

January 10, 2019

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December, 2016, 2017, and 2018. Info was taken from Lake of the Ozarks MLS and includes all properties on the East & West Sides of the Lake. The number of Single Family, Condo and Villa sales decreased slightly from 2017 to 2018. The number of lakefront single family homes sold DECREASED, with 951 sold in 2017 compared to 857 in 2018, but prices INCREASED 7.2%! Number of Offshore Homes Sold INCREASED 5.7% over 2017 with a very slight increase in price. We saw a slight decrease in number of condos sold and a slight increase in price. Days on Market are shorter and inventory is down in every single category compared to 2017. If you're thinking about selling, the best time to sell is when there is less competition. So, NOW IS THE TIME!

Active Listings as of January 10							
	Waterfront Single Family	Offshore Single Family	Condo	Comm'l	Farms	Lake Lots	Offshore Lots
Active Listings	421	503	302	253	30	393	704
Pending	62	80	58	18	3	5	23

\$1Million+ Single Family Sales						
Year	Number Sold	Average List Price	Average Sale Price	Percent of List	Square Footage	Days on Market
2016	23	\$1,500,570	\$1,386,891	92.4%	5,867	146
2017	33	\$1,539,612	\$1,405,232	91.3%	5,686	147
2018	28	\$1,847,557	\$1,698,354	91.9%	6,815	237

Waterfront Single-Family Foreclosure Sales						
Year	Total Sales	Number of Foreclosures	Percentage Foreclosures	Average List Price	Average Sale Price	Days on Market
2016	745	24	3.2%	\$165,388	\$158,741	115
2017	951	23	2.4%	\$243,918	\$224,943	135
2018	857	20	2.3%	\$171,760	\$167,815	55

Offshore Single-Family Foreclosure Sales				
Year	Total Sales	Number of Foreclosures	Percentage Foreclosures	Average Sale Price
2016	916	91	10%	\$88,415
2017	983	82	8.3%	\$81,015
2018	1,039	71	6.8%	\$72,882

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**



**RE/MAX**  
at the Lake

## SALES COMPARISONS – JANUARY THRU DECEMBER, 2016-2017-2018

### All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2016	2,855	\$ 202,609	\$ 192,092	94.8%
2017	3,260	\$ 214,154	\$ 203,008	94.8%
2018	3,260	\$ 216,438	\$ 205,805	95.1%

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

2016	1,337	\$ 211,666	\$ 200,207	94.6%
2017	1,513	\$ 229,073	\$ 216,965	94.7%
2018	1,535	\$ 230,277	\$ 218,404	94.8%

**2016 - 46.8% of all property types were sold on Westside**

**2017 - 46.4% of all property types were sold on Westside**

**2018 - 47.1% of all property types were sold on Westside**

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### Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2016	745	\$ 345,715	\$ 328,073	94.9%	2,368	148
2017	951	\$ 353,169	\$ 334,844	94.8%	2,350	136
2018	857	\$ 379,789	\$ 360,881	95.0%	2,386	119

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

2016	490	\$ 321,567	\$ 305,465	95.0%	2,249	152
2017	618	\$ 335,300	\$ 317,557	94.7%	2,284	136
2018	572	\$ 356,610	\$ 339,636	95.2%	2,289	121

### Offshore Residential Property in MLS

2016	916	\$ 140,368	\$ 133,857	95.4%	2,020	142
2017	983	\$ 154,278	\$ 147,138	95.4%	2,102	134
2018	1,039	\$ 155,383	\$ 148,567	95.6%	2,015	113

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

2016	403	\$ 135,983	\$ 128,874	94.8%	1,989	145
2017	426	\$ 149,286	\$ 142,432	95.4%	2,052	144
2018	486	\$ 152,090	\$ 145,069	95.4%	2,006	122

**Page Two – Sales Comparisons – January thru December for 2016-2017-2018**

**2016 – 65.8% of Single-Family LF homes & 44.0% of offshore homes sold on Westside**

**2017 – 65.0% of Single-Family LF homes & 43.3% of offshore homes sold on Westside**

**2018 – 66.7% of Single-Family LF homes & 46.8% of offshore homes sold on Westside**

**Total Single-Family Homes sold January thru Decembe**

<b>2016</b>	<b>1,661</b>
<b>2017</b>	<b>1,934</b>
<b>2018</b>	<b>1,896</b>

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**All Condominium Sales**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>Average Sq Ft</b>	<b>DOM</b>
2016	724	\$ 162,793	\$ 156,850	96.3%	1,340	152
2017	887	\$ 164,435	\$ 158,970	96.7%	1,324	134
2018	844	\$ 170,877	\$ 165,725	97.0%	1,337	116

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

2016	198	\$ 175,526	\$ 172,125	98.1%	1,430	155
2017	243	\$ 178,307	\$ 174,812	98.0%	1,413	132
2018	218	\$ 191,155	\$ 187,381	98.0%	1,441	133

**2016 – 30.4% of all residential type sales were condominiums**

**2017 – 31.4% of all residential type sales were condominiums**

**2018 – 30.8% of all residential type sales were condominiums**

**2016 – 27.3% of all condominium sales were on the Westside**

**2017 – 27.4% of all condominium sales were on the Westside**

**2018 – 25.8% of all condominium sales were on the Westside**

**Villas/Townhome Sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>Average Sq Ft</b>	<b>DOM</b>
2016	82	\$ 292,647	\$ 281,435	96.2%	2,553	196
2017	63	\$ 293,412	\$ 282,304	96.2%	2,499	165
2018	82	\$ 303,993	\$ 293,041	96.4%	2,537	140

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

2016	47	\$ 309,890	\$ 298,742	96.4%	2,570	197
2017	28	\$ 359,046	\$ 345,146	96.1%	2,724	204
2018	34	\$ 355,190	\$ 341,845	96.2%	2,611	178

**Page Three – Sales Comparisons – January thru December for 2016-2017-2018**

<b>2016 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>2,467</b>
<b>2017 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>2,884</b>
<b>2018 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>2,822</b>

**Lots and Land – Lakefront sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>Average \$ Per Ft</b>	<b>DOM</b>
2016	75	\$ 152,745	\$ 126,390	82.7%	\$ 564	244
2017	95	\$ 136,493	\$ 117,171	85.8%	\$ 706	235
2018	86	\$ 146,518	\$ 123,059	84.0%	\$ 565	208

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

2016	48	\$ 197,283	\$ 160,360	81.3%	\$ 578	278
2017	64	\$ 138,289	\$ 120,422	87.1%	\$ 526	253
2018	59	\$ 156,520	\$ 129,901	83.0%	\$ 505	192

**2016 – 64.0% of all waterfront lots and land sales were on the Westside**

**2017 – 67.4% of all waterfront lots and land sales were on the Westside**

**2018 – 68.6% of all waterfront lots and land sales were on the Westside**

**Commercial/Business Sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% of List</b>	<b>DOM</b>
2016	82	\$ 314,301	\$ 285,465	90.9%	233
2017	59	\$ 329,781	\$ 281,686	85.4%	300
2018	80	\$ 295,269	\$ 248,853	84.2%	315

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

2016	34	\$ 186,818	\$ 157,515	84.3%	252
2017	29	\$ 288,455	\$ 240,666	83.4%	190
2018	29	\$ 270,862	\$ 214,347	79.1%	270

**2016 – 41.5% of all commercial sales were on the Westside**

**2017 – 49.2% of all commercial sales were on the Westside**

**2018 – 36.2% of all commercial sales were on the Westside**

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