



# Lake Real Estate Market Report

Chapter 1  
Available Lake Homes and Land Report

**Summer 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

Primary residential real estate markets are currently buffeted by inventory shortages, mortgage interest rate increases, and inflation. The war in Ukraine has receded from the top headlines, but the impact of this conflict will continue to be far-reaching and span more than 2022.

Lake real estate is also affected by these challenges, but with a few twists, most lake homeowners and buyers may forget to consider when deciding to sell or buy (and for what price).

Our team knows more about the lake real estate market in the United States than any brokerage. Therefore, we offer this report to share many interesting and valuable insights which we see daily. In addition, I offer my **observations and opinions based** on our unique access to data.

Some of my points apply to general residential real estate too. However, where lake real estate markets are different, **they are often exceptionally different!**

1. I had earlier predicted that the lake real estate **market activity during 2022 would slightly exceed 2021; PROVIDED** there are enough appropriately priced homes for buyers to purchase (which is a serious problem inhibiting any boom).

That is still my projection, but I am reducing my expected market increase due to the still slow pace of lake homes coming on the market. Naturally, I am considering a market without any new black swan events like nuclear war or a new virus. I now anticipate that the 2022 lake real estate market **will be up only 5% to 10%** (compared to my prior prediction of an increase of 10% to 20%), with buyer demand remaining strong but not as red-hot as 2020 and 2021.

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

2. **Inflation and “skimpflation” (spending the same amount but on lesser quality items) is now present** in many markets, including real estate. This issue will continue, even if it does not become runaway inflation.

Speaking of “**skimpflation**,” this is a continuing trend at many lakes. As a result, many 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 the amount they originally intended to offer/spend**.

Two factors primarily drive this trend. The first is an acceptance of long-term inventory limitations. As a result, Lake home buyers can buy a lesser property within their budget or won't buy at all. This trend is a more significant factor at the lake because lake property is a discretionary purchase.

Second is a tapering of the mob of bidders driven by desperation and a slow return to financial and investment prudence due to concerns about inflation and the direction of the U.S. economy.

These recent trends are essential to consider when pricing property if selling a lake home.

3. 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**.

For the first time in a long time, **we’ve seen inventory levels stop shrinking and, in some markets, increase slightly. However, this trend is not necessarily as meaningful as it first appears.** At some point, hitting historically low inventory levels can mean hitting effective bottom. Adding just a few more listings can make a notable percentage difference in these markets.

However, in some regions, a home inventory increase occurs because of an influx of homes priced so high they will rarely sell. These are the opportunistic sellers who think they have won the lottery. In a few cases, they are not wrong and get the premium they sought. However, other overpriced homes stay on the market, increasing the inventory but not necessarily transactions. This anomaly will shake out, but these patterns are not what they may first appear for now.

During the pandemic, 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 more “overly optimistic” sellers asking prices that may not attract any buyers. This shift will adjust to more reasonable pricing as the market adjusts to reality.

4. Even with high demand and high sale prices, I continue to see many sellers lulled into receiving less money at the closing table by agents anxious to work less and make more money for themselves.

While it requires far more discussion than I can share here, I recommend all lake home sellers understand that using a low-commission broker and selling in only one day (or one weekend) can sound very appealing. However, this strategy **fails to have the smoothest contracts or bring 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 can make these problems more pronounced. Therefore, please evaluate your real estate agent’s overall plan carefully. Don’t let an agent using a “hot” market instead of their effort fool you into **foregoing more of your “net to seller” money!**

5. Changes in interest rates will **NOT be a significant issue for lake real estate in 2022** (other than the influence of overall real estate market perception). Lake home buyers often pay cash, particularly if it is a second home, so mortgage availability has little impact.
6. **If you own lake property, I encourage you to view your property with an investment mindset.** The peak market will not last forever, and we only see the peak after we have passed it.

**“If you own lake property, I encourage you to view your property with an investment mindset.”**

The key is to consider your future. If you anticipate holding this home/investment for more than five to ten years, 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.**

7. From the buyers visiting LakeHomes.com, we know **many buyers are shopping for a lake home across MULTIPLE LAKES**, sometimes even in different states. If you are selling, then it is wise to price your lake property with a **solid understanding of multiple markets**, like the information in this report. Then, arm yourself with guidance on home **prices on similar lakes** in other areas of the country. That's something our licensed agents can uniquely assist home sellers with throughout our markets.
8. I am sometimes asked, "If there is 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?"

My answer: Lake home buyers see these homes listed online and consider them **grossly overpriced**. Such buyers have no interest in wasting their time asking about these properties, much less asking to see them. Buyers may be eager, 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.**

Our agents report buyers expressing **concerns about economic uncertainty**. That's the primary reason for hesitancy in buying and disinterest in paying a premium for a lake home right now.

With economic, debt, and now energy challenges expected in coming years, many lake home **buyers are eager but prudent**. Grossly overpriced lake homes and lots **will sit unsold, and no amount of marketing can overcome that problem. Therefore, appropriate initial pricing is critically vital** for maximum financial return for lake home sellers.

Please visit us at LakeHomes.com to learn more, and don't forget that if you would like more localized information, our licensed real estate agents are THE local lake real estate experts!

**“For the first time in a long time, we’ve seen inventory levels stop shrinking and, in some markets, increase slightly.”**

- 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 May 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 May 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	\$1,376,088,901	6. Lake Travis, TX	\$600,399,443
2. Puget Sound, WA	\$1,064,141,889	7. Lake Lanier, GA	\$570,206,824
3. Lake Washington, WA	\$959,374,443	8. Lake Wylie, NC/SC*	\$427,262,113
4. Lake Norman, NC	\$797,984,880	9. Lake Oconee, GA	\$416,080,302
5. Lake Michigan, MI	\$701,660,919	10. Lake Of The Ozarks, MO	\$404,806,940

## Largest Home Markets

1. Lake Michigan, IL	\$1,358,083,101
2. Puget Sound, WA	\$958,525,051
3. Lake Washington, WA	\$883,509,219
4. Lake Norman, NC	\$654,898,150
5. Lake Michigan, MI	\$509,332,767
6. Lake Travis, TX	\$444,073,596
7. Lake Lanier, GA	\$417,630,327
8. Lake Wylie, NC/SC*	\$376,106,813
9. Lake Oconee, GA	\$337,151,830
10. Lake Of The Ozarks, MO	\$321,996,811

## Largest Land Markets

1. Lake Michigan, MI	\$192,328,152
2. Lake Travis, TX	\$156,325,847
3. Lake Lanier, GA	\$152,576,497
4. Lake Norman, NC	\$143,086,730
5. Puget Sound, WA	\$105,616,838
6. Lake Keowee, SC	\$98,955,222
7. Lewis Smith Lake, AL	\$93,342,329
8. Smith Mountain Lake, VA	\$88,099,680
9. Flathead Lake, MT	\$84,809,651
10. Table Rock Lake, AR/MO*	\$83,562,438

## Most Expensive Homes

1. Whitefish Lake, MT	\$6,026,917
2. Lake Washington, WA	\$3,909,333
3. Heron Lagoon, FL	\$3,877,785
4. Lake Vedra, FL	\$3,849,300
5. Flathead Lake, MT	\$3,540,067
6. Lake Butler, FL	\$3,217,814
7. Coeur d'Alene Lake, ID	\$3,202,555
8. Lake Down, FL	\$3,076,283
9. Hayden Lake, ID	\$2,961,427
10. Volunteer Park Reservoir, WA	\$2,800,967

## Most Affordable Homes

1. Lake Catherine, FL	\$139,808
2. Peoria Lake, IL	\$148,327
3. East Park Reservoir, PA	\$148,768
4. Lake Sparkle, FL	\$153,461
5. Four Lakes, IL	\$163,492
6. Lake Cottage Grove, IL	\$169,417
7. Lake Huron - Bay City Area, MI	\$181,504
8. Pomme De Terre Lake, MO	\$186,233
9. Chaplin Lake, LA	\$187,900
10. Alabama River, AL	\$191,106

## Most Listings

Lake Michigan, IL	1,759	Lake Michigan, MI	755
Table Rock Lake, AR/MO*	1,286	Lake Wylie, NC/SC*	754
Puget Sound, WA	1,129	Lake Hartwell, GA/SC*	727
Lake Norman, NC	1,026	Lake Lanier, GA	726
Lake Of The Ozarks, MO	984	Lake Conroe, TX	610

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

## Most Homes Available

Lake Michigan, IL	1,715
Puget Sound, WA	822
Lake Norman, NC	722
Lake Wylie, NC/SC*	596
Lake Of The Ozarks, MO	529
Lake Lanier, GA	499
Old Hickory Lake, TN	424
Lake Conroe, TX	417
Table Rock Lake, AR/MO*	404
Lake Michigan, MI	385

## Most Land Available

Table Rock Lake, AR/MO*	882
Lake Hartwell, GA/SC*	499
Lake Of The Ozarks, MO	455
Lewis Smith Lake, AL	431
Smith Mountain Lake, VA	423
Watts Bar Lake, TN	396
Lake Keowee, SC	380
Lake Michigan, MI	370
Clarks Hill Lake, GA/SC*	349
Thurmond Lake, GA/SC*	349

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Lake Washington, WA	\$6,176,793
2. East Park Reservoir, PA	\$2,839,394
3. Lake Austin, TX	\$1,984,160
4. Lake Cascade, ID	\$1,138,234
5. Lake O' the Pines, TX	\$1,038,493
6. Lake Tapps, WA	\$993,136
7. Weeki Wachee Swamp, FL	\$864,053
8. Lake St Clair, MI	\$745,034
9. Hayden Lake, ID	\$731,268
10. Lake Chelan, WA	\$676,201

### Listings of 10 Acres or More

1. Flathead Lake, MT	\$204,723
2. Lake Lanier, GA	\$93,153
3. Lake Keowee, SC	\$81,838
4. Lake Harris, FL	\$80,958
5. Lake Travis, TX	\$80,524
6. Pend Oreille Lake, ID	\$79,344
7. Lake Wylie, NC	\$73,676
8. Lake Michigan - Petoskey Area, MI	\$63,731
9. Coeur d'Alene Lake, ID	\$57,653
10. Lake Winnepesaukee, NH	\$57,454

## Most Affordable Land Per Acre

### Listings of Less Than 10 Acres

1. Hidden Lake - Nebo, NC	\$9,699
2. Cordell Hull Lake, TN	\$11,369
3. Birch Lake, OK	\$11,681
4. Bankhead Lake, AL	\$11,966
5. Bull Shoals Lake, MO	\$14,047
6. Tink Wig Lake, PA	\$14,856
7. Bull Shoals Lake, AR	\$15,139
8. Cumberland Lakes, TN	\$15,439
9. Longville Lake, LA	\$16,031
10. Lake Independence, VA	\$16,755

### Listings of 10 Acres or More

1. Oneida Lake, NY	\$2,405
2. Rufus Woods Lake, WA	\$2,717
3. Kentucky Lake, TN	\$3,200
4. Tennessee River - West/Middle TN, TN	\$3,372
5. Bull Shoals Lake, MO	\$3,528
6. Great Sacandaga Lake, NY	\$3,715
7. Oologah Lake, OK	\$4,579
8. Lake Eufaula, OK	\$4,620
9. Dale Hollow Lake, TN	\$5,166
10. Leesville Lake, VA	\$5,264

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

# Top-Ranked By State

## Largest Markets

Alabama:	Lewis Smith Lake	\$253,069,674
Arkansas:	Table Rock Lake*	\$347,792,787
Connecticut:	Candlewood Lake	\$38,149,400
Florida:	Lake Maitland	\$90,200,900
Georgia:	Lake Lanier	\$570,206,824
Idaho:	Coeur d'Alene Lake	\$240,931,050
Illinois:	Lake Michigan	\$1,376,088,901
Indiana:	Geist Reservoir	\$34,513,400
Iowa:	West Okoboji Lake	\$20,887,000
Kentucky:	Kentucky Lake*	\$62,375,909
Louisiana:	Lake Pontchartrain	\$77,411,824
Maryland:	Deep Creek Lake	\$108,012,395
Massachusetts:	Back Bay Fens	\$56,942,428
Michigan:	Lake Michigan	\$701,660,919
Minnesota:	Lake Minnetonka	\$198,940,221
Mississippi:	Ross R Barnett Reservoir	\$39,870,146
Missouri:	Lake Of The Ozarks	\$404,806,940
Montana:	Flathead Lake	\$302,387,251
Nebraska:	Newport Landing Lake	\$19,541,893
New Hampshire:	Lake Winnepesaukee	\$231,829,142
New York:	Lake Champlain*	\$128,681,283
North Carolina:	Lake Norman	\$797,984,880
North Dakota:	Lake Sakakawea	\$11,534,542
Oklahoma:	Grand Lake	\$140,968,000
Pennsylvania:	Lake Wallenpaupack	\$55,797,272
South Carolina:	Lake Wylie*	\$427,262,113
Tennessee:	Old Hickory Lake	\$367,382,113
Texas:	Lake Travis	\$600,399,443
Vermont:	Lake Champlain*	\$128,681,283
Virginia:	Smith Mountain Lake	\$218,090,062
Washington:	Puget Sound	\$1,064,141,889
Wisconsin:	Geneva Lake	\$69,672,200

## Most Listings

Alabama:	Lewis Smith Lake	603
Arkansas:	Table Rock Lake*	1,286
Connecticut:	Candlewood Lake	50
Florida:	Lake Weohyakapka (Walk in Water)	134
Georgia:	Lake Hartwell*	727
Idaho:	Pend Oreille Lake	178
Illinois:	Lake Michigan	1,759
Indiana:	Lake Freeman	50
Iowa:	Clear Lake	22
Kentucky:	Lake Cumberland	414
Louisiana:	Lake Pontchartrain	145
Maryland:	Deep Creek Lake	133
Massachusetts:	Back Bay Fens	65
Michigan:	Lake Michigan	755
Minnesota:	Lake Minnetonka	114
Mississippi:	Ross R Barnett Reservoir	123
Missouri:	Table Rock Lake*	1,286
Montana:	Flathead Lake	126
Nebraska:	Beaver Lake	51
New Hampshire:	Lake Winnepesaukee	209
New York:	Lake Champlain*	255
North Carolina:	Lake Norman	1,026
North Dakota:	Lake Sakakawea	51
Oklahoma:	Lake Eufaula	416
Pennsylvania:	Lake Wallenpaupack	182
South Carolina:	Lake Wylie*	754
Tennessee:	Old Hickory Lake	518
Texas:	Lake Conroe	610
Vermont:	Lake Champlain*	255
Virginia:	Smith Mountain Lake	558
Washington:	Puget Sound	1,129
Wisconsin:	Prairie Lake - Prairie Lake	80

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

## Largest Home Markets

Alabama:	Lewis Smith Lake	\$159,627,445
Arkansas:	Table Rock Lake*	\$264,230,349
Connecticut:	Candlewood Lake	\$36,775,500
Florida:	Lake Maitland	\$81,308,900
Georgia:	Lake Lanier	\$417,630,327
Idaho:	Coeur d'Alene Lake	\$166,817,850
Illinois:	Lake Michigan	\$1,358,083,101
Indiana:	Geist Reservoir	\$34,018,900
Iowa:	West Okoboji Lake	\$19,212,000
Kentucky:	Kentucky Lake*	\$45,081,098
Louisiana:	Lake Pontchartrain	\$67,977,010
Maryland:	Deep Creek Lake	\$83,597,095
Massachusetts:	Back Bay Fens	\$56,033,428
Michigan:	Lake Michigan	\$509,332,767
Minnesota:	Lake Minnetonka	\$181,356,021
Mississippi:	Ross R Barnett Reservoir	\$33,250,190
Missouri:	Lake Of The Ozarks	\$321,996,811
Montana:	Flathead Lake	\$217,577,600
Nebraska:	Newport Landing Lake	\$18,229,893
New Hampshire:	Lake Winnepesaukee	\$196,011,146
New York:	Lake Champlain*	\$104,266,983
North Carolina:	Lake Norman	\$654,898,150
North Dakota:	Lake Sakakawea	\$4,044,390
Oklahoma:	Grand Lake	\$101,921,150
Pennsylvania:	Lake Wallenpaupack	\$46,855,286
South Carolina:	Lake Wylie*	\$376,106,813
Tennessee:	Old Hickory Lake	\$315,203,968
Texas:	Lake Travis	\$444,073,596
Vermont:	Lake Champlain*	\$104,266,983
Virginia:	Smith Mountain Lake	\$129,990,382
Washington:	Puget Sound	\$958,525,051
Wisconsin:	Geneva Lake	\$61,467,300

## Most Homes Available

Alabama:	Lewis Smith Lake	171
Arkansas:	Table Rock Lake*	404
Connecticut:	Candlewood Lake	46
Florida:	Lake Tarpon	119
Georgia:	Lake Lanier	499
Idaho:	Pend Oreille Lake	79
Illinois:	Lake Michigan	1,715
Indiana:	Geist Reservoir	35
Iowa:	Clear Lake	18
Kentucky:	Lake Cumberland	108
Louisiana:	Lake Pontchartrain	105
Maryland:	Deep Creek Lake	83
Massachusetts:	Back Bay Fens	62
Michigan:	Lake Michigan	385
Minnesota:	Lake Minnetonka	100
Mississippi:	Ross R Barnett Reservoir	78
Missouri:	Lake Of The Ozarks	529
Montana:	Flathead Lake	65
Nebraska:	Zorinsky Lake	25
New Hampshire:	Lake Winnepesaukee	144
New York:	Lake Champlain*	187
North Carolina:	Lake Norman	722
North Dakota:	Lake Sakakawea	7
Oklahoma:	Lake Eufaula	136
Pennsylvania:	Lake Wallenpaupack	87
South Carolina:	Lake Wylie*	596
Tennessee:	Old Hickory Lake	424
Texas:	Lake Conroe	417
Vermont:	Lake Champlain*	187
Virginia:	Smith Mountain Lake	135
Washington:	Puget Sound	822
Wisconsin:	Geneva Lake	39

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



## Largest Land Markets

Alabama:	Lewis Smith Lake	\$93,342,329
Arkansas:	Table Rock Lake*	\$83,562,438
Connecticut:	Bantam Lake	\$7,694,000
Florida:	Lake Harris	\$33,815,250
Georgia:	Lake Lanier	\$152,576,497
Idaho:	Pend Oreille Lake	\$79,428,299
Illinois:	Lake Michigan	\$18,005,800
Indiana:	Lake Shafer	\$4,155,900
Iowa:	East Okoboji Lake	\$3,047,000
Kentucky:	Lake Cumberland	\$17,388,592
Louisiana:	Lake Charles	\$21,658,930
Maryland:	Deep Creek Lake	\$24,415,300
Massachusetts:	Cedar Pond	\$3,199,995
Michigan:	Lake Michigan	\$192,328,152
Minnesota:	Lake Minnetonka	\$17,584,200
Mississippi:	Lake Caroline	\$8,195,720
Missouri:	Table Rock Lake*	\$83,562,438
Montana:	Flathead Lake	\$84,809,651
Nebraska:	Beaver Lake	\$1,377,000
New Hampshire:	Lake Winnepesaukee	\$23,834,998
New York:	Lake Champlain*	\$15,946,300
North Carolina:	Lake Norman	\$143,086,730
North Dakota:	Lake Sakakawea	\$7,490,152
Oklahoma:	Lake Texoma*	\$35,392,173
Pennsylvania:	Lake Harmony - Split Rock	\$5,895,890
South Carolina:	Lake Keowee	\$98,955,222
Tennessee:	Old Hickory Lake	\$52,178,145
Texas:	Lake Travis	\$156,325,847
Vermont:	Lake Champlain*	\$15,946,300
Virginia:	Smith Mountain Lake	\$88,099,680
Washington:	Puget Sound	\$105,616,838
Wisconsin:	Geneva Lake	\$8,204,900

## Most Land Available

Alabama:	Lewis Smith Lake	431
Arkansas:	Table Rock Lake*	882
Connecticut:	Woodridge Lake - Goshen	11
Florida:	Lake Weohyakapka (Walk in Water)	117
Georgia:	Lake Hartwell*	499
Idaho:	Pend Oreille Lake	99
Illinois:	Lake Michigan	44
Indiana:	Lake Freeman	31
Iowa:	Sun Valley Lake	13
Kentucky:	Lake Cumberland	306
Louisiana:	Oden Lake	58
Maryland:	Deep Creek Lake	50
Massachusetts:	Ashmere Reservoir	11
Michigan:	Lake Michigan	370
Minnesota:	Lake Vermilion	44
Mississippi:	Ross R Barnett Reservoir	45
Missouri:	Table Rock Lake*	882
Montana:	Flathead Lake	61
Nebraska:	Beaver Lake	41
New Hampshire:	Lake Winnepesaukee	54
New York:	Lake Champlain*	60
North Carolina:	Lake Norman	304
North Dakota:	Lake Sakakawea	44
Oklahoma:	Lake Eufaula	269
Pennsylvania:	Lake Wallenpaupack	92
South Carolina:	Lake Hartwell*	499
Tennessee:	Watts Bar Lake	396
Texas:	Lake Livingston	337
Vermont:	Lake Champlain*	60
Virginia:	Smith Mountain Lake	423
Washington:	Puget Sound	307
Wisconsin:	Prairie Lake - Prairie Lake	73

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

## Most Expensive Homes

Alabama:	Wilson Lake	\$1,953,553
Arkansas:	Beaver Lake	\$860,291
Connecticut:	Lake Lillinonah	\$1,175,890
Florida:	Heron Lagoon	\$3,877,785
Georgia:	Lake Blue Ridge	\$1,411,560
Idaho:	Coeur d'Alene Lake	\$3,202,555
Illinois:	Skokie Lagoons	\$2,028,090
Indiana:	Lake Michigan	\$1,333,720
Iowa:	West Okoboji Lake	\$1,477,846
Kentucky:	Kentucky Lake	\$602,305
Louisiana:	Cross Lake	\$740,321
Maryland:	Deep Creek Lake	\$1,007,194
Massachusetts:	Spy Pond	\$1,262,653
Michigan:	Lake Michigan - Petoskey Area	\$2,347,106
Minnesota:	Lake Minnetonka	\$1,813,560
Mississippi:	Lake Caroline	\$560,188
Missouri:	Table Rock Lake	\$677,205
Montana:	Whitefish Lake	\$6,026,917
Nebraska:	Newport Landing Lake	\$1,139,368
New Hampshire:	Sunapee Lake	\$1,992,462
New York:	Skaneateles Lake	\$2,008,313
North Carolina:	Lake Toxaway	\$1,947,417
Oklahoma:	Lake Texoma	\$968,793
Pennsylvania:	Springton Reservoir	\$1,048,900
South Carolina:	Lake Keowee	\$1,356,436
Tennessee:	Pickwick Lake	\$997,394
Texas:	Lake Austin	\$2,363,621
Vermont:	Lake Champlain - Addison Area	\$640,947
Virginia:	Lake Manassas	\$1,013,481
Washington:	Lake Washington	\$3,909,333
Wisconsin:	Geneva Lake	\$1,576,085

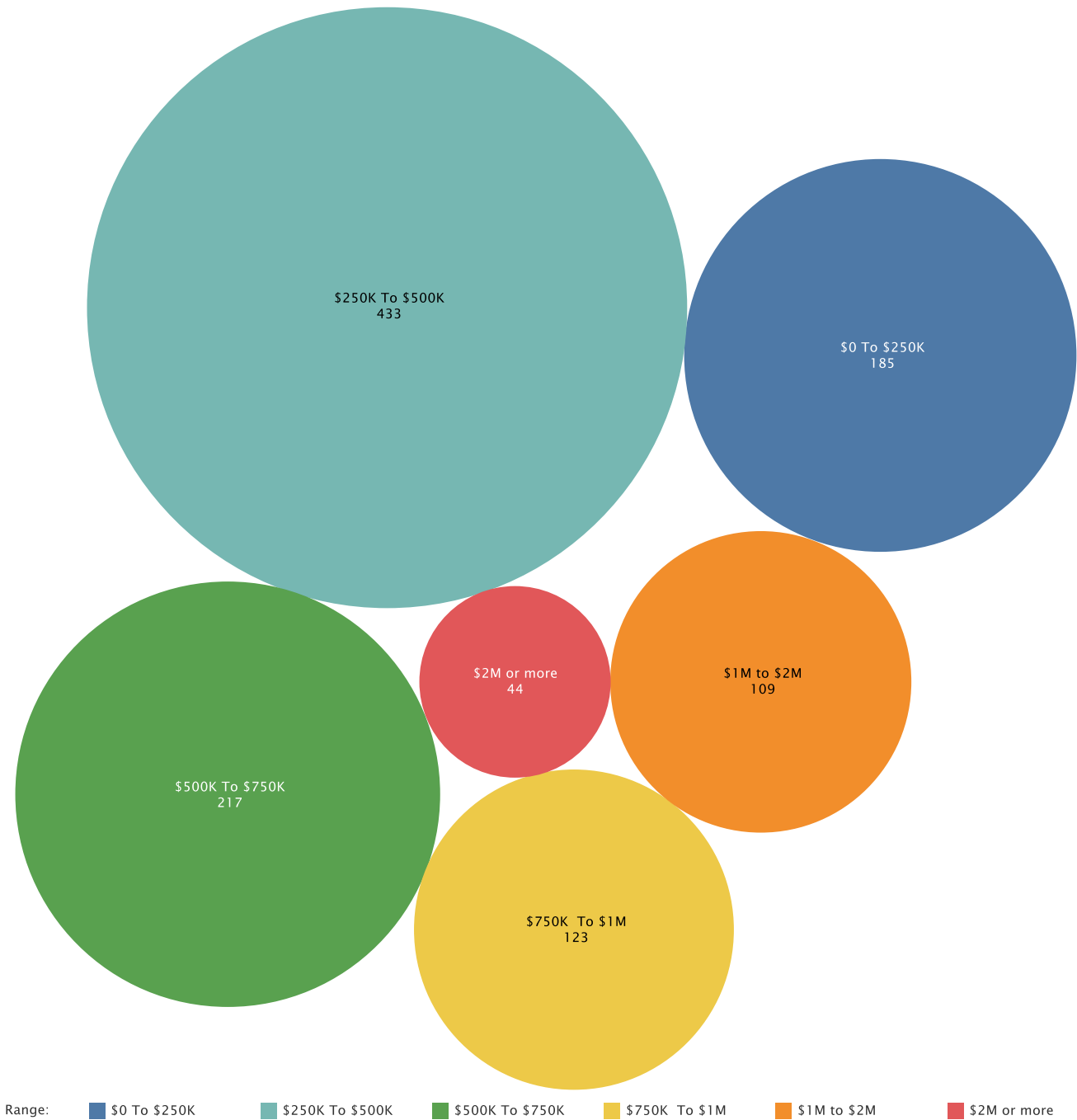
## Most Affordable Homes

Alabama:	Alabama River	\$191,106
Arkansas:	Lake Windsor	\$407,820
Connecticut:	Bolton Lake	\$606,000
Florida:	Lake Catherine	\$139,808
Georgia:	High Falls Lake	\$287,623
Idaho:	Twin Lakes	\$508,542
Illinois:	Peoria Lake	\$148,327
Indiana:	Cedar Lake	\$308,146
Iowa:	Clear Lake	\$552,140
Kentucky:	Lake Cumberland	\$325,282
Louisiana:	Chaplin Lake	\$187,900
Maryland:	Lake Lariat	\$320,983
Massachusetts:	Watershops Pond	\$247,915
Michigan:	Lake Huron - Bay City Area	\$181,504
Minnesota:	Lake Mary - Lake Mary Twp	\$217,230
Mississippi:	Ross R Barnett Reservoir	\$426,284
Missouri:	Pomme De Terre Lake	\$186,233
Montana:	Noxon Reservoir	\$908,500
Nebraska:	Plattsmouth Reservoir 12-a	\$277,153
New Hampshire:	Opechee Bay Reservoir	\$329,262
New York:	Lake Erie - Chautauqua Area	\$304,190
North Carolina:	Lake Royale	\$364,431
Oklahoma:	Lake Claremore	\$340,305
Pennsylvania:	East Park Reservoir	\$148,768
South Carolina:	Forest Lake	\$304,908
Tennessee:	Lake Tansi	\$276,848
Texas:	Lake Brownwood	\$312,807
Vermont:	Lake Champlain - Swanton Area	\$440,176
Virginia:	Placid Lake	\$285,927
Washington:	Lake Sacajawea	\$382,733
Wisconsin:	Rice Lake 230 - Rice Lake	\$290,760

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

ALABAMA

Price Breakdown by Number of Homes in the Alabama Market 2022Q2



# Alabama

The total Alabama market grew from \$93 MM in spring 2022 to \$1.2 BB resulting in a 25% increase.

## Largest Markets

1. Lewis Smith Lake	\$253,069,674	21.0%	6. Lake Tuscaloosa	\$55,037,514	4.6%
2. Lake Martin	\$149,811,115	12.5%	7. Lake Wedowee	\$54,468,252	4.5%
3. Lake Guntersville	\$146,166,540	12.2%	8. Pickwick Lake*	\$47,500,442	3.9%
4. Logan Martin Lake	\$65,212,070	5.4%	9. Lake Eufaula*	\$36,873,755	3.1%
5. Wilson Lake	\$62,591,697	5.2%	10. Neely Henry Lake	\$35,366,736	2.9%

**Total Alabama Market:**

**\$1,202,653,784**

## Largest Home Markets

1. Lewis Smith Lake	\$159,627,445	20.3%
2. Lake Martin	\$117,445,416	14.9%
3. Lake Guntersville	\$77,200,247	9.8%
4. Logan Martin Lake	\$50,772,374	6.5%
5. Pickwick Lake*	\$38,290,750	4.9%
6. Wilson Lake	\$37,117,498	4.7%
7. Lake Tuscaloosa	\$32,120,899	4.1%
8. Greystone Lake II	\$30,946,165	3.9%
9. Neely Henry Lake	\$26,942,036	3.4%
10. Lay Lake	\$22,080,100	2.8%

**Total Alabama Home Market:**

**\$787,041,413**

## Largest Land Markets

1. Lewis Smith Lake	\$93,342,329	22.5%
2. Lake Guntersville	\$68,966,293	16.6%
3. Lake Wedowee	\$32,553,052	7.8%
4. Lake Martin	\$32,365,699	7.8%
5. Wilson Lake	\$25,474,199	6.1%
6. Lake Eufaula*	\$23,662,055	5.7%
7. Lake Tuscaloosa	\$22,916,615	5.5%
8. Logan Martin Lake	\$14,439,696	3.5%
9. Wheeler Lake	\$12,657,100	3.0%
10. Weiss Lake	\$11,888,349	2.9%

**Total Alabama Land Market:**

**\$415,512,471**

Lewis Smith Lake now ranks in the #1 spot on the Largest Home Markets list, previously held by Wheeler Lake from spring 2022.

## Most Expensive Homes

1. Wilson Lake	\$1,953,553
2. Lewis Smith Lake	\$993,469

## Most Affordable Homes

1. Lake Wedowee	\$548,469
2. Lake Cameron	\$562,729

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

## Most Listings

1. Lewis Smith Lake	603	17.6%	6. Weiss Lake	192	5.6%
2. Lake Guntersville	376	11.0%	7. Neely Henry Lake	160	4.7%
3. Logan Martin Lake	264	7.7%	8. Lake Tuscaloosa	159	4.6%
4. Lake Wedowee	231	6.7%	9. Lay Lake	140	4.1%
5. Lake Martin	226	6.6%	10. Lake Eufaula*	110	3.2%

**Total Alabama Listings:**

**3,428**

## Most Homes Available

1. Lewis Smith Lake	171	14.3%
2. Lake Martin	134	11.2%
3. Logan Martin Lake	126	10.5%
4. Lake Guntersville	95	7.9%
5. Neely Henry Lake	71	5.9%
6. Lay Lake	52	4.3%
7. Lake Wedowee	41	3.4%
7. Pickwick Lake*	41	3.4%
9. Weiss Lake	40	3.3%
10. Lake Eufaula*	38	3.2%

**Total Alabama Home Listings:**

**1,196**

## Most Land Available

1. Lewis Smith Lake	431	19.3%
2. Lake Guntersville	281	12.6%
3. Lake Wedowee	190	8.5%
4. Weiss Lake	152	6.8%
5. Logan Martin Lake	138	6.2%
6. Lake Tuscaloosa	123	5.5%
7. Lake Martin	92	4.1%
8. Neely Henry Lake	89	4.0%
9. Lay Lake	88	3.9%
10. Wilson Lake	75	3.4%

**Total Alabama Land Listings:**

**2,231**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Cameron	\$269,287
2. Wilson Lake	\$254,986
3. Lake Martin	\$173,729
4. Wheeler Lake	\$147,392
5. Lewis Smith Lake	\$115,431
6. Lake Guntersville	\$115,265
7. Lake Tuscaloosa	\$111,776
8. Jordan Lake	\$100,530

### *Listings of 10 Acres or More*

1. Lake Guntersville	\$34,411
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

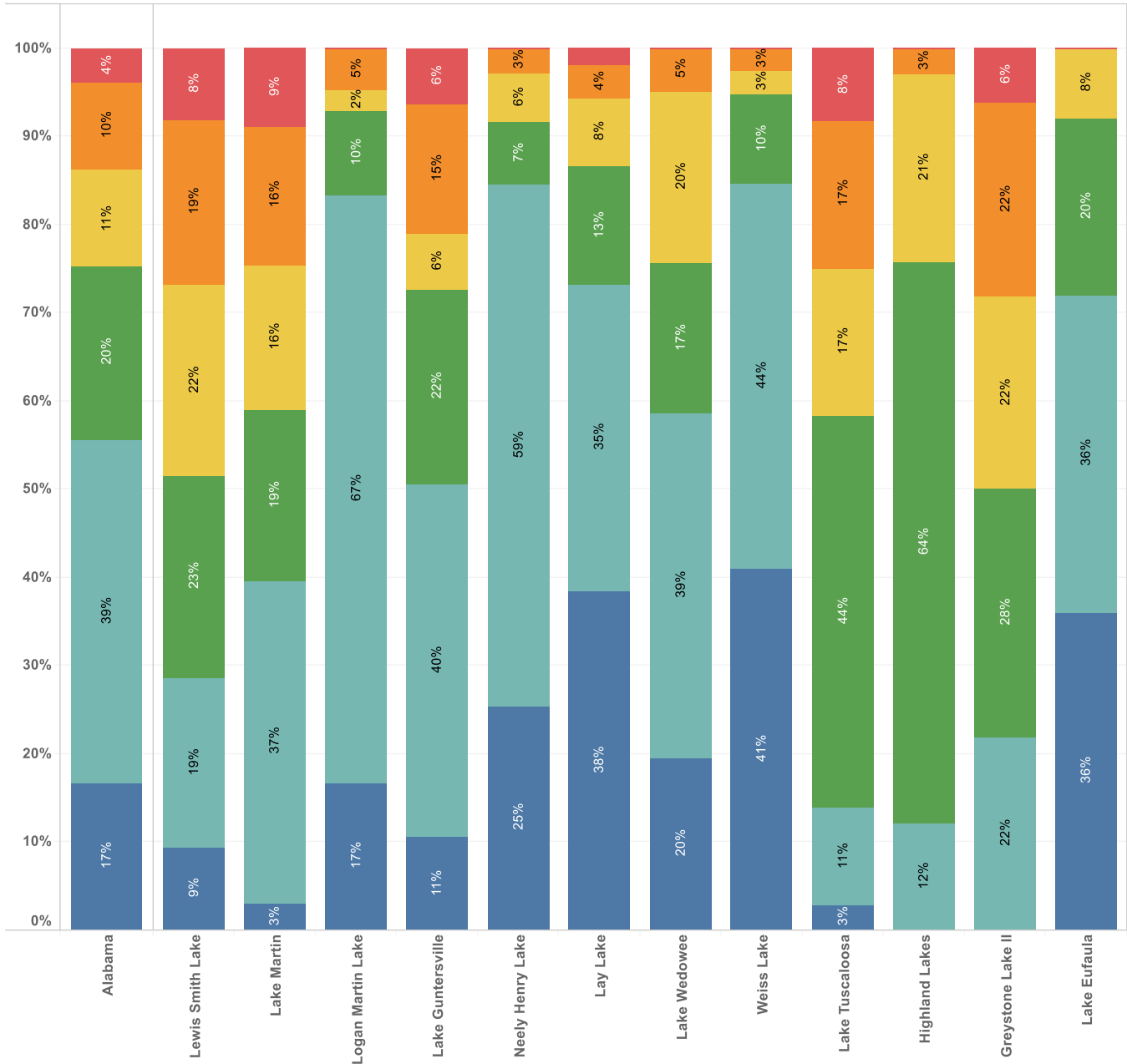
1. Bankhead Lake	\$11,966
2. Lake Harding	\$18,196
3. Alabama River	\$32,066
4. Echo Lake	\$40,405
5. Neely Henry Lake	\$41,783
6. Lay Lake	\$56,450
7. Weiss Lake	\$61,532
8. Logan Martin Lake	\$61,743

### *Listings of 10 Acres or More*

1. Lay Lake	\$7,677
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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 2022Q2



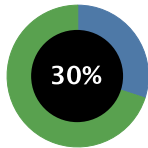
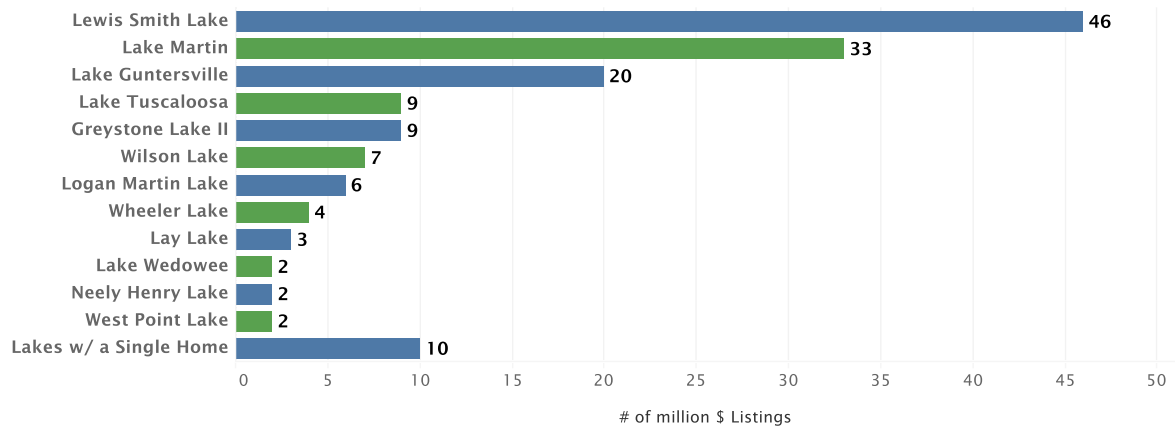
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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## Luxury Lake Real Estate in Alabama

Where Are The Million-Dollar Listings? 2022Q2

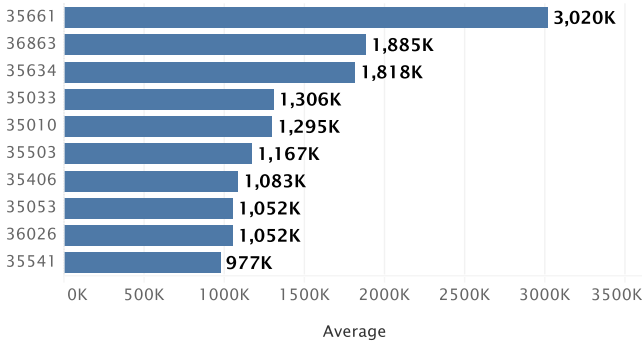


of \$1M+ Homes in Alabama are on Lewis Smith Lake

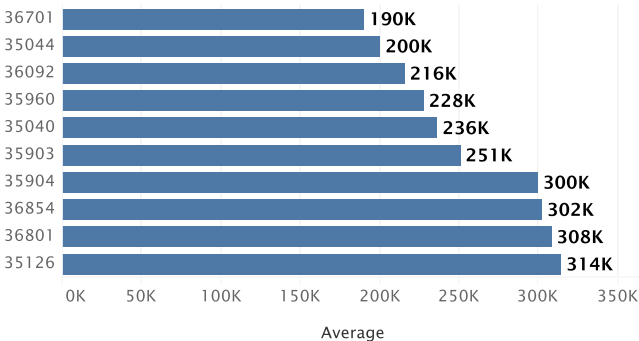
Total Number of \$1M+ Homes

153

Most Expensive ZIP Codes 2022Q2

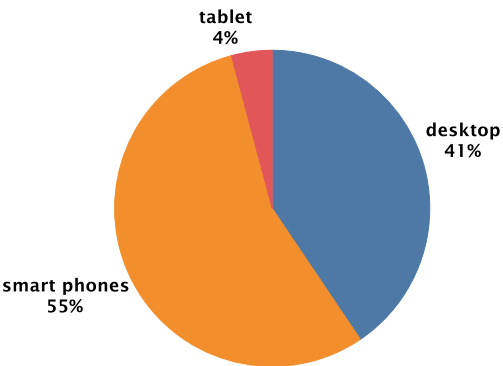


Most Affordable ZIP Codes 2022Q2

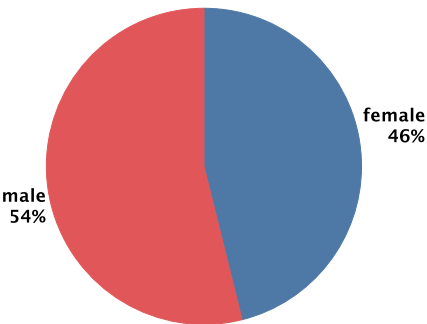


## Who's Shopping Alabama Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

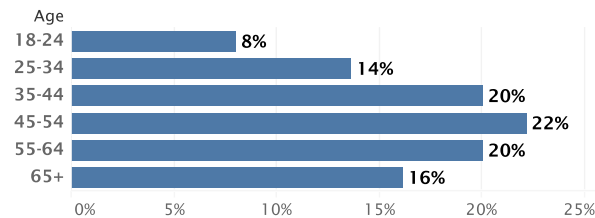


**59%** of potential buyers come from outside Alabama

### Atlanta

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

- Nashville, TN
- Columbus, GA
- Des Moines-Ames, IA
- Phoenix, AZ
- San Francisco-Oakland-San Jose, CA
- Raleigh-Durham (Fayetteville), NC
- Chicago, IL
- Dallas-Ft. Worth, TX
- Spokane, WA

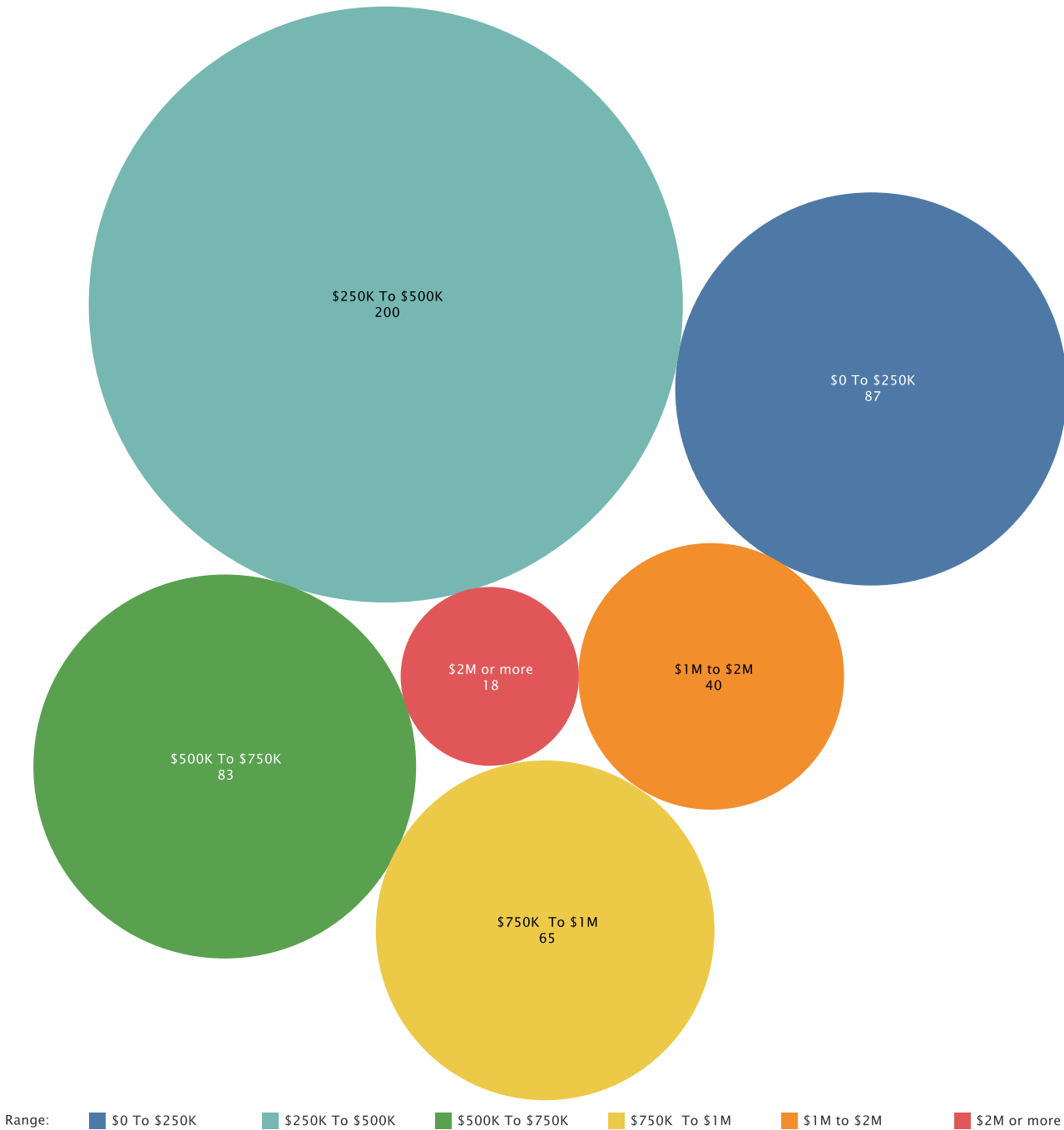


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ARKANSAS

Price Breakdown by Number of Homes in the Arkansas Market 2022Q2



# Arkansas

The total Arkansas market grew from \$642 MM in spring 2022 to \$772 MM resulting in an 18% increase.

## Largest Markets

1. Table Rock Lake*	\$347,792,787	45.1%	6. Loch Lomond	\$18,282,798	2.4%
2. Beaver Lake	\$143,585,110	18.6%	7. Lake Norfolk	\$10,988,685	1.4%
3. Lake Hamilton	\$100,530,021	13.0%	8. Lake Catherine	\$8,126,400	1.1%
4. Greers Ferry Lake	\$52,384,945	6.8%	9. Lake Fayetteville	\$7,297,800	0.9%
5. Bull Shoals Lake*	\$26,303,194	3.4%	10. Lake Balboa	\$5,381,700	0.7%

**Total Arkansas Market:** **\$771,867,038**

## Largest Home Markets

1. Table Rock Lake*	\$264,230,349	47.1%
2. Beaver Lake	\$96,352,577	17.2%
3. Lake Hamilton	\$76,864,621	13.7%
4. Greers Ferry Lake	\$22,922,900	4.1%
5. Bull Shoals Lake*	\$18,965,299	3.4%
6. Loch Lomond	\$16,127,400	2.9%
7. Lake Norfolk	\$6,754,795	1.2%
8. Lake Fayetteville	\$5,798,800	1.0%
9. Lake Balboa	\$5,332,900	0.9%
10. Lake Windsor	\$4,486,025	0.8%

**Total Arkansas Home Market:** **\$561,447,149**

## Largest Land Markets

1. Table Rock Lake*	\$83,562,438	39.7%
2. Beaver Lake	\$47,232,533	22.4%
3. Greers Ferry Lake	\$29,462,045	14.0%
4. Lake Hamilton	\$23,665,400	11.2%
5. Bull Shoals Lake*	\$7,337,895	3.5%
6. Lake Norfolk	\$4,233,890	2.0%
7. Lake Catherine	\$3,775,500	1.8%
8. Loch Lomond	\$2,155,398	1.0%
9. Lake Fayetteville	\$1,499,000	0.7%
10. Lake Elmdale	\$1,199,900	0.6%

**Total Arkansas Land Market:** **\$210,419,889**

Table Rock Lake increased its home market size from \$181 MM in spring 2022 to \$264 MM resulting in a 37% increase.

## Most Expensive Homes

1. Beaver Lake	\$860,291
2. Lake Hamilton	\$732,044

## Most Affordable Homes

1. Greers Ferry Lake	\$486,502
2. Loch Lomond	\$503,981

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

## Most Listings

1. Table Rock Lake*	1,286	44.4%	6. Loch Lomond	108	3.7%
2. Greers Ferry Lake	388	13.4%	7. Lake Catherine	63	2.2%
3. Beaver Lake	381	13.1%	8. Lake Brittany	58	2.0%
4. Lake Hamilton	143	4.9%	9. Lake Windsor	54	1.9%
5. Bull Shoals Lake*	134	4.6%	10. Lake Ann	39	1.3%

**Total Arkansas Listings:**

**2,898**

## Most Homes Available

1. Table Rock Lake*	404	45.5%
2. Beaver Lake	112	12.6%
3. Lake Hamilton	105	11.8%
4. Greers Ferry Lake	50	5.6%
5. Bull Shoals Lake*	49	5.5%
6. Loch Lomond	32	3.6%
7. Lake Windsor	11	1.2%
8. Lake Catherine	10	1.1%
9. Lake Bella Vista	9	1.0%
10. Lake Norfolk	8	0.9%

**Total Arkansas Home Listings:**

**887**

## Most Land Available

1. Table Rock Lake*	882	43.9%
2. Greers Ferry Lake	338	16.8%
3. Beaver Lake	269	13.4%
4. Bull Shoals Lake*	85	4.2%
5. Loch Lomond	76	3.8%
6. Lake Brittany	53	2.6%
6. Lake Catherine	53	2.6%
8. Lake Windsor	43	2.1%
9. Lake Hamilton	38	1.9%
10. Lake Ann	34	1.7%

**Total Arkansas Land Listings:**

**2,011**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Hamilton	\$310,249
2. Loch Lomond	\$76,460
3. Greers Ferry Lake	\$69,422
4. Lake Omaha	\$63,305
5. Lake Catherine	\$59,614
6. Beaver Lake	\$41,947
7. Lake Brittany	\$39,567
8. Lake Windsor	\$36,382

### *Listings of 10 Acres or More*

1. Beaver Lake	\$14,210
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

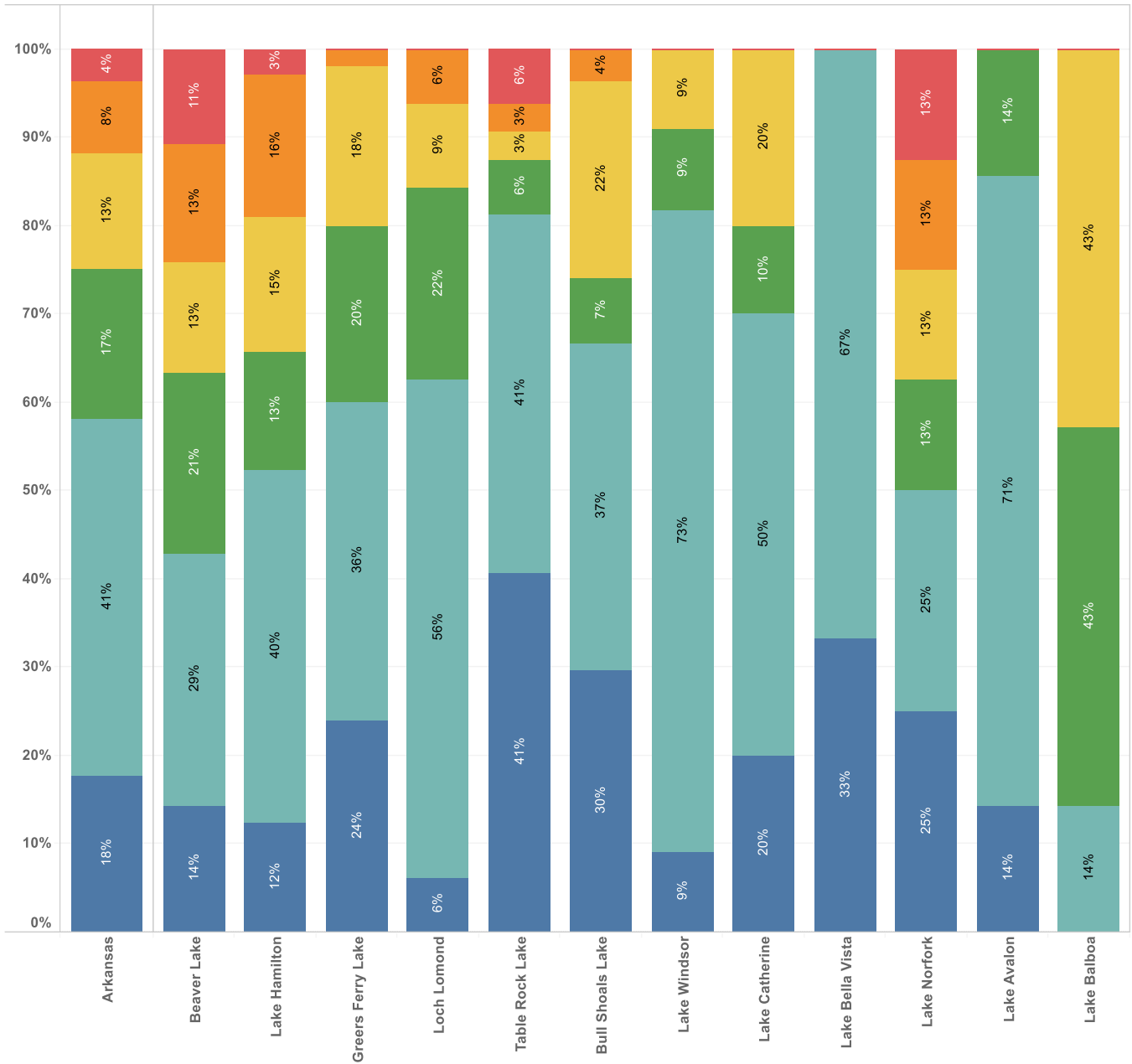
1. Bull Shoals Lake	\$15,139
2. Lake Norfolk	\$21,264
3. Table Rock Lake	\$21,717
4. Lake Avalon	\$31,104
5. Lake Ann	\$32,491
6. Lake Windsor	\$36,382
7. Lake Brittany	\$39,567
8. Beaver Lake	\$41,947

### *Listings of 10 Acres or More*

1. Greers Ferry Lake	\$6,261
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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 2022Q2



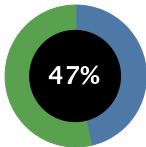
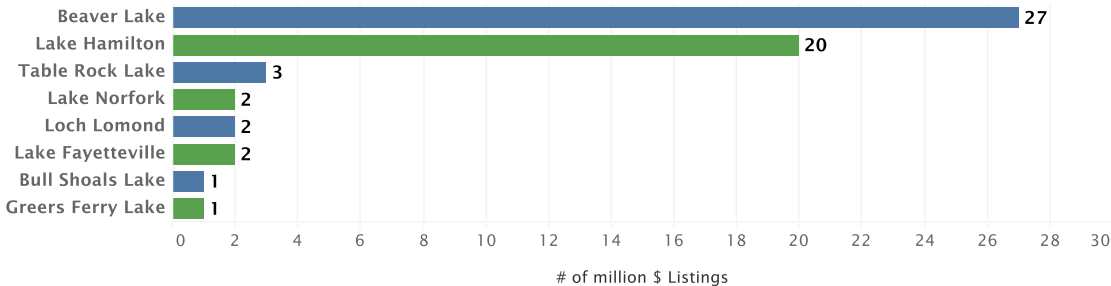
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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## Luxury Lake Real Estate in Arkansas

Where Are The Million-Dollar Listings? 2022Q2

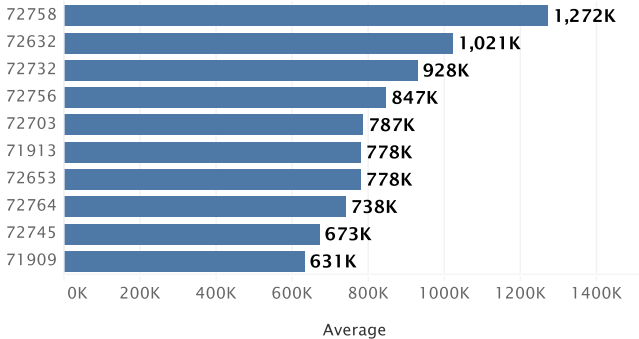


47% of \$1M+ Homes in Arkansas are on Beaver Lake

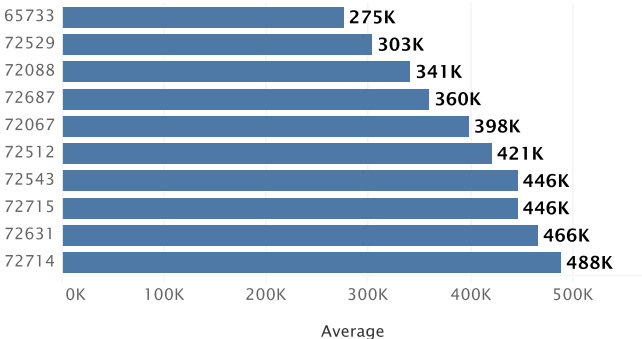
Total Number of \$1M+ Homes

58

Most Expensive ZIP Codes 2022Q2



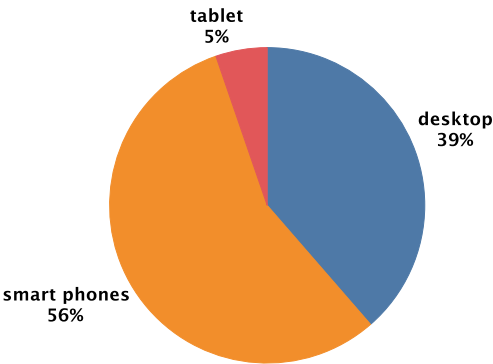
Most Affordable ZIP Codes 2022Q2



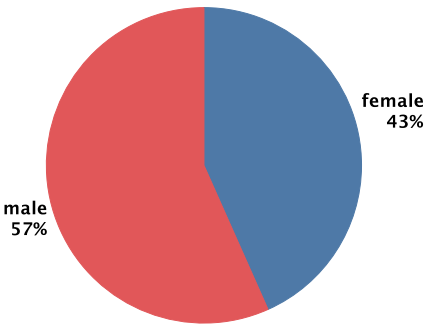
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## Who's Shopping Arkansas Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

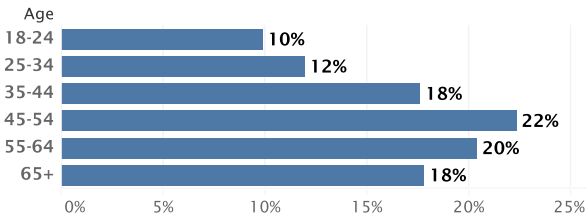


**77%** of potential buyers come from outside Arkansas

### Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

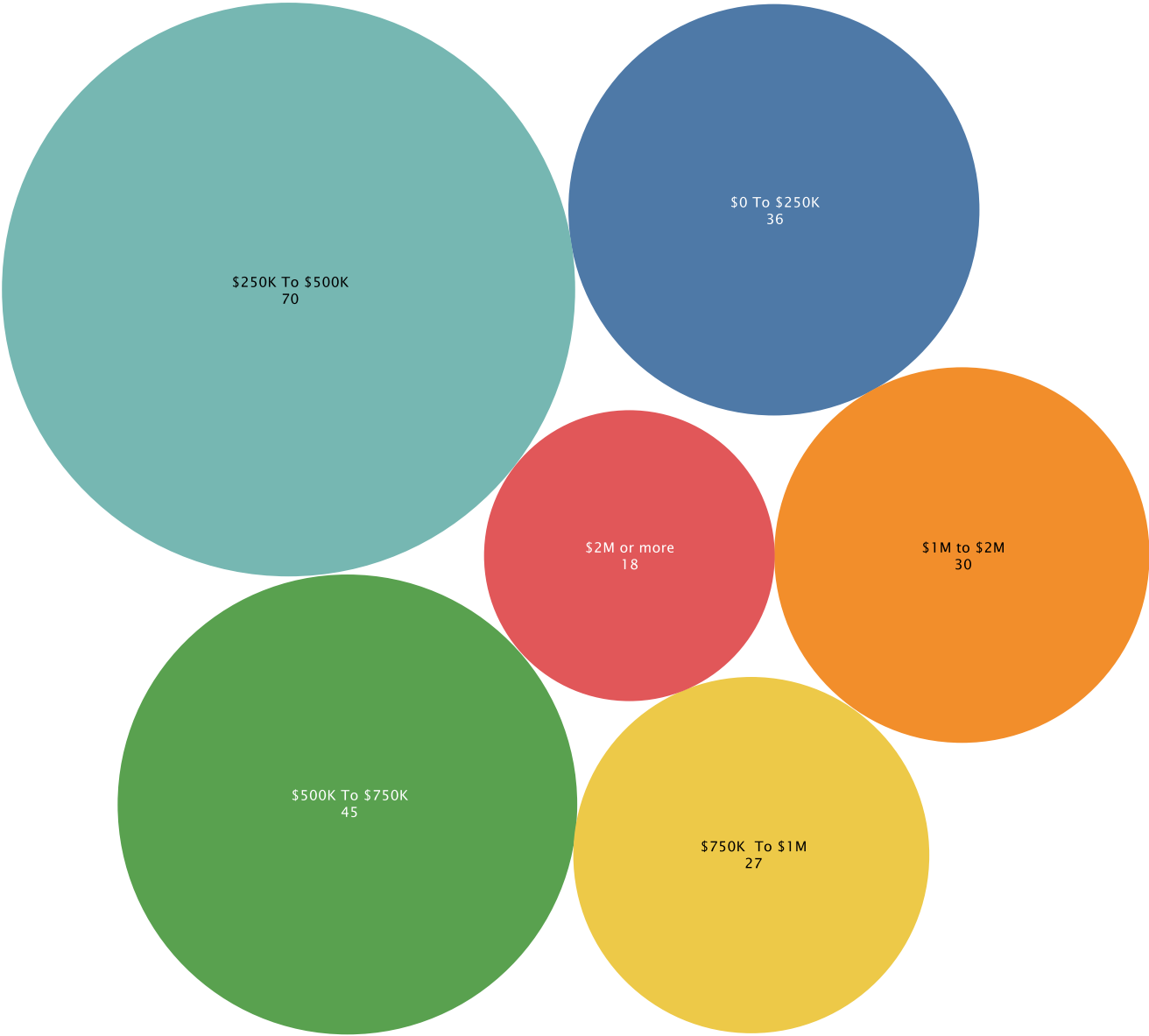
- Memphis, TN
- St. Louis, MO
- Chicago, IL
- Kansas City, MO
- Denver, CO
- Oklahoma City, OK
- Springfield, MO
- Houston, TX
- Los Angeles, CA



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CONNECTICUT

Price Breakdown by Number of Homes in the Connecticut Market 2022Q2



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



# Connecticut

The total Connecticut market grew from \$139 MM in spring 2022 to \$212 MM resulting in a 42% increase.

## Largest Markets

1. Candlewood Lake	\$38,149,400	18.0%
2. Bantam Lake	\$25,418,000	12.0%
3. Woodridge Lake - Goshen	\$14,768,300	7.0%
4. Lake Lillinonah	\$13,311,900	6.3%
5. Lake Waramaug	\$12,733,950	6.0%

**Total Connecticut Market:** **\$212,236,146**

## Most Listings

1. Candlewood Lake	50	17.1%
2. Woodridge Lake - Goshen	25	8.5%
3. Dog Pond	14	4.8%
3. Lake Zoar	14	4.8%
5. Lake Lillinonah	13	4.4%

**Total Connecticut Listings:** **293**

## Largest Home Markets

1. Candlewood Lake	\$36,775,500	19.7%
2. Bantam Lake	\$17,724,000	9.5%
3. Woodridge Lake - Goshen	\$13,311,500	7.1%
4. Lake Waramaug	\$12,364,000	6.6%
5. Lake Lillinonah	\$11,758,900	6.3%

**Total Connecticut Home Market:** **\$186,600,196**

## Most Homes Available

1. Candlewood Lake	46	20.4%
2. Woodridge Lake - Goshen	14	6.2%
3. Lake Zoar	11	4.9%
4. Bolton Lake	10	4.4%
4. Lake Lillinonah	10	4.4%

**Total Connecticut Home Listings:** **226**

## Largest Land Markets

1. Bantam Lake	\$7,694,000	30.0%
2. Dog Pond	\$2,890,900	11.3%
3. Wononskopomuc Lake	\$2,875,000	11.2%
4. Squantz Pond	\$1,649,000	6.4%
5. Lake Lillinonah	\$1,553,000	6.1%

**Total Connecticut Land Market:** **\$25,635,950**

## Most Land Available

1. Woodridge Lake - Goshen	11	16.4%
2. Dog Pond	9	13.4%
3. Rogers Lake	5	7.5%
4. Candlewood Lake	4	6.0%
4. Tyler Lake	4	6.0%

**Total Connecticut Land Listings:** **67**

## Average Home Price

1. Lake Lillinonah	\$1,175,890
2. Woodridge Lake - Goshen	\$950,821

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

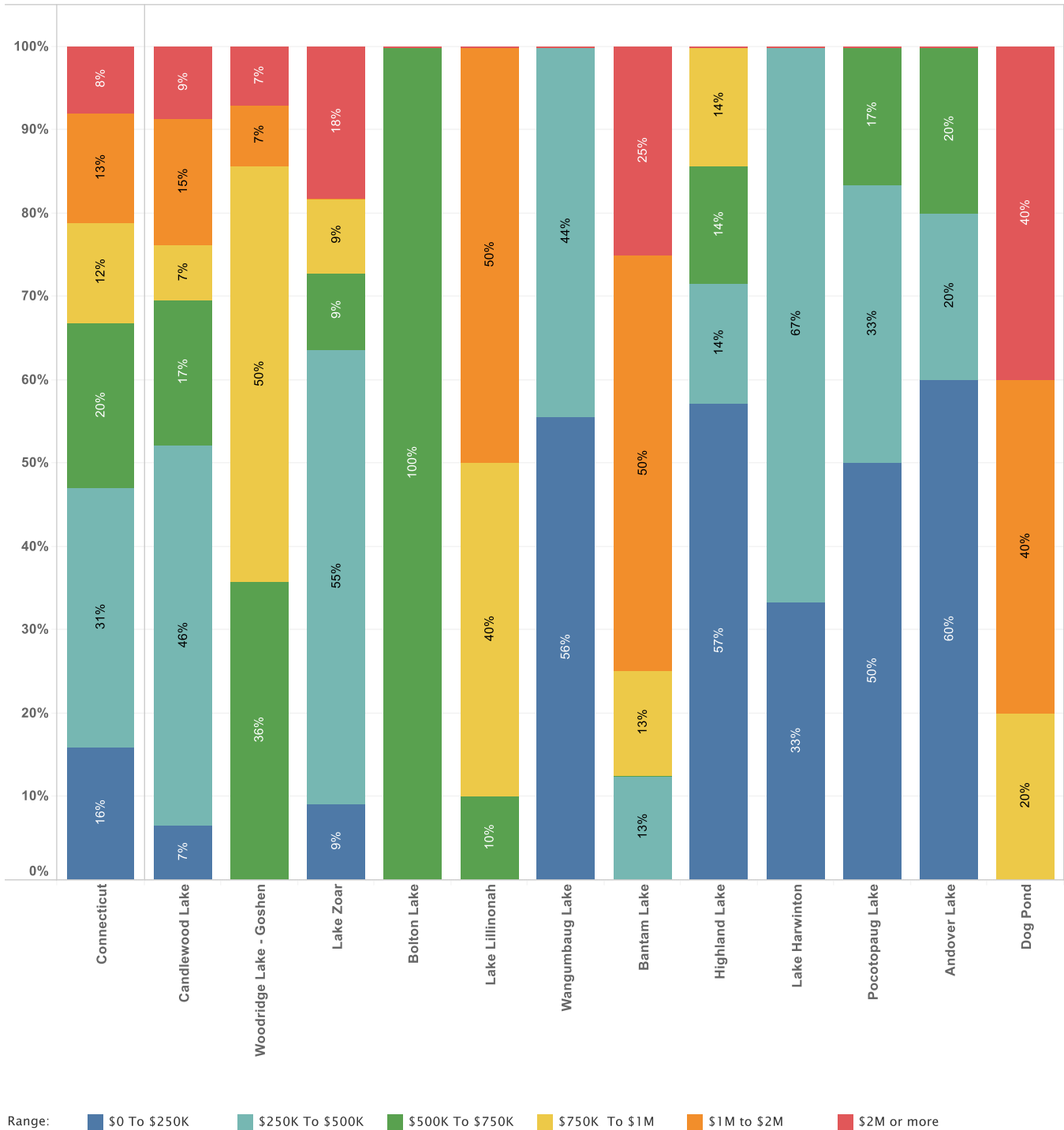
1. Woodridge Lake - Goshen	\$139,942
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### Listings of 10 Acres or More

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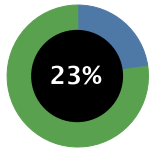
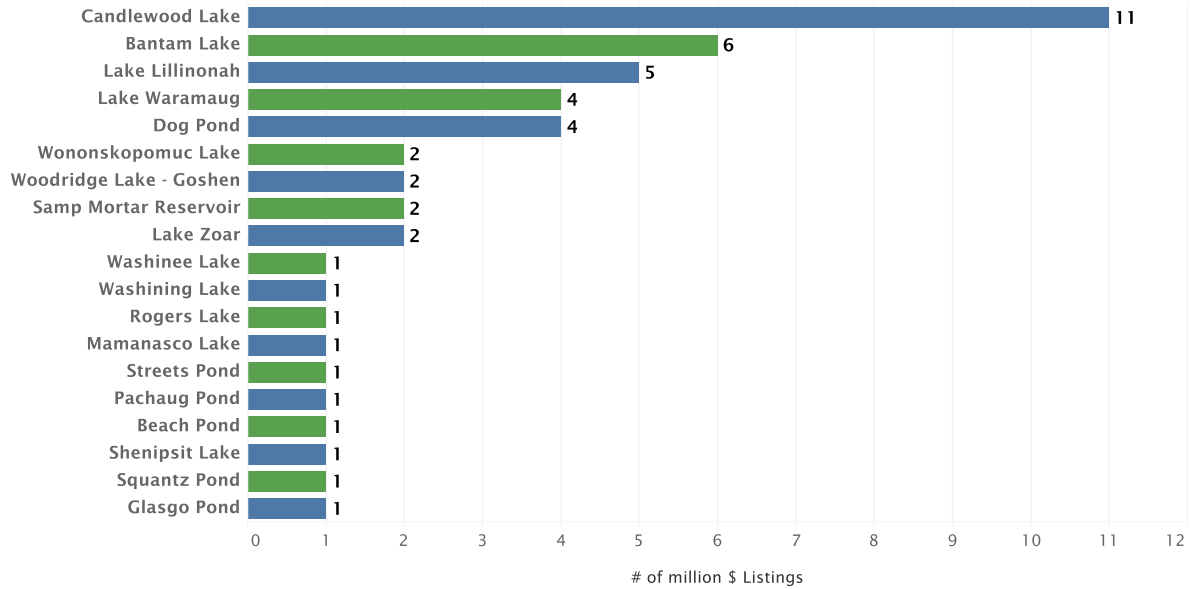


Price Breakdown by Percentage of Homes in the Connecticut Market 2022Q2



## Luxury Lake Real Estate in Connecticut

### Where Are The Million-Dollar Listings? 2022Q2

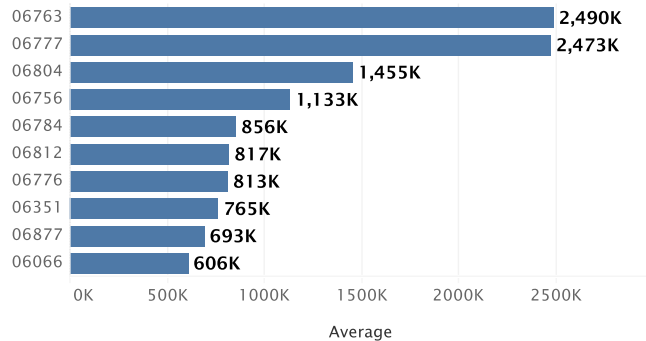


of \$1M+ Homes in Connecticut are on  
Candlewood Lake

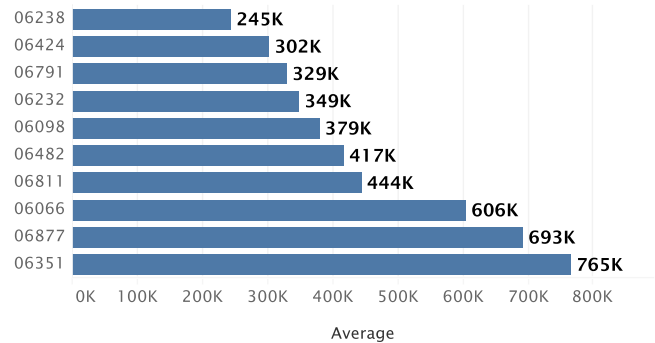
Total Number of \$1M+  
Homes

48

### Most Expensive ZIP Codes 2022Q2



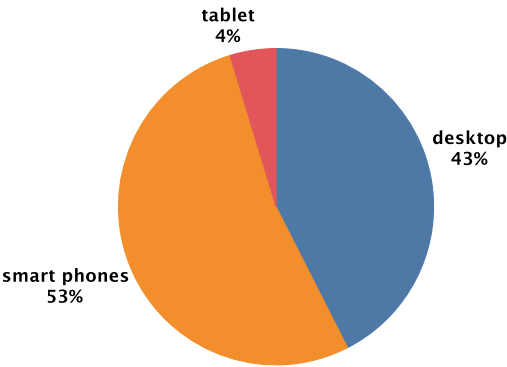
### Most Affordable ZIP Codes 2022Q2



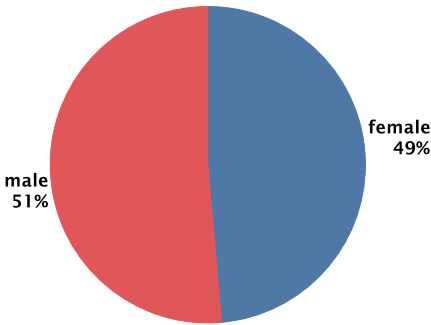
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LAKEHOMES.COM

## Who's Shopping Connecticut Lake Real Estate

How are shoppers connecting 2022Q2

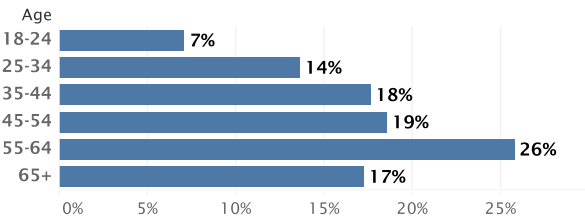


Male/Female Visitors 2022Q2



**52%** of potential buyers come from outside Connecticut

What Age Groups are Shopping 2022Q2



### New York,

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

Number 2-10 metros are:

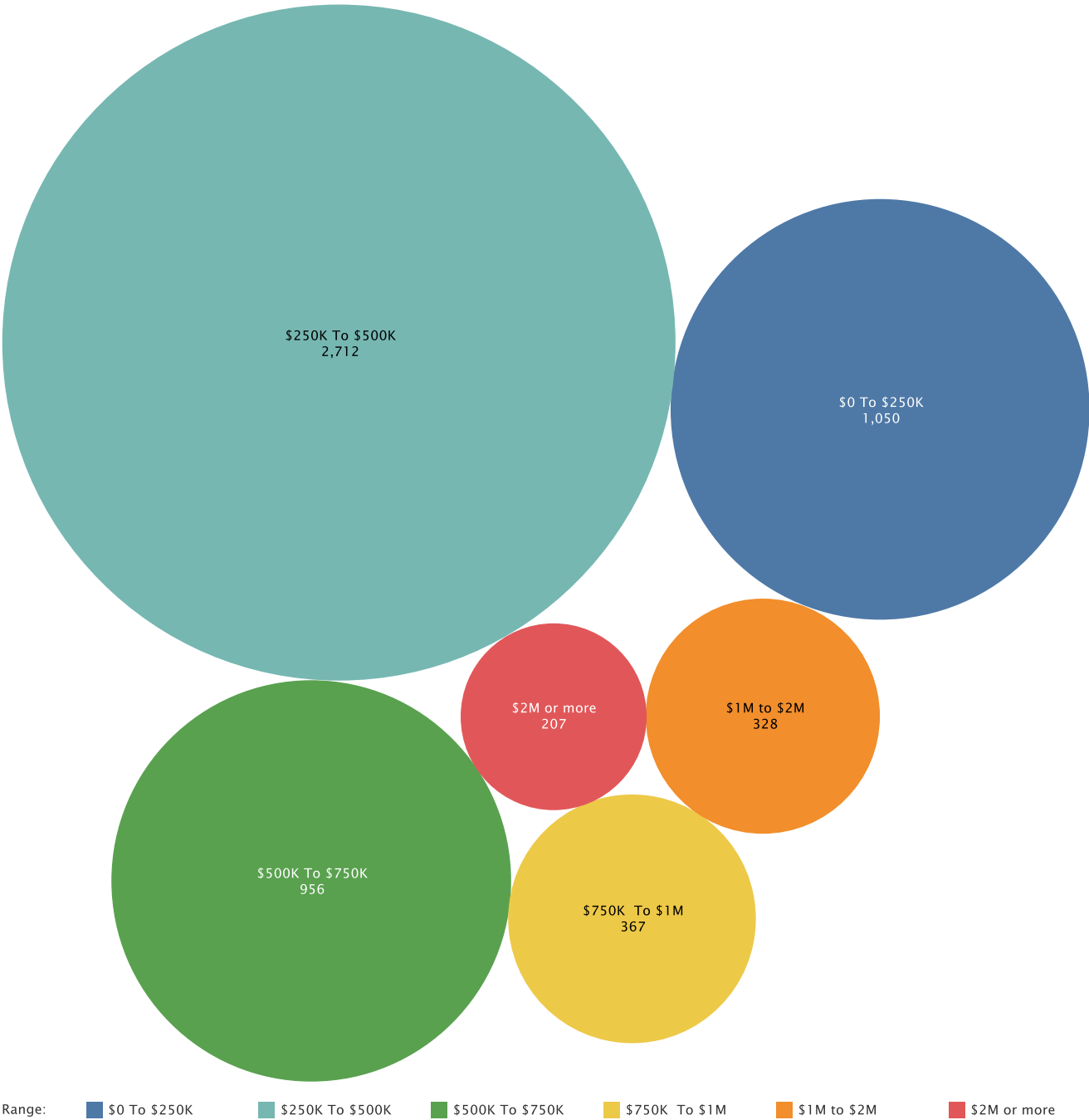
- Boston MA-Manchester, NH
- Springfield-Holyoke, MA
- Providence-New Bedford, MA
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL
- Philadelphia, PA
- Albany-Schenectady-Troy, NY
- Los Angeles, CA
- Ft. Myers-Naples, FL



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FLORIDA

Price Breakdown by Number of Homes in the Florida Market 2022Q2



# Florida

The total Florida market grew from \$1.8 BB in spring 2022 to \$3.9 BB resulting in a 73% increase.

