



# LAKE OF THE OZARKS MARKET REPORT

Condominium Sales: Year to Date through January 31

## All Lake Area Condo Sales:

	2011	2012	Change	
Number of units sold:	15	25	up	40%
Total dollar volume sold:	\$1,902,581	\$3,409,314	up	44%
Average % of sell price to list price:	96%	94%	down	-3%
Average number of days on market:	154	157	up	2%
Average sales price:	\$126,839	\$136,373	up	7%
Average Size (SqFt) of sold properties:	1,269	1,408	up	10%

## Condo Sales \$200,001 and up:

	2011	2012	Change	
Number of units sold:	0	4	up	100%
Total dollar volume sold:	\$0	\$934,014	up	100%
Average % of sell price to list price:	#DIV/0!	97%	#DIV/0!	#DIV/0!
Average number of days on market:	0	172	up	100%
Average sales price:	\$0	\$233,504	up	100%
Average Size (SqFt) of sold properties:	0	1,972	up	100%

## Condo Sales \$200,000 and under:

Condos \$200,000 and Under:	2011	2012	Change	
Number of units sold:	15	21	up	29%
Total dollar volume sold:	\$1,902,581	\$2,475,300	up	23%
Average % of sell price to list price:	96%	92%	down	-4%
Average number of days on market:	154	154	flat	0%
Average sales price:	\$126,839	\$117,871	down	-7%
Average Size (SqFt) of sold properties:	1,269	1,301	up	2%

## Eastside Condo Sales:

(East Gravois, North Shore, Lake Ozark, Horseshoe Bend, Osage Beach)

Access off Hwy 54, Hwy W, HH	2011	2012	Change	
Number of units sold:	9	12	up	25%
Total dollar volume sold:	\$1,100,000	\$2,831,200	up	61%
Average % of sell price to list price:	95%	92%	down	-3%
Average number of days on market:	167	166	flat	-1%
Average sales price:	\$122,222	\$134,819	up	9%
Average Size (SqFt) of sold properties:	1,159	1,365	up	15%

## Westside Condo Sales:

(West Gravois, Laurie, Sunrise Beach, Greenview, Camdenton, Linn Creek)

Access off Hwy 5, Shawnee Bend	2011	2012	Change	
Number of units sold:	6	4	down	-33%
Total dollar volume sold:	\$802,581	\$578,114	down	-28%
Average % of sell price to list price:	98%	100%	up	2%
Average number of days on market:	134	106	down	-21%
Average sales price:	\$133,764	\$144,528	up	7%
Average Size (SqFt) of sold properties:	1,433	1,638	up	13%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service



# LAKE OF THE OZARKS MARKET REPORT

All Residential Properties: Year to Date through January 31

## All Residential Home Sales:

	2011	2012	Change	
Number of properties sold:	63	70	up	10%
Total volume of homes sold:	\$12,409,256	\$11,393,350	down	-8%
Average % of sell price to list price:	90%	93%	up	3%
Average number of days on market:	146	149	up	2%
Average sales price:	\$196,972	\$115,000	down	-42%
Average Size (SqFt) of sold properties:	2,163	1,926	down	-11%

## \*\*\*\* Market Segments: \*\*\*\*

### Home Sales Over \$500,001:

	2011	2012	Change	
Number of properties sold:	6	3	down	-50%
Total dollar volume of homes sold:	\$4,049,850	\$2,635,000	down	-35%
Average % of sell price to list price:	92%	91%	flat	-1%
Average number of days on market:	131	146	up	10%
Average sales price:	\$674,975	\$878,333	up	23%
Average Size (SqFt) of sold properties:	3,922	4,119	up	5%

### Home Sales \$250,001 thru \$500,000:

	2011	2012	Change	
Number of properties sold:	8	8	flat	0%
Total dollar volume of homes sold:	\$2,901,400	\$2,473,600	down	-15%
Average % of sell price to list price:	85%	95%	up	11%
Average number of days on market:	209	109	down	-48%
Average sales price:	\$362,675	\$309,200	down	-15%
Average Size (SqFt) of sold properties:	3,564	2,969	down	-17%

### Home Sales \$150,001 thru \$250,000:

	2011	2012	Change	
Number of properties sold:	13	17	up	24%
Total dollar volume of homes sold:	\$2,573,236	\$3,223,900	up	20%
Average % of sell price to list price:	93%	95%	up	2%
Average number of days on market:	109	144	up	24%
Average sales price:	\$197,941	\$189,641	down	-4%
Average Size (SqFt) of sold properties:	2,282	2,125	down	-7%

### Home Sales \$150,000 and under:

	2011	2012	Change	
Number of properties sold:	13	17	up	24%
Total dollar volume of homes sold:	\$2,573,236	\$3,223,900	up	20%
Average % of sell price to list price:	93%	95%	up	2%
Average number of days on market:	109	144	up	24%
Average sales price:	\$197,941	\$189,641	down	-4%
Average Size (SqFt) of sold properties:	2,282	2,125	down	-7%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service



