

2009 Lake of the Ozarks Real Estate Symposium

RE/MAX Lake of the Ozarks

Compliments of RE/MAX Lake of the
Ozarks

- There are three kinds of lies: lies, damned lies, and statistics.
 - Benjamin Disraeli (1804 - 1881)
- It could probably be shown by facts and figures that there is no distinctly American criminal class except Congress.
 - Mark Twain (1835 - 1910)

2004 to 2008
Real Estate at The Lake

What size is the “Lake” market?

\$6,176,403,713

16,462 Sales

2004 to 2008 Real Estate at The Lake

Waterfront Residential	4039
Offshore Residential	4329
Condominium	4650
All others....	3444

2004 to 2008 Real Estate at The Lake

Waterfront Residential	2.5 B
Offshore Residential	1.1 B
Condominium	1.0 B
All others....	1.9 B

2004 to 2008 Real Estate at The Lake

Residential Waterfront Categories

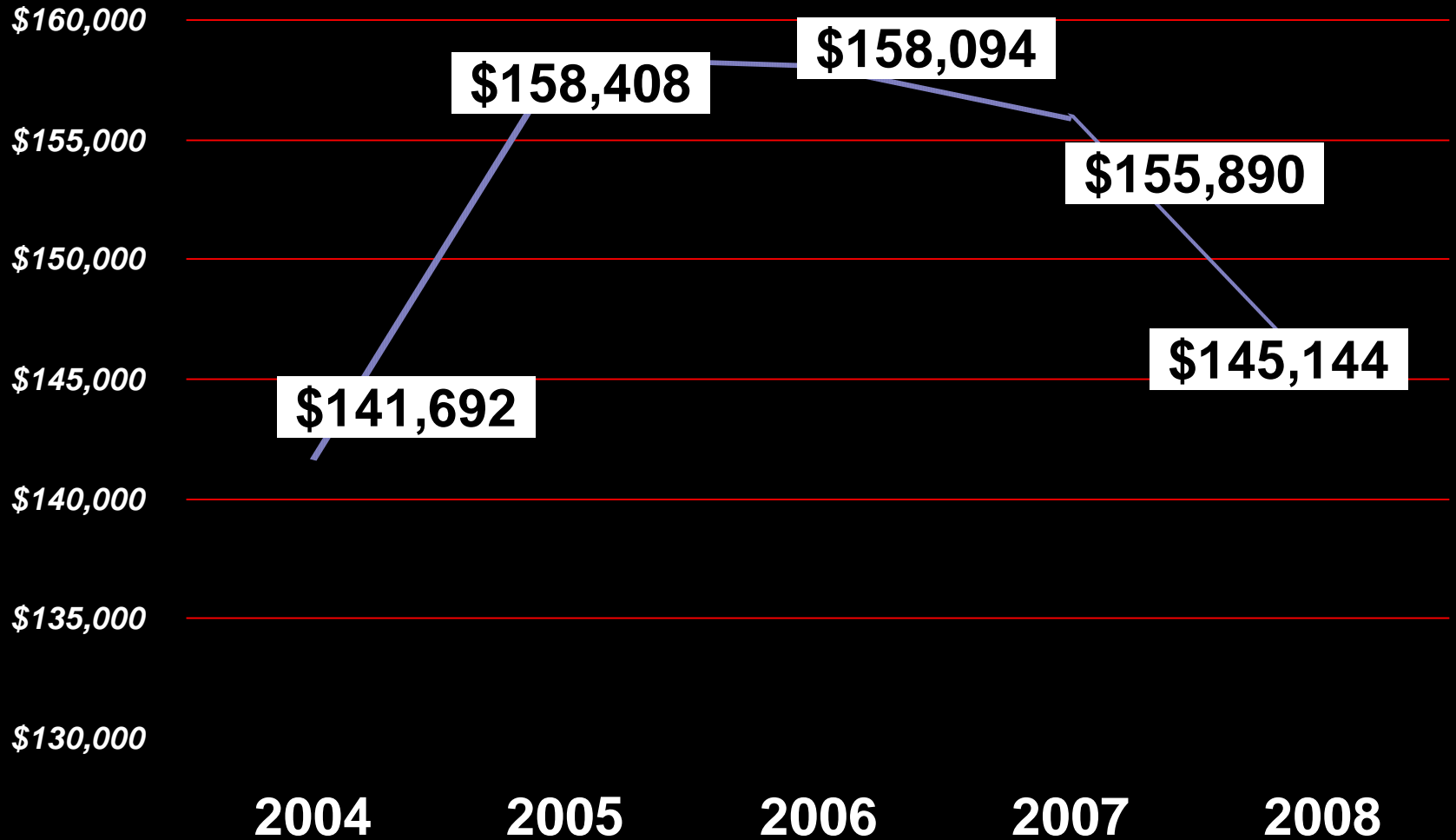
Entry	\$1 to \$220,000
Mid	\$220,001 to \$450,000
Upper	\$450,001 to \$1,000,000
Luxury	\$1,000,000 and over

