

October 4, 2017

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru September, 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 an 18% INCREASE in 2017 from 2016. Lakefront Home PRICES showed an INCREASE of 3.9% in 2017, Offshore Home PRICES continue to climb! (12.7% in 2017) The NUMBER of condo sales INCREASED 21% January thru September in 2017 compared to 2016. In some price ranges it looks like we have moved from a BUYER'S Market to a SELLER'S Market! **Throughout this report, please note the decline in DOM!**

Active listings in our Multi-List System on October 4, 2017, were:

694 Waterfront Residential/Villas/Townhomes with 124 pended (under contract).

788 Offshore Residential with 119 pended

556 Condos with 118 pended

305 Commercial properties with 15 properties pended

41 Farms with 5 pended

485 Lakefront Lots with 13 pended

765 Offshore lots with 15 pended

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

2015 – 20 sold. Average list was \$ 1,631,900 and average sale was \$ 1,523,315 and sold at 93.3% of list, 6,235 square foot average and 130 days on market.

2016 – 15 sold. Average list was \$ 1,492,180 and average sale was \$ 1,393,233. 93.4% of list, 5,984 square foot average and 149 days on market.

2017 – 28 sold. Average list was \$ 1,509,079 and average sale was \$ 1,388,667. 92.0 % of list, 5,568 square foot average and 144 days on market.

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

Of the 594 lakefront homes sold in 2015, 22 (3.7% of all closed) were foreclosures closed at average list price of \$ 303,159 & average sold at \$ 285,787. Average square footage was 2,957 and 88 days on market.

Of the 549 lakefront homes sold in 2016, 20 (3.6% of all closed) were foreclosures closed at average list of \$ 162,035 and sale price of \$ 157,135. Average square footage was 1,755 and 143 days on market.

Of the 736 lakefront homes sold in 2017, 19 (2.5% of all closed) were foreclosures closed at average list of \$ 245,017 and average sold at \$ 224,353. Average square footage was 2,437 and 125 days on market.

625 offshore homes sold in 2015 with 91 foreclosures at an average price of \$ 74,358. (14.5% of all closed)

685 offshore homes sold in 2016 with 68 foreclosures at an average price of \$ 79,422. (9.9% of all closed)

742 offshore homes sold in 2017 with 58 foreclosures at average price of \$ 82,400. (7.8% 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

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SALES COMPARISONS – JANUARY THRU SEPTEMBER, 2015-2016-2017

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2015	2,050	\$ 201,063	\$ 184,491	94.5%
2016	2,151	\$ 199,058	\$ 189,104	95.0%
2017	2,458	\$ 217,220	\$ 206,089	94.9%

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

2015	953	\$ 215,732	\$ 204,042	94.6%
2016	1,000	\$ 210,262	\$ 199,815	95.0%
2017	1,125	\$ 231,718	\$ 219,725	94.8%

2015–46.5% of all property types were sold on Westside
2016–46.5% of all property types were sold on Westside
2017–45.8% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2015	594	\$ 328,768	\$ 310,493	94.4%	2,304	155
2016	549	\$ 340,709	\$ 324,433	95.2%	2,336	141
2017	736	\$ 355,006	\$ 337,166	95.0%	2,358	138

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

2015	370	\$ 323,275	\$ 306,459	94.8%	2,264	158
2016	354	\$ 325,960	\$ 311,104	95.4%	2,255	145
2017	474	\$ 335,606	\$ 318,529	95.0%	2,283	138

Offshore Residential Property in MLS

2015	625	\$ 134,696	\$ 127,853	95.0%	1,983	149
2016	685	\$ 137,704	\$ 131,363	95.0%	1,992	145
2017	742	\$ 155,234	\$ 148,157	95.4%	2,123	134

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

2015	290	\$ 129,544	\$ 122,770	94.8%	1,921	160
2016	309	\$ 132,447	\$ 125,559	94.8%	1,958	148
2017	313	\$ 150,617	\$ 144,166	95.7%	2,059	138

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

2015 – 62.3% of residential LF homes & 46.4% of offshore homes were sold on Westside
2016– 64.5% of residential LF homes & 45.1% of offshore homes were sold on Westside
2017 – 64.4% of residential LF homes & 42.2% of offshore homes were sold on Westside

Total Residential Homes sold January thru September

2015	1,219
2016	1,234
2017	1,478

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2015	524	\$ 164,152	\$ 158,326	96.5%	1,351	147
2016	559	\$ 162,303	\$ 156,571	96.5%	1,334	150
2017	677	\$ 163,583	\$ 157,798	96.5%	1,324	132

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

2015	139	\$ 184,482	\$ 182,223	98.8%	1,462	164
2016	160	\$ 174,911	\$ 172,481	98.6%	1,422	152
2017	181	\$ 179,329	\$ 175,147	97.7%	1,444	123

2015 – 30.0% of all residential type sales were condominiums
2016 – 31.2% of all residential type sales were condominiums
2017 – 31.4% of all residential type sales were condominiums

2015 – 26.5% of all condominium sales were on the Westside
2016– 28.6% of all condominium sales were on the Westside
2017 – 26.7% 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	47	\$ 258,858	\$ 248,891	96.1%	2,463	189
2016	63	\$ 292,660	\$ 280,680	95.9%	2,543	204
2017	46	\$ 281,921	\$ 271,444	96.3%	2,403	157

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

2015	25	\$ 250,982	\$ 241,968	96.4%	2,282	220
2016	34	\$ 316,578	\$ 304,897	96.3%	2,579	199
2017	19	\$ 375,532	\$ 360,462	96.0%	2,718	174

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

2015 Sales Residential and Condominiums/Villas/Townhomes	1,790
2016 Sales Residential and Condominiums/Villas/Townhomes	1,856
2017 Sales Residential and Condominiums/Villas/Townhomes	2,191

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2015	47	\$ 178,071	\$ 157,756	88.6%	\$ 702	235
2016	51	\$ 147,754	\$ 122,876	83.2%	\$ 650	243
2017	69	\$ 148,764	\$ 128,722	86.5%	\$ 592	219

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

2015	33	\$ 189,956	\$ 169,976	89.5%	\$ 631	171
2016	32	\$ 196,402	\$ 160,197	81.6%	\$ 631	298
2017	49	\$ 147,918	\$ 129,573	87.6%	\$ 558	218

2015 – 74.5% of all waterfront lots and land sales were on the Westside

2016 – 62.7% of all waterfront lots and land sales were on the Westside

2017 – 71.0% of all waterfront lots and land sales were on the Westside

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

Commercial/Business Sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% of List	DOM
2015	55	\$ 274,159	\$ 221,704	80.9%	248
2016	61	\$ 307,570	\$ 278,546	90.6%	220
2017	42	\$ 343,525	\$ 289,821	84.4%	342

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

2015	24	\$ 293,877	\$ 238,079	81.0%	280
2016	19	\$ 225,042	\$ 191,774	85.2%	232
2017	20	\$ 235,750	\$ 183,740	77.9%	177

2015 – 43.6% of all commercial sales were on the Westside

2016 – 31.1% of all commercial sales were on the Westside

2017 – 47.6% of all commercial sales were on the Westside

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