

Lake Real Estate Market Report

A Multi-State, Lake-Focused
Real Estate Market Report

Summer 2019

Produced By

LakeHomes.com

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CEO's MARKET INSIGHTS

Understanding the current lake real estate market is critical to not only running our brokerage across the country but even more critical in how we can better serve our real estate buyers and sellers.

Each year I meet and discuss the market with hundreds of real estate agents. I love big data (like the information on LakeHomes.com), but “straight-from-the-market” information is a powerful insight many local agents lack the resources to research and understand for their clients.

Here are a few insights about the **current lake real estate market**:

1. Unlike real estate cycles in previous decades, many markets around the country are seeing very unusual buyer behavior. Most lake real estate buyers are **REFUSING** to pay higher prices **EVEN WITH LIMITED DESIRABLE SUPPLY**.

Some “price mindset” adjustments (i.e., willingness to make higher offers) have appeared in a few markets but is still very rare for higher-end homes. While this behavior is market-by-market, in several regions of the country, there are some sellers of lake homes losing patience and lowering their listing prices (although typically they do this price reduction process too slowly, inducing a host of new challenges to selling the property).

This price reduction behavior has been reported by the National Association of Realtors for general residential real estate, and we see the same behavior for lake real estate.

2. Recent real estate new headlines have induced consumer confusion. Many buyers and sellers **incorrectly believe home prices have increased** in many markets.

While this has happened in a few markets over the last year, many people have misunderstood headlines and news articles citing “average home prices have increased.”

The **AVERAGE** has gone up, but it is because much of the available inventory of lower- and mid-priced homes have sold, while higher-end homes remain on the market. So, the **AVERAGE increased, sometimes even with prices of remaining inventory dropping slightly**. This is all about the mix of homes that make the average, not a market trend of rising prices.

3. Lake home sellers need to be very aware that many of today's buyers **are NOT just comparing a home to other homes across that specific lake**. Many buyers are comparing lake homes on **MULTIPLE LAKES**.

Therefore, it is wise to price property with a robust understanding of multiple markets, and with guidance on home prices on similar lakes in other states. In other words, **local market analysis information may not be enough anymore for discretionary and second home real estate**.

4. I continue to see the market **active (but not hyperactive) for lake property sales through at least the end of 2019**, although the level of activity will vary at each local market.

That said, understand that **some markets with high demand from buyers will NOT see a strong increase** in the total number of annual transactions compared to 2018. This is not because of a lack of buyer interest. An issue is a **limited number of “sellable” homes in many lake markets**. (By “sellable,” I mean homes in good condition, on decent water, that are not over-priced.)

New construction will not resolve this issue in the near future, and some lake markets have no room for new construction. **Markets with limited sellable homes will self-limit the number of transactions and may even have fewer sales than the last four years.**

5. While there are exceptions, **lake homes priced between \$175,000 and \$750,000 will generally continue to sell well WHEN PRICED APPROPRIATELY** for age, location, and physical condition. This trend will continue through 2019.
6. Except for markets where the average lake home value is more than \$800,000, **lake homes priced at \$750,000 or more** are seeing very limited buyer interest in most markets. This will not change in the next year (or longer) due to several specific reasons.

Culturally **“The Age of Opulence” has ended.** It is no longer as popular to own high-end homes. This is impacted by **older homeowners** downsizing, thus adding to the inventory of high-end lake homes for sale.

The home construction boom of 2003 to 2007 in many lake markets often focused on high-end homes. These **homes were purchased at the height of the real estate boom** with prices at their peak. Buyers lost their money the moment they bought at a premium price. **Many high-end homeowners are still not yet emotionally (or financially) ready to accept that loss.**

Lastly, many of today’s lake home buyers believe we are at or near a market price peak. They **show little appetite for paying what they believe is an unrecoverable premium as we approach an inevitable economic downturn** (regardless of potential severity).

7. Most lake markets **are currently sellers’ markets.** However, this is nothing like the real estate boom of a few years ago. A few markets now have competing offers for **appropriately** priced homes new to the market if they are lower-to-mid-priced homes. Higher-end homes are rarely seeing competing offers.

An important caution on the market shift for home sellers: Due to the wealth of online information, including what can be found in this report and by searching www.LakeHomes.com, **buyers are better informed than any time in history.**

Today’s lake home buyers (and home buyers in general) **easily spot overpriced homes and AVOID THEM!** Typically, they don’t even request a showing or more information.

8. **Inactivity of showings or offers is rarely due to a lack of marketing** of a home (except for very special cases or some For-Sale-By-Owner properties).
9. Buyer actions continue to speak loudly (although often ignored by sellers). **A lack of buyer interest announces the property is considered overpriced for buyers’ current appetite**, and not even worth their time to inquire or visit. If selling a home, listen to your local market. It is speaking to you!

I hope you find our report valuable and we’d love to answer any questions!

Warmest Regards,



Glenn S. Phillips

CEO

“Local market analysis information may not be enough anymore for discretionary and second home real estate.”

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 26 states and is currently a member of 107 Multiple Listing Services (MLS). Twenty-five 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 2019, including value (i.e., list price) and volume of listings in the 25 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 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 12-month period ending May 15, 2019.

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.

Overall Top 10s

Biggest Markets

1. Lake Michigan, MI	\$1,311,332,454	6. Lake LBJ, TX	\$446,762,193
2. Lake Norman, NC	\$783,608,952	7. Lake Keowee, SC	\$434,997,585
3. Lake Lanier, GA	\$704,849,835	8. Lake Of The Ozarks, MO	\$392,477,675
4. Lake Travis, TX	\$623,574,159	9. Smith Mountain Lake, VA	\$391,249,311
5. Lake Oconee, GA	\$505,707,313	10. Lake Austin, TX	\$389,750,176

Biggest Home Markets

1. Lake Michigan, MI	\$1,000,525,251
2. Lake Norman, NC	\$660,227,377
3. Lake Travis, TX	\$521,204,889
4. Lake Lanier, GA	\$499,031,878
5. Lake Of The Ozarks, MO	\$386,402,885
6. Lake Oconee, GA	\$354,553,032
7. Lake Austin, TX	\$345,895,177
8. Lake LBJ, TX	\$322,249,280
9. Old Hickory Lake, TN	\$297,613,499
10. Lake Keowee, SC	\$282,205,686

Biggest Land Markets

1. Lake Michigan, MI	\$272,238,713
2. Lake Lanier, GA	\$179,722,507
3. Lake Keowee, SC	\$152,791,899
4. Smith Mountain Lake, VA	\$138,278,450
5. Lake Oconee, GA	\$134,827,881
6. Lake Norman, NC	\$123,381,575
7. Lake Hartwell, GA/SC*	\$111,515,132
8. Lake LBJ, TX	\$108,012,913
9. Lake Travis, TX	\$102,369,270
10. Lewis Smith Lake, AL	\$88,575,503

Most Expensive Homes

1. Lake Butler - Orange, FL	\$3,998,926
2. Lake Austin, TX	\$2,760,489
3. Island Lake - Bloomfield Twp, MI	\$2,533,190
4. Orchard Lake, MI	\$2,516,249
5. Lake Maitland, FL	\$2,183,642
6. Upper Straits Lake, MI	\$2,141,566
7. Lake Waramaug, CT	\$2,135,389
8. Lake Nona, FL	\$2,081,815
9. Lake Osceola - Orange, FL	\$2,034,690
10. Lake Minnetonka - Excelsior, MN	\$1,826,458

Most Affordable Homes

1. Yeager Lake, IA	\$88,517
2. Lower City Reservoir, IA	\$104,157
3. Pocono Country Place, PA	\$104,295
4. Lake Montello - Montello, WI	\$116,620
5. Smallwood Lake, MI	\$119,049
6. Bateman Lake, LA	\$125,356
7. Bankhead Lake, AL	\$130,621
8. Puckaway Lake - Markesan, WI	\$134,505
9. Monroe Lakes, PA	\$135,192
10. Pomme De Terre Lake, MO	\$139,226

Most Listings

1. Lake Michigan, MI	2,379	6. Lake Norman, NC	1,192
2. Lake Lanier, GA	1,422	7. Lake Of The Ozarks, MO	1,101
3. Table Rock Lake, AR/MO*	1,409	8. Lake Keowee, SC	1,057
4. Lake Hartwell, GA/SC*	1,308	9. Smith Mountain Lake, VA	1,047
5. Lake Oconee, GA	1,214	10. Lewis Smith Lake, AL	992

Most Homes Available

1.	Lake Michigan, MI	1,178
2.	Lake Of The Ozarks, MO	1,064
3.	Lake Lanier, GA	845
4.	Lake Norman, NC	775
5.	Old Hickory Lake, TN	609
6.	Table Rock Lake, AR/MO*	522
7.	Lake Oconee, GA	519
8.	Grand Lake, OK	443
9.	Lake Hartwell, GA/SC*	440
10.	Lake Travis, TX	424

Most Land Available

1.	Lake Michigan, MI	1,123
2.	Table Rock Lake, AR/MO*	887
3.	Lake Hartwell, GA/SC*	863
4.	Lake Keowee, SC	756
5.	Tellico Lake, TN	725
6.	Lewis Smith Lake, AL	696
7.	Lake Oconee, GA	668
8.	Smith Mountain Lake, VA	652
9.	Watts Bar Lake, TN	651
10.	Norris Lake, TN	561

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Clear Lake, TX	\$1,208,178
2.	Lake Minnetonka - Excelsior, MN	\$848,735
3.	Lake Austin, TX	\$847,271
4.	Lake Butler - Orange, FL	\$828,916
5.	Devils Lake - Brandon Twp, MN	\$686,309
6.	Lake Placid - Seguin, TX	\$618,907
7.	Muskegon Lake, MI	\$615,485
8.	Lake Cameron, AL	\$587,763
9.	Sister Lakes, MI	\$568,742
10.	Lake Conroe, TX	\$477,998

Listings of 10 Acres or More

1.	Lake Travis, TX	\$54,461
2.	J. Percy Priest Lake, TN	\$48,366
3.	Smith Mountain Lake, VA	\$37,281
4.	Canyon Lake, TX	\$36,002
5.	Pend Oreille Lake, ID	\$33,862
6.	Lake Lanier, GA	\$32,813
7.	Arbutus Lake, MI	\$32,427
8.	Fort Loudoun Lake, TN	\$30,820
9.	Lake Michigan - Benton Harbor Area, MI	\$28,686
10.	Lake Murray, SC	\$28,260

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	White Birch Lake, MI	\$4,784
2.	Saint Marys Lake - Fayal Twp, MN	\$7,182
3.	Mud Lake, MI	\$7,339
4.	Gardner Lake, ME	\$8,125
5.	Bull Shoals Lake, MO	\$8,394
6.	Tink Wig Lake, PA	\$9,723
7.	Cordell Hull Lake, TN	\$10,262
8.	Pauley Lake - Birchdale Twp, MN	\$10,573
9.	Graham Lake, ME	\$11,097
10.	Woodhaven Lake, AL	\$12,890

Listings of 10 Acres or More

1.	Great Sacandaga Lake, NY	\$1,687
2.	Tenkiller Lake, OK	\$2,064
3.	Lake Ontario - Watertown Area, NY	\$2,433
4.	Orange Lake, ME	\$2,679
5.	Lake Hudson, OK	\$3,020
6.	Lake Barkley, TN	\$3,223
7.	Bull Shoals Lake, MO	\$3,225
8.	Oologah Lake, OK	\$3,252
9.	Sunset Lake, MI	\$3,355
10.	Bull Shoals Lake, AR	\$3,513

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

Top-Ranked By State

Biggest Market

Alabama:	Lake Martin	\$256,027,812	Missouri:	Lake Of The Ozarks	\$392,477,675
Arkansas:	Table Rock Lake*	\$251,957,152	Nebraska:	Newport Landing Lake	\$12,788,650
Connecticut:	Candlewood Lake	\$102,317,949	New York:	Lake Champlain*	\$178,480,286
Florida-Cntrl:	Lake Butler - Orange	\$159,116,299	North Carolina:	Lake Norman	\$783,608,952
Georgia:	Lake Lanier	\$704,849,835	Oklahoma:	Grand Lake	\$234,576,747
Idaho:	Coeur d'Alene Lake	\$237,732,536	Pennsylvania:	Lake Wallenpaupack	\$82,735,071
Iowa:	East Okoboji Lake	\$38,929,950	South Carolina:	Lake Keowee	\$434,997,585
Kentucky:	Kentucky Lake*	\$77,778,508	Tennessee:	Old Hickory Lake	\$339,615,489
Louisiana:	Lake Pontchartrain	\$170,249,109	Texas:	Lake Travis	\$623,574,159
Maine:	Sebago Lake	\$41,247,987	Vermont:	Lake Champlain*	\$178,480,286
Maryland:	Deep Creek Lake	\$42,514,298	Virginia:	Smith Mountain Lake	\$391,249,311
Michigan:	Lake Michigan	\$1,311,332,454	Wisconsin:	Green Lake - Markesan	\$94,826,996
Minnesota:	Lake Minnetonka - Excelsior	\$291,698,782			

Biggest Home Market

Alabama:	Lake Martin	\$213,519,848
Arkansas:	Table Rock Lake*	\$170,056,798
Connecticut:	Candlewood Lake	\$98,988,199
Florida-Cntrl:	Lake Butler - Orange	\$135,963,499
Georgia:	Lake Lanier	\$499,031,878
Idaho:	Coeur d'Alene Lake	\$176,764,590
Iowa:	West Okoboji Lake	\$31,977,500
Kentucky:	Kentucky Lake*	\$61,003,889
Louisiana:	Lake Pontchartrain	\$141,443,460
Maine:	Sebago Lake	\$33,564,887
Maryland:	Deep Creek Lake	\$36,672,949
Michigan:	Lake Michigan	\$1,000,525,251
Minnesota:	Lake Minnetonka - Excelsior	\$275,795,183
Missouri:	Lake Of The Ozarks	\$386,402,885
Nebraska:	Shadow Lake	\$9,622,488
New York:	Lake Champlain*	\$148,901,888
North Carolina:	Lake Norman	\$660,227,377
Oklahoma:	Grand Lake	\$200,316,548
Pennsylvania:	Lake Wallenpaupack	\$73,214,520
South Carolina:	Lake Keowee	\$282,205,686
Tennessee:	Old Hickory Lake	\$297,613,499
Texas:	Lake Travis	\$521,204,889
Vermont:	Lake Champlain*	\$148,901,888
Virginia:	Smith Mountain Lake	\$252,970,861
Wisconsin:	Green Lake - Markesan	\$72,233,996

Biggest Land Market

Alabama:	Lewis Smith Lake	\$88,575,503
Arkansas:	Table Rock Lake*	\$81,900,354
Connecticut:	Candlewood Lake	\$3,329,750
Florida-Cntrl:	Lake Butler - Orange	\$23,152,800
Georgia:	Lake Lanier	\$179,722,507
Idaho:	Coeur d'Alene Lake	\$60,967,946
Iowa:	Rathbun Lake	\$1,336,199
Kentucky:	Lake Barkley*	\$20,683,924
Louisiana:	Lake Pontchartrain	\$28,805,649
Maine:	Moosehead Lake	\$10,408,000
Maryland:	Deep Creek Lake	\$5,841,349
Michigan:	Lake Michigan	\$272,238,713
Minnesota:	Lake Minnetonka - Excelsior	\$15,903,599
Missouri:	Table Rock Lake*	\$81,900,354
Nebraska:	Newport Landing Lake	\$3,251,400
New York:	Lake Champlain*	\$29,578,398
North Carolina:	Lake Norman	\$123,381,575
Oklahoma:	Lake Texoma*	\$53,023,827
Pennsylvania:	Lake Wallenpaupack	\$9,520,551
South Carolina:	Lake Keowee	\$152,791,899
Tennessee:	Tellico Lake	\$72,670,716
Texas:	Lake LBJ	\$108,012,913
Vermont:	Lake Champlain*	\$29,578,398
Virginia:	Smith Mountain Lake	\$138,278,450
Wisconsin:	Green Lake - Markesan	\$22,593,000

Most Expensive Homes

Alabama:	Greystone Lake II	\$823,052
Arkansas:	Lake Balboa	\$557,887
Connecticut:	Lake Waramaug	\$2,135,389
Florida-Cntrl:	Lake Butler - Orange	\$3,998,926
Georgia:	Lake Burton	\$1,501,293
Idaho:	Coeur d'Alene Lake	\$1,748,036
Iowa:	West Okoboji Lake	\$938,602
Kentucky:	Kentucky Lake	\$415,456
Louisiana:	Lake Pontchartrain	\$628,637
Maine:	Long Lake - Naples	\$765,919
Maryland:	Deep Creek Lake	\$748,427
Michigan:	Island Lake - Bloomfield Twp	\$2,533,190
Minnesota:	Lake Minnetonka - Excelsior	\$1,826,458
Missouri:	Lake Springfield	\$475,456
Nebraska:	Newport Landing Lake	\$794,770
North Carolina:	Fontana Lake	\$1,287,344
New York:	Skaneateles Lake	\$1,578,985
Oklahoma:	Grand Lake	\$478,464
Pennsylvania:	Lake Erie	\$679,046
South Carolina:	Lake Keowee	\$937,560
Tennessee:	Fort Loudoun Lake	\$763,382
Texas:	Lake Austin	\$2,760,489
Vermont:	Lake Champlain - Burlington Area	\$1,140,897
Virginia:	Fawn Lake	\$757,548
Wisconsin:	Long Lake - Long Lake	\$923,050

Most Affordable Homes

Alabama:	Bankhead Lake	\$130,621
Arkansas:	Table Rock Lake*	\$232,307
Connecticut:	Wangumbaug Lake	\$233,074
Florida-Cntrl:	Little Lake Harris	\$279,767
Georgia:	Water's Edge	\$235,239
Idaho:	Hayden Lake	\$1,112,161
Iowa:	Yeager Lake	\$88,517
Kentucky:	Lake Cumberland	\$264,365
Louisiana:	Bateman Lake	\$125,356
Maine:	Portage Lake	\$190,392
Maryland:	Lake Linganore	\$538,350
Michigan:	Smallwood Lake	\$119,049
Minnesota:	Nest Lake - New London Twp	\$167,359
Missouri:	Pomme De Terre Lake	\$139,226
Nebraska:	Candlewood Reservoir	\$372,975
North Carolina:	Oak Hollow Lake	\$278,539
New York:	Black Lake	\$175,757
Oklahoma:	Fort Gibson Lake	\$168,749
Pennsylvania:	Pocono Country Place	\$104,295
South Carolina:	Lyman Lake	\$260,214
Tennessee:	Lake Catherine	\$168,912
Texas:	Callender Lake	\$143,395
Vermont:	Lake St Catherine	\$266,304
Virginia:	Lake Monticello	\$302,713
Wisconsin:	Lake Montello - Montello	\$116,620

Most Listings

Alabama:	Lewis Smith Lake	992
Arkansas:	Table Rock Lake*	1,409
Connecticut:	Candlewood Lake	156
Florida-Cntrl:	Lake Weohyakapka (Walk in Water)	58
Georgia:	Lake Lanier	1,422
Idaho:	Coeur d'Alene Lake	319
Iowa:	Rathbun Lake	76
Kentucky:	Lake Barkley*	438
Louisiana:	Lake Pontchartrain	330
Maine:	Moosehead Lake	112
Maryland:	Deep Creek Lake	77
Michigan:	Lake Michigan	2,379
Minnesota:	Lake Minnetonka - Excelsior	173
Missouri:	Table Rock Lake*	1,409
Nebraska:	Newport Landing Lake	29
New York:	Lake Champlain*	392
North Carolina:	Lake Norman	1,192
Oklahoma:	Lake Eufaula	658
Pennsylvania:	Lake Wallenpaupack	332
South Carolina:	Lake Hartwell*	1,308
Tennessee:	Tellico Lake	950
Texas:	Lake Travis	877
Vermont:	Lake Champlain*	392
Virginia:	Smith Mountain Lake	1,047
Wisconsin:	Castle Rock Lake - Germantown	158

Most Homes Available

Alabama:	Lake Martin	316
Arkansas:	Table Rock Lake*	522
Connecticut:	Candlewood Lake	141
Florida-Cntrl:	Lake Tarpon	42
Georgia:	Lake Lanier	845
Idaho:	Coeur d'Alene Lake	102
Iowa:	East Okoboji Lake	54
Kentucky:	Kentucky Lake*	171
Louisiana:	Lake Pontchartrain	225
Maine:	Sebago Lake	57
Maryland:	Deep Creek Lake	49
Michigan:	Lake Michigan	1,178
Minnesota:	Lake Minnetonka - Excelsior	151
Missouri:	Lake Of The Ozarks	1,064
Nebraska:	Shadow Lake	22
New York:	Lake Champlain*	261
North Carolina:	Lake Norman	775
Oklahoma:	Grand Lake	443
Pennsylvania:	Lake Wallenpaupack	207
South Carolina:	Lake Hartwell*	440
Tennessee:	Old Hickory Lake	609
Texas:	Lake Travis	424
Vermont:	Lake Champlain*	261
Virginia:	Smith Mountain Lake	395
Wisconsin:	Green Lake - Markesan	80

Most Land Available

Alabama:	Lewis Smith Lake	696
Arkansas:	Table Rock Lake*	887
Connecticut:	Woodridge Lake - Goshen	17
Florida-Cntrl:	Lake Weohyakapka (Walk in Water)	49
Georgia:	Lake Hartwell*	863
Idaho:	Coeur d'Alene Lake	217
Iowa:	Rathbun Lake	63
Kentucky:	Lake Barkley*	275
Louisiana:	Lake Pontchartrain	105
Maine:	Moosehead Lake	66
Maryland:	Deep Creek Lake	28
Michigan:	Lake Michigan	1,123
Minnesota:	Leech Lake - Cass Lake	74
Missouri:	Table Rock Lake*	887
Nebraska:	Newport Landing Lake	17
New York:	Lake Champlain*	131
North Carolina:	Lake Norman	417
Oklahoma:	Lake Texoma*	437
Pennsylvania:	Lake Wallenpaupack	125
South Carolina:	Lake Hartwell*	863
Tennessee:	Tellico Lake	725
Texas:	Lake LBJ	510
Vermont:	Lake Champlain*	131
Virginia:	Smith Mountain Lake	652
Wisconsin:	Petenwell Lake - Arkdale	94

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

Alabama

With a 35% increase in market value from spring 2019, Lake Martin has taken over Alabama's top market.

Biggest Market

1.	Lake Martin	\$256,027,812	(15.5%)	6.	Lake Tuscaloosa	\$68,999,115	(4.2%)
2.	Lewis Smith Lake	\$244,698,253	(14.8%)	7.	Wilson Lake	\$65,299,269	(4.0%)
3.	Lake Guntersville	\$157,504,394	(9.5%)	8.	Lake Purdy	\$54,975,531	(3.3%)
4.	Lake Wedowee	\$96,981,561	(5.9%)	9.	Greystone Lake II	\$54,143,197	(3.3%)
5.	Logan Martin Lake	\$85,282,236	(5.2%)	10.	Weiss Lake	\$53,435,546	(3.2%)

Total Alabama Market: \$1,650,034,261

Biggest Home Market

1.	Lake Martin	\$213,519,848	(17.7%)
2.	Lewis Smith Lake	\$150,744,250	(12.5%)
3.	Lake Guntersville	\$82,480,399	(6.8%)
4.	Logan Martin Lake	\$62,181,192	(5.2%)
5.	Greystone Lake II	\$53,498,398	(4.4%)
6.	Lake Purdy	\$52,548,831	(4.4%)
7.	Lake Wedowee	\$51,979,500	(4.3%)
8.	Highland Lakes	\$41,291,855	(3.4%)
9.	Lake Tuscaloosa	\$40,281,000	(3.3%)
10.	Liberty Park	\$39,685,064	(3.3%)

Total Alabama Home Market: \$1,204,676,348

Biggest Land Market

1.	Lewis Smith Lake	\$88,575,503	(20.2%)
2.	Lake Guntersville	\$75,023,995	(17.1%)
3.	Lake Wedowee	\$45,002,061	(10.2%)
4.	Lake Martin	\$42,507,964	(9.7%)
5.	Wilson Lake	\$28,787,800	(6.6%)
6.	Lake Tuscaloosa	\$28,718,115	(6.5%)
7.	Logan Martin Lake	\$23,101,044	(5.3%)
8.	Weiss Lake	\$14,455,797	(3.3%)
9.	Neely Henry Lake	\$12,031,000	(2.7%)
10.	Wheeler Lake	\$9,149,098	(2.1%)

Total Alabama Land Market: \$439,282,413

While Lake Martin is first in home market value, Lewis Smith Lake is first for land market value.

Most Expensive Homes

1.	Greystone Lake II	\$823,052
2.	Liberty Park	\$708,661
3.	Lake Martin	\$679,553
4.	Lake Tuscaloosa	\$606,562
5.	Lake Purdy	\$604,009
6.	Wilson Lake	\$579,547
7.	Highland Lakes	\$543,313
8.	Lewis Smith Lake	\$540,108
9.	Shades Creek	\$504,106
10.	Lake Heather	\$494,349

Most Affordable Homes

1.	Bankhead Lake	\$130,621
2.	Waterford Lake - Calera	\$186,821
3.	Catoma Lake	\$261,238
4.	Lay Lake	\$270,728
5.	Echo Lake	\$275,155
6.	Deer Ridge Lake	\$287,348
7.	Lake Eufaula	\$289,685
8.	Weiss Lake	\$314,266
9.	Jordan Lake	\$333,188
10.	Lake Harding	\$364,404

Most Listings

1.	Lewis Smith Lake	992	(16.9%)	6.	Weiss Lake	327	(5.6%)
2.	Lake Guntersville	601	(10.2%)	7.	Lake Eufaula*	213	(3.6%)
3.	Lake Martin	485	(8.3%)	8.	Lay Lake	206	(3.5%)
4.	Lake Wedowee	446	(7.6%)	9.	West Point Lake*	195	(3.3%)
5.	Logan Martin Lake	421	(7.2%)	10.	Lake Tuscaloosa	190	(3.2%)

Total Alabama Listings: 5,875

Most Homes Available

1.	Lake Martin	316	(12.0%)
2.	Lewis Smith Lake	294	(11.2%)
3.	Lake Guntersville	179	(6.8%)
4.	Logan Martin Lake	173	(6.6%)
5.	Weiss Lake	134	(5.1%)
6.	Lake Wedowee	120	(4.6%)
7.	Lake Eufaula*	115	(4.4%)
8.	Lay Lake	92	(3.5%)
9.	Lake Purdy	87	(3.3%)
10.	Wheeler Lake	77	(2.9%)

Total Alabama Home Listings: 2,628

Most Land Available

1.	Lewis Smith Lake	696	(21.5%)
2.	Lake Guntersville	422	(13.0%)
3.	Lake Wedowee	326	(10.1%)
4.	Logan Martin Lake	248	(7.6%)
5.	Weiss Lake	192	(5.9%)
6.	Lake Martin	169	(5.2%)
7.	West Point Lake*	134	(4.1%)
8.	Lake Tuscaloosa	124	(3.8%)
9.	Lay Lake	114	(3.5%)
10.	Neely Henry Lake	112	(3.5%)

Total Alabama Land Market: 3,243

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Cameron	\$587,763
2.	Wilson Lake	\$200,454
3.	Lake Martin	\$181,870
4.	Liberty Park	\$151,220
5.	Shoal Creek	\$107,202
6.	Lake Guntersville	\$104,901
7.	Lake Purdy	\$97,536
8.	Wheeler Lake	\$97,497
9.	Lake Tuscaloosa	\$89,959
10.	Lake Mitchell	\$79,735

Listings of 10 Acres or More

1.	Lewis Smith Lake	\$15,822
2.	Weiss Lake	\$15,206
3.	Lake Tuscaloosa	\$12,237
4.	Lake Wedowee	\$10,793
5.	Jordan Lake	\$10,261
6.	Lake Martin	\$9,621
7.	Lake Guntersville	\$9,299
8.	Logan Martin Lake	\$8,588
9.	Neely Henry Lake	\$7,088

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Woodhaven Lake	\$12,890
2.	Bankhead Lake	\$22,182
3.	Million Dollar Lakes	\$25,436
4.	Lay Lake	\$27,724
5.	Jordan Lake	\$34,753
6.	Carrington Lake	\$36,147
7.	Lake Eufaula	\$41,420
8.	Weiss Lake	\$43,062
9.	Deer Ridge Lake	\$44,057
10.	Lake Harding	\$48,573

Listings of 10 Acres or More

1.	Lay Lake	\$4,012
2.	Neely Henry Lake	\$7,088
3.	Logan Martin Lake	\$8,588
4.	Lake Guntersville	\$9,299
5.	Lake Martin	\$9,621
6.	Jordan Lake	\$10,261
7.	Lake Wedowee	\$10,793
8.	Lake Tuscaloosa	\$12,237
9.	Weiss Lake	\$15,206

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

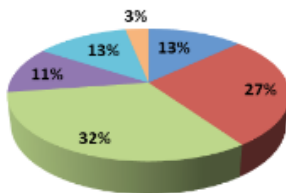


LakeHomes.com

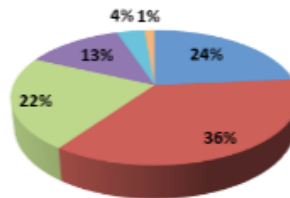
2019 SUMMER ALABAMA LAKES

ALABAMA LAKES AT A GLANCE

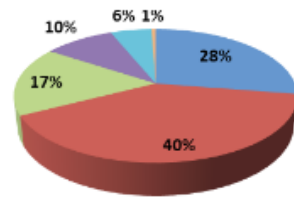
Lake Martin



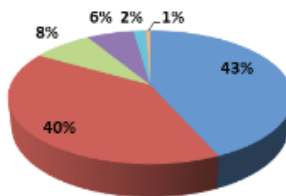
Lewis Smith Lake



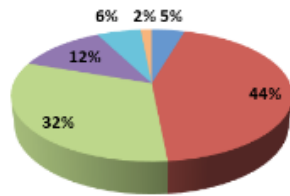
Lake Guntersville



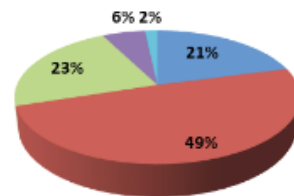
Logan Martin Lake



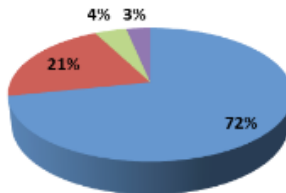
Lake Tuscaloosa



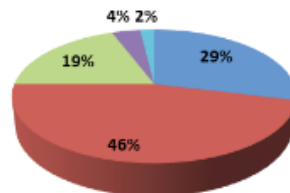
Lake Wedowee



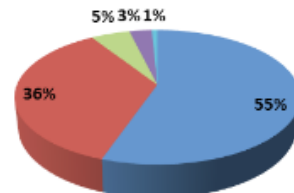
Lay Lake



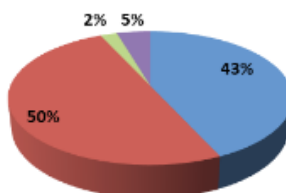
Neely Henry Lake



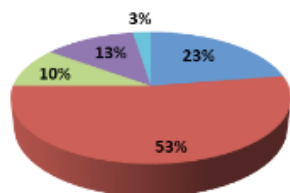
Weiss Lake



Jordan Lake

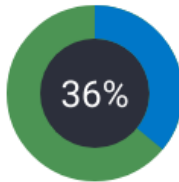
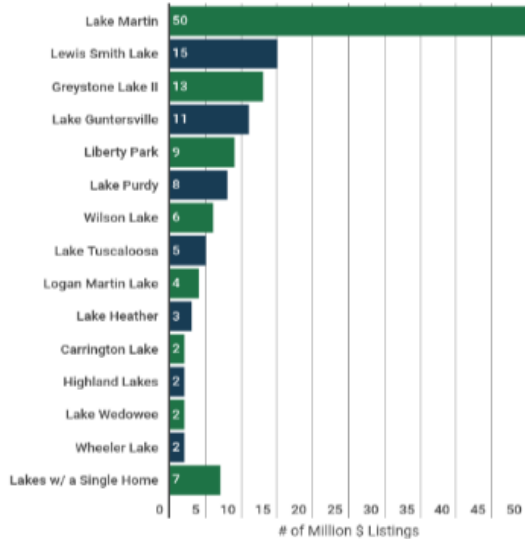


Lake Mitchell



LUXURY REAL ESTATE IN ALABAMA

Where Are The Million-Dollar Listings?



of \$1M+ homes in Alabama on Lake Martin

Total Number of \$1M + Homes

139

10 Most Expensive ZIP Codes

21

ZIPs average above \$500k

6

Different lakes are in the Top 10

4

Lake Martin ZIPs are in the Top 10

ZIP Code	Lake	Average
35010	Lake Martin	\$830K
35033	Lewis Smith Lake	\$824K
35634	Wilson Lake	\$823K
36024	Lake Martin	\$818K
35406	Lake Tuscaloosa	\$713K
36026	Lake Martin	\$700K
35242	Lay Purdy	\$654K
36853	Lake Martin	\$599K
36801	Sougahatchee Lake	\$595K
35645	Lewis Smith Lake	\$575K

WHO'S SHOPPING ALABAMA LAKE REAL ESTATE



52%

of potential buyers come from outside Alabama



71%

are over age 45, most are 55-64



66%

use a smartphone or a tablet



Atlanta

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

Number 2-10 metros are:

- Nashville, TN
- Columbus, GA
- Orlando-Daytona Beach, FL
- Chicago, IL
- Houston, TX
- Memphis, TN
- New York, NY
- Washington DC
- New Orleans, LA

Arkansas

Lake Hamilton at about \$136 million in total home market value, has grown 31% in home market value since the spring 2019.