RE/MAX

LAKE OF THE OZARKS

Waterfront by Price Range

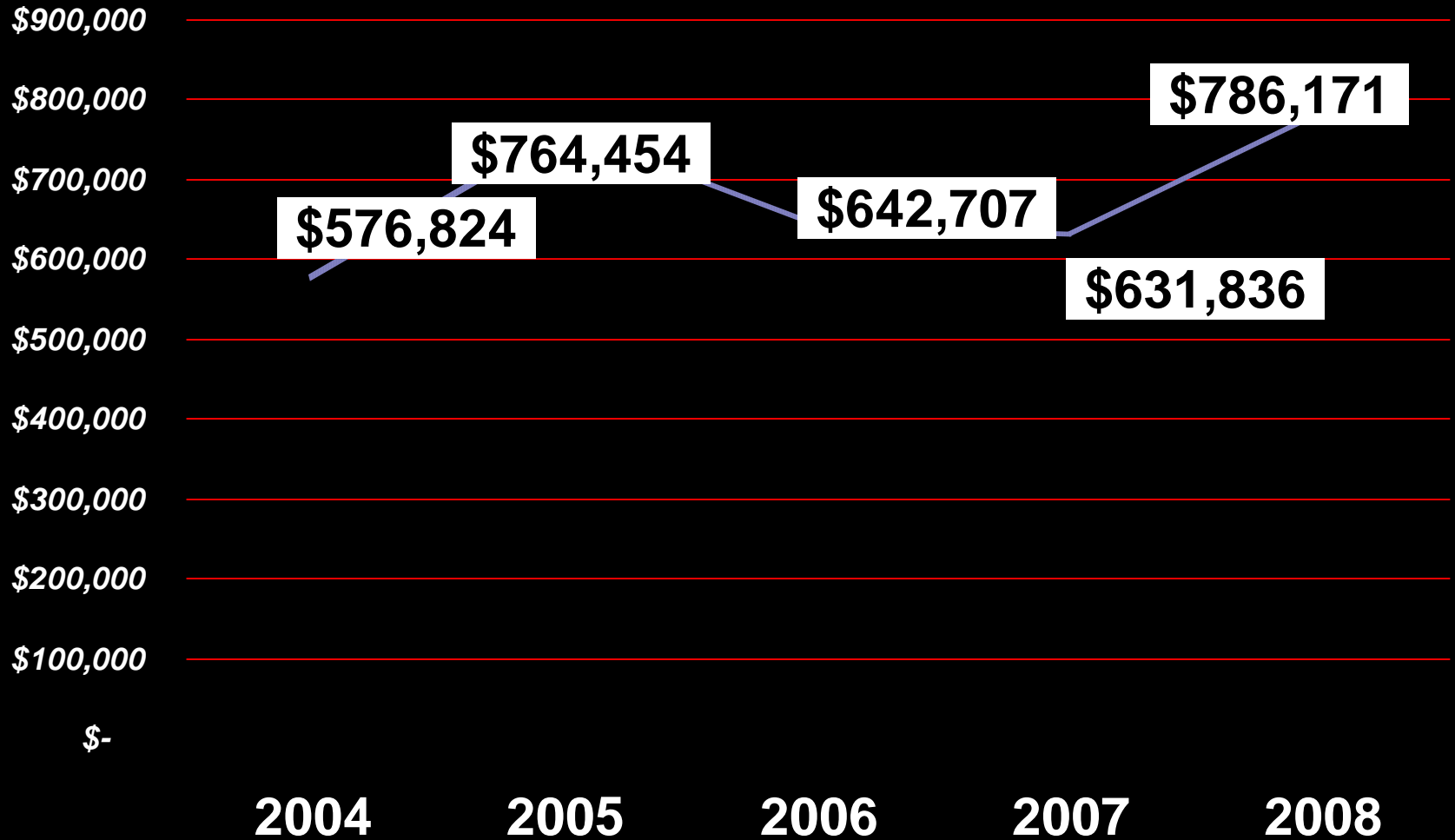
Waterfront Average Price - Entry Level



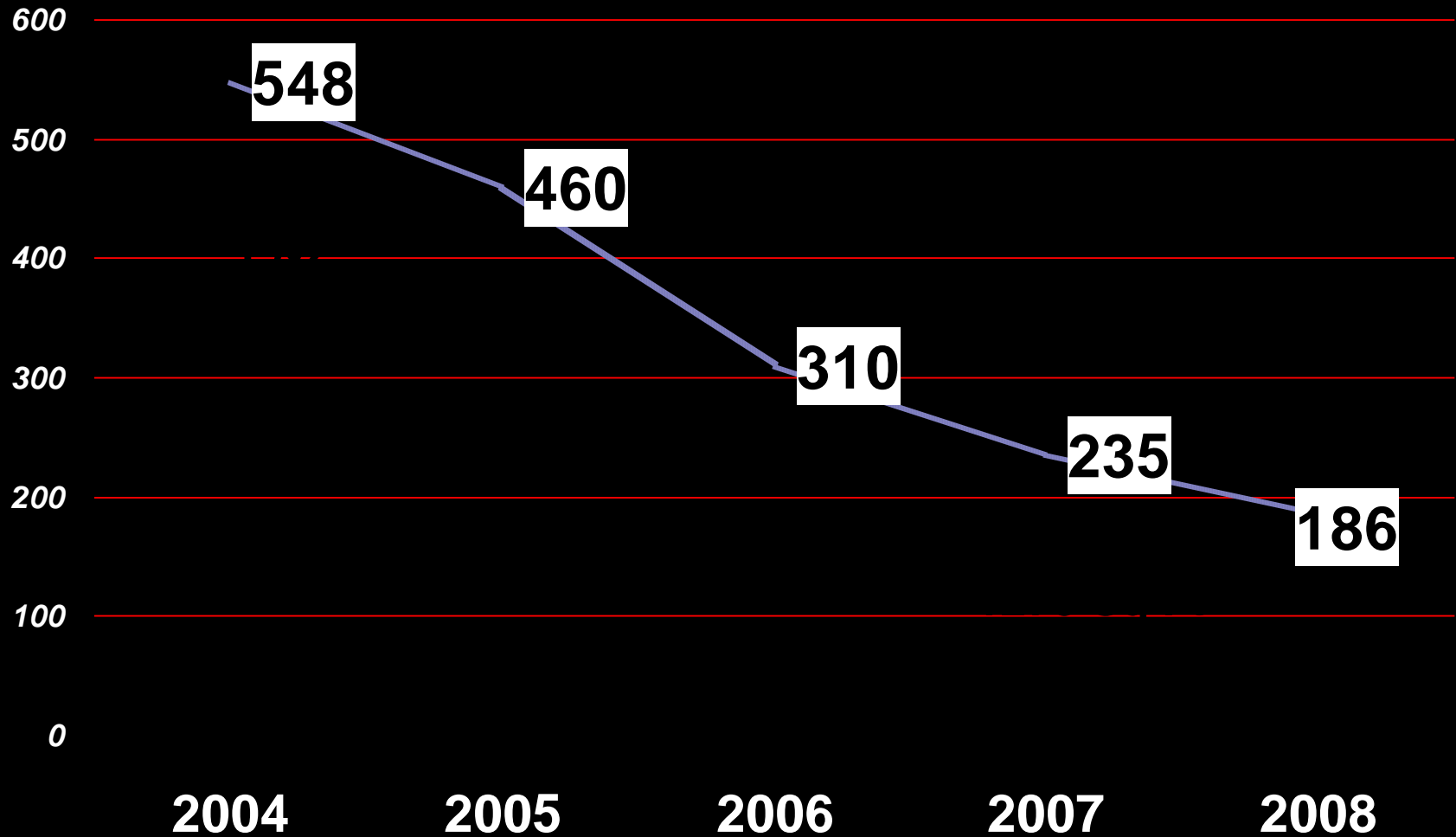
Waterfront Average Price - Mid Level



Waterfront Average Price - Upper Level