## Largest Markets

1. Lake Maitland	\$90,200,900	2.3%	6. John's Lake	\$58,735,137	1.5%
2. Lake Tarpon	\$87,914,700	2.2%	7. Butler Chain Of Lakes	\$58,494,700	1.5%
3. Lake Apopka	\$82,240,414	2.1%	8. Lake Butler	\$55,022,400	1.4%
4. Lake Harris	\$70,939,553	1.8%	9. Lake Vedra	\$51,756,100	1.3%
5. Heron Lagoon	\$59,238,995	1.5%	10. Lake Hancock - Polk	\$51,542,588	1.3%

**Total Florida Market:**

**\$3,989,045,602**

## Largest Home Markets

1. Lake Maitland	\$81,308,900	2.4%
2. Lake Tarpon	\$80,331,700	2.4%
3. Lake Apopka	\$71,059,515	2.1%
4. Heron Lagoon	\$54,288,995	1.6%
5. Butler Chain Of Lakes	\$54,005,700	1.6%
6. John's Lake	\$48,722,137	1.5%
7. Lake Down	\$46,144,250	1.4%
8. Lake Butler	\$45,049,400	1.3%
9. Lake Hancock - Polk	\$44,669,588	1.3%
10. Davenport Creek Swamp	\$44,347,197	1.3%

**Total Florida Home Market:**

**\$3,352,775,485**

## Largest Land Markets

1. Lake Harris	\$33,815,250	5.3%
2. Lake June	\$15,581,397	2.4%
3. Lake Apopka	\$11,180,899	1.8%
4. Crosby Island Marsh	\$10,699,500	1.7%
5. John's Lake	\$10,013,000	1.6%
6. Hickorynut Lake	\$9,999,000	1.6%
7. Lake Butler	\$9,973,000	1.6%
8. Lake Vedra	\$9,413,800	1.5%
9. Lake Kanapaha	\$8,915,000	1.4%
10. Lake Maitland	\$8,892,000	1.4%

**Total Florida Land Market:**

**\$636,270,117**

Lake Maitland now occupies the #1 spot in the Largest Markets and Largest Home Markets lists, previously held by Butler Chain Of Lakes.

## Most Expensive Homes

1. Heron Lagoon	\$3,877,785
2. Lake Vedra	\$3,849,300

## Most Affordable Homes

1. Huguenot Lagoon	\$1,459,975
2. Lake Osceola - Orange	\$1,630,333

## Most Listings

1. Lake Weohyakapka (Walk in Water)	134	1.8%	6. Lake Apopka	105	1.4%
2. Lake Tarpon	127	1.7%	7. Davenport Creek Swamp	99	1.3%
3. Lake Dora	125	1.6%	8. East Lake Tohopekaliga	97	1.3%
4. Lake Harris	115	1.5%	9. Lake Istokpoga	83	0.5%
5. Reedy Creek Swamp	108	1.4%	9. Lake June	83	1.1%
<b>Total Florida Listings:</b>				<b>7,593</b>	

## Most Homes Available

1. Lake Tarpon	119	2.1%
2. Lake Dora	101	1.8%
3. Reedy Creek Swamp	92	1.6%
4. Lake Harris	89	1.6%
5. Lake Apopka	88	1.6%
6. Davenport Creek Swamp	86	1.5%
6. East Lake Tohopekaliga	86	1.5%
8. John's Lake	74	1.3%
9. Lake Seminole	69	1.2%
10. Lake Austin	64	1.1%

**Total Florida Home Listings: 5,620**

## Most Land Available

1. Lake Weohyakapka (Walk in Water)	117	5.9%
2. Lake Istokpoga	67	1.7%
3. Lake Marion	55	2.8%
4. Lake June	52	2.6%
5. Marshall Swamp	40	2.0%
6. Indian Head Swamp	39	2.0%
7. Grassy Lake - Lake Placid	30	1.5%
8. Lake Harris	26	1.3%
9. Lake Dora	24	1.2%
10. Lake Weir	23	1.2%

**Total Florida Land Listings: 1,973**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Weeki Wachee Swamp	\$864,053
2. Lake Arietta	\$492,079
3. Lake Eustis	\$366,361
4. Lake Medora	\$339,227
5. Lake Tohopekaliga	\$334,795
6. Indian Head Swamp	\$256,045
7. Crooked Lake - Lake Wales	\$251,783
8. Lake Apopka	\$238,639

### *Listings of 10 Acres or More*

1. Lake Harris	\$80,958
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

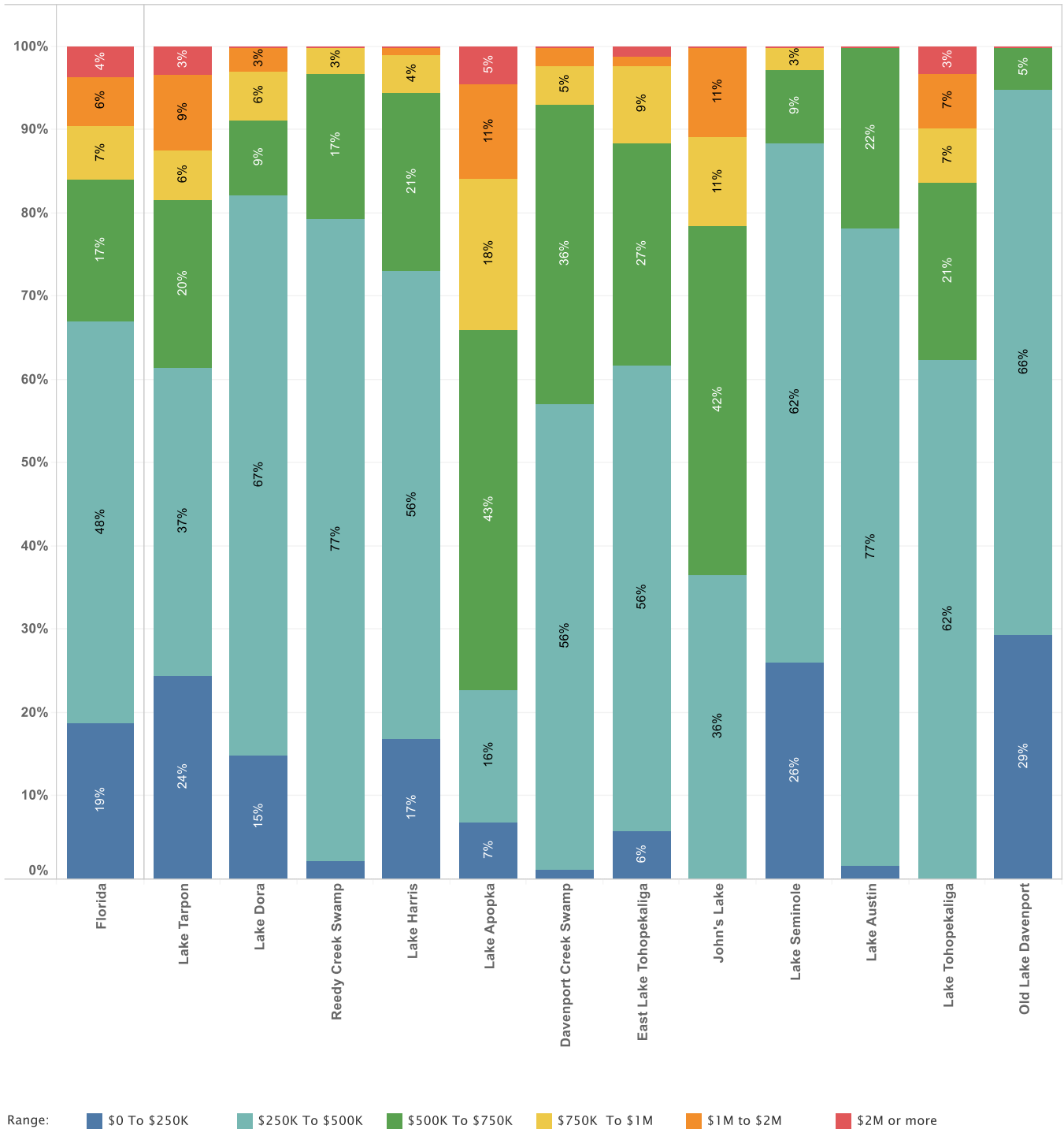
1. Little Orange Lake	\$18,581
2. Bream Lake	\$23,493
3. Lake Pendarvis	\$24,553
4. Gator Bone Lake - Keystone Heights	\$30,625
5. Black Sink Prairie	\$33,684
6. Grassy Lake - Interlachen	\$34,845
7. Lake Norris	\$34,935
8. Lake Chipco	\$36,252

### *Listings of 10 Acres or More*

1. Lake Harris	\$80,958
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\*\* No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

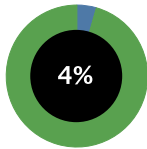
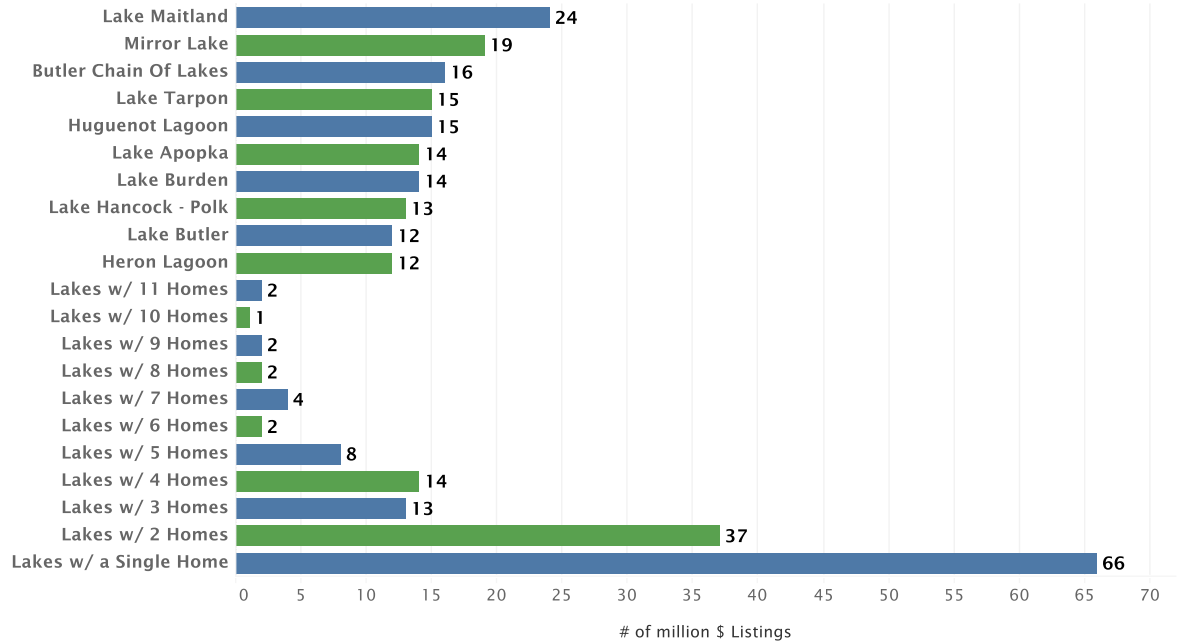
Price Breakdown by Percentage of Homes in the Florida Market 2022Q2



**LAKE HOMES REALTY**  
LAKEHOMES.COM

## Luxury Lake Real Estate in Florida

### Where Are The Million-Dollar Listings? 2022Q2

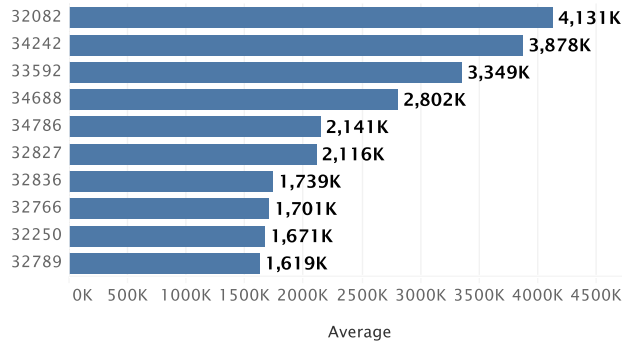


of \$1M+ Homes in Florida are on Lake Maitland

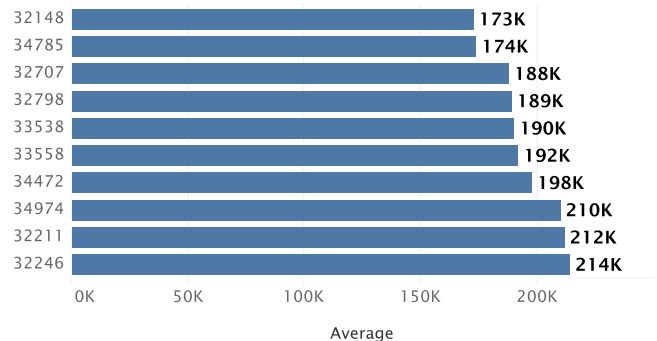
Total Number of \$1M+ Homes

535

### Most Expensive ZIP Codes 2022Q2



### Most Affordable ZIP Codes 2022Q2

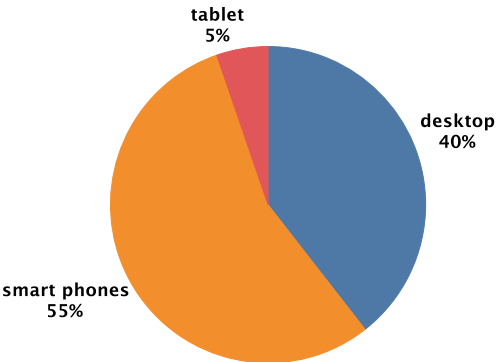


**LAKE HOMES REALTY**  
LAKEHOMES.COM

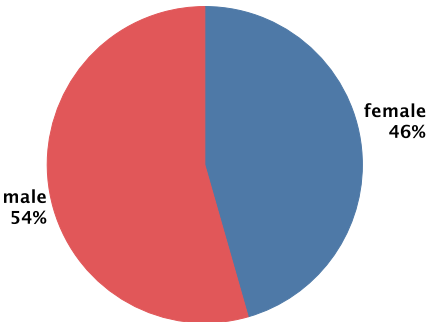


## Who's Shopping Florida Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

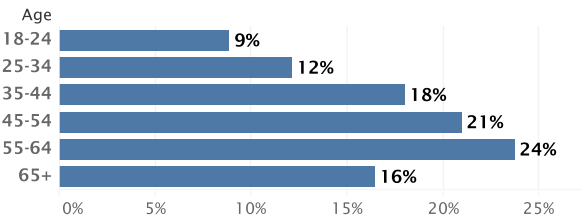


**49%** of potential buyers come from outside Florida

### New York,

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

What Age Groups are Shopping 2022Q2



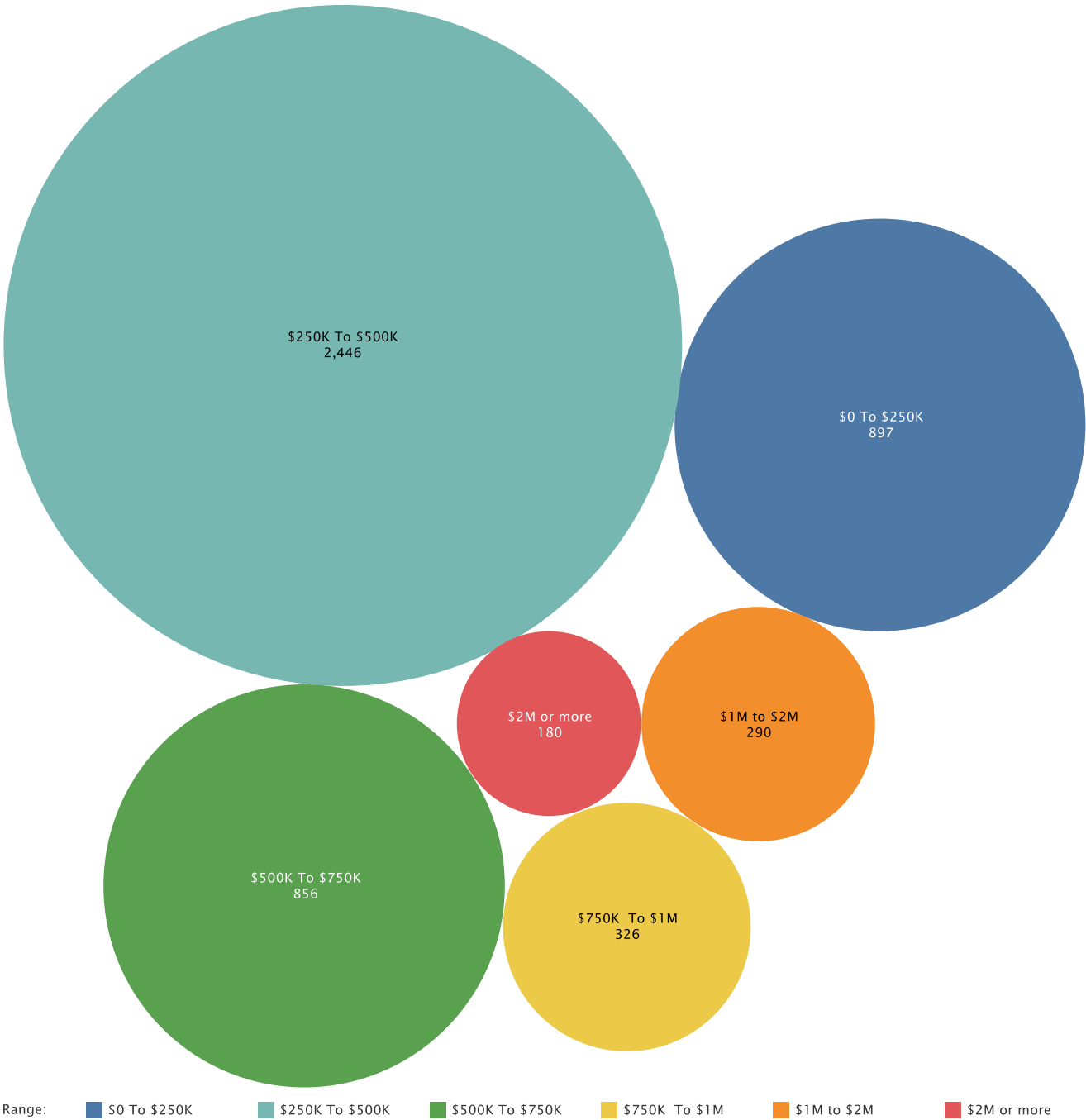
Number 2-10 metros are:

- Atlanta, GA
- Chicago, IL
- Washington DC (Hagerstown MD)
- Dallas-Ft. Worth, TX
- Los Angeles, CA
- Nashville, TN
- Philadelphia, PA
- Charlotte, NC
- Columbus, OH



FLORIDA CENTRAL

Price Breakdown by Number of Homes in the Florida Central Market 2022Q2



# Florida-Central

The total Florida-Central market grew from \$1.5 BB in spring 2022 to \$3.5 BB resulting in a 79% increase.

## Largest Markets

1. Lake Maitland	\$90,200,900	2.6%
2. Lake Tarpon	\$87,914,700	2.5%
3. Lake Apopka	\$82,240,414	2.3%
4. Lake Harris	\$70,939,553	2.0%
5. Heron Lagoon	\$59,238,995	1.7%

**Total Florida Central Market:** **\$3,509,355,944**

## Most Listings

1. Lake Weohyakapka (Walk in Water)	134	2.1%
2. Lake Tarpon	127	2.0%
3. Lake Dora	125	2.0%
4. Lake Harris	115	1.8%
5. Reedy Creek Swamp	108	1.7%

**Total Florida Central Listings:** **6,362**

## Largest Home Markets

1. Lake Maitland	\$81,308,900	2.7%
2. Lake Tarpon	\$80,331,700	2.7%
3. Lake Apopka	\$71,059,515	2.4%
4. Heron Lagoon	\$54,288,995	1.8%
5. Butler Chain Of Lakes	\$54,005,700	1.8%

**Total Florida Central Home Market:** **\$2,964,478,959**

## Most Homes Available

1. Lake Tarpon	119	2.4%
2. Lake Dora	101	2.0%
3. Reedy Creek Swamp	92	1.8%
4. Lake Harris	89	1.8%
5. Lake Apopka	88	1.8%

**Total Florida Central Home Listings:** **4,979**

## Largest Land Markets

1. Lake Harris	\$33,815,250	6.2%
2. Lake June	\$15,581,397	2.9%
3. Lake Apopka	\$11,180,899	2.1%
4. Crosby Island Marsh	\$10,699,500	2.0%
5. John's Lake	\$10,013,000	1.8%

**Total Florida Central Land Market:** **\$544,876,985**

## Most Land Available

1. Lake Weohyakapka (Walk in Water)	117	8.5%
2. Lake Istokpoga	67	2.4%
3. Lake Marion	55	4.0%
4. Lake June	52	3.8%
5. Indian Head Swamp	39	2.8%

**Total Florida Central Land Listings:** **1,383**

## Average Home Price

1. Heron Lagoon, FL	\$3,877,785
2. Lake Butler, FL	\$3,217,814
3. Lake Down, FL	\$3,076,283
4. Lake Maitland, FL	\$2,710,297
5. Lake Nona, FL	\$2,591,279

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

1. Weeki Wachee Swamp	\$864,053
2. Lake Arietta	\$492,079
3. Lake Eustis	\$366,361
4. Lake Medora	\$339,227
5. Lake Tohopekaliga	\$334,795

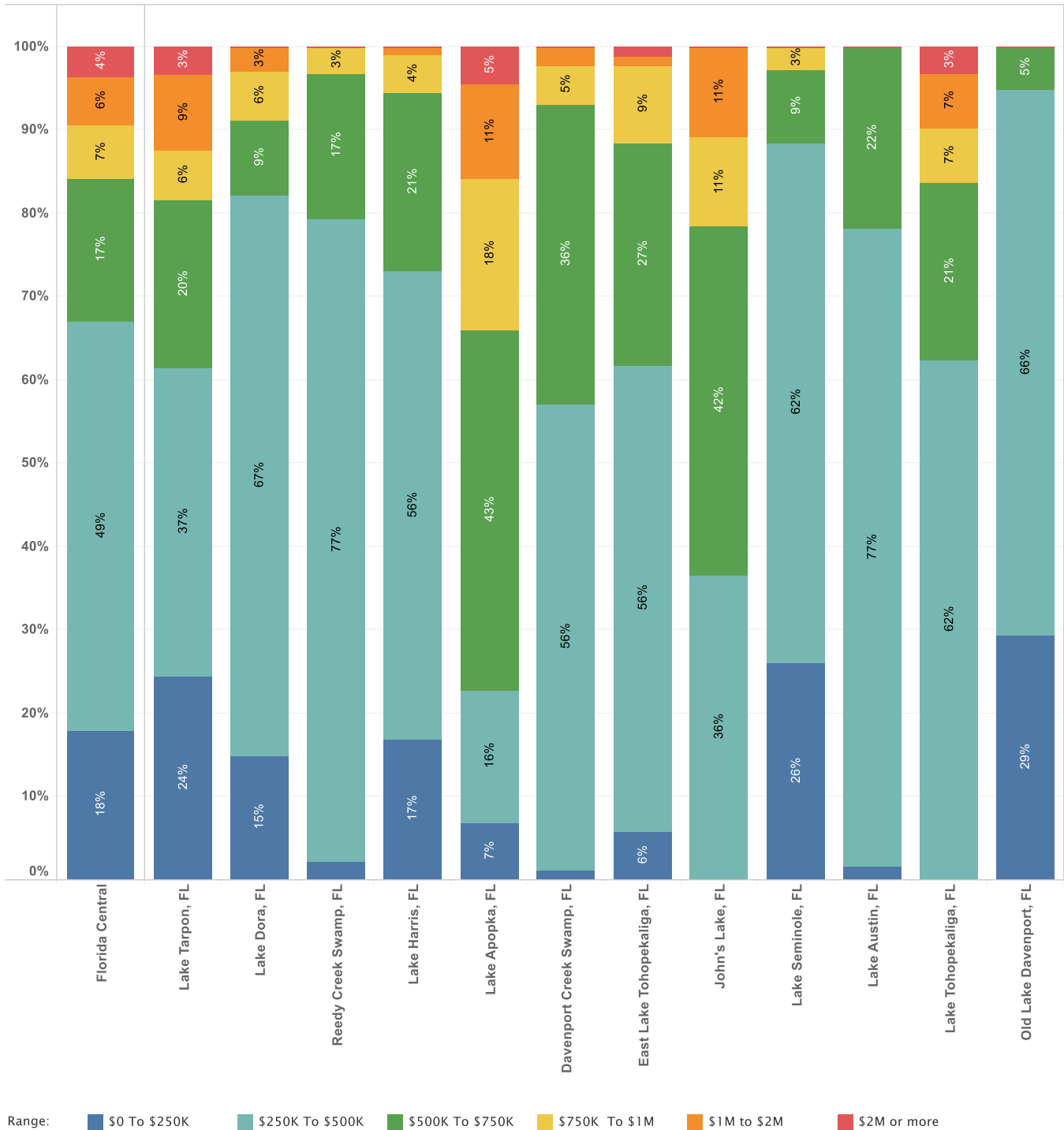
### Listings of 10 Acres or More

1. Lake Harris	\$80,958
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\*\* No lake meets the criteria of 5 listings of 10 or more acres to be included in this section.

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

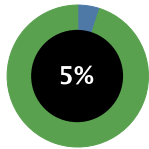
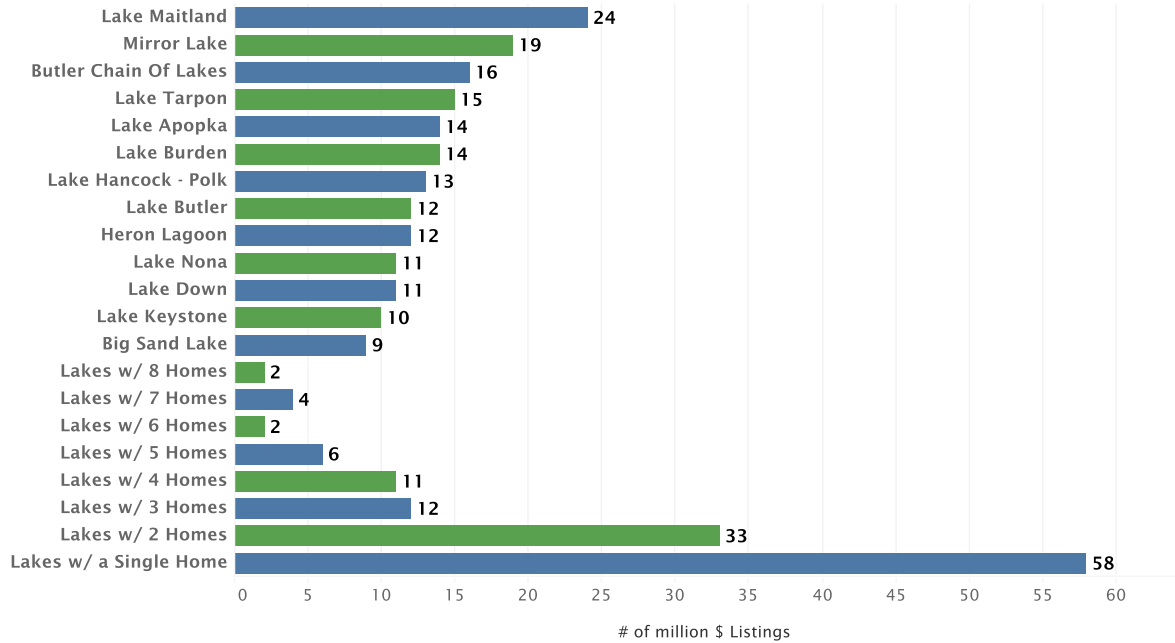
Price Breakdown by Percentage of Homes in the Florida Central Market 2022Q2



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## Luxury Lake Real Estate in Florida Central

Where Are The Million-Dollar Listings? 2022Q2

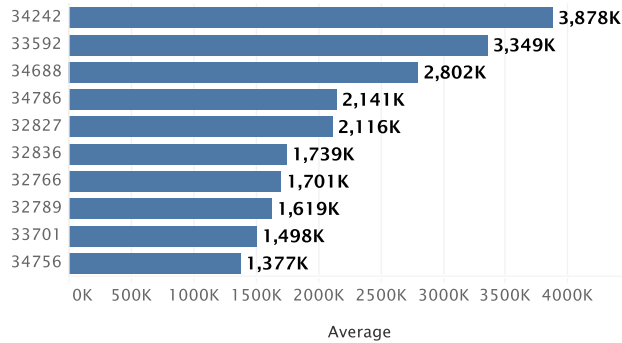


of \$1M+ Homes in Florida Central are on Lake Maitland

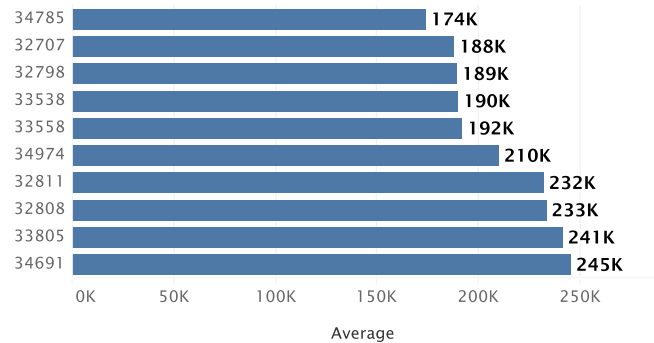
Total Number of \$1M+ Homes

470

Most Expensive ZIP Codes 2022Q2



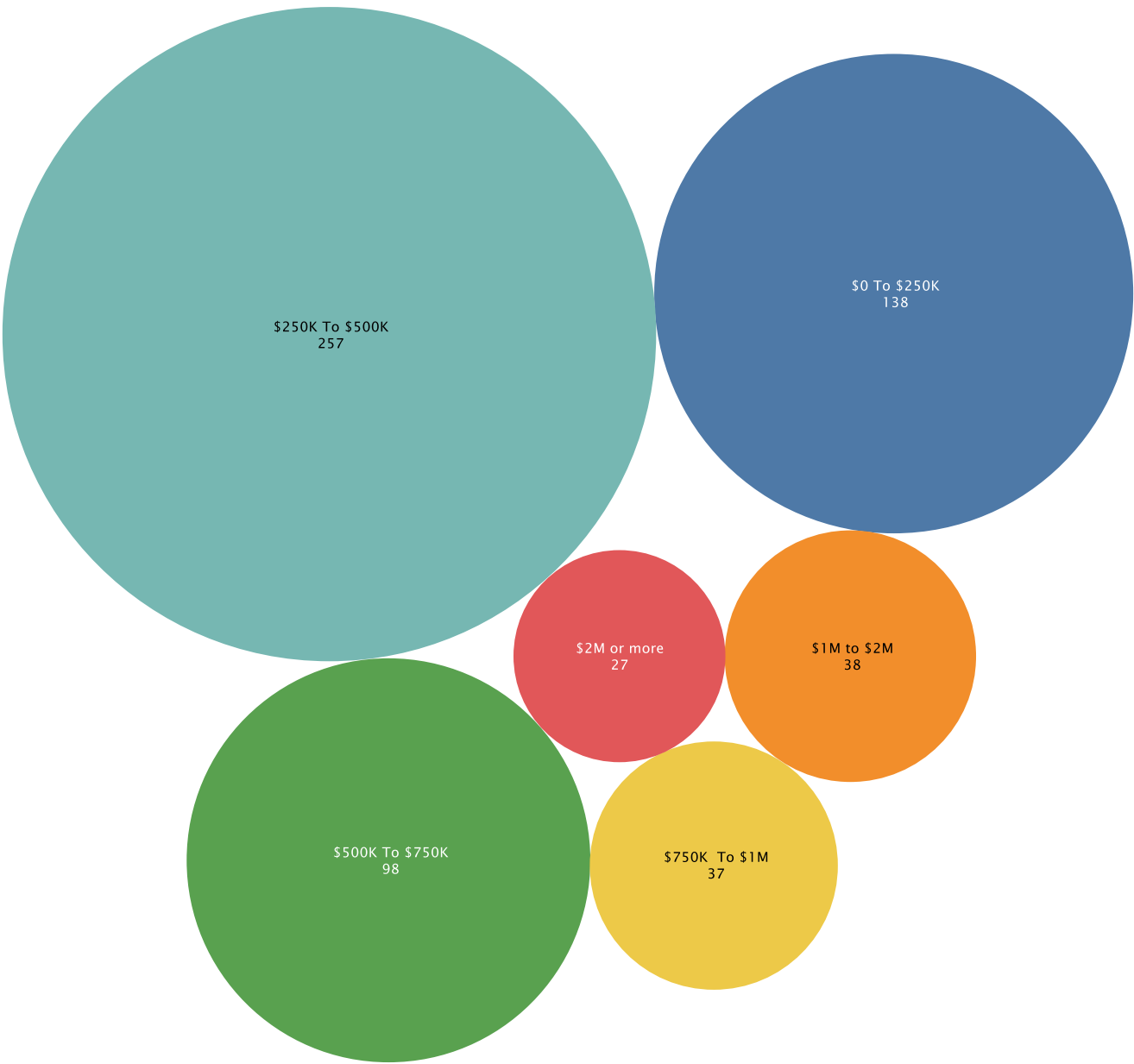
Most Affordable ZIP Codes 2022Q2



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FLORIDA NE

Price Breakdown by Number of Homes in the Florida NE Market 2022Q2



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



# Florida-NE

The Lake Vedra market grew from \$32 MM in spring 2022 to \$52 MM resulting in a 45% increase.

## Largest Markets

1. Lake Vedra	\$51,756,100	11.4%
2. Huguenot Lagoon	\$36,538,400	8.1%
3. Doctors Lake	\$28,288,040	6.2%
4. Twelvemile Swamp	\$24,958,540	5.5%
5. Lake Ponte Vedra	\$21,384,000	4.7%

Total Florida NE Market:

\$453,417,508

## Most Listings

1. Marshall Swamp	65	5.6%
2. Twelvemile Swamp	56	4.8%
3. Lake Weir	42	3.6%
4. Doctors Lake	38	3.3%
5. Huguenot Lagoon	25	2.2%

Total Florida NE Listings:

1,161

## Largest Home Markets

1. Lake Vedra	\$42,342,300	11.4%
2. Huguenot Lagoon	\$35,039,400	9.4%
3. Twelvemile Swamp	\$24,766,040	6.7%
4. Doctors Lake	\$22,978,140	6.2%
5. Lake Ponte Vedra	\$21,309,000	5.7%

Total Florida NE Home Market:

\$371,568,226

## Most Homes Available

1. Twelvemile Swamp	55	9.2%
2. Doctors Lake	29	4.9%
3. Lake Diamond	25	4.2%
3. Marshall Swamp	25	4.2%
5. Huguenot Lagoon	24	4.0%

Total Florida NE Home Listings:

595

## Largest Land Markets

1. Lake Vedra	\$9,413,800	11.5%
2. Lake Weir	\$7,494,449	9.2%
3. Black Branch Swamp	\$6,077,900	7.4%
4. Fivemile Swamp	\$5,649,000	6.9%
5. Cabbage Swamp - Jacksonville	\$5,459,000	6.7%

Total Florida NE Land Market:

\$81,849,282

## Most Land Available

1. Marshall Swamp	40	7.1%
2. Lake Weir	23	4.1%
3. Georges Lake	20	3.5%
4. Stella Lake	18	3.2%
5. Black Sink Prairie	14	2.5%

Total Florida NE Land Listings:

566

## Average Home Price

1. Lake Vedra, FL	\$3,849,300
2. Huguenot Lagoon, FL	\$1,459,975
3. Gum Swamp, FL	\$1,054,799
4. Snowden Bay, FL	\$963,782
5. Maria Sanchez Lake, FL	\$842,000

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

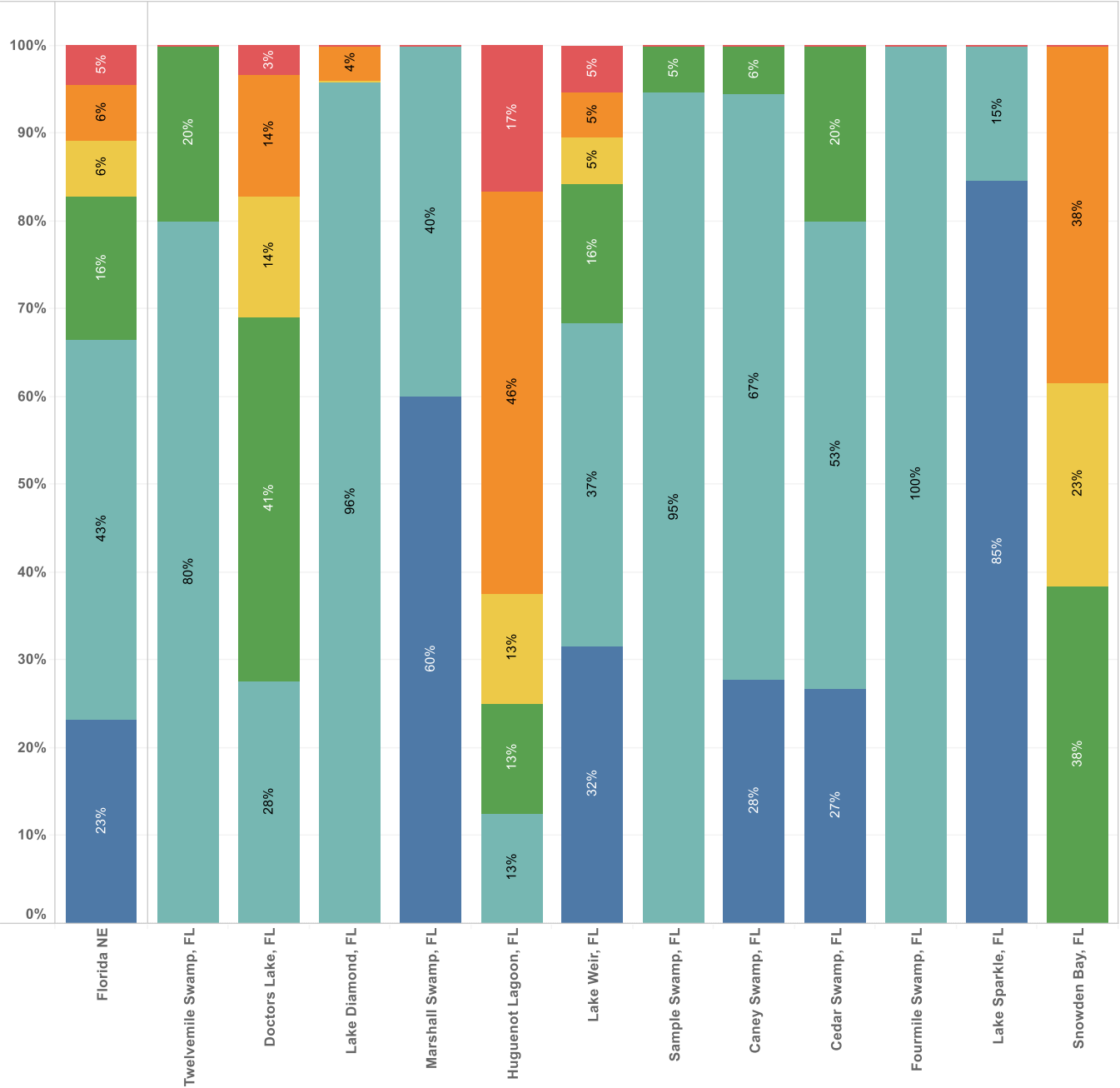
1. Lake Weir	\$129,878
2. Marshall Swamp	\$102,953
3. Halford Lake	\$71,611
4. Georges Lake	\$47,018
5. Deer Back Lake	\$47,001

### 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 2022Q2



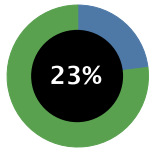
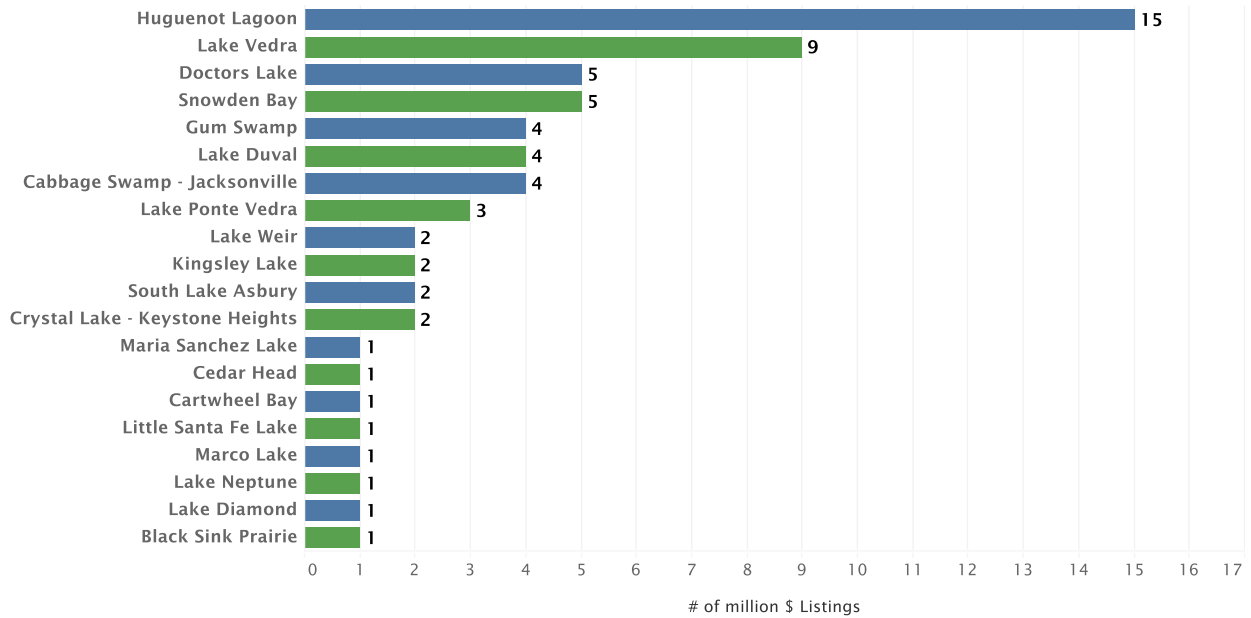
Range: \$0 To \$250K \$250K To \$500K \$500K To \$750K \$750K To \$1M \$1M to \$2M \$2M or more





## Luxury Lake Real Estate in Florida NE

Where Are The Million-Dollar Listings? 2022Q2

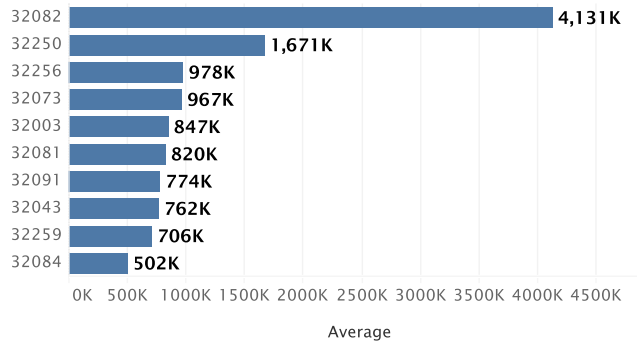


of \$1M+ Homes in Florida NE are on Huguenot Lagoon

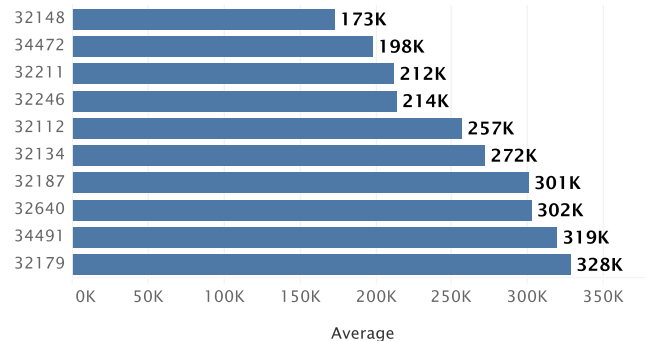
Total Number of \$1M+ Homes

65

Most Expensive ZIP Codes 2022Q2



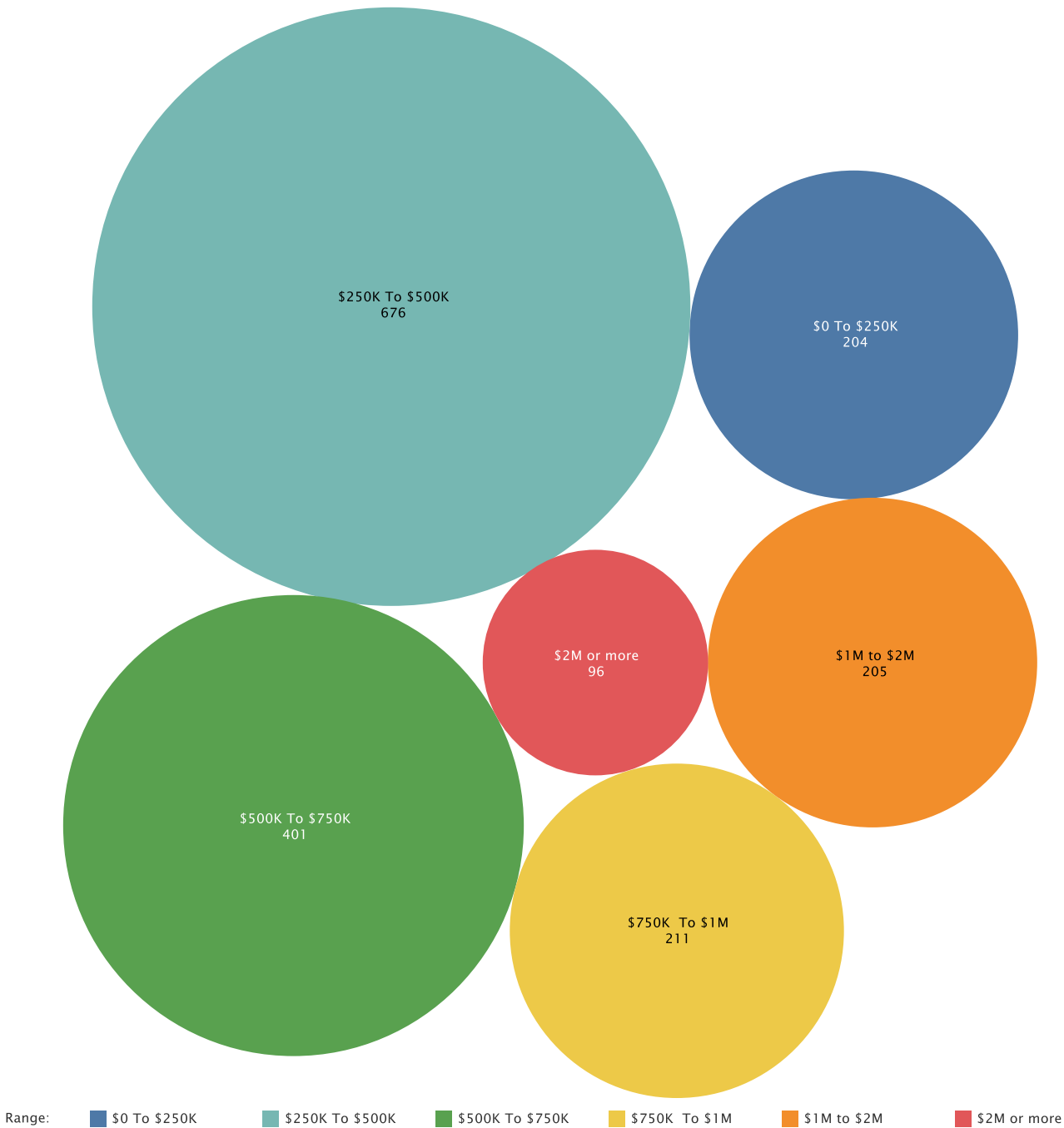
Most Affordable ZIP Codes 2022Q2



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LAKEHOMES.COM

GEORGIA

Price Breakdown by Number of Homes in the Georgia Market 2022Q2



## Largest Markets

**Total Georgia Market:** **\$1,949,984,108**

## Largest Land Markets

1.	Lake Lanier	\$152,576,497	30.7%
2.	Lake Oconee	\$78,928,472	15.9%
3.	Lake Hartwell*	\$72,417,090	14.5%
4.	Lake Allatoona	\$37,207,650	7.5%
5.	Walter F. George Lake*	\$23,662,055	4.8%
6.	Clarks Hill Lake*	\$19,760,442	4.0%
7.	Chatuge Lake*	\$19,632,769	3.9%
8.	Nottely Lake	\$14,581,961	2.9%
9.	Lake Sinclair	\$13,144,000	2.6%
10.	Lake Blue Ridge	\$11,813,848	2.4%

**Total Georgia Land Market: \$497,731,398**

### Comparison Between List and Sold Values 2022Q2-GA



## Most Listings

1. Lake Hartwell*	727	16.8%	6. Chatuge Lake*	209	4.8%
2. Lake Lanier	726	16.8%	7. Lake Allatoona	188	4.3%
3. Lake Oconee	556	12.8%	8. Nottely Lake	175	4.0%
4. Clarks Hill Lake*	402	9.3%	9. Walter F. George Lake*	110	2.5%
5. Lake Sinclair	298	6.9%	10. Jackson Lake	108	2.5%

**Total Georgia Listings:**

**4,333**

## Most Homes Available

1. Lake Lanier	499	25.1%
2. Lake Oconee	293	14.7%
3. Lake Hartwell*	228	11.5%
4. Lake Sinclair	150	7.5%
5. Lake Allatoona	121	6.1%
6. Jackson Lake	76	3.8%
7. Chatuge Lake*	53	2.7%
7. Clarks Hill Lake*	53	2.7%
9. Nottely Lake	46	2.3%
10. Hickory Log Reservoir	44	2.2%

**Total Georgia Home Listings:**

**1,989**

## Most Land Available

1. Lake Hartwell*	499	21.3%
2. Clarks Hill Lake*	349	14.9%
3. Lake Oconee	263	11.2%
4. Lake Lanier	227	9.7%
5. Chatuge Lake*	156	6.7%
6. Lake Sinclair	147	6.3%
7. Nottely Lake	129	5.5%
8. Walter F. George Lake*	72	3.1%
9. Lake Allatoona	67	2.9%
10. Lake Burton	61	2.6%

**Total Georgia Land Listings:**

**2,343**

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Lake Blue Ridge	\$627,728
2. Lake Lanier	\$230,779
3. Lake Tara	\$162,041
4. Lake Oconee	\$156,661
5. Lake Burton	\$137,112
6. Lake Allatoona	\$134,965
7. Lake Hartwell	\$117,745
8. Lake Arrowhead	\$116,703

### Listings of 10 Acres or More

1. Lake Lanier	\$93,153
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## Most Affordable Land per Acre

### Listings of Less Than 10 Acres

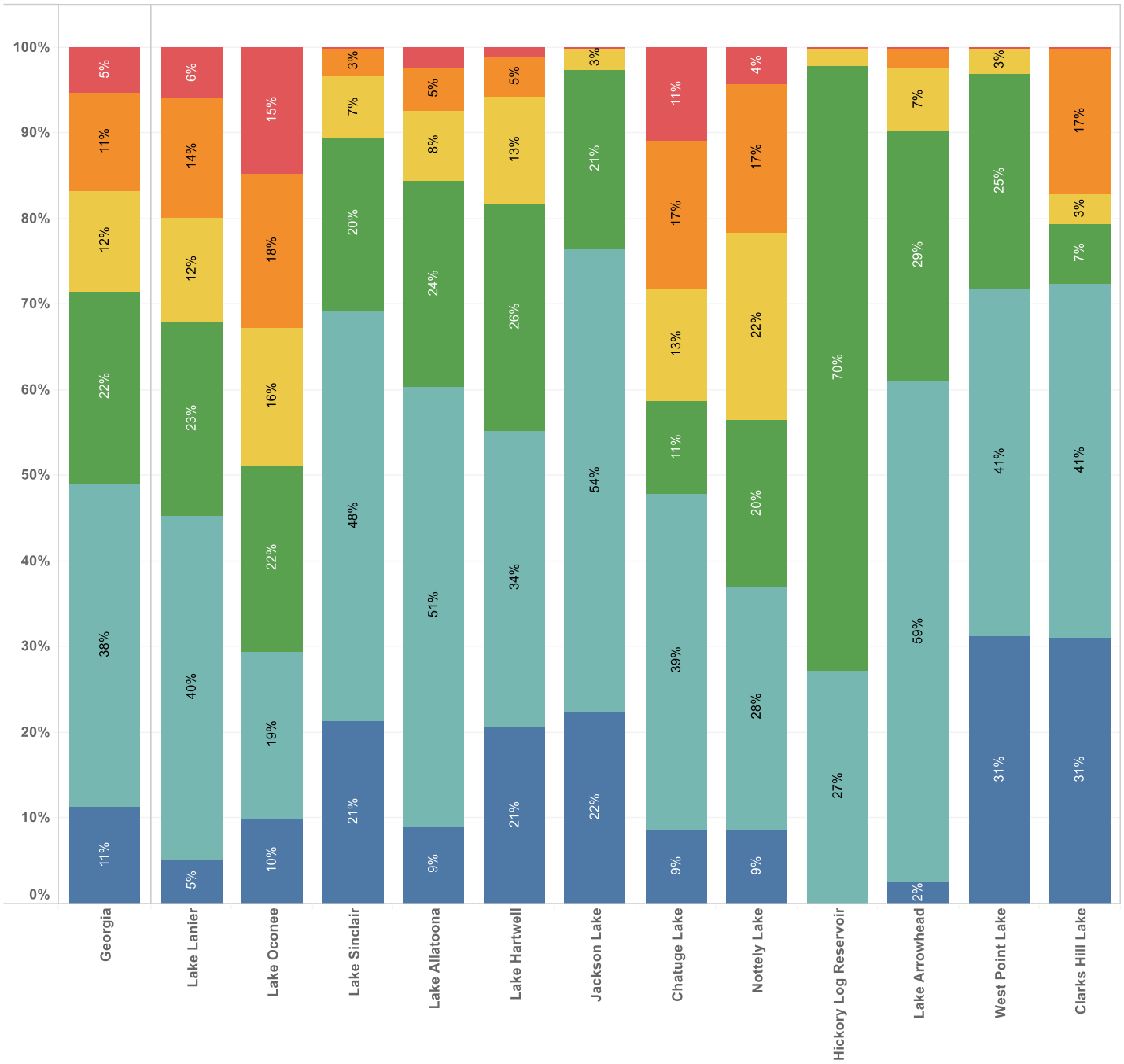
1. Clarks Hill Lake	\$32,443
2. Bent Tree	\$33,598
3. Carters Lake	\$37,421
4. Lake Laceola	\$38,701
5. Big Canoe	\$50,773
6. West Point Lake	\$52,518
7. Lake Rabun	\$55,470
8. Nottely Lake	\$55,637

### Listings of 10 Acres or More

1. Clarks Hill Lake	\$10,081
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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 2022Q2

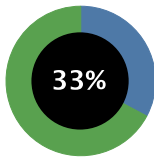
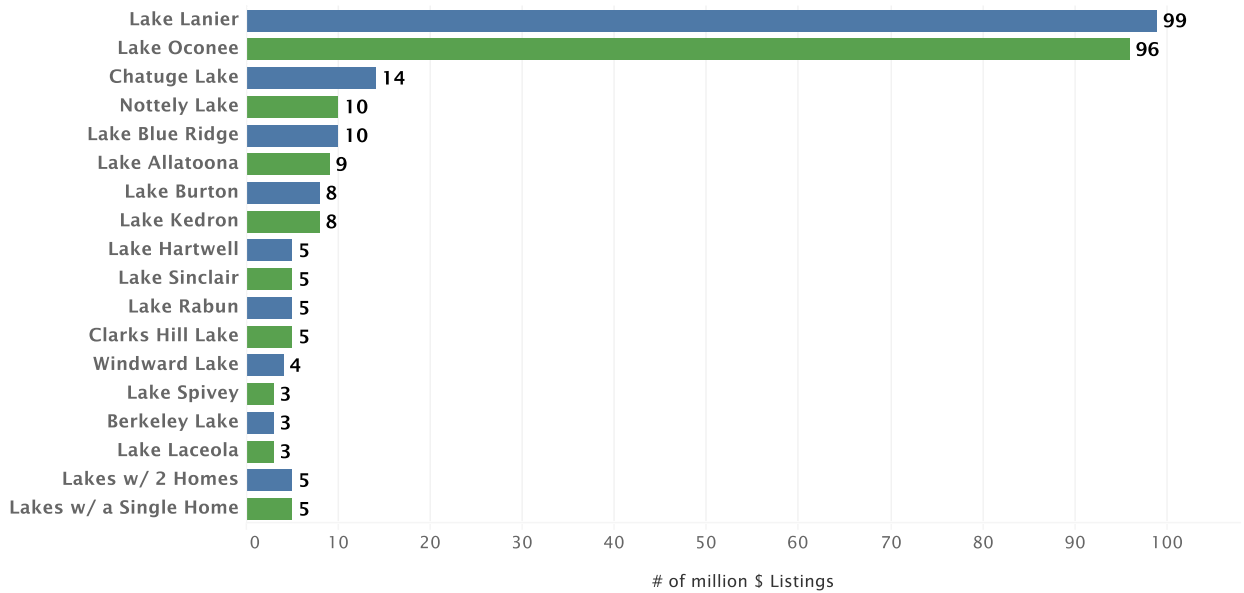


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



## Luxury Lake Real Estate in Georgia

### Where Are The Million-Dollar Listings? 2022Q2

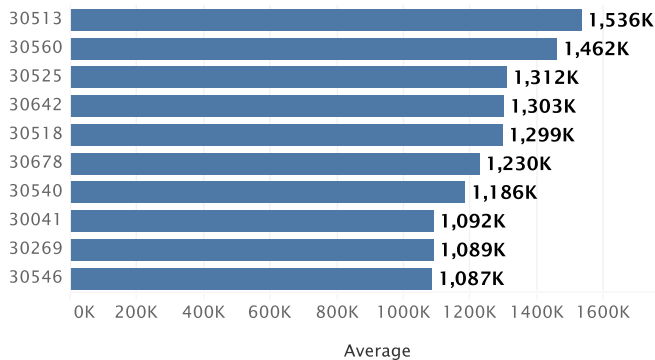


of \$1M+ Homes in Georgia are on Lake Lanier

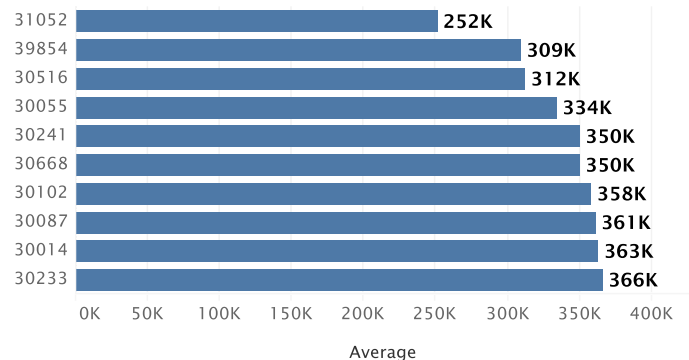
Total Number of \$1M+ Homes

302

### Most Expensive ZIP Codes 2022Q2



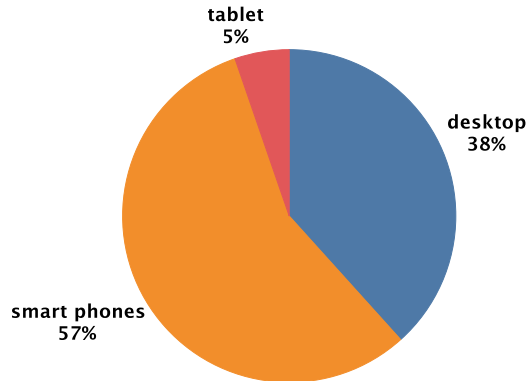
### Most Affordable ZIP Codes 2022Q2



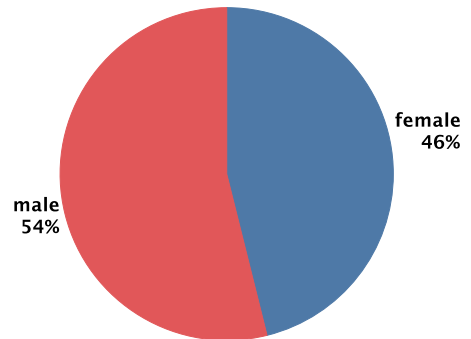
**LAKE HOMES REALTY**  
LAKEHOMES.COM

## Who's Shopping Georgia Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

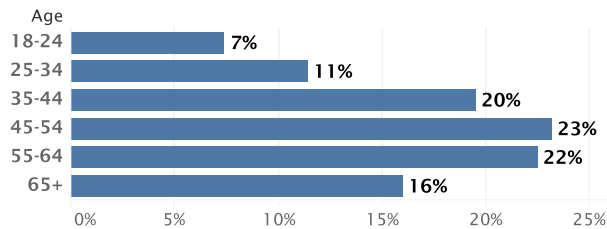


**46%** of potential buyers come from outside Georgia

### Greenville-Spartanburg-Asheville-Ander

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

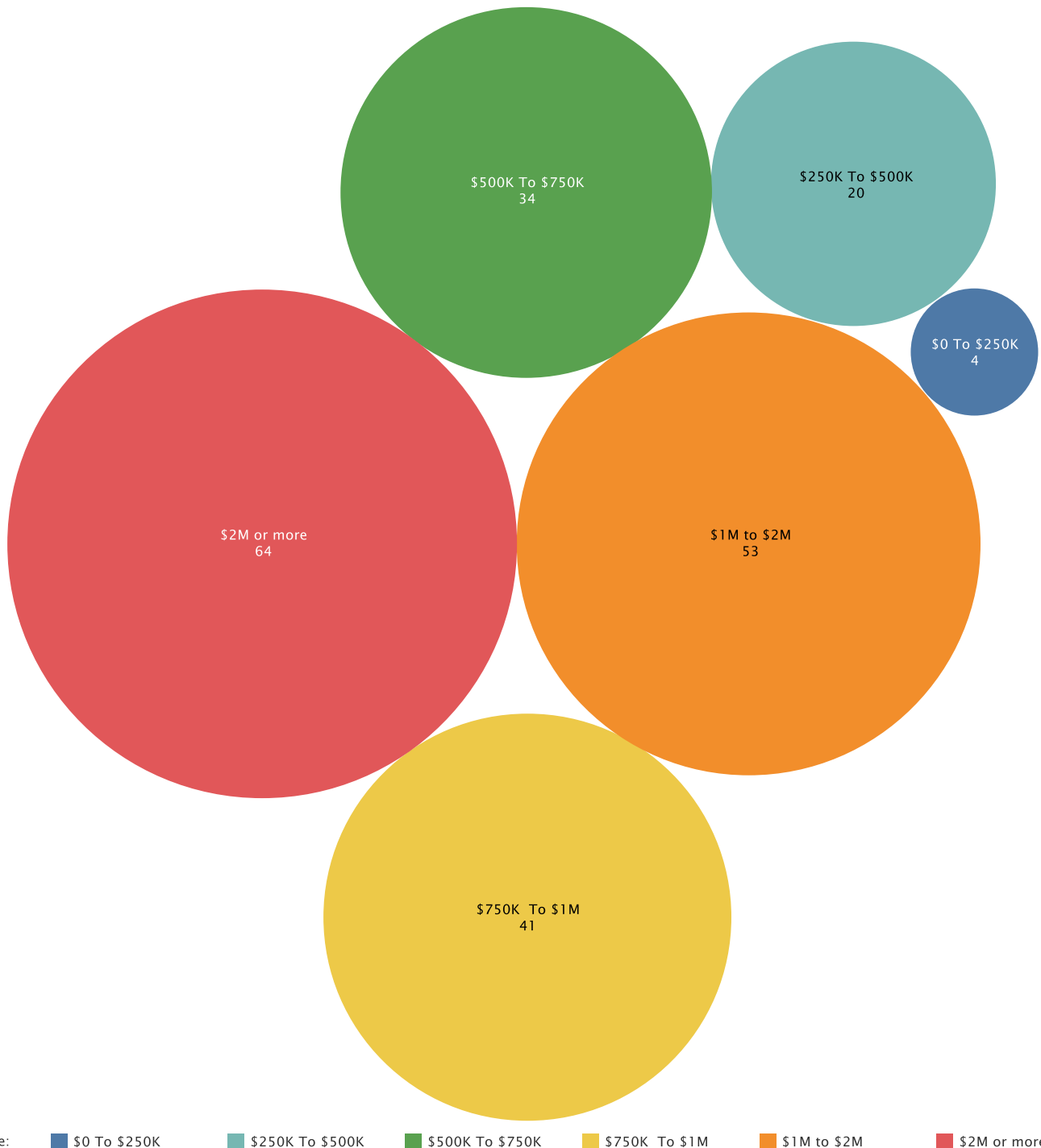
- New York, NY
- Tampa-St. Petersburg (Sarasota), FL
- Orlando-Daytona Beach-Melbourne, FL
- Los Angeles, CA
- Charlotte, NC
- Miami-Ft. Lauderdale, FL
- Birmingham (Ann and Tusc), AL
- Chicago, IL
- Washington DC (Hagerstown MD)



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## IDAHO

Price Breakdown by Number of Homes in the Idaho Market 2022Q2



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





# Idaho

The Coeur d'Alene Lake market grew from \$158 MM in spring 2022 to \$241 MM resulting in a 41% increase.

