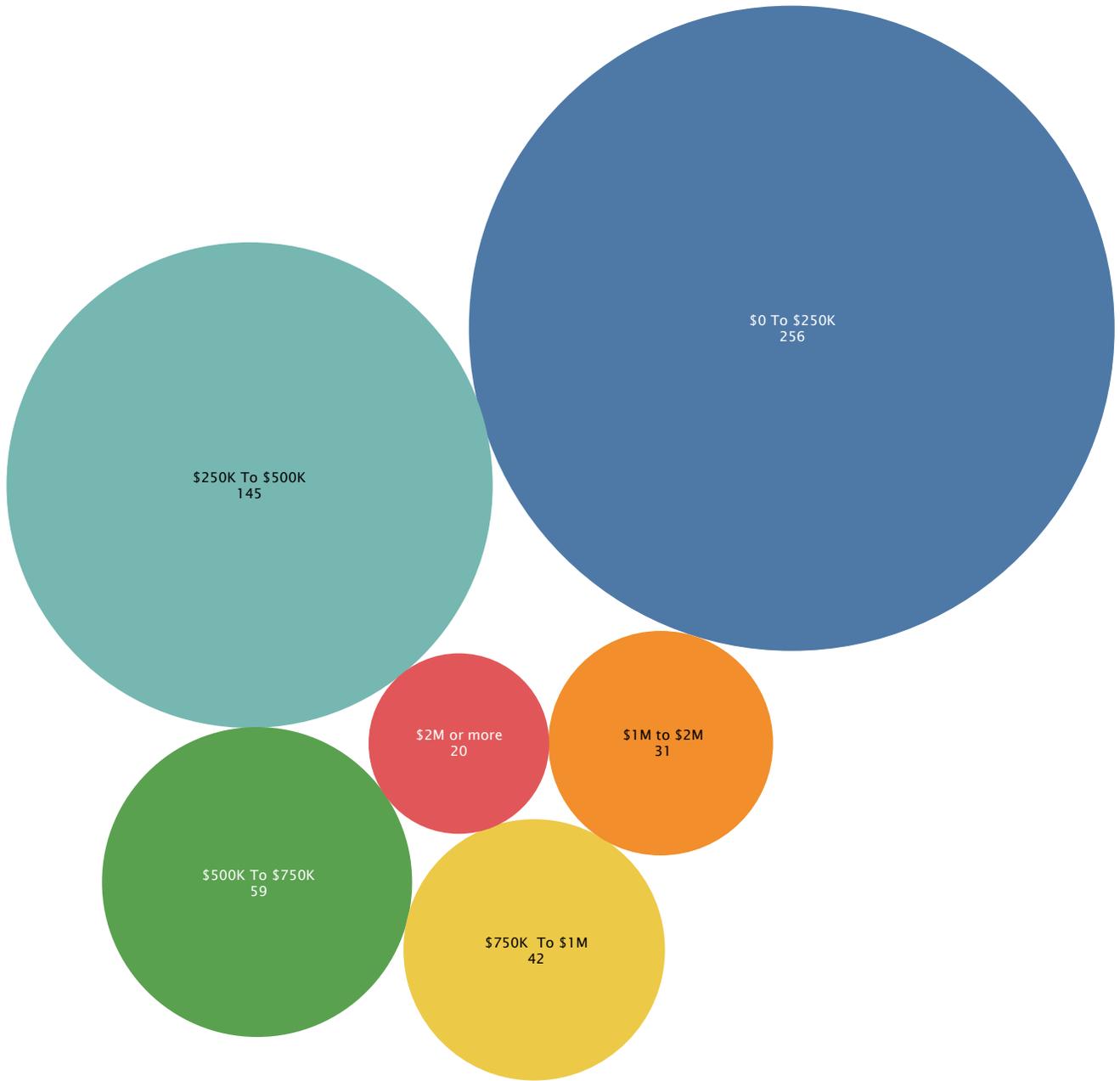
- Atlanta, GA
- Washington DC (Hagerstown MD)
- Greenville-Spartanburg-Asheville-Anderson
- Norfolk-Portsmouth-Newport News, VA
- Philadelphia, PA
- Chicago, IL
- Richmond-Petersburg, VA
- Boston MA-Manchester, NH
- Los Angeles, CA



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OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2022Q1



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



LAKE HOMES REALTY
LAKEHOMES.COM

Oklahoma

Keystone Lake grew its market value by \$7 million (+26%) from the winter 2021 report.

Largest Markets

1. Lake Texoma*	\$119,939,386	23.4%	6. Oologah Lake	\$28,415,088	5.5%
2. Grand Lake	\$98,142,737	19.2%	7. Lake Hudson	\$25,334,900	4.9%
3. Lake Eufaula	\$62,630,260	12.2%	8. Fort Gibson Lake	\$19,698,899	3.8%
4. Skiatook Lake	\$42,374,238	8.3%	9. Tenkiller Lake	\$18,433,688	3.6%
5. Keystone Lake	\$31,832,300	6.2%	10. Broken Bow Lake	\$17,386,000	3.6%
Total Oklahoma Market:				\$512,249,745	

Largest Home Markets

1. Grand Lake	\$70,300,889	22.8%
2. Lake Texoma*	\$58,565,468	19.0%
3. Lake Eufaula	\$37,099,132	12.0%
4. Skiatook Lake	\$24,806,749	8.0%
5. Keystone Lake	\$17,349,950	5.6%
6. Oologah Lake	\$16,760,789	5.4%
7. Lake Hudson	\$14,708,500	4.8%
8. Tenkiller Lake	\$13,745,089	4.5%
9. Fort Gibson Lake	\$13,431,199	4.4%
10. Broken Bow Lake	\$11,699,000	3.8%

Total Oklahoma Home Market: \$308,694,365

Largest Land Markets

1. Lake Texoma*	\$52,189,618	29.5%
2. Grand Lake	\$25,091,898	14.2%
3. Lake Eufaula	\$22,475,328	12.7%
4. Skiatook Lake	\$15,910,489	9.0%
5. Keystone Lake	\$14,163,350	8.0%
6. Oologah Lake	\$10,289,299	5.8%
7. Lake Hudson	\$9,076,400	5.1%
8. Broken Bow Lake	\$5,687,000	3.2%
9. Fort Gibson Lake	\$4,393,300	2.5%
10. Tenkiller Lake	\$3,918,599	2.2%

Total Oklahoma Land Market: \$176,895,031

The lakes on the Largest Home Markets list have generally maintained their ranking from winter 2021.

Most Expensive Homes

1. Broken Bow Lake	\$974,917
2. Lake Texoma	\$887,166

Most Affordable Homes

1. Skiatook Lake	\$537,006
2. Oologah Lake	\$537,613

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

Most Listings

1. Lake Texoma*	347	21.2%	6. Tenkiller Lake	96	5.9%
2. Lake Eufaula	312	19.1%	7. Fort Gibson Lake	94	5.7%
3. Grand Lake	199	12.2%	8. Oologah Lake	87	5.3%
4. Skiatook Lake	140	8.6%	9. Lake Hudson	64	3.9%
5. Keystone Lake	136	8.3%	10. Copan Lake	26	1.6%
Total Oklahoma Listings:				1,636	

Most Homes Available

1. Lake Texoma*	111	17.8%
2. Lake Eufaula	105	16.9%
3. Grand Lake	88	14.1%
4. Keystone Lake	49	7.9%
5. Fort Gibson Lake	47	7.6%
6. Skiatook Lake	42	6.8%
7. Lake Hudson	39	6.3%
8. Oologah Lake	35	5.6%
9. Tenkiller Lake	34	5.5%
10. Lake Claremore	16	2.6%

Total Oklahoma Home Listings:

622

Most Land Available

1. Lake Texoma*	226	23.4%
2. Lake Eufaula	194	20.1%
3. Grand Lake	106	11.0%
4. Skiatook Lake	93	9.6%
5. Keystone Lake	86	8.9%
6. Tenkiller Lake	61	6.3%
7. Oologah Lake	49	5.1%
8. Fort Gibson Lake	42	4.4%
9. Lake Hudson	23	2.4%
10. Copan Lake	17	1.8%

Total Oklahoma Land Listings:

964

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Broken Bow Lake	\$118,082
2. Lake Eufaula	\$83,179
3. Lake Texoma	\$78,604
4. Skiatook Lake	\$74,527
5. Grand Lake	\$73,141
6. Lake Hudson	\$34,598
7. Copan Lake	\$30,851
8. Keystone Lake	\$30,165

Listings of 10 Acres or More

1. Grand Lake	\$17,200
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

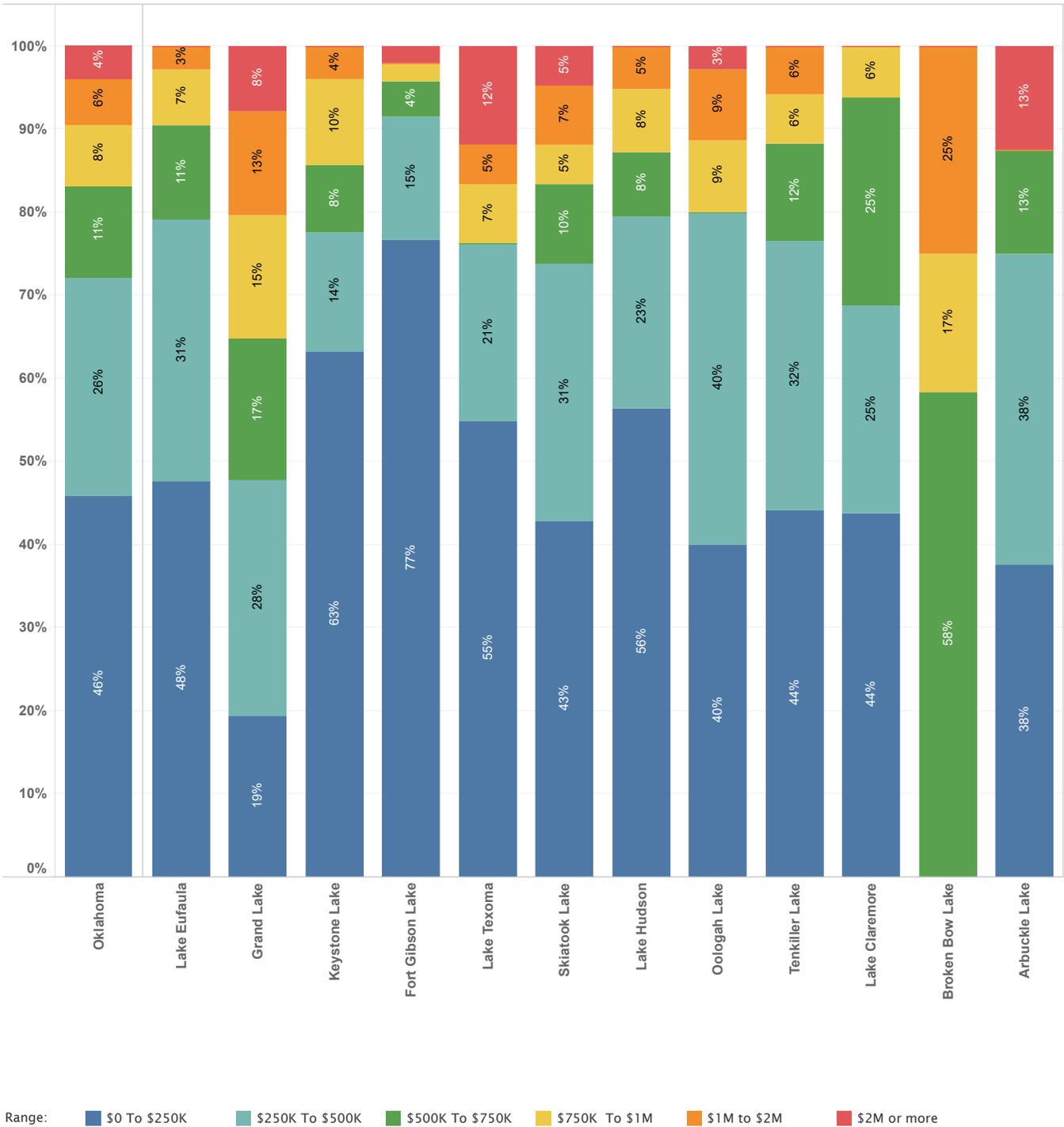
1. Fort Gibson Lake	\$22,663
2. Tenkiller Lake	\$28,314
3. Oologah Lake	\$29,367
4. Keystone Lake	\$30,165
5. Copan Lake	\$30,851
6. Lake Hudson	\$34,598
7. Grand Lake	\$73,141
8. Skiatook Lake	\$74,527

Listings of 10 Acres or More

1. Tenkiller Lake	\$3,686
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* This includes lake real estate inventory from more than one state.

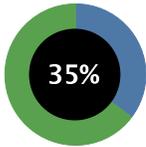
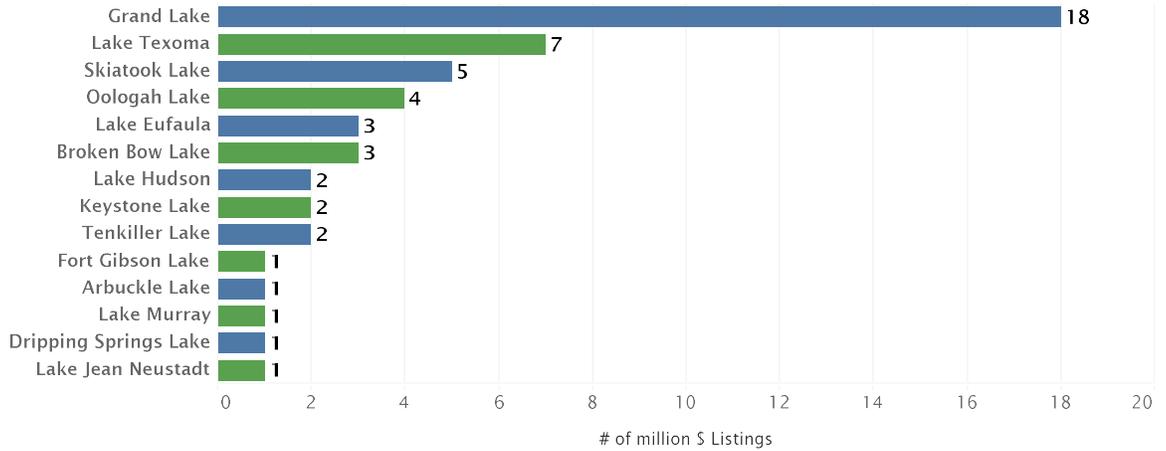
Price Breakdown by Percentage of Homes in the Oklahoma Market 2022Q1



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Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2022Q1

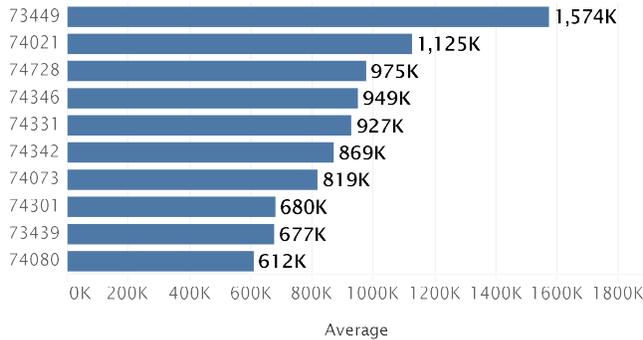


35% of \$1M+ Homes in Oklahoma are on Grand Lake

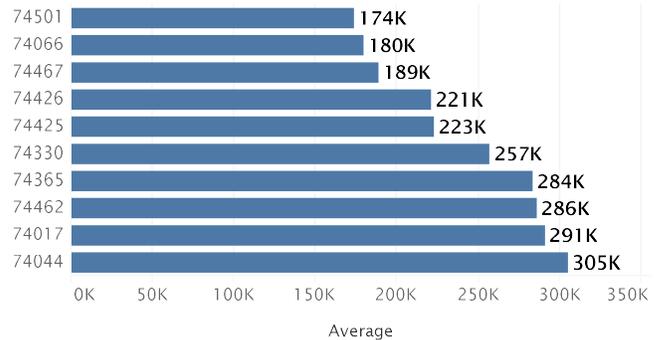
Total Number of \$1M+ Homes

51

Most Expensive ZIP Codes 2022Q1



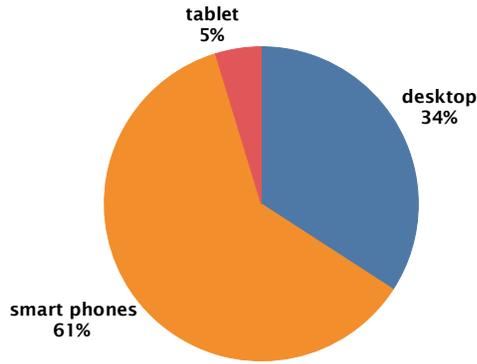
Most Affordable ZIP Codes 2022Q1



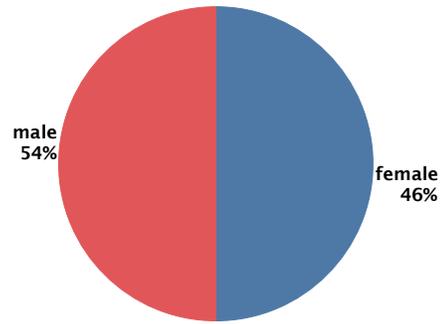
LAKE HOMES REALTY
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Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2022Q1

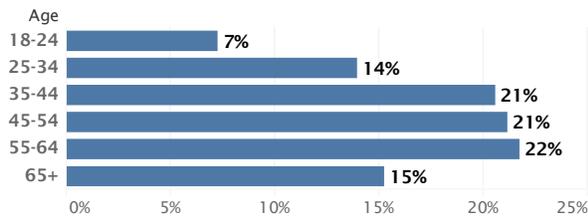


Male/Female Visitors 2022Q1



60% of potential buyers come from outside Oklahoma

What Age Groups are Shopping 2022Q1



Dallas-Ft. Worth

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

Number 2-10 metros are:

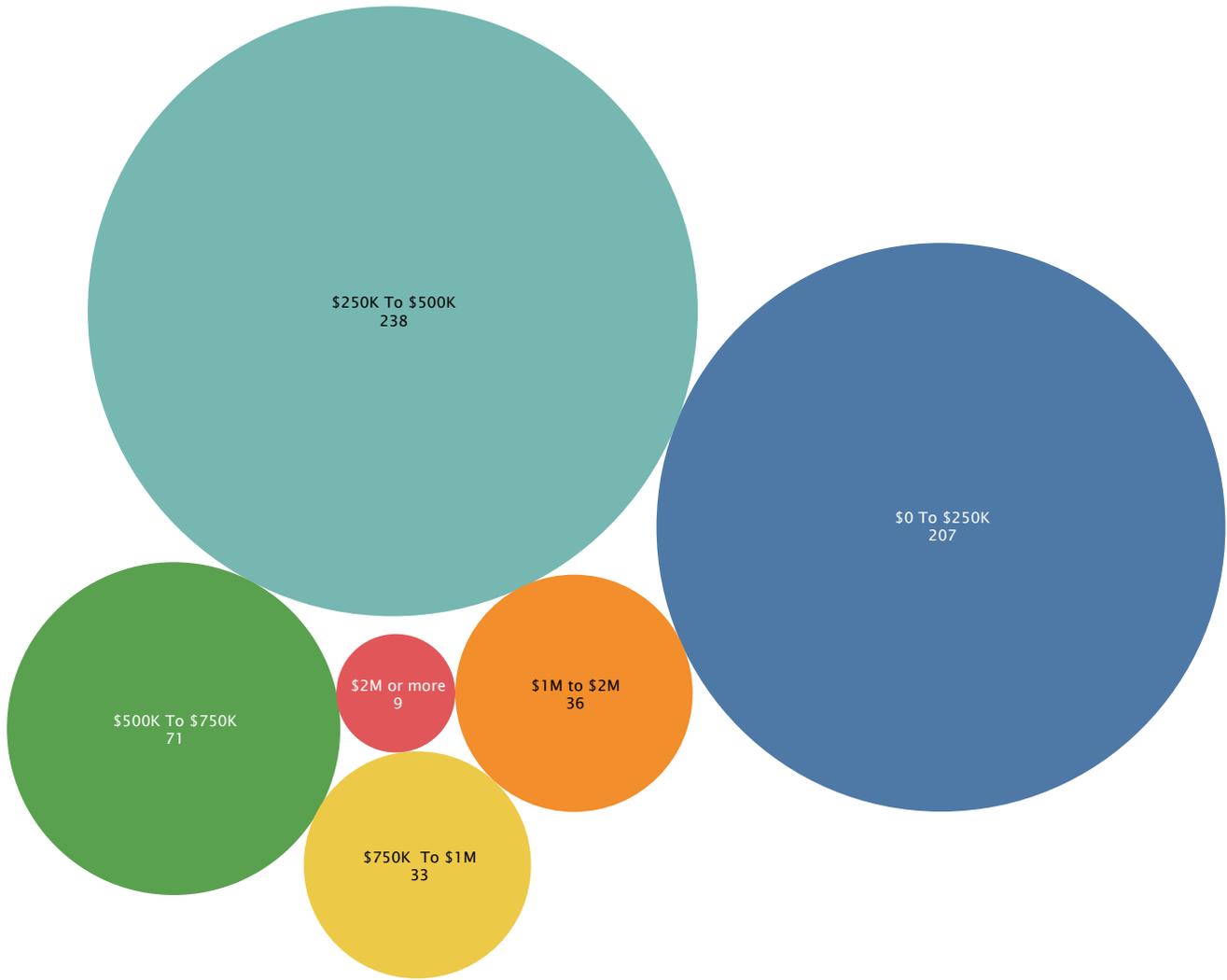
- Denver, CO
- Kansas City, MO
- Wichita-Hutchinson, KS
- Ft. Smith-Fayetteville-Springdale-Rogers, AR
- Houston, TX
- Chicago, IL
- Los Angeles, CA
- Madison, WI
- Joplin MO-Pittsburg, KS



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LAKEHOMES.COM

PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2022Q1



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



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Pennsylvania

The lakes on the Largest Markets list have generally maintained their ranking from fall 2021.