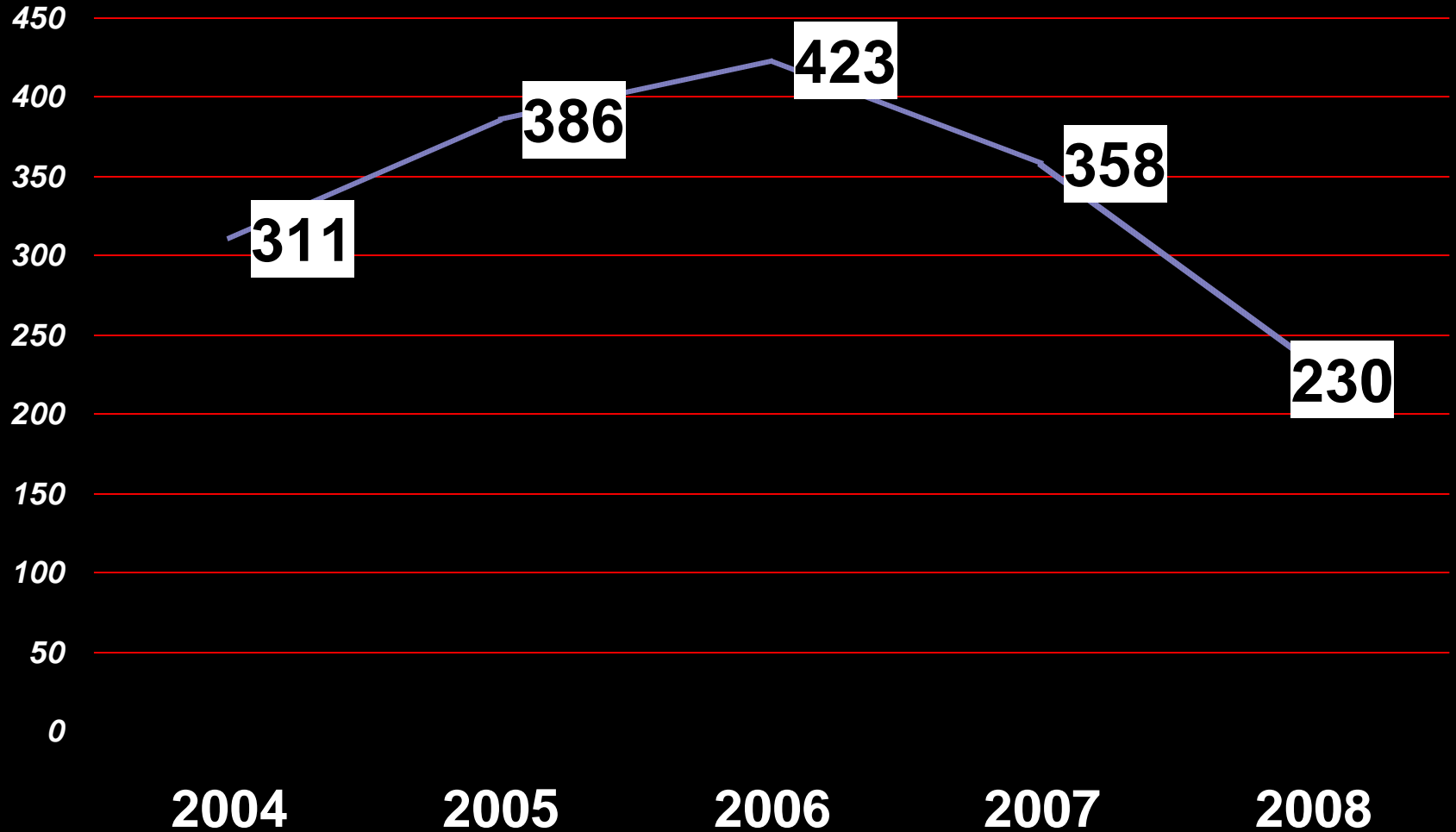


Waterfront # of Sales - Entry Level

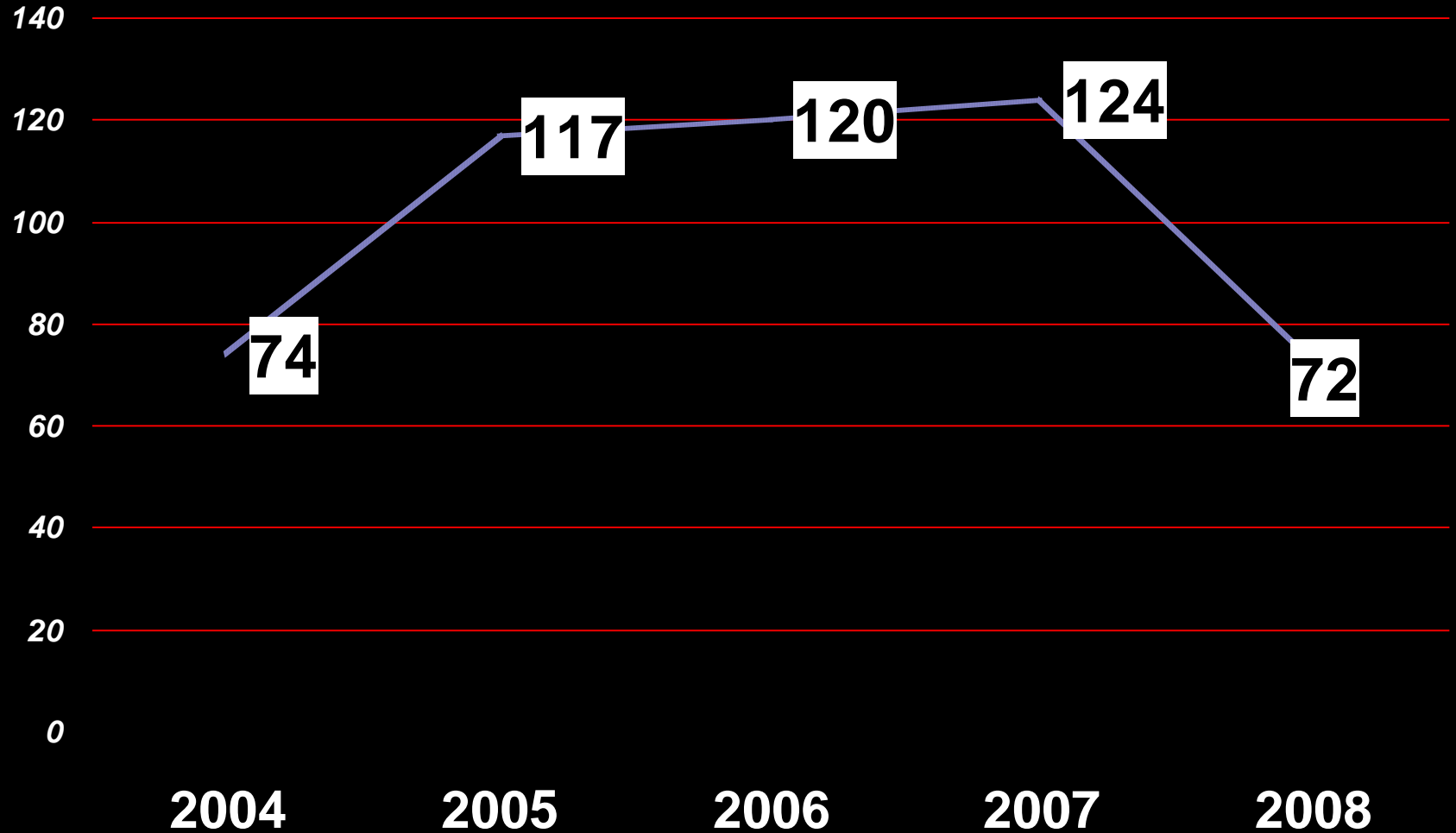


Compliments of RE/MAX Lake of the Ozarks

Waterfront # of Sales - Mid Level

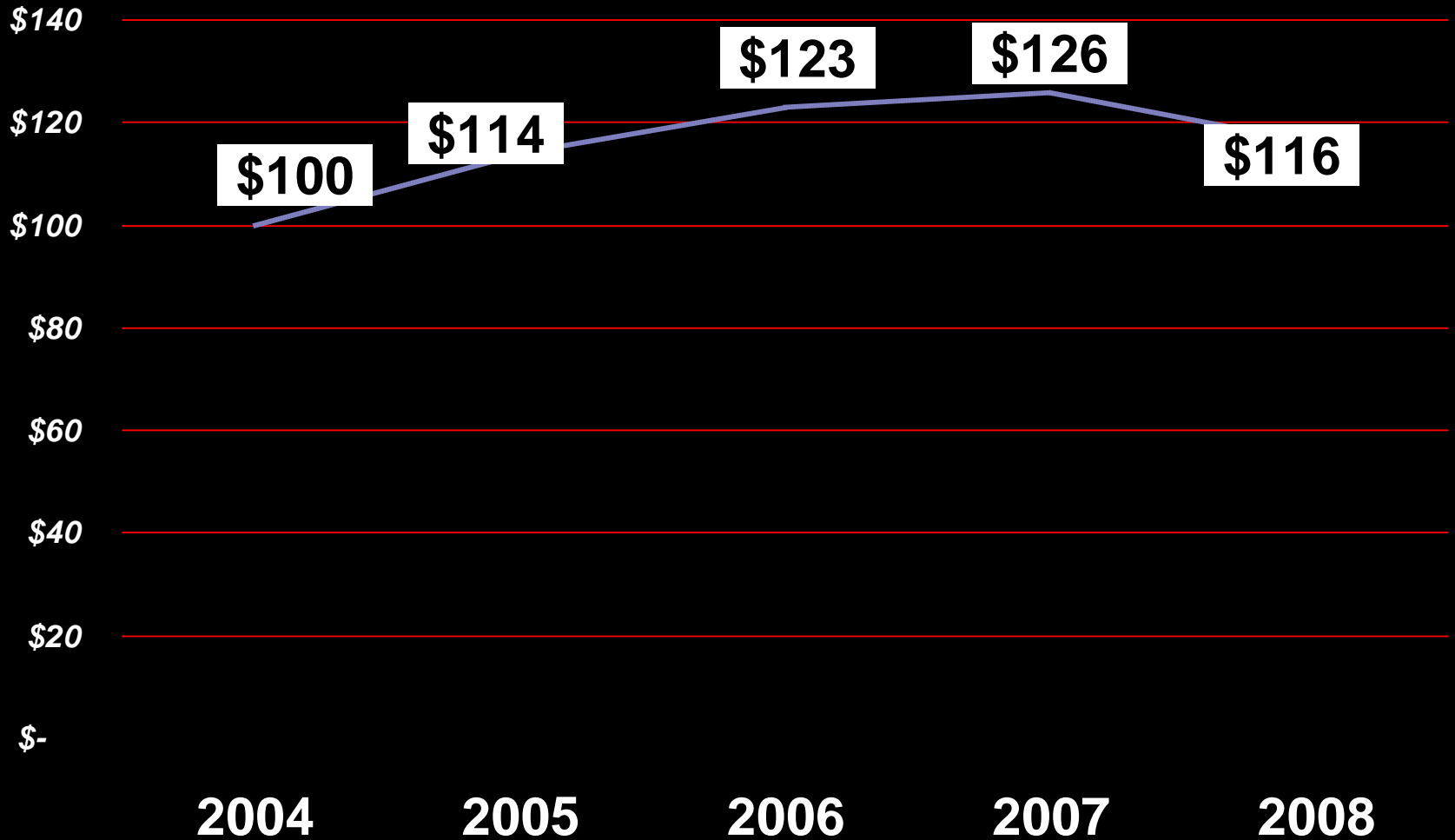