## Largest Markets

1. Coeur d'Alene Lake	\$240,931,050	39.6%
2. Pend Oreille Lake	\$195,569,397	32.2%
3. Hayden Lake	\$93,764,651	15.4%
4. Priest Lake	\$14,731,999	2.4%
5. Twin Lakes	\$7,562,500	1.2%

**Total Idaho Market:** **\$607,973,292**

## Most Listings

1. Pend Oreille Lake	178	37.6%
2. Coeur d'Alene Lake	138	29.1%
3. Hayden Lake	42	8.9%
4. Lake Cascade	18	3.8%
5. Twin Lakes	15	3.2%

**Total Idaho Listings:** **474**

## Largest Home Markets

1. Coeur d'Alene Lake	\$166,817,850	39.5%
2. Pend Oreille Lake	\$116,141,098	27.5%
3. Hayden Lake	\$82,919,952	19.6%
4. Priest Lake	\$13,325,000	3.2%
5. Avondale Lake	\$6,798,900	1.6%

**Total Idaho Home Market:** **\$422,815,395**

## Most Homes Available

1. Pend Oreille Lake	79	36.6%
2. Coeur d'Alene Lake	53	24.5%
3. Hayden Lake	28	13.0%
4. Twin Lakes	13	6.0%
5. Priest Lake	7	3.2%

**Total Idaho Home Listings:** **216**

## Largest Land Markets

1. Pend Oreille Lake	\$79,428,299	42.9%
2. Coeur d'Alene Lake	\$74,113,200	40.0%
3. Hayden Lake	\$10,844,699	5.9%
4. Lake Cascade	\$4,565,800	2.5%
5. Fernan Lake	\$2,224,000	1.2%

**Total Idaho Land Market:** **\$185,157,897**

## Most Land Available

1. Pend Oreille Lake	99	38.4%
2. Coeur d'Alene Lake	85	32.9%
3. Lake Cascade	16	6.2%
4. Hayden Lake	14	5.4%
5. Lake Sans Souci	7	2.7%

**Total Idaho Land Listings:** **258**

## Average Home Price

1. Coeur d'Alene Lake	\$3,202,555
2. Hayden Lake	\$2,961,427

## Average Land Price Per Acre

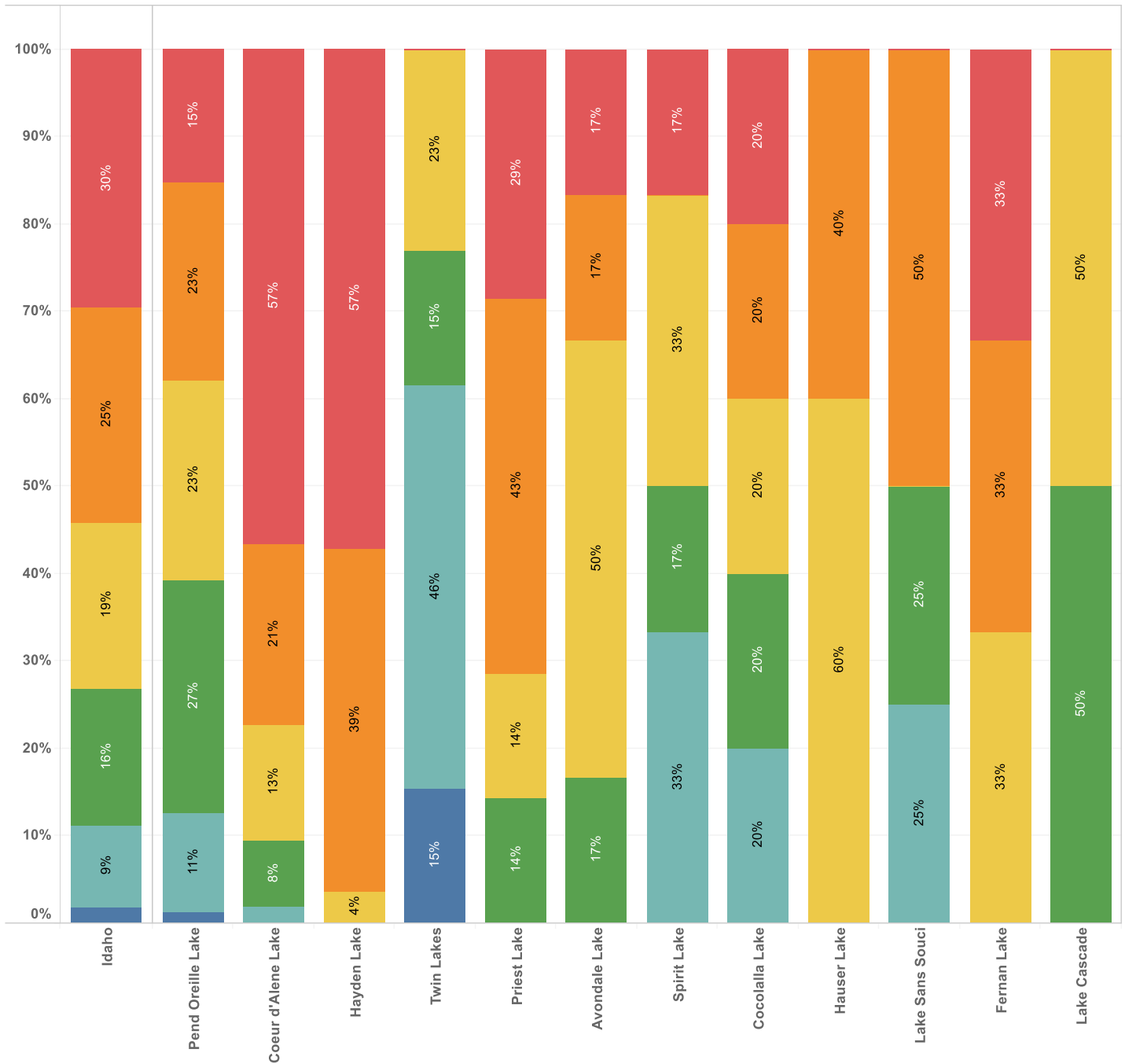
### Listings of Less Than 10 Acres

1. Lake Cascade	\$1,138,234
2. Hayden Lake	\$731,268
3. Coeur d'Alene Lake	\$436,644
4. Pend Oreille Lake	\$250,227

### Listings of 10 Acres or More

1. Pend Oreille Lake	\$79,344
2. Coeur d'Alene Lake	\$57,653

Price Breakdown by Percentage of Homes in the Idaho Market 2022Q2

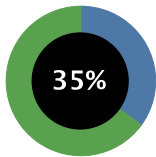
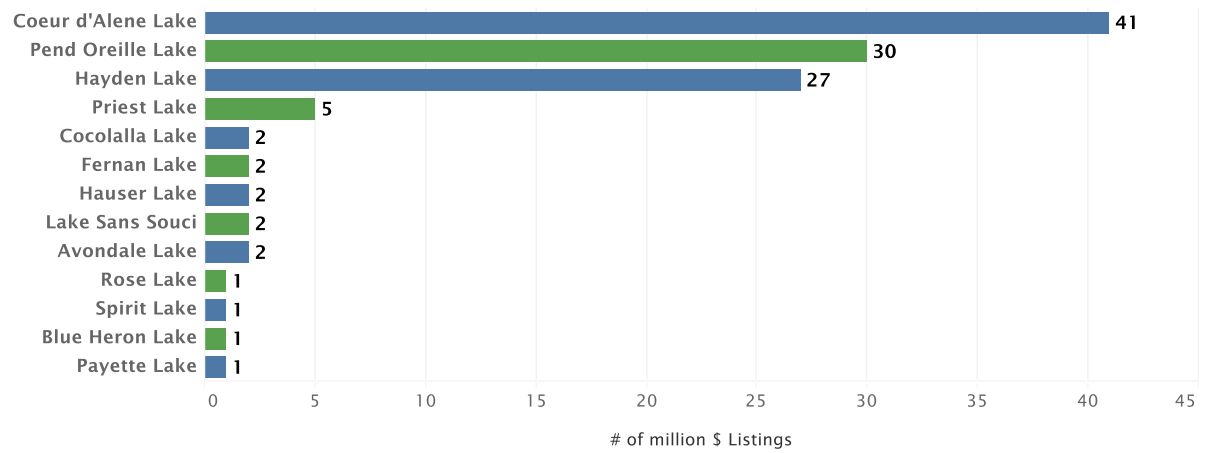


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



## Luxury Lake Real Estate in Idaho

### Where Are The Million-Dollar Listings? 2022Q2

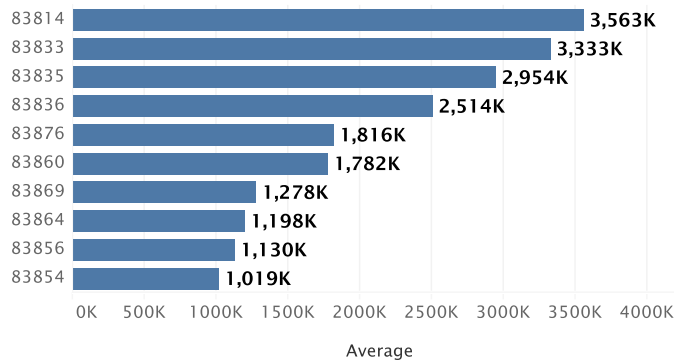


of \$1M+ Homes in Idaho are on Coeur d'Alene Lake

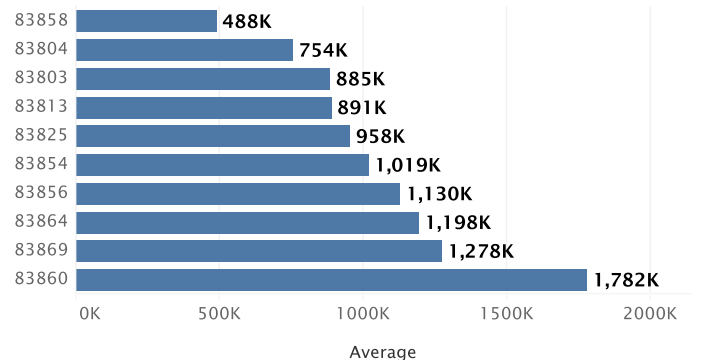
Total Number of \$1M+ Homes

117

### Most Expensive ZIP Codes 2022Q2



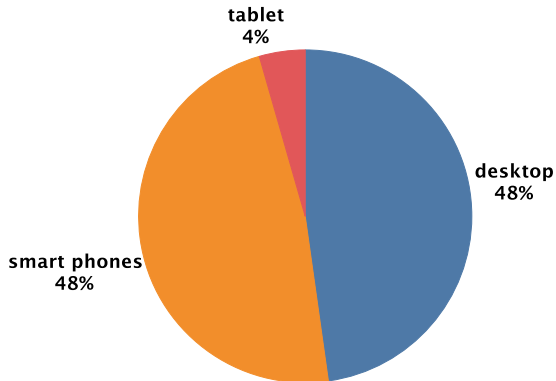
### Most Affordable ZIP Codes 2022Q2



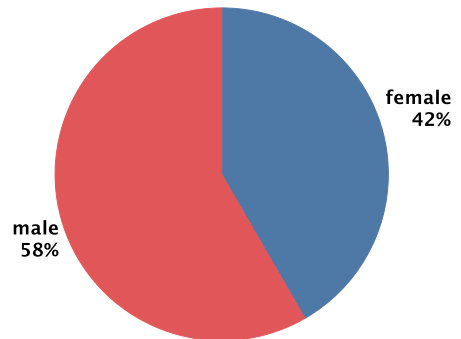
**LAKE HOMES REALTY**  
LAKEHOMES.COM

## Who's Shopping Idaho Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

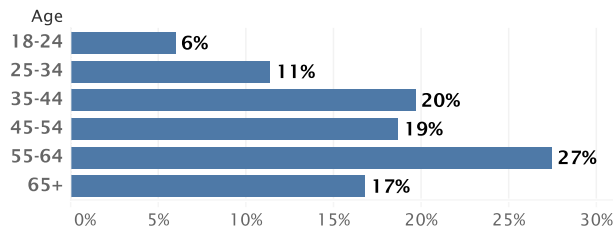


**90%** of potential buyers come from outside Idaho

### Seattle-Tacoma

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

What Age Groups are Shopping 2022Q2



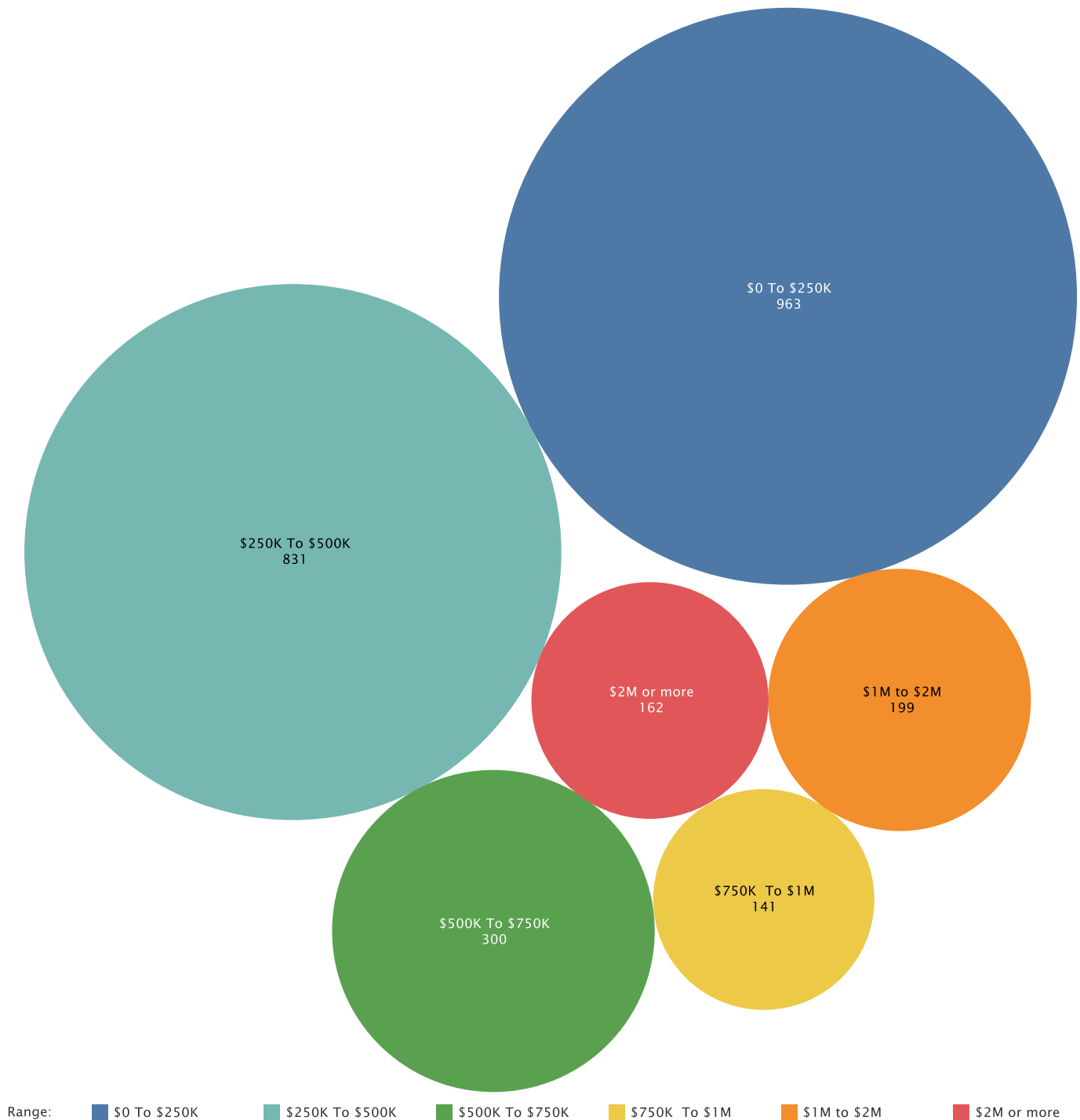
Number 2-10 metros are:

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



## ILLINOIS

Price Breakdown by Number of Homes in the Illinois Market 2022Q2



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# Illinois

The number of listings on Lake Michigan grew from 2,518 in spring 2022 to 3,039, resulting in a 19% increase.

## Largest Markets

1. Lake Michigan	\$1,376,088,901	77.0%
2. Quarry Lake	\$22,784,800	1.3%
3. Skokie Lagoons	\$21,675,899	1.2%
4. Wonder Lake	\$17,044,239	1.0%
5. Heather Lake	\$11,924,900	0.7%

**Total Illinois Market:** **\$1,786,264,907**

## Most Listings

1. Lake Michigan	1,759	57.9%
2. Wonder Lake	68	2.2%
3. Spoon Lake	54	1.8%
4. Lake Thunderbird	41	1.3%
5. Round Lake	30	1.0%

**Total Illinois Listings:** **3,039**

## Largest Home Markets

1. Lake Michigan	\$1,358,083,101	78.5%
2. Quarry Lake	\$22,215,800	1.3%
3. Skokie Lagoons	\$20,280,900	1.2%
4. Wonder Lake	\$16,803,750	1.0%
5. Heather Lake	\$11,924,900	0.7%

**Total Illinois Home Market:** **\$1,729,802,412**

## Most Homes Available

1. Lake Michigan	1,715	66.1%
2. Wonder Lake	64	2.5%
3. Chain O'Lakes - Fox Lake	24	0.9%
4. Peoria Lake	23	0.9%
5. Chain O'Lakes - Long Lake	22	0.8%

**Total Illinois Home Listings:** **2,596**

## Largest Land Markets

1. Lake Michigan	\$18,005,800	31.9%
2. Bangs Lake	\$3,353,500	5.9%
3. Lake Renwick	\$2,369,444	4.2%
4. Lake Of The Coves	\$2,228,000	3.9%
5. Spoon Lake	\$1,562,250	2.8%

**Total Illinois Land Market:** **\$56,462,495**

## Most Land Available

1. Lake Michigan	44	9.9%
2. Spoon Lake	43	9.7%
3. Lake Thunderbird	32	7.2%
4. Lake Wildwood	21	4.7%
5. Holiday Lake	13	2.9%

**Total Illinois Land Listings:** **443**

## Average Home Price

1. Skokie Lagoons	\$2,028,090
2. Quarry Lake	\$1,481,053
3. Lake Michigan	\$791,885
4. Baker Lake	\$770,757
5. Lake Sara	\$494,230

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

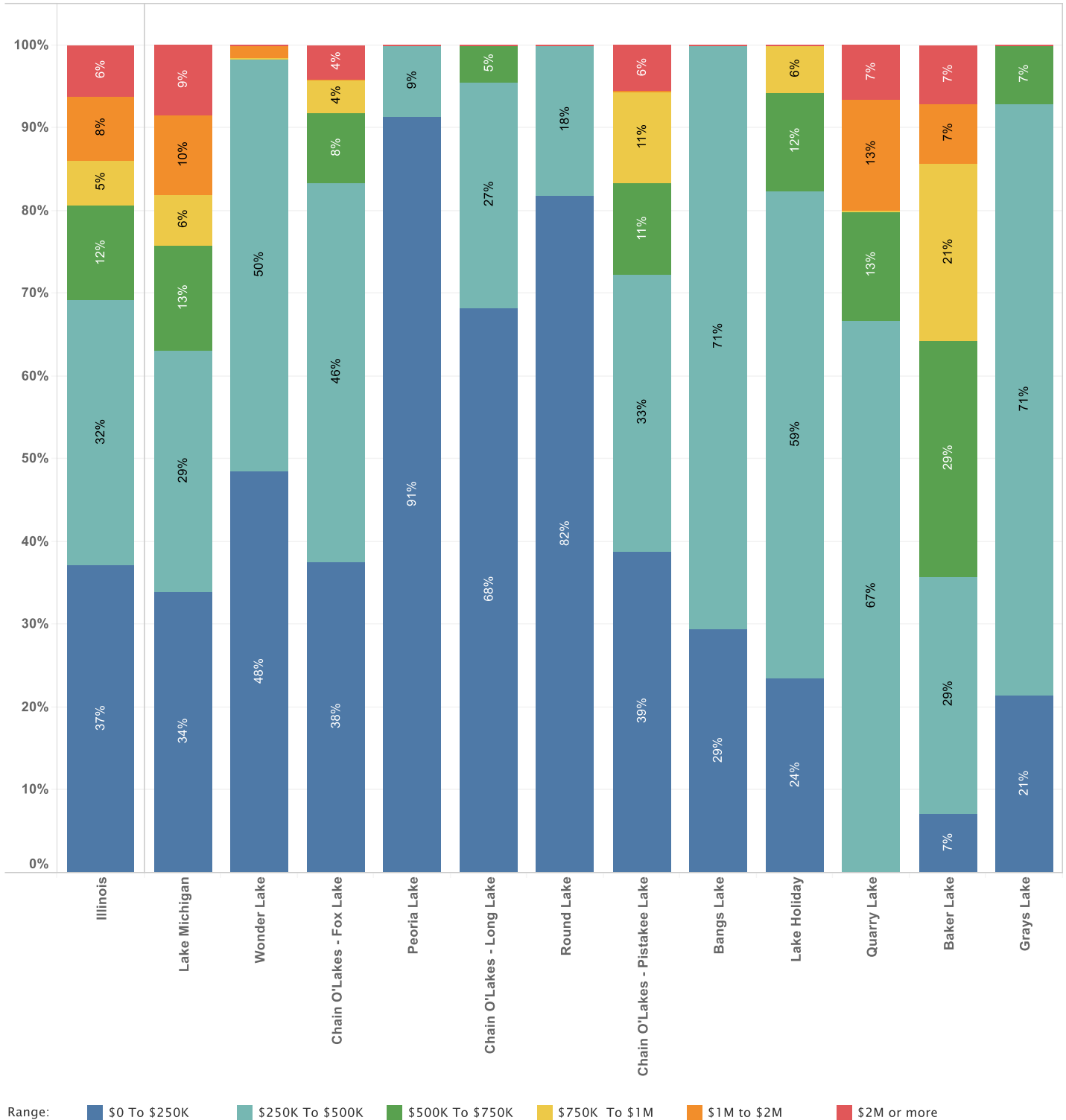
1. Bangs Lake	\$222,233
2. Holiday Lake	\$115,599
3. Cotton Creek Marsh	\$76,674
4. Lake Thunderbird	\$40,470

### 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.

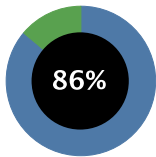
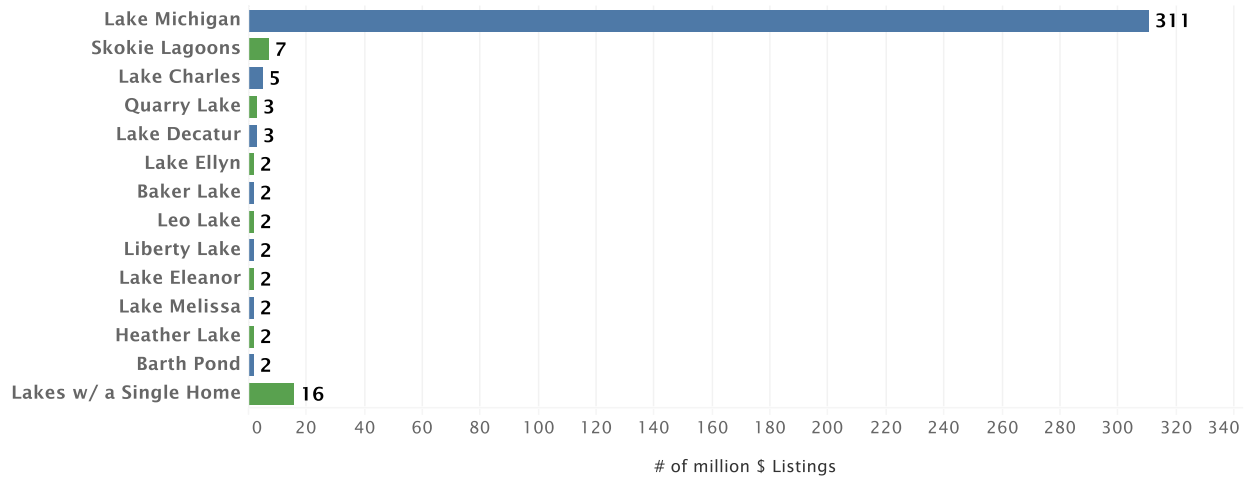
Price Breakdown by Percentage of Homes in the Illinois Market 2022Q2



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## Luxury Lake Real Estate in Illinois

### Where Are The Million-Dollar Listings? 2022Q2

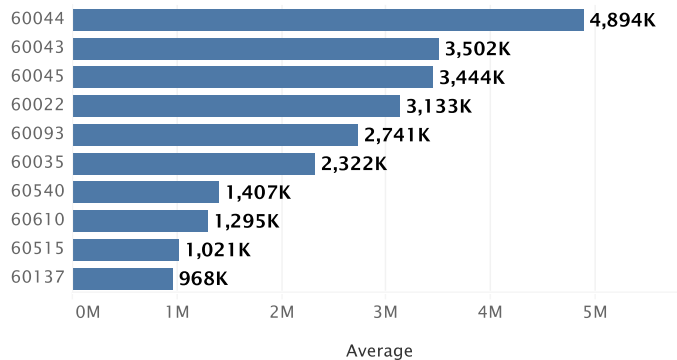


of \$1M+ Homes in Illinois are on Lake Michigan

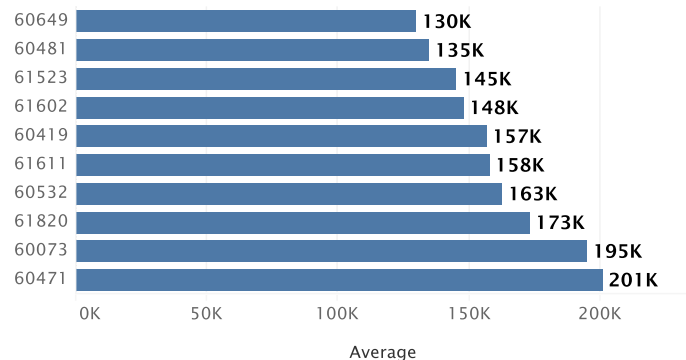
Total Number of \$1M+ Homes

361

### Most Expensive ZIP Codes 2022Q2



### Most Affordable ZIP Codes 2022Q2

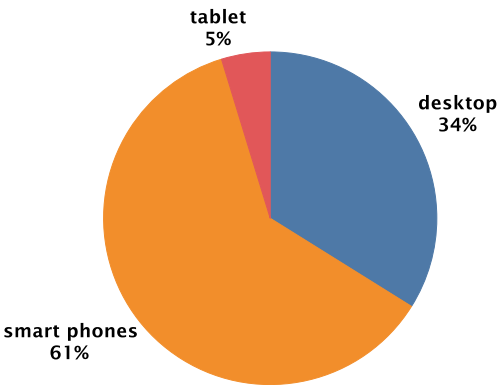


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LAKEHOMES.COM

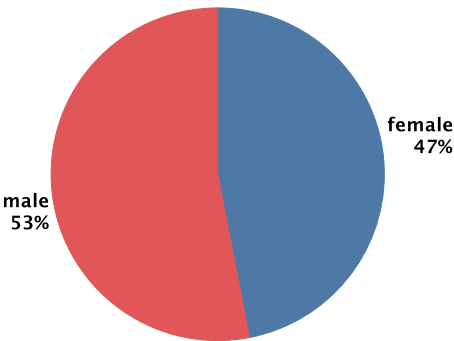


## Who's Shopping Illinois Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

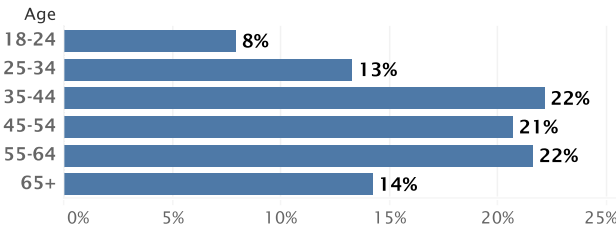


**31%** of potential buyers come from outside Illinois

### St. Louis

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

What Age Groups are Shopping 2022Q2



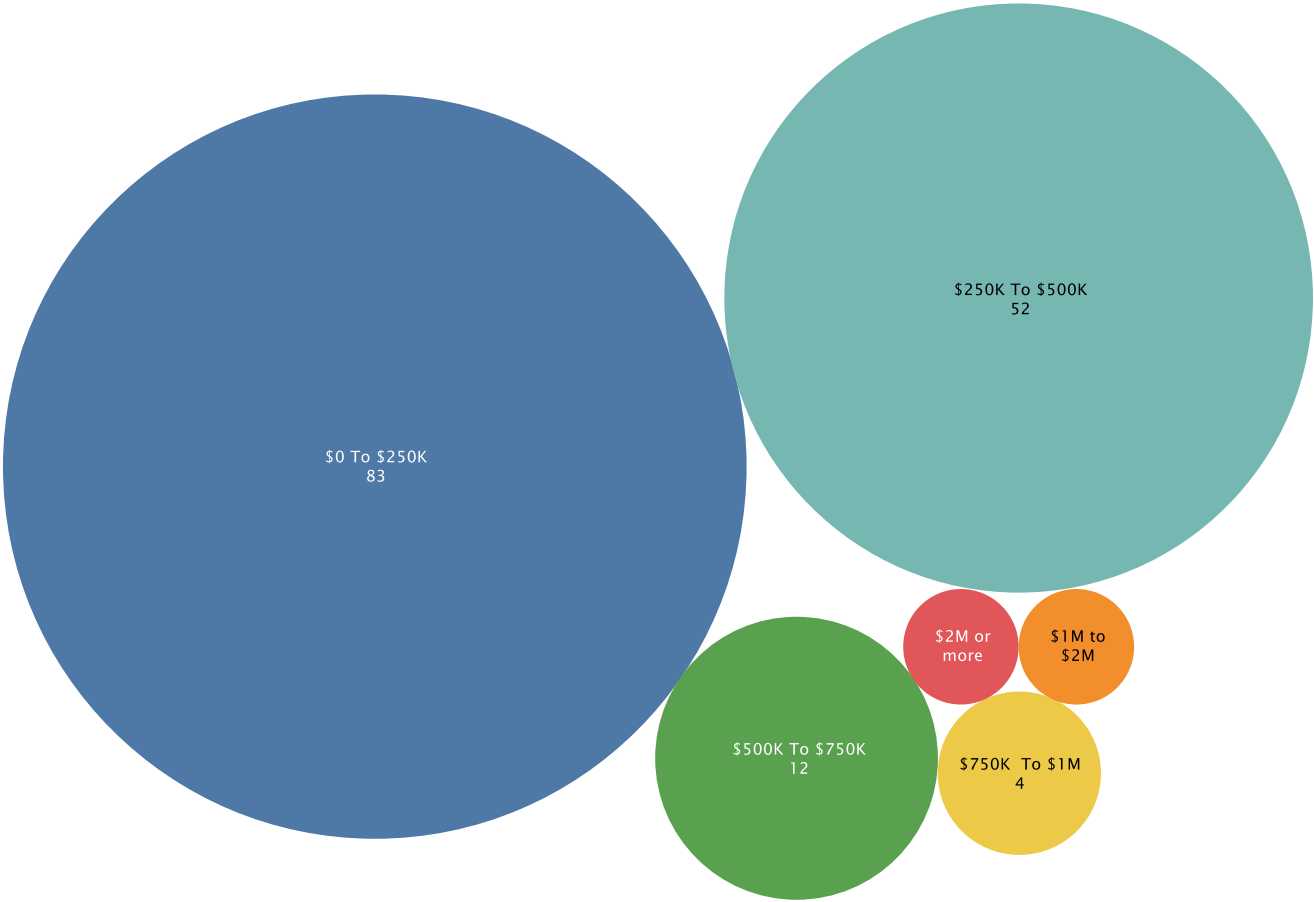
Number 2-10 metros are:

- Milwaukee, WI
- New York, NY
- Denver, CO
- Dallas-Ft. Worth, TX
- Phoenix, AZ
- Los Angeles, CA
- Madison, WI
- Detroit, MI
- Indianapolis, IN



CHAINOLAKES

Price Breakdown by Number of Homes in the ChainOLakes Market 2022Q2



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



# Chain O' Lakes

Chain o' Lakes increased from \$43 MM in spring 2022 to \$56 MM in summer 2022 resulting \$13 MM in growth.

## Largest Markets

1. Chain O'Lakes - Fox Lake	\$10,178,900	18.2%
2. Chain O'Lakes - Pistakee Lake	\$9,779,450	17.5%
3. Chain O'Lakes - Grass Lake	\$4,863,820	8.7%
4. Chain O'Lakes - Long Lake	\$4,736,200	8.5%
5. Chain O'Lakes - Lake Marie	\$4,702,300	8.4%

**Total ChainOLakes Market:** **\$55,912,034**

## Most Listings

1. Chain O'Lakes - Fox Lake	28	14.0%
2. Chain O'Lakes - Pistakee Lake	26	13.0%
3. Chain O'Lakes - Long Lake	23	11.5%
4. Chain O'Lakes - Nippersink Lake	18	9.0%
5. Chain O'Lakes - Grass Lake	15	7.5%

**Total ChainOLakes Listings:** **200**

## Largest Home Markets

1. Chain O'Lakes - Fox Lake	\$9,747,400	19.0%
2. Chain O'Lakes - Pistakee Lake	\$8,627,900	16.8%
3. Chain O'Lakes - Grass Lake	\$4,814,400	9.4%
4. Chain O'Lakes - Long Lake	\$4,710,300	9.2%
5. Chain O'Lakes - Lake Marie	\$4,077,300	8.0%

**Total ChainOLakes Home Market:** **\$51,266,944**

## Most Homes Available

1. Chain O'Lakes - Fox Lake	24	15.5%
2. Chain O'Lakes - Long Lake	22	14.2%
3. Chain O'Lakes - Pistakee Lake	18	11.6%
4. Chain O'Lakes - Nippersink Lake	13	8.4%
5. Duck Lake	12	7.7%

**Total ChainOLakes Home Listings:** **155**

## Largest Land Markets

1. Chain O'Lakes - Pistakee Lake	\$1,151,550	24.8%
2. Chain O'Lakes - Lake Marie	\$625,000	13.5%
3. Lake Tranquility	\$579,000	12.5%
4. Chain O'Lakes - Bluff Lake	\$449,000	9.7%
5. Chain O'Lakes - Fox Lake	\$431,500	9.3%

**Total ChainOLakes Land Market:** **\$4,645,090**

## Most Land Available

1. Chain O'Lakes - Pistakee Lake	8	17.8%
2. Chain O'Lakes - Lake Marie	5	11.1%
2. Chain O'Lakes - Nippersink Lake	5	11.1%
4. Chain O'Lakes - Fox Lake	4	8.9%
4. Chain O'Lakes - Grass Lake	4	8.9%

**Total ChainOLakes Land Listings:** **45**

## Average Home Price

1. Chain O'Lakes - Pistakee Lake, IL	\$479,328
2. Chain O'Lakes - Grass Lake, IL	\$437,673
3. Chain O'Lakes - Fox Lake, IL	\$406,142

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

\*\*\*

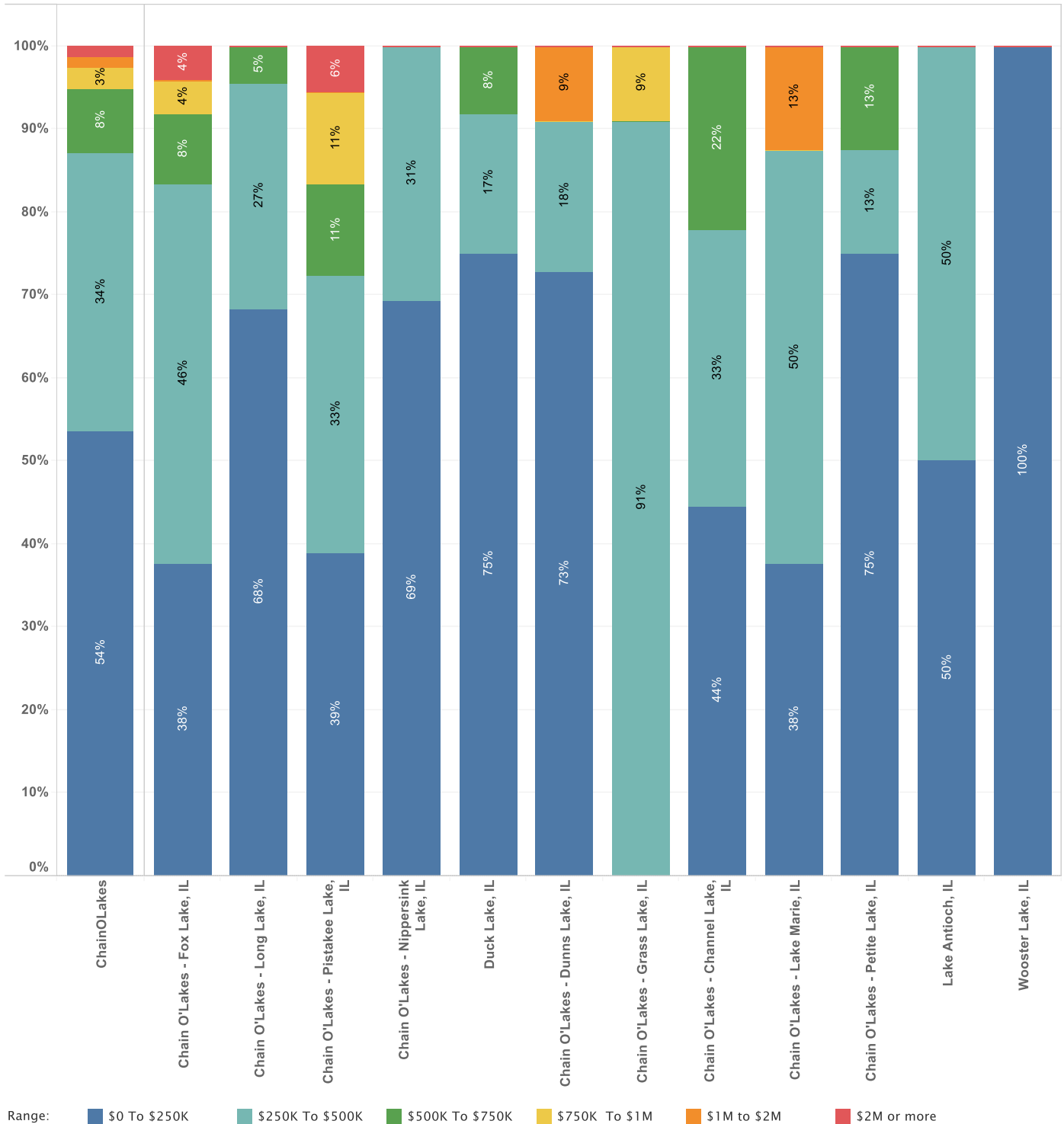
### Listings of 10 Acres or More

\*\*

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

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

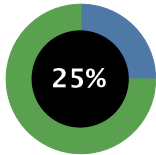
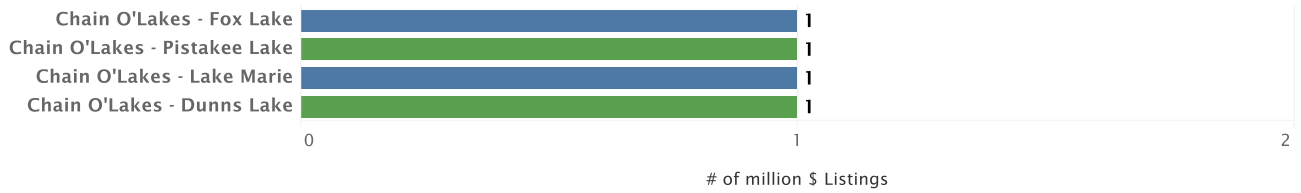
Price Breakdown by Percentage of Homes in the ChainOLakes Market 2022Q2



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## Luxury Lake Real Estate in ChainOLakes

### Where Are The Million-Dollar Listings? 2022Q2

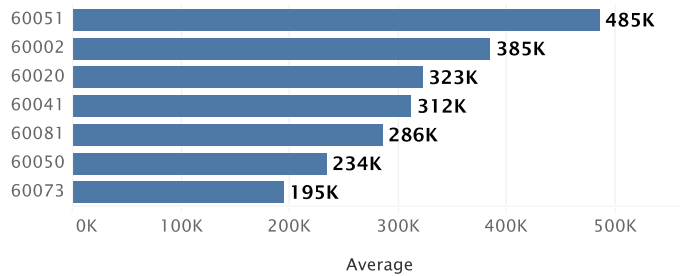


25% of \$1M+ Homes in ChainOLakes are on Chain O'Lakes - Dunns Lake

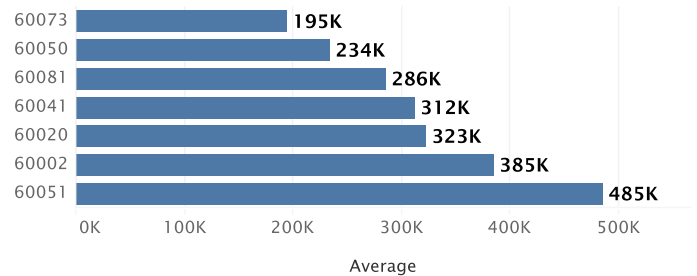
Total Number of \$1M+ Homes

4

### Most Expensive ZIP Codes 2022Q2

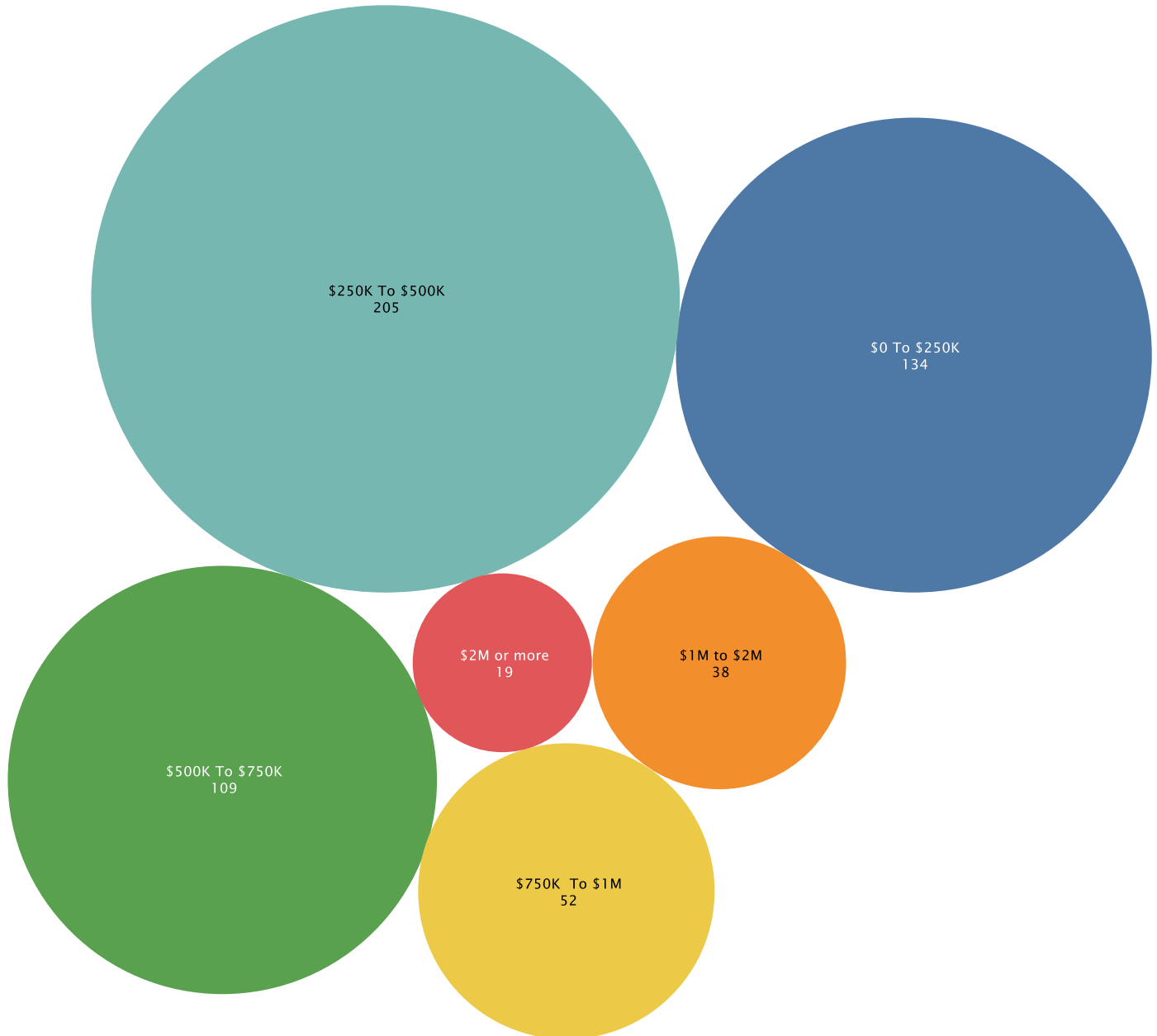


### Most Affordable ZIP Codes 2022Q2



## INDIANA

Price Breakdown by Number of Homes in the Indiana Market 2022Q2



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



# Indiana

The total Indiana home market experienced a 41% rise from from \$251 MM in spring 2022 to \$380 MM in summer 2022

## Largest Markets

1. Geist Reservoir	\$34,513,400	9.1%
2. Lake Michigan	\$28,409,388	7.5%
3. Lake Maxinkuckee	\$26,568,000	7.9%
4. Lake Wawasee	\$23,108,320	6.1%
5. Lake Shafer	\$15,636,800	4.1%

**Total Indiana Market:** **\$380,439,361**

## Most Listings

1. Lake Freeman	50	6.1%
2. Lake Shafer	46	5.6%
3. Geist Reservoir	37	4.5%
4. Morse Reservoir	32	5.7%
5. Lake Michigan	31	3.8%

**Total Indiana Listings:** **815**

## Largest Home Markets

1. Geist Reservoir	\$34,018,900	10.1%
2. Lake Maxinkuckee	\$26,568,000	7.9%
3. Lake Michigan	\$25,340,688	7.5%
4. Lake Wawasee	\$19,574,300	5.8%
5. Morse Reservoir	\$14,506,429	4.3%

**Total Indiana Home Market:** **\$336,586,056**

## Most Homes Available

1. Geist Reservoir	35	6.3%
2. Morse Reservoir	32	5.7%
3. Lake Shafer	25	4.5%
4. Lake Freeman	19	3.4%
4. Lake Michigan	19	3.4%

**Total Indiana Home Listings:** **557**

## Largest Land Markets

1. Lake Shafer	\$4,155,900	9.5%
2. Peyton Lake	\$4,130,000	9.4%
3. Lake Wawasee	\$3,534,020	8.1%
4. Lake Michigan	\$3,068,700	7.0%
5. Valley Forge Lake	\$1,891,200	4.3%

**Total Indiana Land Market:** **\$43,853,305**

## Most Land Available

1. Lake Freeman	31	12.0%
2. Lake Shafer	21	8.1%
3. Bischoff Reservoir	20	7.8%
4. Valley Forge Lake	14	5.4%
5. Lake Michigan	12	4.7%

**Total Indiana Land Listings:** **258**

## Average Home Price

1. Lake Michigan	\$1,333,720
2. Lake Wawasee	\$1,030,226
3. Geist Reservoir	\$971,969
4. Hamilton Lake	\$822,800
5. Sweetwater Lake	\$803,359

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

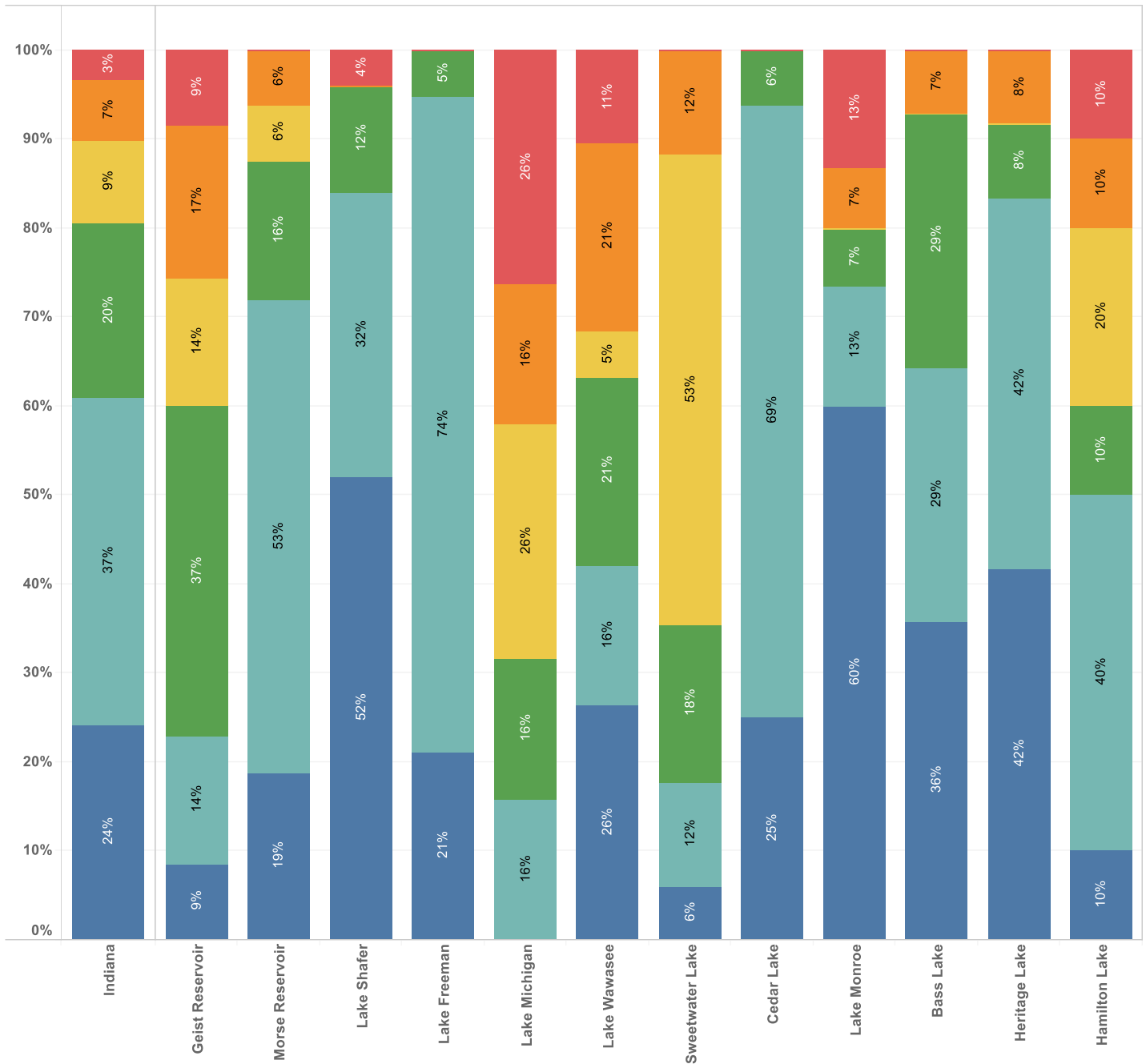
1. Lake Michigan	\$473,280
2. Valley Forge Lake	\$360,916
3. Lake Shafer	\$258,154
4. Bischoff Reservoir	\$110,527
5. Lake Santee	\$107,849

### 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 2022Q2



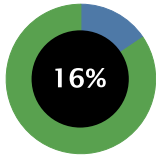
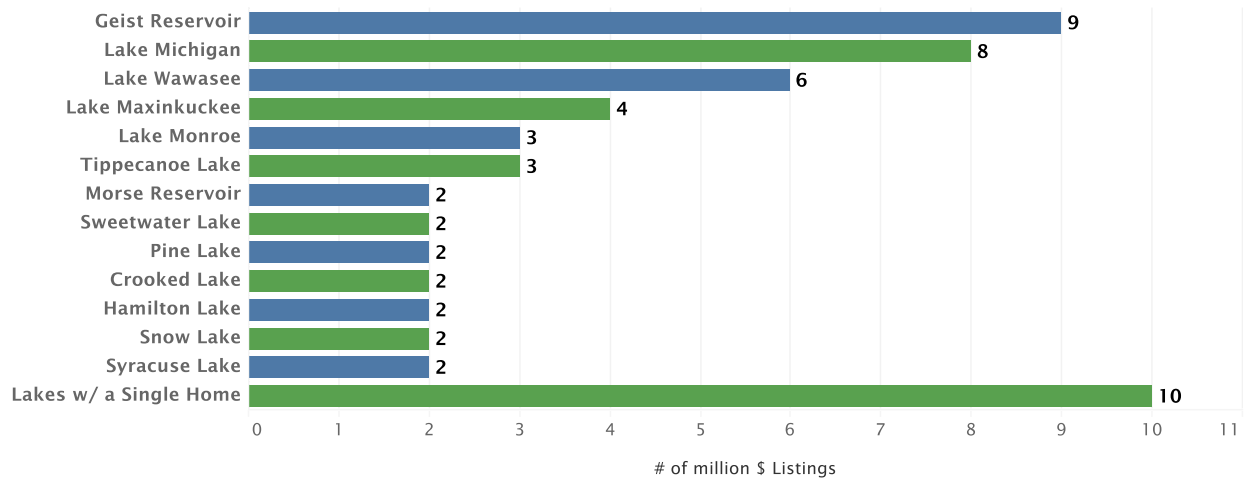
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more





## Luxury Lake Real Estate in Indiana

### Where Are The Million-Dollar Listings? 2022Q2

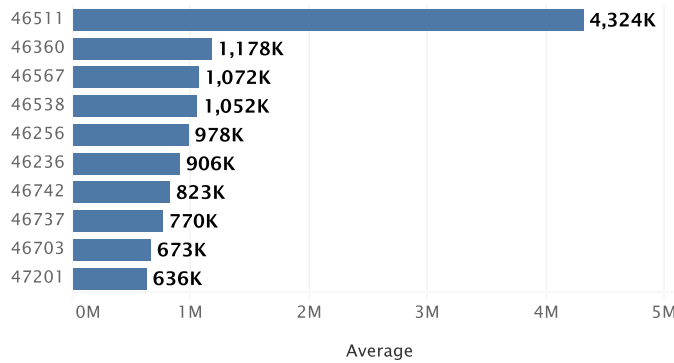


of \$1M+ Homes in Indiana are on Geist Reservoir

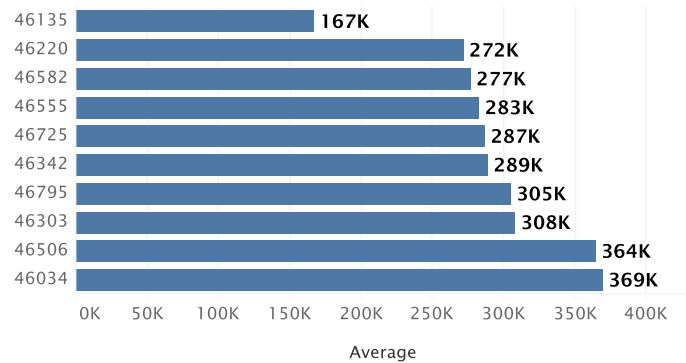
Total Number of \$1M+ Homes

57

### Most Expensive ZIP Codes 2022Q2

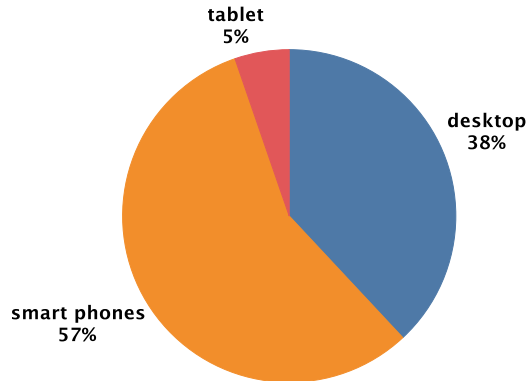


### Most Affordable ZIP Codes 2022Q2

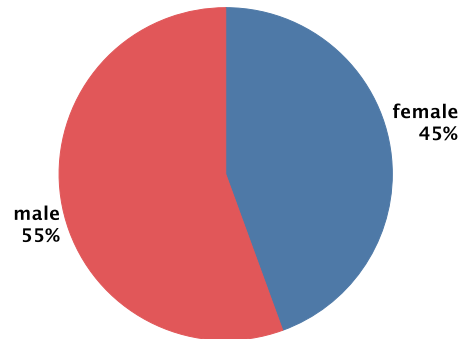


## Who's Shopping Indiana Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

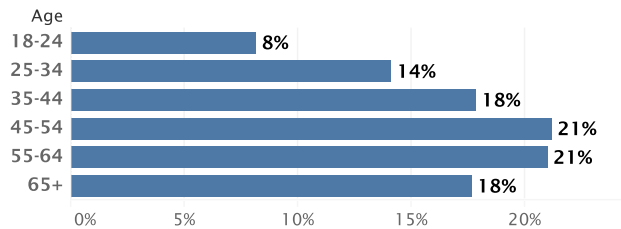


**50%** of potential buyers come from outside Indiana

### Chicago

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

What Age Groups are Shopping 2022Q2



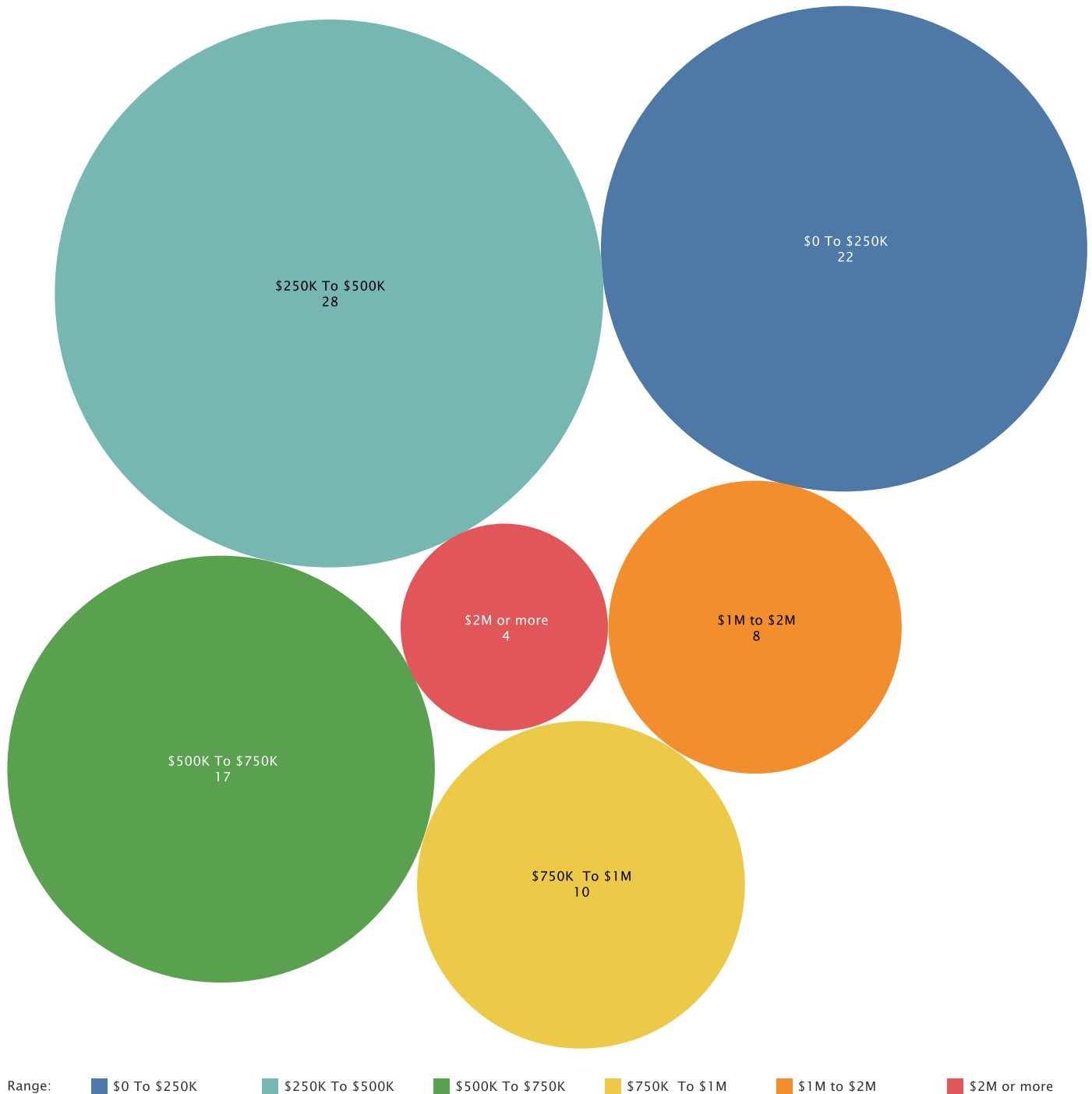
Number 2-10 metros are:

- Cincinnati, OH
- Columbus, OH
- Toledo, OH
- Louisville, KY
- Detroit, MI
- Peoria-Bloomington, IL
- Tampa-St. Petersburg (Sarasota), FL
- Denver, CO
- Atlanta, GA



## IOWA

Price Breakdown by Number of Homes in the Iowa Market 2022Q2



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# Iowa

The total Iowa market grew from \$33 MM in spring 2022 to \$76 MM in summer 2022 resulting in a 79% rise.

## Largest Markets

1. West Okoboji Lake	\$20,887,000	27.4%
2. East Okoboji Lake	\$15,960,899	20.9%
3. Clear Lake	\$12,257,526	16.1%
4. Sun Valley Lake	\$5,200,400	6.8%
5. Big Spirit Lake	\$4,906,800	6.4%

Total Iowa Market:

\$76,302,447

## Most Listings

1. Clear Lake	22	17.3%
1. Sun Valley Lake	22	17.3%
3. East Okoboji Lake	21	16.5%
4. West Okoboji Lake	14	11.0%
5. Lake Ponderosa	12	9.4%

Total Iowa Listings:

127

## Largest Home Markets

1. West Okoboji Lake	\$19,212,000	28.7%
2. East Okoboji Lake	\$12,913,899	19.3%
3. Clear Lake	\$9,938,526	14.8%
4. Big Spirit Lake	\$4,598,800	6.9%
5. Lake Ponderosa	\$4,363,800	6.5%

Total Iowa Home Market:

\$66,942,547

## Most Homes Available

1. Clear Lake	18	19.8%
2. East Okoboji Lake	14	15.4%
3. West Okoboji Lake	13	14.3%
4. Lake Ponderosa	9	9.9%
4. Sun Valley Lake	9	9.9%

Total Iowa Home Listings:

91

## Largest Land Markets

1. East Okoboji Lake	\$3,047,000	32.6%
2. Clear Lake	\$2,319,000	24.8%
3. West Okoboji Lake	\$1,675,000	17.9%
4. Sun Valley Lake	\$1,409,500	15.1%
5. Lake Ponderosa	\$482,000	5.1%

Total Iowa Land Market:

\$9,359,900

## Most Land Available

1. Sun Valley Lake	13	36.1%
2. East Okoboji Lake	7	19.4%
2. Rathbun Lake	7	19.4%
4. Clear Lake	4	11.1%
5. Lake Ponderosa	3	8.3%

Total Iowa Land Listings:

36

## Average Home Price

1. West Okoboji Lake	\$1,477,846
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## Average Land Price Per Acre

### Listings of Less Than 10 Acres

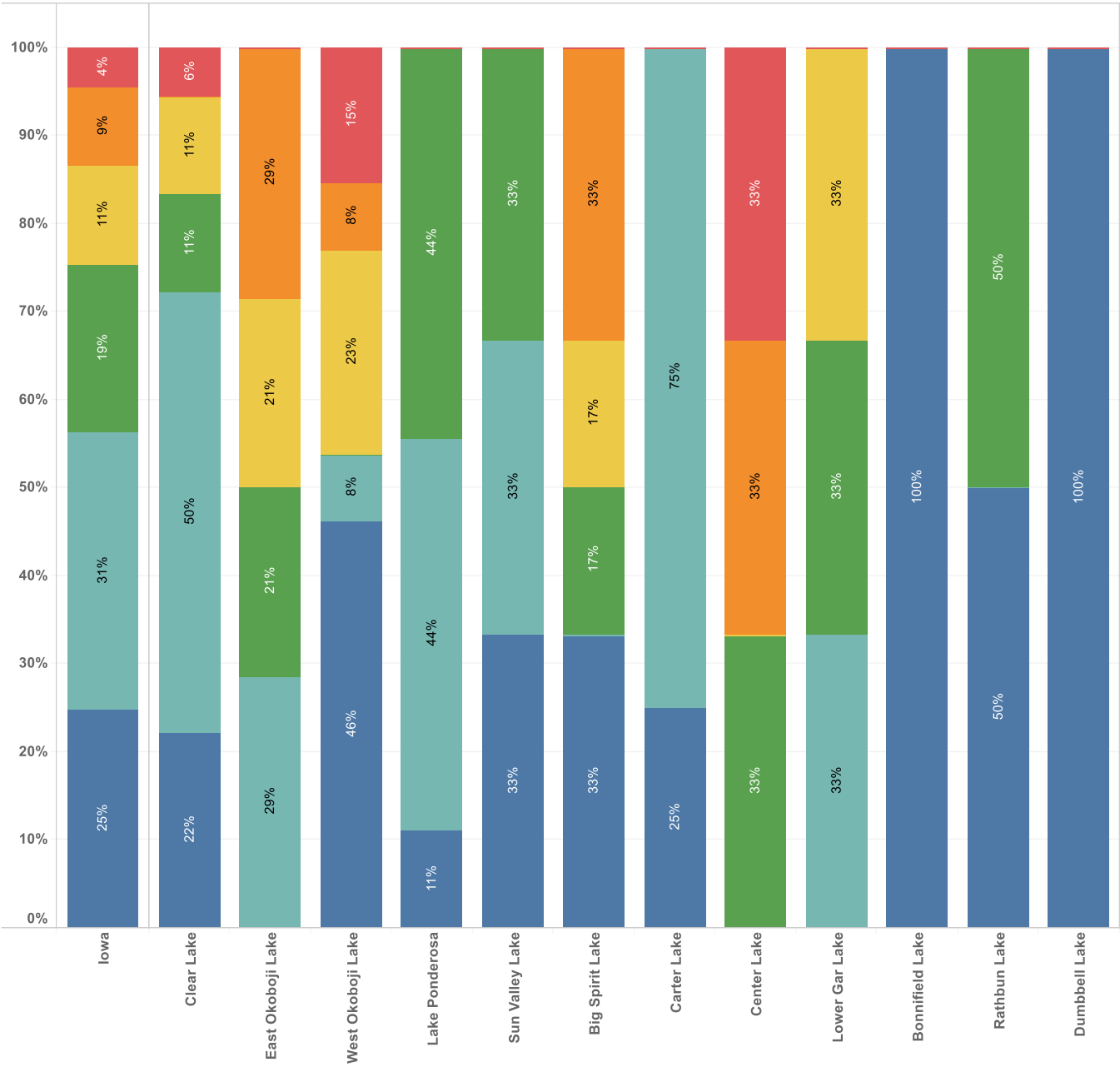
1. Sun Valley Lake	\$145,760
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### Listings of 10 Acres or More

\*\*

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

Price Breakdown by Percentage of Homes in the Iowa Market 2022Q2

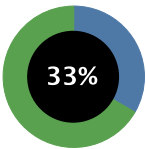
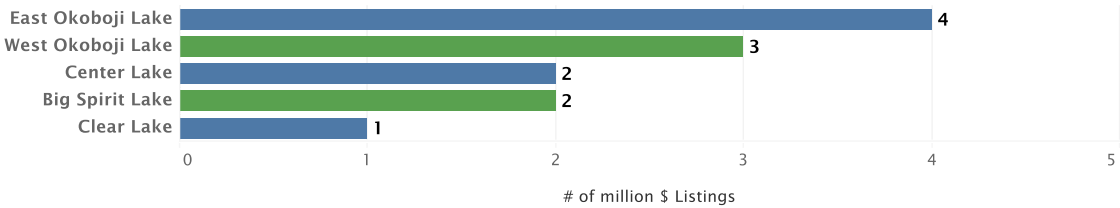


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



### Luxury Lake Real Estate in Iowa

Where Are The Million-Dollar Listings? 2022Q2

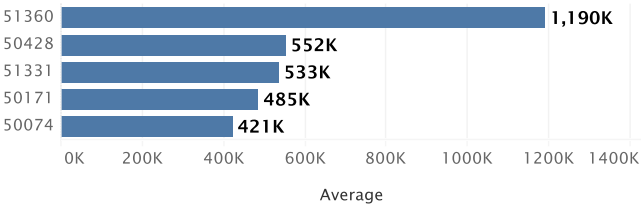


of \$1M+ Homes in Iowa are on East Okoboji Lake

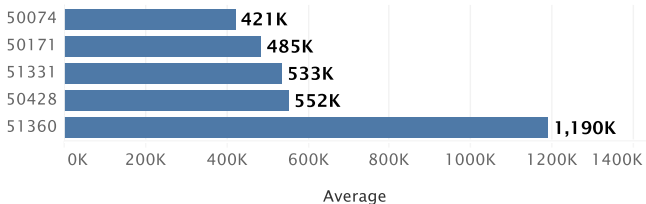
Total Number of \$1M+ Homes

12

Most Expensive ZIP Codes 2022Q2



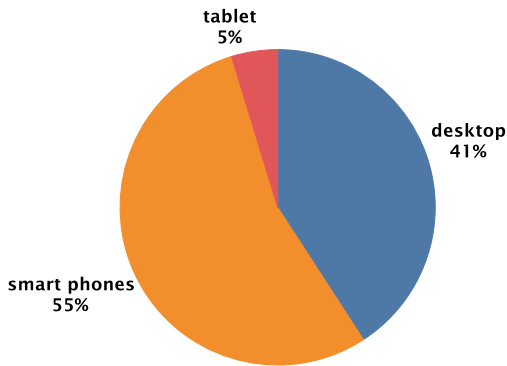
Most Affordable ZIP Codes 2022Q2



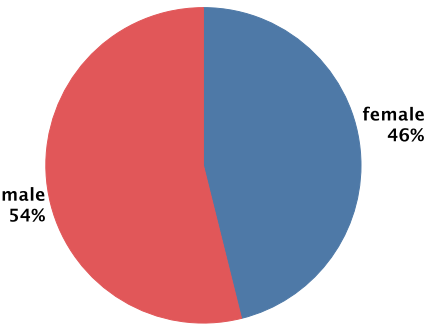
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## Who's Shopping Iowa Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

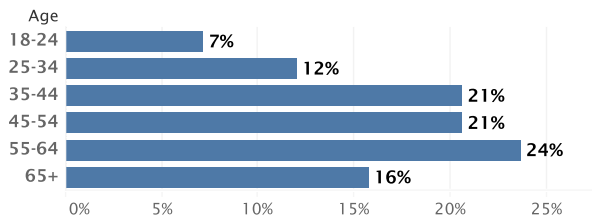


**54%** of potential buyers come from outside Iowa

### Omaha

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

What Age Groups are Shopping 2022Q2



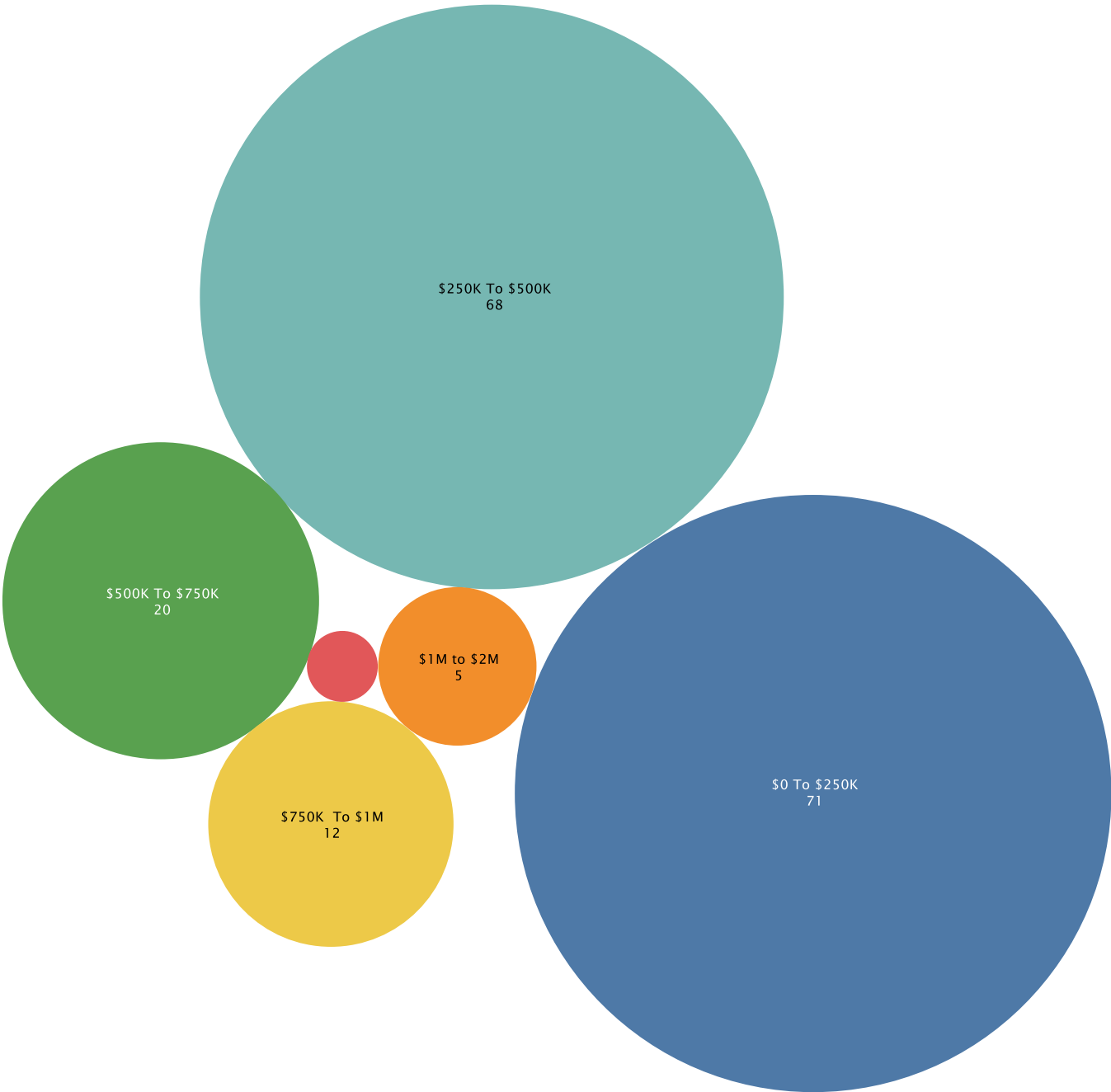
Number 2-10 metros are:

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



KENTUCKY

Price Breakdown by Number of Homes in the Kentucky Market 2022Q2



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 grew from \$157 MM in spring 2022 to \$176 MM in summer 2022, resulting in an 11% increase.

