

October 9, 2016

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru September, 2014, 2015 and 2016. 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 increased 8% from 2014 to 2015 and we saw a 3% increase in number of units sold from 2014 to 2016. Lakefront Home Prices increased just slightly from 2015 to 2016 and number of waterfront homes sold were slightly less. Condo & offshore home sales increased in 2016.

Active listings in our Multi-List System on October 9, 2016, were:

782 Waterfront Residential/Villas/Townhomes and 123 are pending or contingent.

800 Offshore Residential and 148 pending or contingent.

607 Condos and 90 are pending or contingent.

323 Commercial properties and 16 properties pending or contingent.

38 Farms and 3 pending or contingent.

528 Lakefront Lots and 8 pending or contingent.

814 Offshore lots and 23 pending or contingent.

Million/Multi-Million Dollar Homes sold January thru September, 2014, 2015 & 2016:

2014 – 19 sold. Average list was \$ 1,488,205 and average sale was \$ 1,359,211. 91.3% of list, 6,566 square foot average and 181 days on market.

2015 – 23 sold. Average list was \$ 1,549,455 and average sale was \$ 1,448,926. 93.5% of list, 6,108 square foot average and 129 days on market.

2016 – 16 sold. Average list was \$1,461,356 and average sale was 1,364,906. 93.4% of list, 5,846 square foot average and 142 days on the market.

Sold Foreclosures: January thru September, 2014, 2015 & 2016:

Of the 562 lakefront homes sold in 2014, 27 (4.8% of all closed) were foreclosures closed at average list of \$ 252,929 and sale price of \$ 240,073. Average square footage was 2,516 and 131 days on market.

Of the 594 lakefront homes sold in 2015, 22 (3.7% of all closed) were foreclosures closed at average list of \$ 303,159 and average sold at \$ 285,757. Average square footage was 2,957 and 88 days on market.

Of the 547 lakefront homes sold in 2016, 20 (3.7% of all closed) were foreclosures closed at average list of \$ 162,035 and average sold at \$ 157,135. Average square footage was 1,755 and 113 days on market.

595 offshore homes sold in 2014 with 123 foreclosures at average price of \$ 68,042. (20.7% of all closed)

625 offshore homes sold in 2015 with 91 foreclosures at average price of \$ 74,358. (14.6% of all closed)

683 offshore homes sold in 2016 with 68 foreclosures at average price of \$ 79,422. (10% 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

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SALES COMPARISONS – JANUARY THRU SEPTEMBER, 2014-2015-2016

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2014	1,874	\$ 197,095	\$ 185,762	94.2%
2015	2,050	\$ 201,063	\$ 189,491	94.2%
2016	2,145	\$ 199,272	\$ 189,334	95.0%

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

2014	905	\$ 208,303	\$ 195,620	93.9%
2015	953	\$ 215,732	\$ 204,042	94.6%
2016	998	\$ 210,598	\$ 200,167	95.0%

2014 - 48.3% of all property types were sold on Westside

2015 - 46.5% of all property types were sold on Westside

2016 - 46.5% of all property types were sold on Westside

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Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2014	562	\$ 318,561	\$ 299,289	93.9%	2,254	147
2015	594	\$ 328,768	\$ 310,493	94.4%	2,304	155
2016	547	\$ 341,178	\$ 324,979	95.3%	2,337	141

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

2014	364	\$ 298,108	\$ 279,506	93.8%	2,140	150
2015	370	\$ 323,275	\$ 306,459	94.8%	2,264	158
2016	354	\$ 325,960	\$ 311,161	95.5%	2,255	145

Offshore Residential Property in MLS

2014	595	\$ 129,888	\$ 123,121	94.8%	1,986	158
2015	625	\$ 134,696	\$ 127,853	94.9%	1,983	149
2016	683	\$ 137,851	\$ 131,514	95.4%	1,994	145

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

2014	253	\$ 130,944	\$ 123,736	94.5%	1,983	173
2015	290	\$ 129,544	\$ 122,770	94.8%	1,921	160
2016	308	\$ 132,666	\$ 125,805	94.8%	1,961	148

Page Two – Sales Comparisons – January thru September for 2014-2015-2016

2014 – 64.8% of residential LF homes & 42.0% of offshore homes were sold on Westside

2015 – 62.3% of residential LF homes & 46.4% of offshore homes were sold on Westside

2016 – 64.7% of residential LF homes & 45.1% of offshore homes were sold on Westside

Total Single-Family Homes sold January thru September

2014	1,157
2015	1,219
2016	1,230

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2014	443	\$ 171,289	\$ 165,961	96.9%	1,374	173
2015	524	\$ 164,152	\$ 158,326	96.5%	1,351	147
2016	558	\$ 162,384	\$ 156,648	96.5%	1,335	149

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

2014	137	\$ 184,346	\$ 181,124	98.3%	1,511	235
2015	139	\$ 184,482	\$ 182,223	98.8%	1,462	164
2016	160	\$ 174,911	\$ 172,481	98.6%	1,422	152

2014 – 36.8% of all residential type sales were condominiums

2015 – 41.4% of all residential type sales were condominiums

2016 – 43.2% of all residential type sales were condominiums

2014 – 31.0% of all condominium sales were on the Westside

2015 – 26.5% of all condominium sales were on the Westside

2016 – 28.7% 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
2014	46	\$ 293,830	\$ 282,406	96.1%	2,606	185
2015	47	\$ 258,858	\$ 248,891	96.1%	2,463	189
2016	63	\$ 292,660	\$ 280,680	96.0%	2,543	204

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

2014	22	\$ 331,205	\$ 317,776	95.9%	2,643	194
2015	25	\$ 250,982	\$ 241,968	96.4%	2,282	220
2016	34	\$ 316,578	\$ 304,897	96.3%	2,579	199

Page Three – Sales Comparisons – January thru September for 2014-2015-2016

2014 Sales Residential and Condominiums/Villas/Townhomes	1,646
2015 Sales Residential and Condominiums/Villas/Townhomes	1,790
2016 Sales Residential and Condominiums/Villas/Townhomes	1,851

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2014	45	\$ 93,562	\$ 76,541	81.8%	\$ 403	267
2015	45	\$ 184,766	\$ 163,614	88.6%	\$ 702	239
2016	41	\$ 176,184	\$ 145,910	82.8%	\$ 650	265

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

2014	32	\$ 93,778	\$ 75,422	80.4%	\$ 359	273
2015	33	\$ 189,956	\$ 169,976	89.5%	\$ 631	171
2016	32	\$ 196,402	\$ 160,197	81.6%	\$ 631	298

2014 – 71.1% of all waterfront lots and land sales were on the Westside

2015 – 73.3% of all waterfront lots and land sales were on the Westside

2016 – 78.0% 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
2014	51	\$ 241,259	\$ 205,563	85.2%	200
2015	55	\$ 274,159	\$ 221,704	80.9%	248
2016	61	\$ 307,570	\$ 278,546	90.6%	220

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

2014	32	\$ 262,388	\$ 224,255	85.5%	223
2015	24	\$ 293,877	\$ 238,079	81.0%	280
2016	19	\$ 225,042	\$ 191,774	85.2%	232

2014 – 62.7% of all commercial sales were on the Westside

2015 – 43.6% of all commercial sales were on the Westside

2016 – 31.1% of all commercial sales were on the Westside

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