Waterfront # of Sales - Upper Level

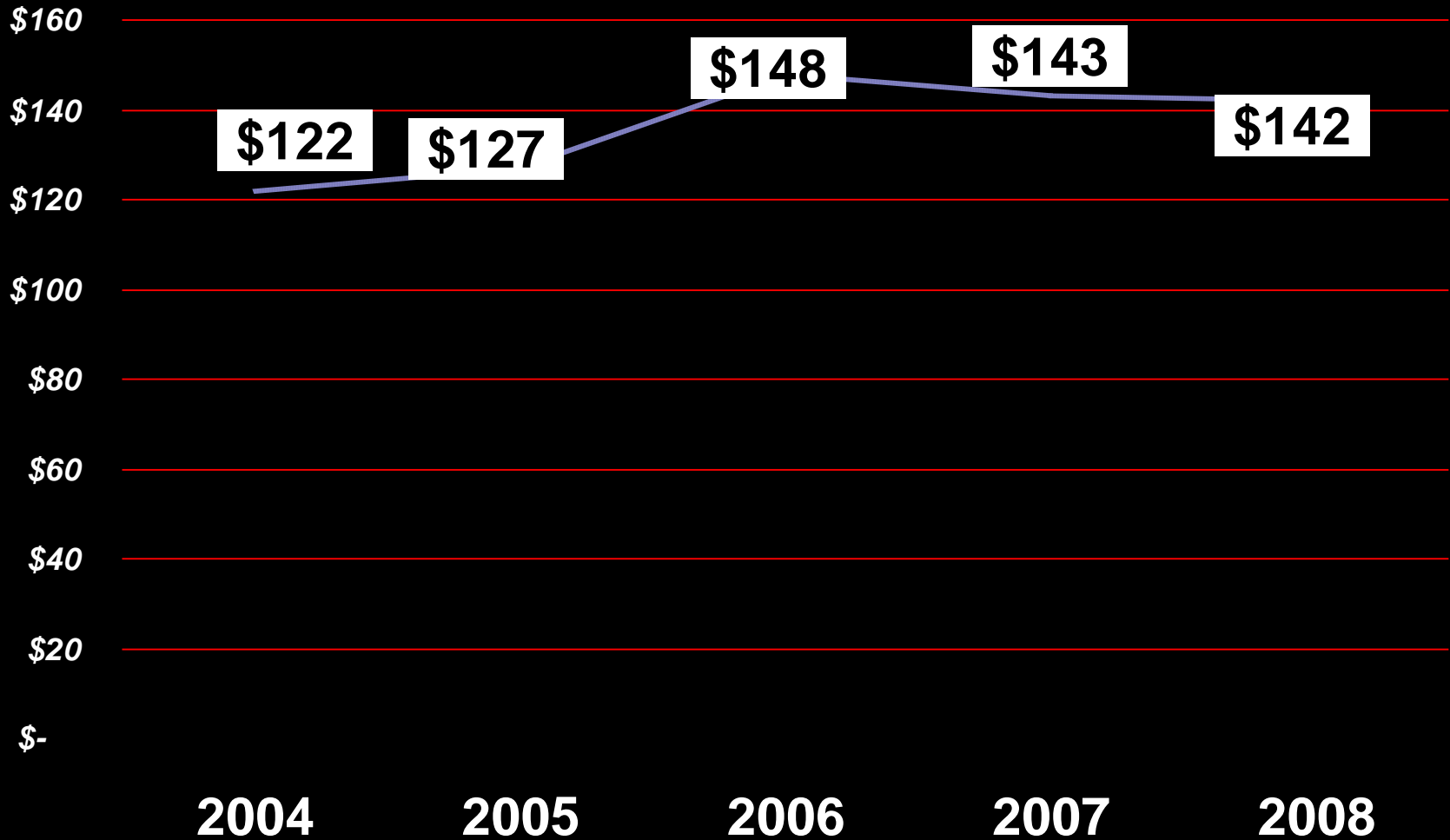


Compliments of RE/MAX Lake of the Ozarks

Waterfront Price Per Sq Ft - Entry Level



Waterfront Price Per Sq Ft - Mid Level



Waterfront Price Per Sq Ft - Upper Level

