

April 10, 2016

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru March, 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 7.4% from 2015 to 2016. WOW! Lakefront Home Prices INCREASED 23.8% and Offshore Homes prices INCREASED 1.6%. Maybe our Mild Winter had something to do with the huge price increase for homes. Will see how the rest of the year plays out!!

Active listings in our Multi-List System on April 10, 2016 were:

807 Waterfront Residential/Villas/Townhomes with 110 pended (Down from 1,320 on market first of January)
795 Offshore Residential with 159 pended
675 Condos with 90 pended
336 Commercial properties with 25 properties pended
36 Farms with 2 pended
472 Lakefront Lots with 11 pended
866 Offshore lots with 26 pended.

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

2014 – 2 sold. Average list was \$ 1,950,000 and average sale was \$ 1,675,000. 85.9% of list, 8,000 square foot average and 340 days on market.

2015 – 4 sold. Average list was \$ 1,471,000 and average sale was \$ 1,396,250. 94.9% of list, 7,444 square foot average and 160 days on market.

2016 – 4 sold. Average list was \$ 1,722,475 and average sale was \$ 1,618,750. 93.9% of list, 6,018 square foot average and 282 days on the market.

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

Of the 115 lakefront homes sold in 2014, 17 (14.8% of all closed) were foreclosures closed at average list of \$ 242,552 and sale price of \$ 227,122. Average square footage was 2,476 and 140 days on market.

Of the 115 lakefront homes sold in 2015, 13 (11.3% of all closed) were foreclosures closed at average list of \$ 318,569 and average sold at \$ 311,432. Average square footage was 3,436 and 94 days on market.

Of the 109 lakefront homes sold in 2016, 5 (5.5% of all closed) were foreclosures closed at average list of \$ 166,640 and average sold at \$ 164,438. Average square footage was 1,954 and 232 days on market.

137 offshore homes sold in 2014 with 36 foreclosures at average price of \$ 70,852. (26.3% of all closed)

151 offshore homes sold in 2015 with 34 foreclosures at average price of \$ 74,650. (22.5% of all closed)

176 offshore homes sold in 2016 with 23 foreclosures at average price of \$ 100,335. (13.1% 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

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Lake of the Ozarks



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

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2014	405	\$ 191,722	\$ 178,523	93.1%
2015	469	\$ 190,082	\$ 177,084	93.2%
2016	505	\$ 198,817	\$ 189,290	95.2%

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

2014	192	\$ 211,159	\$ 195,630	92.6%
2015	199	\$ 205,795	\$ 190,897	92.8%
2016	218	\$ 215,962	\$ 207,159	95.9%

2014–47.4% of all property types were sold on Westside
2015–42.4% of all property types were sold on Westside
2016 -43.2% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2014	115	\$ 299,658	\$ 279,387	93.2%	2,261	165
2015	115	\$ 327,311	\$ 307,180	93.8%	2,408	179
2016	109	\$ 396,875	\$ 380,450	95.9%	2,458	168

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

2014	74	\$ 298,878	\$ 275,924	92.3%	2,231	187
2015	65	\$ 338,973	\$ 319,119	94.1%	2,515	158
2016	70	\$ 381,497	\$ 367,494	96.3%	2,409	166

Offshore Residential Property in MLS

2014	137	\$ 134,059	\$ 125,916	93.9%	1,992	170
2015	151	\$ 141,160	\$ 132,211	93.7%	2,010	147
2016	176	\$ 141,436	\$ 134,348	94.9%	2,032	147

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

2014	50	\$ 154,404	\$ 146,538	94.9%	2,056	187
2015	61	\$ 141,019	\$ 132,406	93.9%	1,915	161
2016	72	\$ 144,167	\$ 137,215	95.2%	2,127	140

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

2014 – 64.3% of residential LF homes & 36.5% of offshore homes were sold on Westside

2015 – 64.2% of residential LF homes & 40.4% of offshore homes were sold on Westside

2016 – 61.7% of residential LF homes & 40.9% of offshore homes were sold on Westside

Total Residential Homes sold January thru March

2014	252
2015	266
2016	285

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2014	76	\$ 177,564	\$ 171,248	96.4%	1,371	229
2015	105	\$ 155,787	\$ 149,358	95.9%	1,341	171
2016	109	\$ 169,463	\$ 164,768	97.2%	1,367	162

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

2014	25	\$ 166,597	\$ 164,676	98.8%	1,396	341
2015	20	\$ 176,725	\$ 172,039	97.3%	1,519	202
2016	29	\$ 183,710	\$ 187,752	100.2%	1,425	158

2014 – 30.2% of all residential type sales were condominiums

2015 – 39.5% of all residential type sales were condominiums

2016 – 38.2% of all residential type sales were condominiums

2014 – 32.9% of all condominium sales were on the Westside

2015 – 19.0% of all condominium sales were on the Westside

2016 – 26.6% 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	10	\$ 258,709	\$ 244,455	94.5%	2,716	190
2015	8	\$ 231,742	\$ 230,008	99.3%	2,477	174
2016	13	\$ 304,731	\$ 288,762	94.8%	2,629	198

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

2014	5	\$ 266,740	\$ 257,310	96.5%	2,596	162
2015	3	\$ 235,717	\$ 241,667	100.3%	2,550	217
2016	6	\$ 328,967	\$ 314,234	95.5%	2,634	117

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

2014 Sales Residential and Condominiums/Villas/Townhomes	338
2015 Sales Residential and Condominiums/Villas/Townhomes	379
2016 Sales Residential and Condominiums/Villas/Townhomes	407

Prices Per Lakefront Foot are an average! Please call for more exact \$ Per Ft Averages in a Specific Area.

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2014	12	\$ 161,367	\$ 121,958	75.6%	\$ 626	253
2015	13	\$ 176,019	\$ 148,108	84.1%	\$ 917	283
2016	14	\$ 109,276	\$ 85,763	78.5%	\$ 502	198

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

2014	6	\$ 192,983	\$ 133,250	69.0%	\$ 572	284
2015	8	\$ 189,419	\$ 154,612	81.6%	\$ 897	205
2016	7	\$ 157,129	\$ 118,914	75.7%	\$ 619	242

2014 – 50.0% of all waterfront lots and land sales were on the Westside

2015 – 61.5% of all waterfront lots and land sales were on the Westside

2016 – 50.0% 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	13	\$ 354,908	\$ 309,980	87.3%	285
2015	19	\$ 263,997	\$ 225,663	85.5%	236
2016	19	\$ 234,216	\$ 216,147	92.3%	298

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

2014	10	\$ 306,890	\$ 271,524	88.5%	215
2015	9	\$ 317,583	\$ 259,744	81.8%	201
2016	4	\$ 118,675	\$ 92,550	78.0%	489

2014 – 76.9% of all commercial sales were on the Westside

2015 – 47.4% of all commercial sales were on the Westside

2016 – 21.1 % of all commercial sales were on the Westside

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