Biggest Market

1.	Table Rock Lake*	\$251,957,152	(31.2%)	6.	Lake Norfolk	\$26,777,394	(3.3%)
2.	Lake Hamilton	\$179,477,428	(22.2%)				
3.	Beaver Lake	\$149,130,795	(18.5%)				
4.	Bull Shoals Lake*	\$50,445,112	(6.3%)				
5.	Greers Ferry Lake	\$49,288,194	(6.1%)				

Biggest Home Market

1.	Table Rock Lake*	\$170,056,798	(29.5%)
2.	Lake Hamilton	\$135,725,101	(23.6%)
3.	Beaver Lake	\$87,363,885	(15.2%)
4.	Greers Ferry Lake	\$39,839,325	(6.9%)
5.	Bull Shoals Lake*	\$39,435,149	(6.8%)
6.	Lake Norfolk	\$19,752,300	(3.4%)

Total Arkansas Home Market: \$576,180,245

Total Arkansas Market: \$806,882,694

Biggest Land Market

1.	Table Rock Lake*	\$81,900,354	(35.5%)
2.	Beaver Lake	\$61,766,910	(26.8%)
3.	Lake Hamilton	\$43,752,327	(19.0%)
4.	Bull Shoals Lake*	\$11,009,963	(4.8%)
5.	Greers Ferry Lake	\$9,448,869	(4.1%)
6.	Lake Norfolk	\$7,025,094	(3.0%)

Total Arkansas Land Market: \$230,702,449

Average Home Price

1.	Lake Balboa	\$557,887
2.	Beaver Lake	\$493,581
3.	Lake Hamilton	\$484,722
4.	Hurricane Lake	\$459,490
5.	Loch Lomond	\$416,793
6.	Greers Ferry Lake	\$353,969

Lake Hamilton is ranked second for most homes available but ranks fourth in most land available.

Most Listings

1.	Table Rock Lake*	1,409	(38.9%)	6.	Lake Norfolk	113	(3.1%)
2.	Beaver Lake	639	(17.6%)				
3.	Lake Hamilton	406	(11.2%)				
4.	Bull Shoals Lake*	345	(9.5%)				
5.	Greers Ferry Lake	243	(6.7%)				

Total Arkansas Listings: 3,622

Most Homes Available

1.	Table Rock Lake*	522	(34.4%)
2.	Lake Hamilton	280	(18.5%)
3.	Beaver Lake	177	(11.7%)
4.	Bull Shoals Lake*	137	(9.0%)
5.	Greers Ferry Lake	118	(7.8%)
6.	Lake Norfolk	59	(3.9%)

Total Arkansas Home Listings: 1,516

Most Land Available

1.	Table Rock Lake*	887	(42.1%)
2.	Beaver Lake	462	(21.9%)
3.	Bull Shoals Lake*	208	(9.9%)
4.	Lake Hamilton	126	(6.0%)
5.	Greers Ferry Lake	125	(5.9%)
6.	Loch Lomond	66	(3.1%)

Total Arkansas Land Listings: 2,106

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Hamilton	\$316,563
2.	Lake Thunderbird	\$79,482
3.	Greers Ferry Lake	\$56,344
4.	Loch Lomond	\$52,712
5.	Table Rock Lake	\$37,227

Listings of 10 Acres or More

1.	Lake Norfolk	\$10,016
2.	Beaver Lake	\$8,704

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Bull Shoals Lake	\$15,483
2.	Lake Ann	\$16,300
3.	Lake Norfolk	\$22,328
4.	Beaver Lake	\$33,894
5.	Lake Windsor	\$34,079

Listings of 10 Acres or More

1.	Bull Shoals Lake	\$3,513
2.	Greers Ferry Lake	\$6,821

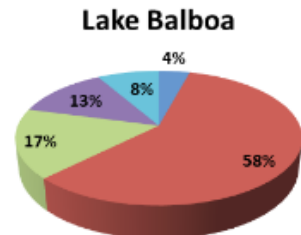
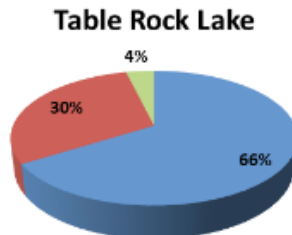
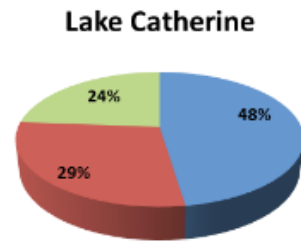
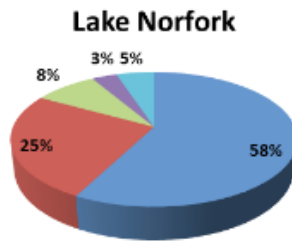
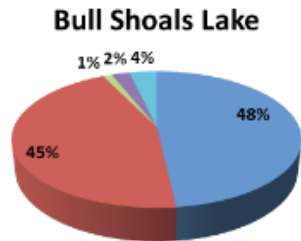
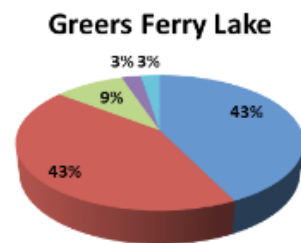
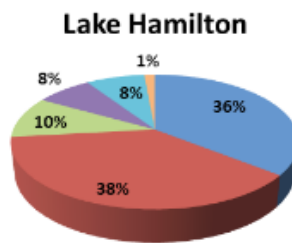
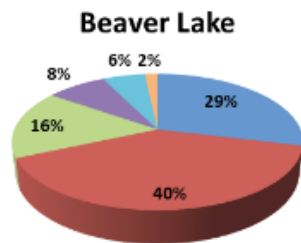
* This includes lake real estate inventory from more than one state.



LakeHomes.com

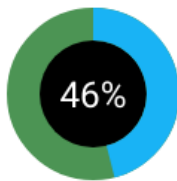
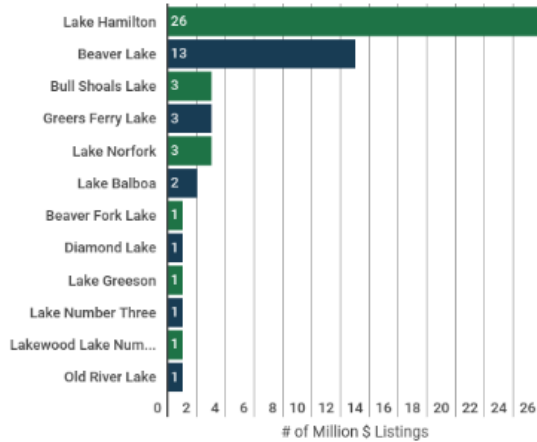
2019 SUMMER ARKANSAS LAKES

ARKANSAS LAKES AT A GLANCE



LUXURY REAL ESTATE IN ARKANSAS

Where Are The Million-Dollar Listings?



of \$1M+ homes in Arkansas on Lake Hamilton

Total Number of \$1M + Homes

056

10 Most Expensive ZIP Codes

- 4** Have an average above \$500K
- 4** Beaver Lake ZIPs make the Top 10
- 2** Lakes have 2 or more Zips in Top 10

ZIP Code	Lake	Average
72745	Beaver Lake	\$954K
72632	Beaver Lake	\$765K
72519	Lake Norfork	\$656K
72131	Greers Ferry Lake	\$587K
71913	Lake Hamilton	\$497K
72758	Beaver Lake	\$495K
72530	Greers Ferry Lake	\$476K
72019	Pebble Lake	\$461K
71909	Lake Balboa	\$444K
72756	Beaver Lake	\$441K

WHO'S SHOPPING ARKANSAS LAKE REAL ESTATE



70%

of potential buyers come from outside Arkansas



75%

are over age 45, most are 55-64



65%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Dallas

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

Number 2-10 metros are:

- Memphis, TN
- Chicago, IL
- St. Louis, MO
- Springfield, MO
- Kansas City, MO
- Houston, TX
- Oklahoma City, OK
- Shreveport LA
- Tulsa, OK

Central Florida

Lake Butler – Orange has an overall market value worth more than twice the value of No. 2 Lake Nona.

Biggest Market

1.	Lake Butler - Orange	\$159,116,299	(13.4%)	6.	Lake Burden	\$33,676,799	(2.8%)
2.	Lake Nona	\$71,813,800	(6.0%)	7.	Lake Osceola - Orange	\$24,940,900	(2.1%)
3.	Lake Maitland	\$64,882,000	(5.5%)	8.	Butler Chain Of Lakes	\$24,026,500	(2.0%)
4.	Lake Tarpon	\$36,096,990	(3.0%)	9.	Lake Hancock - Orange	\$23,579,800	(2.0%)
5.	Lake Thonotosassa	\$33,852,700	(2.8%)	10.	Lake Griffin	\$20,363,598	(1.7%)
Total Florida Market: \$1,188,544,284							

Biggest Home Market

1.	Lake Butler - Orange	\$135,963,499	(14.2%)
2.	Lake Nona	\$68,699,900	(7.2%)
3.	Lake Maitland	\$61,142,000	(6.4%)
4.	Lake Tarpon	\$34,127,590	(3.6%)
5.	Lake Burden	\$31,961,799	(3.3%)
6.	Lake Thonotosassa	\$26,318,000	(2.7%)
7.	Butler Chain Of Lakes	\$23,277,500	(2.4%)
8.	Lake Hancock - Orange	\$20,705,000	(2.2%)
9.	Lake Osceola - Orange	\$20,346,900	(2.1%)
10.	Lake Tohopekaliga	\$17,161,898	(1.8%)
Total Florida Home Market: \$958,435,715			

Biggest Land Market

1.	Lake Butler - Orange	\$23,152,800	(10.3%)
2.	Lake Thonotosassa	\$7,534,700	(3.3%)
3.	Lake Griffin	\$5,399,499	(2.4%)
4.	Lake Dora	\$3,044,100	(1.3%)
5.	Lake Alfred	\$1,582,190	(0.7%)
6.	Lake Eustis	\$984,800	(0.4%)
7.	Lake Weohyakapka (Walk in Water)	\$941,700	(0.4%)
8.	Lake Norris	\$271,100	(0.1%)
.			(0.0%)
.			(0.0%)
Total Florida Land Market: \$225,837,879			

Despite an approximate 10% decrease in average list price, Lake Maitland remains the second-most expensive home market.

Most Expensive Homes

1.	Lake Butler - Orange	\$3,998,926
2.	Lake Maitland	\$2,183,642
3.	Lake Nona	\$2,081,815
4.	Lake Osceola - Orange	\$2,034,690
5.	Lake Burden	\$1,389,643
6.	Butler Chain Of Lakes	\$1,108,452
7.	Lake Hancock - Orange	\$1,035,250
8.	Big Sand Lake	\$907,453
9.	John's Lake	\$841,630
10.	Lake Minnehaha - Lake	\$839,130

Most Affordable Homes

1.	Little Lake Harris	\$279,767
2.	Lucaya Lake	\$280,207
3.	Lake Ashton	\$290,453
4.	Lake Eustis	\$385,256
5.	Lake Uihlein	\$389,010
6.	Buck Lake - Osceola	\$390,571
7.	Lake Minneola - Lake	\$458,050
8.	Crooked Lake	\$470,481
9.	Lake Tohopekaliga	\$506,906
10.	Black Lake	\$540,591

Most Listings

1.	Lake Weohyakapka (Walk in Water)	58	(3.8%)	6.	Lake Nona	38	(2.5%)
2.	Lake Butler - Orange	54	(3.6%)	6.	Lake Tohopekaliga	38	(2.5%)
3.	Lake Tarpon	50	(3.3%)	8.	Lake Conway	32	(2.1%)
4.	Lake Dora	45	(3.0%)	9.	Lake Maitland	30	(2.0%)
5.	Lake Griffin	42	(2.8%)	10.	Buck Lake - Osceola	29	(1.9%)

Total Florida Listings: 1,508

Most Homes Available

1.	Lake Tarpon	42	(3.9%)
2.	Lake Butler - Orange	34	(3.2%)
2.	Lake Tohopekaliga	34	(3.2%)
4.	Lake Nona	33	(3.1%)
5.	Lake Maitland	28	(2.6%)
5.	Lake Conway	28	(2.6%)
7.	Lake Griffin	26	(2.4%)
7.	Lake Ashton	26	(2.4%)
9.	Lake Dora	25	(2.3%)
9.	Little Lake Harris	25	(2.3%)

Total Florida Home Listings: 1,073

Most Land Available

1.	Lake Weohyakapka (Walk in Water)	49	(11.5%)
2.	Lake Butler - Orange	20	(4.7%)
2.	Lake Alfred	20	(4.7%)
2.	Lake Dora	20	(4.7%)
5.	Lake Thonotosassa	19	(4.5%)
6.	Lake Griffin	16	(3.8%)
7.	Lake Norris	11	(2.6%)
7.	Lake Eustis	11	(2.6%)
			(0.0%)
			(0.0%)

Total Florida Land Listings: 426

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Lake Butler - Orange	\$828,916
2.	Lake Alfred	\$243,030
3.	Lake Dora	\$231,480
4.	Lake Thonotosassa	\$176,519
5.	Lake Griffin	\$103,133
6.	Lake Eustis	\$69,356
7.	Lake Weohyakapka (Walk in Water)	\$27,725
8.	Lake Norris	\$24,145

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.

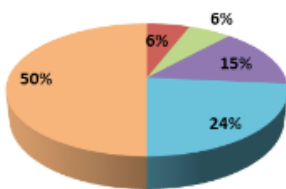


LakeHomes.com

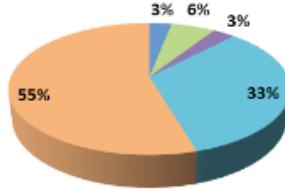
2019 SUMMER CENTRAL FLORIDA LAKES

CENTRAL FLORIDA LAKES AT A GLANCE

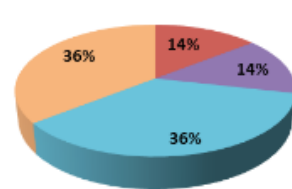
Lake Butler - Orange



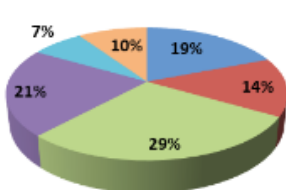
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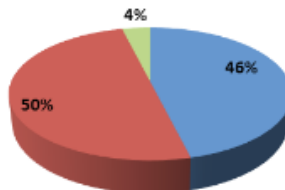
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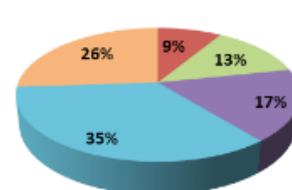
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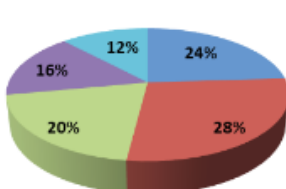
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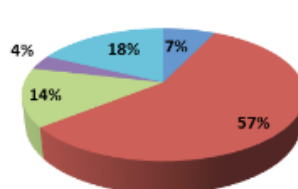
Lake Burden



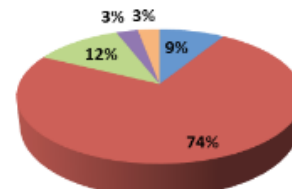
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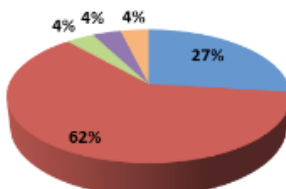
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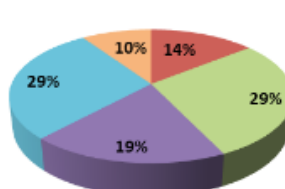
Lake Tohopekaliga



Lake Griffin

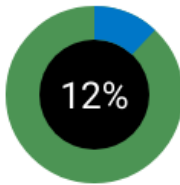
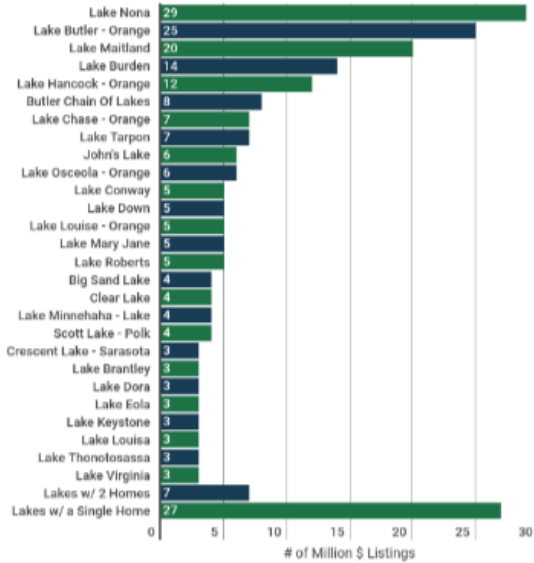


Butler Chain Of Lakes



LUXURY REAL ESTATE IN CENTRAL FLORIDA

Where Are The Million-Dollar Listings?



of \$1M+ homes in Central Florida on Lake Nona

Total Number of \$1M + Homes

240

10 Most Expensive ZIP Codes

6 Zip codes average \$1M or more

2 Zips average over \$2 million

0 Lakes have more than 1 ZIP in Top 10

ZIP Code	Lake	Average
34786	Lake Burden	\$2.85M
32827	Lake Nona	\$2.08M
32789	Lake Maitland	\$1.85M
32751	Lake Minnehaha	\$1.65M
32819	Spring Lake - Seminole	\$1.30M
34756	Lake Apopka	\$1.20M
32757	Lake Dora	\$954K
32813	Eagle Lake	\$923K
32159	Lake Griffin	\$908K
32836	Lake Butler - Orange	\$892K

WHO'S SHOPPING CENTRAL FLORIDA LAKE REAL ESTATE



37%

of potential buyers come from outside Florida



80%

are over age 45, most are 55-64



60%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Atlanta

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

Number 2-10 metros are:

- New York, NY
- Chicago, IL
- Washington DC
- Philadelphia, PA
- Detroit, MI
- Boston, MA
- Charlotte, NC
- Hartford, CT
- Dallas-Ft. Worth, TX

Connecticut

The overall lake market value of Connecticut is up more than 35% since last quarter.

Biggest Market

1.	Candlewood Lake	\$102,317,949	(25.6%)
2.	Woodridge Lake - Goshen	\$28,908,000	(7.2%)
3.	Lake Waramaug	\$24,698,899	(6.2%)
4.	Lake Zoar	\$22,891,743	(5.7%)
5.	Highland Lake	\$21,422,099	(5.4%)

Total Connecticut Market: \$400,078,984

Most Listings

1.	Candlewood Lake	156	(21.4%)
2.	Woodridge Lake - Goshen	59	(8.1%)
3.	Lake Zoar	41	(5.6%)
4.	Highland Lake	37	(5.1%)
5.	Pocotopaug Lake	27	(3.7%)

Total Connecticut Listings: 730

Biggest Home Market

1.	Candlewood Lake	\$98,988,199	(26.9%)
2.	Woodridge Lake - Goshen	\$26,453,400	(7.2%)
3.	Lake Waramaug	\$21,353,899	(5.8%)
4.	Highland Lake	\$20,898,099	(5.7%)
5.	Lake Zoar	\$20,505,143	(5.6%)

Total Connecticut Home Market: \$368,649,735

Most Homes Available

1.	Candlewood Lake	141	(23.6%)
2.	Woodridge Lake - Goshen	42	(7.0%)
3.	Highland Lake	34	(5.7%)
4.	Lake Zoar	32	(5.4%)
5.	Pocotopaug Lake	24	(4.0%)

Total Connecticut Home Listings: 598

Biggest Land Market

1.	Candlewood Lake	\$3,329,750	(10.6%)
2.	Woodridge Lake - Goshen	\$2,454,600	(7.8%)

Total Connecticut Land Market: \$31,429,249

Most Land available

1.	Woodridge Lake - Goshen	17	(12.9%)
2.	Candlewood Lake	15	(11.4%)

Total Connecticut Land Listings: 132

Average Home Price

1.	Lake Waramaug	\$2,135,389
2.	Lake Lillinonah	\$932,470
3.	Samp Mortar Reservoir	\$771,443
4.	Candlewood Lake	\$702,043
5.	Lake Zoar	\$640,785

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Candlewood Lake	\$160,230
2.	Woodridge Lake - Goshen	\$146,194

Listings of 10 Acres or More

1.	Dog Pond	\$18,684
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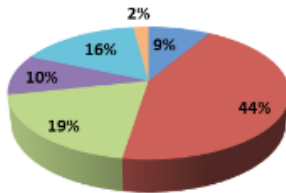


LakeHomes.com

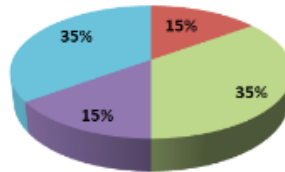
2019 SUMMER CONNECTICUT LAKES

CONNECTICUT LAKES AT A GLANCE

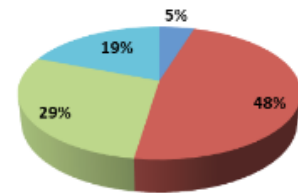
Candlewood Lake



Lake Lillinonah



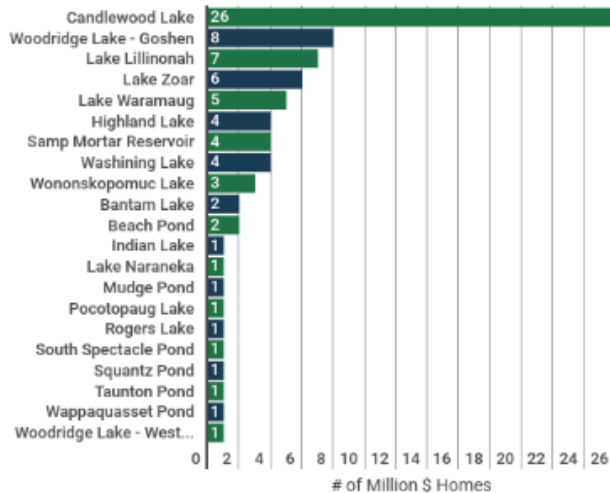
Woodridge Lake - Goshen



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN CONNECTICUT

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
06069	Indian Lake	\$3.08M
06777	Lake Waramaug	\$2.14M
06039	Wononskopomuc Lake	\$2.02M
06478	Lake Zoar	\$1.82M
06068	Washinee Lake	\$1.09M

Georgia

Georgia's top seven lakes have retained their ranking in relative market value from the spring 2019 report.

Biggest Market

1.	Lake Lanier	\$704,849,835	(26.8%)	6.	Lake Allatoona	\$98,127,585	(3.7%)
2.	Lake Oconee	\$505,707,313	(19.3%)	7.	Lake Sinclair	\$95,853,311	(3.7%)
3.	Lake Hartwell*	\$274,799,076	(10.5%)	8.	Clarks Hill Lake*	\$56,451,377	(2.1%)
4.	Lake Burton	\$174,550,485	(6.6%)	9.	Lake Blue Ridge	\$48,056,198	(1.8%)
5.	Chatuge Lake*	\$115,397,118	(4.4%)	10.	Nottely Lake	\$45,732,163	(1.7%)
Total Georgia Market: \$2,625,708,381							

Biggest Home Market

1.	Lake Lanier	\$499,031,878	(26.1%)
2.	Lake Oconee	\$354,553,032	(18.6%)
3.	Lake Burton	\$164,020,000	(8.6%)
4.	Lake Hartwell*	\$162,536,294	(8.5%)
5.	Chatuge Lake*	\$80,608,496	(4.2%)
6.	Lake Allatoona	\$80,520,729	(4.2%)
7.	Lake Sinclair	\$72,836,324	(3.8%)
8.	Lake Blue Ridge	\$41,865,049	(2.2%)
9.	Windward Lake	\$40,073,403	(2.1%)
10.	Clarks Hill Lake*	\$36,018,656	(1.9%)
Total Georgia Home Market: \$1,910,403,911			

Biggest Land Market

1.	Lake Lanier	\$179,722,507	(27.6%)
2.	Lake Oconee	\$134,827,881	(20.7%)
3.	Lake Hartwell*	\$111,515,132	(17.1%)
4.	Carters Lake	\$33,932,581	(5.2%)
5.	Chatuge Lake*	\$26,050,922	(4.0%)
6.	Nottely Lake	\$22,797,713	(3.5%)
7.	Clarks Hill Lake*	\$20,432,721	(3.1%)
8.	Lake Sinclair	\$20,344,087	(3.1%)
9.	Lake Allatoona	\$16,780,756	(2.6%)
10.	Lake Burton	\$9,430,485	(1.4%)
Total Georgia Land Market: \$652,160,370			

Lake Oconee saw a 32% increase in home market value this quarter, up from about \$268 million in the spring.