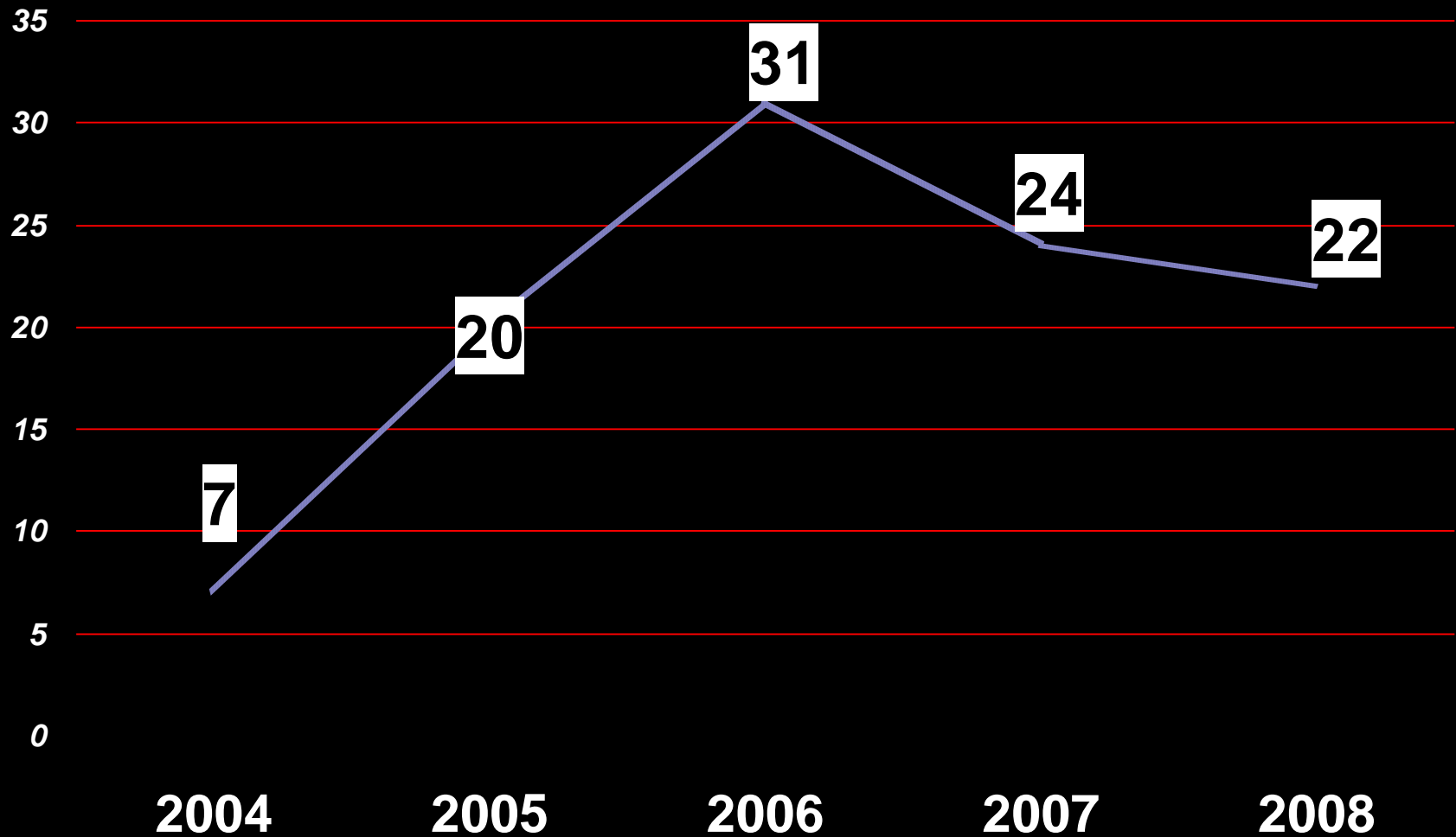


Compliments of RE/MAX Lake of the Ozarks

Luxury Average Price

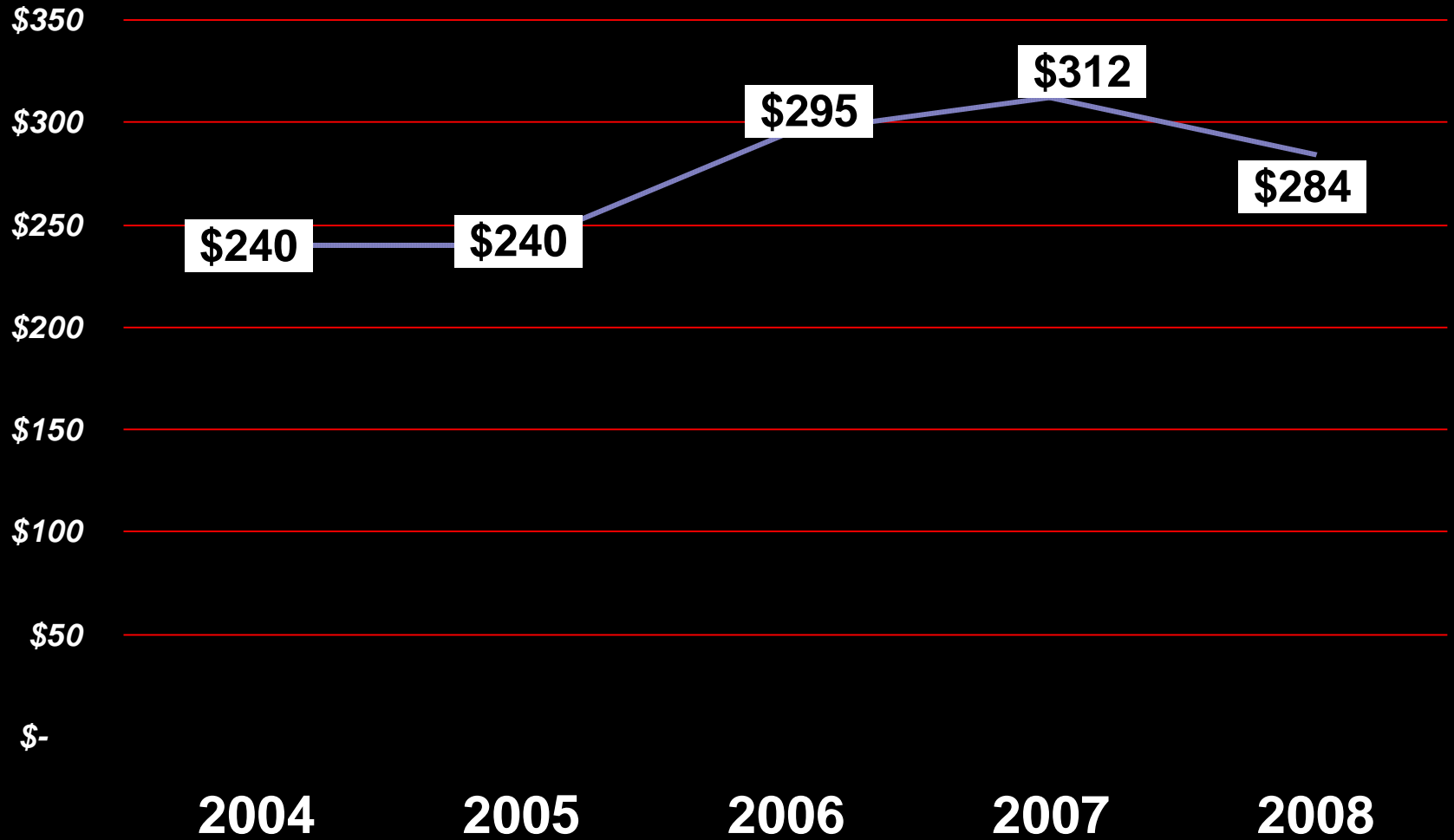


Luxury # of Sales



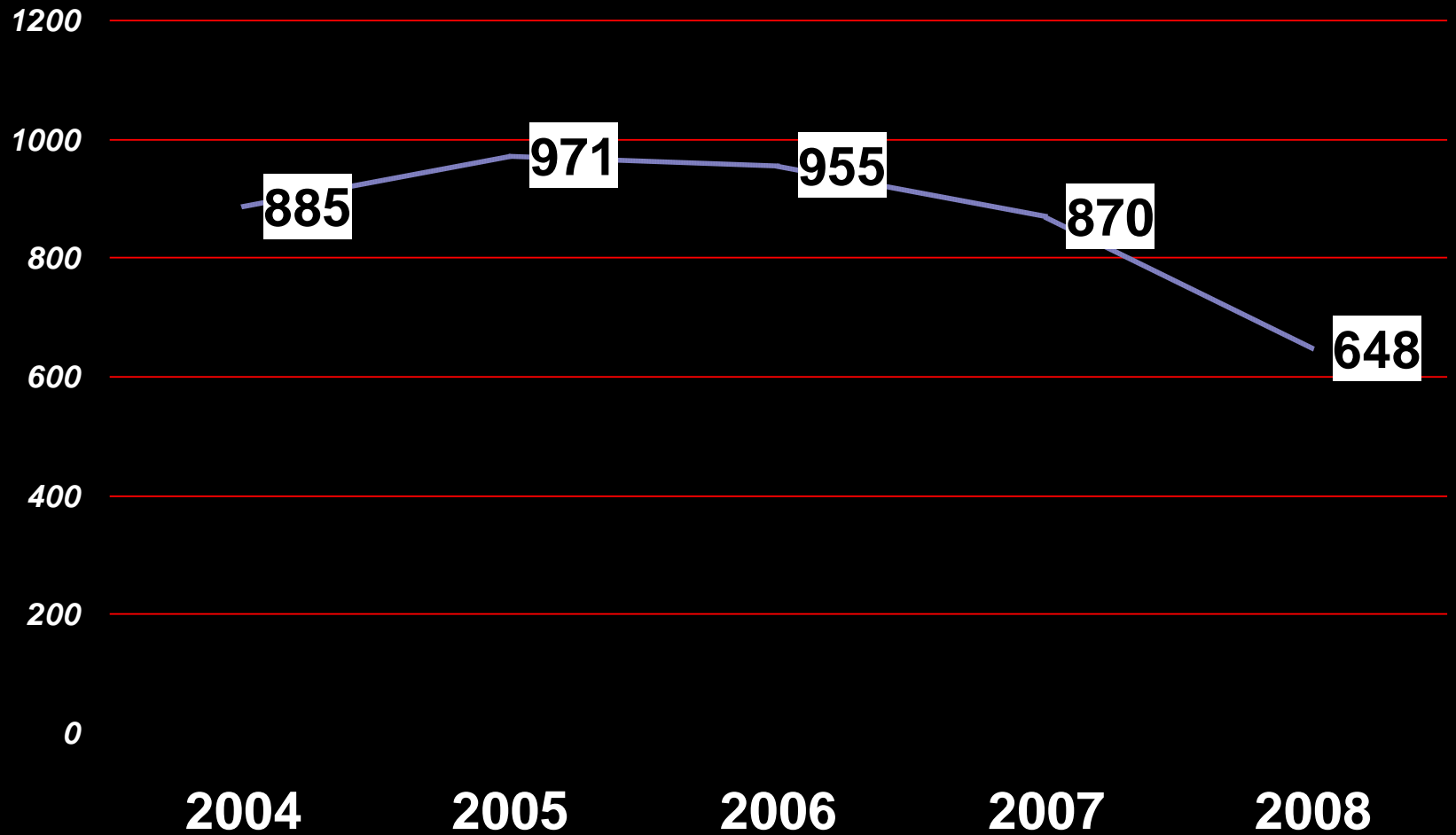
Compliments of RE/MAX Lake of the Ozarks