Largest Markets

1. Lake Wallenpaupack	\$35,553,624	11.4%	6. Lake Naomi	\$11,687,099	3.8%
2. Lake Erie	\$23,673,722	7.6%	7. Hemlock Farms Area Lakes	\$10,772,199	3.5%
3. Springton Reservoir	\$16,873,600	6.2%	8. Milltown Reservoir	\$9,359,175	3.5%
4. Roamingwood Lake	\$16,225,200	5.2%	9. Delaware River*	\$8,749,900	2.8%
5. Lake Harmony - Split Rock	\$15,719,077	5.1%	10. Pocono Country Place	\$6,140,694	2.0%
Total Pennsylvania Market:				\$310,762,276	

Largest Home Markets

1. Lake Wallenpaupack	\$31,380,138	11.6%
2. Lake Erie	\$20,377,222	7.5%
3. Springton Reservoir	\$16,873,600	6.2%
4. Roamingwood Lake	\$16,080,200	5.9%
5. Lake Harmony - Split Rock	\$15,430,787	5.7%
6. Lake Naomi	\$10,467,200	3.9%
7. Hemlock Farms Area Lakes	\$10,455,299	3.9%
8. Milltown Reservoir	\$9,359,175	3.5%
9. Delaware River*	\$7,550,000	2.8%
10. Pocono Country Place	\$5,944,894	2.2%

Total Pennsylvania Home Market: \$270,959,346

Largest Land Markets

1. Lake Wallenpaupack	\$4,173,486	10.5%
2. Sinkler Lake	\$3,525,000	8.9%
3. Lake Erie	\$3,296,500	8.3%
4. Edinboro Lake	\$3,070,300	7.7%
5. Lake Greeley	\$2,857,000	7.2%
6. Conneaut Lake	\$1,373,500	3.5%
7. Lake Naomi	\$1,219,899	3.1%
8. Delaware River*	\$1,199,900	3.0%
9. East Park Reservoir	\$1,022,000	2.6%
10. Towamensing Trails	\$907,580	2.3%

Total Pennsylvania Land Market: \$39,802,930

64% of the listings on Springton Reservoir are priced in the \$1 million+ range.

Most Expensive Homes

1. Springton Reservoir	\$1,205,257
2. Lake Harmony - Split Rock	\$907,693

Most Affordable Homes

1. Lake Erie	\$407,544
2. Roamingwood Lake	\$446,672

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

Most Listings

1. Lake Wallenpaupack	137	10.7%	6. Hemlock Farms Area Lakes	39	3.1%
2. Towamensing Trails	68	5.3%	7. Pocono Country Place	34	2.7%
3. Lake Erie	67	5.3%	8. Edinboro Lake	32	2.5%
4. Roamingwood Lake	56	4.4%	9. Big Bass Lake	29	2.3%
5. Indian Mountain Lakes	44	3.5%	10. Arrowhead Lakes	28	2.2%
Total Pennsylvania Listings:				1,275	

Most Homes Available

1. Lake Wallenpaupack	62	10.3%
2. Lake Erie	50	8.3%
3. Roamingwood Lake	36	6.0%
4. Hemlock Farms Area Lakes	28	4.7%
5. Pocono Country Place	21	3.5%
6. Milltown Reservoir	20	3.3%
7. Lake Harmony - Split Rock	17	2.8%
8. Pymatuning Lake	15	2.5%
8. Westcolang Lake	15	2.5%
10. Delaware River*	14	2.3%

Total Pennsylvania Home Listings: 601

Most Land Available

1. Lake Wallenpaupack	75	11.1%
2. Towamensing Trails	62	9.2%
3. Indian Mountain Lakes	36	5.3%
4. Edinboro Lake	26	3.9%
5. Big Bass Lake	24	3.6%
5. Walker Lake	24	3.6%
7. Crystal Lake	23	3.4%
8. Roamingwood Lake	20	3.0%
9. Holiday Pocono	19	2.8%
10. Arrowhead Lakes	17	2.5%

Total Pennsylvania Land Listings: 674

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Meade	\$149,489
2. Conneaut Lake	\$98,731
3. Arrowhead Lakes	\$97,865
4. Greenwood Acres	\$82,361
5. Lake Erie	\$81,452
6. Lake Wallenpaupack	\$73,607
7. Pocono Country Place	\$63,366
8. Edinboro Lake	\$49,895

Listings of 10 Acres or More

**

Most Affordable Land per Acre

Listings of Less Than 10 Acres

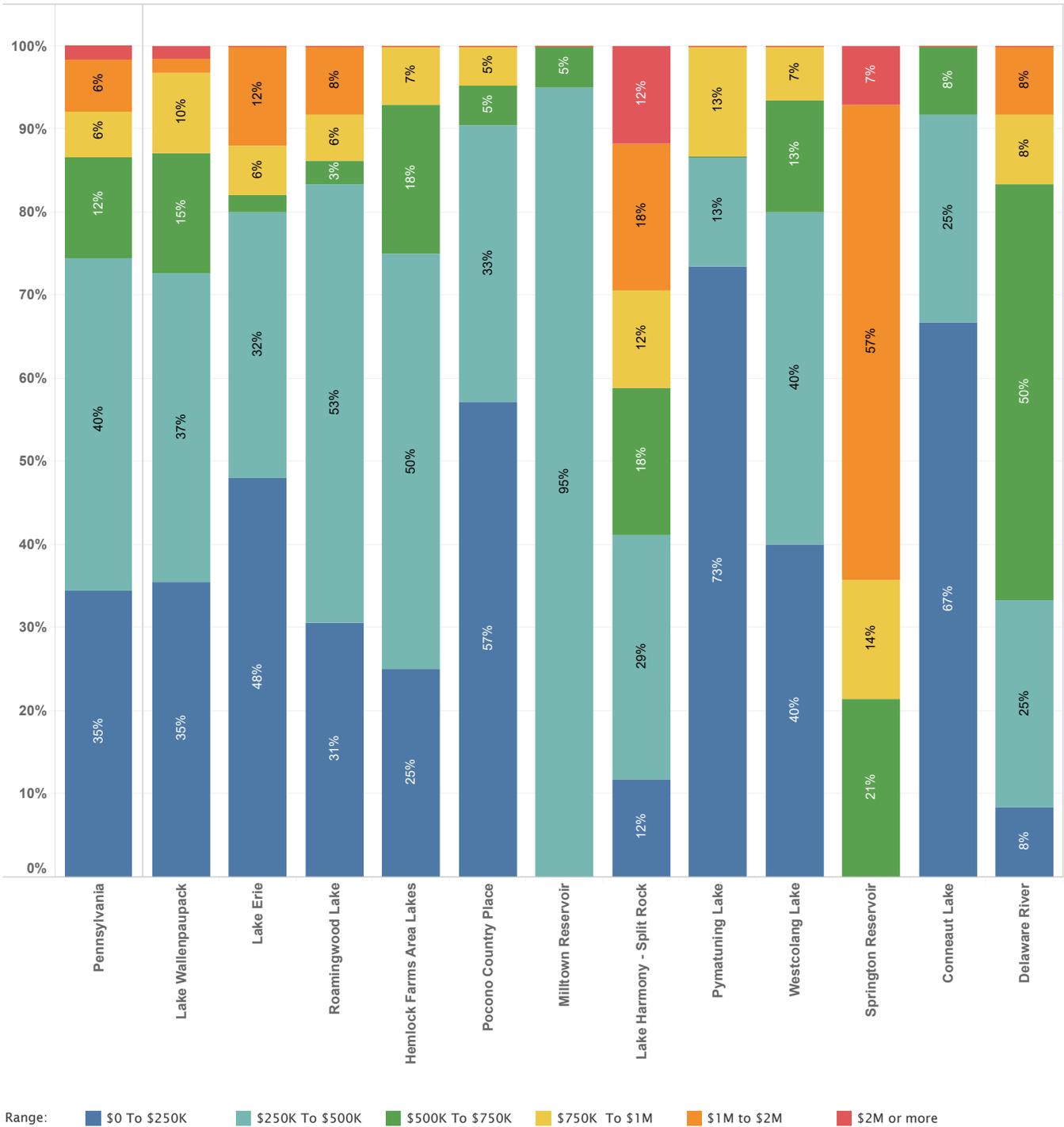
1. Tink Wig Lake	\$11,811
2. Roamingwood Lake	\$19,282
3. Lake Watawga	\$19,672
4. Conashaugh Lake	\$20,057
5. Walker Lake	\$21,110
6. Big Bass Lake	\$22,527
7. Holiday Pocono	\$25,388
8. Pines Lake	\$25,602

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.

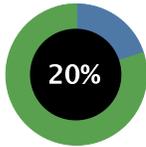
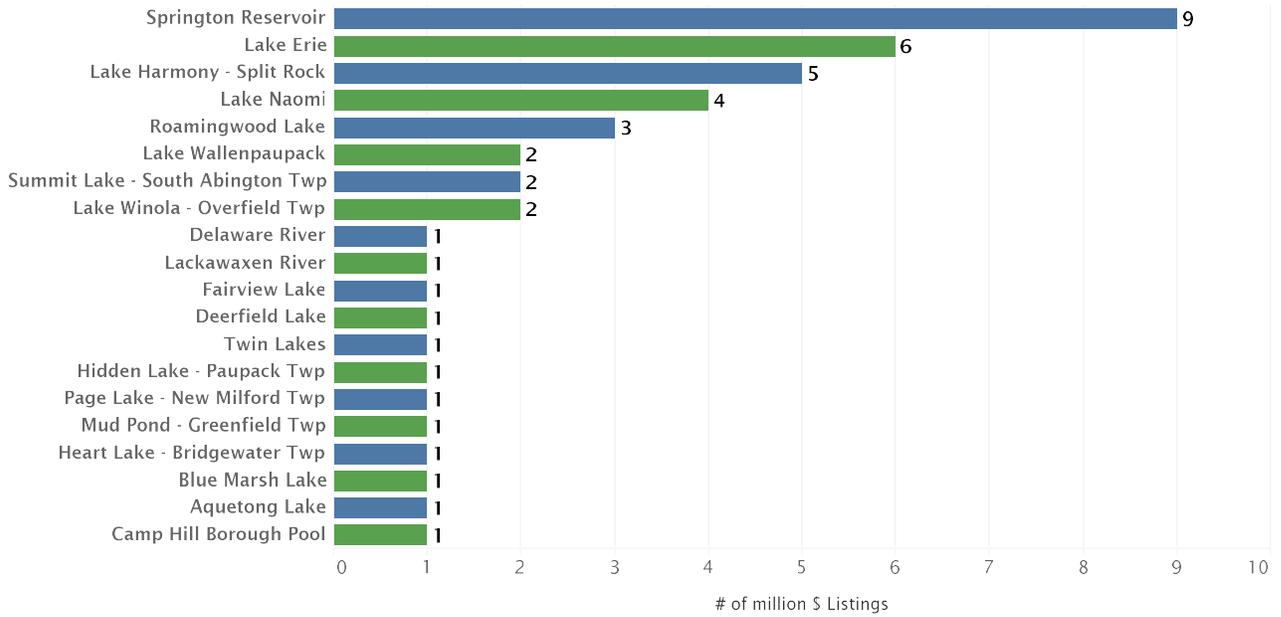
Price Breakdown by Percentage of Homes in the Pennsylvania Market 2022Q1



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Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2022Q1

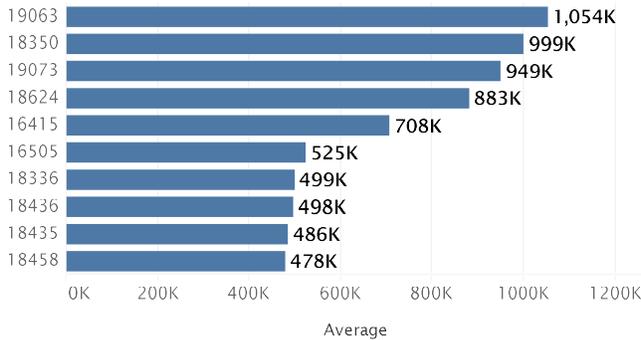


of \$1M+ Homes in Pennsylvania are on Springton Reservoir

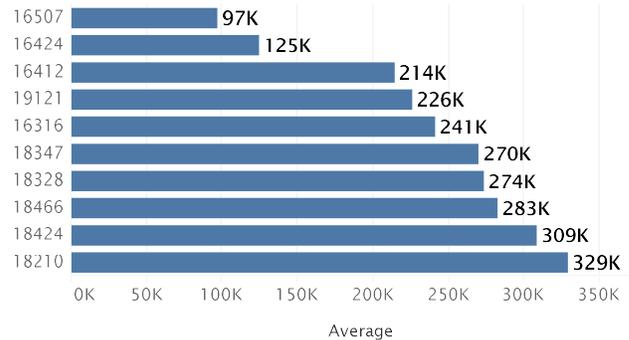
Total Number of \$1M+ Homes

45

Most Expensive ZIP Codes 2022Q1



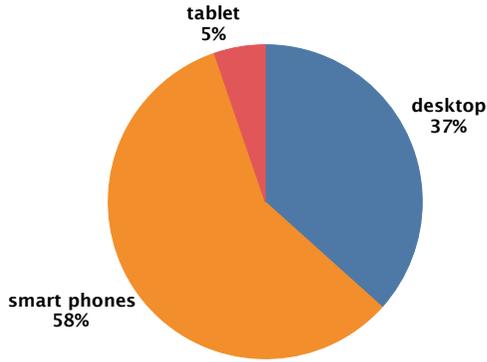
Most Affordable ZIP Codes 2022Q1



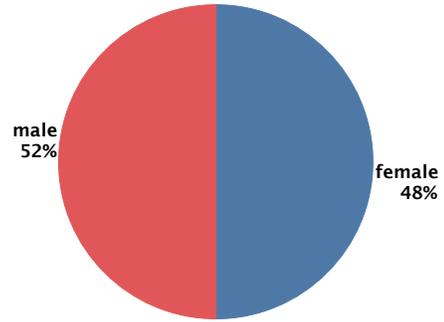
LAKE HOMES REALTY
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Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2022Q1

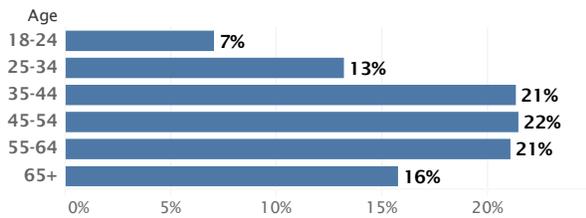


Male/Female Visitors 2022Q1



57% of potential buyers come from outside Pennsylvania

What Age Groups are Shopping 2022Q1



New York,

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

Number 2-10 metros are:

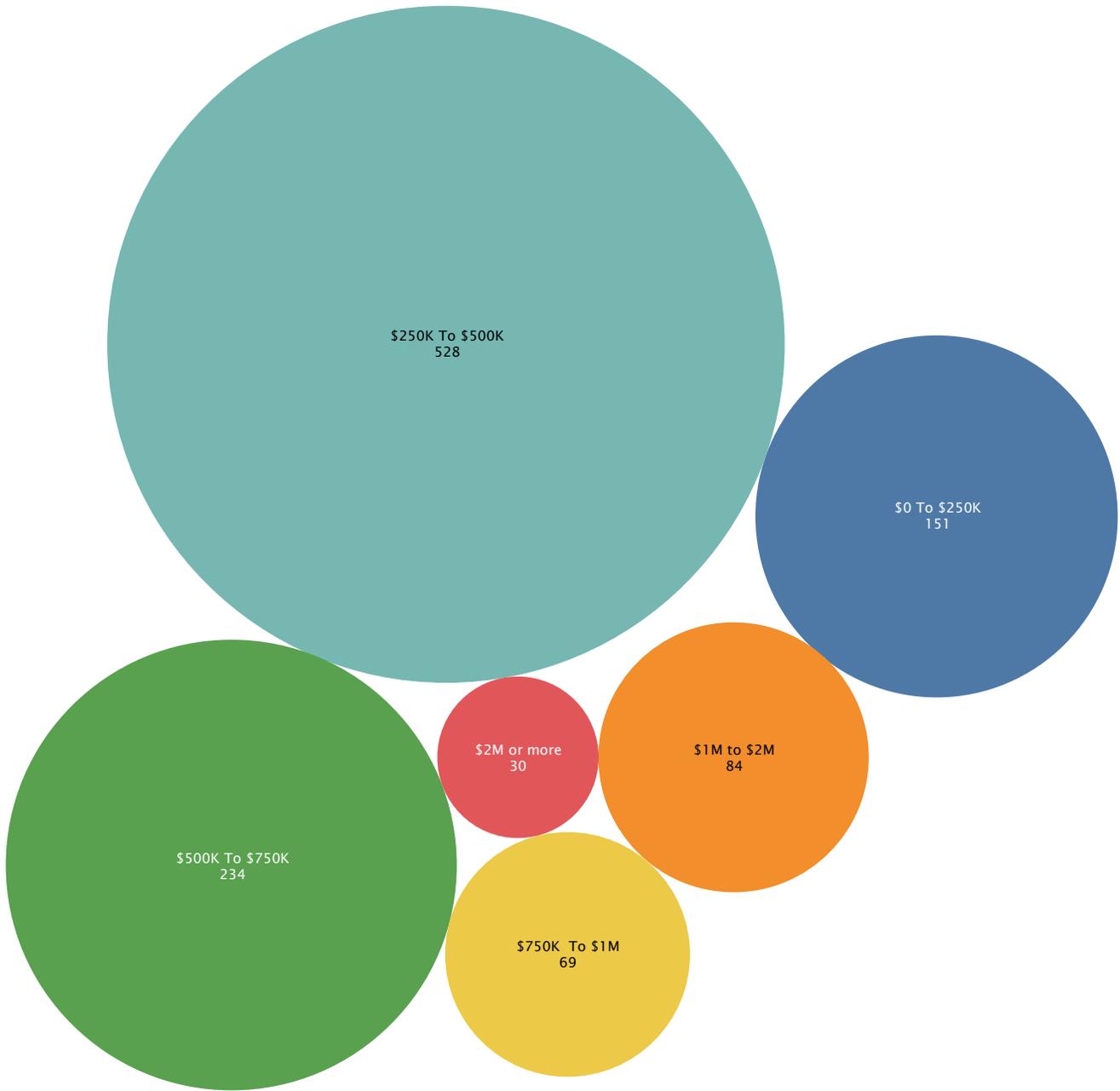
- Washington DC (Hagerstown MD)
- Baltimore, MD
- Cleveland-Akron (Canton), OH
- Hartford & New Haven, CT
- Orlando-Daytona Beach-Melbourne, FL
- Binghamton, NY
- Boston MA-Manchester, NH
- Buffalo, NY
- Albany-Schenectady-Troy, NY



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SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2022Q1



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



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South Carolina

The South Carolina lake home market has seen a decline of \$168 million (13%) from winter 2021 to spring 2022.