## Largest Markets

1. Kentucky Lake*	\$62,375,909	35.4%
2. Lake Cumberland	\$52,519,092	29.8%
3. Lake Barkley*	\$40,883,994	23.2%
4. Dale Hollow Lake*	\$17,730,056	10.0%
5. Wood Creek Lake	\$2,943,300	1.7%

Total Kentucky Market: \$176,452,351

## Most Listings

1. Lake Cumberland	414	38.0%
2. Kentucky Lake*	276	25.3%
3. Lake Barkley*	264	24.2%
4. Dale Hollow Lake*	110	10.1%
5. Wood Creek Lake	26	2.4%

Total Kentucky Listings: 1,090

## Largest Home Markets

1. Kentucky Lake*	\$45,081,098	38.3%
2. Lake Cumberland	\$35,130,500	29.9%
3. Lake Barkley*	\$24,463,599	20.8%
4. Dale Hollow Lake*	\$10,832,129	9.2%
5. Wood Creek Lake	\$2,117,900	1.8%

Total Kentucky Home Market: \$117,625,226

## Most Homes Available

1. Lake Cumberland	108	39.9%
2. Kentucky Lake*	76	28.0%
3. Lake Barkley*	65	24.0%
4. Dale Hollow Lake*	17	6.3%
5. Wood Creek Lake	5	1.8%

Total Kentucky Home Listings: 271

## Largest Land Markets

1. Lake Cumberland	\$17,388,592	29.6%
2. Kentucky Lake*	\$17,294,811	29.4%
3. Lake Barkley*	\$16,420,395	27.9%
4. Dale Hollow Lake*	\$6,897,927	11.7%
5. Wood Creek Lake	\$825,400	1.4%

Total Kentucky Land Market: \$58,827,125

## Most Land Available

1. Lake Cumberland	306	37.4%
2. Kentucky Lake*	200	24.4%
3. Lake Barkley*	199	24.3%
4. Dale Hollow Lake*	93	11.4%
5. Wood Creek Lake	21	2.6%

Total Kentucky Land Listings: 819

## Average Home Price

1. Kentucky Lake	\$602,305
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## Average Land Price Per Acre

### Listings of Less Than 10 Acres

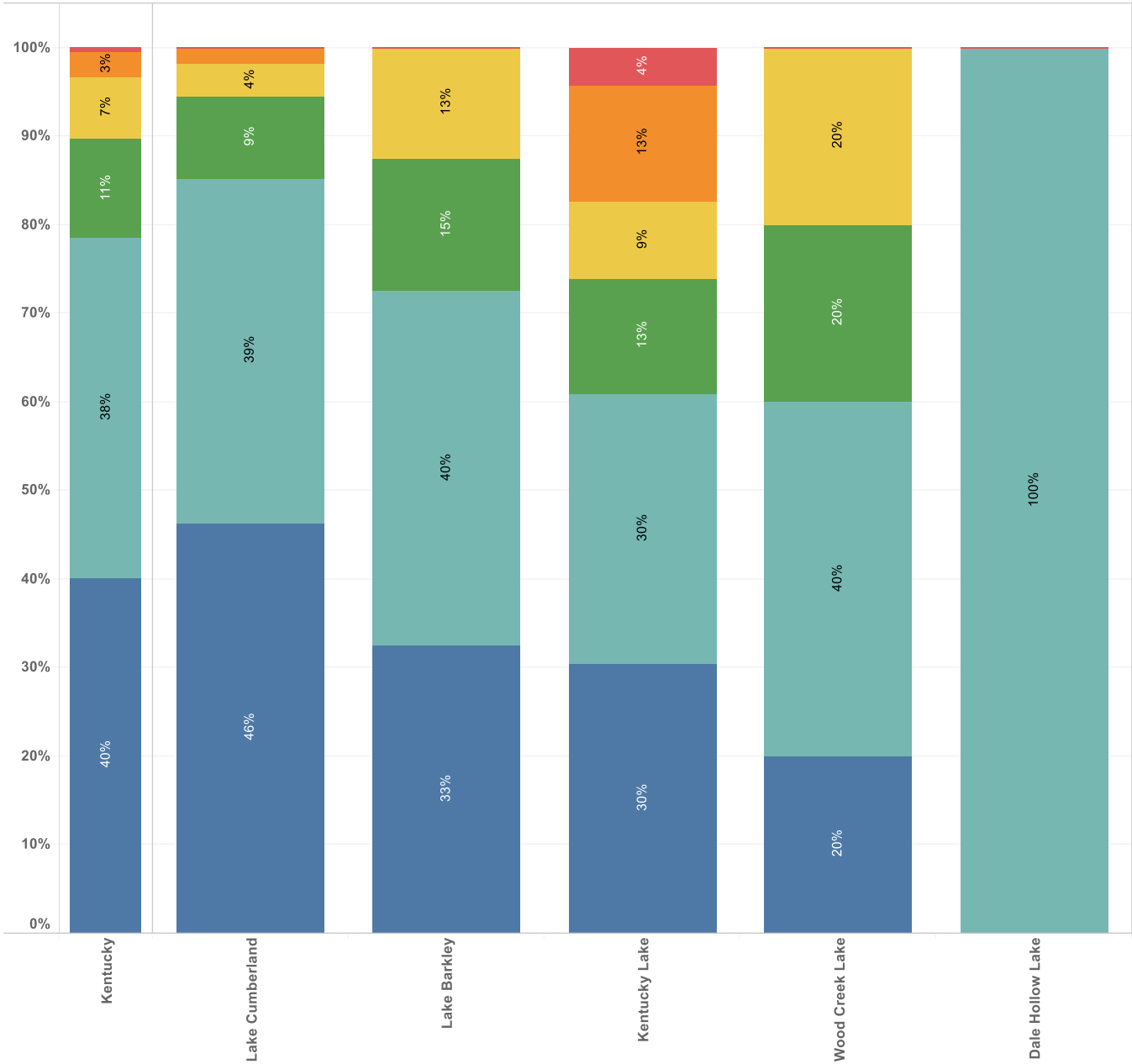
1. Lake Barkley	\$42,261
2. Wood Creek Lake	\$40,324
3. Kentucky Lake	\$38,399
4. Lake Cumberland	\$37,944

### Listings of 10 Acres or More

1. Lake Barkley	\$11,751
2. Lake Cumberland	\$6,660

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

Price Breakdown by Percentage of Homes in the Kentucky Market 2022Q2

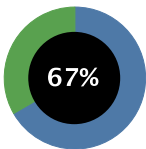
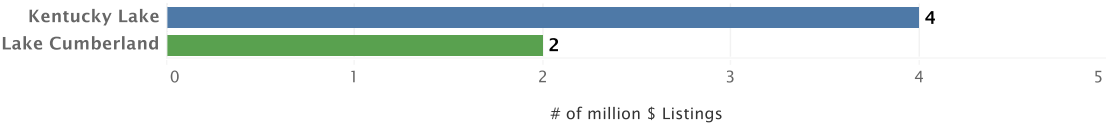


Range:   ■ \$0 To \$250K   ■ \$250K To \$500K   ■ \$500K To \$750K   ■ \$750K To \$1M   ■ \$1M To \$2M   ■ \$2M or more



### Luxury Lake Real Estate in Kentucky

Where Are The Million-Dollar Listings? 2022Q2

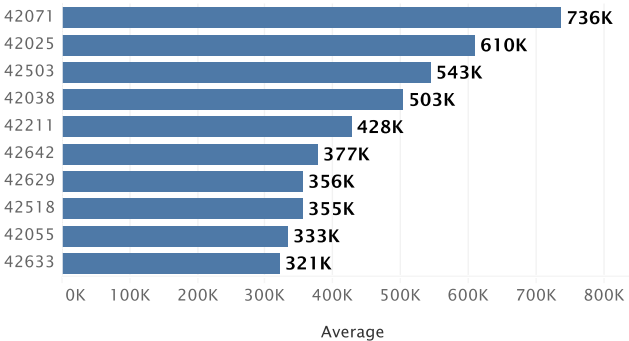


of \$1M+ Homes in Kentucky are on Kentucky Lake

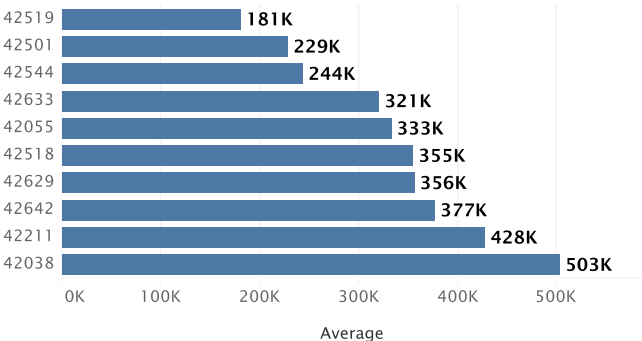
Total Number of \$1M+ Homes

6

Most Expensive ZIP Codes 2022Q2



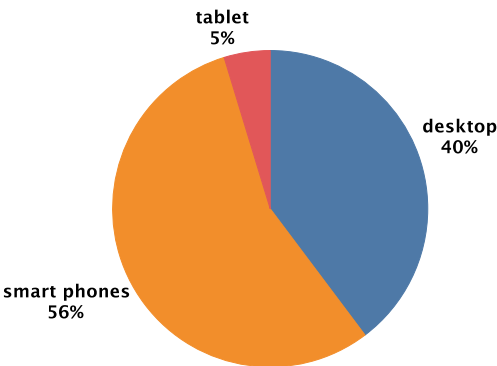
Most Affordable ZIP Codes 2022Q2



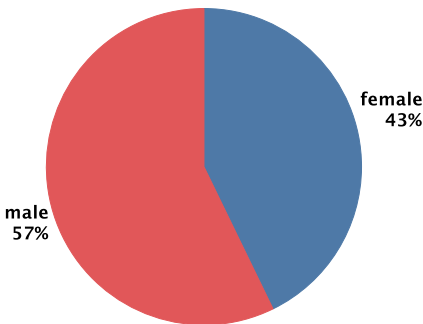
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## Who's Shopping Kentucky Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

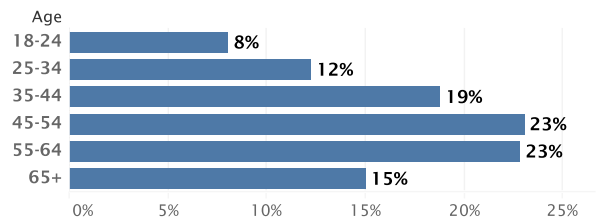


**78%** of potential buyers come from outside Kentucky

### Cincinnati

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

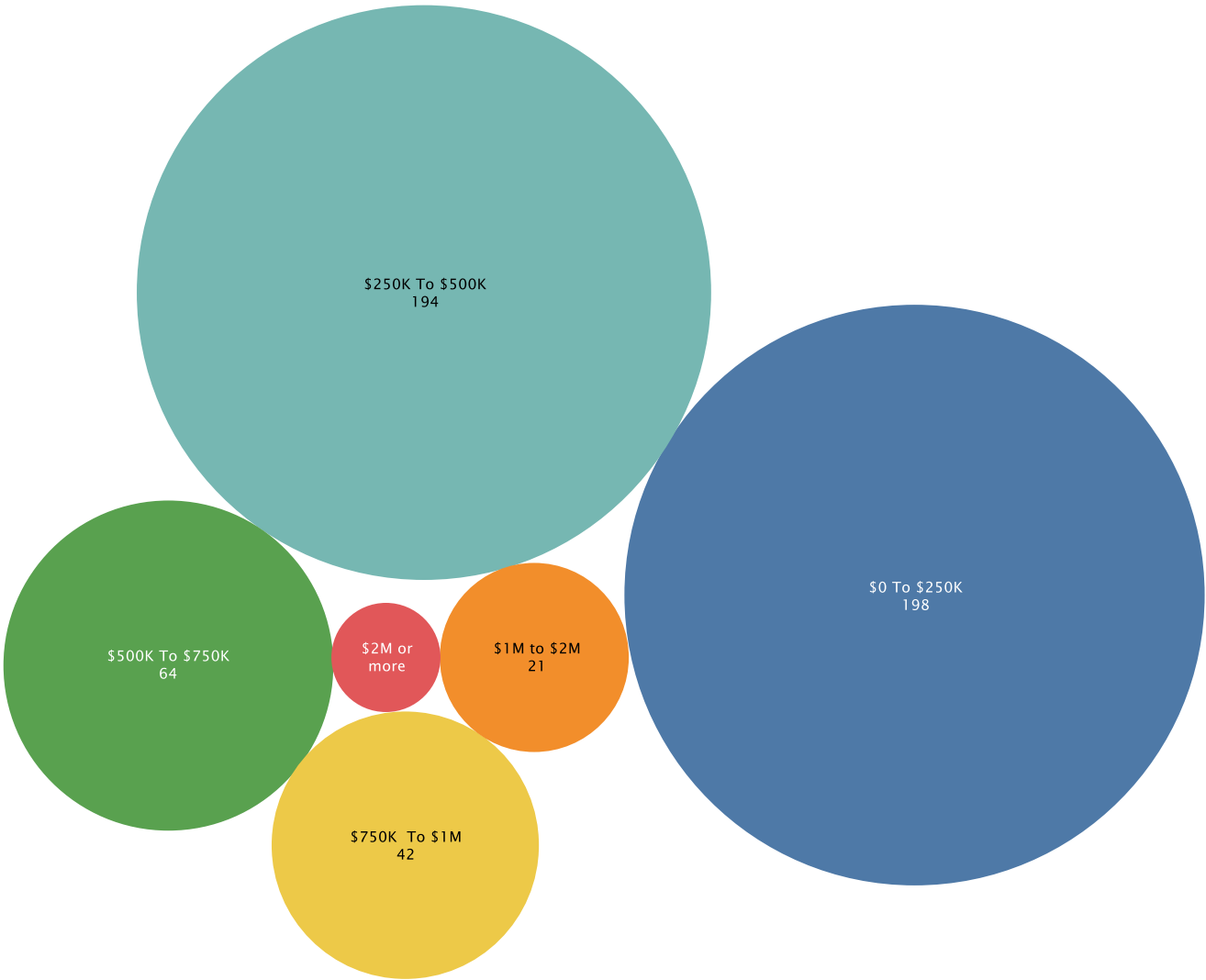
- Nashville, TN
- Chicago, IL
- Indianapolis, IN
- Atlanta, GA
- Evansville, IN
- Washington DC (Hagerstown MD)
- St. Louis, MO
- Columbus, OH
- Dayton, OH



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LOUISIANA

Price Breakdown by Number of Homes in the Louisiana Market 2022Q2



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



# Louisiana

The lakes on the Largest Markets list have generally maintained their ranking from spring 2022

## Largest Markets

1. Lake Pontchartrain	\$77,411,824	22.0%	6. Cross Lake	\$16,085,100	4.6%
2. Lake Charles	\$37,865,330	10.8%	7. Calcasieu Lake	\$14,053,809	4.0%
3. Grand Lagoon	\$33,224,686	9.5%	8. The Lake District	\$12,543,035	3.6%
4. Prien Lake	\$31,002,101	8.8%	9. Bayou D'arbonne Lake	\$7,314,600	2.1%
5. Toledo Bend Reservoir*	\$25,778,162	7.3%	10. Caddo Lake	\$5,767,400	1.6%

Total Louisiana Market:

\$354,805,919

## Largest Home Markets

1. Lake Pontchartrain	\$67,977,010	27.3%
2. Grand Lagoon	\$29,709,586	12.0%
3. Prien Lake	\$22,212,437	8.9%
4. Toledo Bend Reservoir*	\$20,926,898	8.4%
5. Lake Charles	\$16,206,400	6.5%
6. Cross Lake	\$10,364,500	4.2%
7. The Lake District	\$6,474,535	2.6%
8. Calcasieu Lake	\$5,725,900	2.3%
9. Bayou D'arbonne Lake	\$4,732,200	1.9%
10. Caddo Lake	\$4,689,000	1.9%

Total Louisiana Home Market:

\$248,606,869

## Largest Land Markets

1. Lake Charles	\$21,658,930	21.1%
2. Lake Pontchartrain	\$9,434,814	9.2%
3. Prien Lake	\$8,789,664	8.6%
4. Calcasieu Lake	\$8,327,909	8.1%
5. The Lake District	\$6,068,500	5.9%
6. Cross Lake	\$5,720,600	5.6%
7. Oden Lake	\$4,861,064	4.7%
8. Toledo Bend Reservoir*	\$4,851,264	4.7%
9. Goodyears Pond	\$3,961,500	3.9%
10. Grand Lagoon	\$3,515,100	3.4%

Total Louisiana Land Market:

\$102,674,150

The total Louisiana market grew from \$329 MM in spring 2022 to \$354 MM resulting in a 7% increase.

## Most Expensive Homes

1. Cross Lake	\$740,321
2. Prien Lake	\$673,104

## Most Affordable Homes

1. Lake Charles	\$405,160
2. Calcasieu Lake	\$520,536

## Most Listings

1. Lake Pontchartrain	145	13.2%	6. Bayou D'arbonne Lake	52	4.7%
2. Grand Lagoon	118	10.7%	6. Prien Lake	52	4.7%
3. Toledo Bend Reservoir*	103	9.4%	8. Calcasieu Lake	44	4.0%
4. Lake Charles	90	8.2%	9. Cross Lake	37	3.4%
5. Oden Lake	60	5.5%	10. Goodyears Pond	30	2.7%

**Total Louisiana Listings:**

**1,104**

## Most Homes Available

1. Lake Pontchartrain	105	18.4%
2. Grand Lagoon	81	14.2%
3. Toledo Bend Reservoir*	53	9.3%
4. Lake Charles	40	7.0%
5. Prien Lake	33	5.8%
6. Bayou D'arbonne Lake	18	3.2%
7. Chaplin Lake	14	2.5%
7. Cross Lake	14	2.5%
9. Country Club Lake	13	2.3%
10. The Lake District	12	2.1%

**Total Louisiana Home Listings:**

**571**

## Most Land Available

1. Oden Lake	58	11.0%
2. Lake Charles	50	9.5%
2. Toledo Bend Reservoir*	50	9.5%
4. Lake Pontchartrain	40	7.6%
5. Grand Lagoon	37	7.0%
6. Bayou D'arbonne Lake	34	6.5%
7. Calcasieu Lake	33	6.3%
8. Goodyears Pond	28	5.3%
9. Cross Lake	23	4.4%
10. Prien Lake	19	3.6%

**Total Louisiana Land Listings:**

**527**

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Prien Lake	\$588,331
2. Lake Charles	\$401,473
3. Calcasieu Lake	\$374,792
4. Lake Pontchartrain	\$348,524
5. Grand Lagoon	\$171,069
6. Cross Lake	\$162,740
7. Blind Lagoon	\$135,377
8. Swan Lake	\$90,874

### Listings of 10 Acres or More

\*\*

## Most Affordable Land per Acre

### Listings of Less Than 10 Acres

1. Longville Lake	\$16,031
2. Toledo Bend Reservoir	\$36,440
3. Sibley Lake	\$41,982
4. Bayou D'arbonne Lake	\$57,451
5. Goodyears Pond	\$79,982
6. Oden Lake	\$85,909
7. Swan Lake	\$90,874
8. Blind Lagoon	\$135,377

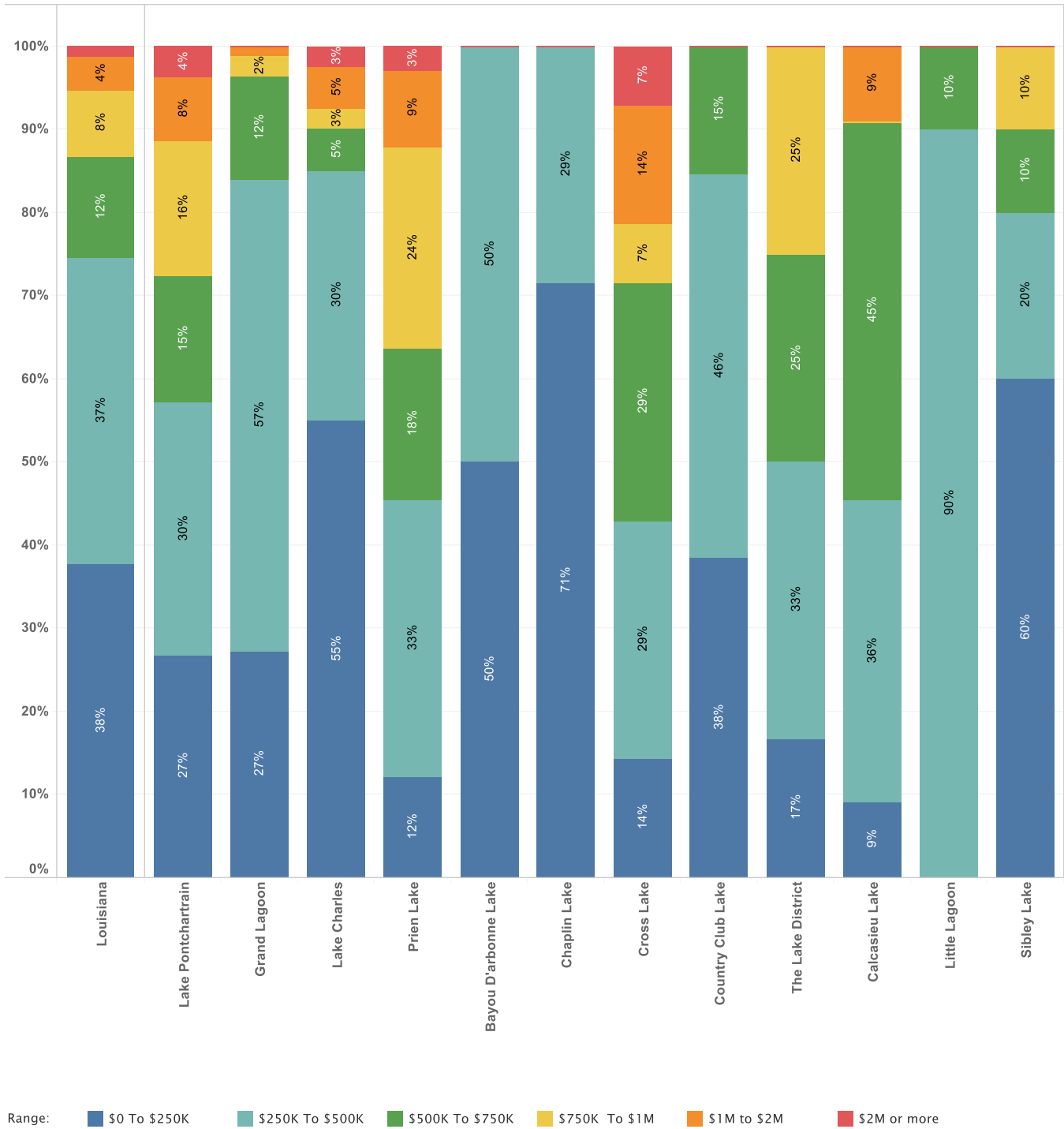
### Listings of 10 Acres or More

\*\*

\* 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 2022Q2

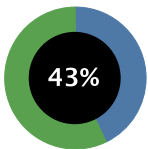
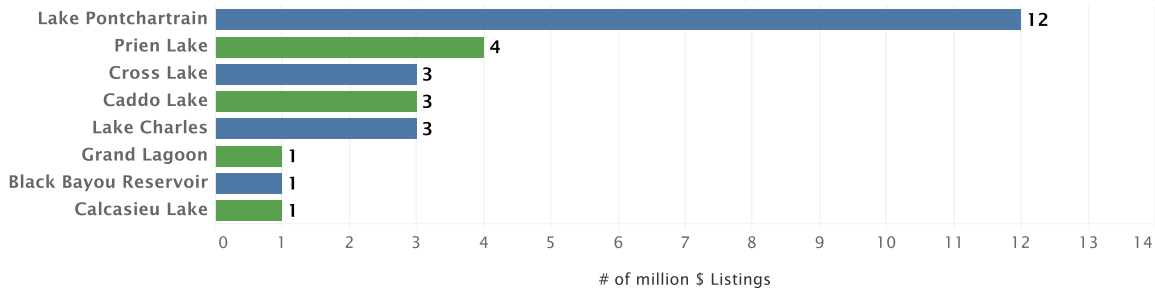


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Luxury Lake Real Estate in Louisiana

Where Are The Million-Dollar Listings? 2022Q2

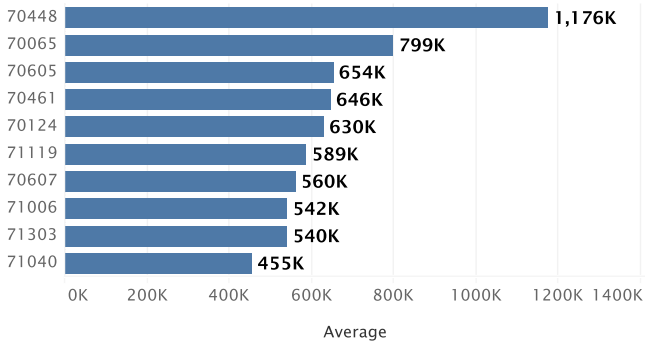


of \$1M+ Homes in Louisiana are on Lake Pontchartrain

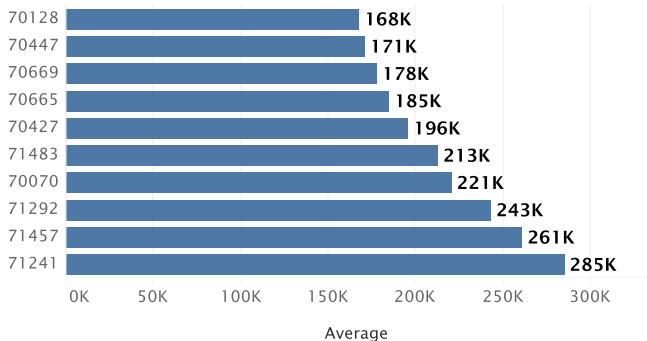
Total Number of \$1M+ Homes

28

Most Expensive ZIP Codes 2022Q2



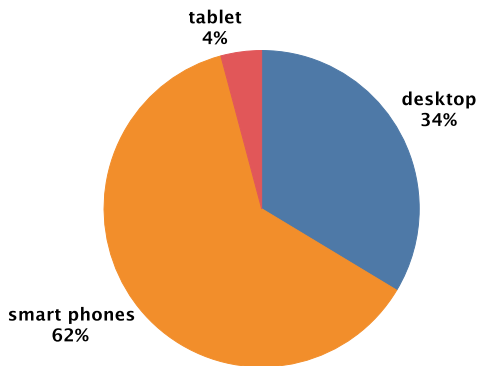
Most Affordable ZIP Codes 2022Q2



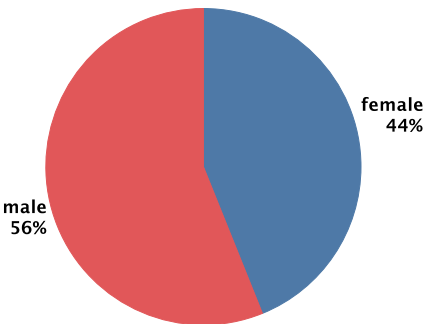
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## Who's Shopping Louisiana Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

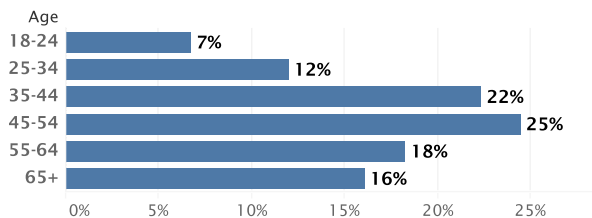


**59%** of potential buyers come from outside Louisiana

### Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q2



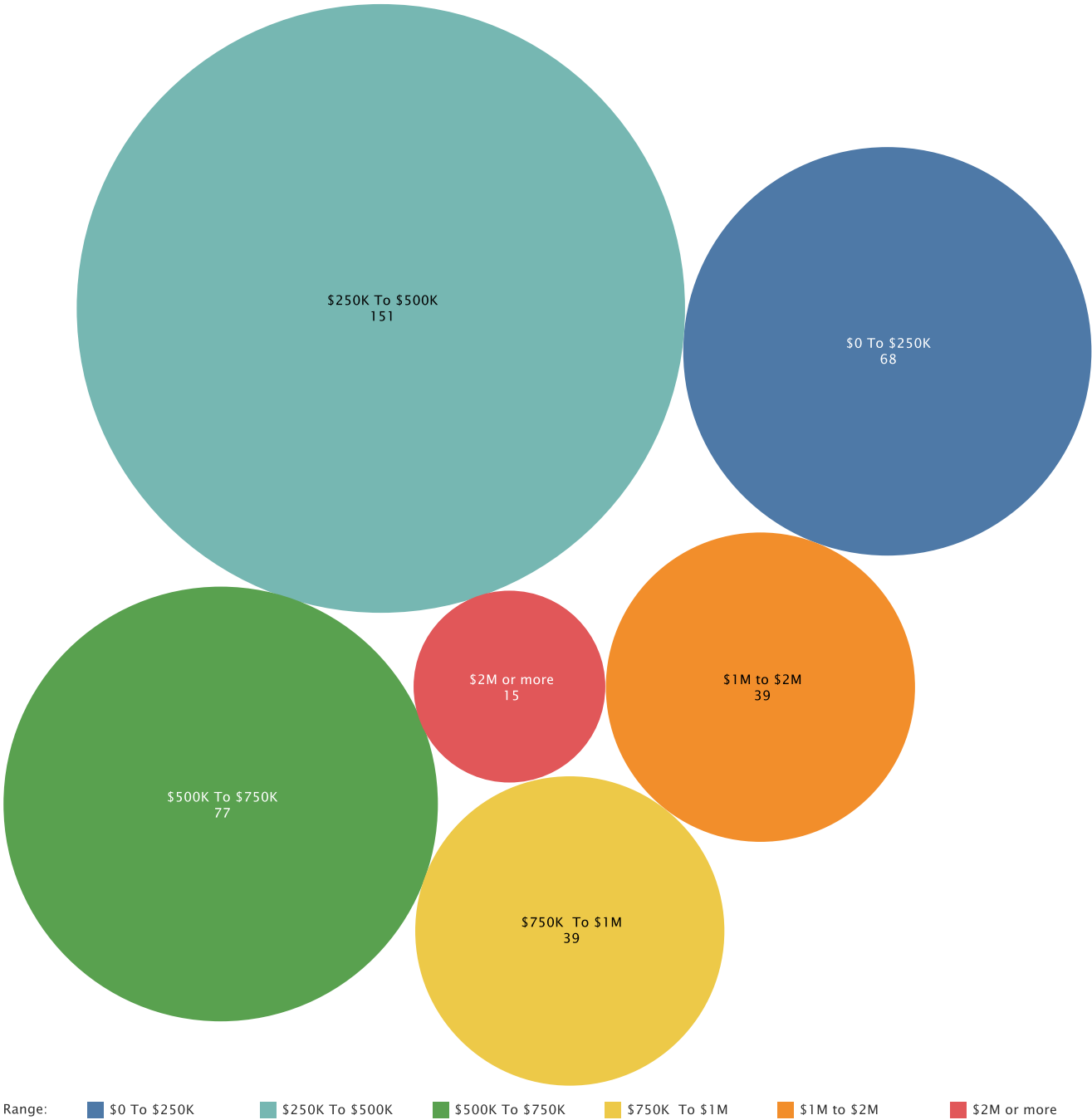
Number 2-10 metros are:

- Houston, TX
- Atlanta, GA
- Austin, TX
- San Francisco-Oakland-San Jose, CA
- Memphis, TN
- Tyler-Longview(Lufkin & Nacogdoches), TX
- New York, NY
- Chicago, IL
- Mobile AL-Pensacola (Ft. Walton Beach), FL



MARYLAND

Price Breakdown by Number of Homes in the Maryland Market 2022Q2



# Maryland

The Maryland market rose from \$222 MM in spring 2022 to \$277 MM in summer 2022, a 22% increase.

## Largest Markets

1. Deep Creek Lake	\$108,012,395	38.9%
2. Lake Linganore	\$31,991,357	11.5%
3. Chase Pond	\$11,673,800	4.2%
4. Lake Lynette	\$7,801,700	3.2%
5. Lake Ogleton	\$7,244,900	2.6%

**Total Maryland Market:** **\$277,806,931**

## Most Listings

1. Deep Creek Lake	133	27.2%
2. Lake Linganore	60	12.3%
3. Lake Lariat	24	4.9%
4. Druid Lake	16	4.1%
5. Chase Pond	14	2.9%

**Total Maryland Listings:** **489**

## Largest Home Markets

1. Deep Creek Lake	\$83,597,095	34.1%
2. Lake Linganore	\$31,331,461	12.8%
3. Chase Pond	\$10,673,800	4.4%
4. Lake Lynette	\$7,801,700	3.2%
5. Lake Ogleton	\$7,009,900	2.9%

**Total Maryland Home Market:** **\$244,847,030**

## Most Homes Available

1. Deep Creek Lake	83	21.3%
2. Lake Linganore	48	12.3%
3. Lake Lariat	18	4.6%
4. Druid Lake	16	4.1%
5. Lake Whetstone	13	3.3%

**Total Maryland Home Listings:** **389**

## Largest Land Markets

1. Deep Creek Lake	\$24,415,300	74.1%
2. Lake Royer	\$1,500,000	4.6%
3. Chase Pond	\$1,000,000	3.0%
4. Schumaker Pond	\$920,000	2.8%
5. Westminster Community Pond	\$799,000	2.4%

**Total Maryland Land Market:** **\$32,959,901**

## Most Land Available

1. Deep Creek Lake	50	50.0%
2. Lake Linganore	12	12.0%
3. Lake Lariat	6	6.0%
4. Drum Point Pond	4	4.0%
5. Lake Vista	3	3.0%

**Total Maryland Land Listings:** **100**

## Average Home Price

1. Deep Creek Lake	\$1,007,194
2. Chase Pond	\$889,483
3. Lake Linganore	\$652,739

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

1. Deep Creek Lake	\$308,406
2. Lake Linganore	\$231,542

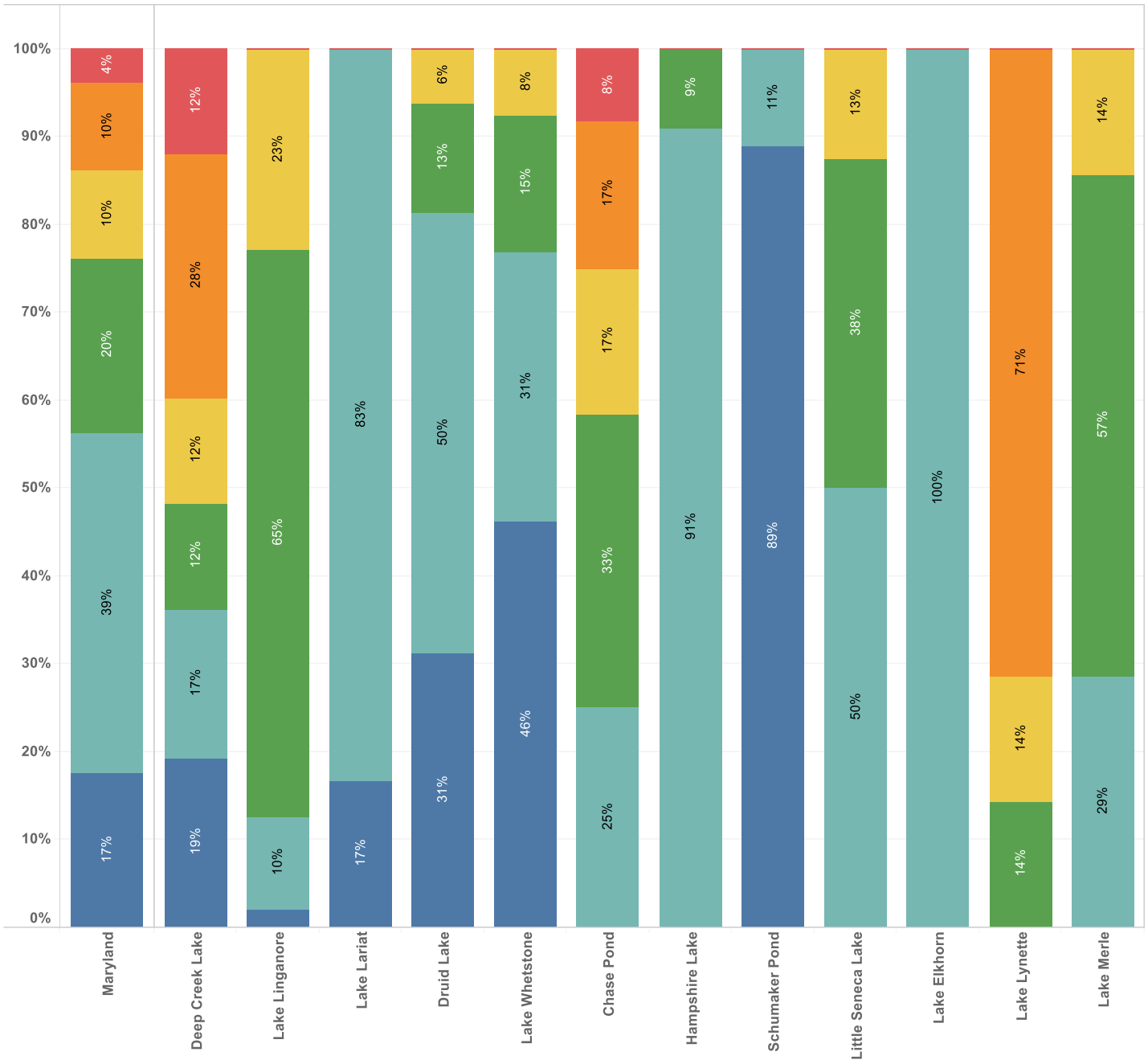
### Listings of 10 Acres or More

\*\*

\*\* 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 2022Q2

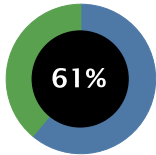
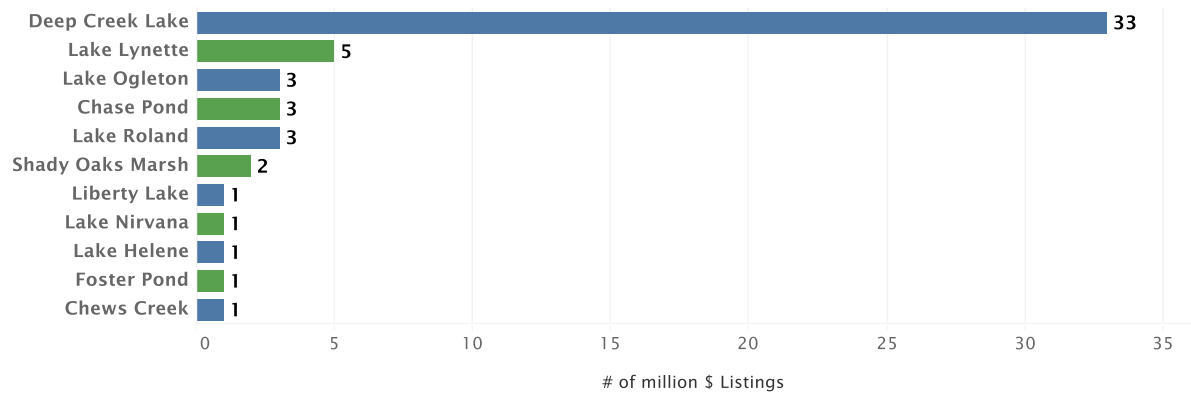


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



## Luxury Lake Real Estate in Maryland

### Where Are The Million-Dollar Listings? 2022Q2

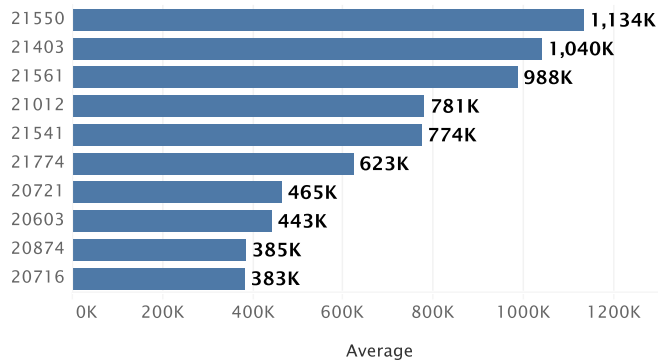


61% of \$1M+ Homes in Maryland are on Deep Creek Lake

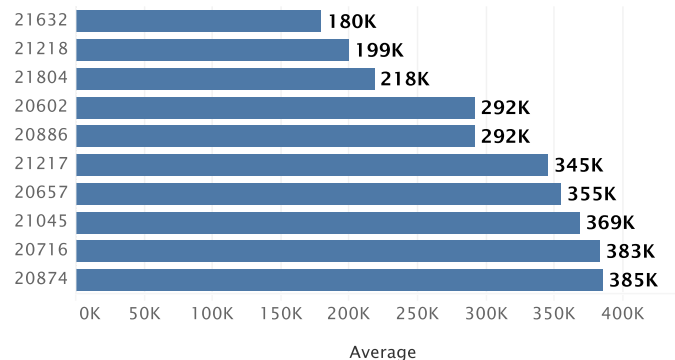
Total Number of \$1M+ Homes

54

### Most Expensive ZIP Codes 2022Q2

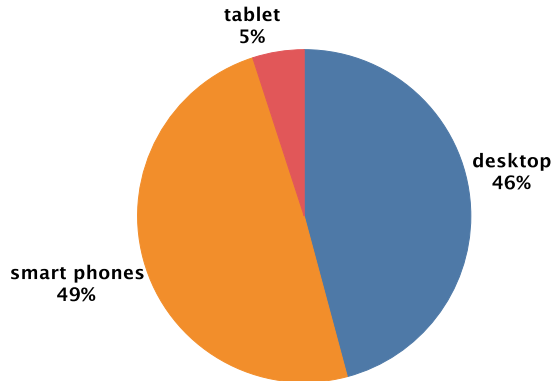


### Most Affordable ZIP Codes 2022Q2

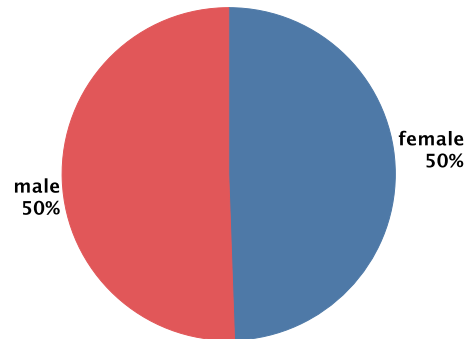


## Who's Shopping Maryland Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

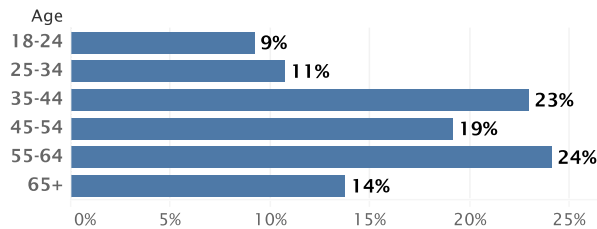


**69%** of potential buyers come from outside Maryland

### Washington DC (Hagerstown

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

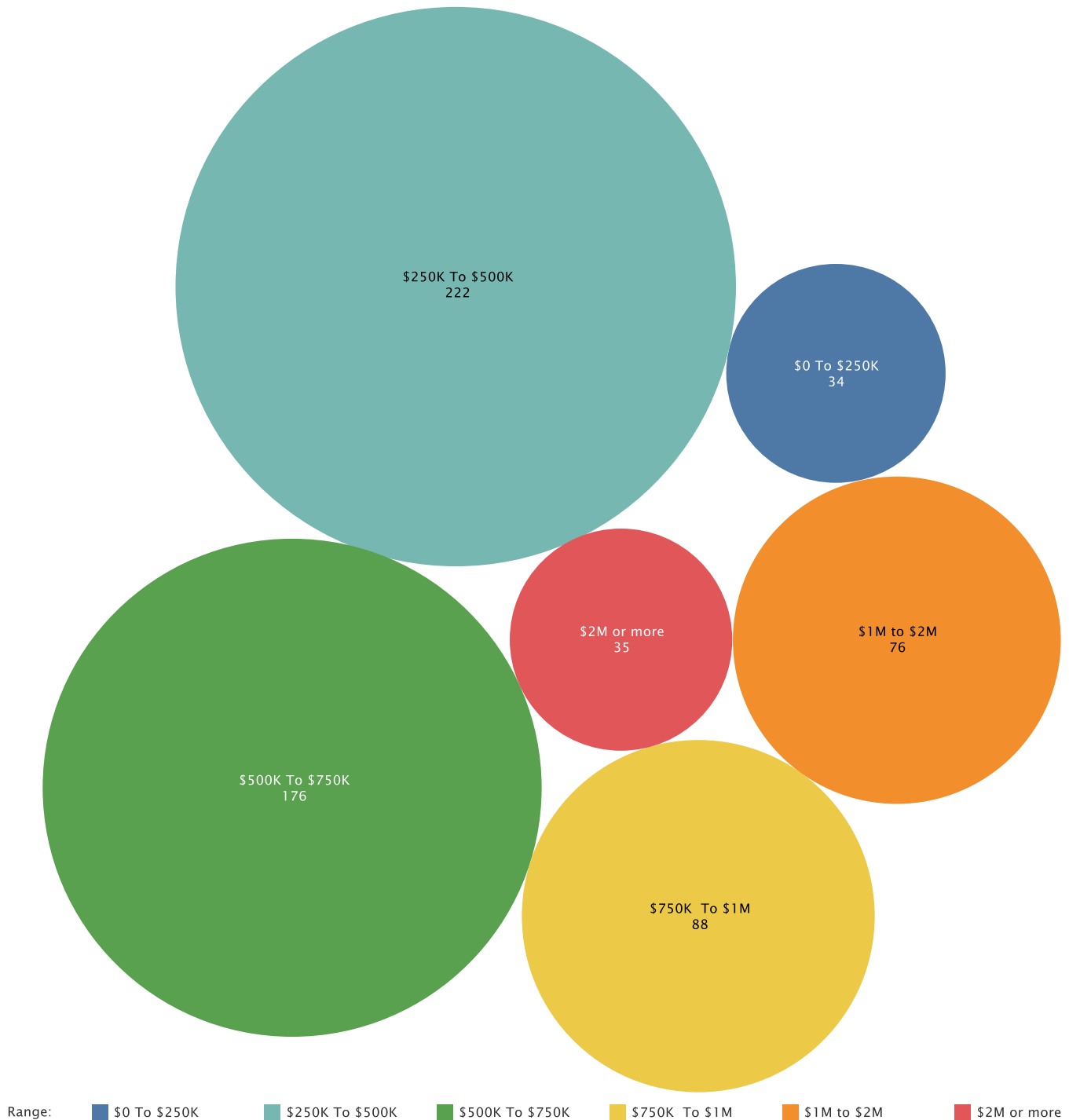
- Pittsburgh, PA
- Philadelphia, PA
- New York, NY
- Harrisburg-Lancaster-Lebanon-York, PA
- Boston MA-Manchester, NH
- Columbus, OH
- Johnstown-Altoona-State College, PA
- Phoenix, AZ
- Raleigh-Durham (Fayetteville), NC



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## MASSACHUSETTS

Price Breakdown by Number of Homes in the Massachusetts Market 2022Q2





# Massachusetts

The total Massachusetts market grew from \$397 MM in spring 2022 to \$558 MM resulting in a 34% increase.

## Largest Markets

1. Back Bay Fens	\$56,942,428	10.2%
2. Leverett Pond	\$33,425,900	6.3%
3. Manwhague Swamp	\$24,321,086	4.6%
4. Brookline Reservoir	\$21,373,999	4.0%
5. Spy Pond	\$18,939,790	3.6%

Total Massachusetts Market: \$557,898,150

## Most Listings

1. Back Bay Fens	65	9.0%
2. Manwhague Swamp	49	7.8%
3. Lake Quinsigamond	33	4.6%
4. Memorial Pond	32	5.1%
5. Leverett Pond	28	4.4%

Total Massachusetts Listings: 721

## Largest Home Markets

1. Back Bay Fens	\$56,033,428	10.6%
2. Leverett Pond	\$33,425,900	6.3%
3. Manwhague Swamp	\$24,321,086	4.6%
4. Brookline Reservoir	\$21,373,999	4.0%
5. Spy Pond	\$18,939,790	3.6%

Total Massachusetts Home Market: \$528,745,255

## Most Homes Available

1. Back Bay Fens	62	9.8%
2. Manwhague Swamp	49	7.8%
3. Memorial Pond	32	5.1%
4. Lake Quinsigamond	31	4.9%
5. Leverett Pond	28	4.4%

Total Massachusetts Home Listings: 631

## Largest Land Markets

1. Cedar Pond	\$3,199,995	11.0%
2. Norton Reservoir	\$3,008,900	10.3%
3. Stockbridge Bowl	\$2,649,000	9.1%
4. Oyster Pond	\$1,900,000	6.5%
5. Musquashcut Pond	\$1,695,000	5.8%

Total Massachusetts Land Market: \$29,152,895

## Most Land Available

1. Ashmere Reservoir	11	12.2%
2. Manchaug Pond	6	6.7%
3. Lake Garfield	5	5.6%
4. Lake Chaubunagungamaug	4	4.4%
4. Rockwell Pond	4	4.4%

Total Massachusetts Land Listings: 90

## Average Home Price

1. Spy Pond	\$1,262,653
2. Leverett Pond	\$1,193,782
3. Back Bay Fens	\$903,765
4. Wequaquet Lake	\$788,040
5. Black Flats	\$714,740

## Average Land Price Per Acre

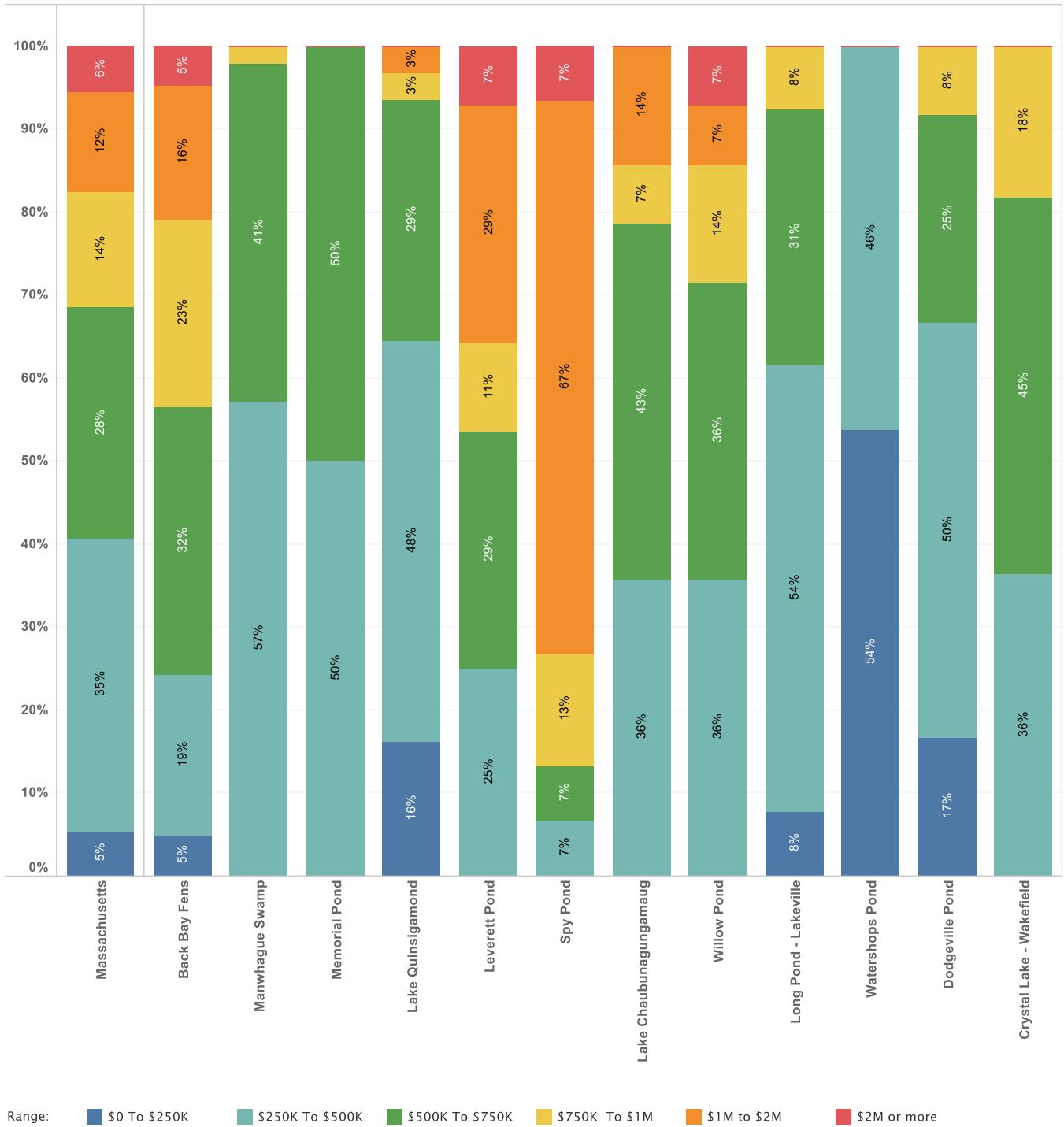
### Listings of Less Than 10 Acres

1. Ashmere Reservoir	\$67,818
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### Listings of 10 Acres or More

\*\*

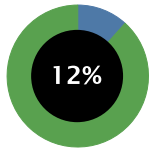
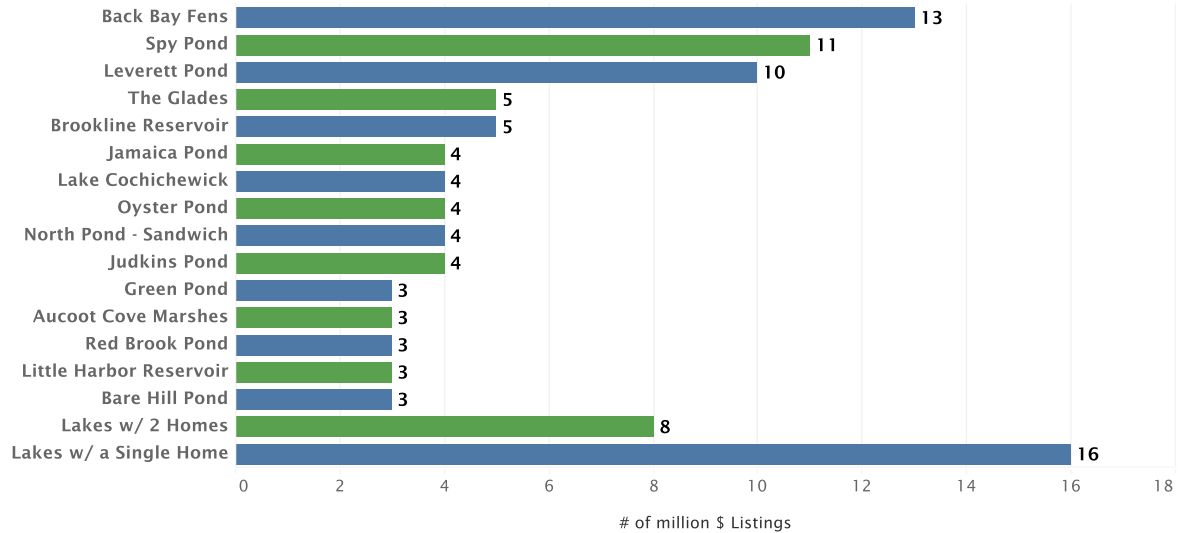
Price Breakdown by Percentage of Homes in the Massachusetts Market 2022Q2



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## Luxury Lake Real Estate in Massachusetts

Where Are The Million-Dollar Listings? 2022Q2

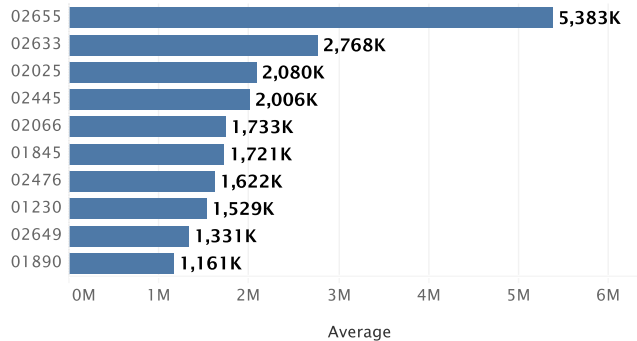


of \$1M+ Homes in Massachusetts are on Back Bay Fens

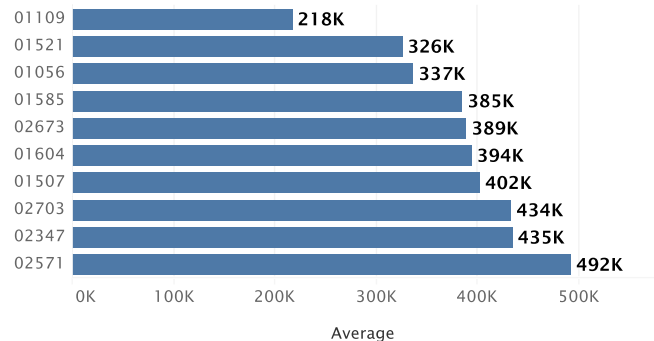
Total Number of \$1M+ Homes

111

Most Expensive ZIP Codes 2022Q2



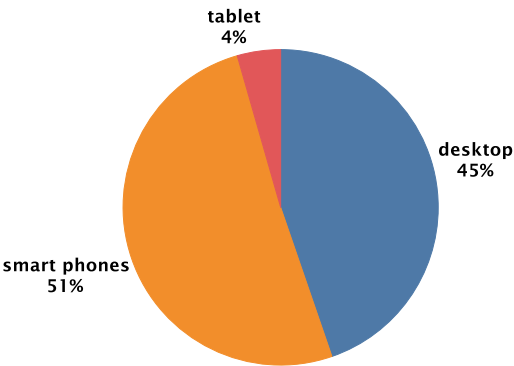
Most Affordable ZIP Codes 2022Q2



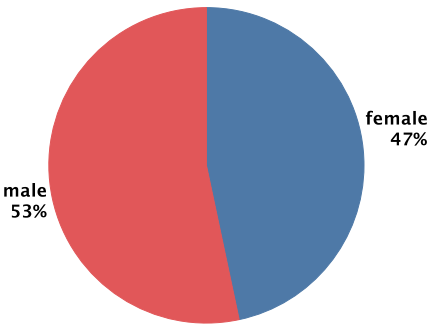
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LAKEHOMES.COM

## Who's Shopping Massachusetts Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

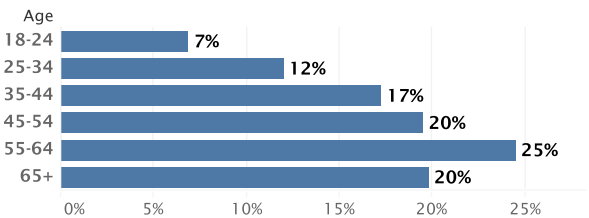


**49%** of potential buyers come from outside Massachusetts

### New York,

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

What Age Groups are Shopping 2022Q2



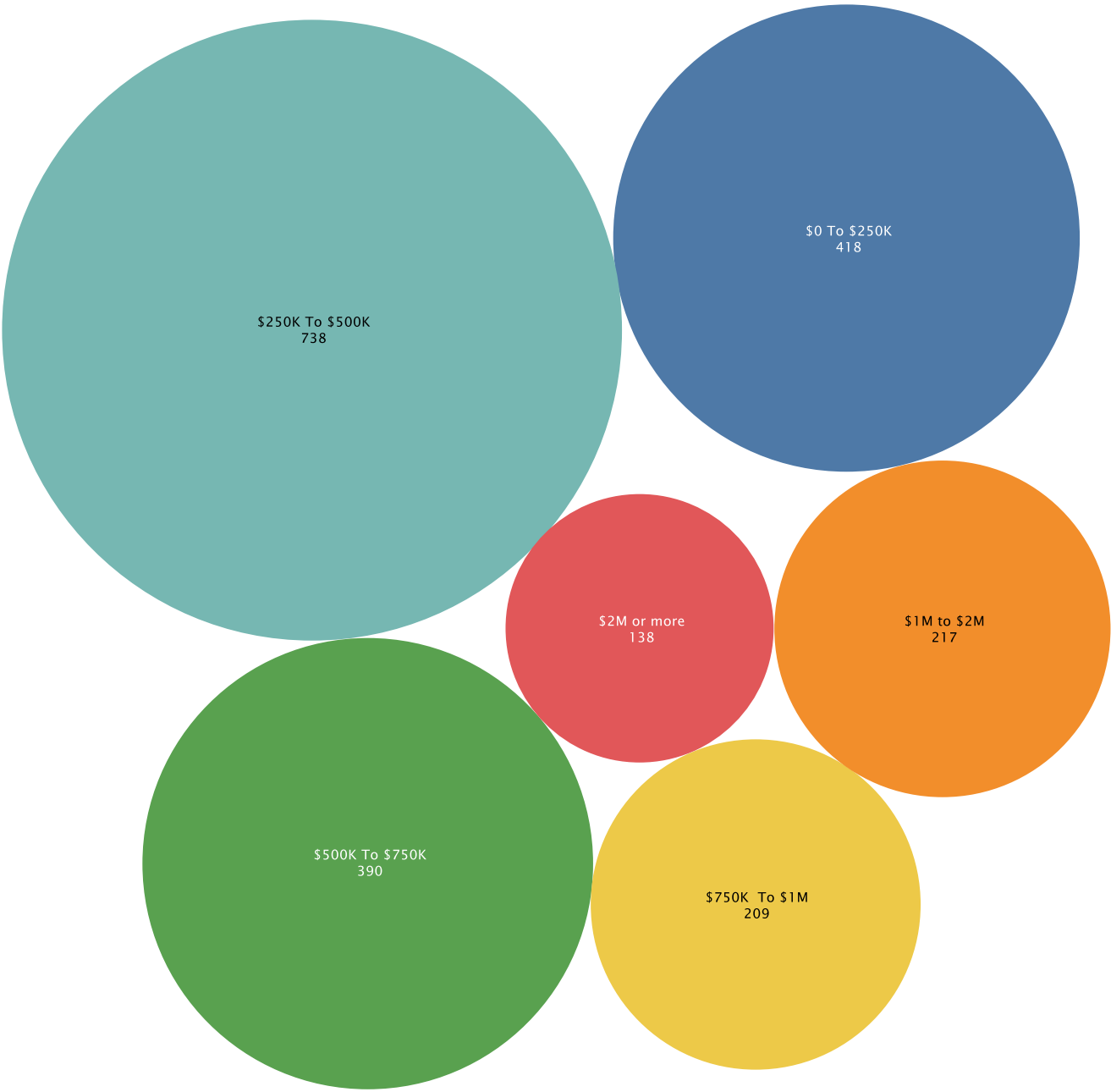
Number 2-10 metros are:

- Hartford & New Haven, CT
- Albany-Schenectady-Troy, NY
- Washington DC (Hagerstown MD)
- Los Angeles, CA
- Tampa-St. Petersburg (Sarasota), FL
- Chicago, IL
- Ft. Myers-Naples, FL
- West Palm Beach-Ft. Pierce, FL
- Miami-Ft. Lauderdale, FL



MICHIGAN

Price Breakdown by Number of Homes in the Michigan Market 2022Q2



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



# Michigan

The Michigan market rose from \$1.46 BB in spring 2022 to \$2 BB in summer 2022, a 32% increase.

## Largest Markets

1. Lake Michigan	\$701,660,919	34.6%	6. Lake Superior	\$36,786,599	1.8%
2. Lake Huron	\$88,836,598	4.4%	7. Muskegon Lake	\$22,661,579	1.1%
3. Lake St Clair	\$57,001,004	2.8%	8. Elk Lake	\$21,418,400	1.1%
4. Torch Lake	\$44,650,300	2.2%	9. Gull Lake	\$21,294,799	1.1%
5. Lake Charlevoix	\$37,202,600	1.8%	10. Hidden Lake - Green Oak Twp	\$20,008,550	1.0%

**Total Michigan Market:**

**\$2,026,810,774**

## Largest Home Markets

1. Lake Michigan	\$509,332,767	31.7%
2. Lake Huron	\$73,557,399	4.6%
3. Lake St Clair	\$47,929,305	3.0%
4. Lake Charlevoix	\$35,004,700	2.2%
5. Torch Lake	\$34,035,400	2.1%
6. Lake Superior	\$25,337,050	1.6%
7. Muskegon Lake	\$22,610,579	1.4%
8. Hidden Lake - Green Oak Twp	\$19,573,650	1.2%
9. Gull Lake	\$18,651,799	1.2%
10. Elk Lake	\$17,109,400	1.1%

**Total Michigan Home Market:**

**\$1,605,200,569**

## Largest Land Markets

1. Lake Michigan	\$192,328,152	45.7%
2. Lake Huron	\$15,279,199	3.6%
3. Turtle Lake	\$13,999,000	3.3%
4. Lake Superior	\$11,449,549	2.7%
5. Torch Lake	\$10,614,900	2.5%
6. Lake St Clair	\$9,071,699	2.2%
7. Lake Leelanau	\$6,767,000	1.6%
8. Muskegon River	\$6,212,600	1.5%
9. Duck Lake - Green Lake Twp	\$4,997,500	1.2%
10. Elk Lake	\$4,309,000	1.0%

**Total Michigan Land Market:**

**\$420,710,305**

The Lake Michigan market grew from \$551 MM in spring 2022 to \$701 MM resulting in a 24% increase.

## Most Expensive Homes

1. Lake Michigan - Petoskey Area	\$2,347,106
2. Lake Michigan - Traverse City Area	\$2,240,316

## Most Affordable Homes

1. Lake Michigan - Bridgman/Stevensville Area	\$1,508,588
2. Gull Lake	\$1,554,317

## Most Listings

1. Lake Michigan	755	20.1%	6. Deer Lake - Independence Twp	43	1.1%
2. Lake Huron	246	6.5%	6. Lake Lancer	43	1.1%
3. Lake St Clair	118	3.1%	8. Lake Esther	38	2.3%
4. Lake Superior	108	2.9%	9. Russell Lake - Attica Twp	37	1.0%
5. Torch Lake	46	1.2%	9. St Clair River	37	1.0%
<b>Total Michigan Listings:</b>				<b>3,766</b>	

## Most Homes Available

1. Lake Michigan	385	18.1%
2. Lake Huron	120	5.6%
3. Lake St Clair	86	4.0%
4. Lake Superior	47	2.2%
5. Muskegon Lake	34	1.6%
5. St Clair River	34	1.6%
7. Deer Lake - Independence Twp	32	1.5%
7. Houghton Lake	32	1.5%
9. Boardman Lake	23	1.1%
10. Lake Charlevoix	20	0.9%

**Total Michigan Home Listings: 2,125**

## Most Land Available

1. Lake Michigan	370	22.6%
2. Lake Huron	126	7.7%
3. Lake Superior	61	3.7%
4. Lake Esther	38	2.3%
5. Lake Lancer	37	2.3%
6. Lake St Clair	32	2.0%
7. Schermerhorn Lake	30	1.8%
8. Torch Lake	27	1.6%
9. Canadian Lakes	19	1.2%
9. Russell Lake - Attica Twp	19	1.2%

**Total Michigan Land Listings: 1,640**

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Lake St Clair	\$745,034
2. Lake Michigan - New Buffalo-Sawyer Area	\$526,451
3. Lake Michigan - Glen Arbor Area	\$376,618
4. Lake Michigan - Benton Harbor-Covert Area	\$288,125
5. Lake Michigan - South Haven Area	\$262,204
6. Lake Michigan - Petoskey Area	\$256,775
7. Lake Michigan - Traverse City Area	\$255,997
8. Lake Michigan - Holland Area	\$227,075

### Listings of 10 Acres or More

1. Lake Michigan - Petoskey Area	\$63,731
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## Most Affordable Land per Acre

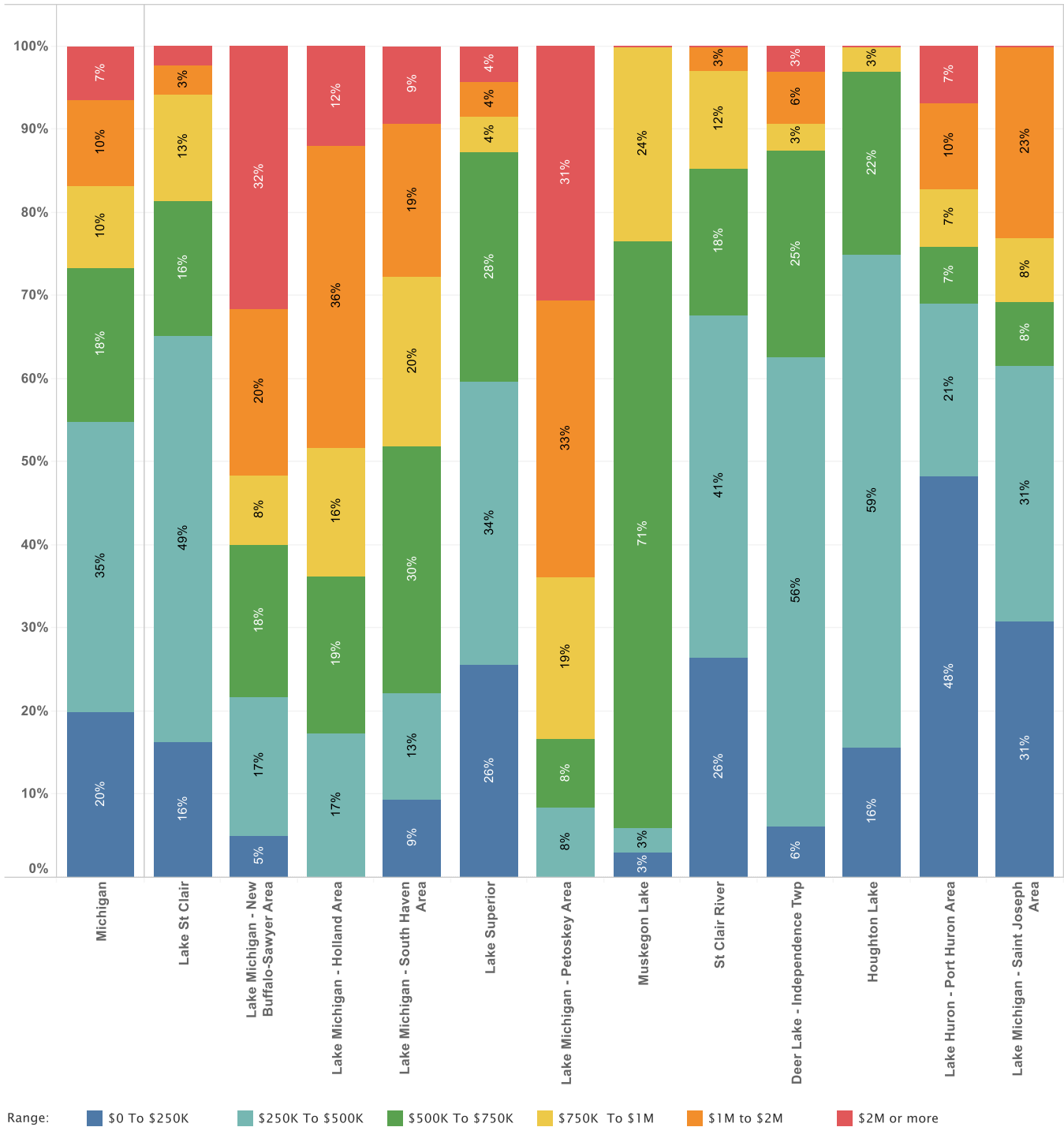
### Listings of Less Than 10 Acres

1. Canadian Lakes	\$17,872
2. Lake Bellaire	\$21,151
3. Big Smith Lake	\$23,775
4. Russell Lake - Attica Twp	\$27,353
5. Schermerhorn Lake	\$28,229
6. Lake Esther	\$37,808
7. Lake Huron - Rogers City Area	\$53,960
8. Lake Lancer	\$62,181

### Listings of 10 Acres or More

1. Lake Huron - St Ignace Area	\$6,156
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Price Breakdown by Percentage of Homes in the Michigan Market 2022Q2

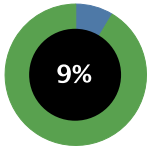
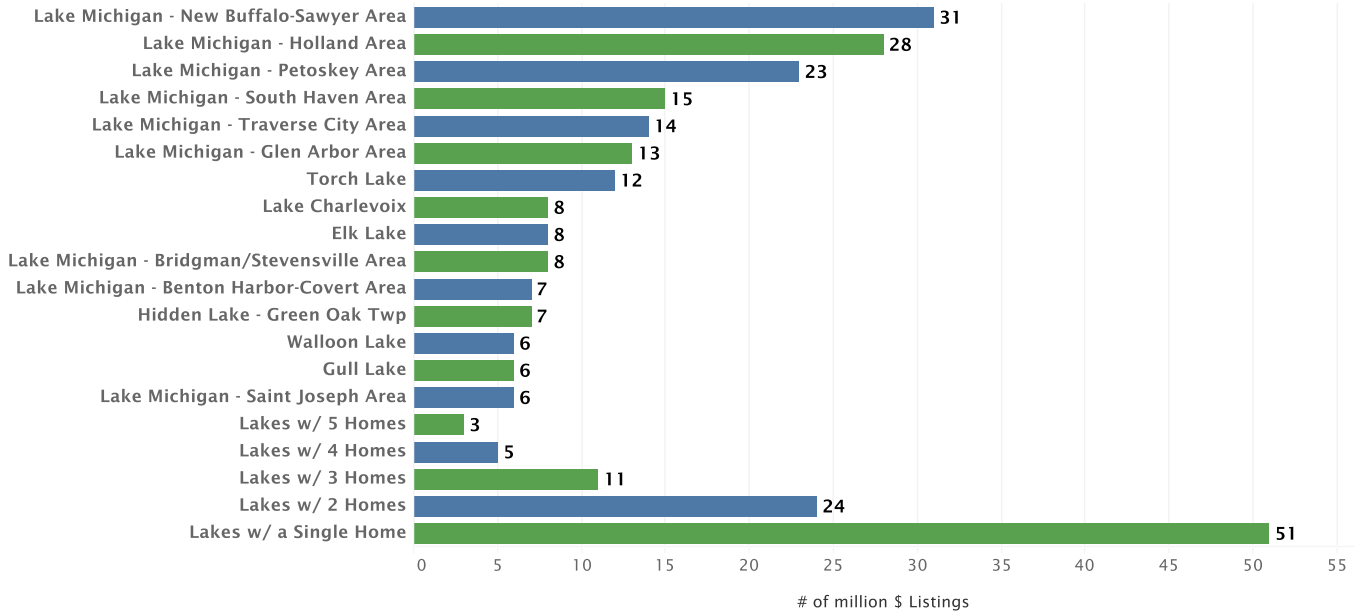


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## Luxury Lake Real Estate in Michigan

### Where Are The Million-Dollar Listings? 2022Q2

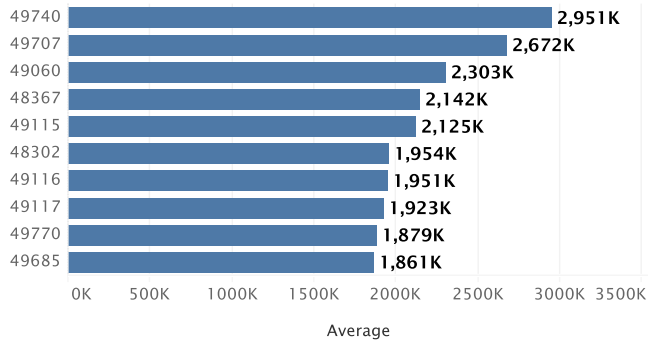


of \$1M+ Homes in Michigan are on Lake Michigan - New Buffalo-Sawyer Area

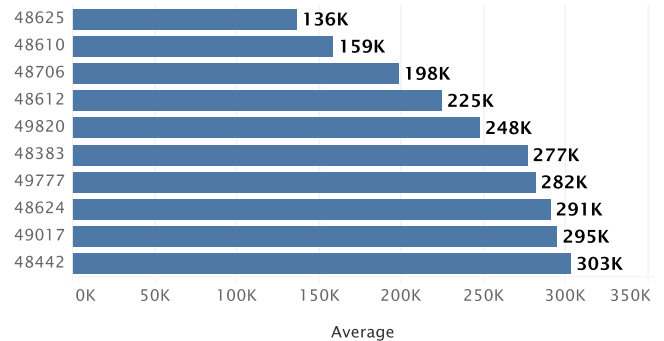
Total Number of \$1M+ Homes

359

### Most Expensive ZIP Codes 2022Q2



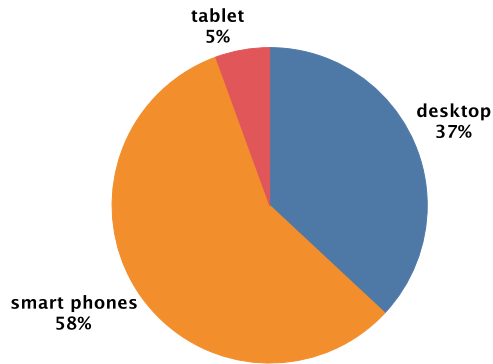
### Most Affordable ZIP Codes 2022Q2



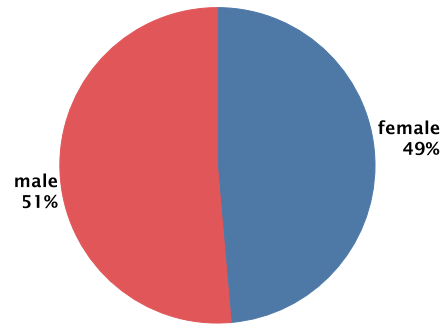
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## Who's Shopping Michigan Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

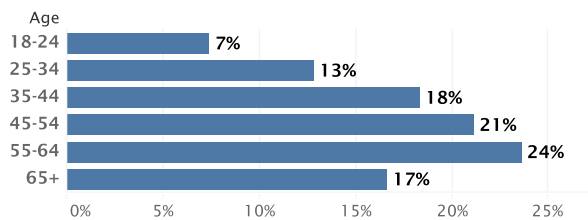


**51%** of potential buyers come from outside Michigan

### Chicago

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

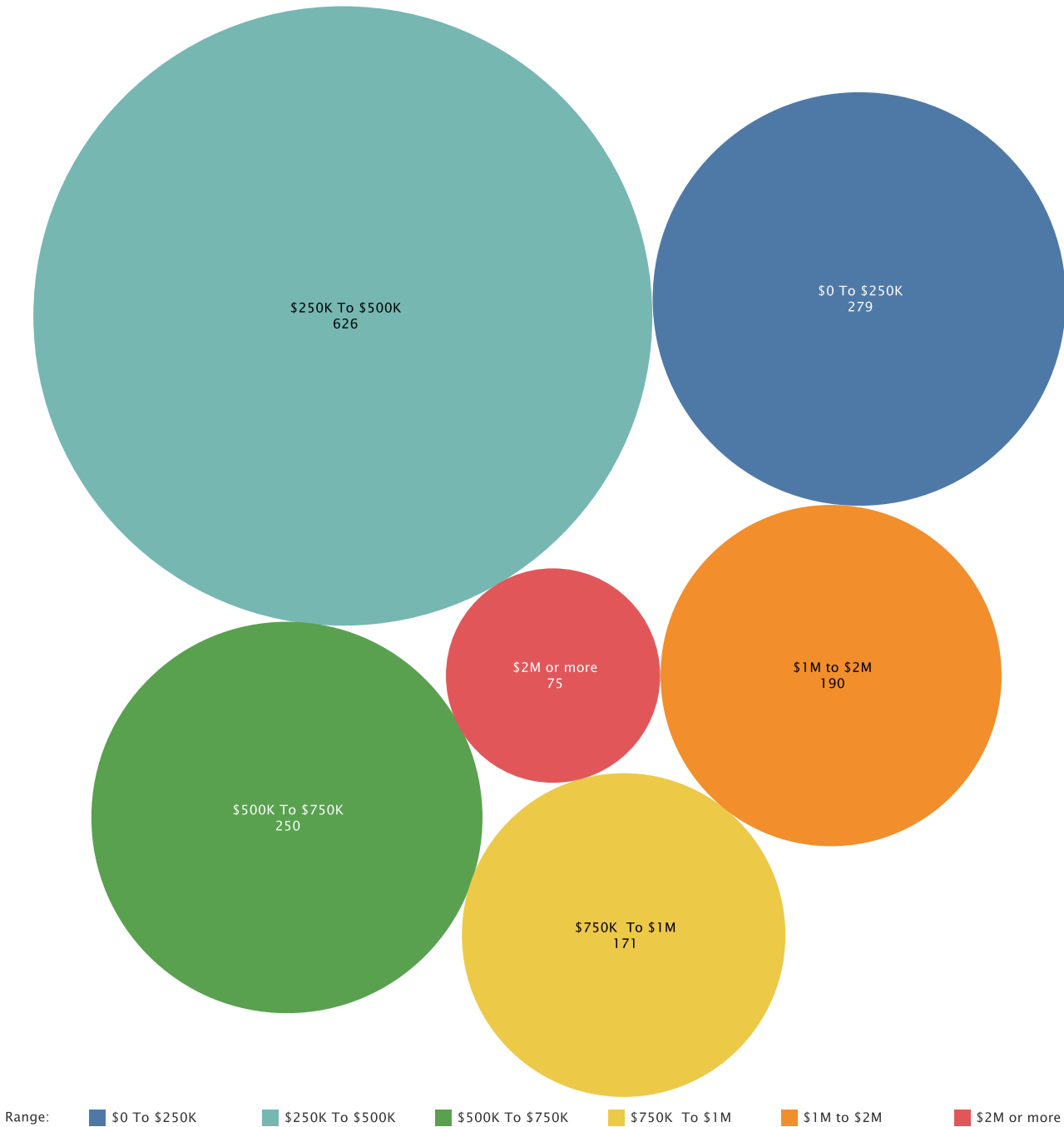
- South Bend-Elkhart, IN
- Columbus, OH
- Indianapolis, IN
- Tampa-St. Petersburg (Sarasota), FL
- Toledo, OH
- Cincinnati, OH
- Phoenix, AZ
- Philadelphia, PA
- Ft. Myers-Naples, FL



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MINNESOTA

Price Breakdown by Number of Homes in the Minnesota Market 2022Q2



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



# Minnesota

The Minnesota market increased from \$926 MM in spring 2022 to \$1.3 BB in summer 2022, a 37% rise.