Most Expensive Homes

1.	Lake Burton	\$1,501,293
2.	Lake Rabun	\$1,233,836
3.	Lake Blue Ridge	\$1,101,711
4.	Berkeley Lake	\$731,773
5.	Windward Lake	\$728,607
6.	Lake Kedron	\$701,492
7.	Lake Oconee	\$690,221
8.	Bishop Lake	\$646,449
9.	Lake Lanier	\$591,721
10.	Piedmont Lake	\$537,145

Most Affordable Homes

1.	Water's Edge	\$235,239
2.	Lake Lucerne	\$290,781
3.	Norris Lake	\$291,224
4.	Bent Tree	\$312,801
5.	Lake Sinclair	\$313,035
6.	Walter F. George Lake	\$314,791
7.	Jackson Lake	\$335,522
8.	Lake Tara	\$340,082
9.	Hickory Log Reservoir	\$362,217
10.	West Point Lake	\$365,681

Most Listings

1.	Lake Lanier	1,422	(17.9%)	6.	Chatuge Lake*	382	(4.8%)
2.	Lake Hartwell*	1,308	(16.5%)	7.	Lake Allatoona	290	(3.6%)
3.	Lake Oconee	1,214	(15.3%)	8.	Nottely Lake	289	(3.6%)
4.	Lake Sinclair	506	(6.4%)	9.	Walter F. George Lake*	213	(2.7%)
5.	Clarks Hill Lake*	503	(6.3%)	10.	West Point Lake*	195	(2.5%)

Total Georgia Listings: 7,947

Most Homes Available

1.	Lake Lanier	845	(23.4%)
2.	Lake Oconee	519	(14.4%)
3.	Lake Hartwell*	440	(12.2%)
4.	Lake Sinclair	236	(6.5%)
5.	Lake Allatoona	207	(5.7%)
6.	Chatuge Lake*	151	(4.2%)
7.	Walter F. George Lake*	115	(3.2%)
8.	Lake Burton	110	(3.0%)
9.	Clarks Hill Lake*	102	(2.8%)
10.	Jackson Lake	83	(2.3%)

Total Georgia Home Listings: 3,609

Most Land Available

1.	Lake Hartwell*	863	(20.4%)
2.	Lake Oconee	668	(15.8%)
3.	Lake Lanier	547	(12.9%)
4.	Clarks Hill Lake*	401	(9.5%)
5.	Lake Sinclair	264	(6.2%)
6.	Nottely Lake	243	(5.7%)
7.	Chatuge Lake*	213	(5.0%)
8.	West Point Lake*	134	(3.2%)
9.	Bent Tree	102	(2.4%)
10.	Walter F. George Lake*	98	(2.3%)

Total Georgia Land Listings: 4,235

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Blue Ridge	\$340,783
2.	Lake Lanier	\$165,401
3.	Lake Oconee	\$143,982
4.	Lake Arrowhead	\$94,832
5.	Lake Burton	\$92,014
6.	Lake Tobesofkee	\$82,370
7.	Lake Rabun	\$76,297
8.	Lake Hartwell	\$75,484
9.	Chatuge Lake	\$73,872
10.	Jackson Lake	\$55,996

Listings of 10 Acres or More

1.	Lake Lanier	\$32,813
2.	Lake Allatoona	\$18,876
3.	Nottely Lake	\$17,032
4.	Chatuge Lake	\$11,884
5.	Lake Hartwell	\$10,403

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Richard B. Russell Lake	\$21,603
2.	Bent Tree	\$24,267
3.	Carters Lake	\$30,198
4.	Lake Tara	\$31,491
5.	Clarks Hill Lake	\$35,619
6.	Lake Varner	\$35,777
7.	Lake Laceola	\$37,365
8.	West Point Lake	\$40,318
9.	Lake Sinclair	\$44,599
10.	Nottely Lake	\$46,485

Listings of 10 Acres or More

1.	Lake Sinclair	\$4,738
2.	Clarks Hill Lake	\$5,376
3.	Richard B. Russell Lake	\$5,410
4.	West Point Lake	\$9,125
5.	Bent Tree	\$9,370
6.	Lake Oconee	\$10,263

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

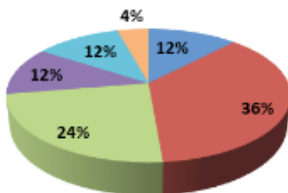


LakeHomes.com

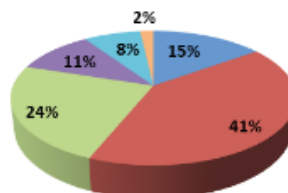
2019 SUMMER GEORGIA LAKES

GEORGIA LAKES AT A GLANCE

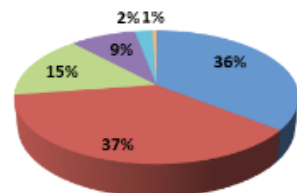
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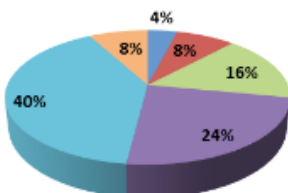
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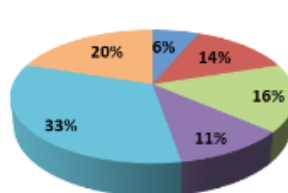
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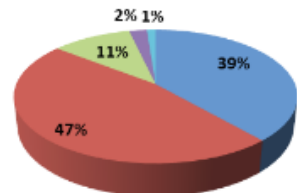
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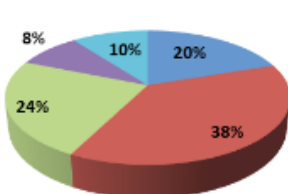
Lake Burton



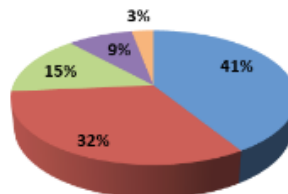
Jackson Lake



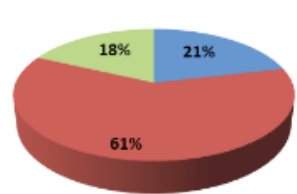
Chatuge Lake



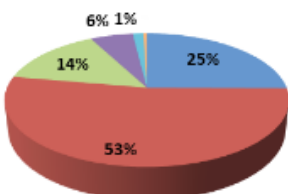
Clarks Hill Lake



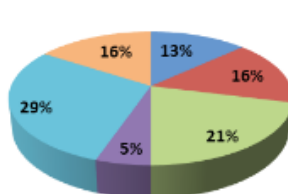
Lake Arrowhead



Lake Allatoona

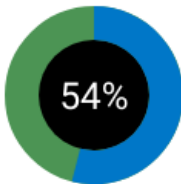
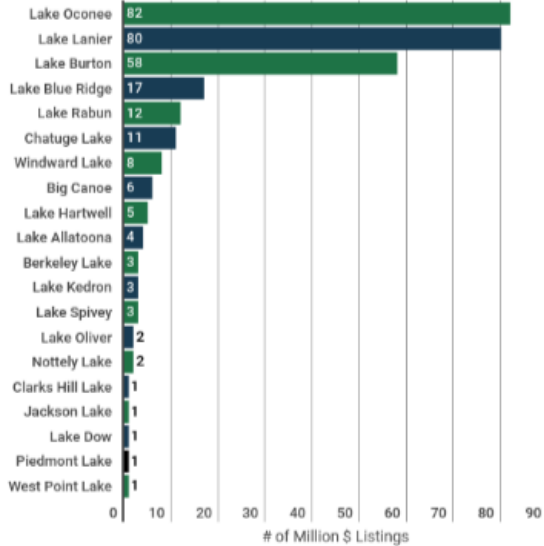


Lake Blue Ridge



LUXURY REAL ESTATE IN GEORGIA

Where Are The Million-Dollar Listings?



of \$1M+ homes in Georgia on Lanier or Oconee

Total Number of \$1M + Homes

301

10 Most Expensive ZIP Codes

10 Zip codes average \$700k or more

6 Zips average over \$1 million

2 Lake Burton ZIPs make the Top 4 ZIPs

ZIP Code	Lake	Average
30576	Lake Burton	\$1.87M
30523	Weiss Lake	\$1.76M
30560	Berkeley Lake	\$1.34M
30525	Lake Burton	\$1.15M
30552	Lake Rabun	\$1.14M
30513	Lake Blue Ridge	\$1.08M
30564	Lake Lanier	\$887K
30096	Berkeley Lake	\$789K
30642	Lake Oconee	\$770K
30566	Lake Lanier	\$747K

WHO'S SHOPPING GEORGIA LAKE REAL ESTATE



37%

of potential buyers come from outside Georgia



73%

are over age 45, most are 55-64



64%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Greenville

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

Number 2-10 metros are:

- Birmingham, AL
- Orlando, FL
- New York, NY
- Tampa-St Pete, FL
- Washington, DC
- Charlotte, NC
- Chicago, IL
- Washington, DC
- Miami, FL

Idaho

No. 1 Coeur d'Alene Lake is responsible for nearly half of Idaho's total lake real estate market with more than \$237 million in listings.

Biggest Market

1.	Coeur d'Alene Lake	\$237,732,536	(48.3%)
2.	Pend Oreille Lake	\$145,698,850	(29.6%)
3.	Hayden Lake	\$50,339,700	(10.2%)
4.	Priest Lake	\$24,575,000	(5.0%)
Total Idaho Market: \$492,147,569			

Most Listings

1.	Coeur d'Alene Lake	319	(46.3%)
2.	Pend Oreille Lake	159	(23.1%)
3.	Hayden Lake	70	(10.2%)
4.	Priest Lake	40	(5.8%)
Total Idaho Listings: 689			

Biggest Home Market

1.	Coeur d'Alene Lake	\$176,764,590	(49.8%)
2.	Pend Oreille Lake	\$105,990,250	(29.8%)
3.	Hayden Lake	\$34,477,000	(9.7%)
4.	Priest Lake	\$19,593,000	(5.5%)
Total Idaho Home Market: \$355,205,888			

Most Homes Available

1.	Coeur d'Alene Lake	102	(41.1%)
2.	Pend Oreille Lake	73	(29.4%)
3.	Hayden Lake	31	(12.5%)
4.	Priest Lake	16	(6.5%)
Total Idaho Home Listings: 248			

Biggest Land Market

1.	Coeur d'Alene Lake	\$60,967,946	(44.5%)
2.	Pend Oreille Lake	\$39,708,600	(29.0%)
3.	Hayden Lake	\$15,862,700	(11.6%)
4.	Priest Lake	\$4,982,000	(3.6%)
Total Idaho Land Market: \$136,941,681			

Most Land available

1.	Coeur d'Alene Lake	217	(49.2%)
2.	Pend Oreille Lake	86	(19.5%)
3.	Hayden Lake	39	(8.8%)
4.	Priest Lake	24	(5.4%)
Total Idaho Land Listings: 441			

Average Home Price

1.	Coeur d'Alene Lake	\$1,748,036
2.	Pend Oreille Lake	\$1,451,921
3.	Priest Lake	\$1,224,562

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Hayden Lake	\$333,530	1.	Pend Oreille Lake	\$33,862
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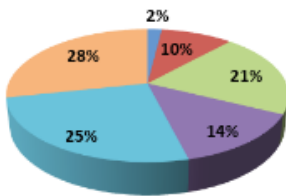


LakeHomes.com

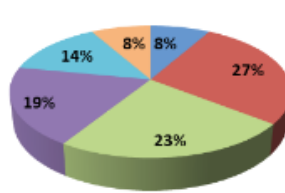
2019 SUMMER IDAHO LAKES

IDAHO LAKES AT A GLANCE

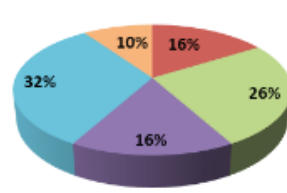
Coeur d'Alene Lake



Pend Oreille Lake



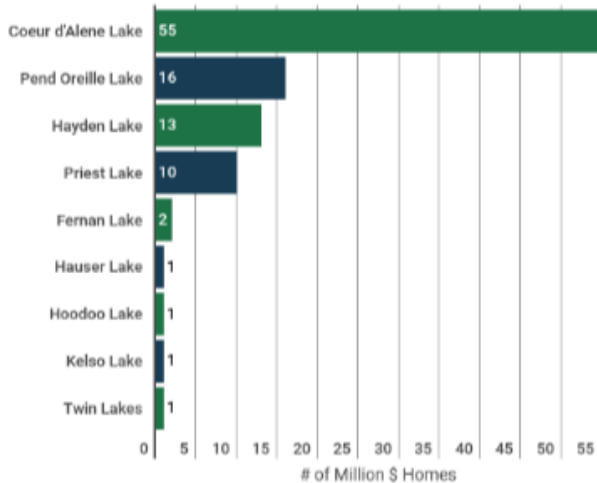
Hayden Lake



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN IDAHO

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
83836	Pend Oreille Lake	\$2.41M
83814	Coeur d'Alene Lake	\$2.21M
83864	Pend Oreille Lake	\$2.07M
83860	Cocolalla Lake	\$1.75M
83821	Priest Lake	\$1.56M

Iowa

With more than \$119 million in overall listing value, Iowa's lake real estate market has grown by nearly 21% since spring 2019.

Biggest Market

- | | | | |
|----|-------------------|--------------|---------|
| 1. | East Okoboji Lake | \$38,929,950 | (32.6%) |
| 2. | West Okoboji Lake | \$35,716,900 | (29.9%) |
| 3. | Big Spirit Lake | \$8,157,100 | (6.8%) |

Total Iowa Market: \$119,321,924

Most Listings

- | | | | |
|----|-------------------|----|---------|
| 1. | Rathbun Lake | 76 | (18.9%) |
| 2. | East Okoboji Lake | 60 | (14.9%) |
| 3. | West Okoboji Lake | 42 | (10.4%) |

Total Iowa Listings: 403

Biggest Home Market

- | | | | |
|----|-------------------|--------------|---------|
| 1. | West Okoboji Lake | \$31,977,500 | (32.3%) |
| 2. | East Okoboji Lake | \$27,641,050 | (27.9%) |
| 3. | Big Spirit Lake | \$7,807,100 | (7.9%) |

Total Iowa Home Market: \$98,964,376

Most Homes Available

- | | | | |
|----|-------------------|----|---------|
| 1. | East Okoboji Lake | 54 | (19.6%) |
| 2. | West Okoboji Lake | 35 | (12.7%) |
| 3. | Izaak Walton Lake | 32 | (11.6%) |

Total Iowa Home Listings: 275

Biggest Land Market

- | | | | |
|----|----------------|-------------|--------|
| 1. | Rathbun Lake | \$1,336,199 | (6.6%) |
| 2. | Lower Gar Lake | \$1,325,000 | (6.5%) |

Total Iowa Land Market: \$20,357,548

Most Land available

- | | | | |
|----|----------------|----|---------|
| 1. | Rathbun Lake | 63 | (49.2%) |
| 2. | Lower Gar Lake | 17 | (13.3%) |

Total Iowa Land Listings: 128

Average Home Price

- | | | |
|----|-------------------|-----------|
| 1. | West Okoboji Lake | \$938,602 |
| 2. | Big Spirit Lake | \$650,591 |

Average Land Price Per Acre

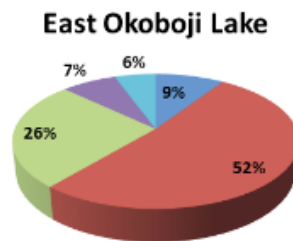
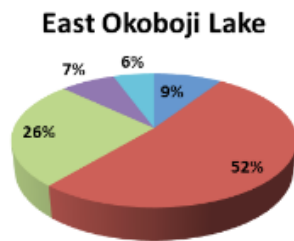
Listings of Less Than 10 Acres

- | | | |
|----|----------------|-----------|
| 1. | Lower Gar Lake | \$339,147 |
|----|----------------|-----------|



2019 SUMMER IOWA LAKES

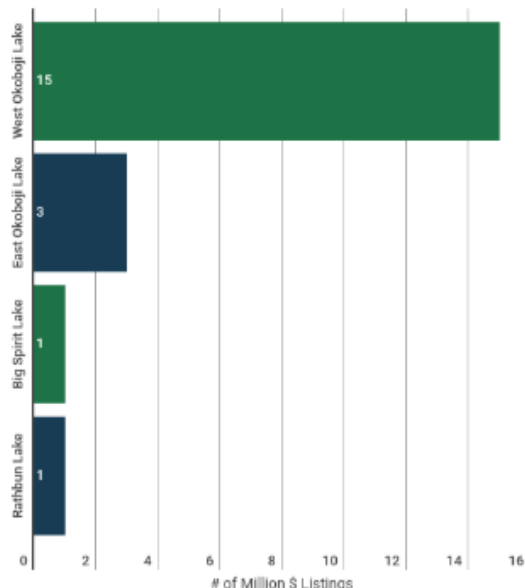
IOWA LAKES AT A GLANCE



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN IOWA

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
51355	East Okoboji Lake	\$1.08M
51351	West Okoboji Lake	\$761K
51360	Little Spirit Lake	\$580K
51331	East Okoboji Lake	\$443K
52571	Rathbun Lake	\$378K

Kentucky

Kentucky Lake is the most expensive lake real estate market in the state with an average home price of about \$415,000.

Biggest Market

1.	Kentucky Lake*	\$77,778,508	(34.7%)
2.	Lake Barkley*	\$70,650,671	(31.5%)
3.	Lake Cumberland	\$54,280,723	(24.2%)
4.	Dale Hollow Lake*	\$21,402,495	(9.5%)
Total Kentucky Market: \$224,395,397			

Most Listings

1.	Lake Barkley*	438	(31.8%)
2.	Lake Cumberland	393	(28.6%)
3.	Kentucky Lake*	370	(26.9%)
4.	Dale Hollow Lake*	164	(11.9%)
Total Kentucky Listings: 1,376			

Biggest Home Market

1.	Kentucky Lake*	\$61,003,889	(37.0%)
2.	Lake Barkley*	\$49,966,747	(30.3%)
3.	Lake Cumberland	\$41,760,433	(25.3%)
4.	Dale Hollow Lake*	\$12,256,828	(7.4%)
Total Kentucky Home Market: \$164,987,897			

Most Homes Available

1.	Kentucky Lake*	171	(31.7%)
2.	Lake Cumberland	166	(30.7%)
3.	Lake Barkley*	163	(30.2%)
4.	Dale Hollow Lake*	40	(7.4%)
Total Kentucky Home Listings: 540			

Biggest Land Market

1.	Lake Barkley*	\$20,683,924	(34.8%)
2.	Kentucky Lake*	\$16,774,619	(28.2%)
3.	Lake Cumberland	\$12,520,290	(21.1%)
4.	Dale Hollow Lake*	\$9,145,667	(15.4%)
Total Kentucky Land Market: \$59,407,500			

Most Land available

1.	Lake Barkley*	275	(32.9%)
2.	Lake Cumberland	227	(27.2%)
3.	Kentucky Lake*	199	(23.8%)
4.	Dale Hollow Lake*	124	(14.8%)
Total Kentucky Land Listings: 836			

Average Home Price

1.	Kentucky Lake	\$415,456
2.	Lake Barkley	\$335,897
3.	Lake Cumberland	\$264,365

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Kentucky Lake	\$51,689
2.	Lake Barkley	\$41,604
3.	Lake Cumberland	\$30,042
4.	Dale Hollow Lake	\$21,675

Listings of 10 Acres or More

1.	Lake Barkley	\$9,171
2.	Lake Cumberland	\$7,766

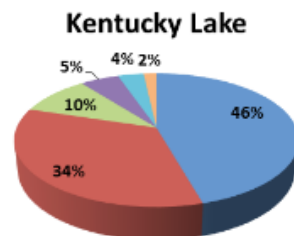
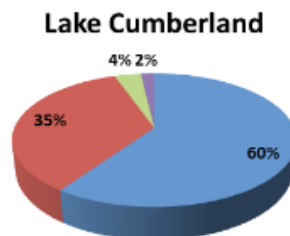
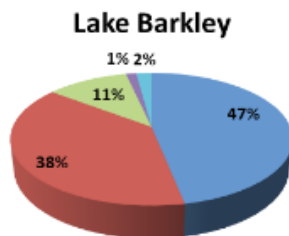
* This includes lake real estate inventory from more than one state.



LakeHomes.com

2019 SUMMER KENTUCKY LAKES

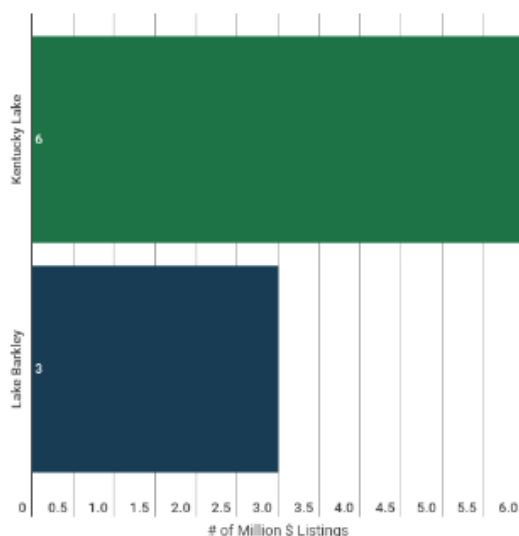
KENTUCKY LAKES AT A GLANCE



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN KENTUCKY

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
42071	Kentucky Lake	\$464K
42025	Kentucky Lake	\$442K
42044	Kentucky Lake	\$392K
42038	Lake Barkley	\$380K
42211	Kentucky Lake	\$330K

Louisiana

Louisiana's Top 3 lake markets are responsible for nearly half of the state's total lake real estate market value.

Biggest Market

1.	Lake Pontchartrain	\$170,249,109	(29.8%)	6.	The Lake District	\$18,222,253	(3.2%)
2.	Grand Lagoon	\$57,232,195	(10.0%)	7.	Bayou D'arbonne Lake	\$17,283,340	(3.0%)
3.	Lake Charles	\$37,067,554	(6.5%)	8.	Prien Lake	\$14,183,100	(2.5%)
4.	Toledo Bend Reservoir*	\$34,099,514	(6.0%)	9.	Calcasieu Lake	\$13,832,500	(2.4%)
5.	Black Bayou Reservoir	\$24,874,264	(4.4%)	10.	Goodyears Pond	\$10,582,000	(1.9%)
Total Louisiana Market: \$571,051,494							

Biggest Home Market

1.	Lake Pontchartrain	\$141,443,460	(32.2%)
2.	Grand Lagoon	\$46,691,049	(10.6%)
3.	Toledo Bend Reservoir*	\$27,902,600	(6.3%)
4.	Black Bayou Reservoir	\$22,522,664	(5.1%)
5.	Lake Charles	\$16,906,980	(3.8%)
6.	Calcasieu Lake	\$10,550,200	(2.4%)
7.	Bayou D'arbonne Lake	\$10,042,795	(2.3%)
8.	Little Lagoon	\$9,399,945	(2.1%)
9.	Green Lake	\$9,160,887	(2.1%)
10.	The Lake District	\$9,008,600	(2.1%)
Total Louisiana Home Market: \$439,432,350			

Biggest Land Market

1.	Lake Pontchartrain	\$28,805,649	(21.9%)
2.	Lake Charles	\$20,160,574	(15.3%)
3.	Grand Lagoon	\$10,541,146	(8.0%)
4.	The Lake District	\$9,213,653	(7.0%)
5.	Bayou D'arbonne Lake	\$7,240,545	(5.5%)
6.	Toledo Bend Reservoir*	\$6,196,914	(4.7%)
7.	Lake Ramsay	\$3,951,495	(3.0%)
8.	Calcasieu Lake	\$3,282,300	(2.5%)
9.	Cypress Bayou Reservoir	\$2,647,499	(2.0%)
10.	Goodyears Pond	\$2,550,900	(1.9%)
Total Louisiana Land Market: \$131,619,144			

Average Home Price

1.	Lake Pontchartrain	\$628,637
2.	Calcasieu Lake	\$620,600
3.	Goodyears Pond	\$573,650
4.	Black Bayou Reservoir	\$459,646
5.	Brushy Lake	\$411,158
6.	Lake Charles	\$410,411
7.	Moss Lake	\$402,067
8.	Toledo Bend Reservoir	\$397,318
9.	Caney Creek Reservoir	\$390,088
10.	Prien Lake	\$378,759

The average list price on Toledo Bend Reservoir increased by more than 10% this quarter.

Most Listings

1.	Lake Pontchartrain	330	(16.7%)	6.	Black Bayou Reservoir	65	(3.3%)
2.	Grand Lagoon	246	(12.5%)	7.	Chaplin Lake	51	(2.6%)
3.	Toledo Bend Reservoir*	157	(8.0%)	8.	Cypress Bayou Reservoir	50	(2.5%)
3.	Bayou D'arbonne Lake	115	(5.8%)	9.	Sibley Lake	44	(2.2%)
5.	Lake Charles	115	(5.8%)	10.	The Lake District	43	(2.2%)

Total Louisiana Listings: 1,974

Most Homes Available

1.	Lake Pontchartrain	225	(19.2%)
2.	Grand Lagoon	151	(12.9%)
3.	Toledo Bend Reservoir*	87	(7.4%)
4.	Black Bayou Reservoir	49	(4.2%)
5.	Lake Charles	41	(3.5%)
6.	Little Lagoon	37	(3.2%)
7.	Chaplin Lake	35	(3.0%)
8.	Bayou D'arbonne Lake	34	(2.9%)
9.	Country Club Lake	30	(2.6%)
10.	Lake Bistineau	29	(2.5%)

Total Louisiana Home Listings: 1,170

Most Land Available

1.	Lake Pontchartrain	105	(13.1%)
2.	Grand Lagoon	95	(11.8%)
3.	Bayou D'arbonne Lake	81	(10.1%)
4.	Lake Charles	74	(9.2%)
5.	Toledo Bend Reservoir*	70	(8.7%)
6.	Cypress Bayou Reservoir	33	(4.1%)
7.	Sibley Lake	23	(2.9%)
8.	Bayou Des Mats	20	(2.5%)
9.	Goodyears Pond	18	(2.2%)
9.	Caddo Lake	18	(2.2%)

Total Louisiana Land Listings: 804

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Lake Charles	\$353,601
2.	Lake Pontchartrain	\$223,748
3.	The Lake District	\$200,147
4.	Grand Lagoon	\$167,767
5.	Black Bayou Reservoir	\$142,760
6.	Calcasieu Lake	\$114,076
7.	Oden Lake	\$98,427
8.	Chaplin Lake	\$95,385
9.	Cypress Bayou Reservoir	\$77,571
10.	Sibley Lake	\$57,800

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.

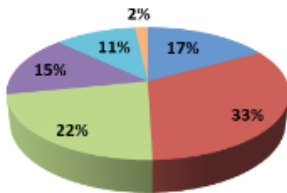


LakeHomes.com

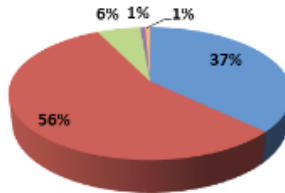
2019 SUMMER LOUISIANA LAKES

LOUISIANA LAKES AT A GLANCE

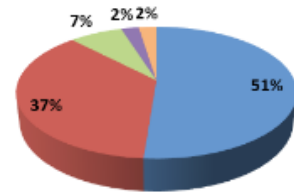
Lake Pontchartrain



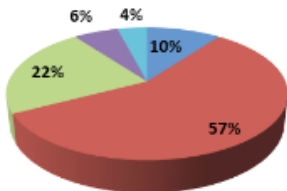
Grand Lagoon



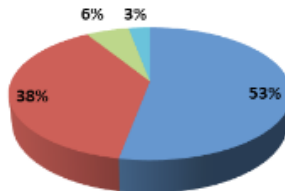
Lake Charles



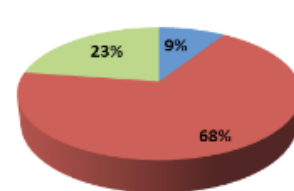
Black Bayou Reservoir



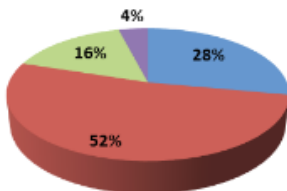
Bayou D'arbonne Lake



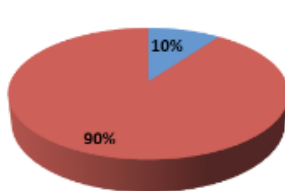
Prien Lake



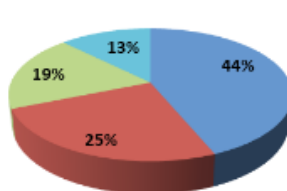
Green Lake



Round Lake - Bossier City

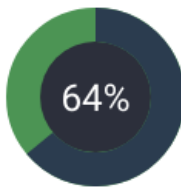
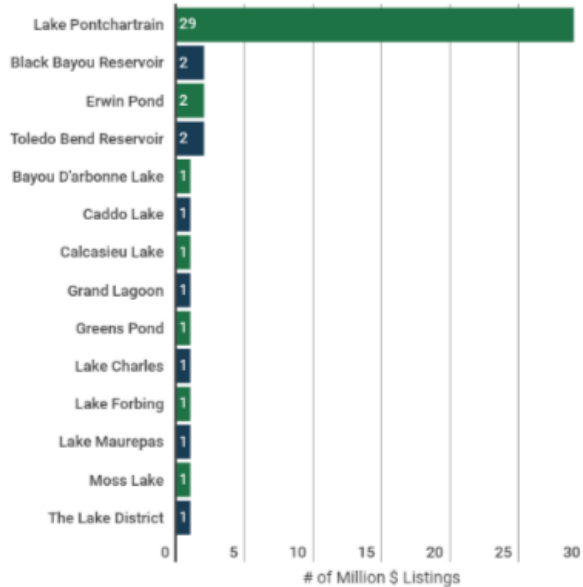


Toledo Bend Reservoir



LUXURY REAL ESTATE IN LOUISIANA

Where Are The Million-Dollar Listings?



64% of \$1M+ homes in Louisiana
on Lake Pontchartrain

Total Number of
\$1M + Homes

045

10 Most Expensive ZIP Codes

12

Louisiana ZIPs are over \$500K

7

Lake Pontchartrain ZIPs in the Top 10

4

Different lakes make up the Top 10

ZIP Code	Lake	Average
70003	Lake Pontchartrain	\$779K
70607	Calcasieu Lake	\$757K
70437	Erwin Pond	\$751K
70124	Lake Pontchartrain	\$714K
70122	Lake Pontchartrain	\$696K
70065	Lake Pontchartrain	\$686K
70448	Lake Pontchartrain	\$628K
70006	Lake Pontchartrain	\$620K
70002	Lake Pontchartrain	\$619K
70420	Goodyears Pond	\$574K

WHO'S SHOPPING LOUISIANA LAKE REAL ESTATE



53%

of potential buyers
come from outside
Louisiana



71%

are over age 45,
most are 55-64



65%

use a smartphone or
a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Dallas

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

Number 2-10 metros are:

- Houston, TX
- Atlanta, GA
- Austin, TX
- Chicago, IL
- New York, NY
- Los Angeles, CA
- Jackson, MS
- Memphis, TN
- Orlando, FL

Maine

At roughly \$356 million in total market value, Maine has grown nearly 15% in market value since spring 2019.