Largest Markets

1. Lake Wylie*	\$373,526,544	31.2%	6. Thurmond Lake*	\$48,232,205	4.0%
2. Lake Keowee	\$227,800,547	19.0%	7. Lake Greenwood	\$39,628,219	3.3%
3. Lake Hartwell*	\$153,342,205	12.8%	8. Lake Carolina	\$32,390,225	2.7%
4. Lake Murray	\$138,907,171	11.6%	9. Lake Wateree	\$18,102,324	1.5%
5. Lake Marion	\$73,768,748	6.1%	10. Lake Robinson	\$16,570,716	1.4%

Total South Carolina Market: \$1,199,858,355

Largest Home Markets

1. Lake Wylie*	\$318,513,097	36.4%
2. Lake Keowee	\$147,663,675	16.9%
3. Lake Murray	\$111,037,147	12.7%
4. Lake Hartwell*	\$88,829,885	10.1%
5. Lake Marion	\$42,007,417	4.8%
6. Lake Carolina	\$30,438,225	3.5%
7. Thurmond Lake*	\$28,484,300	3.3%
8. Lake Greenwood	\$26,164,919	3.0%
9. Lake Robinson	\$13,760,516	1.6%
10. Lake Wateree	\$11,394,250	1.3%

Total South Carolina Home Market: \$876,051,207

Largest Land Markets

1. Lake Keowee	\$80,136,872	24.9%
2. Lake Hartwell*	\$64,512,320	20.1%
3. Lake Wylie*	\$55,013,447	17.1%
4. Lake Marion	\$29,596,631	9.2%
5. Lake Murray	\$27,870,024	8.7%
6. Thurmond Lake*	\$19,747,905	6.1%
7. Lake Greenwood	\$13,463,300	4.2%
8. Lake Wateree	\$6,708,074	2.1%
9. Lake Moultrie	\$4,837,589	1.5%
10. Lake Jocassee	\$4,200,000	1.3%

Total South Carolina Land Market: \$321,642,448

45% of the listings on Lake Keowee are priced in the \$1 million+ range.

Most Expensive Homes

1. Lake Keowee	\$1,419,843
2. Lake Murray	\$667,008

Most Affordable Homes

1. Lake Hartwell	\$502,392
2. Forest Lake	\$516,591

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

Most Listings

1. Lake Wylie*	750	21.0%	6. Lake Murray	293	8.2%
2. Lake Hartwell*	671	18.8%	7. Lake Greenwood	192	5.4%
3. Lake Keowee	467	13.1%	8. Lake Carolina	84	2.4%
4. Thurmond Lake*	420	11.8%	9. Lake Wateree	78	2.2%
5. Lake Marion	338	9.5%	10. Lake Moultrie	39	1.1%
Total South Carolina Listings:				3,572	

Most Homes Available

1. Lake Wylie*	571	37.5%
2. Lake Hartwell*	196	12.9%
3. Lake Murray	171	11.2%
4. Lake Marion	140	9.2%
5. Lake Keowee	104	6.8%
6. Lake Carolina	65	4.3%
7. Thurmond Lake*	60	3.9%
8. Lake Greenwood	56	3.7%
9. Lake Robinson	27	1.8%
10. Lake Wateree	24	1.6%

Total South Carolina Home Listings: 1,521

Most Land Available

1. Lake Hartwell*	475	23.2%
2. Lake Keowee	363	17.8%
3. Thurmond Lake*	360	17.6%
4. Lake Marion	191	9.3%
5. Lake Wylie*	179	8.8%
6. Lake Greenwood	136	6.7%
7. Lake Murray	122	6.0%
8. Lake Wateree	54	2.6%
9. Richard B. Russell Lake*	29	1.4%
10. Lake Moultrie	25	1.2%

Total South Carolina Land Listings: 2,044

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Forest Lake	\$366,254
2. Lake Murray	\$188,814
3. Lake Carolina	\$172,958
4. Lake Wylie	\$130,651
5. Fishing Creek Lake	\$130,125
6. Lake Keowee	\$112,491
7. Lake Moultrie	\$83,204
8. Lake Greenwood	\$74,737

Listings of 10 Acres or More

1. Lake Keowee	\$81,406
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

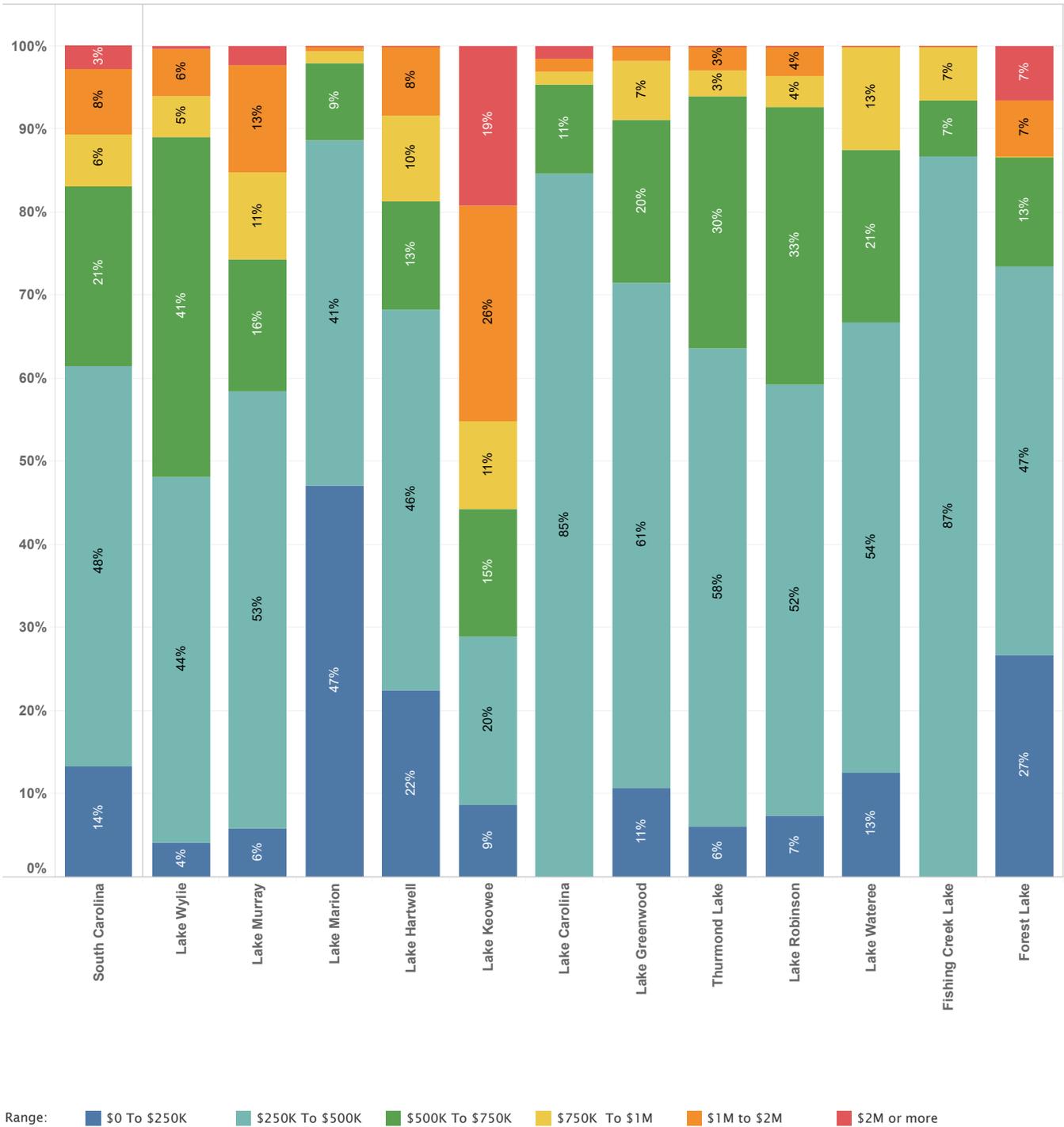
1. Lake Wateree	\$48,991
2. Lake Marion	\$54,066
3. Lake Hartwell	\$70,199
4. Thurmond Lake	\$72,317
5. Lake Robinson	\$73,182
6. Lake Greenwood	\$74,737
7. Lake Moultrie	\$83,204
8. Lake Keowee	\$112,491

Listings of 10 Acres or More

1. Lake Greenwood	\$5,003
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* This includes lake real estate inventory from more than one state.

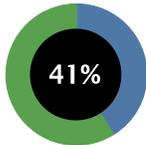
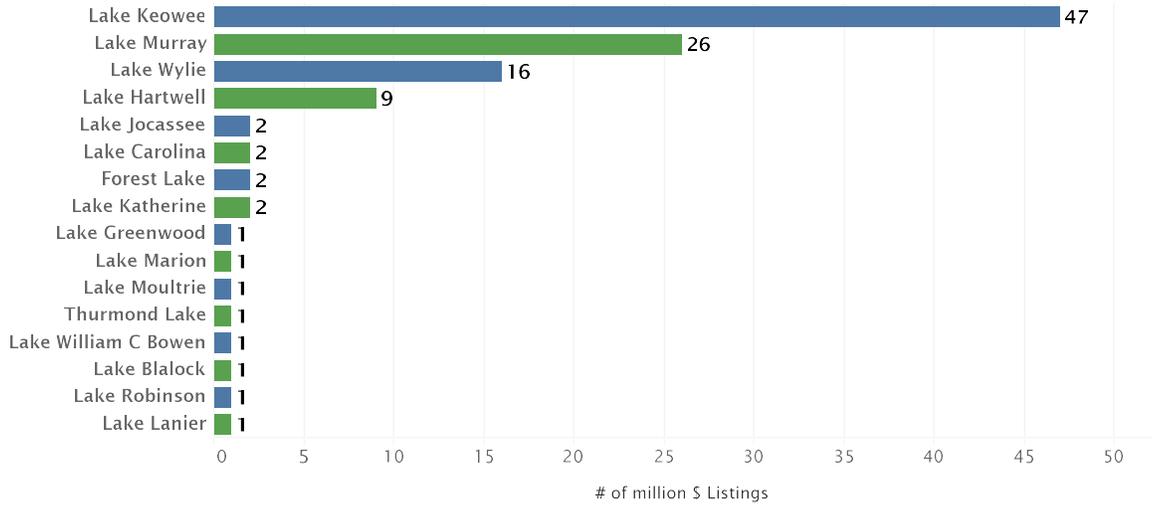
Price Breakdown by Percentage of Homes in the South Carolina Market 2022Q1



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Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2022Q1

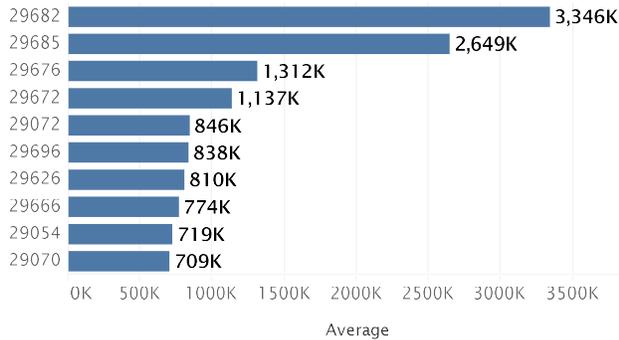


41% of \$1M+ Homes in South Carolina are on Lake Keowee

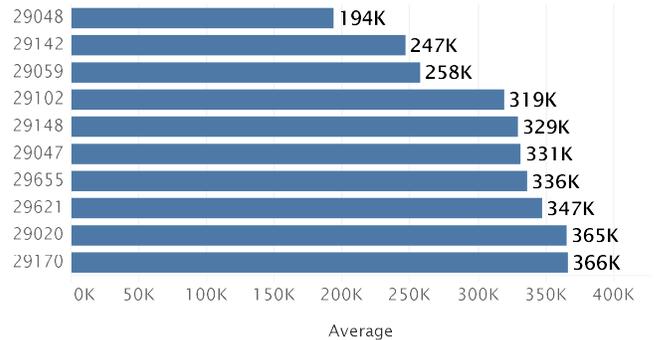
Total Number of \$1M+ Homes

114

Most Expensive ZIP Codes 2022Q1

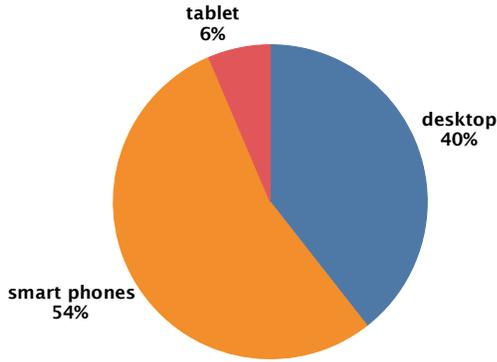


Most Affordable ZIP Codes 2022Q1

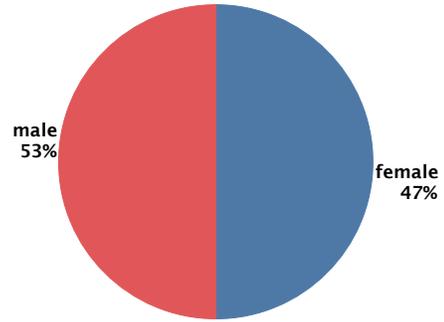


Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2022Q1



Male/Female Visitors 2022Q1

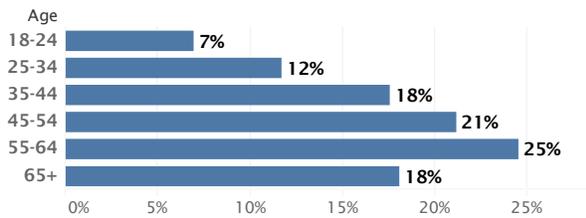


74% of potential buyers come from outside South Carolina

Greenville-Spartanburg-Asheville-Ander

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

What Age Groups are Shopping 2022Q1



Number 2-10 metros are:

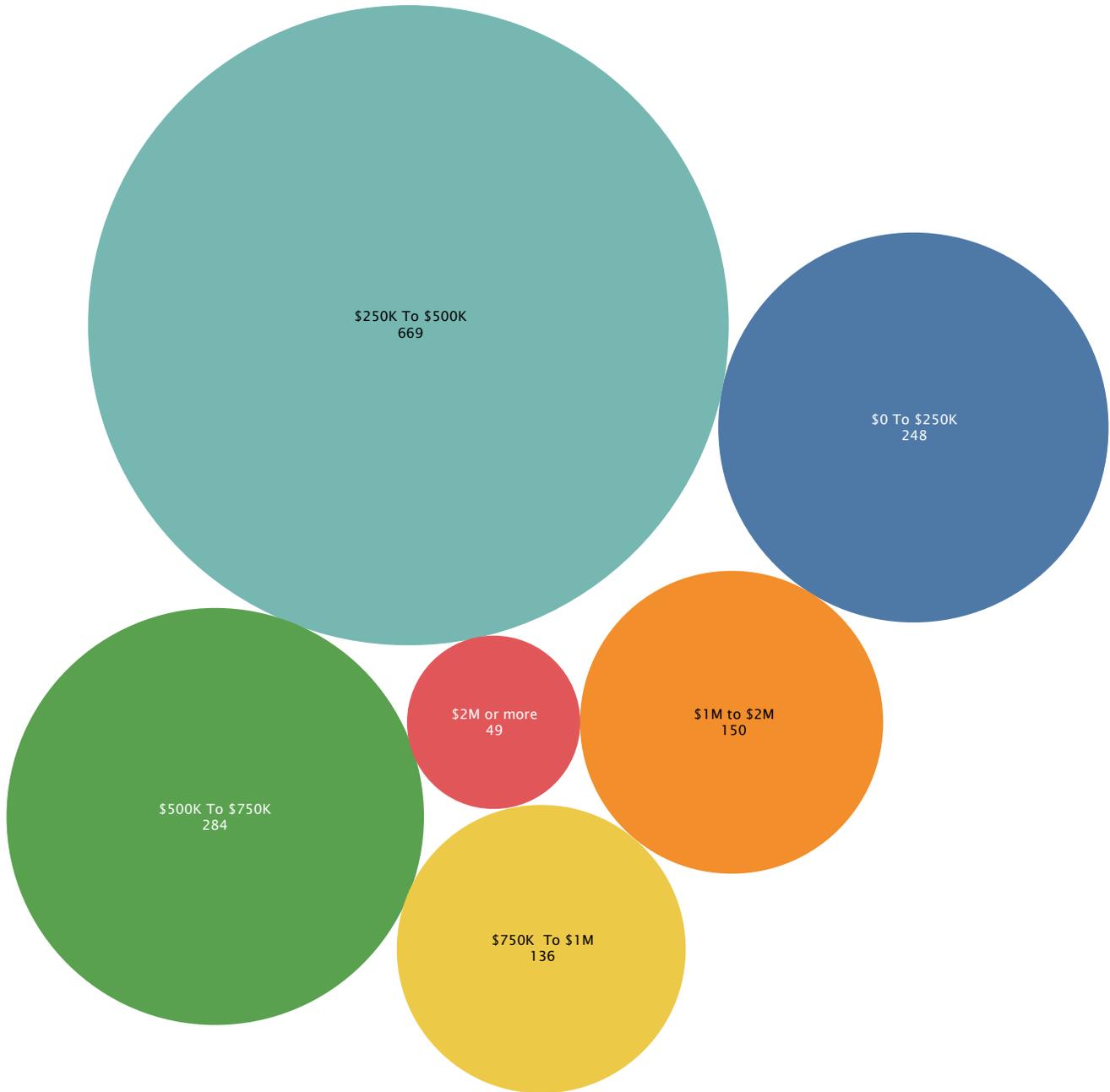
- Charlotte, NC
- Atlanta, GA
- New York, NY
- Raleigh-Durham (Fayetteville), NC
- Washington DC (Hagerstown MD)
- Chicago, IL
- Philadelphia, PA
- Orlando-Daytona Beach-Melbourne, FL
- Augusta, GA



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LAKEHOMES.COM

TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2022Q1



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



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Tennessee

The Tennessee market decreased from \$1.8 billion in winter 2021 to \$1.4 billion in spring 2022, a 22% decline.

Largest Markets

1. Old Hickory Lake	\$292,646,583	20.0%	6. J. Percy Priest Lake	\$78,981,585	5.4%
2. Fort Loudoun Lake	\$126,763,387	8.7%	7. Tellico Lake	\$75,862,505	5.2%
3. Watts Bar Lake	\$93,141,991	6.4%	8. Tims Ford Lake	\$72,873,019	5.0%
4. Nickajack Lake	\$83,825,100	5.7%	9. Norris Lake	\$59,922,255	4.1%
5. Douglas Lake	\$80,583,690	5.5%	10. Cherokee Lake	\$57,849,935	4.0%

Total Tennessee Market: **\$1,460,793,430**

Largest Home Markets

1. Old Hickory Lake	\$248,449,494	24.9%
2. Fort Loudoun Lake	\$99,550,987	10.0%
3. J. Percy Priest Lake	\$69,814,641	7.0%
4. Tims Ford Lake	\$64,466,895	6.5%
5. Nickajack Lake	\$61,251,300	6.1%
6. Tellico Lake	\$45,894,792	4.6%
7. Watts Bar Lake	\$43,451,419	4.4%
8. Douglas Lake	\$42,716,333	4.3%
9. Kentucky Lake*	\$37,793,200	3.8%
10. Boone Lake	\$35,720,050	3.6%

Total Tennessee Home Market: **\$996,228,239**

Largest Land Markets

1. Watts Bar Lake	\$49,690,572	10.7%
2. Old Hickory Lake	\$44,197,089	9.5%
3. Douglas Lake	\$37,867,357	8.2%
4. Cherokee Lake	\$35,184,795	7.6%
5. Norris Lake	\$32,460,463	7.0%
6. Tellico Lake	\$29,967,713	6.5%
7. Fort Loudoun Lake	\$27,212,400	5.9%
8. Nickajack Lake	\$22,573,800	4.9%
9. Boone Lake	\$21,978,820	4.7%
10. Watauga Lake	\$20,256,500	4.4%

Total Tennessee Land Market: **\$464,565,191**

Tellico Lake now ranks 1st in Most Affordable Homes.

