

July 28, 2021

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru June, 2019, 2020, and 2021. Info was taken from Lake of the Ozarks MLS and includes all properties on the East & West Sides of the Lake. Total number of residential sales including single family residences, condos, villas, and townhomes shows a 23.7% increase in 2021 over 2020. The price of lakefront homes increased 55.9% in 2021 compared to 2020. And, please note that 56 homes priced over 1 Million Dollars sold in 2021 compared to 15 in 2020. The people "in the know" in the world of real estate tell us this is not a bubble. In fact, some are predicting prices to double in the next 10 years. Wish my crystal ball was not as hazy so I could predict the future! I do know this, If you are thinking of selling, NOW IS THE TIME!

Active Listings as of July 28th							
	Waterfront Single Family	Offshore Single Family	Condo	Commercial	Farms	Lake Lots	Offshore Lots
Active Listings	167	262	146	175	27	258	632
Pending	152	201	153	22	12	64	58

\$1Million+ Single Family Sales						
Year	Number Sold	Average List Price	Average Sale Price	Percent of List	Square Footage	Days on Market
2019	16	\$ 1,475,313	\$ 1,403,688	95.10%	5,495	164
2020	15	\$ 1,416,427	\$ 1,316,031	92.91%	5,945	136
2021	56	\$ 1,730,354	\$ 1,675,305	96.80%	5,797	76

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 2019, 2020, AND 2021

### All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2019	1,505	\$ 222,494	\$ 212,384	95.5%
2020	1,644	\$ 236,091	\$ 227,180	96.2%
2021	2,168	\$ 314,330	\$ 308,663	98.2%

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

2019	682	\$ 241,468	\$ 231,208	95.8%
2020	735	\$ 247,421	\$ 237,992	96.2%
2021	967	\$ 328,525	\$ 320,824	97.7%

**2019 – 45.3% of all property types were sold on Westside**

**2020 – 44.7% of all property types were sold on Westside**

**2021 – 44.6% of all property types were sold on Westside**



### Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2019	356	\$ 397,876	\$ 379,580	95.4%	2,442	134
2020	429	\$ 397,488	\$ 381,880	96.5%	2,350	113
2021	470	\$ 604,856	\$ 595,488	98.5%	2,684	64

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

2019	246	\$ 382,862	\$ 363,951	95.1%	2,333	135
2020	271	\$ 373,142	\$ 358,460	96.1%	2,282	121
2021	268	\$ 576,701	\$ 568,806	98.6%	2,555	60

### Offshore Residential Property in MLS

2019	465	\$ 171,752	\$ 165,479	96.3%	2,122	110
2020	453	\$ 181,950	\$ 175,362	96.4%	2,124	106
2021	607	\$ 238,168	\$ 234,323	98.4%	2,183	78

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

2019	212	\$ 161,074	\$ 155,582	96.6%	1,992	118
2020	181	\$ 172,214	\$ 163,659	95.0%	2,007	118
2021	267	\$ 229,275	\$ 225,395	98.3%	2,124	76

**Page Two – Sales Comparisons – January thru June for 2019-2020-2021**

**2019 – 69.1% of Single-Family LF homes & 45.6% of offshore homes sold on Westside**

**2020 – 63.2% of Single-Family LF homes & 39.9% of offshore homes sold on Westside**

**2021 – 57.0% of Single-Family LF homes & 44.3% of offshore homes sold on Westside**

**Total Single-Family Homes sold January thru June**

**2019 821**

**2020 882**

**2021 1,077**

**All Condominium Sales**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>Average Sq Ft</b>	<b>DOM</b>
2019	407	\$ 180,562	\$ 175,783	97.4%	1,363	104
2020	420	\$ 195,145	\$ 192,065	98.4%	1,392	103
2021	510	\$ 254,237	\$ 258,134	102%	1,372	37

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

2019	104	\$ 208,713	\$ 207,956	99.6%	1,522	107
2020	101	\$ 228,150	\$ 228,575	100.0%	1,534	104
2021	98	\$ 293,176	\$ 304,643	104.0%	1,509	44

**2019 – 33.1% of all residential type sales were condominiums**

**2020 – 32.3% of all residential type sales were condominiums**

**2021 – 32.1% of all residential type sales were condominiums**

**2019 – 25.6% of all condominium sales were on the Westside**

**2020 – 24.0% of all condominium sales were on the Westside**

**2021 – 19.2% of all condominium sales were on the Westside**

**Villas/Townhome Sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>Average Sq Ft</b>	<b>DOM</b>
2019	42	\$ 302,457	\$ 295,667	97.8%	2,598	106
2020	40	\$ 359,624	\$ 353,065	98.2%	2,263	120
2021	73	\$ 434,979	\$ 440,409	101.0%	2,693	84

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

2019	18	\$ 329,256	\$ 324,261	98.5%	2,645	104
2020	25	\$ 427,904	\$ 424,120	99.0%	2,790	140
2021	42	\$ 499,790	\$ 515,127	103.0%	2,864	89

**Page Three – Sales Comparisons – January thru June for 2019-2020-2021**

<b>2019 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>1,270</b>
<b>2020 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>1,342</b>
<b>2021 Sales Single Family and Condominiums/Villas/Townhomes</b>	<b>1,660</b>

**Lots and Land – Lakefront sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% List</b>	<b>DOM</b>
2019	31	\$ 133,987	\$ 112,792	84.2%	181
2020	46	\$ 137,201	\$ 129,770	94.6%	183
2021	127	\$ 216,820	\$ 196,902	91.0%	188

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

2019	19	\$ 86,663	\$ 75,376	86.9%	199
2020	33	\$ 151,695	\$ 143,227	94.4%	188
2021	96	\$ 228,684	\$ 206,584	90.3%	174

**2019 – 61.3% of all waterfront lots and land sales were on the Westside**

**2020 – 71.7% of all waterfront lots and land sales were on the Westside**

**2021 – 75.6% of all waterfront lots and land sales were on the Westside**

**Commercial/Business Sales in MLS**

<b>Year</b>	<b># Sold</b>	<b>Average List Price</b>	<b>Average Sale Price</b>	<b>% of List</b>	<b>DOM</b>
2019	37	\$ 528,164	\$ 456,193	86.4%	176
2020	41	\$ 344,395	\$ 301,149	87.4%	182
2021	68	\$ 403,483	\$ 354,226	87.8%	186

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

2019	17	\$ 293,541	\$ 259,522	88.4%	186
2020	17	\$ 257,041	\$ 223,806	87.1%	234
2021	34	\$ 464,537	\$ 378,174	81.4%	158

**2019 – 45.9% of all commercial sales were on the Westside**

**2020 – 41.5% of all commercial sales were on the Westside**

**2021 – 50.0% of all commercial sales were on the Westside**

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