



SUMMER 2017

# MIDWEST

RECREATIONAL PROPERTIES REPORT



# INDIANA'S TOP RECREATIONAL MARKETS



## INDIANA DUNES

Average Price: \$350,000 - \$500,000  
Buyers: Families with young children  
Use: Personal

The southern shores of Lake Michigan are a beautiful escape for people across north central Indiana and the Chicago suburbs all year long. Prices in the area remain inflated due to the sellers' market but buyers can save by taking on some repairs themselves.

## NORTHEAST INDIANA

Average Price: \$250,000 - \$350,000  
Buyers: Families with young children  
Use: Personal

Activity is up across Northeast Indiana especially on the area's two largest lakes: Lake James and Lake Wawasee. Prices are rising but buyers who are willing to compromise location or square footage can remain within their budget. Increasingly, owners are renting out their lake homes when they are not using them during the week or weekend.

## LAKE MONROE BLOOMINGTON

Average Price: \$100,000 - \$150,000  
Buyers: Families with young children  
Use: Personal

Indiana's largest lake is a major draw for people across the state, not only because of its proximity to cities like Indianapolis, Bloomington and Columbus, but also because of its affordability. The area boasts both homes and condos with lake views and is seeing fewer buyers purchasing a home to rent. To save, RE/MAX professionals recommend considering homes with woods or golf course views.

## STATEWIDE INSIGHTS



### 37.5% OF RECREATIONAL PROPERTY BUYERS

are families with young children, but the growing popularity of youth sports leagues during the summer months are keeping some families away from their lake properties and increasing the popularity of renting.



### MORE BUYERS ARE CHOOSING FIXER UPPERS

to save money on recreational properties during the seller's market. Buyers could save roughly 10% when buying during off-peak seasons.



### NEARLY 70% OF RE/MAX AGENTS

say that recreational property inventory in Indiana is lower than last summer.



### IF A BUYER IS SET ON A LAKE VIEW,

RE/MAX agents recommend considering cottages or homes with non-traditional floorplans to stay within budget.

	Beaches	Boating	Water sports (skiing, tubing)	Fishing	Ice Fishing	Biking	Trails	Novelty Shops	Golfing	Snowmobiling	Property mgmt./maint. services	Festivals
Lake Monroe	•	•	•	•		•	•		•			
Indiana Dunes	•	•	•	•	•	•	•	•	•	•	•	•
Northeast Indiana	•	•	•	•	•	•	•		•	•		•

# MINNESOTA'S TOP RECREATIONAL MARKETS



## GRAND RAPIDS AREA

Average Price: \$250,000 - \$350,000  
Buyers: Families with young children & Retirees | Use: Personal

Unlike much of the state, the Grand Rapids area is facing a housing surplus. Because there are more available homes than there are buyers, there are great deals to be found. Buyers who are willing to sacrifice a bit of square footage or lake size can find a home on a quality lot and within budget.

## ALEXANDRIA

Average Price: \$250,000 - \$350,000  
Buyers: Retirees | Use: Personal

The Alexandria market is driven by retirees, particularly those who are looking for a lake home for extended family visits. In addition to lakefront property, Alexandria area buyers are also purchasing off-lake properties and townhomes. Rental potential is important to pre-retirement buyers; however, the city council is discussing new rules that will apply to rentals on and off the lake — so buyers should consult with their agent.

## BRAINERD LAKES

Average Price: \$350,000 - \$500,000  
Buyers: Retirees | Use: Personal

The Brainerd Lakes area has always been popular with retirees, but recently, pre-retirement buyers are snapping up recreational properties with the intention of moving in full-time after retirement. To get the best deal possible, buyers in the area are purchasing homes on smaller lakes and at higher elevations.

## STATEWIDE INSIGHTS



### IT IS NOT UNCOMMON

for multi-generational families to purchase a recreational property together — nearly 7% of RE/MAX agents say their primary buyers are extended families. Combining the resources of two families can help buyers afford a larger property in a better location.



### IF YOU RENT OUT YOUR HOME

for 14 days or less over the course of a year, that rental income is tax-free (and there's no limit on what you can charge per day). This rule applies across Minnesota and the U.S.



### IF YOU'RE WILLING TO WAIT UNTIL FALL

to purchase your recreational home, you could save more than 10%, but be prepared for inventory to be picked over.