## Largest Markets

1. Lake Minnetonka	\$198,940,221	14.8%	6. Mille Lacs Lake - South Harbor Twp	\$17,666,400	1.3%
2. Lake Of The Isles - Minneapolis	\$44,759,800	3.3%	7. Pig Lake - Ideal Twp	\$15,300,000	1.4%
3. Lower Prior Lake - Prior Lake	\$34,456,640	2.6%	8. Lake Harriet - Minneapolis	\$15,211,499	1.4%
4. Lake Waconia - Waconia	\$29,133,497	2.6%	9. Mirror Lake - Minneapolis	\$14,868,000	1.3%
5. Lake Vermilion	\$25,824,100	1.9%	10. Other Detroit Lakes Area Lakes	\$14,532,800	1.1%

**Total Minnesota Market:** **\$1,342,214,163**

## Largest Home Markets

1. Lake Minnetonka	\$181,356,021	16.3%
2. Lake Of The Isles - Minneapolis	\$43,119,900	3.9%
3. Lower Prior Lake - Prior Lake	\$33,257,640	3.0%
4. Lake Waconia - Waconia	\$29,133,497	2.6%
5. Lake Vermilion	\$16,893,700	1.5%
6. Pig Lake - Ideal Twp	\$15,300,000	1.4%
7. Lake Harriet - Minneapolis	\$15,211,499	1.4%
8. Mirror Lake - Minneapolis	\$14,868,000	1.3%
9. Mille Lacs Lake - South Harbor Twp	\$14,624,900	1.3%
10. White Bear Lake - White Bear Lake	\$14,235,200	1.3%

**Total Minnesota Home Market:** **\$1,112,104,010**

## Largest Land Markets

1. Lake Minnetonka	\$17,584,200	7.6%
2. Uhl Lake	\$13,530,000	5.9%
3. Other Northern Metro Area Lakes	\$13,152,900	5.7%
4. Lake Vermilion	\$8,930,400	3.9%
5. Other Prior Lake Area Lakes	\$6,665,000	2.9%
6. Lake Fremont - Livonia Twp	\$4,790,276	2.1%
7. Other Greater St Cloud Area Lakes	\$4,345,700	1.9%
8. Other Faribault Area Lakes	\$4,000,000	1.7%
9. Leech Lake - Cass Lake	\$3,894,900	1.7%
10. Rainy Lake	\$3,488,500	1.5%

**Total Minnesota Land Market:** **\$230,110,153**

While the Minnesota home market increased from \$693 MM in spring 2022 to \$1.1 BB in summer 2022, the land market remains largely unaffected.

## Most Expensive Homes

1. Lake Minnetonka	\$1,813,560
2. Lake Of The Isles - Minneapolis	\$1,306,664

## Most Affordable Homes

1. Lake Vermilion	\$734,509
2. Otter Tail Lake	\$759,080

## Most Listings

1. Lake Minnetonka	114	4.3%	6. Lake Of The Isles - Minneapolis	35	1.3%
2. Lake Vermilion	67	2.5%	6. Other Bemidji Area Lakes	35	1.3%
3. Mille Lacs Lake - South Harbor Twp	55	2.1%	8. Lake Superior	31	1.2%
4. Leech Lake - Cass Lake	43	1.6%	9. Lake Waconia - Waconia	30	1.9%
5. Other Detroit Lakes Area Lakes	37	1.4%	10. Lake Mary - Lake Mary Twp	29	1.1%

**Total Minnesota Listings:**

**2,629**

## Most Homes Available

1. Lake Minnetonka	100	6.3%
2. Mille Lacs Lake - South Harbor Twp	41	2.6%
3. Lake Of The Isles - Minneapolis	33	2.1%
4. Lake Waconia - Waconia	30	1.9%
4. Other Bemidji Area Lakes	30	1.9%
6. Lower Prior Lake - Prior Lake	27	1.7%
7. Lake Superior	25	1.6%
8. Lake Vermilion	23	1.4%
9. Leech Lake - Cass Lake	20	1.3%
9. White Bear Lake - White Bear Lake	20	1.3%

**Total Minnesota Home Listings:**

**1,591**

## Most Land Available

1. Lake Vermilion	44	4.2%
2. Other Marshall Area Lakes	27	2.6%
3. Leech Lake - Cass Lake	23	2.2%
4. Lake Koronis - Paynesville Twp	21	2.0%
4. Lake Shetek - Lake Sarah Twp	21	2.0%
4. Rainy Lake	21	2.0%
7. Other Detroit Lakes Area Lakes	20	1.9%
8. Lake Mary - Lake Mary Twp	19	1.8%
9. Spink Lake - Rock Lake Twp	18	1.7%
10. Lake Latoka - La Grand Twp	17	1.6%

**Total Minnesota Land Listings:**

**1,038**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Minnetonka	\$657,599
2. Lake Ida - Ida Twp	\$200,905
3. Pelican Lake - Merrifield	\$167,900
4. Lake Koronis - Paynesville Twp	\$146,378
5. Lake Sarah - Lake Sarah Twp	\$144,987
6. Leech Lake - Cass Lake	\$115,254
7. Lake Mary - Lake Mary Twp	\$112,383
8. Other Marshall Area Lakes	\$111,837

### *Listings of 10 Acres or More*

1. Other Northern Metro Area Lakes	\$44,816
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## Most Affordable Land per Acre

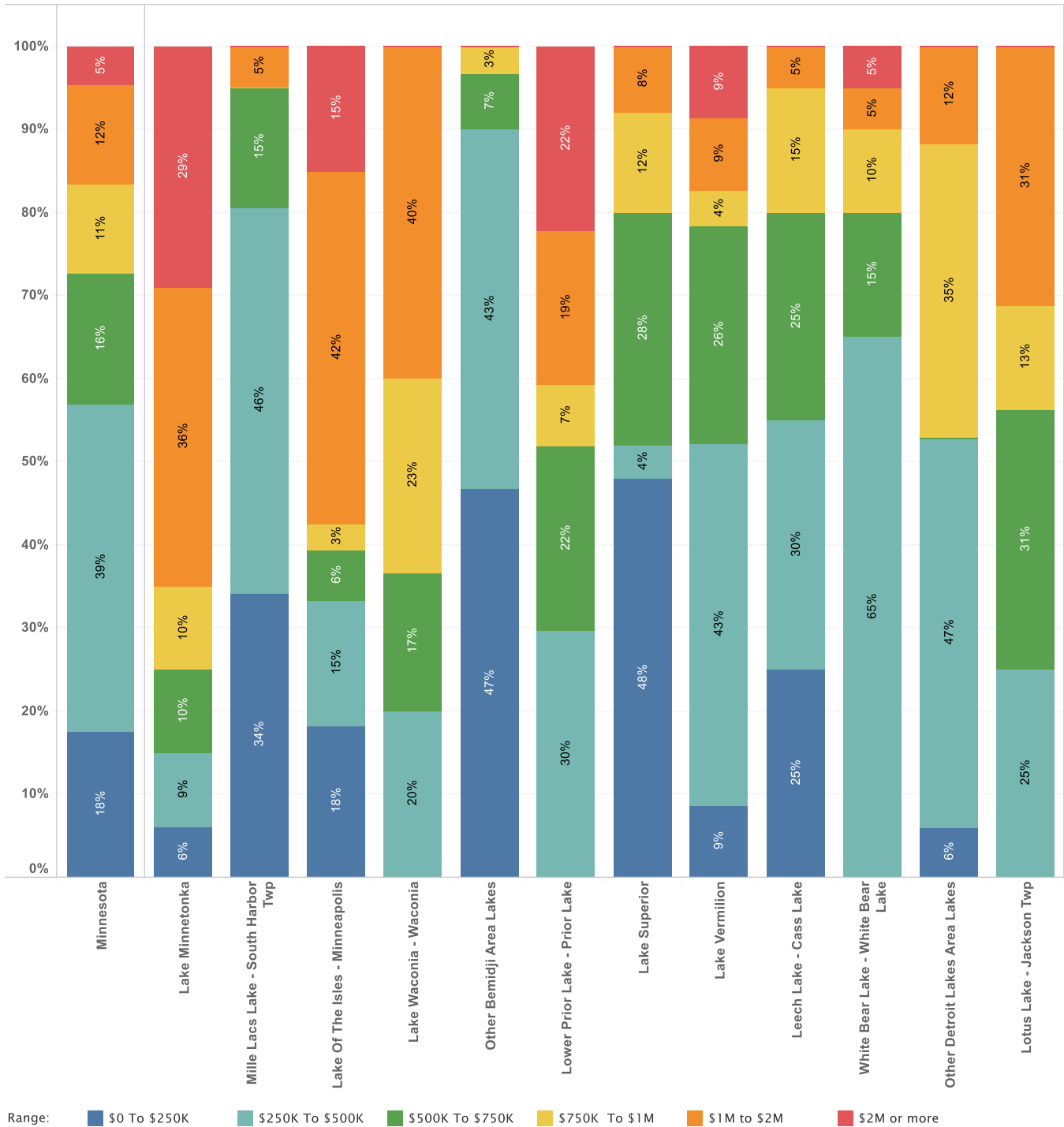
### *Listings of Less Than 10 Acres*

1. Pauley Lake - Birchdale Twp	\$11,588
2. Spink Lake - Rock Lake Twp	\$19,519
3. Other Longville Area Lakes	\$26,621
4. Serpent Lake - Deerwood Twp	\$38,522
5. Rohrbeck Lake - Forest Prairie Twp	\$40,000
6. Lake Vermilion	\$40,351
7. Other Greater St Cloud Area Lakes	\$56,412
8. Rainy Lake	\$58,611

### *Listings of 10 Acres or More*

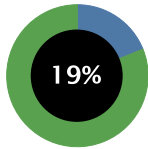
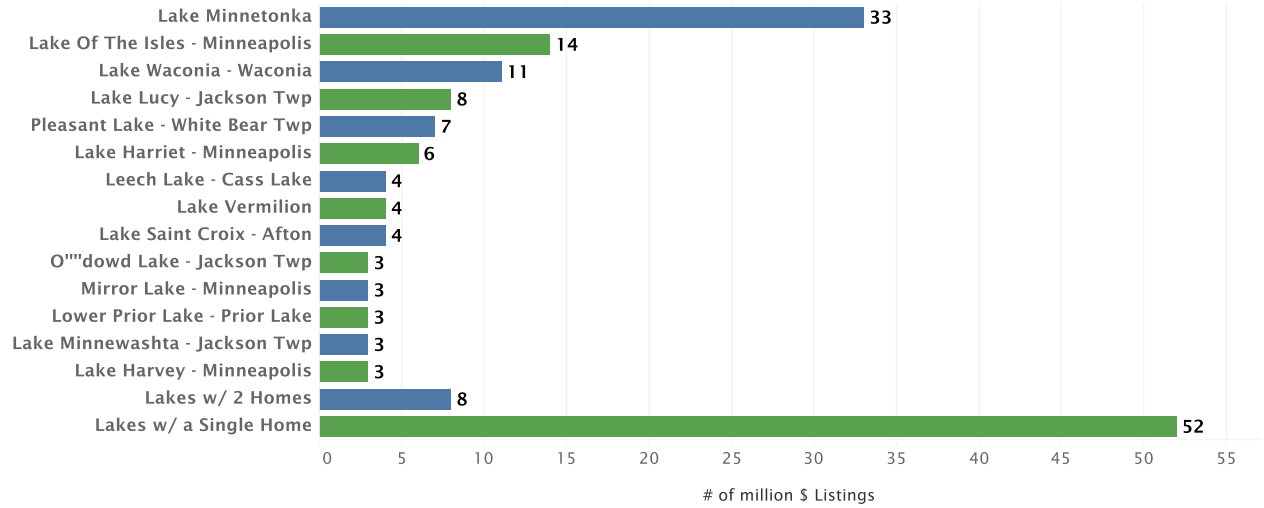
1. Other Detroit Lakes Area Lakes	\$6,255
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Price Breakdown by Percentage of Homes in the Minnesota Market 2022Q2



## Luxury Lake Real Estate in Minnesota

### Where Are The Million-Dollar Listings? 2022Q1

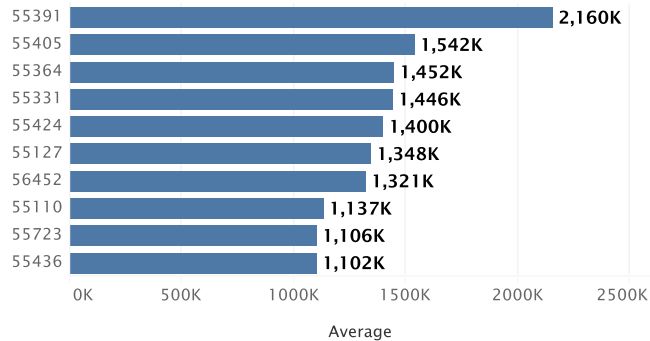


of \$1M+ Homes in Minnesota are on Lake Minnetonka

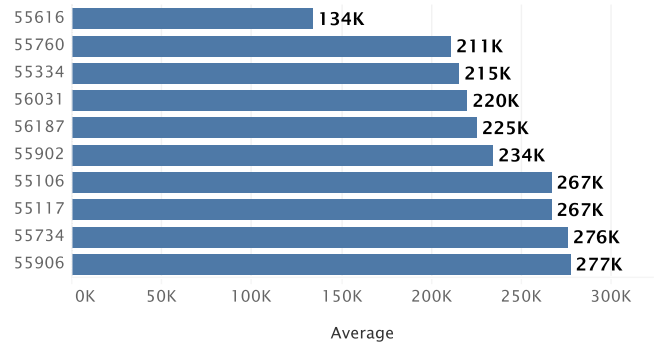
Total Number of \$1M+ Homes

174

### Most Expensive ZIP Codes 2022Q1



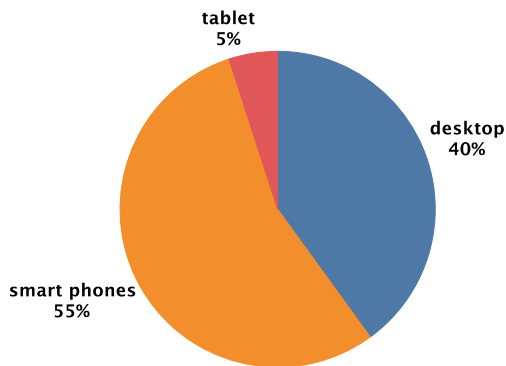
### Most Affordable ZIP Codes 2022Q1



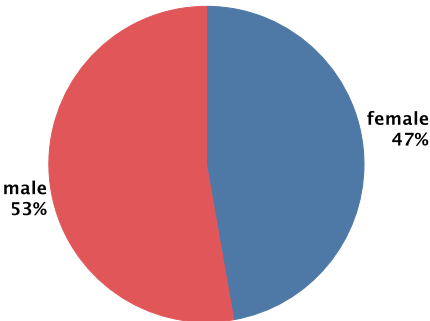
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## Who's Shopping Minnesota Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

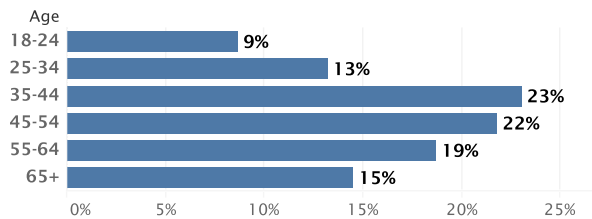


**40%** of potential buyers come from outside Minnesota

### Fargo-Valley City

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

- Chicago, IL
- Rochester-Mason City-Austin, IA
- Sioux Falls(Mitchell), SD
- Denver, CO
- Phoenix, AZ
- Des Moines-Ames, IA
- Omaha, NE
- Los Angeles, CA
- Cedar Rapids-Waterloo-Iowa City & Dubuque, IA

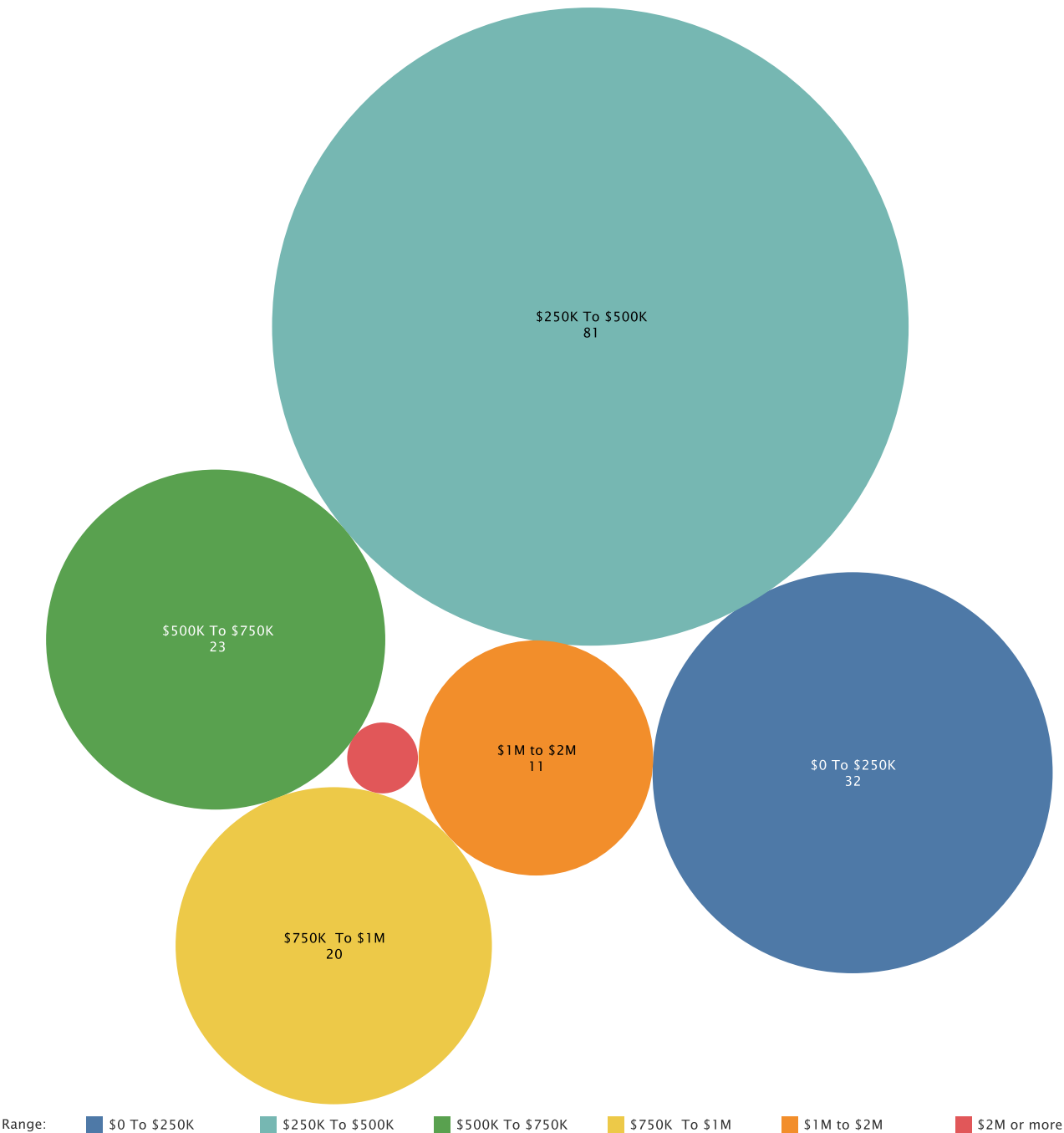


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MISSISSIPPI

Price Breakdown by Number of Homes in the Mississippi Market 2022Q2



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



# Mississippi

Mississippi's total market has remained relatively unchanged from spring 2022 to summer 2022.

## Largest Markets

1. Ross R Barnett Reservoir	\$39,870,146	33.7%
2. Lake Caroline	\$17,158,730	14.5%
3. Oxford Region Lakes	\$11,423,560	9.7%
4. Charlton Place Lakes	\$10,114,480	8.6%
5. Pickwick Lake	\$5,541,500	4.7%

**Total Mississippi Market:**

**\$118,151,455**

## Most Listings

1. Ross R Barnett Reservoir	123	34.9%
2. Lake Caroline	37	10.5%
3. Chestnut Hill Lakes	33	18.1%
4. Charlton Place Lakes	32	9.1%
5. Oxford Region Lakes	28	8.0%

**Total Mississippi Listings:**

**352**

## Largest Home Markets

1. Ross R Barnett Reservoir	\$33,250,190	38.9%
2. Oxford Region Lakes	\$10,139,760	11.9%
3. Lake Caroline	\$8,963,010	10.5%
4. Pickwick Lake	\$5,092,000	6.0%
5. Stribling Lake	\$4,921,999	5.8%

**Total Mississippi Home Market:**

**\$85,542,232**

## Most Homes Available

1. Ross R Barnett Reservoir	78	45.9%
2. Oxford Region Lakes	20	11.8%
3. Lake Caroline	16	9.4%
4. Lake Dockery	9	5.3%
5. Stribling Lake	7	4.1%

**Total Mississippi Home Listings:**

**170**

## Largest Land Markets

1. Lake Caroline	\$8,195,720	25.1%
2. Ross R Barnett Reservoir	\$6,619,956	20.3%
3. Charlton Place Lakes	\$6,150,080	18.9%
4. Chestnut Hill Lakes	\$4,574,000	14.0%
5. Lake Castle	\$1,875,217	5.8%

**Total Mississippi Land Market:**

**\$32,609,223**

## Most Land Available

1. Ross R Barnett Reservoir	45	24.7%
2. Chestnut Hill Lakes	33	18.1%
3. Charlton Place Lakes	27	14.8%
4. Lake Caroline	21	11.5%
5. Queens Hill Lake	9	4.9%

**Total Mississippi Land Listings:**

**182**

## Average Home Price

1. Lake Caroline	\$560,188
------------------	-----------

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

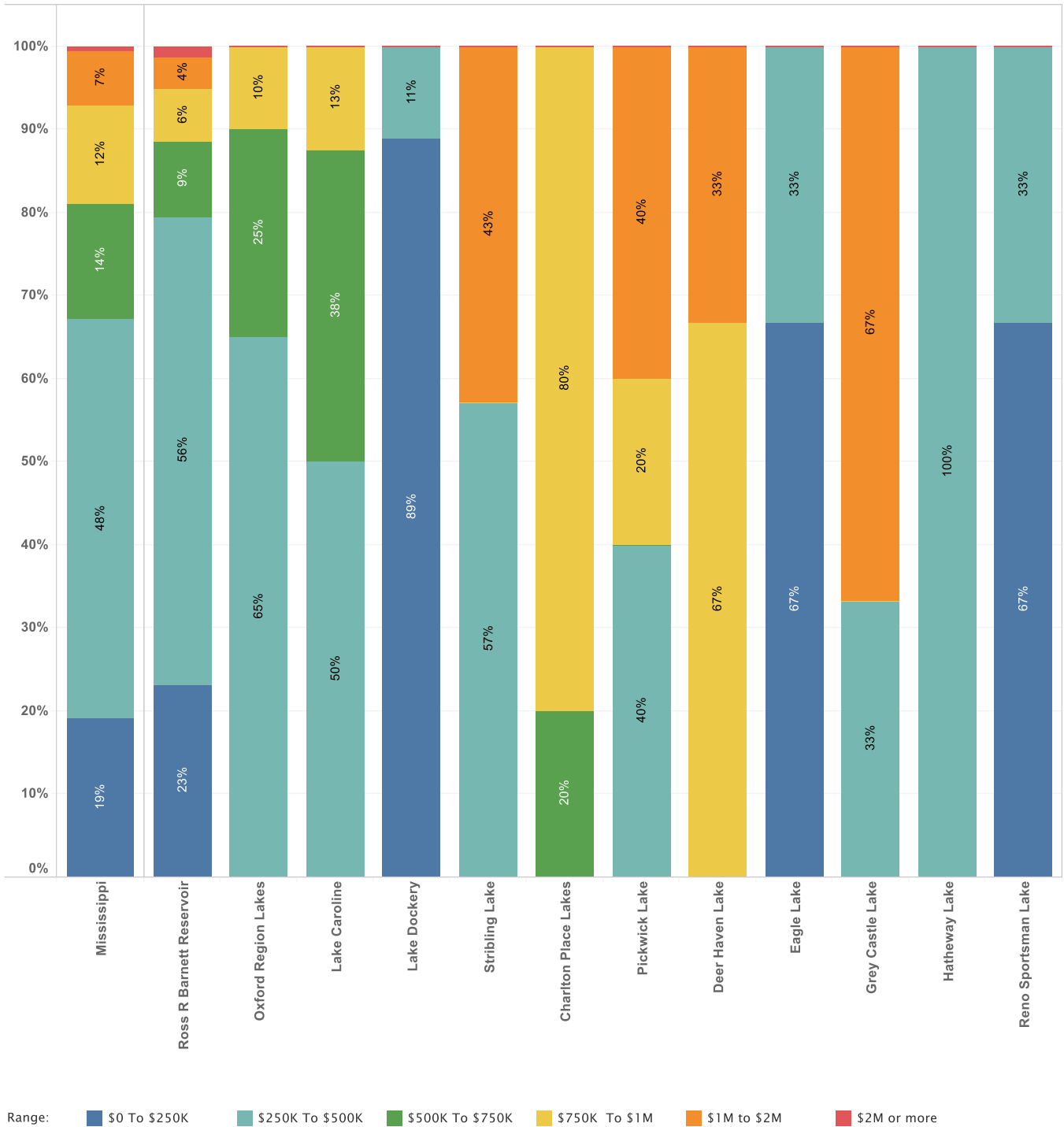
1. Ross R Barnett Reservoir	\$269,910
2. Chestnut Hill Lakes	\$73,831
3. Charlton Place Lakes	\$28,552

### 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.

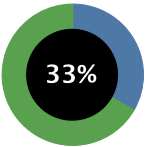
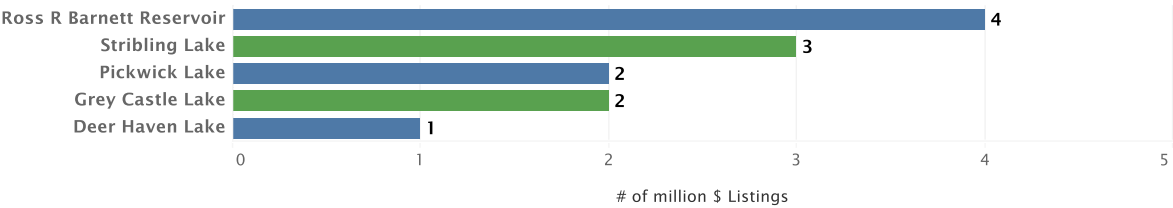
Price Breakdown by Percentage of Homes in the Mississippi Market 2022Q2



**LAKE HOMES REALTY**  
LAKEHOMES.COM

### Luxury Lake Real Estate in Mississippi

Where Are The Million-Dollar Listings? 2022Q2

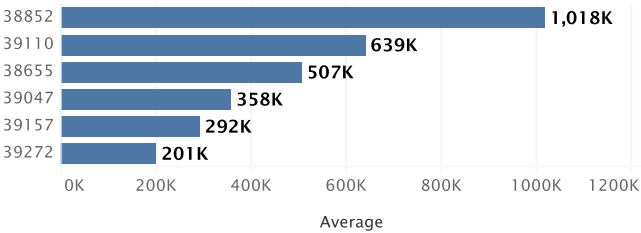


33% of \$1M+ Homes in Mississippi are on Ross R Barnett Reservoir

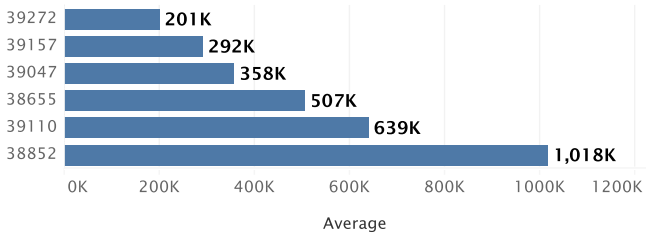
Total Number of \$1M+ Homes

12

Most Expensive ZIP Codes 2022Q2



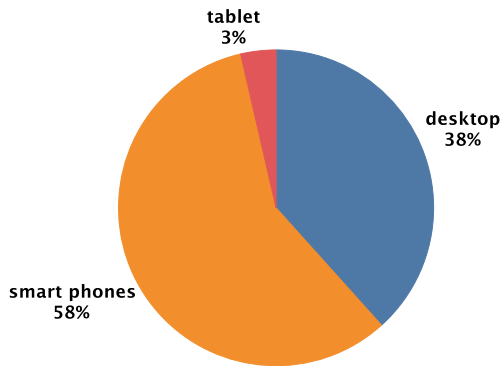
Most Affordable ZIP Codes 2022Q2



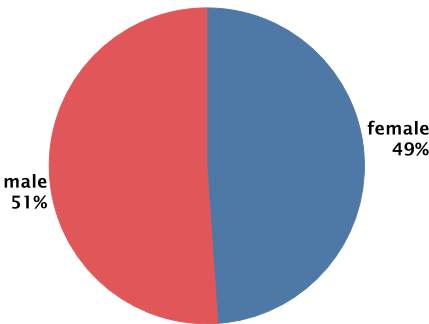
LAKE HOMES REALTY  
LAKEHOMES.COM

## Who's Shopping Mississippi Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

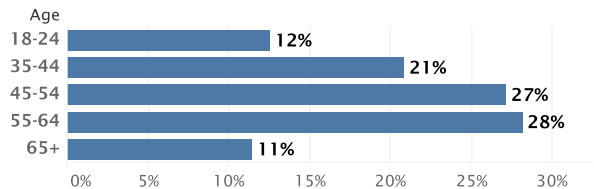


**69%** of potential buyers come from outside Mississippi

### Atlanta

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

What Age Groups are Shopping 2022Q2



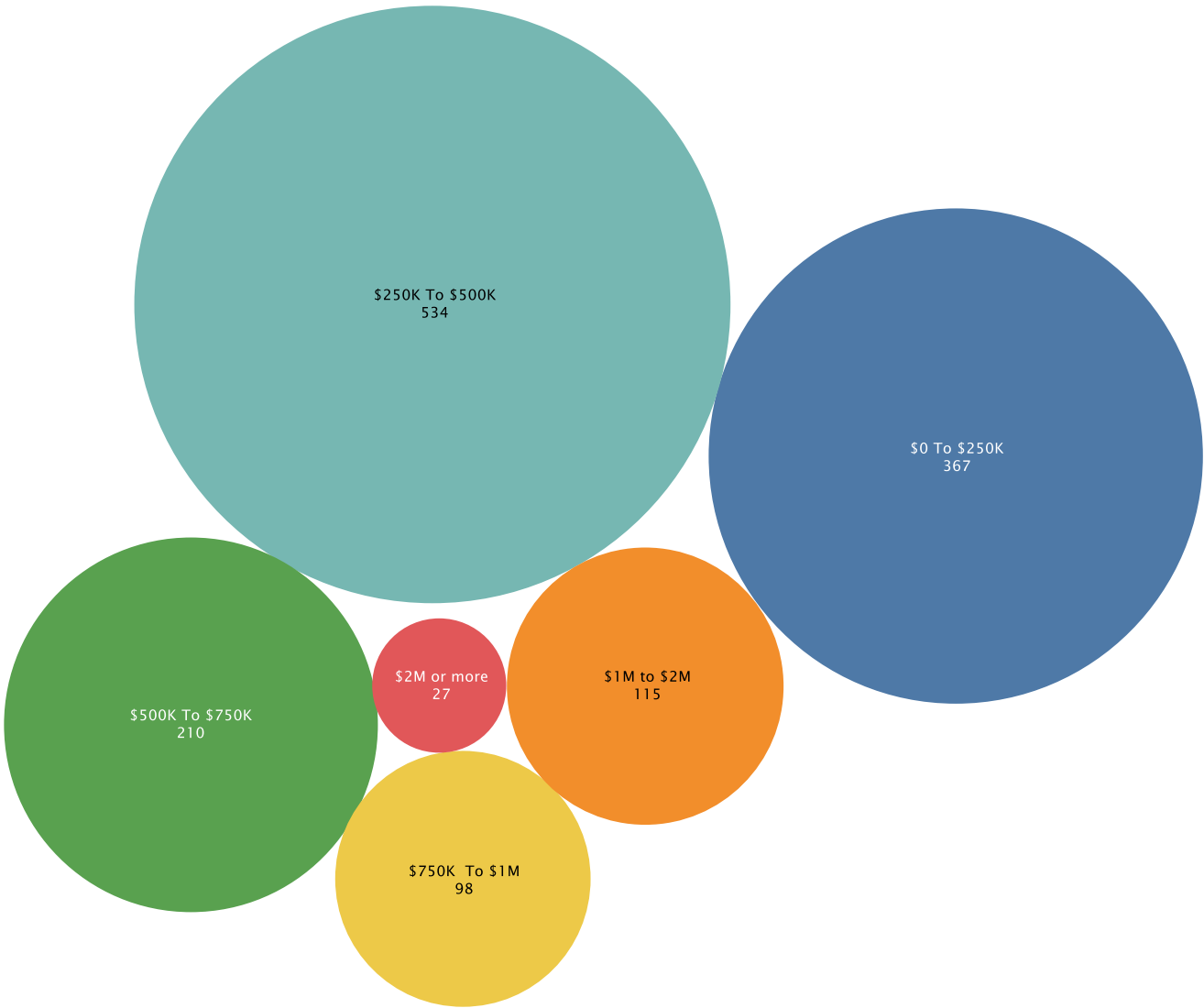
Number 2-10 metros are:

- Memphis, TN
- New Orleans, LA
- Dallas-Ft. Worth, TX
- Birmingham (Ann and Tusc), AL
- Mobile AL-Pensacola (Ft. Walton Beach), FL
- Denver, CO
- Los Angeles, CA
- Baton Rouge, LA
- Houston, TX



MISSOURI

Price Breakdown by Number of Homes in the Missouri Market 2022Q2



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	\$404,806,940	42.0%
2. Table Rock Lake*	\$347,792,787	36.1%
3. Lake Taneycomo	\$94,142,464	9.8%
4. Bull Shoals Lake*	\$26,303,194	2.7%
5. Lake Saint Louis	\$15,142,300	2.0%

**Total Missouri Market:** **\$964,243,686**

## Most Listings

1. Table Rock Lake*	1,286	40.0%
2. Lake Of The Ozarks	984	30.6%
3. Lake Taneycomo	336	10.4%
4. Bull Shoals Lake*	134	4.2%
5. Lake Thunderhead	53	1.6%

**Total Missouri Listings:** **3,219**

## Largest Home Markets

1. Lake Of The Ozarks	\$321,996,811	42.6%
2. Table Rock Lake*	\$264,230,349	35.0%
3. Lake Taneycomo	\$73,179,864	9.7%
4. Bull Shoals Lake*	\$18,965,299	2.5%
5. Lake Saint Louis	\$15,142,300	2.0%

**Total Missouri Home Market:** **\$755,340,302**

## Most Homes Available

1. Lake Of The Ozarks	529	37.3%
2. Table Rock Lake*	404	28.5%
3. Lake Taneycomo	230	16.2%
4. Bull Shoals Lake*	49	3.5%
5. Lake Saint Louis	24	1.7%

**Total Missouri Home Listings:** **1,417**

## Largest Land Markets

1. Lake Of The Ozarks	\$82,810,129	39.6%
2. Lake Taneycomo	\$20,962,600	10.0%
3. Bull Shoals Lake*	\$7,337,895	3.5%
4. Lake Thunderhead	\$3,140,300	1.5%
5. Goose Creek Lake	\$1,395,500	0.7%

**Total Missouri Land Market:** **\$208,903,384**

## Most Land Available

1. Table Rock Lake*	882	48.9%
2. Lake Of The Ozarks	455	25.2%
3. Lake Taneycomo	106	5.9%
4. Bull Shoals Lake*	85	4.7%
5. Lake Thunderhead	44	2.4%

**Total Missouri Land Listings:** **1,802**

## Average Home Price

1. Table Rock Lake	\$677,205
2. Lake Saint Louis	\$630,929
3. Lake Of The Ozarks	\$608,690

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

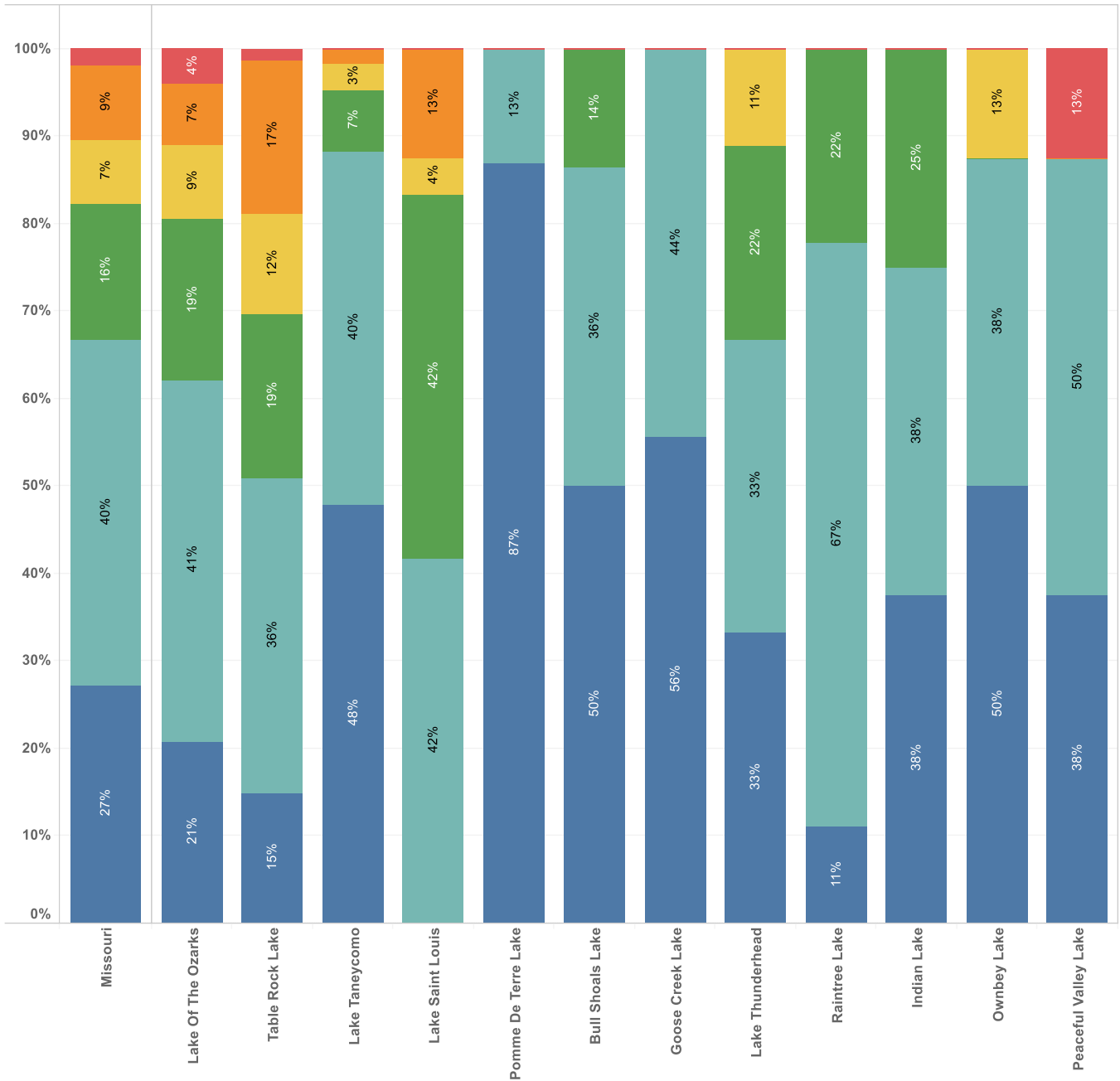
1. Goose Creek Lake	\$230,509
2. Lake Thunderhead	\$194,784
3. Lake Of The Ozarks	\$109,562
4. Lake Taneycomo	\$66,547
5. Pomme De Terre Lake	\$58,016

### Listings of 10 Acres or More

1. Lake Taneycomo	\$42,236
2. Lake Of The Ozarks	\$31,924
3. Table Rock Lake	\$12,159
4. Bull Shoals Lake	\$3,528

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

Price Breakdown by Percentage of Homes in the Missouri Market 2022Q2



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

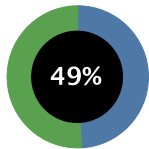
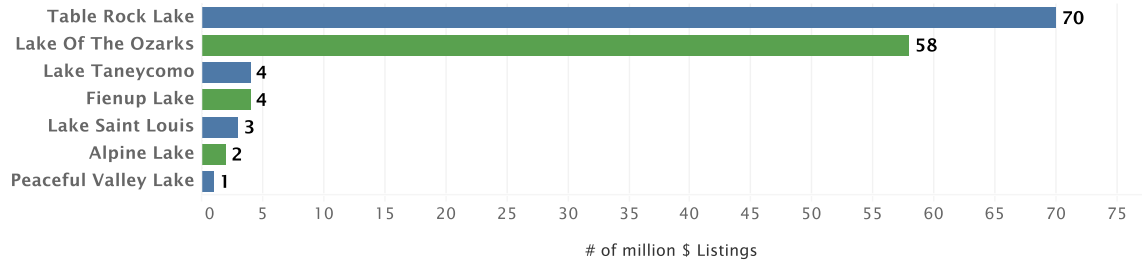


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## Luxury Lake Real Estate in Missouri

### Where Are The Million-Dollar Listings? 2022Q2

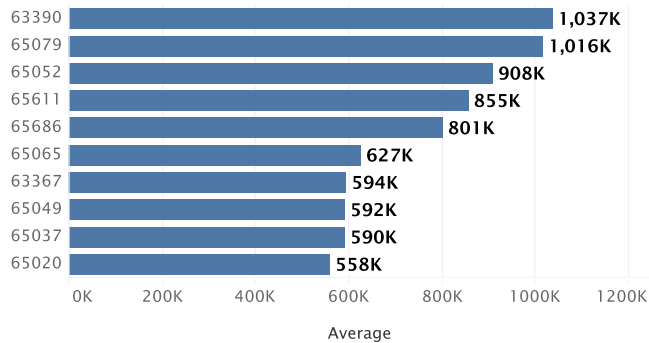


of \$1M+ Homes in Missouri are on Table Rock Lake

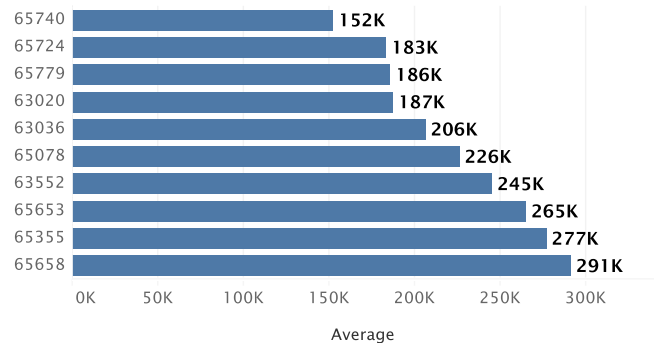
Total Number of \$1M+ Homes

142

### Most Expensive ZIP Codes 2022Q2

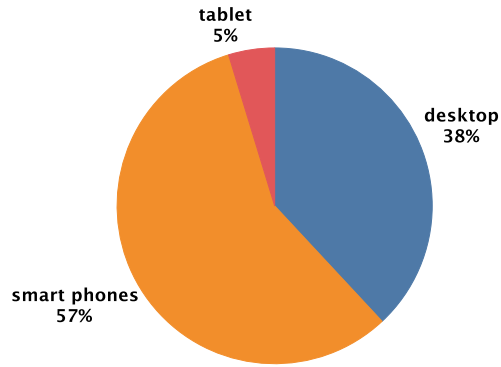


### Most Affordable ZIP Codes 2022Q2

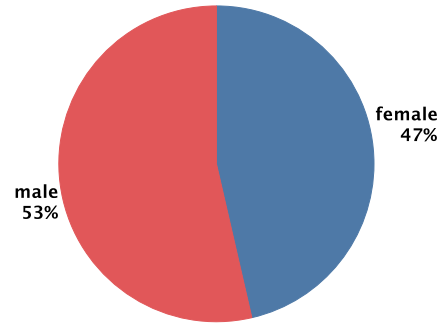


## Who's Shopping Missouri Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

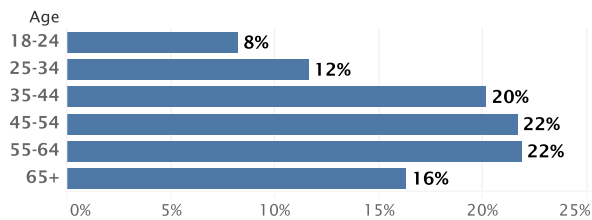


**60%** of potential buyers come from outside Missouri

### Chicago

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

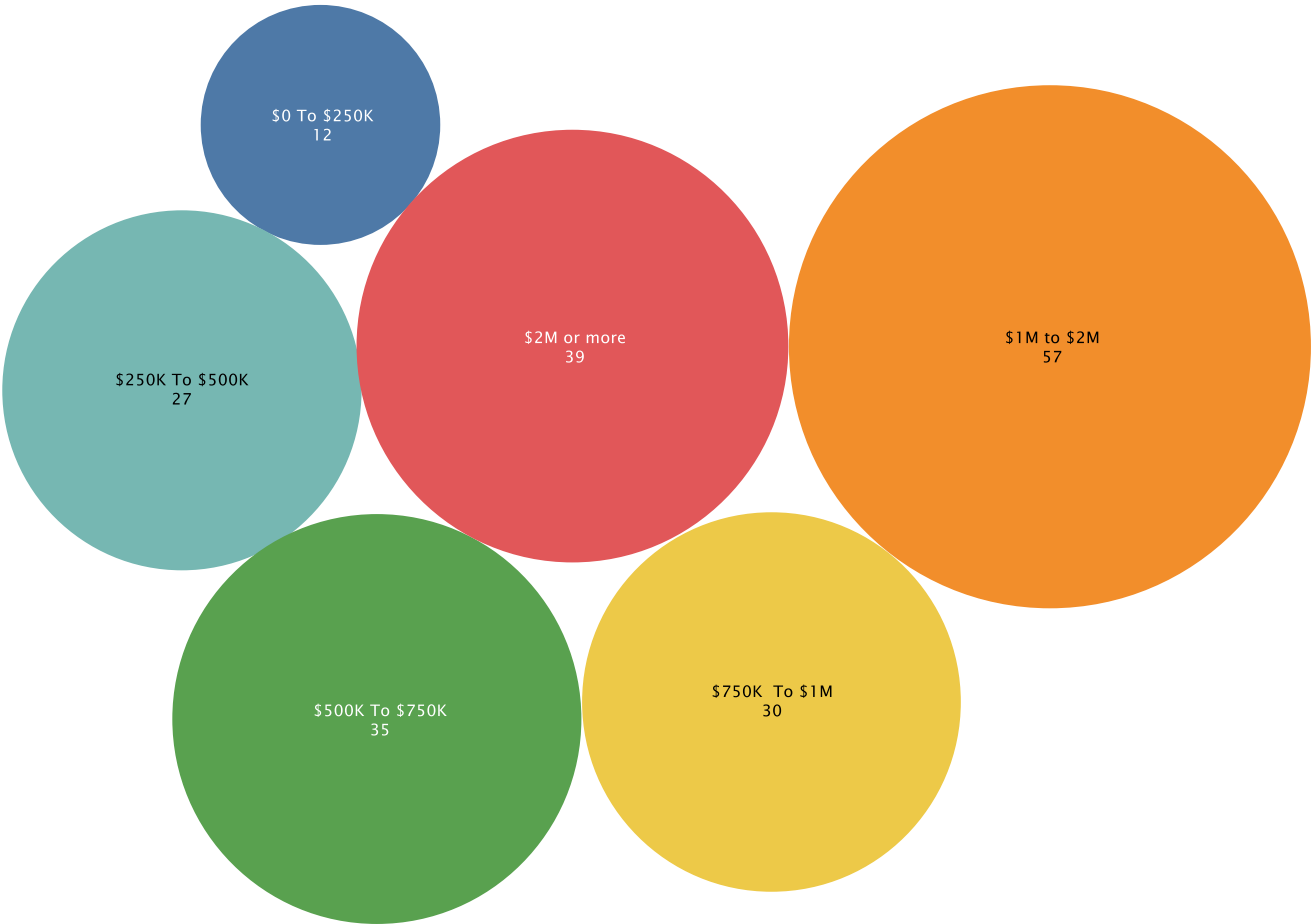
- Denver, CO
- Des Moines-Ames, IA
- Omaha, NE
- Dallas-Ft. Worth, TX
- Los Angeles, CA
- Wichita-Hutchinson, KS
- Phoenix, AZ
- Minneapolis-St. Paul, MN
- Nashville, TN



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MONTANA

Price Breakdown by Number of Homes in the Montana Market 2022Q2



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



# Montana

The Montana market increased from \$342 MM in spring 2022 to \$607 MM in summer 2022, a 56% rise.

## Largest Markets

1. Flathead Lake	\$302,387,251	49.8%
2. Whitefish Lake	\$75,841,000	12.5%
3. Eagle Lake	\$47,056,805	10.5%
4. Swan Lake	\$24,979,900	4.1%
5. Echo Lake	\$16,438,000	2.7%

**Total Montana Market:** **\$607,025,854**

## Most Listings

1. Flathead Lake	126	32.2%
2. Eagle Lake	38	18.4%
3. Lake Koocanusa	36	9.2%
4. Whitefish Lake	17	4.3%
5. Noxon Reservoir	16	4.1%

**Total Montana Listings:** **391**

## Largest Home Markets

1. Flathead Lake	\$217,577,600	48.4%
2. Whitefish Lake	\$72,323,000	16.1%
3. Eagle Lake	\$47,056,805	10.5%
4. Swan Lake	\$19,780,000	4.4%
5. Glen Lake	\$10,439,000	2.3%

**Total Montana Home Market:** **\$449,419,203**

## Most Homes Available

1. Flathead Lake	65	31.4%
2. Eagle Lake	38	18.4%
3. Whitefish Lake	12	5.8%
4. Noxon Reservoir	11	5.3%
5. Lake Baker	9	4.3%

**Total Montana Home Listings:** **207**

## Largest Land Markets

1. Flathead Lake	\$84,809,651	53.8%
2. Echo Lake	\$15,890,000	10.1%
3. Swan Lake	\$5,199,900	3.3%
4. Lake Koocanusa	\$5,139,700	3.3%
5. Tetrault Lake	\$3,950,000	2.5%

**Total Montana Land Market:** **\$157,606,651**

## Most Land Available

1. Flathead Lake	61	33.2%
2. Lake Koocanusa	28	15.2%
3. Lake Elmo	9	4.9%
3. Swan Lake	9	4.9%
5. Cabinet Gorge Reservoir	6	3.3%

**Total Montana Land Listings:** **184**

## Average Home Price

1. Whitefish Lake	\$6,026,917
2. Flathead Lake	\$3,540,067

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

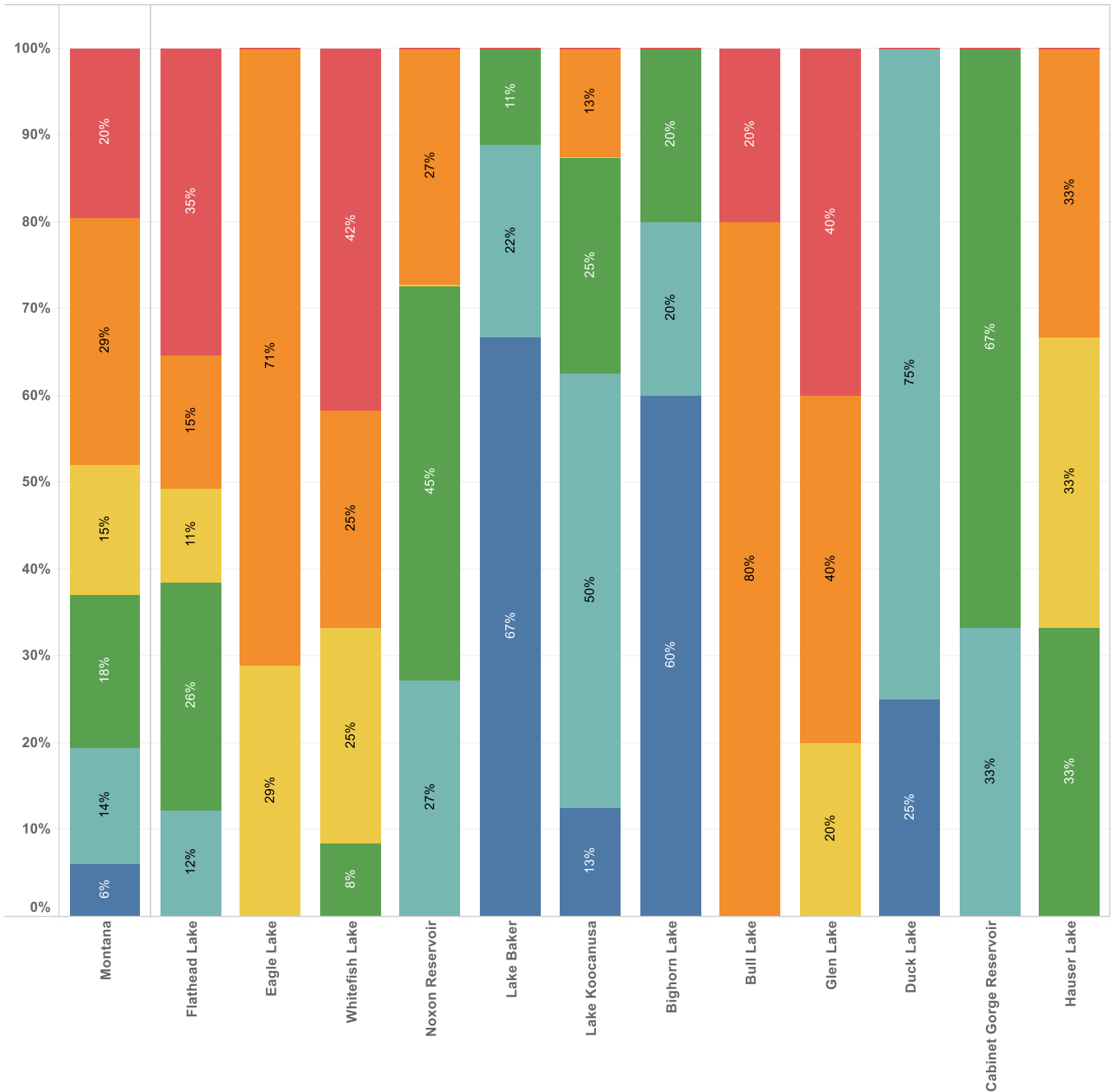
1. Flathead Lake	\$368,575
2. Lake Koocanusa	\$316,515

### Listings of 10 Acres or More

1. Flathead Lake	\$204,723
------------------	-----------

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

Price Breakdown by Percentage of Homes in the Montana Market 2022Q2



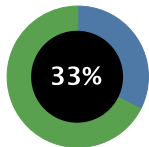
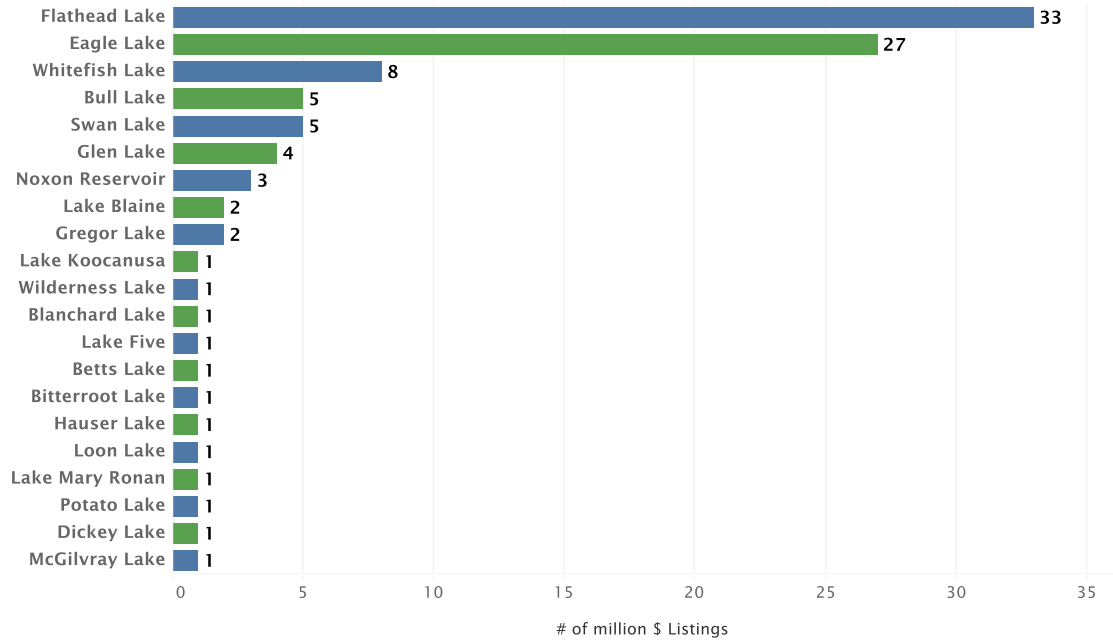
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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## Luxury Lake Real Estate in Montana

### Where Are The Million-Dollar Listings? 2022Q2

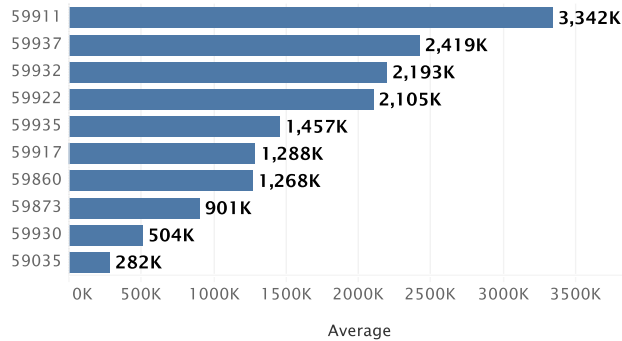


of \$1M+ Homes in Montana are on Flathead Lake

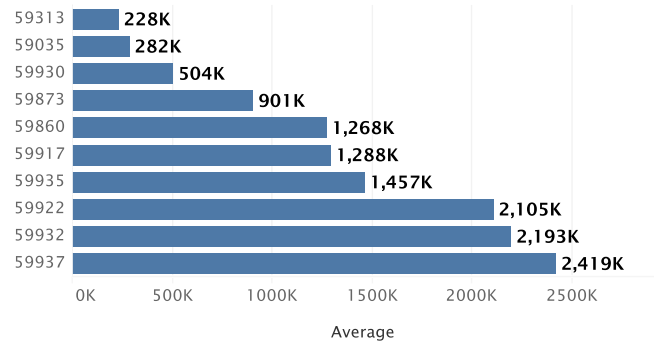
Total Number of \$1M+ Homes

101

### Most Expensive ZIP Codes 2022Q2

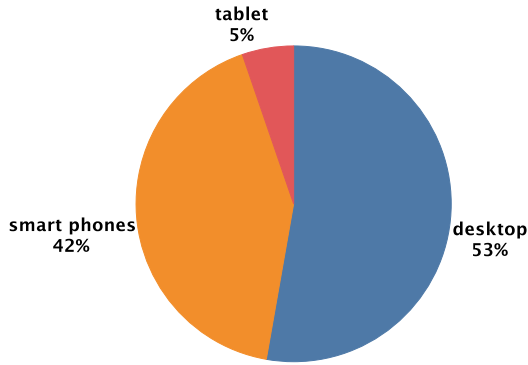


### Most Affordable ZIP Codes 2022Q2

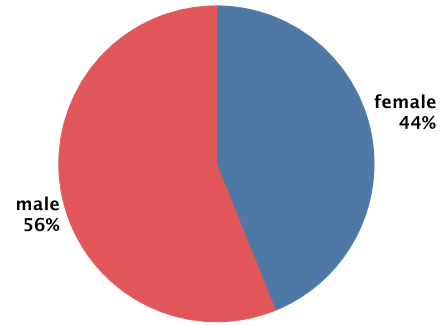


## Who's Shopping Montana Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

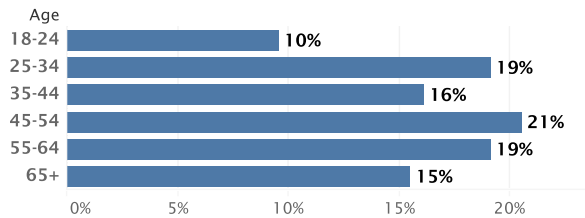


**82%** of potential buyers come from outside Montana

### Los Angeles

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

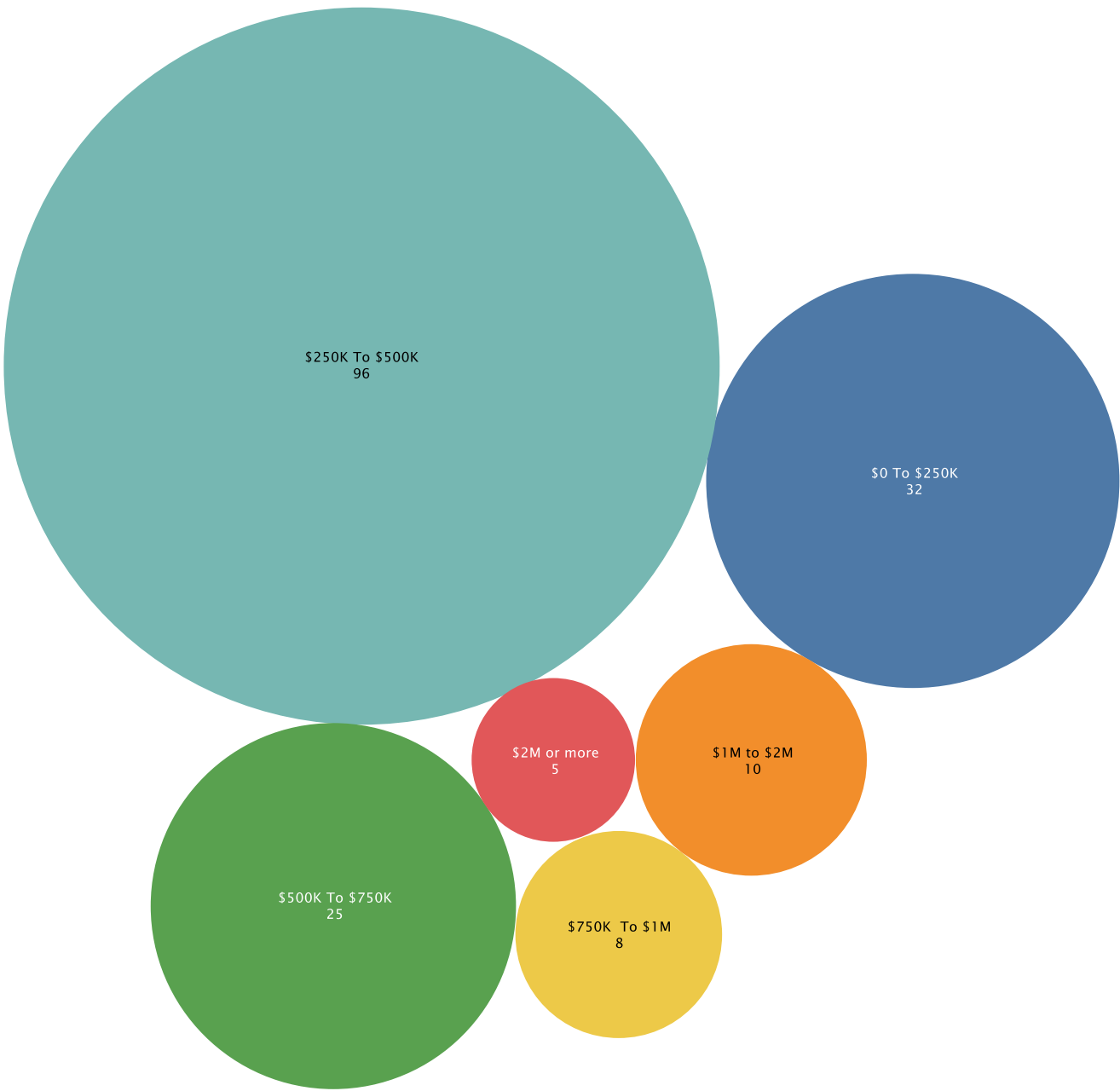
- Seattle-Tacoma, WA
- Phoenix, AZ
- Salt Lake City, UT
- Denver, CO
- Chicago, IL
- Dallas-Ft. Worth, TX
- San Diego, CA
- Sacramento-Stockton-Modesto, CA
- Spokane, WA



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LAKEHOMES.COM

NEBRASKA

Price Breakdown by Number of Homes in the Nebraska Market 2022Q2



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





# Nebraska

The total Nebraska market increased from \$61 MM in spring 2022 to \$93 MM in summer 2022, resulting in a 41% increase.

## Largest Markets

1. Newport Landing Lake	\$19,541,893	20.9%
2. Shadow Lake	\$9,664,767	11.2%
3. Zorinsky Lake	\$9,349,900	10.0%
4. Walnut Creek Lake	\$7,632,051	8.2%
5. Wiebe Reservoir	\$4,929,900	5.3%

Total Nebraska Market:

\$93,617,274

## Most Listings

1. Beaver Lake	51	20.6%
2. Zorinsky Lake	26	10.5%
3. Newport Landing Lake	23	9.3%
4. Walnut Creek Lake	21	8.5%
5. Shadow Lake	18	10.2%

Total Nebraska Listings:

247

## Largest Home Markets

1. Newport Landing Lake	\$18,229,893	21.1%
2. Shadow Lake	\$9,664,767	11.2%
3. Zorinsky Lake	\$9,295,900	10.7%
4. Walnut Creek Lake	\$7,421,201	8.6%
5. Standing Bear Reservoir	\$4,863,900	5.6%

Total Nebraska Home Market:

\$86,578,074

## Most Homes Available

1. Zorinsky Lake	25	14.2%
2. Shadow Lake	18	10.2%
2. Walnut Creek Lake	18	10.2%
4. Newport Landing Lake	16	9.1%
4. Standing Bear Reservoir	16	9.1%

Total Nebraska Home Listings:

176

## Largest Land Markets

1. Beaver Lake	\$1,377,000	19.6%
2. Newport Landing Lake	\$1,312,000	18.6%
3. Boys Town Reservoir Number 3	\$1,125,000	16.0%
4. Plattsmouth Reservoir 10-a	\$1,100,000	15.6%
5. Plattsmouth Reservoir 12-a	\$500,000	7.1%

Total Nebraska Land Market:

\$7,039,200

## Most Land Available

1. Beaver Lake	41	57.7%
2. Newport Landing Lake	7	9.9%
3. Boys Town Reservoir Number 3	6	8.5%
4. Rainbow Lake	3	4.2%
4. Walnut Creek Lake	3	4.2%

Total Nebraska Land Listings:

71

## Average Home Price

1. Newport Landing Lake	\$1,139,368
2. Shadow Lake	\$536,932
3. Walnut Creek Lake	\$412,289

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

\*\*\*

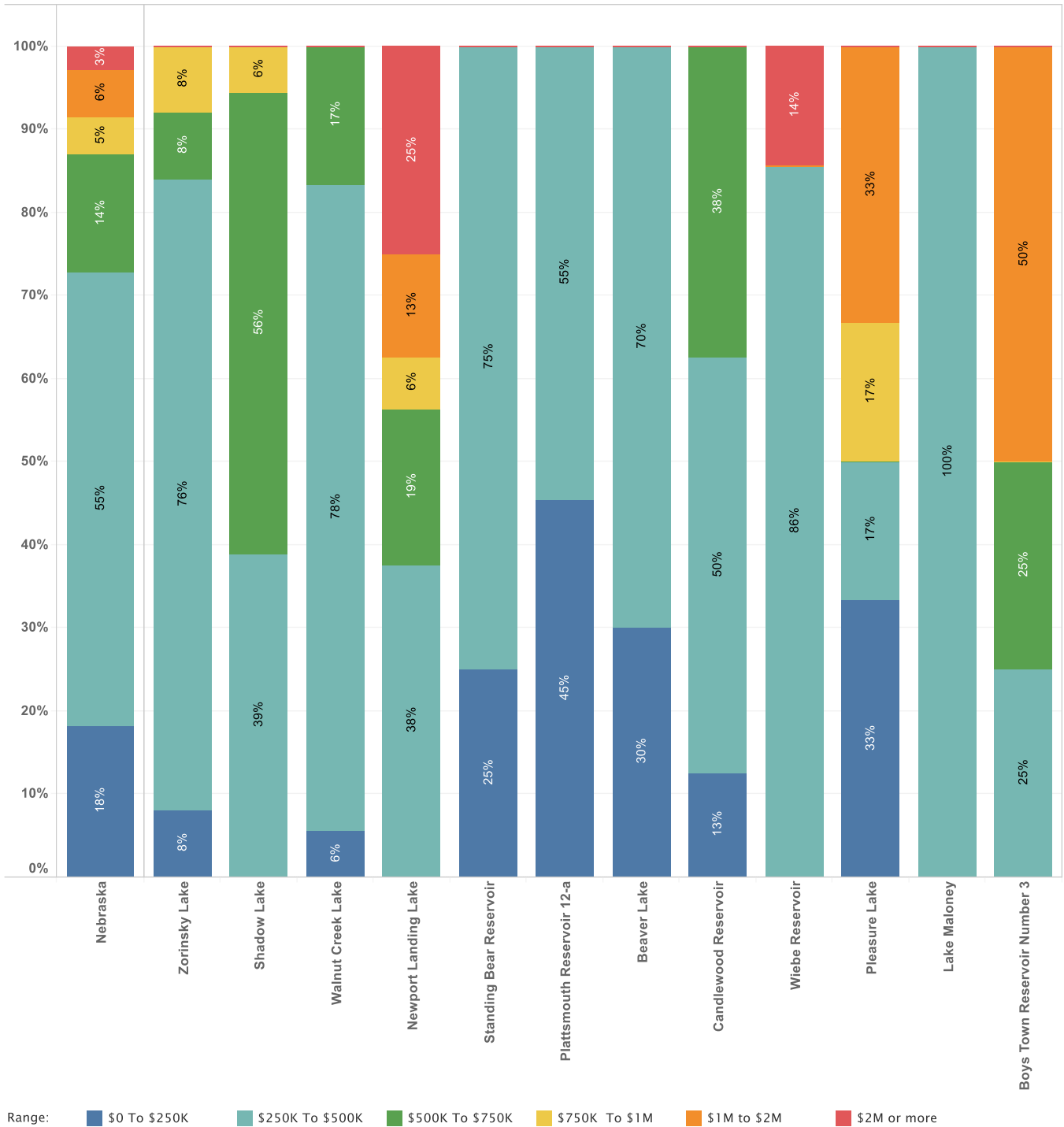
### Listings of 10 Acres or More

\*\*

\*\* 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.

