

January 22, 2015

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December, 2012, 2013, and 2014. 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 is still increasing. We saw a 14.7% increase from 2011 to 2012 and 7.6% increase in 2013. 2014 was a 3% increase. So, we are still going in the right direction! Lakefront HOME PRICES are about the same as 2013 – we saw a 1% increase in value in 2014. OFFSHORE homes were about the same as 2013, too.

Active listings in our Multi-List System on January 1st were:

695 Waterfront Residential/Villas/Townhomes with 58 pended (under contract).

783 Offshore Residential with 72 pended

553 Condos with 31 pended

366 Commercial properties with 14 properties pended

47 Farms with 18 pended

464 Lakefront Lots with 6 pended

908 Offshore lots with 23 pended.

Million/Multi-Million Dollar Homes sold January thru December, 2012, 2013, & 2014:

2012 – 13 sold. Average list was \$ 1,431,154 and average sale was \$ 1,267,543 and sold at 88.6% of list, 5,967 square foot average and 279 days on market.

2013 – 16 sold. Average list was \$ 1,586,639 and average sale was \$ 1,410,000. 88.9% of list, 6,290 square foot average and 258 days on market.

2014 – 27 sold. Average list was \$ 1,587,774 and average sale was \$ 1,438,534. 90.6% of list, 6,758 square foot average and 190 days on market.

Sold Foreclosures: January thru December, 2012, 2013 & 2014:

Of the 671 lakefront homes sold in 2012, 44 (6.6% of all closed) were foreclosures closed at average list of \$ 244,454 and sale price of \$ 231,865. Average square footage was 2,559 and 93 days on market.

Of the 678 lakefront homes sold in 2013, 55 (8% of all closed) were foreclosures closed at average list of \$ 226,534 and average sold at \$ 203,801. Average square footage was 2,400 and 133 days on market.

Of the 742 lakefront homes sold in 2014, 31 (4.2% of all closed) were foreclosures closed at average list of \$ 247,119 and average sold at \$ 233,413. Average square footage was 2,514 and 135 days on market.

689 offshore homes sold in 2012 with 217 foreclosures at average price of \$ 77,971. (31.5% of all closed)

771 offshore homes sold in 2013 with 192 foreclosures at average price of \$ 70,222. (24.9% of all closed)

763 offshore homes sold in 2014 with 145 foreclosures at average price of \$ 69,120. (19% 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**



**RE/MAX**  
at the Lake

## SALES COMPARISONS – JANUARY THRU DECEMBER FOR 2012-2013-2014

### All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2012	2152	\$ 187,981	\$ 175,441	93.3%
2013	2418	\$ 202,640	\$ 188,004	92.8%
2014	2444	\$ 200,510	\$ 188,604	94.1%

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

2012	1011	\$ 193,294	\$ 179,633	92.9%
2013	1164	\$ 208,927	\$ 194,596	93.1%
2014	1170	\$ 209,092	\$ 196,227	93.8%

**2012–46.9% of all property types were sold on Westside**  
**2013–48.1% of all property types were sold on Westside**  
**2014–47.9% of all property types were sold on Westside**



### Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2012	671	\$ 298,883	\$ 278,581	93.2%	2,241	173
2013	678	\$ 323,301	\$ 303,606	93.9%	2,323	175
2014	742	\$ 326,817	\$ 306,919	93.9%	2,254	148

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

2012	406	\$ 279,259	\$ 259,751	93.0%	2,141	184
2013	439	\$ 311,488	\$ 291,318	93.5%	2,255	175
2014	474	\$ 304,221	\$ 285,352	93.8%	2,140	152

### Offshore Residential Property in MLS

2012	689	\$ 118,168	\$ 110,735	93.7%	1,952	153
2013	771	\$ 134,131	\$ 124,376	92.7%	2,011	154
2014	763	\$ 129,608	\$ 123,086	94.9%	1,988	157

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

2012	300	\$ 113,544	\$ 104,643	92.2%	1,892	173
2013	348	\$ 120,915	\$ 113,885	94.2%	1,924	162
2014	330	\$ 129,739	\$ 122,417	94.4%	1,984	173

**Page Two – Sales Comparisons – January thru December for 2012-2013-2014**

**2012 – 60.5% of residential LF homes & 43.5% of offshore homes were sold on Westside**

**2013 – 64.7% of residential LF homes & 45.1% of offshore homes were sold on Westside**

**2014 – 63.9% of residential LF homes & 43.3% of offshore homes were sold on Westside**

**Total Residential Homes sold January thru December**

<b>2012</b>	<b>1,360</b>
<b>2013</b>	<b>1,449</b>
<b>2014</b>	<b>1,505</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>
2012	522	\$ 161,576	\$ 154,569	95.7%	1,381	176
2013	569	\$ 163,613	\$ 157,609	96.3%	1,356	191
2014	564	\$ 169,860	\$ 164,008	96.6%	1,367	171

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

2012	164	\$ 173,287	\$ 169,532	97.8%	1,476	196
2013	183	\$ 170,803	\$ 168,991	98.9%	1,432	254
2014	174	\$ 182,428	\$ 178,698	98.0%	1,492	219

**2012 – 38.4% of all residential type sales were condominiums**

**2013 – 39.3% of all residential type sales were condominiums**

**2014 – 37.5% of all residential type sales were condominiums**

**2012 – 31.4% of all condominium sales were on the Westside**

**2013 – 32.2% of all condominium sales were on the Westside**

**2014 – 30.9% 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>
2012	37	\$ 278,632	\$ 264,395	94.9%	2,695	173
2013	48	\$ 306,804	\$ 291,785	95.1%	2,614	199
2014	61	\$ 291,018	\$ 278,770	95.8%	2,579	201

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

2012	16	\$ 306,525	\$ 289,608	94.5%	2,585	219
2013	21	\$ 356,405	\$ 337,421	94.7%	2,714	239
2014	23	\$ 321,109	\$ 307,960	95.9%	2,582	189

**Page Three – Sales Comparisons – January thru December for 2012-2013-2014**

<b>2012 Sales Residential and Condominiums/Villas/Townhomes</b>	<b>1,919</b>
<b>2013 Sales Residential and Condominiums/Villas/Townhomes</b>	<b>2,066</b>
<b>2014 Sales Residential and Condominiums/Villas/Townhomes</b>	<b>2,130</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>
2012	51	\$ 166,230	\$ 136,601	82.2%	\$ 702	201
2013	68	\$ 280,405	\$ 222,058	79.2%	\$ 697	198
2014	61	\$ 103,862	\$ 87,847	84.6%	\$ 499	255

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

2012	37	\$ 108,796	\$ 85,669	78.7%	\$ 573	219
2013	45	\$ 261,477	\$ 195,397	74.7%	\$ 586	202
2014	43	\$ 102,486	\$ 84,333	82.3%	\$ 437	261

**2012 – 72.5% of all waterfront lots and land sales were on the Westside**

**2013 – 66.2% of all waterfront lots and land sales were on the Westside**

**2014 – 70.5% 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>
2012	36	\$ 233,689	\$ 196,847	84.2%	338
2013	79	\$ 305,509	\$ 247,479	81.0%	250
2014	74	\$ 251,653	\$ 211,492	84.0%	218

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

2012	22	\$ 234,286	\$ 195,750	83.6%	352
2013	43	\$ 192,602	\$ 166,318	86.4%	208
2014	41	\$ 254,563	\$ 216,924	85.2%	247

**2012 – 61.1% of all commercial sales were on the Westside**

**2013 – 54.4% of all commercial sales were on the Westside**

**2014 – 55.4% of all commercial sales were on the Westside**

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