Biggest Market

1.	Sebago Lake	\$41,247,987	(11.6%)	6.	Great Pond	\$11,733,500	(3.3%)
2.	Rangeley Lake	\$27,273,200	(7.7%)	7.	Long Pond - Rome	\$9,437,000	(2.7%)
3.	Damariscotta Lake	\$25,953,199	(7.3%)	8.	Sebec Lake	\$9,198,700	(2.6%)
4.	Moosehead Lake	\$25,663,700	(7.2%)	9.	Mooselookmeguntic Lake	\$8,731,999	(2.5%)
5.	Long Lake - Naples	\$19,314,600	(5.4%)	10.	Kezar Lake	\$7,586,900	(2.1%)
Total Maine Market: \$355,863,143							

Biggest Home Market

1.	Sebago Lake	\$33,564,887	(12.1%)
2.	Rangeley Lake	\$21,409,600	(7.7%)
3.	Damariscotta Lake	\$20,482,599	(7.4%)
4.	Long Lake - Naples	\$16,084,300	(5.8%)
5.	Moosehead Lake	\$15,255,700	(5.5%)
6.	Great Pond	\$10,110,600	(3.6%)
7.	Sebec Lake	\$7,923,200	(2.9%)
8.	Long Pond - Rome	\$7,489,700	(2.7%)
9.	Mooselookmeguntic Lake	\$7,237,400	(2.6%)
10.	Kezar Lake	\$7,092,000	(2.6%)
Total Maine Home Market: \$277,713,004			

Biggest Land Market

1.	Moosehead Lake	\$10,408,000	(13.3%)
2.	Sebago Lake	\$7,683,100	(9.8%)
3.	Rangeley Lake	\$5,863,600	(7.5%)
4.	Damariscotta Lake	\$5,470,600	(7.0%)
5.	Long Lake - Naples	\$3,230,300	(4.1%)
6.	Pleasant Lake - Washington	\$2,288,700	(2.9%)
7.	Long Pond - Rome	\$1,947,300	(2.5%)
8.	Androscoggin Lake	\$1,870,600	(2.4%)
9.	Sebec Lake	\$1,275,500	(1.6%)
10.	Graham Lake	\$1,067,500	(1.4%)
Total Maine Land Market: \$78,150,139			

While the number of home listings are up 12% from spring 2019, average prices have tended to decrease.

Most Expensive Homes

1.	Long Lake - Naples	\$765,919
2.	Sebago Lake	\$604,199
3.	Damariscotta Lake	\$585,217
4.	Kezar Lake	\$545,538
5.	Mooselookmeguntic Lake	\$510,600
6.	Green Lake	\$471,690
7.	Mousam Lake	\$459,273

Most Affordable Homes

1.	Portage Lake	\$190,392
2.	Long Lake - Madawaska	\$211,053
3.	Sebec Lake	\$304,738
4.	Schoodic Lake	\$329,000
5.	Messalonskee Lake	\$332,204
6.	Moosehead Lake	\$338,015
7.	Rangeley Lake	\$375,607

Most Listings

1.	Moosehead Lake	112	(8.7%)	6.	Sebec Lake	39	(3.0%)
2.	Rangeley Lake	110	(8.6%)	7.	Great Pond	30	(2.3%)
3.	Sebago Lake	88	(6.9%)	8.	Long Lake - Madawaska	29	(2.3%)
4.	Damariscotta Lake	65	(5.1%)	9.	Long Pond - Rome	28	(2.2%)
5.	Long Lake - Naples	41	(3.2%)	10.	Graham Lake	25	(2.0%)

Total Maine Listings: 1,282

Most Homes Available

1.	Sebago Lake	57	(7.9%)
1.	Rangeley Lake	57	(7.9%)
3.	Moosehead Lake	46	(6.4%)
4.	Damariscotta Lake	35	(4.8%)
5.	Long Lake - Madawaska	27	(3.7%)
6.	Sebec Lake	26	(3.6%)
7.	Great Pond	23	(3.2%)
8.	Long Lake - Naples	21	(2.9%)
9.	Messalonskee Lake	18	(2.5%)
10.	Long Pond - Rome	17	(2.4%)

Total Maine Home Listings: 722

Most Land Available

1.	Moosehead Lake	66	(11.8%)
2.	Rangeley Lake	53	(9.5%)
3.	Sebago Lake	31	(5.5%)
4.	Damariscotta Lake	30	(5.4%)
5.	Long Lake - Naples	20	(3.6%)
6.	Orange Lake	18	(3.2%)
7.	Androscoggin Lake	17	(3.0%)
7.	Gardner Lake	17	(3.0%)
9.	Graham Lake	14	(2.5%)
10.	Sebec Lake	13	(2.3%)

Total Maine Land Listings: 560

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Sebago Lake	\$111,130
2.	Long Lake - Naples	\$88,091
3.	Sebec Lake	\$65,176
4.	Long Pond - Rome	\$61,564
5.	Damariscotta Lake	\$57,652
6.	Moosehead Lake	\$55,751

Listings of 10 Acres or More

1.	Moosehead Lake	\$4,727
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Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Gardner Lake	\$8,125
2.	Graham Lake	\$11,097
3.	Orange Lake	\$22,273
4.	Androscoggin Lake	\$24,877
5.	Lovejoy Pond	\$41,956
6.	Rangeley Lake	\$51,877

Listings of 10 Acres or More

1.	Orange Lake	\$2,679
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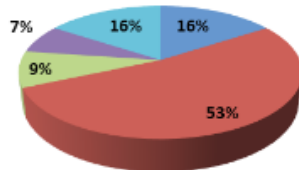


LakeHomes.com

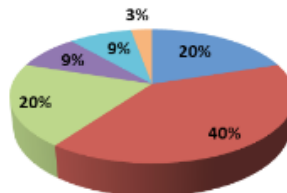
2019 SUMMER MAINE LAKES

MAINE LAKES AT A GLANCE

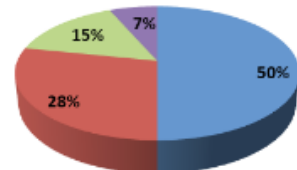
Sebago Lake



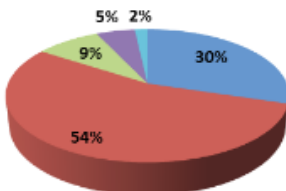
Damariscotta Lake



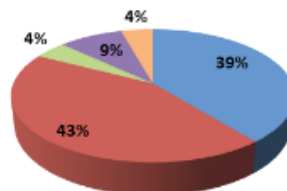
Moosehead Lake



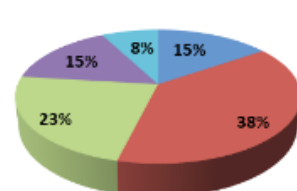
Rangeley Lake



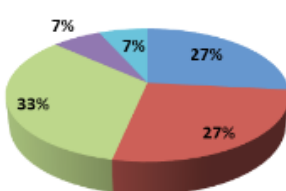
Great Pond



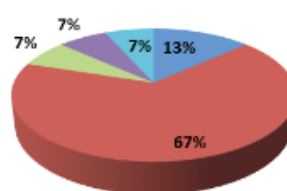
Kezar Lake



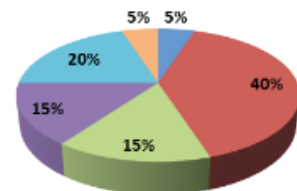
Moselookmeguntic Lake



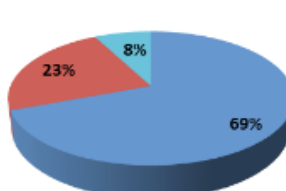
Mousam Lake



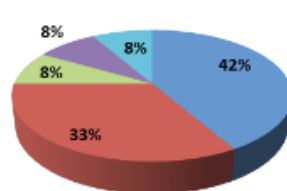
Long Lake - Naples



Sebec Lake

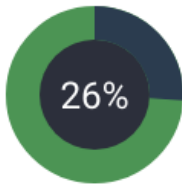
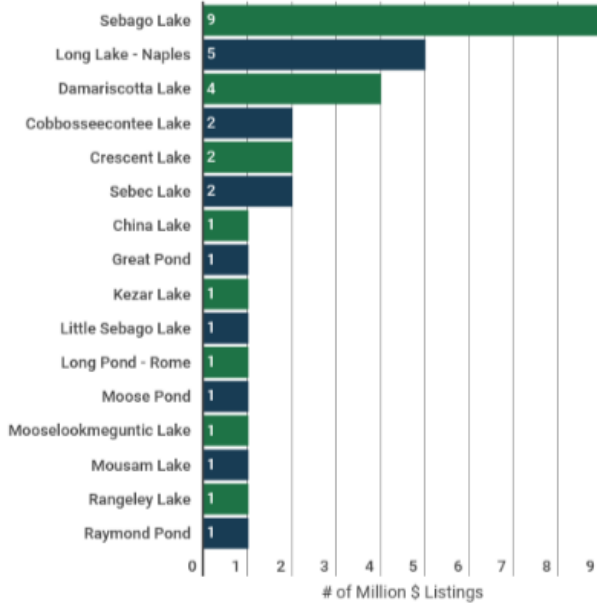


Moose Pond



LUXURY REAL ESTATE IN MAINE

Where Are The Million-Dollar Listings?



of \$1M+ homes in Maine on
Sebang Lake

Total Number of
\$1M + Homes

034

10 Most Expensive ZIP Codes

6 Maine ZIPs are over \$600K

6 Different lakes make up the Top 10

2 Long Lake ZIPs are Top 10

ZIP Code	Lake	Average
04568	Damariscotta Lake	\$1.14M
04071	Sebang Lake	\$692K
04062	Sebang Lake	\$673K
04040	Long Lake - Naples	\$663K
04043	Mousam Lake	\$635K
04055	Sebang Lake	\$629K
04084	Sebang Lake	\$566K
04051	Kezar Lake	\$565K
04009	Long Lake - Naples	\$526K
04429	Green Lake	\$511K

WHO'S SHOPPING MAINE LAKE REAL ESTATE



72%

of potential buyers
come from outside
Maine



75%

are over age 45,
most are 55-64



62%

use a smartphone or
a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Boston

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

Number 2-10 metros are:

- New York, NY
- Hartford, CT
- Providence, MA
- Philadelphia, PA
- Washington, DC
- Tampa-St. Pete, FL
- Greenville, NC
- Orlando-Daytona Beach, FL
- Springfield, MA

Maryland

Almost 74% of Maryland's total lake market value can be found in a single market, Deep Creek Lake.

Biggest Market

1.	Deep Creek Lake	\$42,514,298	(73.6%)
2.	Lake Linganore	\$11,229,560	(19.4%)
Total Maryland Market: \$57,756,008			

Most Listings

1.	Deep Creek Lake	77	(63.6%)
2.	Lake Linganore	29	(24.0%)
Total Maryland Listings: 121			

Biggest Home Market

1.	Deep Creek Lake	\$36,672,949	(72.5%)
2.	Lake Linganore	\$10,228,660	(20.2%)
Total Maryland Home Market: \$50,593,759			

Most Homes Available

1.	Deep Creek Lake	49	(65.3%)
2.	Lake Linganore	19	(25.3%)
Total Maryland Home Listings: 75			

Biggest Land Market

1.	Deep Creek Lake	\$5,841,349	(81.6%)
			(0.0%)
Total Maryland Land Market: \$7,162,249			

Most Land available

1.	Deep Creek Lake	28	(60.9%)
			(0.0%)
Total Maryland Land Listings: 46			

Average Home Price

1.	Deep Creek Lake	\$748,427
2.	Lake Linganore	\$538,350

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Lake Linganore	\$322,870
2.	Deep Creek Lake	\$126,361

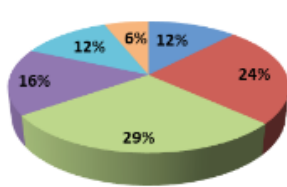


LakeHomes.com

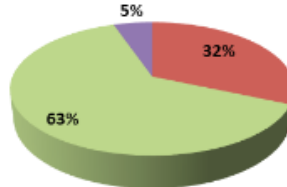
2019 SUMMER MARYLAND LAKES

MARYLAND LAKES AT A GLANCE

Deep Creek Lake



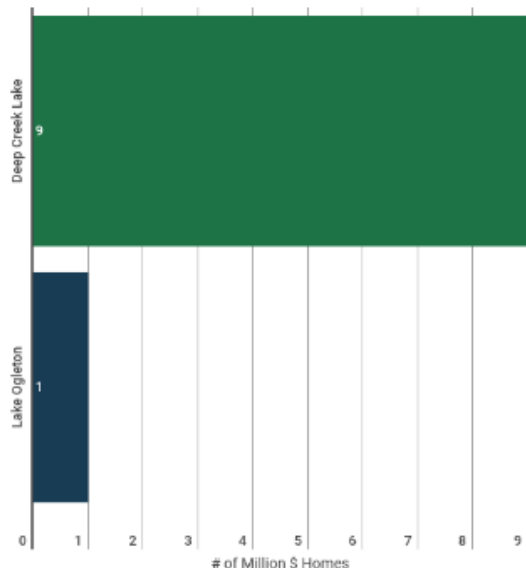
Lake Linganore



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN MARYLAND

Where Are The Million-Dollar Listings?



4 Most Expensive ZIP Codes

ZIP Code	Lake	Average
21561	Deep Creek Lake	\$954K
21550	Deep Creek Lake	\$679K
21774	Lake Linganore	\$4538
21541	Deep Creek Lake	\$470K

Michigan

Lake Michigan continues to dominate its home state market.

Biggest Market

1.	Lake Michigan	\$1,311,332,454	(40.2%)	6.	Arbutus Lake	\$46,679,800	(1.4%)
2.	Lake Huron	\$137,205,700	(4.2%)	7.	Torch Lake	\$43,631,500	(1.3%)
3.	Lake Superior	\$82,514,520	(2.5%)	8.	Gull Lake	\$38,467,599	(1.2%)
4.	Lake Charlevoix	\$64,941,788	(2.0%)	9.	Walloon Lake	\$35,680,599	(1.1%)
5.	Lake St Clair	\$52,470,112	(1.6%)	10.	Lake Macatawa	\$35,419,600	(1.1%)
Total Michigan Market: \$3,258,838,416							

Biggest Home Market

1.	Lake Michigan	\$1,000,525,251	(39.5%)
2.	Lake Huron	\$110,999,177	(4.4%)
3.	Lake Charlevoix	\$54,057,188	(2.1%)
4.	Lake St Clair	\$47,011,212	(1.9%)
5.	Lake Superior	\$41,133,854	(1.6%)
6.	Gull Lake	\$36,327,599	(1.4%)
7.	Lake Macatawa	\$35,284,600	(1.4%)
8.	Torch Lake	\$34,757,000	(1.4%)
9.	Walloon Lake	\$32,333,499	(1.3%)
10.	Spring Lake	\$28,907,598	(1.1%)
Total Michigan Home Market: \$2,536,110,421			

Biggest Land Market

1.	Lake Michigan	\$272,238,713	(40.6%)
2.	Lake Superior	\$41,380,666	(6.2%)
3.	Arbutus Lake	\$35,029,900	(5.2%)
4.	Lake Huron	\$26,206,523	(3.9%)
5.	Lake Charlevoix	\$10,884,600	(1.6%)
6.	Torch Lake	\$8,874,500	(1.3%)
7.	Portage Lake - Houghton	\$8,616,300	(1.3%)
8.	Muskegon Lake	\$7,605,900	(1.1%)
9.	Lake Leelanau	\$6,419,300	(1.0%)
10.	Lake St Clair	\$5,458,900	(0.8%)
Total Michigan Land Market: \$670,463,206			

Smallwood Lake replaces Wixom Lake this summer as Michigan's most affordable market, with an average home price of about \$119K.

Most Expensive Homes

1.	Island Lake - Bloomfield Twp	\$2,533,190
2.	Orchard Lake	\$2,516,249
3.	Upper Straits Lake	\$2,141,566
4.	Walloon Lake	\$1,616,674
5.	Lake Michigan - Manistique Area	\$1,605,241
6.	Lake Michigan - Glen Arbor Area	\$1,352,392
7.	Lake Michigan - Petoskey Area	\$1,294,793
8.	Lake Michigan - Saint Joseph Area	\$1,201,445
9.	Arbutus Lake	\$1,164,990
10.	Lake Michigan - New Buffalo Area	\$1,104,291

Most Affordable Homes

1.	Smallwood Lake	\$119,049
2.	Wixom Lake	\$139,365
3.	Lake Huron - Bay City Area	\$167,162
4.	Townline Lake	\$186,209
5.	Lake Huron - Port Austin Area	\$186,491
6.	Voorheis Lake	\$189,790
7.	Indian Lake - Manistique	\$198,209
8.	Secord Lake	\$198,558
9.	Sage Lake	\$204,572
10.	Van Etten Lake	\$205,708

Most Listings

1.	Lake Michigan	2,379	(29.2%)	6.	Lake Lancer	95	(1.2%)
2.	Lake Huron	671	(8.2%)	7.	Canadian Lakes	89	(1.1%)
3.	Lake Superior	313	(3.8%)	8.	Lake St Clair	79	(1.0%)
4.	Houghton Lake	119	(1.5%)	8.	Torch Lake	79	(1.0%)
5.	Lake Charlevoix	116	(1.4%)	10.	Deer Lake - Independence Twp	60	(0.7%)

Total Michigan Listings: 8,153

Most Homes Available

1.	Lake Michigan	1,178	(26.7%)
2.	Lake Huron	364	(8.2%)
3.	Lake Superior	113	(2.6%)
4.	Houghton Lake	87	(2.0%)
5.	Lake St Clair	65	(1.5%)
6.	Lake Charlevoix	59	(1.3%)
7.	Deer Lake - Independence Twp	45	(1.0%)
8.	Higgins Lake	43	(1.0%)
9.	Torch Lake	41	(0.9%)
10.	Gun Lake	40	(0.9%)

Total Michigan Home Listings: 4,420

Most Land Available

1.	Lake Michigan	1,123	(30.9%)
2.	Lake Huron	307	(8.5%)
3.	Lake Superior	200	(5.5%)
4.	Lake Lancer	78	(2.1%)
5.	Canadian Lakes	61	(1.7%)
6.	Lake Esther	60	(1.7%)
7.	Lake Charlevoix	57	(1.6%)
8.	Lake Isabella	41	(1.1%)
9.	Torch Lake	38	(1.0%)
10.	Houghton Lake	32	(0.9%)

Total Michigan Land Listings: 3,629

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Muskegon Lake	\$615,485
2.	Sister Lakes	\$568,742
3.	Elk Lake	\$469,942
4.	Lake St Clair	\$410,552
5.	Paw Paw Lake	\$335,171
6.	Lake Michigan - New Buffalo Area	\$299,576
7.	Lake Michigan - Petoskey Area	\$255,142
8.	Lake Michigan - South Haven Area	\$241,454
9.	Arcadia Lake	\$239,800
10.	Lake Michigan - Traverse City Area	\$233,328

Listings of 10 Acres or More

1.	Arbutus Lake	\$32,427
2.	Lake Michigan - Benton Harbor Area	\$28,686
3.	Lake Michigan - Manistee Area	\$26,160
4.	Lake Michigan - Manistique Area	\$11,481
5.	Lake Huron - Rogers City Area	\$10,416

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	White Birch Lake	\$4,784
2.	Mud Lake	\$7,339
3.	Stanley Lake	\$16,844
4.	Forest Lake - Moffatt Twp	\$21,867
5.	Priest Lake	\$22,039
6.	Smallwood Lake	\$23,971
7.	Spring Lake - Canadian Lakes	\$28,620
8.	Lake Esther	\$31,022
9.	Russell Lake - Attica Twp	\$31,069
10.	Portage Lake - Onkama Twp	\$32,751

Listings of 10 Acres or More

1.	Sunset Lake	\$3,355
2.	Lake Huron - St Ignace Area	\$4,238
3.	Lake Michigan - Beaver Island Area	\$4,616
4.	Lake Michigan - Escanaba Area	\$6,519
5.	Lake Superior	\$8,088

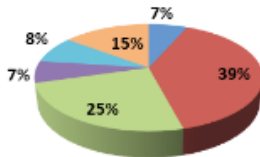


LakeHomes.com

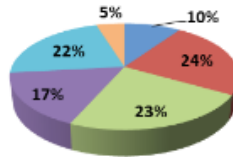
2019 SUMMER MICHIGAN LAKES

MICHIGAN LAKES AT A GLANCE

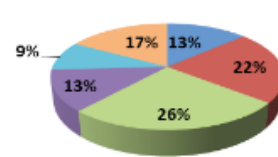
Lake Michigan - New Buffalo Area



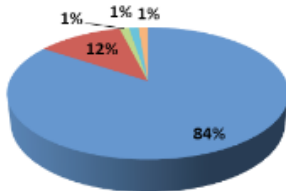
Lake Michigan - Holland Area



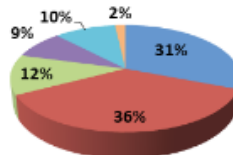
Lake Michigan - Petoskey Area



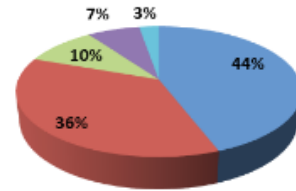
Lake Huron - Bay City Area



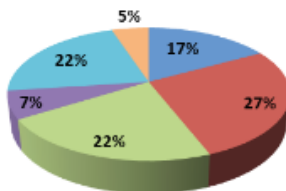
Lake Huron - Port Huron Area



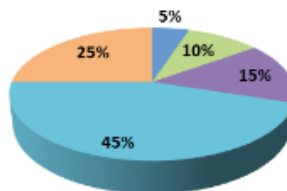
Lake Superior



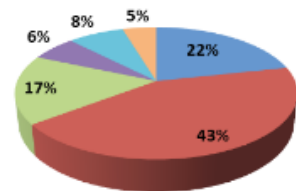
Lake Charlevoix



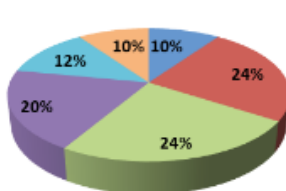
Walloon Lake



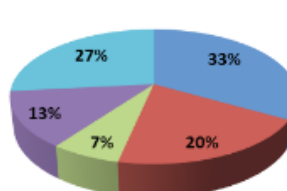
Lake St Clair



Torch Lake

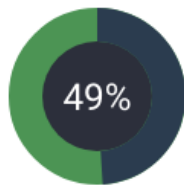
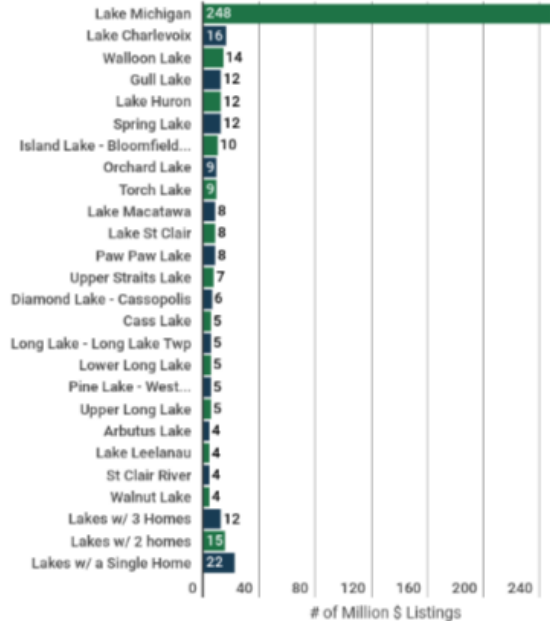


Paw Paw Lake



LUXURY REAL ESTATE IN MICHIGAN

Where Are The Million-Dollar Listings?



of \$1M+ homes in Michigan
on Lake Michigan

Total Number of
\$1M + Homes

508

10 Most Expensive ZIP Codes

24 Michigan ZIPs are over \$1M

7 Different lakes make up the Top 10

2 Lake Michigan ZIPs are in the Top 10

ZIP Code	Lake	Average
49653	Lake Leelanau	\$2.03M
48302	Walnut Lake	\$1.96M
49060	Gull Lake	\$1.80M
49684	Lake Leelanau	\$1.60M
48236	Lake St Clair	\$1.52M
48230	Lake St Clair	\$1.47M
49740	Lake Michigan	\$1.44M
48455	Lake Lapeer	\$1.33M
49670	Lake Michigan	\$1.28M
49770	Crooked Lake	\$1.24M

WHO'S SHOPPING MICHIGAN LAKE REAL ESTATE



39%

of potential buyers
come from outside
Michigan



75%

are over age 45,
most are 55-64



63%

use a smartphone or
a tablet



LAKE HOMES REALTY
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Chicago

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

Number 2-10 metros are:

- Nashville, TN
- Toledo, OH
- South Bend, IN
- Indianapolis, IN
- Columbus, OH
- Cincinnati, OH
- Tampa-St. Pete, FL
- New York, NY
- Minneapolis-St Paul, MN

Minnesota

No. 1 Lake Minnetonka-Excelsior region is responsible for nearly 17% of the state's total lake real estate market value.

Biggest Market

1.	Lake Minnetonka - Excelsior	\$291,698,782	(16.6%)	6.	Detroit Lake - Detroit Lakes	\$24,060,500	(1.4%)
2.	Lake Of The Isles - Minneapolis	\$51,408,600	(2.9%)	7.	Lower Prior Lake - Prior Lake	\$22,363,240	(1.3%)
3.	Vermilion Lake - Greenwood Twp	\$40,115,500	(2.3%)	8.	Mille Lacs Lake - South Harbor Twp	\$20,332,600	(1.2%)
4.	Leech Lake - Cass Lake	\$37,709,800	(2.1%)	9.	Lower Whitefish Lake - Ideal Twp	\$19,712,600	(1.1%)
5.	Lake Saint Croix - Afton	\$25,521,100	(1.5%)	10.	Lake Harriet - Minneapolis	\$18,521,989	(1.1%)

Total Minnesota Market: \$1,755,218,059

Biggest Home Market

1.	Lake Minnetonka - Excelsior	\$275,795,183	(19.1%)
2.	Lake Of The Isles - Minneapolis	\$51,408,600	(3.6%)
3.	Leech Lake - Cass Lake	\$29,434,400	(2.0%)
4.	Vermilion Lake - Greenwood Twp	\$28,497,400	(2.0%)
5.	Lake Saint Croix - Afton	\$23,761,600	(1.6%)
6.	Lower Prior Lake - Prior Lake	\$22,363,240	(1.5%)
7.	Detroit Lake - Detroit Lakes	\$18,893,100	(1.3%)
8.	Lake Harriet - Minneapolis	\$18,022,089	(1.2%)
9.	Lower Whitefish Lake - Ideal Twp	\$16,647,800	(1.2%)
10.	Mille Lacs Lake - South Harbor Twp	\$15,428,200	(1.1%)

Total Minnesota Home Market: \$1,443,859,531

Biggest Land Market

1.	Lake Minnetonka - Excelsior	\$15,903,599	(5.3%)
2.	Vermilion Lake - Greenwood Twp	\$11,618,100	(3.8%)
3.	Leech Lake - Cass Lake	\$8,275,400	(2.7%)
4.	Detroit Lake - Detroit Lakes	\$5,167,400	(1.7%)
5.	Mille Lacs Lake - South Harbor Twp	\$4,904,400	(1.6%)
6.	Pelican Lake - Merrifield	\$3,148,835	(1.0%)
7.	North Long Lake - First Assessment	\$2,864,100	(0.9%)
8.	Big Cormorant Lake - Cormorant Twp	\$2,752,100	(0.9%)
9.	Tenmile Lake - Hackensack	\$2,644,200	(0.9%)
10.	Wynne Lake - Aurora	\$2,584,500	(0.9%)

Total Minnesota Land Market: \$302,267,328

While the Lake Minnetonka-Excelsior region dominates with the most lake listings in Minnesota, it does not appear in the Top 10 for land availability.

