

## Seasonal Variations for LWW and LOP Lakefront Properties

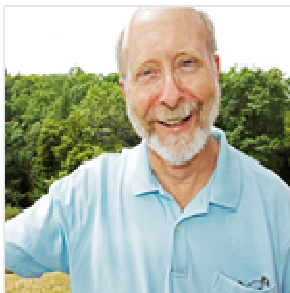
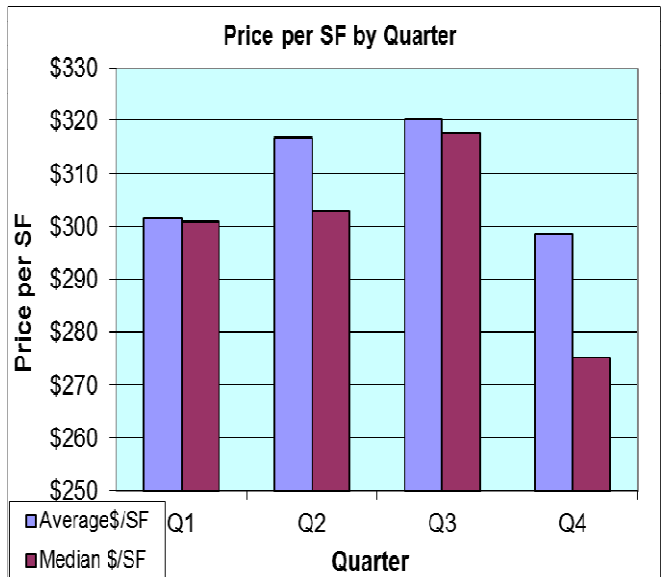
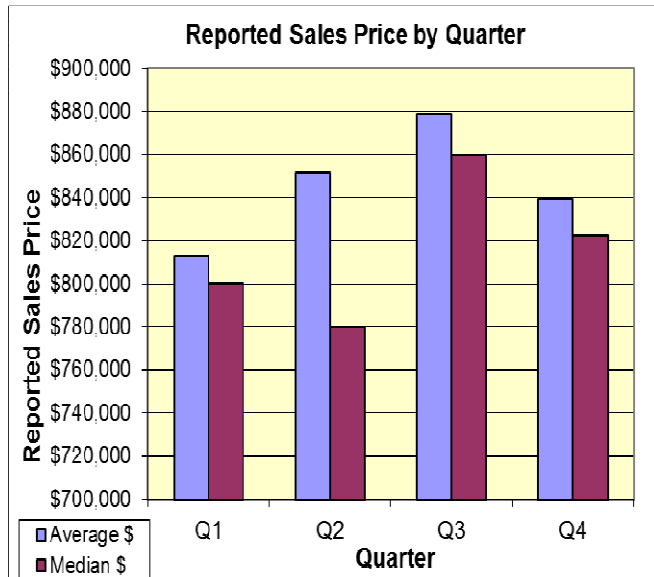
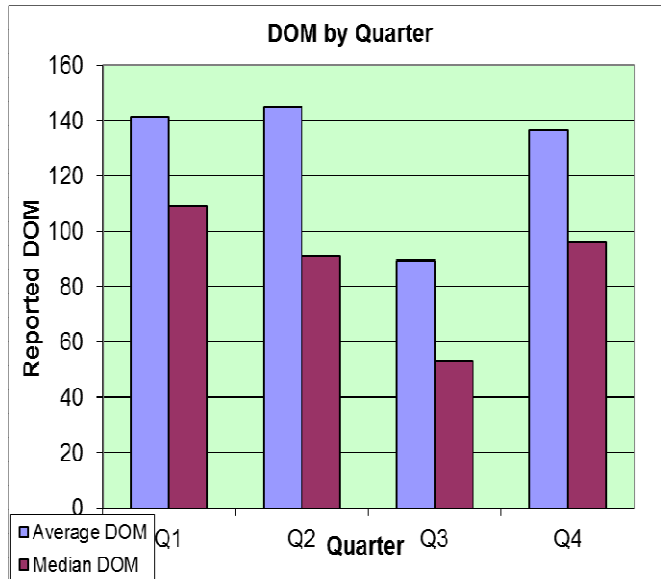
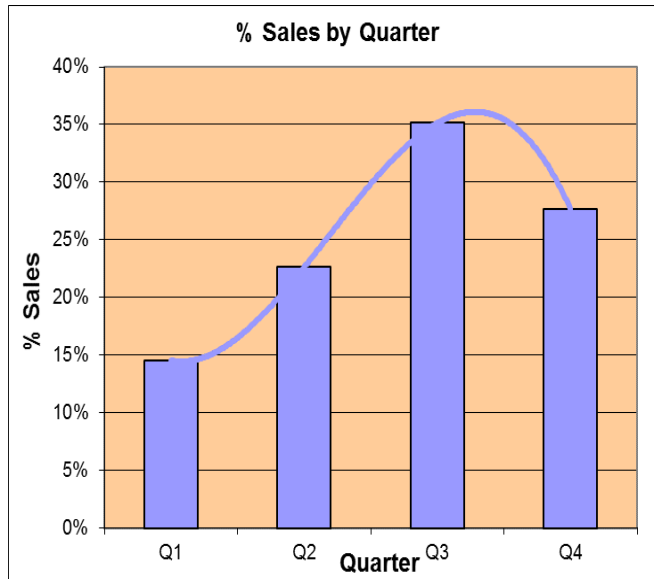
Here we stack 16 years of lakefront home sales in the Lake Wildwood and Lake of the Pines. 07/12/2017

**Quarter 1 is January 1 through March 31:** Fewest sales, longest DOM, lowest average prices.

**Quarter 2 is April 1 through June 30:** Transition time, rising number of sales and rising sale prices.

**Quarter 3 is July 1 through September 30:** Large number of sales, highest sale prices.

**Quarter 4 is October 1 through December 31:** Lowest price per SF.



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