Luxury Price Per Sq Ft



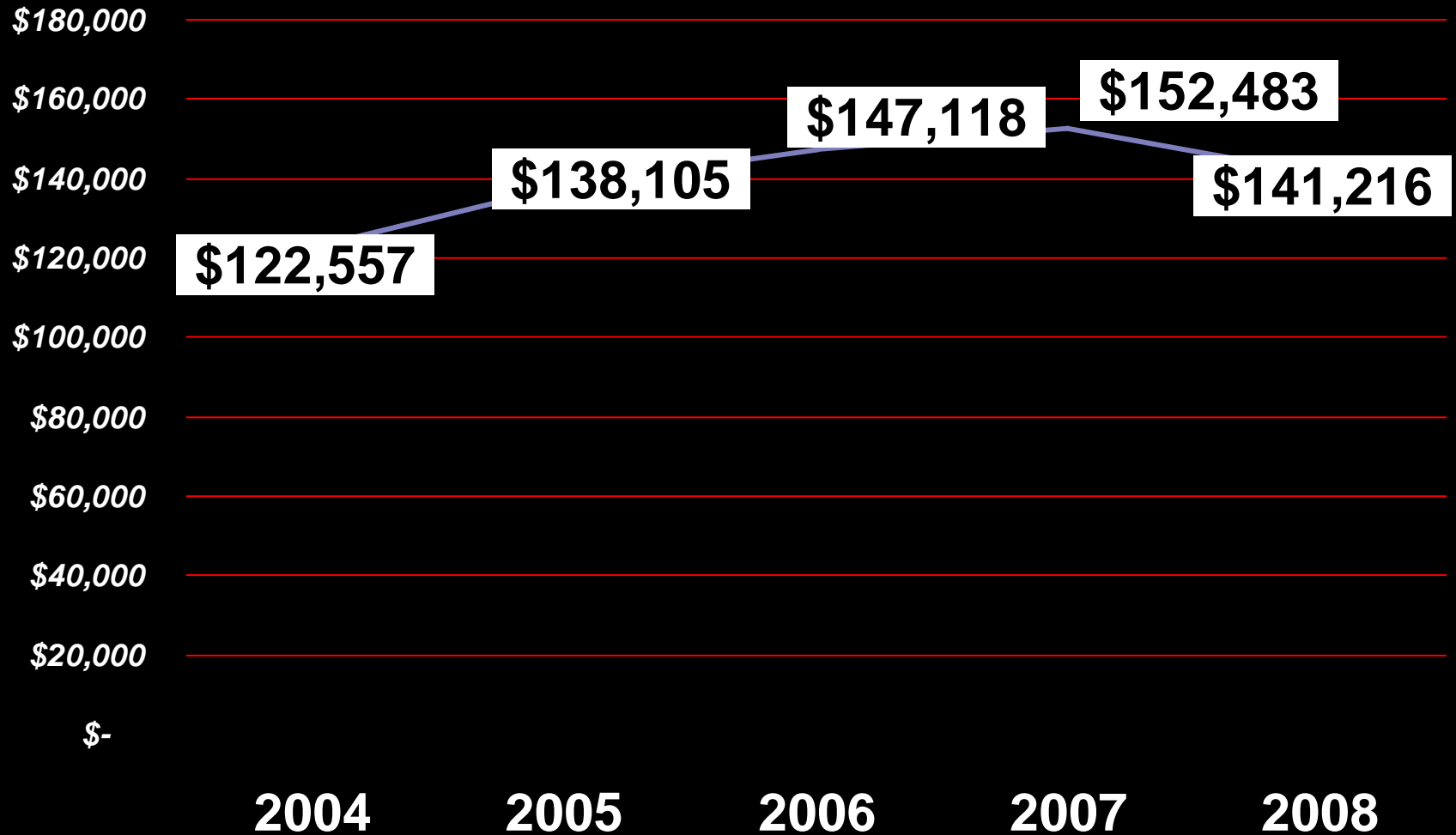
Compliments of RE/MAX Lake of the Ozarks

