

July 28, 2015

Following is a sales comparison of real estate sales at Lake of the Ozarks for January thru June, 2013, 2014, and 2015. Info was taken from Lake of the Ozarks MLS and includes all properties on the East & West Sides of the Lake. The number of Residential/Condo/Villa sales showed a slight decrease (2.2%) from 2013 to 2014 and we saw a 15.1% INCREASE in 2015! Lakefront Home Prices showed a slight INCREASE (1.9%) in 2015, Offshore Homes prices INCREASED 6.1%. The number of condo sales INCREASED 50% January thru April and still showing a 31.5% INCREASE the first 6 months of 2015.

Active listings in our Multi-List System on July 28, 2015, were:

1,006 Waterfront Residential/Villas/Townhomes with 106 pended (under contract).

987 Offshore Residential with 120 pended

825 Condos with 81 pended

385 Commercial properties with 14 properties pended

50 Farms with 2 pended

550 Lakefront Lots with 10 pended

1,005 Offshore lots with 16 pended.

Million/Multi-Million Dollar Homes sold January thru June, 2013, 2014 & 2015:

2013 – 8 sold. Average list was \$ 1,622,750 and average sale was \$ 1,382,375 and sold at 85.2% of list, 6,272 square foot average and 398 days on market.

2014 – 11 sold. Average list was \$ 1,450,445 and average sale was \$ 1,299,545. 89.6% of list, 6,558 square foot average and 215 days on market.

2015 – 14 sold. Average list was \$ 1,431,391 and average sale was \$ 1,329,021. 92.8 % of list, 6,251 square foot average and 120 days on market.

Sold Foreclosures: January thru June, 2013, 2014 & 2015:

Of the 294 lakefront homes sold in 2013, 30 (10.2% of all closed) were foreclosures closed at average list price of \$ 224,517 & average sold at \$ 202,653. Average square footage was 2,538 and 129 days on market.

Of the 307 lakefront homes sold in 2014, 24 (7.8% of all closed) were foreclosures closed at average list of \$ 264,349 and sale price of \$ 250,874. Average square footage was 2,658 and 143 days on market.

Of the 350 lakefront homes sold in 2015, 18 (5.1% of all closed) were foreclosures closed at average list of \$ 321,628 and average sold at \$ 310,395. Average square footage was 3,162 and 89 days on market.

391 offshore homes sold in 2013 with 99 foreclosures at an average price of \$ 73,983. (25.3% of all closed)

375 offshore homes sold in 2014 with 89 foreclosures at an average price of \$ 66,857. (23.7% of all closed)

397 offshore homes sold in 2015 with 76 foreclosures at average price of \$ 79,703. (19.1% of all closed)

Call me at 573-374-2555 if you have questions or just want to talk about the real estate market at the Lake.

And, please contact me if you know anyone that wants to buy or sell at Lake of the Ozarks!

Sincerely,

Helen

RE/MAX at the Lake

Helen Riggins, ABR, CLHMS, CRS, GRI

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Lake of the Ozarks



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SALES COMPARISONS – JANUARY THRU JUNE, 2013-2014-2015

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2013	1,150	\$ 196,908	\$ 182,539	92.7%
2014	1,115	\$ 189,925	\$ 178,458	93.9%
2015	1,280	\$ 195,872	\$ 184,531	94.2%

All Property Types – Westside – Areas, F, G, H, I, J, K

2013	534	\$ 204,589	\$ 190,573	93.1%
2014	537	\$ 198,962	\$ 186,710	93.8%
2015	573	\$ 204,985	\$ 193,521	94.4%

2013–46.4% of all property types were sold on Westside

2014–48.2% of all property types were sold on Westside

2015–44.8% of all property types were sold on Westside

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Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2013	294	\$ 332,001	\$ 310,688	93.6%	2,392	184
2014	307	\$ 317,299	\$ 297,537	93.8%	2,291	155
2015	350	\$ 321,497	\$ 303,218	94.3%	2,301	162

Lakefront Residential Property – Westside – Areas, F, G, H, I, J, K

2013	188	\$ 327,689	\$ 305,667	93.3%	2,381	193
2014	201	\$ 290,389	\$ 271,538	93.5%	2,162	158
2015	211	\$ 305,614	\$ 289,463	94.7%	2,243	167