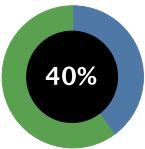
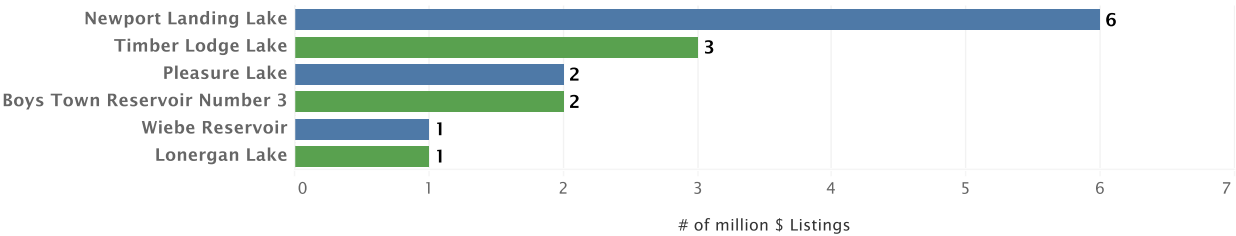
Price Breakdown by Percentage of Homes in the Nebraska Market 2022Q2



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LAKEHOMES.COM

## Luxury Lake Real Estate in Nebraska

Where Are The Million-Dollar Listings? 2022Q2

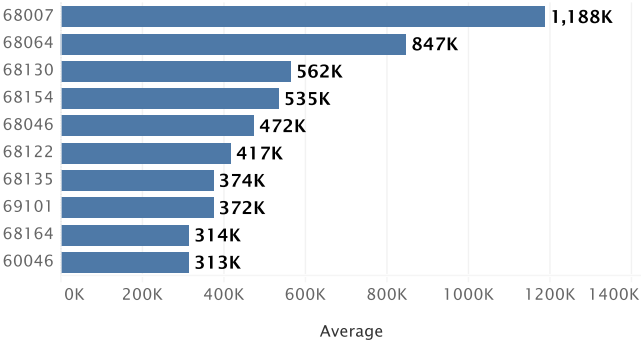


of \$1M+ Homes in Nebraska are on Newport Landing Lake

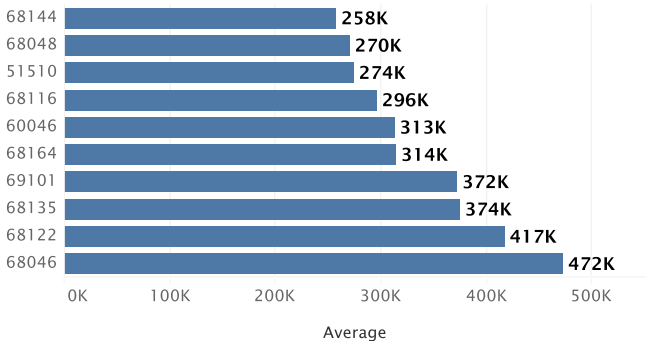
Total Number of \$1M+ Homes

15

Most Expensive ZIP Codes 2022Q2



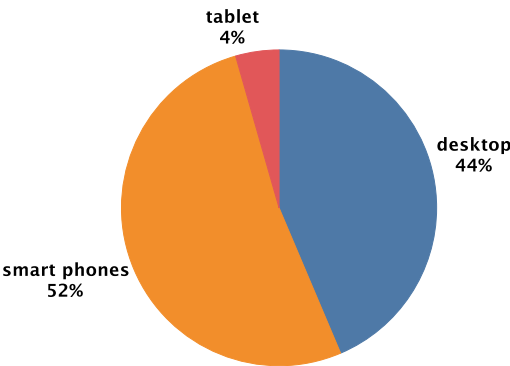
Most Affordable ZIP Codes 2022Q2



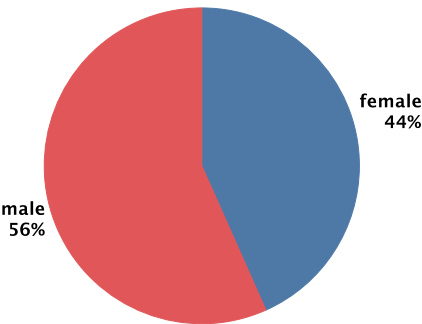
LAKE HOMES REALTY  
LAKEHOMES.COM

## Who's Shopping Nebraska Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

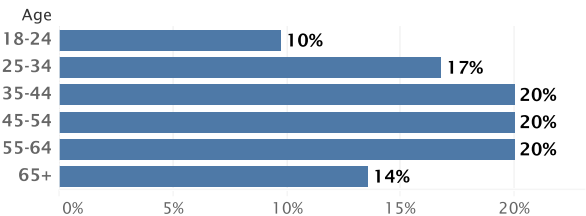


**48%** of potential buyers come from outside Nebraska

### Denver

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

What Age Groups are Shopping 2022Q2



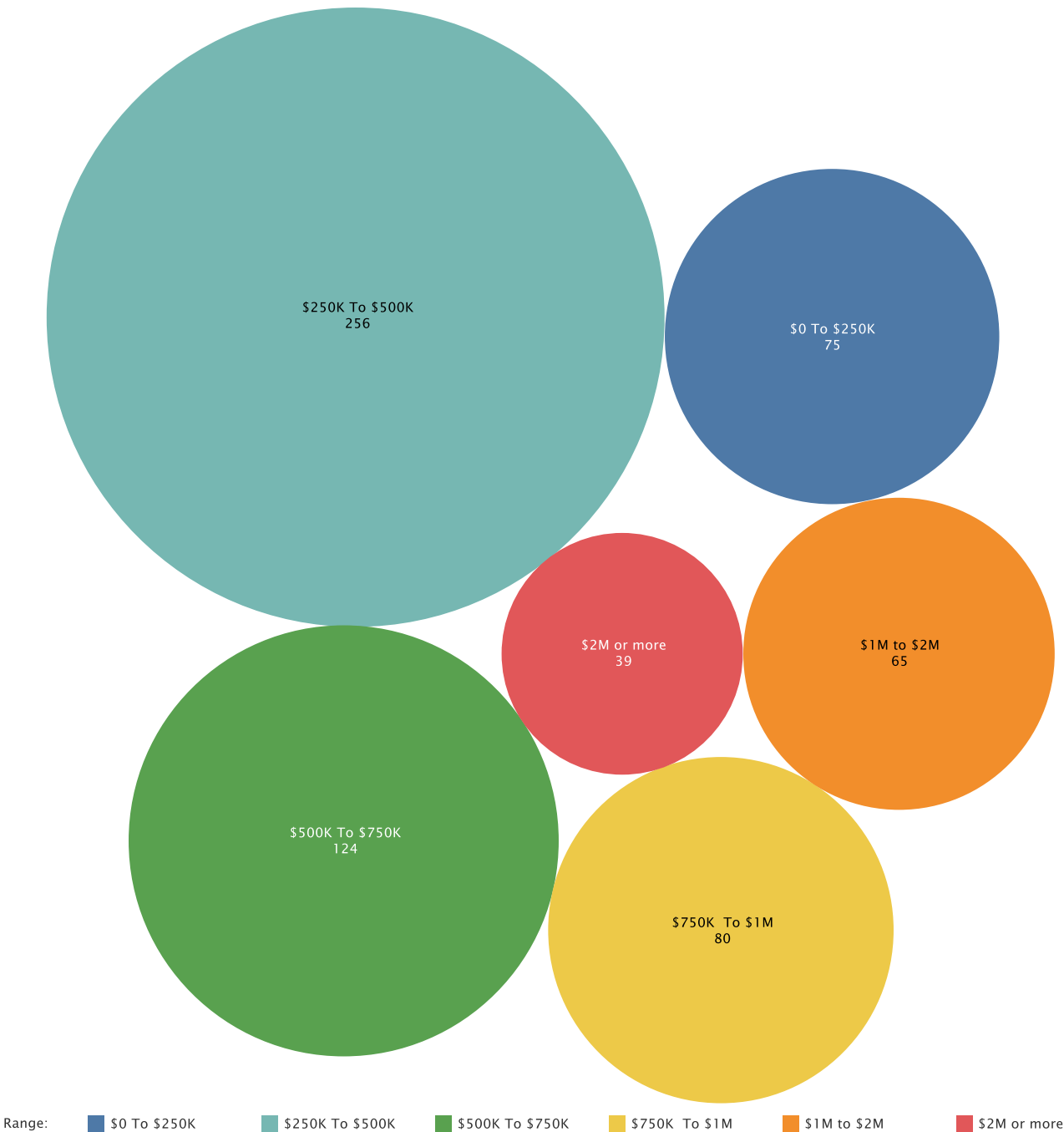
Number 2-10 metros are:

- Chicago, IL
- Kansas City, MO
- Phoenix, AZ
- Dallas-Ft. Worth, TX
- Sioux City, IA
- Los Angeles, CA
- Des Moines-Ames, IA
- Washington DC (Hagerstown MD)
- New York, NY



NEW HAMPSHIRE

Price Breakdown by Number of Homes in the New Hampshire Market 2022Q2



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



# New Hampshire

The total New Hampshire market increased from \$442 MM in spring 2022 to \$677 MM in summer 2022, a 42% rise.

## Largest Markets

1. Lake Winnepesaukee	\$231,829,142	34.2%	6. South Mill Pond	\$20,815,000	3.4%
2. Little River Swamp	\$42,950,000	7.0%	7. Newfound Lake	\$10,942,100	1.8%
3. Sunapee Lake	\$30,311,000	4.5%	8. Spofford Lake	\$10,367,800	1.7%
4. North Mill Pond	\$24,389,200	4.0%	9. Meadow Pond	\$9,543,399	1.8%
5. Lake Winnisquam	\$23,120,693	3.4%	10. Squam Lake	\$9,067,300	1.3%

**Total New Hampshire Market: \$677,012,470**

## Largest Home Markets

1. Lake Winnepesaukee	\$196,011,146	36.3%
2. Little River Swamp	\$42,750,000	7.9%
3. Sunapee Lake	\$25,902,000	4.8%
4. North Mill Pond	\$18,866,200	3.5%
5. Lake Winnisquam	\$14,828,893	2.7%
6. South Mill Pond	\$11,820,000	2.2%
7. Meadow Pond	\$9,543,399	1.8%
8. Newfound Lake	\$8,853,200	1.6%
9. Arlington Mill Reservoir	\$8,301,600	1.5%
10. Angle Pond	\$8,033,700	1.5%

**Total New Hampshire Home Market: \$540,154,740**

## Largest Land Markets

1. Lake Winnepesaukee	\$23,834,998	33.9%
2. Loon Lake	\$4,995,000	7.1%
3. Spofford Lake	\$4,944,000	7.0%
4. Lake Winnisquam	\$2,463,900	3.5%
5. Little Squam Lake	\$2,199,000	3.1%
6. Newfound Lake	\$2,088,900	3.0%
7. Mascoma Lake	\$1,875,000	2.7%
8. Highland Lake	\$1,463,900	2.1%
9. Cobbetts Pond	\$1,274,900	1.8%
10. Wilson Pond	\$1,250,000	1.8%

**Total New Hampshire Land Market: \$70,250,032**

Lake Winnepesaukee ranks 1st on most lists.

## Most Expensive Homes

1. Sunapee Lake	\$1,992,462
2. Lake Winnepesaukee	\$1,370,184

## Most Affordable Homes

1. Angle Pond	\$669,475
2. Newfound Lake	\$737,767

## Most Listings

1. Lake Winnepesaukee	209	21.8%	5. Locke Lake	23	2.4%
2. Lake Winnisquam	28	2.9%	7. Opechee Bay Reservoir	21	2.2%
3. Eastman Pond	25	2.8%	8. Glen Lake	18	2.0%
3. North Mill Pond	25	3.6%	8. Meadow Pond	18	2.8%
5. Gould Pond	23	2.6%	10. Spofford Lake	16	1.8%

**Total New Hampshire Listings: 959**

## Most Homes Available

1. Lake Winnepesaukee	144	22.5%
2. North Mill Pond	20	3.1%
3. Meadow Pond	18	2.8%
4. Eastman Pond	16	2.5%
4. Glen Lake	16	2.5%
4. Lake Winnisquam	16	2.5%
7. Locke Lake	14	2.2%
8. Arlington Mill Reservoir	13	2.0%
8. Opechee Bay Reservoir	13	2.0%
8. Sunapee Lake	13	2.0%

**Total New Hampshire Home Listings: 639**

## Most Land Available

1. Lake Winnepesaukee	54	20.6%
2. Gould Pond	18	6.9%
3. Little Pea Porridge Pond	10	3.8%
4. Deering Reservoir	9	3.4%
4. Eastman Pond	9	3.4%
6. Locke Lake	8	3.1%
6. Lower Mountain Lake	8	3.1%
6. Spofford Lake	8	3.1%
9. Hills Pond	7	2.7%
10. Lake Winnisquam	6	2.3%

**Total New Hampshire Land Listings: 262**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Winnepesaukee	\$237,331
2. Gould Pond	\$79,420
3. Little Pea Porridge Pond	\$48,019

### *Listings of 10 Acres or More*

1. Lake Winnepesaukee	\$57,454
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## Most Affordable Land per Acre

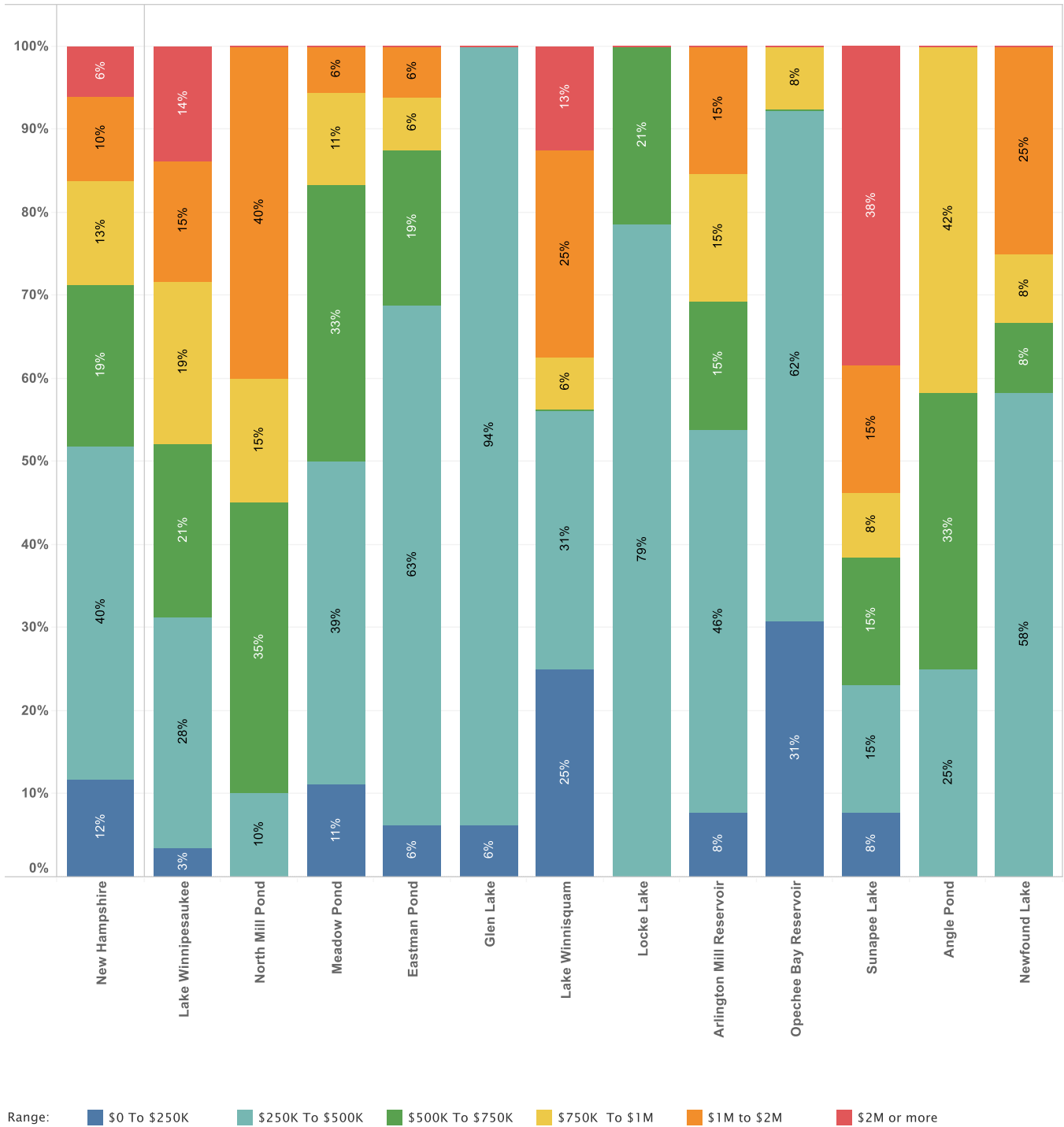
### *Listings of Less Than 10 Acres*

1. Little Pea Porridge Pond	\$48,019
2. Gould Pond	\$79,420
3. Lake Winnepesaukee	\$237,331

### *Listings of 10 Acres or More*

1. Lake Winnepesaukee	\$57,454
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Price Breakdown by Percentage of Homes in the New Hampshire Market 2022Q2

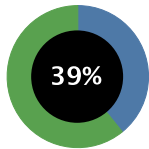
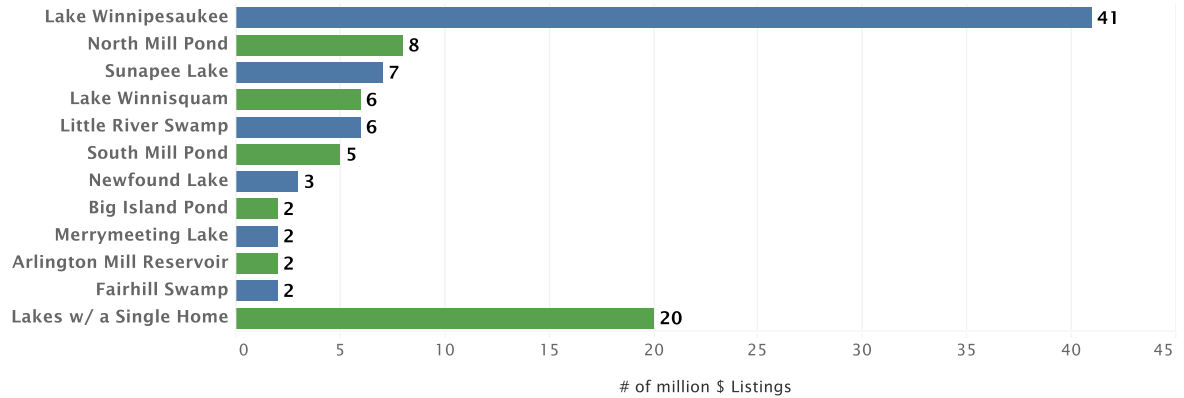


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## Luxury Lake Real Estate in New Hampshire

Where Are The Million-Dollar Listings? 2022Q2

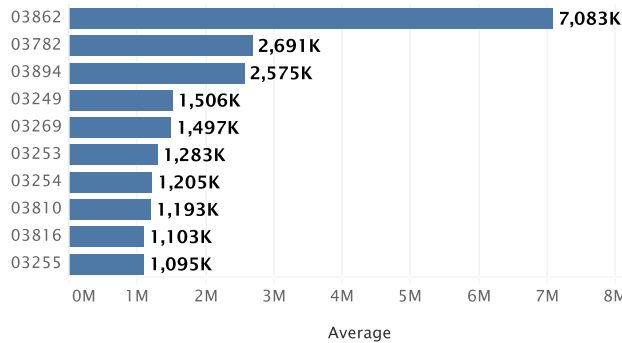


of \$1M+ Homes in New Hampshire are on Lake Winnepesaukee

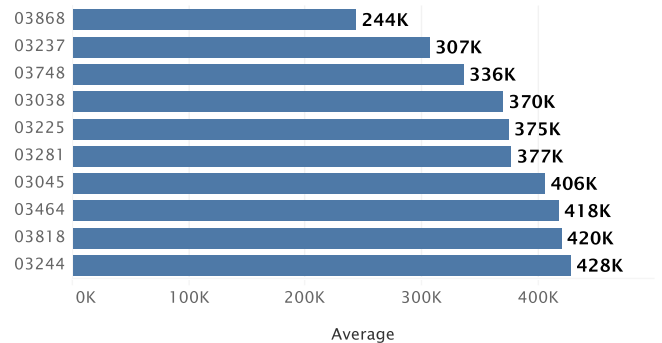
Total Number of \$1M+ Homes

104

Most Expensive ZIP Codes 2022Q2



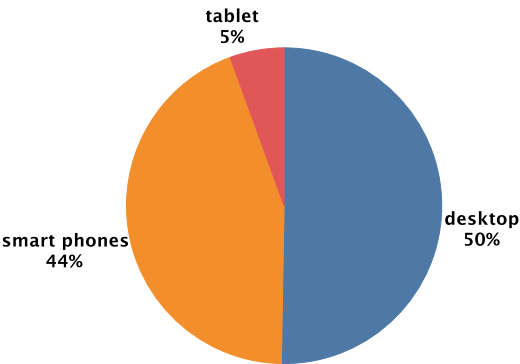
Most Affordable ZIP Codes 2022Q2



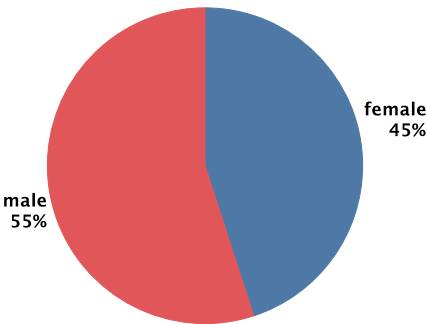
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## Who's Shopping New Hampshire Lake Real Estate

How are shoppers connecting 2022Q2

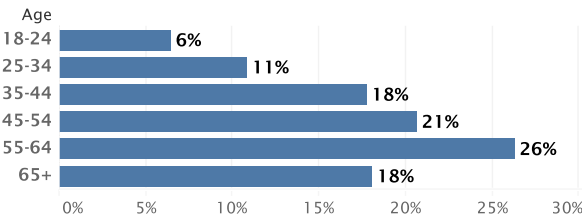


Male/Female Visitors 2022Q2



**77%** of potential buyers come from outside New Hampshire

What Age Groups are Shopping 2022Q2



### New York,

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

Number 2-10 metros are:

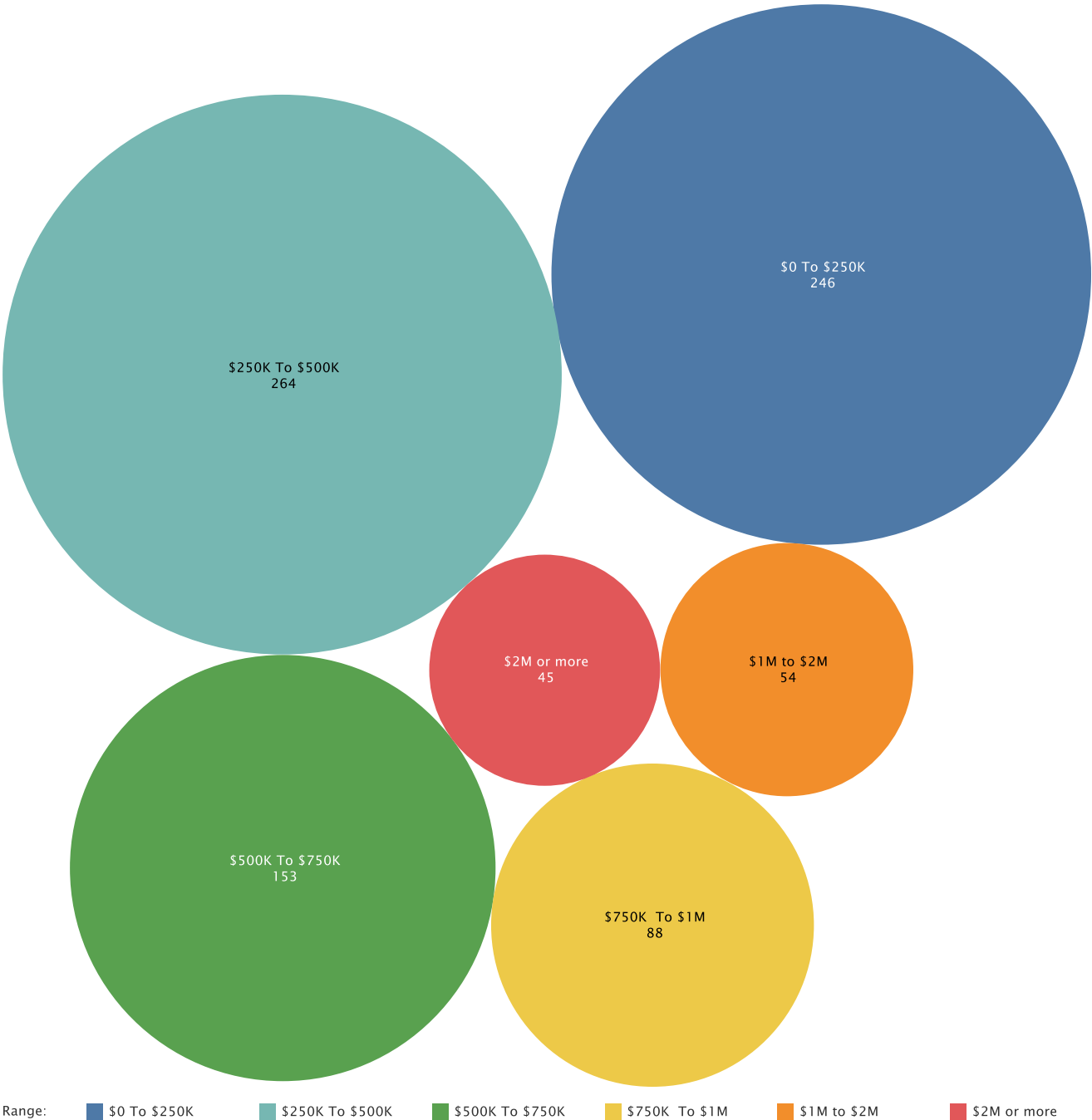
- Hartford & New Haven, CT
- Portland-Auburn, ME
- Burlington VT-Plattsburgh, NY
- Providence-New Bedford, MA
- Philadelphia, PA
- Los Angeles, CA
- Springfield-Holyoke, MA
- Washington DC (Hagerstown MD)
- Tampa-St. Petersburg (Sarasota), FL



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NEW YORK

Price Breakdown by Number of Homes in the New York Market 2022Q2



# New York

The total New York market increased from \$578 MM in spring 2022 to \$809 MM in summer 2022, a 33% rise.

## Largest Markets

1. Lake Champlain*	\$128,681,283	15.9%	6. Lake Ontario	\$43,139,374	5.5%
2. Lake George	\$87,312,095	11.0%	7. Cayuga Lake	\$41,489,200	5.2%
3. Skaneateles Lake	\$69,881,500	8.8%	8. Keuka Lake	\$35,211,998	4.4%
4. Delaware River*	\$47,609,200	5.9%	9. Lake Placid	\$33,372,599	4.2%
5. Canandaigua Lake	\$47,261,799	6.0%	10. Oneida Lake	\$28,804,536	3.6%

Total New York Market:

\$809,338,621

## Largest Home Markets

1. Lake Champlain*	\$104,266,983	15.4%
2. Lake George	\$77,477,695	11.4%
3. Skaneateles Lake	\$62,257,700	9.2%
4. Canandaigua Lake	\$44,063,899	6.5%
5. Lake Ontario	\$36,402,974	5.4%
6. Cayuga Lake	\$33,092,450	4.9%
7. Delaware River*	\$32,508,100	4.8%
8. Keuka Lake	\$31,224,599	4.6%
9. Lake Placid	\$30,378,599	4.5%
10. Oneida Lake	\$25,670,838	3.8%

Total New York Home Market:

\$677,312,396

## Largest Land Markets

1. Lake Champlain*	\$15,946,300	14.0%
2. Lake Erie	\$13,769,500	12.1%
3. Lake George	\$9,834,400	8.6%
4. Cayuga Lake	\$8,396,750	7.4%
5. Skaneateles Lake	\$7,623,800	6.7%
6. Lake Ontario	\$6,736,400	5.9%
7. Delaware River*	\$5,585,300	4.9%
8. Sleepy Hollow Lake	\$4,982,000	4.4%
9. Keuka Lake	\$3,987,399	3.5%
10. Great Sacandaga Lake	\$3,349,800	2.9%

Total New York Land Market:

\$114,042,425

The Lake Champlain home market experienced 43% in growth from spring 2022.

## Most Expensive Homes

1. Skaneateles Lake	\$2,008,313
2. Lake Placid	\$1,786,976

## Most Affordable Homes

1. Lake Champlain	\$552,554
2. Great Sacandaga Lake	\$561,063

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

## Most Listings

1. Lake Champlain*	255	17.3%	6. Lake George	87	6.0%
2. Lake Ontario	129	8.9%	7. Cayuga Lake	60	4.1%
3. Delaware River*	116	7.9%	8. Keuka Lake	50	3.4%
4. Oneida Lake	103	7.1%	8. Seneca Lake	50	3.4%
5. Canandaigua Lake	89	6.1%	10. Great Sacandaga Lake	45	3.1%

**Total New York Listings:**

**1,470**

## Most Homes Available

1. Lake Champlain*	187	17.6%
2. Lake Ontario	90	8.5%
3. Delaware River*	75	7.1%
3. Oneida Lake	75	7.1%
5. Canandaigua Lake	74	7.0%
6. Lake George	63	5.9%
7. Cayuga Lake	48	4.5%
8. Seneca Lake	44	4.1%
9. Chautauqua Lake	34	3.2%
10. Skaneateles Lake	31	2.9%

**Total New York Home Listings:**

**1,062**

## Most Land Available

1. Lake Champlain*	60	15.4%
2. Lake Ontario	39	10.0%
3. Delaware River*	30	7.7%
4. Oneida Lake	28	7.2%
5. Lake George	24	6.2%
6. Keuka Lake	20	5.1%
7. Canandaigua Lake	15	3.9%
7. Great Sacandaga Lake	15	3.9%
9. Cayuga Lake	12	3.1%
9. Loon Lake - Chestertown	12	3.1%

**Total New York Land Listings:**

**389**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake George	\$197,466
2. Canandaigua Lake	\$194,719
3. Lake Ontario - Watertown Area	\$93,844
4. Lake Champlain	\$67,065
5. Lake Ontario - Rochester Area	\$64,619
6. Keuka Lake	\$51,152
7. Oneida Lake	\$47,186
8. Loon Lake - Chestertown	\$27,419

### *Listings of 10 Acres or More*

1. Cayuga Lake	\$22,557
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

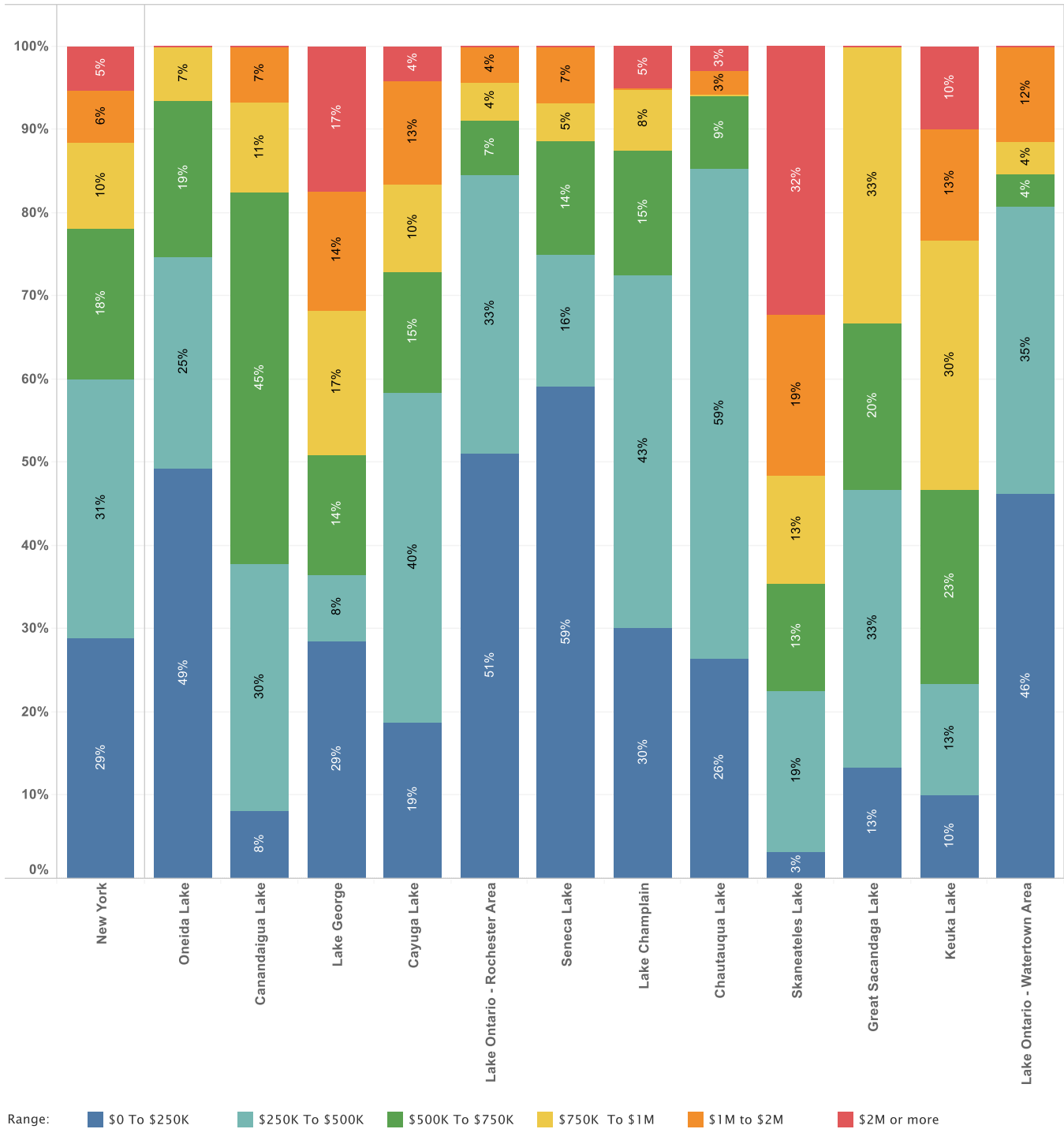
1. Loon Lake - Chestertown	\$27,419
2. Oneida Lake	\$47,186
3. Keuka Lake	\$51,152
4. Lake Ontario - Rochester Area	\$64,619
5. Lake Champlain	\$67,065
6. Lake Ontario - Watertown Area	\$93,844
7. Canandaigua Lake	\$194,719
8. Lake George	\$197,466

### *Listings of 10 Acres or More*

1. Oneida Lake	\$2,405
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\* This includes lake real estate inventory from more than one state.

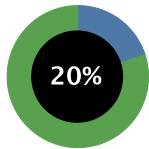
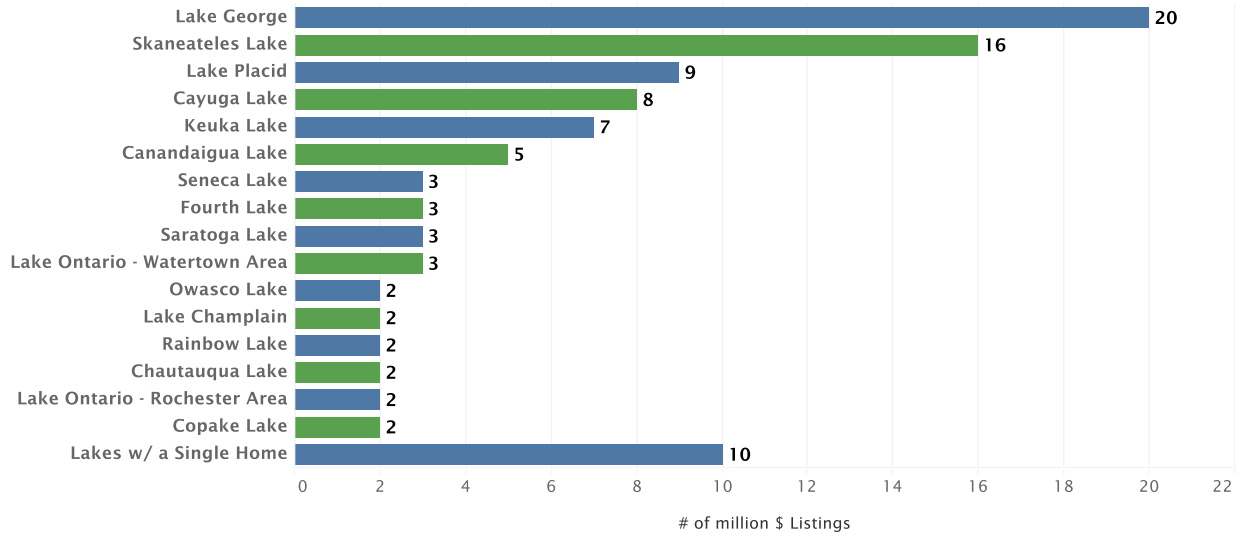
Price Breakdown by Percentage of Homes in the New York Market 2022Q2



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## Luxury Lake Real Estate in New York

### Where Are The Million-Dollar Listings? 2022Q2

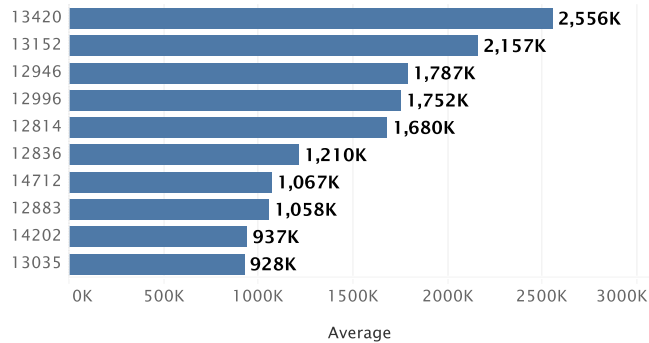


of \$1M+ Homes in New York are on Lake George

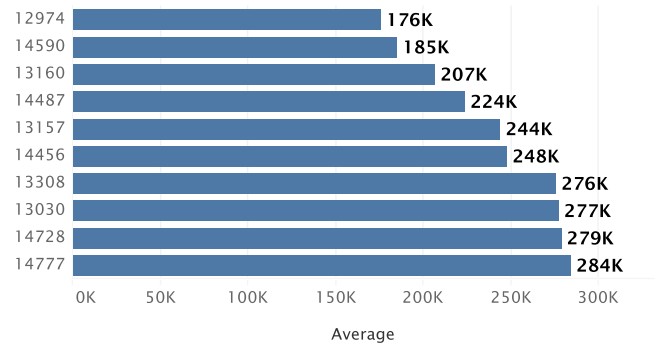
Total Number of \$1M+ Homes

99

### Most Expensive ZIP Codes 2022Q2



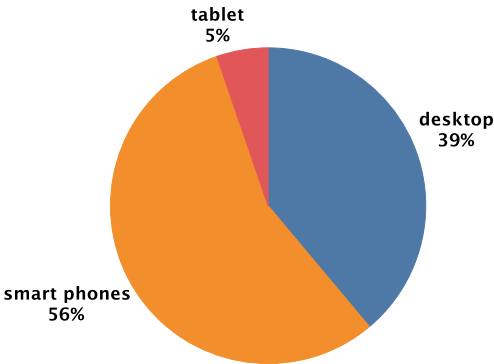
### Most Affordable ZIP Codes 2022Q2



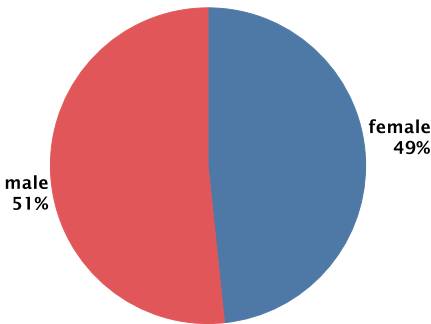
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## Who's Shopping New York Lake Real Estate

How are shoppers connecting 2022Q2

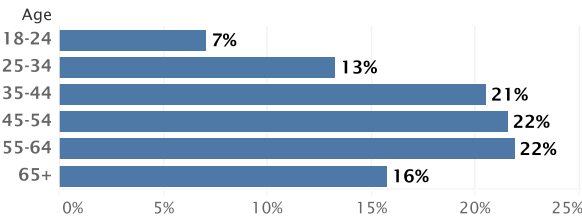


Male/Female Visitors 2022Q2



**41%** of potential buyers come from outside New York

What Age Groups are Shopping 2022Q2



### 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
- Tampa-St. Petersburg (Sarasota), FL
- Cleveland-Akron (Canton), OH
- Orlando-Daytona Beach-Melbourne, FL
- Wilkes Barre-Scranton, PA
- Hartford & New Haven, CT
- Pittsburgh, PA
- Los Angeles, CA

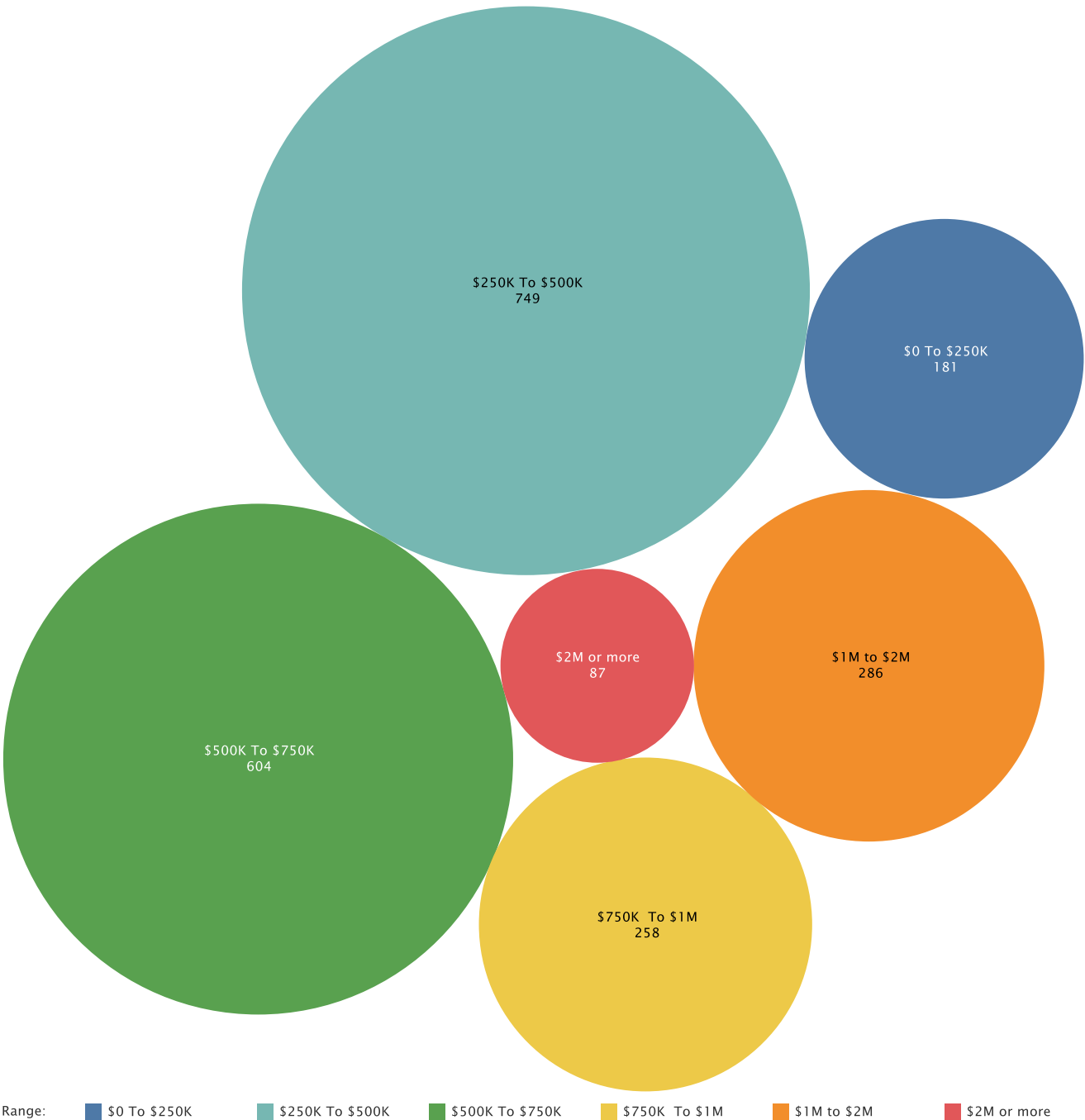


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NORTH CAROLINA

Price Breakdown by Number of Homes in the North Carolina Market 2022Q2



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 grew \$420 MM from \$1.9 BB in spring 2022 to \$2.3 BB in summer 2022.

## Largest Markets

1. Lake Norman	\$797,984,880	33.4%	6. Chatuge Lake*	\$69,415,118	2.9%
2. Lake Wylie*	\$427,262,113	17.9%	7. Falls Lake	\$67,798,021	2.8%
3. Lake Gaston*	\$112,493,954	4.7%	8. High Rock Lake	\$55,111,626	2.3%
4. Jordan Lake	\$105,354,292	4.4%	9. Lake James	\$43,110,599	1.8%
5. Lake Hickory	\$83,186,934	3.5%	10. Lake Lure	\$42,451,940	1.8%

**Total North Carolina Market: \$2,389,945,203**

## Largest Home Markets

1. Lake Norman	\$654,898,150	35.8%
2. Lake Wylie*	\$376,106,813	20.5%
3. Lake Gaston*	\$73,012,831	4.0%
4. Falls Lake	\$63,898,021	3.5%
5. Jordan Lake	\$61,441,268	3.4%
6. Lake Hickory	\$59,687,394	3.3%
7. Chatuge Lake*	\$49,782,349	2.7%
8. High Rock Lake	\$34,334,706	1.9%
9. Lake Lure	\$28,483,095	1.6%
10. Lake James	\$28,360,848	1.5%

**Total North Carolina Home Market: \$1,830,540,124**

## Largest Land Markets

1. Lake Norman	\$143,086,730	25.6%
2. Lake Wylie*	\$51,155,300	9.1%
3. Jordan Lake	\$43,913,024	7.8%
4. Lake Gaston*	\$39,481,123	7.1%
5. Lake Hickory	\$23,499,540	4.2%
6. Bear Creek Lake	\$21,462,300	3.8%
7. Lake Rhodhiss	\$21,109,049	3.8%
8. High Rock Lake	\$20,776,920	3.7%
9. Lake Mackintosh	\$19,790,750	3.5%
10. Chatuge Lake*	\$19,632,769	3.5%

**Total North Carolina Land Market: \$559,405,079**

Lake Norman ranks 1st on most lists.

## Most Expensive Homes

1. Lake Toxaway	\$1,947,417
2. Lake James	\$1,350,517

## Most Affordable Homes

1. Lake Davidson	\$755,120
2. Lake Lure	\$791,197

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

## Most Listings

1. Lake Norman	1,026	19.9%	6. Lake Rhodhiss	231	4.5%
2. Lake Wylie*	754	14.7%	7. Chatuge Lake*	209	4.1%
3. Lake Gaston*	405	7.9%	8. Lake Royale	156	3.0%
4. Lake Hickory	356	6.9%	9. Lake Tillery	142	2.8%
5. High Rock Lake	257	5.0%	10. Lake James	137	2.7%

**Total North Carolina Listings:**

**5,143**

## Most Homes Available

1. Lake Norman	722	28.9%
2. Lake Wylie*	596	23.8%
3. Lake Hickory	125	5.0%
4. Lake Gaston*	119	4.8%
5. High Rock Lake	80	3.2%
6. Jordan Lake	58	2.3%
7. Lake Tillery	55	2.2%
8. Chatuge Lake*	53	2.1%
8. Lake Jeanette	53	2.1%
10. Falls Lake	52	2.1%

**Total North Carolina Home Listings:**

**2,501**

## Most Land Available

1. Lake Norman	304	11.5%
2. Lake Gaston*	286	10.8%
3. Lake Hickory	231	8.7%
4. Lake Rhodhiss	224	8.5%
5. High Rock Lake	177	6.7%
6. Lake Wylie*	158	6.0%
7. Chatuge Lake*	156	5.9%
8. Lake James	116	4.4%
9. Lake Royale	105	4.0%
10. Lake Lure	95	3.6%

**Total North Carolina Land Listings:**

**2,642**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Dutchmans Creek Lake	\$330,282
2. Lake Norman	\$213,365
3. Jordan Lake	\$186,760
4. Lake Tillery	\$174,089
5. Lake Toxaway	\$157,433
6. Lake Royale	\$136,581
7. Lake Wylie	\$126,461
8. Lake Junaluska	\$122,704

### *Listings of 10 Acres or More*

1. Lake Wylie	\$73,676
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

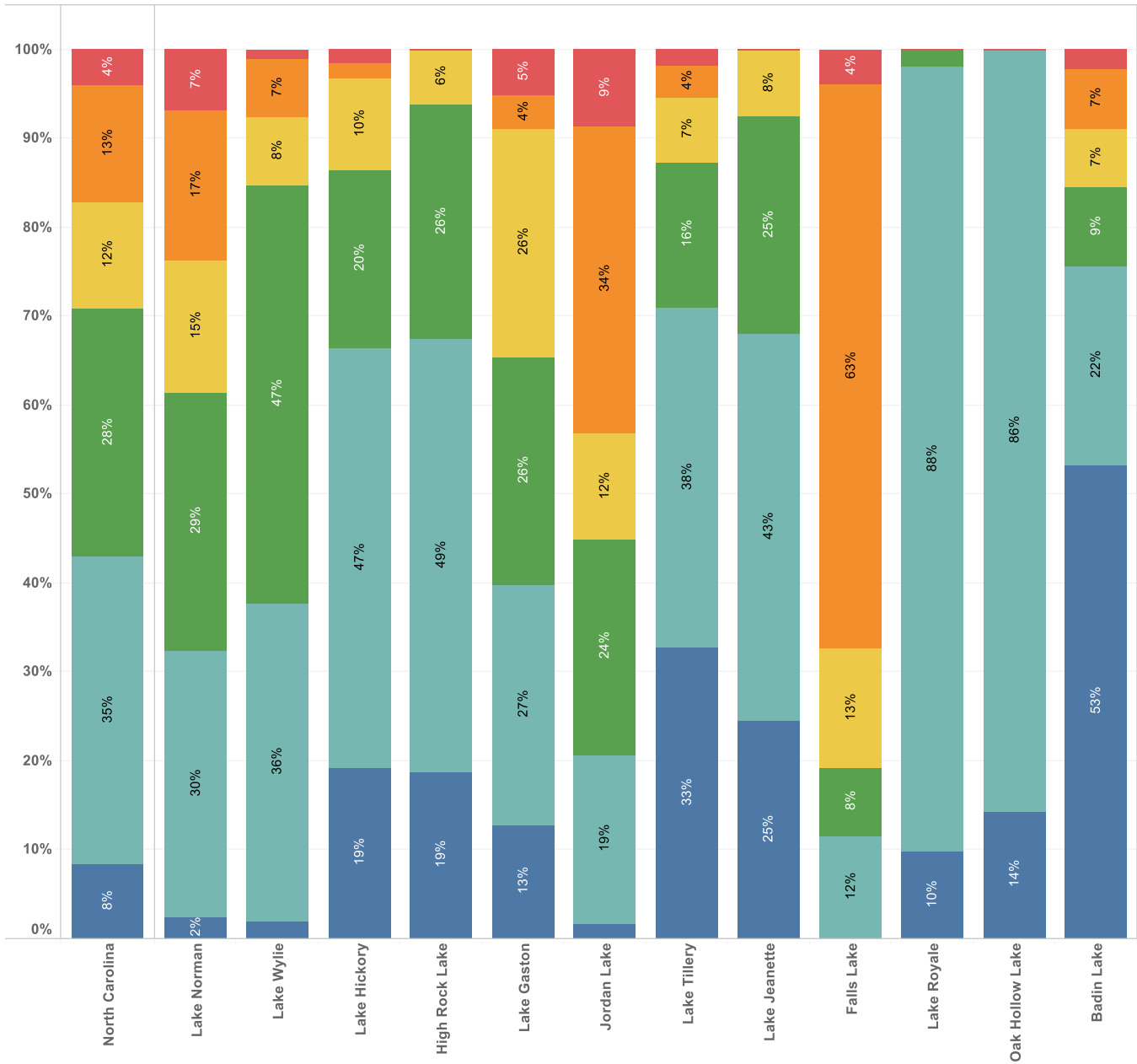
1. Hidden Lake - Nebo	\$9,699
2. Blewett Falls Lake	\$23,943
3. Hickory Nut Lower Lake	\$27,169
4. Bald Mountain Lake	\$28,718
5. Lake Lookout	\$30,569
6. Lake Mayo	\$33,449
7. Hickory Nut Upper Lake	\$33,871
8. Lake Adger	\$34,922

### *Listings of 10 Acres or More*

1. Lake Rhodhiss	\$7,410
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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 2022Q2

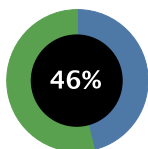
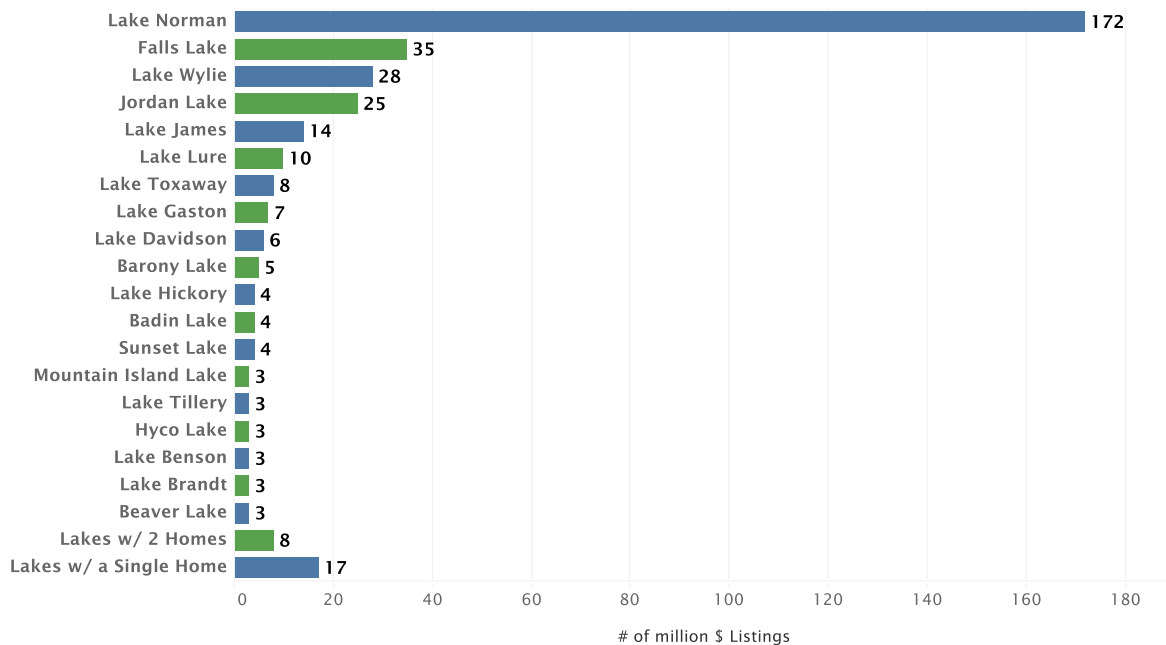


Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



## Luxury Lake Real Estate in North Carolina

### Where Are The Million-Dollar Listings? 2022Q2

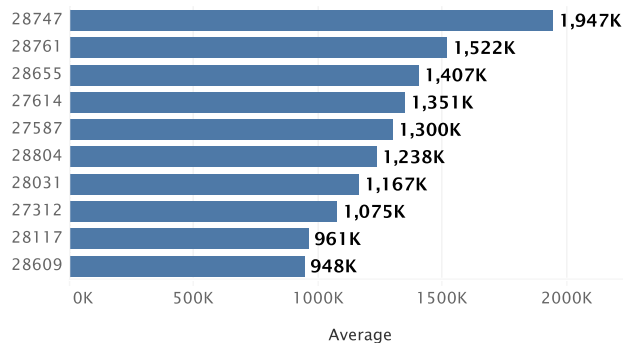


of \$1M+ Homes in North Carolina are on Lake Norman

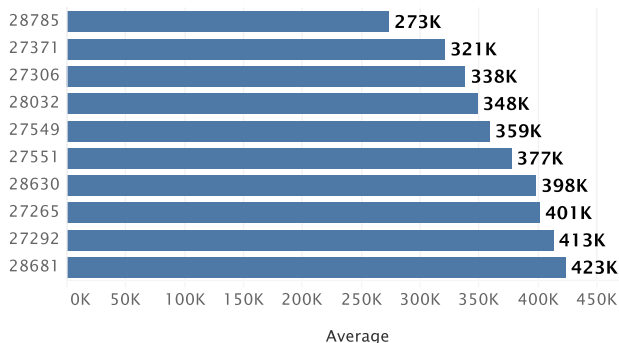
Total Number of \$1M+ Homes

373

### Most Expensive ZIP Codes 2022Q2



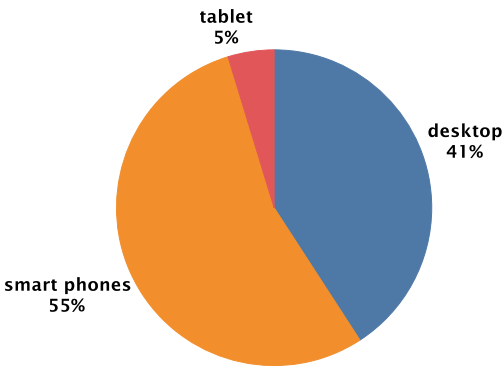
### Most Affordable ZIP Codes 2022Q2



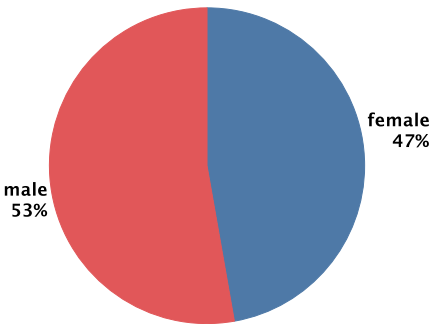
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## Who's Shopping North Carolina Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

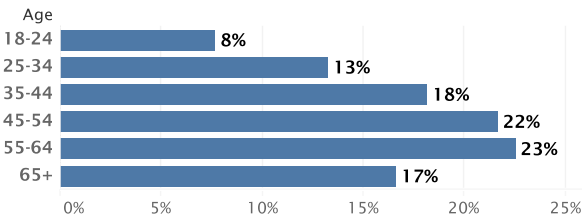


**56%** of potential buyers come from outside North Carolina

### Atlanta

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

What Age Groups are Shopping 2022Q2



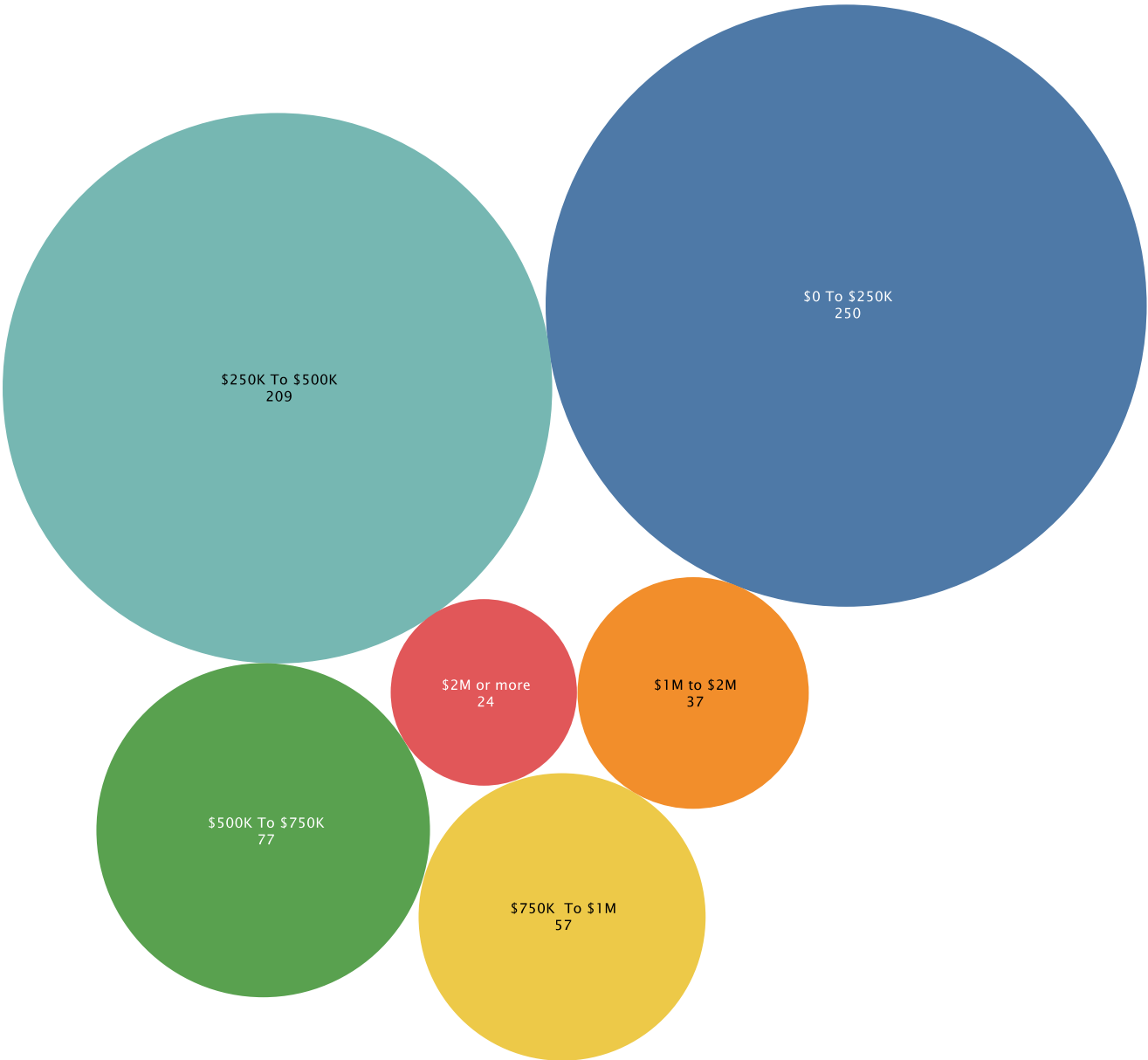
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- New York, NY
- Greenville-Spartanburg-Asheville-Anderson
- Norfolk-Portsmouth-Newport News, VA
- Nashville, TN
- Philadelphia, PA
- Richmond-Petersburg, VA
- Chicago, IL
- Los Angeles, CA



OKLAHOMA

Price Breakdown by Number of Homes in the Oklahoma Market 2022Q2



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



# Oklahoma

The Oklahoma home market grew \$80 MM (+15%) from the spring 2022 report.

## Largest Markets

1. Grand Lake	\$140,968,000	23.8%	6. Oologah Lake	\$29,013,690	4.9%
2. Lake Texoma*	\$104,555,471	17.7%	7. Tenkiller Lake	\$25,269,198	4.3%
3. Lake Eufaula	\$90,884,122	15.3%	8. Fort Gibson Lake	\$24,662,649	4.2%
4. Skiatook Lake	\$44,204,127	7.5%	9. Lake Hudson	\$23,649,658	4.0%
5. Keystone Lake	\$33,583,995	5.7%	10. Kerr Lake	\$16,378,300	3.0%
<b>Total Oklahoma Market:</b>				<b>\$592,211,101</b>	

## Largest Home Markets

1. Grand Lake	\$101,921,150	26.6%
2. Lake Texoma*	\$60,156,198	15.7%
3. Lake Eufaula	\$54,475,494	14.2%
4. Skiatook Lake	\$25,871,999	6.7%
5. Tenkiller Lake	\$20,717,899	5.4%
6. Keystone Lake	\$17,880,000	4.7%
7. Lake Hudson	\$17,130,999	4.5%
8. Oologah Lake	\$16,288,100	4.2%
9. Kerr Lake	\$16,189,300	4.2%
10. Fort Gibson Lake	\$14,335,499	3.7%

**Total Oklahoma Home Market:**

**\$383,406,935**

## Largest Land Markets

1. Lake Texoma*	\$35,392,173	21.1%
2. Lake Eufaula	\$33,581,828	20.0%
3. Grand Lake	\$25,552,000	15.2%
4. Keystone Lake	\$15,443,995	9.2%
5. Skiatook Lake	\$14,993,128	8.9%
6. Oologah Lake	\$11,360,590	6.8%
7. Fort Gibson Lake	\$7,087,250	4.2%
8. Lake Hudson	\$4,533,659	2.7%
9. Tenkiller Lake	\$4,151,799	2.5%
10. Okmulgee Lake	\$3,995,000	2.4%

**Total Oklahoma Land Market:**

**\$167,872,117**

The lakes on the Largest Home Markets list have generally maintained their ranking from spring 2022.