Offshore # of Sales

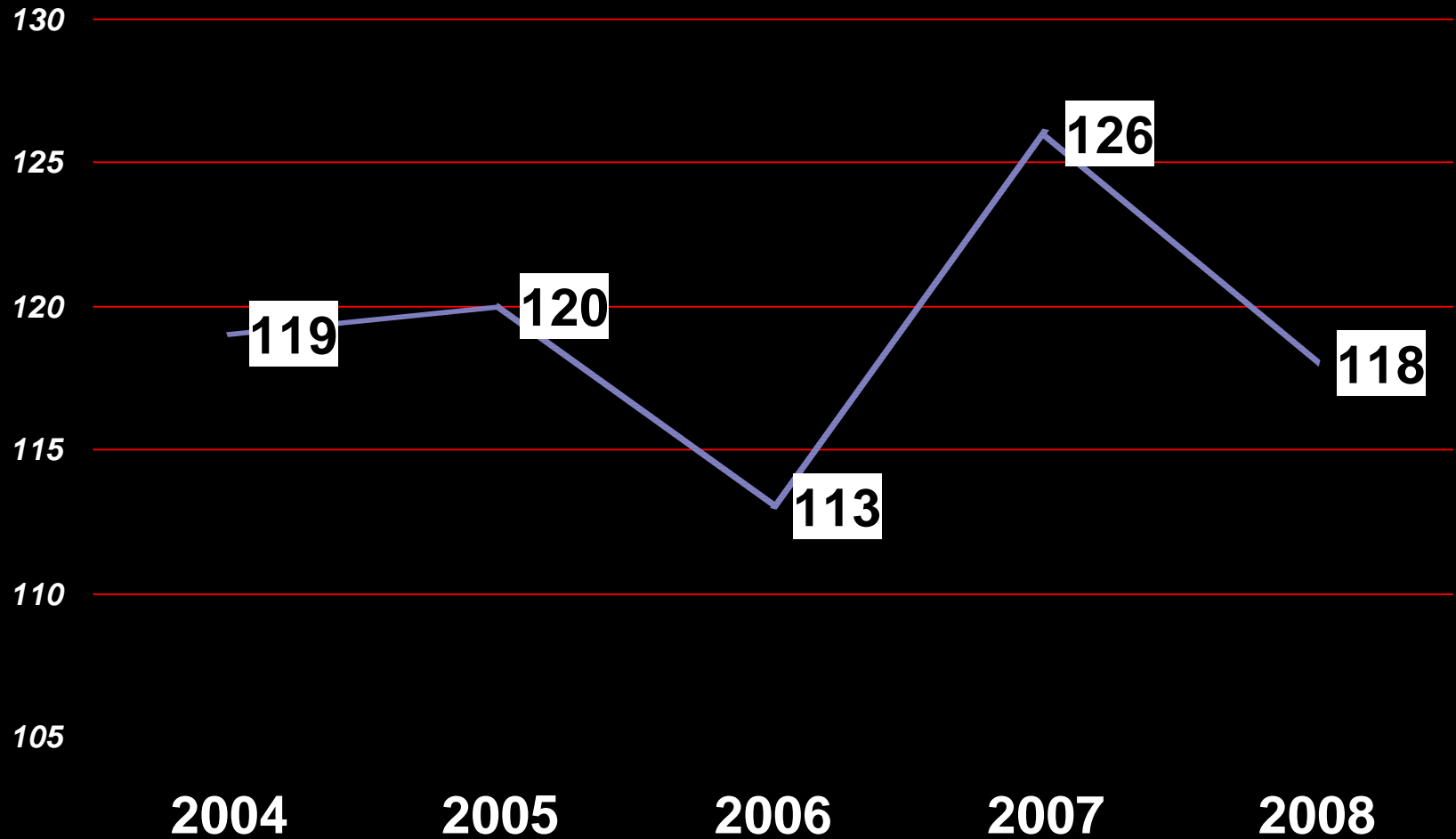


Compliments of RE/MAX Lake of the Ozarks

Offshore Average Sales Price

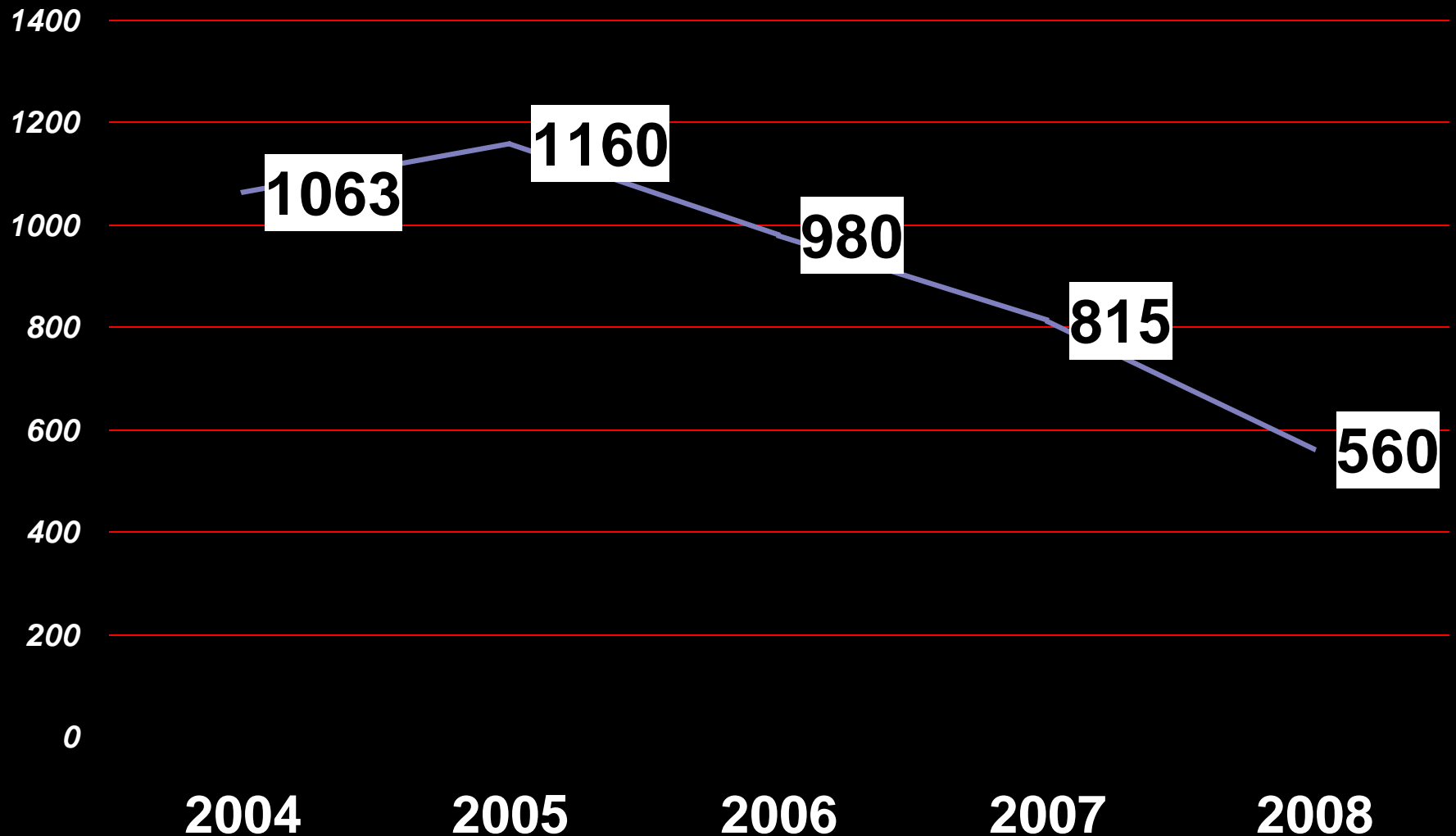


Offshore Days on Market



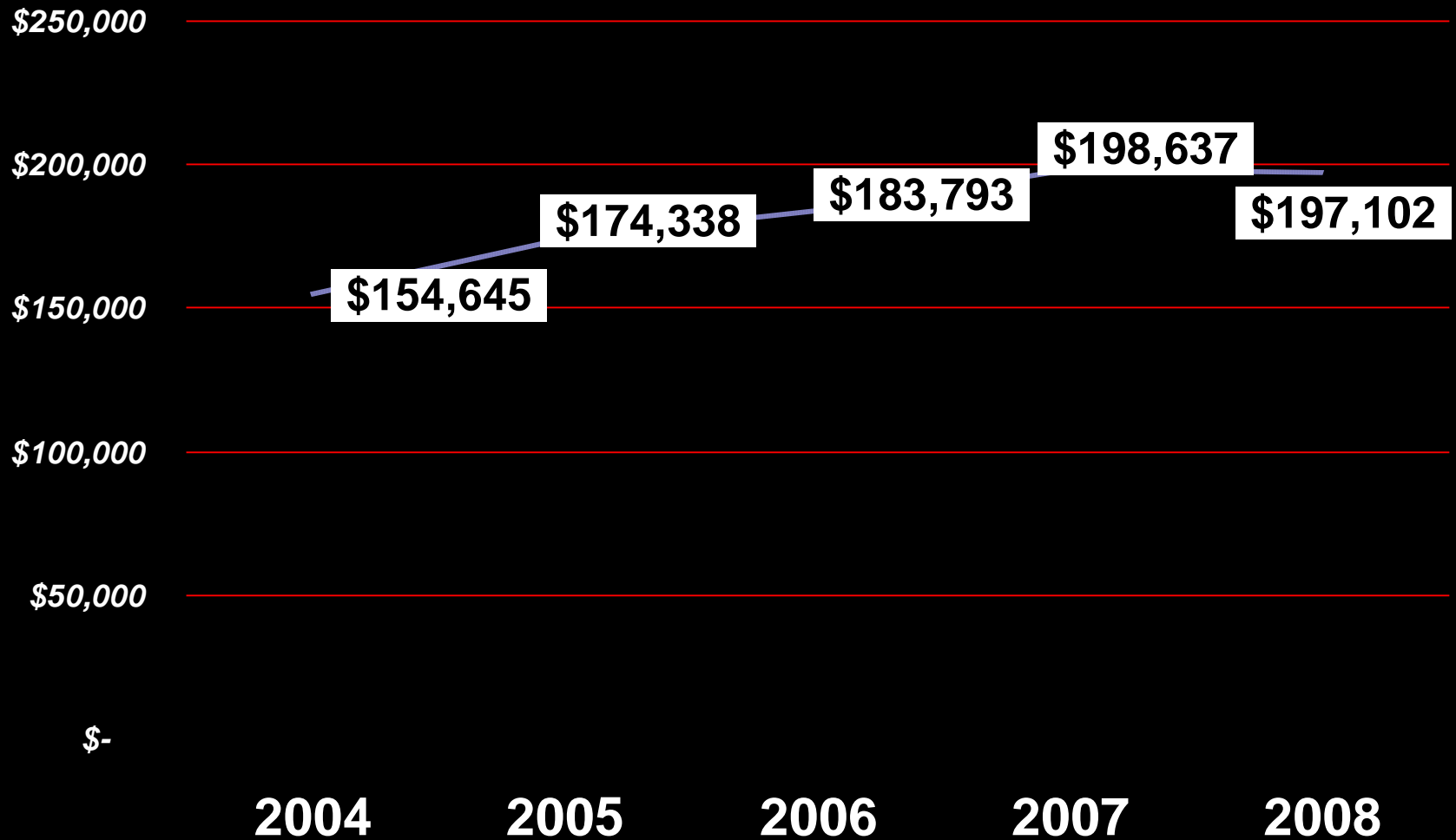
Compliments of RE/MAX Lake of the Ozarks