Most Expensive Homes

1. Nickajack Lake	\$1,134,283
2. Fort Loudoun Lake	\$1,059,053

Most Affordable Homes

1. Tellico Lake	\$628,696
2. Norris Lake	\$636,204

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

Most Listings

1. Watts Bar Lake	490	10.0%	6. Kentucky Lake*	271	5.5%
2. Old Hickory Lake	458	9.4%	7. Douglas Lake	255	5.2%
3. Cherokee Lake	410	8.4%	8. Lake Barkley*	236	4.8%
4. Norris Lake	362	7.4%	9. Tims Ford Lake	188	3.8%
5. Tellico Lake	288	5.9%	10. Chickamauga Lake	183	3.7%
Total Tennessee Listings:				4,896	

Most Homes Available

1. Old Hickory Lake	364	22.6%
2. J. Percy Priest Lake	176	10.9%
3. Tims Ford Lake	120	7.5%
4. Fort Loudoun Lake	94	5.8%
5. Watts Bar Lake	83	5.2%
6. Tellico Lake	73	4.5%
7. Kentucky Lake*	67	4.2%
8. Douglas Lake	62	3.9%
9. Nickajack Lake	54	3.4%
10. Chickamauga Lake	51	3.2%

Total Tennessee Home Listings: 1,609

Most Land Available

1. Watts Bar Lake	407	12.4%
2. Cherokee Lake	364	11.1%
3. Norris Lake	318	9.7%
4. Tellico Lake	215	6.5%
5. Kentucky Lake*	204	6.2%
6. Douglas Lake	193	5.9%
7. Lake Barkley*	186	5.7%
8. Chickamauga Lake	132	4.0%
9. Center Hill Lake	129	3.9%
10. Watauga Lake	120	3.7%

Total Tennessee Land Listings: 3,287

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Nickajack Lake	\$384,899
2. Fort Loudoun Lake	\$215,112
3. Old Hickory Lake	\$204,798
4. Tellico Lake	\$173,713
5. Pickwick Lake	\$134,761
6. Cherokee Lake	\$98,184
7. Boone Lake	\$95,050
8. Melton Hill Lake	\$88,662

Listings of 10 Acres or More

1. Old Hickory Lake	\$51,026
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

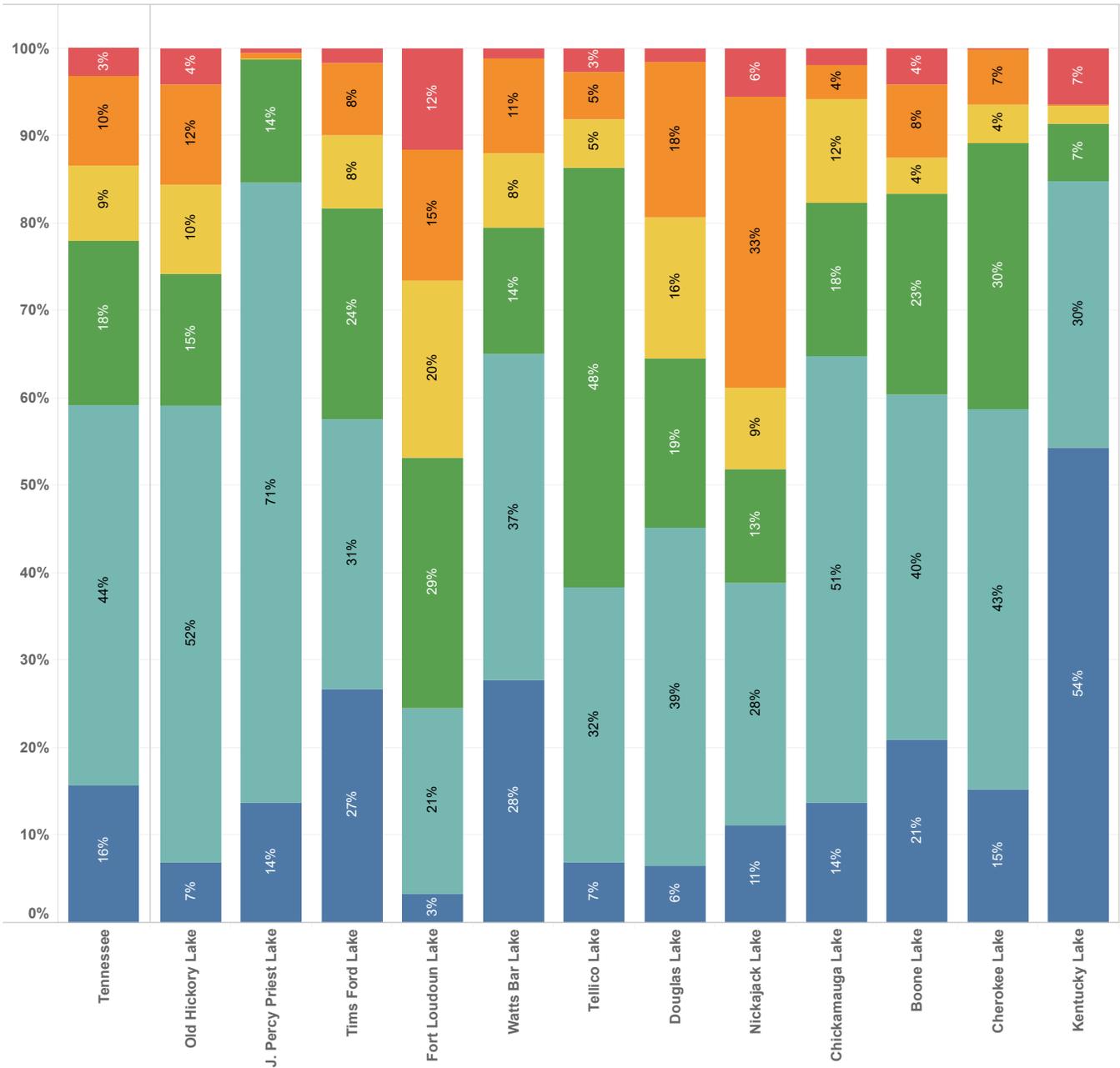
1. Cordell Hull Lake	\$10,656
2. Cumberland Lakes	\$16,340
3. Lake Catherine	\$27,689
4. Lake Barkley	\$35,742
5. Kentucky Lake	\$39,181
6. Center Hill Lake	\$39,533
7. Norris Lake	\$42,383
8. Dale Hollow Lake	\$43,090

Listings of 10 Acres or More

1. Kentucky Lake	\$4,080
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Tennessee Market 2022Q1



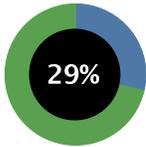
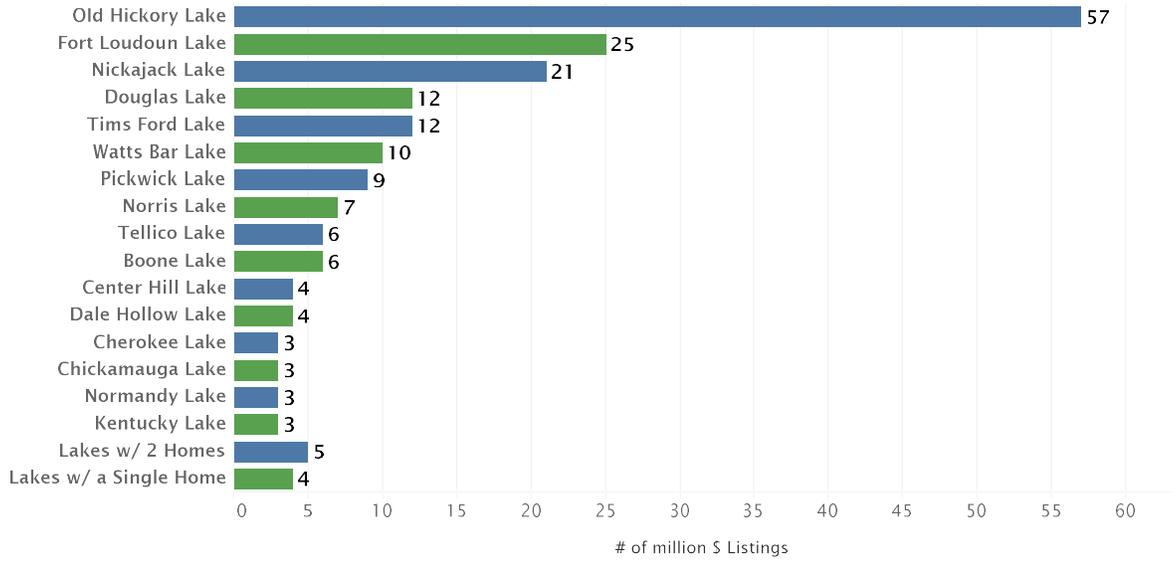
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Tennessee

Where Are The Million-Dollar Listings? 2022Q1

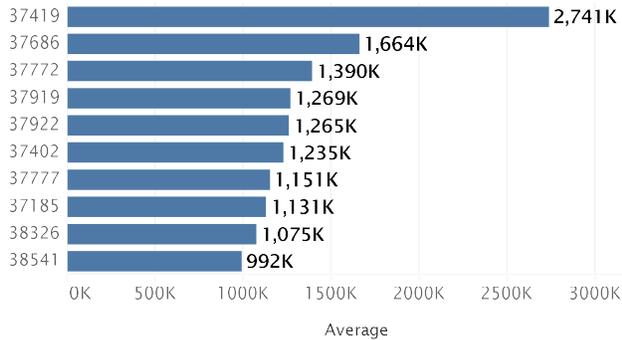


of \$1M+ Homes in Tennessee are on Old Hickory Lake

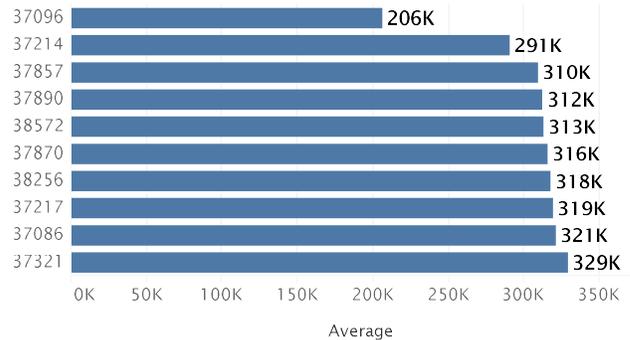
Total Number of \$1M+ Homes

199

Most Expensive ZIP Codes 2022Q1



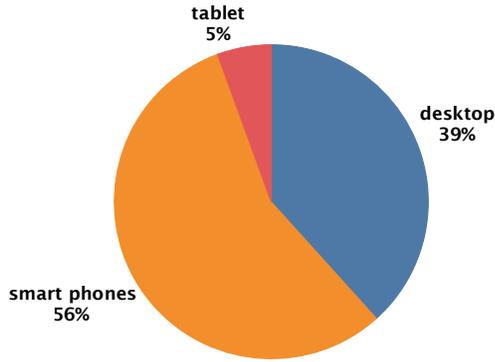
Most Affordable ZIP Codes 2022Q1



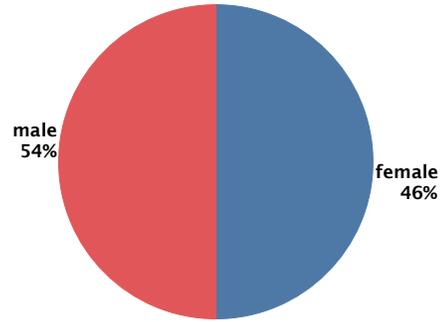
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LAKEHOMES.COM

Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2022Q1

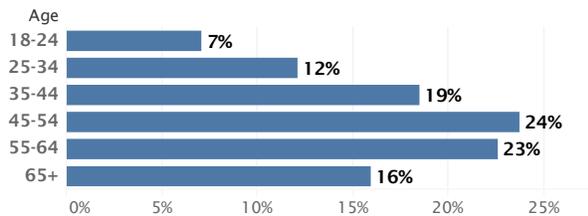


Male/Female Visitors 2022Q1



76% of potential buyers come from outside Tennessee

What Age Groups are Shopping 2022Q1



Chicago

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

Number 2-10 metros are:

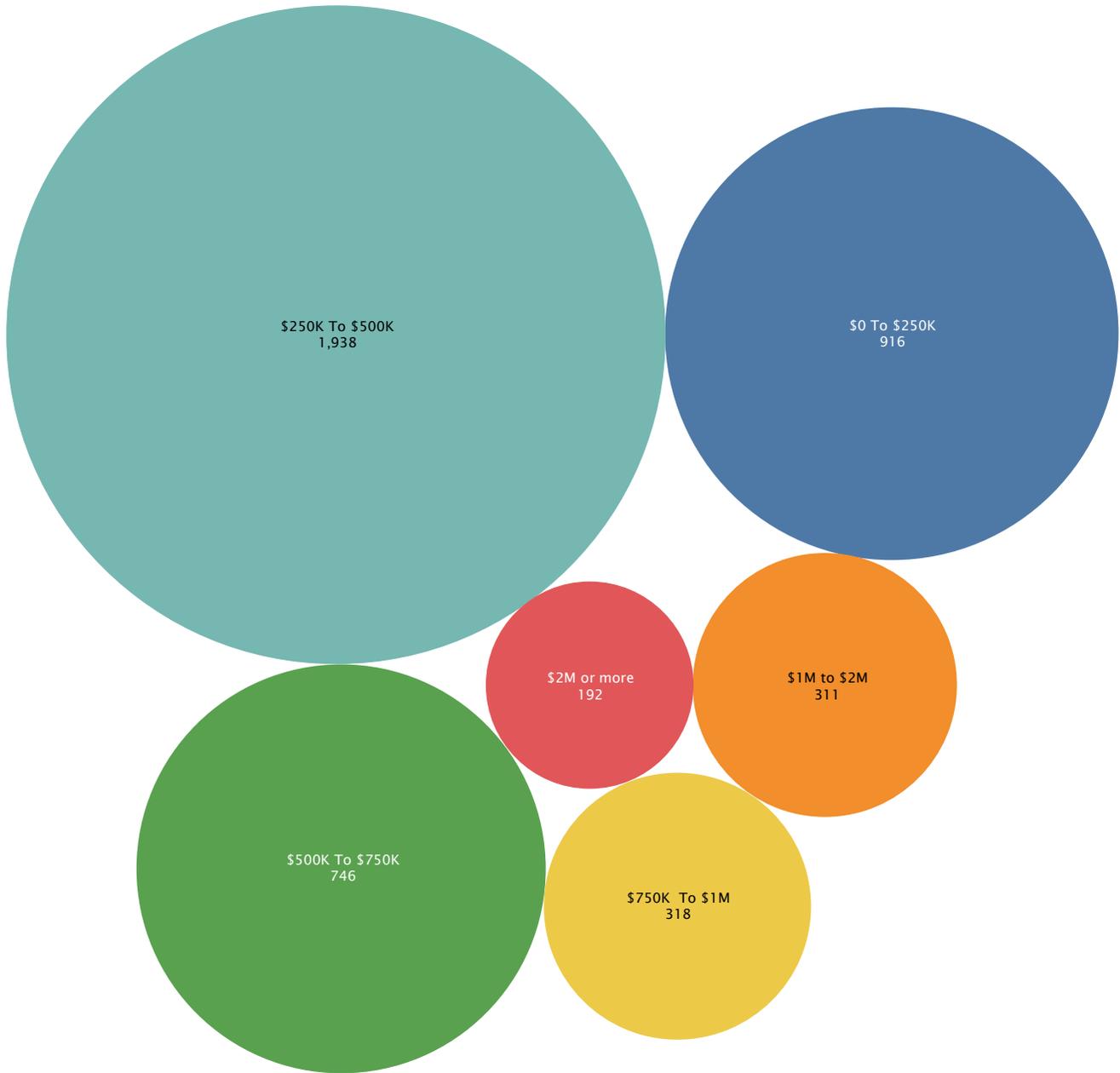
- Atlanta, GA
- Cincinnati, OH
- Los Angeles, CA
- New York, NY
- Washington DC (Hagerstown MD)
- Indianapolis, IN
- Tampa-St. Petersburg (Sarasota), FL
- Columbus, OH
- Charlotte, NC



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TEXAS

Price Breakdown by Number of Homes in the Texas Market 2022Q1



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



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Texas

The Lake Conroe market has grown from \$163 million in winter 2021 to \$249 million in spring 2022, a 42% increase.

Largest Markets

1. Lake Travis	\$334,735,871	8.6%	6. Cedar Creek Lake	\$185,737,603	4.7%
2. Lewisville Lake	\$327,729,985	8.2%	7. Lake Austin	\$159,704,790	4.1%
3. Lake Ray Hubbard	\$263,635,497	6.6%	8. Lake Livingston	\$139,327,069	3.6%
4. Lake Conroe	\$248,902,052	6.4%	9. Lake Granbury	\$132,634,660	3.3%
5. Lake LBJ	\$215,801,618	5.6%	10. Grapevine Lake	\$129,434,681	3.3%

Total Texas Market: \$3,973,424,501

Largest Home Markets

1. Lewisville Lake	\$272,509,247	9.5%
2. Lake Travis	\$263,825,589	9.2%
3. Lake Ray Hubbard	\$190,565,771	6.7%
4. Lake Conroe	\$176,681,501	6.2%
5. Lake LBJ	\$175,911,819	6.2%
6. Cedar Creek Lake	\$135,294,075	4.7%
7. Lady Bird Lake	\$113,368,856	4.0%
8. Lake Austin	\$108,045,790	3.8%
9. Grapevine Lake	\$103,827,982	3.6%
10. Joe Pool Lake	\$86,278,212	3.0%

Total Texas Home Market: \$2,860,024,167

Largest Land Markets

1. Lake Conroe	\$72,220,551	7.0%
2. Lake Travis	\$70,910,282	6.9%
3. Lake Livingston	\$68,235,910	6.7%
4. Lake Ray Hubbard	\$57,994,827	5.7%
5. Lake Texoma*	\$52,189,618	5.1%
6. Lake Austin	\$51,659,000	5.0%
7. Lewisville Lake	\$47,485,438	4.6%
8. Lake Granbury	\$46,649,246	4.5%
9. Cedar Creek Lake	\$42,444,128	4.1%
10. Lake LBJ	\$39,889,799	3.9%

Total Texas Land Market: \$1,025,752,156

While Lake Conroe ranked 10th in most listings in winter 2021, it now ranks 1st.