# LAKE OF THE OZARKS MARKET REPORT

General Market Overview: Year to Date through January 31

## All Residential Home Sales:

	2011	2012	Change	
Number of properties sold:	63	70	up	10%
Total dollar volume sold:	\$12,409,256	\$11,393,350	down	-8%
Average % of sell price to list price:	90%	93%	up	3%
Average number of days on market:	146	149	up	2%
Average sales price:	\$196,972	\$162,762	down	-17%
Average Size (SqFt) of sold properties:	2,163	1,926	down	-11%

## All Lake Front Residential Under \$1,000,000:

	2011	2012	Change	
Number of properties sold:	25	26	up	4%
Total dollar volume sold:	\$8,640,506	\$7,028,500	down	-19%
Average % of sell price to list price:	89%	94%	up	5%
Average number of days on market:	152	128	down	-16%
Average sales price:	\$345,620	\$270,327	down	-22%
Average Size (SqFt) of sold properties:	2,811	2,084	down	-26%

## All Lake Area Condo Sales:

	2011	2012	Change	
Number of units sold:	15	25	up	40%
Total dollar volume sold:	\$1,902,581	\$3,409,314	up	44%
Average % of sell price to list price:	96%	94%	down	-3%
Average number of days on market:	154	157	up	2%
Average sales price:	\$126,839	\$136,373	up	7%
Average Size (SqFt) of sold properties:	1,269	1,408	up	10%

## Lots and Land

	2011	2012	Change	
Number of properties sold:	4	7	up	43%
Total dollar volume sold:	\$132,500	\$492,000	up	73%
Average % of sell price to list price:	73%	78%	up	7%
Average number of days on market:	174	322	up	46%
Average sales price:	\$33,125	\$70,286	up	53%

## Commercial

	2011	2012	Change	
Number of properties sold:	5	4	down	-20%
Total dollar volume sold:	\$737,000	\$478,500	down	-35%
Average % of sell price to list price:	69%	72%	up	4%
Average number of days on market:	355	224	down	-37%
Average sales price:	\$147,400	\$119,625	down	-19%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service



# LAKE OF THE OZARKS MARKET REPORT

Single Family Lake Front Home Sales: Year to Date through January 31

## Aggregate Lake Home Market:

	2011	2012	Change	
Number of properties sold:	25	26	up	4%
Total volume of homes sold:	\$8,640,506	\$7,028,500	down	-19%
Average % of sell price to list price:	89%	94%	up	5%
Average number of days on market:	152	128	down	-16%
Average sales price:	\$345,620	\$270,327	down	-22%
Average Size (SqFt) of sold properties:	2,811	2,084	down	-26%

## \*\*\*\* Market Segments \*\*\*\*

### \$1,000,001 and over

	2011	2012	Change	
Number of properties sold:	0	0	#DIV/0!	#DIV/0!
Total dollar volume of homes sold:	\$0	\$0	#DIV/0!	#DIV/0!
Average % of sell price to list price:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Average number of days on market:	0	0	#DIV/0!	#DIV/0!
Average sales price:	\$0	\$0	#DIV/0!	#DIV/0!
Average Size (SqFt) of sold properties:	0	0	#DIV/0!	#DIV/0!

### \$500,001 thru \$1,000,000

	2011	2012	Change	
Number of properties sold:	6	3	down	-50%
Total dollar volume of homes sold:	\$4,049,850	\$2,635,000	down	-35%
Average % of sell price to list price:	92%	91%	flat	-1%
Average number of days on market:	131	146	up	10%
Average sales price:	\$674,975	\$878,333	up	23%
Average Size (SqFt) of sold properties:	3,922	4,119	up	5%

### \$250,001 thru \$500,000

	2011	2012	Change	
Number of properties sold:	8	6	down	-25%
Total dollar volume of homes sold:	\$2,901,400	\$1,773,600	down	-39%
Average % of sell price to list price:	85%	96%	up	12%
Average number of days on market:	209	136	down	-35%
Average sales price:	\$362,675	\$295,600	down	-18%
Average Size (SqFt) of sold properties:	3,564	2,389	down	-33%

### \$250,000 and below

	2011	2012	Change	
Number of properties sold:	11	17	up	35%
Total dollar volume of homes sold:	\$1,689,256	\$2,619,900	up	36%
Average % of sell price to list price:	92%	95%	up	3%
Average number of days on market:	122	122	flat	0%
Average sales price:	\$153,569	\$154,112	flat	0%
Average Size (SqFt) of sold properties:	1,657	1,617	down	-2%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service



# LAKE OF THE OZARKS MARKET REPORT

Lake Front Home Sales \$100,000 through \$500,000: Year to Date through January 31