Condo # of Sales by Year

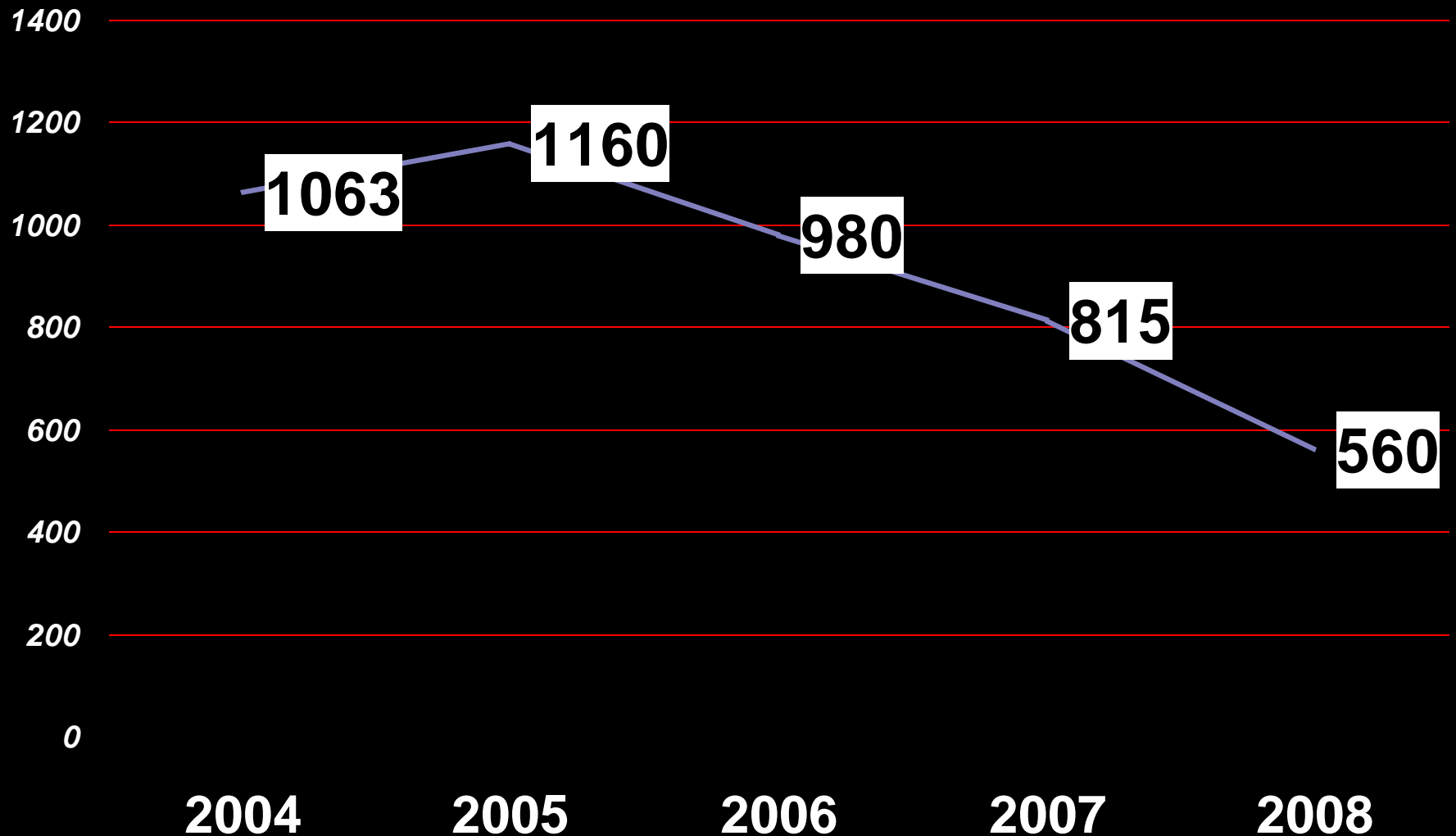


Compliments of RE/MAX Lake of the Ozarks

Condo Average Sale Price



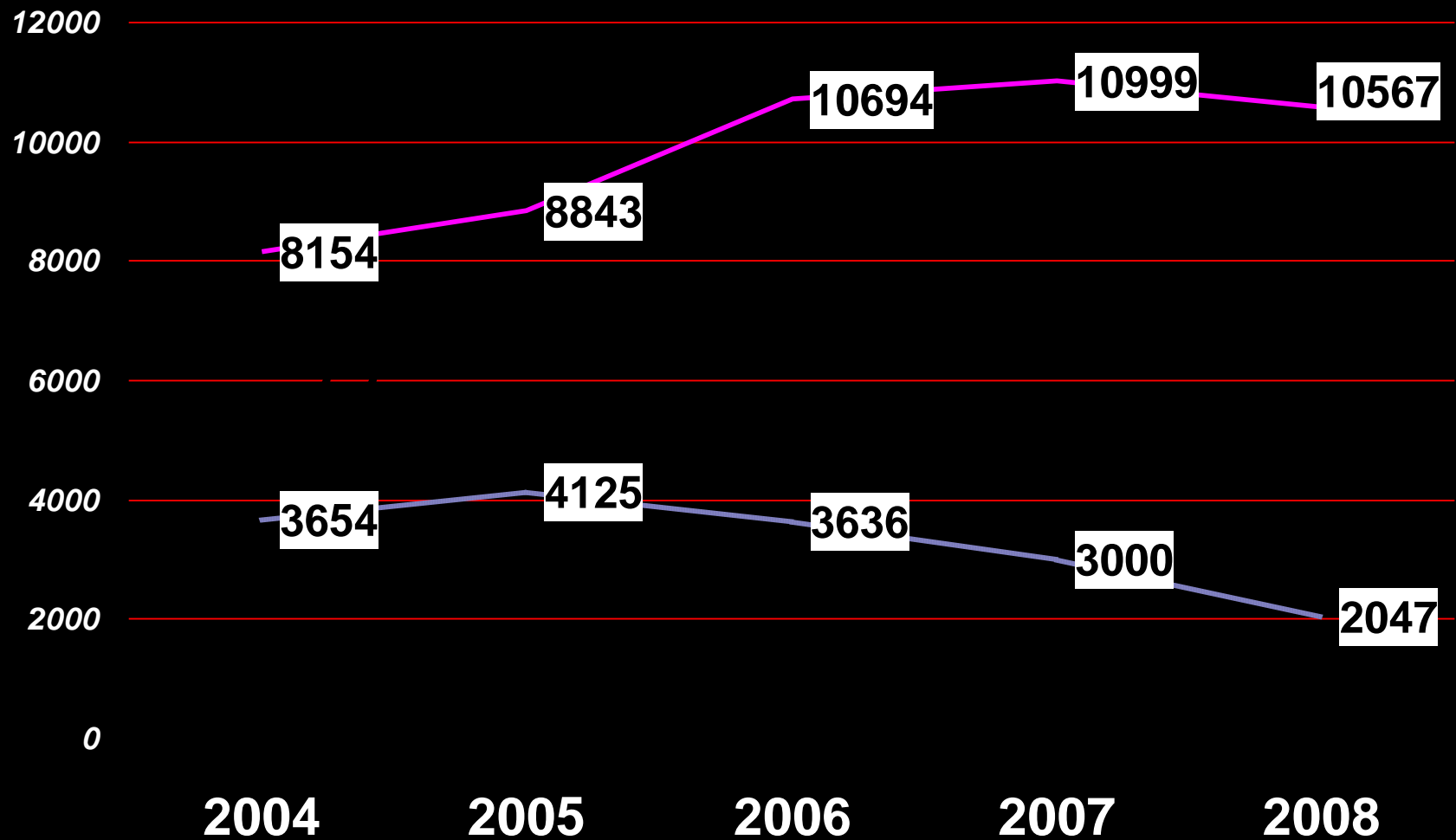
Condo # of Sales by Year



Condo Days on Market



New Listing Absorption Rates



Compliments of RE/MAX Lake of the Ozarks

Effect of Foreclosures on our Market

There are currently 2361 Homes listed for sale in our MLS.

66 are entered as “Foreclosure” in the appropriate field.

There are currently 1590 Condos listed for sale in our MLS.

17 are entered as “Foreclosure” in the appropriate field.

In Summary

The market is experiencing a rare and difficult set of issues that include

- Excess inventory,
- Scarcity of funding,
- Uncertainty in the labor force,
- Foreclosure is not a problem.

Home prices have fallen to levels that are fundamentally justifiable. I feel we are now seeing a severe “overcorrection” by lenders

- Stricter regulations and underwriting guidelines,
- These are prohibitive to recovery in some sectors,
- Larger home loans (Jumbo),
- New construction condominium market.

What's the Good News?

- Most people become interested in buying a second home in their 40's.
- 44.8 million people are between 40 and 49.
- Another 40.7 million are 30 to 39.
- The fundamental demand from these large population groups will remain. The population approaching middle age should drive the second-home market over the next decade.