Most Expensive Homes

1. Lake Woodlands	\$1,757,878
2. Lake Travis	\$1,713,153

Most Affordable Homes

1. Lake McQueeney	\$1,037,966
2. Grapevine Lake	\$1,236,047

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

Most Listings

1. Lake Conroe	629	7.4%	6. Lake Granbury	391	4.6%
2. Lewisville Lake	590	6.9%	7. Lake Whitney	356	4.2%
3. Lake Livingston	531	6.3%	8. Lake Texoma*	347	4.1%
4. Cedar Creek Lake	501	5.9%	9. Lake Travis	301	3.6%
5. Lake Ray Hubbard	500	5.8%	10. Lake LBJ	284	3.4%
Total Texas Listings:				8,556	

Most Homes Available

1. Lewisville Lake	517	11.6%
2. Lake Ray Hubbard	418	9.4%
3. Lake Conroe	374	8.4%
4. Cedar Creek Lake	240	5.4%
5. Lake Livingston	235	5.3%
6. Lake Granbury	213	4.8%
7. Lake Houston	165	3.7%
8. Joe Pool Lake	159	3.6%
9. Lake Travis	154	3.4%
10. Clear Lake	136	3.0%

Total Texas Home Listings: 4,468

Most Land Available

1. Lake Livingston	296	7.4%
2. Lake Whitney	291	7.3%
3. Lake Conroe	255	6.4%
4. Cedar Creek Lake	243	6.1%
5. Lake Texoma*	226	5.7%
6. Possum Kingdom Lake	206	5.2%
7. Lake Sam Rayburn	173	4.3%
8. Lake Granbury	170	4.3%
9. Lake LBJ	152	3.8%
10. Lake Travis	147	3.7%

Total Texas Land Listings: 3,981

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Austin	\$2,696,878
2. Clear Lake	\$603,480
3. Grapevine Lake	\$585,899
4. Lake LBJ	\$494,693
5. Lake Marble Falls	\$461,073
6. Lake Travis	\$435,256
7. Lake Conroe	\$359,913
8. Lake Ray Hubbard	\$353,386

Listings of 10 Acres or More

1. Lewisville Lake	\$194,206
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

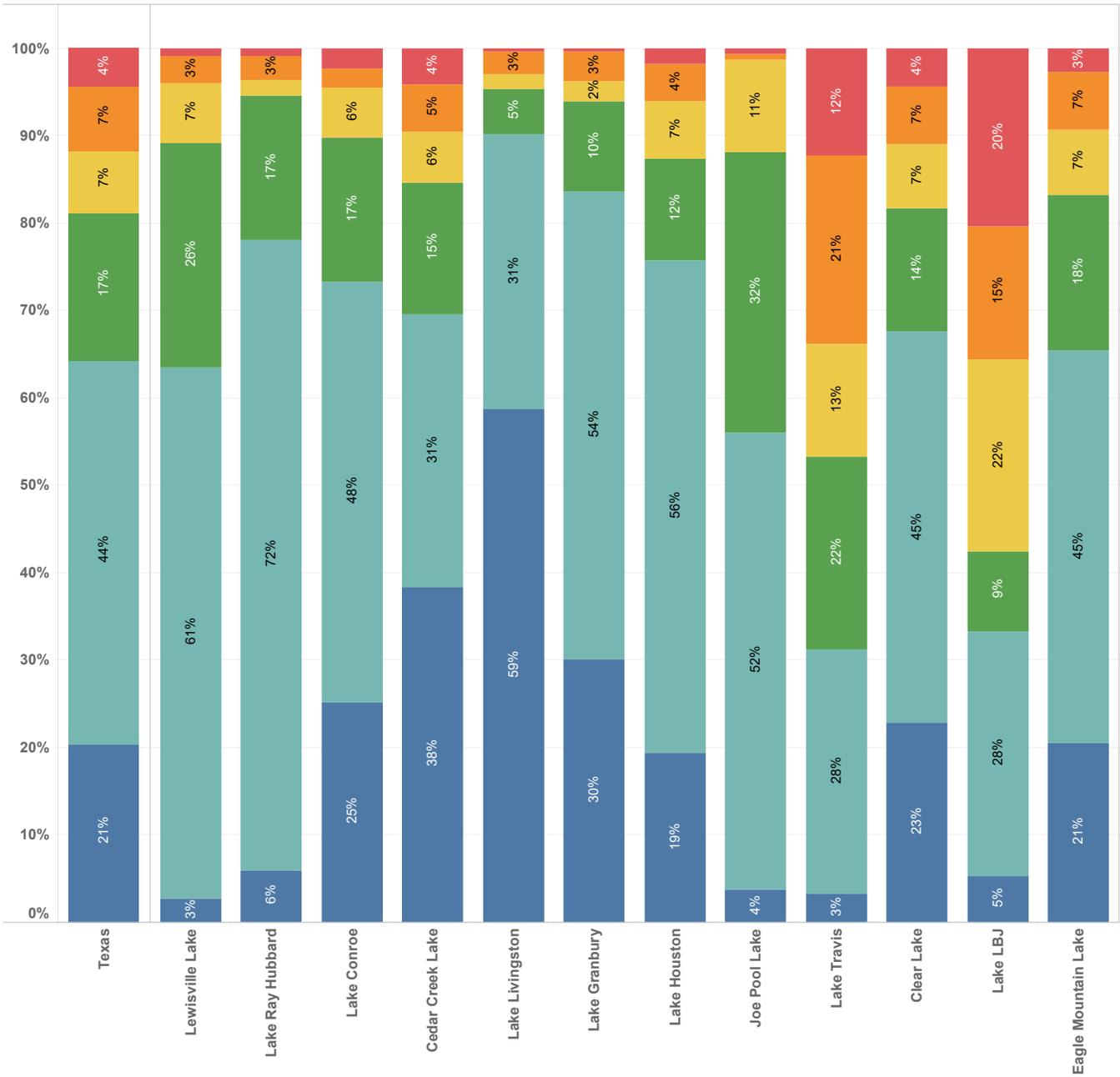
1. Hilltop Lakes	\$30,661
2. Toledo Bend Reservoir	\$54,751
3. Palo Pinto Lake	\$57,488
4. Lake Tawakoni	\$58,130
5. Lake Bob Sandlin	\$69,580
6. Possum Kingdom Lake	\$71,398
7. Lake Sam Rayburn	\$71,521
8. Lake Fork Reservoir	\$72,166

Listings of 10 Acres or More

1. Birdie Lake	\$4,203
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Texas Market 2022Q1



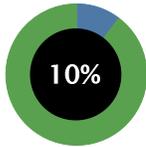
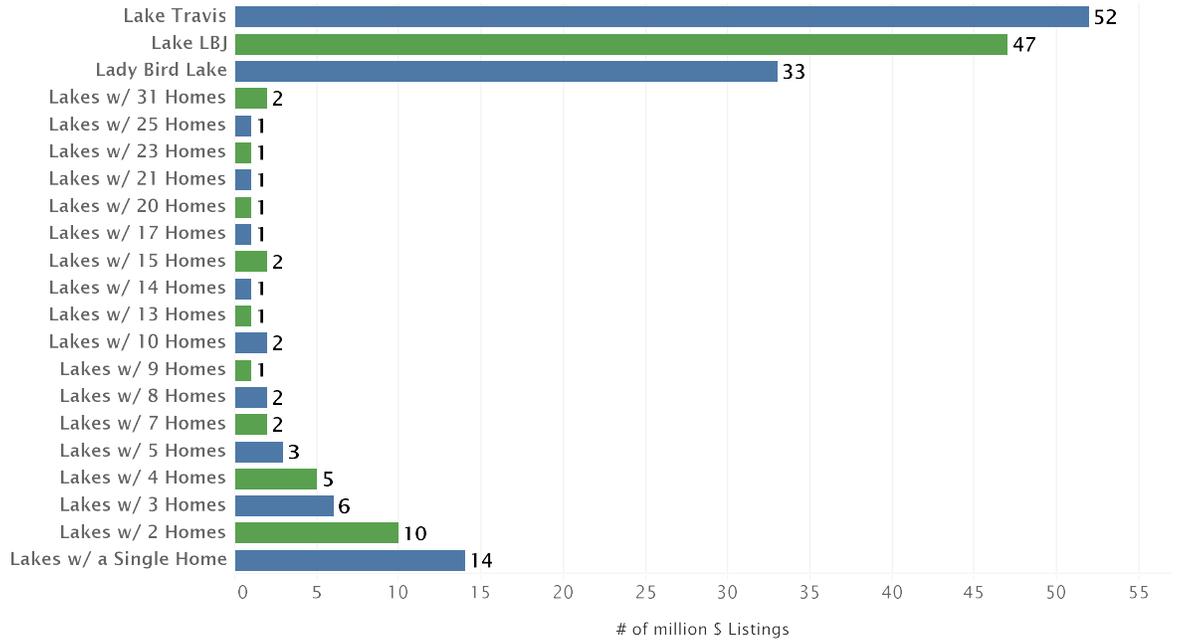
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Texas

Where Are The Million-Dollar Listings? 2022Q1

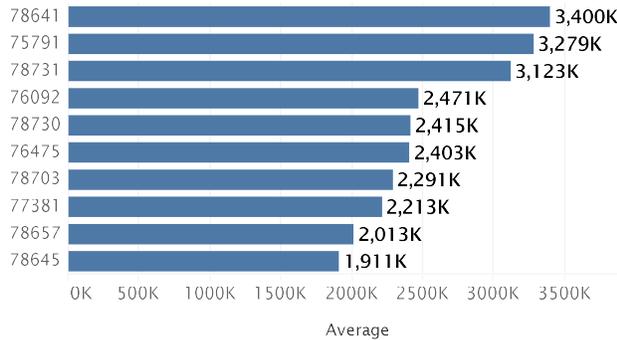


of \$1M+ Homes in Texas are on Lake Travis

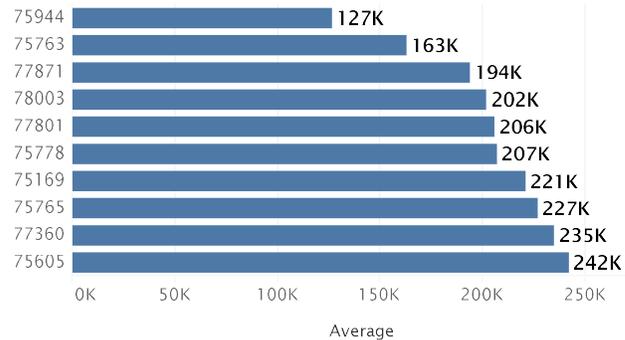
Total Number of \$1M+ Homes

503

Most Expensive ZIP Codes 2022Q1



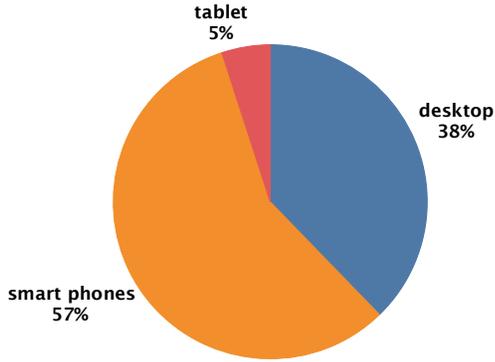
Most Affordable ZIP Codes 2022Q1



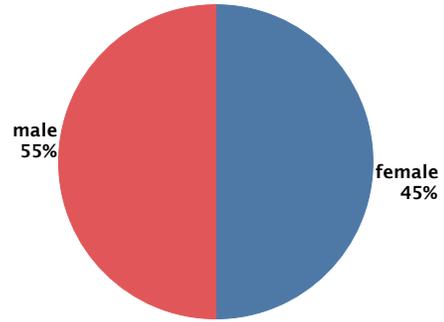
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Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2022Q1

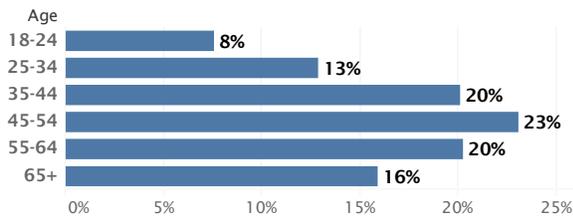


Male/Female Visitors 2022Q1



33% of potential buyers come from outside Texas

What Age Groups are Shopping 2022Q1



Los Angeles

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

Number 2-10 metros are:

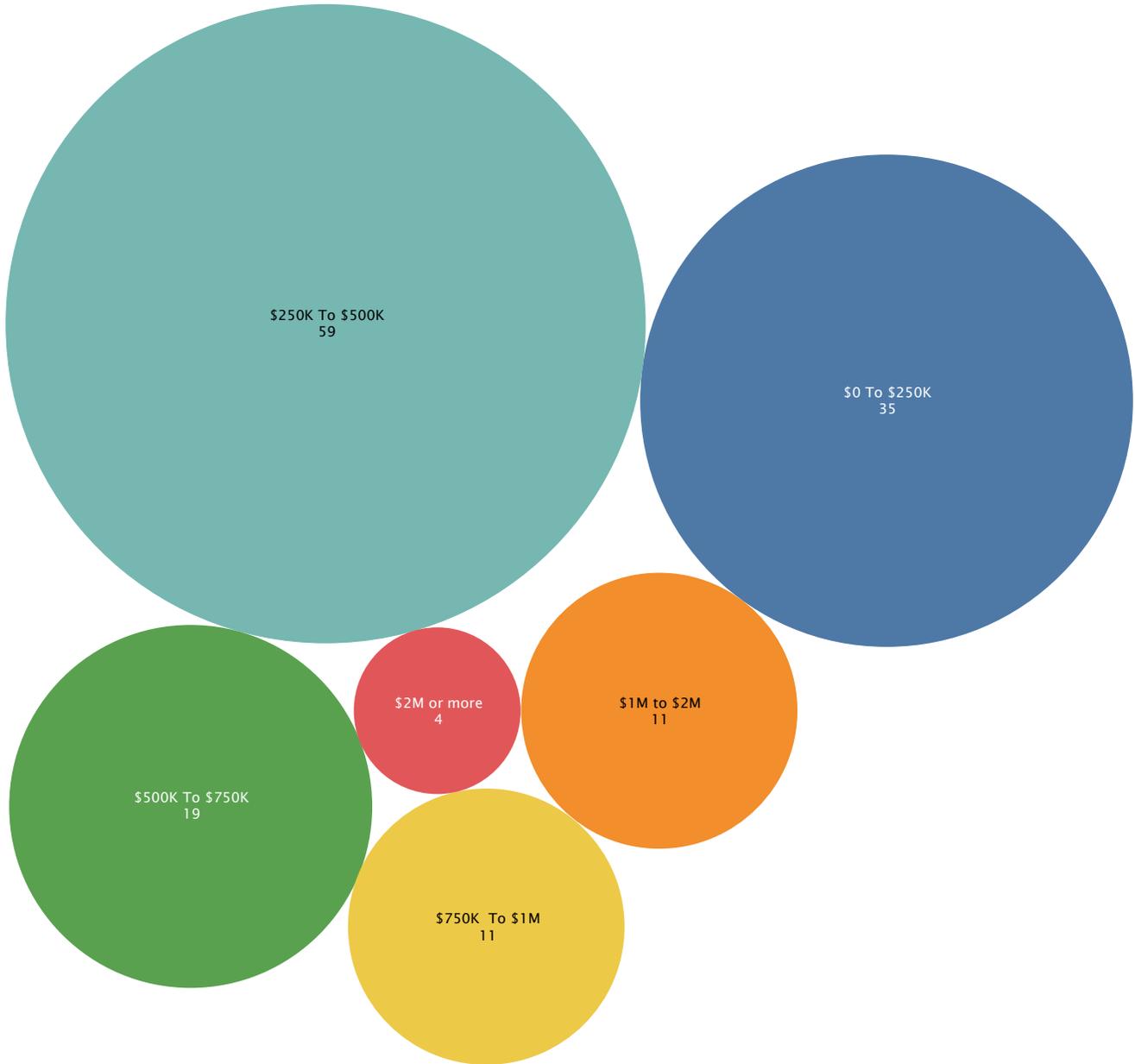
- Denver, CO
- Chicago, IL
- Oklahoma City, OK
- Phoenix, AZ
- Atlanta, GA
- San Francisco-Oakland-San Jose, CA
- New York, NY
- New Orleans, LA
- Shreveport, LA



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VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2022Q1



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



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Vermont

The total Vermont market has decreased by 38% (\$72 million) from winter 2021.

Largest Markets

1. Lake Champlain*	\$92,423,366	60.0%
2. Lake Memphremagog	\$11,592,300	7.5%
3. Lake Bomoseen	\$11,258,100	7.3%
4. Silver Lake	\$7,588,000	4.9%
5. Island Pond	\$3,207,000	2.1%

Total Vermont Market: \$154,137,565

Most Listings

1. Lake Champlain*	171	53.4%
2. Lake Bomoseen	25	7.8%
3. Lake Memphremagog	14	4.4%
4. Lake Raponda	10	3.4%
5. Lake Lamoille	9	2.8%

Total Vermont Listings: 320

Largest Home Markets

1. Lake Champlain*	\$67,191,566	63.8%
2. Lake Bomoseen	\$7,510,900	7.1%
3. Lake Memphremagog	\$5,690,500	5.4%
4. Silver Lake	\$4,119,000	3.9%
5. Lake Willoughby	\$2,556,500	2.4%

Total Vermont Home Market: \$105,286,165

Most Homes Available

1. Lake Champlain*	99	56.6%
2. Lake Bomoseen	15	8.6%
3. Lake Memphremagog	7	4.0%
4. Lake Eden	5	2.9%
4. Lake Raponda	5	2.9%

Total Vermont Home Listings: 175

Largest Land Markets

1. Lake Champlain*	\$15,973,800	60.2%
2. Lake Memphremagog	\$4,226,800	15.9%
3. Island Pond	\$1,028,000	3.9%
4. Lake Lamoille	\$710,000	2.7%
5. Lake St Catherine	\$658,000	2.5%

Total Vermont Land Market: \$26,544,500

Most Land Available

1. Lake Champlain*	64	53.3%
2. Lake Beebe	5	4.2%
2. Lake Bomoseen	5	4.2%
2. Lake Raponda	5	4.2%
5. Lake Lamoille	4	3.3%

Total Vermont Land Listings: 120

Average Home Price

1. Lake Champlain - Burlington Area	\$1,073,989
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Average Land Price Per Acre

Listings of Less Than 10 Acres

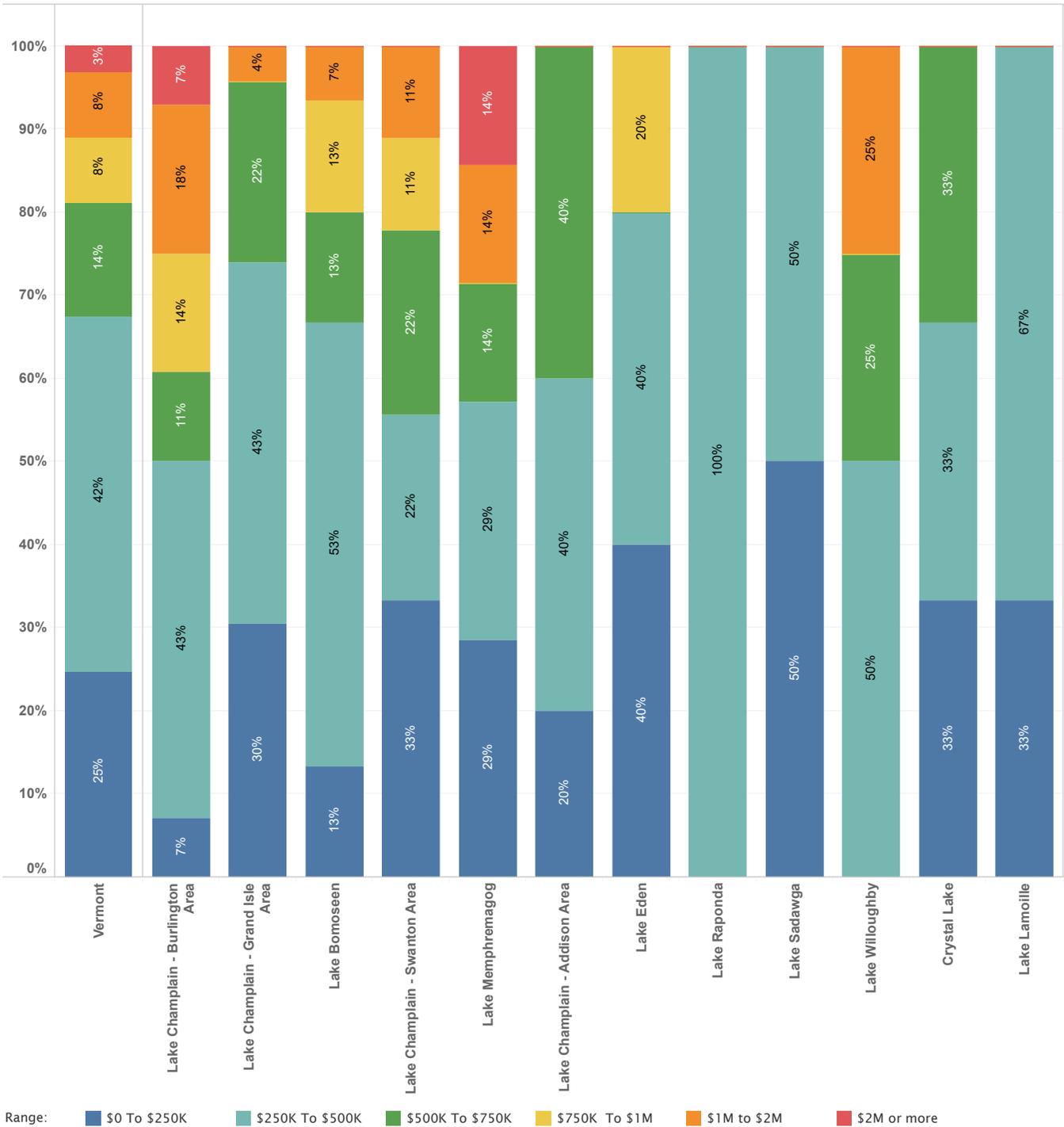
1. Lake Champlain - Grand Isle Area	\$77,043
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Listings of 10 Acres or More