Most Expensive Homes

1.	Lake Minnetonka - Excelsior	\$1,826,458
2.	Lake Of The Isles - Minneapolis	\$1,606,518
3.	Lake Harriet - Minneapolis	\$1,501,840
4.	Lake Saint Croix - Afton	\$1,188,080
5.	Lake Harvey - Minneapolis	\$1,118,970
6.	Lower Whitefish Lake - Ideal Twp	\$1,040,487
7.	Meadowbrook Lake - St. Louis Park	\$954,215
8.	Lotus Lake - Jackson Twp	\$826,192
9.	Lake Minnewashta - Jackson Twp	\$791,400
10.	Lower Prior Lake - Prior Lake	\$771,146

Most Affordable Homes

1.	Nest Lake - New London Twp	\$167,359
2.	Lake Minnewawa - Shamrock Twp	\$191,819
3.	Paper Mill Reservoir - Grand Rapids Twp	\$201,309
4.	Lake Osakis - Gordon Twp	\$202,770
5.	Rush Lake - Ottertail	\$209,020
6.	Okabena Lake - Worthington Twp	\$239,146
7.	Mille Lacs Lake - South Harbor Twp	\$244,892
8.	Young America Lake - Norwood Young America	\$258,181
9.	Norway Lake - Lake Andrew Twp	\$259,246
10.	Markgrafs Lake - Denmark Twp	\$282,218

Most Listings

1.	Lake Minnetonka - Excelsior	173	(3.5%)	6.	Pokegama Lake - Harris Twp	53	(1.1%)
2.	Vermilion Lake - Greenwood Twp	127	(2.6%)	7.	Detroit Lake - Detroit Lakes	51	(1.0%)
3.	Mille Lacs Lake - South Harbor Twp	121	(2.4%)	8.	Lake Shetek - Lake Sarah Twp	41	(0.8%)
4.	Leech Lake - Cass Lake	120	(2.4%)	9.	Wynne Lake - Aurora	40	(0.8%)
5.	Pelican Lake - Merrifield	53	(1.1%)	10.	Lake Ida - Ida Twp	39	(0.8%)

Total Minnesota Listings: 4,943

Most Homes Available

1.	Lake Minnetonka - Excelsior	151	(5.9%)
2.	Mille Lacs Lake - South Harbor Twp	63	(2.4%)
3.	Vermilion Lake - Greenwood Twp	53	(2.1%)
4.	Leech Lake - Cass Lake	46	(1.8%)
5.	Detroit Lake - Detroit Lakes	37	(1.4%)
6.	Pelican Lake - Merrifield	33	(1.3%)
7.	Lake Of The Isles - Minneapolis	32	(1.2%)
8.	Lower Prior Lake - Prior Lake	29	(1.1%)
9.	Lake Pepin - Stockholm	26	(1.0%)
10.	Otter Tail Lake - Battle Lake	23	(0.9%)

Total Minnesota Home Listings: 2,573

Most Land Available

1.	Leech Lake - Cass Lake	74	(3.2%)
1.	Vermilion Lake - Greenwood Twp	74	(3.2%)
3.	Mille Lacs Lake - South Harbor Twp	58	(2.5%)
4.	Lake Mary - Lake Mary Twp	33	(1.4%)
5.	Wynne Lake - Aurora	32	(1.4%)
6.	Lake Victoria - Alexandria Twp	31	(1.3%)
7.	Pokegama Lake - Harris Twp	30	(1.3%)
8.	Lake Shetek - Lake Sarah Twp	29	(1.2%)
8.	Lake Latoka - La Grand Twp	29	(1.2%)
10.	Sabin Lake - Aurora	27	(1.2%)

Total Minnesota Land Market: 2,328

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Minnetonka - Excelsior	\$848,735
2.	Devils Lake - Brandon Twp	\$686,309
3.	Lake Geneva - Alexandria	\$359,056
4.	Lake Jessie - Alexandria Twp	\$307,364
5.	Detroit Lake - Detroit Lakes	\$279,168
6.	Lake Saint Croix - Afton	\$241,159
7.	Big Cormorant Lake - Cormorant Twp	\$168,427
8.	Tennile Lake - Hackensack	\$159,097
9.	Pelican Lake - Merrifield	\$123,778
10.	Lake Bemidji - Bemidji	\$123,665

Listings of 10 Acres or More

1.	Vermilion Lake - Greenwood Twp	\$10,156
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Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Saint Marys Lake - Fayal Twp	\$7,182
2.	Pauley Lake - Birchdale Twp	\$10,573
3.	Blackduck Lake - Hines Twp	\$13,998
4.	Fishhook Lake - Todd Twp	\$15,816
5.	Spink Lake - Rock Lake Twp	\$17,877
6.	Shaffer Lake - Pequot Lakes	\$19,421
7.	Rainy Lake - Northwest St. Louis	\$20,798
8.	Pokegama Lake - Harris Twp	\$26,612
9.	Sabin Lake - Aurora	\$28,155
10.	Long Lake - Otter Tail Twp	\$29,028

Listings of 10 Acres or More

1.	Elbow Lake - Beatty Twp	\$3,748
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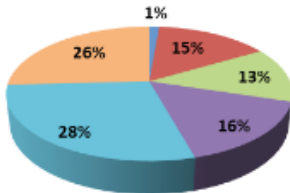


LakeHomes.com

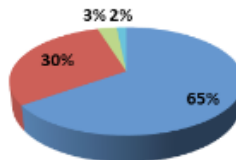
2019 SUMMER MINNESOTA LAKES

MINNESOTA LAKES AT A GLANCE

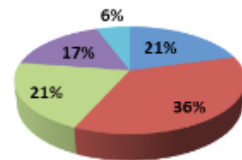
Lake Minnetonka - Excelsior



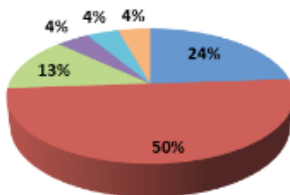
Mille Lacs Lake - South Harbor Twp



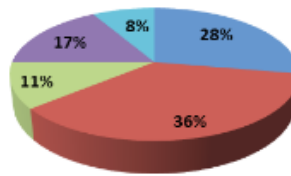
Vermilion Lake - Greenwood Twp



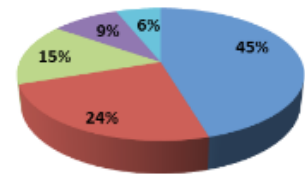
Leech Lake - Cass Lake



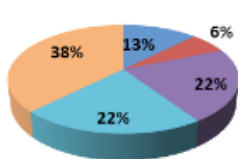
Detroit Lake - Detroit Lakes



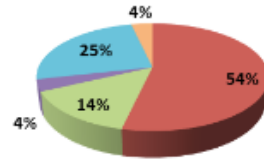
Pelican Lake - Merrifield



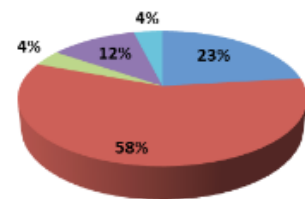
Lake Of The Isles - Minneapolis



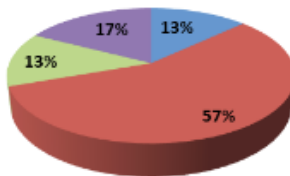
Lower Prior Lake - Prior Lake



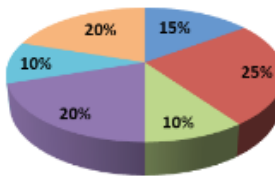
Lake Pepin - Stockholm



Otter Tail Lake - Battle Lake

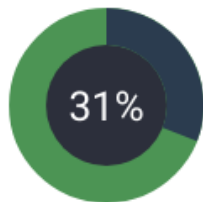
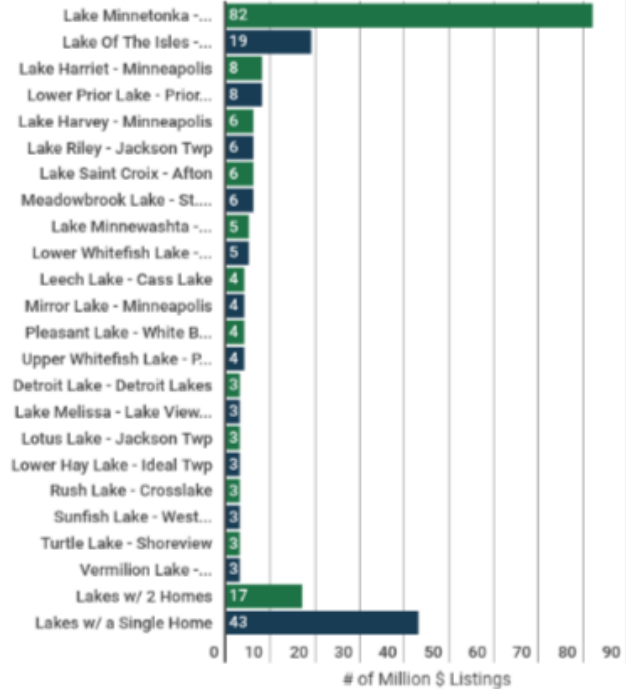


Lake Saint Croix - Afton



LUXURY REAL ESTATE IN MINNESOTA

Where Are The Million-Dollar Listings?



of \$1M+ homes in Minnesota
on Lake Minnetonka

Total Number of
\$1M + Homes

268

10 Most Expensive ZIP Codes

12 Minnesota ZIPs are over \$1M

10 Different lakes make up the Top 10

2 Lakes are over \$2M

ZIP Code	Lake	Average
55356	Long Lake	\$3.13M
55391	Tanager Lake	\$2.35M
55405	Lake Of The Isles	\$1.89M
55033	Lake Saint Croix	\$1.82M
55436	Mirror Lake	\$1.35M
55416	Twin Lakes	\$1.35M
56474	Upper Whitefish Lake	\$1.31M
55331	Silver Lake	\$1.30M
55424	Lake Harvey	\$1.19M
55127	Wilkinson Lake	\$1.02M

Missouri

Land listings have increased by more than 16% since spring 2019, currently totaling 1,299 listings.

Biggest Market

1.	Lake Of The Ozarks	\$392,477,675	(49.5%)
2.	Table Rock Lake*	\$251,957,152	(31.8%)
3.	Lake Taneycomo	\$57,729,700	(7.3%)
4.	Bull Shoals Lake*	\$50,445,112	(6.4%)
5.	Lake Thunderhead	\$11,248,400	(1.4%)

Total Missouri Market: \$793,397,033

Most Listings

1.	Table Rock Lake*	1,409	(41.4%)
2.	Lake Of The Ozarks	1,101	(32.3%)
3.	Bull Shoals Lake*	345	(10.1%)
4.	Lake Taneycomo	312	(9.2%)
5.	Lake Thunderhead	68	(2.0%)

Total Missouri Listings: 3,407

Biggest Home Market

1.	Lake Of The Ozarks	\$386,402,885	(57.3%)
2.	Table Rock Lake*	\$170,056,798	(25.2%)
3.	Lake Taneycomo	\$41,411,200	(6.1%)
4.	Bull Shoals Lake*	\$39,435,149	(5.9%)
5.	Lake Thunderhead	\$10,295,200	(1.5%)

Total Missouri Home Market: \$674,028,876

Most Homes Available

1.	Lake Of The Ozarks	1,064	(50.5%)
2.	Table Rock Lake*	522	(24.8%)
3.	Lake Taneycomo	214	(10.2%)
4.	Bull Shoals Lake*	137	(6.5%)
5.	Lake Thunderhead	50	(2.4%)

Total Missouri Home Listings: 2,108

Biggest Land Market

1.	Table Rock Lake*	\$81,900,354	(68.6%)
2.	Lake Taneycomo	\$16,318,500	(13.7%)
3.	Bull Shoals Lake*	\$11,009,963	(9.2%)
4.	Lake Of The Ozarks	\$6,074,790	(5.1%)
5.	Lake Thunderhead	\$953,200	(0.8%)

Total Missouri Land Market: \$119,368,157

Most Land available

1.	Table Rock Lake*	887	(68.3%)
2.	Bull Shoals Lake*	208	(16.0%)
3.	Lake Taneycomo	98	(7.5%)
4.	Lake Of The Ozarks	37	(2.8%)
5.	Lake Thunderhead	18	(1.4%)

Total Missouri Land Listings: 1,299

Average Home Price

1.	Lake Springfield	\$475,456
2.	Lake Of The Ozarks	\$363,160
3.	Table Rock Lake	\$340,342
4.	Bull Shoals Lake	\$262,898
5.	Lake Thunderhead	\$209,004

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Lake Of The Ozarks	\$113,212
2.	Lake Springfield	\$84,767
3.	Lake Taneycomo	\$69,120
4.	Table Rock Lake	\$47,155
5.	Pomme De Terre Lake	\$24,573

Listings of 10 Acres or More

1.	Lake Taneycomo	\$18,364
2.	Table Rock Lake	\$9,871
3.	Bull Shoals Lake	\$3,225

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



LakeHomes.com

2019 SUMMER MISSOURI LAKES

MISSOURI LAKES AT A GLANCE

Lake Of The Ozarks

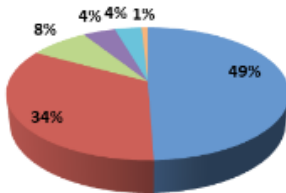
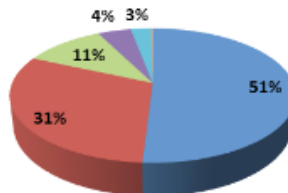
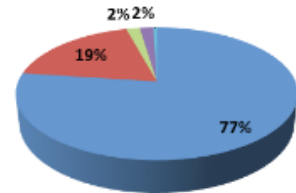


Table Rock Lake



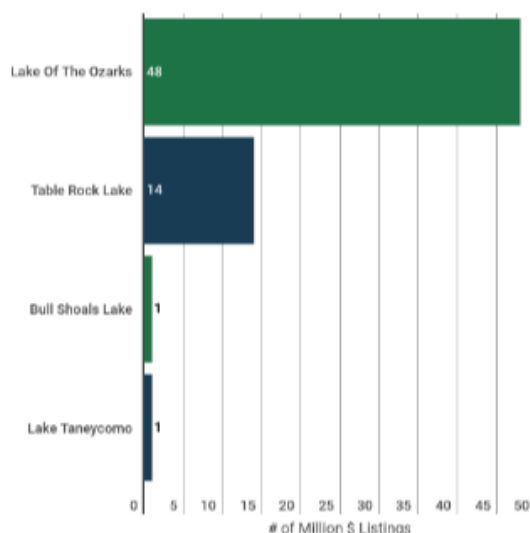
Lake Taneycomo



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN MISSOURI

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
65079	Lake of the Ozarks	\$583K
65737	Table Rock Lake	\$485K
65804	Lake Springfield	\$475K
65737	Table Rock Lake	\$435K
65615	Table Rock Lake	\$415K

Nebraska

Nebraska's lake home market has increased by nearly 38% in total listing value, up from \$50 million in spring 2019.

Biggest Market

1.	Newport Landing Lake	\$12,788,650	(16.5%)
2.	Shadow Lake	\$9,768,488	(12.6%)
3.	Zorinsky Lake	\$5,067,200	(6.5%)
4.	Beaver Lake	\$5,035,076	(6.5%)
5.	Candlewood Reservoir	\$4,770,700	(6.1%)

Total Nebraska Market: \$77,716,091

Most Listings

1.	Newport Landing Lake	29	(13.6%)
2.	Shadow Lake	24	(11.3%)
3.	Beaver Lake	21	(9.9%)
4.	Candlewood Reservoir	13	(6.1%)
4.	Zorinsky Lake	13	(6.1%)

Total Nebraska Listings: 213

Biggest Home Market

1.	Shadow Lake	\$9,622,488	(13.7%)
2.	Newport Landing Lake	\$9,537,250	(13.6%)
3.	Zorinsky Lake	\$5,067,200	(7.2%)
4.	Candlewood Reservoir	\$4,475,700	(6.4%)
5.	Beaver Lake	\$4,111,800	(5.9%)

Total Nebraska Home Market: \$70,083,015

Most Homes Available

1.	Shadow Lake	22	(14.9%)
2.	Zorinsky Lake	13	(8.8%)
3.	Newport Landing Lake	12	(8.1%)
3.	Candlewood Reservoir	12	(8.1%)
4.	Beaver Lake	10	(6.8%)

Total Nebraska Home Listings: 148

Biggest Land Market

1.	Newport Landing Lake	\$3,251,400	(42.6%)
2.	Beaver Lake	\$923,276	(12.1%)

Total Nebraska Land Market: \$7,633,076

Most Land available

1.	Newport Landing Lake	17	(26.2%)
2.	Beaver Lake	11	(16.9%)

Total Nebraska Land Listings: 65

Average Home Price

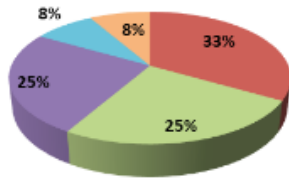
1.	Newport Landing Lake	\$794,770
2.	Shadow Lake	\$437,385
3.	Beaver Lake	\$411,180
4.	Zorinsky Lake	\$389,784
5.	Candlewood Reservoir	\$372,975



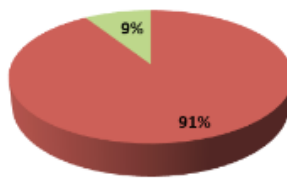
2019 SUMMER NEBRASKA LAKES

NEBRASKA LAKES AT A GLANCE

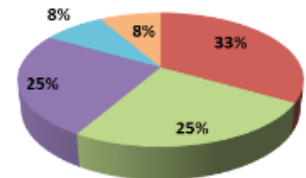
Newport Landing Lake



Shadow Lake



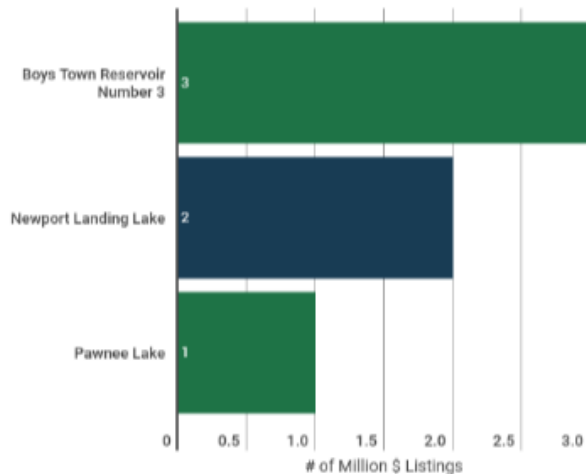
Newport Landing Lake



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN NEBRASKA

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
68007	Newport Landing Lake	\$795K
68154	Candlewood Reservoir	\$710K
68118	Papillion Creek Rsv D-45	\$525K
68064	Timber Lodge Lake	\$518K
68130	Zorinsky Lake	\$506K

New York

Lake Placid drops from No. 2 to No. 5 among New York's largest lake markets this summer, despite a 24% increase in overall value.

Biggest Market

1.	Lake Champlain*	\$178,480,286	(16.0%)	6.	Cayuga Lake	\$50,331,961	(4.5%)
2.	Lake George	\$164,248,791	(14.7%)	7.	Chautauqua Lake	\$42,991,602	(3.9%)
3.	Skaneateles Lake	\$60,381,699	(5.4%)	8.	Keuka Lake	\$36,111,762	(3.2%)
4.	Canandaigua Lake	\$56,805,374	(5.1%)	9.	Seneca Lake	\$35,576,020	(3.2%)
5.	Lake Placid	\$52,912,400	(4.7%)	10.	Saratoga Lake	\$26,133,787	(2.3%)

Total New York Market: \$1,114,070,139

Biggest Home Market

1.	Lake Champlain*	\$148,901,888	(15.9%)
2.	Lake George	\$136,600,798	(14.6%)
3.	Skaneateles Lake	\$55,264,499	(5.9%)
4.	Canandaigua Lake	\$48,787,400	(5.2%)
5.	Lake Placid	\$45,477,400	(4.9%)
6.	Cayuga Lake	\$39,805,600	(4.2%)
7.	Chautauqua Lake	\$39,528,902	(4.2%)
8.	Keuka Lake	\$30,801,062	(3.3%)
9.	Saratoga Lake	\$23,664,187	(2.5%)
10.	Seneca Lake	\$22,528,900	(2.4%)

Total New York Home Market: \$937,419,594

Biggest Land Market

1.	Lake Champlain*	\$29,578,398	(16.7%)
2.	Lake George	\$27,647,993	(15.7%)
3.	Seneca Lake	\$13,047,120	(7.4%)
4.	Cayuga Lake	\$10,526,361	(6.0%)
5.	Canandaigua Lake	\$8,017,974	(4.5%)
6.	Lake Ontario - Watertown Area	\$5,499,100	(3.1%)
7.	Keuka Lake	\$5,310,700	(3.0%)
8.	Skaneateles Lake	\$5,117,200	(2.9%)
9.	Oneida Lake	\$4,317,800	(2.4%)
10.	Chautauqua Lake	\$3,462,700	(2.0%)

Total New York Land Market: \$176,650,545

Oneida Lake remains one of the state's most affordable lake real estate markets with an average home price of about \$296K.

Most Expensive Homes

1.	Skaneateles Lake	\$1,578,985
2.	Upper Saranac Lake	\$1,436,181
3.	Lake Placid	\$1,299,354
4.	Fourth Lake	\$1,153,400
5.	Lake George	\$961,977
6.	Saratoga Lake	\$946,567
7.	Long Lake	\$876,783
8.	Otsego Lake	\$780,095
9.	Canandaigua Lake	\$696,962
10.	Lake Erie - Buffalo Area	\$662,366

Most Affordable Homes

1.	Black Lake	\$175,757
2.	Goodyear Lake	\$176,040
3.	Honeoye Lake	\$210,500
4.	Silver Lake	\$245,463
5.	Lake Ontario - Watertown Area	\$291,194
6.	Oneida Lake	\$296,382
7.	Lake Ontario - Oswego Area	\$328,481
8.	Great Sacandaga Lake	\$350,456
9.	Lake Erie - Chautauqua Area	\$363,419
10.	Loon Lake - Chestertown	\$379,890

Most Listings

1.	Lake Champlain*	392	(16.5%)	6.	Oneida Lake	84	(3.5%)
2.	Lake George	245	(10.3%)	7.	Lake Ontario - Watertown Area	83	(3.5%)
3.	Cayuga Lake	130	(5.5%)	8.	Keuka Lake	81	(3.4%)
4.	Chautauqua Lake	103	(4.3%)	9.	Seneca Lake	80	(3.4%)
5.	Canandaigua Lake	101	(4.2%)	10.	Great Sacandaga Lake	73	(3.1%)
Total New York Listings: 2,380							

Most Homes Available

1.	Lake Champlain*	261	(16.6%)
2.	Lake George	142	(9.0%)
3.	Chautauqua Lake	87	(5.5%)
4.	Cayuga Lake	74	(4.7%)
5.	Canandaigua Lake	70	(4.4%)
6.	Lake Ontario - Watertown Area	52	(3.3%)
7.	Keuka Lake	51	(3.2%)
8.	Great Sacandaga Lake	48	(3.0%)
9.	Oneida Lake	47	(3.0%)
10.	Seneca Lake	45	(2.9%)

Total New York Home Listings: 1,575

Most Land Available

1.	Lake Champlain*	131	(16.3%)
2.	Lake George	103	(12.8%)
3.	Cayuga Lake	56	(7.0%)
4.	Oneida Lake	37	(4.6%)
5.	Seneca Lake	35	(4.3%)
6.	Canandaigua Lake	31	(3.9%)
6.	Lake Ontario - Watertown Area	31	(3.9%)
8.	Keuka Lake	30	(3.7%)
9.	Great Sacandaga Lake	25	(3.1%)
10.	Schroon Lake	24	(3.0%)

Total New York Land Listings: 805

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Skaneateles Lake	\$139,645
2.	Oneida Lake	\$126,668
3.	Owasco Lake	\$117,133
4.	Lake George	\$113,887
5.	Chautauqua Lake	\$103,022

Listings of 10 Acres or More

1.	Seneca Lake	\$22,600
2.	Tupper Lake	\$18,355
3.	Canandaigua Lake	\$13,846
4.	Keuka Lake	\$10,004

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Great Sacandaga Lake	\$34,776
2.	Lake Ontario - Rochester Area	\$35,155
3.	Schroon Lake	\$40,854
4.	Seneca Lake	\$44,266
5.	Lake Ontario - Watertown Area	\$45,788
6.	Loon Lake - Chestertown	\$50,129
7.	Keuka Lake	\$50,337
8.	Canandaigua Lake	\$51,188
9.	Cayuga Lake	\$73,503
10.	Lake Champlain	\$102,402

Listings of 10 Acres or More

1.	Great Sacandaga Lake	\$1,687
2.	Lake Ontario - Watertown Area	\$2,433
3.	Lake George	\$5,916

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

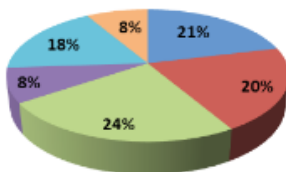


LakeHomes.com

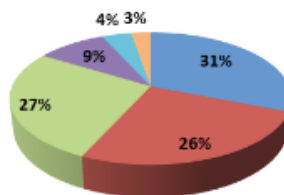
2019 SUMMER NEW YORK LAKES

NEW YORK LAKES AT A GLANCE

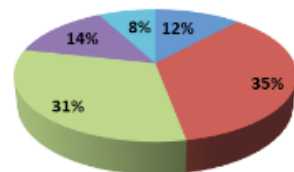
Lake George



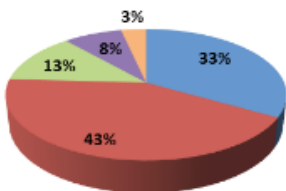
Cayuga Lake



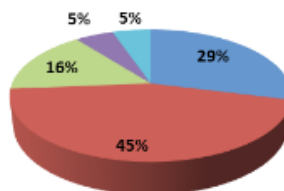
Keuka Lake



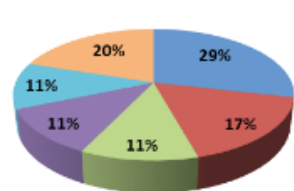
Chautauqua Lake



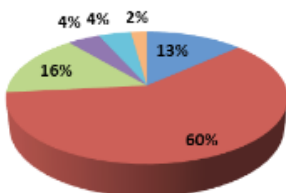
Lake Champlain



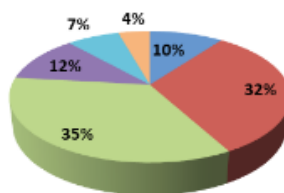
Lake Placid



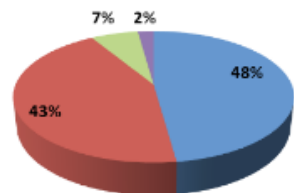
Seneca Lake



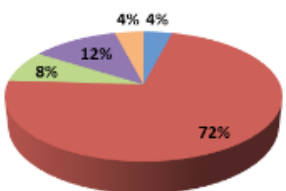
Canandaigua Lake



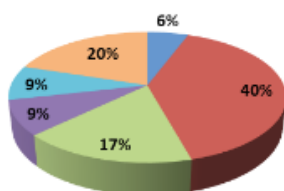
Oneida Lake



Saratoga Lake

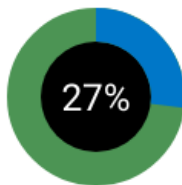
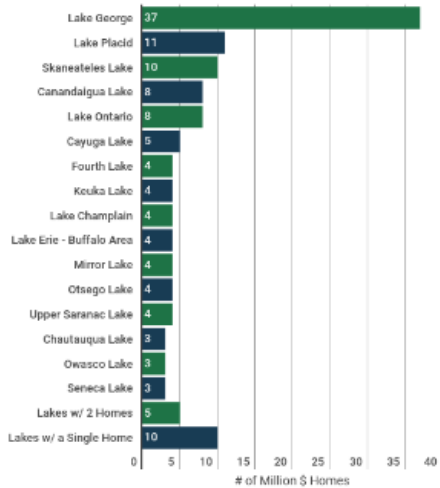


Skaneateles Lake



LUXURY REAL ESTATE IN NEW YORK

Where Are The Million-Dollar Listings?



27% of \$1M+ homes in New York on Lake George

Total Number of \$1M + Homes

136

10 Most Expensive ZIP Codes

6 ZIPs average over \$1 million

8 Different lakes make up the Top 10

3 Lake George ZIPs are in the Top 10

ZIP Code	Lake	Average
12844	Lake George	\$2.39M
13331	Fourth Lake	\$2.00M
13152	Skaneateles Lake	\$1.95M
12946	Lake Placid	\$1.70M
12986	Upper Saranac Lake	\$1.34M
12814	Lake George	\$1.07M
12866	Saratoga Lake	\$992K
12845	Lake George	\$981K
14544	Canandaigua Lake	\$833K
13326	Otsego Lake	\$798K

WHO'S SHOPPING NEW YORK LAKE REAL ESTATE



32%

of potential buyers come from outside New York



73%

are over age 45, most are 55-64



61%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Philadelphia

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

Number 2-10 metros are:

- Boston, MA
- Burlington, VT
- Wilkes-Barre/Scranton, PA
- Washington, DC
- Hartford-New Haven, CT
- Pittsburgh, PA
- Tampa-St Pete, FL
- Cleveland, OH
- Orlando, FL

North Carolina

Lake Hickory joins the state's Biggest Market list this summer with an overall market value of roughly \$72 million.

Biggest Market

1.	Lake Norman	\$783,608,952	(28.1%)	6.	Lake Lure	\$94,881,866	(3.4%)
2.	Jordan Lake	\$266,322,208	(9.6%)	7.	Badin Lake	\$84,253,479	(3.0%)
3.	Lake Wylie*	\$266,183,364	(9.6%)	8.	High Rock Lake	\$77,819,762	(2.8%)
4.	Lake Gaston*	\$149,938,985	(5.4%)	9.	Lake Toxaway	\$76,828,800	(2.8%)
5.	Chatuge Lake*	\$115,397,118	(4.1%)	10.	Lake Hickory	\$72,437,718	(2.6%)

Total North Carolina Market: \$2,785,291,036

Biggest Home Market

1.	Lake Norman	\$660,227,377	(30.2%)
2.	Jordan Lake	\$227,967,732	(10.4%)
3.	Lake Wylie*	\$219,229,335	(10.0%)
4.	Lake Gaston*	\$103,723,098	(4.7%)
5.	Chatuge Lake*	\$80,608,496	(3.7%)
6.	Falls Lake	\$64,285,999	(2.9%)
7.	Badin Lake	\$62,787,289	(2.9%)
8.	Lake Lure	\$60,403,918	(2.8%)
9.	Lake Tillery	\$53,463,498	(2.4%)
10.	Lake Toxaway	\$52,700,000	(2.4%)

Total North Carolina Home Market: \$2,186,479,429

Biggest Land Market

1.	Lake Norman	\$123,381,575	(21.3%)
2.	Lake Wylie*	\$46,954,029	(8.1%)
3.	Lake Gaston*	\$46,215,887	(8.0%)
4.	Lake James	\$38,614,750	(6.7%)
5.	Jordan Lake	\$38,354,476	(6.6%)
6.	Lake Lure	\$34,477,948	(5.9%)
7.	High Rock Lake	\$26,702,995	(4.6%)
8.	Chatuge Lake*	\$26,050,922	(4.5%)
9.	Lake Toxaway	\$24,128,800	(4.2%)
10.	Badin Lake	\$21,466,190	(3.7%)

Total North Carolina Land Market: \$580,470,107

While Lake Norman is ranked first in biggest market value, it ranks sixth on the most expensive homes list.

