

January 16, 2018

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December, 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 increased 16.9% from 2016 to 2017. Lakefront Home Prices slightly INCREASED (2%) from 2016 to 2017. Offshore Homes prices INCREASED 10.0%. The number of condo sales INCREASED 22.5% from 2016 to 2017. Days on Market are shorter and inventory is much less than what we consider normal.

Active listings in our Multi-List System on January 16, 2018 were:

527 Waterfront Residential/Villas/Townhomes with 51 pended (under contract)

543 Offshore Residential with 109 pended

369 Condos with 48 pended

272 Commercial properties with 13 properties pended

31 Farms with 1 pended

413 Lakefront Lots with 9 pended

630 Offshore lots with 20 pended.

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

2015 – 25 sold. Average list was \$ 1,586,520 and average sale was \$ 1,479,812. 93.3% of list, 6,209 square foot average and 144 days on market.

2016 – 23 sold. Average list was \$ 1,500,570 and average sale was \$ 1,386,891. 92.4% of list, 5,867 square foot average and 146 days on market.

2017 – 33 sold. Average list was \$ 1,539,612 and average sale was \$ 1,405,232. 91.3% of list, 5,686 square foot average and 147 days on the market.

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

Of the 771 lakefront homes sold in 2015, 23 (3.0% of all closed) were foreclosures closed at average list of \$ 297,261 and sale price of \$ 280,207. Average square footage was 2,914 and 87 days on market.

Of the 745 lakefront homes sold in 2016, 24 (3.2% of all closed) were foreclosures closed at average list of \$ 165,388 and average sold at \$ 158,741. Average square footage was 1,767 and 115 days on market.

Of the 951 lakefront homes sold in 2017, 23 (2.4% of all closed) were foreclosures closed at average list of \$ 243,918 and average sold at \$ 224,943. Average square footage was 2,379 and 135 days on market.

822 offshore homes sold in 2015 with 118 foreclosures at average price of \$ 75,153. (14.4% of all closed)

916 offshore homes sold in 2016 with 91 foreclosures at average price of \$ 88,415. (10.0% of all closed)

983 offshore homes sold in 2017 with 82 foreclosures at average price of \$ 81,015. (8.3% 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 DECEMBER, 2015-2016-2017

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2015	2,666	\$ 200,941	\$ 189,422	94.3%
2016	2,855	\$ 202,609	\$ 192,092	94.8%
2017	3,260	\$ 214,154	\$ 203,008	94.8%

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

2015	1,269	\$ 214,770	\$ 203,013	94.5%
2016	1,337	\$ 211,666	\$ 200,207	94.6%
2017	1,513	\$ 229,073	\$ 216,965	94.7%

2015–47.6% of all property types were sold on Westside
2016–46.8% of all property types were sold on Westside
2017 -46.4% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2015	771	\$ 328,467	\$ 309,972	94.4%	2,315	155
2016	745	\$ 345,715	\$ 328,073	94.9%	2,368	148
2017	951	\$ 353,169	\$ 334,844	94.8%	2,350	136

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

2015	491	\$ 321,758	\$ 304,442	94.6%	2,279	158
2016	490	\$ 321,567	\$ 305,465	95.0%	2,249	152
2017	618	\$ 335,300	\$ 317,557	94.7%	2,284	136

Offshore Residential Property in MLS

2015	822	\$ 136,918	\$ 129,951	94.9%	2,032	151
2016	916	\$ 140,368	\$ 133,857	95.4%	2,020	142
2017	983	\$ 154,278	\$ 147,138	95.4%	2,102	134

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

2015	379	\$ 132,546	\$ 125,632	94.8%	1,976	160
2016	403	\$ 135,983	\$ 128,874	94.8%	1,989	145
2017	426	\$ 149,286	\$ 142,432	95.4%	2,052	144

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

2015 – 63.7% of residential LF homes & 46.1% of offshore homes were sold on Westside

2016 – 65.8% of residential LF homes & 44.0% of offshore homes were sold on Westside

2017 – 65.0% of residential LF homes & 43.3% of offshore homes were sold on Westside

Total Residential Homes sold January thru December

2015	1,593
2016	1,661
2017	1,934

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2015	652	\$ 167,628	\$ 161,864	96.6%	1,371	147
2016	724	\$ 162,793	\$ 156,850	96.3%	1,340	152
2017	887	\$ 164,435	\$ 158,970	96.7%	1,324	134

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

2015	185	\$ 186,744	\$ 184,839	99.0%	1,478	158
2016	198	\$ 175,526	\$ 172,125	98.1%	1,430	155
2017	243	\$ 178,307	\$ 174,812	98.0%	1,413	132

2015 – 28.3% of all residential type sales were condominiums

2016 – 29.3% of all residential type sales were condominiums

2017 – 30.8% of all residential type sales were condominiums

2015 – 28.4% of all condominium sales were on the Westside

2016 – 27.3% of all condominium sales were on the Westside

2017 – 27.4% 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	61	\$ 268,171	\$ 259,899	96.9%	2,485	184
2016	82	\$ 292,647	\$ 281,435	96.2%	2,553	196
2017	63	\$ 293,412	\$ 282,304	96.2%	2,499	165

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

2015	33	\$ 276,072	\$ 267,916	97.0%	2,395	203
2016	47	\$ 309,890	\$ 298,742	96.4%	2,570	197
2017	28	\$ 359,046	\$ 345,146	96.1%	2,724	204

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

2015 Sales Residential and Condominiums/Villas/Townhomes	2,306
2016 Sales Residential and Condominiums/Villas/Townhomes	2,467
2017 Sales Residential and Condominiums/Villas/Townhomes	2,884

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2015	67	\$ 157,526	\$ 137,049	87.0%	\$ 591	258
2016	75	\$ 152,745	\$ 126,390	82.7%	\$ 564	244
2017	95	\$ 136,493	\$ 117,171	85.8%	\$ 706	235

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

2015	42	\$ 181,415	\$ 157,368	86.7%	\$ 551	234
2016	48	\$ 197,283	\$ 160,360	81.3%	\$ 578	278
2017	64	\$ 138,289	\$ 120,422	87.1%	\$ 526	253

2015 – 62.7% of all waterfront lots and land sales were on the Westside

2016 – 64.0% of all waterfront lots and land sales were on the Westside

2017 – 67.4% 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	70	\$ 267,589	\$ 218,585	81.7%	241
2016	82	\$ 314,301	\$ 285,465	90.9%	233
2017	59	\$ 329,781	\$ 281,686	85.4%	300

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

2015	30	\$ 275,415	\$ 225,214	81.8%	288
2016	34	\$ 186,818	\$ 157,515	84.3%	252
2017	29	\$ 288,455	\$ 240,666	83.4%	190

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

2016 – 41.5% of all commercial sales were on the Westside

2017 – 49.2% of all commercial sales were on the Westside

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