**

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

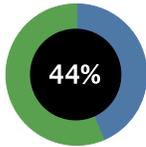
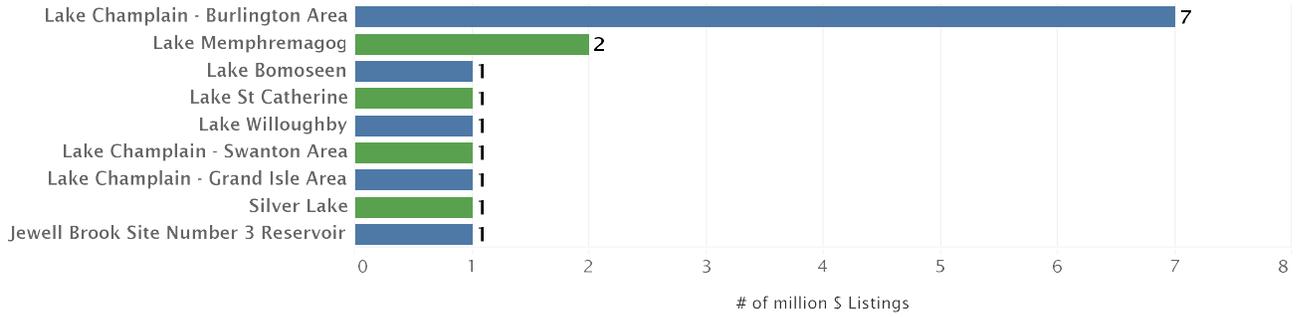
Price Breakdown by Percentage of Homes in the Vermont Market 2022Q1



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Luxury Lake Real Estate in Vermont

Where Are The Million-Dollar Listings? 2022Q1

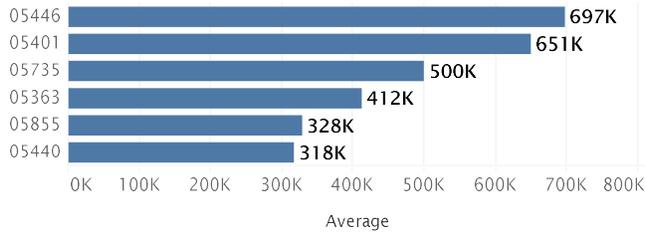


of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

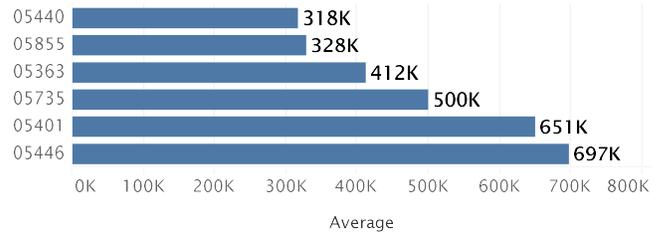
Total Number of \$1M+ Homes

16

Most Expensive ZIP Codes 2022Q1



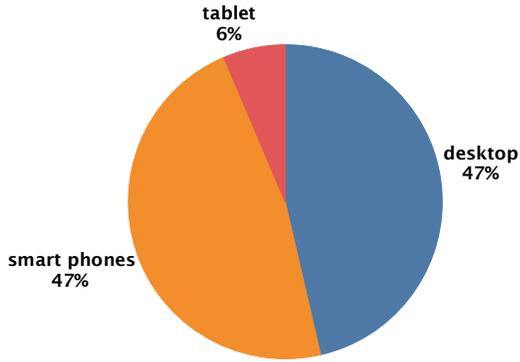
Most Affordable ZIP Codes 2022Q1



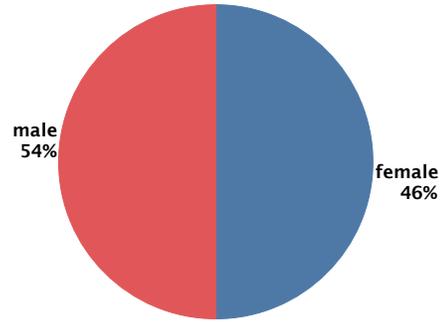
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Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2022Q1

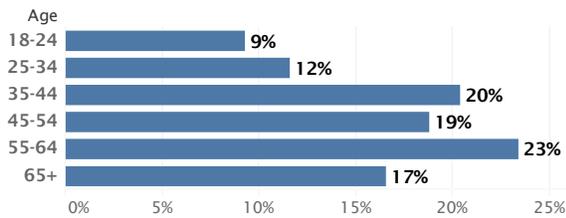


Male/Female Visitors 2022Q1



86% of potential buyers come from outside Vermont

What Age Groups are Shopping 2022Q1



Boston MA-Manchester

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

Number 2-10 metros are:

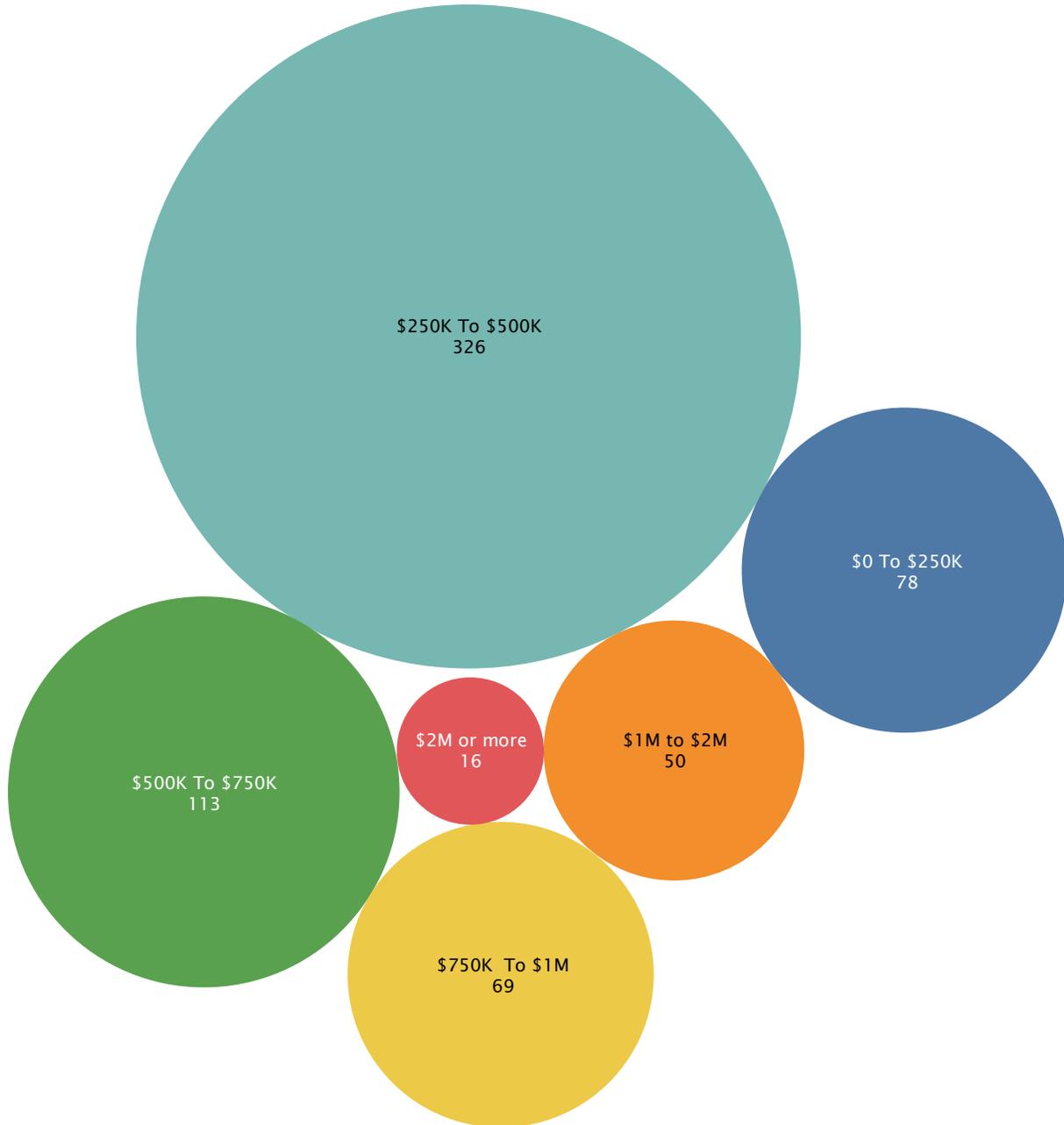
- New York, NY
- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Philadelphia, PA
- Springfield-Holyoke, MA
- Washington DC (Hagerstown MD)
- Providence-New Bedford, MA
- Phoenix, AZ
- Los Angeles, CA



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2022Q1



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



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Virginia

The Virginia market decreased from \$770 million in winter 2021 to \$633 million in spring 2022, a \$137 million (20%) decline.

Largest Markets

1. Smith Mountain Lake	\$172,540,496	27.3%	6. Fawn Lake	\$20,238,400	3.2%
2. Lake Gaston*	\$99,443,667	15.7%	7. Lake of the Woods	\$18,524,248	2.9%
3. Lake Anna	\$72,755,755	11.5%	8. Ni River Reservoir	\$13,574,185	2.1%
4. Lake Monticello	\$27,159,353	4.3%	9. Lake Manassas	\$13,389,400	2.1%
5. John H Kerr Reservoir*	\$22,927,991	3.6%	10. Occoquan Reservoir	\$12,337,098	1.9%

Total Virginia Market: \$632,896,129

Largest Home Markets

1. Smith Mountain Lake	\$94,681,466	21.8%
2. Lake Gaston*	\$63,085,993	14.5%
3. Lake Anna	\$47,730,836	11.0%
4. Lake Monticello	\$26,194,653	6.0%
5. Fawn Lake	\$18,219,400	4.2%
6. Lake of the Woods	\$17,778,949	4.1%
7. Lake Manassas	\$12,389,500	2.8%
8. John H Kerr Reservoir*	\$11,886,500	2.7%
9. Occoquan Reservoir	\$9,689,198	2.2%
10. Lake Barcroft	\$8,956,900	2.1%

Total Virginia Home Market: \$435,156,774

Largest Land Markets

1. Smith Mountain Lake	\$77,859,030	39.4%
2. Lake Gaston*	\$36,357,674	18.4%
3. Lake Anna	\$25,024,919	12.7%
4. John H Kerr Reservoir*	\$11,041,491	5.6%
5. Leesville Lake	\$8,895,797	4.5%
6. Ni River Reservoir	\$8,135,000	4.1%
7. Occoquan Reservoir	\$2,647,900	1.3%
8. Claytor Lake	\$2,390,000	1.2%
9. Lake John	\$2,124,700	1.1%
10. Kinloch Lake	\$2,045,000	1.0%

Total Virginia Land Market: \$197,739,355

The largest markets have generally maintained their rankings from winter 2021.

Most Expensive Homes

1. Lake Manassas	\$1,126,318
2. Fawn Lake	\$910,970

Most Affordable Homes

1. Lake Gaston	\$551,777
2. Lake Frederick	\$643,144

Most Listings

1. Smith Mountain Lake	522	27.2%	6. Lake Monticello	75	3.9%
2. Lake Gaston*	355	18.5%	7. Lake of the Woods	54	2.8%
3. Lake Anna	185	9.6%	8. South Holston Lake*	32	1.7%
4. Leesville Lake	128	6.7%	9. Occoquan Reservoir	28	1.5%
5. John H Kerr Reservoir*	122	6.4%	10. Fawn Lake	24	1.2%

Total Virginia Listings: 1,921

Most Homes Available

1. Smith Mountain Lake	116	15.8%
2. Lake Gaston*	113	15.4%
3. Lake Monticello	67	9.1%
4. Lake Anna	61	8.3%
5. Lake of the Woods	45	6.1%
6. John H Kerr Reservoir*	23	3.1%
7. Fawn Lake	20	2.7%
7. Occoquan Reservoir	20	2.7%
9. Elliots Pond	17	2.3%
10. Dyke Marsh	16	2.2%

Total Virginia Home Listings: 733

Most Land Available

1. Smith Mountain Lake	406	34.2%
2. Lake Gaston*	242	20.4%
3. Lake Anna	124	10.4%
4. Leesville Lake	123	10.4%
5. John H Kerr Reservoir*	99	8.3%
6. South Holston Lake*	25	2.1%
7. Lake Independence	15	1.3%
8. Lake Laura	13	1.1%
9. Lake John	12	1.0%
10. Lake Holiday	10	0.8%

Total Virginia Land Listings: 1,188

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Laura	\$125,453
2. Lake Anna	\$96,221
3. Smith Mountain Lake	\$95,899
4. John H Kerr Reservoir	\$70,543
5. Lake Gaston	\$56,279
6. Leesville Lake	\$43,010
7. South Holston Lake	\$29,860
8. Lake Independence	\$19,030

Listings of 10 Acres or More

1. Smith Mountain Lake	\$31,364
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Most Affordable Land per Acre

Listings of Less Than 10 Acres

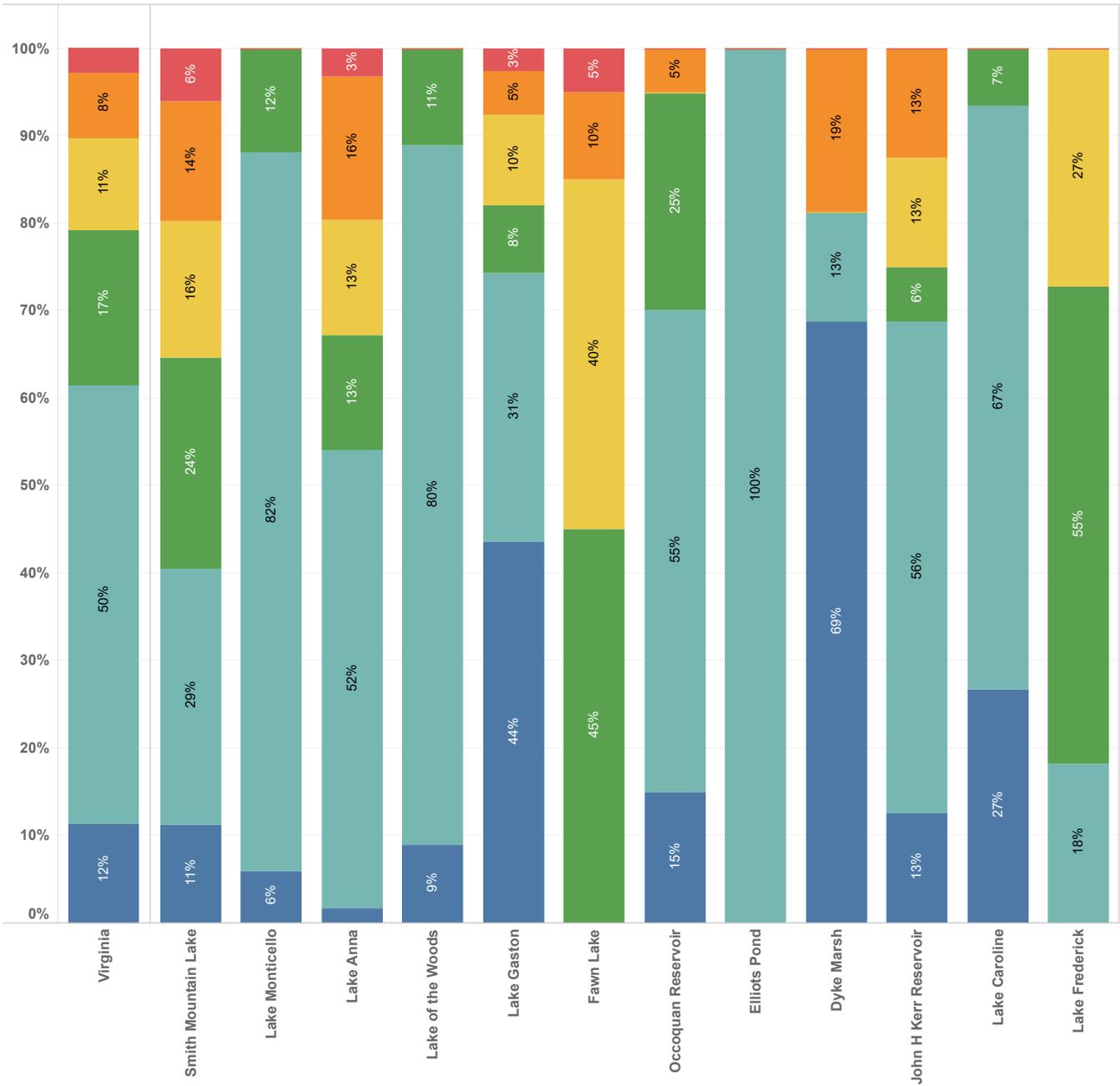
1. Lake Independence	\$19,030
2. South Holston Lake	\$29,860
3. Leesville Lake	\$43,010
4. Lake Gaston	\$56,279
5. John H Kerr Reservoir	\$70,543
6. Smith Mountain Lake	\$95,899
7. Lake Anna	\$96,221
8. Lake Laura	\$125,453

Listings of 10 Acres or More

1. Leesville Lake	\$5,123
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* This includes lake real estate inventory from more than one state.