## Most Expensive Homes

1. Lake Texoma	\$968,793
2. Grand Lake	\$816,982

## Most Affordable Homes

1. Tenkiller Lake	\$521,892
2. Oologah Lake	\$562,079

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



## Most Listings

1. Lake Eufaula	416	23.0%	6. Tenkiller Lake	117	6.5%
2. Lake Texoma*	307	16.9%	7. Fort Gibson Lake	100	5.5%
3. Grand Lake	275	15.2%	8. Oologah Lake	87	4.8%
4. Skiatook Lake	149	8.2%	9. Lake Hudson	73	4.0%
5. Keystone Lake	123	6.8%	10. Copan Lake	27	1.5%

**Total Oklahoma Listings: 1,812**

## Most Homes Available

1. Lake Eufaula	136	19.0%
2. Grand Lake	134	18.7%
3. Lake Texoma*	104	14.5%
4. Skiatook Lake	49	6.8%
4. Tenkiller Lake	49	6.8%
6. Fort Gibson Lake	46	6.4%
6. Lake Hudson	46	6.4%
8. Keystone Lake	45	6.3%
9. Oologah Lake	31	4.3%
10. Lake Claremore	21	2.9%

**Total Oklahoma Home Listings: 717**

## Most Land Available

1. Lake Eufaula	269	26.1%
2. Lake Texoma*	191	18.5%
3. Grand Lake	130	12.6%
4. Skiatook Lake	94	9.1%
5. Keystone Lake	77	7.5%
6. Tenkiller Lake	65	6.3%
7. Oologah Lake	53	5.1%
8. Fort Gibson Lake	48	4.7%
9. Lake Hudson	24	2.3%
10. Copan Lake	18	1.7%

**Total Oklahoma Land Listings: 1,031**

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Skiatook Lake	\$106,137
2. Lake Eufaula	\$91,885
3. Lake Texoma	\$90,628
4. Grand Lake	\$80,376
5. Lake Hudson	\$37,933
6. Sardis Lake	\$32,610
7. Keystone Lake	\$29,728
8. Copan Lake	\$29,520

### Listings of 10 Acres or More

1. Grand Lake	\$21,764
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## Most Affordable Land per Acre

### Listings of Less Than 10 Acres

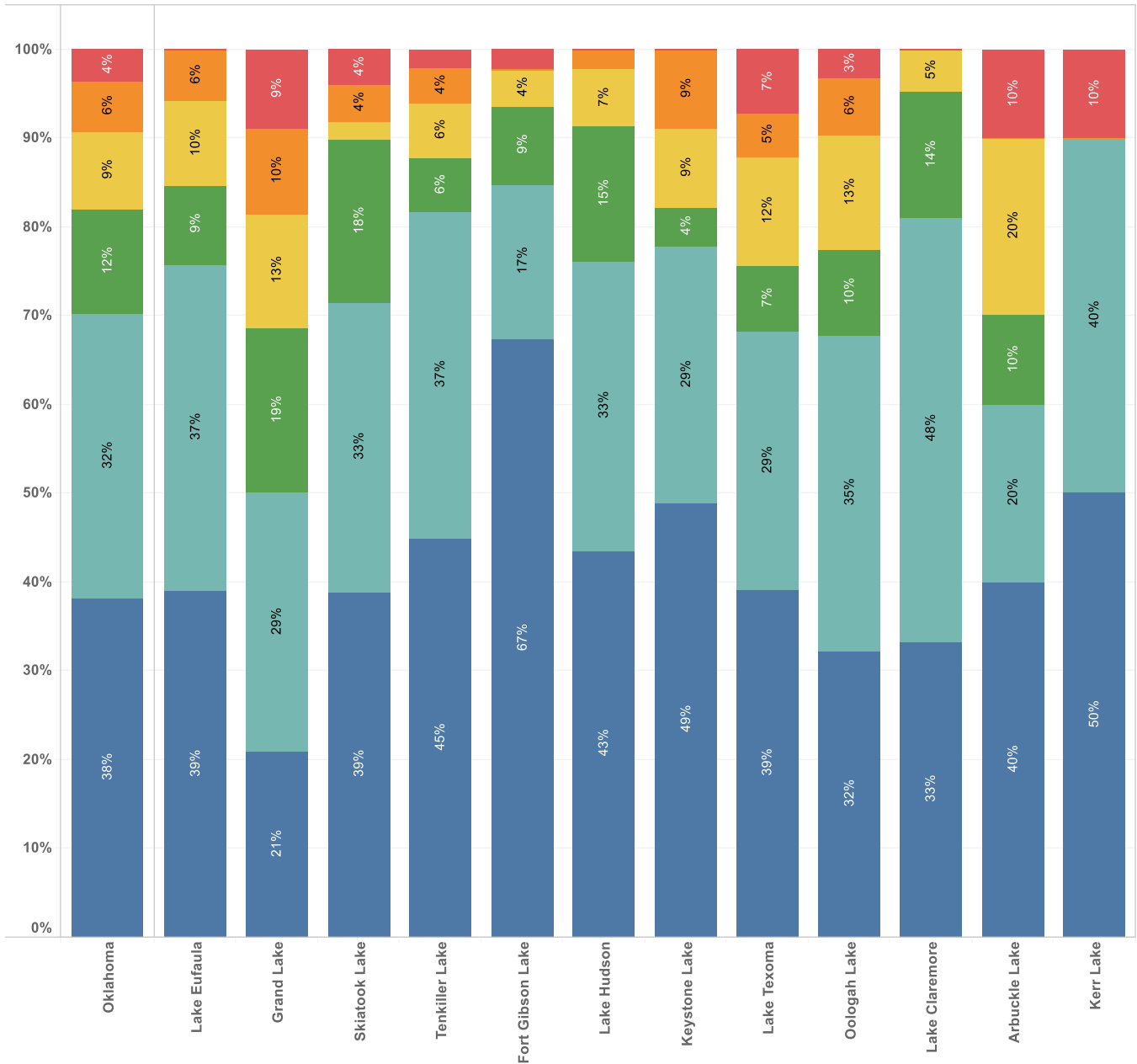
1. Birch Lake	\$11,681
2. Fort Gibson Lake	\$23,046
3. Oologah Lake	\$24,103
4. Tenkiller Lake	\$29,373
5. Copan Lake	\$29,520
6. Keystone Lake	\$29,728
7. Sardis Lake	\$32,610
8. Lake Hudson	\$37,933

### Listings of 10 Acres or More

1. Oologah Lake	\$4,579
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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 2022Q2



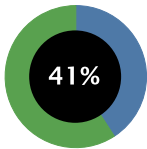
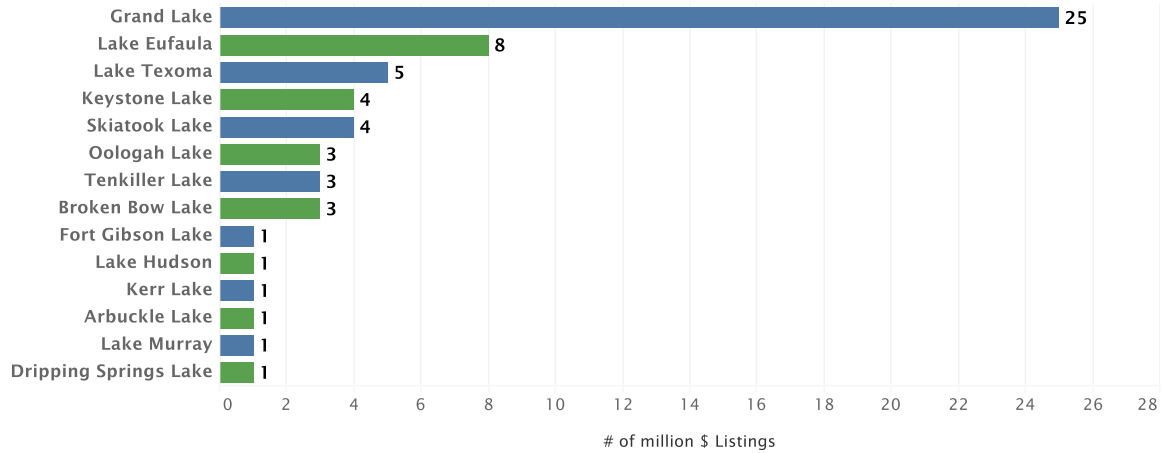
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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## Luxury Lake Real Estate in Oklahoma

Where Are The Million-Dollar Listings? 2022Q2

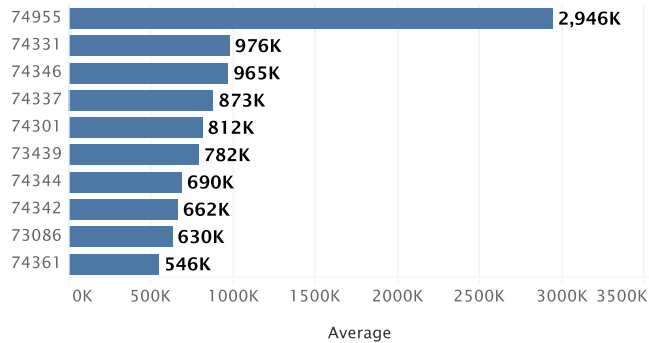


of \$1M+ Homes in Oklahoma are on Grand Lake

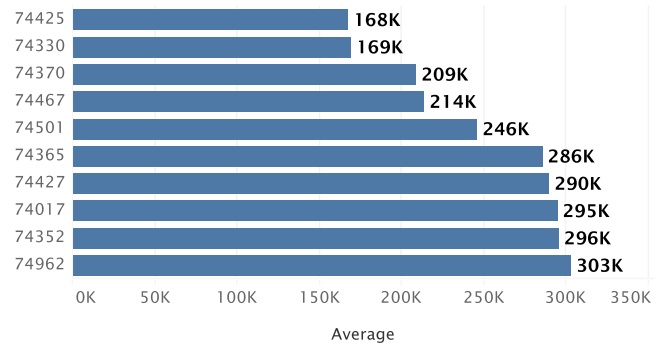
Total Number of \$1M+ Homes

61

Most Expensive ZIP Codes 2022Q2



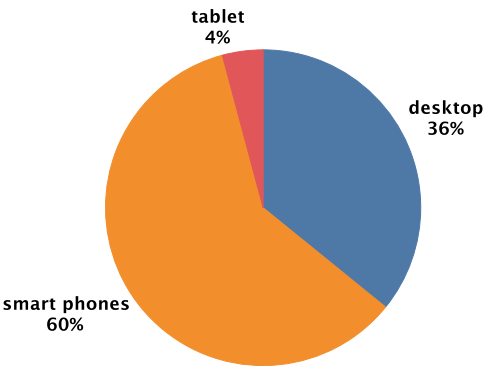
Most Affordable ZIP Codes 2022Q2



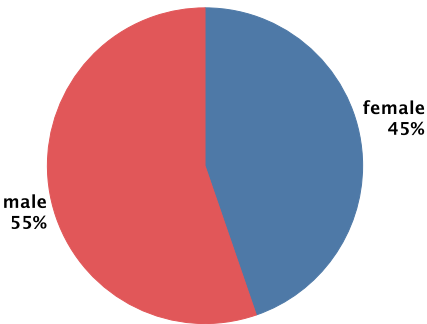
**LAKE HOMES REALTY**  
LAKEHOMES.COM

## Who's Shopping Oklahoma Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

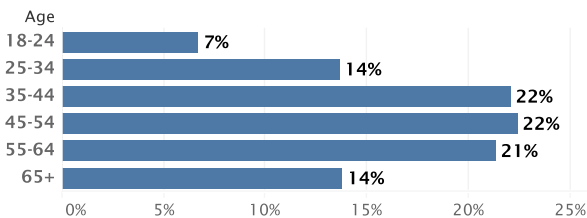


**59%** of potential buyers come from outside Oklahoma

### Dallas-Ft. Worth

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

What Age Groups are Shopping 2022Q2



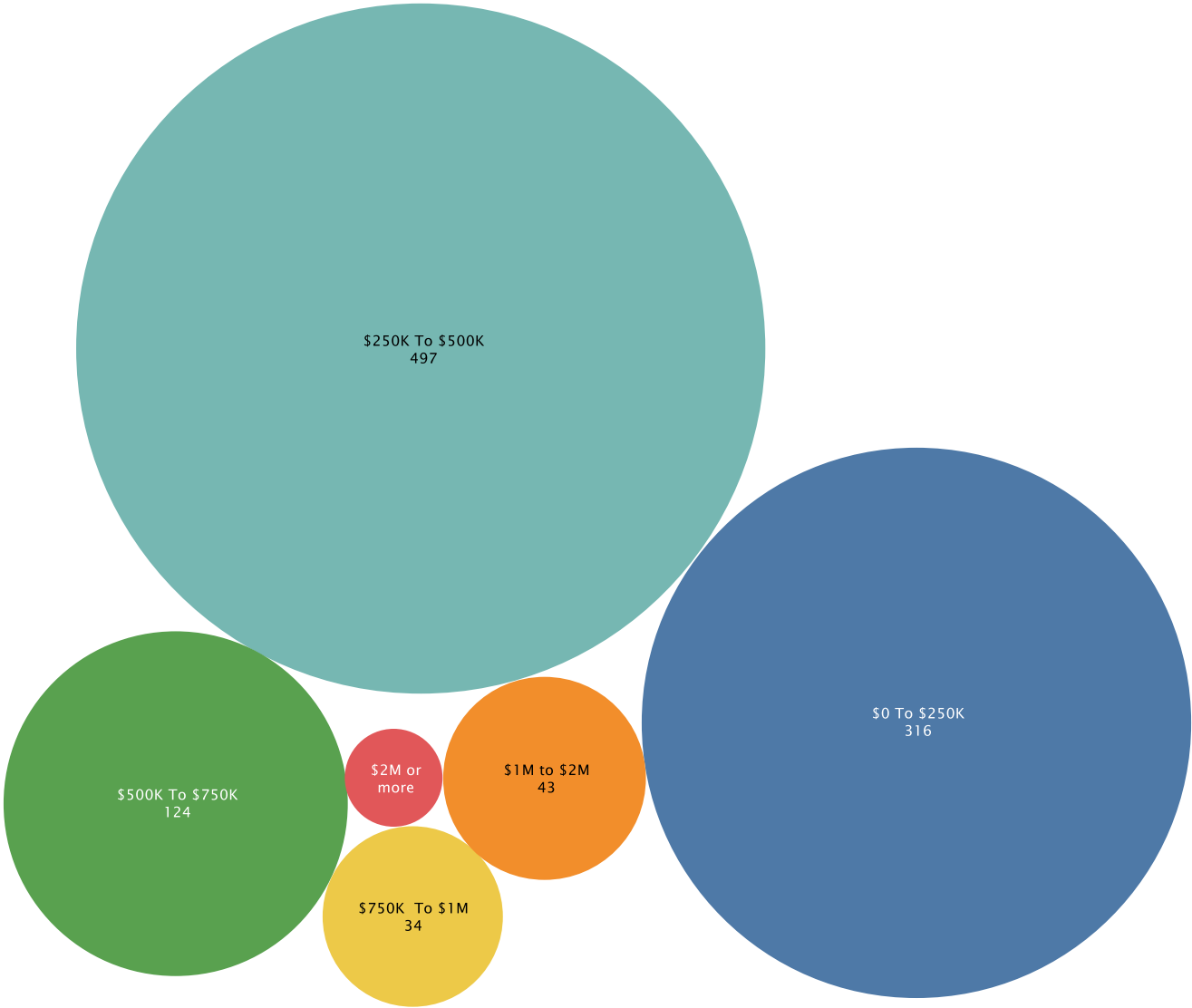
Number 2-10 metros are:

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



PENNSYLVANIA

Price Breakdown by Number of Homes in the Pennsylvania Market 2022Q2



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



# Pennsylvania

The total Pennsylvania market grew from \$191 MM from \$310 MM in spring 2022 to \$501 MM in summer 2022.

## Largest Markets

1. Lake Wallenpaupack	\$55,797,272	11.1%	6. Pocono Country Place	\$18,175,987	3.7%
2. Delaware River*	\$47,609,200	9.5%	7. Hemlock Farms Area Lakes	\$16,315,374	3.4%
3. Lake Erie	\$32,283,300	6.6%	8. Springton Reservoir	\$14,684,600	3.4%
4. Roamingwood Lake	\$25,833,199	5.3%	9. Lake Naomi	\$13,343,800	2.7%
5. Lake Harmony - Split Rock	\$20,255,690	4.2%	10. Milltown Reservoir	\$11,565,815	2.7%

**Total Pennsylvania Market:** **\$501,858,082**

## Largest Home Markets

1. Lake Wallenpaupack	\$46,855,286	10.8%
2. Delaware River*	\$32,508,100	7.5%
3. Lake Erie	\$28,794,500	6.6%
4. Roamingwood Lake	\$25,712,199	5.9%
5. Pocono Country Place	\$17,982,587	4.1%
6. Hemlock Farms Area Lakes	\$15,988,974	3.7%
7. Springton Reservoir	\$14,684,600	3.4%
8. Lake Harmony - Split Rock	\$14,359,800	3.3%
9. Lake Naomi	\$11,914,100	2.7%
10. Milltown Reservoir	\$11,565,815	2.7%

**Total Pennsylvania Home Market:** **\$434,521,419**

## Largest Land Markets

1. Lake Harmony - Split Rock	\$5,895,890	11.4%
2. Delaware River*	\$5,585,300	10.8%
3. Lake Wallenpaupack	\$4,247,986	8.2%
4. Lake Erie	\$3,488,800	6.8%
5. Edinboro Lake	\$3,264,300	6.3%
6. Greenwood Acres	\$1,628,800	3.2%
7. Lake Naomi	\$1,429,700	2.8%
8. Conneaut Lake	\$1,423,000	2.8%
9. East Park Reservoir	\$1,309,000	2.5%
10. Towamensing Trails	\$1,119,090	2.2%

**Total Pennsylvania Land Market:** **\$51,602,863**

The Pennsylvania home market increased from \$270 MM in spring 2022 to \$434 MM in summer 2022.

## Most Expensive Homes

1. Springton Reservoir	\$1,048,900
2. Lake Naomi	\$627,058

## Most Affordable Homes

1. Towamensing Trails	\$403,541
2. Lake Erie	\$405,556

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

## Most Listings

1. Lake Wallenpaupack	182	9.6%	6. Pocono Country Place	73	3.9%
2. Delaware River*	116	6.1%	7. Arrowhead Lakes	60	3.2%
3. Lake Erie	87	4.6%	8. Indian Mountain Lakes	53	2.8%
4. Towamensing Trails	83	4.4%	9. Hemlock Farms Area Lakes	52	2.8%
5. Roamingwood Lake	77	4.1%	10. Lake Harmony - Split Rock	39	2.1%

**Total Pennsylvania Listings:**

**1,896**

## Most Homes Available

1. Lake Wallenpaupack	87	8.4%
2. Delaware River*	75	7.2%
3. Lake Erie	71	6.8%
4. Roamingwood Lake	64	6.2%
5. Pocono Country Place	60	5.8%
6. Hemlock Farms Area Lakes	40	3.9%
7. Arrowhead Lakes	26	2.5%
7. Lake Harmony - Split Rock	26	2.5%
7. Westcolang Lake	26	2.5%
10. Milltown Reservoir	25	2.4%

**Total Pennsylvania Home Listings:**

**1,037**

## Most Land Available

1. Lake Wallenpaupack	92	10.9%
2. Towamensing Trails	66	7.8%
3. Indian Mountain Lakes	42	5.0%
4. Arrowhead Lakes	34	4.0%
5. Delaware River*	30	3.6%
6. Crystal Lake	29	3.4%
7. Edinboro Lake	26	3.1%
7. Greenwood Acres	26	3.1%
9. Walker Lake	22	2.6%
10. Tink Wig Lake	20	2.4%

**Total Pennsylvania Land Listings:**

**842**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. East Park Reservoir	\$2,839,394
2. Lake Naomi	\$306,146
3. Conneaut Lake	\$119,297
4. Lake Harmony - Split Rock	\$112,041
5. Arrowhead Lakes	\$89,526
6. Lake Erie	\$82,958
7. Greenwood Acres	\$79,676
8. Pocono Country Place	\$59,144

### *Listings of 10 Acres or More*

\*\*

## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

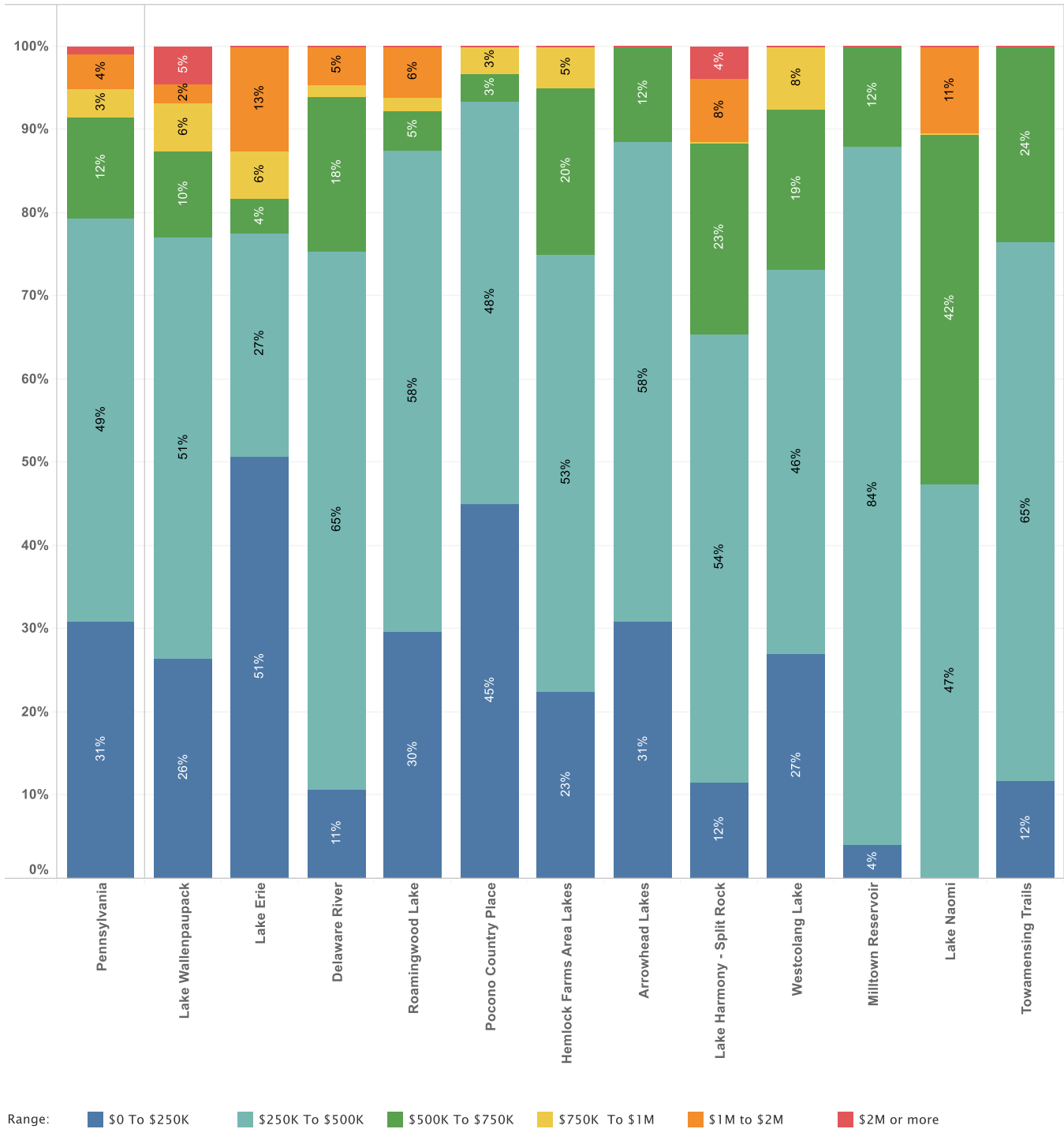
1. Tink Wig Lake	\$14,856
2. Paupack Lake	\$16,859
3. Walker Lake	\$19,186
4. Conashaugh Lake	\$20,211
5. Lake Watawga	\$20,398
6. Roamingwood Lake	\$22,040
7. Big Bass Lake	\$25,107
8. Pines Lake	\$25,629

### *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 2022Q2

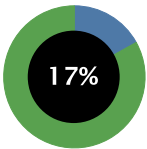
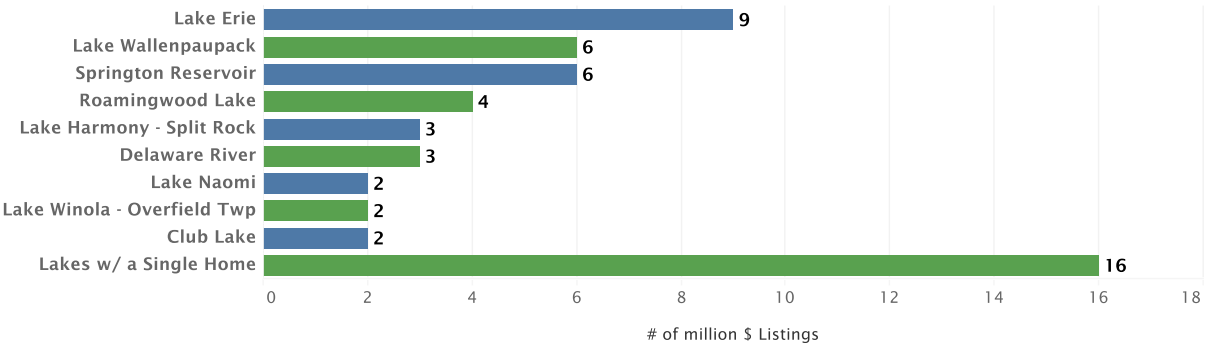


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Luxury Lake Real Estate in Pennsylvania

Where Are The Million-Dollar Listings? 2022Q2

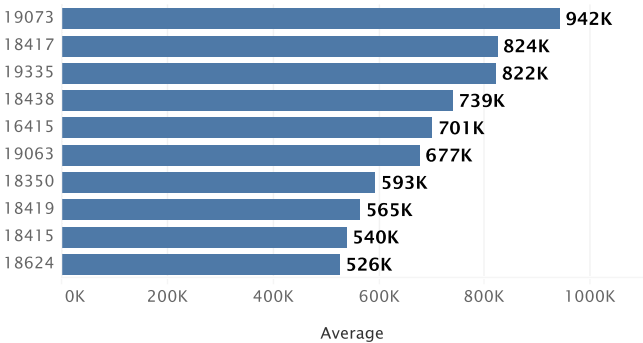


of \$1M+ Homes in Pennsylvania are on Lake Erie

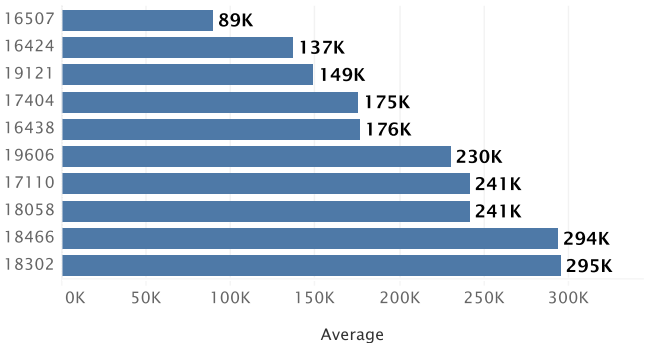
Total Number of \$1M+ Homes

53

Most Expensive ZIP Codes 2022Q2



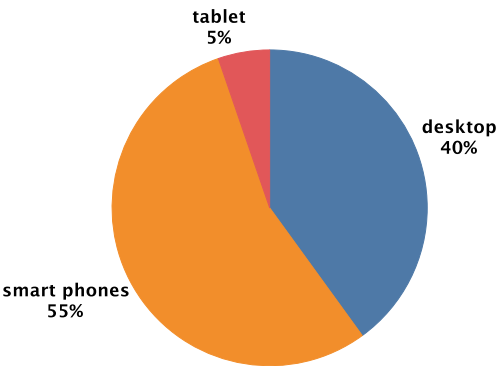
Most Affordable ZIP Codes 2022Q2



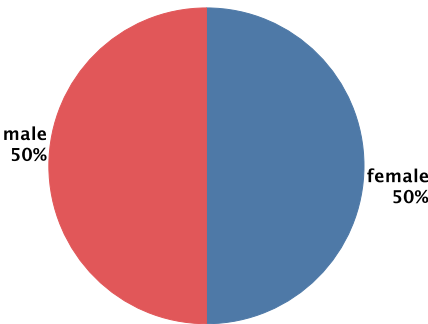
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## Who's Shopping Pennsylvania Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

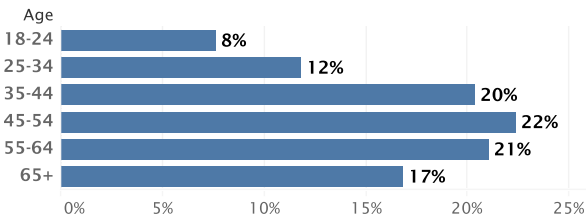


**56%** of potential buyers come from outside Pennsylvania

### New York,

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

What Age Groups are Shopping 2022Q2



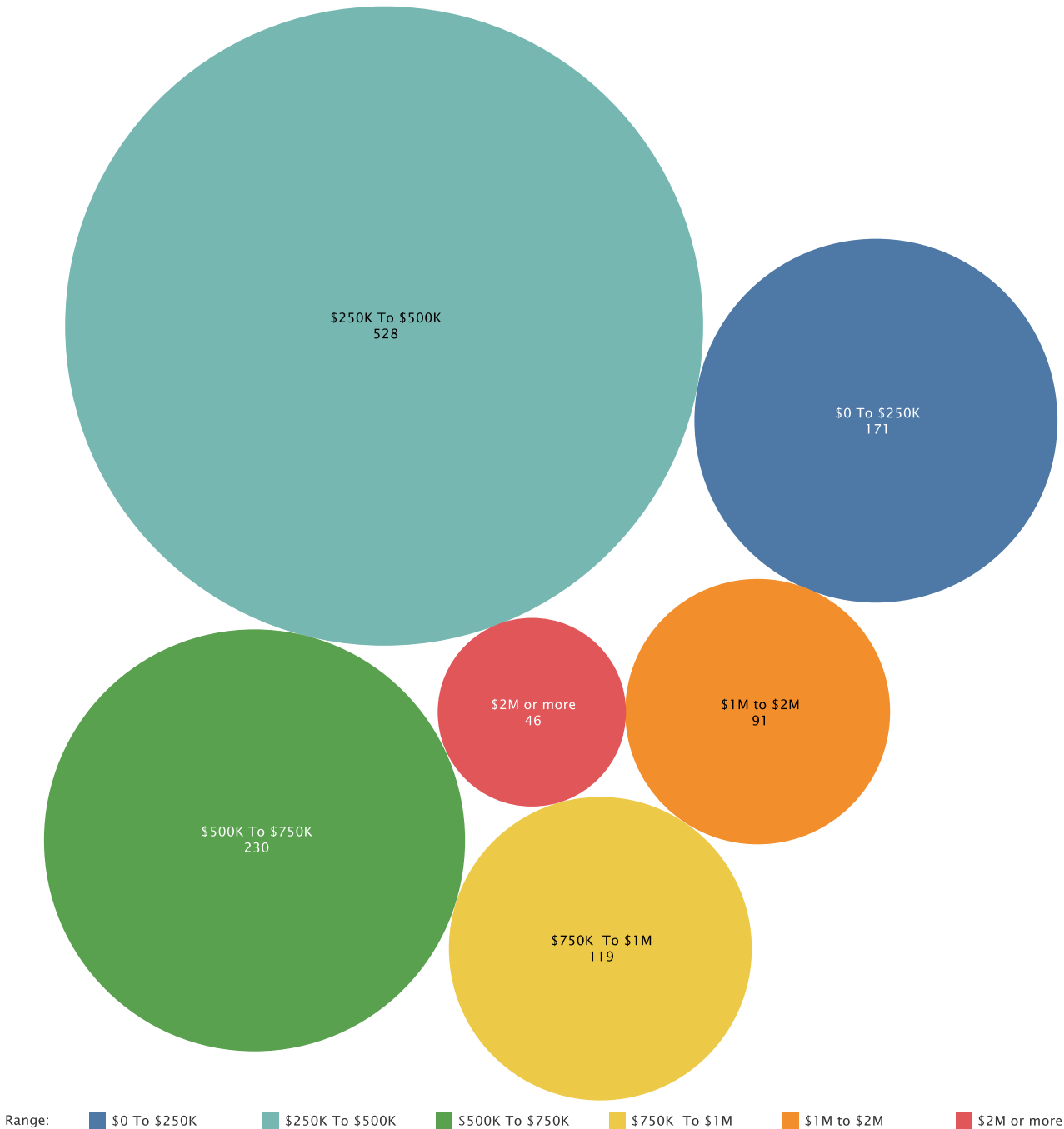
Number 2-10 metros are:

- Washington DC (Hagerstown MD)
- Baltimore, MD
- Columbus, OH
- Cleveland-Akron (Canton), OH
- Hartford & New Haven, CT
- Los Angeles, CA
- Binghamton, NY
- Tampa-St. Petersburg (Sarasota), FL
- Chicago, IL



SOUTH CAROLINA

Price Breakdown by Number of Homes in the South Carolina Market 2022Q2



# South Carolina

The South Carolina lake home market has seen a rise of \$190 MM (15%) from spring 2022 to summer 2022.

## Largest Markets

1. Lake Wylie*	\$427,262,113	30.8%	6. Thurmond Lake*	\$43,980,642	3.2%
2. Lake Keowee	\$272,973,290	19.7%	7. Lake Greenwood	\$43,771,320	3.1%
3. Lake Hartwell*	\$190,862,744	13.8%	8. Lake Carolina	\$32,912,244	2.4%
4. Lake Murray	\$167,668,898	12.1%	9. Lake Wateree	\$20,190,689	1.5%
5. Lake Marion	\$79,832,701	5.7%	10. Lake Moultrie	\$15,524,199	1.1%

**Total South Carolina Market:**

**\$1,390,310,673**

## Largest Home Markets

1. Lake Wylie*	\$376,106,813	36.0%
2. Lake Keowee	\$174,018,068	16.6%
3. Lake Murray	\$140,429,075	13.4%
4. Lake Hartwell*	\$118,445,654	11.3%
5. Lake Marion	\$47,595,886	4.6%
6. Lake Carolina	\$31,777,294	3.0%
7. Lake Greenwood	\$31,319,270	3.0%
8. Thurmond Lake*	\$24,220,200	2.3%
9. Lake Wateree	\$13,712,800	1.3%
10. Lake Robinson	\$12,603,822	1.2%

**Total South Carolina Home Market:**

**\$1,046,015,693**

## Largest Land Markets

1. Lake Keowee	\$98,955,222	29.0%
2. Lake Hartwell*	\$72,417,090	21.2%
3. Lake Wylie*	\$51,155,300	15.0%
4. Lake Marion	\$29,867,015	8.7%
5. Lake Murray	\$27,239,823	8.0%
6. Thurmond Lake*	\$19,760,442	5.8%
7. Lake Greenwood	\$12,162,050	3.6%
8. Lake Moultrie	\$7,529,899	2.2%
9. Lake Wateree	\$6,477,889	1.9%
10. Lake Robinson	\$2,712,200	0.8%

**Total South Carolina Land Market:**

**\$341,635,180**

41% of the listings on Lake Keowee are priced in the \$1 MM+ range.

## Most Expensive Homes

1. Lake Keowee	\$1,356,436
2. Lake Murray	\$737,219

## Most Affordable Homes

1. Lake Greenwood	\$541,343
2. Lake Robinson	\$547,992

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

## Most Listings

1. Lake Wylie*	754	20.3%	6. Lake Murray	305	8.2%
2. Lake Hartwell*	727	19.5%	7. Lake Greenwood	206	5.5%
3. Lake Keowee	510	13.7%	8. Lake Carolina	84	2.3%
4. Thurmond Lake*	402	10.8%	9. Lake Wateree	71	1.9%
5. Lake Marion	349	9.4%	10. Lake Moultrie	44	1.2%

**Total South Carolina Listings:**

**3,728**

## Most Homes Available

1. Lake Wylie*	596	35.7%
2. Lake Hartwell*	228	13.6%
3. Lake Murray	196	11.7%
4. Lake Marion	134	8.0%
5. Lake Keowee	130	7.8%
6. Lake Carolina	73	4.4%
7. Lake Greenwood	60	3.6%
8. Thurmond Lake*	53	3.2%
9. Lake Frances	24	1.4%
9. Lake Wateree	24	1.4%

**Total South Carolina Home Listings:**

**1,671**

## Most Land Available

1. Lake Hartwell*	499	24.3%
2. Lake Keowee	380	18.5%
3. Thurmond Lake*	349	17.0%
4. Lake Marion	209	10.2%
5. Lake Wylie*	158	7.7%
6. Lake Greenwood	145	7.1%
7. Lake Murray	109	5.3%
8. Lake Wateree	47	2.3%
9. Lake Moultrie	22	1.1%
10. Richard B. Russell Lake*	19	0.9%

**Total South Carolina Land Listings:**

**2,050**

## Most Expensive Land Per Acre

### Listings of Less Than 10 Acres

1. Lake Murray	\$205,828
2. Lake Carolina	\$153,787
3. Lake Keowee	\$153,158
4. Lake Wylie	\$149,042
5. Lake Secession	\$97,067
6. Fishing Creek Lake	\$92,428
7. Lake Greenwood	\$83,345
8. Thurmond Lake	\$80,228

### Listings of 10 Acres or More

1. Lake Keowee	\$81,838
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## Most Affordable Land per Acre

### Listings of Less Than 10 Acres

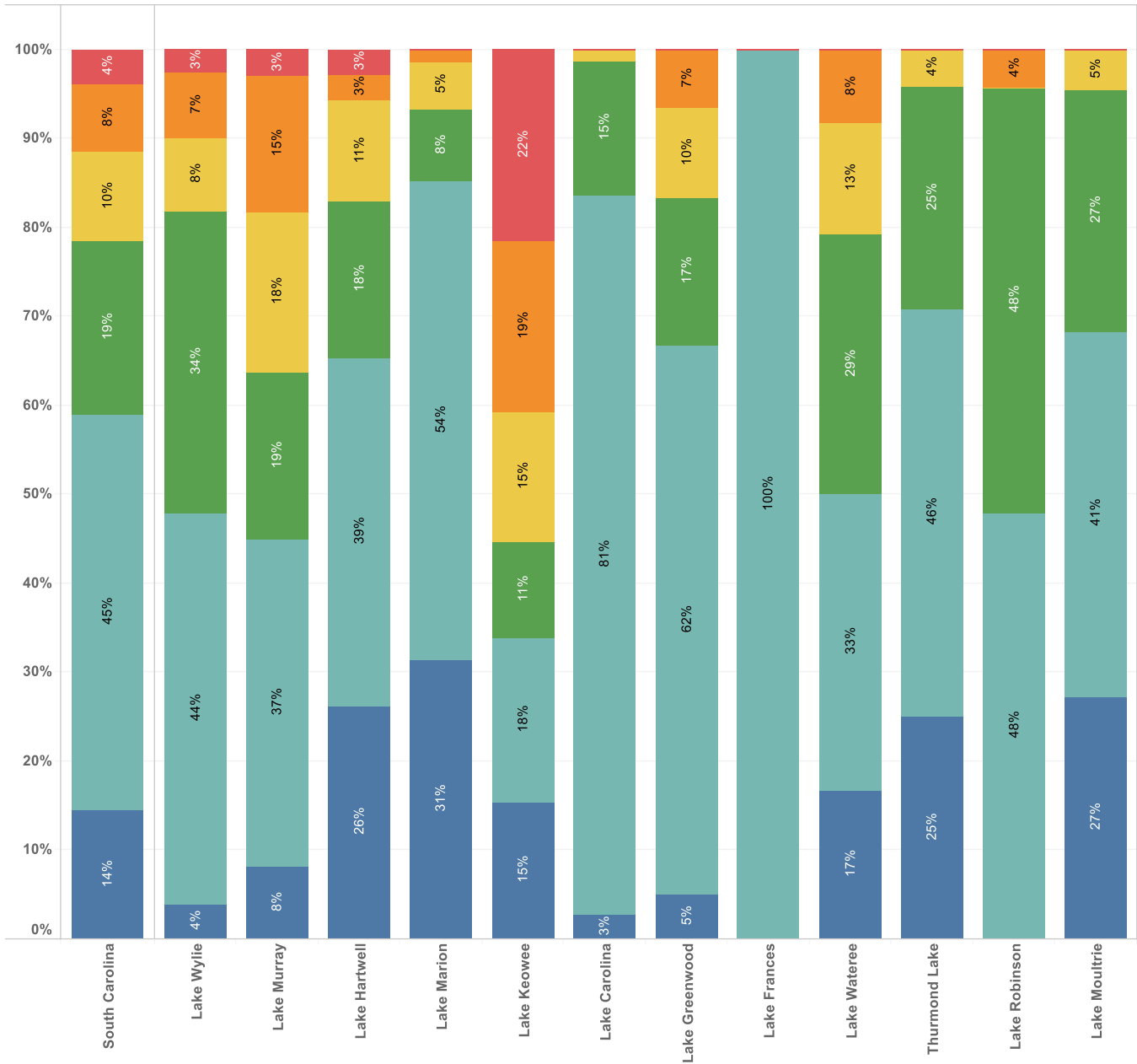
1. Lake Moultrie	\$42,050
2. Lake Marion	\$53,571
3. Lake Wateree	\$64,721
4. Lake Hartwell	\$67,744
5. Lake Robinson	\$70,815
6. Thurmond Lake	\$80,228
7. Lake Greenwood	\$83,345
8. Fishing Creek Lake	\$92,428

### Listings of 10 Acres or More

1. Lake Marion	\$15,406
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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 2022Q2



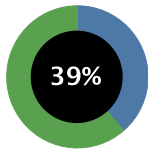
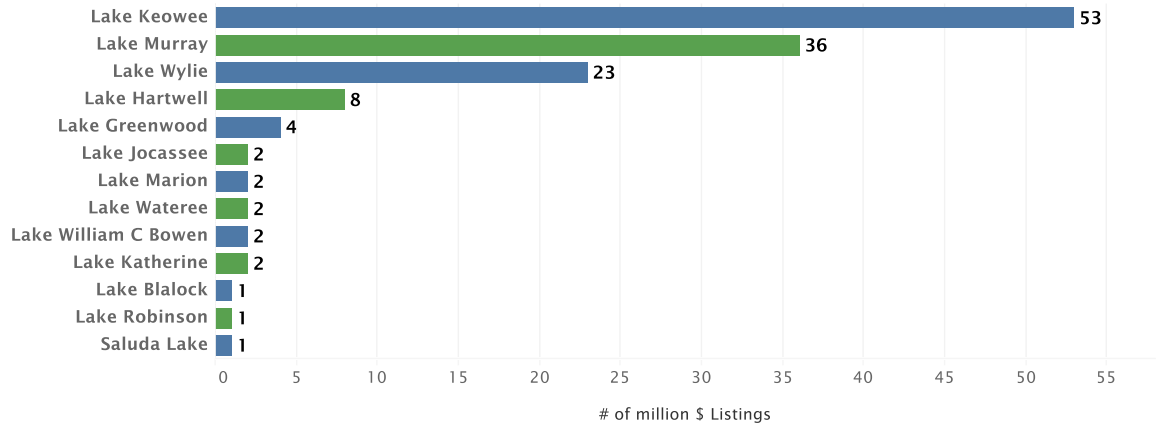
Range: ■ \$0 To \$250K ■ \$250K To \$500K ■ \$500K To \$750K ■ \$750K To \$1M ■ \$1M to \$2M ■ \$2M or more



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## Luxury Lake Real Estate in South Carolina

Where Are The Million-Dollar Listings? 2022Q2

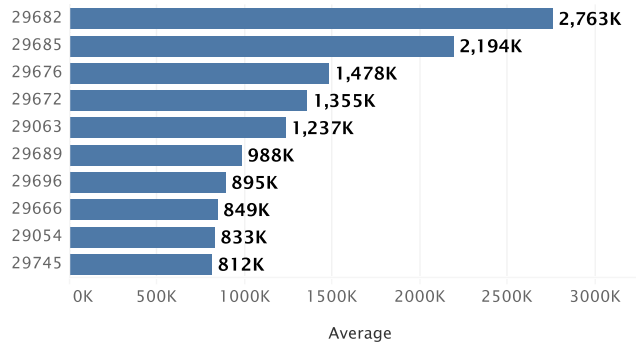


of \$1M+ Homes in South Carolina are on Lake Keowee

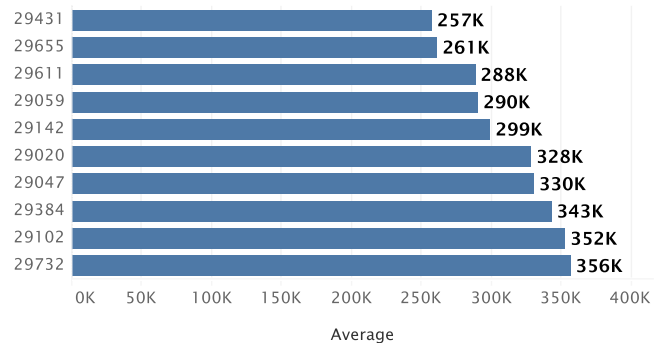
Total Number of \$1M+ Homes

137

Most Expensive ZIP Codes 2022Q2

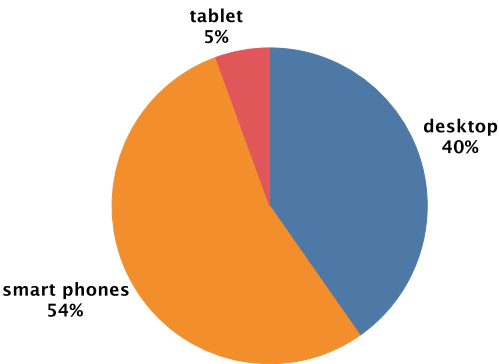


Most Affordable ZIP Codes 2022Q2

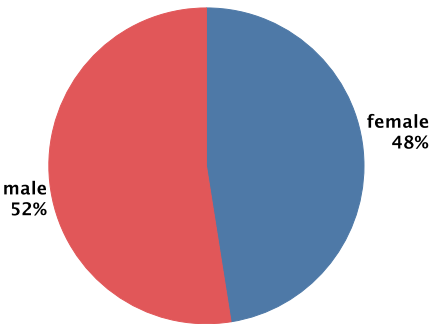


## Who's Shopping South Carolina Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

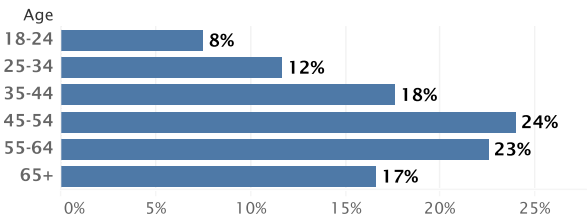


**73%** of potential buyers come from outside South Carolina

### 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 2022Q2



Number 2-10 metros are:

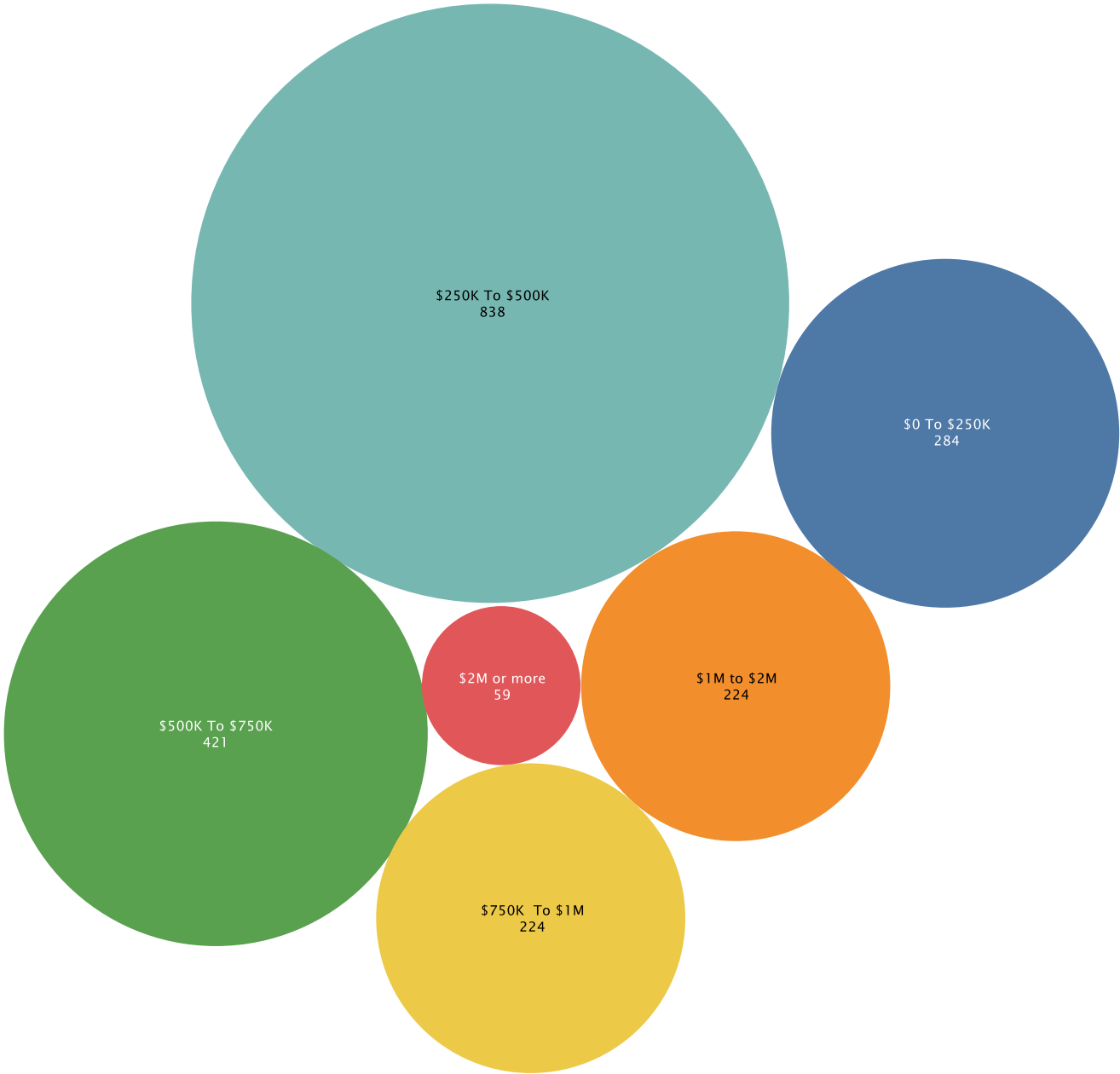
- Charlotte, NC
- Atlanta, GA
- Raleigh-Durham (Fayetteville), NC
- New York, NY
- Washington DC (Hagerstown MD)
- Chicago, IL
- Augusta, GA
- Nashville, TN
- Orlando-Daytona Beach-Melbourne, FL





TENNESSEE

Price Breakdown by Number of Homes in the Tennessee Market 2022Q2



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



# Tennessee

The Tennessee market increased from \$1.4 BB in spring 2022 to \$1.8 BB in summer 2022, a 24% rise.

## Largest Markets

1. Old Hickory Lake	\$367,382,113	19.9%	6. Nickajack Lake	\$102,857,299	5.6%
2. Fort Loudoun Lake	\$171,806,602	9.3%	7. Tims Ford Lake	\$96,864,751	5.2%
3. Tellico Lake	\$121,020,960	6.5%	8. Douglas Lake	\$92,857,826	5.0%
4. J. Percy Priest Lake	\$110,438,894	6.0%	9. Norris Lake	\$74,429,442	4.0%
5. Watts Bar Lake	\$105,758,737	5.7%	10. Boone Lake	\$68,316,185	3.7%

**Total Tennessee Market:**

**\$1,850,299,421**

## Largest Home Markets

1. Old Hickory Lake	\$315,203,968	23.2%
2. Fort Loudoun Lake	\$143,832,602	10.6%
3. Tellico Lake	\$88,567,626	6.5%
4. Tims Ford Lake	\$85,184,656	6.3%
5. J. Percy Priest Lake	\$82,996,894	6.1%
6. Nickajack Lake	\$80,011,600	5.9%
7. Douglas Lake	\$61,147,549	4.5%
8. Watts Bar Lake	\$54,054,250	4.0%
9. Chickamauga Lake	\$50,625,847	3.7%
10. Kentucky Lake*	\$45,081,098	3.3%

**Total Tennessee Home Market:**

**\$1,360,338,433**

## Largest Land Markets

1. Old Hickory Lake	\$52,178,145	10.6%
2. Watts Bar Lake	\$51,704,487	10.6%
3. Tellico Lake	\$32,453,334	6.6%
4. Douglas Lake	\$31,710,277	6.5%
5. Norris Lake	\$31,154,760	6.4%
6. Cherokee Lake	\$28,265,697	5.8%
7. Fort Loudoun Lake	\$27,974,000	5.7%
8. J. Percy Priest Lake	\$27,442,000	5.6%
9. Boone Lake	\$25,087,985	5.1%
10. Nickajack Lake	\$22,845,699	4.7%

**Total Tennessee Land Market:**

**\$489,960,988**

Old Hickory Lake now ranks 1st in Largest Land Markets.

## Most Expensive Homes

1. Pickwick Lake	\$997,394
2. Fort Loudoun Lake	\$969,815

## Most Affordable Homes

1. Tellico Lake	\$674,585
2. Norris Lake	\$678,252

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

## Most Listings

1. Old Hickory Lake	518	9.5%	6. Douglas Lake	274	5.0%
2. Watts Bar Lake	495	9.1%	7. Cherokee Lake	273	5.0%
3. Norris Lake	382	7.0%	8. Lake Barkley*	264	4.8%
4. Tellico Lake	371	6.8%	9. Fort Loudoun Lake	214	3.9%
5. Kentucky Lake*	276	5.0%	9. J. Percy Priest Lake	214	3.9%

**Total Tennessee Listings:**

**5,468**

## Most Homes Available

1. Old Hickory Lake	424	20.0%
2. J. Percy Priest Lake	199	9.4%
3. Fort Loudoun Lake	149	7.0%
4. Tims Ford Lake	144	6.8%
5. Tellico Lake	132	6.2%
6. Nickajack Lake	99	4.7%
6. Watts Bar Lake	99	4.7%
8. Douglas Lake	85	4.0%
9. Chickamauga Lake	83	3.9%
10. Kentucky Lake*	76	3.6%

**Total Tennessee Home Listings:**

**2,125**

## Most Land Available

1. Watts Bar Lake	396	11.8%
2. Norris Lake	316	9.5%
3. Tellico Lake	239	7.1%
4. Cherokee Lake	238	7.1%
5. Kentucky Lake*	200	6.0%
6. Lake Barkley*	199	6.0%
7. Douglas Lake	189	5.7%
8. Center Hill Lake	162	4.8%
9. Chickamauga Lake	127	3.8%
10. Lake Tansi	116	3.5%

**Total Tennessee Land Listings:**

**3,343**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. J. Percy Priest Lake	\$272,078
2. Nickajack Lake	\$269,983
3. Fort Loudoun Lake	\$211,963
4. Old Hickory Lake	\$187,965
5. Tellico Lake	\$173,937
6. Pickwick Lake	\$146,699
7. Tims Ford Lake	\$138,997
8. Tennessee River - West/Middle TN	\$107,796

### *Listings of 10 Acres or More*

1. Old Hickory Lake	\$45,033
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

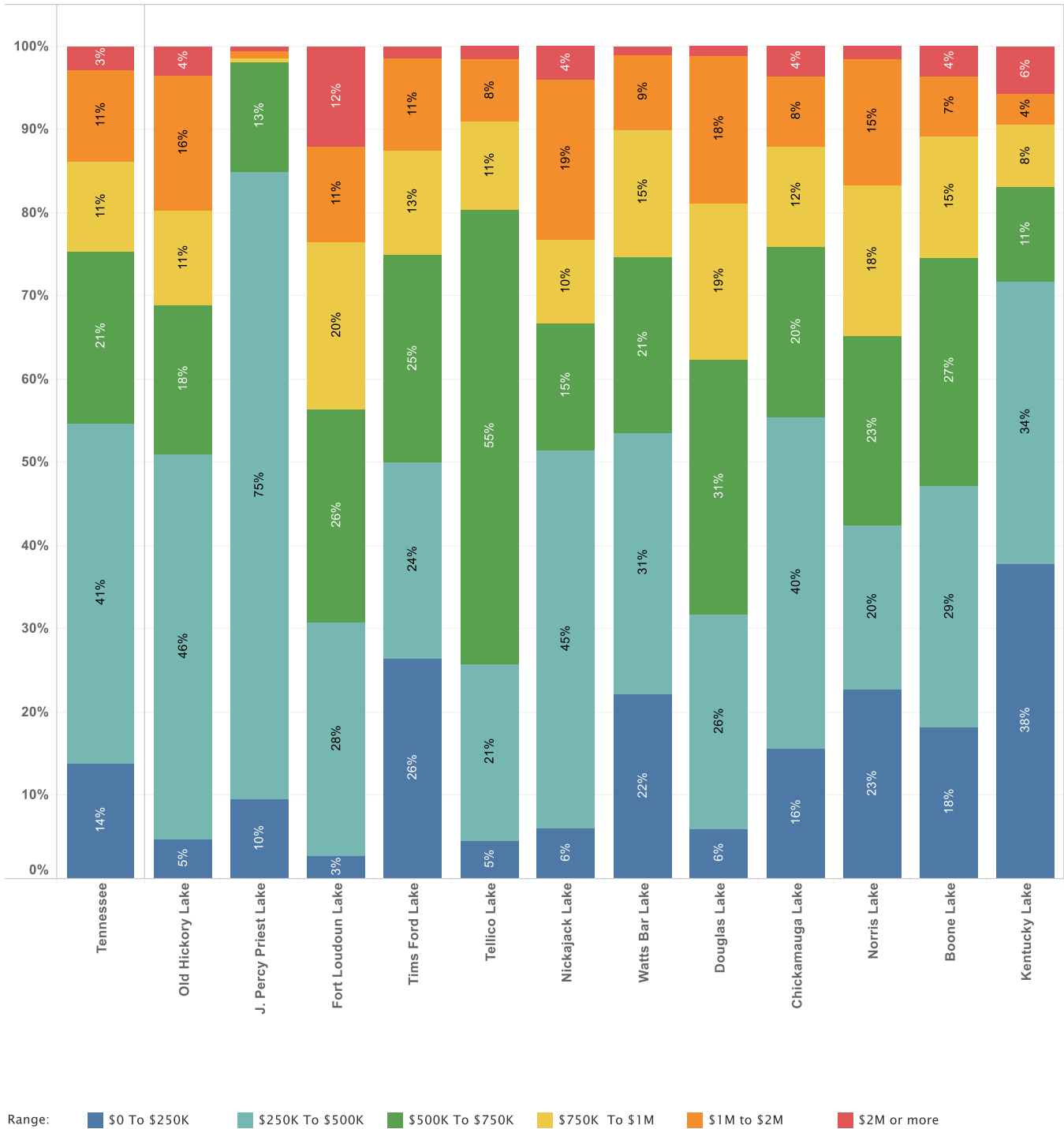
1. Cordell Hull Lake	\$11,369
2. Cumberland Lakes	\$15,439
3. Lake Pomeroy	\$21,410
4. Lake Catherine	\$27,174
5. Kentucky Lake	\$30,505
6. Lake Malvern	\$41,040
7. Hiwassee River	\$41,080
8. Fort Patrick Henry Lake	\$42,456

### *Listings of 10 Acres or More*

1. Kentucky Lake	\$3,200
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\* This includes lake real estate inventory from more than one state.

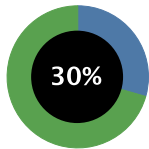
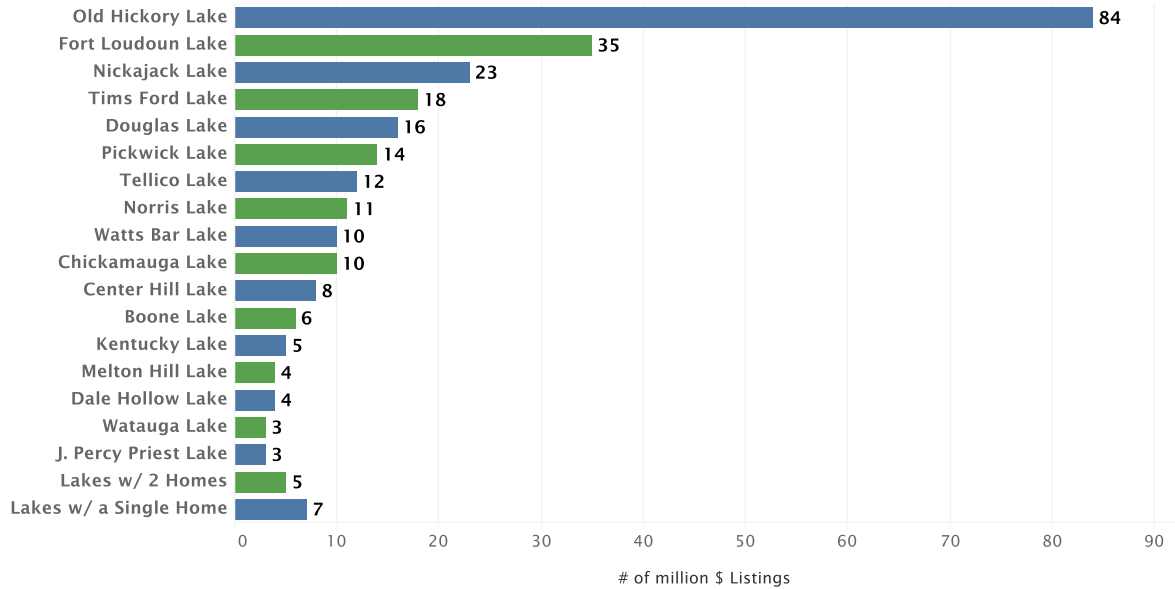
Price Breakdown by Percentage of Homes in the Tennessee Market 2022Q2



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LAKEHOMES.COM

## Luxury Lake Real Estate in Tennessee

### Where Are The Million-Dollar Listings? 2022Q2

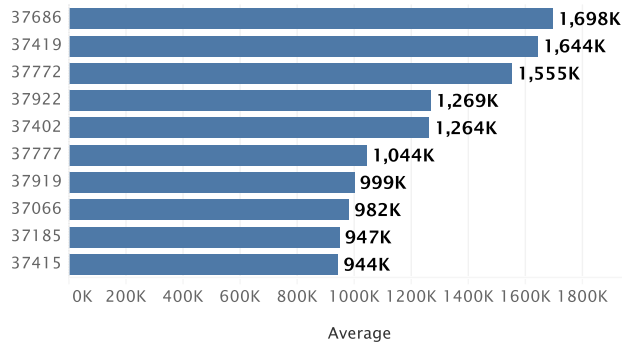


30% of \$1M+ Homes in Tennessee are on Old Hickory Lake

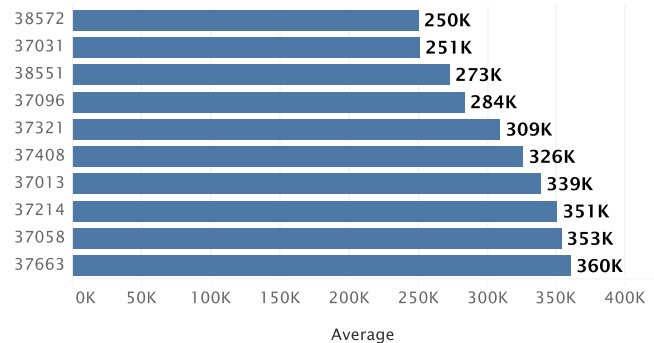
Total Number of \$1M+ Homes

283

### Most Expensive ZIP Codes 2022Q2



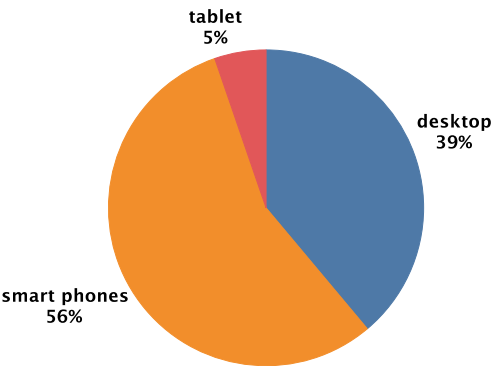
### Most Affordable ZIP Codes 2022Q2



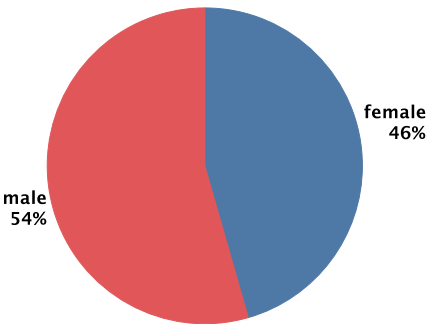
**LAKE HOMES REALTY**  
LAKEHOMES.COM

## Who's Shopping Tennessee Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

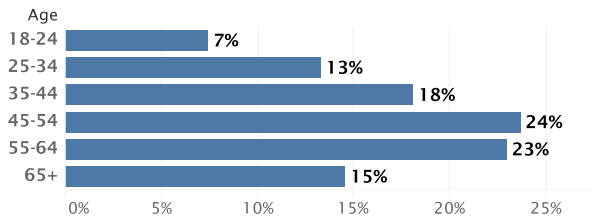


**74%** of potential buyers come from outside Tennessee

### Atlanta

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

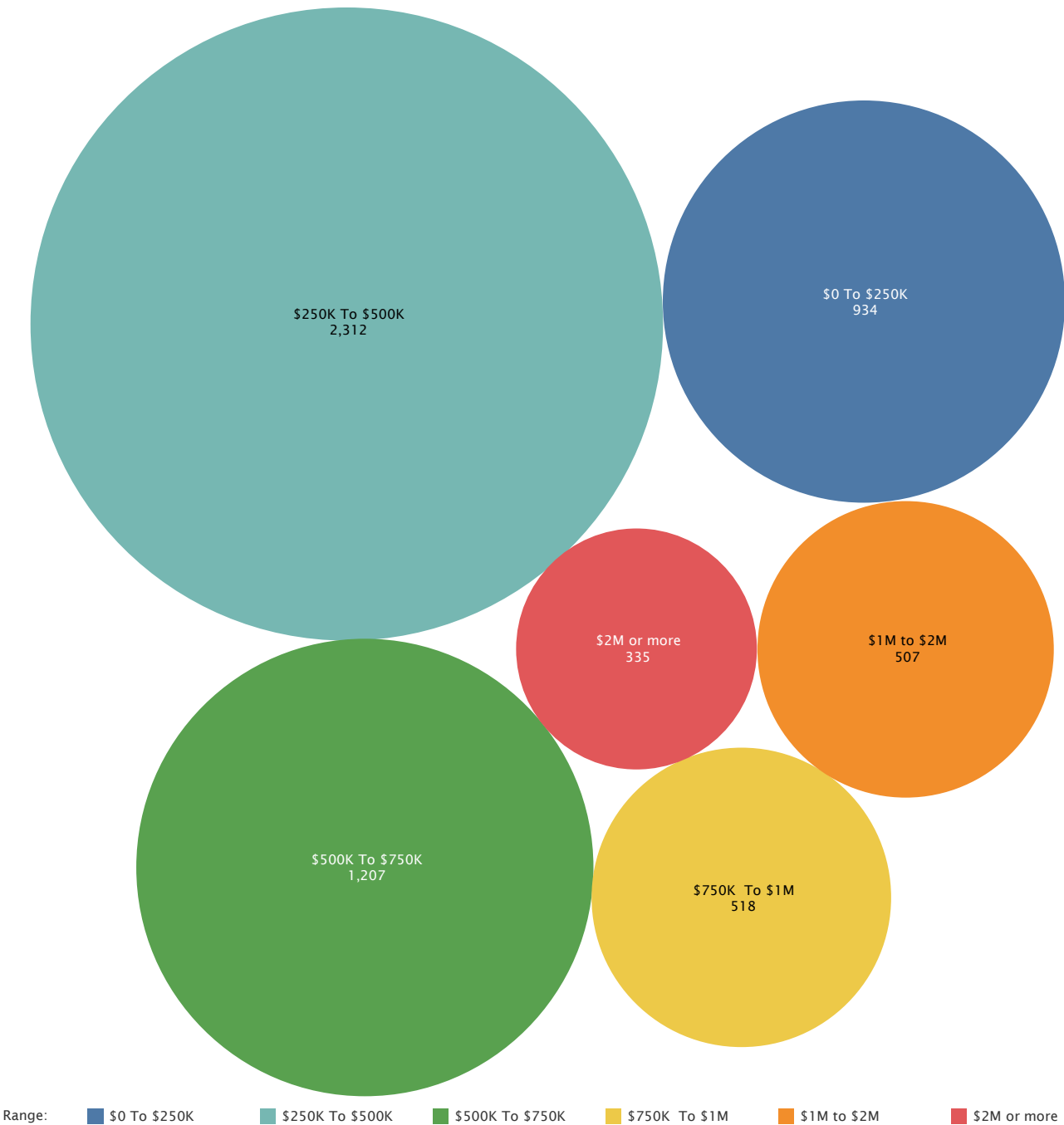
- Chicago, IL
- Cincinnati, OH
- Los Angeles, CA
- New York, NY
- Washington DC (Hagerstown MD)
- Indianapolis, IN
- Charlotte, NC
- Tampa-St. Petersburg (Sarasota), FL
- Columbus, OH



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TEXAS

Price Breakdown by Number of Homes in the Texas Market 2022Q2



# Texas

The total Texas market increased from \$3.9 BB in spring 2022 to \$5.6 BB in summer 2022, an 44% rise

## Largest Markets

1. Lake Travis	\$596,976,883	11.1%	6. Cedar Creek Lake	\$291,535,840	5.2%
2. Lewisville Lake	\$496,994,099	8.8%	7. Lake Conroe	\$268,709,024	5.0%
3. Lake Ray Hubbard	\$358,502,520	6.4%	8. Lady Bird Lake	\$200,865,093	3.7%
4. Lake LBJ	\$312,511,174	5.6%	9. Lake Granbury	\$176,172,302	3.1%
5. Lake Austin	\$293,931,978	5.4%	10. Grapevine Lake	\$173,620,182	3.1%

Total Texas Market: \$5,620,503,430

## Largest Home Markets

1. Lake Travis	\$441,036,036	10.3%
2. Lewisville Lake	\$429,977,076	10.0%
3. Lake Ray Hubbard	\$279,266,931	6.5%
4. Lake LBJ	\$254,685,427	5.9%
5. Lake Austin	\$248,261,478	5.8%
6. Lake Conroe	\$217,758,572	5.1%
7. Cedar Creek Lake	\$217,028,677	5.1%
8. Lady Bird Lake	\$194,791,093	4.6%
9. Grapevine Lake	\$146,928,884	3.4%
10. Lake Granbury	\$135,572,405	3.2%

Total Texas Home Market: \$4,281,076,518

## Largest Land Markets

1. Lake Travis	\$155,940,847	13.9%
2. Lake Livingston	\$75,748,770	6.8%
3. Cedar Creek Lake	\$58,375,363	5.2%
4. Lake Conroe	\$50,950,452	4.6%
5. Lake LBJ	\$48,325,747	4.3%
6. Lake Texoma*	\$45,970,023	4.1%
7. Lake Austin	\$45,670,500	4.1%
8. Lewisville Lake	\$45,112,028	4.0%
9. Lake Ray Roberts	\$36,662,865	3.3%
10. Richland Chambers Reservoir	\$32,400,774	2.9%

Total Texas Land Market: \$1,119,048,098



While Lake Conroe ranks 1st on most lists, it also ranks 5th in most land available.

## Most Expensive Homes

1. Lake Austin	\$2,364,395
2. Lake Woodlands	\$1,944,475

## Most Affordable Homes

1. Lake Ray Roberts	\$1,080,044
2. Lake Bob Sandlin	\$1,149,438

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



## Most Listings

1. Lewisville Lake	817	7.9%	6. Lake Travis	479	4.7%
2. Cedar Creek Lake	619	6.0%	7. Lake Granbury	441	4.2%
3. Lake Ray Hubbard	618	5.9%	8. Lake LBJ	371	3.6%
4. Lake Conroe	607	6.0%	9. Lake Texoma*	350	3.4%
5. Lake Livingston	582	5.7%	10. Lake Whitney	310	3.0%

**Total Texas Listings:**

**10,402**

## Most Homes Available

1. Lewisville Lake	748	12.8%
2. Lake Ray Hubbard	528	9.0%
3. Lake Conroe	413	7.0%
4. Cedar Creek Lake	316	5.4%
5. Lake Granbury	287	4.9%
6. Lake Travis	277	4.7%
7. Lake Livingston	242	4.1%
8. Joe Pool Lake	196	3.3%
9. Lake LBJ	184	3.1%
10. Lake Houston	182	3.1%

**Total Texas Home Listings:**

**5,866**

## Most Land Available

1. Lake Livingston	340	7.8%
2. Cedar Creek Lake	273	6.3%
3. Hilltop Lakes	246	5.7%
4. Lake Whitney	216	5.0%
5. Lake Texoma*	206	4.8%
6. Lake Travis	202	4.7%
7. Possum Kingdom Lake	196	4.5%
8. Lake Conroe	194	4.5%
9. Lake LBJ	186	4.3%
10. Lake Sam Rayburn	178	4.1%

**Total Texas Land Listings:**

**4,335**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Austin	\$2,013,665
2. Lake O' the Pines	\$1,038,493
3. Grapevine Lake	\$641,057
4. Clear Lake	\$595,701
5. Lake Travis	\$459,919
6. Eagle Mountain Lake	\$445,198
7. Lake Marble Falls	\$430,700
8. Lake Conroe	\$386,223

### *Listings of 10 Acres or More*

1. Lake Travis	\$80,524
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## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

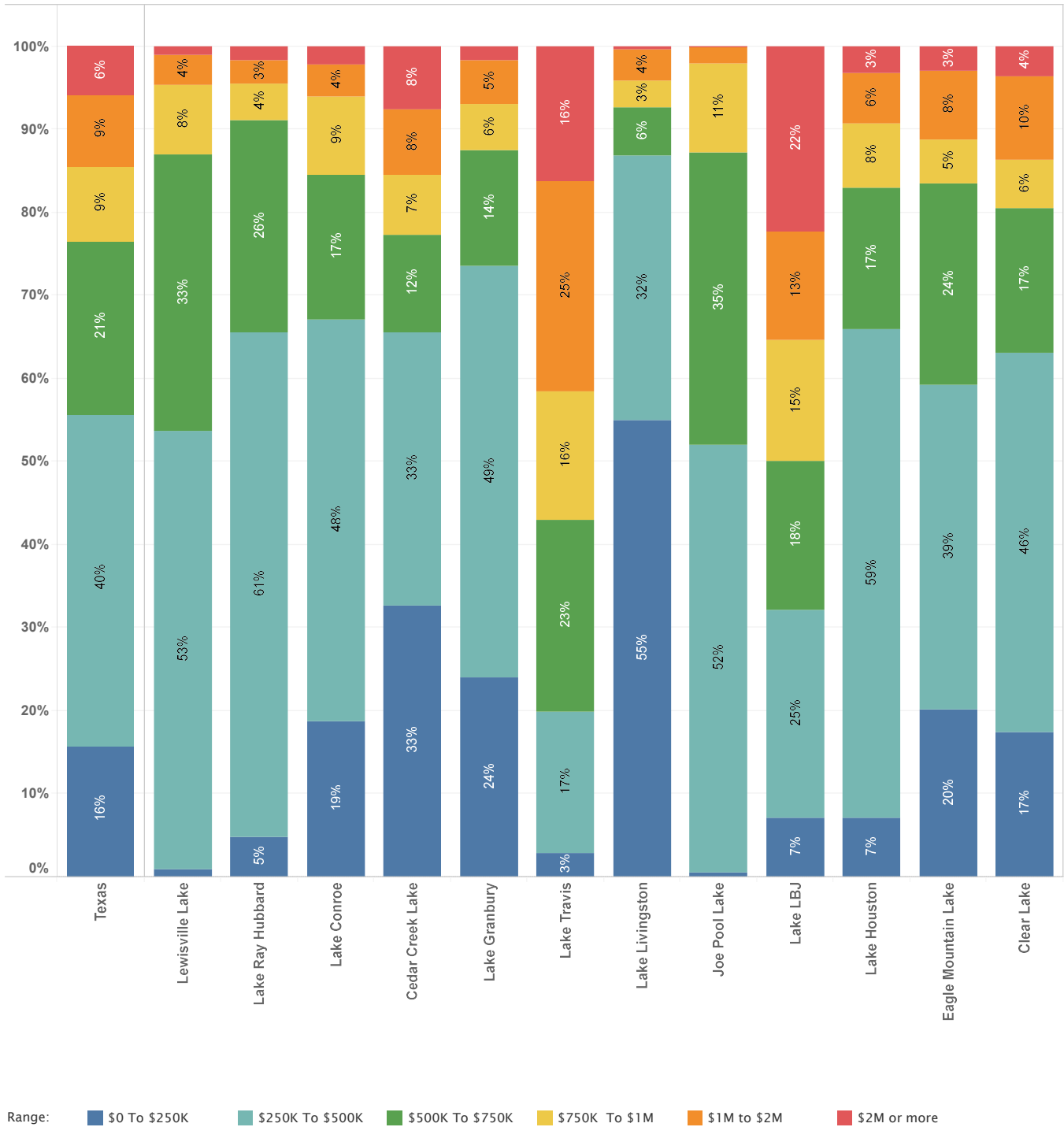
1. Houston County Lake	\$41,706
2. Hilltop Lakes	\$50,701
3. Lake Amon G Carter	\$53,817
4. Palo Pinto Lake	\$55,323
5. Lake Tawakoni	\$61,493
6. Lake Sam Rayburn	\$78,094
7. Medina Lake	\$78,404
8. Hide-A-Way Lake	\$81,574

### *Listings of 10 Acres or More*

1. Birdie Lake	\$5,381
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\* This includes lake real estate inventory from more than one state.