Most Expensive Homes

1.	Fontana Lake	\$1,287,344
2.	Falls Lake	\$1,212,658
3.	MacGregor Downs Lake	\$1,049,170
4.	Beaver Lake	\$1,037,400
5.	Lake Toxaway	\$975,925
6.	Lake Norman	\$860,548
7.	Lake James	\$777,974
8.	Enka Lake	\$745,655
9.	Jordan Lake	\$678,398
10.	Lake Wylie	\$660,679

Most Affordable Homes

1.	Oak Hollow Lake	\$278,539
2.	Lake Royale	\$294,282
3.	Lake Mackintosh	\$294,941
4.	Bald Mountain Lake	\$324,252
5.	Roanoke Rapids Lake	\$329,534
6.	Lake Junaluska	\$340,290
7.	Atagahi Lake	\$356,203
8.	Lake Jeanette	\$366,095
9.	John H Kerr Reservoir	\$374,747
10.	High Rock Lake	\$391,355

Most Listings

1.	Lake Norman	1,192	(16.6%)	6.	Chatuge Lake*	382	(5.3%)
2.	Lake Gaston*	655	(9.1%)	7.	Badin Lake	295	(4.1%)
3.	Lake Wylie*	590	(8.2%)	8.	Lake Hickory	275	(3.8%)
4.	Jordan Lake	498	(6.9%)	9.	Lake Lure	228	(3.2%)
5.	High Rock Lake	469	(6.5%)	10.	Lake James	225	(3.1%)
Total North Carolina Listings: 7,169							

Most Homes Available

1.	Lake Norman	775	(21.9%)
2.	Lake Wylie*	364	(10.3%)
3.	Jordan Lake	336	(9.5%)
4.	Lake Gaston*	250	(7.1%)
5.	Chatuge Lake*	151	(4.3%)
6.	Badin Lake	141	(4.0%)
7.	High Rock Lake	129	(3.6%)
8.	Lake Jeanette	114	(3.2%)
9.	Lake Tillery	112	(3.2%)
10.	Lake Hickory	99	(2.8%)

Total North Carolina Home Listings: 3,545

Most Land Available

1.	Lake Norman	417	(11.6%)
2.	Lake Gaston*	405	(11.3%)
3.	High Rock Lake	335	(9.3%)
4.	Lake Wylie*	226	(6.3%)
5.	Chatuge Lake*	213	(5.9%)
6.	Lake James	182	(5.1%)
7.	Lake Hickory	176	(4.9%)
8.	Jordan Lake	162	(4.5%)
9.	Badin Lake	154	(4.3%)
10.	Lake Rhodhiss	153	(4.3%)

Total North Carolina Land Listings: 3,590

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Norman	\$265,193
2.	Lake Toxaway	\$171,109
3.	Lake Tillery	\$126,483
4.	Falls Lake	\$119,881
5.	Bear Creek Lake	\$111,425
6.	Badin Lake	\$108,607
7.	Lake James	\$101,615
8.	Lake Wylie	\$98,393
9.	Jordan Lake	\$97,379
10.	Lake Lure	\$89,595

Listings of 10 Acres or More

1.	Jordan Lake	\$18,236
2.	Lake James	\$17,314
3.	Lake Hickory	\$15,753
4.	Lake Michie	\$14,221

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Blewett Falls Lake	\$17,607
2.	Lake Mayo	\$28,077
3.	Hickory Nut Upper Lake	\$31,718
4.	Lake Lookout	\$32,868
5.	Hickory Nut Lower Lake	\$36,641
6.	High Rock Lake	\$37,015
7.	Lake Adger	\$38,698
8.	Roanoke Rapids Lake	\$39,775
9.	Lake Townsend	\$39,884
10.	Lake Tiroga	\$40,031

Listings of 10 Acres or More

1.	Hycos Lake	\$5,284
2.	High Rock Lake	\$7,522
3.	Lake Rhodhiss	\$9,801
4.	Lake Norman	\$12,517
5.	Lake Adger	\$13,862

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

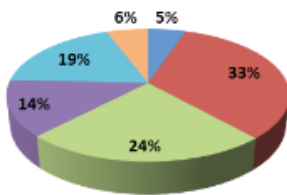


LakeHomes.com

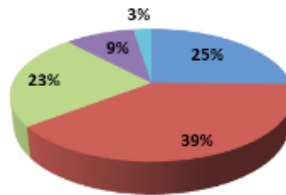
2019 SUMMER NORTH CAROLINA LAKES

NORTH CAROLINA LAKES AT A GLANCE

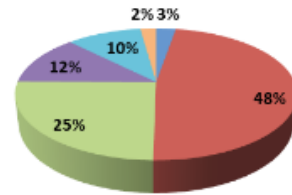
Lake Norman



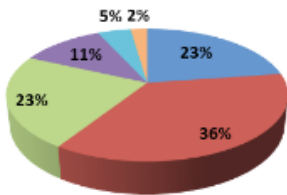
Lake Gaston



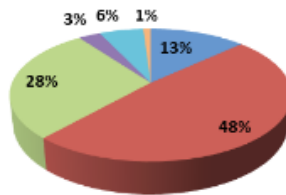
Lake Wylie



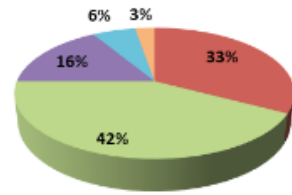
Chatuge Lake



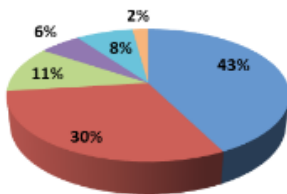
Lake Hickory



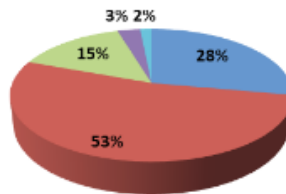
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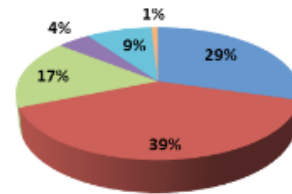
Badin Lake



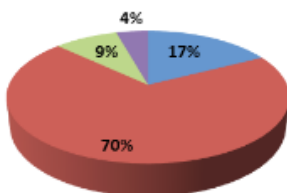
High Rock Lake



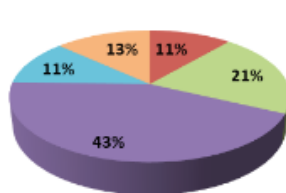
Lake Tillery



John H Kerr Reservoir

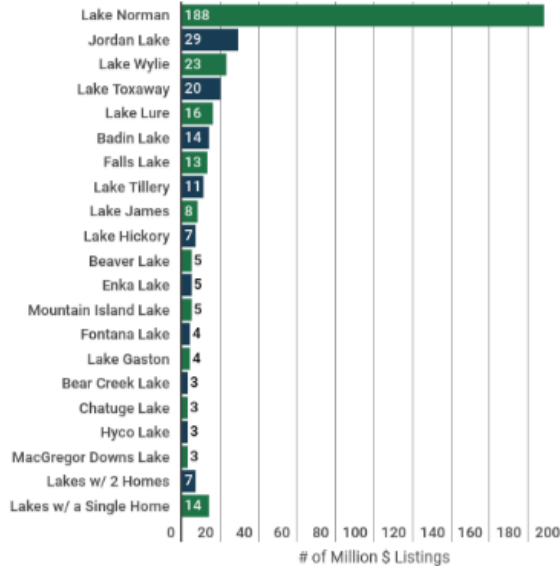


Falls Lake



LUXURY REAL ESTATE IN NORTH CAROLINA

Where Are The Million-Dollar Listings?



Total Number of \$1M + Homes

392

10 Most Expensive ZIP Codes

15

Zip codes average \$800k or more

7

Different lakes make up the Top 10

4

ZIPs average over \$1 million

ZIP Code	Lake	Average
27813	Fontana Lake	\$1.55M
27614	Barony Lake	\$1.46M
28804	Beaver Lake	\$1.04M
27511	MacGregor Downs Lake	\$1.01M
28747	Lake Toxaway	\$976K
28031	Lake Norman	\$969K
28078	Lake Norman	\$956K
28037	Lake Norman	\$866K
28117	Lake Norman	\$861K
27587	Falls Lake	\$861K

WHO'S SHOPPING NORTH CAROLINA LAKE REAL ESTATE



53%

of potential buyers come from outside North Carolina



72%

are over age 45, most are 55-64



61%

use a smartphone or a tablet



LAKE HOMES REALTY
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Atlanta

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

Number 2-10 metros are:

- New York, NY
- Washington DC
- Norfolk-Newport News, VA
- Nashville, TN
- Philadelphia, PA
- Chicago, IL
- Tampa-St Pete, FL
- Richmond, VA
- Boston, MA

Oklahoma

More than a third of Oklahoma's total lake market value can be found in a single market, Grand Lake.

Biggest Market

1.	Grand Lake	\$234,576,747	(37.1%)	6.	Tenkiller Lake	\$29,244,050	(4.6%)
2.	Lake Eufaula	\$116,833,353	(18.5%)	7.	Lake Hudson	\$22,778,033	(3.6%)
3.	Lake Texoma*	\$106,648,435	(16.9%)	8.	Oologah Lake	\$19,079,502	(3.0%)
4.	Skiatook Lake	\$35,214,892	(5.6%)	9.	Fort Gibson Lake	\$13,201,390	(2.1%)
5.	Keystone Lake	\$29,315,449	(4.6%)	10.	Lake Claremore	\$10,966,300	(1.7%)
Total Oklahoma Market: \$632,678,751							

Biggest Home Market

1.	Grand Lake	\$200,316,548	(47.0%)
2.	Lake Eufaula	\$72,183,337	(16.9%)
3.	Lake Texoma*	\$50,395,108	(11.8%)
4.	Tenkiller Lake	\$20,790,150	(4.9%)
5.	Skiatook Lake	\$16,275,093	(3.8%)
6.	Keystone Lake	\$15,329,499	(3.6%)
7.	Lake Hudson	\$14,552,250	(3.4%)
8.	Oologah Lake	\$12,048,300	(2.8%)
9.	Lake Claremore	\$8,486,500	(2.0%)
10.	Fort Gibson Lake	\$7,725,540	(1.8%)
Total Oklahoma Home Market: \$426,132,225			

Biggest Land Market

1.	Lake Texoma*	\$53,023,827	(30.2%)
2.	Lake Eufaula	\$40,366,117	(23.0%)
3.	Grand Lake	\$28,472,399	(16.2%)
4.	Skiatook Lake	\$18,204,899	(10.4%)
5.	Keystone Lake	\$11,771,950	(6.7%)
6.	Oologah Lake	\$5,846,303	(3.3%)
7.	Tenkiller Lake	\$4,857,000	(2.8%)
8.	Lake Hudson	\$3,414,293	(1.9%)
9.	Fort Gibson Lake	\$3,180,350	(1.8%)
10.	Copan Lake	\$2,106,700	(1.2%)
Total Oklahoma Land Market: \$175,832,638			

Average Home Price

1.	Grand Lake	\$478,464
2.	Oologah Lake	\$344,237
3.	Lake Texoma	\$335,819
4.	Skiatook Lake	\$304,381
5.	Lake Eufaula	\$302,276
6.	Lake Claremore	\$301,660
7.	Lake Hudson	\$296,618
8.	Tenkiller Lake	\$285,365
9.	Keystone Lake	\$249,728
10.	Copan Lake	\$225,191

Lake land listings in Oklahoma have increased by 30% since spring 2019, up from 1,179 to 1,540

Most Listings

1.	Lake Eufaula	658	(22.7%)	6.	Keystone Lake	139	(4.8%)
2.	Grand Lake	649	(22.4%)	7.	Lake Hudson	120	(4.1%)
3.	Lake Texoma*	606	(20.9%)	8.	Fort Gibson Lake	101	(3.5%)
4.	Tenkiller Lake	257	(8.9%)	9.	Oologah Lake	76	(2.6%)
5.	Skiatook Lake	172	(5.9%)	10.	Lake Claremore	42	(1.4%)

Total Oklahoma Listings: 2,902

Most Homes Available

1.	Grand Lake	443	(34.5%)
2.	Lake Eufaula	277	(21.6%)
3.	Lake Texoma*	160	(12.5%)
4.	Tenkiller Lake	79	(6.2%)
5.	Keystone Lake	65	(5.1%)
6.	Skiatook Lake	56	(4.4%)
7.	Lake Hudson	54	(4.2%)
8.	Fort Gibson Lake	51	(4.0%)
9.	Oologah Lake	35	(2.7%)
10.	Lake Claremore	29	(2.3%)

Total Oklahoma Home Listings: 1,283

Most Land Available

1.	Lake Texoma*	437	(28.4%)
2.	Lake Eufaula	365	(23.7%)
3.	Grand Lake	195	(12.7%)
4.	Tenkiller Lake	174	(11.3%)
5.	Skiatook Lake	112	(7.3%)
6.	Keystone Lake	68	(4.4%)
7.	Lake Hudson	58	(3.8%)
8.	Fort Gibson Lake	40	(2.6%)
9.	Oologah Lake	36	(2.3%)
10.	Copan Lake	23	(1.5%)

Total Oklahoma Land Listings: 1,540

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Grand Lake	\$92,120
2.	Lake Eufaula	\$92,047
3.	Lake Texoma	\$79,444
4.	Skiatook Lake	\$53,757
5.	Copan Lake	\$43,991

Listings of 10 Acres or More

1.	Grand Lake	\$7,324
2.	Skiatook Lake	\$7,224
3.	Fort Gibson Lake	\$7,211
4.	Lake Eufaula	\$3,933

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Fort Gibson Lake	\$17,074
2.	Keystone Lake	\$17,753
3.	Tenkiller Lake	\$20,118
4.	Oologah Lake	\$22,359
5.	Lake Hudson	\$36,175

Listings of 10 Acres or More

1.	Tenkiller Lake	\$2,064
2.	Lake Hudson	\$3,020
3.	Oologah Lake	\$3,252
4.	Keystone Lake	\$3,867

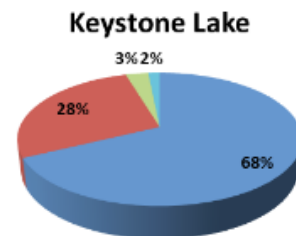
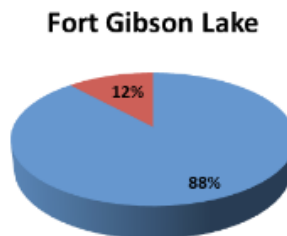
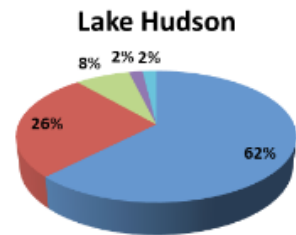
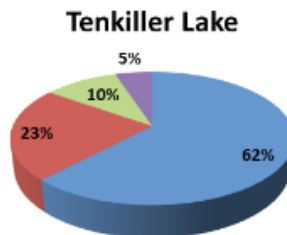
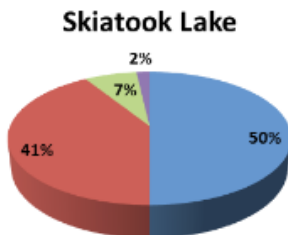
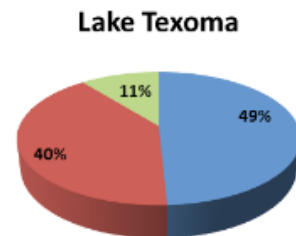
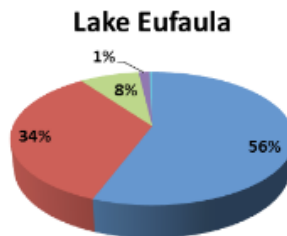
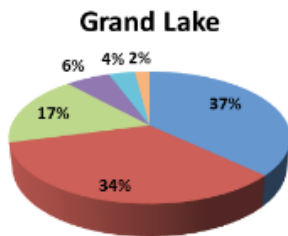
* This includes lake real estate inventory from more than one state.



LakeHomes.com

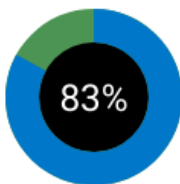
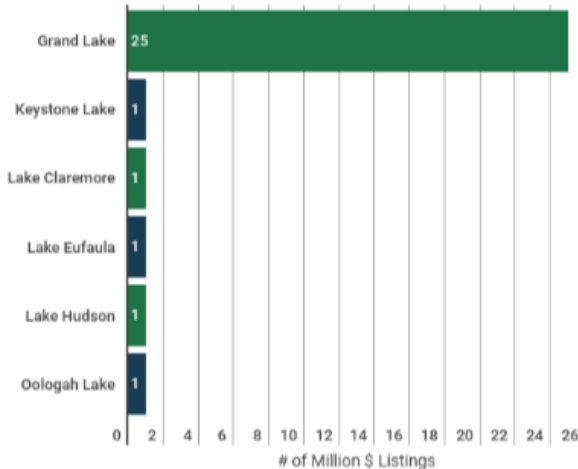
2019 SUMMER OKLAHOMA LAKES

OKLAHOMA LAKES AT A GLANCE



LUXURY REAL ESTATE IN OKLAHOMA

Where Are The Million-Dollar Listings?



83% of \$1M+ homes in Oklahoma are on Grand Lake

Total Number of \$1M + Homes

030

10 Most Expensive ZIP Codes

6 Zip codes on Grand Lake in Top 10

4 Lakes make up the Top 10

2 ZIP codes average over \$500K

ZIP Code	Lake	Average
74340	Grand Lake	\$1.25M
74464	Tenkiller Lake	\$662K
74349	Grand Lake	\$493K
74731	Lake Texoma	\$493K
74346	Grand Lake	\$474K
74331	Grand Lake	\$468K
74350	Grand Lake	\$459K
74344	Grand Lake	\$444K
74080	Oologah Lake	\$440K
74048	Oologah Lake	\$415K

WHO'S SHOPPING OKLAHOMA LAKE REAL ESTATE



56%

of potential buyers come from outside Oklahoma



70%

are over age 45, most are 55-64



69%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Dallas

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

Number 2-10 metros are:

- Kansas City, MO
- Ft. Smith, AR
- Wichita, KS
- Chicago, IL
- St. Louis, MO
- Houston, TX
- Knoxville, TN
- Denver, CO
- Joplin, MO

Pennsylvania

Pennsylvania boasts some of the most affordable lake markets in the country with only nine markets with an average price over \$300K.

Biggest Market

1.	Lake Wallenpaupack	\$82,735,071	(22.0%)	6.	Arrowhead Lakes	\$14,079,242	(3.7%)
2.	Lake Naomi	\$29,675,699	(7.9%)	7.	Delaware River*	\$13,561,400	(3.6%)
3.	Lake Harmony - Split Rock	\$20,945,668	(5.6%)	8.	Indian Mountain Lakes	\$12,918,848	(3.4%)
4.	Westcolang Lake	\$17,572,584	(4.7%)	9.	Towamensing Trails	\$11,561,156	(3.1%)
5.	Roamingwood Lake	\$14,153,350	(3.8%)	10.	Lake Erie	\$10,102,000	(2.7%)

Total Pennsylvania Market: \$375,948,615

Biggest Home Market

1.	Lake Wallenpaupack	\$73,214,520	(21.8%)
2.	Lake Naomi	\$27,278,800	(8.1%)
3.	Lake Harmony - Split Rock	\$18,897,652	(5.6%)
4.	Westcolang Lake	\$16,915,495	(5.0%)
5.	Roamingwood Lake	\$13,966,300	(4.2%)
6.	Arrowhead Lakes	\$13,076,270	(3.9%)
7.	Indian Mountain Lakes	\$12,399,900	(3.7%)
8.	Towamensing Trails	\$10,444,100	(3.1%)
9.	Delaware River*	\$9,084,500	(2.7%)
10.	Big Bass Lake	\$9,046,592	(2.7%)

Total Pennsylvania Home Market: \$335,820,609

Biggest Land Market

1.	Lake Wallenpaupack	\$9,520,551	(23.7%)
2.	Lake Naomi	\$2,396,899	(6.0%)
3.	Lake Harmony - Split Rock	\$2,048,016	(5.1%)
4.	Beltzville Lake	\$1,512,390	(3.8%)
5.	Bear Creek Lake	\$1,159,600	(2.9%)
6.	Towamensing Trails	\$1,117,056	(2.8%)
7.	Arrowhead Lakes	\$1,002,972	(2.5%)
8.	Locust Lake	\$714,800	(1.8%)
9.	Woodledge Lake	\$699,290	(1.7%)
10.	Westcolang Lake	\$657,089	(1.6%)

Total Pennsylvania Land Market: \$40,128,006

24% of the state's land market value can be found on Lake Wallenpaupack, whose land listings total roughly \$9.5 million.

Most Expensive Homes

1.	Lake Erie	\$679,046
2.	Lake Ariel	\$489,550
3.	Hemlock Lake	\$418,530
4.	Lake Meade	\$416,962
5.	Twin Lake Estates	\$373,405
6.	Delaware River	\$364,783
7.	Lake Wallenpaupack	\$362,616
8.	Beltzville Lake	\$345,260
9.	Lake Naomi	\$328,660
10.	Lake Harmony - Split Rock	\$298,377

Most Affordable Homes

1.	Pocono Country Place	\$104,295
2.	Monroe Lakes	\$135,192
3.	Winona Lakes	\$147,684
4.	Arrowhead Lakes	\$152,049
5.	Brier Crest Woods	\$152,583
6.	Stillwater Lake	\$158,965
7.	Indian Mountain Lakes	\$161,037
8.	Gold Key Lake	\$179,000
9.	Locust Lake	\$180,106
10.	Big Bass Lake	\$180,931

Most Listings

1.	Lake Wallenpaupack	332	(15.0%)	6.	Lake Harmony - Split Rock	89	(4.0%)
2.	Towamensing Trails	154	(7.0%)	7.	Roamingwood Lake	86	(3.9%)
3.	Arrowhead Lakes	139	(6.3%)	8.	Pocono Country Place	83	(3.7%)
4.	Indian Mountain Lakes	132	(6.0%)	9.	Westcolang Lake	82	(3.7%)
5.	Lake Naomi	106	(4.8%)	10.	Big Bass Lake	71	(3.2%)
Total Pennsylvania Listings: 2,214							

Most Homes Available

1.	Lake Wallenpaupack	207	(15.3%)
2.	Arrowhead Lakes	86	(6.4%)
3.	Lake Naomi	83	(6.2%)
4.	Indian Mountain Lakes	77	(5.7%)
5.	Pocono Country Place	71	(5.3%)
6.	Roamingwood Lake	69	(5.1%)
7.	Lake Harmony - Split Rock	64	(4.7%)
8.	Westcolang Lake	60	(4.4%)
9.	Towamensing Trails	57	(4.2%)
10.	Big Bass Lake	50	(3.7%)
Total Pennsylvania Home Listings: 1,349			

Most Land Available

1.	Lake Wallenpaupack	125	(14.5%)
2.	Towamensing Trails	97	(11.2%)
3.	Indian Mountain Lakes	55	(6.4%)
4.	Arrowhead Lakes	53	(6.1%)
5.	Tink Wig Lake	38	(4.4%)
6.	Woodledge Lake	35	(4.0%)
7.	Lake Watawga	26	(3.0%)
8.	Lake Harmony - Split Rock	25	(2.9%)
9.	Locust Lake	24	(2.8%)
10.	Lake Naomi	23	(2.7%)
Total Pennsylvania Land Listings: 865			

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Naomi	\$179,140
2.	Lake Harmony - Split Rock	\$69,518
3.	Locust Lake	\$61,251
4.	Stillwater Lake	\$55,207
5.	Bear Creek Lake	\$44,242
6.	Lake Wallenpaupack	\$41,345
7.	Arrowhead Lakes	\$38,047
8.	Westcolang Lake	\$37,271
9.	Pocono Country Place	\$32,445
10.	Lake Watawga	\$31,035

Listings of 10 Acres or More

**

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Tink Wig Lake	\$9,723
2.	Indian Mountain Lakes	\$14,659
3.	Brier Crest Woods	\$15,400
4.	Lake in the Clouds	\$16,093
5.	Holiday Pocono	\$18,462
6.	Fawn Lake	\$18,990
7.	Towamensing Trails	\$20,597
8.	Emerald Lakes	\$23,945
9.	Big Bass Lake	\$24,013
10.	Roamingwood Lake	\$25,345

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.

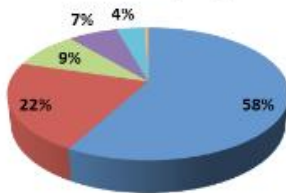


LakeHomes.com

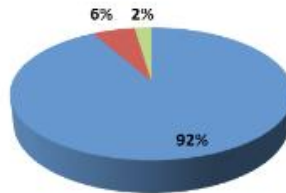
2019 SUMMER PENNSYLVANIA LAKES

PENNSYLVANIA LAKES AT A GLANCE

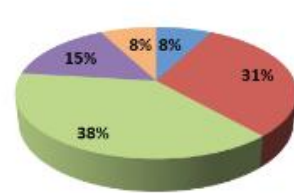
Lake Wallenpaupack



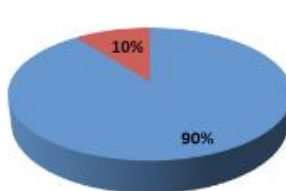
Arrowhead Lakes



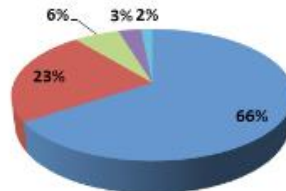
Lake Erie



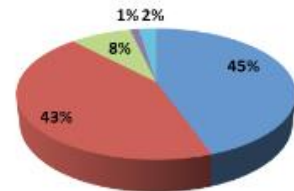
Indian Mountain Lakes



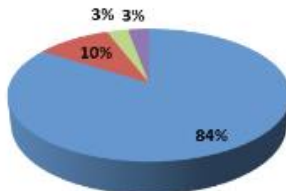
Lake Harmony - Split Rock



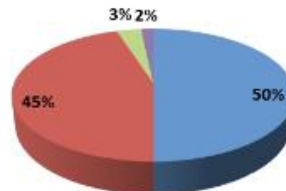
Lake Naomi



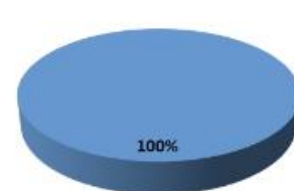
Roamingwood Lake



Westcolang Lake



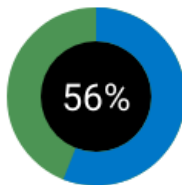
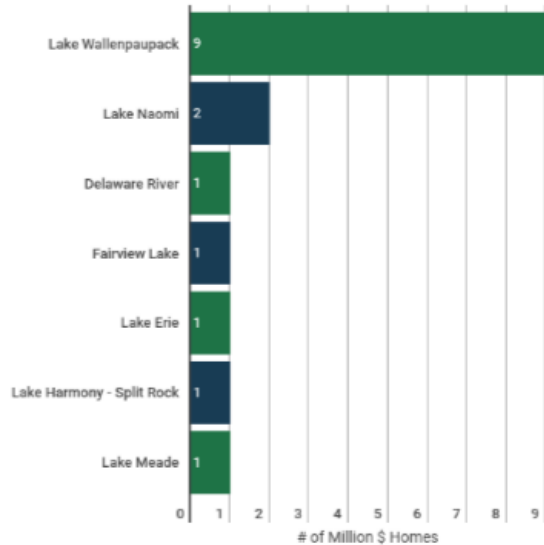
Pocono Country Place



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN PENNSYLVANIA

Where Are The Million-Dollar Listings?



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

Total Number of \$1M + Homes

016

10 Most Expensive ZIP Codes

6

Different lakes in the Top 10

4

Lake Wallenpaupack ZIPs in Top 10

2

Delaware River in the Top 10

ZIP Code	Lake	Average
18438	Lake Wallenpaupack	\$483K
18417	Delaware River	\$455K
17316	Lake Meade	\$417K
18235	Beltzville Lake	\$358K
18464	Lake Wallenpaupack	\$331K
18428	Lake Wallenpaupack	\$319K
18624	Lake Harmony - Split Rock	\$303K
18426	Lake Wallenpaupack	\$302K
18350	Lake Naomi	\$298K
18458	Delaware River	\$297K

WHO'S SHOPPING PENNSYLVANIA LAKE REAL ESTATE



53%

of potential buyers come from outside Pennsylvania



70%

are over age 45, most are 55-64



63%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

New York

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

Number 2-10 metros are:

- Washington DC
- Baltimore, MD
- Cleveland, OH
- Boston, MA
- Binghamton, NY
- Tampa/St Pete, FL
- Nashville, TN
- Albany, NY
- Hartford, CT

South Carolina

At roughly \$1.6 billion in total market value, South Carolina has grown nearly 18% in market value since spring 2019.

