

January 20, 2012

Attached is a sales comparison of real estate sales at Lake of the Ozarks for January thru December 2009, 2010, and 2011. Info was taken from Lake of the Ozarks MLS and includes all properties on the East & West Sides of the Lake.

Active listings in our Multi-List System today are:

841 Waterfront Residential with 44 pended (under contract).

930 Offshore Residential with 62 pended

837 Condo/Villa/Townhomes with 43 pended

349 Commercial properties with 7 properties pended

69 Farms with 2 pended

427 Lakefront Lots with 0 pended

1,054 Offshore lots with 10 pended.

Lakefront lot sales are still way down. Average price per lakefront foot was \$ 839 in 2011. 3 sold in Porto Cima & The Villages in '09 at \$ 3,188 per foot; only two sold in '10 for \$ 2,717 per foot; and 3 sold in '11 for \$ 1,802 per lakefront foot.

Million/Multi-Million Dollar Homes sold January thru December, 2009, 2010 & 2011:

2009 – 19 sold. Average list was \$ 1,902,458 and average sale was \$ 1,619,787 and sold at 85% of list, 6,130 square foot average and 169 days on market.

2010 – 14 sold. Average list was \$ 2,074,917 and average sale was \$ 1,784,256. 85.9% of list, 6,792 square foot average and 189 days on market. (One was listed at \$6.7M & sold for full price w/12,000 SqFt & 30 DOM)

2011 – 22 sold. Average list was \$ 1,423,195 and average sale was \$ 1,209,700. 84.9% of list, 5,965 square foot average and 177 days on market.

Sold Foreclosures: January thru December, 2009, 2010 & 2011:

Of the 525 lakefront homes sold in 2009, 31 (5.9% of all closed) were foreclosures closed at average list price of \$ 312,706 & average sold at \$ 290,167. Average square footage was 2,624 and 81 days on market.

Of the 513 lakefront homes sold in 2010, 51 (9.9% of all closed) were foreclosures closed at average list of \$ 247,747 and sale price of \$ 229,718. Average square footage was 2,478 and 70 days on market.

Of the 584 lakefront homes sold in 2011, 56 (9.6% of all closed) were foreclosures closed at average list of \$ 218,941 and average sold at \$ 197,405. Average square footage was 2,533 and 105 days on market.

617 offshore homes sold in 2009 with 129 foreclosures at an average price of \$ 76,088. (20.9% of all closed)

612 offshore homes sold in 2010 with 232 foreclosures at an average price of \$ 78,136. (37.9 % of all closed)

610 offshore homes sold in 2011 with 230 foreclosures at average price of \$ 66,608. (37.7% 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

Helen Riggins, ABR, CLHMS, CRS, GRI

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Lake of the Ozarks



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at the Lake

SALES COMPARISONS – JANUARY THRU DECEMBER FOR 2009-2010-2011

All Property Types in MLS:

Year	#Sold	Average List Price	Average Sale Price	% of List
2009	1,840	\$ 207,091	\$ 191,929	92.7%
2010	1,807	\$ 196,973	\$ 181,494	92.1%
2011	1,859	\$ 193,877	\$ 177,843	91.7%

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

2009	870	\$ 222,019	\$ 204,762	92.2%
2010	841	\$ 209,675	\$ 193,173	92.1%
2011	904	\$ 198,982	\$ 181,755	91.3%

2009– 47.3% of all property types were sold on Westside

2010 – 46.5% of all property types were sold on Westside

2011 – 48.6% of all property types were sold on Westside

Lakefront Residential Property in MLS

					Average Sq Ft	DOM
2009	525	\$ 355,814	\$ 326,689	91.8%	2,210	133
2010	513	\$ 335,419	\$ 307,016	91.5%	2,251	163
2011	584	\$ 323,904	\$ 295,754	91.3%	2,329	168

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

2009	332	\$ 348,543	\$ 318,862	91.5%	2,156	135
2010	342	\$ 331,605	\$ 305,515	92.1%	2,220	161
2011	390	\$ 292,304	\$ 266,282	91.1%	2,168	170

Offshore Residential Property in MLS

2009	617	\$ 125,038	\$ 117,325	93.8%	1,773	131
2010	612	\$ 118,204	\$ 110,533	93.5%	1,839	122
2011	610	\$ 105,756	\$ 97,945	92.6%	1,810	135

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Page Two – Sales Comparisons – January thru December for 2009-2010-2011

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

2009	257	\$ 123,107	\$ 115,248	93.6%	1,741	146
2010	245	\$ 113,313	\$ 105,466	93.1%	1,802	132
2011	261	\$ 105,479	\$ 96,678	91.7%	1,771	146

2009 – 63.2% of residential LF homes & 41.7% of offshore homes were sold on Westside

2010 – 66.7% of residential LF homes & 40.0% of offshore homes were sold on Westside

2011 – 66.8% of residential LF homes & 42.8% of offshore homes were sold on Westside

Total Residential Homes sold January thru December

2009	1,142
2010	1,125
2011	1,194

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All Condominium/Villas/Townhome Sales

Year	# Sold	Average List Price	Average Sale Price	% List	Average Sq Ft	DOM
2009	468	\$ 182,472	\$ 176,312	96.6%	1,410	198
2010	470	\$ 177,152	\$ 168,101	94.9%	1,403	198
2011	478	\$ 176,457	\$ 167,231	94.8%	1,463	206

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

2009	152	\$ 189,161	\$ 185,453	98.0 %	1,521	270
2010	137	\$ 193,185	\$ 183,222	94.8%	1,547	278
2011	150	\$ 187,039	\$ 180,819	96.7%	1,583	304

2009 – 29.1% of all residential type sales were condominiums

2010 – 29.5% of all residential type sales were condominiums

2011 – 28.6% of all residential type sales were condominiums

2009 – 32.5% of all condominium sales were on the Westside

2010 – 29.1% of all condominium sales were on the Westside

2011 – 31.4% of all condominium sales were on the Westside

2009 Sales Residential and Condominiums/Villas/Townhomes	1,610
2010 Sales Residential and Condominiums/Villas/Townhomes	1,595
2011 Sales Residential and Condominiums/Villas/Townhomes	1,672

Lots and Land – Lakefront sales in MLS

Year	# Sold	Average List Price	Average Sale Price	% List	Average \$ Per Ft	DOM
2009	50	\$ 161,680	\$ 139,840	86.5%	\$ 1,068	167
2010	41	\$ 153,287	\$ 123,493	80.6%	\$ 708	169
2011	37	\$ 135,271	\$ 110,068	81.4%	\$ 839	174

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

2009	33	\$ 152,985	\$ 130,762	85.5%	\$ 998	185
2010	28	\$ 143,825	\$ 110,036	76.5%	\$ 616	176
2011	27	\$ 125,767	\$ 103,185	82.0%	\$ 797	172

2009 – 66.0% of all waterfront lots and land sales were on the Westside

2010 – 68.3% of all waterfront lots and land sales were on the Westside

2011 – 73.0% 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
2009	34	\$ 287,285	\$ 231,182	80.5%	160
2010	33	\$ 411,426	\$ 342,944	83.4%	177
2011	39	\$ 239,640	\$ 195,881	81.7 %	247

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

2009	19	\$ 311,274	\$ 269,968	86.7%	156
2010	12	\$ 121,550	\$ 98,867	81.3%	231
2011	14	\$ 266,129	\$ 203,993	76.7%	225

2009 – 55.9% of all commercial sales were on the Westside

2010 – 36.4% of all commercial sales were on the Westside

2011 – 35.9% of all commercial sales were on the Westside

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