

January 15, 2020

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December, 2017, 2018, and 2019. Info was taken from Lake of the Ozarks MLS and includes all properties on the East & West Sides of the Lake. Prices were up in 2019 compared to 2018 in most all categories except vacant land. We saw a 3% price increase in waterfront single family homes – 11.7% increase in offshore homes—6.6% increase in condo prices and 4.9% increase in villas. Days on market are shorter and inventory is down in every category compared to 2018 and 2018 was down compared to 2017.

Active Listings as of January 10							
	Waterfront Single Family	Offshore Single Family	Condo	Commercial	Farms	Lake Lots	Offshore Lots
Active Listings	324	360	237	243	29	388	671
Pending	55	87	46	22	5	6	30

\$1Million+ Single Family Sales						
Year	Number Sold	Average List Price	Average Sale Price	Percent of List	Square Footage	Days on Market
2017	29	\$1,603,386	\$1,469,299	91.6%	5,803	143
2018	28	\$1,847,577	\$1,698,354	91.9%	6,815	237
2019	27	\$1,519,444	\$1,425,806	93.8%	5,568	150

Waterfront Single-Family Foreclosure Sales						
Year	Total Sales	Number of Foreclosures	Percentage Foreclosures	Average List Price	Average Sale Price	Days on Market
2017	952	21	2.2%	\$227,634	\$210,986	102
2018	867	11	1.3%	\$199,599	\$192,582	66
2019	856	7	0.1%	\$344,871	\$315,907	311

Offshore Single-Family Foreclosure Sales				
Year	Total Sales	Number of Foreclosures	Percentage Foreclosures	Average Sale Price
2017	985	80	8.1%	\$79,071
2018	1,024	70	7.0%	\$69,951
2019	1,019	30	2.9%	\$163,617

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
 Helen Riggins, ABR, CLHMS, CRS, GRI, RSPS
573-374-2555 or 573-216-0568
helen@helenissellin.com



SALES COMPARISONS – JANUARY THRU DECEMBER, 2017-2018-2019

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2017	3,434	\$ 212,757	\$ 201,688	94.8%
2018	3,260	\$ 216,382	\$ 205,312	94.9%
2019	3,275	\$ 228,455	\$ 217,888	95.4%

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

2017	1,515	\$ 229,012	\$ 216,904	94.7%
2018	1,539	\$ 230,192	\$ 218,146	94.8%
2019	1,488	\$ 242,753	\$ 231,964	95.6%

2017 – 44.1% of all property types were sold on Westside

2018 – 47.2% of all property types were sold on Westside

2019 – 45.4% of all property types were sold on Westside



Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2017	952	\$ 352,944	\$ 334,631	94.8%	2,349	129
2018	862	\$ 379,406	\$ 360,470	95.0%	2,386	119
2019	856	\$ 388,312	\$ 370,039	95.3%	2,378	121

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

2017	619	\$ 334,983	\$ 317,257	94.7%	2,249	131
2018	576	\$ 355,999	\$ 339,031	95.2%	2,284	121
2019	555	\$ 363,389	\$ 350,177	96.4%	2,276	124

Offshore Residential Property in MLS

2017	985	\$ 154,127	\$ 147,002	95.4%	2,100	127
2018	1,024	\$ 153,515	\$ 146,590	95.5%	2,005	113
2019	1,019	\$ 169,916	\$ 163,617	96.3%	2,076	105

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

2017	426	\$ 149,286	\$ 142,432	95.4%	2,052	137
2018	477	\$ 149,449	\$ 142,597	95.4%	1,995	123
2019	460	\$ 161,671	\$ 155,788	96.4%	1,985	107

Page Two – Sales Comparisons – January thru December for 2017-2018-2019

2017 – 65.0% of Single-Family LF homes & 43.2% of offshore homes sold on Westside

2018 – 66.8% of Single-Family LF homes & 46.6% of offshore homes sold on Westside

2019 – 64.8% of Single-Family LF homes & 45.1% of offshore homes sold on Westside

Total Single-Family Homes sold January thru December

2017	1,937
2018	1,886
2019	1,875



All Condominium Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2017	888	\$ 164,506	\$ 159,028	96.7%	1,324	130
2018	844	\$ 170,996	\$ 165,853	97.0%	1,337	116
2019	856	\$ 181,516	\$ 176,804	97.4%	1,357	101

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

2017	244	\$ 178,506	\$ 174,956	98.0%	1,414	127
2018	218	\$ 191,155	\$ 187,381	98.0%	1,441	133
2019	210	\$ 213,436	\$ 212,764	99.7%	1,513	112

2017 – 31.4% of all residential type sales were condominiums

2018 – 31.0% of all residential type sales were condominiums

2019 – 31.3% of all residential type sales were condominiums

2017 – 27.5% of all condominium sales were on the Westside

2018 – 25.8% of all condominium sales were on the Westside

2019 – 24.5% 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
2017	63	\$ 293,412	\$ 282,304	96.2%	2,499	155
2018	82	\$ 303,993	\$ 293,041	96.4%	2,537	140
2019	89	\$ 318,452	\$ 307,285	96.5%	2,579	109

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

2017	28	\$ 359,046	\$ 345,146	96.1%	2,724	203
2018	34	\$ 355,190	\$ 341,845	96.2%	2,611	178
2019	43	\$ 347,091	\$ 336,967	97.1%	2,637	105

Page Three – Sales Comparisons – January thru December for 2017-2018-2019

2017 Sales Single Family and Condominiums/Villas/Townhomes	2,888
2018 Sales Single Family and Condominiums/Villas/Townhomes	2,812
2019 Sales Single Family and Condominiums/Villas/Townhomes	2,820

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2017	95	\$ 136,493	\$ 117,171	85.8%	\$ 525	222
2018	86	\$ 146,518	\$ 120,024	81.9%	\$ 517	208
2019	79	\$ 160,853	\$ 136,859	85.1%	\$ 468	194

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

2017	64	\$ 138,289	\$ 120,422	87.1%	\$ 570	240
2018	59	\$ 156,520	\$ 125,477	80.2%	\$ 565	192
2019	47	\$ 111,280	\$ 94,833	85.2%	\$ 530	224

2017 – 67.4% of all waterfront lots and land sales were on the Westside

2018 – 68.6% of all waterfront lots and land sales were on the Westside

2019 – 59.5% 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
2017	59	\$ 329,781	\$ 281,686	85.4%	294
2018	80	\$ 295,296	\$ 248,853	84.3%	315
2019	79	\$ 364,770	\$ 315,236	86.4%	153

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

2017	29	\$ 288,455	\$ 240,666	83.4%	185
2018	29	\$ 270,862	\$ 214,347	79.1%	270
2019	39	\$ 314,271	\$ 279,954	89.1%	184

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

2018 – 36.3% of all commercial sales were on the Westside

2019 – 49.4% of all commercial sales were on the Westside

573-374-2555 or 573-216-0568

helen@helenissellin.com