Biggest Market

1.	Lake Keowee	\$434,997,585	(26.8%)	6.	Thurmond Lake*	\$56,451,377	(3.5%)
2.	Lake Hartwell*	\$274,799,076	(16.9%)	7.	Lake Greenwood	\$53,146,202	(3.3%)
3.	Lake Wylie*	\$266,183,364	(16.4%)	8.	Lake Wateree	\$38,905,654	(2.4%)
4.	Lake Murray	\$213,034,739	(13.1%)	9.	Lake Robinson	\$35,235,873	(2.2%)
5.	Lake Marion	\$95,787,369	(5.9%)	10.	Lake Carolina	\$20,698,466	(1.3%)

Total South Carolina Market: \$1,623,400,134

Biggest Home Market

1.	Lake Keowee	\$282,205,686	(25.2%)
2.	Lake Wylie*	\$219,229,335	(19.6%)
3.	Lake Hartwell*	\$162,536,294	(14.5%)
4.	Lake Murray	\$150,831,274	(13.5%)
5.	Lake Marion	\$62,127,690	(5.6%)
6.	Thurmond Lake*	\$36,018,656	(3.2%)
7.	Lake Greenwood	\$35,778,883	(3.2%)
8.	Lake Wateree	\$27,021,776	(2.4%)
9.	Lake Robinson	\$26,038,173	(2.3%)
10.	Lake Carolina	\$17,717,396	(1.6%)

Total South Carolina Home Market: \$1,117,906,377

Biggest Land Market

1.	Lake Keowee	\$152,791,899	(30.6%)
2.	Lake Hartwell*	\$111,515,132	(22.3%)
3.	Lake Murray	\$62,203,465	(12.5%)
4.	Lake Wylie*	\$46,954,029	(9.4%)
5.	Lake Marion	\$31,454,879	(6.3%)
6.	Thurmond Lake*	\$20,432,721	(4.1%)
7.	Lake Greenwood	\$17,367,319	(3.5%)
8.	Lake Wateree	\$11,883,878	(2.4%)
9.	Lake Robinson	\$9,197,700	(1.8%)
10.	Richard B. Russell Lake*	\$6,630,120	(1.3%)

Total South Carolina Land Market: \$499,482,870

The land market on Lake Keowee has increased by 10% this summer, up from about \$139 million in the spring.

Most Expensive Homes

1.	Lake Keowee	\$937,560
2.	Lake William C Bowen	\$568,816
3.	Lake Wylie	\$542,745
4.	Lake Katherine	\$530,013
5.	Lake Murray	\$522,914
6.	Lake Greenwood	\$396,634
7.	Lake Moultrie	\$396,447
8.	Lake Wateree	\$395,269
9.	Lake Robinson	\$381,165
10.	Forest Lake	\$364,222

Most Affordable Homes

1.	Lyman Lake	\$260,214
2.	Lake Frances	\$269,790
3.	Lake Marion	\$303,895
4.	Lake Blalock	\$313,003
5.	Thurmond Lake	\$318,660
6.	Fishing Creek Lake	\$347,045
7.	Lake Carolina	\$354,347
8.	Lake Hartwell	\$363,906
9.	Forest Lake	\$364,222
10.	Lake Robinson	\$381,165

Most Listings

1.	Lake Hartwell*	1,308	(22.4%)	6.	Lake Marion	496	(8.5%)
2.	Lake Keowee	1,057	(18.1%)	7.	Lake Greenwood	334	(5.7%)
3.	Lake Murray	594	(10.2%)	8.	Lake Wateree	171	(2.9%)
4.	Lake Wylie*	590	(10.1%)	9.	Lake Robinson	107	(1.8%)
5.	Thurmond Lake*	503	(8.6%)	10.	Lake Carolina	82	(1.4%)
Total South Carolina Listings: 5,828							

Most Homes Available

1.	Lake Hartwell*	440	(19.2%)
2.	Lake Wylie*	364	(15.9%)
3.	Lake Keowee	301	(13.1%)
4.	Lake Murray	296	(12.9%)
5.	Lake Marion	227	(9.9%)
6.	Thurmond Lake*	102	(4.5%)
6.	Lake Greenwood	102	(4.5%)
8.	Lake Wateree	77	(3.4%)
9.	Lake Robinson	69	(3.0%)
10.	Lake Carolina	50	(2.2%)

Total South Carolina Home Listings: 2,290

Most Land Available

1.	Lake Hartwell*	863	(24.5%)
2.	Lake Keowee	756	(21.4%)
3.	Thurmond Lake*	401	(11.4%)
4.	Lake Murray	298	(8.5%)
5.	Lake Marion	264	(7.5%)
6.	Lake Greenwood	232	(6.6%)
7.	Lake Wylie*	226	(6.4%)
8.	Lake Wateree	94	(2.7%)
9.	Richard B. Russell Lake*	57	(1.6%)
10.	Lake Secession	47	(1.3%)

Total South Carolina Land Listings: 3,525

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Wylie	\$188,324
2.	Lake Carolina	\$179,961
3.	Lake Keowee	\$132,111
4.	Lake Murray	\$127,056
5.	Lyman Lake	\$83,800
6.	Fishing Creek Lake	\$77,253
7.	Thurmond Lake	\$73,152
8.	Lake Hartwell	\$65,312
9.	Lake Wateree	\$65,256

Listings of 10 Acres or More

1.	Lake Murray	\$28,260
2.	Lake Robinson	\$26,253
3.	Lake Keowee	\$22,920

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Richard B. Russell Lake	\$14,798
2.	Lake Fiddlers Cove	\$20,443
3.	Lake Rabon	\$36,831
4.	Lake Monticello	\$39,193
5.	Lake Secession	\$40,810
6.	Lake Marion	\$40,966
7.	Lake Moultrie	\$41,587
8.	Lake Robinson	\$44,866
9.	Lake Blalock	\$46,892
10.	Lake Greenwood	\$61,880

Listings of 10 Acres or More

1.	Lake Greenwood	\$6,705
2.	Lake Marion	\$15,081
3.	Lake Hartwell	\$21,341

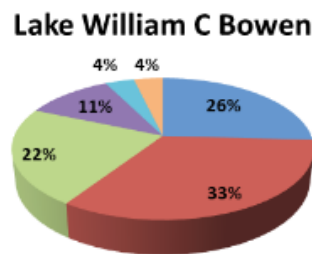
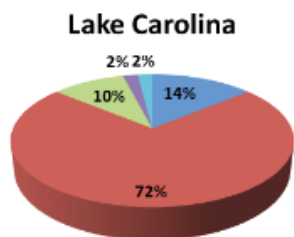
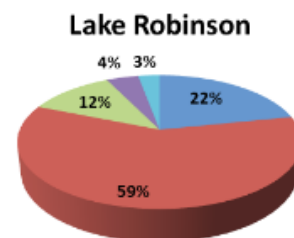
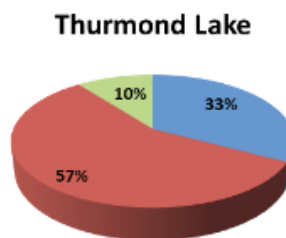
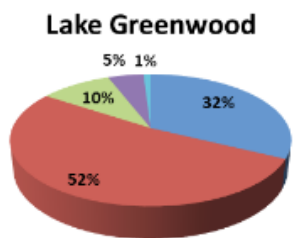
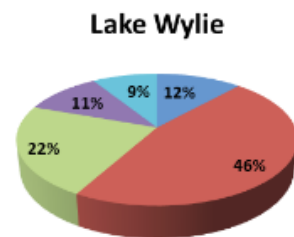
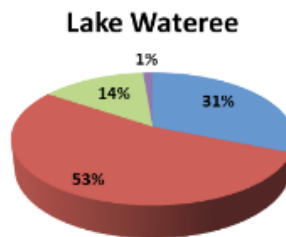
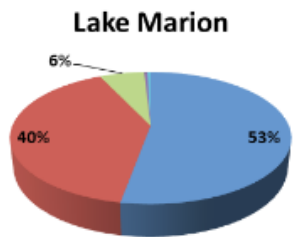
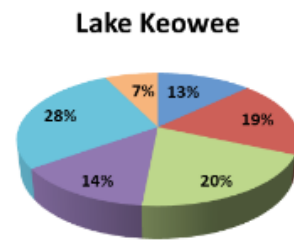
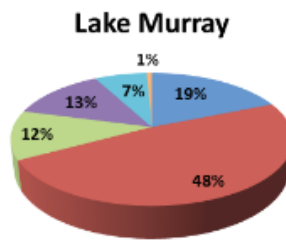
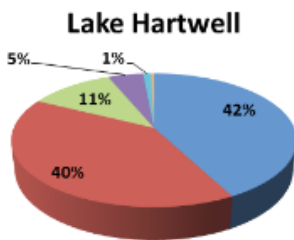
* This includes lake real estate inventory from more than one state.



LakeHomes.com

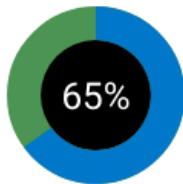
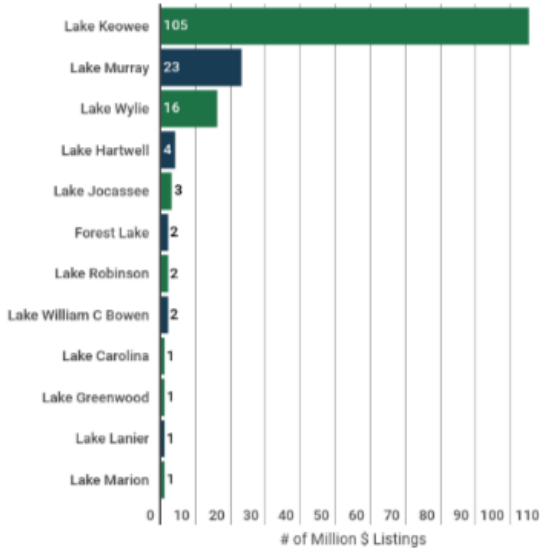
2019 SUMMER SOUTH CAROLINA LAKES

SOUTH CAROLINA LAKES AT A GLANCE



LUXURY REAL ESTATE IN SOUTH CAROLINA

Where Are The Million-Dollar Listings?



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

Total Number of \$1M + Homes

161

10 Most Expensive ZIP Codes

- 6** Different lakes make up the Top 10
- 2** Lake Wylie ZIPs make the Top 10
- 3** Lake Hartwell ZIPs also make the Top 10

ZIP Code	Lake	Average
29685	Lake Keowee	\$1.44M
29682	Lake Hartwell	\$983K
29676	Lake Jocassee	\$903K
29684	Lake Hartwell	\$879K
29672	Lake Hartwell	\$815K
29745	Lake Wylie	\$813K
29063	Lake Murray	\$718K
29072	Lake Murray	\$640K
29356	Lake Lanier	\$557K
29710	Lake Wylie	\$557K

WHO'S SHOPPING SOUTH CAROLINA LAKE REAL ESTATE



67

of potential buyers come from outside South Carolina



74%

are over age 45, most are 55-64



63%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Charlotte

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

Number 2-10 metros are:

- Atlanta, GA
- New York, NY
- Raleigh-Durham, NC
- Washington, DC
- Chicago, IL
- Augusta, GA
- Nashville, TN
- Philadelphia, PA
- Savannah, GA

Tennessee

Tellico Lake, Tennessee's third-largest lake market, is responsible for almost 15% of the state's land inventory with 725 listings.

Biggest Market

1.	Old Hickory Lake	\$339,615,489	(16.3%)	6.	Chickamauga Lake	\$110,302,453	(5.3%)
2.	Fort Loudoun Lake	\$312,288,634	(15.0%)	7.	Douglas Lake	\$94,580,237	(4.5%)
3.	Tellico Lake	\$197,561,592	(9.5%)	8.	Tims Ford Lake	\$82,346,982	(3.9%)
4.	Watts Bar Lake	\$159,654,197	(7.7%)	9.	Nickajack Lake	\$78,589,100	(3.8%)
5.	Norris Lake	\$135,494,982	(6.5%)	10.	Kentucky Lake*	\$77,778,508	(3.7%)

Total Tennessee Market: \$2,086,477,832

Biggest Home Market

1.	Old Hickory Lake	\$297,613,499	(19.3%)
2.	Fort Loudoun Lake	\$253,881,694	(16.5%)
3.	Tellico Lake	\$124,890,876	(8.1%)
4.	Watts Bar Lake	\$94,977,290	(6.2%)
5.	Norris Lake	\$89,393,274	(5.8%)
6.	Chickamauga Lake	\$73,921,498	(4.8%)
7.	Nickajack Lake	\$62,513,800	(4.1%)
8.	Tims Ford Lake	\$61,673,499	(4.0%)
9.	Kentucky Lake*	\$61,003,889	(4.0%)
10.	J. Percy Priest Lake	\$60,077,522	(3.9%)

Total Tennessee Home Market: \$1,540,466,325

Biggest Land Market

1.	Tellico Lake	\$72,670,716	(13.3%)
2.	Watts Bar Lake	\$64,676,907	(11.8%)
3.	Fort Loudoun Lake	\$58,406,940	(10.7%)
4.	Norris Lake	\$46,101,708	(8.4%)
5.	Old Hickory Lake	\$42,001,990	(7.7%)
6.	Chickamauga Lake	\$36,380,955	(6.7%)
7.	Douglas Lake	\$35,986,659	(6.6%)
8.	Center Hill Lake	\$21,866,531	(4.0%)
9.	Lake Barkley*	\$20,683,924	(3.8%)
10.	Tims Ford Lake	\$20,673,483	(3.8%)

Total Tennessee Land Market: \$546,011,507

Tennessee's overall lake real estate market value has increased from \$1.6 billion in spring 2019 to \$2 billion this summer – up 32%.

Most Expensive Homes

1.	Fort Loudoun Lake	\$763,382
2.	Boone Lake	\$680,070
3.	Normandy Lake	\$618,353
4.	Nickajack Lake	\$612,880
5.	Watauga Lake	\$604,202
6.	Tellico Lake	\$556,320
7.	Chickamauga Lake	\$522,529
8.	Great Falls Lake	\$517,655
9.	Douglas Lake	\$507,341
10.	Old Hickory Lake	\$491,739

Most Affordable Homes

1.	Lake Catherine	\$168,912
2.	Saint George Lake	\$211,111
3.	Lake Tansi	\$221,325
4.	Cordell Hull Lake	\$229,033
5.	Lake Barkley	\$275,565
6.	J. Percy Priest Lake	\$286,102
7.	Fort Patrick Henry Lake	\$299,618
8.	Kentucky Lake	\$308,140
9.	Harvest Farms Lake	\$309,310
10.	Melton Hill Lake	\$312,709

Most Listings

1.	Tellico Lake	950	(11.5%)	6.	Douglas Lake	444	(5.4%)
2.	Watts Bar Lake	898	(10.9%)	7.	Lake Barkley*	438	(5.3%)
3.	Norris Lake	770	(9.3%)	8.	Cherokee Lake	387	(4.7%)
4.	Old Hickory Lake	735	(8.9%)	9.	Kentucky Lake*	370	(4.5%)
5.	Fort Loudoun Lake	595	(7.2%)	10.	Chickamauga Lake	369	(4.5%)

Total Tennessee Listings: 8,275

Most Homes Available

1.	Old Hickory Lake	609	(18.3%)
2.	Fort Loudoun Lake	335	(10.0%)
3.	Watts Bar Lake	247	(7.4%)
4.	Tellico Lake	225	(6.7%)
5.	J. Percy Priest Lake	210	(6.3%)
6.	Norris Lake	209	(6.3%)
7.	Kentucky Lake*	171	(5.1%)
8.	Lake Barkley*	163	(4.9%)
9.	Chickamauga Lake	143	(4.3%)
10.	Tims Ford Lake	132	(4.0%)

Total Tennessee Home Listings: 3,334

Most Land Available

1.	Tellico Lake	725	(14.7%)
2.	Watts Bar Lake	651	(13.2%)
3.	Norris Lake	561	(11.4%)
4.	Douglas Lake	325	(6.6%)
5.	Cherokee Lake	318	(6.4%)
6.	Lake Barkley*	275	(5.6%)
7.	Fort Loudoun Lake	260	(5.3%)
8.	Chickamauga Lake	226	(4.6%)
9.	Center Hill Lake	224	(4.5%)
10.	Kentucky Lake*	199	(4.0%)

Total Tennessee Land Listings: 4,941

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Nickajack Lake	\$194,966
2.	Old Hickory Lake	\$163,591
3.	Tellico Lake	\$123,599
4.	Fort Patrick Henry Lake	\$119,007
5.	Boone Lake	\$114,883
6.	Fort Loudoun Lake	\$113,401
7.	Tims Ford Lake	\$99,006
8.	Lake Dartmoor	\$65,929
9.	Watauga Lake	\$62,645
10.	Lake Tansi	\$59,626

Listings of 10 Acres or More

1.	J. Percy Priest Lake	\$48,366
2.	Fort Loudoun Lake	\$30,820
3.	Old Hickory Lake	\$22,298
4.	Watauga Lake	\$21,442
5.	Douglas Lake	\$15,816
6.	Chickamauga Lake	\$13,440
7.	Tims Ford Lake	\$11,020
8.	Center Hill Lake	\$8,681

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Cordell Hull Lake	\$10,262
2.	Lake Barkley	\$14,329
3.	Campbell Cove	\$22,805
4.	Great Falls Lake	\$23,197
5.	Dale Hollow Lake	\$23,417
6.	Kentucky Lake	\$31,944
7.	Hiwassee River	\$34,104
8.	Center Hill Lake	\$37,199
9.	Melton Hill Lake	\$47,305
10.	Douglas Lake	\$49,506

Listings of 10 Acres or More

1.	Lake Barkley	\$3,223
2.	Cordell Hull Lake	\$3,811
3.	Cherokee Lake	\$4,199
4.	Kentucky Lake	\$5,506
5.	Norris Lake	\$5,797
6.	Dale Hollow Lake	\$6,601
7.	Watts Bar Lake	\$6,739
8.	Hiwassee River	\$7,061
9.	Tellico Lake	\$7,531

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

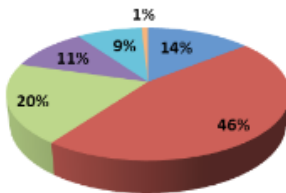


LakeHomes.com

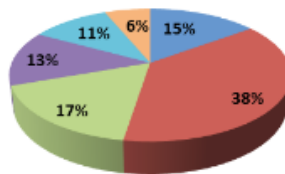
2019 SUMMER TENNESSEE LAKES

TENNESSEE LAKES AT A GLANCE

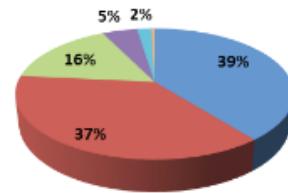
Tellico Lake



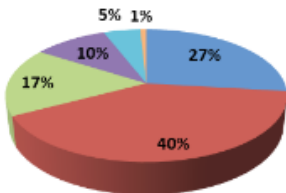
Fort Loudoun Lake



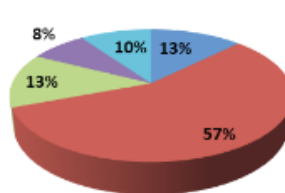
Watts Bar Lake



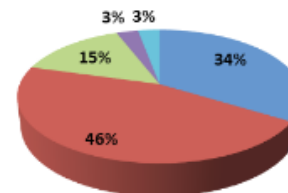
Douglas Lake



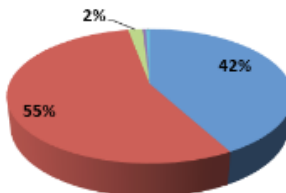
Chickamauga Lake



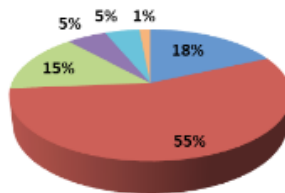
Cherokee Lake



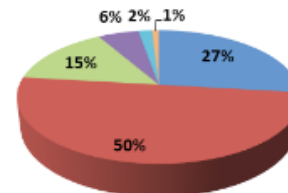
J. Percy Priest Lake



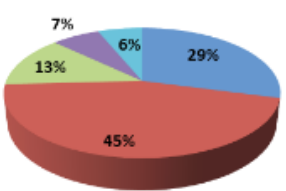
Old Hickory Lake



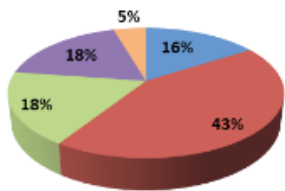
Center Hill Lake



Norris Lake

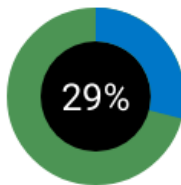
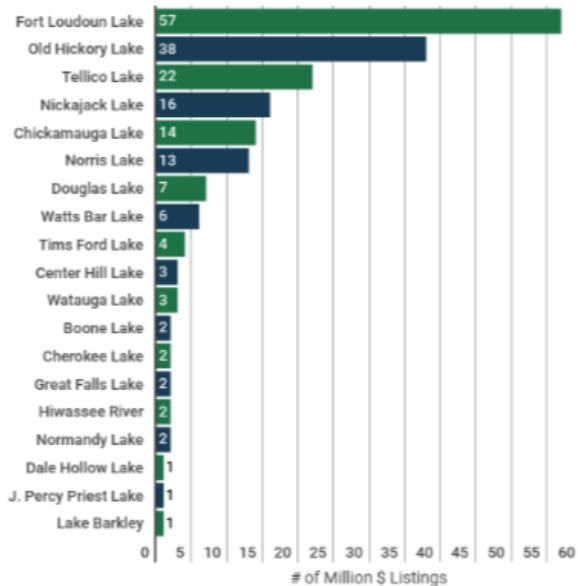


Boone Lake



LUXURY REAL ESTATE IN TENNESSEE

Where Are The Million-Dollar Listings?



of \$1M+ homes in Tennessee
are on Fort Loudoun Lake

Total Number of
\$1M + Homes

196

10 Most Expensive ZIP Codes

5

Fort Loudoun ZIPs on the list

5

Different lakes make up the Top 10

4

ZIP is over \$1M

ZIP Code	Lake	Average
37686	Boone Lake	\$1.37M
37919	Fort Loudoun Lake	\$1.32M
37074	Old Hickory Lake	\$1.02M
37777	Fort Loudoun Lake	\$1.00M
37772	Fort Loudoun Lake	\$876K
37922	Fort Loudoun Lake	\$818K
37737	Fort Loudoun Lake	\$711K
37415	Chickamauga Lake	\$710K
37402	Nickajack Lake	\$690K
37397	Nickajack Lake	\$690K

WHO'S SHOPPING TENNESSEE LAKE REAL ESTATE



64%

of potential buyers
come from outside
Tennessee



74%

are over age 45,
most are 55-64



62%

use a smartphone or
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LAKEHOMES.COM

Chicago

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

Number 2-10 metros are:

- Cincinnati, OH
- Atlanta, GA
- New York, NY
- Washington DC
- Indianapolis, IN
- Los Angeles, CA
- Tampa-St Pete, FL
- Louisville, KY
- Columbus, OH

Texas

Lake Austin remains the most expensive lake home market in Texas after seeing a 5% increase in average list price over spring 2019.

Biggest Market

1.	Lake Travis	\$623,574,159	(14.7%)	6.	Lake Ray Hubbard	\$166,346,385	(3.9%)
2.	Lake LBJ	\$446,762,193	(10.6%)	7.	Lake Livingston	\$154,875,312	(3.7%)
3.	Lake Austin	\$389,750,176	(9.2%)	8.	Possum Kingdom Lake	\$128,970,988	(3.0%)
4.	Lake Conroe	\$294,261,459	(7.0%)	9.	Lake Texoma*	\$106,648,435	(2.5%)
5.	Cedar Creek Lake	\$194,655,085	(4.6%)	10.	Lewisville Lake	\$104,759,191	(2.5%)
Total Texas Market: \$4,229,430,126							

Biggest Home Market

1.	Lake Travis	\$521,204,889	(16.1%)
2.	Lake Austin	\$345,895,177	(10.7%)
3.	Lake LBJ	\$322,249,280	(9.9%)
4.	Lake Conroe	\$221,698,265	(6.8%)
5.	Lake Ray Hubbard	\$132,469,051	(4.1%)
6.	Cedar Creek Lake	\$128,756,455	(4.0%)
7.	Lake Livingston	\$120,026,055	(3.7%)
8.	Possum Kingdom Lake	\$91,163,137	(2.8%)
9.	Lewisville Lake	\$73,819,494	(2.3%)
10.	Clear Lake	\$72,864,846	(2.2%)
Total Texas Home Market: \$3,239,424,569			

Biggest Land Market

1.	Lake LBJ	\$108,012,913	(11.6%)
2.	Lake Travis	\$102,369,270	(11.0%)
3.	Lake Conroe	\$72,563,194	(7.8%)
4.	Cedar Creek Lake	\$62,353,931	(6.7%)
5.	Lake Texoma*	\$53,023,827	(5.7%)
6.	Lake Austin	\$43,854,999	(4.7%)
7.	Canyon Lake	\$41,751,130	(4.5%)
8.	Possum Kingdom Lake	\$37,053,851	(4.0%)
9.	Lake Livingston	\$34,849,257	(3.7%)
10.	Lewisville Lake	\$30,939,697	(3.3%)
Total Texas Land Market: \$933,576,622			

With more than 10,000 lake listings this quarter, Texas has the most lake inventory of any other state featured in the 2019 Summer Report.

Most Expensive Homes

1.	Lake Austin	\$2,760,489
2.	Lake Woodlands	\$1,701,366
3.	Grapevine Lake	\$1,286,476
4.	Lake Ray Roberts	\$1,273,436
5.	Lake Travis	\$1,239,684
6.	White Rock Lake	\$1,237,647
7.	Lake LBJ	\$1,078,692
8.	Lake Paloma	\$1,064,092
9.	Taylor Lake	\$1,046,482
10.	Lake Athens	\$1,032,994

Most Affordable Homes

1.	Callender Lake	\$143,395
2.	Holly Lake	\$189,250
3.	Greenbriar Lake	\$202,384
4.	Lake Nocona	\$231,744
5.	Country Club Lake	\$235,173
6.	Lake Amon G Carter	\$237,025
7.	Elkins Lake	\$267,836
8.	Lake Tawakoni	\$268,660
9.	Lake Bonham	\$274,161
10.	Hide-A-Way Lake	\$310,544

Most Listings

1.	Lake Travis	877	(8.6%)	6.	Lake Livingston	495	(4.9%)
2.	Lake LBJ	812	(8.0%)	7.	Canyon Lake	454	(4.4%)
3.	Cedar Creek Lake	733	(7.2%)	8.	Possum Kingdom Lake	439	(4.3%)
4.	Lake Texoma*	606	(5.9%)	9.	Lake Ray Hubbard	346	(3.4%)
5.	Lake Conroe	577	(5.7%)	10.	Richland Chambers Reservoir	295	(2.9%)
Total Texas Listings: 10,204							

Most Homes Available

1.	Lake Travis	424	(8.6%)
2.	Lake Conroe	338	(6.8%)
3.	Cedar Creek Lake	322	(6.5%)
4.	Lake LBJ	301	(6.1%)
5.	Lake Livingston	287	(5.8%)
6.	Lake Ray Hubbard	276	(5.6%)
7.	Lake Texoma*	160	(3.2%)
8.	Possum Kingdom Lake	156	(3.2%)
9.	Lake Palestine	135	(2.7%)
10.	Lewisville Lake	132	(2.7%)

Total Texas Home Listings: 4,943

Most Land Available

1.	Lake LBJ	510	(9.9%)
2.	Lake Travis	453	(8.8%)
3.	Lake Texoma*	437	(8.5%)
4.	Cedar Creek Lake	393	(7.6%)
5.	Canyon Lake	319	(6.2%)
6.	Possum Kingdom Lake	280	(5.4%)
7.	Richland Chambers Reservoir	246	(4.8%)
8.	Lake Conroe	239	(4.6%)
9.	Lake Livingston	208	(4.0%)
10.	Lake Whitney	157	(3.0%)

Total Texas Land Listings: 5,162

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Clear Lake	\$1,208,178
2.	Lake Austin	\$847,271
3.	Lake Placid - Seguin	\$618,907
4.	Lake Conroe	\$477,998
5.	Lake LBJ	\$394,363
6.	Lake Ray Hubbard	\$279,581
7.	Lewisville Lake	\$249,422
8.	Lake Houston	\$245,042
9.	Lake Kiowa	\$231,946
10.	Lake McQueeney	\$228,097

Listings of 10 Acres or More

1.	Lake Travis	\$54,461
2.	Canyon Lake	\$36,002
3.	Cedar Creek Lake	\$27,142
4.	Lake Ray Roberts	\$19,928
5.	Lake Texoma	\$19,441
6.	Lake Tawakoni	\$18,927
7.	Lake Fork Reservoir	\$16,859

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	Lake Amon G Carter	\$28,444
2.	Toledo Bend Reservoir	\$32,841
3.	Safari Waters Ranch	\$33,599
4.	Lake Limestone	\$34,842
5.	Lake Tyler East	\$41,570
6.	Lake Whitney	\$44,149
7.	Lake Nocona	\$45,302
8.	Lake Fork Reservoir	\$51,407
9.	Lake Gladewater	\$51,851
10.	Richland Chambers Reservoir	\$52,811

Listings of 10 Acres or More

1.	Possum Kingdom Lake	\$3,563
2.	Toledo Bend Reservoir	\$5,899
3.	Lake Amon G Carter	\$7,146
4.	Richland Chambers Reservoir	\$8,361
5.	Lake Whitney	\$11,647
6.	Lake Livingston	\$13,242
7.	Lake Palestine	\$14,549

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

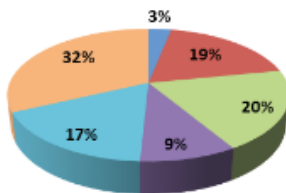


LakeHomes.com

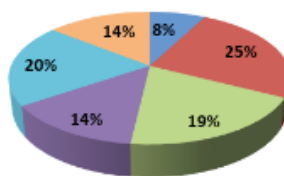
2019 SUMMER TEXAS LAKES

TEXAS LAKES AT A GLANCE

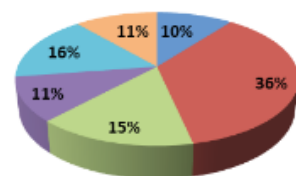
Lake Austin



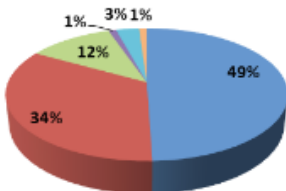
Lake LBJ



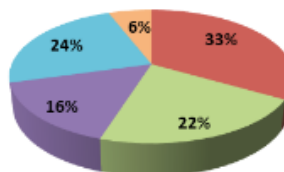
Lake Travis



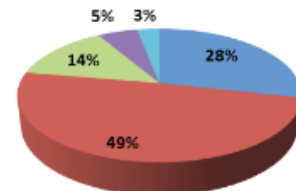
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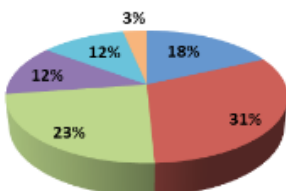
Lady Bird Lake



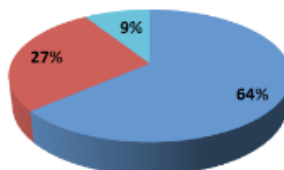
Canyon Lake



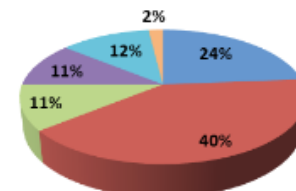
Lake Conroe



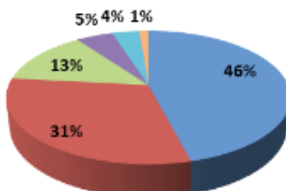
Lake Murvaul



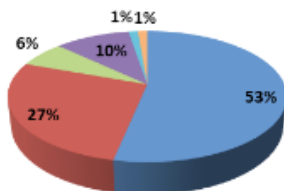
Possum Kingdom Lake



Cedar Creek Lake

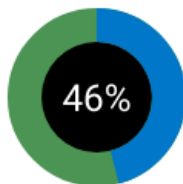
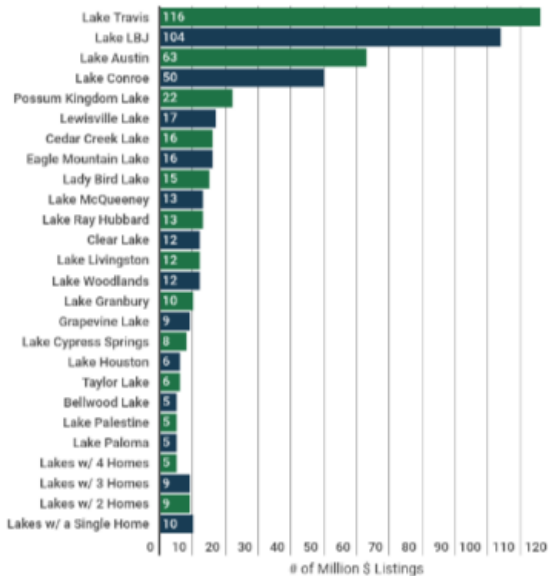


Lake Whitney



LUXURY REAL ESTATE IN TEXAS

Where Are The Million-Dollar Listings?