Price Breakdown by Percentage of Homes in the Virginia Market 2022Q1



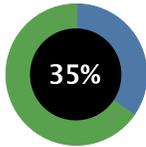
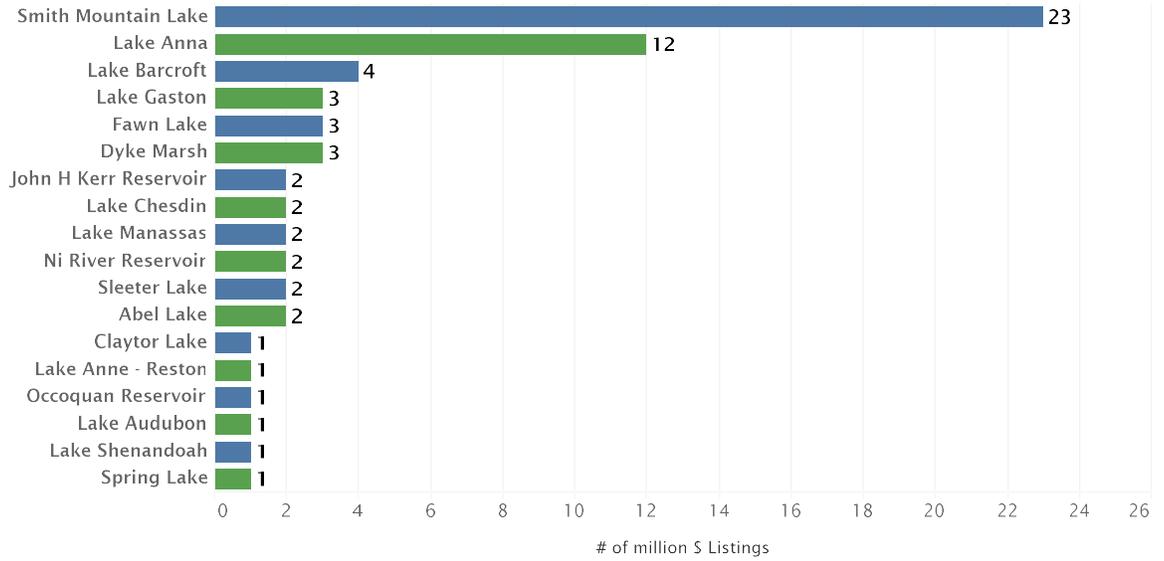
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2022Q1

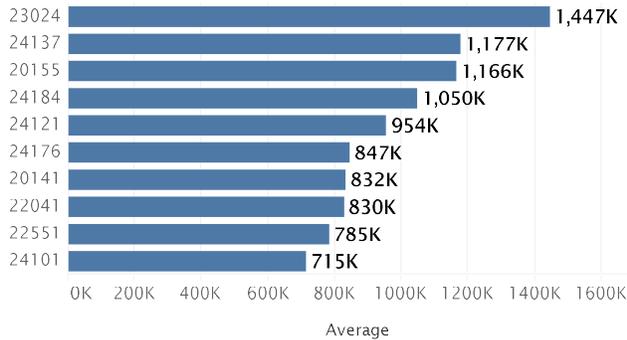


35% of \$1M+ Homes in Virginia are on Smith Mountain Lake

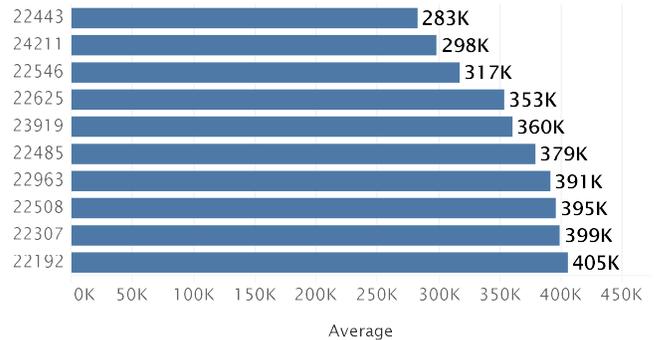
Total Number of \$1M+ Homes

66

Most Expensive ZIP Codes 2022Q1



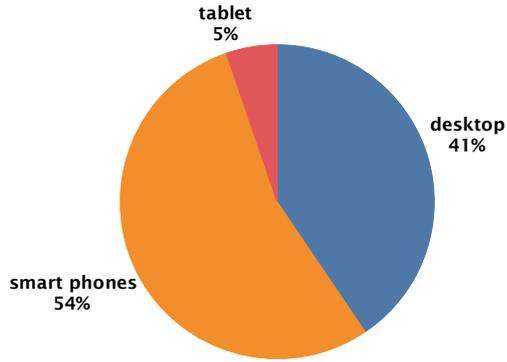
Most Affordable ZIP Codes 2022Q1



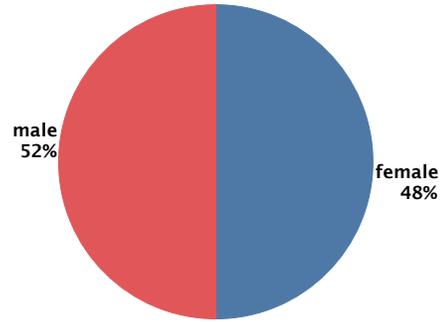
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Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2022Q1

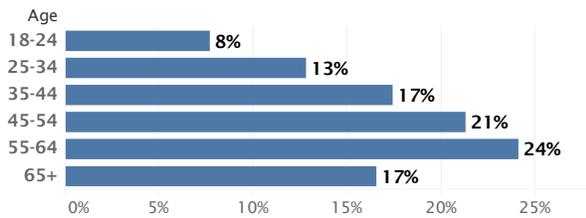


Male/Female Visitors 2022Q1



60% of potential buyers come from outside Virginia

What Age Groups are Shopping 2022Q1



Washington DC (Hagerstown

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

Number 2-10 metros are:

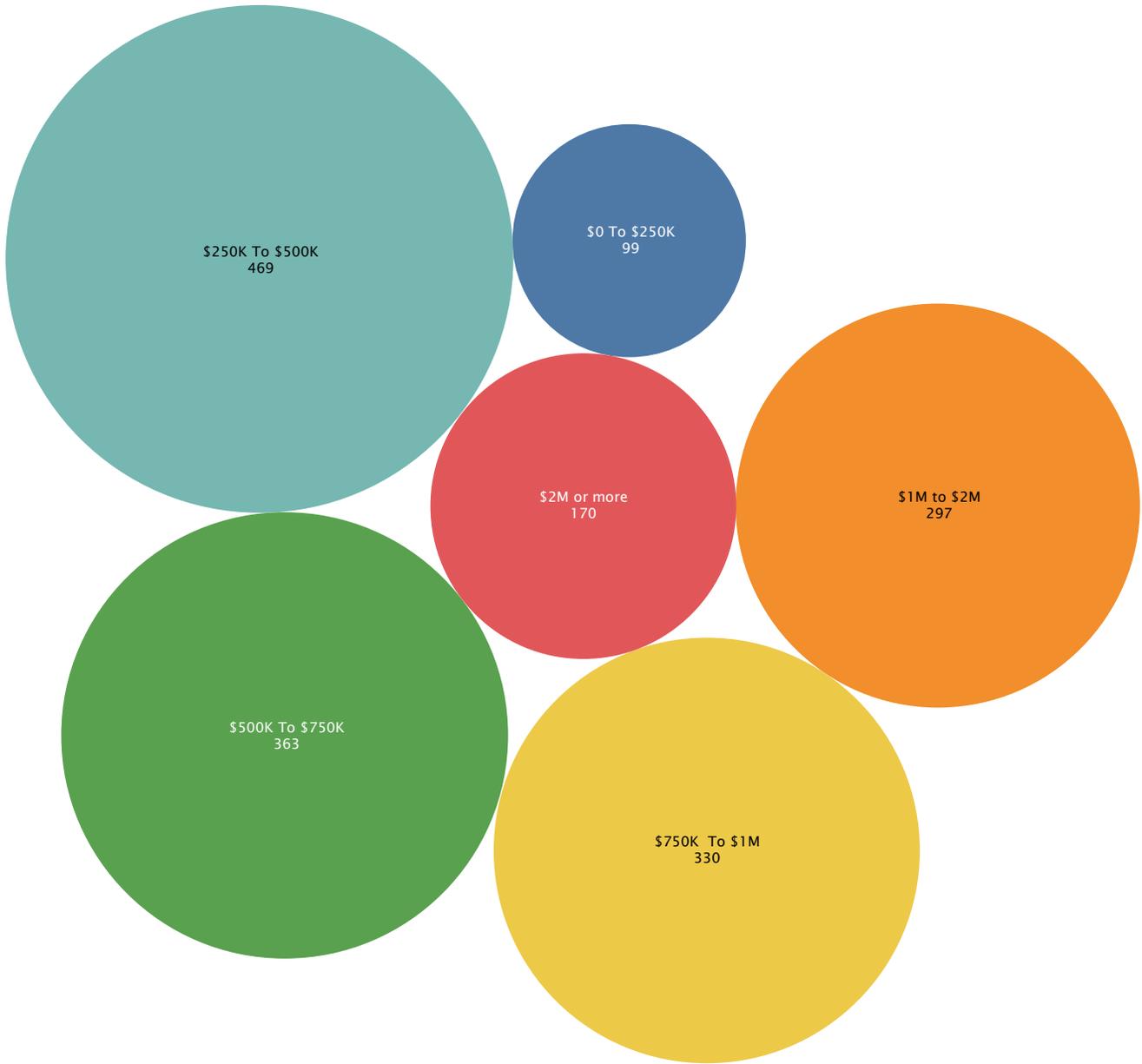
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Philadelphia, PA
- Baltimore, MD
- Charlotte, NC
- Greensboro-High Point-Winston Salem, NC
- Boston MA-Manchester, NH
- Atlanta, GA
- Chicago, IL



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WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2022Q1



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



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Washington

Lake Sammamish grew \$53 million from fall 2021 to winter 2021, but decreased by \$106 million from winter 2021 to spring 2022.

Largest Markets

1. Puget Sound	\$729,602,506	32.7%	6. Lake Chelan	\$54,250,150	2.4%
2. Lake Washington	\$468,316,018	21.0%	7. Lake Whatcom	\$28,761,900	1.3%
3. Moses Lake	\$84,395,278	3.8%	8. Lake Washington Ship Canal	\$24,269,118	1.3%
4. Lake Union	\$79,087,436	3.5%	9. Osoyoos Lake	\$23,809,800	1.1%
5. Lake Sammamish	\$73,206,388	3.3%	10. Wanapum Lake	\$23,699,999	1.1%

Total Washington Market: \$2,233,491,896

Largest Home Markets

1. Puget Sound	\$645,546,999	34.8%
2. Lake Washington	\$408,357,618	22.0%
3. Lake Sammamish	\$66,409,388	3.6%
4. Lake Union	\$63,967,486	3.4%
5. Lake Chelan	\$45,708,150	2.5%
6. Moses Lake	\$28,622,229	1.5%
7. Lake Whatcom	\$27,998,000	1.5%
8. Lake Washington Ship Canal	\$24,269,118	1.3%
9. Horseshoe Lake	\$21,544,055	1.2%
10. Volunteer Park Reservoir	\$21,338,099	1.1%

Total Washington Home Market: \$1,857,140,375

Largest Land Markets

1. Puget Sound	\$84,055,507	22.3%
2. Lake Washington	\$59,958,400	15.9%
3. Moses Lake	\$55,773,049	14.8%
4. Wanapum Lake	\$20,619,999	5.5%
5. Lake Union	\$15,119,950	4.0%
6. Osoyoos Lake	\$11,229,300	3.0%
7. Lake Chelan	\$8,542,000	2.3%
8. Lake Tapps	\$7,029,959	1.9%
9. Lake Sammamish	\$6,797,000	1.8%
10. Lake Stevens	\$6,360,000	1.7%

Total Washington Land Market: \$376,351,521

Most Expensive Homes

1. Lake Washington	\$3,141,212
2. Lake Sammamish	\$2,142,238

Most Affordable Homes

1. Lake Chelan	\$993,655
2. Osoyoos Lake	\$1,048,375

Most Listings

1. Puget Sound	790	31.8%	6. Lake Chelan	61	2.5%
2. Lake Washington	153	6.2%	7. Wanapum Lake	58	2.3%
3. Moses Lake	96	3.9%	8. Franklin D Roosevelt Lake	38	1.5%
4. Lake Union	76	3.1%	8. Lake Sammamish	38	1.5%
5. Duck Lake	72	2.9%	10. Horseshoe Lake	37	2.1%

Total Washington Listings: 2,483

Most Homes Available

1. Puget Sound	555	32.1%
2. Lake Washington	130	7.5%
3. Lake Union	70	4.0%
4. Moses Lake	64	3.7%
5. Lake Chelan	46	2.7%
6. Horseshoe Lake	37	2.1%
7. Duck Lake	32	1.8%
7. Lake Washington Ship Canal	32	1.8%
9. Lake Sammamish	31	1.8%
10. King Pond	25	1.4%

Most Land Available

1. Puget Sound	235	31.3%
2. Wanapum Lake	53	7.0%
3. Duck Lake	40	5.3%
4. Moses Lake	32	4.3%
5. Franklin D Roosevelt Lake	29	3.9%
6. Lake Washington	23	3.1%
7. Osoyoos Lake	22	2.9%
8. Lake Cortez	19	2.5%
9. Lake Chelan	15	2.0%
9. Lake Pateros	15	2.0%

Total Washington Home Listings: 1,731

Total Washington Land Listings: 752

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Lake Washington	\$5,929,489
2. Lake Chelan	\$1,155,370
3. Osoyoos Lake	\$1,139,401
4. Duck Lake	\$376,641
5. Lake Cortez	\$283,315
6. Moses Lake	\$278,062
7. Wanapum Lake	\$263,865
8. Lake Pateros	\$263,155

Listings of 10 Acres or More

1. Puget Sound	\$66,444
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Most Affordable Land per Acre

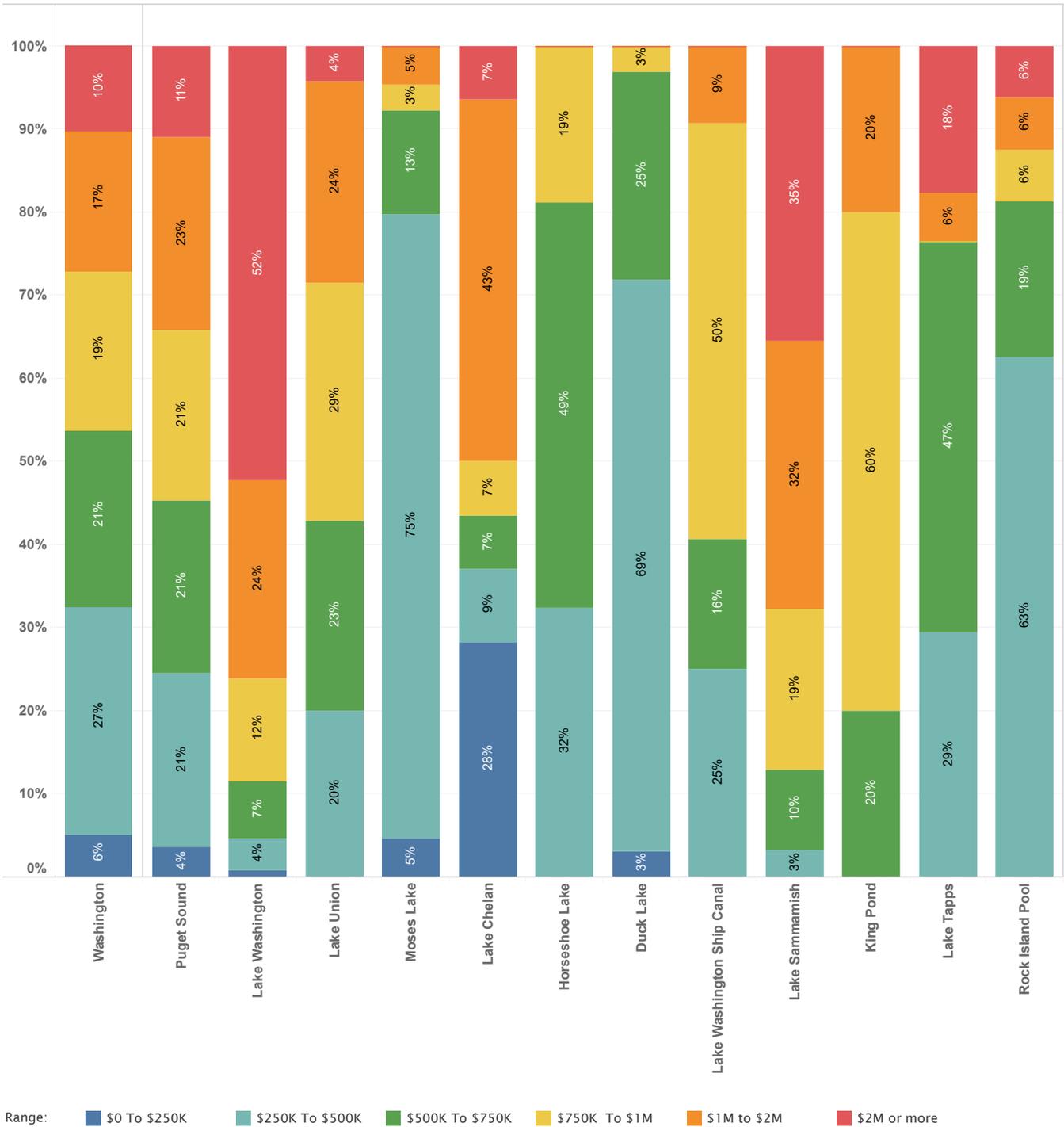
Listings of Less Than 10 Acres

1. Franklin D Roosevelt Lake	\$71,711
2. Soap Lake	\$209,903
3. Puget Sound	\$244,640
4. Lake Pateros	\$263,155
5. Wanapum Lake	\$263,865
6. Moses Lake	\$278,062
7. Lake Cortez	\$283,315
8. Duck Lake	\$376,641

Listings of 10 Acres or More

1. Rufus Woods Lake	\$2,718
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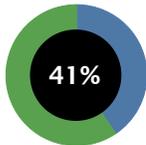
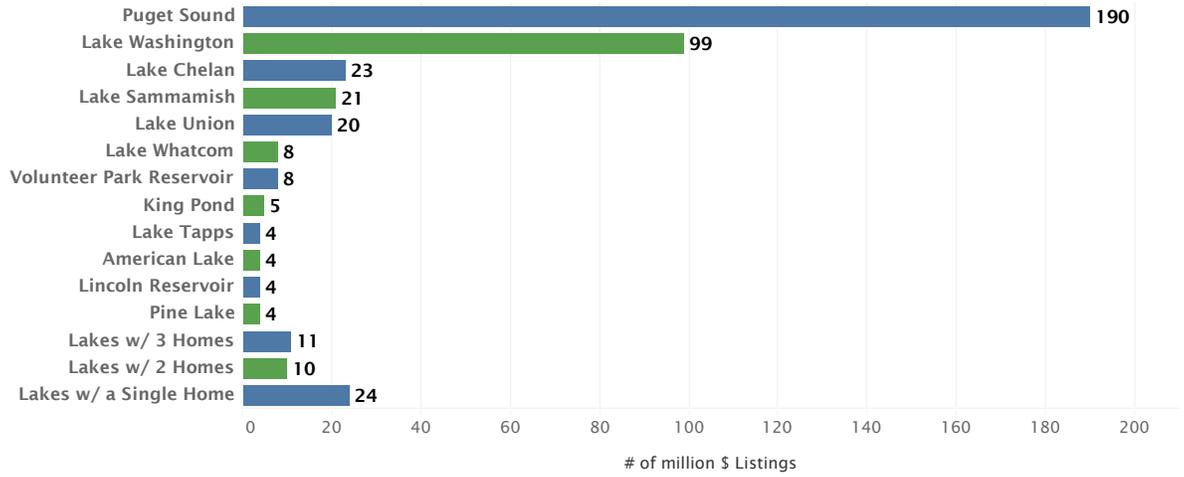
Price Breakdown by Percentage of Homes in the Washington Market 2022Q1



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Luxury Lake Real Estate in Washington

Where Are The Million-Dollar Listings? 2022Q1

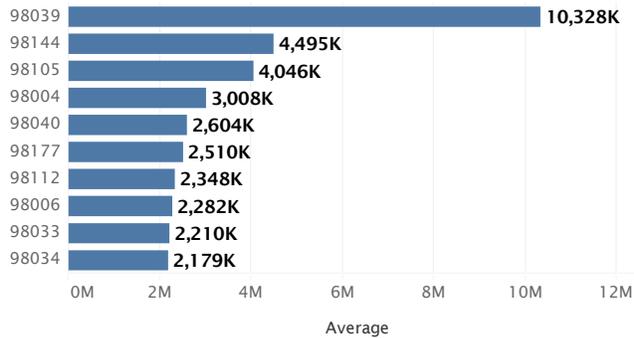


41% of \$1M+ Homes in Washington are on Puget Sound

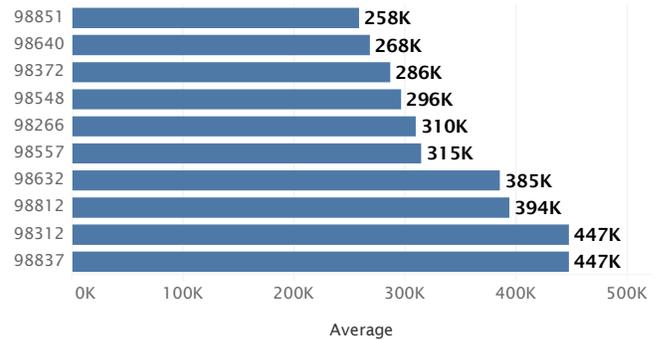
Total Number of \$1M+ Homes

467

Most Expensive ZIP Codes 2022Q1



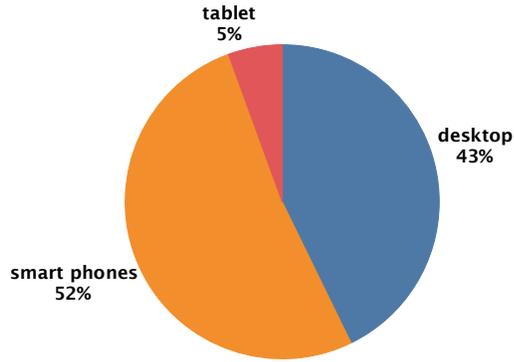
Most Affordable ZIP Codes 2022Q1



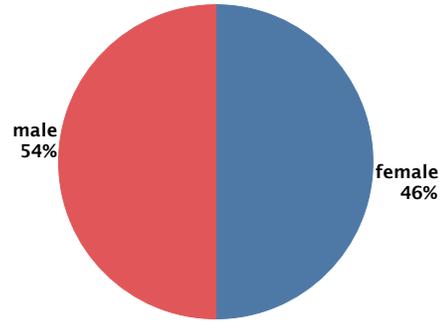
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Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2022Q1