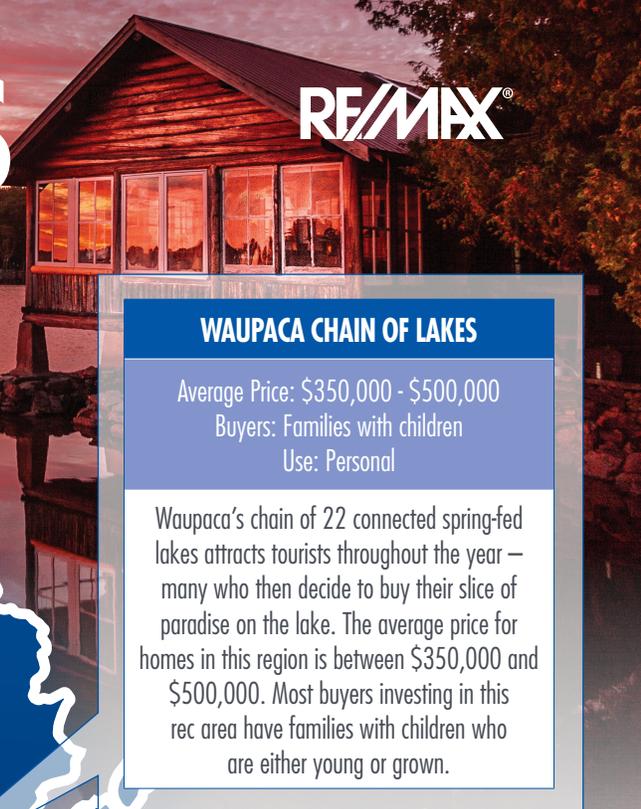


### 57% OF RE/MAX AGENTS

say that inventory is lower for recreational properties in Minnesota than it was last year.

	Antiquing	Camping	Horseback Riding	Sport Shooting	Benches	Boating & Water Activities	Winter Activities	Fishing	Hiking & Biking Trails	Restaurants & Novelty Stores	Hunting	Golfing
Brainerd Lakes					•	•	•	•	•	•	•	•
Alexandria	•				•	•	•	•	•	•	•	•
Grand Rapids Area		•	•	•	•	•	•	•	•	•	•	•

# WISCONSIN'S TOP RECREATIONAL MARKETS



## NORTHWOODS OF WISCONSIN

Average Price: \$150,000 - \$250,000  
Buyers: Retirees & Families with children  
Use: Personal

Boasting beautiful forests combined with thousands of lakes, the Northwoods offers something for everyone. Renting has become increasingly popular, both part-time and full-time, as a means for owners to recoup investment money. Buyers can select between frontage type, lake size or zoning to find a home that meets their needs and is within their budget.

## WAUPACA CHAIN OF LAKES

Average Price: \$350,000 - \$500,000  
Buyers: Families with children  
Use: Personal

Waupaca's chain of 22 connected spring-fed lakes attracts tourists throughout the year — many who then decide to buy their slice of paradise on the lake. The average price for homes in this region is between \$350,000 and \$500,000. Most buyers investing in this rec area have families with children who are either young or grown.

## SOUTHEAST WISCONSIN

Average Price: \$250,000 - \$350,000  
Buyers: Families with older children  
Use: Personal

Close to metropolitan hubs, like Milwaukee and Chicago, this recreational area is convenient for people who want to get out of the city and on the water. There has been an uptick in the number of buyers who want to rent their vacation homes. RE/MAX agents recommend that homeowners review ordinances, since there are some towns that will not allow owners to rent out their homes for less than 30 days.

## STATEWIDE INSIGHTS



**THROUGHOUT THE COUNTRY** the median vacation home price was \$200,000 in 2016, up 4.2 percent from 2015 (\$192,000) and the highest since 2006, according to the National Association of Realtors® 2017 Investment and Vacation Home Buyers Survey.



**IN WISCONSIN, NEARLY 38%** of those buying recreational properties are retirees. 29% are young families.



**54% OF AGENTS** say that inventory in Wisconsin is lower compared to last year for most types of homes, including recreational properties.



**IF YOU'RE WILLING TO WAIT** until fall to buy your recreational property, you could pay 5-10% less for your home than you would during peak season.

	Beaches	Boating	Water sports (skiing, tubing)	Fishing	Ice Fishing	Biking	Trails	Novelty Shops	Golfing	Snowmobiling	Property mgmt./maint. services	Festivals
Southeast Wisconsin	•	•	•	•		•	•		•			
Waupaca Chain of Lakes	•	•	•	•	•	•	•	•	•	•	•	•
Northwoods of Wisconsin	•	•	•	•	•	•	•		•	•		•

## INDIANA

**Lake Monroe**  
RE/MAX Connection  
812-824-2070

**Indiana Dunes**  
RE/MAX 1st  
219-362-9400

**Lake James**  
RE/MAX Results  
260-665-2414

## MINNESOTA

**Brainerd Lakes**  
RE/MAX Lakes Area Realty  
218-829-5538

**Alexandria Area**  
RE/MAX Lakes Area Realty  
320-762-5544

**Grand Rapids Area**  
RE/MAX Thousand Lakes  
218-326-8200

## WISCONSIN

**Northwoods**  
RE/MAX Property Pros  
715-480-4333

**Waupaca Chain of Lakes**  
RE/MAX Lyons Real Estate  
715-258-9565

**Lake Geneva**  
RE/MAX Plaza  
262-249-5900