46% of \$1M+ homes on Austin-area lakes (Austin, Travis, LBJ)

Total Number of \$1M + Homes

610

10 Most Expensive ZIP Codes

23

ZIPs have averages over \$1 million

7

Lake Travis or Lake Austin ZIPs in Top 10

3

Lake Austin ZIPs average over \$2 million

ZIP Code	Lake	Average
78730	Lake Travis	\$7.26M
78731	Lake Austin	\$4.98M
75214	White Rock Lake	\$4.30M
78746	Lake Austin	\$3.31M
78703	Lake Austin	\$2.77M
78641	Lake Travis	\$2.27M
77381	Lake Woodlands	\$2.20M
78733	Lake Austin	\$1.86M
75022	Grapevine Lake	\$1.56M
78669	Lake Travis	\$1.40M

WHO'S SHOPPING TEXAS LAKE REAL ESTATE



26%

of potential buyers come from outside Texas



72%

are over age 45, most are 55-64



64%

use a smartphone or a tablet



LAKE HOMES REALTY
LAKEHOMES.COM

Los Angeles

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

Number 2-10 metros are:

- Chicago, IL
- Denver, CO
- Shreveport, LA
- New York, NY
- Oklahoma, OK
- New Orleans, LA
- Washington DC
- San Francisco, CA
- Atlanta, GA

Vermont

At roughly \$276 million in total listings, Vermont's lake real estate market has almost doubled since spring 2019.

Biggest Market

1.	Lake Champlain*	\$178,480,286	(64.7%)
2.	Lake Memphremagog	\$19,026,700	(6.9%)
3.	Lake Bomoseen	\$15,706,400	(5.7%)
4.	Lake Amherst	\$6,858,900	(2.5%)
5.	Lake St Catherine	\$6,125,000	(2.2%)

Total Vermont Market: \$275,932,885

Most Listings

1.	Lake Champlain*	392	(57.1%)
2.	Lake Memphremagog	69	(10.1%)
3.	Lake Bomoseen	43	(6.3%)
4.	Lake St Catherine	23	(3.4%)
5.	Lake Amherst	14	(2.0%)

Total Vermont Listings: 686

Biggest Home Market

1.	Lake Champlain*	\$148,901,888	(63.1%)
2.	Lake Memphremagog	\$17,190,900	(7.3%)
3.	Lake Bomoseen	\$15,521,400	(6.6%)
4.	Lake Amherst	\$6,843,900	(2.9%)
5.	Lake St Catherine	\$6,125,000	(2.6%)

Total Vermont Home Market: \$236,161,287

Most Homes Available

1.	Lake Champlain*	261	(53.7%)
2.	Lake Memphremagog	45	(9.3%)
3.	Lake Bomoseen	42	(8.6%)
4.	Lake St Catherine	23	(4.7%)
5.	Lake Amherst	13	(2.7%)

Total Vermont Home Listings: 486

Biggest Land Market

1.	Lake Champlain*	\$29,578,398	(74.4%)
2.	Lake Memphremagog	\$1,835,800	(4.6%)

Total Vermont Land Market: \$39,771,598

Most Land available

1.	Lake Champlain*	131	(65.5%)
2.	Lake Memphremagog	24	(12.0%)

Total Vermont Land Listings: 200

Average Home Price

1.	Lake Champlain - Burlington Area	\$1,140,897
2.	Lake Champlain - Grand Isle Area	\$549,793
3.	Lake Champlain - Addison Area	\$546,048

Average Land Price Per Acre

Listings of Less Than 10 Acres

1.	Lake Champlain - Burlington Area	\$211,819
2.	Lake Champlain - Grand Isle Area	\$64,962
3.	Lake Memphremagog	\$57,476

Listings of 10 Acres or More

1.	Lake Champlain - Grand Isle Area	\$8,162
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* This includes lake real estate inventory from more than one state.

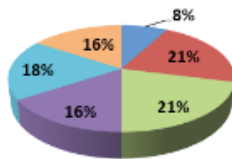


LakeHomes.com

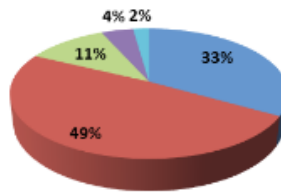
2019 SUMMER VERMONT LAKES

VERMONT LAKES AT A GLANCE

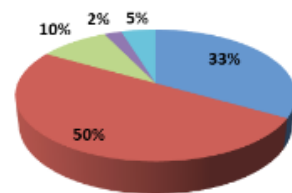
Lake Champlain - Burlington Area



Lake Memphremagog



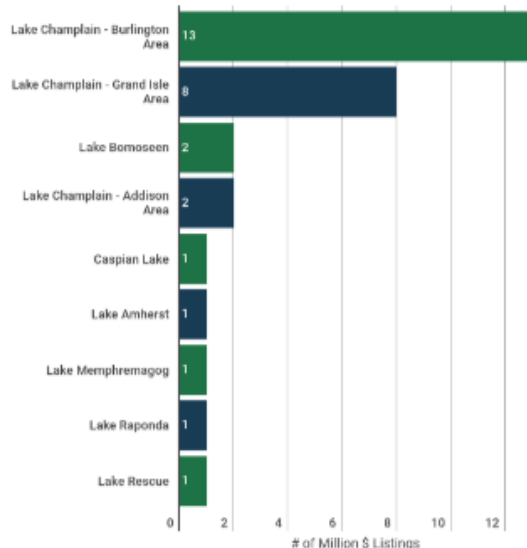
Lake Bomoseen



- Under \$250K
- \$250K to \$500K
- \$500K to \$750K
- \$750K to \$1M
- \$1M to \$2M
- \$2million or More

LUXURY REAL ESTATE IN VERMONT

Where Are The Million-Dollar Listings?



5 Most Expensive ZIP Codes

ZIP Code	Lake	Average
05445	Lake Champlain	\$1.93M
05482	Lake Champlain	\$1.79M
05486	Lake Champain	\$1.20M
05458	Lake Champain	\$787K
05363	Lake Raponda	\$757K

Virginia

At roughly \$933 million in total market value, Virginia has grown 23% in market value since spring 2019.

Biggest Market

1.	Smith Mountain Lake	\$391,249,311	(41.9%)	6.	Lake Monticello	\$22,732,270	(2.4%)
2.	Lake Anna	\$154,080,523	(16.5%)	7.	John H Kerr Reservoir*	\$20,076,300	(2.2%)
3.	Lake Gaston*	\$149,938,985	(16.1%)	8.	Leesville Lake	\$18,358,150	(2.0%)
4.	Fawn Lake	\$37,696,271	(4.0%)	9.	Occoquan Reservoir	\$13,770,822	(1.5%)
5.	Lake of the Woods	\$28,474,960	(3.1%)	10.	Lake Chesdin	\$10,169,800	(1.1%)
Total Virginia Market: \$932,970,287							

Biggest Home Market

1.	Smith Mountain Lake	\$252,970,861	(38.8%)
2.	Lake Anna	\$106,300,115	(16.3%)
3.	Lake Gaston*	\$103,723,098	(15.9%)
4.	Fawn Lake	\$31,084,475	(4.8%)
5.	Lake of the Woods	\$27,483,211	(4.2%)
6.	Lake Monticello	\$21,189,970	(3.2%)
7.	John H Kerr Reservoir*	\$18,234,000	(2.8%)
8.	Occoquan Reservoir	\$8,271,300	(1.3%)
9.	Lake Chesdin	\$7,497,900	(1.1%)
10.	Lake Frederick	\$6,787,630	(1.0%)
Total Virginia Home Market: \$652,208,526			

Biggest Land Market

1.	Smith Mountain Lake	\$138,278,450	(49.3%)
2.	Lake Anna	\$47,780,408	(17.0%)
3.	Lake Gaston*	\$46,215,887	(16.5%)
4.	Leesville Lake	\$12,627,550	(4.5%)
5.	Fawn Lake	\$6,611,796	(2.4%)
6.	Occoquan Reservoir	\$5,499,522	(2.0%)
7.	Lake Chesdin	\$2,671,900	(1.0%)
8.	John H Kerr Reservoir*	\$1,842,300	(0.7%)
9.	South Holston Lake*	\$1,610,799	(0.6%)
10.	Lake Monticello	\$1,542,300	(0.5%)
Total Virginia Land Market: \$280,761,761			

Average Home Price

1.	Fawn Lake	\$757,548
2.	Lake Chesdin	\$681,627
3.	Smith Mountain Lake	\$640,432
4.	Lake Anna	\$587,293
5.	Lake Frederick	\$522,125
6.	John H Kerr Reservoir	\$447,434
7.	Leesville Lake	\$440,815
8.	Swift Creek Reservoir	\$417,677
9.	Lake Gaston	\$397,479
10.	Lake of the Woods	\$366,442

A single lake, Smith Mountain Lake, comprises 41.9% of the total Virginia market value.

Most Listings

1.	Smith Mountain Lake	1,047	(33.7%)	6.	Fawn Lake	94	(3.0%)
2.	Lake Gaston*	655	(21.1%)	7.	Lake Monticello	89	(2.9%)
3.	Lake Anna	489	(15.7%)	8.	John H Kerr Reservoir*	73	(2.3%)
4.	Leesville Lake	162	(5.2%)	9.	Lake Holiday	64	(2.1%)
5.	Lake of the Woods	95	(3.1%)	10.	South Holston Lake*	31	(1.0%)

Total Virginia Listings: 3,109

Most Homes Available

1.	Smith Mountain Lake	395	(31.3%)
2.	Lake Gaston*	250	(19.8%)
3.	Lake Anna	181	(14.4%)
4.	Lake of the Woods	75	(6.0%)
5.	Lake Monticello	70	(5.6%)
6.	John H Kerr Reservoir*	47	(3.7%)
7.	Fawn Lake	42	(3.3%)
8.	Lake Caroline	19	(1.5%)
9.	Lake Holiday	17	(1.3%)
10.	Leesville Lake	13	(1.0%)

Total Virginia Home Listings: 1,260

Most Land Available

1.	Smith Mountain Lake	652	(35.3%)
2.	Lake Gaston*	405	(21.9%)
3.	Lake Anna	308	(16.7%)
4.	Leesville Lake	149	(8.1%)
5.	Fawn Lake	52	(2.8%)
6.	Lake Holiday	47	(2.5%)
7.	John H Kerr Reservoir*	26	(1.4%)
8.	South Holston Lake*	22	(1.2%)
9.	Lake of the Woods	20	(1.1%)
9.	Lake Izac	20	(1.1%)

Total Virginia Land Listings: 1,849

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1.	Fawn Lake	\$158,328
2.	Lake of the Woods	\$134,970
3.	Lake Monticello	\$128,695
4.	Occoquan Reservoir	\$124,508
5.	Smith Mountain Lake	\$122,102
6.	Lake Louisa	\$99,949
7.	Lake Anna	\$77,073

Listings of 10 Acres or More

1.	Smith Mountain Lake	\$37,281
2.	Lake Gaston	\$23,041
3.	Lake Anna	\$13,784

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1.	South Holston Lake	\$21,905
2.	Leesville Lake	\$33,579
3.	Lake Holiday	\$36,092
4.	Lake Chesdin	\$50,176
5.	Lake Izac	\$58,665
6.	Lake Gaston	\$69,854

Listings of 10 Acres or More

1.	Leesville Lake	\$8,206
2.	Lake Anna	\$13,784
3.	Lake Gaston	\$23,041
4.	Smith Mountain Lake	\$37,281

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

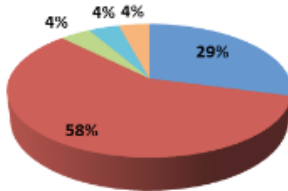


LakeHomes.com

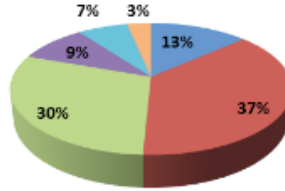
2019 SUMMER VIRGINIA LAKES

VIRGINIA LAKES AT A GLANCE

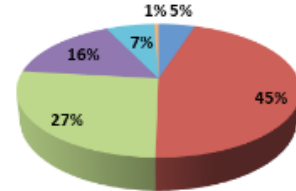
John H Kerr Reservoir



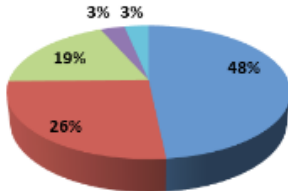
Smith Mountain Lake



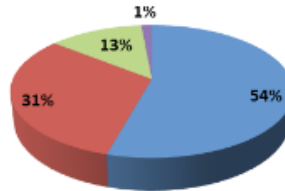
Lake Anna



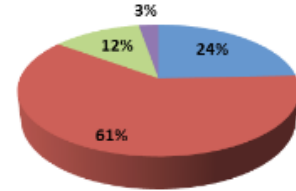
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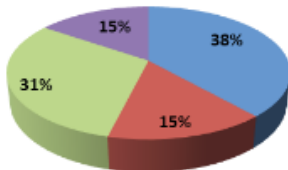
Lake Monticello



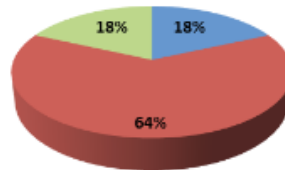
Lake of the Woods



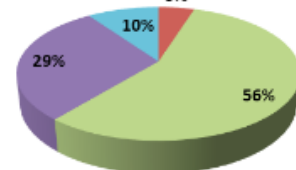
Leesville Lake



Swift Creek Reservoir



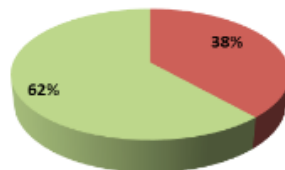
Fawn Lake



Lake Chesdin

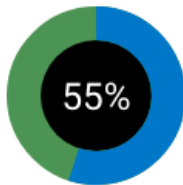
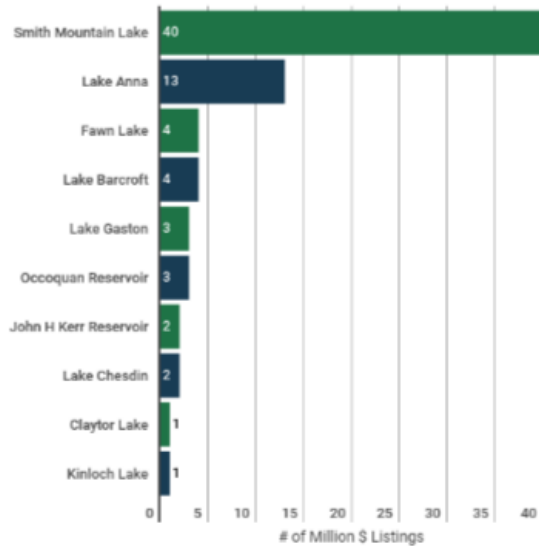


Lake Frederick



LUXURY REAL ESTATE IN VIRGINIA

Where Are The Million-Dollar Listings?



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

Total Number of \$1M + Homes

073

10 Most Expensive ZIP Codes

5 Smith Mountain ZIPs are in the Top 10

3 Lake Anna ZIPs are in Top 10

3 ZIPs average over \$700K

ZIP Code	Lake	Average
24137	Smith Mountain Lake	\$991K
23838	Lake Chesdin	\$987K
22551	Lake Anna	\$713K
23857	Lake Gaston	\$682K
23024	Lake Anna	\$673K
24176	Smith Mountain Lake	\$624K
24121	Smith Mountain Lake	\$617K
24184	Smith Mountain Lake	\$576K
24104	Smith Mountain Lake	\$571K
22960	Lake Anna	\$560K

WHO'S SHOPPING VIRGINIA LAKE REAL ESTATE



51%

of potential buyers come from outside Virginia



72%

are over age 45, most are 55-64



63%

use a smartphone or a tablet



LAKE HOMES REALTY
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Washington DC

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

Number 2-10 metros are:

- Raleigh-Durham, NC
- New York, NY
- Charlotte, NC
- Philadelphia, PA
- Baltimore, MD
- Greensboro, NC
- Atlanta, GA
- Nashville, TN
- Pittsburgh, PA

Wisconsin

Appearing for the first time in the Lake Market Report this Summer, Wisconsin currently has about \$807 million in market value.

Biggest Market

1.	Green Lake - Markesan	\$94,826,996	(11.8%)	6.	Lake Saint Croix - Afton	\$30,832,539	(3.8%)
2.	Lake Wisconsin - West Point	\$47,858,899	(5.9%)	7.	Lake Redstone - La Valle	\$14,852,139	(1.8%)
3.	Lake Mendota - Madison	\$35,127,800	(4.4%)	8.	Lake Delton - Wisconsin Dells	\$14,266,600	(1.8%)
4.	Lake Monona - Monona	\$31,327,299	(3.9%)	9.	Lake Waubesa - Dunn	\$14,188,100	(1.8%)
5.	Castle Rock Lake - Germantown	\$31,263,537	(3.9%)	10.	Petenwell Lake - Arkdale	\$13,566,749	(1.7%)

Total Wisconsin Market: \$806,769,127

Biggest Home Market

1.	Green Lake - Markesan	\$72,233,996	(11.5%)
2.	Lake Wisconsin - West Point	\$35,304,499	(5.6%)
3.	Lake Mendota - Madison	\$33,412,300	(5.3%)
4.	Lake Monona - Monona	\$29,458,299	(4.7%)
5.	Lake Saint Croix - Afton	\$26,017,639	(4.1%)
6.	Castle Rock Lake - Germantown	\$21,337,800	(3.4%)
7.	Lake Delton - Wisconsin Dells	\$13,859,600	(2.2%)
8.	Lake Waubesa - Dunn	\$12,569,500	(2.0%)
9.	Long Lake - Long Lake	\$11,076,600	(1.8%)
10.	Namekagon Lake - Namakagon	\$10,126,400	(1.6%)

Total Wisconsin Home Market: \$627,967,830

Biggest Land Market

1.	Green Lake - Markesan	\$22,593,000	(12.7%)
2.	Lake Wisconsin - West Point	\$12,554,400	(7.0%)
3.	Castle Rock Lake - Germantown	\$9,925,737	(5.6%)
4.	Petenwell Lake - Arkdale	\$7,245,349	(4.1%)
5.	Lake Redstone - La Valle	\$6,351,339	(3.6%)
6.	Lake Chippewa - Hunter	\$3,876,900	(2.2%)
7.	Lac Courte Oreilles - Bass Lake	\$3,291,599	(1.8%)
8.	Round Lake - Hayward	\$2,850,700	(1.6%)
9.	Rice Lake 230 - Rice Lake	\$2,073,400	(1.2%)
10.	Namekagon Lake - Namakagon	\$1,811,800	(1.0%)

Total Wisconsin Land Market: \$178,348,297

Most Expensive Homes

1.	Long Lake - Long Lake	\$923,050
2.	Green Lake - Markesan	\$902,924
3.	Lake Kegonsa - Stoughton	\$731,862
4.	Lake Saint Croix - Afton	\$703,179
5.	Lake Waubesa - Dunn	\$661,552
6.	Lake Mendota - Madison	\$655,143
7.	Spider Lake - Spider Lake	\$618,276
8.	Round Lake - Hayward	\$586,706
9.	Lake Chippewa - Hunter	\$566,239
10.	Lake Monona - Monona	\$516,812

Most Affordable Homes

1.	Lake Montello - Montello	\$116,620
2.	Puckaway Lake - Markesan	\$134,505
3.	Big Roche A Cri Lake - Preston	\$207,308
4.	Tainter Lake - Tainter	\$211,830
5.	Bone Lake - Georgetown	\$223,375
6.	Altoona Lake 830 - Rome	\$228,864
7.	Rice Lake 230 - Rice Lake	\$229,093
8.	Prairie Lake - Prairie Lake	\$231,190
9.	Beaver Dam Lake - Westford	\$256,423
10.	Lake Pepin - Stockholm	\$258,130

Most Listings

1. Castle Rock Lake - Germantown	158	(4.9%)	6. Lake Monona - Monona	59	(1.8%)
2. Green Lake - Markesan	147	(4.6%)	7. Lake Mendota - Madison	57	(1.8%)
3. Lake Wisconsin - West Point	133	(4.1%)	8. Lake Delton - Wisconsin Dells	56	(1.7%)
4. Petenwell Lake - Arkdale	112	(3.5%)	9. Lake Wissota - Lafayette	48	(1.5%)
5. Lake Redstone - La Valle	107	(3.3%)	10. Beaver Dam Lake - Westford	46	(1.4%)

Total Wisconsin Listings: 3,223

Most Homes Available

1. Green Lake - Markesan	80	(5.0%)
2. Lake Wisconsin - West Point	71	(4.5%)
3. Castle Rock Lake - Germantown	65	(4.1%)
4. Lake Monona - Monona	57	(3.6%)
5. Lake Delton - Wisconsin Dells	52	(3.3%)
6. Lake Mendota - Madison	51	(3.2%)
7. Lake Saint Croix - Afton	37	(2.3%)
8. Beaver Dam Lake - Westford	34	(2.1%)
9. Lake Koshkonong - Milton	26	(1.6%)
10. Lake Wissota - Lafayette	25	(1.6%)

Total Wisconsin Home Listings: 1,594

Most Land Available

1. Petenwell Lake - Arkdale	94	(5.8%)
2. Castle Rock Lake - Germantown	93	(5.7%)
3. Lake Redstone - La Valle	84	(5.2%)
4. Green Lake - Markesan	67	(4.1%)
5. Lake Wisconsin - West Point	62	(3.8%)
6. Friendship Lake - Adams	35	(2.2%)
7. La Valle Mill Pond 243 - La Valle	34	(2.1%)
8. Altoona Lake 830 - Rome	31	(1.9%)
9. Dutch Hollow Lake - La Valle	29	(1.8%)
10. Lake Chippewa - Hunter	25	(1.5%)

Total Wisconsin Land Market: 1,627

Most Expensive Land Per Acre

Listings of Less Than 10 Acres

1. Green Lake - Markesan	\$325,923
2. Nepco Lake - Wisconsin Rapids	\$235,568
3. Lake Wisconsin - West Point	\$140,445
4. Altoona Lake 830 - Rome	\$124,123
5. Lake Redstone - La Valle	\$95,222
6. Castle Rock Lake - Germantown	\$82,619
7. Lake Koshkonong - Milton	\$81,325
8. Lake Arrowhead - Rome	\$76,476
9. Puckaway Lake - Markesan	\$57,862
10. Lake Chippewa - Hunter	\$56,815

Listings of 10 Acres or More

**

Most Affordable Land Per Acre

Listings of Less Than 10 Acres

1. La Valle Mill Pond 243 - La Valle	\$18,493
2. Osprey Lake - Hayward	\$25,131
3. Friendship Lake - Adams	\$25,234
4. Park Lake - Wyocena	\$25,979
5. Tainter Lake - Tainter	\$30,314
6. Lake Pepin - Stockholm	\$35,421
7. Petenwell Lake - Arkdale	\$35,636
8. Knuteson Lake - Edgewater	\$36,686
9. Dutch Hollow Lake - La Valle	\$43,650
10. Beaver Dam Lake - Westford	\$49,069

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.

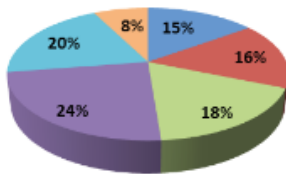


LakeHomes.com

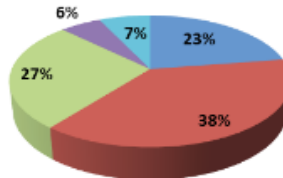
2019 SUMMER WISCONSIN LAKES

WISCONSIN LAKES AT A GLANCE

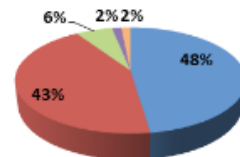
Green Lake - Markesan



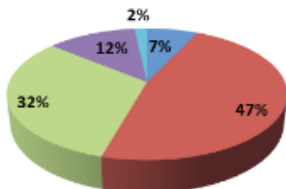
Lake Wisconsin - West Point



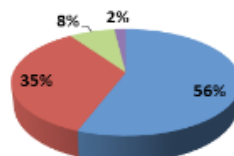
Castle Rock Lake -
Germantown



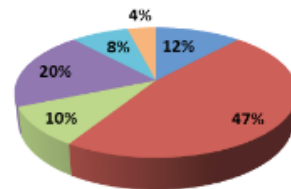
Lake Monona - Monona



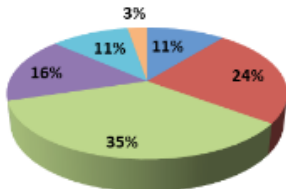
Lake Delton - Wisconsin
Dells



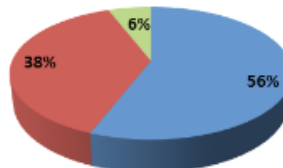
Lake Mendota - Madison



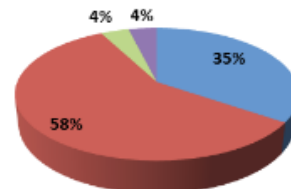
Lake Saint Croix - Afton



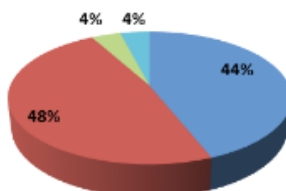
Beaver Dam Lake - Westford



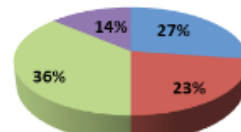
Lake Koshkonong - Milton



Lake Wissota - Lafayette

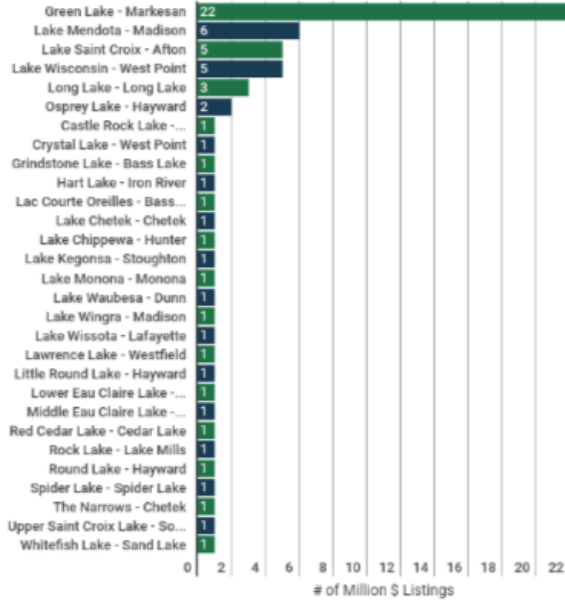


Namekagon Lake -
Namakagon



LUXURY REAL ESTATE IN WISCONSIN

Where Are The Million-Dollar Listings?



of \$1M+ homes in Wisconsin on
Green Lake - Markesan

Total Number of
\$1M + Homes

066

10 Most Expensive ZIP Codes

7

Wisconsin ZIPs are over \$700K

9

Different lakes make up the Top 10

2

Lake Wisconsin ZIPs are in the Top 10

ZIP Code	Lake	Average
54941	Green Lake	\$994K
53704	Lake Monona	\$853K
53705	Lake Mendota	\$852K
54870	Long Lake	\$802K
53578	Lake Wisconsin	\$746K
54016	Lake Saint Croix	\$732K
53711	Lake Wingra	\$722K
53558	Lake Waubesa	\$628K
54876	Whitefish Lake	\$592K
53555	Lake Wisconsin	\$567K

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