

January 20, 2016

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December, 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 increased 8.12% from 2014 to 2015. Lakefront Home Prices INCREASED very slightly (only 1%) from 2014 to 2015. Offshore Homes prices INCREASED 5.7%. The number of condo sales INCREASED 15.1% from 2014 to 2015.

Active listings in our Multi-List System on January 5, 2016 were:

1,320 Waterfront Residential/Villas/Townhomes with 150 pended (under contract).
686 Offshore Residential with 98 pended
562 Condos with 40 pended
319 Commercial properties with 12 properties pended
45 Farms with 5 pended
485 Lakefront Lots with 4 pended
851 Offshore lots with 29 pended.

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

2013 – 17 sold. Average list was \$ 1,551,818 and average sale was \$ 1,382,882. 89.1% of list, 6,218 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.

2015 – 27 sold. Average list was \$ 1,543,055 and average sale was \$ 1,439,641. 93.3% of list, 6,138 square foot average and 138 days on the market.

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

Of the 680 lakefront homes sold in 2013, 53 (7.8% of all closed) were foreclosures closed at average list of \$ 227,067 and sale price of \$ 204,351. Average square footage was 2,404 and 132 days on market.

Of the 742 lakefront homes sold in 2014, 29 (3.9% of all closed) were foreclosures closed at average list of \$ 247,992 and average sold at \$ 233,924. Average square footage was 2,509 and 126 days on market.

Of the 771 lakefront homes sold in 2015, 23 (2.9% of all closed) were foreclosures closed at average list of \$ 297,261 and average sold at \$ 284,120. Average square footage was 2,914 and 87 days on market.

769 offshore homes sold in 2013 with 188 foreclosures at average price of \$ 69,261. (24.4% of all closed)

763 offshore homes sold in 2014 with 145 foreclosures at average price of \$ 69,120. (19.0% of all closed)

820 offshore homes sold in 2015 with 113 foreclosures at average price of \$ 73,164. (13.8% 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

573-374-2555 or 800-639-5069

helen@helenissellin.com

Helen is Sellin'

Lake of the Ozarks



RE/MAX
at the Lake

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

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2013	2,418	\$ 202,640	\$ 188,004	92.8%
2014	2,444	\$ 200,485	\$ 188,520	94.0%
2015	2,660	\$ 201,096	\$ 189,595	94.3%

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

2013	1,164	\$ 208,927	\$ 194,596	93.1%
2014	1,170	\$ 209,092	\$ 196,227	93.8%
2015	1,266	\$ 214,805	\$ 203,105	94.6%

2013–48.1% of all property types were sold on Westside
2014–47.9% of all property types were sold on Westside
2015 -47.6% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2013	680	\$ 327,313	\$ 305,960	93.5%	2,338	177
2014	742	\$ 326,817	\$ 306,919	93.9%	2,254	148
2015	771	\$ 328,467	\$ 310,088	94.4%	2,315	155

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

2013	439	\$ 311,488	\$ 291,318	93.5%	2,255	175
2014	474	\$ 304,221	\$ 285,352	93.8%	2,140	152
2015	491	\$ 321,758	\$ 304,625	94.7%	2,279	158

Offshore Residential Property in MLS

2013	769	\$ 130,091	\$ 121,828	93.6%	1,997	153
2014	763	\$ 129,528	\$ 122,816	94.8%	1,987	157
2015	820	\$ 136,807	\$ 129,847	94.9%	2,031	151

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

2013	348	\$ 120,915	\$ 113,885	94.2%	1,924	162
2014	330	\$ 129,739	\$ 122,417	94.4%	1,984	173
2015	377	\$ 132,281	\$ 125,384	94.8%	1,974	160

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

2013 – 64.6% of residential LF homes & 45.3% of offshore homes were sold on Westside

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

2015 – 63.7% of residential LF homes & 46.0% of offshore homes were sold on Westside

Total Residential Homes sold January thru December

2013	1,449
2014	1,505
2015	1,591

Helen is Sellin'

Lake of the Ozarks



All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2013	569	\$ 163,613	\$ 157,609	96.3%	1,356	191
2014	564	\$ 169,860	\$ 164,008	96.6%	1,367	171
2015	651	\$ 167,525	\$ 161,748	96.6%	1,370	147

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

2013	183	\$ 170,803	\$ 168,991	98.9%	1,432	254
2014	174	\$ 182,428	\$ 178,698	97.9%	1,492	219
2015	184	\$ 186,482	\$ 184,553	98.9%	1,477	159

2013 – 39.3% of all residential type sales were condominiums

2014 – 37.5% of all residential type sales were condominiums

2015 – 40.9% of all residential type sales were condominiums

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

2014 – 30.9% of all condominium sales were on the Westside

2015 – 28.3% 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	48	\$ 306,804	\$ 291,785	95.1%	2,614	199
2014	61	\$ 291,018	\$ 278,770	95.8%	2,579	201
2015	61	\$ 268,171	\$ 259,899	96.9%	2,485	184

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

2013	21	\$ 356,405	\$ 337,421	94.7%	2,714	239
2014	23	\$ 321,109	\$ 307,960	95.9%	2,582	189
2015	33	\$ 276,072	\$ 267,916	97.0%	2,395	203

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

2013 Sales Residential and Condominiums/Villas/Townhomes	2,066
2014 Sales Residential and Condominiums/Villas/Townhomes	2,130
2015 Sales Residential and Condominiums/Villas/Townhomes	2,303

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2013	68	\$ 280,405	\$ 222,058	79.2%	\$ 697	198
2014	61	\$ 103,862	\$ 87,847	84.6%	\$ 499	255
2015	62	\$ 168,075	\$ 145,994	86.9%	\$ 612	270

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

2013	45	\$ 261,477	\$ 195,397	74.7%	\$ 586	202
2014	43	\$ 102,486	\$ 84,333	82.3%	\$ 437	261
2015	42	\$ 181,415	\$ 157,368	86.7%	\$ 551	234

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

2015 – 67.7% 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	79	\$ 305,509	\$ 247,479	81.0%	250
2014	74	\$ 251,653	\$ 211,492	84.0%	218
2015	70	\$ 267,589	\$ 218,585	81.7%	241

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

2013	43	\$ 192,602	\$ 166,318	86.4%	208
2014	41	\$ 254,563	\$ 216,924	85.2%	247
2015	30	\$ 275,415	\$ 225,214	81.8%	288

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

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

2015 – 42.9% of all commercial sales were on the Westside

573-374-2555 or 800-639-5069

helen@helenissellin.com

Helen is Sellin'

Lake of the Ozarks