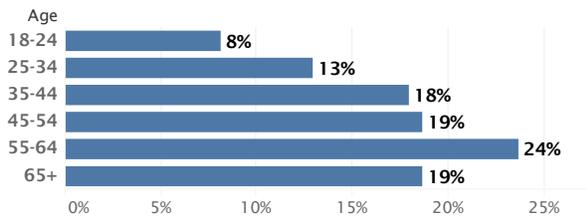


Male/Female Visitors 2022Q1



47% of potential buyers come from outside Washington

What Age Groups are Shopping 2022Q1



Portland

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

Number 2-10 metros are:

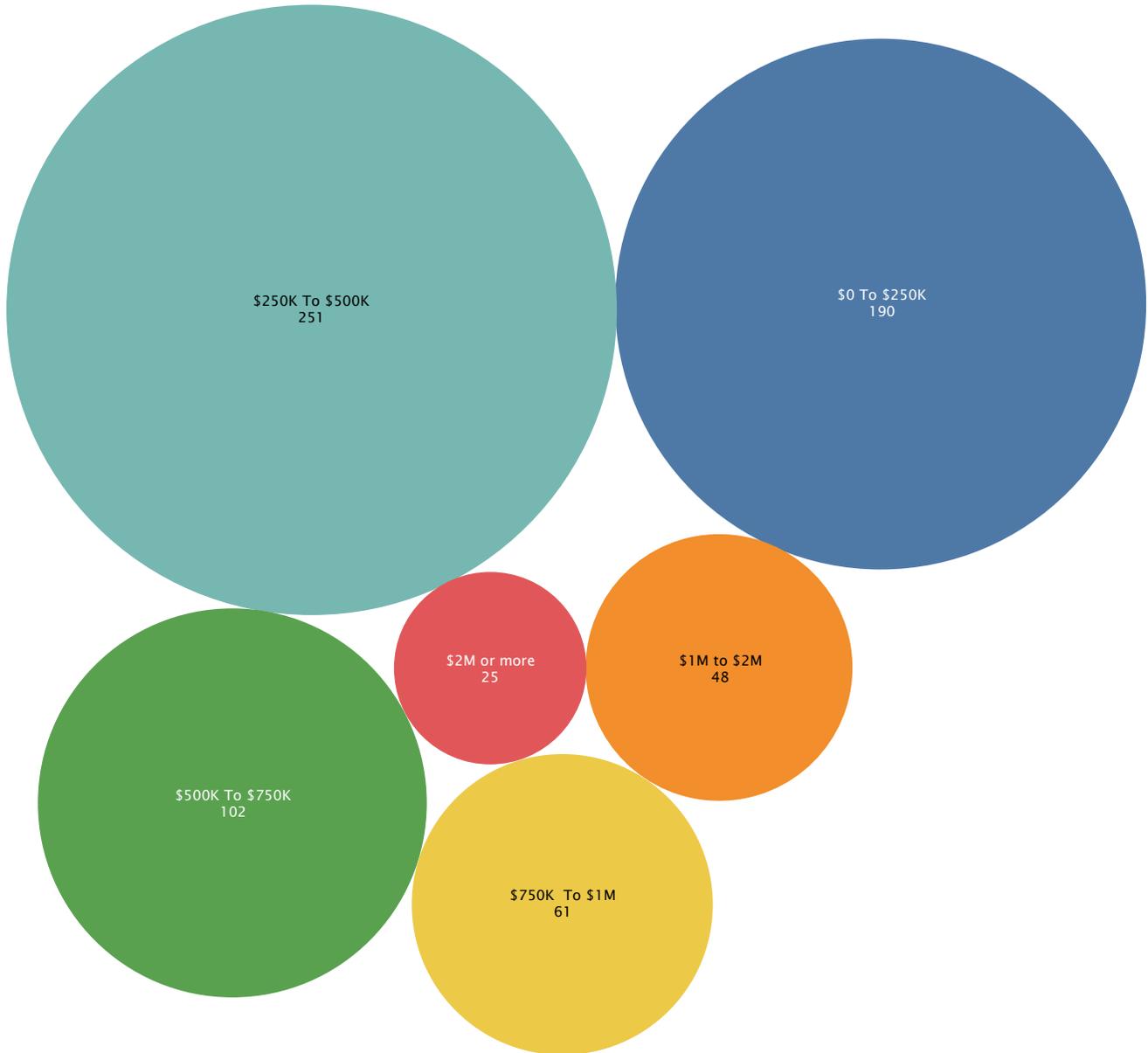
- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- Phoenix, AZ
- Chicago, IL
- New York, NY
- Sacramento-Stockton-Modesto, CA
- Denver, CO
- Washington DC (Hagerstown MD)
- Las Vegas, NV



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WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2022Q1



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



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Wisconsin

While Geneva Lake ranks first on many lists, it ranks 4th in Most Listings.

Largest Markets

1. Geneva Lake	\$67,219,900	12.6%	6. Lake Mendota - Madison	\$11,846,172	2.9%
2. Lake Michigan	\$49,523,973	9.2%	7. Lake Delton - Wisconsin Dells	\$11,356,000	2.1%
3. Green Lake - Markesan	\$30,960,848	5.8%	8. Pewaukee Lake	\$10,699,900	2.6%
4. Lake Monona - Monona	\$16,039,299	3.0%	9. Castle Rock Lake - Germantown	\$9,462,250	1.8%
5. Lake Wisconsin - West Point	\$13,173,000	2.5%	10. Lake Saint Croix - Afton	\$8,954,800	1.7%

Total Wisconsin Market: \$535,441,752

Largest Home Markets

1. Geneva Lake	\$57,816,300	14.1%
2. Lake Michigan	\$46,622,673	11.4%
3. Green Lake - Markesan	\$14,785,150	3.6%
4. Lake Monona - Monona	\$14,089,299	3.4%
5. Lake Mendota - Madison	\$11,846,172	2.9%
6. Pewaukee Lake	\$10,699,900	2.6%
7. Lake Saint Croix - Afton	\$8,455,800	2.1%
8. Lake Wisconsin - West Point	\$8,240,000	2.0%
9. Nagawicka Lake	\$7,258,900	1.8%
10. Castle Rock Lake - Germantown	\$6,094,900	1.5%

Total Wisconsin Home Market: \$409,771,344

Largest Land Markets

1. Green Lake - Markesan	\$16,175,698	12.9%
2. Geneva Lake	\$9,403,600	7.5%
3. Lake Delton - Wisconsin Dells	\$8,489,700	6.8%
4. Petenwell Lake - Arkdale	\$5,392,900	4.3%
5. Lake Wisconsin - West Point	\$4,933,000	3.9%
6. Prairie Lake - Prairie Lake	\$4,574,610	3.6%
7. Graber Pond - Middleton	\$3,999,999	3.2%
8. Castle Rock Lake - Germantown	\$3,367,350	2.7%
9. Lake Michigan	\$2,901,300	2.3%
10. Lake Monona - Monona	\$1,950,000	1.6%

Total Wisconsin Land Market: \$125,670,408

Most Expensive Homes

1. Geneva Lake	\$1,927,210
2. Lake Michigan	\$914,170

Most Affordable Homes

1. Castle Rock Lake - Germantown	\$554,082
2. Lake Saint Croix - Afton	\$650,446

Most Listings

1. Prairie Lake - Prairie Lake	74	4.9%	6. Friendship Lake - Adams	35	2.3%
2. Lake Michigan	59	3.9%	7. Green Lake - Markesan	32	2.1%
3. Lake Wisconsin - West Point	45	3.0%	7. Lake Monona - Monona	32	2.1%
4. Geneva Lake	37	2.5%	9. Petenwell Lake - Arkdale	28	1.9%
5. Castle Rock Lake - Germantown	36	2.4%	10. Dutch Hollow Lake - La Valle	21	1.4%

Total Wisconsin Listings:

1,509

Most Homes Available

1. Lake Michigan	51	7.5%
2. Geneva Lake	30	4.4%
2. Lake Monona - Monona	30	4.4%
4. Lake Mendota - Madison	18	2.7%
5. Delevan Lake	15	2.2%
6. Lake Mohawksin	13	1.9%
6. Lake Saint Croix - Afton	13	1.9%
8. Lake Wisconsin - West Point	12	1.8%
9. Castle Rock Lake - Germantown	11	1.6%
9. Lake Delton - Wisconsin Dells	11	1.6%

Total Wisconsin Home Listings:

677

Most Land Available

1. Prairie Lake - Prairie Lake	71	8.5%
2. Lake Wisconsin - West Point	33	4.0%
3. Friendship Lake - Adams	29	3.5%
4. Castle Rock Lake - Germantown	25	3.0%
5. Green Lake - Markesan	24	2.9%
6. Petenwell Lake - Arkdale	21	2.5%
7. Dutch Hollow Lake - La Valle	19	2.3%
8. Lake Redstone - La Valle	18	2.2%
9. La Valle Mill Pond - La Valle	15	1.8%
10. Birch Lake - Birchwood	14	1.7%

Total Wisconsin Land Listings:

832

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Green Lake - Markesan	\$633,348
2. Nepco Lake - Wisconsin Rapids	\$188,322
3. Lake Wisconsin - West Point	\$180,234
4. Castle Rock Lake - Germantown	\$119,104
5. Lake Redstone - La Valle	\$78,350
6. Birch Lake - Birchwood	\$64,503
7. Petenwell Lake - Arkdale	\$54,563
8. Apple River Flowage 134 - Lincoln	\$31,308

Listings of 10 Acres or More

**

Most Affordable Land per Acre

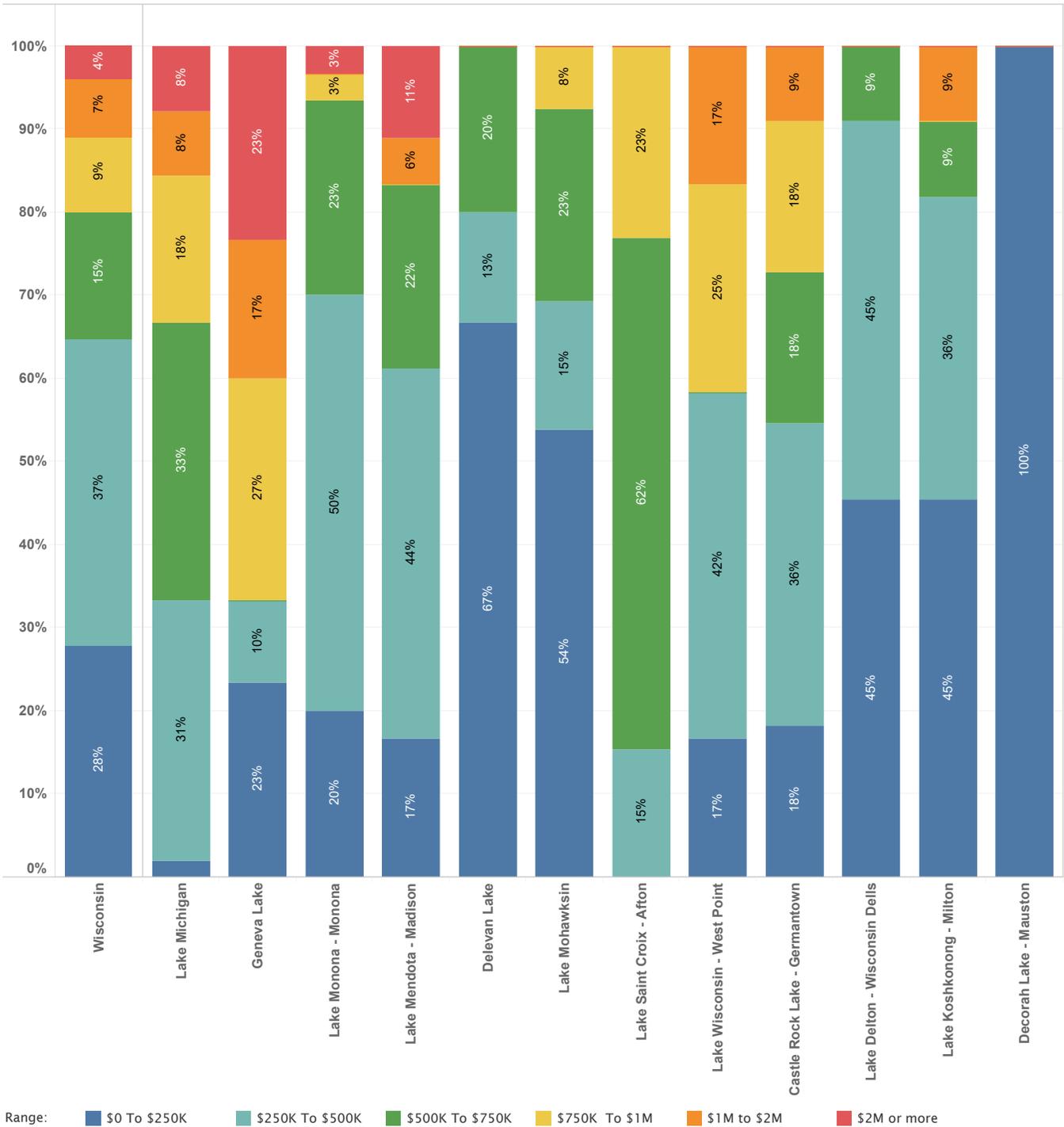
Listings of Less Than 10 Acres

1. Friendship Lake - Adams	\$16,983
2. Dutch Hollow Lake - La Valle	\$23,290
3. La Valle Mill Pond - La Valle	\$25,266
4. Osprey Lake - Hayward	\$29,175
5. Apple River Flowage 134 - Lincoln	\$31,308
6. Petenwell Lake - Arkdale	\$54,563
7. Birch Lake - Birchwood	\$64,503
8. Lake Redstone - La Valle	\$78,350

Listings of 10 Acres or More

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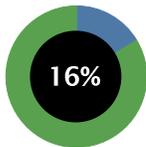
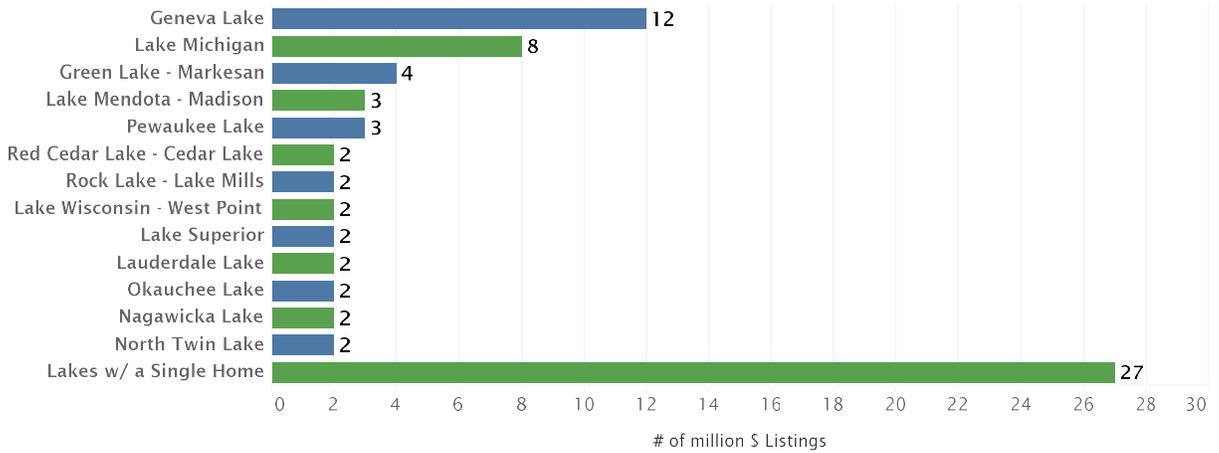
Price Breakdown by Percentage of Homes in the Wisconsin Market 2022Q1



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Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2022Q1

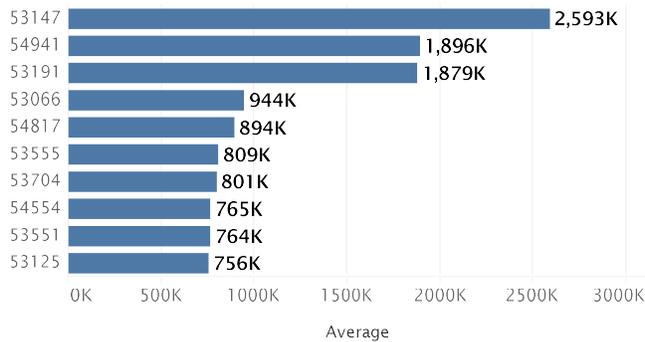


of \$1M+ Homes in Wisconsin are on Geneva Lake

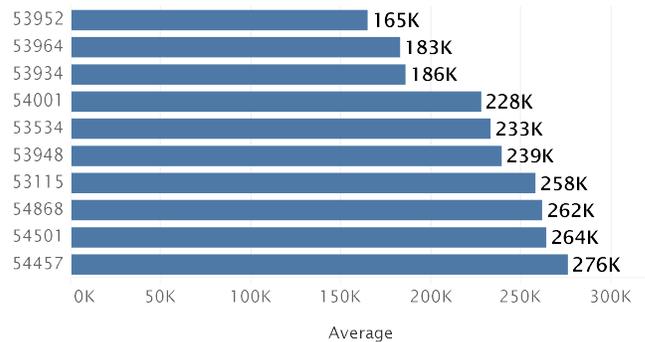
Total Number of \$1M+ Homes

73

Most Expensive ZIP Codes 2022Q1



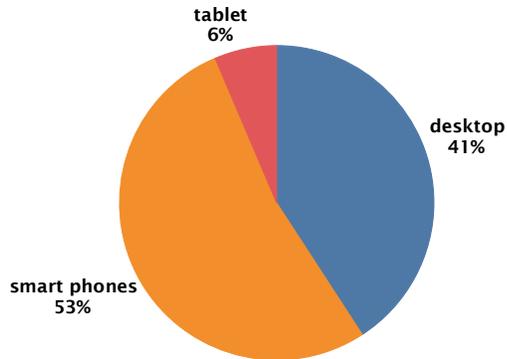
Most Affordable ZIP Codes 2022Q1



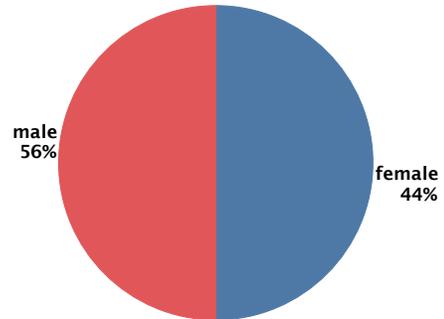
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Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2022Q1

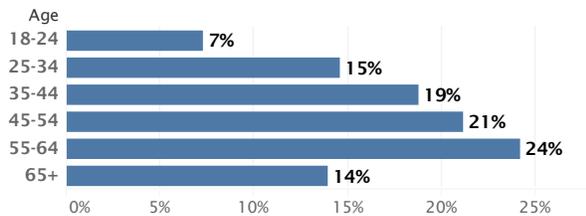


Male/Female Visitors 2022Q1



61% of potential buyers come from outside Wisconsin

What Age Groups are Shopping 2022Q1



Chicago

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

Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- Rockford, IL
- Denver, CO
- Los Angeles, CA
- Phoenix, AZ
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA
- Washington DC (Hagerstown MD)
- Dallas-Ft. Worth, TX
- Tampa-St. Petersburg (Sarasota), FL

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