## Lake Homes \$100,000 thru \$500,000:

	2011	2012	Change	
Number of properties sold:	17	18	up	6%
Total dollar volume of homes sold:	\$4,509,736	\$3,996,200	down	-11%
Average % of sell price to list price:	87%	96%	up	9%
Average number of days on market:	168	137	down	-18%
Average sales price:	\$265,279	\$222,011	down	-16%
Average Size (SqFt) of sold properties:	2,581	2,024	down	-22%

## \*\*\*\* Market Segments \*\*\*\*

### \$400,001 - \$500,000

	2011	2012	Change	
Number of properties sold:	3	0	down	-100%
Total dollar volume of homes sold:	\$1,367,400	\$0	down	-100%
Average % of sell price to list price:	78%	#DIV/0!	#DIV/0!	#DIV/0!
Average number of days on market:	167	0	down	-100%
Average sales price:	\$455,800	\$0	down	-100%
Average Size (SqFt) of sold properties:	5,029	0	down	-100%

### 300,001 \$400,000

LF Residential: \$300,001 - \$400,000	2011	2012	Change	
Number of properties sold:	2	1	down	-50%
Total dollar volume of homes sold:	\$651,000	\$350,000	down	-46%
Average % of sell price to list price:	90%	100%	up	10%
Average number of days on market:	112	0	down	-100%
Average sales price:	\$325,500	\$350,000	up	7%
Average Size (SqFt) of sold properties:	2,810	1,872	down	-33%

### \$200,001 - \$300,000

	2011	2012	Change	
Number of properties sold:	7	9	up	22%
Total dollar volume of homes sold:	\$1,778,836	\$2,344,600	up	24%
Average % of sell price to list price:	93%	94%	up	2%
Average number of days on market:	209	144	down	-31%
Average sales price:	\$254,119	\$260,511	up	2%
Average Size (SqFt) of sold properties:	2,313	2,299	flat	-1%

### \$100,000 thru \$200,000:

	2011	2012	Change	
Number of properties sold:	5	8	up	38%
Total dollar volume of homes sold:	\$712,500	\$1,301,600	up	45%
Average % of sell price to list price:	91%	97%	up	6%
Average number of days on market:	135	146	up	8%
Average sales price:	\$142,500	\$162,700	up	12%
Average Size (SqFt) of sold properties:	1,395	1,732	up	19%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service



# LAKE OF THE OZARKS MARKET REPORT

Off Shore Residential Properties: Year to Date through January 31

## Aggregate Off Shore Home Market:

All Off Shore Residential Properties:	2011	2012	Change	
Number of properties sold:	38	44	up	14%
Total dollar volume sold:	\$3,768,750	\$4,364,850	up	14%
Average % of sell price to list price:	92%	92%	flat	0%
Average number of days on market:	143	162	up	12%
Average sales price:	\$99,178	\$99,201	flat	0%
Average Size (SqFt) of sold properties:	1,737	1,834	up	5%

## \*\*\*\* Market Segments \*\*\*\*

### Over \$200,001:

	2011	2012	Change	
Number of properties sold:	36	41	up	12%
Total dollar volume sold:	\$3,303,750	\$3,432,350	up	4%
Average % of sell price to list price:	93%	92%	down	-1%
Average number of days on market:	138	169	up	18%
Average sales price:	\$91,771	\$83,716	down	-9%
Average Size (SqFt) of sold properties:	1,686	1,665	down	-1%

### 100,001 - \$200,000:

	2011	2012	Change	
Number of properties sold:	15	13	down	-13%
Total dollar volume sold:	\$2,132,200	\$1,914,200	down	-10%
Average % of sell price to list price:	93%	94%	flat	1%
Average number of days on market:	189	296	up	36%
Average sales price:	\$142,147	\$147,246	up	3%
Average Size (SqFt) of sold properties:	2,165	2,146	flat	-1%

### \$50,001 thru \$100,000:

	2011	2012	Change	
Number of properties sold:	13	14	up	7%
Total dollar volume sold:	\$988,450	\$1,091,900	up	9%
Average % of sell price to list price:	94%	91%	down	-3%
Average number of days on market:	103	146	up	29%
Average sales price:	\$76,035	\$77,993	up	3%
Average Size (SqFt) of sold properties:	1,458	1,656	up	12%

### \$50,000 and under

	2011	2012	Change	
Number of properties sold:	8	14	up	43%
Total dollar volume sold:	\$183,100	\$426,250	up	57%
Average % of sell price to list price:	84%	84%	flat	1%
Average number of days on market:	100	74	down	-26%
Average sales price:	\$22,888	\$30,446	up	25%
Average Size (SqFt) of sold properties:	1,156	1,227	up	6%

Source: Bagnell Dam and Lake Ozarks Board of Realtors Multiple Listing Service