

July 23, 2017

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru June, 2015, 2016, and 2017. 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 showed a 15.2% INCREASE from 2016 TO 2017.

Lakefront Home Prices showed a slight INCREASE (1.2%) in 2017, Offshore Home prices INCREASED 5.8%. The number of condo sales INCREASED 25% January thru June in 2017 compared to 2016.

Active listings in our Multi-List System on July 23, 2017, were:

841 Waterfront Residential/Villas/Townhomes with 152 pended (under contract).

940 Offshore Residential with 155 pended

682 Condos with 116 pended

327 Commercial properties with 11 properties pended

38 Farms with 3 pended

500 Lakefront Lots with 9 pended

855 Offshore lots with 25 pended.

Million/Multi-Million Dollar Homes sold January thru June, 2015, 2016 & 2017:

2015 – 12 sold. Average list was \$ 1,503,333 and average sale was \$ 1,394,275 and sold at 92.7% of list, 6,419 square foot average and 128 days on market.

2016 – 9 sold. Average list was \$ 1,438,533 and average sale was \$ 1,370,111. 95.3% of list, 5,747 square foot average and 180 days on market.

2017 – 18 sold. Average list was \$ 1,436,656 and average sale was \$ 1,324,889. 92.2 % of list, 5,586 square foot average and 176 days on market.

Sold Foreclosures: January thru June, 2015, 2016 & 2017:

Of the 351 lakefront homes sold in 2015, 18 (5.1% of all closed) were foreclosures closed at average list price of \$ 321,628 & average sold at \$ 304,840. Average square footage was 3,162 and 89 days on market.

Of the 338 lakefront homes sold in 2016, 13 (3.8% of all closed) were foreclosures closed at average list of \$ 169,569 and sale price of \$ 165,134. Average square footage was 1,875 and 127 days on market.

Of the 432 lakefront homes sold in 2017, 12 (2.8% of all closed) were foreclosures closed at average list of \$ 296,310 and average sold at \$ 268,733. Average square footage was 2,280 and 129 days on market.

396 offshore homes sold in 2015 with 74 foreclosures at an average price of \$ 77,283. (18.7% of all closed)

440 offshore homes sold in 2016 with 43 foreclosures at an average price of \$ 85,054. (9.8% of all closed)

478 offshore homes sold in 2017 with 48 foreclosures at average price of \$ 84,067. (10.0% 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 JUNE 2015-2016-2017

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2015	1,282	\$ 195,867	\$ 184,468	94.2%
2016	1,337	\$ 201,738	\$ 191,674	95.0%
2017	1,491	\$ 213,846	\$ 202,411	94.7%

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

2015	574	\$ 205,038	\$ 193,423	94.3%
2016	611	\$ 215,138	\$ 204,115	94.9%
2017	664	\$ 233,340	\$ 220,214	94.4%

2015–44.8% of all property types were sold on Westside
2016–45.7% of all property types were sold on Westside
2017–44.5% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2015	351	\$ 320,617	\$ 302,105	94.2%	2,295	164
2016	338	\$ 351,802	\$ 336,227	95.6%	2,360	144
2017	432	\$ 358,998	\$ 340,286	94.8%	2,417	146

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

2015	211	\$ 305,614	\$ 288,988	94.6%	2,243	167
2016	220	\$ 340,900	\$ 325,831	95.6%	2,300	143
2017	266	\$ 359,406	\$ 339,940	94.6%	2,406	142

Offshore Residential Property in MLS

2015	396	\$ 135,563	\$ 128,621	94.9%	2,004	151
2016	440	\$ 140,371	\$ 133,685	95.2%	1,992	143
2017	478	\$ 148,700	\$ 141,475	95.1%	2,092	141

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

2015	186	\$ 134,346	\$ 126,974	94.5%	1,948	167
2016	198	\$ 135,895	\$ 129,122	95.9%	1,983	143
2017	196	\$ 142,541	\$ 135,681	95.0%	2,020	142

Page Two – Sales Comparisons – January thru June for 2015-2016-2017

2015 – 60.1% of residential LF homes & 47.0% of offshore homes were sold on Westside

2016– 65.1% of residential LF homes & 45.0% of offshore homes were sold on Westside

2017 – 61.6% of residential LF homes & 41.0% of offshore homes were sold on Westside

Total Residential Homes sold January thru June

2015	747
2016	778
2017	910

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2015	327	\$ 166,920	\$ 160,560	96.2%	1,375	155
2016	316	\$ 165,299	\$ 159,684	96.6%	1,328	144
2017	396	\$ 163,113	\$ 156,836	96.2%	1,339	135

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

2015	74	\$ 187,350	\$ 184,580	98.5%	1,473	189
2016	81	\$ 176,066	\$ 174,682	99.2%	1,419	143
2017	100	\$ 182,429	\$ 176,969	97.0%	1,471	127

2015 – 30.4% of all residential type sales were condominiums

2016 – 28.9% of all residential type sales were condominiums

2017 – 30.3% of all residential type sales were condominiums

2015 – 22.6% of all condominium sales were on the Westside

2016– 25.6% of all condominium sales were on the Westside

2017 – 25.3% 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
2015	26	\$ 247,952	\$ 239,414	96.6%	2,481	165
2016	40	\$ 275,259	\$ 262,304	95.3%	2,494	188
2017	31	\$ 301,889	\$ 292,989	97.1%	2,481	149

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

2015	13	\$ 217,365	\$ 210,523	96.9%	2,192	209
2016	16	\$ 316,522	\$ 302,613	95.6%	2,610	133
2017	12	\$ 384,792	\$ 374,208	97.2%	2,614	124

Page Three – Sales Comparisons – January thru June for 2015-2016-2017

2015 Sales Residential and Condominiums/Villas/Townhomes	1,100
2016 Sales Residential and Condominiums/Villas/Townhomes	1,134
2017 Sales Residential and Condominiums/Villas/Townhomes	1,337

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2015	32	\$ 168,961	\$ 153,720	91.0%	\$ 866	204
2016	29	\$ 160,527	\$ 129,565	80.7%	\$ 818	240
2017	44	\$ 128,522	\$ 109,410	85.1%	\$ 531	217

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

2015	21	\$ 193,074	\$ 176,543	91.4%	\$ 913	153
2016	18	\$ 217,588	\$ 171,994	79.0%	\$ 954	311
2017	34	\$ 119,350	\$ 102,185	85.6%	\$ 447	208

2015 – 65.6% of all waterfront lots and land sales were on the Westside

2016 – 62.1% of all waterfront lots and land sales were on the Westside

2017 – 77.3% 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
2015	40	\$ 260,916	\$ 220,428	84.5%	222
2016	38	\$ 339,782	\$ 306,218	90.1%	244
2017	27	\$ 317,022	\$ 268,030	84.5%	432

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

2015	18	\$ 270,481	\$ 226,150	83.6%	258
2016	11	\$ 288,409	\$ 237,882	82.5%	264
2017	13	\$ 227,554	\$ 167,369	73.6%	180

2015 – 45.0% of all commercial sales were on the Westside

2016 – 29.0% of all commercial sales were on the Westside

2017 – 48.1% of all commercial sales were on the Westside

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