

October 2, 2018

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru September, 2016, 2017, and 2018. 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 2.6% DECREASE in 2018 from 2017. Single Family Lakefront Home PRICES showed a 2.6% DECREASE in 2018 compared to 2017. , Offshore Home PRICES showed a slight INCREASE in 2018. (1.5%) The NUMBER of condo sales showed a slight DECREASE but Sales prices INCREASED 5.4% in 2018 compared to January thru September, 2017.

Active listings in our Multi-List System on October 2, 2018, were:

680 Waterfront Residential/Villas/Townhomes with 138 pended (under contract).

762 Offshore Residential with 146 pended

450 Condos with 95 pended

286 Commercial properties with 13 properties pended

38 Farms with 2 pended

424 Lakefront Lots with 8 pended

751 Offshore lots with 29 pended

Million/Multi-Million Dollar Homes sold January thru September, 2016, 2017, and 2018

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.

2018 – 16 Sold. Average List was \$ 1,677,913 and average sale price was \$ 1,539,938. 93.2% of List, 6,781 square feet and 274 days on market.

Sold Foreclosures: January thru September, 2016, 2017, and 2018

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 (2.58% 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.

Of the 644 lakefront homes sold in 2018, 8 (1.2% of all closed) were foreclosures closed at average list of \$ 235,224 and average sold at \$ 224,800. Average square footage was 2,644 and 63 days on market.

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)

766 offshore homes sold in 2018 with 52 foreclosures at average price of \$ 73,746. (6.8% 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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Lake of the Ozarks



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SALES COMPARISONS – JANUARY THRU SEPTEMBER, 2016-2017-2018

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2016	2,151	\$ 199,058	\$ 189,104	95.0%
2017	2,458	\$ 217,220	\$ 206,089	94.9%
2018	2,466	\$ 210,836	\$ 201,039	95.0%

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

2016	1,000	\$ 210,262	\$ 199,815	95.0%
2017	1,125	\$ 231,718	\$ 219,725	94.8%
2018	1,169	\$ 224,337	\$ 212,843	94.0%

2016–46.5% of all property types were sold on Westside
2017–45.8% of all property types were sold on Westside
2018- 47.4% of all property types were sold on Westside

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Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2016	549	\$ 340,709	\$ 324,433	95.2%	2,336	141
2017	736	\$ 355,006	\$ 337,166	95.0%	2,358	138
2018	644	\$ 358,390	\$ 341,465	95.3%	2,312	120

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

2016	354	\$ 325,960	\$ 311,104	95.4%	2,255	145
2017	474	\$ 335,606	\$ 318,529	95.0%	2,283	138
2018	434	\$ 338,578	\$ 322,840	95.2%	2,228	125

Offshore Residential Property in MLS

2016	685	\$ 137,704	\$ 131,363	95.0%	1,992	145
2017	742	\$ 155,234	\$ 148,157	95.4%	2,123	134
2018	766	\$ 156,924	\$ 150,367	95.9%	2,023	114

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

2016	309	\$ 132,447	\$ 125,559	94.8%	1,958	148
2017	313	\$ 150,617	\$ 144,166	95.7%	2,059	138
2018	367	\$ 154,111	\$ 146,659	94.9%	2,008	126

Page Two – Sales Comparisons – January thru September for 2016-2017-2018

2016 64.5% of residential LF homes & 45.0% of offshore homes were sold on Westside
2017 64.4% of residential LF homes & 41.0% of offshore homes were sold on Westside
2018 67.4% of residential LF homes & 47.9% of offshore homes were sold on Westside

Total Residential Homes sold January thru September

2016 1,234
2017 1,478
2018 1,410

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All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2016	559	\$ 162,303	\$ 156,571	96.5%	1,334	150
2017	677	\$ 163,583	\$ 157,798	96.5%	1,324	132
2018	667	\$ 171,203	\$ 166,325	96.8%	1,346	114

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

2016	160	\$ 174,911	\$ 172,481	98.6%	1,422	152
2017	181	\$ 179,329	\$ 175,147	97.7%	1,444	123
2018	178	\$ 186,114	\$ 183,270	98.3%	1,421	129

2016 31.2% of all residential type sales were condominiums
2017 31.4% of all residential type sales were condominiums
2018 32.2% of all residential type sales were condominiums

2016 28.6% of all condominium sales were on the Westside
2017 26.7% of all condominium sales were on the Westside
2018 26.7% of all condominiums sales were on the Westside

Villas/Townhome Sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2016	63	\$ 292,660	\$ 280,680	95.9%	2,543	204
2017	46	\$ 281,921	\$ 271,444	96.3%	2,403	157
2018	63	\$ 309,936	\$ 300,096	97.0%	2,572	153

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

2016	34	\$ 316,578	\$ 304,897	96.3%	2,579	199
2017	19	\$ 375,532	\$ 360,462	96.0%	2,718	174
2018	28	\$ 362,195	\$ 349,393	97.2%	2,640	198

Page Three – Sales Comparisons – January thru September for 2016-2017-2018

2016 Sales Residential and Condominiums/Villas/Townhomes	1,856
2017 Sales Residential and Condominiums/Villas/Townhomes	2,191
2018 Sales Residential and Condominiums/Villas/Townhomes	2,133

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2016	51	\$ 147,754	\$ 122,876	83.2%	\$ 650	243
2017	69	\$ 148,764	\$ 128,722	86.5%	\$ 592	219
2018	70	\$ 136,819	\$ 115,016	83.7%	\$ 635	201

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

2016	32	\$ 196,402	\$ 160,197	79.0%	\$ 631	298
2017	49	\$ 147,918	\$ 129,573	85.6%	\$ 558	218
2018	46	\$ 143,217	\$ 119,125	82.8%	\$ 572	183

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
2018 65.7% 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
2016	61	\$ 307,570	\$ 278,546	90.6%	220
2017	42	\$ 343,525	\$ 289,821	84.4%	342
2018	58	\$ 274,936	\$ 228,675	86.0%	318

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

2016	19	\$ 225,042	\$ 191,774	85.2%	232
2017	20	\$ 235,750	\$ 183,740	77.9%	177
2018	22	\$ 292,482	\$ 226,184	84.7%	316

2016 31.1% of all commercial sales were on the Westside
2017 47.6% of all commercial sales were on the Westside
2018 38.0% of all commercial sales were on the Westside

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