Offshore Residential Property in MLS

2013	391	\$ 139,896	\$ 128,687	92.0%	2,050	167
2014	375	\$ 127,901	\$ 121,002	94.6%	1,969	167
2015	397	\$ 135,253	\$ 128,329	94.9%	2,000	153

Offshore Residential Property – Westside – Areas F, G, H, I, J, K

2013	176	\$ 121,293	\$ 114,476	94.4%	1,908	177
2014	163	\$ 130,865	\$ 124,183	94.9%	1,970	175
2015	186	\$ 134,346	\$ 126,974	94.5%	1,948	167

Page Two – Sales Comparisons – January thru June for 2013-2014-2015

2013 – 63.9% of residential LF homes & 45.0% of offshore homes were sold on Westside

2014 – 65.5% of residential LF homes & 43.5% of offshore homes were sold on Westside

2015 – 60.1% of residential LF homes & 46.9% of offshore homes were sold on Westside

Total Residential Homes sold January thru June

2013	685
2014	682
2015	747

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2013	266	\$ 159,995	\$ 154,157	96.4%	1,359	185
2014	248	\$ 170,833	\$ 165,218	96.7%	1,369	177
2015	326	\$ 166,712	\$ 160,324	96.2%	1,375	155

Condo Sales – Westside – Areas F, G, H, I, J, K

2013	73	\$ 172,339	\$ 171,620	99.6%	1,450	232
2014	72	\$ 179,242	\$ 176,879	98.7%	1,451	273
2015	73	\$ 186,698	\$ 183,855	98.5%	1,472	190

2013 – 27.3% of all residential type sales were condominiums

2014 – 26.0% of all residential type sales were condominiums

2015 – 29.7% of all residential type sales were condominiums

2013 – 27.4% of all condominium sales were on the Westside

2014 – 29.0% of all condominium sales were on the Westside

2015 – 22.4% of all condominium sales were on the Westside

Villas/Townhome Sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2013	25	\$ 300,504	\$ 289,445	96.3%	2,724	208
2014	25	\$ 281,102	\$ 265,254	94.4%	2,598	180
2015	26	\$ 247,952	\$ 239,414	97.6%	2,481	165

Villa/Townhome Sales – Westside – Areas F, G, H, I, J, K

2013	10	\$ 332,340	\$ 321,395	96.7%	2,785	294
2014	12	\$ 318,104	\$ 299,362	94.1%	2,677	179
2015	13	\$ 217,365	\$ 210,523	96.9%	2,192	209

Page Three – Sales Comparisons – January thru June for 2013-2014-2015

2013 Sales Residential and Condominiums/Villas/Townhomes	976
2014 Sales Residential and Condominiums/Villas/Townhomes	955
2015 Sales Residential and Condominiums/Villas/Townhomes	1,099

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2013	38	\$ 155,941	\$ 127,191	81.6%	\$ 465	183
2014	28	\$ 109,295	\$ 86,839	79.5%	\$ 571	301
2015	29	\$ 179,374	\$ 162,660	90.7%	\$ 878	214

Lots and Land – Lakefront Sales on Westside – Areas, F, G, H, I, J, K

2013	24	\$ 171,852	\$ 134,675	78.4%	\$ 476	189
2014	17	\$ 112,897	\$ 85,794	76.2%	\$ 570	309
2015	21	\$ 193,074	\$ 176,543	91.4%	\$ 882	153

2013 – 63.2% of all waterfront lots and land sales were on the Westside

2014 – 60.7% of all waterfront lots and land sales were on the Westside

2015 – 72.4% of all waterfront lots and land sales were on the Westside

Commercial/Business Sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% of List	DOM
2013	38	\$ 255,153	\$ 203,376	79.7%	231
2014	34	\$ 269,418	\$ 235,688	87.5%	223
2015	40	\$ 260,916	\$ 220,428	84.5%	222

Commercial/Business Sales – Westside – Areas F, G, H, I, J, K

2013	19	\$ 177,758	\$ 141,162	79.4%	160
2014	24	\$ 261,000	\$ 236,302	90.5%	219
2015	18	\$ 270,481	\$ 226,150	83.6%	258

2013 – 50.0% of all commercial sales were on the Westside

2014 – 70.6% of all commercial sales were on the Westside

2015 – 45.0% of all commercial sales were on the Westside

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