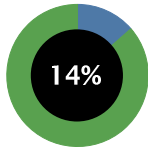
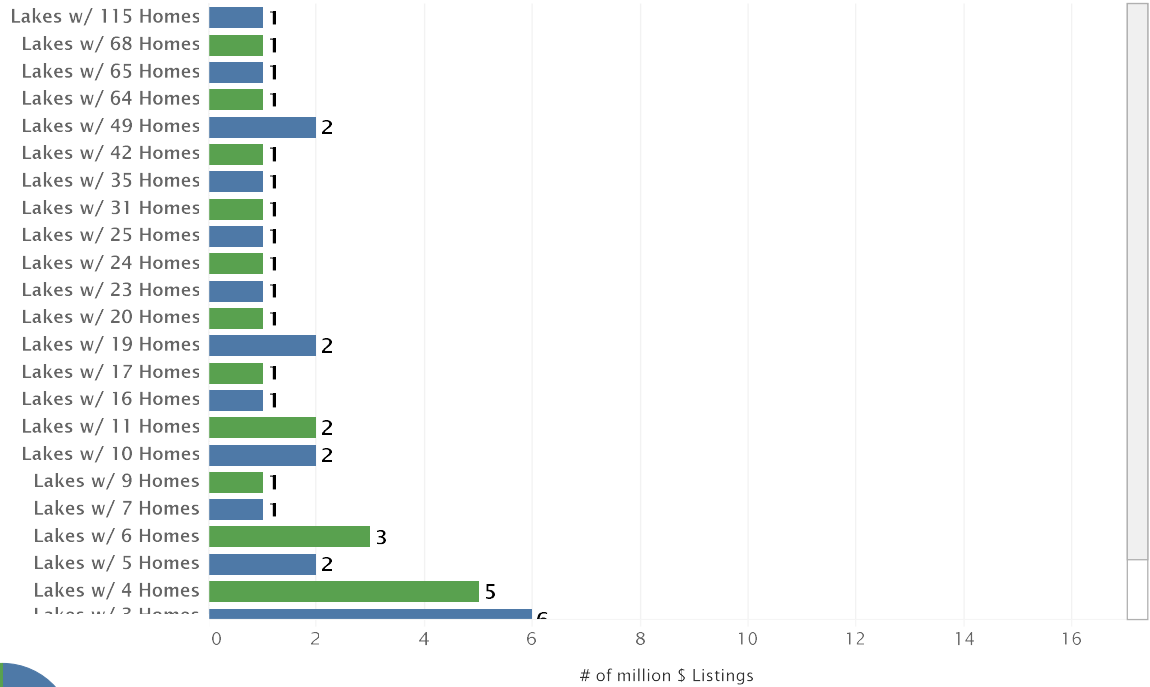
Price Breakdown by Percentage of Homes in the Texas Market 2022Q2



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## Luxury Lake Real Estate in Texas

### Where Are The Million-Dollar Listings? 2022Q2

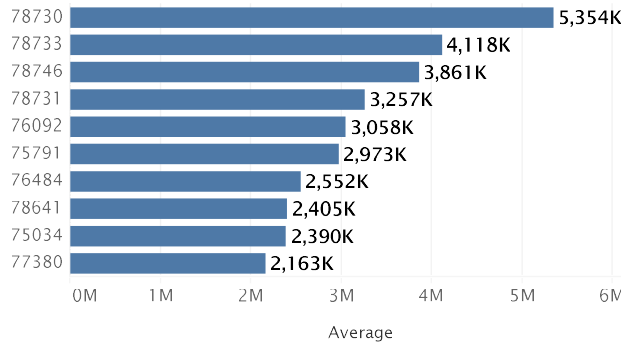


of \$1M+ Homes in Texas are on Lake Travis

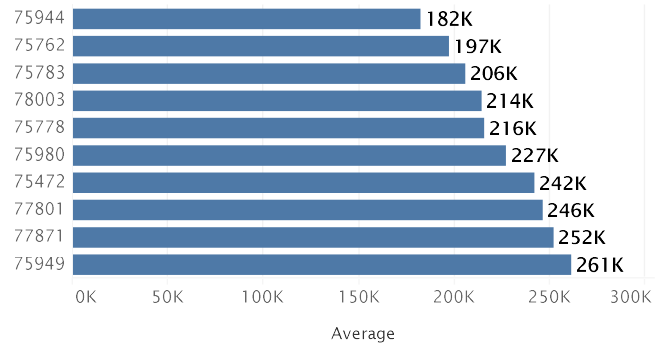
Total Number of \$1M+ Homes

842

### Most Expensive ZIP Codes 2022Q2



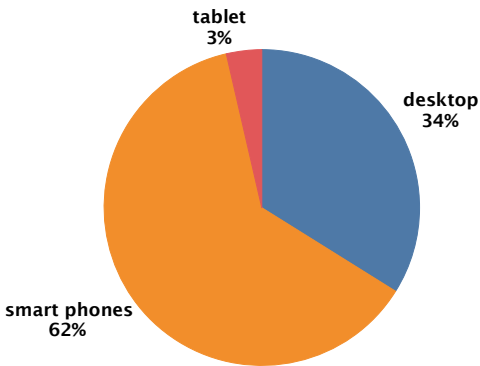
### Most Affordable ZIP Codes 2022Q2



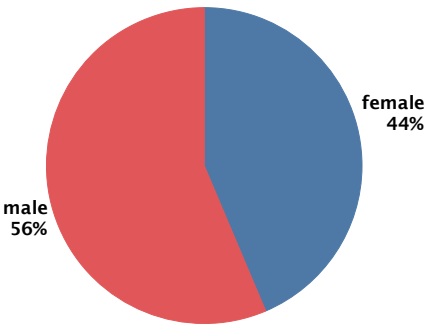
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LAKEHOMES.COM

## Who's Shopping Texas Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

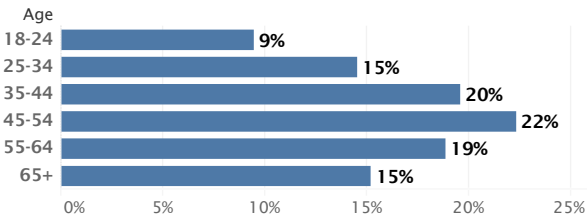


**42%** of potential buyers come from outside Texas

### Chicago

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

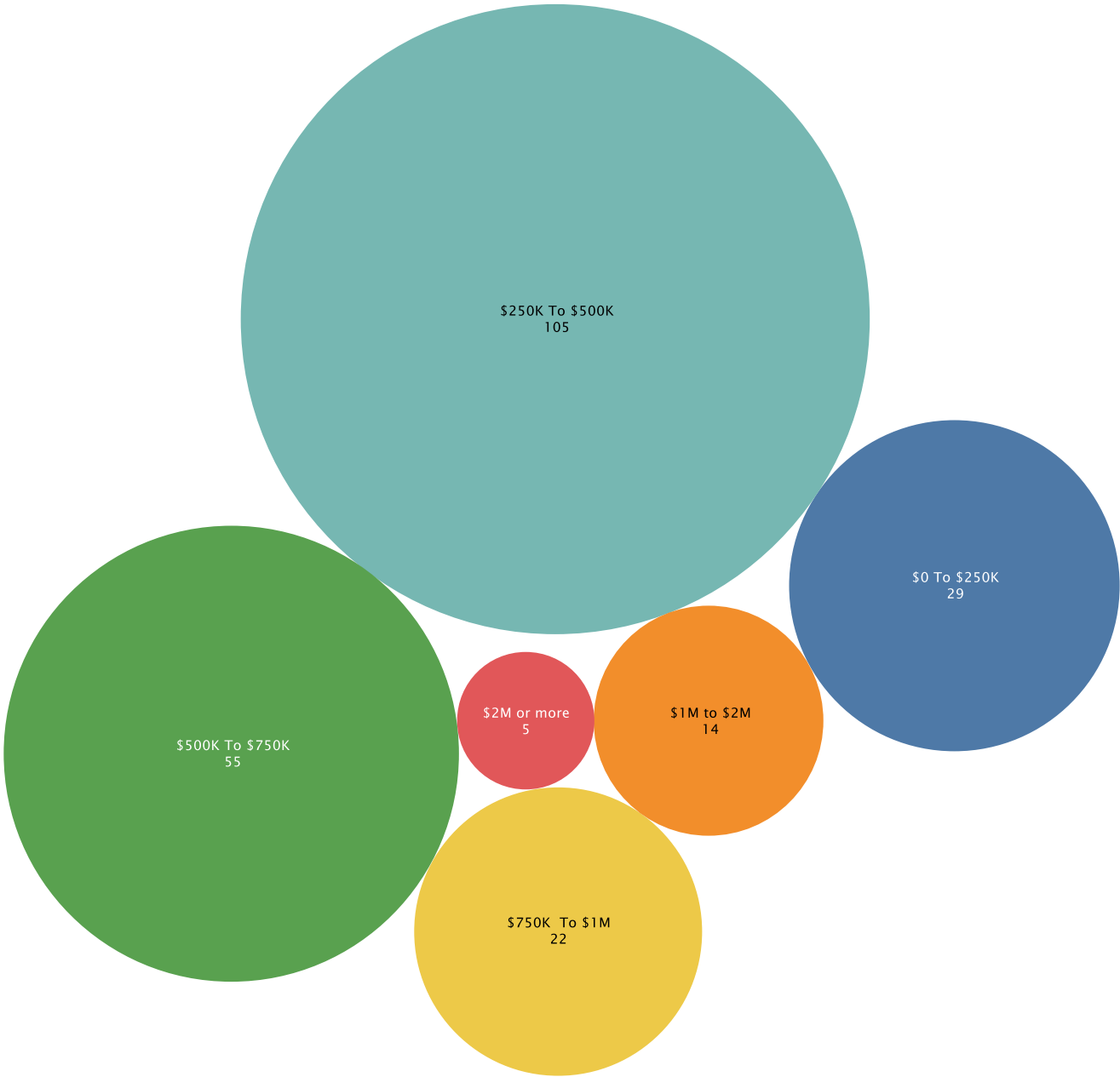
- Los Angeles, CA
- New York, NY
- Phoenix, AZ
- Denver, CO
- Atlanta, GA
- Oklahoma City, OK
- Seattle-Tacoma, WA
- Wichita Falls TX & Lawton, OK
- New Orleans, LA



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VERMONT

Price Breakdown by Number of Homes in the Vermont Market 2022Q2



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



# Vermont

The number of home listings in Vermont increased from 175 in spring 2022 to 272 in summer 2022.

## Largest Markets

1. Lake Champlain*	\$128,681,283	64.6%
2. Lake Memphremagog	\$15,347,500	7.7%
3. Lake Bomoseen	\$10,808,700	5.4%
4. Silver Lake	\$7,138,000	3.6%
5. Lake Rescue	\$4,408,500	2.5%

**Total Vermont Market:** **\$199,172,308**

## Most Listings

1. Lake Champlain*	255	61.6%
2. Lake Bomoseen	28	6.8%
3. Lake Memphremagog	22	5.3%
4. Lake Raponda	10	2.6%
5. Lake Carmi	6	1.6%

**Total Vermont Listings:** **414**

## Largest Home Markets

1. Lake Champlain*	\$104,266,983	68.8%
2. Lake Bomoseen	\$8,973,900	5.9%
3. Lake Memphremagog	\$7,464,600	4.9%
4. Lake Rescue	\$3,944,500	2.6%
5. Silver Lake	\$3,899,000	2.6%

**Total Vermont Home Market:** **\$151,567,508**

## Most Homes Available

1. Lake Champlain*	187	68.8%
2. Lake Bomoseen	18	6.6%
3. Lake Memphremagog	12	4.4%
4. Arrowhead Mountain Lake	4	1.5%
4. Lake Raponda	4	1.5%

**Total Vermont Home Listings:** **272**

## Largest Land Markets

1. Lake Champlain*	\$15,946,300	59.6%
2. Lake Memphremagog	\$5,269,900	19.7%
3. Island Pond	\$988,000	3.7%
4. Lake St Catherine	\$658,000	2.5%
5. Lake Bomoseen	\$648,900	2.4%

**Total Vermont Land Market:** **\$26,734,900**

## Most Land Available

1. Lake Champlain*	60	53.1%
2. Lake Raponda	6	5.3%
3. Lake Beebe	5	4.4%
3. Lake Bomoseen	5	4.4%
3. Lake Memphremagog	5	4.4%

**Total Vermont Land Listings:** **113**

## Average Home Price

1. Lake Champlain - Addison Area	\$640,947
2. Lake Memphremagog	\$622,050
3. Lake Champlain - Grand Isle Area	\$579,533

## Average Land Price Per Acre

### Listings of Less Than 10 Acres

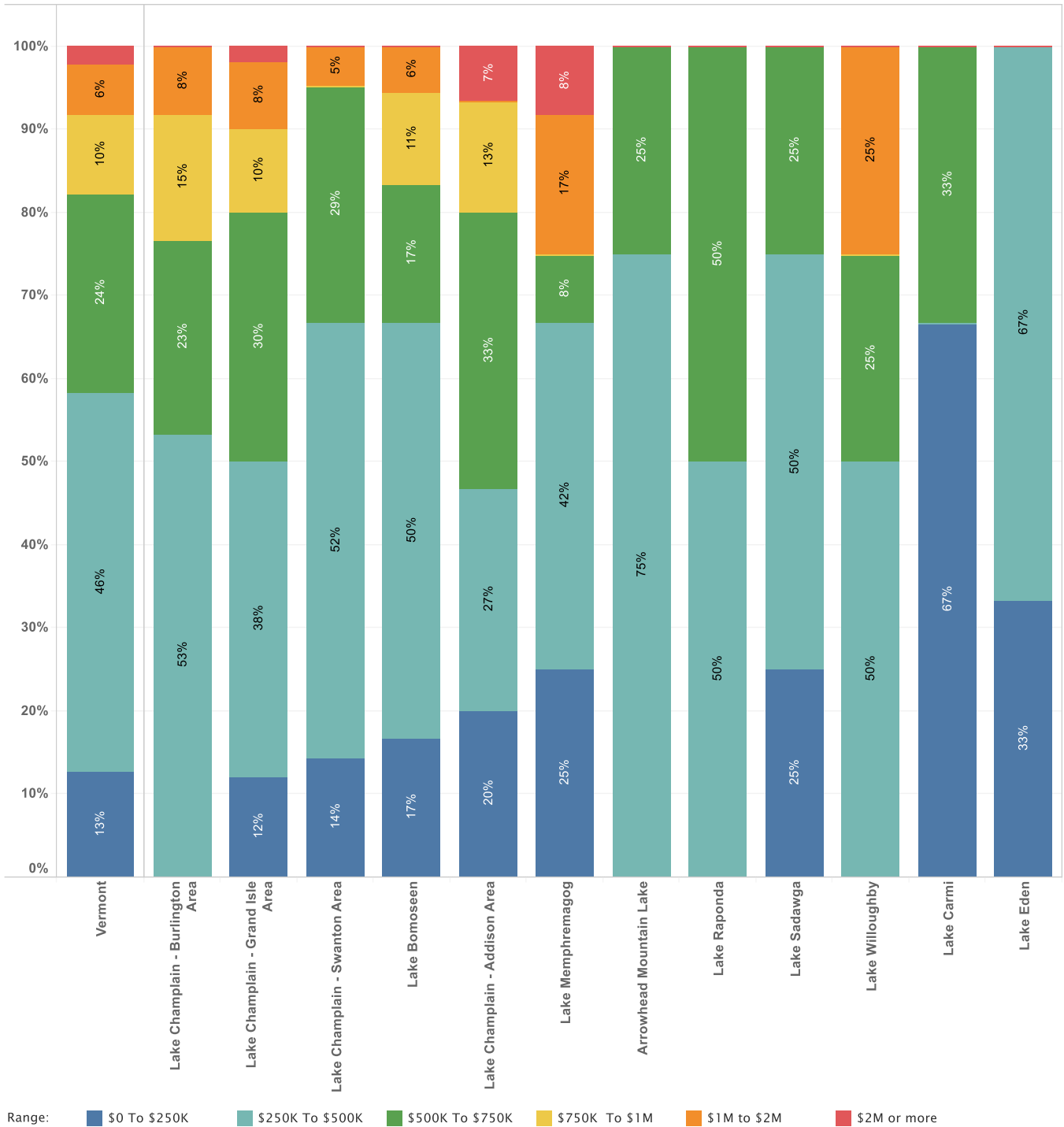
1. Lake Champlain - Grand Isle Area	\$90,191
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### Listings of 10 Acres or More

\*\*

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

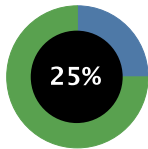
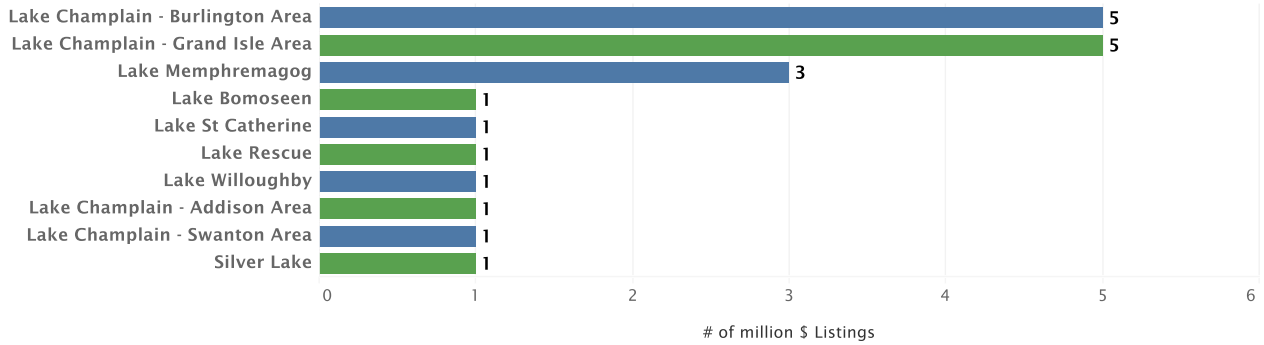
Price Breakdown by Percentage of Homes in the Vermont Market 2022Q2



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## Luxury Lake Real Estate in Vermont

### Where Are The Million-Dollar Listings? 2022Q2

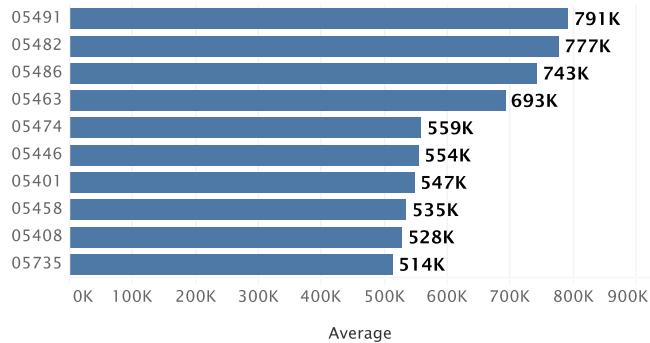


of \$1M+ Homes in Vermont are on Lake Champlain - Burlington Area

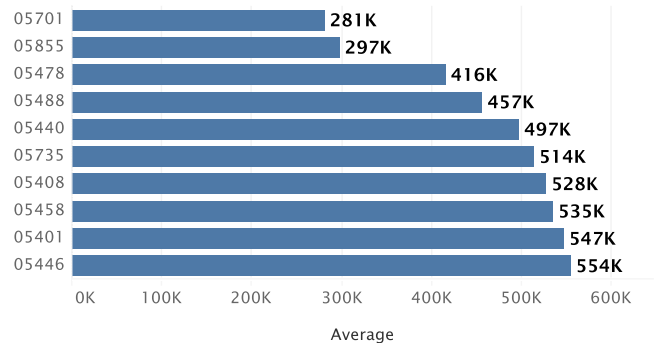
Total Number of \$1M+ Homes

20

### Most Expensive ZIP Codes 2022Q2



### Most Affordable ZIP Codes 2022Q2

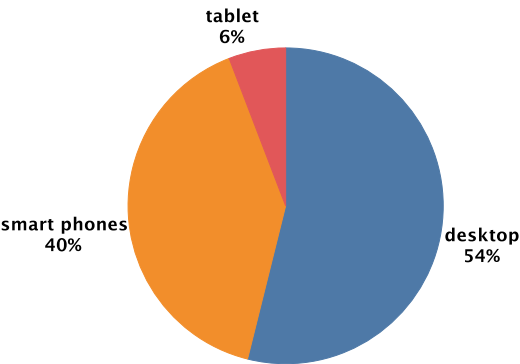


**LAKE HOMES REALTY**  
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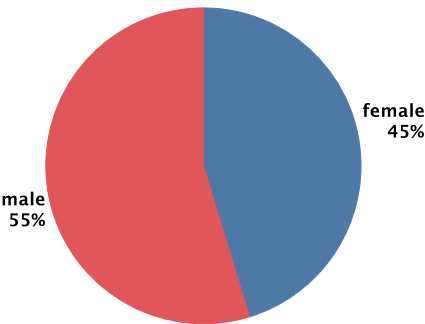


## Who's Shopping Vermont Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

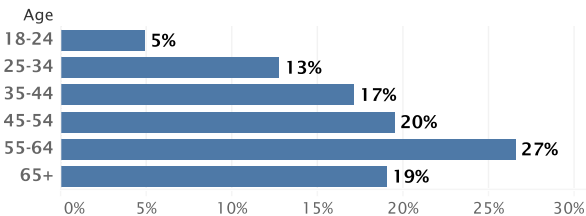


**82%** of potential buyers come from outside Vermont

### New York,

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

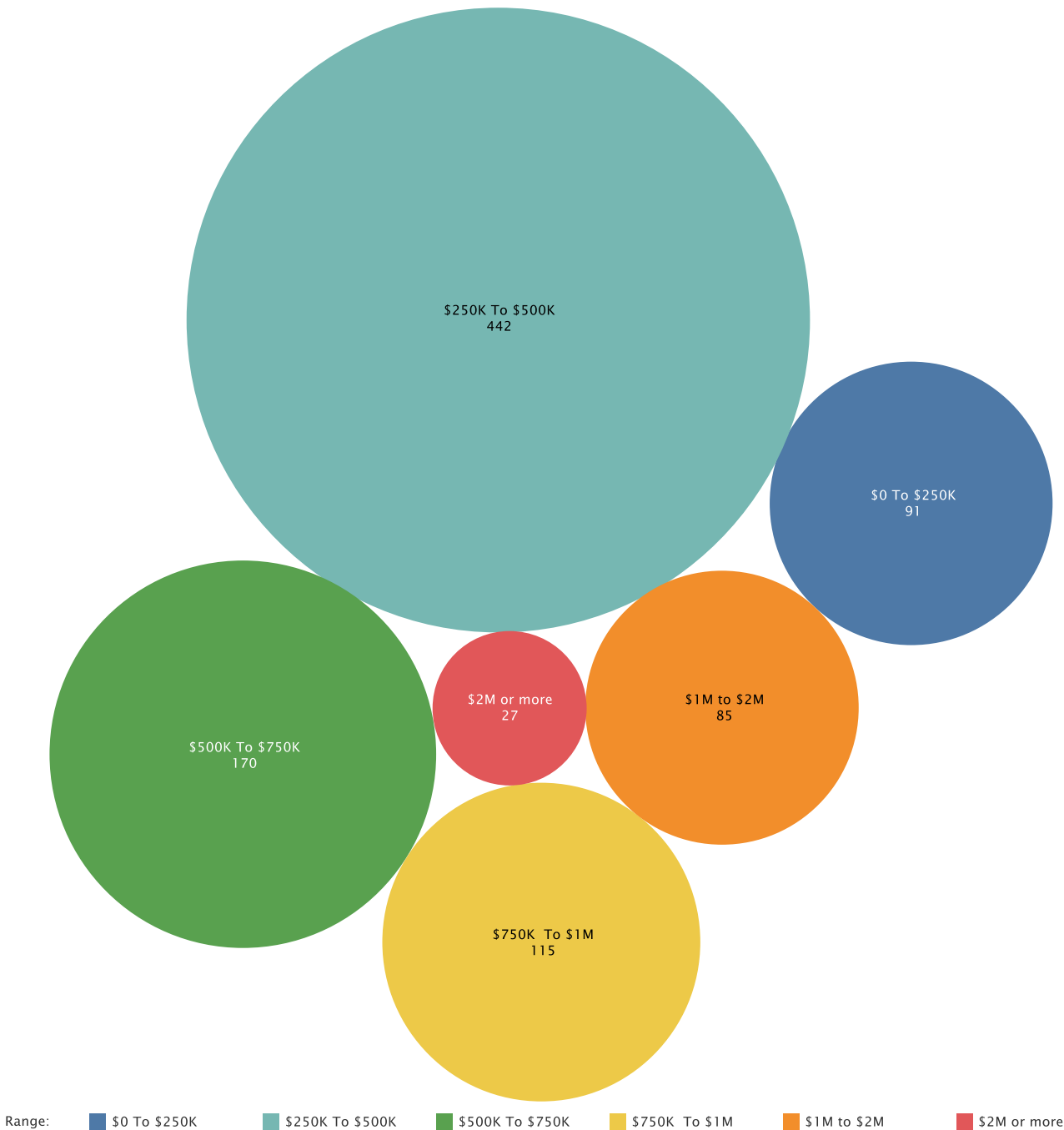
- Boston MA-Manchester, NH
- Albany-Schenectady-Troy, NY
- Hartford & New Haven, CT
- Springfield-Holyoke, MA
- Philadelphia, PA
- Washington DC (Hagerstown MD)
- Phoenix, AZ
- Raleigh-Durham (Fayetteville), NC
- Des Moines-Ames, IA



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VIRGINIA

Price Breakdown by Number of Homes in the Virginia Market 2022Q2



# Virginia

The Virginia market increased from \$632 MM in spring 2022 to \$856 MM in summer 2022, a \$223 MM (30%) rise.

## Largest Markets

1. Smith Mountain Lake	\$218,090,062	25.5%	6. Lake of the Woods	\$31,969,306	3.7%
2. Lake Anna	\$120,020,171	14.0%	7. John H Kerr Reservoir*	\$26,991,296	3.1%
3. Lake Gaston*	\$112,493,954	13.1%	8. Occoquan Reservoir	\$19,931,300	2.3%
4. Lake Monticello	\$39,660,960	4.6%	9. Lake Barcroft	\$16,549,250	1.9%
5. Fawn Lake	\$35,085,886	4.1%	10. Lake Montclair	\$15,694,394	2.4%

**Total Virginia Market:**

**\$856,879,511**

## Largest Home Markets

1. Smith Mountain Lake	\$129,990,382	20.2%
2. Lake Anna	\$89,556,626	13.9%
3. Lake Gaston*	\$73,012,831	11.3%
4. Lake Monticello	\$38,634,360	6.0%
5. Fawn Lake	\$33,370,886	5.2%
6. Lake of the Woods	\$30,809,306	4.8%
7. Occoquan Reservoir	\$17,289,400	2.7%
8. John H Kerr Reservoir*	\$16,616,500	2.6%
9. Lake Montclair	\$15,694,394	2.4%
10. Lake Barcroft	\$14,699,350	2.3%

**Total Virginia Home Market:**

**\$644,478,125**

## Largest Land Markets

1. Smith Mountain Lake	\$88,099,680	41.5%
2. Lake Gaston*	\$39,481,123	18.6%
3. Lake Anna	\$30,463,545	14.3%
4. John H Kerr Reservoir*	\$10,374,796	4.9%
5. Leesville Lake	\$9,803,398	4.6%
6. Ni River Reservoir	\$7,490,000	3.5%
7. South Holston Lake*	\$2,743,400	1.3%
8. Occoquan Reservoir	\$2,641,900	1.2%
9. Lake John	\$2,000,700	0.9%
10. Presidential Lake	\$1,970,000	0.9%

**Total Virginia Land Market:**

**\$212,401,386**

The Virginia home market experienced a \$209 MM increase (+39%) from spring 2022

## Most Expensive Homes

1. Lake Manassas	\$1,013,481
2. Fawn Lake	\$981,497

## Most Affordable Homes

1. Occoquan Reservoir	\$617,479
2. Lake Gaston	\$627,023

## Most Listings

1. Smith Mountain Lake	558	24.0%	6. Lake Monticello	109	4.7%
2. Lake Gaston*	405	17.4%	7. Lake of the Woods	84	3.6%
3. Lake Anna	274	11.8%	8. Fawn Lake	37	1.6%
4. Leesville Lake	134	5.8%	9. Occoquan Reservoir	36	1.5%
5. John H Kerr Reservoir*	124	5.3%	10. South Holston Lake*	31	1.3%

**Total Virginia Listings:**

**2,324**

## Most Homes Available

1. Smith Mountain Lake	135	13.2%
2. Lake Gaston*	119	11.6%
3. Lake Anna	113	11.0%
4. Lake Monticello	99	9.7%
5. Lake of the Woods	70	6.8%
6. Fawn Lake	34	3.3%
7. John H Kerr Reservoir*	31	3.0%
8. Lake Montclair	28	2.7%
8. Occoquan Reservoir	28	2.7%
10. Lake Frederick	18	1.8%

**Total Virginia Home Listings:**

**1,024**

## Most Land Available

1. Smith Mountain Lake	423	32.5%
2. Lake Gaston*	286	22.0%
3. Lake Anna	161	12.4%
4. Leesville Lake	133	10.2%
5. John H Kerr Reservoir*	93	7.2%
6. South Holston Lake*	24	1.8%
7. Lake Independence	19	1.5%
8. Lake of the Woods	14	1.1%
9. Lake John	11	0.8%
9. Lake Laura	11	0.8%

**Total Virginia Land Listings:**

**1,300**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake of the Woods	\$149,568
2. Chrystal Lake	\$110,099
3. Smith Mountain Lake	\$99,671
4. Lake Anna	\$92,918
5. Lake Gaston	\$66,387
6. Lake Laura	\$64,105
7. John H Kerr Reservoir	\$62,910
8. Leesville Lake	\$40,766

### *Listings of 10 Acres or More*

1. Smith Mountain Lake	\$29,923
------------------------	----------

## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

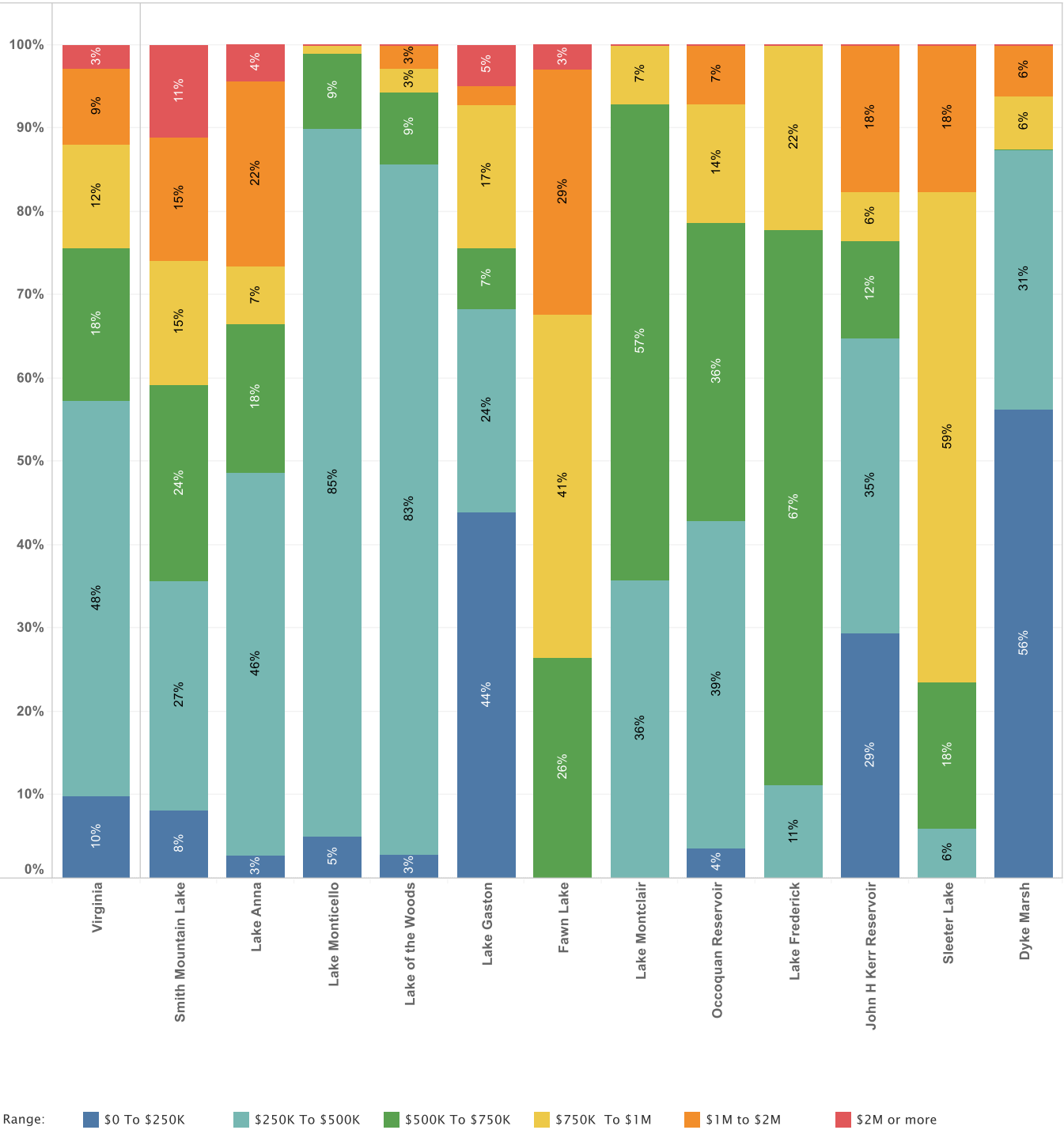
1. Lake Independence	\$16,755
2. South Holston Lake	\$32,016
3. Leesville Lake	\$40,766
4. John H Kerr Reservoir	\$62,910
5. Lake Laura	\$64,105
6. Lake Gaston	\$66,387
7. Lake Anna	\$92,918
8. Smith Mountain Lake	\$99,671

### *Listings of 10 Acres or More*

1. Leesville Lake	\$5,264
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\* This includes lake real estate inventory from more than one state.

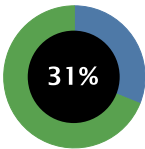
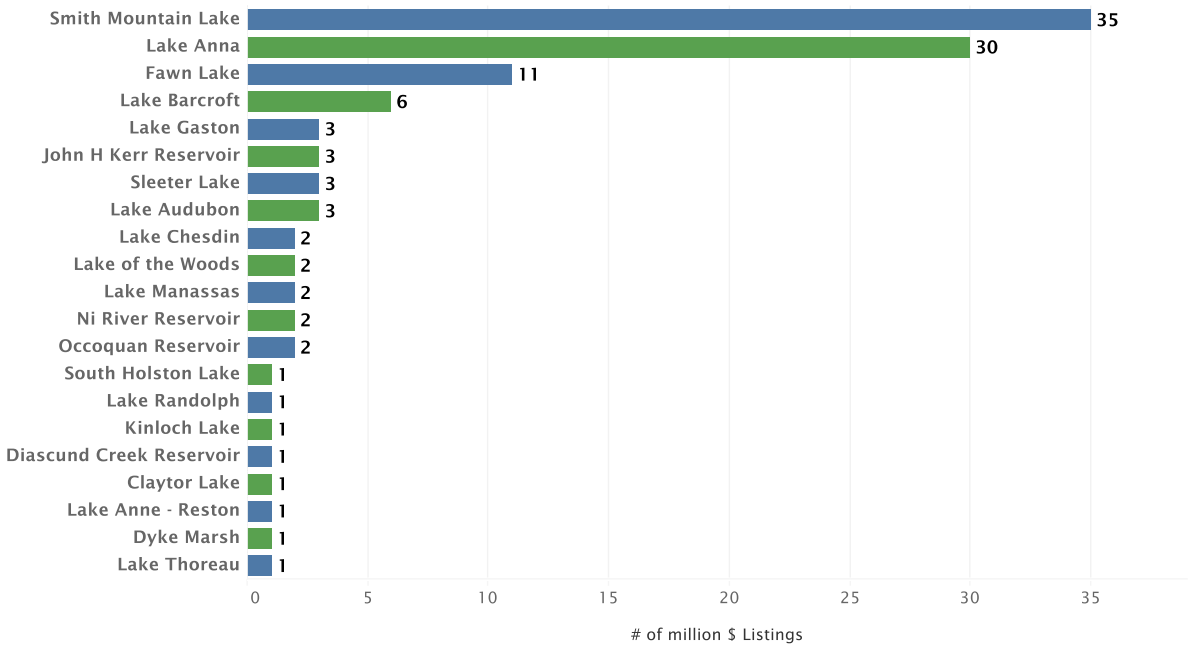
Price Breakdown by Percentage of Homes in the Virginia Market 2022Q2



**LAKE HOMES REALTY**  
LAKEHOMES.COM

### Luxury Lake Real Estate in Virginia

Where Are The Million-Dollar Listings? 2022Q2

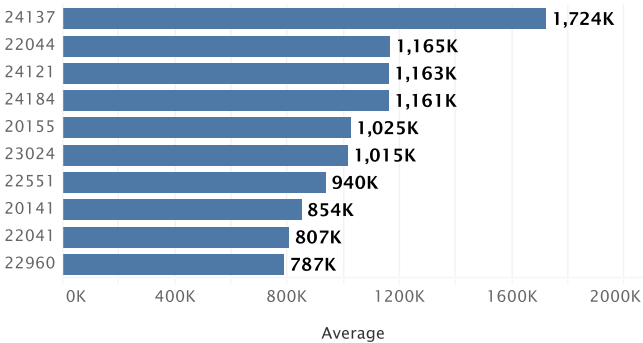


of \$1M+ Homes in Virginia are on Smith Mountain Lake

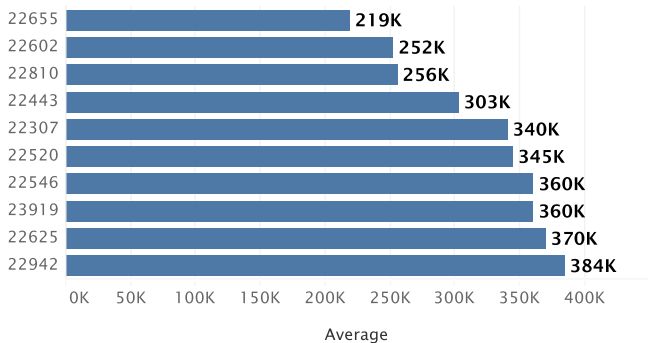
Total Number of \$1M+ Homes

112

Most Expensive ZIP Codes 2022Q2

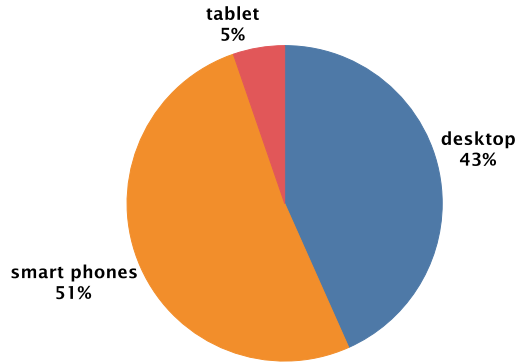


Most Affordable ZIP Codes 2022Q2

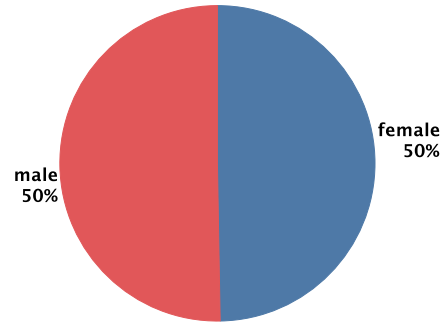


## Who's Shopping Virginia Lake Real Estate

How are shoppers connecting 2022Q2

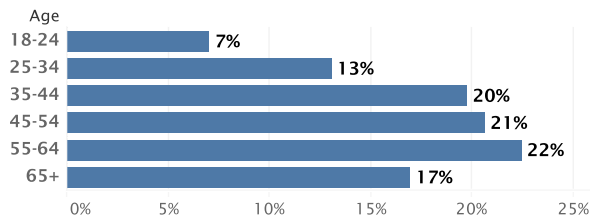


Male/Female Visitors 2022Q2



**58%** of potential buyers come from outside Virginia

What Age Groups are Shopping 2022Q2



### Washington DC (Hagerstown

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

Number 2-10 metros are:

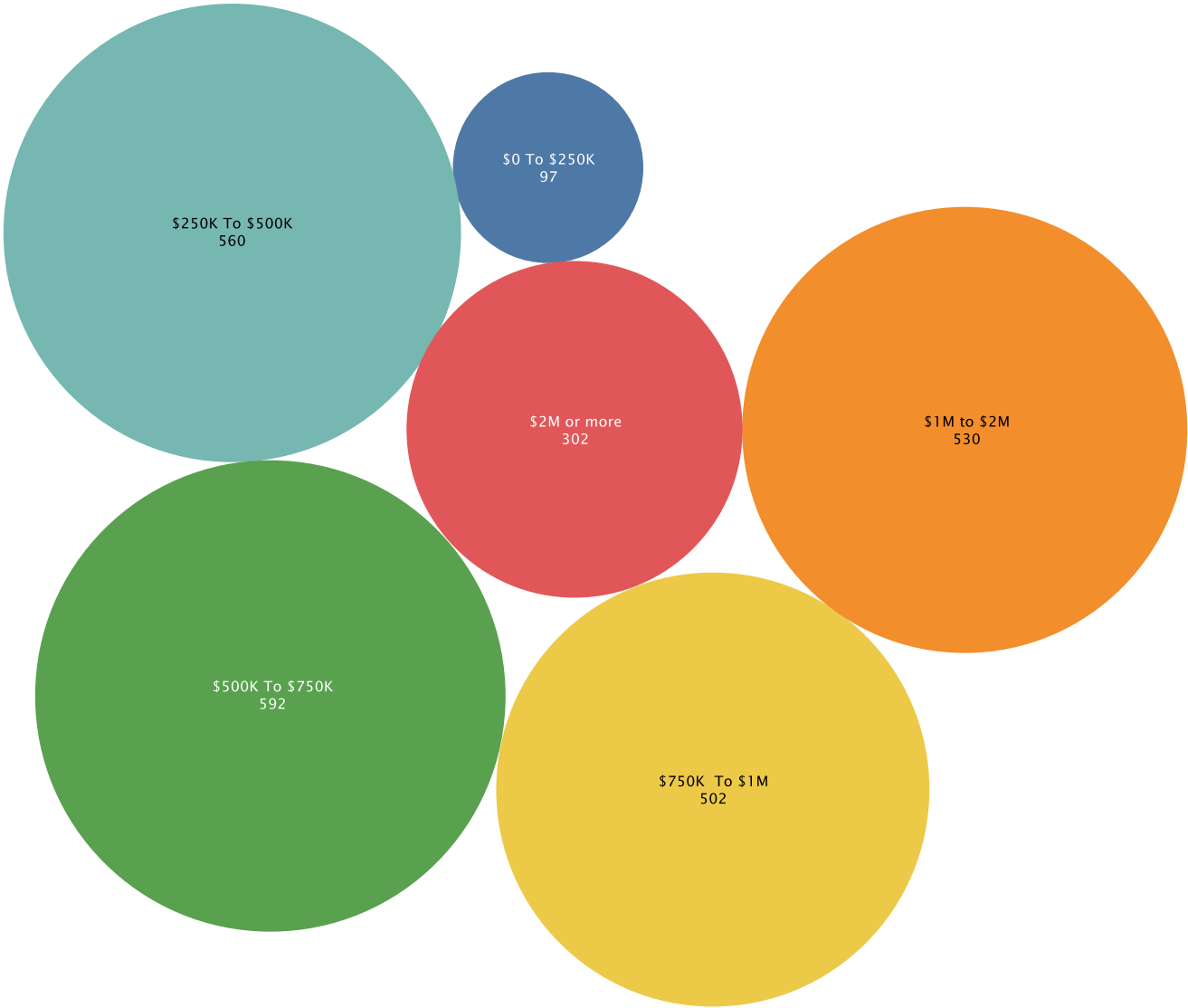
- Raleigh-Durham (Fayetteville), NC
- Baltimore, MD
- New York, NY
- Philadelphia, PA
- Greensboro-High Point-Winston Salem, NC
- Charlotte, NC
- Boston MA-Manchester, NH
- Atlanta, GA
- Chicago, IL



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LAKEHOMES.COM

WASHINGTON

Price Breakdown by Number of Homes in the Washington Market 2022Q2



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





# Washington

The Washington market increased from \$2.2 BB in spring 2022 to \$3.6 BB in summer 2022, a \$223 MM (47%) rise.

## Largest Markets

1. Puget Sound	\$1,064,141,889	29.5%	6. Lake Tapps	\$46,547,189	1.3%
2. Lake Washington	\$959,374,443	26.6%	7. Volunteer Park Reservoir	\$44,414,500	1.2%
3. Lake Sammamish	\$147,550,344	4.1%	8. Moses Lake	\$42,809,505	1.2%
4. Lake Union	\$107,666,640	3.0%	9. Lake Whatcom	\$35,265,200	1.0%
5. Lake Chelan	\$59,153,898	1.6%	10. Bitter Lake	\$32,717,589	1.0%

**Total Washington Market:**

**\$3,608,324,933**

## Largest Home Markets

1. Puget Sound	\$958,525,051	29.8%
2. Lake Washington	\$883,509,219	27.5%
3. Lake Sammamish	\$139,563,344	4.3%
4. Lake Union	\$95,596,690	3.0%
5. Lake Chelan	\$44,396,098	1.4%
6. Volunteer Park Reservoir	\$42,014,500	1.3%
7. Lake Tapps	\$37,040,589	1.2%
8. Lake Whatcom	\$33,531,300	1.0%
9. Bitter Lake	\$32,717,589	1.0%
10. Long Lake - Olympia	\$30,298,815	0.9%

**Total Washington Home Market:**

**\$3,215,438,515**

## Largest Land Markets

1. Puget Sound	\$105,616,838	26.9%
2. Lake Washington	\$75,865,224	19.3%
3. Moses Lake	\$18,003,650	4.6%
4. Lake Chelan	\$14,757,800	3.8%
5. Wanapum Lake	\$13,371,499	3.4%
6. Lake Union	\$12,069,950	3.1%
7. Osoyoos Lake	\$11,766,600	3.0%
8. Franklin D Roosevelt Lake	\$10,491,300	2.7%
9. Lake Tapps	\$9,506,600	2.4%
10. Lake Sammamish	\$7,987,000	2.0%

**Total Washington Land Market:**

**\$392,886,418**

## Most Expensive Homes

1. Lake Washington	\$3,909,333
2. Volunteer Park Reservoir	\$2,800,967

## Most Affordable Homes

1. Green Lake	\$1,099,241
2. Big Lake	\$1,126,380

## Most Listings

1. Puget Sound	1,129	32.3%	6. Lake Chelan	73	2.1%
2. Lake Washington	258	7.4%	7. Franklin D Roosevelt Lake	63	1.8%
3. Lake Union	98	2.8%	8. Lake Sammamish	60	1.7%
4. Duck Lake	86	2.5%	9. Wanapum Lake	47	1.3%
5. Moses Lake	78	2.2%	10. Lake Tapps	45	1.3%

**Total Washington Listings:**

**3,491**

## Most Homes Available

1. Puget Sound	822	31.7%
2. Lake Washington	226	8.7%
3. Lake Union	92	3.5%
4. Lake Sammamish	55	2.1%
5. Duck Lake	52	2.0%
6. Moses Lake	50	1.9%
7. Lake Chelan	45	1.7%
8. Long Lake - Olympia	44	1.7%
9. Bitter Lake	37	1.4%
10. Lake Tapps	34	1.3%

**Total Washington Home Listings:**

**2,594**

## Most Land Available

1. Puget Sound	307	34.2%
2. Franklin D Roosevelt Lake	48	5.4%
3. Wanapum Lake	40	4.5%
4. Duck Lake	34	3.8%
5. Lake Washington	32	3.6%
6. Lake Chelan	28	3.1%
6. Moses Lake	28	3.1%
6. Osoyoos Lake	28	3.1%
9. Lake Pateros	17	1.9%
10. Clear Lake - Yelm	16	1.8%

**Total Washington Land Listings:**

**897**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Lake Washington	\$6,176,793
2. Lake Tapps	\$993,136
3. Lake Chelan	\$676,201
4. Wanapum Lake	\$505,509
5. Osoyoos Lake	\$411,192
6. Duck Lake	\$389,347
7. Moses Lake	\$371,070
8. Lake Pateros	\$303,805

### *Listings of 10 Acres or More*

1. Puget Sound	\$39,875
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## Most Affordable Land per Acre

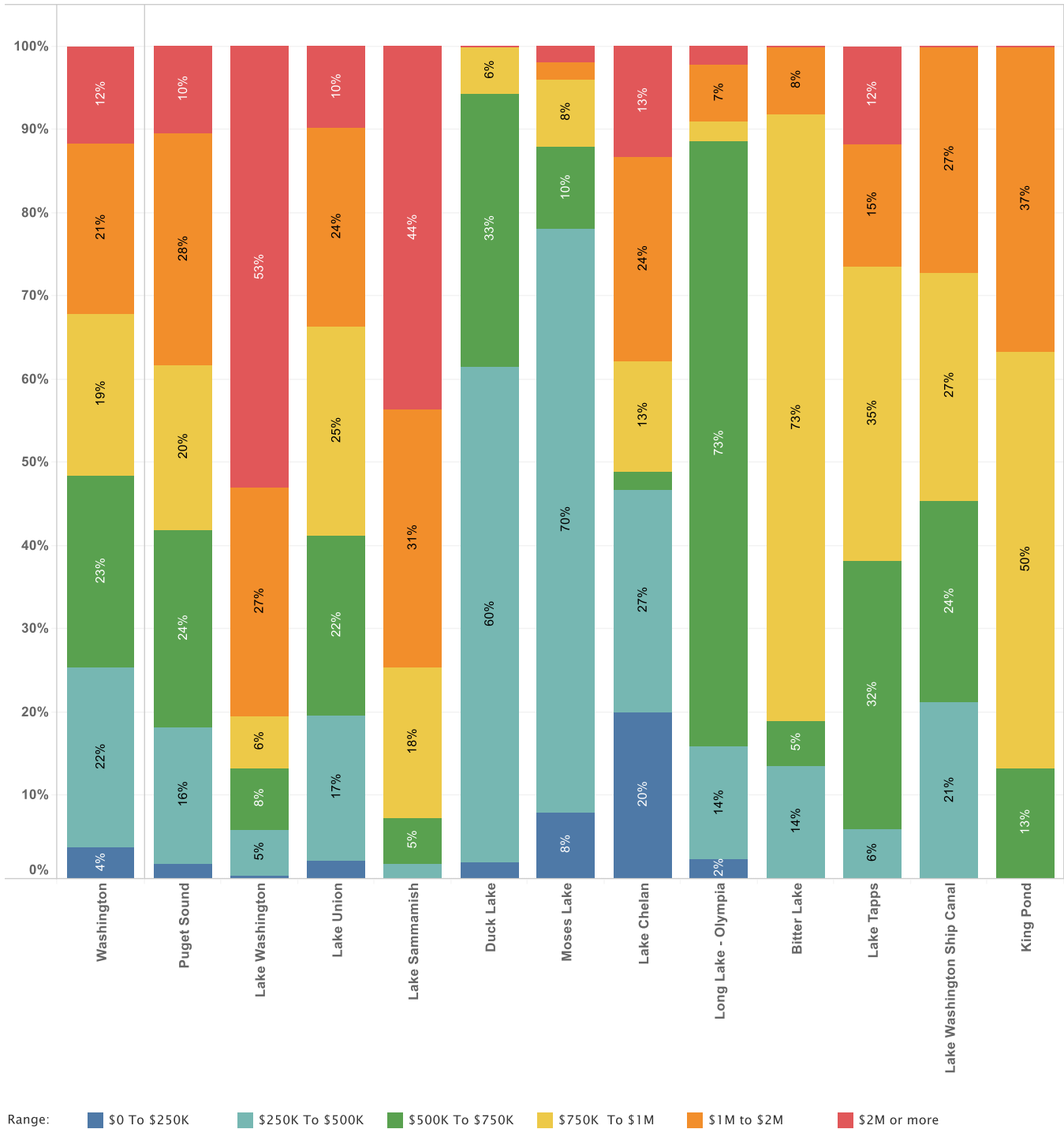
### *Listings of Less Than 10 Acres*

1. Franklin D Roosevelt Lake	\$57,804
2. Clear Lake - Yelm	\$127,646
3. Soap Lake	\$194,235
4. Puget Sound	\$266,288
5. Lake Pateros	\$303,805
6. Moses Lake	\$371,070
7. Duck Lake	\$389,347
8. Osoyoos Lake	\$411,192

### *Listings of 10 Acres or More*

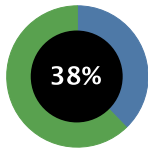
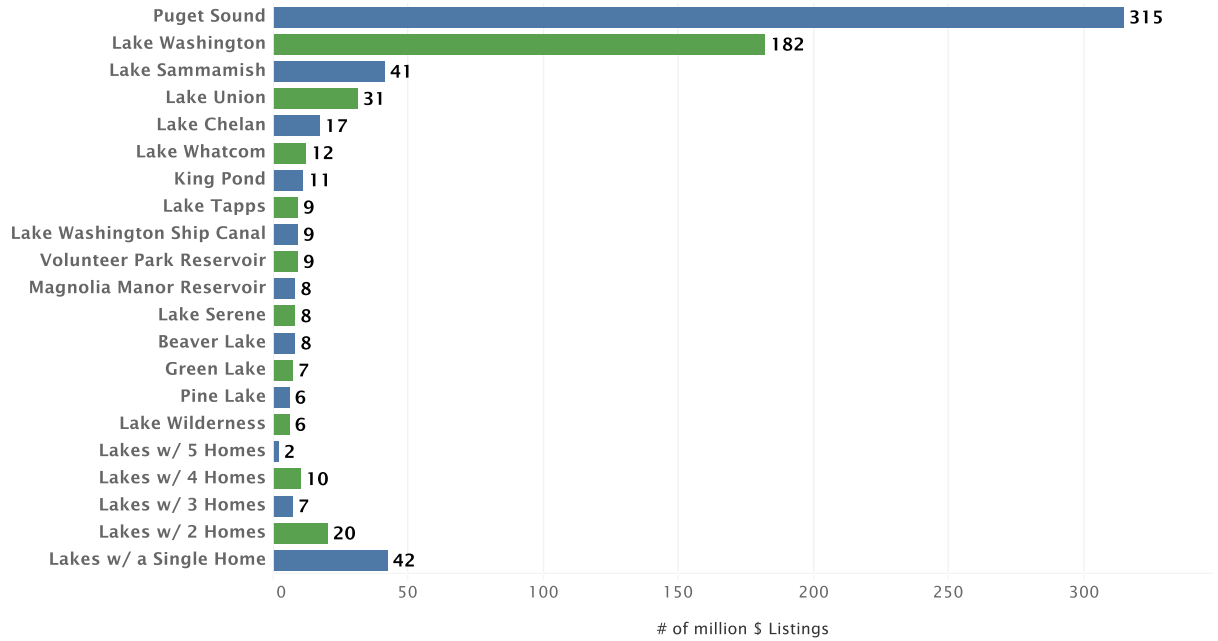
1. Rufus Woods Lake	\$2,717
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Price Breakdown by Percentage of Homes in the Washington Market 2022Q2



## Luxury Lake Real Estate in Washington

### Where Are The Million-Dollar Listings? 2022Q2

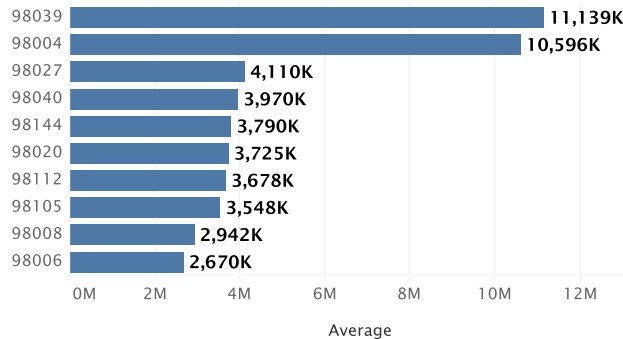


of \$1M+ Homes in Washington are on Puget Sound

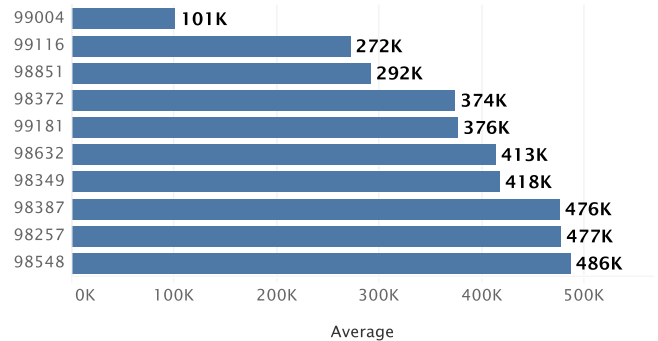
Total Number of \$1M+ Homes

832

### Most Expensive ZIP Codes 2022Q2



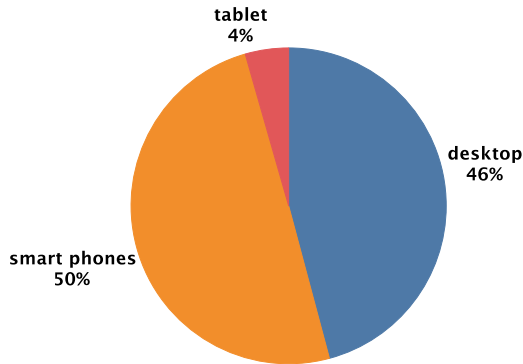
### Most Affordable ZIP Codes 2022Q2



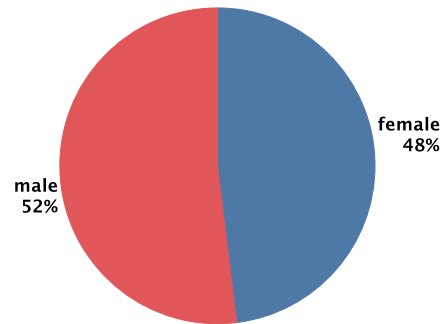
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LAKEHOMES.COM

## Who's Shopping Washington Lake Real Estate

How are shoppers connecting 2022Q2



Male/Female Visitors 2022Q2

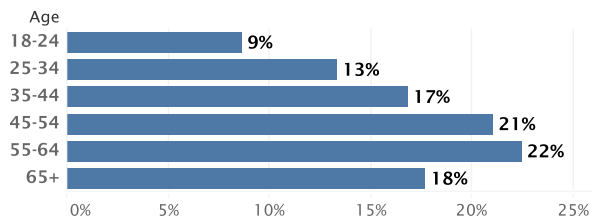


**48%** of potential buyers come from outside Washington

### Portland

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

What Age Groups are Shopping 2022Q2



Number 2-10 metros are:

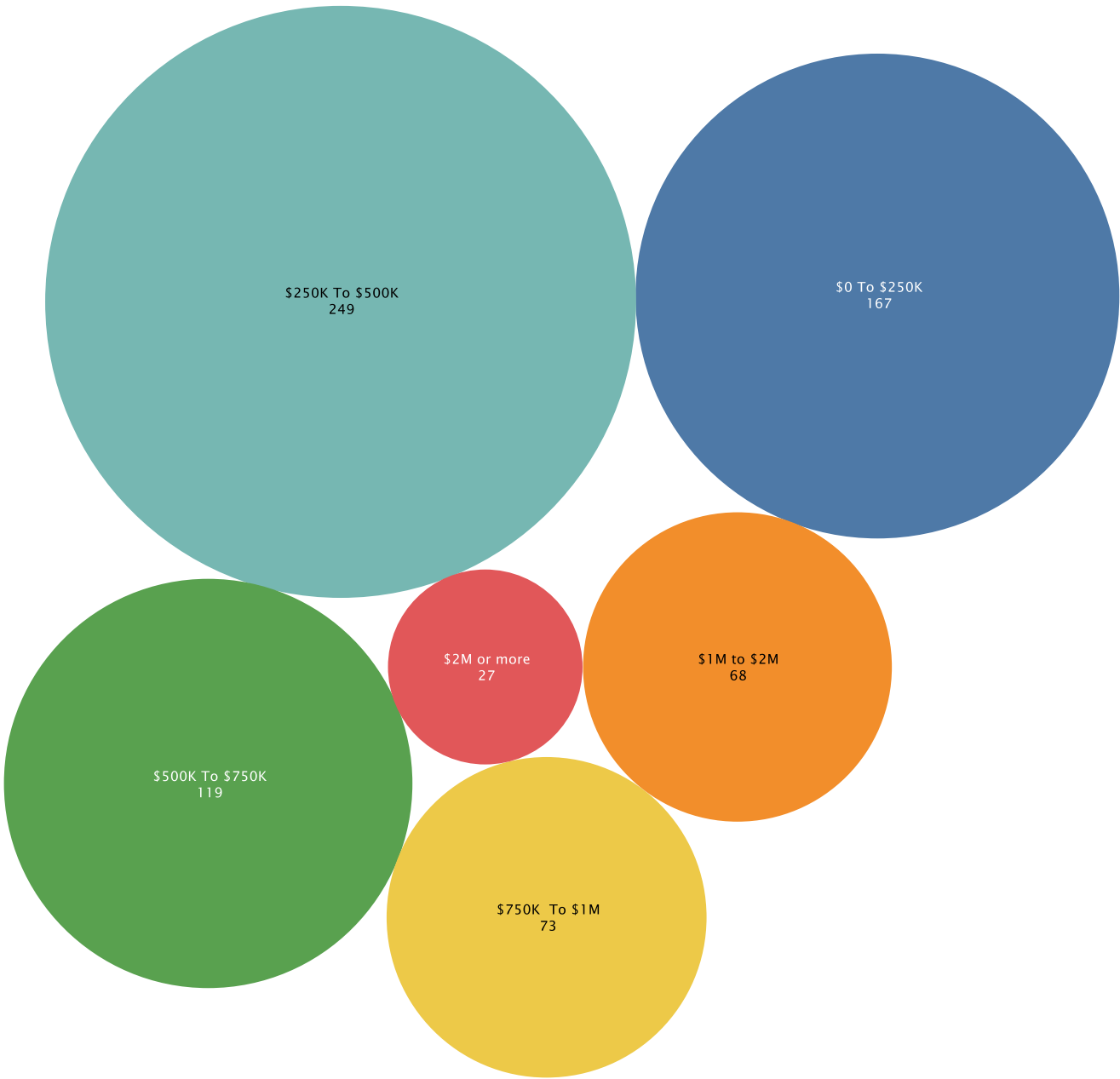
- Los Angeles, CA
- San Francisco-Oakland-San Jose, CA
- New York, NY
- Chicago, IL
- Phoenix, AZ
- Minneapolis-St. Paul, MN
- Denver, CO
- Sacramento-Stockton-Modesto, CA
- Boston MA-Manchester, NH



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WISCONSIN

Price Breakdown by Number of Homes in the Wisconsin Market 2022Q2



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



# Wisconsin

The Wisconsin home market increased from \$409 MM in spring 2022 to \$458 MM in summer 2022, a \$138 MM (11%) rise.

## Largest Markets

1. Geneva Lake	\$69,672,200	12.9%	6. Delevan Lake	\$12,079,600	2.2%
2. Lake Michigan	\$43,812,099	8.1%	7. Lake Wissota - Lafayette	\$10,927,050	2.0%
3. Okauchee Lake	\$17,215,800	3.2%	8. Lake Superior	\$10,201,700	1.9%
4. Lake Saint Croix - Afton	\$15,778,100	3.4%	9. Lauderdale Lake	\$9,785,500	1.8%
5. Pewaukee Lake	\$15,438,900	2.9%	10. Nagawicka Lake	\$8,484,000	1.6%

**Total Wisconsin Market:**

**\$540,734,987**

## Largest Home Markets

1. Geneva Lake	\$61,467,300	13.4%
2. Lake Michigan	\$39,316,899	8.6%
3. Lake Saint Croix - Afton	\$15,778,100	3.4%
4. Pewaukee Lake	\$14,739,900	3.2%
5. Okauchee Lake	\$14,016,800	3.1%
6. Delevan Lake	\$11,954,700	2.6%
7. Lake Wissota - Lafayette	\$10,009,050	2.2%
8. Lauderdale Lake	\$9,110,600	2.0%
9. Lake Superior	\$8,798,700	1.9%
10. Oconomowoc Lake	\$7,445,000	1.6%

**Total Wisconsin Home Market:**

**\$458,450,649**

## Largest Land Markets

1. Geneva Lake	\$8,204,900	10.0%
2. Prairie Lake - Prairie Lake	\$4,719,710	5.7%
3. Lake Michigan	\$4,495,200	5.5%
4. Okauchee Lake	\$3,199,000	3.9%
5. North Twin Lake	\$2,824,150	3.4%
6. Bridge Lake	\$1,879,100	2.3%
7. Plum Lake	\$1,871,000	2.3%
8. Lake Pepin - Stockholm	\$1,695,600	2.1%
9. Lake Menomin - Menomonie	\$1,437,500	1.7%
10. Lake Superior	\$1,403,000	1.7%

**Total Wisconsin Land Market:**

**\$82,284,338**

## Most Expensive Homes

1. Geneva Lake	\$1,576,085
2. Okauchee Lake	\$1,168,067

## Most Affordable Homes

1. Bridge Lake	\$575,164
2. Lake Saint Croix - Afton	\$686,004

## Most Listings

1. Prairie Lake - Prairie Lake	80	6.3%	6. Lake Saint Croix - Afton	23	3.3%
2. Lake Michigan	47	3.7%	6. Lake Wissota - Lafayette	23	1.8%
3. Geneva Lake	43	3.4%	8. Rice Lake 230 - Rice Lake	22	1.7%
4. Delevan Lake	27	2.1%	9. Bridge Lake	20	1.6%
5. Red Cedar Lake - Cedar Lake	24	1.9%	10. Apple River Flowage 134 - Lincoln	18	1.4%

**Total Wisconsin Listings:**

**1,277**

## Most Homes Available

1. Geneva Lake	39	5.5%
2. Lake Michigan	37	5.3%
3. Delevan Lake	24	3.4%
4. Lake Saint Croix - Afton	23	3.3%
5. Lake Wissota - Lafayette	20	2.8%
6. Boom Lake - Newbold	13	1.8%
6. Lake Mohawksin	13	1.8%
8. Lake Como	12	1.7%
8. Okauchee Lake	12	1.7%
10. Bridge Lake	11	1.6%

**Total Wisconsin Home Listings:**

**703**

## Most Land Available

1. Prairie Lake - Prairie Lake	73	12.7%
2. Red Cedar Lake - Cedar Lake	16	2.8%
3. North Twin Lake	14	2.4%
4. Apple River Flowage 134 - Lincoln	13	2.3%
5. Rice Lake 230 - Rice Lake	12	2.1%
6. Birch Lake - Birchwood	11	1.9%
7. Bass Lake - Cedar Lake	10	1.7%
7. Lake Michigan	10	1.7%
9. Bridge Lake	9	1.6%
9. Tainter Lake - Tainter	9	1.6%

**Total Wisconsin Land Listings:**

**574**

## Most Expensive Land Per Acre

### *Listings of Less Than 10 Acres*

1. Red Cedar Lake - Cedar Lake	\$50,326
2. Birch Lake - Birchwood	\$32,564
3. Apple River Flowage 134 - Lincoln	\$30,699
4. Bass Lake - Cedar Lake	\$29,171

### *Listings of 10 Acres or More*

\*\*

## Most Affordable Land per Acre

### *Listings of Less Than 10 Acres*

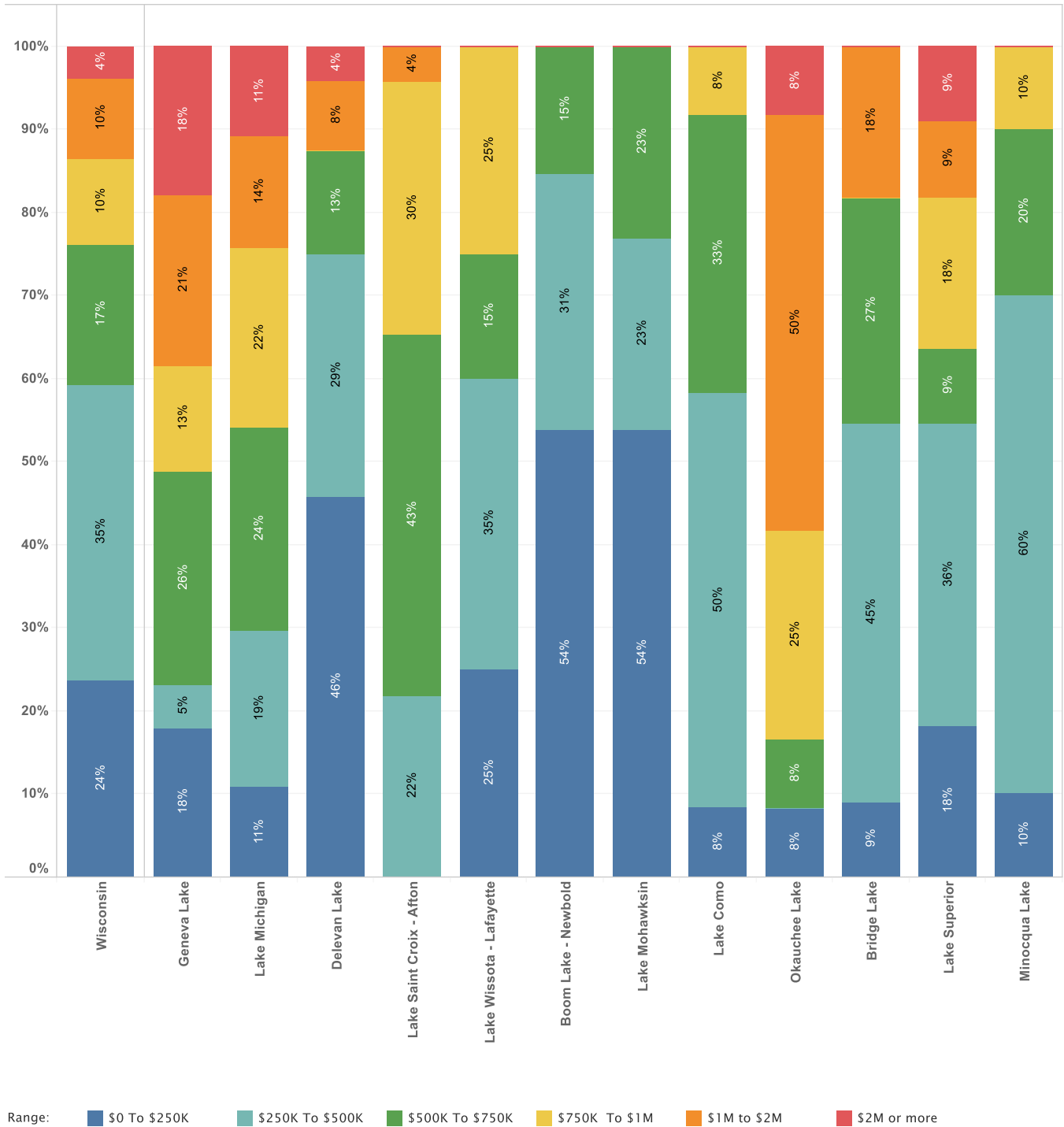
1. Bass Lake - Cedar Lake	\$29,171
2. Apple River Flowage 134 - Lincoln	\$30,699
3. Birch Lake - Birchwood	\$32,564
4. Red Cedar Lake - Cedar Lake	\$50,326

### *Listings of 10 Acres or More*

\*\*

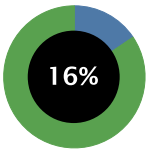
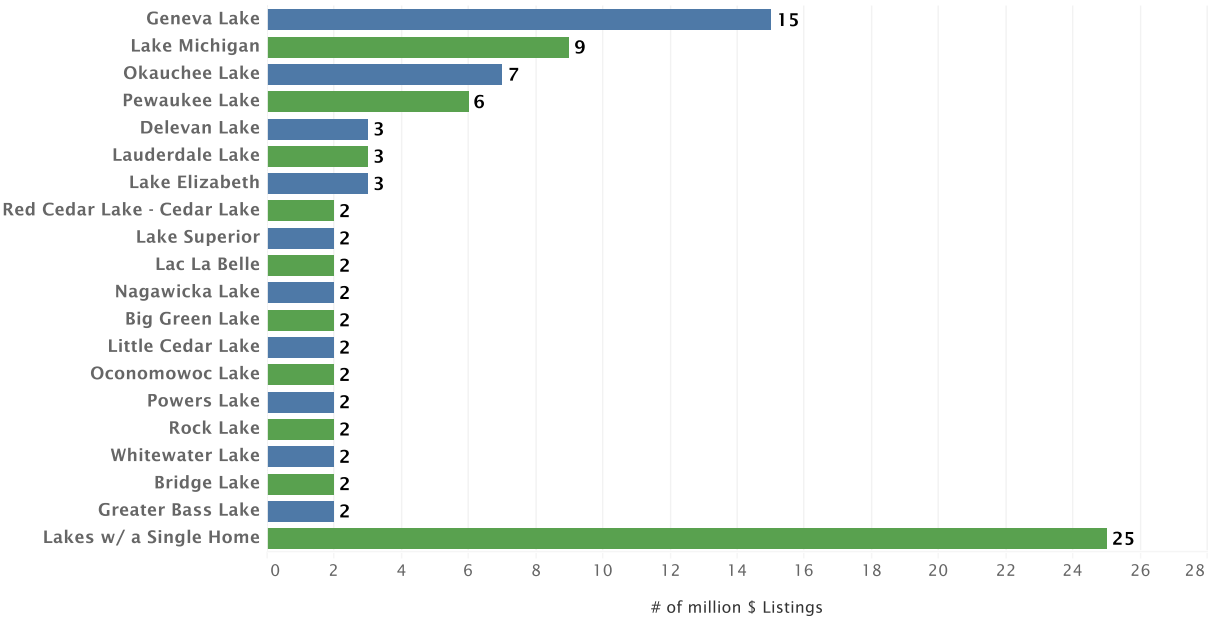


Price Breakdown by Percentage of Homes in the Wisconsin Market 2022Q2



## Luxury Lake Real Estate in Wisconsin

Where Are The Million-Dollar Listings? 2022Q2

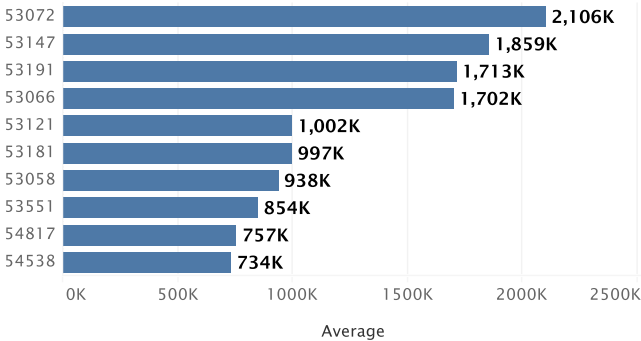


of \$1M+ Homes in Wisconsin are on Geneva Lake

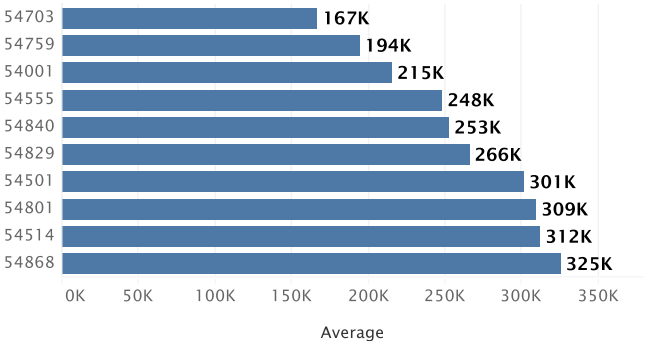
Total Number of \$1M+ Homes

95

Most Expensive ZIP Codes 2022Q2



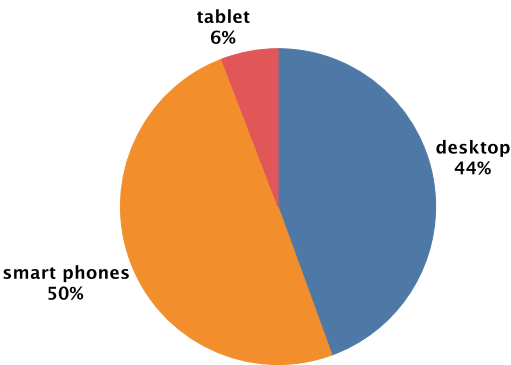
Most Affordable ZIP Codes 2022Q2



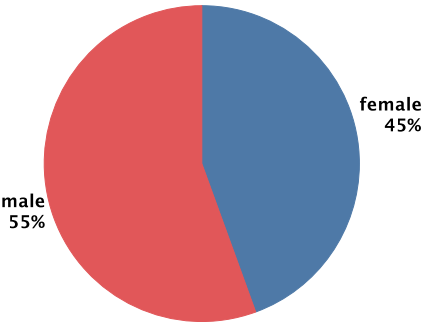
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## Who's Shopping Wisconsin Lake Real Estate

How are shoppers connecting 2022Q2

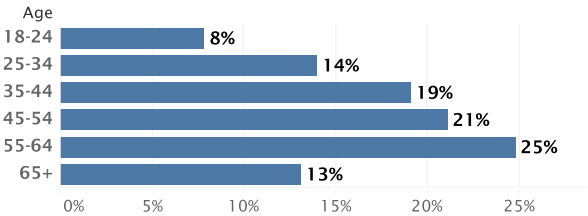


Male/Female Visitors 2022Q2



**58%** of potential buyers come from outside Wisconsin

What Age Groups are Shopping 2022Q2



### Chicago

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

Number 2-10 metros are:

- Minneapolis-St. Paul, MN
- Denver, CO
- Rockford, IL
- Los Angeles, CA
- Phoenix, AZ
- Ft. Myers-Naples, FL
- Davenport IA-Rock Island-Moline, IL
- Tampa-St. Petersburg (Sarasota), FL
- Rochester-Mason City-Austin, IA

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